



**3i Infotech**  
*"Connect"*

**Empowering  
Business  
Transformation**

Jul, 2015

**Greetings from 3i Infotech Ltd..**

At the outset, an update on the financials and key developments in 3i Infotech.

FY2015 performance was encouraging for us with a number of positive developments and a vindication of our endeavors to improve our operational performance. We have acquired more than 75 new clients across various lines of business in FY2015 which, we believe, reinforces the effectiveness of the solutions offered by us and demonstrates the improving perception regarding our stability.

Revenue from operations for the financial year FY2015 is INR 1,344.00 crores as against INR 1,307.89 crores in the previous financial year. This increase in revenue is despite the sale of two of the Company's subsidiaries, which were divested during the current year and whose full year revenue is included in the previous year. The operating profit for FY2015 is INR 176.08 crores compared to INR 91.18 crores in the previous financial year, a growth of 93%. This growth is mainly due to increase in revenue from products business.

Q4-FY2015 has been a milestone in the Company's performance since admittance to CDR. The efforts of the Company in the areas of delivery governance; cost control and optimization of structure have made further headway as is evident from the financials. The Company achieved a QoQ growth in operating profit by 46% (INR 63.16 crores) in Q4-FY2015 compared to Q3-FY2015 (INR 43.31 crores, excluding entity sold). Revenue from operations for Q4-FY2015 is INR 305.31 crores compared to INR 291.76 crores (excluding entity sold) in Q3-FY2015.

As we move forward, we will keep you updated on the developments at 3i Infotech on an ongoing basis. Your support has been invaluable to us over the years and we look forward to it in the future. We thank all our stakeholders, including our customers, lenders, employees, vendors and partners for the confidence reposed in us.

If you have any questions or need any further clarifications, please feel free to write to us.

Regards,

**Padmanabhan Iyer**  
CFO, 3i Infotech Ltd.



## Meet Our Clients –Existing and New

Let us meet a few of them in this section.

### *New Clients*

#### **International Clients – New**

**Client: one of the leading motor dealers in Qatar**

**The 3i Infotech Solution: ORION**

Client chose ORION Enterprise Automobile Dealership Management.

Client is manned by highly qualified and experienced professionals in the field of management, finance, sales, purchase, logistics, customer service, etc. Its head-quarter is strategically located at the Airport Road, Doha, Qatar. Client is the exclusive Qatar Dealers for Cars, Commercials, Motorcycles, Spares & Accessories; Automobile & Motorcycle Service & Repair; Lubricants & Oil for Automotive & Industrial use; Tyre Service Centers; Car Care Products; Auto Workshop Equipment , Vehicle leasing and Rental.

**Client: a leading insurance Company in Nigeria**

**The 3i Infotech Solution: PREMIA 11 – General Insurance**

Client is a liability company licensed to transact insurance businesses in Nigeria. They are one of the largest financial institutions in South Africa and commenced operations in 2010.

It was the first time implementation of PREMIA 11 in the MEA market and surely gave us an opportunity to penetrate into this competitive market and offer upgrade to our existing customers and present a robust application to prospective clients

**Client: one of the top food manufacturers in Oman**

**The 3i Infotech Solution: ORION**

Client manufactures quality condiments, such as ketchup, mayonnaise, salad dressings, hot sauce & exotic and sauces selected ORION. Recently the client was Awarded 10 years of Excellence Award by the Oman Award of Excellence for the Most Consistently Performing Best Private sector group company of Oman.

**Client: a leading insurance Company in Ethiopia**

**The 3i Infotech Solution: PREMIA 11 General Insurance, Business Intelligence, PREMIA e-business Portal**

Client is a leading insurance company in Ethiopia. Established in 2007. They chose PREMIA 11 General Insurance, Business Intelligence, PREMIA e-business Portal

#### **Domestic Clients – New**

**Client: Operating a Payment System provider in India**

**The 3i Infotech Solution: AMLOCK**

Client provides fast, secure and convenient way to transact on mobile promoted by a leading Cellular Company in association with a leading public Bank. Under Payment and Settlement Systems Act, 2007 of Reserve Bank of India, client is Setting up and Operating a Payment System in India.

AMLOCK has been chosen as an integrated AML platform after exhaustive rounds of technical/commercial evaluation and under stiff competition from established players. The deal have been sealed for a period of 5 years which opens up a fantastic opportunity for us to develop an effective managed services model within this greenfield payment solutions business and drive healthy annuity business in due course of time.

**Client: a state government agency in India**

**The 3i Infotech Solution: Client has empanelled us for Application Developments and Turnkey projects for next two years**

Client is an agency of one of the state government in India for the IT procurement and technical assistance across all departments of state governments. We will get the opportunities of application developments and turnkey project from this empanelment.



## Client Appreciation

**Client: a multinational specialty pharmaceutical company in Canada**

**The 3i Infotech Solution: application support for their DotNetNuke based websites**

Client is a multinational specialty pharmaceutical company that specializes in developing, manufacturing, and marketing neurological and dermatological treatments.

### Here what the client has said:

*"It's being couple of months since you became a part of our team. I wanted to take a moment to say how much I appreciate your work. First of all warmest thanks for all of your hard work and outstanding contributions as a member of the our Website Team. I know how much time and energy you spend on all the assignments, and I deeply appreciate all of your efforts to make it a great success. I appreciate your pro-activeness and professionalism to work on the assignments. As always, it's great to know that we can count on you to go the extra mile. Thank you again for all you do for our website team and ours."*

*"We passed through UAT phase with zero bugs and that helped a lot for smooth cutover. I would like to take this opportunity to thank you and 3i team for doing a great job on this site migration. This word of appreciation reciprocates the feedback from business user community also."* - **Client, IT Business System Analyst**

## Client's Visit

- **TransCentra's annual visit to our Mumbai and Chennai Office**

TransCentra executive management team, **Lynn Boggs (CEO) & Scot Kees (Executive Vice President and General Counsel)** visited 3i Infotech's Mumbai & Chennai offices as a part of TransCentra's annual visit. TransCentra team addressed 3i Infotech's staff at the town hall and appreciated the efforts of the offshore delivery units in providing customer satisfaction and gaining more business to TransCentra.

**Photographs: Padmanabhan Iyer (CFO, 3i Infotech Ltd.), Lynn Boggs (CEO, TransCentra) & Scot Kees (Executive Vice President and General Counsel, TransCentra)** addressing the team in Chennai.



## Certification

- **3i Infotech International BPO unit is now certified with “ISO/IEC 27001:2013 - ISMS” from BSI, an international standards organization**

BSI is the business standards company that helps organizations makes excellence a habit – all over the world.

3i Infotech International BPO successfully migrated from “ISO/IEC 27001:2005” to the new standard “ISO/IEC 27001:2013”. Being ISO 27001: 2013 certified means that we comply with best practices that ensure that our customer’s information is secure with us and is under explicit management control

### **BSI Auditor’s Appreciation has said:**

*“The organisation has shown excellent commitment towards Information Security Management System (ISMS) sustenance and continual improvements. The ISMS team demonstrated good understanding of risk assessment process and its governance through score card mechanism” -- Rajani Patil (Lead Auditor – BSI, India)*



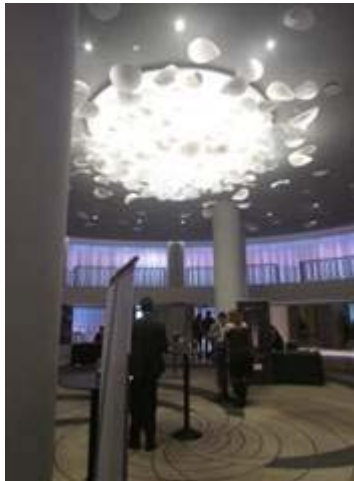
## 3i Infotech Ltd. participation

- **3i Infotech participated in the “Receivables Finance International 2015” as a sponsor in Madrid from 24 to 26 Mar, 2015**

This was the 15<sup>th</sup> annual global receivables, factoring & supply chain finance convention– the leading receivables gathering in Europe – which brings together 200 + high level delegates from factoring companies, banks, trade bodies, and corporates to examine key strategic and practical challenges facing the international receivables industry in the new working capital scenario. At the leading edge of conference thinking, in addition to a high-level programme of expert speakers and panel discussions, RFlx offers extensive networking opportunities.

**Abhay Sinha** (Region Head South Asia & Asia Pacific, 3i Infotech Ltd.), and other team members represented 3i Infotech Ltd. at the event.

We had a wide coverage on our logo and products (KASTLE and AMLOCK) platform at the event. This convention has given us a great platform for business and networking and we are confident that we will add some new logos to our client’s list in the European region



### **3i Infotech in News:**

**“Edgars Zimbabwe selects 3i Infotech's ORION ERP to enhance their Business Operations”**

## Way Forward:

Your support has been invaluable to us as a Company over the years and we look forward to it in the future. As we move forward, we will keep you updated on the developments at 3i Infotech Ltd. on an ongoing basis.

For any clarification, please feel free to write to [3IINFOTECHCONNECT@3i-infotech.com](mailto:3IINFOTECHCONNECT@3i-infotech.com), [corporate@3i-infotech.com](mailto:corporate@3i-infotech.com) or [tina.dutta@3i-infotech.com](mailto:tina.dutta@3i-infotech.com)

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## Disclaimer:

Except for the historical information contained herein, statements in this release, which contain words or phrases such as "will", "would", "expect", "believe", and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of our principal international markets, the performance of the industry sectors in which our clients are based, the performance of the information technology industry sector world-wide, competition, our ability to obtain statutory and regulatory approvals and to successfully implement our strategy, future levels of our growth and expansion in business, technological implementation, changes, advancements, and redundancies, the actual demand for software products and services, or the future potential or feasibility thereof, changes in revenue, income or cash flows, our market preferences and our exposure to market risks, as well as other risks. 3i Infotech undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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