



3i Infotech
"Connect"

**Empowering
Business
Transformation**

September, 2016

Dear Friends,

Greetings from 3i Infotech Ltd.

At the outset, I would like to keep you abreast of the recent happenings and few of the key developments at 3i Infotech.

We had our Board meetings on 11th & 12th August 2016 wherein the results for the Q4 FY 2016 and Q1 FY 2017 were announced. As planned while initiating the DRS proposal, we have right sized the balance sheet in the results for the quarter ended 31st March 2016 and reported a positive Net worth. During the quarter ended 30th June 2016, our Company posted a profit of INR 20.17 crores, after reporting losses for 5 consecutive years. The salient points of the results are as follows:

	Q3 FY 2016	Q4 FY 2016	Q1 FY 2017
Income from Operations	286.39	271.75	255.13
Operating EBIDTA	39.36	42.19	42.20
Net Profit/(Net Loss)	(78.57)	(811.50)	20.17

Subsequent to admittance to CDR, the Company took a number of initiatives to address its debt overhang issue, including obtaining foreign lending against Stand By Letter of Credit to be issued by the CDR Lenders, Conversion of INR debt to FCNR(B) and induction of a Strategic Investor. Due to challenges faced, including regulatory issues, leading to abandonment of these initiatives, the Company, in consultation with its Lenders has explored various options to work out a comprehensive solution to its debt overhang.

After discussions on a number of iterative proposals, the Company, in November 2015, submitted a Debt Realignment Scheme (DRS) to its Lenders, which involves conversion of 40% of its debt to Equity Shares, 35% to Redeemable Preference Shares and retaining 25% as Residual Debt. The residual debt will carry an interest of 10% per annum which will be serviced on a monthly basis beginning April 2016, whereas the principal payment begins after a moratorium of 2 years to be paid over a period of 6 years. The DRS proposal got approved by the CDR-EG vide its letter dated 14 Jun 2016.

The Company also submitted a similar restructuring proposal to the FCCB holders which involves haircut of 35%, conversion of 40% of bonds to Equity shares and retaining 25% as residual bonds with coupon rate of 2.5% p.a. to be serviced semi-annually. The principal has a moratorium of 3 years after which it will be repaid over a period of 6 years. The Company has received approval from its FCCB Holders to this restructuring proposal.

The approval of the DRS proposal by the Lenders and FCCB Holders gives a huge relief to the Company from the high levels of debt, as now the Company will have to service one-fourth of its earlier levels of debts. In light with its commitment to its lenders, the Company has right sized the Balance Sheet in its financials for the quarter ended 31 March 2016 and reported a positive Net worth. More importantly, during the quarter ended 30th June 2016, the Company posted a profit INR 20.17 crores, after reporting losses for 5 consecutive years.

For 3i Infotech, this metamorphosis to a profit making organization brings the additional responsibility to prove that the trust placed in us by our stakeholders is not misplaced and that we truly are capable to take this Company to great heights. We aim to

fully realize the potential of our products and services, capitalize on our strengths and the deep relations we have with our customers to fulfill this trust.

We thank all our stakeholders, including our customers, lenders, vendors and partners for your solidarity and the confidence reposed in us, which has enabled the success of this organization. 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.

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

Regards,
Padmanabhan Iyer
MD & Global CEO, 3i Infotech Ltd



Meet Our Clients – Existing and New

Let us meet a few of them in this section.

International Clients – New

Client: A Leading Financial Services Company, U.A.E.
The 3i Infotech Solution: ODC & Professional Services

A leading name in the financial service sector primarily dealing in foreign exchange, global money transfer and salary and wage administration was looking to build high-performing, scalable, enterprise-grade real time applications and required expertise in the full software development lifecycle, from concept and design to testing. The customer was keen to set up an ODC in our 3i-Infotech Chennai office.

The project team designed an offshore development team in Chennai office, which included a project manager from the customer end as well as a team leader and software engineers from our end. The pilot here becomes critical for the engagement, as this would act as an off-shoring showcase for the customer, and would help us then lead their objectives of off-shoring many critical projects that are currently done in house. This would lead to an increased efficiency and cost effectiveness for the customer

Client: A Leading Sports Club Of GCC
The 3i Infotech Solution: Orion™ 11j

One of the oldest, most respectable & one of the most developed sports clubs established in the United Arab Emirates which has is known to organize a lot of tournaments both at local and Gulf levels chose Orion 11j from 3i Infotech for an integrated enterprise solution that addresses their Finance, Sales, Inventory, Procurement, Sports Management & Club Management requirements.

ORION11j platform will help the club manage their investment portfolio and overall performance levels. ORION11j's advanced features will enable process automations to streamline their operational and business needs with an enhanced decision support system. The club will achieve complete 360 degree visibility of information on real time dashboards helping the management make better decisions. This will help Orion service a new vertical segment i.e. Sports Clubs

Client: A Leading Takaful Insurance Company

The 3i Infotech Solution: Premia™

The implementation of the Premia Suite for a leading takaful insurance company, is one of the quick wins and a new logo for 3i Infotech which enables us to further strengthen our presence in the Oman Market.

The company recognized our strength in the core insurance segments lead by product suite, domain knowledge and the best practices adopted in our implementation/delivery strategy.

This year, they decided to choose 3i Infotech for our overall strength as a long term solution partner. They opted for our tried & tested value added ODC model to manage their growth, streamline operations and reach out to their extended enterprise, leading to an increase in productivity.

Client: A leading non-life insurance company in Singapore.

The 3i Infotech Solution: Premia™

A leading non-life insurance company in Singapore was looking to implement an Enterprise Service Bus (ESB) to integrate their existing PREMIA core system with various other channels. Our proposed solution to build a product service layer with a dynamic approach would enable them to configure any product in any channels based on their requirements and thus ensure scalability to their business needs.

The success of this project will eventually provide us an opportunity to position 3i Infotech in their B2B & B2C initiatives for Premia's next generation collaborative suite. The deal also has other long term opportunities for us to be a part of the company's digital transformation program, build channels and integrate Premia to reach out and become an extended enterprise of their eco system.

Client: A Leading Supplier Of Aggregates & Asphalt, U.A.E.

The 3i Infotech Solution: Orion™11j

A leading supplier of aggregates and asphalt has chosen 3i Infotech's flagship product ORION ERP Suite to consolidate its country operations. In line with its development strategy in the Middle East, the company, which specializes in road construction, deployed ORION ERP Suite to set up the business processes at the ground level.

After the acquisition, the company's key requirement was to establish an integrated view of its business processes at the various country locations. 3i Infotech's ORION ERP Suite helped shape the newly acquired companies' business processes into a consolidated whole. The parent company was able to gain real-time access of all business processes across locations, leading to swifter decision-making and cost reductions.

Client: A Leading NGO In Africa.

The 3i Infotech Solution: Orion™11j

Since its inception, the NGO has implemented many social marketing programmes to address HIV/AIDS, reproductive health, as well as diseases including malaria and diarrhea.

Due to their disparate systems and absence of a single source of information, their users were finding it difficult as well as time consuming to access and collate information across their multiple locations. There was also no system that could help them track and stay updated with information regarding their donors, the donations they were receiving and the utilization of the same in the various healthcare related projects that were being executed for the people of Kenya.

Their requirement was a Business Management Solution that automated processes and delivered a reliable blueprint of their operations based on real-time data, which was provided by Orion 11j

Domestic Clients – New

Client: Leading Home Loan Financing Company

The 3i Infotech Solution: IMS Services

The company has over two decades of specialized experience in housing finance, with a robust network of branches spread across the country which help its customers avail financial services (loans and deposits) seamlessly.

They have issued an order to 3i Infotech for their hardware upgrade. After having engaged with them for a long period and showcasing a complete plan for their future roadmap, the customer issued the first order for the infrastructure. This is the first step towards this growth planning.

Client: An Industry Leader In The Insurance Sector

The 3i Infotech Solution: FMS and AMC Services

The company is committed to developing and providing reliable insurance products and services. Their personalized service, customized covers and a wide array of non-life insurance products.

3i Infotech has won an order from them to provide FMS and AMC Services on PAN India basis for the next three years. The support would include managing approx 4400 assets across 225 locations by deploying 40+ resources.

Client: A Leading Automobile MNC

The 3i Infotech Solution: IMS & Professional Services

A leading Automobile MNC has selected 3i Infotech IMS & Professional services to roll out a pilot project to migrate 10,000 workspaces from Windows 8 to Windows 10.

Based on the success of the pilot and RFP bid-process later on, they will then decide who would be their partner for the mega-migration project involving close to 250,000 workspaces. This project also has another part to which application readiness testing, as well as other services will be rendered, thus more opportunities for the partner to get involved.

Excellent effort has been put by the Sales, Delivery team in converting this deal as well as ably supported by the Pre Sales team.



Client Appreciation

Client: A Leading National Bank In India

The 3i Infotech Solution: IMS

A Leading National Bank In India appreciates the IMS team for recovering of storage & Oracle Database without data loss.

Here what the client has said:

“We appreciate the co-operation received from 3i Infotech engineers, who worked incessantly to ensure that the controllers for our AML server is installed and configured in such a manner that there is no data loss.”

“We thank all the concerned persons, including those in the background, who ensured that the controller was made available on priority”

“We hope to receive such co-operation throughout the period of our relationship and beyond.”

Client: A Leading Securities Company in India

The 3i Infotech Solution: BPO Services

We are servicing a leading securities company in India to process their 3-in-1 Trinity applications. During the FY 2015 – 16, the team had done a great job of executing the project, for which we have received specific appreciation from their Head of Operations, Karnataka & AVP Operations.

Here what the client has said:

“We would like to thank the entire 3i Account opening team for the cooperation extended to us in getting the forms processed on time during last financial year. Appreciating the attitude and willingness shown by the team to extend working hours during month end to process maximum number of forms by which Sales KRA is met. Hope to see the same cooperation and willingness going forward.”

“We thank our entire Hyderabad 3i team for cooperation extended to us in getting the forms processed on time during last financial year. They have supported a lot during month end pressure and processed maximum number of forms by which our sales KRA is met. We expect same kind of cooperation and support in the current financial year (2016-17) also.”

Client: A leading Financial Market Research Organization in USA

The 3i Infotech Solution: BPO Services

Our 3i Infotech offshore BPO team is constantly striving to improve its services to meet client requirements and keep our customers happy. This is the first International assignment managed by the 3i Infotech BPO team.

We are happy to share the “success story of our international project. We could continue to meet the customer expectations and maintained the standards at the same level.

Here what the client has said:

“We would like to thank everyone for their effort in making the project a success. Each of you deserves a well- earned round of applause!!”

“3i Infotech team, your dedication to the project was important to its success and we really appreciate your contribution. You are all to be commended for your dedication to the project. We thank you very much.”

"Renewal Process was not easy, but you worked tirelessly for long hours to make it happen. Thank you"

Client: A Leading Government Owned Bank in Thailand

The 3i Infotech Solution: Kastle™ Treasury Risk Management Suite

After thorough and stringent bidding and RFP Process, a leading government owned bank in Thailand selected 3i Infotech's Kastle™ Treasury Risk Management Suite (Kastle™ Treasury, ALM & Risk) for improving and enhancing their Treasury operations in 2014. Considering the bank being a government entity and use of only Thai language, innumerable challenges were faced during the period of 2 years of implementation. However, the onsite team of resources was able to overcome the challenges and complete the project without penalty.

The project went live on 4th April 2016, for which the bank had organized a go-live ceremony on 5th April which was attended by their president, among other management attendees and project stakeholders.

Here what the client has said:

The president of the company, in his address expressed his happiness over project implementation and go-live. He thanked the 3i Infotech management, onsite and offshore team for their commitment and dedication. He also mentioned that they would be glad to work with 3i Infotech again on other projects since the rapport between both teams is now in place. Overall, their management was extremely happy with the completion of the project.

Client: A Leading Bank in India
The 3i Infotech Solution: BPO Services

It is indeed a matter of pride to receive accolades from the Chairman of the Bank for completing annual report printing and dispatching/posting activity within the stringent deadlines.

Here what the client has said:

"Everyone involved deserves a standing ovation for the fantastic team work, the sacrifice of personal time and the amazing efforts put in at every stage. The Chairman wanted me to convey his best wishes and compliments to everyone as he received his personal copy as a shareholder and he was delighted to see it delivered well before time.

Three cheers to everyone! And best wishes to all"

"Once again compliments to the entire team for doing a wonderful job"

Client: One Of The Largest Steel Manufacturers in India
The 3i Infotech Solution: DMS Services

One of the largest steel manufacturers in India has appreciated the 3i Infotech DMS Team for successful completion of their DMS application upgrade and data migration project.

The company has been using our DMS application from 2007, and this year again we got the opportunity to upgrade their old .NET version of DMS to latest Java DMS enabling them to have a much better platform and enhanced functionalities to work with. Beside the upgrade their large proprietary image database has also been migrated to Oracle to run smoothly with the latest Java version of DMS. The project has been successfully handled and implemented onsite, under the guidance and timely support from the DMS offshore team.

Here what the client has said:

"On behalf of our team, we want to specially thank 3i Infotech Ltd for nominating such a sincere and hardworking team for doing this project. We are really satisfied with this project implementation, and look forward to your support for any such future contributions."



Awards & Facilitation

TATVA Annual Awards Organized by ICICI Prudential Epitomizes the Organizational Philosophy Of Commitment to Service Excellence.

3i Infotech BPO team received the Best Service Provider Award, which was facilitated by one of our Clients " ICICI Prudential LIC Ltd".

It was indeed a splendid achievement to be honored with the reward which could be possible only by the tremendous efforts put in by each & every employee working out of the process.

A big salute to ICICI Prudential LIC Delivery Team.

Together We can, Together We will...

Following are some snapshots of the event:



3i Infotech Ltd. participation

3i Infotech Participates in The Anti – Money Laundering Annual Summit, Kathmandu, Nepal

The Annual Summit on Anti-Money Laundering, was held at Kathmandu, Nepal on 27th January, 2016. This event was in collaboration with the National Banking Institute, Nepal. All the major Banks & Insurance companies who are looking for IT solutions attended this event. Over 150 attendees, decision makers from head of departments attended this event.

Abhay Sinha (Region Head South Asia & Asia Pacific) represented 3i Infotech Ltd. as a lead speaker at the event and gave insights on “The Role of Technology in Combating Money Laundering”

We received a wide coverage on our corporate brand and products- Amlock and Kastle at the event. Saurav Verma from our SAG, sales team attended this event and interacted with the key decision makers from various sectors.



3i Infotech engages with Quantis customers

A high profiled Quantis customer meet was organized in Mumbai on May 19. The focus of this customer connect event was on “Quantis Way Forward” which has always been our customer ask. The meet was attended by 20 customers. With such an overwhelming response, we have laid up a strong foundation to take Quantis to the next level in terms of technology / functional enrichment by seeking an in-principle concurrence on a co-funded development / joint partnership and hence ensuring we retain our market share in SAG region.

This initiative was anchored by Ripunjay Gautam (SAG FS Sales) & Jitesh Nair (Quantis Product Lead) under leadership & guidance from Padmanabhan Iyer, Rakesh Doshi, George Thomas, Prathmesh Rajee & extensively supported by Quantis team – Atiya Pathan & Rachna Parekh.



Dreaming Big for Middle-East

3i Infotech played host to the very successful occasion Premia Conclave 2016 on 25th May in Dubai for our most valued customers and patrons.

Premia Conclave'16 was an initiative to appreciate, felicitate, support and strengthen the valued relationship with our most valuable patrons, across the MENA region.

The conclave centered around the theme of **Connect | Transform | Engage**, received an overwhelming response from the industry.

Asserting that customers are our first and top-most priority, the evening made a bee-line of 3i Infotech's patrons who are undoubtedly the key instruments in our success and progress over past 15 years and counting! We took the opportunity in felicitating its important and long standing and association to its various customers with Platinum, Gold and Silver plaques.

Premia Conclave 2016 on 25th May in Dubai was a true example of collaborative team work. The Conclave was anchored by Snehal Desai with the sales team support from Harkaran Singh to get a full house at the event. Last but not the least, the event had a thumbs up and was successful under the leadership of Rakesh Doshi.





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, corporate@3i-infotech.com or aparna.venkatesh@3i-infotech.com

Reach us at:

APAC

3i Infotech Sdn Bhd

Suite 2A-7-2, Level -7
Block 2A, Plaza Sentral
Jalan Stesen Sentral 5
Kuala Lumpur Sentral
50470 Kuala Lumpur
Malaysia
Tel: +60 3 2786 8500
Fax: +60 3 2780 5579 / 2786 8501

3i Infotech Asia Pacific Pte.Limited,

6 Temasek Boulevard,
#42-02 Suntec Tower Four,
Singapore – 038986
Tel: 6511 1599
Fax: 6511 1580

3i Infotech Limited,

301, Bldg. No. 1,
Dubai Internet City ,
P.O. Box 9109, Dubai, U.A.E.
Tel: +971 (4) 3914900
Fax: +971 (4) 3918773

MEARC

3i Infotech Saudi Arabia Ltd

Office # 24
2nd Floor
Khurais Commercial Center
Opposite King Fahd Medical City
(Near Gulf Air Office)
Riyadh

3i Infotech (Thailand) Ltd

44th Floor, Empire Tower
Unit 4410, 195 South Sathorn Road
YannawaSathorn Bangkok 10120
Tel: +66 2 659 5879
Fax: +66 2 659 5880
Mobile: (66) 8-1555 6125

3i Infotech Limited

X-3 Building, 2nd Floor SAIF Zone,
P.O. Box 8089, Sharjah, U.A.E.
Tel: +9716 5570383

South Africa office address

Office No 21, Business Centre Park,
No 8 Gemsbok Lane,
Rivonia, Johannesburg, Republic of South Africa

Saudi Arabia
Tell: +966 1 464 3391
Fax: +966 1 465 5041

3i Infotech Saudi Arabia LLC
Al Orafy Tower, 9th Floor Office No:
902 (Al Khobar)
Beside Sofitel Hotel
Wasel - 3177- Corniche - Part No
(2) Al Khobar, 34611-8816

3i Infotech Middle East FZ LLC
Office No. 1129, Building No. 722
Road 1708, Block 317, Manama,
Diplomatic Area
Kingdom of Bahrain
Tell: +973 17 537603
Fax: +973 17 532461

Registered Office

3i Infotech (Africa) Limited
L.R. 209/289/2/1, 5th Avenue Office
Suites, 5th Ngong Avenue, P.O.
Box 13781-00800, Nairobi

NORTH AMERICA

.....
Edison-(Delivery Centre)

3i Infotech Inc.,
450 Raritan Center Parkway, Suite B
Edison, NJ 08837.
Toll Free. 1-877-715-5440
Toll. 1-732-710-4444

WESTERN EUROPE

United Kingdom

3i Infotech,
One Thomas moore square,
Fouth floor,
Tower Hill,
London-E1W1YN

.....
Mumbai - (Delivery Centres)

3i Infotech Limited
Tower # 5., 3 to 6 Floor &
Tower #6, 6 Floor.
International Infotech Park,
Vashi Station Complex,
Navi Mumbai 400 703
Tel: 6792 8000

3i Infotech Limited

Akruti Trade Centre,
3rd floor, Plot .10, Road No. 7, MIDC
Marol,
Bhim Nagar, Andheri (East)
Mumbai 400 093
Tel : (+91 22) 61199000

SOUTH ASIA

Chennai-(Delivery Centres)

3i Infotech Limited
R. S. Nos 283 / 3 & 283 / 4, Door No.
141,
Kottivakam Village, Rajiv Gandhi
Salai (OMR),
Kandanchavadi, Chennai – 96.

Bangalore-(Delivery Centres)

3i Infotech Ltd.
3rd Floor, 'D' Block, RMZ Centennial, Plot No.8D,
Doddanakundi Industrial Area, ITPL Road,
Mahadevapura Post, Bangalore- 560048
Tel: +91 80 39934001/ 2/ 3/ 4/ 5
Fax: +91 80 39934006 / 39934007

Hyderabad

3i Infotech Limited
ICICI Towers, Plot No. 12, Tower III,
South Wing, 5th Floor, Hyderabad

New Delhi -(Branch / Sales Office)

Delhi – 3i Infotech BPO

3i Infotech Limited

B- 56, Sector 57
GoutamBudh Nagar
Near Hyundai Work Shop
Noida, UP – 201 301
Tel +91 120) 3323200 – 01

Lower Ground Floor located at E-1,
Jhandewalan Extension,
New Delhi – 110 055

Connect with us on**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.