



Performance Highlights Q1'10

July 28, 2009

Disclaimer

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT industry including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed- price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which 3i Infotech has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. 3i Infotech may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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Financial Performance

Highlights of Operations for Q1'10

- Consolidated revenue grew to Rs. 602.14 crores from Rs. 471.62 crores for Q1'10 registering a growth of 27.7% over the same period of the previous year, out of which organic revenue growth was 4.8% & inorganic revenue growth was 22.9%
- On a sequential basis, the decline in revenue from Rs. 610.61 crores in Q4'09 to Rs.602.14 crores in Q1'10 is largely constituted by the appreciation in the Rupee
- Order book improved to Rs. 1,450 crores for Q1'10 from Rs.1,445.3 crores as on 31st Mar'09
- EBITDA for Q1'10 improved to Rs. 123.43 crores from Rs. 94.29 crores over the same period of the previous year, registering a growth of 30.9%. For Q4'09, the EBIDTA stood at Rs.122.88 crores.

Highlights of Operations for Q1'10

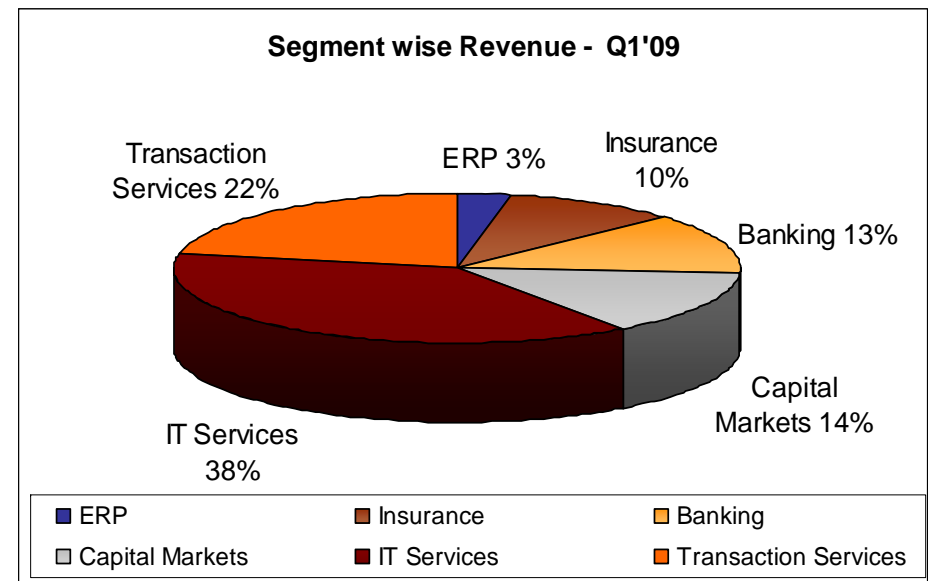
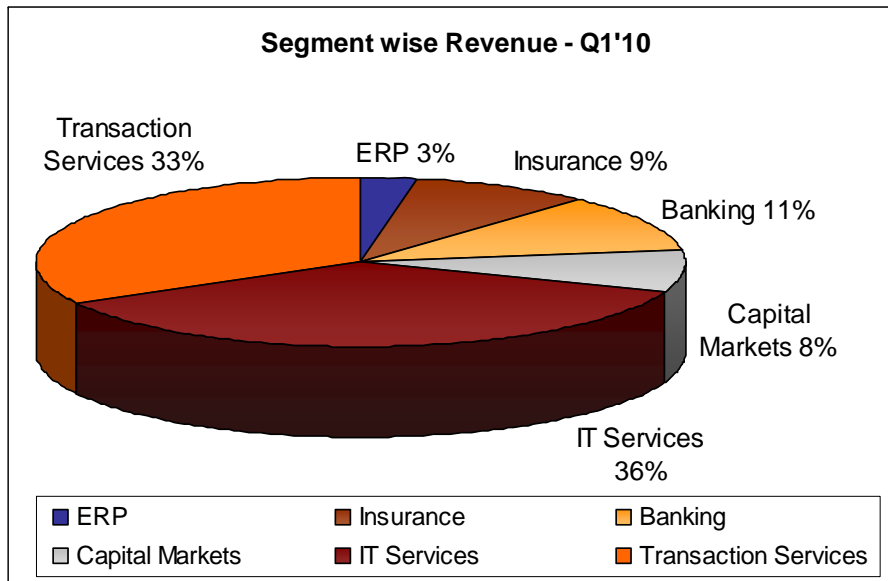
- Profit after tax stood at Rs. 90.80 crores, including exceptional items of Rs. 27.87 crores (net) and Rs. 62.93 crores excluding exceptional items, recording a growth of 8.3% over the corresponding quarter of the previous year. For Q4'09, PAT before minority interest and extraordinary profit stood at Rs.66.65 crores.

Highlights of Operations for Q1'10

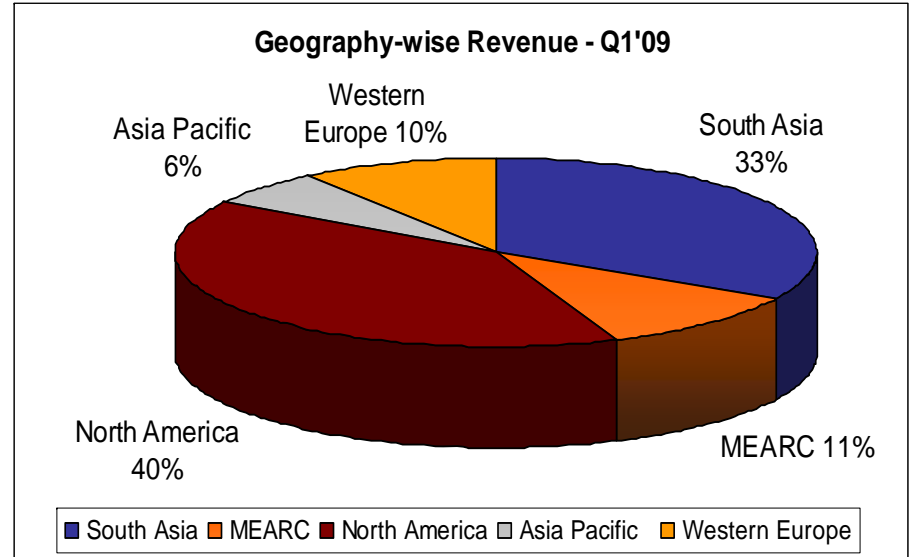
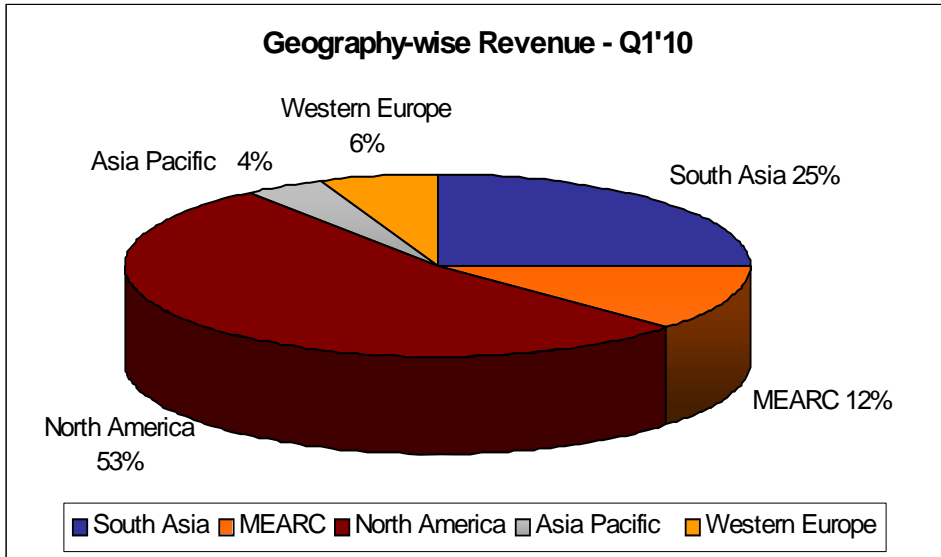
INR Crores	Q1'10	Q1'09	YoY growth
Revenue	602	472	27.7%
Gross Profit	242	199	21.5%
EBIDTA	123	94	30.9%
PAT	63	58	8.3%

Margins	Q1'10	Q1'09
Gross Margins	40.2%	42.3%
EBIDTA Margins	20.5%	20.0%
Net Margins	10.5%	12.3%

Revenue by Segments – Q1'10 & Q1'09



Revenue by Geography – Q1'10 & Q1'09



Pending Order Book

INR Crores

	Q1'10	FY09
Pending Order Book	1,450	1,445

For long term service contracts estimated revenue for the next 12 months is added in the Order Book

Client data

Customer Concentration

	Q1'10	Q4'09	FY09
ICICI Group (Top Customer)	9%	8%	9%
Top 5 Customers (ex. ICICI Group)	13%	11%	11%
Top 10 Customers (ex. ICICI Group)	20%	17%	17%

EPS

	Q1'10 (Annualized)	FY2009
Basic EPS	17.45	19.02
Diluted EPS	17.32	19.02

Business Highlights

Business Highlights

- **During the quarter, the Company has won several deals for all of its offerings, some of which are as follows :**
 - **Services**
 - **The South Asia geography won an order from a leading insurance provider for its IT infrastructure maintenance**
 - **The South Asia geography also bagged deals for Technical Support Services and e-Governance consultancy orders for clients that provide IT solutions to the government**

Business Highlights

- **Banking**
 - **The MEARC geography won an order for implementation of Banking Solutions across multiple locations with one of the leading banking firms in Saudi Arabia**
 - **The South Asia geography signed a deal for Kastle Treasury, along with the implementation of a relevant RBI application with a leading primary dealer**
 - **A leading financial services firm in North America renewed its deal for the remittance business**

Business Highlights

- **ERP**
 - **The APAC geography has secured a million dollar Orion deal with a leading Japanese multinational brand in the food processing industry**
 - **The MEARC geography won an Orion implementation deal for a company in Middle East and Saudi Arabia, having presence in verticals like manufacturing, trading, construction, imports and exports**

Business Highlights

- **Insurance**
 - **One of the leading professional dental associations in the North America geography has signed a deal for Premia Insurance Solution**
- **Capital Markets**
 - **The Western Europe geography has signed a perpetual license deal for Framework with a leading venture capital and consulting firm supporting Canadian businesses in the UK**
 - **A leading mineral exploration company selected Altimis stock broking solution in the Western Europe geography**



Thank You