



## **Performance Highlights H1'10**

October 23, 2009



#### Disclaimer

Certain statements in this release concerning our future growth prospects are forwardlooking 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.



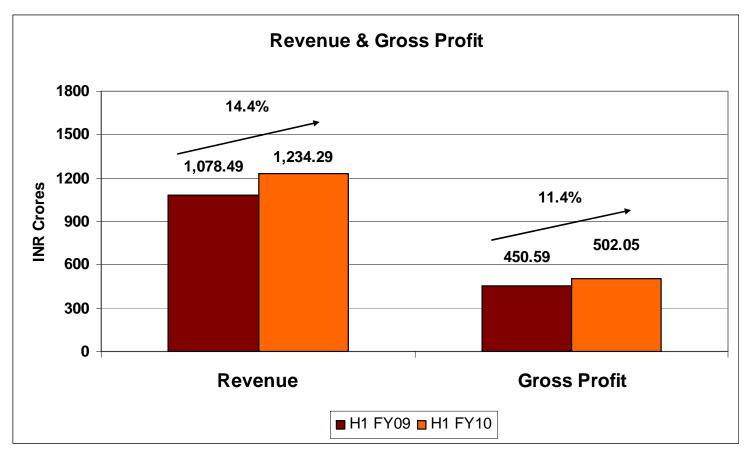
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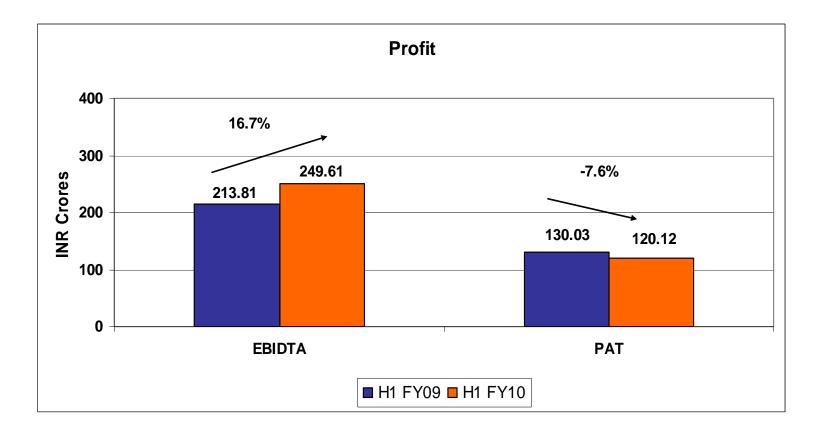


#### **Financial Performance**

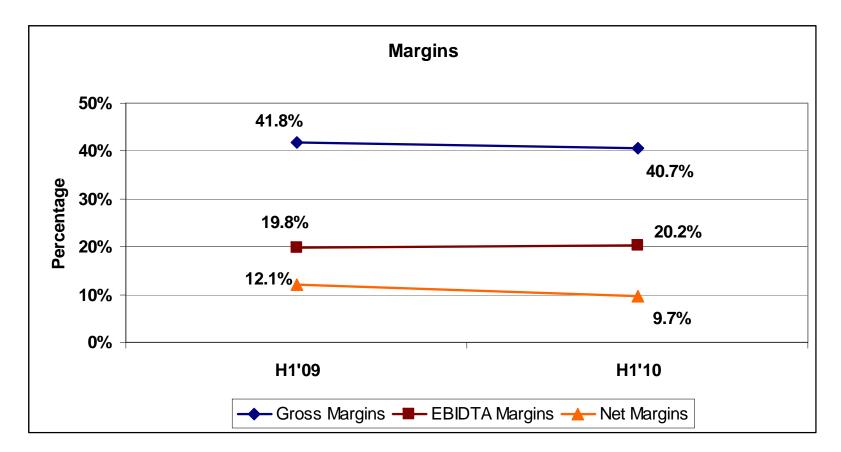




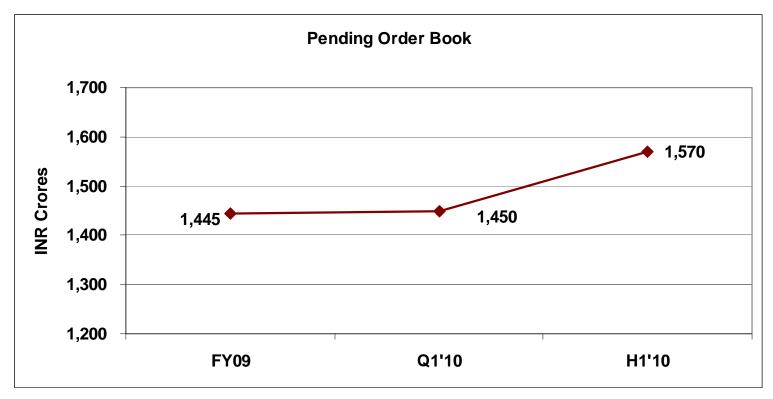








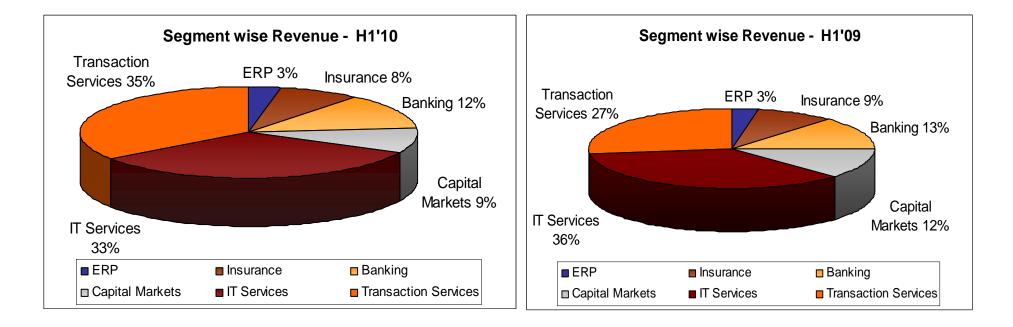




For long term service contracts estimated revenue for the next 12 months is added in the Order Book

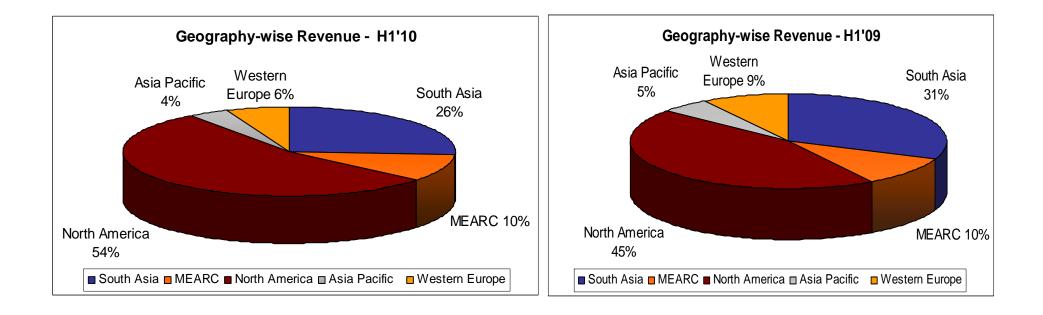


#### Revenue by Segments – H1'10 & H1'09

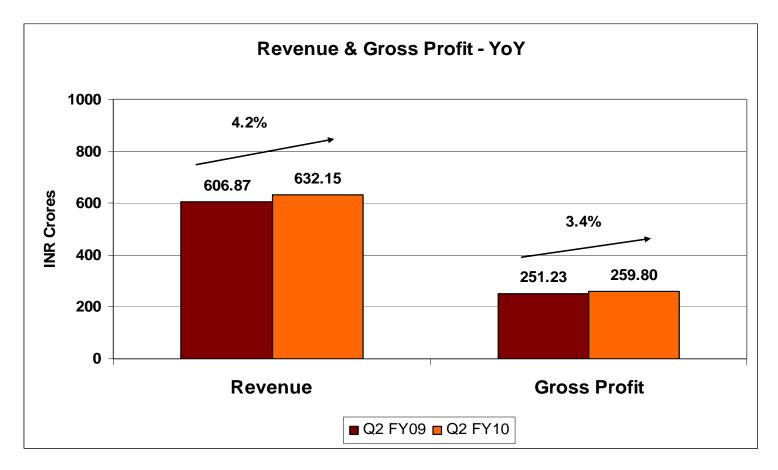




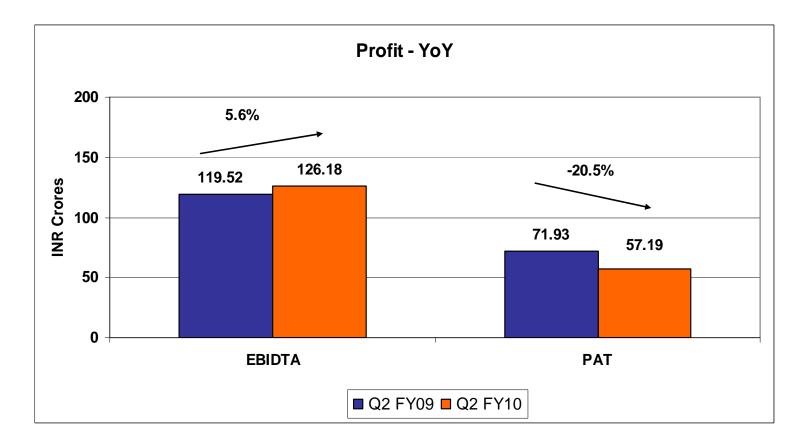
#### Revenue by Geography – H1'10 & H1'09



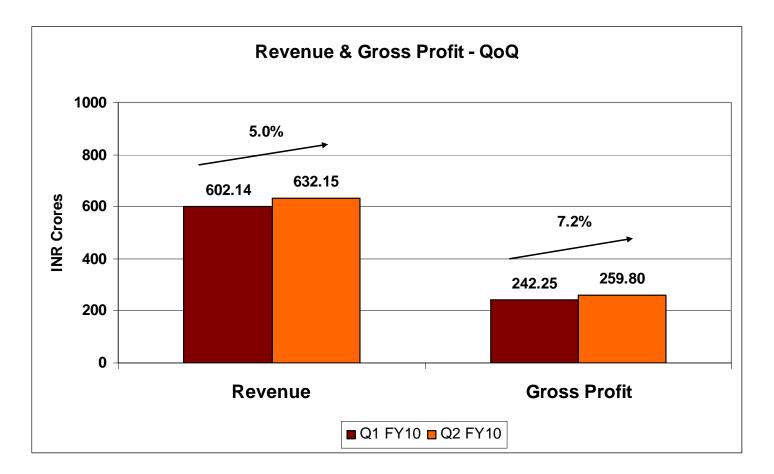




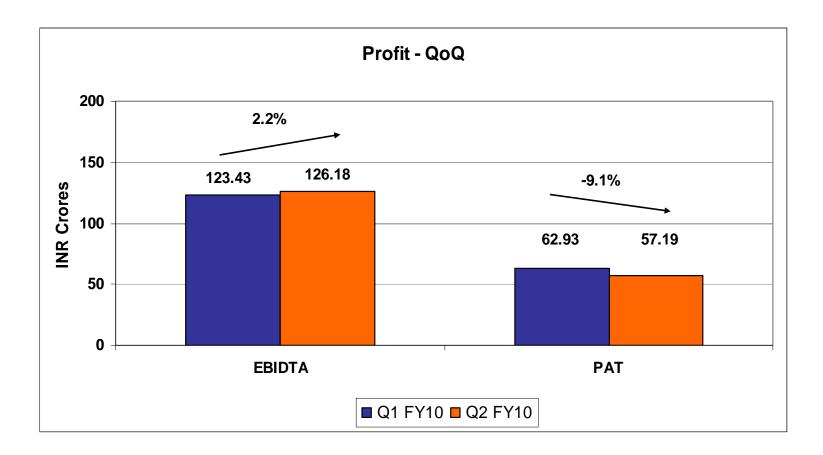




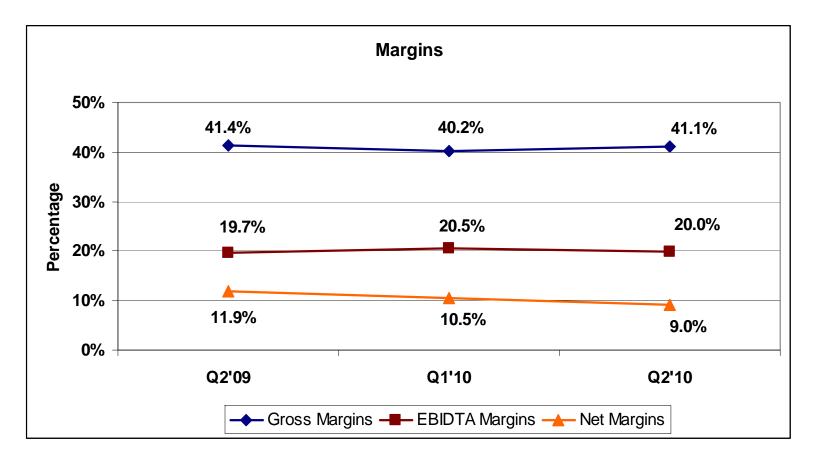






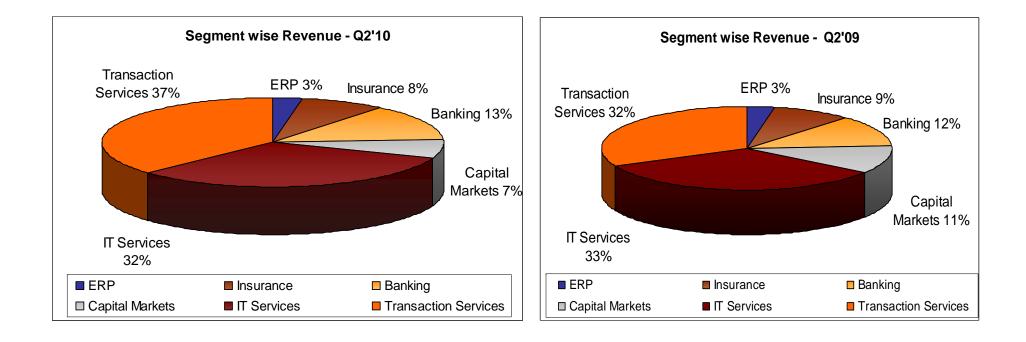






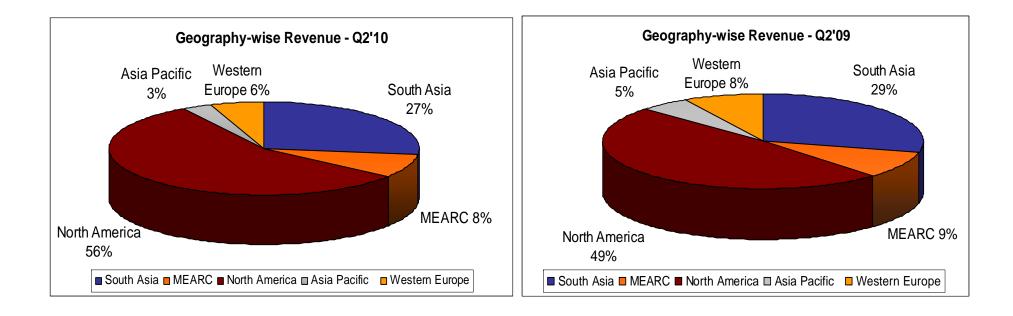


#### Revenue by Segments – Q2'10 & Q2'09





#### Revenue by Geography – Q2'10 & Q2'09

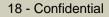




#### **Client Data**

#### **Customer Concentration**

	H1'10	H1'09	Q2'10	Q2'09	Q1'10	FY09
ICICI Group (Top Customer)	8%	9%	8%	8%	8%	9%
Top 5 Customers (ex. ICICI Group)	14%	7%	16%	5%	12%	11%
Top 10 Customers (ex. ICICI Group)	20%	10%	22%	9%	18%	17%





EPS

	H1 FY10 (annualized)		
Basic EPS	16.36	17.45	19.02
Diluted EPS	15.98	17.32	19.02

• The above ratios are after taking into account the recent QIP





- During the quarter, the Company has won several deals for all of its offerings, some of which are as follows :
  - Services
    - A leading insurance company in the South Asia geography has entered into an agreement for the BPO activities of address verification and premium collection
    - Western Europe geography signed a deal with a leading bank for their internal portal development
    - South Asia geography also won a deal from a prestigious university in New Delhi to build a Data Center as well as to implement a high performance computing facility for use of all post-graduate research students



- Banking
  - One of the top three banks in the Kingdom of Saudi Arabia has signed a deal for Kastle ULS – Loan Origination in the MEARC geography
  - MEARC geography received an order for Kastle ULS and Credit Risk from a leading financial institution engaged in mortgages
  - The APAC geography has signed a deal for Kastle Integrated Treasury and Market Risk Management Solution with a leading financial institution, wholly owned by the Ministry of Finance Royal Thai Government
  - One of North America's largest electricity and natural gas provider upgraded its order for our Payment Solution product



- Insurance
  - A leading insurance company in South Asia has renewed its support and maintenance contract for Premia
  - The MEARC geography bagged an order for Premia 10 Composite from one of the largest insurance companies in the Middle East. The solution will be deployed across all their branches.
- Capital Markets
  - The Western Europe geography has signed a 5 year deal for Framework with a leading financial institution
  - A major stock broking firm has signed a deal for AWACS in the Western Europe geography
  - A renowned banking and insurance company in India has placed an order for the MFund asset management and investment management solutions to address the requirements of their back office and front office system





#### **Thank You**