



Performance Highlights for Half Year Ended H1 FY 2011

November 2, 2010

Disclaimer

Certain statements in these slides/ presentation/ communication are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors. Detailed information about these factors is contained in 3i Infotech Limited's filings with the Securities and Exchange Board of India. All financial and other information in these slides/ presentation/ communication, unless otherwise mentioned, is on a consolidated basis for 3i Infotech Limited. Please also refer to the statement of consolidated and segmental results required by Indian regulations that has been filed with the stock exchanges in India where 3i Infotech Limited's equity shares are listed and is available on our website www.3i-infotech.com. 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.

Contents

- **Financial Performance & Trends**
- **Awards & Wins during the Quarter**

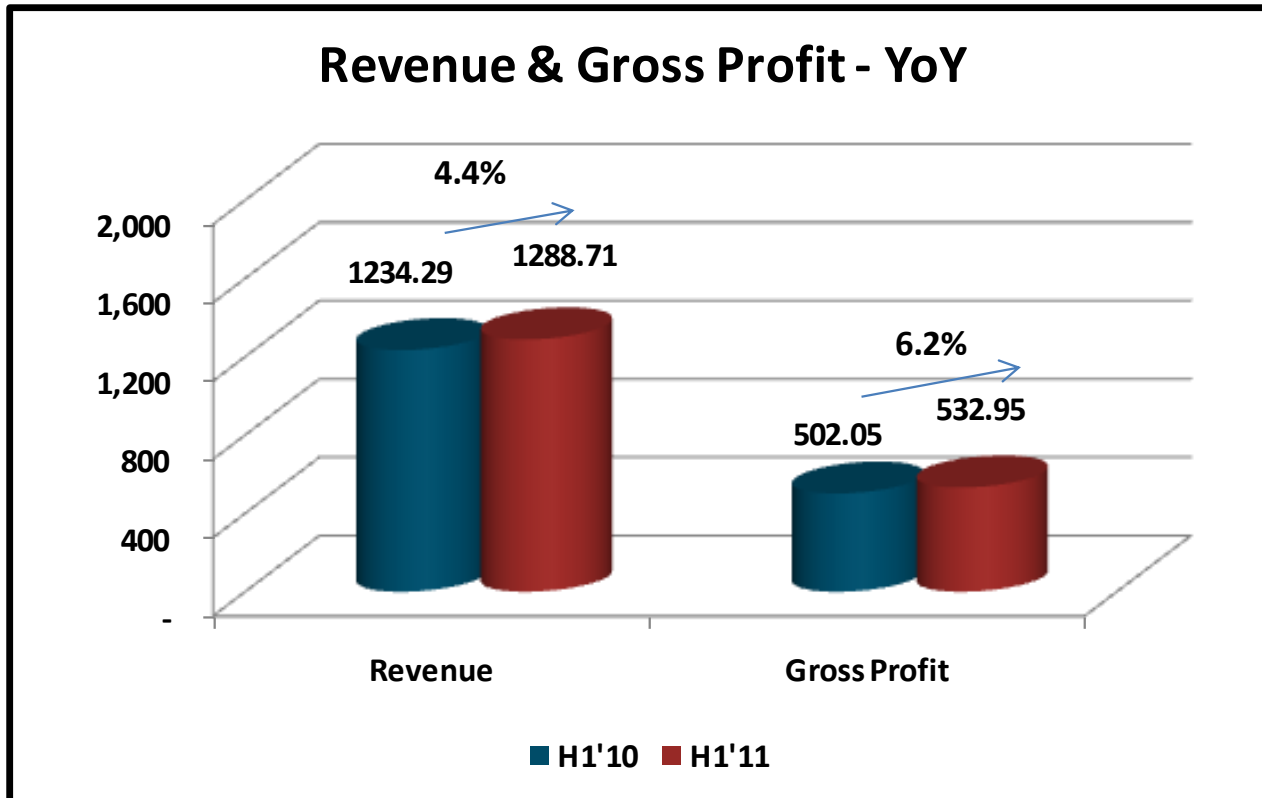
Financial Performance

P&L Summary

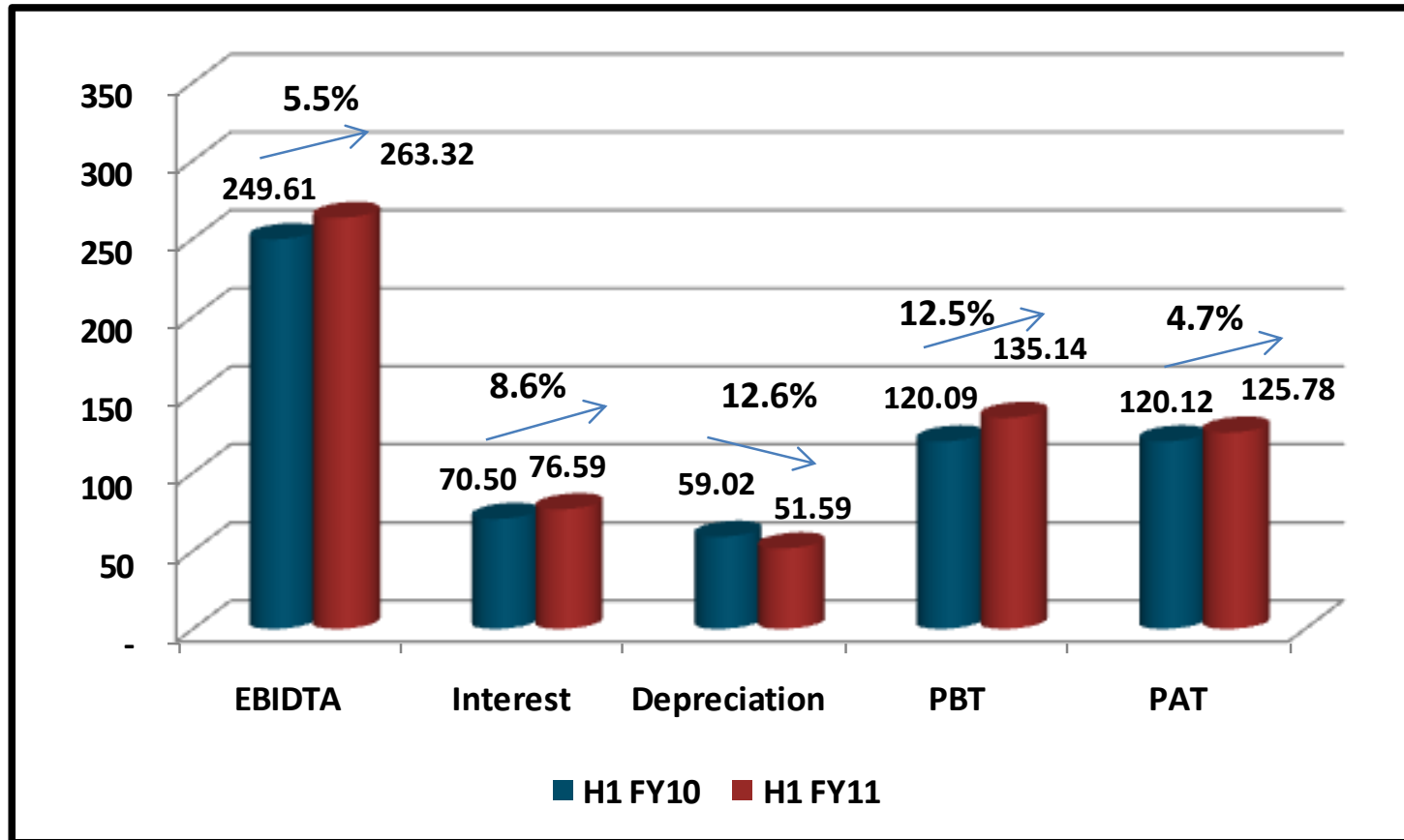
	Q2 11	Q2 10	Q1 11	H1 11	H1 10	FY 10
Sales	643.38	626.26	637.01	1,280.39	1,224.02	2448.54
Other income	1.96	5.89	6.36	8.32	10.27	20.21
Total Revenue	645.34	632.15	643.37	1,288.71	1,234.29	2468.75
<i>Growth YoY</i>	2.7%			4.6%		
<i>Growth QoQ</i>	1.0%					
Cost of revenue	377.39	372.35	378.37	755.76	732.24	1455.40
Gross profit	267.95	259.80	265.00	532.95	502.05	1013.35
<i>Gross Margin</i>	41.5%	41.1%	41.2%	41.4%	40.7%	41.0%
Selling & General expenses	125.05	122.27	124.48	249.58	231.28	469.60
Product development exp	9.85	11.35	10.20	20.05	21.16	40.61
EBIDTA	133.05	126.18	130.32	263.32	249.61	503.14
<i>EBIDTA Margin</i>	20.6%	20.0%	20.3%	20.4%	20.2%	20.4%
Interest	39.14	36.31	37.45	76.59	70.50	144.83
Depreciation	25.84	30.44	25.75	51.59	59.02	81.41
Profit Before Tax	68.07	59.43	67.12	135.14	120.09	276.90
Tax	4.30	2.24	5.06	9.36	(0.03)	10.95
Profit After Taxation & Before Exceptional items and impact of discontinuing operations	63.77	57.19	62.06	125.78	120.12	265.95
<i>Net Margin</i>	9.9%	9.0%	9.6%	9.8%	9.7%	10.8%
Add: Exceptional Income	-	-	-	-	29.19	29.19
(Less) : Impact of Discontinuing Operations	-	-	-	-	-	(260.46)
(Less): Exceptional Expenditure	-	-	-	-	(1.33)	(1.33)
(Less)/Add: Minority Shareholders' Interest	0.20	(4.31)	(0.90)	(0.69)	(8.36)	0.11
Net Profit After Minority Interest	63.97	52.88	61.16	125.09	139.62	33.46
EPS	3.24	3.83	3.12	6.36	8.18	17.21

Note: Other Income for Q2'11 is net of forex loss of ₹ 1.52 crores

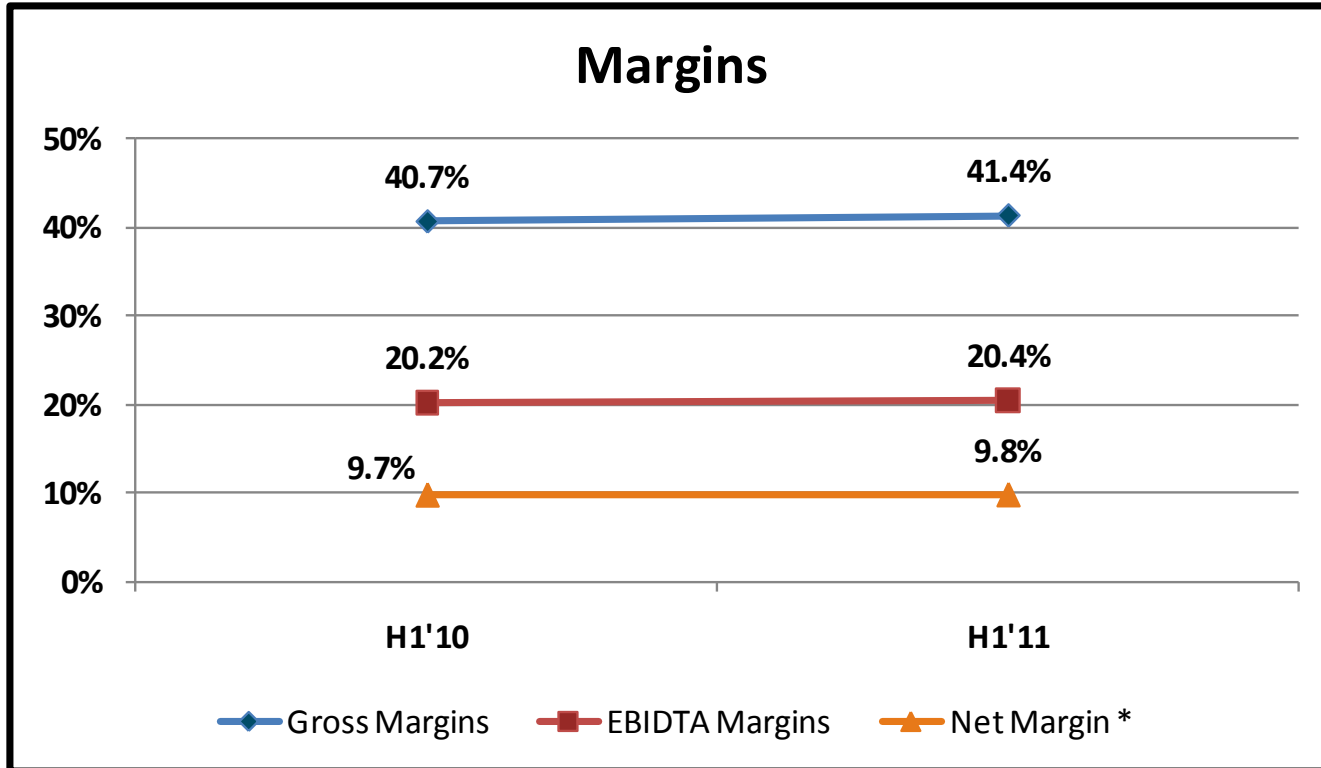
Highlights of Operations for H1 FY'11



Highlights of Operations for H1 FY'11

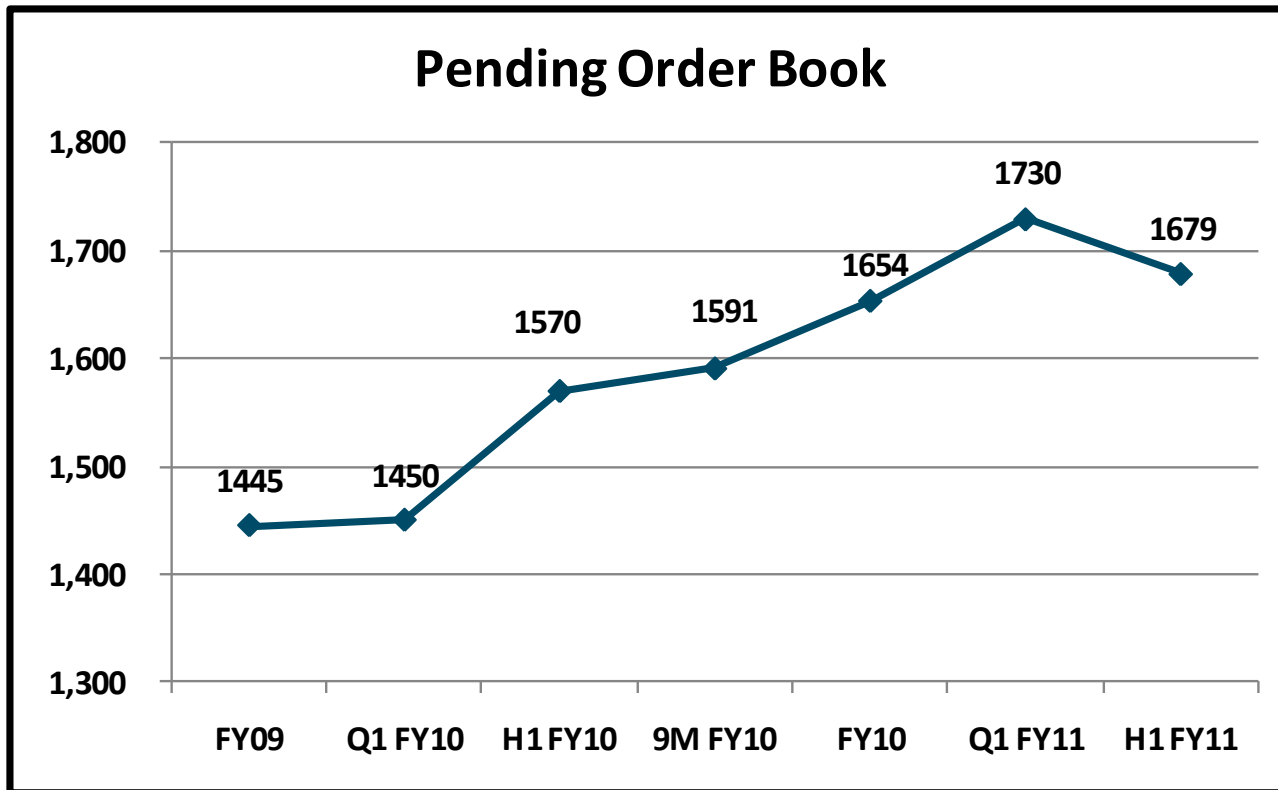


Highlights of Operations for H1 FY'11



* Profit After Taxation & Before Exceptional items

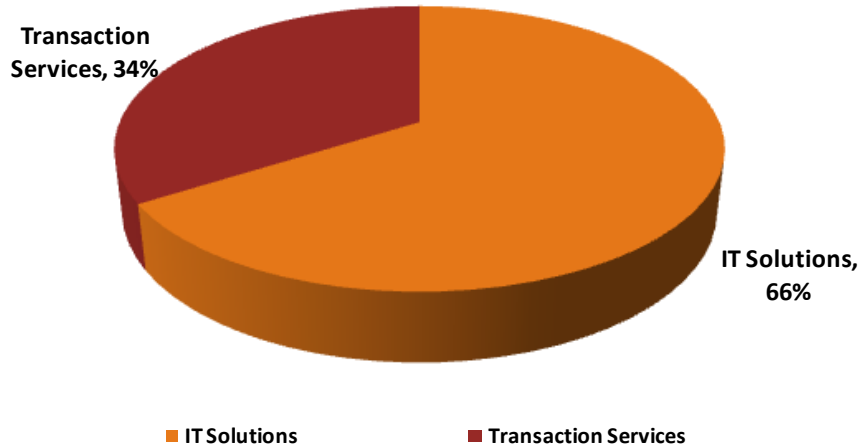
Highlights of Operations for H1 FY'11



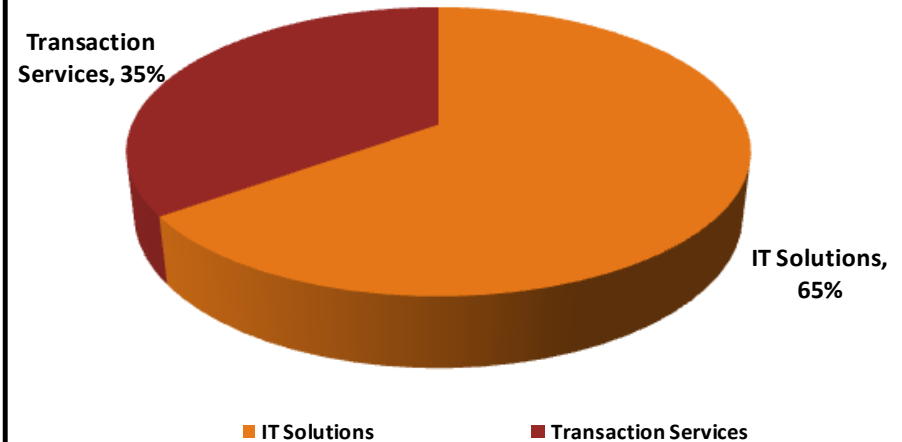
For long term service contracts estimated revenue for the next 12 months is added in the Order Book

Revenue by Segments – H1 FY'11 & H1 FY'10

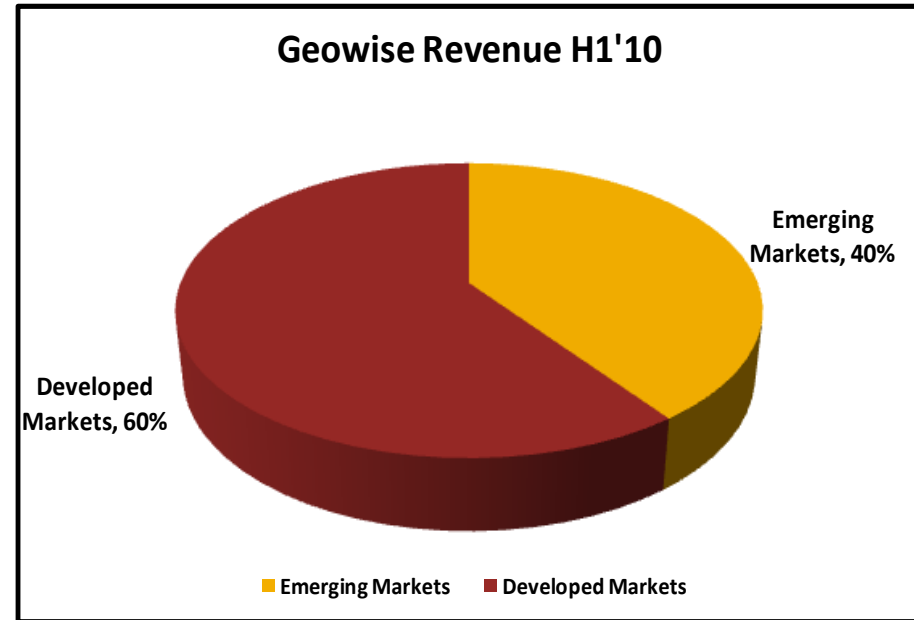
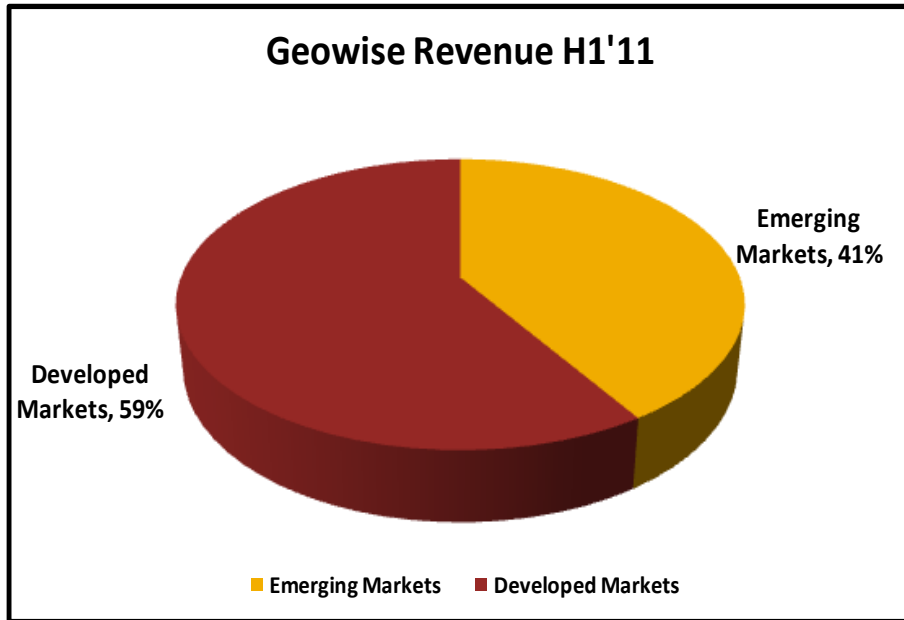
Segment Revenue H1'11



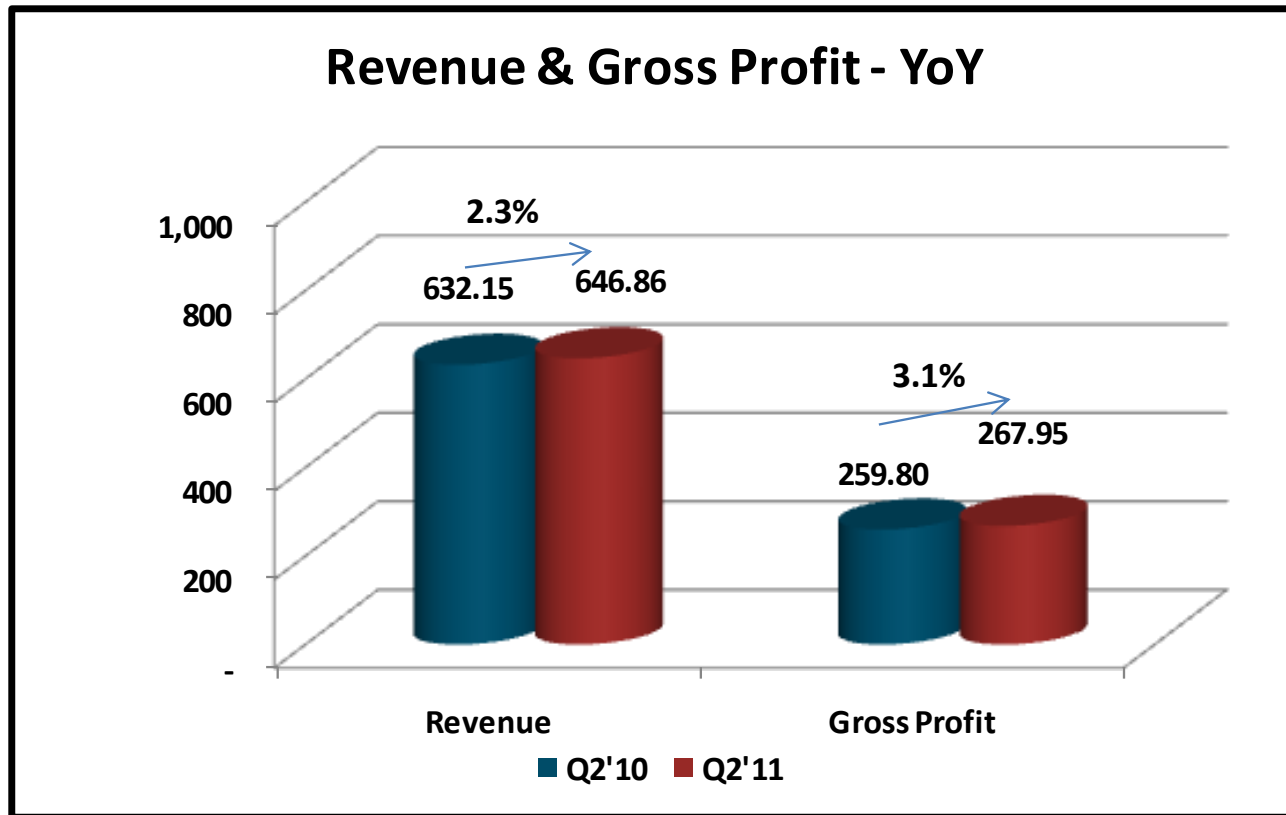
Segment Revenue H1'10



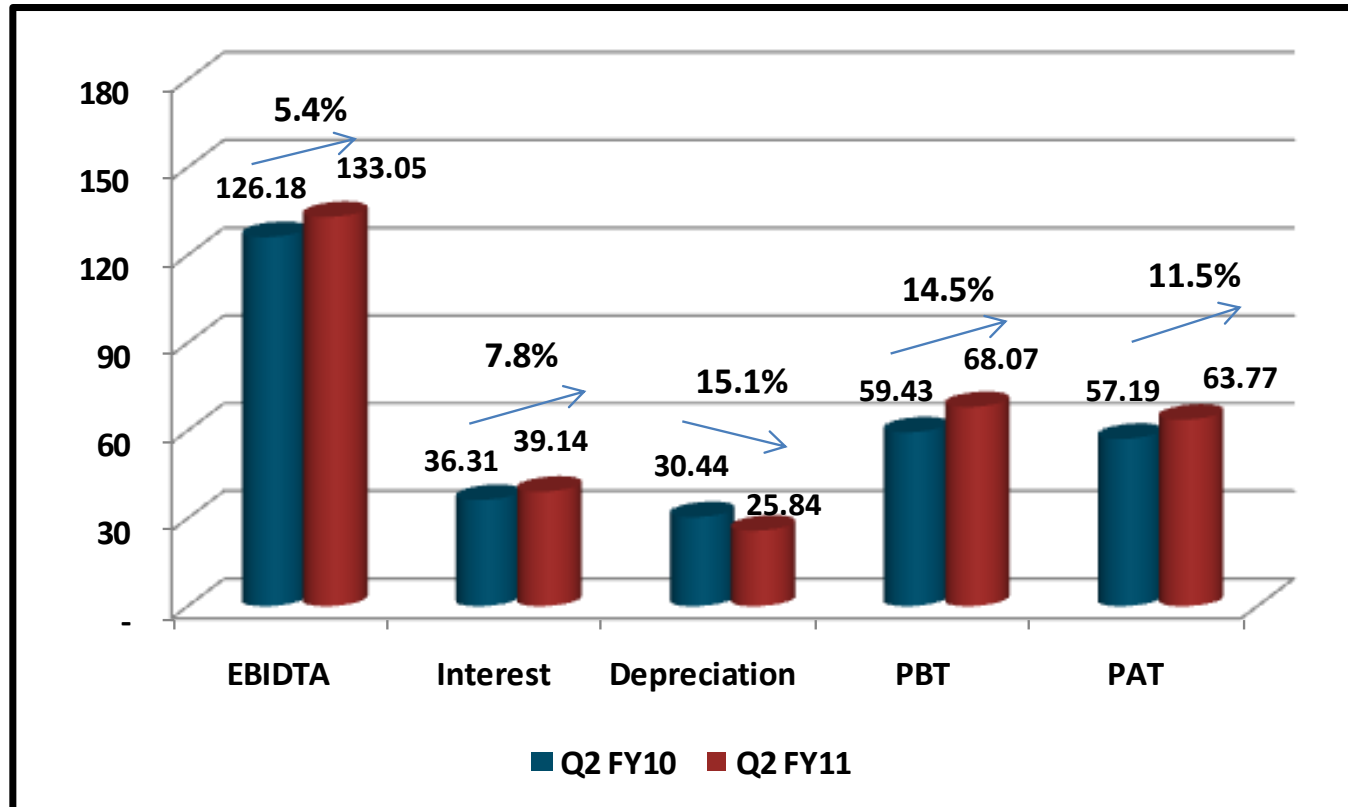
Revenue by Geography – H1 FY'11 & H1 FY'10



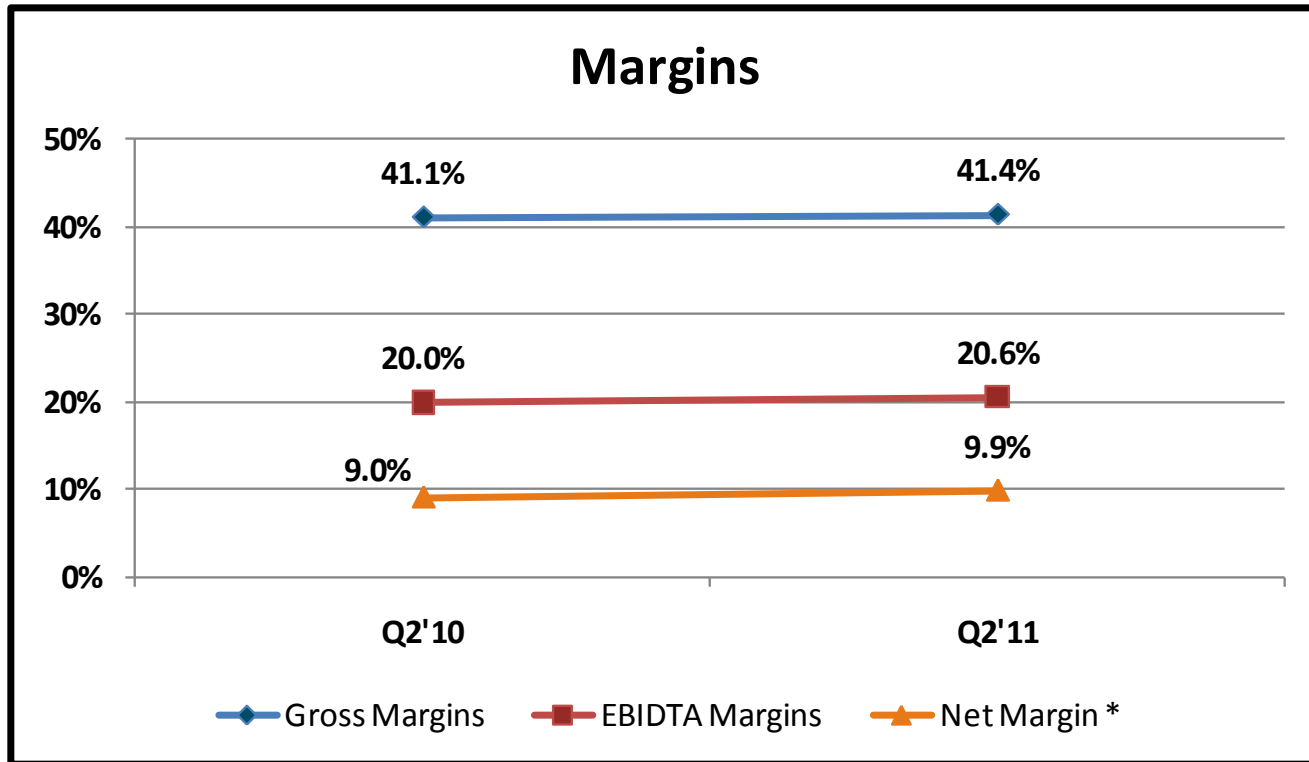
Highlights of Operations for Q2 FY'11 - YoY



Highlights of Operations for Q2 FY'11 - YoY

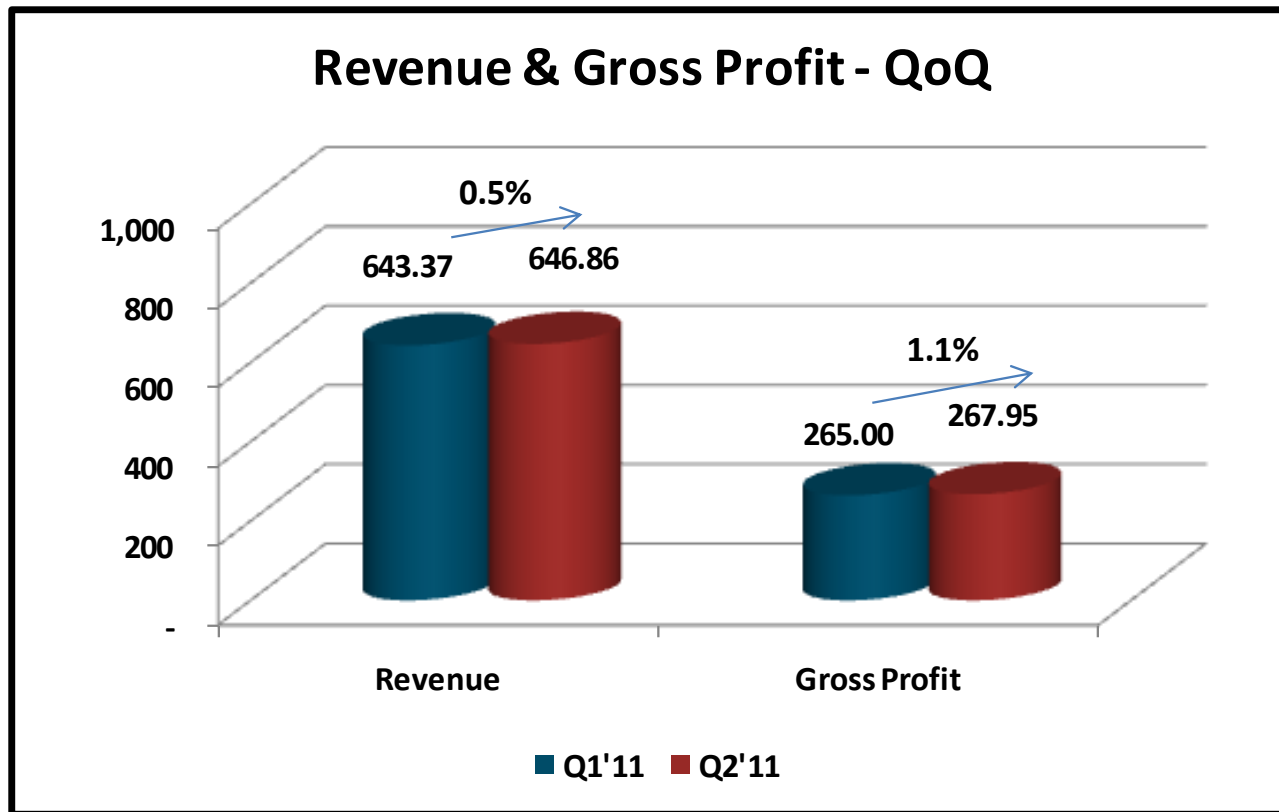


Highlights of Operations for Q2 FY'11 - YoY

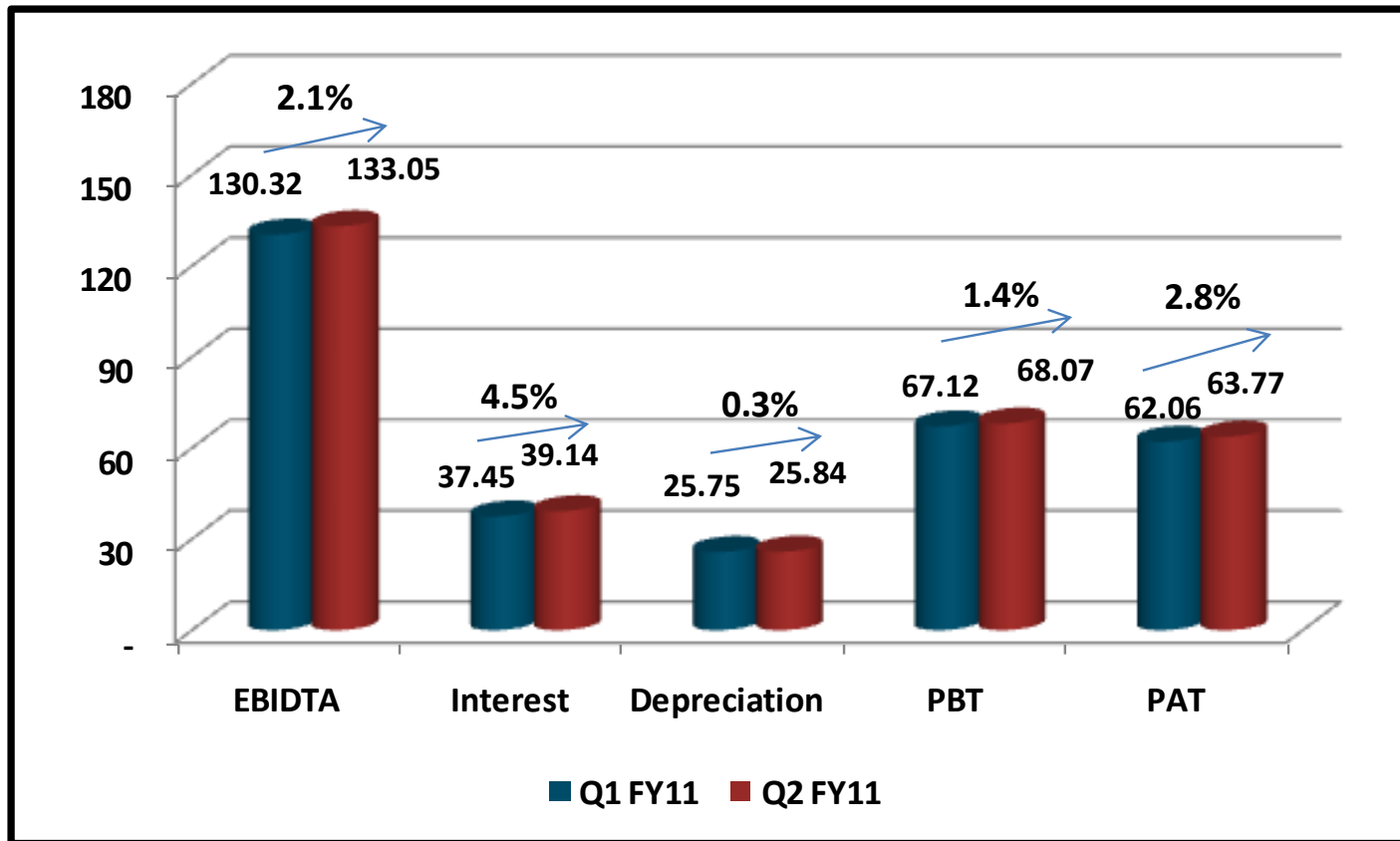


* Profit After Taxation & Before Exceptional items

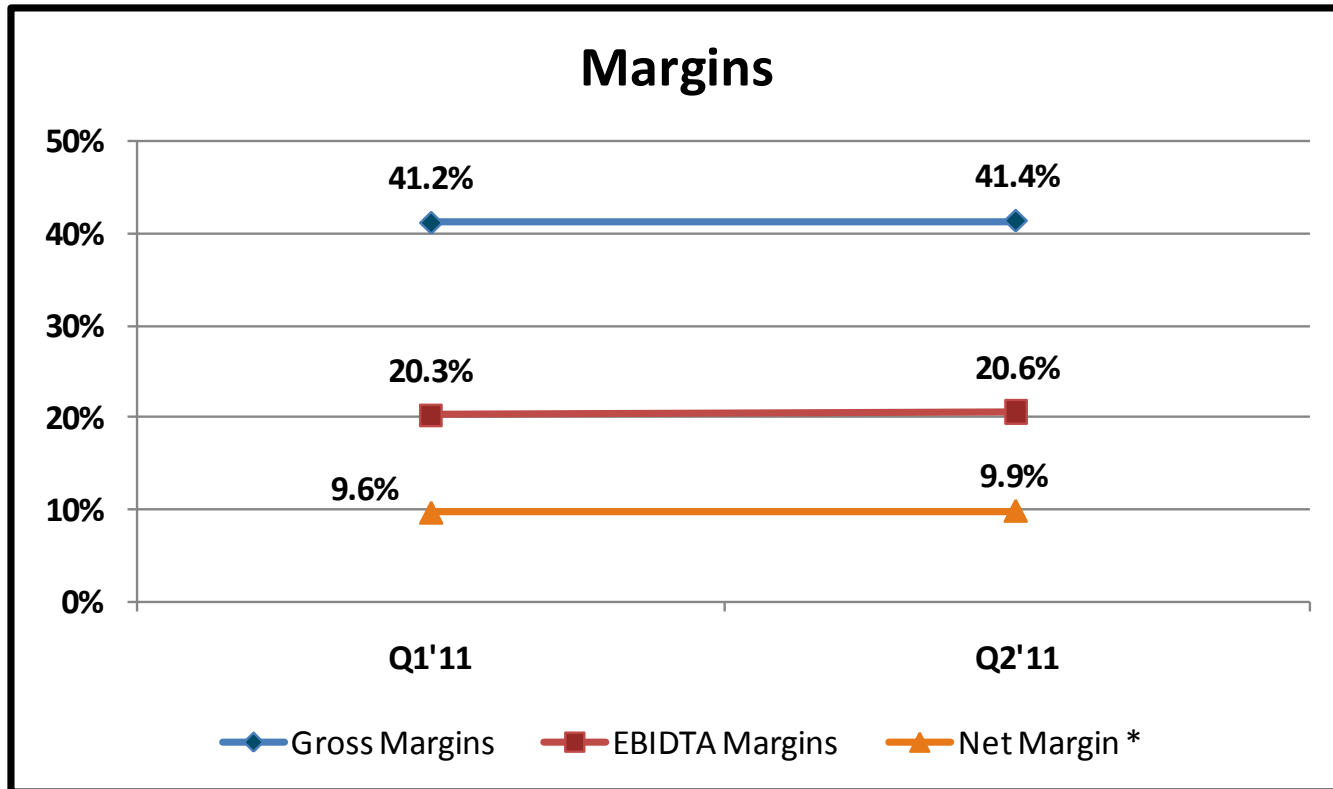
Highlights of Operations for Q2 FY'11 - QoQ



Highlights of Operations for Q2 FY'11 - QoQ

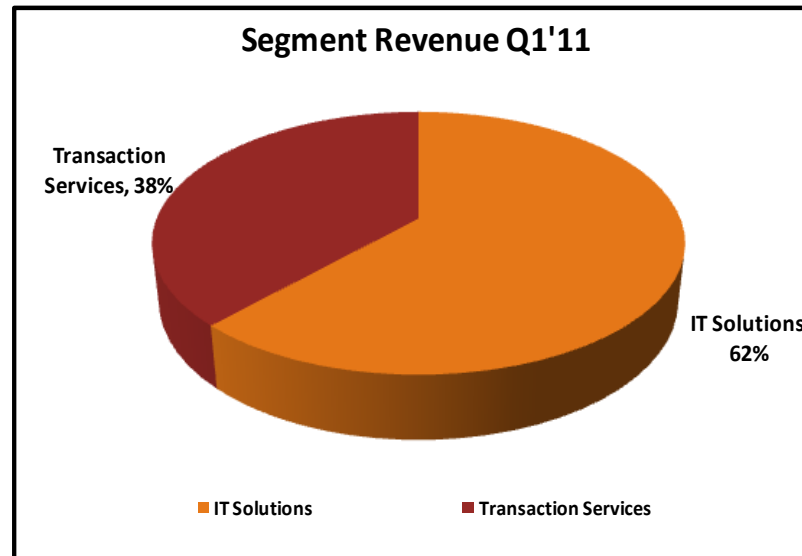
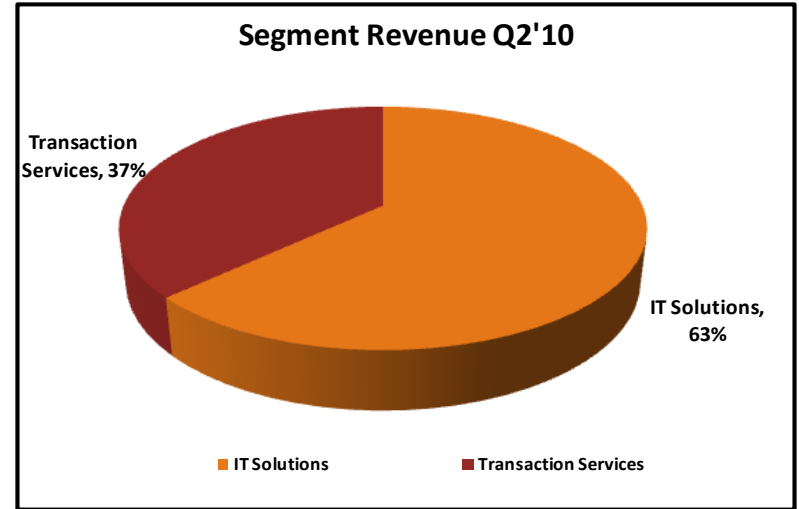
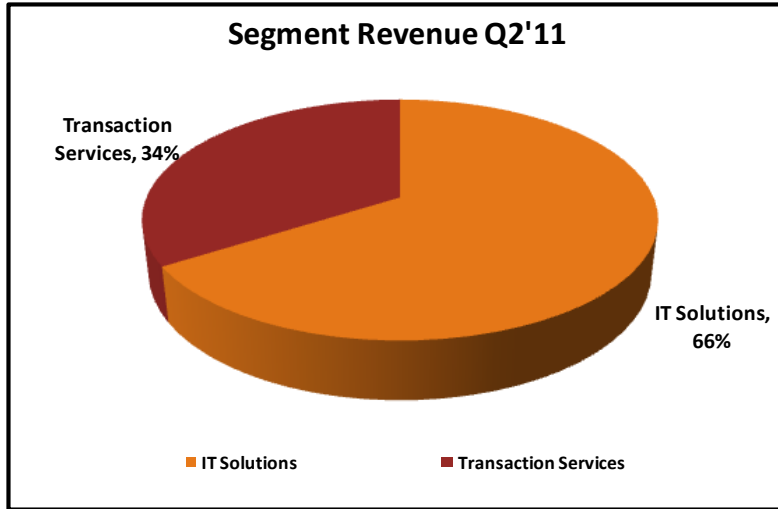


Highlights of Operations for Q2 FY'11 - QoQ

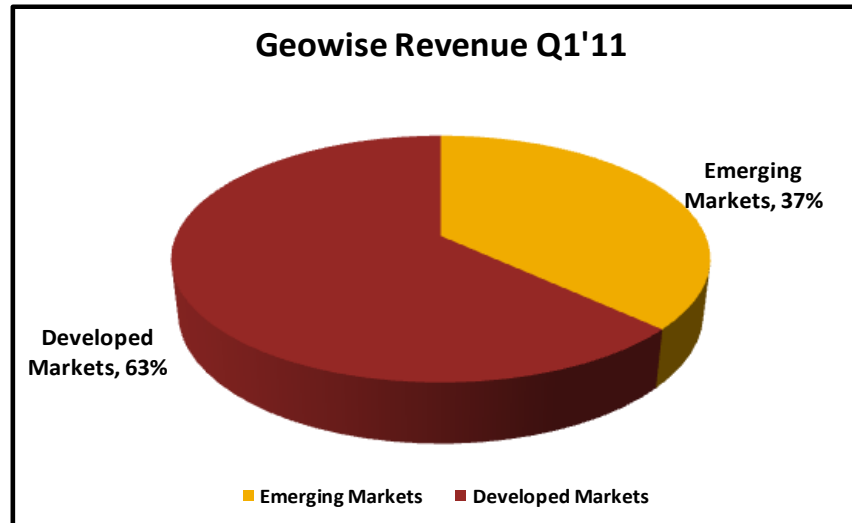
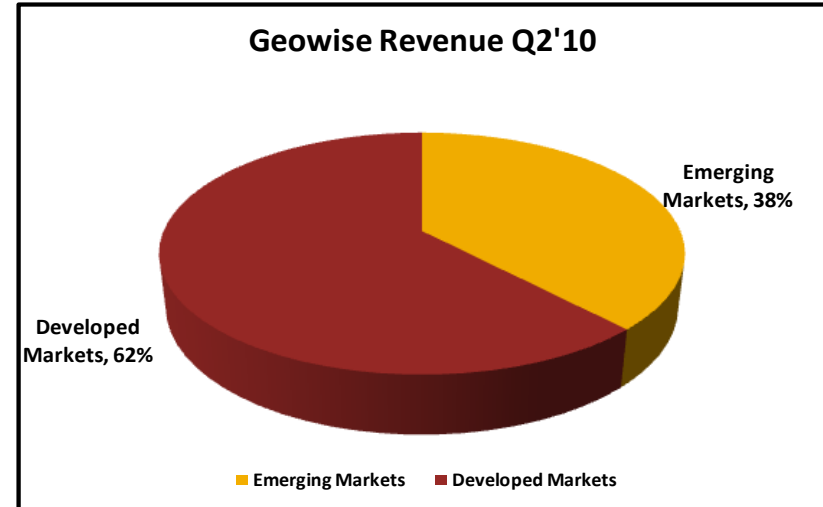
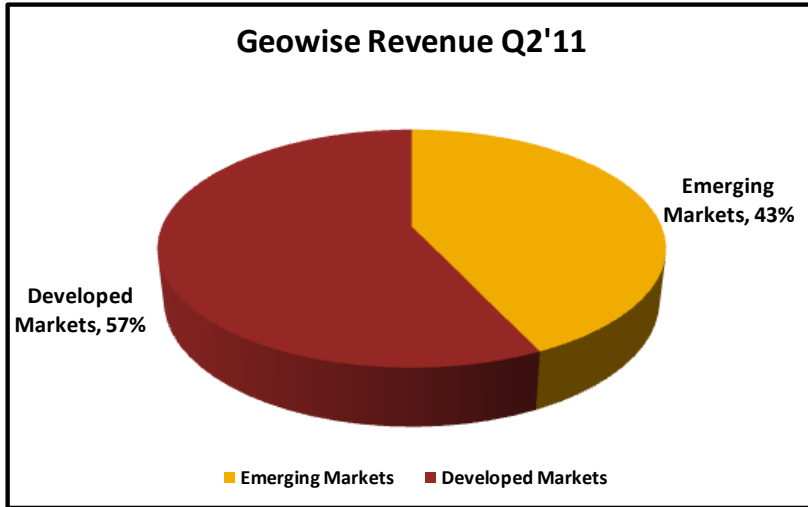


* Profit After Taxation & Before Exceptional items

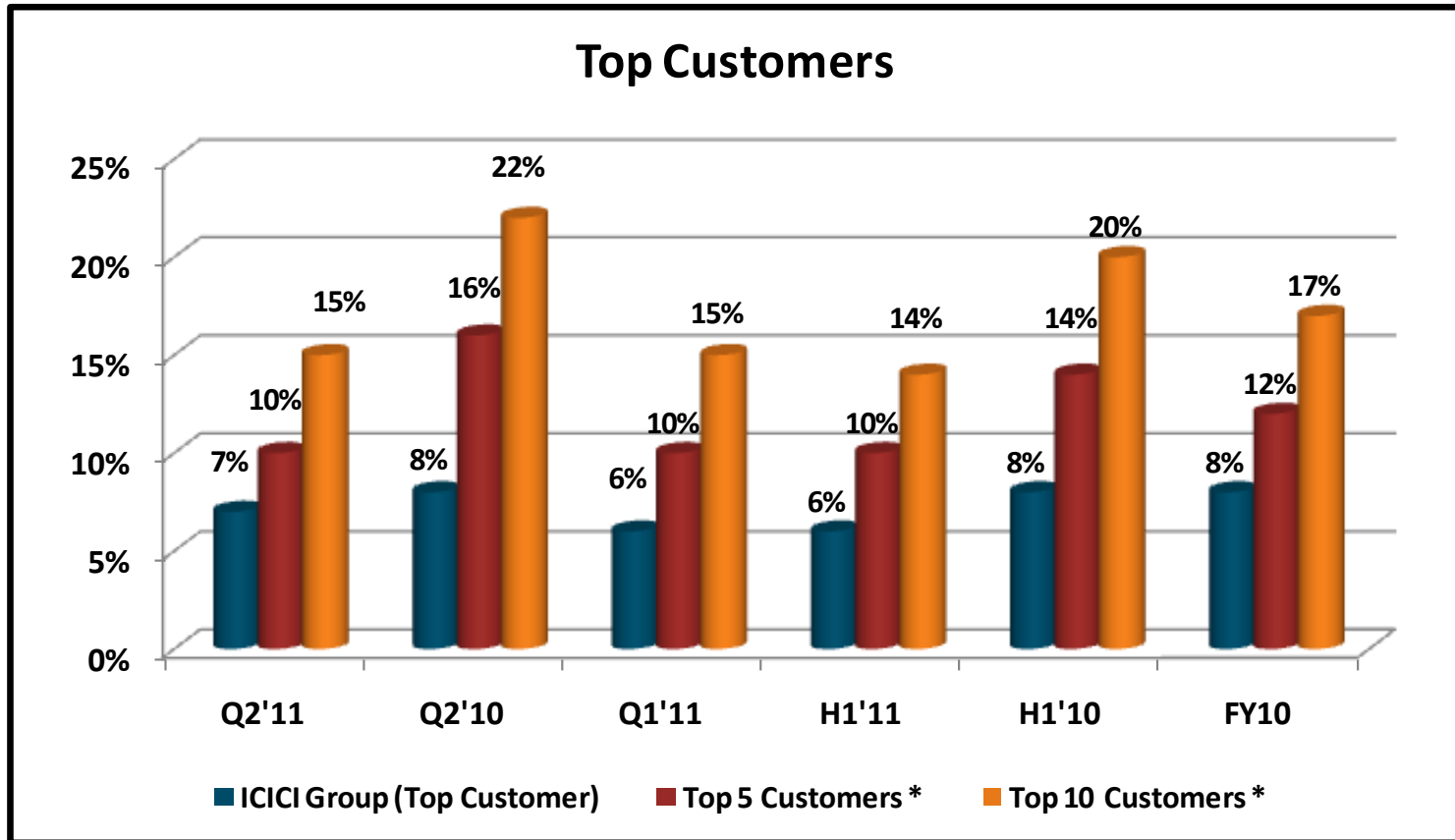
Revenue by Segments – YoY and QoQ



Revenue by Geography – YoY and QoQ



Client Data



* Excluding ICICI Group

Awards & Wins during the Quarter

Awards

Systems in the City Award for Superior Customer Service for the fourth consecutive year in the UK

Technology Vendor of the year Award at the Middle East Insurance Awards

Awarded as Best Takaful Technology Company for the third consecutive year in the Middle East

Won the CRN Xcellence Award 2010 for System Integration in India

Major Wins

- **Banking:**
 - **The MEARC geography signed a contract with a leading bank in Kenya for Amlock and Fraud Management solution**
 - **The North America geography won a deal with a large financial holding company for eCapture solution**

Major Wins

- **Capital Markets:**
 - A leading stock broking company in the Western Europe geography has signed a 5 year deal for Flagship
- **E-Commerce:**
 - A renowned retail organization of UK entered into an agreement with the North America geography for e-commerce services

Major Wins

- **IT Services:**
 - **A leading healthcare agency has signed a deal with the South Asia geography for an end to end IT Infrastructure solution**
 - **One of the largest scientific research organization has entered into an agreement with the South Asia geography for storage and datacentre solutions**

Major Wins

- **Transaction Services:**
 - **One of the largest electricity and gas company has signed a 3 year deal with the North America geography for remittance processing services**

Outlook

- **We expect the next half year to be flat with a net margin close to 10%**



Thank You