



Performance Highlights for Year Ended FY 2011 & Q4 FY 2011

April 22, 2011

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**
- **Wins during the quarter**

Financial Performance

Profit & Loss Account

₹ Crores

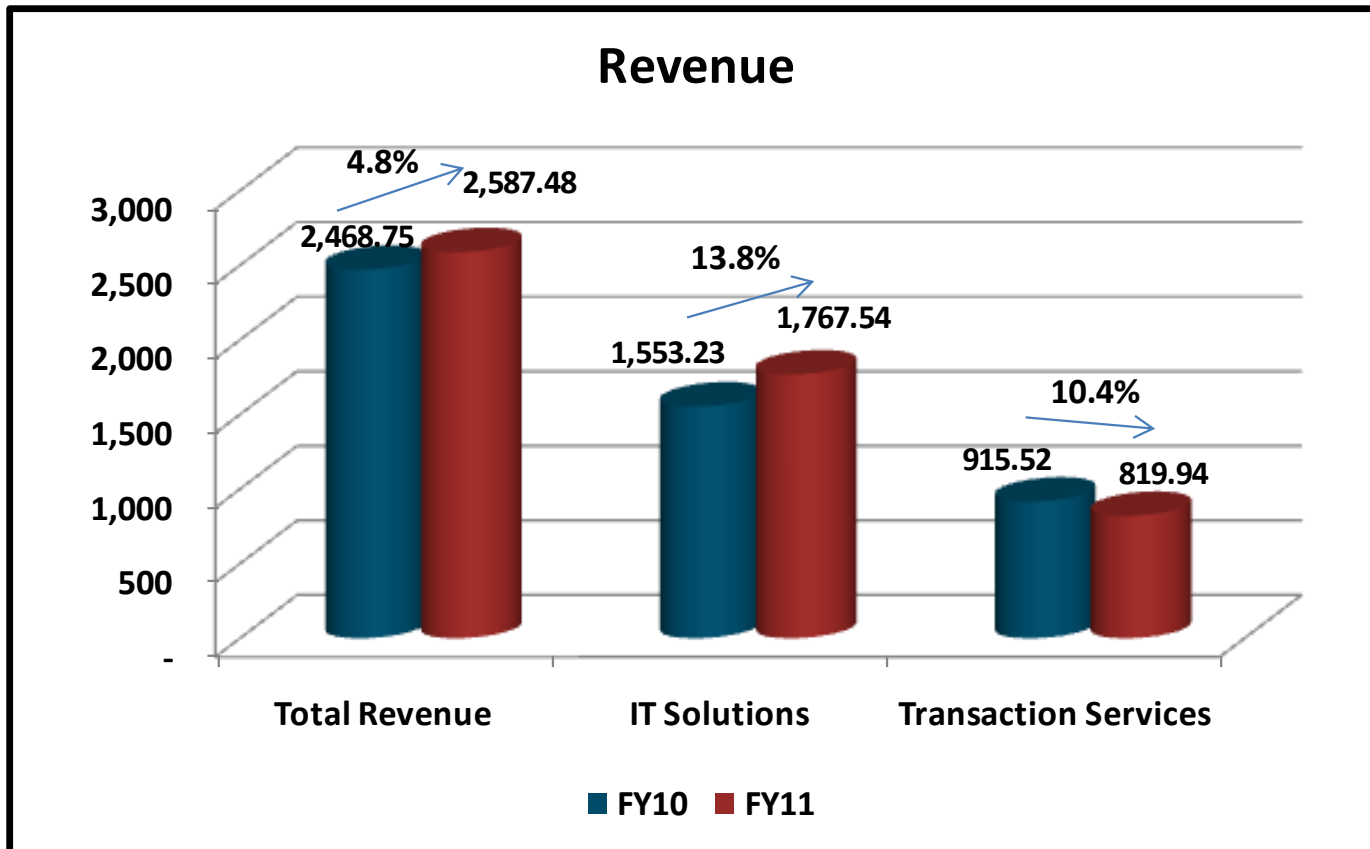
| | Q4 11 | Q4 10 | Q3 11 | Q2 11 | Q1 11 | FY 11 | FY 10 |
|----------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|----------------|
| Sales | 651.61 | 628.29 | 637.75 | 643.38 | 637.01 | 2,569.75 | 2448.54 |
| Other income | 1.85 | 4.31 | 7.56 | 1.96 | 6.36 | 17.73 | 20.21 |
| Total Revenue | 653.46 | 632.60 | 645.31 | 645.34 | 643.37 | 2587.48 | 2468.75 |
| <i>Growth YoY</i> | 3.7% | | | | | 5.0% | |
| <i>Growth QoQ</i> | 2.2% | | | | | | |
| Cost of revenue | 383.42 | 371.22 | 377.11 | 377.39 | 378.37 | 1516.29 | 1455.40 |
| Gross profit | 270.04 | 261.38 | 268.20 | 267.95 | 265.00 | 1,071.19 | 1013.35 |
| <i>Gross Margin</i> | 41.32% | 41.32% | 41.56% | 41.52% | 41.19% | 41.40% | 41.05% |
| Selling & General expenses | 132.59 | 123.36 | 127.32 | 125.05 | 124.48 | 509.45 | 469.60 |
| Product development exp | 9.60 | 9.85 | 10.25 | 9.85 | 10.20 | 39.90 | 40.61 |
| EBIDTA | 127.85 | 128.17 | 130.63 | 133.05 | 130.32 | 521.84 | 503.14 |
| <i>EBIDTA Margin</i> | 19.56% | 20.26% | 20.24% | 20.62% | 20.26% | 20.17% | 20.38% |

Profit & Loss Account

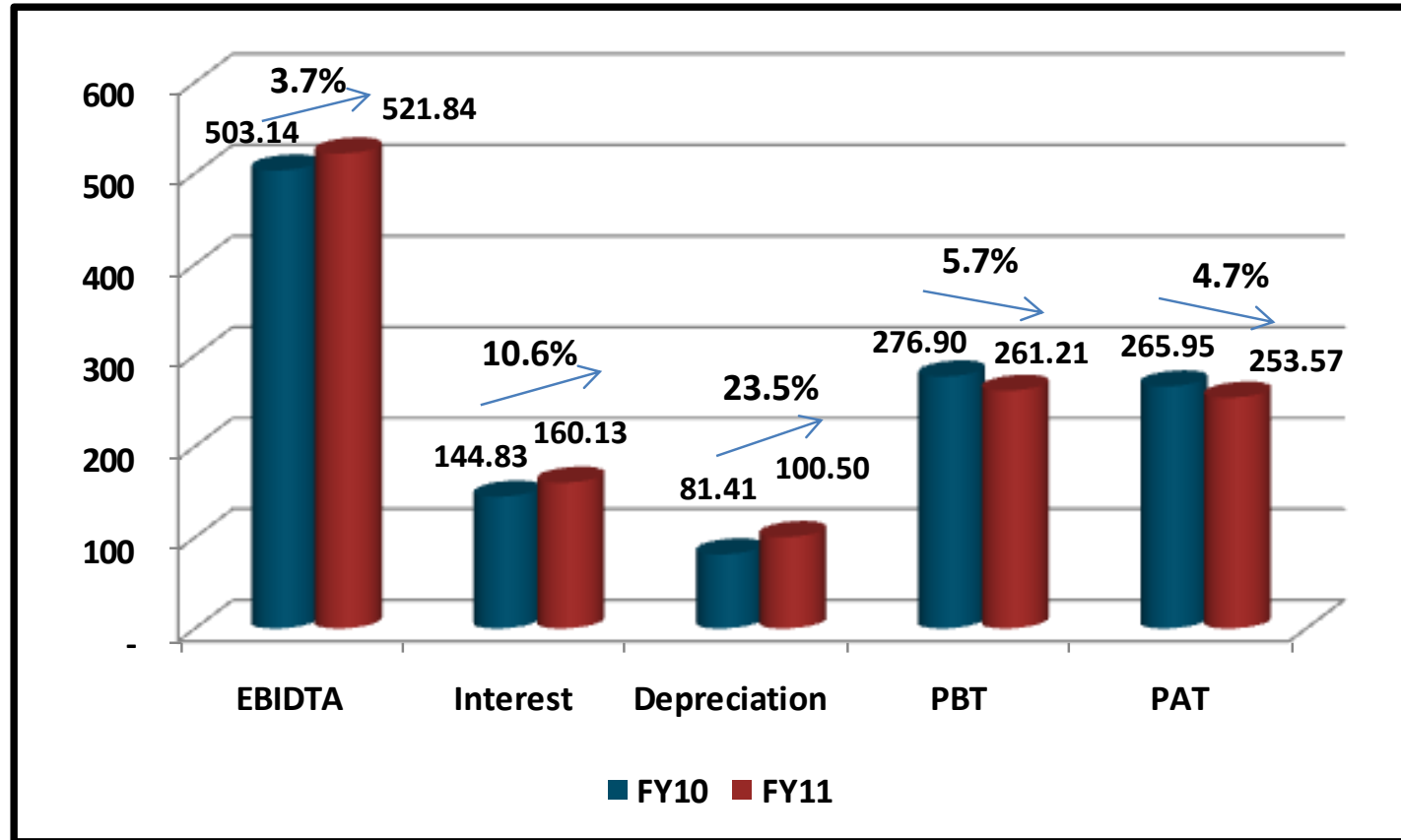
₹ Crores

| | Q4 11 | Q4 10 | Q3 11 | Q2 11 | Q1 11 | FY 11 | FY 10 |
|--|---------------|-----------------|---------------|---------------|---------------|---------------|---------------|
| EBIDTA | 127.85 | 128.17 | 130.63 | 133.05 | 130.32 | 521.84 | 503.14 |
| <i>EBIDTA Margin</i> | 19.56% | 20.26% | 20.24% | 20.62% | 20.26% | 20.17% | 20.38% |
| Interest | 42.33 | 38.12 | 41.20 | 39.14 | 37.45 | 160.13 | 144.83 |
| Depreciation | 23.71 | 0.51 | 25.19 | 25.84 | 25.75 | 100.50 | 81.41 |
| Profit Before Tax | 61.81 | 89.54 | 64.24 | 68.07 | 67.12 | 261.21 | 276.90 |
| Tax | (1.60) | 5.26 | (0.12) | 4.30 | 5.06 | 7.64 | 10.95 |
| Profit After Taxation & Before Exceptional items and impact of discontinuing operations | 63.41 | 84.28 | 64.36 | 63.77 | 62.06 | 253.57 | 265.95 |
| <i>Net Margin</i> | 9.70% | 13.32% | 9.97% | 9.88% | 9.65% | 9.80% | 10.77% |
| Add: Exceptional Income | | | | - | - | | 29.19 |
| (Less) : Impact of Discontinuing Operations | | (260.46) | | - | - | | (260.46) |
| (Less): Exceptional Expenditure | | | | - | - | | (1.33) |
| (Less)/Add: Minority Shareholders' Interest | (0.31) | 4.16 | (0.05) | 0.20 | (0.90) | (1.06) | 0.11 |
| Net Profit After Minority Interest | 63.10 | (172.02) | 64.31 | 63.97 | 61.16 | 252.51 | 33.46 |
| EPS | 3.20 | - | 3.25 | 3.24 | 3.12 | 12.81 | 17.21 |

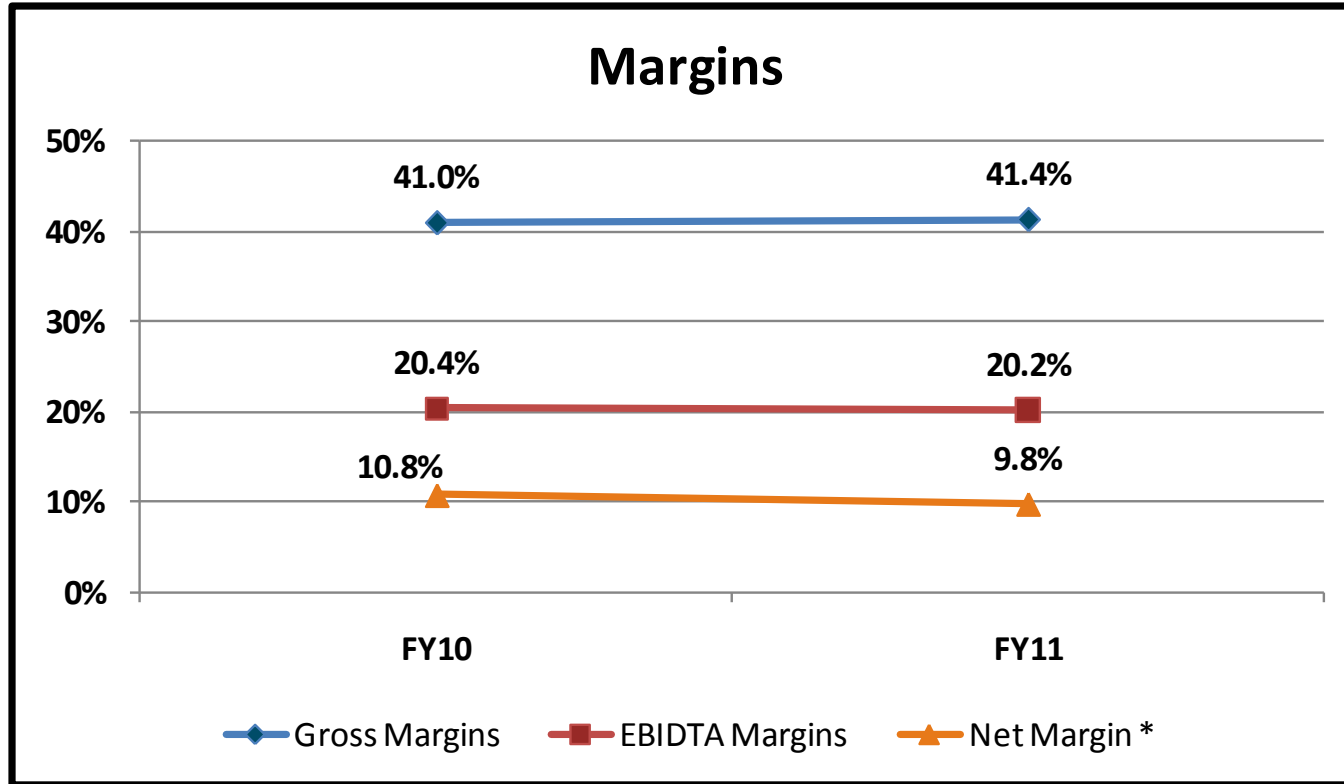
Highlights of Operations for FY'11



Highlights of Operations for FY'11

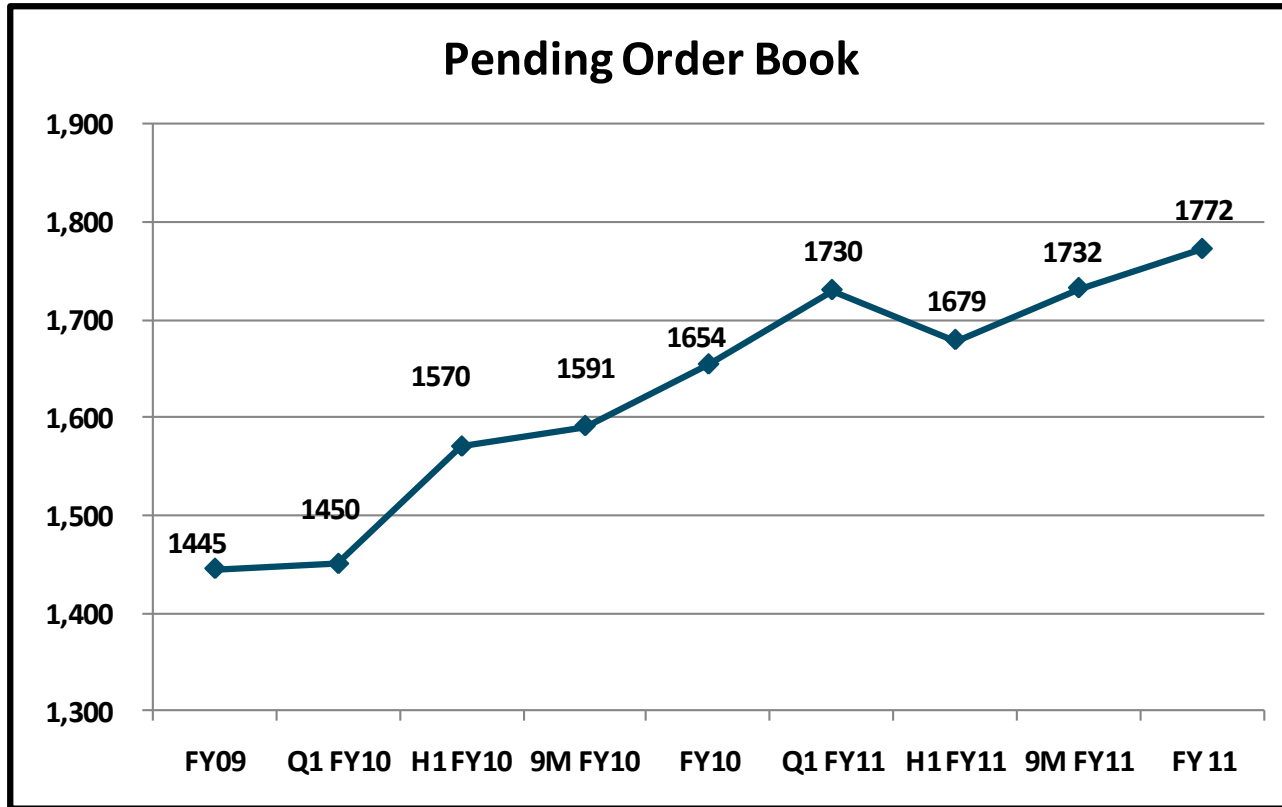


Highlights of Operations for FY'11



* Profit After Taxation & Before Exceptional items

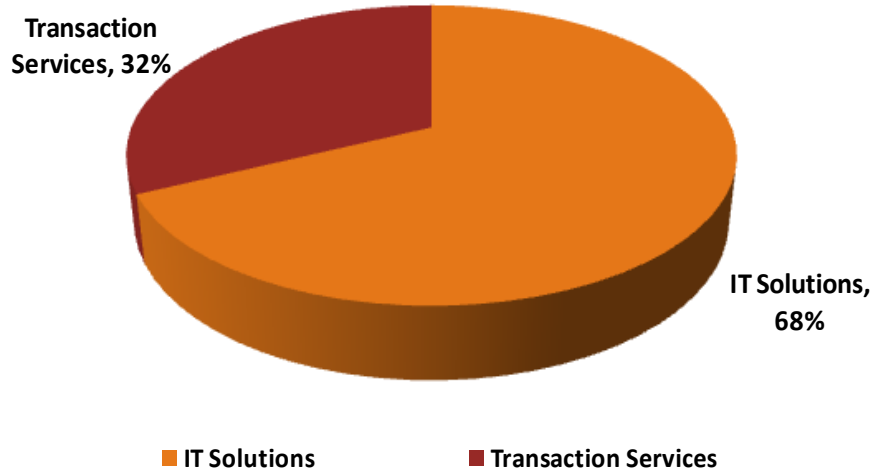
Highlights of Operations for FY'11



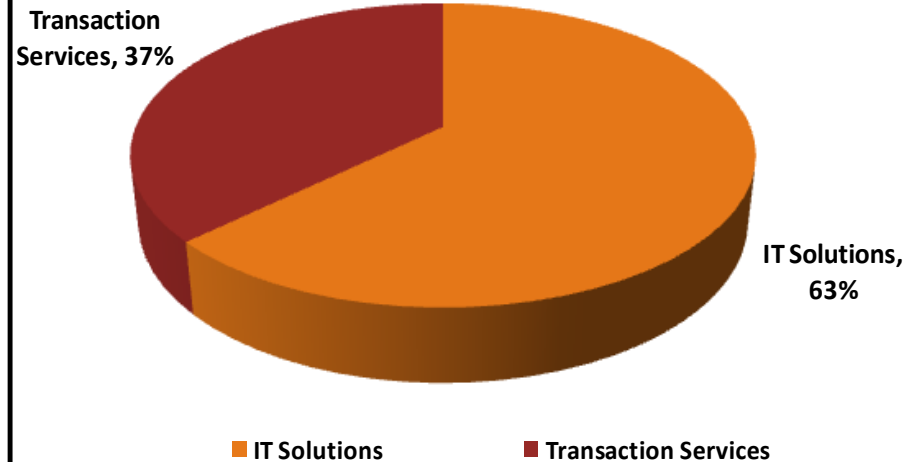
For long term service contracts estimated revenue for the next 12 months is added in the Order Book

Revenue by Segments – FY'11 & FY'10

Segment Revenue FY11

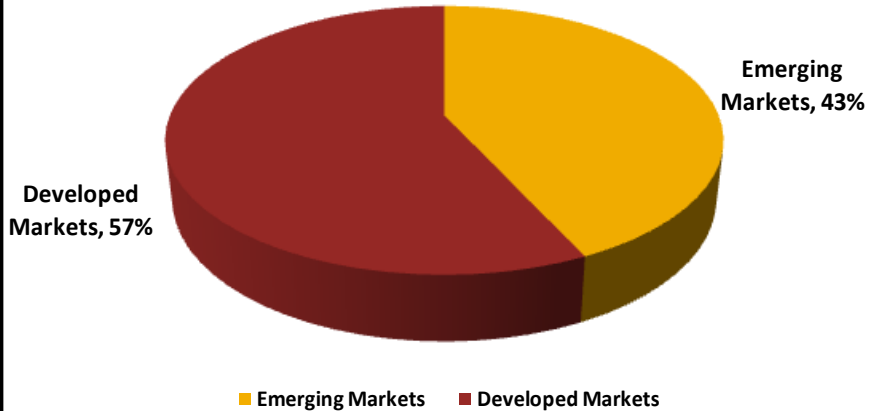


Segment Revenue FY10

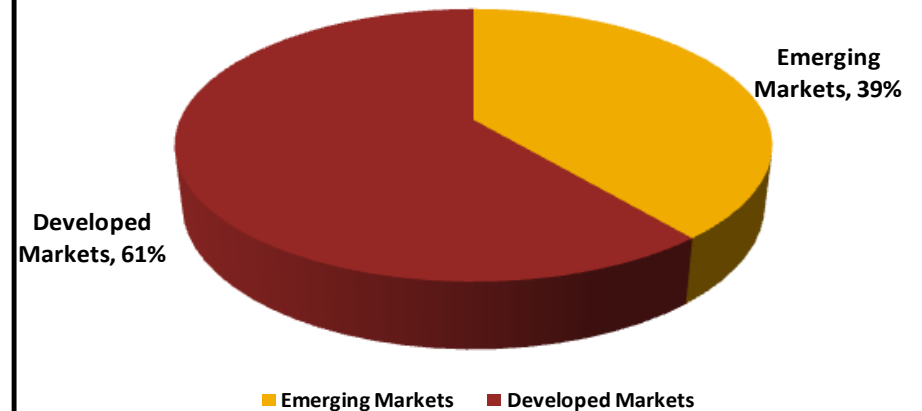


Revenue by Geography – FY'11 & FY'10

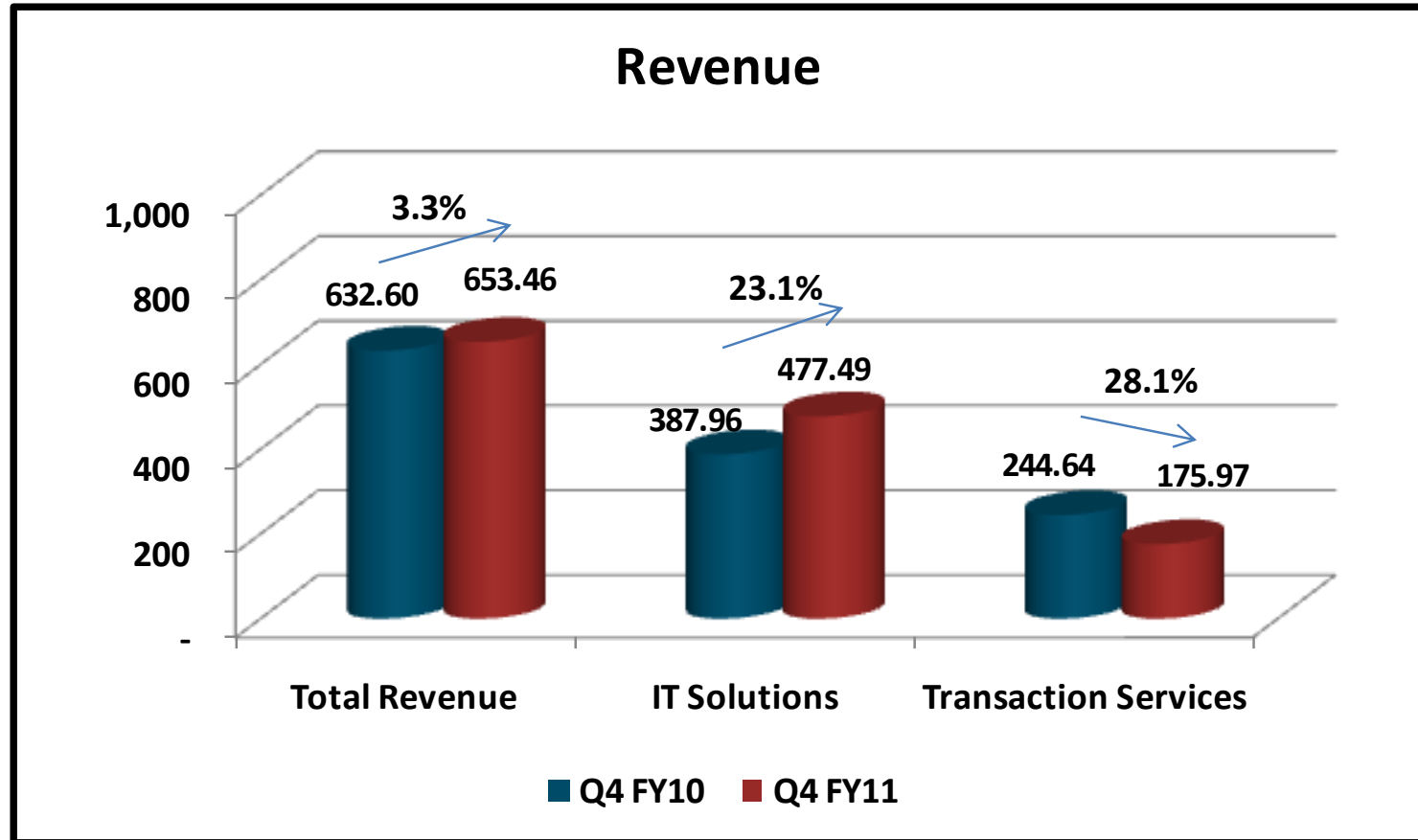
Geowise Revenue FY11



Geowise Revenue FY10



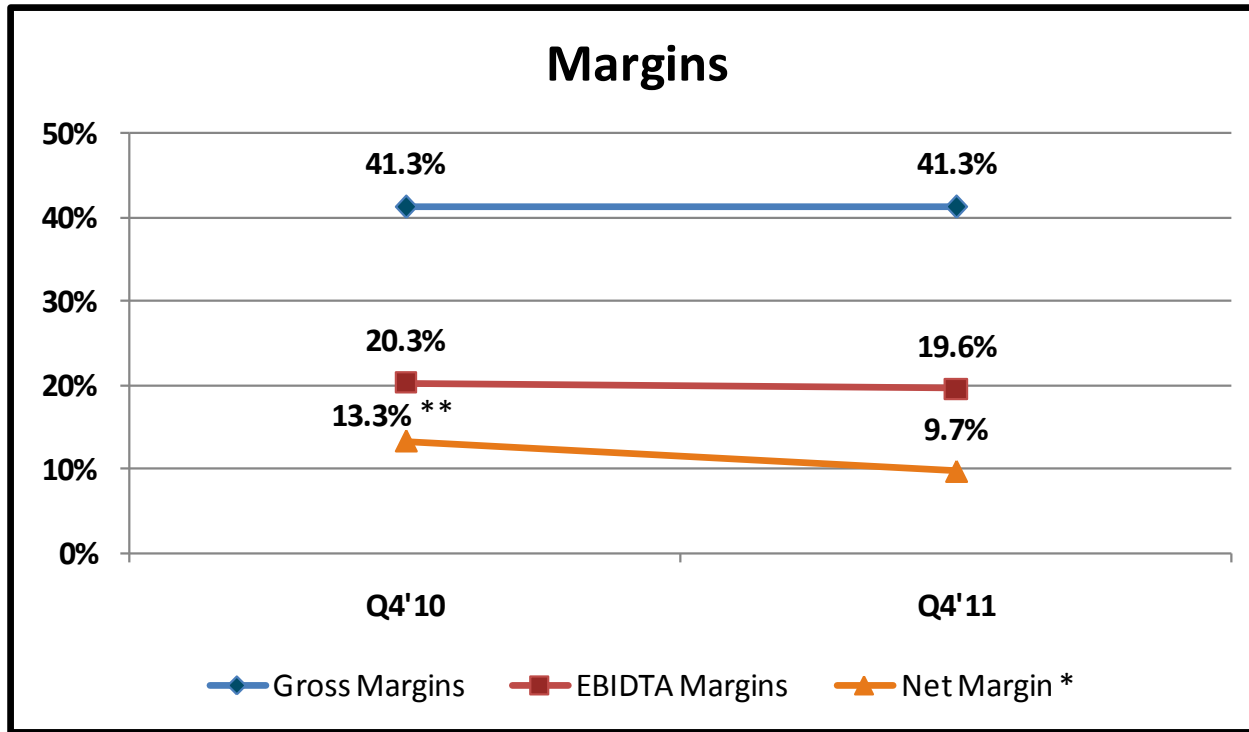
Highlights of Operations for Q4 FY'11 - YoY



Highlights of Operations for Q4 FY'11 - YoY

- Profit for Q4'11 is not comparable vis-à-vis the profit for Q4'10 owing to the write off taken in Q4'10 for the discontinued operations

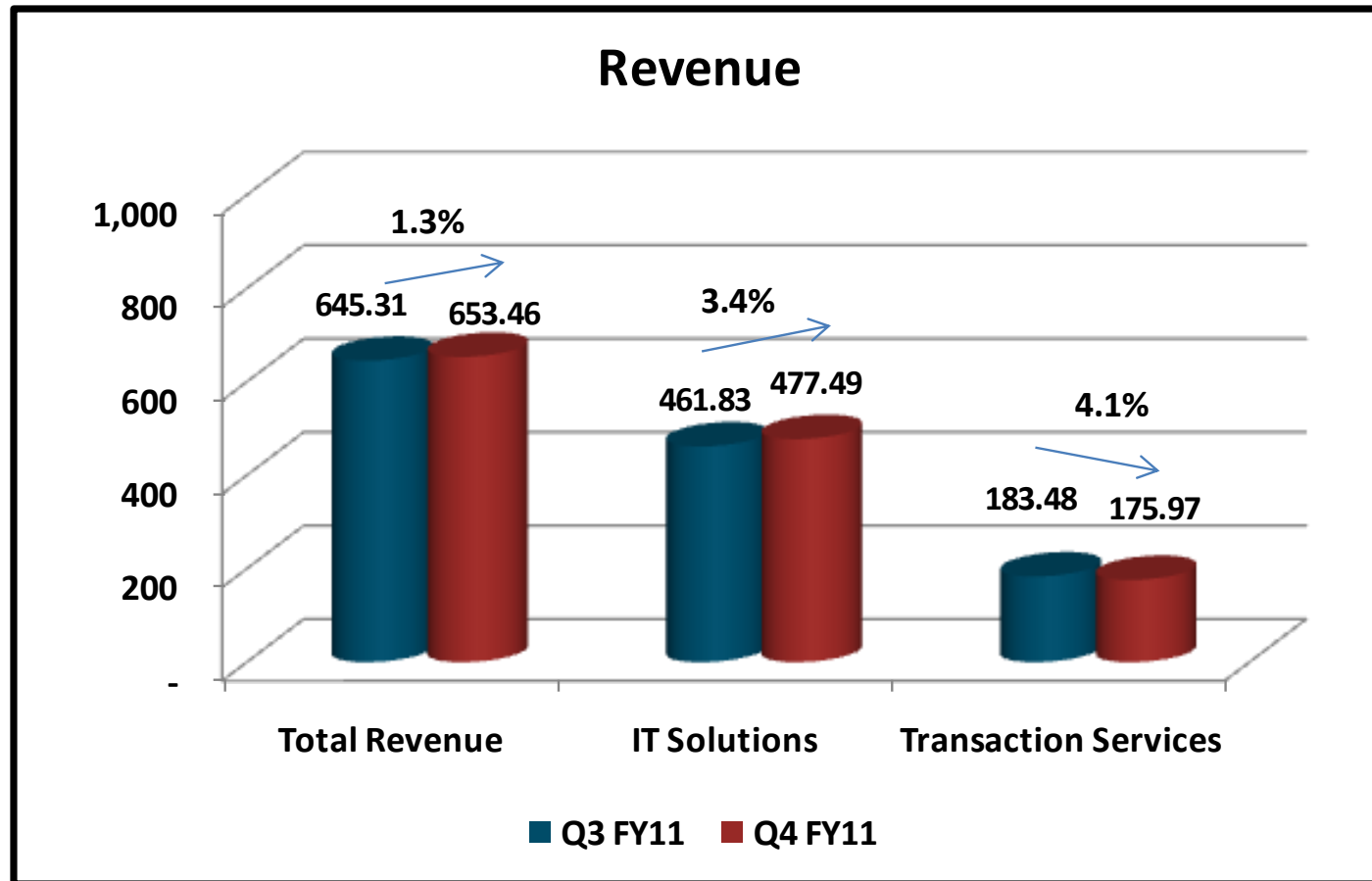
Highlights of Operations for Q4 FY'11 - YoY



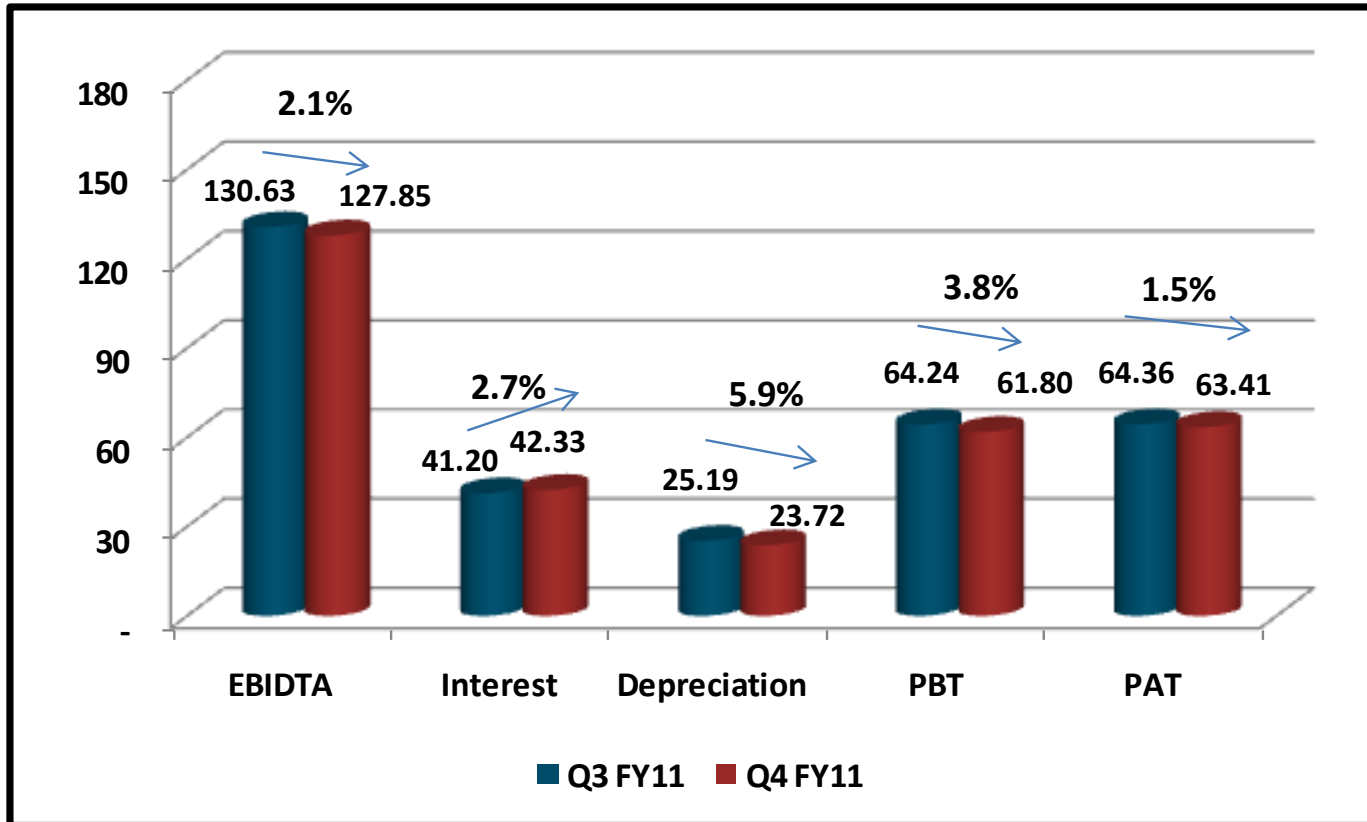
* Profit After Taxation & Before Exceptional items and impact of discontinuing operations

** Not indicative of normal business trend due to impact of discontinuing operations on depreciation for Q4 FY10

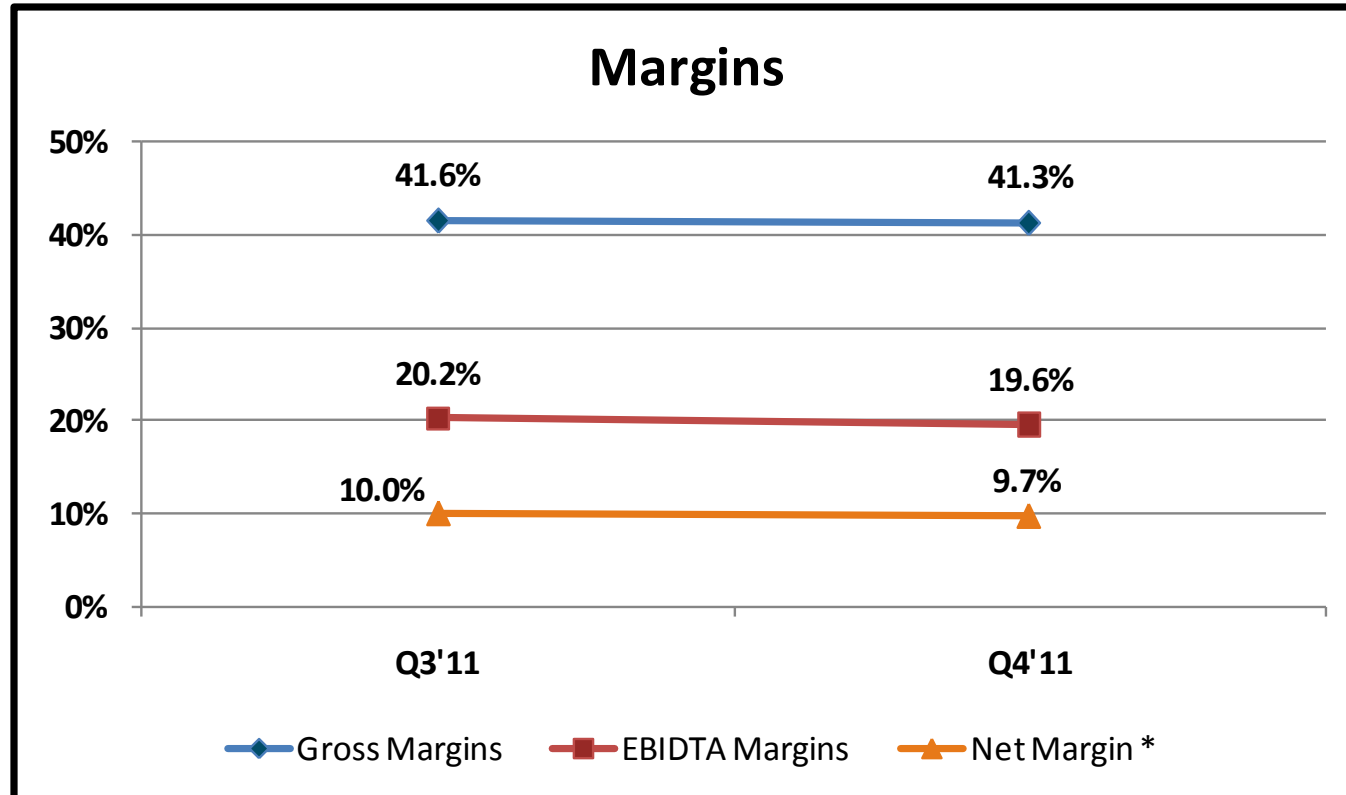
Highlights of Operations for Q4 FY'11 - QoQ



Highlights of Operations for Q4 FY'11 - QoQ

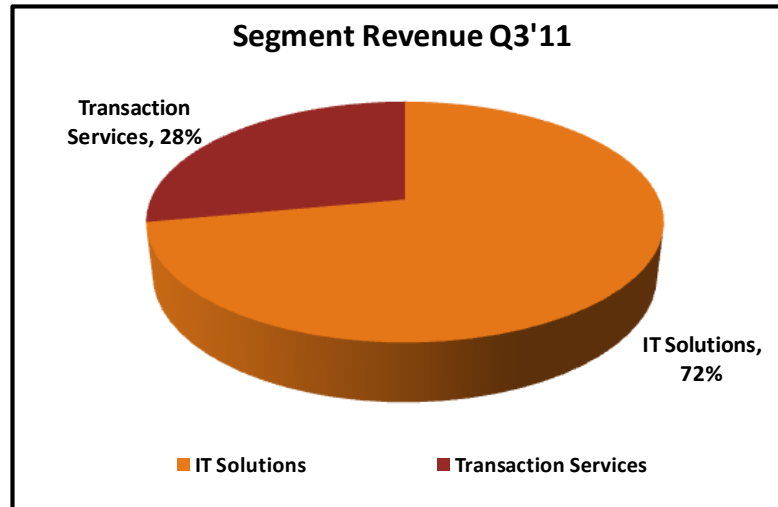
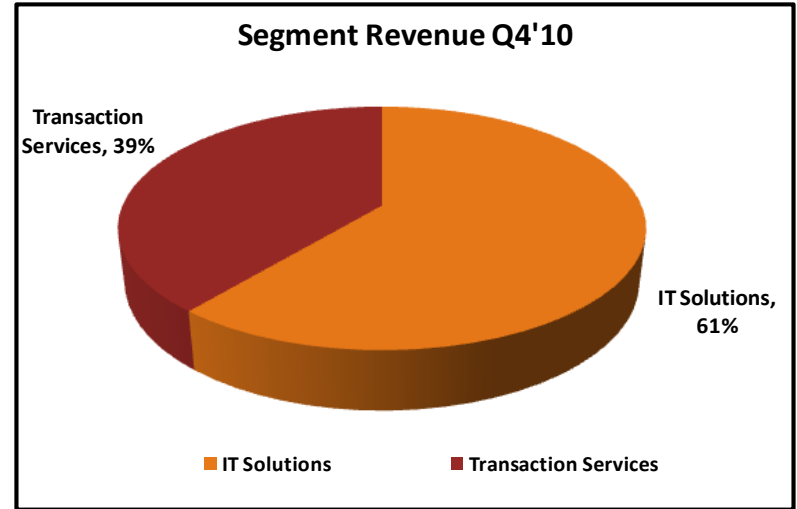
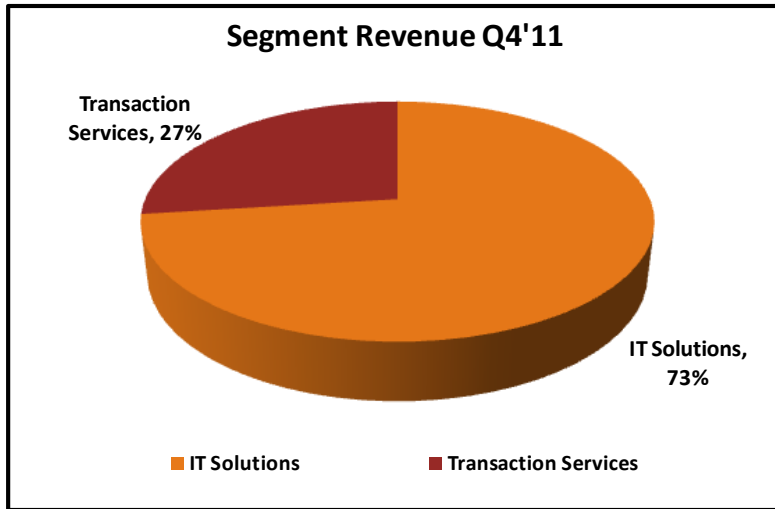


Highlights of Operations for Q4 FY'11 - QoQ

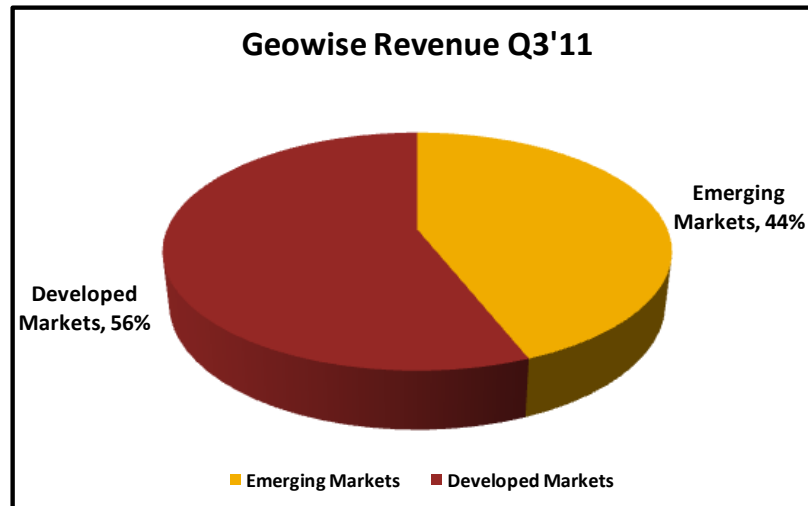
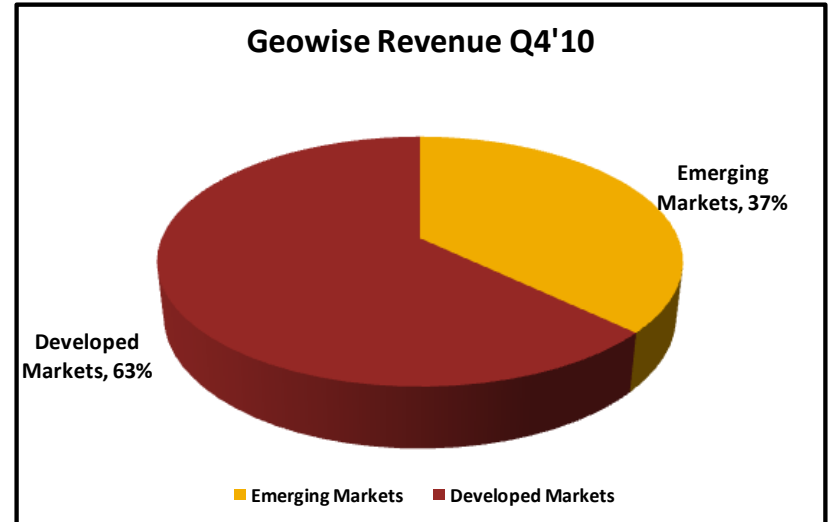
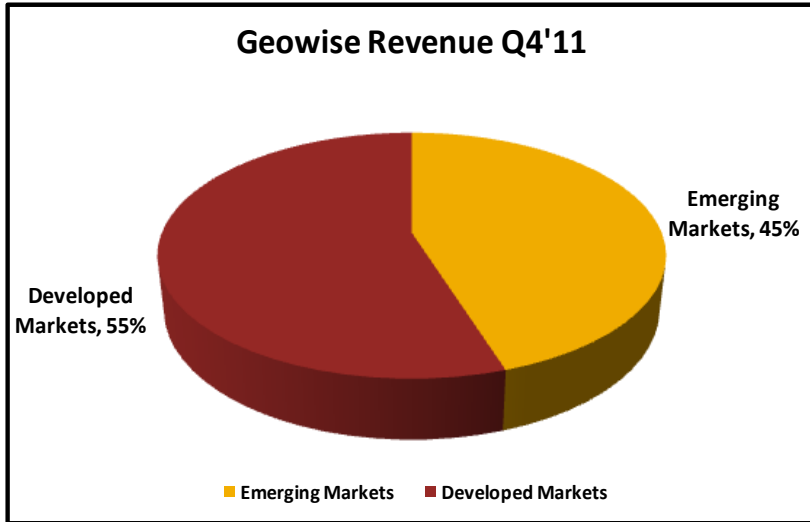


* Profit After Taxation & Before Exceptional items

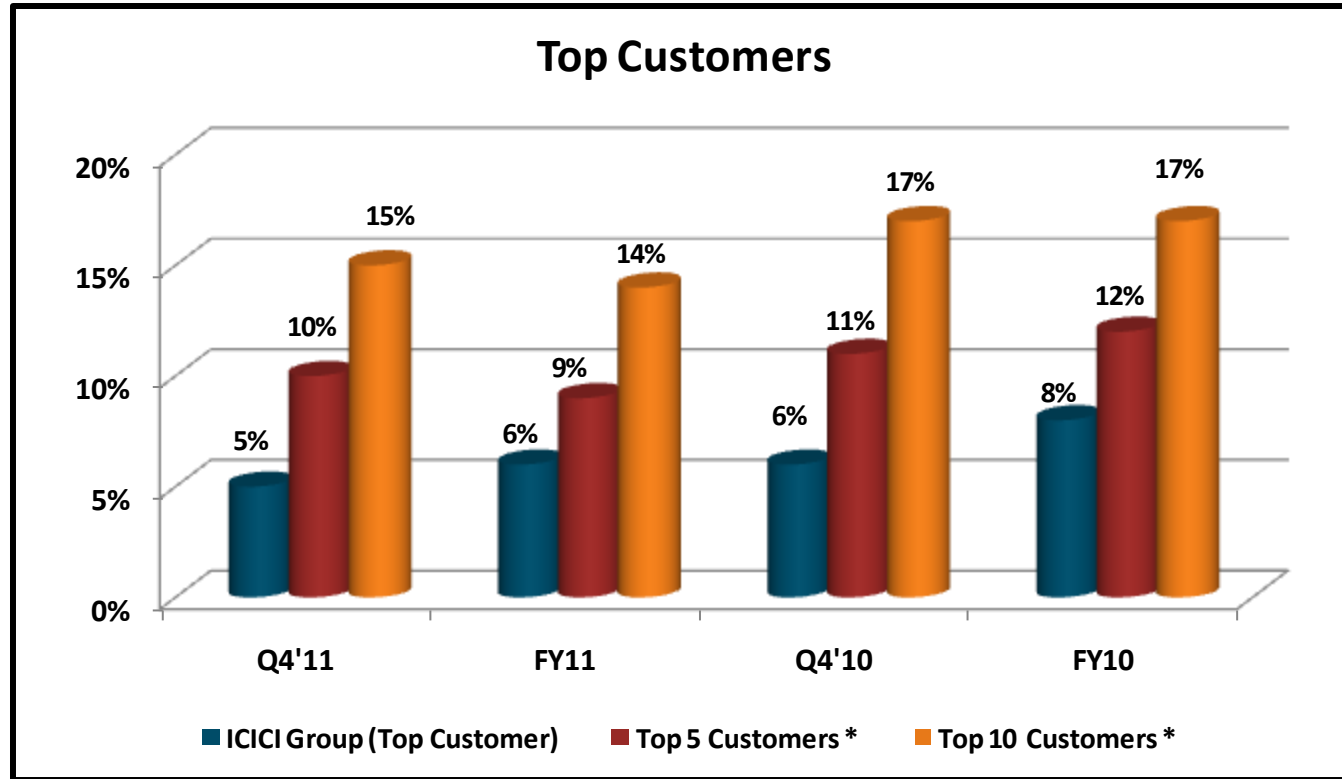
Revenue by Segments – YoY and QoQ



Revenue by Geography – YoY and QoQ



Client Data



* Excluding ICICI Group

Wins during the quarter

Major Wins

- **Insurance:**
 - **A leading insurance provider in Thailand has ordered for Premia Core**
 - **An insurance firm of Bhutan has signed a deal for our Premia product**
 - **The MEARC region has won an order from a newly started insurance company in Nigeria for Premia**
 - **One of the largest insurance company in Nigeria has also ordered for the Premia product in the MEARC region**

Major Wins

- **Banking:**
 - In India we have signed a contract with a renowned financial services provider for Kastle Treasury
 - A leading NBFC in South Africa has ordered for Kastle suite of products in the MEARC region
- **Transaction Services:**
 - A leading financial services provider in the North America has signed a deal for remittance processing services

Major Wins

- **IT Services:**
 - **We have bagged a deal in India for infrastructure management of an online commodity exchange provider**
 - **A renowned computer software company has signed a deal in India for IT support services**
 - **A government department in India has entered into a contract for tax information exchange system**
 - **The MEARC region has won the largest domain oriented services deal with one of the prestigious government companies in Dubai**
 - **A leading manufacturer has signed a multi-year contract in the US for managing their IT infrastructure**

Major Wins

- **E-Commerce:**
 - **One of the largest retail organization in the US entered into an agreement with the North America geography for e-commerce services**
 - **A renowned telecom company has signed a deal with the North America geography for e-commerce services**



Thank you



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