

MAY, 2018

Note from the MD's Desk

Padmanabhan Iyer
MD & Global CEO



Dear Friends,

Greetings from 3i Infotech Ltd..

It delights us immensely to report to you on Team 3i Infotech's achievements in FY2018. After a year of stabilization in FY2017, it was expected that the Company would cross new frontiers in FY2018. Keeping up the good work of the previous year, the Company has achieved the following milestones in FY2018 -

- Revenue of INR 991.19 crores (USD 153.93 Mn)
- EBIDTA of INR 156.34 crores (USD 24.28 Mn)
- Profit after tax of INR 71.61 crores (USD 11.12 Mn)
- Highest ever revenue from Orion since inception
- Highest ever revenue from Premia since inception
- Investment in state of the art IT Services frameworks covering -
 - Digital transformation,
 - Customer experience,
 - Business Intelligence
 - Testing
 - Infrastructure Management Services
- Encouraging traction for contemporary technology Services offerings
- Prepayment to lenders of INR 97 crores (USD 15 Mn), out of the total debt of INR 490 crores (USD 76 Mn)
- Upgrade by CRISIL of our credit rating by 8 notches to 'BB / Stable' from 'D'

We firmly believe that, having established the foundation of our turnaround and completed 2 years of consecutive good performance, we are now poised to elevate ourselves to a higher orbit and lay the ground work for higher growth, going forward. We have all the ingredients required to achieve this vision - Excellent Products, Contemporary Services, Domain rich resources, curiosity to learn and implement the new, expertise for intense customer engagements and hunger to gain a high place in world rankings of IT Products and Services.

The performance of FY2018 and customer responsiveness to its offerings underpins the strength of 3i Infotech's Products and Services. This, combined with constant up-skilling of our resources and keeping ourselves up-to-date with changes in technologies and the marketplace, are the keys to sustain our relevance and take larger strides on the growth path. The Company is also working on

strengthening its unique value proposition of composite offering of its Products and Services, to further expand its wallet share from customers.

The brand makeover, which commenced with the change in our logo, will extend to a balanced mix of age and experience on one hand and the fresh minds and innovative outlook of youth, to give comfort to our customers of an Organization large enough to be dependable and agile enough to be quickly responsive. The Company's tagline, "Limitless Excellence" aims to represent its passion and zeal to go beyond the expected and deliver extraordinary levels of performance using the combination of evolved products and services, exceptional customer engagement and deeper domain expertise.

Our achievements would not have been possible without the continued support of all our stakeholders. On behalf of all at 3i Infotech, I take this opportunity to once again express my sincere gratitude to all who have stood by us and encouraged us. It is your confidence in us that has made 2018 a good year for us. We look forward to continuing this relationship and assure to do our utmost, push ourselves harder to offer innovative and meaningful technology solutions and give your business the edge for new milestones. We will continue to keep you updated on the developments at 3i Infotech on an ongoing basis.

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

If you have any questions or need any further clarifications, please feel free to write to us at 3iinfotechconnect@3i-infotech.com or aparna.venkatesh@3i-infotech.com

NEW LAUNCHES

AMLOCKLite - FS

3i Infotech launched AMLOCKLite - FS for Non - Banking Financial Companies (NBFCs). The product was launched in July 2017. AMLOCKLite - FS is a comprehensive compliance solution for Anti-Money Laundering (AML) & Counter - Terrorist Financing (CFT) tailored specifically for NBFC's.

AMLOCKLite - FS derives all its power from AMLOCK® which has installations in over 75 Banks & Financial Institutions across the globe, efficiently addressing their AML compliance requirements for over 10 years.

AMLOCKLite - FS is an enterprise level solution which is intelligent, customer - centric and designed to detect and manage unusual activity. It will enable NBFCs to minimize losses related to AML/CFT, improve efficiencies, comply with government regulations as well as adhere to global best practices on AML.



3i Infotech chose to extend its product line to include an application that would cater to the huge market of tax paying entities in India and assist them with their GST compliance processes.

GeSTup™ is an enterprise class application that comprehensively manages the entire gamut of GST regulatory compliances - easily & accurately while providing valuable analytics and insights for the business.

3i Infotech also received the honor of being selected as a GST Suvidha Provider (GSP) by the GSTN (GST Network), which counts us one of 104 companies who provide this service in India.

GeSTup™ is now a part of the Orion Enterprise Suite.

SERVICES FRAMEWORKS

3i Infotech Services launched their customer centric modular frameworks for quick, adept deployments with quantifiable outcomes that will maximize ROI for customers. These frameworks are based on a curated technology stack, enabling easy technology adoption and effortless scalability for enterprises.

- **AxES Framework (Accelerate, Enable, Scale)** - A Mobility & Portal framework to catalyse the digital adaption for mid-sized and large enterprises catering to all levels of the Mobility maturity curve, covering Consulting, Design & Development, Data Testing, Support, Data Intelligence & Co-Innovation..
- **CRUX (Customer Reach & User Experience)** - A digital transformation solution for Insurance and Banking industries, with a 360o approach for a holistic digital transformation experience
- **Momenta (Data and Insights Marketplace)** - A suite of pre-built Analytics apps that supports a multitude of industries and business functions, where each app manages the complete end-to-end process of that function
- **Flexib** - A solution offering for performance, security and automation testing
- **HybridNxT** - A Hybrid Cloud solution to help enterprises take the first step towards digital transformation by adopting Hybrid Cloud
- **CRaT (Cloud Readiness Assessment for Transformation)** - An interactive framework to make the journey on the cloud seamless for enterprises, based on financial savings, responsiveness, business impact and compliance that will help customers to take decision on their cloud journey

Based on a curated technology stack, these solutions would enable easy technology adoption and effortless scalability for enterprises, echoing 3i Infotech's renewed philosophy to 'Simplify The New'.



3i Infotech rebranded the services business unit as ALTIRAY. The new brand entity for Services reflects a conviction towards being a future-ready & innovative organization. ALTIRAY speaks to performing above expectations. The brand line - 'Actioning Tomorrow', connotes the mission to accelerate accomplishment of customers' goals, where the differentiator is delivering ambitions ahead of time.

Altiray is a coined name from the word 'Altus' in Latin meaning High and 'Ray' meaning beam of light. The logo for the brand signifies the forward looking nature of our business, where the accentuated Y graphic in the symbol represents the ray of improvement and the arrow depicts

a way forward for our customers. This new identity reflects the transition to an organization with a distinctive IT Services portfolio and a goal towards continuous improvement

Key Clients Wins



Banking

- A leading financial institution in India focused on providing debt financing to MSMEs and Indian consumers chose AMLOCKLite for its compliance purposes
- One of the top NBFCs in India choose Kastle® Asset Liability Management (ALM) to address specific regulatory requirements as well as achieve wider risk management goals through advanced analytics
- One of Kuwait's largest NBFCs that manages a portfolio of over \$1Bn, choose Kastle® Universal Lending System (ULS) and Orion for its future growth plans
- A leading Mongolian Bank chose Kastle® ULS Collection to help them improve the collection process and reduce the NPA's



Insurance

- One of the largest and oldest insurance company in Kuwait chose Premia® to achieve its goals for increasing market share in the Life Insurance & Group life sector
- A leading Malaysian based trust corporation choose to upgrade to the latest version of MFund® to support their business expansion plans
- One of the top insurance companies in Saudi Arabia chooses Premia® Portal solution to modernize their business and provide speed and agility to customer interactions
- A well-known, established Insurance company in Ghana choose Premia® to meet its growing business needs





ERP

- A world leader in imaging technology chose Orion® as its strategic partner for its European operations for a complete process automation with a single integrated system
- One of the fastest growing businesses in Nigeria with a wide portfolio of brands signs up for ORION 11j upgrade to do away with the client-server model and be hosted in the cloud. This would also help streamline operations and boost growth
- A UAE based trading company that represents some of the world's most renowned brands, chose Orion® for consolidating their businesses & evaluating overall performance
- One of the leading giant conglomerate based out of UAE chooses Orion® 11j to streamline its distributed operations in order to attain integrated real-time view of its diverse business processes



IT Service

- One of the key ministries of UAE selected 3i Infotech as its service provider to build a highly secured IT infrastructure and operate in multiple areas, including SOC, Sharepoint Development, UI Design, .net Development, Mobile Application and End User Support
- An Indian government established State Designated Agency (SDA) to implement IT projects, selected 3i Infotech to provide a Water Revenue Management System application to serve as a single source of information for revenue management
- A leading Telemedicine centre based out of Abu Dhabi awarded 3i Infotech the prestigious project to build a real time unified command centre interface that gives an insightful view into the current status and live progress of the institute.
- 3i Infotech has been awarded the prestigious project to convert one of the historic cities in India to a smart city



EVENTS

3i Infotech's 'GST-Ready ORION' Event sheds light on technology's enabler role in the GST Era

3i Infotech held the GST-ready ORION event in Mumbai. The event aimed at highlighting the impact of GST on various industries and how ORION 11J ERP Suite, has been built to meet the GST-specific needs of businesses, which include growing and mid-sized enterprises. It is built on a future-ready technology stack, empowering organisations to optimise business processes and make informed decisions through anytime access to dashboards and analytics.



3i Infotech participates in the BFSI Summit 2018

3i Infotech was a part of and co-sponsored the 10th edition of the "BFSI Summit 2018", The BFSI Summit 2018, was held on Tuesday, 20th February 2018 at Trident, Bandra Kurla Complex, Mumbai. Mohua Sengupta, EVP and Business Head - Services for 3i Infotech was part of the panel discussion on **Blockchain being the next incipient technology in redefining the BFSI sector**. She shared insights on how in the 10 years of Blockchain, investments in proof of concepts have risen to \$1.8bn in 2017. She also mentioned common use case requirements for the technology that include Trade finance, Commodity exchanges, Intermediaries and Cross border transactions.



3i Infotech partners with Oracle for an event for Investment & Fund Management companies in Mauritius

3i Infotech Limited, a global Information Technology company recently held an event with Oracle to decode Digital Disruption in Investment Management Space at Hennessy Park Hotel, Mauritius on 8 March 2018. The event brought together investment & fund management companies in Mauritius to discuss on technological advances in the sector and introduced the solution suite - MFund, specifically catering to this industry.



IN THE NEWS

- [3i Infotech successfully implements Kastle® ULS for Gulf Lifting and Finance Leasing Company in record time](#)
- [3i Infotech Powers Dun & Bradstreet 4th Insurance Summit in Mumbai, India](#)
- [HybridNxT from 3i Infotech to help enterprises in their digital transformation](#)
- [3i Infotech on the cusp of a major growth trajectory](#)
- [3i Infotech's cloud based ORION ERP to help an asset management company integrate its business](#)
- [ORION ERP of 3i Infotech Registers a 90% Growth in License Revenues](#)

- [How the 'protect-consolidate-grow' strategy is transforming 3i Infotech into a next-gen IT enterprise](#)
- [3i Infotech signals a transformation with its new logo](#)
- [3i Infotech's Services BU Rebrands itself to Altiray](#)

EXPERT SPEAK

Big Data : Some Questions Unanswered



Mohua Sengupta, EVP & Global Head for Services talks about the hot topic of Big Data and its relevance in today's corporate environment.

[Read more](#)

How IoT will Impact ERP Systems for Manufacturing



Suryanarayan Kasichainula, EVP & Business Head for ERP talks about the impact of IoT on Manufacturing industry's ERP systems in today's rapidly advancing technology space.

[Read more](#)

Facilitating Digital Transformation In The Insurance Industry



Snehal Desai, Global Head, Sales & Practice for Insurance answers some of the burning questions being asked by Insurance and other financial institutions on digital transformation.

[Read more](#)

Role of Emerging Technologies to Drive Digital Transformation in Enterprises



Aparna Pallavi, Head Digital Banking, Services details why organizations need to adopt emerging technologies, to help optimization of digital transformation and sustain it for the long term.

[Read more](#)

Avoiding Cyber Security Threats With Timely Up-Gradation of ERP Systems



Can Blockchain stop frauds



Suryanarayan Kasichainula, EVP & Business Head for ERP stresses on the need to plugging the vulnerabilities in the organization's ERP systems to truly secure them from external threats.

[Read more](#)

Mohua Sengupta, EVP & Global Head for Services expresses her opinion on the latest blockchain technology, and if it can be used as an effective tool to stop frauds.

[Read more](#)

WAY AHEAD

Your support has been invaluable to us as a Company over the years and we look forward to it in the future as well. As we move forward, we will keep you updated on the developments at 3i Infotech Ltd on an ongoing basis.

For any additional clarification, please feel free to write to the following email id's:

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