

Connect

June, 2020



Note from the MD's Desk

Padmanabhan Iyer
MD & Global CEO

Greetings from 3i Infotech Ltd.

It is indeed a daunting task to communicate with all of you at such a inflection point for the entire world. All of us are at a cross roads where only Companies which are agile and have the ability to adapt to the significantly changed business and social scenario will weather this calamity.

Before giving you an update on our Core performance for FY2020, it would be appropriate for me to share some thoughts on the new normal that the world is witnessing. It would be foolhardy to rest on our laurels and assume that we will not be impacted by this pandemic which is already disrupting everything about the world as we have known till now, in all aspects of life – personal, social as well as business. We in 3i Infotech, are taking all steps to live up to our credo – **Large enough to be Dependable and Agile enough to Adapt quickly**. We are reinforcing our three pronged strategy of **PROTECT – CONSOLIDATE – GROW**, by serving our customers beyond their expectations and living up to our objective of being the trusted partner for our customers. Because of our unique proposition of Products and Services, we are reaching out to our customers with innovative technology driven options and solutions that facilitate their success, so that our customers see us as an integral part of their business.

The manner in which business was being done in the world has changed and this change is here to stay. Even after the world overcomes this pandemic, some of the changes that we have seen in the past two months will continue to be prevalent. This is simply because Organizations the world over have seen the benefits of doing things differently. Many measures adopted, work from home and digital outreach being just a couple of them, which were being toyed with earlier, but not pursued actively, have been forced upon us and the world is seeing benefits which would obviously be preferred to continue. This has come at a time when physical contact with others, including customers, is considered taboo and alternate methods of offering services are actively being explored.

All of us at 3i Infotech have adapted to this changed business scenario and are actively working on alternate digital and efficient solutions for our customers, quickly adapting our traditional offerings by further integrating our Services offerings with our Products. Needless to say, cost reduction measures which have always been a priority for us, continues to drive us in all our activities.

The key indices of Core Business for FY2020 and Q4-FY2020 are as under:

FY2020	INR Crs			USD Mn (Constant Currency)	
	FY2020	FY2019	Growth	FY2020	FY2019
Revenue	1,061.11	957.88	11%	149.92	135.34
EBIDTA	166.75	146.06	14%	23.56	20.64
Q4-FY2020	INR Crs			USD Mn (Constant Currency)	
	Q4-FY2020	Q4-FY2019	Growth	Q4-FY2020	Q4-FY2019
Revenue	277.71	258.64	7%	39.24	36.54
EBIDTA	59.03	47.59	24%	8.34	6.72

I would also like to update you that the response to our foray in the Advanced Markets is encouraging and we expect to make further inroads in FY2021, despite the current challenges.

I am thankful to you for your continued patronage and look forward to being of further service to you.

Regards,

Padmanabhan Iyer

MD & Global CEO, 3i Infotech Ltd.

NEW LAUNCHES AND UPGRADES



Kastle® Banking Solutions Suite – New Features

We have been continuously upgrading the features of our solutions to enable our customers to meet their ever-changing business requirements. In line with this, we recently incorporated several new features in our Kastle® suite and AMLOCK™, our Financial Crime Detection & Management Solution. The key highlights of these new features are enlisted below:

Kastle® Integrated Risk Management – New Version Release

In the January-March 2020 quarter, we released Kastle® Integrated Risk Management version 6.2.0.0., which includes the Expected Credit Loss (ECL), successfully developed module as per the generalized approach of the International Financial Reporting Standard 9 (IFRS 9) guidelines.

Highlights of its functional relevance:

- ECL is an IFRS 9 based tool to compute the impairment provision on loans and investments to be charged to income on a periodical basis. The computation involves regression with macro-economic factors and forecasting of Probability of Default (PD) as the cornerstone of this release. It also considers qualitative and quantitative factors per the aforementioned guidelines.
- The regression has been performed on Python and has been successfully integrated with Java to create a seamless flow of process steps to generate the required ECL provision.
- The tool can be seamlessly integrated with Core Lending solutions and also the Credit Risk module to assess overall risk involved in the lending function.

AMLOCK™

AMLOCK™ Version 4.8 – Final Release for FY20

3i Infotech has released AMLOCK™ Version 4.8, with a number of new features related to regulatory compliance and messaging network.

Key Highlights of the New Release

- **Support for 180+ SWIFT Message Types:** The scope of monitoring the payment traffic has been now increased to cover 180+ SWIFT messages including major types of payments like Customer Payments, Financial Institution Transfers, and Documentary Credits & Guarantees, among others.
- **End-to-End Compliance for Foreign Account Tax Compliance Act (FATCA) and Common Reporting Standards (CRS):** AMLOCK™'s scope for compliance with the FATCA reporting standards has been enhanced. Reports can be now generated in the XML format as per the latest regulatory requirements. In addition to FATCA, AMLOCK™ has been made compliant with Common Reporting Standards as well. CRS requires jurisdictions to obtain information from their financial institutions and have automatic exchanges of this information with other jurisdictions on an annual basis.
- **US Regulatory Reporting Compliance:** AMLOCK™ is now compliant with the latest US Anti-Money Laundering (AML) reporting requirements as laid down by the Financial Crimes Enforcement Network (FinCEN). Suspicious Activity Report (SAR) and Cash Transaction Reports (CTR) can now be generated in AMLOCK™ in the required XML and PDF formats and submitted by the reporting entities to FinCEN, by using authorized credentials.



ORION™ 11j - Product Upgrades

Continuing our endeavours to upgrade the ERP solutions suite to cater to our customers' dynamic requirements and market trends, we recently included a number of new utilities in ORION™ 11j. The highlights of these new inclusions are:

Warehouse Management System

- Maintain one item code at selected position levels in warehouse
- Enable item level reservation at material request / sales
- Nullify position-wise reservation at warehouse
- Wave for supplier return based on available stock
- Wave for Parent and Free of Cost (FOC) together
- Cycle count upload
- Validate stock and other item related attributes during record count
- Warehouse and inventory stock visibility
- Provision to create invoice only to the extent of reserved quantity
- Enabling bundling and unbundling
- Supplier-wise barcode maintenance

Supply Chain Management

- Barcode management

Statutory Points – APAC Specific

- Supplier bill registration
- Customer bill registration
- Supplier bill registration dashboards
- Customer bill registration dashboards

Mobility

- M-Distributor - Version 2

Common Master

- Enabling of document attachment in Common Master
- Enabling of custom flex (i.e., 50 flex fields) in Common Master
- Enabling of Excel upload option
- Third level in Common Master Screen
- Common Processing - Fields defaulting through procedure OUT and barcode print feature

ORION™ 11j - Technology Update

ORION™ 11j & Payroll11j

- OpenJDK11 and JDK 11 upgrade with latest patches
- OWASP Standards based Libraries Upgrade
- WildFly 17 upgrade

ORION™ 11j - CANON Drone

- Migrating the customization repository to WildFly compatible
- Additional logging feature for all critical events

- JSF 2.3
- Spring 5 JDBC upgrade
- PrimeFaces UI 7 upgrade
- Security Testing - Vulnerability Assessment & Penetration Testing (VAPT)
- Performance testing
- Migrating application to WildFly Compatible
- Report Service and Publisher Libraries Upgrade
- Solr, DMS, XAMPP upgrade

- Implementing additional security guidelines and policies
- Upgrading other services and components
- Addressing WildFly upgrade issues
- LDAP group based authentication
- Deployment in AWS environment



To enrich its Altray™ Services, 3i Infotech has been consistently investing in new and emerging technologies to meet the dynamic requirements of businesses in today's digital age.

As part of this, key initiatives have been taken up to upgrade our Cloud Lifecycle Management Services. We have built capabilities to support

- SAP S/4 applications and SAP HANA on Microsoft Azure
- Data Lake Support Services on Microsoft Azure
- Oracle Cloud Infrastructure, database migration to an Oracle Cloud Infrastructure and Oracle Exadata support on Oracle Cloud
- M365L Assessment, advisory services and managed services (Microsoft 365 SaaS Platform)

KEY CLIENTS WINS

AMLOCK™

- One of Cambodia's largest foreign banks with an ever-growing commitment to provide world-class financial services, has selected AMLOCK™, 3i Infotech's Financial Crime Detection & Management Solution, to meet its anti-money laundering (AML) and transaction monitoring requirements.
- The United Arab Emirates' leading provider of international currency exchange solutions for businesses and private individuals, has chosen AMLOCK™ to help it comply with and implement strict Know Your Customer (KYC) policies, in accordance with the country's central bank's AML guidelines.
- 3i Infotech has won an AMLOCK™ order from one of the top national insurers in the Kingdom of Saudi Arabia (KSA), to help detect and report suspicious activities, including predicate offenses for money laundering and terrorist financing.
- A leading finance firm in Jeddah, KSA, which specializes in providing consumer and corporate financing for the purchase of private, commercial and heavy vehicles, has selected AMLOCK™ to strengthen its regulatory compliance and reduce risks with KYC due diligence.
- AMLOCK™ was selected by one of the top Islamic insurance companies in Qatar. The company has the widest range of products and services in the country. The solution will help the insurer comply effectively with the Qatar Financial Centre Regulatory Authority's (QFCRA) anti-money laundering laws and combat the financing of terrorism (AML/CFT) guidelines.





- A well-known currency exchange solutions company, based in Abu Dhabi, UAE, has procured the Branch FX Module of Kastle® Treasury, 3i Infotech's integrated flagship treasury management solution. Both mobile and online portals are a part of this deal. In addition to Kastle® Treasury, the company has also selected ORION™ (General Ledger and Human Resource Management System) and AMLOCK™, making this a comprehensive deal, front ended by treasury module.
- The leasing arm of one of the leading business groups in KSA, has signed an agreement with 3i Infotech to upgrade Kastle® Universal Lending Suite, along with Kastle® Digital Banking. The company is focusing on digitizing the complete customer journey with the help of 3i Infotech's mobility-ready solutions and third party interfaces. This will help it accelerate the customer acquisition lifecycle by reducing the funding time frame by almost 60%. It will be able to enable Straight Through Processing with the help of automated policy checks and internal scoring engines, while applicants will experience an enriching and seamless journey while applying and availing a facility. A complete virtual lending ecosystem will be designed by leveraging the Kastle® digital offerings, wherein customers can avail a loan without walking into a branch. The upgrade will support Sharia-compliant financial instruments, such as Ijarah, Mudarabah and Tawarruq, for both the retail and SME sectors.
- 3i Infotech has bagged a new logo of a start-up leasing entity in KSA, making it the 17th win for Kastle® Universal Lending Suite in the kingdom. This will include the installation of the newly released Expected Credit Losses (ECL) module. Being a technology solutions market leader in KSA with over a decade's experience in the country helped 3i Infotech clinch the deal. The customer will have an added advantage of a market ready leasing solution which supports SAMA and Sharia-compliant financing. Its current focus is on Ijarah, Mudarabah and Tawarruq lines of business which are pre-configured in Kastle® Universal Lending Suite and are based on industry best practices.



- 3i Infotech has signed up as the cloud transformation partner of a dairy processing company, which is a part of a business conglomerate active in Africa and the Middle East. The deal will cover transformation of the customer's IT infrastructure, including services for SAP S/4HANA to be hosted on the Microsoft Azure cloud computing platform which will be managed by 3i Infotech. A key by-product of this win is our ability to offer cloud advisory and managed services for SAP S/4HANA on Microsoft Azure in UAE.
- A leading real estate developer, based in Dubai, UAE, has signed 3i Infotech as its digital transformation strategic partner. The company plans to move its entire workloads on cloud to accelerate its digital transformation process. 3i Infotech will support the customer's IT to strategize their digital journey across applications and infrastructure.



- The largest independent corporate trustee company in Malaysia, which is an existing user of the MFund®

Investment/Fund Management solution, has ordered an upgrade for the more current version, MFund Plus[®]. The company is a part of the largest professional estate planning group in the country, and boasts financially strong shareholders and professional indemnity insurance cover of RM100 million. The customer needed an enhanced and a more robust web based solution which could also be integrated with cloud, and MFund Plus[®] caters to all these requirements. Amidst the ongoing global Covid-19 pandemic, the company is currently hosting the application on cloud, enabling its users to access the system from remote locations, while ensuring data security.

- A newly established fund management company in Malaysia, has selected MFund Plus[®] to support its business growth plans. The company offers a range of services in the field, including mutual funds, portfolio management and investment advisory. It was looking for a reliable, stable and proven asset management system having the latest technologies. After rounds of discussions and deliberations, the client was convinced that the solution was best in the market and selected the MFund Plus[®] front office and back office system.
- A leading asset management company in India, which is an existing user of MFund[®], has decided to upgrade to the solution's advanced version, MFund Plus[®]. The company offers a range of services to meet various investor needs, such as capital protection, pension, savings, growth, dividend and investments among others. The company needed a solution to support its growth plans, and enrich the services it offers with a framework based on best practices, greater transparency, corporate governance and comprehensive management reporting. 3i Infotech will carry out an end-to-end implementation of MFund Plus[®] that will include front office, cash management and fund accounting modules. The upgrade order was won in the midst of stiff competition from both local and international players.
- A leading asset management company, which is a fully owned subsidiary of one of India's oldest Non-Banking Financial Companies (NBFCs), has decided to upgrade its current Investment Management Solution, MFund[®], to its advanced version, MFund Plus[®]. The company manages funds that cater to the investment needs of investors with different risk, reward and liquidity preferences. The upgraded solution is expected to help the company enrich the number and variety of services it offers within a framework based on best practices, greater transparency, corporate governance and management reporting and also, achieve its growth objectives in the process. With MFund Plus[®], the company will also manage its back office operations including Net Asset Value (NAV) generation. The upgrade order was won against competition from another major IT solutions provider.
- A Kenya-based insurance company, which is a part of a pan-Africa business group, has 'gone live' with PREMIA[™] 11 Core Insurance Solution, along with digital automation and Bank Assurance Portal / Mobile Apps Services. The South Africa-headquartered group operates through 65 subsidiaries, including 35 insurance and reinsurance companies. The insurer looks forward to leveraging the solution's new features that include online digital applications and web services covering Financials, Document Management System (DMS) and Workflow. This will help the company digitalize most of its operations across the regions it operates in. It now has a single solution spanning regions with control over regional servers from a single location.
- One of the biggest insurance companies in Egypt, has 'gone live' with PREMIA Astra[™] General Insurance. The company is a leading provider of finance solutions, including auto credit, insurance and consumer finance in the country. The solution has been specially integrated with a range of customized tools and features, such as Product Configurator, Rating Engine, Rules Engine, DMS, Reports and Workflow. It also has a Finance Module, integrated with the General Insurance, Life and Medical lines of business. 3i Infotech also helped the company undertake data migration from its legacy system, to ensure business continuity. The expected benefits include quick and simplified launch of new products and pricings, automated issuance of dealer quotes, automated policy administration and claims processing, and improved decision-making with streamlined access to business data.



- ORION[™] has won its first Field Service & Contracting Management vertical deal in the Kingdom of Saudi

Arabia (KSA). The trading arm of one of the top 100 business conglomerates in the KSA market, has selected the ORION™ 11j solution for the vertical, to support its business expansion plans. Headquartered in Riyadh with branches across the kingdom, the company was founded over five decades ago. It is today a leading provider of office automation, integrated business, space management and furniture solutions. The ORION™ 11j's components to be implemented by the company include Service Management, Contract Management, Installed Base Management and Mobile Application. With the implementation, the company will get a complete Field Service & Contract Management solution that can be easily integrated with its internal software, support its 250-odd technicians and also, automate all its operations.

- 3i Infotech has signed up its second ERP customer in the Middle East region for Field Service & Contract Management solution. A leading provider of office automation and technology-focused innovative solutions in the United Arab Emirates (UAE) has selected ORION™ 11j solution for the vertical, to streamline its business processes. With offices in Dubai, Abu Dhabi and Sharjah, the company is a preferred partner to over 30 global office automation product brands. 3i Infotech won in the midst of stiff competition thanks to its strengths in providing local support and ORION™'s capabilities in achieving seamless integration with existing software. The key solutions from ORION™ 11j will include Service Management, Contract Management, Installed Base Management and Mobile Application. For the company, the solution will help improve customer retention and turnaround time of support processes; improve inventory control; minimize loss of sale due to stock-out situations; and automate reporting and analytics to help in taking better decisions.



EVENTS

3i Infotech participates in Middle East Energy 2020

The ORION™ team of 3i Infotech had a fruitful participation at Middle East Energy 2020, the 45th edition of the leading global energy event. Hosted by the United Arab Emirates (UAE) Ministry of Energy, the event was held at the Dubai World Trade Centre, from March 3 to 5, 2020. The event's 2020 edition attracted energy solution manufacturers and suppliers from across the globe, looking to showcase new technologies and innovative solutions covering the entire energy value chain. At the event, 3i Infotech's representatives got access to potential customers from across the world, while getting an opportunity to expand business in Middle East & Africa.

3i Infotech explores new ERP business opportunities at Oracle OpenWorld Middle East

3i Infotech's ORION™ team participated in Oracle OpenWorld Middle East, the world's largest conference series for Oracle customers and technologists, held at the at the Dubai World Trade Centre, on January 14 and 15, 2020. At the event, 3i Infotech explored new business opportunities by directly interacting with innovators, technologists and developers who represented leading retail, manufacturing, financial services, technology, and public sector companies.

3i Infotech gets positive response at the Bahrain Technology Companies Society event

Orion ERP Business Unit had an encouraging participation at the trade event, organized by the Bahrain Technology Companies Society (BTECH) in January 2020. The society was founded in 2012, with the aim of contributing to the ICT industry in Bahrain through various programs, plans and partnerships. The event presented a huge platform for leading companies from the Middle East and across the globe to showcase their products and services. While giving 3i Infotech a strong visible presence, the event also helped the Company strengthen collaborations and expand brand reach through multiple interactions with elite executives of frontline enterprises.

3i Infotech gets useful networking opportunity at the 2020 iktva Forum and Exhibition

3i Infotech's ORION™ team participated in the 2020 iktva Forum™ and Exhibition, held at the Dhahran Expo Center, Dammam, Saudi Arabia, on February 24 and 25, 2020. The event is the annual engagement forum for the partners and suppliers of Saudi Aramco, a leading global producer of energy and chemicals products. It focuses on initiatives to build a competitive energy sector in the region. The 2020 edition gave the 3i Infotech's ORION™ ERP

business unit, an opportunity to interact with major suppliers of Saudi Aramco, and to build mutually beneficial business relationships with executives from leading companies in the sector.

3i Infotech interacts with potential local customers at BITEX, Bahrain

3i Infotech's ORION™ team participated in the Bahrain International Technology Exhibition (BITEX) event held at the Gulf Convention Centre, Bahrain, from March 24 to 26, 2020. The event gave an excellent opportunity for companies, consulting and research organizations to display and demonstrate their activities and services related to ICT and other associated areas. It provided 3i Infotech with an ideal opportunity to meet and interact with potential local customers, as well as an international target audience.

Insurance Business Unit's get-together and awards event, 'PANACHE', held in Chennai

3i Infotech's Insurance Business Unit held a gala event on January 23, 2020, to celebrate its achievements and honour PREMIA™ team members who performed outstandingly. Named 'PANACHE', the get-together held at the InterContinental Chennai Mahabalipuram Resort, featured a formal awards function and live entertainment performances. Mr Padmanabhan Iyer, Managing Director and Global CEO; Mr. Rakesh Doshi, President & Global Head – Financial Services & Insurance Products Business; and Ms. Sreerupa Sengupta, Global Head – Human Resources, were among those who graced the occasion. The event unfolded under the stunning sunset with business updates presented by Mr. Rakesh Doshi, followed by an address by Mr. Padmanabhan Iyer, on the organization's growth and achievements, wherein he also lauded the contributions of the high achievers in the business unit.

EXPERT SPEAK

- [Padmanabhan Iyer, MD and Global CEO, in an article published in Business Standard \(February 28, 2020\), shares his views on how Artificial Intelligence \(AI\) will eventually redefine the BFSI sector](#)

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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Connect with us on...



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