

DECEMBER, 2018

Note from the MD's Desk

**Padmanabhan Iyer**  
MD & Global CEO



Greetings from 3i Infotech Ltd..

I am glad to inform you that FY2019 has started on a heartening note. Both Core Products & Services (excluding a subsidiary planned to be divested) have shown growth on a comparable basis.

CONSOLIDATED (INR Crores)					
	Q2-FY2019	Q1-FY2019	Q2-FY2018	H1-FY2019	H1-FY2018
REVENUE	273.63	241.98	235.08	515.61	474.39
OPERATING PROFIT (See Note 1)	35.41	27.08	41.13	62.49	69.77
PAT BEFORE NOTIONAL INTEREST (See Note 2)	19.70	15.20	25.53	34.90	42.41
NOTIONAL INTEREST (See Note 2)	9.90	9.74	8.91	19.64	17.78
PAT AFTER NOTIONAL INTEREST	9.80	5.46	16.62	15.26	24.63

CORE - EXCLUDING A SUBSIDIARY PLANNED TO BE DIVESTED (INR Crores)					
	Q2-FY2019	Q1-FY2019	Q2-FY2018	H1-FY2019	H1-FY2018
REVENUE	240.56	209.21	207.68	449.76	399.21
OPERATING PROFIT (See Note 1)	35.07	26.29	39.20	61.36	66.89

1. Operating profits are net of investments towards Products and augmentation of resource pool which is not capitalized. Investment in H1-FY2019 are higher than previous period.
2. Notional interest refers to Interest provided as per IND-AS, on Preference Shares, FCCBs and Interest free debt, but not payable.

The outlook appears positive and the Company is poised to accelerate on the growth path. We will keep you updated on further developments 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](mailto:3iinfotechconnect@3i-infotech.com) or [ruchira.vaidya@3i-infotech.com](mailto:ruchira.vaidya@3i-infotech.com)

NEW LAUNCHES AND UPGRADES

**ORION® ERP Product Upgrades**

ORION® 11j has rolled out product upgrades to keep in line with industry trends and technological advancements. Some of the salient features of the upgrade are listed below.

**Capacity Requirement Planning for machines**

CRP for Manufacturing Module which supports machine level planning has been achieved along with key manufacturing Key Performance Indicator's.

#### Framework Enhancements – Upgrade of application server

- Oracle JDK will primarily be for commercial and support customers and OpenJDK builds from Oracle are for those who do not want commercial support or enterprise management tools. For those customers who prefer to go the open source route, ORION compatibility with OpenJDK is achieved.
- New Security Infrastructure and Fast Startup JBoss compatibility with Stable Versions of WILDFLY & Enterprise Application Server has been incorporated in ORION® 11j.

#### Product Packaging for SMEs

To bring out the best practices for the for Distribution, Manufacturing, and Retail industries, emerging trends have been incorporated into ORION® 11j, as a packaged solution.

#### VAT & GST Enhancement

In line with announcements for VAT Implementation in Bahrain, required statutory components have been incorporated in the solution and are ready for roll out.

#### Fleet Enhancements

Fleet Lite is a power packed Vehicle Rental and Leasing solution with inbuilt rate cards and standard configurations that are necessary to ensure readiness, quality and consistency to meet the ever surging customer demands.

To meet enterprise level large fleet requirements, the system has functionalities like fuel charges during vehicle replacement, charging any excess miles driven beyond what was agreed, 360 degree view of contract, vehicle damage management, refund of deposit payment by customer, security of financial information of branches among others.

### Key Clients Wins



- One of the largest Banks in Ghana selects Kastle® ULS to take care of its entire Loan Origination & Collection processes for its Retail, SME & Corporate Business. This along with an integrated Digital platform consisting of mKastle and iKastle was bundled to meet the Senior Management's vision of taking the Bank to the next level of growth
- A Philippines based fintech company that specializes in blockchain financing chose AMLOCK® as their KYC Sanction List Screening & Reporting solution as part of the Anti-Money Laundering/Combating Finance of Terrorism (AML/CFT) requirements
- One of the fast growing leasing companies in Saudi Arabia choose Kastle® ULS for its flexibility to meet the regulatory requirements of the region as well as the rich functionalities it offers



- One of the largest private insurance companies in Tanzania selected PREMIA® 11 to

fulfill its need for an Insurance core system with integrated modules and automated operations

- A private specialist health insurer from Tanzania chose PREMIA® 11 for a software that provides an end to end process from Quotation, Underwriting, Reinsurance, Claims to Finance



- An Abu Dhabi based pharmaceutical trading and distribution company chose to upgrade to ORION® 11j to meet their unique business requirements for a centralised ERP system across all departments to ensure quick availability of accurate information
- One of the major printing press groups in the Middle East chose ORION® 11j to adopt a single solution across the group, which will enhance business operations' visibility to the Group's Chairman
- A UAE based Car and Bus Rental provider selected ORION® 11j to solve their requirement of a cost effective solution with tightly integrated modules that offers real time reports and dashboards. They were also keen in automating their processes and reducing the manual effort at bringing their business solution under one umbrella



- UAE's leading specialized health insurer selected Altiray™ to provide multiple services, which include managed Documentum & Captiva support, application security testing as well as Jira and Confluence onsite support
- A leading government bank were looking to outsource their IT Helpdesk Management Service. They partnered with Altiray™ to deliver skilled personnel and supervision in accordance with the policies, standards and procedures established by the company
- A UAE based government organization selected Altiray™ to develop an E-Marketplace for facilitating the trading of non-standard contracts powered by Blockchain technology, such that all parties involved in the trading need not trust one central authority but they themselves can create trust a network on Blockchain.



## EVENTS

### 3i Infotech attends the Transportation Factoring Meeting 2018 in Cleveland, Ohio

3i Infotech attended the Transportation Factoring Meeting 2018 in Cleveland, Ohio on 13<sup>th</sup> and 14<sup>th</sup> Sep 2018. This focused group meeting is an annual event and is organized by International Factoring

Association. This year, presentations and moderated round-table discussions covered practices, trends, risks, regulation and technology in the transportation industry. Many attendees, most of them representing established players and already using competing products, visited our booth and inquired about Factor/SQL, a SaaS solution hosted on Amazon Web Services (AWS).



### 3i Infotech team takes part in the 23<sup>rd</sup> PLIA Golf Tournament

3i Infotech team was a part of the 23<sup>rd</sup> PLIA Golf Tournament at Wack Wack Golf & Country Club, Mandaluyong City on October 4, 2018. The Philippine Life Insurance Association Inc (PLIA), an umbrella organization for the 30 life insurance companies currently operating in the country, commemorated its 23rd Life Insurance Consciousness Week (LICW) from 1st to 5<sup>th</sup> October, 2018.



### 3i Infotech attends the 7<sup>th</sup> International STeP-IN Hyderabad Software Testing Conference 2018

The 7<sup>th</sup> International Conference of STeP-IN Hyderabad Software Testing Conference (HSTC) was held at Hyderabad on Oct 4 & 5, 2018. The event included TestAutothon, a contest to implement an automated testing workflow, where Mr. Gurumurthy Upputuri, Practice Head of 3i Infotech Testing Services, was invited to be a Jury Member to select the winners. He was also one of the members on the panel discussion and spoke on 'Micro Services - Challenges in Software Testing'. He touched upon the real-time testing scenarios and the challenges faced in implementing banking applications. The speech received a positive response from the audience.



### 3i Infotech participates in the 5<sup>th</sup> Philippine Insurers and Reinsurers Association (PIRA) Golf Tournament

3i Infotech team was a part of the 5<sup>th</sup> Philippine Insurers and Reinsurers Association (PIRA) Golf Tournament held recently at the Riviera Golf Club in Silang, Cavite. 3i Infotech was a co-sponsor at this annual tournament. Fifty golf aficionados from various insurance companies participated in the event. PIRA General Manager-Mr Roger Concepcion hailed the players and sponsors for joining and making the tournament a success.



## AWARDS & ACCOLADES

### 3i Infotech wins at NASSCOM Customer Excellence Awards 2018



3i Infotech was recently commemorated with the NASSCOM Customer Excellence Awards 2018 in the 'Transformation' category at the NASSCOM BPM Summit held on 4<sup>th</sup> October in Bangalore. The winning case study showcased how Altiray™, 3i Infotech Services made a discernible difference to a State welfare project. Our Services team provided a robust, reliable, scalable and easy to adopt solution which led to the successful implementation of the State Scheme and the Government delivering effectively on its social objectives.



## IN THE NEWS

- [Mohua Sengupta – Global Head IT Services, 3i Infotech Ltd. interviewed on the talk show – “Blurred lines” hosted by Mr. Rajiv Mitra – MD, Govind Milk and Milk Products Pvt. Ltd](#)
- [3i Infotech features in NASSCOM's AI Chat Bots research report, October 2018](#)
- [Pushpendra Bagel, Architect – Solutions & Consulting – IT Services talks about the Promises of Bitcoin and the Future of Blockchain, October 2018](#)
- [‘Tackling Growth Impediment in Employees within an Organization’ by Nidhi Asthana, Head – Staffing, TimesJobs, November](#)

## EXPERT SPEAK

### Unleashing Blockchain for cross-border surveillance & reporting of Communicable Diseases



Mohua Sengupta, EVP & Global Head for Services discusses her views on how using Blockchain technology in healthcare can allow stakeholders in different countries, conditional access to a single source of truth

[Read more](#)

### ‘Automated Data Science’ to offer a competitive edge to enterprises



Suryanarayan Kasichainula, EVP & Business Head for ERP details how Business Intelligence lends a powerful force multiplier effect to ERP solutions and can take organizational excellence to higher levels.

[Read more](#)

### ERP with Process Automation Redefines Productivity and ROI for Organizations



Suryanarayan Kasichainula, EVP & Business Head for ERP lists the benefits of how from

### ‘Automated Data Science’ to offer a competitive edge to enterprises



Srinivasan Rengarajan, VP & Global Head of Data Science and Analytics, details how

improved quality to increased ROI, process automation empowers the digitized workforce to achieve more

[Read more](#)

Automated data Science represents a fundamental shift in the way organizations of all sizes approach machine learning and data science.

[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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## Our Offices

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Bengaluru  
Chennai  
Hyderabad  
Patna

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Mombasa, Kenya  
Nairobi, Kenya  
Kingdom of Bahrain  
Riyadh, Saudi Arabia  
Al Khobar, Saudi Arabia  
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