

# Connect

December, 2020 - Update on Q2-FY2021



## Note from the MD's Desk

**Padmanabhan Iyer**  
MD & Global CEO

### Greetings from 3i Infotech Ltd.

I trust all of you and your families are safe and healthy.

The world has now come to terms with the new normal and we at 3i Infotech are seeing an increased acceptance of the unprecedented way of working that has become vogue. The indications from the market and our customer segment have once again become encouraging and it is in this background that I present to you our Q2FY2021 results. Based on the renewed traction that we are experiencing, it is our expectation that in the coming quarters the performance of the Company will improve and enable us to share more heartening developments.

The key indices of Q2-FY2021 compared to core business of Q2-FY2020 are as under:

Q2-FY2021 (QoQ)	INR Crs			USD Mn (Constant Currency)	
	Q2-FY2021	Q1-FY2021	Growth	Q2-FY2021	Q1-FY2021
Revenue	250.80	239.73	5%	33.54	32.06
EBIDTA	37.16	30.57	22%	4.97	4.09

Q2-FY2021 (YoY)	INR Crs			USD Mn (Constant Currency)	
	Q2-FY2021	Q2-FY2020	Growth	Q2-FY2021	Q2-FY2020
Revenue	250.80	260.82	-4%	33.54	34.88
EBIDTA	37.16	36.48	2%	4.97	4.88

H1-FY2021	INR Crs			USD Mn (Constant Currency)	
	H1-FY2021	H1-FY2020	Growth	H1-FY2021	H1-FY2020
Revenue	490.52	505.92	-3%	65.60	67.66
EBIDTA	67.73	67.36	1%	9.06	9.01

We have won 52 new orders in Q2-FY2021, compared to 38 new orders in Q1-FY2021

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

## NEW LAUNCHES AND UPGRADES



### Kastle® Banking Solutions Suite – New Features

3i Infotech continually augments the features of its offerings to empower its customers to meet their business challenges with advanced technology solutions. In this regard, the Company recently included several features in its Kastle® Banking Solutions Suite and AMLOCK™, its Financial Crime Detection & Management Solution. Here are the highlights of the new features.

#### Kastle® Universal Lending Suite (ULS) Release 6.3.3.0.0 & 6.3.4.0.0

- 19 standard base product reports developed on new ART reporting tool
- iKastle customer onboarding enhancements and angular 7.2.2 upgraded
  - Enhanced security features with Two-factor authentication (2FA)
  - e-KYC and customer data population with Yakeen
- Islamic Auto - Retail and SME segment enhancements
- Third Party Real Time Interfaces
  - TAMM
  - Nafith (Loan Origination)
  - Saudi Post

#### Kastle® Integrated Risk Management (IRM) version 6.2.1.1.0: Liquidity Stress Testing (LST)

- In this release we have successfully developed the prototype version of Liquidity Stress Testing (LST) which is part of our overall Asset Liability Management (ALM) module. We have introduced analytics in the IRM space which will entail giving stress scenarios to inflows and outflows expected by a financial institution in the short term, thereby generating a survival horizon for the entity.

#### Kastle® Integrated Risk Management version 6.3.0.0.0: Early Warning Indicators (EWI)

- In this release, we developed the prototype version of Early Warning Indicators (EWI) which is part of our overall Credit Risk Management module in the analytics space.



#### AMLOCK™ v4.3.10 released

- Anti-Fraud Workflow: A dedicated end-to-end anti-fraud workflow to manage fraud scenarios and support for anti-fraud typologies for different channels - Cards, POS, OTC
- Customer Onboarding Workflow: Upgrade of the existing customer onboarding workflow from the previous version. This generic workflow can now meet the basic KYC check and risk classification requirements for smaller FIs
- AML for Insurance: AML transaction monitoring for insurance has been further enhanced by addition of alerts and report scenarios for General / Life / Group Insurance business lines



## ORION™ 11j - Product Upgrades

In line with our consistent initiatives to upgrade the ERP solutions suite to meet the customers' dynamic requirements, we recently added numerous features in ORION™ 11j. Following are the highlights of these additions:

### Manufacturing

- Forecast based Master Production Scheduling (MPS)
- Exploded Bill of Material report
- Consolidated Purchase Requisition (PR) generation in Material Requirements Planning (MRP)/MPS
- Advance Planner Master - Menu Classification
- Raw Material Consumption (RMC) Planned Warehouse Order (PWO) -PS (Project System) flow
- Production work order summary report
- Data security/filter in manufacturing transaction

### Finance

- Force sub account code in tax account setup
- Foreign Currency (FC) aging report summary and detail with multicurrency
- Company code link in division and department master
- Tax Deducted at Source (TDS)/With Holding Tax (WHT) enablement in bank payment transaction
- Documents attachment view from posted /unposted screen changes
- Main account and description separation in report

### Supply Chain Management

- Serial number traceability
- Sales order invoice pulling logic for performance issue
- Own delivery dashboard - Route field adding/filter
- Stock take sheet upload with batch and serial numbers
- Own delivery dashboard - Query and Excel download
- Expiry and item validation - WMS (Warehouse Management System) - Position
- Batch and serial number upload in Goods Receipt Note (GRN), LTO - LTI (Location Out/In), Bundling, Unbundling and stock adjustment
- Own delivery dashboard for sales orders with batch/serial controlled item
- History Data - User ID Update for all SCM Transaction
- Flexi-field and Analysis field in upload master template for Main Account, Sub Account Address, Supplier, Customer and Asset Master

### ORION™ 11j - Technology Upgrades

- Token based authentication in Sync 2.0
- Defaulting customer, supplier mail address in document print emailing
- Portlet Configurator in 11j
- Vulnerability Assessment and Penetration Testing (VAPT) security assessment
- Software Development Kit (SDK) enhancement - Next field focus based on configuration
- Enterprise Application Platform (EAP) 7.2 Compatible
- Document Management System (DMS) Application Programming Interface (API) integration

### Framework

- IP address based restriction: Any user who has IP address mapped under administrator tool, will be required to login only from that IP
- Skip default List of Values (LOV) validation for Common Master screens: Field level property added in Common Master to skip default LOV validation
- User Policy: 1. Validity of ORION™ user ID, 2. Password to expiry if the expiry date is less than system date
- Scroll option in tiles dash board
- API calling similar to External Validation (EV)
- Switching between different chart models
- Auto number formatting in portlet is not enabled

- JasperReports execution in report service
- Refresh option inside transaction
- SDK build upgraded to WildFly
- SDK cross scripting - Provision to Deploy SDK war in separate JBoss in the same server
- Custom hooks link as a component to be embedded in sub detail block
- Data security in reports

## KEY CLIENTS WINS



- In one of the largest deals in 3i Infotech's history, the Company's Banking Business Unit (BU) has won a major BPO staffing deal in the USA, by signing a 2-year contract as a strategic execution partner of a significant player in the mortgage originations space. The organization is helmed by a stellar team of industry veterans from the mortgage (technology and services) industry and its board of directors comprises well-known names from private and public institutions in the USA.
- 3i Infotech has won an order from a leading Indian fintech player in the Indian payments space for Kastle<sup>®</sup> Treasury and Kastle<sup>®</sup> Integrated Risk Management (IRM). With this, the company has become 3i Infotech's first fintech customer for these solutions. The company's services facilitate both individual users and merchant companies to buy and sell online.
- The upgraded version of Kastle<sup>®</sup> Treasury (Web Version 5.2) has 'gone live' at one of India's largest holistic infrastructure institutions. The organization, which delivers innovative solutions in the infrastructure space, has been using a tailor made version of Kastle<sup>®</sup> Treasury (V4.3) for 4 years. The upgraded version, with the latest technology stack, will empower the client on both the functional and technical fronts.



- 3i Infotech has won an AMLOCK<sup>™</sup> order from the United Kingdom (UK) branch of one of India's biggest national banks. The bank's wholly-owned subsidiary offers a wide range of financial products and services in UK including savings and current accounts, term deposits, remittances, SME / corporate banking services, internet banking, and contactless debit cards. 3i Infotech has been providing end to end compliance solutions for the bank's India operations since many years, and this order demonstrates the bank's trust in the Company.
- After a thorough RFP evaluation process involving several local and international vendors, a state-owned bank in Thailand has selected AMLOCK<sup>™</sup> making it 3i Infotech's first anti-money laundering (AML) solution customer in the country's banking sector. With over 100 branch offices, the bank operates in accordance with the Islamic transaction rules. AMLOCK<sup>™</sup> will help the bank comply with the country's AML regulatory guidelines and provide an end to end compliance solution including KYC sanction screening, risk assessment, transaction monitoring and regulatory reporting. It will also perform customer ID verification through integration with government portals.
- Ghana's leading development bank, established primarily to promote rapid industrialization in different sectors of the economy, has selected AMLOCK<sup>™</sup> Financial Crime Detection and Management Solution (FCDMS), to be implemented as a fraud monitoring solution across its various lines of business and channels. With this order, the organization, which has a network of over 50 branches, has become 3i Infotech's first AMLOCK<sup>™</sup> FCDMS customer in Ghana's banking sector. The solution will help the bank meet its technology vision and also enable compliance with the Bank of Ghana and Financial Intelligence Centre (FIC) regulatory guidelines. The solution will address the bank's requirement of monitoring of

transactions across various channels, such as core banking, internet banking, mobile banking, agency banking and cards.

- A fintech startup founded by one of the largest investment and commercial groups in the Kingdom of Saudi Arabia's (KSA), has selected AMLOCK™. This is 3i Infotech's first AML solution win from a fintech company in the kingdom. The startup provides products and services which facilitate digital payments for its end customers through its e-wallet and acquiring solutions. Its services, focused on the Gulf Cooperation Council (GCC) region, cater to retail customers, merchants, banks as well as other segments and industries. AMLOCK™ will help the company comply with the Saudi Arabian Monetary Authority (SAMA) AML regulations and guidelines, while providing a complete solution for its AML and transaction monitoring & reporting requirements.
- A fund management company, which is a joint venture between a leading Indian public sector bank and one of the world's leading fund management companies, has gone live with 'Transaction Monitoring' – the final and the most important phase of its AMLOCK™ implementation. The project, comprising three phases, was executed in a record time of 9 calendar months with no deviation in the plan agreed with the customer in spite of the current pandemic situation.
- The Tanzania headquartered operations of one of the pioneers in the commercial mobile telephony and a market leader in Africa and Latin America, has successfully upgraded to AMLOCK™ Version 4. The company has been using AMLOCK™ Version 3 for the past five years.
- One of the oldest nationalized banks in India, has upgraded to the latest version of AMLOCK™ (Version 4). The bank has been using Version 2 for many years to meet the Anti-Money Laundering (AML) requirements as per the Reserve Bank of India (RBI) and Financial Intelligence Unit – India (FIU-IND) guidelines.
- A commercial bank in Mauritius, an existing user of AMLOCK™ Version 3, has recently 'gone live' with Version 4 of the solution. The products offered by the bank include term deposits, loans and credit cards, among others.
- A Srinagar headquartered bank, which functions as a universal bank in the Union Territory of Jammu & Kashmir and Ladakh and as a specialised bank in the rest of India, has upgraded to AMLOCK™ Version 4 after using Version 2 for many years.



- A leading cement manufacturing company in Middle East and Africa (MEA), has selected ORION™ 11j, to streamline processes across its business. With its head office in the United Arab Emirates (UAE), the customer is the only cement producing company in Burundi. It has a production capacity of 38 tons per hour. The solution set will comprise ORION™ 11j (Distribution & Manufacturing Suite), integrated with applications for mobility, Human Resources Management, Key Performance Indicator (KPI), dashboards/portlets and MIS reports. While automating the monitoring, control, approval and reporting of information between back-office and branches, the solution will also provide an integrated and intelligent database of products, customers and their transactions. Additionally, it will ensure access to real-time management dashboards on web and mobile channels.



- A Kenya based diversified financial services group, listed on the Nairobi Securities Exchange, which provides a comprehensive suite of financial solutions went live with Premia™ 11 General Insurance. The solution included end-to-end implementation of various modules like Workflow Management, Reinsurance, Financial Accounting, Document Management system, Portal Implementation and Mobile Solutions (API). The phase wise implementation included various lines of business like Motor, GA and Liability, Eng, Fire and Marine. The first phase which started in October 2019, continued through the lockdown with the last phase successfully implemented in August 2020.
- A 25-year old Philippines based pre-needs Insurance company, with over 500,000 customers which provides solutions to build financial preparedness for the future, and which provides products across pension, education, memorial, and savings needed to serve its large customer and agent base with better online access to its services. There was a need to connect seamlessly with customers and agents and provide options to request for quotes, policy servicing requests and other services. An existing user of Premia™'s core insurance system from 2011, the Company chose Premia™ B2C portal for its customer service and B2B Portal for its agents. The solution includes Dashboards, Lead Management, Need Based analysis, Quote Creation, Policy Servicing and Claims Requests.
- A privately-owned, non-life insurance company operating in Philippines since 1960, offers insurance products like Motor, Property and Casualty, Engineering, PA, Marine, Bonds, Accident & Health, OFW. The Company has been using Premia™ as its core insurance system from October 2019. With the aim to provide easier online access to its agents to support functions of quotations issue, policy servicing requests, claims requests and other services, the Company chose Premia™ B2B Portal for Agents.
- A Thailand based company which offers a full suite of individual and group insurance products through partnerships with leading banks, financial institutions, independent brokers and other organizations has been using Premia™ Group Insurance module as its core insurance system for its partnership business. The company wanted to expand its partnership business policy servicing to better aid its partners by providing online services for a faster turnaround time. The company chose Premia™ B2B Portal for Agents with features like Quote Creations, Policy Servicing, Claims Requests and Status of queries
- 3i Infotech has won an order from a leading insurance services provider in Egypt which provides advanced and comprehensive insurance coverage across a number of business lines, including health, travel, marine and engineering through its country-wide branches. The order is to implement PREMIAAstra™ General Insurance, a variant of PREMIA™ with the aim to enhance the experience of its customer and fuel business growth. To ensure business continuity, 3i Infotech will also help the insurer undertake data migration from its legacy system. With the implementation, the insurer will be able to shift to a stage of complete automation of operations and digital transformation. The PREMIAAstra™ solution to be implemented will be particularly integrated with a number custom-built applications and functionalities that include Reports, Workflow, Product Configurator, Rating Engine, Rules Engine and Document Management System (DMS). Additionally, a Finance Module will be integrated with the company's different lines of insurance business. PREMIAAstra™'s key features to be implemented include Proportional / non-proportional treaty allocation, Arabic support, Risk upload for fleet policy, Flexibility to generate reports on a need basis, Dealer quote, using bulk policy upload features, Collection upload facility, Incentive commission payment for brokers. The insurer can be assured of advantages like better decision-making with easy access to business data, speedy and simplified launch of new products and pricings, automated issuance of dealer quotes, claims processing and policy administration. Further Insurer's intermediaries can access the solution to serve their customers better, The Insurer will have improved capability to serve maximum customers with minimum branches.



- 3i Infotech has received a service upgrade order from a leading Indian housing finance services company specializing in housing loan and Loan Against Property (LAP). As per the deal, 3i Infotech will add more resources for the company's Time and Material (T&M) engagement program.

- A leading India based global analytics company providing rating, data and research services, has given an upgrade order to 3i Infotech to provide more resources for its operations.
- 3i Infotech has won a new order from one of India's biggest private sector banks for the development and enhancement of its SWIFT messaging network application.
- A USA based market leader in high-risk infrastructure and fiber optic network locating services, has signed up with 3i Infotech to develop a state-of-the-art ticket management system and also, a data warehouse to avail of data-based insights.
- A leading USA based non-profit, personal financial services provider has signed 3i Infotech as its strategic partner for IT services.



## IN THE NEWS

- [Kastle™ Universal Banking Included in Global Banking Platform Deals Survey by Independent Research Firm](#)
- [3i Infotech's AMLOCK™ named a leader in Compliance Management in the Annual IBS Intelligence Sales League Table 2020](#)
- [Padmanabhan Iyer, MD and Global CEO, believes that organizations across the world will encourage working from home for as many employees as possible to sustain efficient and productive work with appropriate monitoring. Read his article in ET HRWorld](#)
- [Mr. Padmanabhan Iyer, Managing Director & Global CEO, opines that, in the light of the Covid-19 crisis, technology and collaborative tools will bring about more diversity and inclusiveness in a workplace. Read the interview published in Dataquest](#)
- [Padmanabhan Iyer, MD and Global CEO, in a PCQuest article opines that with the acceleration in remote working due to COVID-19, the Digital India campaign will further help boost the country's economy](#)

## WAY AHEAD

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

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