

Connect

February, 2021 - Update on Q3-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 positive indications seen during Q2-FY2021 have become stronger and get reflected in the performance for Q3-FY2021. We expect this encouraging trend to continue in the coming quarters.

The key indices of Q3-FY2021 compared to core business of Q2-FY2021 and Q3-FY2020 are as under:

| 9M-FY2021 | INR Crs | | | USD Mn (Constant Currency) | |
|-----------|-----------|-----------|--------|----------------------------|-----------|
| | 9M-FY2021 | 9M-FY2020 | Growth | 9M-FY2021 | 9M-FY2020 |
| Revenue | 763.83 | 783.39 | -2% | 102.67 | 105.30 |
| EBIDTA | 113.63 | 107.72 | 5% | 15.27 | 14.48 |

| Q3-FY2021 (QoQ) | INR Crs | | | USD Mn (Constant Currency) | |
|-----------------|-----------|-----------|--------|----------------------------|-----------|
| | Q3-FY2021 | Q2-FY2021 | Growth | Q3-FY2021 | Q2-FY2021 |
| Revenue | 273.31 | 250.80 | 9% | 36.73 | 33.71 |
| EBIDTA | 45.90 | 37.16 | 24% | 6.17 | 4.99 |

| Q3-FY2021 (YoY) | INR Crs | | | USD Mn (Constant Currency) | |
|-----------------|-----------|-----------|--------|----------------------------|-----------|
| | Q3-FY2021 | Q3-FY2020 | Growth | Q3-FY2021 | Q3-FY2020 |
| Revenue | 273.31 | 277.47 | -2% | 36.73 | 37.29 |
| EBIDTA | 45.90 | 40.36 | 14% | 6.17 | 5.42 |

We have won 63 new orders in Q3-FY2021, compared to 52 new orders in Q2-FY2021.

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.



ORION™ 11j - Product Upgrades

Continuing with our constant endeavours to enhance our ERP solutions suite to meet the customers' dynamic requirements, we recently included a number of features in Orion™ 11j. Here are the highlights of these additions:

Manufacturing:

- Stage wise work In progress (WIP) report in production
- Cost sheet report changes

Finance:

- Value-added tax (VAT) functionality enabled in Fixed Asset – Sales (Lite)
- Withholding Tax functionality enhancement
- Expenses Block enablement in Bank to Bank Transaction
- API Integration

Payroll:

- Employee Dashboard
- Employee Master View
- End of Service (EOS)
- Screen Company provided items
- Processing Error Log

Supply Chain Management:

- Sales Order (SO) tolerance changes
- Document print for Bundling transaction
- Document print for Un-Bundling transaction
- Report for Bundling and Un-bundling process
- Batch/Serial No. Upload in goods receipt note (GRN) pulled with reference document
- Serial Number validation in Inter-Company Transaction
- Item Status Button enable in sales invoice
- Serial Number with Space and Hyphen accepting in the GRN

HRMS:

- Password checking Policy in HR Portal

Fleet

- Salik system, Dubai; and Traffic fine

ORION™ 11j - Technology Upgrades

- Portlet Configurator Tool
- Software Development Kit (SDK) - Skip default List of Values (LOV) Validation based on setup and ability to capture the data not part of the LOV
- SDK - Additional where clause in Common Transaction
- SDK - DMS option at Item and Sub block level
- SDK - Attachment option at Item and Sub block level
- SDK - Fourth Level block for all hyperlinks
- Purchase Enquiry - Split doc print and email based on supplier
- API calling in Custom Hooks
- PDF and Excel Download options in custom hooks



To enrich the solutions in its Altiray™ brand of services, 3i Infotech has been consistently investing in new and emerging technologies. The latest in this initiative is the feature enhancements to DataScan Online, its Enterprise Document Management System.

Here are the feature enhancements

- Compatibility with IBM WebSphere Application Server Liberty

- Deployment ready for Amazon Web Services (AWS) with Amazon Simple Storage Service (Amazon S3) compatibility

KEY CLIENTS WINS



- A leading financial solutions provider in the Kingdom of Saudi Arabia (KSA), has selected Kastle® Universal Lending Solution (ULS) and AMLOCK™ to digitise end-to-end processes and also, to streamline adherence with the Kingdom's regulations. The customer is a 100% subsidiary of a major Islamic bank, headquartered in Riyadh, KSA. It specializes in providing innovative financing solutions in accordance with the Sharia Islamic regulations, for workers in the public and private sectors. The order was won in spite of stiff competition from several global IT players. The fact that the solution can be implemented in a faster time frame compared to the other solutions in the fray, and 3i Infotech's experience of 18 implementations in KSA, also proved vital in winning the deal. The steady application programming interface (API) framework of Kastle® ULS will help the customer scale up operations digitally.
- One of the biggest financial services companies in KSA, has selected Kastle® ULS and AMLOCK™ to help automate business processes and enhance customer services. A leading leasing and financing company, the customer's product lines include Ijarah, Tawarruq, Murabaha, white goods and pension financing, among others. The order was won after overcoming stiff competition from other reputed solution providers. The company went for Kastle® ULS to leverage the solution's advanced features, robustness and 3i Infotech's experience of 18 successful implementations in KSA. The fact that both Kastle® ULS and AMLOCK™ are compliant with Saudi Arabian Monetary Authority (SAMA) requirements, gave us an edge over our competitors. The solution will cover end-to-end origination cycle, collections, securitization, funding and customer services' integration with AMLOCK™. Moreover, Kastle® Digital Banking's ready application programming interfaces (APIs) will enable seamless integration with the core applications leading to an omni-channel experience for the company's customers.



- A leading insurance services provider in KSA, has selected AMLOCK™ to help it comply with Anti-Money Laundering and Counter-Terrorism Financing (AML/CTF) requirements in accordance with the SAMA Anti Money Laundering (AML) guidelines and regulations. Based in Al Khobar, the company offers a wide array of insurance services covering motor, travel, property, medical, marine, liability, engineering and energy, among others. It is already a customer of PREMIA Astra™ General Insurance (GI); PREMIA™ Group Medical; PREMIA™ IFRS 17 for GI and Medical; B2B portals for motor, travel, medical malpractice and corporate medical; portals for SME medical (Shaheen) and claims automation; and support for mobile apps, chatbots and WhatsApp. AMLOCK™ will be integrated with the Premia™ core insurance solution and other systems to ensure end-to-end compliance and reporting. The Alerts library, built specifically for the insurance segment and which covers more than 50 scenarios, will enable the company to monitor transactions across various products and business lines. The solution will also offer the flexibility to configure risk parameters specific to the insurance sector.
- A leading Indian nationalized bank, which has been a user of AMLOCK™ for more than a decade for its domestic operations, has selected AMLOCK™ Analytics as an add-on module to address and overcome

the more sophisticated challenges related to Anti-Money Laundering (AML) and financial crime detection. Headquartered in Mumbai, the customer is among the Top 5 banks in the country. It has over 5000 branches across India; and 60 branches/ offices and five subsidiaries and one joint venture abroad, with a presence in 18 foreign countries. After the bank's recent upgrade of AMLOCK™ from version 3.x to 4.3. 3i Infotech was successful in convincing the customer to also implement AMLOCK™ Analytics. The solution will help the bank identify complex and hidden money laundering patterns, using advanced Artificial Intelligence (AI) and Machine Learning (ML) models.

- A leading insurance company in KSA, has selected AMLOCK™ to meet its AML and regulatory compliance requirements. The Jeddah-based company is one of the biggest providers of general insurance products in KSA. It is a public owned company, offering a wide range of products covering health care & life, motor, engineering, marine, travel, property/fire and accidents & liability. The insurer assessed multiple international vendors on both functionality and compliance parameters with reference to KSA specific AML regulations and guidelines. AMLOCK™'s insurance module will provide the customer with a comprehensive solution covering KYC capture for individuals and corporates; sanction and politically exposed person (PEP) screening of all entities; and risk framework as per SAMA guidelines, among others.
- With the objectives of improving efficiency in its AML and regulatory compliance processes, a leading bank in Kenya, a user of AMLOCK™ for the last four years, has upgraded to the latest Version 4 of the solution and also, decided to implement AMLOCK™ Analytics. The customer offers a range of corporate and retail banking services. It has subsidiaries in Rwanda and Tanzania. It is also the flagship company of a leading corporate group in East Africa, having a major presence in the banking, insurance, manufacturing and real estate sectors. The bank implemented AMLOCK™ Analytics to leverage its Artificial Intelligence (AI) technology that uses statistical methods and Machine Learning (ML) algorithms to address common pain points, such as false positive reduction, customer profiling, risk scoring, trend and outlier analysis.



- One of the frontline printers in Africa, has chosen Orion™ 11j to integrate processes across its departments and business units. Headquartered in Harare, Zimbabwe, the company is a wholly owned by the Reserve Bank of Zimbabwe (RBZ). Its core business currently incorporates security & commercial printing, gold refining, buying operations and administering of the Gold Development Initiative Fund (GDIF). A software solutions company associated with the customer, and 3i Infotech, offered an integrated solution, featuring Orion™ 11j and Zimbra, the email server-web client collaborative software suite. Most importantly, the customer will replace Sage ERP software with Orion™ 11j. The solution will manage key functions, such as workflow management, contract manufacturing for printing division, end-to-end gold refinery, credit / loan management, report generation, KPI generation, cash forecast, cash flow and financial statement generation. The expected benefits include greater process flexibility, reduced duplications / wastage, optimized IT expenditure and improved cross departmental communication.
- A leading manufacturer of hygiene products in the Middle East, and a user of Orion™ 10x, has decided to upgrade to Orion™ 11j. Headquartered in Sharjah, United Arab Emirates (UAE), the company caters primarily to the hospitality sector, offering a wide range of products that public washroom hygiene supplies, floor cleaning equipment and chemicals, paper tissue products, security products and underground waste management systems. As the company started expanding into new territories, it required an enhanced ERP solution with an efficient decision support intelligence, to meet its growing business needs. 3i Infotech won the upgrade order after overcoming stiff competition from SAP ERP. The company will implement Orion™ 11j with solutions for manufacturing, job costing, RMA management, maintenance management, HRMS & Payroll Management and document management – which will be

complemented with the Orion™ Business Intelligence Stack (OBIS). The expected benefits include systemized MRP/MPS, business analytics ensuring informed decisions, integrated workflow management, controlled process flows, user interactive reporting capabilities and configurable KPIs.

- A leading dairy product manufacturer and distributor in Bahrain, which is an existing user of Orion™, has now upgraded to the latest version, Orion™ 11j. Established in 1963, the customer is a closely held private limited company, known to produce and distribute the highest quality dairy products, juices and ice creams, using the finest available ingredients. The customer has been using Orion™ for over 20 years with frequent upgrades. The latest upgrade to Orion™ 11j is for different regions, such as Bahrain, Kuwait and the Kingdom of Saudi Arabia (KSA). The upgraded solution will be a completely web-based application, featuring advanced business analytics tools, integrated van sales application through third party, finance management, payroll management, customized reporting capabilities, 360-degree view of business operations, integrated KPIs and intuitive portlets and dashboards.
- A leading furniture retailer in Oman, has upgraded to Orion™ 11j to support the expansion of its projects and manufacturing operations. Established in 1973, the company today is a one-stop furniture shop for both domestic home furniture and office furniture, with a retail space spread over an area of almost 7000 square meters in Azaiba. The customer was using Orion™ 10.4 in which projects and manufacturing operations were managed manually. These operations will now be completely automated, using Orion™ 11j. The key features of the new solution will include the Orion™ 11j projects and contracts - manufacturing suite, 360-degree view of business processes, enhanced decision support system and tool to tracking real-time data across multiple systems. The expected benefits include tighter control over purchases; cost control; quick visibility and real time information on stock availability; robust production, planning and execution; and access to a complete business view.
- A major commodity processing company in Africa, has chosen Orion™ 11j to streamline its manufacturing processes. HIL is a raw cashew nut (RCN) processing organization, based in Mowe, Nigeria, and deals with the purchase of RCN from farmers and agents in multiple states, processing them and selling of processed cashew nuts through export and local channels. Its transport division provides various logistics services for commercial trucks. The customer is a part of one of the biggest manufacturing business conglomerates in West Africa, which owns more than 15 manufacturing companies. Orion™ 11j has been implemented already in three companies of the conglomerate. The group has now decided to implement it in 4 more companies. The Orion™ 11j features will include workflow management to collaborate with different departments, data capture at source / data analytics, data security & controls, systemized MRP / MPS, departmental KPI generation, cash forecast, integration with GPS based third party vehicle tracking system and weigh bridge system. A transportation / logistics module with trip order and invoicing features will be delivered as part of this project.
- Mitsumi Distribution, a leading technology product distributor in the Middle East and Africa, has upgraded to Orion™ 11j, to boost its digitalization initiatives. Founded in 2006, the Dubai based company provides supply chain solutions for multiple categories of IT, consumer and lifestyle products for leading brands. The company has 10 warehouses and 8 service centers with a strategic mother-hub warehouse located in Jebel Ali, Dubai, and operations in 11 countries in Africa. The customer has been using Orion™ 10.6 for over seven years. To meet its technology and digital initiative requirements, it wanted to move from a client/server to a web based solution. It was also looking for mobility based Customer Relationship Management (CRM) and account management, and found Orion™ 11j to be an appropriate solution for these requirements. The key solutions from Orion™ 11j will include workflow management, KPI management, mobility apps for internal and external stakeholders, CRM, Business Intelligence (BI) tools and Orion™ Business Intelligence Stack (OBIS). The key expected benefits include interactive user interface (UI), streamlined workflow approvals, effective performance management, anytime/anywhere system access with mobile ERP and improved CRM.
- A leading manufacturer of PVC films, thermoforming and stationery products in the Middle East, has upgraded to Orion™ 11j, to vitalize its digital transformation initiatives and also, to support the new work culture in light of the ongoing pandemic. Established in 1997 in the United Arab Emirates (UAE) as a manufacturer and supplier of primary and secondary packaging material to pharmaceutical, food and FMCG Industries, the company has expanded its footprints beyond Middle East with operations in the African region. The company was using Orion™ 10x for its business operations 3i Infotech was successful

in retaining the customer in spite of competition from Sage, Epicor and Oracle NetSuite. The key solutions to be featured in Orion™ 11j are business analytics, improved workflows, report building capabilities, improved MRP/MPS and KPI management.



- A major insurance player in KSA, has implemented different variants of the Premia™ Insurance Solutions Suite that includes Premia Astra™ General Insurance (GI); Premia™ Group Medical; Premia™ IFRS 17 for GI and Medical; B2B portals for motor, travel, medical malpractice and corporate medical; portals for SME medical (Shaheen) and claims automation; and support for mobile apps, chatbots and WhatsApp. The company specialises in business lines, such as motor, travel, property, medical, marine, liability, engineering and energy. Recently, it also selected AMLOCK™ which will be integrated with the Premia™ core insurance solution and other systems.
- One the largest insurance service providers in KSA, and a user of Premia™, since its formation in 2006, has now upgraded to the solution's new version, Premia Astra™, and allied digital systems. The Riyadh-headquartered customer is one of the Top 10 insurance companies in KSA, offering insurance services in the fields of vehicles, medical, sea shipment, fire, property, engineering, aviation, power, group life insurance and accidents. It shortlisted Premia Astra™ after a rigorous evaluation of several leading core insurance systems. Premia Astra™'s latest technologies will provide the insurer with the speed and flexibility to adapt to the ever-changing regulations in the Kingdom. The solution is expected to help the insurer overcome challenges, such as lack of an integrated system, slower claims settlement cycle and its existing multiple source systems that hindered creation of consolidated reports.



- An umbrella organization for operating retail payments and settlement systems in India, has empanelled 3i Infotech Testing Services for its new payment application performance evaluation, for a period of two years. The organization is an initiative of the Reserve Bank of India (RBI) and the Indian Banks' Association (IBA), for creating a robust payment and settlement infrastructure in India. Its new payments application would host some critical products the performance evaluation of which is extremely critical for the company. **It has** implemented this application using distributed ledger technology (DLT) technology, wherein banks will act as participant nodes and the organization will act as a clearing house node. 3i Infotech upon empanelment participated in the Request for Proposal (RFP) and has been awarded the responsibility to evaluate performance of the system including throughput, utilization, database performance, network performance and benchmarking on different hardware configurations.
- One of the finest multispecialty hospitals in Gujarat, India, has selected DataScan Online, 3i Infotech's Enterprise Document Management System (DMS), to streamline all its medical records including its in and out patient information. The solution was successfully implemented within a short period of time.
- A leading provider of financial services in North America, has signed an agreement for the renewal of 3i Infotech's Testing Services, thereby retaining the Company as its quality assurance (QA) partner. The

customer provides financial solutions, focusing on the under banked and subprime customer segments. It offers long, medium, and short-term loans; check cashing services; prepaid debit card services; and money transfers, with a retail network of over 700 stores across the USA and Canada. The customer is also a user of AMLOCK™, 3i Infotech's anti-money laundering and fraud solutions suite, to manage customer risks across its locations.

- 3i Infotech has signed up a leading Indian digital payment solutions company, as a customer for its Functional and Automating Testing Services. The Mumbai based organization develops innovative and award-winning digital payment solutions, catering to the needs of small and medium enterprises, with a wide range of offerings, such as point of sale system (POS), payment gateway, interactive voice response (IVR) payments, and mobile applications, among others. As part of the contract, 3i Infotech will provide the customer with functional testers to test its payment products.
- Logitech, a leading global brand for PC peripherals, and an existing QA services customer of 3i Infotech, has now expanded the scope of the service to include testing of the company's digital innovation projects. A QA engineer from 3i Infotech will be a part of the customer's IT Digital Innovation team focusing on QA strategy and execution for various business systems, including planning, automation, and execution of verification cycles of business applications.
- A US based non-profit financial services provider, an existing customer of 3i Infotech's data hydration services, has not enhanced this association to also include data validation services.
- A leading bank in the Kingdom of Saudi Arabia (KSA), has renewed its contract with 3i Infotech to avail of management information systems (MIS) services.
- 3i Infotech has won a dashboarding services contract from a leading Indian bank.



IN THE NEWS

- [Meghashyam Simha, Global Head - Digital, 3i Infotech, opines that the low-code platform is more effective for an organization that takes a strategic approach to rationalize its existing application platform with defined business case. Read the Dataquest \(November 2020\) cover story](#)
- [3i Infotech Announces Sale of its Software Products Business to Funds Advised by Apax Partners](#)

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: marketing@3i-infotech.com

Connect with us on...



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