



**3i Infotech**<sup>®</sup>  
LIMITLESS EXCELLENCE

August 12, 2021

**BSE Limited**  
Sir Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai – 400001  
**Security code: 532628**

**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No. C-1, Block G  
Bandra Kurla Complex, Bandra (East)  
Mumbai – 400051  
**Scrip code: 3IINFOTECH**

Dear Sir/Madam,

**Sub: Intimation of Investor Call/Meet**

**Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR”)**

Pursuant to Regulation 30 of SEBI LODR, we wish to inform that Investor Call/Meet was held through Webex on Wednesday, August 11, 2021 at 5:30 p.m. (IST), to discuss the Q1FY22 quarterly performance of the Company.

Date	Type of Interaction	Interaction with	Company Representative
August 11, 2021	Webex Call	Investors	Thompson Gnanam (Managing Director and Global CEO) Mrinal Ghosh (Chief Financial Officer) Harish Shenoy (Financial Controller Officer)

Please find enclosed the Presentation in this regard and also find below the link of recording-  
[https://drive.google.com/drive/folders/1BOqPjJeE5lgEpuXtXS8Jz\\_KfA5QuNno6?usp=sharing](https://drive.google.com/drive/folders/1BOqPjJeE5lgEpuXtXS8Jz_KfA5QuNno6?usp=sharing)

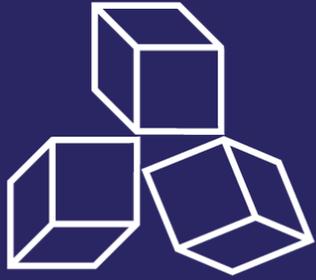
Request you to take this on record.

Yours faithfully,

For **3i Infotech Limited**

**Rajeev Limaye**  
Company Secretary

Encl: As above

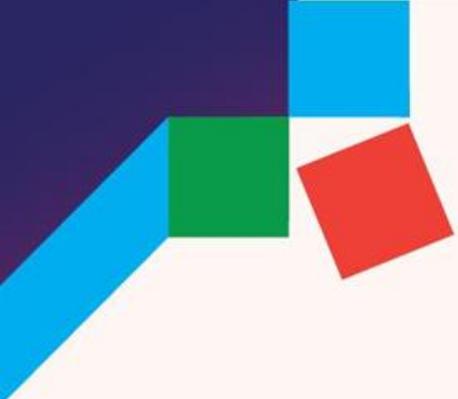


**3i Infotech<sup>®</sup>**  
LIMITLESS EXCELLENCE

Invent Incubate Innovate

# **New Dawn – Investor Presentation**

*August 2021*

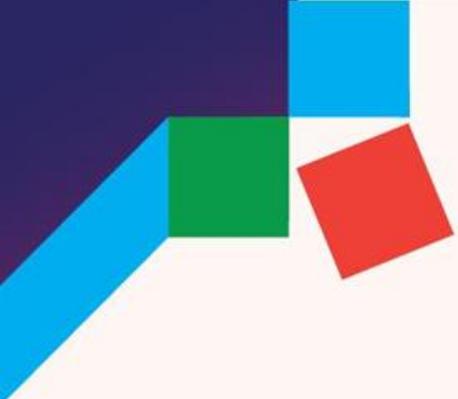


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# Glossary

**1**

**BPaaS: Business Process as a Service**

**3**

**AI: Artificial Intelligence**

**5**

**IoT: Internet of Things**

**2**

**KPaaS: Knowledge Processes As A Service**

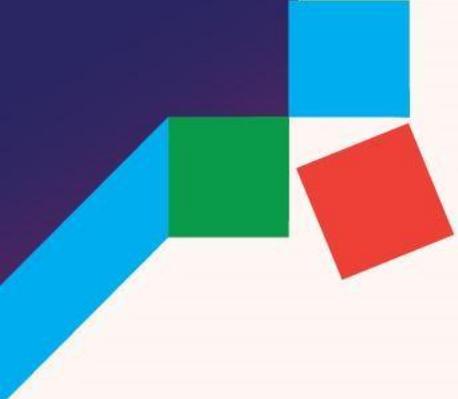
**4**

**SASE: Secure Access Service EDGE**

**6**

**IMS: Information Management System**

**Innovate  
Incubate  
Invent**



# Q1 FY21-22



# Q1 FY21-22 Key Business Update

## Key Business Update

- After sale of product business from 3i Infotech in last financial year, many things have changed in Q1 FY21-22. The new 3i Infotech has new vision, mission and goals for its lines of business, corporate governance and overall business strategy
- We believe that FY21-22 will be the period of transformation for new 3i Infotech as we are changing the structure as well as business model for creating new 3i Infotech
- With the new management, on business side we have entered in three new business segments such as Digital Business Services, Digital Transformation Consulting and NextGen Business Services including our existing Enterprise Services business. Whereas on operations side we have created new Marketing, Revenue Assurance and Strategy process to support our overall growth plan
- In Q1 we have restructured our management and also added top notch people to our team. We have hired Chief Global Marketing Officer, Chief Global Digital Officer, Chief Growth Officers for North America, EMEA (Europe Middle East & Africa) as well as APAC region
- We consider the new 3i Infotech structure and business strategy can fuel future growth of organization in coming quarters in all major territories, creating more value for our clients and bringing business for us
- Under the new structure, in South Asia region we won new IMS & ADMS business worth Rs.86.4 Cr (US\$ 11.68 million) including contract extension of Rs.63.8 Cr (US\$ 8.63 million) for 3 years from an existing Govt owned Oil & Gas client. We also won other IMS projects worth Rs.14.8 Cr (US\$ 2 million) from Infrastructure and Utility sector clients
- New business is coming from our existing clients in MEA region including Professional Services contracts worth Rs.13.74 Cr (US\$1.86 million) from private and semi-govt. corporations as well as Civil Aviation Authority Managed Services business worth Rs.3.7 Cr (US\$ 0.5 million). We also witnessed renewal of IMS / Cloud business worth Rs.2.5 Cr (US\$0.34 million) from real estate developer
- In North America we won contracts to set up an offshore program and Big Data engagements worth Rs.8.88 Cr (US\$1.2 million) and Rs.13.32 Cr (US\$ 1.8 million), respectively

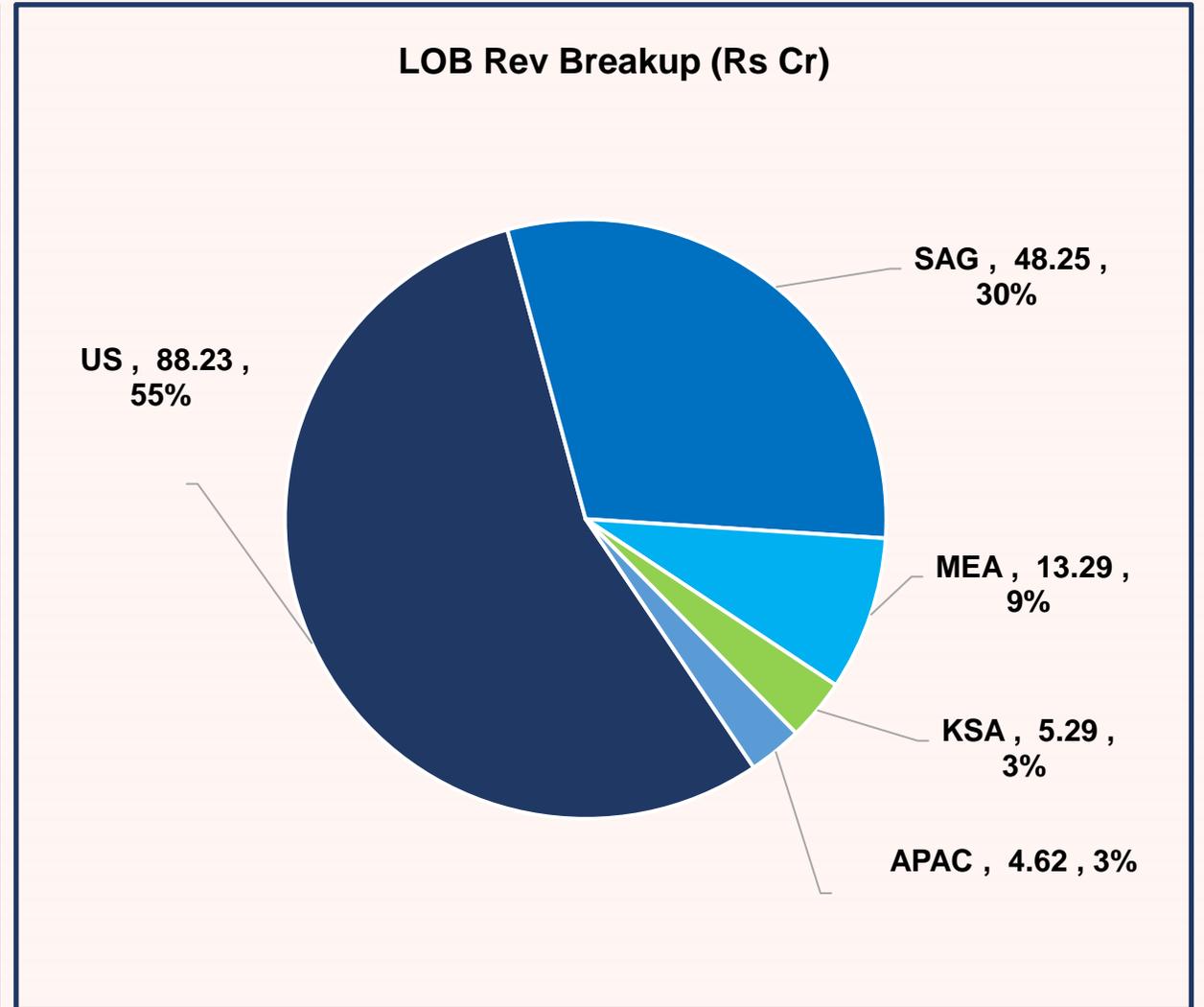
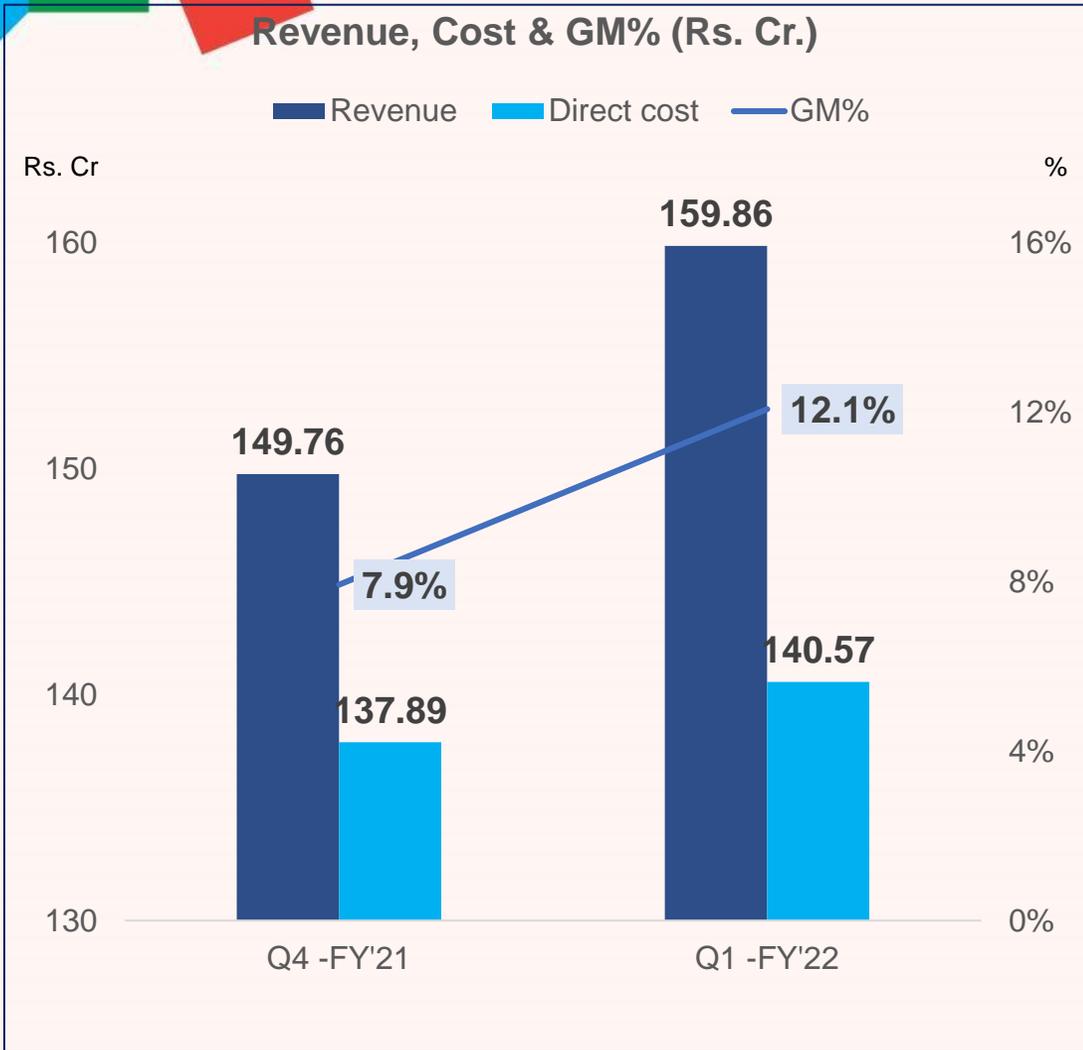
# Q1 FY 21-22 – Financials (1/2)

Particulars	(Rupees in Cr ) Except EPS		
	Quarter Ended		Year Ended
	(30/06/2021) (Unaudited)	(31/03/2021) (Audited)	(31/03/2021) (Audited)
Revenue from Operations	159.86	149.18	608.62
Other Income	3.27	11.35	23.59
<b>Total Income (I+II)</b>	<b>163.13</b>	<b>160.53</b>	<b>632.21</b>
<b>Total Expenses (IV)</b>	<b>162.87</b>	<b>225.38</b>	<b>697.06</b>
<b>Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)</b>	<b>0.26</b>	<b>-64.85</b>	<b>-64.85</b>
Foreign exchange loss/(gain) (net)	0.48	-0.69	-1.99
<b>Profit / (Loss) before Tax (V-VI)</b>	<b>-0.22</b>	<b>-64.16</b>	<b>-62.86</b>
Unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts (See Note 2)	0.93	11.78	46.69
<b>Profit / (Loss) before Exceptional Items and Tax (VII-VIII)</b>	<b>-1.15</b>	<b>-75.94</b>	<b>-109.55</b>
Exceptional Item - Expense / (Income)	5.65	-390.38	-390.38
<b>Profit / (Loss) before Tax (IX-X)</b>	<b>-6.80</b>	<b>314.44</b>	<b>280.83</b>
Tax expense	1.07	12.93	23.06
<b>Profit / (Loss) for the period (XI-XII)</b>	<b>-7.87</b>	<b>301.51</b>	<b>257.77</b>
<b>Total Comprehensive income for the period (XIII+XIV+XV)</b>	<b>-9.19</b>	<b>340.67</b>	<b>387.19</b>

## Financial Results

- In comparison with the previous quarter, Revenue Q1 FY21-22 Rs.159.86 Cr ended with an increase of 7% over Q4 FY20-21
- In Q1 FY21-22 USA contributes Rs.88.23 Cr to total revenues (55% of total) and SAG reported Rs.48.25 Cr which is 30% of total revenues. We have witnessed growth in KSA (47.6%), MEA (20%) and USA (7.5%)

# Q1 FY 21-22 – Financials (2/2)



# Company Overview

# About Us

## Overview

- Globally established IT products and services company
- Trusted name in IT solutions, in geographies like North America, India, the Asia Pacific, Middle East and Africa as well as South Asia
- Over two decades of experience in transforming business operations of organizations in the Banking, Financial Services, Insurance, Government, Manufacturing, Retail, Distribution, Telecom and Healthcare sectors
- Enviable domain expertise in BFSI, with a comprehensive set of IP based software solutions

## Our Industry Experience



Banking



Insurance



Govt.



Finance



Healthcare



Manufacturing



Retail



Distribution

**15+** Countries  
Global Presence

## Our Work

- We want to add value to our client's business value chain with our innovative IT solutions
- We want to enable our clients to grow and build their business globally by creating lasting impact in all major markets including North America, EMEA, India, APAC
- We are helping global companies with portfolio of IT services including implementation, support and consulting services delivered by our exceptional team of professionals

# Who We Are

NextGen Technology Services Firm

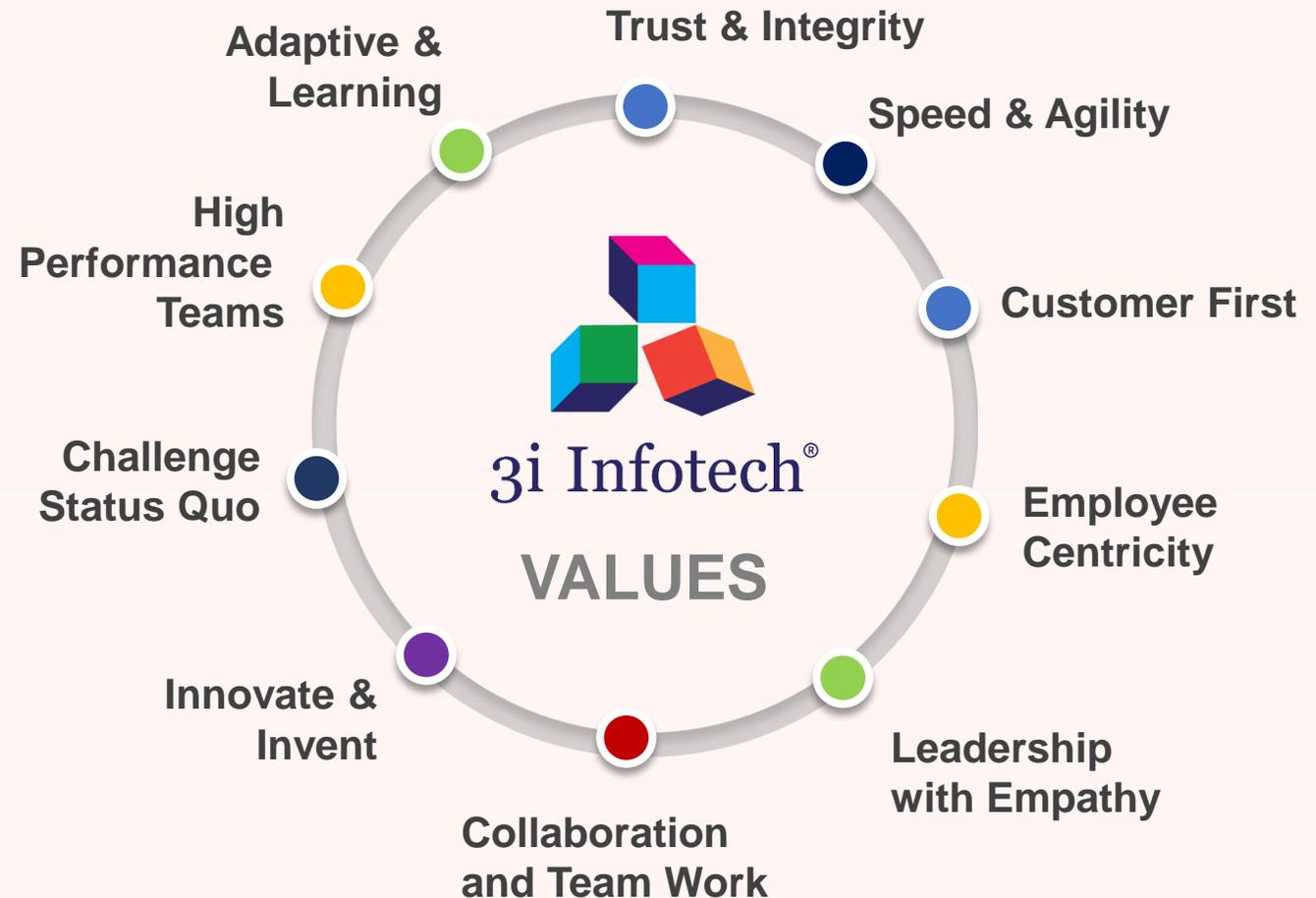
## Vision

“To be a trusted global one-stop, digital transformation partner that delivers business excellence and exceptional outcomes to our customers in this new digital decade.”

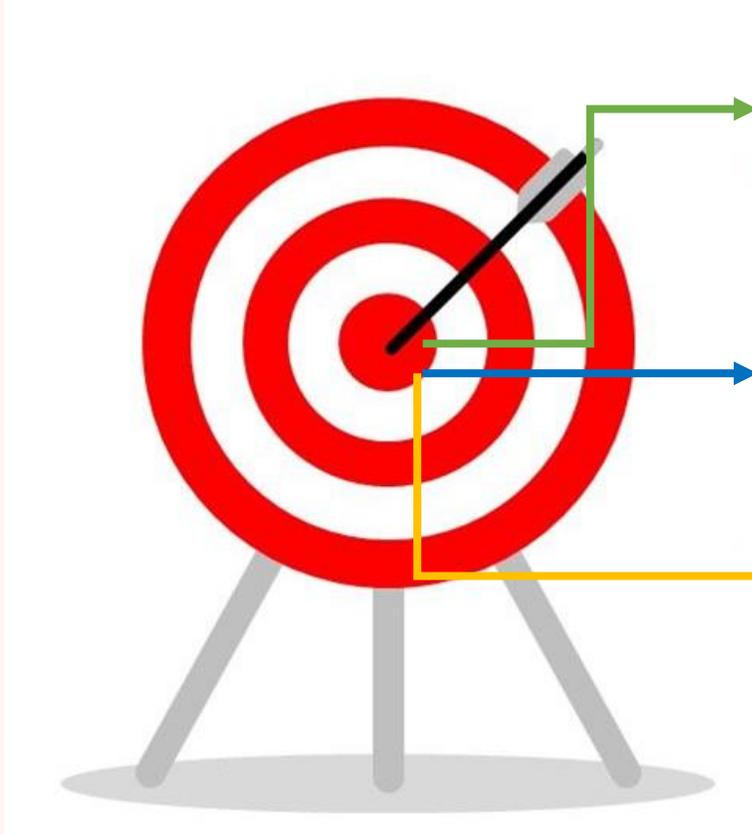
## Mission

“To be a value driven billion \$ organization committed towards customers, people and stakeholders with continuous orchestration, incubation, innovation and invention of digital transformation services harnessing the power of 5G-powered innovation.”

## Value Driven Service Offerings



# 3i Infotech Goals



1

Organic revenue growth to 1 Billion \$ by 2030

2

Incubation, commercialization & acceleration of at least 10 technology/product start-ups.

3

Build products, platform services leveraging the power of 5G Cognitive in EDGE COMPUTING, COGNITIVE AI / ML, DATA SECURITY, DATA SCIENCE AND ANALYTIC, BLOCK CHAIN with an IP valuation of a billion dollars.

# Transformation

# Re-imagining 3i into new Digital Era

New 3i focusing on Intreprenurship, and want to be learning organization

V

Target to achieve \$1 Bn mark by 2030 with bigger focus in Indian markets

Want to be a Brand which stands for Trust and Integrity

V

India can be 3rd largest economy by 2030 after US and China.

Two strong pillars are Customer centricity and Employee centricity

V

India's MSME markets, Agri tech are big opptunities

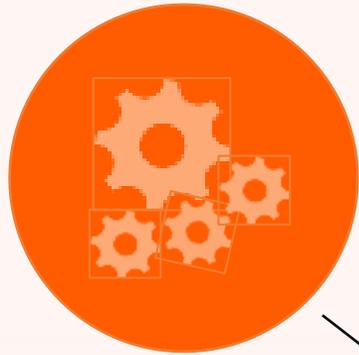
New 3i is using Challenges as Opportunities; using EDGE ready services & Cyber security powered by AI

V

New leadership team to focus on Digital and Next gen services. By upskilling people and developing 2nd generation workforce

# Growth drivers

# Strong pedigree to lead 3i into a Billion Dollar Company



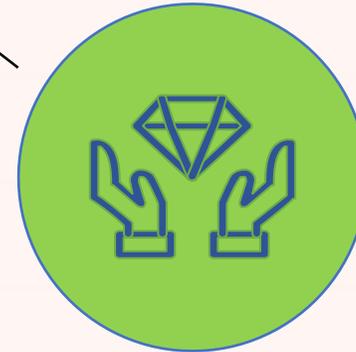
**Change &  
Differentiate**



**Disrupt &  
Challenge**



**Accelerate &  
Break Away**

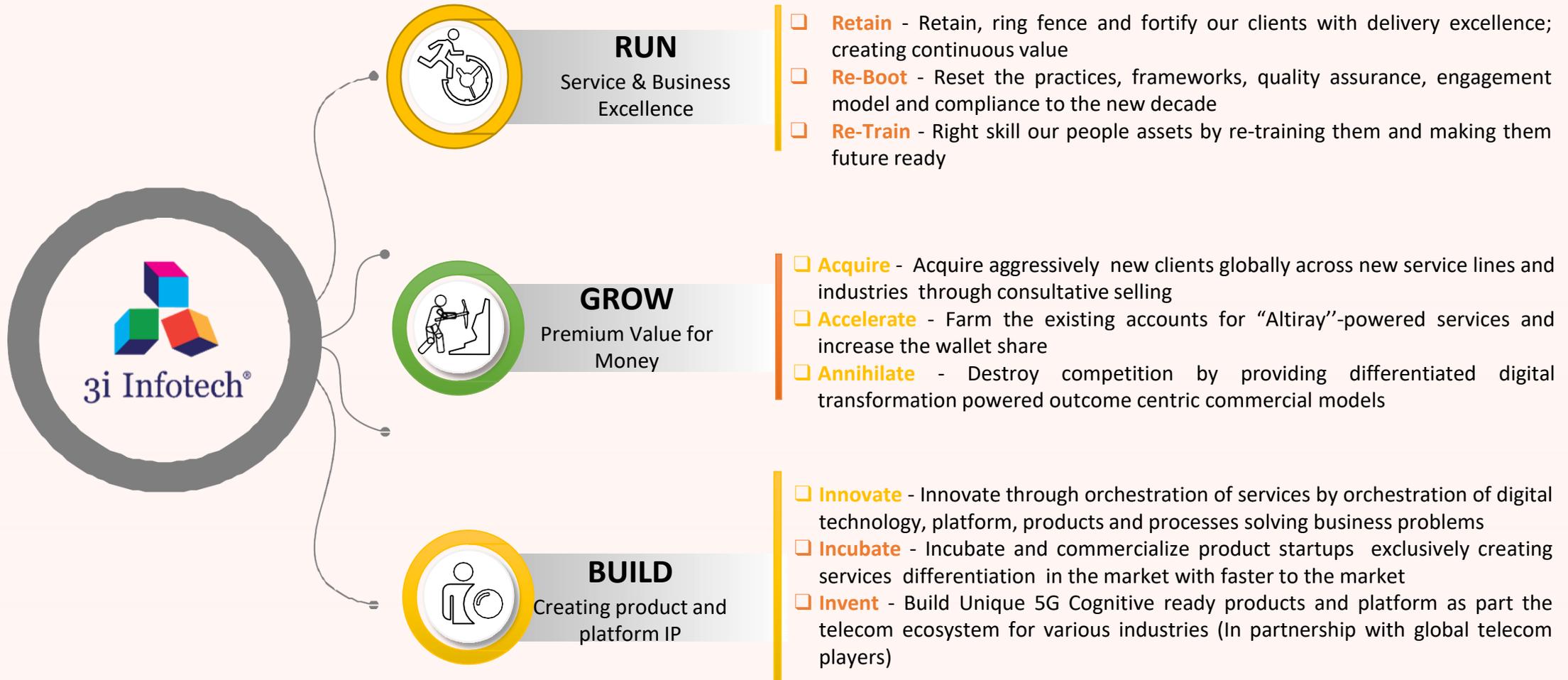


**Dominate &  
Lead**

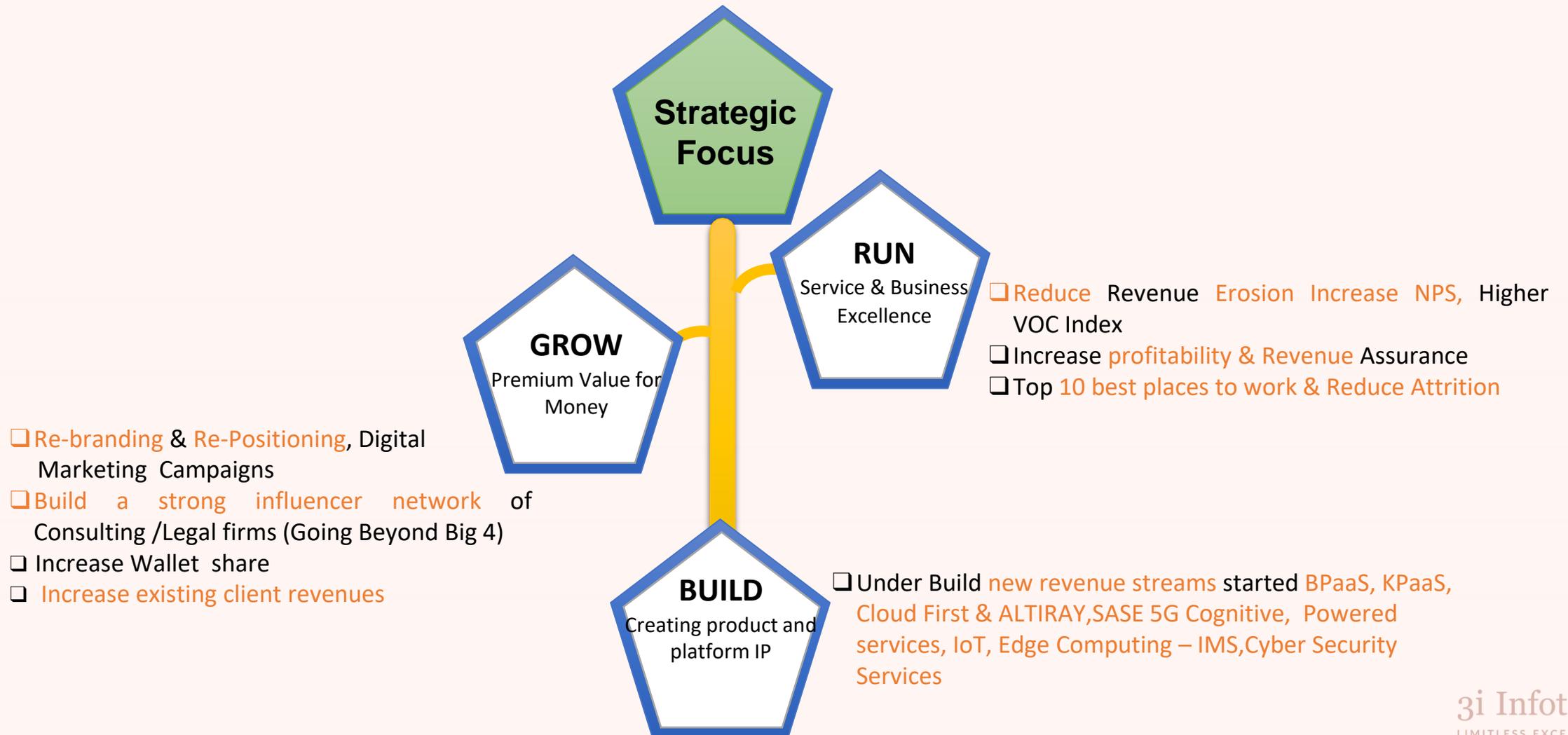


**Setting gold  
standards**

# Imperatives that drives our Growth



# Our Focus is **Winning** our customers with **differentiated strategy**





# RUN Strategy

## Market Development

### Existing Services & Existing Market

#### Services

- Enterprise Services
  - Digital Business Services
  - Digital Trans. Consulting
  - Partner/Alliance Services
  - Direct & MM Deals
  - Indirect Deals
- 

#### Markets

- Existing Locations
- Identifying Cross Opportunities with existing clients

## Market Penetration

### Existing Services & New Locations

#### Services

- Enterprise Services
  - Digital Business Services
  - Digital Trans. Consulting
  - Partner/Alliance Services
  - Direct & MM Deals
  - Indirect Deals
- 

#### Markets

- Increasing Reach in North America & Europe
- Increasing Network/Meetings
- Targeting new clients

# GROW & BUILD Strategy for Future Growth

## Diversification

### New Services & Existing Market

#### Services

- Digital Transformation
- NextGen Business Services
  - 5G Cognitive powered Services - Cyber Security, Block Chain ,Real time analytics,
  - IOT (Industrial & Other)
  - Edge computing - IMS .
- Partner/Alliance Services
- Direct & MM Deals
- Indirect Deals

## New Product Development

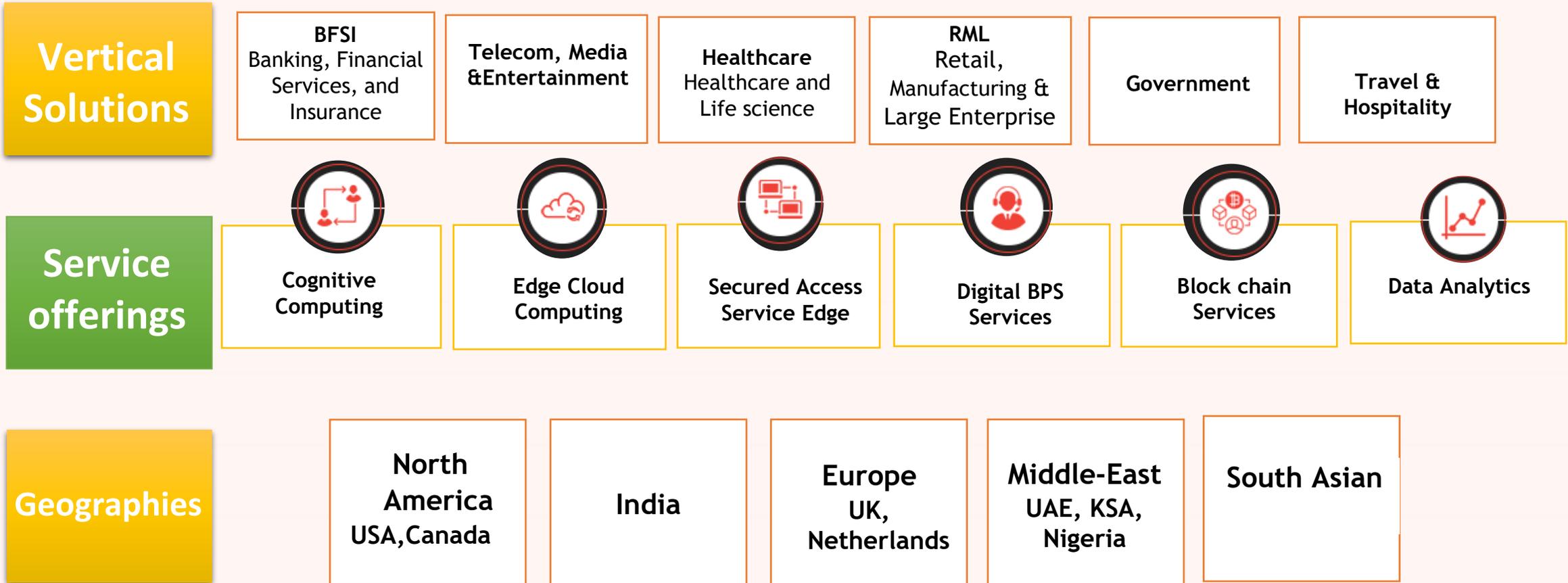
### New Services & New Market

#### Services

- Digital Transformation
- NextGen Business Services
  - 5G Cognitive powered Services - Cyber Security, Block Chain ,Real time analytics,
  - IOT (Industrial & Other)
  - Edge computing - IMS .
- Partner/Alliance Services
- Direct & MM Deals
- Indirect Deals

# Our Growth Focus Areas

Key focus elements for building a strong foundation and enables ease of doing business



# Digital Offerings

# Our Technology Offerings

Create Your successful business with 3i Infotech. We'll be there to help every step of the way

## Enterprise Services

- Digital Infra Management Services (IMS)
- Application ,Automation & Analytics Services (AAA)
- Professional Services
- BPO & KPO

## Digital Business Services

- Cloud First Service – IaaS, SaaS, PaaS (aPaaS, dbPaaS, iPaaS)
- BPaaS, KPaaS, GRCaaS, BaaS
- Altiray Digital Services

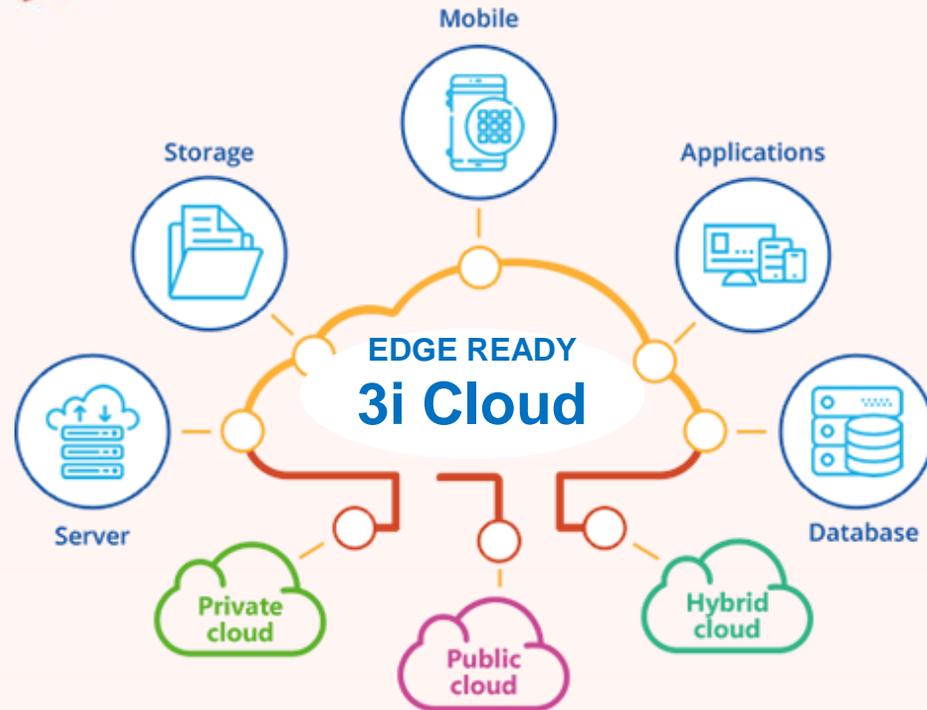
## Digital Transformation Consulting

- Digital Consulting
- Technology Consulting
- Design Thinking

## NextGen Services

- 5G Enabled Services
- IOT
- Edge Computing
- Cyber Security
- SASE

# CloudFirst Services



Software  
As A Service



Platform  
As A Service



Infrastructure  
As A Service

## Cloud CoE

- Cloud Consulting Services
- Modernization & Migration
- Cloud Lifecycle Management Services
- Secure Edge Service Access (SASE)
- VDI as a Service
- Edge as a Service
- Edge Services
- Cloud Security & Compliance
- Workplace Transformation
- AI/ML

## CoE Partners



# Application Automation Analytics (AAA) Services

**ALTIRAY™**  
Actioning Tomorrow

**Domain Solutions**

**ALTIRAY™**  
Actioning Tomorrow

**Solutions & Accelerators**



**AI Components**



**Platforms**



**Technology**

**Digital Customer Onboarding**

Automated STPs as a Service

**UNIVERSO**

Rapid schemes deployment and Management

**Claims Automation**

**CRUX**

The Insurance Solution

**3i AIRES**

Redefining Customer Experience



**Maggie**

Self-care Support Automation

**Flexib**

SWIFT TEST AUTOMATION

Accelerated Test Platform

**MOMENTA**

AI-based Business Intelligence & Decision Platform



**Design Studio**



**Applications & Product Development**



**Analytics**



**Testing**

AI

Machine Learning

NLP / NLG

Computer Vision / Data Extraction

Blockchain

Speech to Text & Analytics

Decision Analytics

IOT & Digital Twin

Intelligent Alerts & Notifications

Automated Functional & Performance Testing

BPM

RPA

Low Code / No Code

Data Visualization

Data Lake, Data Mart

**Microsoft**  
(Visual Studio, Power Platform)

**Java**  
(Full Stake)

**Open Source**  
(MEAN, Python, R etc.)

**Database**  
(SQL Server, Oracle, Redshift, Postgress, MySql, MongoDB etc)

# Infrastructure Management Services

## Core Services

- Datacenter Advisory & Consulting Services
- Datacenter Assessment Services
- Datacenter Modernization Services
- Datacenter Managed Services
- (Server, Network, Storage, DB, Backup, Application Services)
- Hybrid Cloud
- Managed Services

## Digital EUS & Collaboration Services

- Digital Integrated Service Desk
- EUS Management Services
- End Point Protection Services
- Unified Messaging & Collaboration
- Mobile Device Management Services
- Virtual Desktop Services

IMS

## Cyber Security Services

- Security Consulting & Assessment
  - Managed SOC
- Application, Cloud & Dev-Sec-Ops
  - Threat Intelligence Management
  - Identity & Access Management
  - IoT Security Management

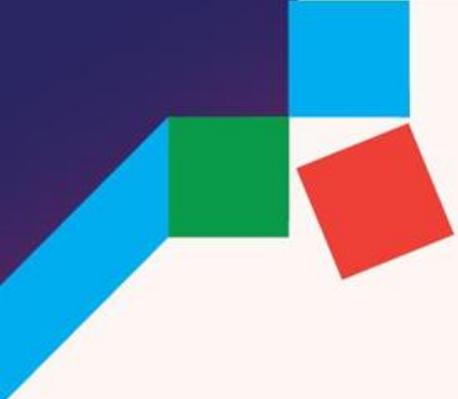
## Value Addition

- Industry Aligned Service Strategy
  - Enhanced Service Reliability
- Business Specific Service Delivery Model
- HybridNxT Technology Integrated Service Delivery Framework
- HybridNxT AI Integrated Digital Service Desk

# Digital Business Services



Digital BPaaS/ KPaaS	Business Process Services	Process Transformation	Infrastructure as a Service (IaaS)	Data as a Service (DaaS)	Software as a Service (SaaS)	Platform as a Service (PaaS)
<ul style="list-style-type: none"> <li>• CLM/ CLV Services                             <ul style="list-style-type: none"> <li>□ CX in a Box</li> </ul> </li> <li>• GRC as a Service</li> <li>• Cyber Security</li> <li>• Decision Support as a Service                             <ul style="list-style-type: none"> <li>□ CXO Cockpit</li> <li>□ Digital Command Center</li> </ul> </li> <li>• Analytics as a Service</li> <li>• RPO &amp; Perf Mgmt</li> </ul>	<ul style="list-style-type: none"> <li>• Contact Center</li> <li>• Back Office BPO</li> <li>• BFSI Collections</li> <li>• Tech Helpdesk</li> <li>• F&amp;A SSC</li> <li>• HR Shared Services</li> <li>• Staffing</li> <li>• Records Management</li> <li>• Risk &amp; Compliance</li> </ul>	<ul style="list-style-type: none"> <li>• Process Mapping</li> <li>• Process Standardization &amp; Optimization</li> <li>• Eliminate/ reduce process NVAs</li> <li>• Optimum Utilization</li> <li>• Enhance Process Efficiency/Effectiveness</li> </ul>	<ul style="list-style-type: none"> <li>• Cloud Infra Management</li> <li>• Security &amp; Compliance</li> <li>• Service Management</li> <li>• DC &amp; Network Services</li> <li>• Remote Worker</li> <li>• DR/ End Point Backup</li> </ul>	<ul style="list-style-type: none"> <li>• BI &amp; Analytics</li> <li>• Data Consulting</li> <li>• Data Ops</li> <li>• Dashboards</li> <li>• ML Ops</li> </ul>	<ul style="list-style-type: none"> <li>• Application Development &amp; Maintenance</li> <li>• Mobility Services</li> <li>• Testing &amp; Quality</li> <li>• Low Code/ No Code</li> </ul>	<ul style="list-style-type: none"> <li>• Claims Automation</li> <li>• Omni Channel CX</li> <li>• DMS/ Workflow</li> <li>• CRM</li> <li>• Crux Insurance</li> <li>• Governance, Risk, Compliance</li> </ul>



# Digital BPS

CX Consulting Services	CLM (Sales)	CLM (Service)	Digital CLM And HRO	Customer Intelligence Analytics
<ul style="list-style-type: none"> <li>• Customer Experience Assessments</li> <li>• Customer Journey Mapping</li> <li>• Channel Optimization and Digital Transformation</li> <li>• Data Science Consulting</li> <li>• Partner Governance Management Framework</li> </ul>	<ul style="list-style-type: none"> <li>• Integrated Sales and Marketing ( Data Science based Digital marketing and Omni channel Sales Operations)</li> <li>• Lead Generation and Campaign Management</li> <li>• Appointment Setting</li> <li>• Customer Value management</li> <li>• Post-Sales Surveys</li> </ul>	<ul style="list-style-type: none"> <li>• Inbound / Email / Chat Operations</li> <li>• Customer Verification / VKYC</li> <li>• Virtual Relationship management</li> <li>• Account Management</li> <li>• Retentions / Renewals Collections</li> <li>• Back-Office Management</li> <li>• Quality Assurance</li> <li>• Field Agent / Agency Support</li> </ul>	<ul style="list-style-type: none"> <li>• Virtual Agent</li> <li>• Digital Onboarding ( Agents / Customers)</li> <li>• Back-office Automation</li> <li>• Records Management, Document/ Image Storage , Asset management</li> <li>• Human Resource Augmentation – Digital Led ( Payroll, Recruitment)</li> <li>• Work Force Administration (Ai/ ML led Performance and Productivity management)</li> </ul>	<ul style="list-style-type: none"> <li>• Customer Experience Analytics</li> <li>• Cognitive Dashboards and Decision Support / AI Studio</li> <li>• Dialogue Diagnostic Conversation Analysis</li> <li>• Data Mining ,Digital VOC and Omni-channel Analytics</li> <li>• Data Analytics as a Service</li> <li>• Marketing and Brand Perception Analytics</li> <li>• Behavior and Sentiment</li> </ul>

# Digital Consulting & NextGen Services

## Digital Consulting

### DIGITAL TRANSFORMATION

- ✓ Digital Strategy
- ✓ Digital Diagnostic, Maintenance and Validation Services

### BUSINESS TRANSFORMATION

- ✓ Business Insights & Research Services

### CULTURAL TRANSFORMATION

- ✓ Digital Culture
- ✓ Digital IQ & Learning

### COLLABORATION AND KNOWLEDGE MANGEMENT

- ✓ Knowledge/KM Strategy & Roadmap

### OPERATIONAL EXCELLENCE

- ✓ Business Process Reengineering
- ✓ Design Thinking

## NextGen Services

- ✓ COGNITIVE SERVICES
- ✓ EDGE COMPUTING

- ✓ SECURE ACCESS SERVICE EDGE (SASE)

- ✓ BLOCKCHAIN

- ✓ DIGITAL SUPPLY CHAIN

- ✓ INDUSTRIAL IOT
- ✓ 5G COGNITIVE SERVICE



# Partners

# Strong Partnership



ORACLE®



# Our Leadership Team

# Our Leadership Team (1/2)



**MD, Global CEO**  
*Thompson Gnanam*



**India BU CEO**  
*Thompson Gnanam*

+4 Members



**Global COO**  
*Thompson Gnanam*

+3 Members



**Chief Digital Transformation Officer**  
Rajamanickam D

+5 Members

## SALES



**Chief Growth Officer (NA & EMEA)**  
Sax Krishna

+7 Members



**Chief Revenue Officer**  
Sudeep Nadkarni



**Head Sales - APAC**  
Colin Song



**Chief Marketing Officer**  
Rangapriya Goutham

## CORPORATE FUNCTIONS



**Global CHRO**  
Sreerupa Sengupta



**Chief Financial Officer**  
Mrinal Ghosh

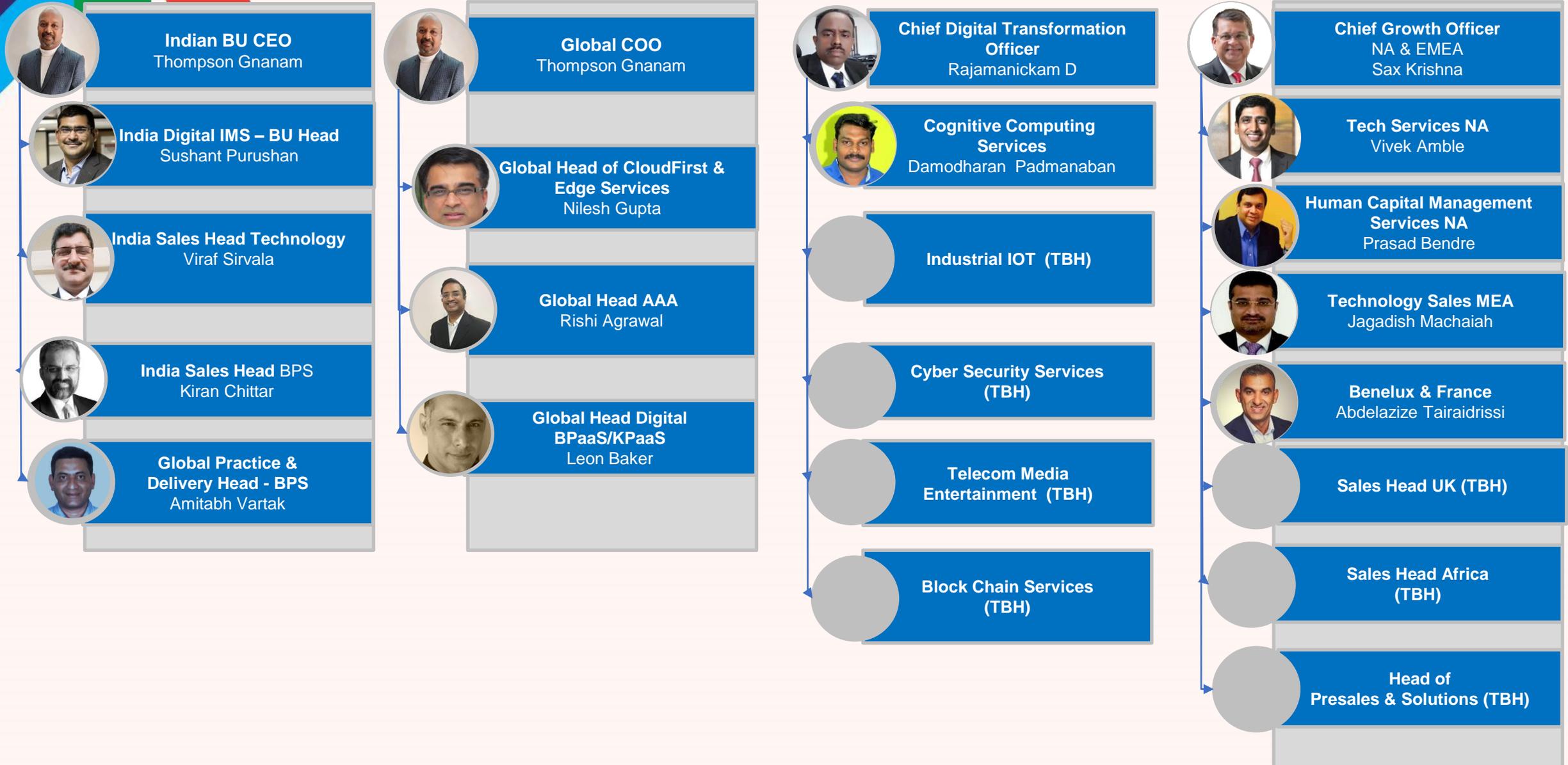


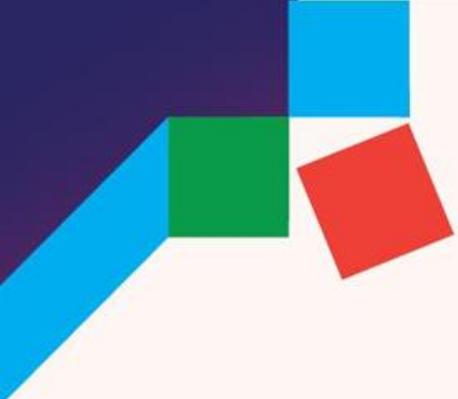
**Chief Performance & Compliance Officer**  
Harish Shenoy



**Company Secretary (L&C)**  
Rajeev Limaye

# Our Leadership Team (2/2)





## Message from MD & Global CEO desk



“As the all- new 3i infotech, we speak as one team and one voice — we have raised the bar high and set our sights on Intrapreneurial leadership as we march towards a billion dollar target by 2030. In order to achieve this, we are looking at transformation in right earnest; a cultural transformation at our core with the right skills, talent and attitude in place, top down; an operational and strategic transformation pivoting on efficacy and a high-growth mindset across board; an image transformation that puts us at the helm of rising enterprises with the agility of a start-up, the backing of an solid legacy customer base and the hunger to grow anew, globally, even as we speak.

3i infotech is where people, ideas and innovation come together to realise the full opportunities of today's competitive and fast moving digital ecosystem. Our goal at 3i, is to pursue excellence in this ever evolving industry with rapid adaptations of technology, keeping our clients equipped with the latest tools required for day to day management of business and services in this new digital decade. The 3i differentiator would be a humanoid approach to digital disruptions.

With our focus on a thought through growth plan, for our customers’ and ours stakeholders, we have the confidence to commit to measurable operational cost savings, time and effort arbitrage and profitability thereof. We see 3i Infotech as an adaptive learning organisation, transformed, skilled and trained— to RUN with the demands of a new digital decade, GROW to be future ready right now and BUILD on its strengths to annihilate any challenges to its aspirational vision and goals. With our all-new values and vision internalised by our 4000+ talent pool across several geographies, we are gearing up to deliver the best solutions and services to boost our customers’ productivity and profitability in the age of digital and cloud based business transactions. It’s a new dawn on our horizon, and as one team, we are raring to go forth and show the world our mettle.”



3i Infotech<sup>®</sup>  
LIMITLESS EXCELLENCE

# THANK YOU

3i Infotech Ltd.  
Tower # 5, 3rd to 6th Floors  
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