



# Performance Highlights for Quarter Ended Q1 FY 2012

July 22, 2011

## Disclaimer

***Certain statements in these slides/ presentation/ communication are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors. Detailed information about these factors is contained in 3i Infotech Limited's filings with the Securities and Exchange Board of India. All financial and other information in these slides/ presentation/ communication, unless otherwise mentioned, is on a consolidated basis for 3i Infotech Limited. Please also refer to the statement of consolidated and segmental results required by Indian regulations that has been filed with the stock exchanges in India where 3i Infotech Limited's equity shares are listed and is available on our website [www.3i-infotech.com](http://www.3i-infotech.com). 3i Infotech may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.***

## Contents

- **Financial Performance & Trends**
- **Wins during the quarter**

## Financial Performance

**Note: The numbers for Q1'11 are without Regulus and J&B, except where explicitly mentioned**

## Profit & Loss Account

₹ Crores

	Q1 12	Q1 11 (At Actuals)	Q1 11 (After Divestment)	FY 11 (At Actuals)	FY 11 (After Divestment)
Sales	479.39	637.01	442.31	2,569.75	1794.87
Other income	4.00	6.36	6.36	17.73	17.73
<b>Total Revenue</b>	<b>483.39</b>	<b>643.37</b>	<b>448.67</b>	<b>2587.48</b>	<b>1812.60</b>
Growth YoY	8.4%				
Growth QoQ	3.4%				
Cost of revenue	269.24	378.37	246.00	1516.29	990.73
<b>Gross profit</b>	<b>214.15</b>	<b>265.00</b>	<b>202.67</b>	<b>1,071.19</b>	<b>821.87</b>
Gross Margin	44.30%	41.19%	45.17%	41.40%	45.34%
Selling & General expenses	99.75	124.48	92.40	509.45	339.51
Product development exp	8.50	10.20	10.20	39.90	39.90
<b>EBIDTA</b>	<b>105.90</b>	<b>130.32</b>	<b>100.07</b>	<b>521.84</b>	<b>442.46</b>
EBIDTA Margin	21.91%	20.26%	22.30%	20.17%	24.41%

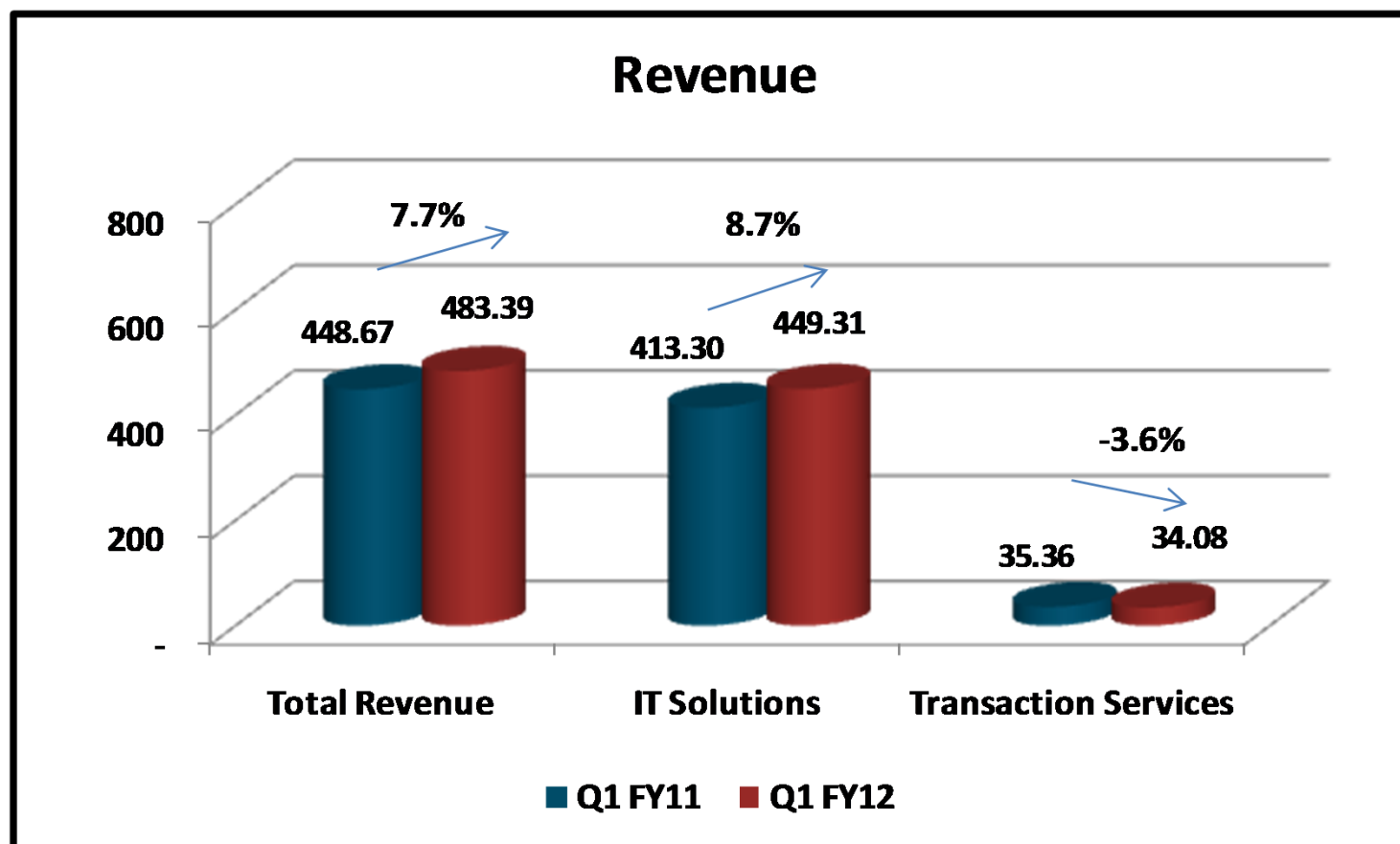
# Profit & Loss Account

₹ Crores

	Q1 12	Q1 11 (At Actuals)	Q1 11 (After Divestment)	FY 11 (At Actuals)	FY 11 (After Divestment)
<b>EBIDTA</b>	<b>105.90</b>	<b>130.32</b>	<b>100.07</b>	<b>521.84</b>	<b>442.46</b>
<i>EBIDTA Margin</i>	21.91%	20.26%	22.30%	20.17%	24.41%
Interest	42.95	37.45	37.27	160.13	159.45
Depreciation	15.53	25.75	20.03	100.50	76.69
<b>Profit Before Tax</b>	<b>47.42</b>	<b>67.12</b>	<b>42.76</b>	<b>261.21</b>	<b>206.32</b>
Tax	4.73	5.06	4.51	7.64	4.06
<b>Profit After Taxation &amp; Before Exceptional items and impact of discontinuing operations</b>	<b>42.69</b>	<b>62.06</b>	<b>38.25</b>	<b>253.57</b>	<b>202.25</b>
<i>Net Margin</i>	8.83%	9.65%	8.53%	9.80%	11.16%
Add: Exceptional Income		-			
(Less) / Add : Impact of Discontinuing Operations	4.06	-			
(Less): Exceptional Expenditure		-			
(Less)/Add: Minority Shareholders' Interest	(0.72)	(0.90)	(0.90)	(1.06)	(1.06)
<b>Net Profit After Minority Interest</b>	<b>46.03</b>	<b>61.16</b>	<b>37.36</b>	<b>252.51</b>	<b>201.19</b>
<b>EPS</b>	<b>2.09</b>	<b>3.12</b>		<b>12.81</b>	

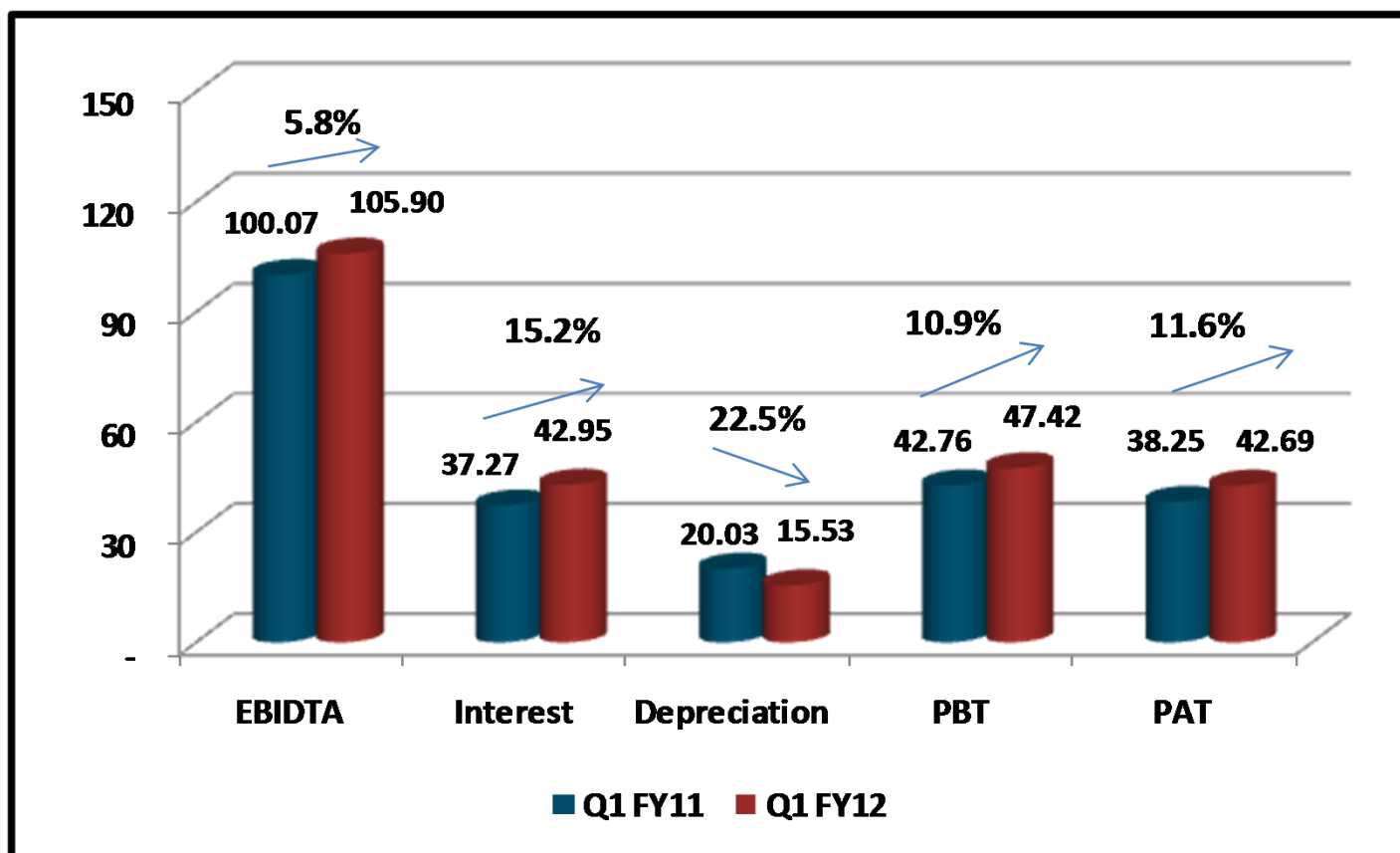
## Highlights of Operations for Q1'12

₹ Crores

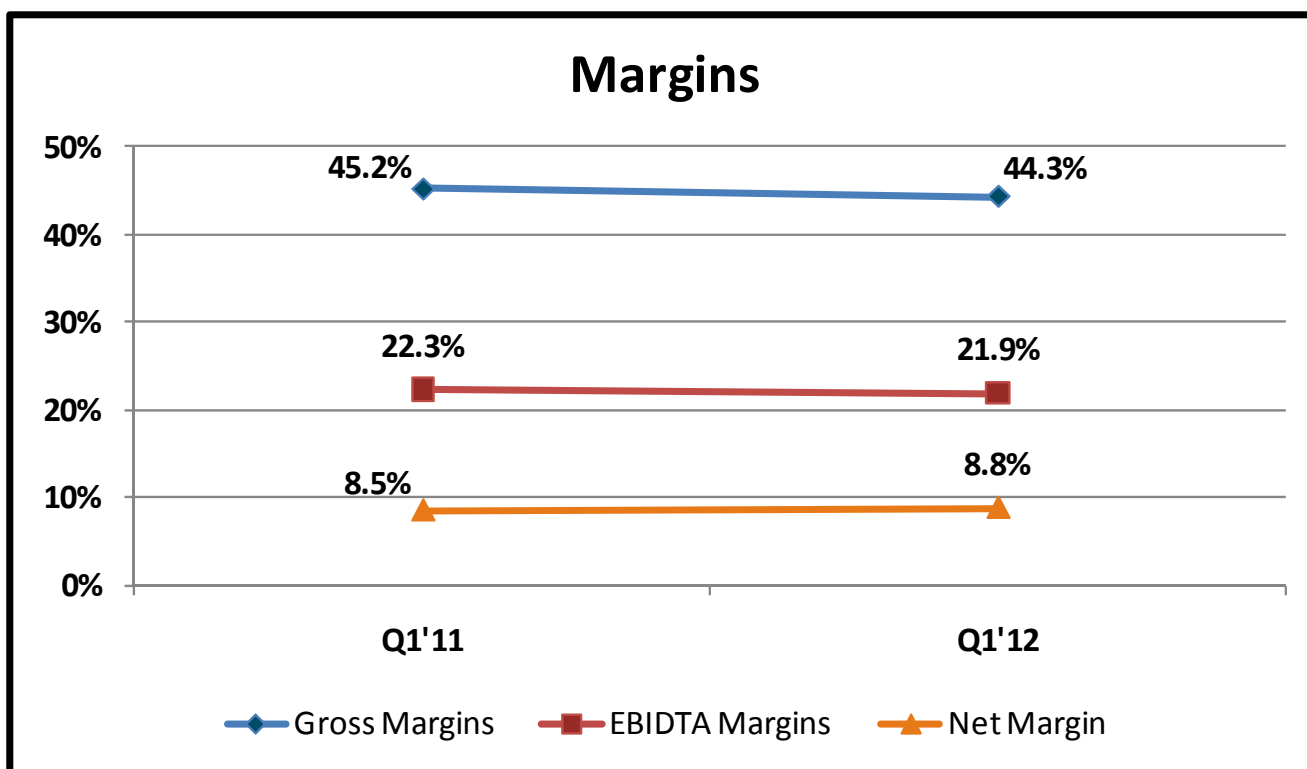


## Highlights of Operations for Q1'12

₹ Crores

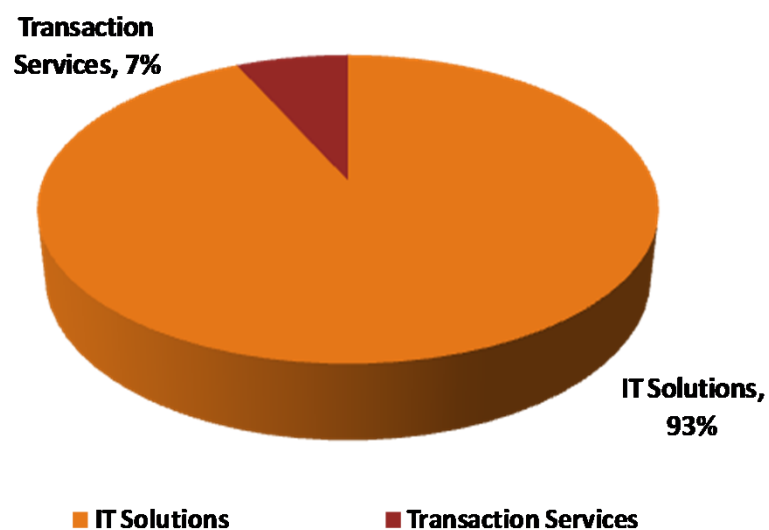


## Highlights of Operations for Q1'12

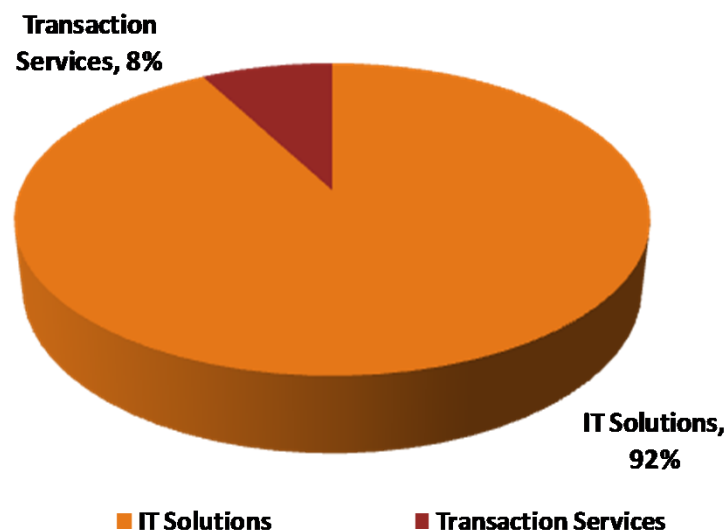


## Revenue by Segments – Q1'12 & Q1'11

**Segment Revenue Q1'12**

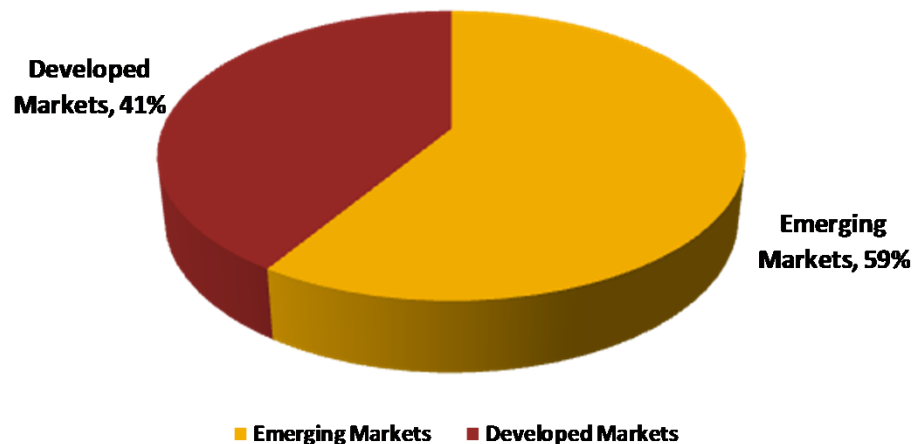


**Segment Revenue Q1'11**

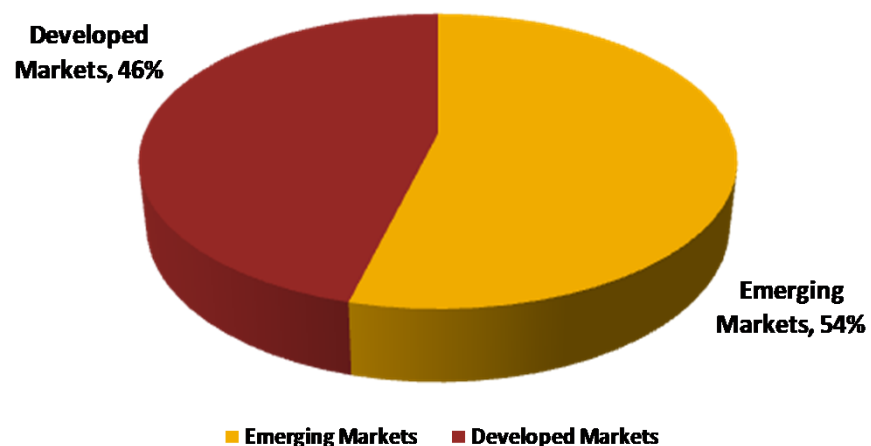


## Revenue by Markets – Q1'12 & Q1'11

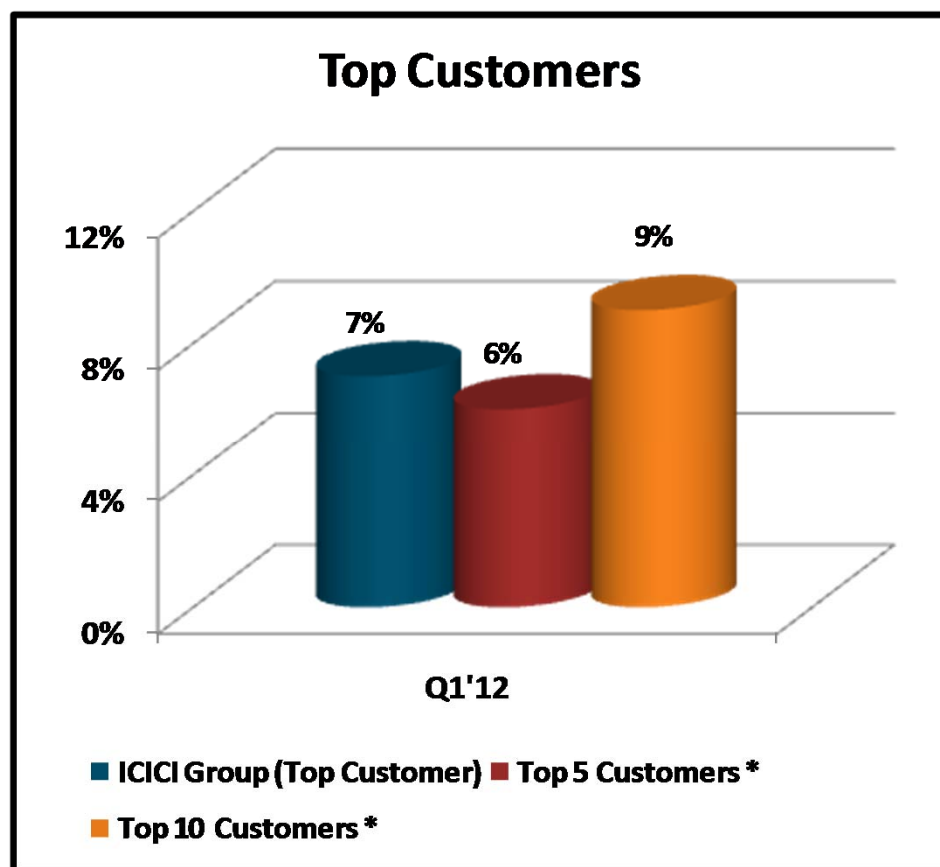
**Market-wise Revenue Q1'12**



**Market-wise Revenue Q1'11**



## Client Data



\* Excluding ICICI Group

## Wins during the quarter

## Major Wins

- **Banking**

- In India we have signed a contract with a well known bank for Kastle Treasury
- A leading finance company in Singapore has entered into a deal for Loan Origination system
- One of the largest development bank of Philippines has signed a contract for Loan Origination system. This deal also cements our position as a specialized vendor in Corporate LOS space, which is just picking up in regional markets

- **Insurance**

- We have signed a contract with a renowned insurance company in the Middle East, with which we will be able to roll out Premia in UAE, Oman and also in their new operations in Sri Lanka

## Major Wins

- **Capital Markets**
  - A renowned financial house in the Western Europe has ordered for our rhymeSIGHT product
  - One of the largest international banking company has signed a deal for our Fiscal product in Western Europe
- **ADMS**
  - We have won a contract with one of US' premier provider of quality diagnostic imaging and electro-diagnostic service for quality assurance and testing services in its different functional areas
  - One of the leading provider of communication services in the US has entered into a contract for application development services

## Major Wins

- **Transaction Services**
  - One of the leading banks of India has signed a deal for digitization of CASA forms and POA documents across various locations in the country



**Thank you**