



May 15, 2025

BSE Limited

Sir Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai – 400 001
Security Code: 532628

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor,
Plot No. C-1, Block G
Bandra Kurla Complex,
Mumbai – 400 051
Scrip code: 3IINFOLD

Dear Sir/ Madam,

Sub: Presentation of Analyst/ Institutional Investor Meeting(s)

In continuation to our letter dated May 09, 2025, regarding intimation of Investor Call scheduled to be held Friday i.e., May 16, 2025 at 3:30 p.m. (IST) ,please find enclosed herewith Investor presentation in relation to financial results for quarter and year ended March 31,2025.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For **3i Infotech Limited**

Varika Rastogi
Company Secretary

Encl: As Above

3i Infotech Ltd.

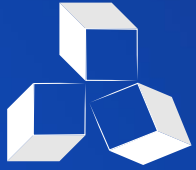
CIN: L67120MH1993PLC074411

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3i Infotech

Investor Presentation

Q4FY25

15th May 2025



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Company Overview

BORN OUT OF A BANK

Rs. 725.8 Cr
Revenue of FY25

4500+
Employees

250+
Global Active Clients

5+ COUNTRIES



'Aspirant' by Everest Group in its PEAK Matrix® in

- Digital Transformation Services for Mid-market Enterprises 2024
- Application Management Services 2024, 2025
- Application Automation Services Assessment 2023
- Cloud Services in Insurance 2023

'Major Contender' by Everest Group in its PEAK Matrix® in

- Next-Generation Quality Engineering Services 2024
- Banking, Financial Services, and Insurance (BFSI) IT Services 2025

Gartner

Featured in Gartner's Market Guide, 2023 for

- Leveraging Latest Technologies to Automate Applications Testing – Flexib+
- Representative Vendor for Higher Education Student Information Systems - NuRe Campus
- Oracle Cloud Infrastructure Professional and Managed Services
- Vendor Identification Toolkit for Cloud ERP, CRM, and HCM Implementation Service Providers



3i Infotech

CLOUD FIRST

Elevating businesses safely to cloud

DIGITAL INSIDE

Modernizing apps | Automation | Analytics

COGNITIVE POWERED

Using emerging technology for intelligent insights

EDGE READY

Addressing security & efficiency from core to edge

At A Glance

A leading next-generation technology services firm, excelling in providing a comprehensive range of cutting-edge solutions and unmatched services that distinguishes us in the industry.



Steady Revenue

Q4 FY25 Revenue Rs. 187.0 Cr
FY25 Revenue Rs. 725.8 Cr



Clientele

250+ Global Clients



Products



Recognition



Headcount – 4552

Women Employees – 22.8%
Attrition – 17.9
(Annualised FY25)



Book Value
Rs.18.09

Journey so far...

**1993 -
2005**

1993
Born out of ICICI Bank Limited

1999
Started IT services business for external customers

2002
ICICI divested majority stake

2005
Initial Public Offering with listing on NSE & BSE

**2006 -
2010**

2006
Issued FCCB of US\$50 million with listing on the Singapore Stock Exchange

2007
Achieved 1:1 revenue mix between products and services
Crossed consolidated revenue mark of Rs 1,000Cr

2008 - 10
Pursued multiple acquisitions across the globe using LBO

2011
Company went into debt restructuring

2014
Partnership with CRMnext

**2011 -
2015**

**2016 -
2020**

Bagged the **'Best Innovative IT Company of the Year'** award

Completed products business transfer to Apax Partners at ~Rs 1,000 Cr valuation

3i Infotech has turned to be a core services & solutions offering company

2021

2022

Invested in the Sovereign Cloud in Malaysia

Invested in Education Technology Platform "NuRe Campus"

Won first B2B2C deal from RailTel (Indian Railways)

Won Oracle Transformation Project from a large general insurance company in India

In-house development of new age products

2023

**2024 -
2025**

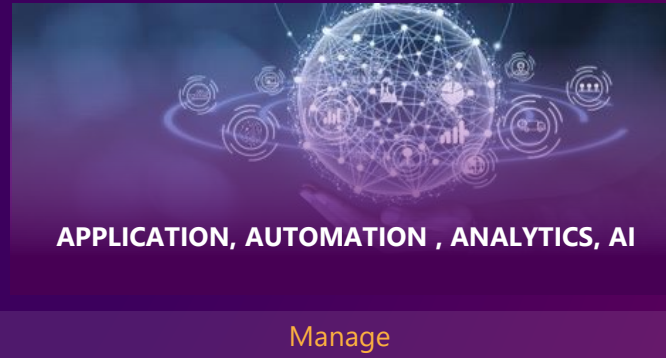
Stake Dilution in NuRe MediaTech

Returned to profitability in FY25

Closure of legacy issues

Optimization of legal entities

Offering Stack



Manage

- Hybrid IT Managed Services
Server | NW | Storage | DB | EUS | NOC | SOC
- Multi Vendor Services

- Application Development, Modernization & Support
- Data Operations/Transformation – BI & Analytics

- T&M – Voice & Non Voice
- Registrar & Transfer Agent (RTA) Services

Modernize

- CSP & Managed Service Provider
- Cloud Observability & Optimization
- SASE & Cybersecurity Services

- Digital First Testing & Automation (Flexib+)
- AI use cases including Gen AI

- Digital BPO – Sales, Service
- Back Office Operations & Automation



PROFESSIONAL SERVICES PROVIDED ACROSS

DOMAIN & TECHNOLOGY PEOPLE DEPLOYMENT ACROSS ALL LOB'S

ENGAGEMENT MODELS

Time & Material | Fixed Price Project | Outcome Linked

MAJOR INDUSTRIES

BFS | Insurance | Government | Manufacturing

New Age Products - NuRe



Secured Access Service Edge

Cloud-based solution

Ensures secure internet and web gateway

Protects users accessing SaaS apps and websites

Safeguards internet connectivity



Test management & Automation

Platform for Functional and Non-functional automation

Auto scheduling of Tests

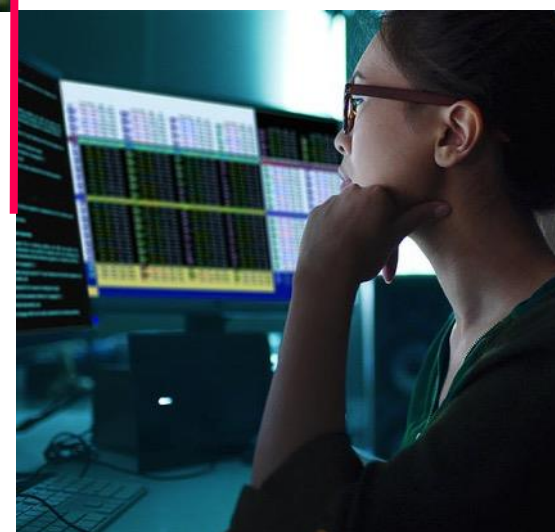
Test early & Test repeatedly to reduce the time to market



Governance Risk & compliance

Integrates risk management, compliance, and ESG goals in enterprise operations

Collaboration module and integrated DMS replace spreadsheets and manual processes, enabling focus on high-value activities



Cloud-based Enterprise Automation System for higher education institutions

Streamlines key processes from application to learning to exams to results

Modules cater to courses, faculty, students and support staff

Today's Enterprise Stack... Mapped to 3i Offerings



Select Clients

BANKING



INSURANCE



FINANCE



MANUFACTURING



GOVERNMENT



Values & Aspirations

Our Purpose

Enabling Transformation That's Agile, Secure, and Intelligent in A Digital-First Future

At 3i Infotech, we are dedicated to consistently maximizing your digital potential, helping you achieve tangible results. Our innovative solutions and expert guidance are crafted to bring your vision to life.

Heart Over Hype



Own the Outcome



Invent with Purpose



Built to Bounce Back



Together, We Go Further



Foundations First



Our Differentiators



Microservices, SASE, AI, ML, Generative AI, Cloud Observability & Optimization

Superior Technology Stack



Leverage clients existing investments, achieve interoperability and compatibility

Tech Agnostic Solutions



Alignment of business & process objectives - fix the process before fixing the technology

First-Time Right Solution



Outcome based partnership linked to business KPIs

Engagement Flexibility



Providing right skilled and borderless future ready workforce

Agile Workforce



Understanding of people, culture & business environments across all continents

Globally Local Presence



"Try & Buy" flexibility
"No Capex only Opex"
"Pay As You Go" model

Ease of Working with 3i

Management Team



Raj Ahuja

Acting Group Chief
Executive Officer

Business, Sales and Delivery



Harish Shenoy

Business Head –
USA



Navneesh Sarin

Business Head –
Business Process
Services



Nilesh Gupta

Senior VP & Global
Practice Head – Cloud
First



Ramu Bodathula

Senior VP & Global
Delivery Head



Vinod Pahlawat

Chief Growth
Officer

Corporate



Girish Nair

VP– Risk &
Governance & Chief
Risk Officer



Shilpa Pai

Senior VP – HR



Shirish Kalamkar

VP– Chief Technology
Officer



Vaibhav Somani

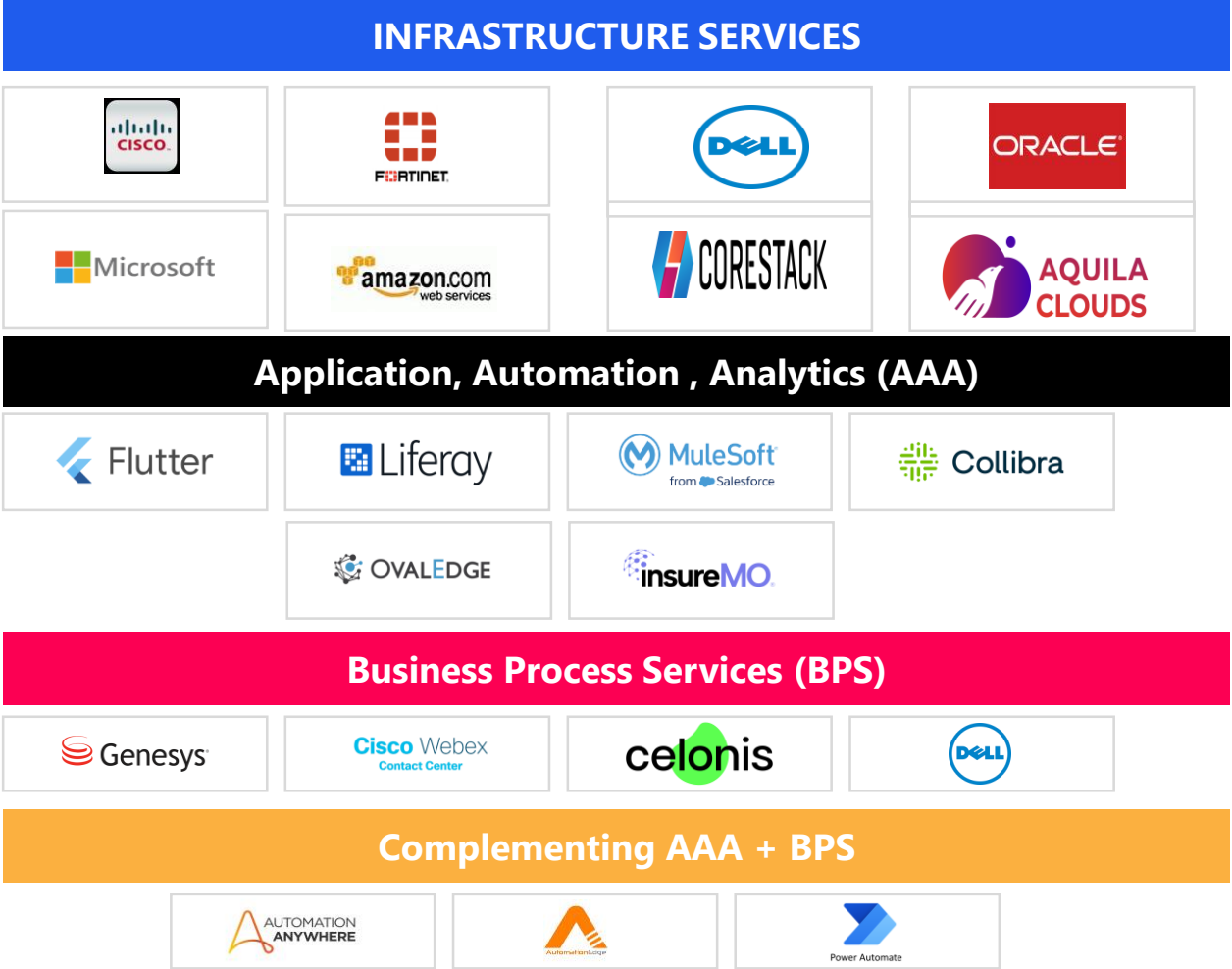
Acting Chief Financial
Officer



Varika Rastogi

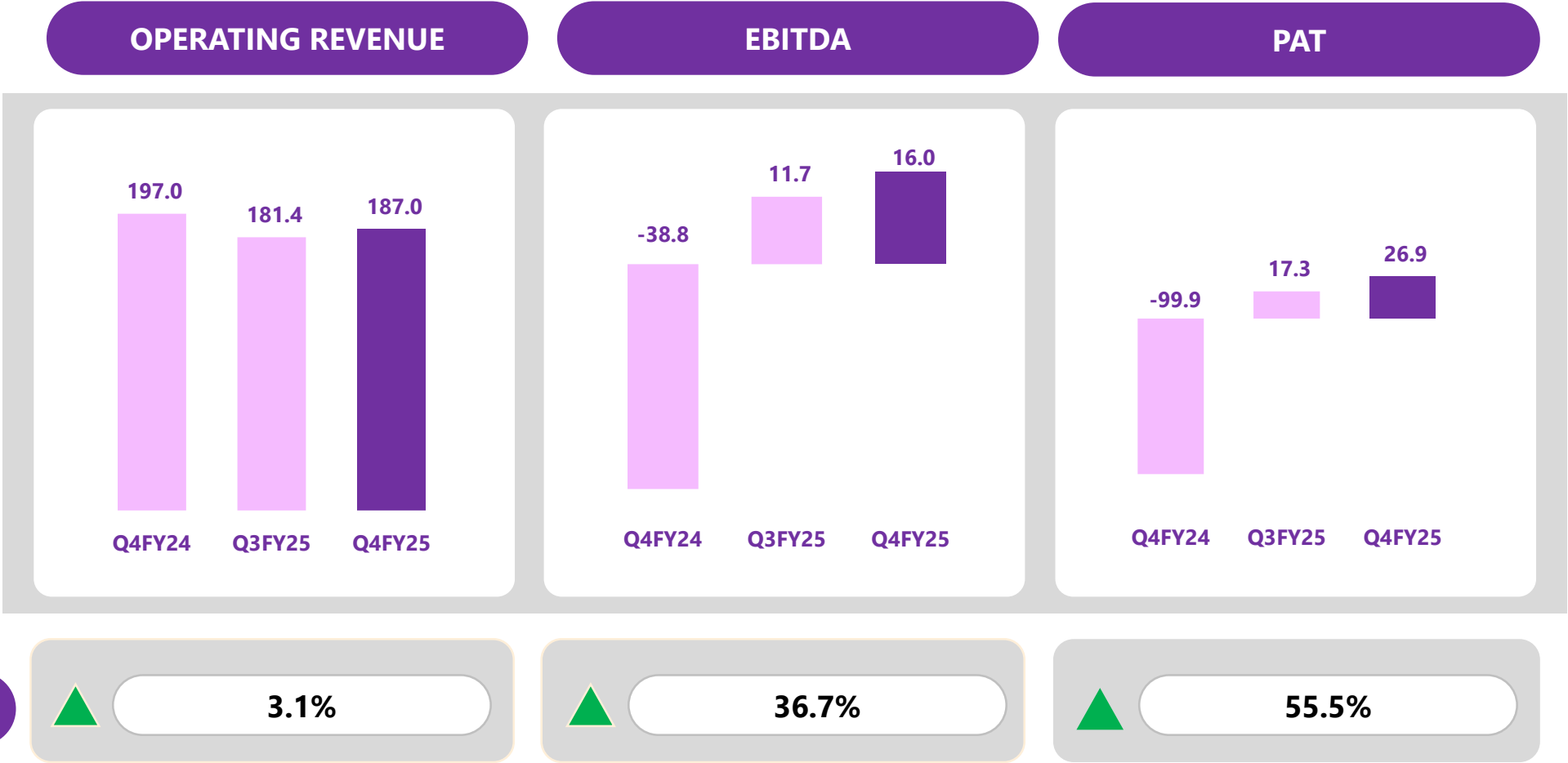
VP–Company Secretary
Secretarial

Partnerships

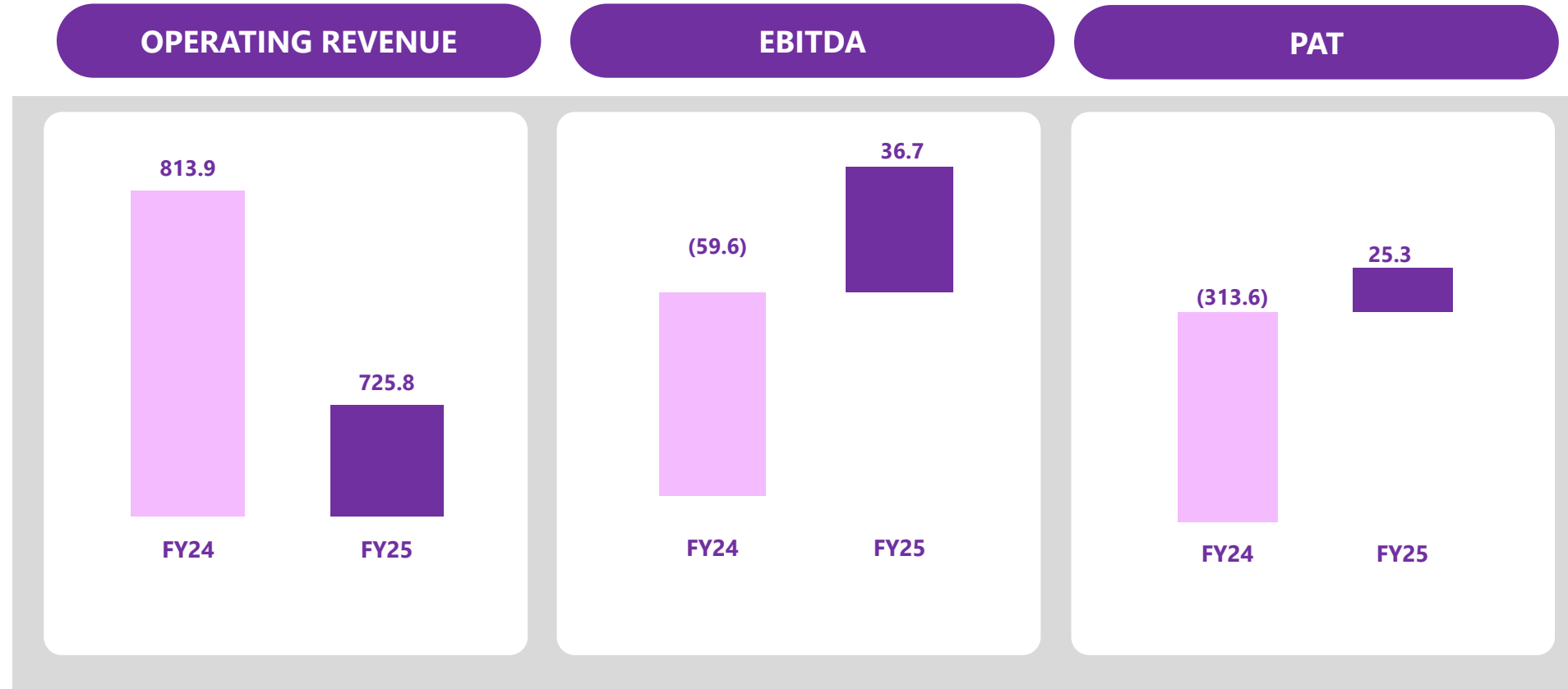


Financials

Financial Highlights – Q4FY25 (INR Cr)



Financial Highlights – FY25 (INR Cr)



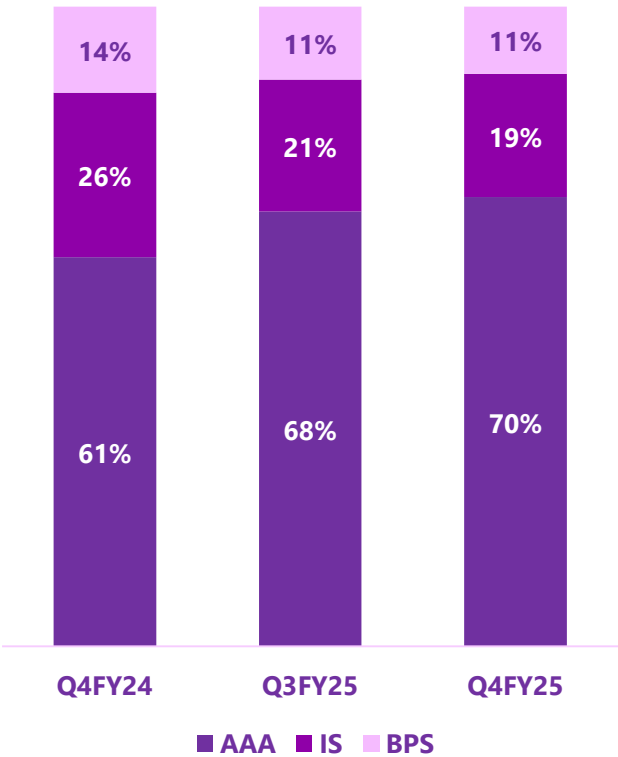
Consolidated P&L Summary

Particulars		Q4FY25	Q3FY25	QoQ Growth	Q4FY24	YoY Growth		FY25	FY24	YoY Growth
Revenue (INR Cr)	Revenue from Operations	187.0	181.4	↑ 3.1%	197.0	↓ -5.1%		725.8	813.9	↓ -10.8%
	Other Income	5.8	4.1		0.8			15.7	3.3	
	Total Income	192.8	185.5	↑ 3.9%	197.8	↓ -2.5%		741.5	817.2	↓ -9.3%
Margins (INR Cr)	EBITDA	16.0	11.7	↑ 36.8%	-38.8			36.7	-59.6	
	PBT before exceptional item	6.3	18.5	↓ -65.9%	-47.1			11.6	-62.6	
	PBT after exceptional item	6.3	18.5	↓ -65.9%	-98.9			11.6	-299.3	
	PAT	26.9	17.3	↑ 55.5%	-99.9			25.3	-313.6	
Margin (%)	EBITDA Margin	8.6%	6.4%		-19.7%			5.1%	-7.3%	
	PBT Margin before exceptional item	3.4%	10.2%		-23.9%			1.6%	-7.7%	
	PBT Margin after exceptional item	3.4%	10.2%		-50.2%			1.6%	-36.8%	
	PAT Margin	14.4%	9.5%		-50.7%			3.5%	-38.5%	
EPS (INR)	Basic & Diluted EPS (INR)	1.6	1.0		-5.9			1.5	-18.6	

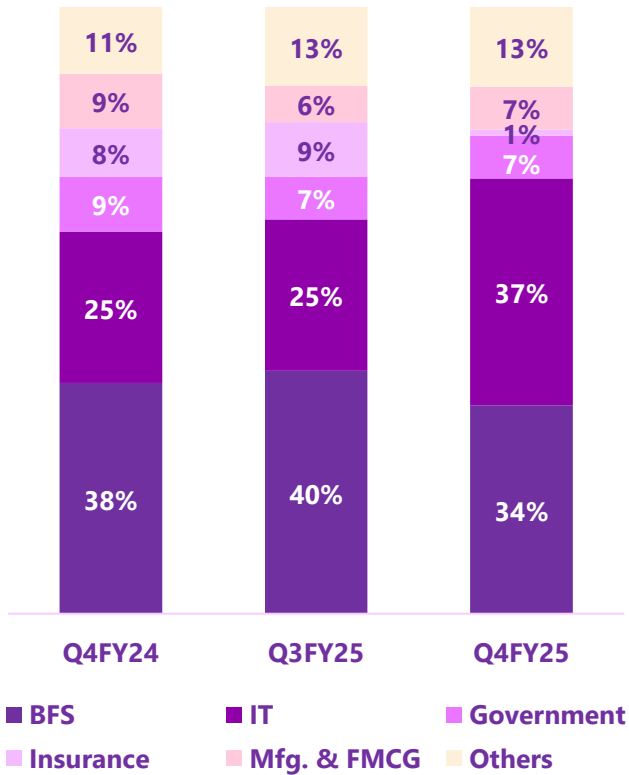
***EBITDA & PAT turned positive in FY25**

Revenue Mix

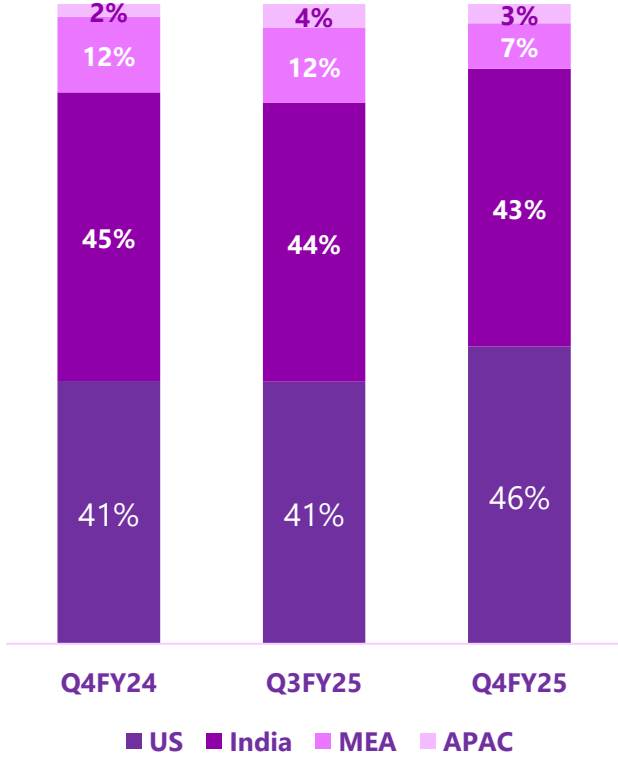
LOB



Industry



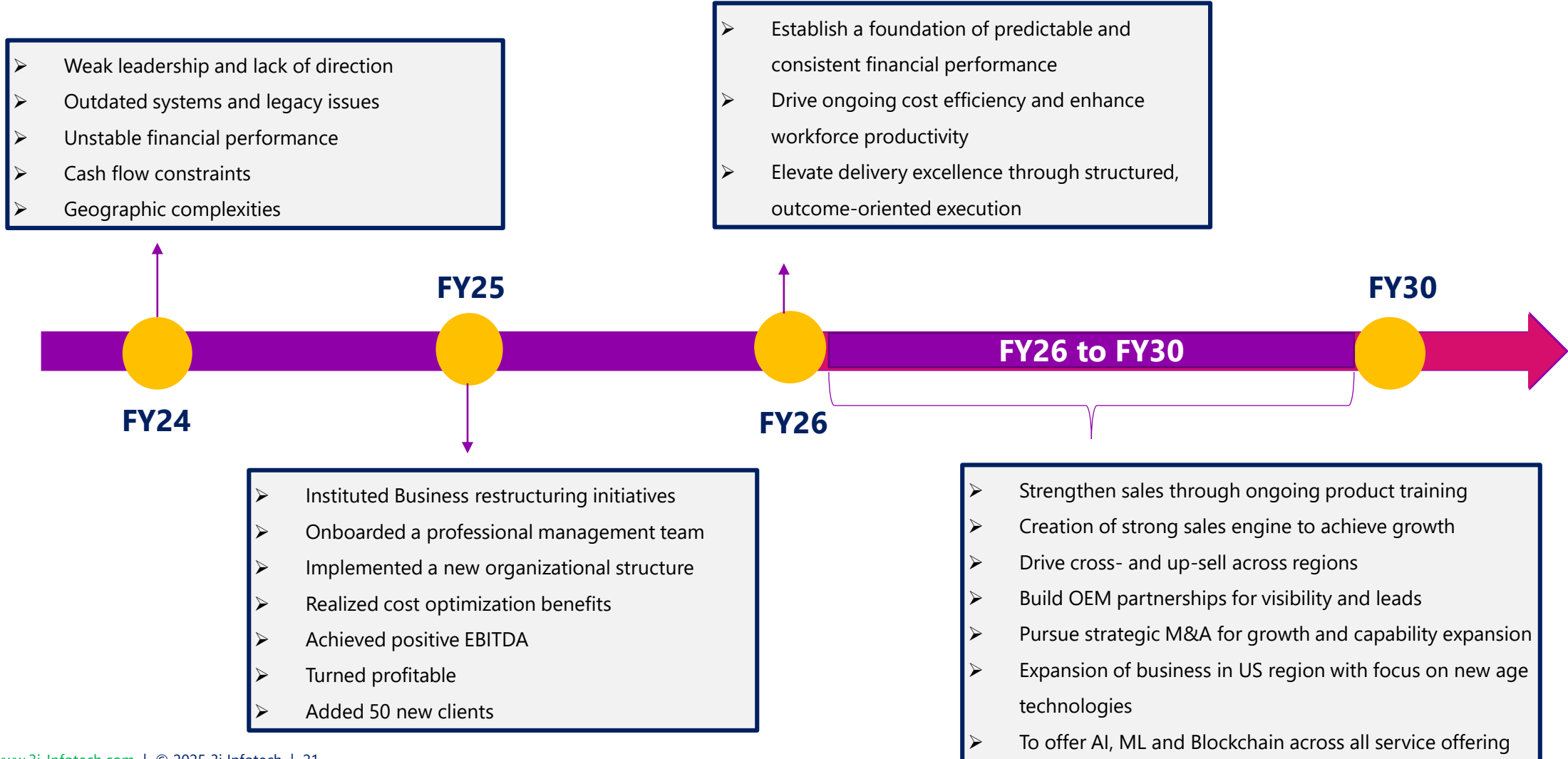
Region



*Note: AAA - Application, Automation, Analytics; IS – Infrastructure Services; BPS – Business Process Services
MEA includes KSA and the operations in KSA have been closed in Dec-24
APAC excludes India*

5 Years Strategic Roadmap

Strategic Plan - Vision 2030



Highlights FY25 and FY26 Strategy

AAA

BPS

IS

FY25 HIGHLIGHTS

- Largest revenue contributor
- Rs. 483.0 Cr revenue (67% of total); GM: 14.9%

- Rs. 91.5 Cr revenue; GM: 19.0%
- High service levels, no audit issues

- Revenue: Rs.150.7 Cr; GM: 12.4%
- Enhanced operational efficiency with integrated ITSM and AI Ops

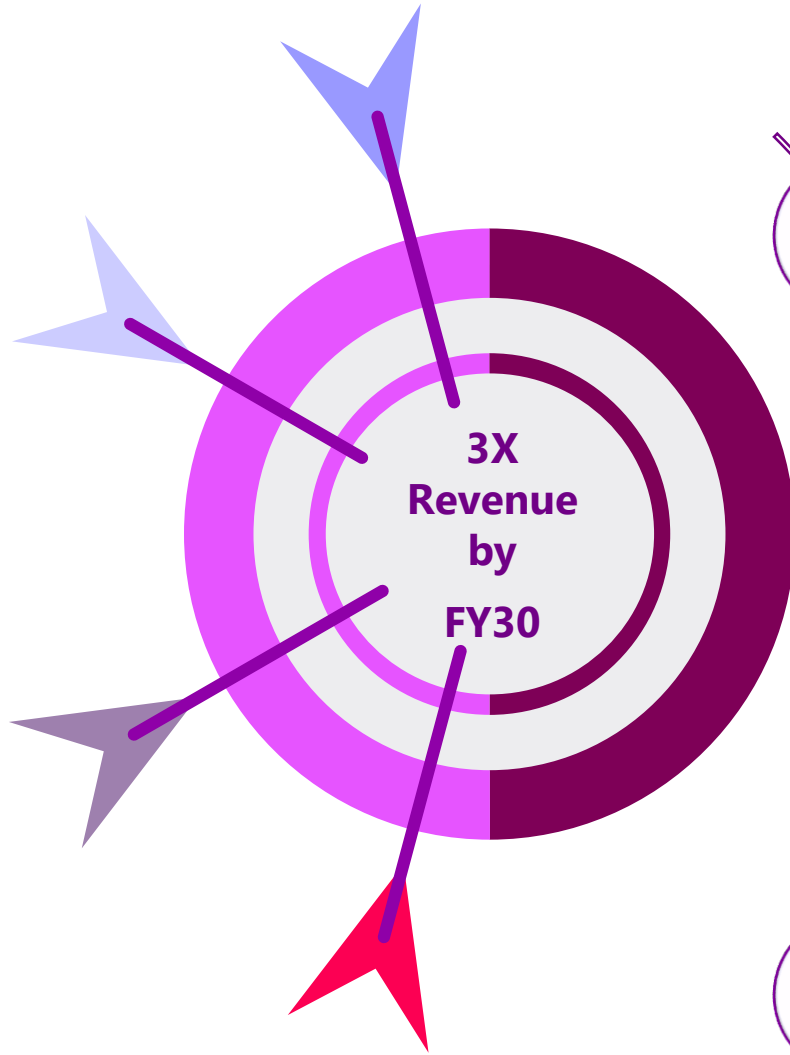
FY26 STRATEGY

- **Business Growth & Customer Engagement:**
Strengthen connects and expand BFSI via AI/ML, RPA, and data-driven growth
- **Capability Building & Talent Strategy:**
Build SME skills, boost pre-sales, reduce vendors, and hire top-tier talent
- **Workforce Optimization & Retention:**
Optimize deployment, upskill teams, and invest in global talent permits
- **Technology & Solution Expansion:**
Deepen Salesforce, SAP, Dynamics skills; set up COEs for scale

- **Market Expansion:**
Grow in US/UAE, expand in Financial Services & CX, scale India ops, embed digital-first
- **Talent Development:**
Invest in leadership and AI/ML-led training & certification
- **Margin & Cost Optimization:**
Shift ops to Tier 3/4 cities, launch apprenticeships, reduce attrition, enhance analytics
- **Operational Excellence:**
Drive AI-led process mining, improve real-time reporting & enable CXO-level insights

- **Market Leadership**
Lead IT services in India, UAE & US
- **Business Growth**
Achieve 20%+ CAGR through account expansion and acquisitions.
- **High-Margin Offerings**
Scale cloud, security, and AI operations, shifting to outcome-based contracts for higher profit.
- **Workforce & Innovation**
Maintain <10% attrition with strong R&D, L&D, automation, and CoEs
- **Financial Strength**
Maintain a debt-free, high-margin model and strengthen financial planning

Growth Drivers



FY25 revenue: Rs. 725.8 Crore



Focus on execution and scale all 3 LOBs



Strengthen core offerings across the regions (especially North America, Middle East)



New frontiers – AI, Blockchain, IoT, and an extended Cybersecurity portfolio

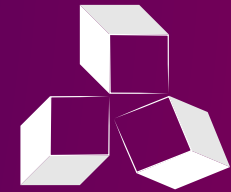


Improve operational parameters



Building of COE's, OEM and New age technology partnerships to accelerate the GTM strategy

Thank you



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