

3i Infotech Limited – Q1 FY23 Facts Book

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Income Statement (INR Cr)	Q1 FY 22	Q4 FY 22	Q1 FY 23
Operating revenue	159.9	175.6	179.2
Cost of revenue	141.3	140.9	162.9
Gross profit	18.6	34.7	16.3
<i>Gross profit % of revenue</i>	12%	20%	9%
Sales expenses	8.2	10.2	11.5
General and administration expenses	8.9	21.2	11.1
Operating expenses	17.1	31.3	22.6
<i>% of revenue</i>	0.1	0.2	0.1
Earnings before interest, tax, depreciation and amortization	1.5	3.4	-6.3
<i>EBITDA % of revenue</i>	0.0	0.0	-0.0
Depreciation and amortisation	2.9	4.8	4.8
Earnings before interest and tax (EBIT)	-1.4	-1.4	-11.1
<i>EBITDA % of revenue</i>	-0.0	-0.0	-0.1
Finance costs	1.6	2.2	2.3
Other income (inclusive of Forex (Loss) / Gain)	2.8	0.5	13.7
Unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts (See Note 4)	0.9	-	-
Exceptional Item - Expense / (Income)	5.7	2.5	-0.7
Profit before tax	-6.8	-5.6	-0.4
<i>% of revenue</i>	-0.0	-0.0	-0.0
Provision for taxation	1.1	-1.7	1.1
Profit after tax	-7.9	-3.9	-1.5
PAT as % of revenue	-0.0	-0.0	-0.0

Other Metrics

Revenue By Service Offering	Q1 FY 22	Q4 FY 22	Q1 FY 23
IT Solutions	90.9%	88.3%	87.7%
AAA	75.9%	73.1%	72.4%
CLOUD_COE	0.3%	0.7%	1.3%
IMS	14.7%	14.5%	14.0%
Transaction service	9.1%	11.7%	12.3%
BPO	9.1%	10.7%	10.9%
DIGI_BPS	0.0%	1.0%	1.5%
Total	100%	100%	100%

Revenue By Industry	Q1 FY 22	Q4 FY 22	Q1 FY 23
INFORMATION TECHNOLOGY	36.9%	34.3%	32.6%
BFS (BANKING FINANCIAL SERVICES)	27.3%	28.1%	28.8%
INSURANCE	4.8%	4.9%	4.9%
GOVERNMENT	8.0%	7.9%	7.9%
Mfg. & FMCG	1.8%	2.7%	3.7%
OTHERS	21.3%	22.1%	22.1%
Total	100%	100%	100%

Revenue By Geographical Segment	Q1 FY 22	Q4 FY 22	Q1 FY 23
US	55.2%	53.8%	52.8%
SAG	30.2%	31.9%	33.5%
MEA	8.3%	7.5%	6.6%
KSA	3.3%	3.7%	4.2%
APAC	2.9%	3.1%	2.8%
UK	0.1%	0.1%	0.1%
Total	100%	100%	100%

Client Data	Q1 FY 22	Q4 FY 22	Q1 FY 23
Number of Clients	397	425	409
0-100 K	141	198	145
100-500K	226	199	225
500K-1 MN	13	11	20
1 MN +	17	17	19

Revenue from top clients (%) - annualised basis RR	Q1 FY 22	Q4 FY 22	Q1 FY 23
Revenue- top 5 clients	14.3%	15.1%	14.3%
Revenue- top 10 clients	23.6%	24.0%	23.2%
Revenue- top 20 clients	35.7%	36.3%	35.7%

Employee data

Headcount	Q1 FY 22	Q4 FY 22	Q1 FY 23
AAA	1,300	1,445	1,419
DIGITAL IMS	1,155	1,271	1,379
Global BPS	1,709	2,555	2,585
GROW BUSINESS/BUILD	31	79	146
SALES	55	69	80
CORPORATE GROUP	179	173	179
Total	4,429	5,592	5,788

Gross employees added during the period	NA	905	196
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'% of Women employees'	20.3%	23.5%	23.5%
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Exchange Rates

Rupee Dollar Rate	Q1 FY 22	Q4 FY 22	Q1 FY 23
Period Closing Rate	74.22	75.5	78.8
Period Average Rate	73.68	74.38	77.0

Revenue By Currency	Q1 FY 22	Q4 FY 22	Q1 FY 23
USD	57.0%	55.4%	55.5%
INR	30.0%	32.1%	33.8%
AED	8.7%	6.0%	3.4%
SAR	1.2%	3.3%	4.2%
THB	1.9%	2.7%	2.4%
MYR	0.7%	0.4%	0.4%
SGD	0.3%	0.1%	0.1%
GBP	0.0%	0.0%	0.0%
EUR	0.1%	0.1%	0.1%
Total	100.0%	100.0%	100.0%

Effective Tax Rate

Accounts receivables (in days)	Q1 FY 22	Q4 FY 22	Q1 FY 23
Billed	63	51	50
Unbilled	47	43	48
Total	110	94	99