



November 14, 2017

National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East)
Mumbai – 4000 51

BSE Limited
Corporate Relationship Department
P.J Towers,
Dalal Street
Mumbai – 4000 01

Scrip Symbol: INFINITE

Scrip Code: 533154

Sub: Fact Sheet and Investor Presentation

Ref: Audited Financial Results for Quarter and Half Year ended September 30, 2017.

Dear Sir,

Please find attached a copy of the Fact Sheet and Investor Presentation which the Company proposes to share with Analysts with respect to the Audited Standalone and Consolidated Financial Results of the Company for the Quarter and Half Year ended September 30, 2017, duly approved by the Directors in their meeting held on November 14, 2017.

We request you to take the same on your record.

Thanking You,

Yours faithfully,

for **Infinite Computer Solutions (India) Limited**



Rajesh Kumar Modi
Company Secretary



Encls: a/a



exciting times...infinite possibilities...

A white line graph is overlaid on the image. It starts with a jagged, fluctuating line that trends upwards from left to right. At the end of this line, a straight white arrow points diagonally upwards and to the right. The background of the slide features a person in a dark suit with their hand held out, palm up, from which a bright, glowing orange and yellow light emanates, casting a soft glow on the line graph.

"Success works as a cycle - growth and contraction, balancing and unbalancing - all while you're encountering hurdles that get higher and higher over time."
~Julien Smith, Author of The Flinch

FACT SHEET – Q2, FY 2017 - 18

Safe Harbour

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the company has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Performance (Rs Cr.)	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2	FY 18 H1
Revenue	1,737.44	2,108.30	2,366.28	720.48	704.78	1,425.26
EBITDA	190.14	191.59	197.39	44.82	47.86	92.68
EBIT	139.58	152.67	157.07	36.48	39.30	75.78
PAT	112.91	121.97	122.30	27.32	28.46	55.78
EBITDA to Revenue	11.0%	9.1%	8.3%	6.2%	6.8%	6.5%
EBIT to Revenue	8.0%	7.2%	6.6%	5.1%	5.6%	5.3%
PAT to Revenue	6.5%	5.8%	5.2%	3.8%	4.0%	3.9%
No. of Shares	4,01,56,459	3,87,06,459	3,30,46,459	3,30,46,459	3,30,46,459	3,30,46,459
EPS (in Rs.)	28.08	30.78	31.52	8.22	8.56	16.78
Effective Tax Rate	21.7%	23.7%	26.9%	27.0%	29.6%	28.3%
Average exchange Rate	61.15	65.44	67.09	64.46	64.29	64.38

Performance (USD Mn.)	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2	FY 18 H1
Revenue	283.94	321.84	352.66	111.77	109.63	221.40
EBITDA	31.11	29.23	29.41	6.95	7.44	14.40
EBIT	22.83	23.28	23.40	5.66	6.11	11.77
PAT	18.47	18.61	18.22	4.24	4.43	8.66
EBITDA to Revenue	11.0%	9.1%	8.3%	6.2%	6.8%	6.5%
EBIT to Revenue	8.0%	7.2%	6.6%	5.1%	5.6%	5.3%
PAT to Revenue	6.5%	5.8%	5.2%	3.8%	4.0%	3.9%

Performance by Quarter – Rs. Cr.	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Revenue	534.55	558.18	628.06	645.49	720.48	704.78	1,425.26
EBITDA	47.87	49.78	56.97	42.77	44.82	47.86	92.68
PAT	30.39	31.13	38.05	22.73	27.32	28.46	55.78
EBITDA to Revenue	9.0%	8.9%	9.1%	6.6%	6.2%	6.8%	6.5%
PAT to Revenue	5.7%	5.6%	6.1%	3.5%	3.8%	4.0%	3.9%

Growth - Key Financials (YoY)	In Rupee Terms					
	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2
Revenue Growth	13.8%	11.5%	7.4%	16.6%	34.8%	26.3%
EBITDA Growth	25.0%	12.9%	-7.2%	-10.6%	-6.4%	-3.9%
PAT Growth	17.9%	13.6%	-1.0%	-25.1%	-10.1%	-8.6%
Growth - Key Financials (Sequential)	In Rupee Terms					
	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2
Revenue Growth	-3.4%	4.4%	12.5%	2.8%	11.6%	-2.2%
EBITDA Growth	0.1%	4.0%	14.4%	-24.9%	4.8%	6.8%
PAT Growth	0.1%	2.4%	22.2%	-40.3%	20.2%	4.2%

Performance by Quarter - USD Mn.	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Revenue	79.87	83.36	93.10	96.33	111.77	109.63	221.40
EBITDA	7.15	7.43	8.45	6.38	6.95	7.44	14.40
PAT	4.54	4.65	5.64	3.39	4.24	4.43	8.66
Currency Rate - USD	66.93	66.96	67.46	67.01	64.46	64.29	64.38
EBITDA to Revenue	9.0%	8.9%	9.1%	6.6%	6.2%	6.8%	6.5%
PAT to Revenue	5.7%	5.6%	6.1%	3.5%	3.8%	4.0%	3.9%

Growth - Key Financials (YoY)	In Dollar Terms					
	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2
Revenue Growth	8.0%	8.0%	5.0%	17.5%	39.9%	31.5%
EBITDA Growth	18.6%	9.3%	-9.3%	-9.9%	-2.8%	0.2%
PAT Growth	11.9%	9.9%	-3.3%	-24.6%	-6.7%	-4.7%
Growth - Key Financials (Sequential)	In Dollar Terms					
	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2
Revenue Growth	-2.6%	4.4%	11.7%	3.5%	16.0%	-1.9%
EBITDA Growth	1.0%	3.9%	13.7%	-24.4%	8.9%	7.1%
PAT Growth	1.0%	2.3%	21.4%	-39.9%	24.9%	4.5%



Revenue Client	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Top Client	50.43%	51.79%	54.84%	51.63%	54.41%	52.37%	60.25%	62.59%	60.97%	61.79%
Top 5 Clients	80.35%	80.19%	80.40%	81.01%	80.85%	78.44%	82.50%	81.61%	79.22%	80.43%
Top 10 Clients	91.20%	90.92%	90.71%	92.05%	92.08%	91.07%	91.59%	90.90%	89.93%	90.29%

No. of active clients	88	119	151	131	136	131	151	155	166
No. of clients added				20	24	12	20	9	15

	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
US\$ 1 mn Clients	15	18	16	18	17	18	16	19	20	20
US\$ 5 mn Clients	9	7	8	7	7	7	8	8	8	8
US\$ 10 mn Clients	6	7	6	7	7	7	6	6	6	6
US\$ 20 mn Clients	2	2	3	3	3	3	3	3	3	3

Average Bill Rate (in USD)	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Offshore	\$ 23.00	\$ 22.30	\$ 20.99	\$ 20.18	\$ 21.05	\$ 21.75	\$ 20.85	\$ 20.40	\$ 19.32	\$ 19.86
On-site	\$ 75.00	\$ 83.35	\$ 81.71	\$ 84.11	\$ 80.97	\$ 82.21	\$ 80.14	\$ 82.48	\$ 82.14	\$ 82.31

Revenue - Engagement Model	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Fixed Price / SOW / Managed T&M	15.4%	17.6%	20.0%	21.0%	19.6%	21.4%	18.0%	17.4%	16.8%	17.1%
Revenue Sharing	18.6%	15.4%	11.7%	13.2%	11.2%	14.0%	9.0%	8.5%	10.4%	9.4%
T & M	66.0%	67.0%	68.3%	65.8%	69.2%	64.6%	73.0%	74.1%	72.8%	73.5%

Revenue - Vertical	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Telecom & Media	40.0%	37.0%	32.6%	32.9%	32.3%	35.8%	29.4%	25.5%	26.7%	26.1%
Technology	39.6%	40.0%	40.7%	39.5%	40.8%	38.4%	43.9%	49.2%	47.9%	48.5%
Healthcare	14.5%	18.4%	23.6%	24.1%	23.9%	23.0%	23.4%	22.2%	20.9%	21.6%
BFSI	1.5%	1.3%	0.7%	1.3%	0.4%	1.1%	0.2%	0.2%	0.7%	0.4%
Others	4.4%	3.3%	2.4%	2.2%	2.6%	1.7%	3.1%	2.9%	3.8%	3.4%

Revenue - Offering	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Technology Solutions	70.0%	73.6%	79.6%	77.3%	79.3%	78.2%	83.0%	85.2%	83.6%	84.4%
Mobility	15.9%	14.1%	10.6%	11.5%	10.3%	12.8%	8.2%	7.5%	9.8%	8.7%
Product Engineering	14.1%	12.3%	9.8%	11.2%	10.4%	9.0%	8.8%	7.3%	6.5%	6.9%

Revenue Region	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
Offshore Revenue	21.2%	20.7%	15.4%	16.0%	15.9%	17.0%	12.8%	12.1%	16.2%	14.1%
Onsite Revenue	78.8%	79.3%	84.6%	84.0%	84.1%	83.0%	87.2%	87.9%	83.8%	85.9%

Revenue - Location	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1	FY 18 Q2	FY 18 H1
USA	87.1%	88.2%	89.1%	88.9%	88.1%	90.2%	89.1%	90.2%	89.2%	89.7%
Europe	0.1%	0.1%	0.6%	0.3%	0.4%	0.8%	0.7%	0.5%	0.4%	0.4%
India	6.9%	6.4%	4.9%	5.2%	5.3%	3.8%	5.4%	5.3%	6.5%	5.9%
APAC	5.9%	5.3%	5.4%	5.6%	6.2%	5.2%	4.8%	4.0%	3.9%	4.0%

Employees Metrics	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2
Total Employees	5138	4712	5001	5236	5184
Technical Staff - Billed *	4493	4177	4455	4679	4657
Technical Staff - Billed - Offshore	2817	2300	2008	2033	2095
Technical Staff - Billed - Onsite	1676	1877	2447	2646	2562
Technical Staff – Non-Billable	281	173	199	207	176
Sales	96	88	72	74	74
Support Staff	268	274	275	276	277
India Headcount	3331	2695	2423	2459	2495
Headcount Outside India	1807	2017	2578	2777	2689
Net Additions #	256	-426	289	235	-52
Attrition Rate - Global	18.03%	18.50%	19.06%	19.12%	18.50%
* includes consultants					
Utilization	79%	82%	81%	82%	81%

		FY 15*	FY 16*	FY 17*	FY 18 Q1	FY 18 Q2
DSO of Total Business	= (Debtors + Unbilled Receivables as in Balance Sheet) / Sales in financials	118	111	111	109	114

DSO Considering only Receivables (ie Unbilled Receivables are not included)	FY 16	FY 17	FY 18 Q1	FY 18 Q2
Total - Only Receivables considered i.e. w/o Unbilled Receivables	76	79	81	84

* Sales in financials includes Pass thru revenue considered at Gross for DSO Calculation

	Rs in Crore				
	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2
Net worth (in Rs. Crores)	791.47	911.88	867.51	894.78	930.05
Return on net worth (after extraordinary and prior period items)	14.26%	13.28%	13.92%	12.14%	12.17%
Total cash (in Rs. Crores) *	177.63	311.50	281.28	307.46	268.80
Cash per share	44.23	80.48	85.12	93.04	81.34

The Total Cash is the Amount of Cash & Cash Equivalents, Investment in Liquid Mutual Funds and reduced by the Book Overdraft from Bank

Rs in Crore

	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2	FY 18 H1
Revenue	1,737.44	2,108.30	2,366.28	720.48	704.78	1,425.26
Direct Expenses	1,223.95	1,522.34	1,721.86	554.05	539.86	1,093.91
GM	513.49	585.96	644.42	166.43	164.92	331.35
SG & A	323.35	394.37	447.03	121.61	117.06	238.67
EBITDA	190.14	191.59	197.39	44.82	47.86	92.68
Forex gain / (loss)	0.57	6.44	(4.09)	(0.26)	0.70	0.44
Depreciation	(51.60)	(47.75)	(37.73)	(8.41)	(8.44)	(16.85)
Other income (Including OCI*)	0.47	2.36	2.86	0.32	0.32	0.64
Gain / (Loss) on sale of FA & Inv.	-	0.03	(1.36)	0.01	(1.13)	(1.12)
EBIT	139.58	152.67	157.07	36.48	39.31	75.79
Interest Income	5.81	8.45	11.43	1.61	1.83	3.44
Interest Expenditure	1.21	1.20	1.05	0.65	0.68	1.33
PBT	144.18	159.92	167.45	37.44	40.46	77.90
Tax (Including Tax on OCI*)	31.27	37.95	45.15	10.12	11.99	22.11
PAT	112.91	121.97	122.30	27.32	28.47	55.79

Gross Margin	29.6%	27.8%	27.2%	23.1%	23.4%	23.2%
SG & A to Revenue	18.6%	18.7%	18.9%	16.9%	16.6%	16.7%
EBITDA Margin	10.9%	9.1%	8.3%	6.2%	6.8%	6.5%
EBIT Margin	8.0%	7.2%	6.6%	5.1%	5.6%	5.3%
PBT to Revenue	8.3%	7.6%	7.1%	5.2%	5.7%	5.5%
PAT to Revenue	6.5%	5.8%	5.2%	3.8%	4.0%	3.9%

* 1. For FY 2017-18, FY 2016-17 & FY 2015 -16 Other income includes Other Comprehensive Income (OCI) arising on adoption of Ind AS.

2. For FY 2017-18 & FY 2016 - 17 other income is adjusted with share of minority interest

	Rs in Crore				
	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2
ASSETS					
Non-current assets					
Property, plant and equipment including Goodwill	295.10	330.49	320.92	315.00	311.94
Investments	1.41	1.49	1.46	1.46	4.90
Deferred tax assets, (net)	17.61	23.66	24.38	25.73	25.23
Other Non-Current Assets	50.50	74.16	48.20	48.08	49.02
Current assets					
Trade receivables	474.55	525.00	638.53	654.84	659.57
Cash & cash equivalents	185.79	311.50	281.28	307.46	286.53
Loans and Advances	7.21	6.16	6.49	6.09	6.28
Other Current Financial Assets	201.16	250.20	246.75	244.92	285.86
Current Tax Assets (Net)	155.62	199.40	228.16	231.03	255.80
Other Current Assets	62.81	53.13	43.92	44.92	45.70
	1,451.76	1,775.20	1,840.09	1,879.52	1,930.83
EQUITY AND LIABILITIES					
Equity					
Equity Share Capital	40.16	38.71	33.05	33.05	33.05
Other Equity (Reserves)	751.31	872.83	834.46	861.73	897.00
Minority Interest	-	-	(0.07)	(0.07)	-
LIABILITIES					
Non-Current Liabilities					
Borrowings	0.36	0.27	0.27	0.30	0.37
Provisions	4.14	4.60	5.56	5.83	6.10
Deferred tax liabilities (net)	22.76	30.19	20.10	21.04	17.84
Current Liabilities					
Borrowings	58.74	69.09	135.72	158.75	146.19
Trade payables	158.03	182.21	297.69	306.35	281.70
Other Financial Liabilities	2.03	54.40	22.59	14.12	18.17
Other Current Liabilities	102.51	111.25	102.41	98.26	114.65
Provisions	163.29	234.75	161.30	141.41	162.05
Current Tax Liabilities (Net)	148.43	176.91	227.01	238.76	253.71
	1,451.76	1,775.20	1,840.09	1,879.52	1,930.83

From 2016 as per IND AS

Rs in Crore

	FY 15	FY 16	FY 17	FY 18 Q1	FY 18 Q2	FY 18 H1
Pre-Tax Profit	144.15	158.37	165.15	37.21	40.19	77.40
Depreciation	51.60	47.75	37.73	8.41	8.44	16.85
Other Adjustments	(3.90)	(7.49)	(4.99)	0.05	0.18	0.23
Change in Working capital	(42.87)	55.83	(70.10)	(37.03)	(29.48)	(66.51)
Taxes Paid	(44.34)	(56.34)	(39.17)	(2.84)	(24.59)	(27.43)
Operating Cash Inflow	104.64	198.12	88.62	5.80	(5.26)	0.54
Capital Expenditure	(18.70)	(62.28)	(38.34)	(3.07)	(2.59)	(5.66)
Free Cash Flow	85.94	135.84	50.28	2.73	(7.85)	(5.12)
Changes in Investments	-	-	-	-	(3.43)	(3.43)
Interest Received / (Paid)	4.58	7.82	10.09	0.65	1.88	2.53
Debt Raised/(Repaid)	(5.17)	7.74	69.66	23.26	(14.00)	9.26
Capital Raised/(Repaid)	(3.47)	(28.68)	(150.98)	-	-	-
Dividend and Dividend Tax paid	(9.50)	-	-	-	-	-
Net change in cash	72.38	122.72	(20.95)	26.64	(23.40)	3.24
Effect of Exchange Difference on translation of foreign currency	1.18	2.99	(9.27)	(0.46)	2.47	2.01
Opening Cash	112.23	185.79	311.50	281.28	307.46	281.28
Closing Cash	185.79	311.50	281.28	307.46	286.53	286.53



THANK YOU...





INVESTOR PRESENTATION

Earnings Call | Q2 2018



Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the company has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Vision...

**DELIGHTED
CUSTOMERS
PROUD
EMPLOYEES**

Measurement – Independent Survey

85% of the Customers are Delighted **80%** of the Employees Feel Proud to be Infinitions



Corporate Overview



**Established
in 1999**

Headquartered in
Bangalore, India



**Publicly listed
in 2010**

Traded in the Indian
Stock
Exchange Boards



**155 Active
Customers**

Long Term
Relationships with
Fortune 1000
Companies



**Financials
FY 17**

Revenue INR 2,366 Cr
EBITDA INR 197 Cr



**Our
People**

5,184 Worldwide
2,495 in India



**Global
Footprints**

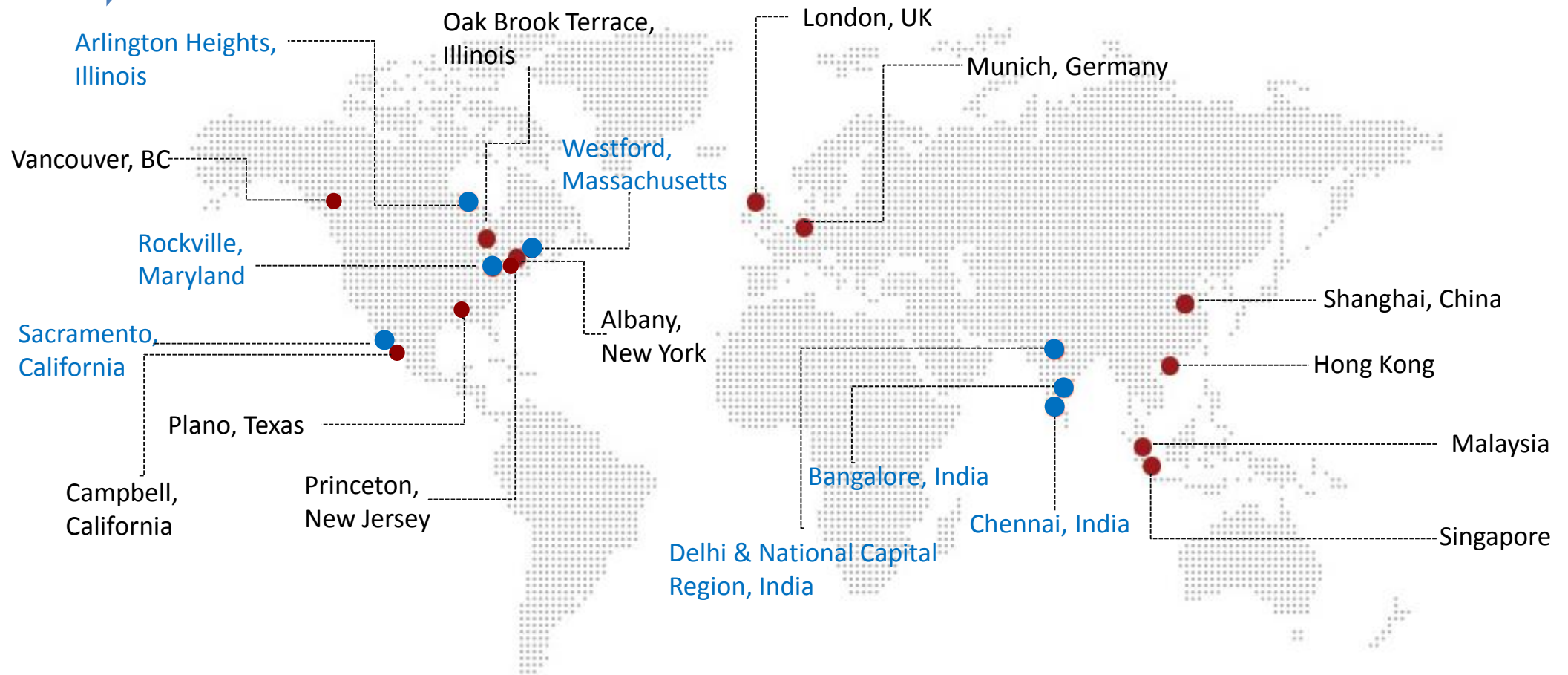
19 Offices Globally
7 Delivery Centers



Global Presence



Our global presence across 19 locations and 7 delivery centers enables right shoring options to our clients

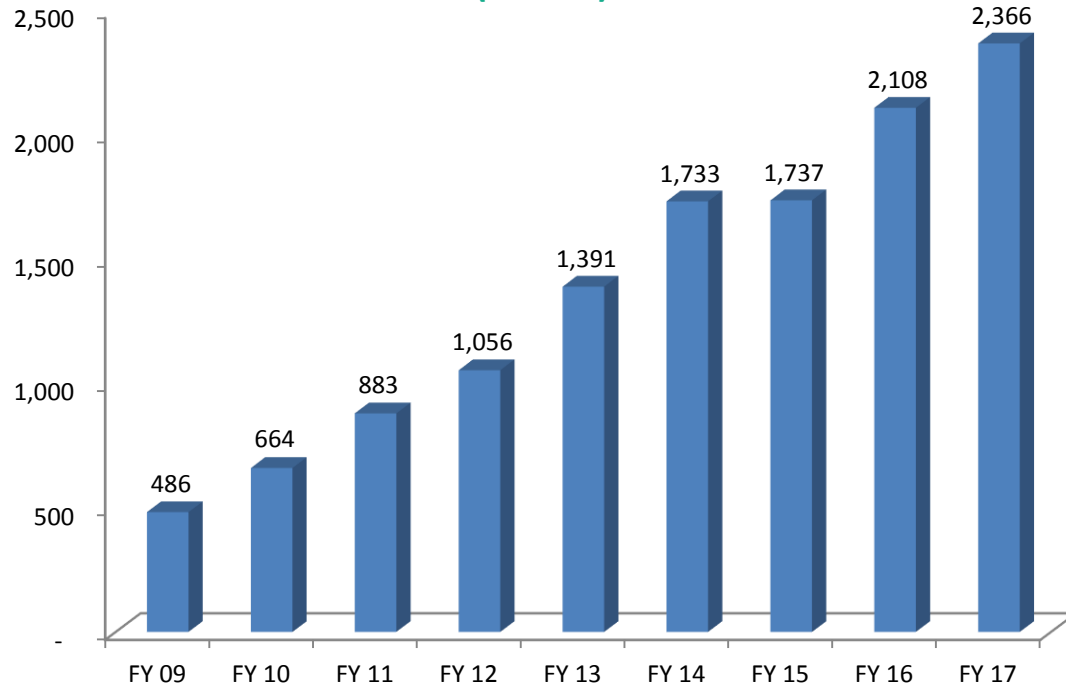


United States of America | Canada | Europe | India | Asia Pacific

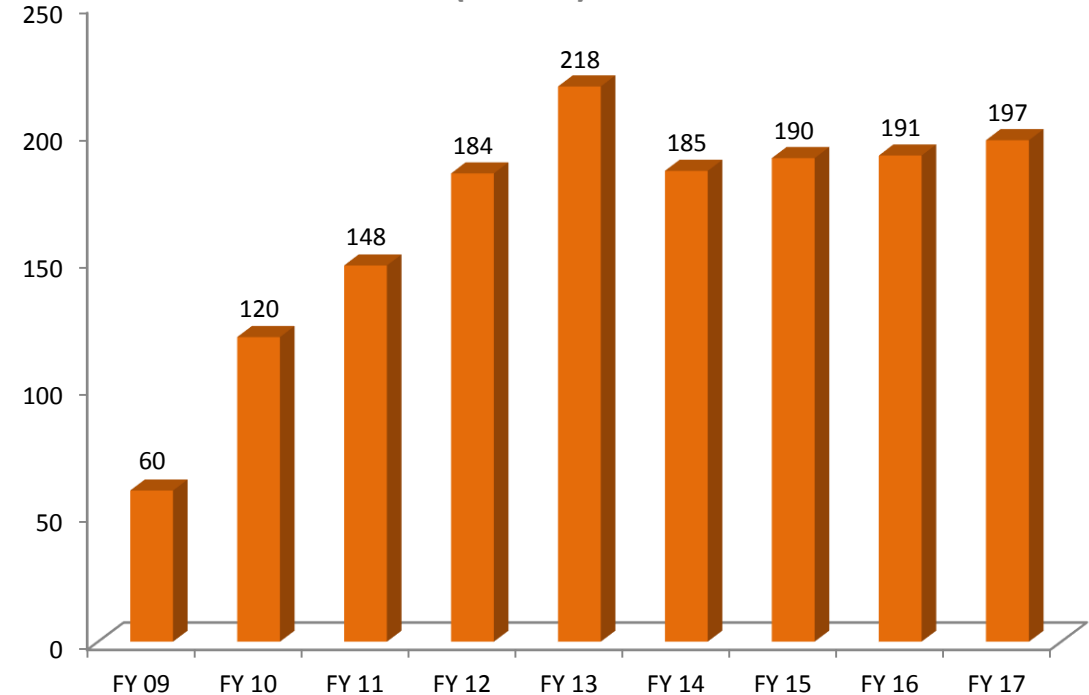
Our Performance – in INR Cr.



Revenue (INR Cr.)



EBITDA (INR Cr.)



Consistent Revenue & Margin Growth:

8 Year CAGR since end - FY 09 - Revenue – 22%; EBITDA – 16%

Long Term Relationship with Global Corporates



Leading Global SI

15+ Years.

Application Management
Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 752 M



Large Telecom SP

15+ Years.

Application Management
Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 69 M



Global Telecom OEM1

15+ Years.

Product Engineering

Relationship Value
(Last 5 Years) - US\$ 71 M



Global Telecom OEM2

9+ Years.

Product Engineering
Platform & Product Devp.

Relationship Value
(Last 5 Years) - US\$ 27 M



Healthcare Provider

8+ Years.

Enterprise Application
Management , QA Testing

Relationship Value
(Last 5 Years) - US\$ 79 M



Global Telecom OEM3

7+ Years.

Mobility & Messaging

Relationship Value
(Last 5 Years) - US\$ 198 M



Financial Services Provider

6+ Years.

Enterprise Application Mgmt.
SOA Migration,
Enterprise Analytic

Relationship Value
(Last 5 Years) - US\$ 16 M



Information Mgmt. Service Provider

6+ Years.

Enterprise Application Mgmt.
Enterprise Analytics

Relationship Value
(Last 5 Years) - US\$ 17 M

Our Differentiators



Not the typical Indian IT Service provider

USA based & Local Partner to USA Clients

Differentiated Income Model

Non-conventional Revenue Models

Flexible Business Engagement Models

Including Revenue Share & Risk Reward

Long Term relationship with Customers

Focused, Flexible and deep association

Business Value Add Led Associations

Beyond delivery, measured via a Value Scored(Prism)

Platform based Strategy

A Platformization company

Strong Domain Knowledge

Intellectual Property leveraged Solutions

CUSTOMER

- Strong Profitability
- Positive Cash Generator
- Zero Debt
- High Return Ratio
- High Dividend Yield Policy
- High Promoter Holding
- Revenue Visibility

SHAREHOLDERS



- Best in our Class Mid Sized Player with Large Complex Project
- Experience with Fortune 100 & 500 Clients
- Retention Rate 85%, Higher than Industry Standards
- Rated 5th Best Employer in India in IDC DQ

EMPLOYEES

Industry Recognitions



Zyter - Gold and Silver Golden Bridge Awards 2016 for Information Technology Services Innovations



Two Gold Awards from Network Products Guide . Best IT Services Company & Best IT Services in products category for Zyter



Winner of Silver & Bronze Stevie 2015 for Sales & Customer Service



Winner of Gold Stevie 2014 for Relationship Management Solution



Winner of Silver Stevie 2014 for Marketing Solution



Winner of 2014 Unified Communications Product of the Year Award



Forbes ranks Infinite in Asia 200 Best Under a Billion 2012



Winner of TMC's CRM Excellence Award 2015, 2014 & 2013



Telehealth Award 2015 by Health Tech



TMC Innovation Award 2015



TMC Product of the Year 2015 Communication Solutions



NASSCOM ranks Infinite in Top 20 IT Players in India 2012



Mobile Merit Awards Runner Up



CTIA Emerging Technology Awards Finalist 2012



Our Focus Areas



Verticals

- Telecom & Media
- Healthcare
- Technology
- Banking & Finance



Services

- Technology Solutions
- Product Engineering
- Mobility & Messaging



Niche Expertise

- Enterprise Analytics
- Enterprise Mobility Solutions
- Broadband Networking
- SOA Service Oriented Architecture
- Quality Assurance
- Healthcare Platform
- Agile Development
- iTASS ; Platform for Tech Support
- Next-Gen Messaging Products

Platformization™ – The Premise



- Paradigm Shift from Traditional People-dependent Delivery
→ **Automated Processes**



Platforms as a Service

- Focused alignment of ensuring higher throughput from repetitive tasks
→ **Service & Solution Platforms**



Automation at the Core

- Platform-plays leading to higher Business Impact
→ **Productivity Gains & Lower TCO**



Productivity Resources

4 VERTICALS

- Telecom
- Healthcare
- Media & Content
- Banking & Finance

8 SOLUTIONS

- Enterprise Analytics
- Enterprise Mobility
- Testing & Quality
- ADM
- IMS
- SAO
- iTAP Testing Platform
- Agile Solutions

25 PLATFORMS

- Sentiment Analytics
- Recommendation Engine
- Operational Log
- iTAP Testing
- Predictive Analytics Platform
- PC3 (Patient Connected Care)
- Digital Content Transformation
- MDM (Mobile Device Mgmt.)
- Enterprise Mobility
- ePublishing
- Enterprise Messaging
- EMS Plus
- EMS Flex
- EMS APIs
- NetSfere
- Carrier Offerings
- RCS (Rich Communication Suite)
- Mobile Messaging
- MMS Care
- SMSC Gateway
- PMC (Personal Messaging Cloud)
- Public Safety Messaging
- ACTT (Automated Carrier testing for Telecom)
- NFV (Network Function Virtualization)

Our Product Portfolio



RCS IM Server

Enterprise focused mobile messaging. Advanced & Intuitive instant messaging. Secure, Easily Deployable & Scalable.



Message Storage Application

Long-Term network-base storage for RCS, SMS, and MMS messaging



Presence Server

Presence Subscription, Notification, Publishing; XDMS; and XCAP; including Buddy Lists and Network Address Book



Enterprise Messaging Service

Hosted Cloud Messaging Services including RCS IM (Chat, PM, LMM)



Converged Messaging Server

Evolution of the messaging combining MMSC, SMSC, and RCS into a single converged messaging platform



SMS Center

Store & Forward solution for SMS – very high capacity systems



MMS Center

Store, transcode and forward solution for MMS – North America's largest deployed MMS service



SMS Gateway

Reduces cost and simplifies maintenance by centralizing connections between SMSC and ESMEs



Netsfere

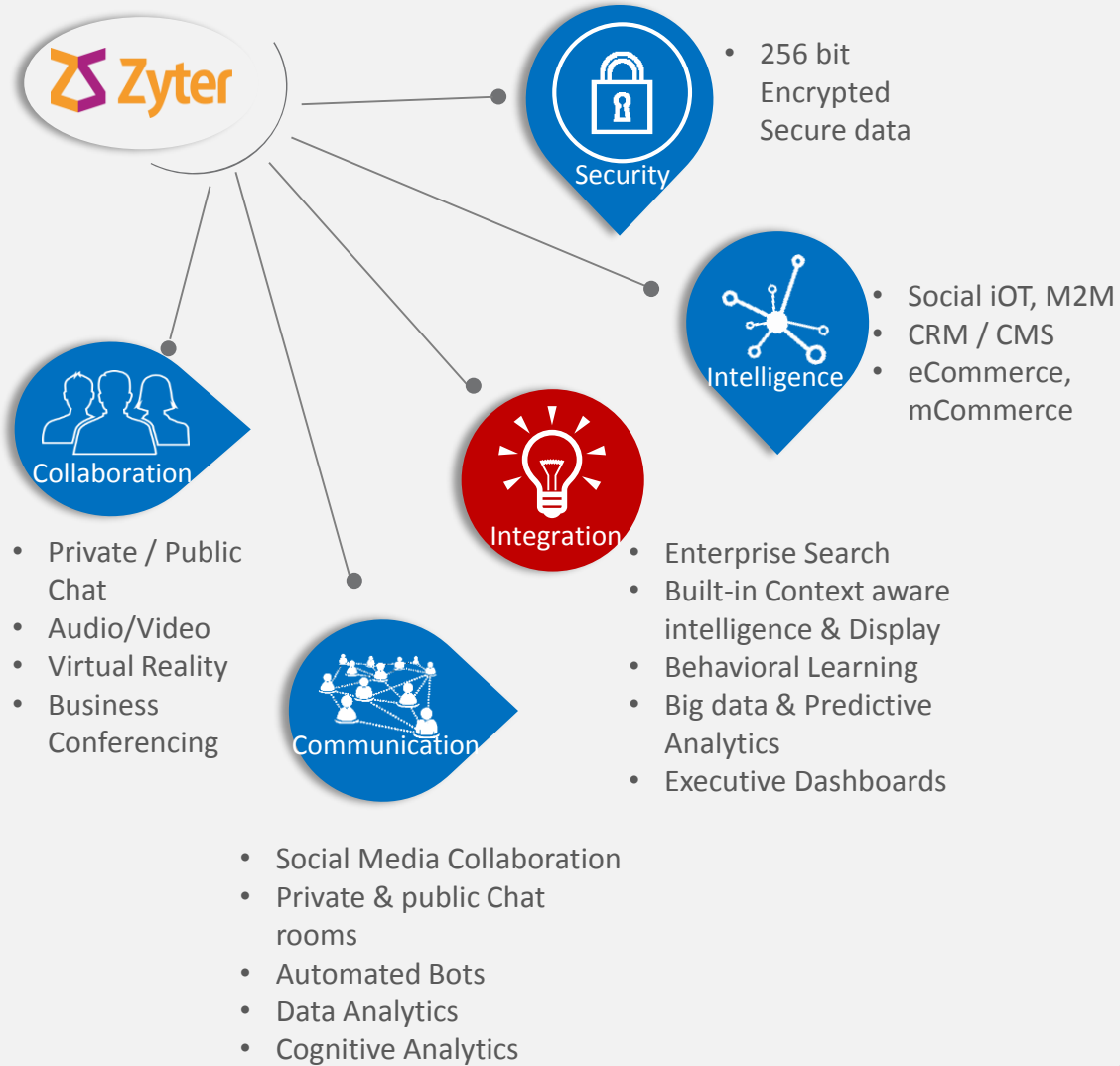
- Enterprise mobile messaging.
- Advanced & Intuitive instant messaging.
- Secure, Easily Deployable & Scalable.



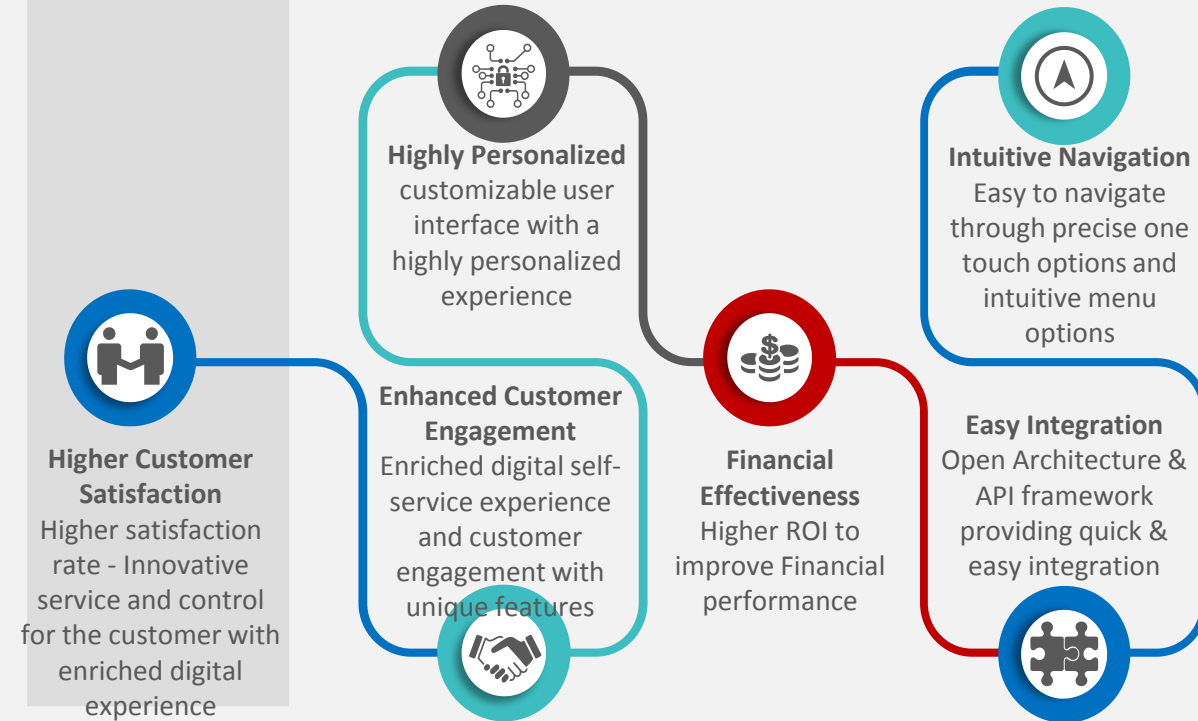
Secure, Intelligent, Communication & Collaboration Platform.



Zyter - Our Secure, Intelligent, Communication & Collaboration Platform

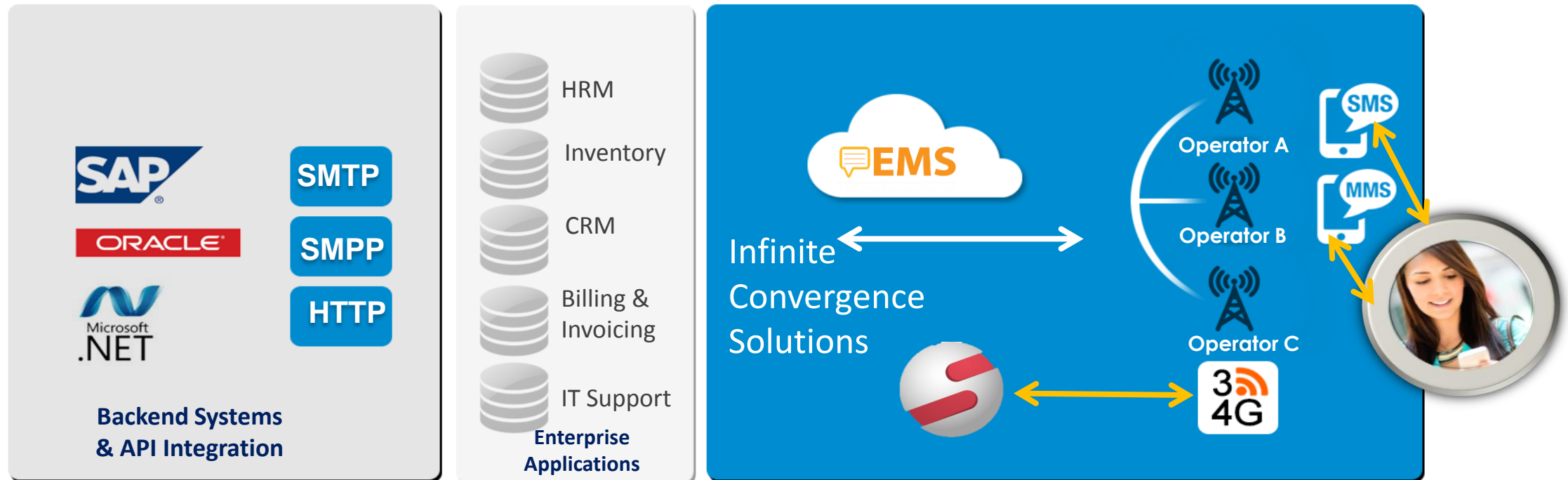


Benefits



EMS - Our Enterprise Messaging Product

Innovative and cutting edge product for next-generation communication, social media and cloud messaging

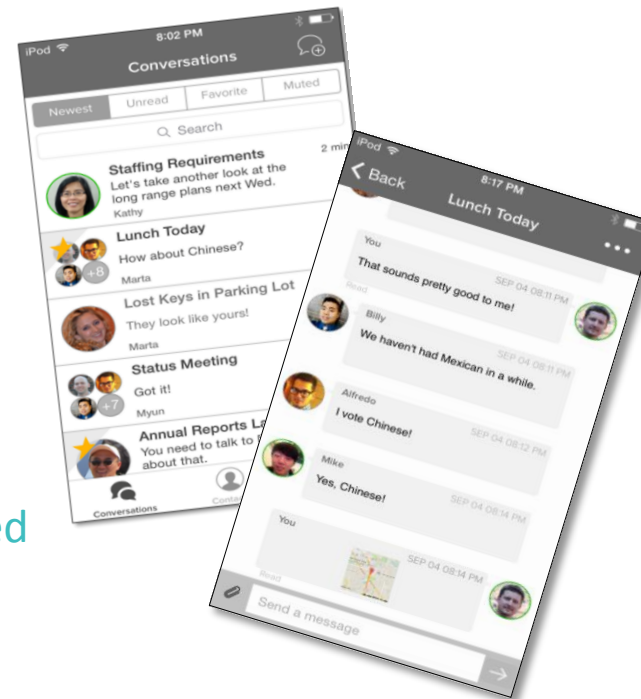


Adding value to Enterprises

- Internal productivity & Efficiency
- External customer satisfaction, effective communication & revenue
- Cloud based and highly secured
- Role based access allow users to view and control all sub accounts
- Communication on the move

NetSfere – Our Mobile Messaging Platform

Secure Enterprise Messaging platform, providing enterprises with a private, highly secure, reliable, centrally managed and controlled, cloud-based messaging service



Enterprise Benefits

- Communicate securely and collaborate at a smarter and faster pace
- Increased productivity
- Improved privacy and data security
- Better management and control
- Enhanced compliance
- More accurate performance tracking
- Fail-safe messaging reliability

A close-up photograph of two business professionals in a meeting. One person is holding a pen and pointing at a document on a table, while the other is holding the document. The scene is dimly lit with a blue color cast.

EXECUTIVE OVERVIEW

Q2 FY 2017 - 18

Overview of Q2, FY 2017 – 18



Highlights of the Quarter

- Revenue Flat ; PAT up by 4.5% in USD terms
- Added new clients in Healthcare & Mobility Verticals
- Significant Sales Traction in Healthcare and Mobility verticals



Earnings

IN INR Terms

Revenue	INR 704.78 Cr	↑	Up	26.3 % y-on-y	↓	Down	2.2 % q-on-q
EBITDA	INR 47.86 Cr	↓	Down	3.9 % y-on-y	↑	Up	6.8 % q-on-q
PAT	INR 28.46 Cr	↓	Down	8.6 % y-on-y	↑	Up	4.2 % q-on-q

IN USD Terms

Revenue	USD 109.63 M	↑	Up	31.5 % y-on-y	↓	Down	1.9 % q-on-q
EBITDA	USD 7.44 M	↑	Up	0.2 % y-on-y	↑	Up	7.1 % q-on-q
PAT	USD 4.43 M	↓	Down	4.7 % y-on-y	↑	Up	4.5 % q-on-q



Cash

- Cash & Cash Equivalents at INR 268.8 Cr
- Free Cash Flow negative of INR 7.85 Cr
- Cash Per Share at INR 81.34
- EPS for Q2 FY 18 is INR 8.56

Revenue growth
projected at

20 -25%

Margins Expected

to grow at

8 - 10%



Continue to focus on
Platform-based Solution & Product Capability

KEY METRICS

Q2 FY 2017 - 18



Revenue Analysis



By Offering	Q2 FY 17	Q1 FY 18	Q2 FY 18
Technology Solutions *	79.3 %	85.2 %	83.6 %
Mobility	10.3 %	7.5 %	9.8 %
Product Engineering	10.4 %	7.3 %	6.5 %

By Industry	Q2 FY 17	Q1 FY 18	Q2 FY 18
Telecom & Media	32.3 %	25.5 %	26.7 %
Technology	40.8 %	49.2 %	47.9 %
Healthcare	23.9 %	22.2 %	20.9 %
BFSI	0.4 %	0.2 %	0.7 %
Others	2.6%	2.9 %	3.8 %

By Region	Q2 FY 17	Q1 FY 18	Q2 FY 18
USA	88.1 %	90.2 %	89.2 %
Europe	0.4 %	0.5 %	0.4 %
India	5.3 %	5.3 %	6.5 %
APAC	6.2 %	4.0 %	3.9 %

* Earlier IT Services.

Revenue By Model	Q2 FY 17	Q1 FY 18	Q2 FY 18
Time & Material	69.2 %	74.1 %	72.8 %
Fixed Bid	19.6 %	17.4 %	16.8 %
Revenue Share	11.2 %	8.5 %	10.4 %

Top Clients	Q2 FY 17	Q1 FY 18	Q2 FY 18
Top Client	54.41 %	62.59 %	60.79 %
Top 5 Clients	80.85 %	81.61 %	79.22 %
Top 10 Clients	92.08 %	90.90 %	89.93 %

Client Details	Q2 FY 17	Q1 FY 18	Q2 FY 18
US\$ 1 M+	17	19	20
US\$ 5 M+	7	8	8
US\$ 10 M+	7	6	6
US\$ 20 M+	3	3	3
US\$ 50 M+	1	1	1

Business Metrics



Revenue Mix	Q2 FY 17	Q1 FY 18	Q2 FY 18
Onsite	84.1 %	87.9 %	83.8 %
Offshore	15.9 %	12.1 %	16.2 %

Billing Rates – US\$	Q2 FY 17	Q1 FY 18	Q2 FY 18
Onsite	80.97 US\$	82.48 US\$	82.14 US\$
Offshore	21.05 US\$	20.40 US\$	19.32 US\$

People Metrics	Q2 FY 17	Q1 FY 18	Q2 FY 18
Total Employees	4735	5236	5184
Employees in India	2457	2459	2495
Employees outside India	2278	2777	2689
Net Addition	123	235	-52
Attrition - Global	19.09 %	19.12 %	18.5 %
Utilization	82 %	82 %	81 %

Financial Metrics	Q2 FY 17	Q1 FY 18	Q2 FY 18
DSO	115	109	114
Earnings per Share - INR	INR 7.91	INR 8.22	INR 8.56
Cash per Share - INR	INR 84.03	INR 93.04	INR 81.34
Net Worth – INR Crore	INR 974.89	INR 894.78	INR 930.05

Key Financial Ratios	Q2 FY 17	Q1 FY 18	Q2 FY 18
Gross Margin to Revenue %	27.5 %	23.1 %	23.4 %
SG&A to Revenue %	18.6 %	16.9 %	16.6 %
EBITDA %	8.9 %	6.2 %	6.8 %
PAT %	5.6 %	3.8 %	4.0 %
Effective Tax Rate %	27.8 %	27 %	29.6 %



**THANK
YOU...**

