



August 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 ended June 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 ended June 30, 2017, duly approved by the Board of Directors in their meeting held on August 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 the line, a 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 – Q1, 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
Revenue	1,737.44	2,108.30	2,366.28	720.48
EBITDA	190.14	191.59	197.39	44.82
EBIT	139.58	152.67	157.07	36.48
PAT	112.91	121.97	122.30	27.32
EBITDA to Revenue	11.0%	9.1%	8.3%	6.2%
EBIT to Revenue	8.0%	7.2%	6.6%	5.1%
PAT to Revenue	6.5%	5.8%	5.2%	3.8%
No. of Shares	40,156,459	38,706,459	33,046,459	33,046,459
EPS (in Rs.)	28.08	30.78	31.52	8.22
Effective Tax Rate	21.7%	23.7%	26.9%	27.0%
Average exchange Rate	61.15	65.44	67.09	64.46

Performance (USD Mn.)	FY 15	FY 16	FY 17	FY 18 Q1
Revenue	283.94	321.84	352.66	111.77
EBITDA	31.11	29.23	29.41	6.95
EBIT	22.83	23.28	23.40	5.66
PAT	18.47	18.61	18.22	4.24
EBITDA to Revenue	11.0%	9.1%	8.3%	6.2%
EBIT to Revenue	8.0%	7.2%	6.6%	5.1%
PAT to Revenue	6.5%	5.8%	5.2%	3.8%

Performance by Quarter – Rs. Cr.	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1
Revenue	534.55	558.18	628.06	645.49	720.48
EBITDA	47.87	49.78	56.97	42.77	44.82
PAT	30.39	31.13	38.05	22.73	27.32
EBITDA to Revenue	9.0%	8.9%	9.1%	6.6%	6.2%
PAT to Revenue	5.7%	5.6%	6.1%	3.5%	3.8%

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

Performance by Quarter - USD Mn.	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1
Revenue	79.87	83.36	93.10	96.33	111.77
EBITDA	7.15	7.43	8.45	6.38	6.95
PAT	4.54	4.65	5.64	3.39	4.24
Currency Rate - USD	66.93	66.96	67.46	67.01	64.46
EBITDA to Revenue	9.0%	8.9%	9.1%	6.6%	6.2%
PAT to Revenue	5.7%	5.6%	6.1%	3.5%	3.8%

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



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

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

	FY 15	FY 16	FY 17	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 18 Q1
US\$ 1 mn Clients	15	18	16	18	17	18	16	19
US\$ 5 mn Clients	9	7	8	7	7	7	8	8
US\$ 10 mn Clients	6	7	6	7	7	7	6	6
US\$ 20 mn Clients	2	2	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
Offshore	\$ 23.00	\$ 22.30	\$ 20.99	\$ 20.18	\$ 21.05	\$ 21.75	\$ 20.85	\$ 20.40
On-site	\$ 75.00	\$ 83.35	\$ 81.71	\$ 84.11	\$ 80.97	\$ 82.21	\$ 80.14	\$ 82.48

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





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

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

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

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

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

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

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

\* 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
Net worth (in Rs. Crores)	791.47	911.88	867.51	894.78
Return on net worth (after extraordinary and prior period items)	14.26%	13.28%	13.92%	12.14%
Total cash (in Rs. Crores) *	177.63	311.50	281.28	307.46
Cash per share	44.23	80.48	85.12	93.04

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 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 17	FY 18 Q1
<b>Revenue</b>	<b>1,737.44</b>	<b>2,108.30</b>	<b>534.55</b>	<b>558.18</b>	<b>628.06</b>	<b>645.49</b>	<b>2,366.28</b>	<b>720.48</b>
Direct Expenses	1,223.95	1,522.34	385.41	404.68	453.46	478.31	1,721.86	554.05
<b>GM</b>	<b>513.49</b>	<b>585.96</b>	<b>149.14</b>	<b>153.50</b>	<b>174.60</b>	<b>167.18</b>	<b>644.42</b>	<b>166.43</b>
SG & A	323.35	394.37	101.27	103.72	117.63	124.41	447.03	121.61
<b>EBITDA</b>	<b>190.14</b>	<b>191.59</b>	<b>47.87</b>	<b>49.78</b>	<b>56.97</b>	<b>42.77</b>	<b>197.39</b>	<b>44.82</b>
Forex gain / (loss)	0.57	6.44	2.19	(1.03)	1.73	(6.98)	(4.09)	(0.26)
Depreciation	(51.60)	(47.75)	(9.58)	(9.21)	(9.70)	(9.24)	(37.73)	(8.41)
Other income (Including OCI*)	0.47	2.36	0.84	0.92	0.37	0.73	2.86	0.32
Gain / (Loss) on sale of FA & Inv.	-	0.03	(1.33)	(0.01)	(0.02)	-	(1.36)	0.01
<b>EBIT</b>	<b>139.58</b>	<b>152.67</b>	<b>39.99</b>	<b>40.45</b>	<b>49.35</b>	<b>27.28</b>	<b>157.07</b>	<b>36.48</b>
Interest Income	5.81	8.45	2.93	2.73	3.01	2.76	11.43	1.61
Interest Expenditure	1.21	1.20	0.22	0.02	0.21	0.60	1.05	0.65
<b>PBT</b>	<b>144.18</b>	<b>159.92</b>	<b>42.70</b>	<b>43.16</b>	<b>52.15</b>	<b>29.44</b>	<b>167.45</b>	<b>37.44</b>
Tax	31.27	37.95	12.31	12.03	14.10	6.71	45.15	10.12
<b>PAT</b>	<b>112.91</b>	<b>121.97</b>	<b>30.39</b>	<b>31.13</b>	<b>38.05</b>	<b>22.73</b>	<b>122.30</b>	<b>27.32</b>

Gross Margin	29.6%	27.8%	27.9%	27.5%	27.8%	25.9%	27.2%	23.1%
SG & A to Revenue	18.6%	18.7%	18.9%	18.6%	18.7%	19.3%	18.9%	16.9%
EBITDA Margin	10.9%	9.1%	9.0%	8.9%	9.1%	6.6%	8.3%	6.2%
EBIT Margin	8.0%	7.2%	7.5%	7.2%	7.9%	4.2%	6.6%	5.1%
PBT to Revenue	8.3%	7.6%	8.0%	7.7%	8.3%	4.6%	7.1%	5.2%
PAT to Revenue	6.5%	5.8%	5.7%	5.6%	6.1%	3.5%	5.2%	3.8%

\* 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

From 2016 as per IND AS

	FY 15	FY 16	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	Rs in Crore FY 18 Q1
<b>Sources of funds</b>							
Equity share capital	40.16	38.71	38.71	38.71	38.71	33.05	33.05
Reserves	751.31	872.82	913.72	936.19	982.62	834.46	861.73
Minority Interest	-	-	-	(0.06)	(0.07)	(0.07)	(0.07)
Borrowings *	59.26	72.70	61.97	79.53	110.59	136.15	159.15
Deferred Tax liabilities	22.76	30.19	25.95	19.57	14.55	20.10	21.04
Long Term Liabilities and Provisions	4.14	4.60	4.55	5.36	5.86	5.56	5.83
Current Liabilities and Provisions	574.12	756.18	754.11	769.01	813.66	810.84	798.79
<b>Total Sources of Funds</b>	<b>1,451.75</b>	<b>1,775.20</b>	<b>1,799.01</b>	<b>1,848.31</b>	<b>1,965.92</b>	<b>1,840.09</b>	<b>1,879.52</b>
<b>Application of funds</b>							
Fixed Assets - Net (including goodwill)	295.10	330.49	333.59	324.18	328.36	320.94	315.00
Deferred Tax Assets	17.61	23.66	32.16	31.58	33.80	24.38	25.73
Non Current Investments	1.41	1.49	1.52	1.50	1.53	1.46	1.46
Current Investments (Short Term Mutual Funds)	-	-	-	-	-	-	-
Long Term Loans and Advances	50.50	46.17	47.63	48.72	47.21	48.20	48.08
Current Assets	901.34	1,061.89	1,083.76	1,112.62	1,091.66	1,163.83	1,181.79
Cash and Cash Equivalents	185.79	311.50	300.35	329.71	463.36	281.28	307.46
<b>Total Uses of Funds</b>	<b>1,451.75</b>	<b>1,775.20</b>	<b>1,799.01</b>	<b>1,848.31</b>	<b>1,965.92</b>	<b>1,840.09</b>	<b>1,879.52</b>
<b>Cash, Mutual Funds less Book Overdraft</b>	<b>177.63</b>	<b>311.50</b>	<b>300.35</b>	<b>325.27</b>	<b>463.36</b>	<b>281.28</b>	<b>307.46</b>

\*\* For Q1 FY 2017-18: borrowings consist of Rs 158.75 Crores (\$ 24.52 mi) from Bank for Working Capital and Rs 0.40 Crores (\$ 0.06 mi) Finance Lease for of Vehicles. Working capital loan w.r.t to our US subsidiaries.

Rs in Crore

	FY 15	FY 16	FY 17 Q1	FY 17 Q2	FY 17 Q3	FY 17 Q4	FY 17	FY 18 Q1
<b>Pre-Tax Profit</b>	<b>144.15</b>	<b>158.37</b>	<b>41.95</b>	<b>42.28</b>	<b>51.87</b>	<b>29.05</b>	<b>165.15</b>	<b>37.21</b>
Depreciation	51.60	47.75	9.58	9.21	9.70	9.24	37.73	8.41
Other Adjustments	(3.90)	(7.49)	(1.22)	(1.83)	(1.24)	(0.70)	(4.99)	0.05
Change in Working capital	(42.87)	55.83	(41.31)	(27.99)	60.05	(60.85)	(70.10)	(37.03)
Taxes Paid	(44.34)	(56.34)	(9.04)	(6.24)	(13.47)	(10.42)	(39.17)	(2.84)
<b>Operating Cash Inflow</b>	<b>104.64</b>	<b>198.12</b>	<b>(0.04)</b>	<b>15.43</b>	<b>106.91</b>	<b>(33.68)</b>	<b>88.62</b>	<b>5.80</b>
Capital Expenditure	(18.70)	(62.28)	(6.55)	(5.38)	(6.38)	(20.03)	(38.34)	(3.07)
<b>Free Cash Flow</b>	<b>85.94</b>	<b>135.84</b>	<b>(6.59)</b>	<b>10.05</b>	<b>100.53</b>	<b>(53.71)</b>	<b>50.28</b>	<b>2.73</b>
Changes in Investments	-	-	-	-	-	-	-	-
Interest Received / (Paid)	4.58	7.82	1.95	2.72	3.02	2.40	10.09	0.65
Debt Raised/(Repaid)	(5.17)	7.74	(9.02)	18.47	29.53	30.68	69.66	23.26
Capital Raised/(Repaid)	(3.47)	(28.68)	-	0.03	-	(151.01)	(150.98)	-
Dividend and Dividend Tax paid	(9.50)	-	-	-	-	-	-	-
<b>Net change in cash</b>	<b>72.38</b>	<b>122.72</b>	<b>(13.66)</b>	<b>31.27</b>	<b>133.08</b>	<b>(171.64)</b>	<b>(20.95)</b>	<b>26.64</b>
Effect of Exchange Difference on translation of foreign currency	1.18	2.99	2.51	(1.91)	0.57	(10.44)	(9.27)	(0.46)
Opening Cash	112.23	185.79	311.50	300.35	329.71	463.36	311.50	281.28
<b>Closing Cash</b>	<b>185.79</b>	<b>311.50</b>	<b>300.35</b>	<b>329.71</b>	<b>463.36</b>	<b>281.28</b>	<b>281.28</b>	<b>307.46</b>

50%  
20%  
70%  
100%



exciting times...infinite possibilities...

**THANK YOU...**

40%

30%







# INVESTOR PRESENTATION

Earnings Call | Q1 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**

5,236 Worldwide  
2459 in India



**Global  
Footprints**

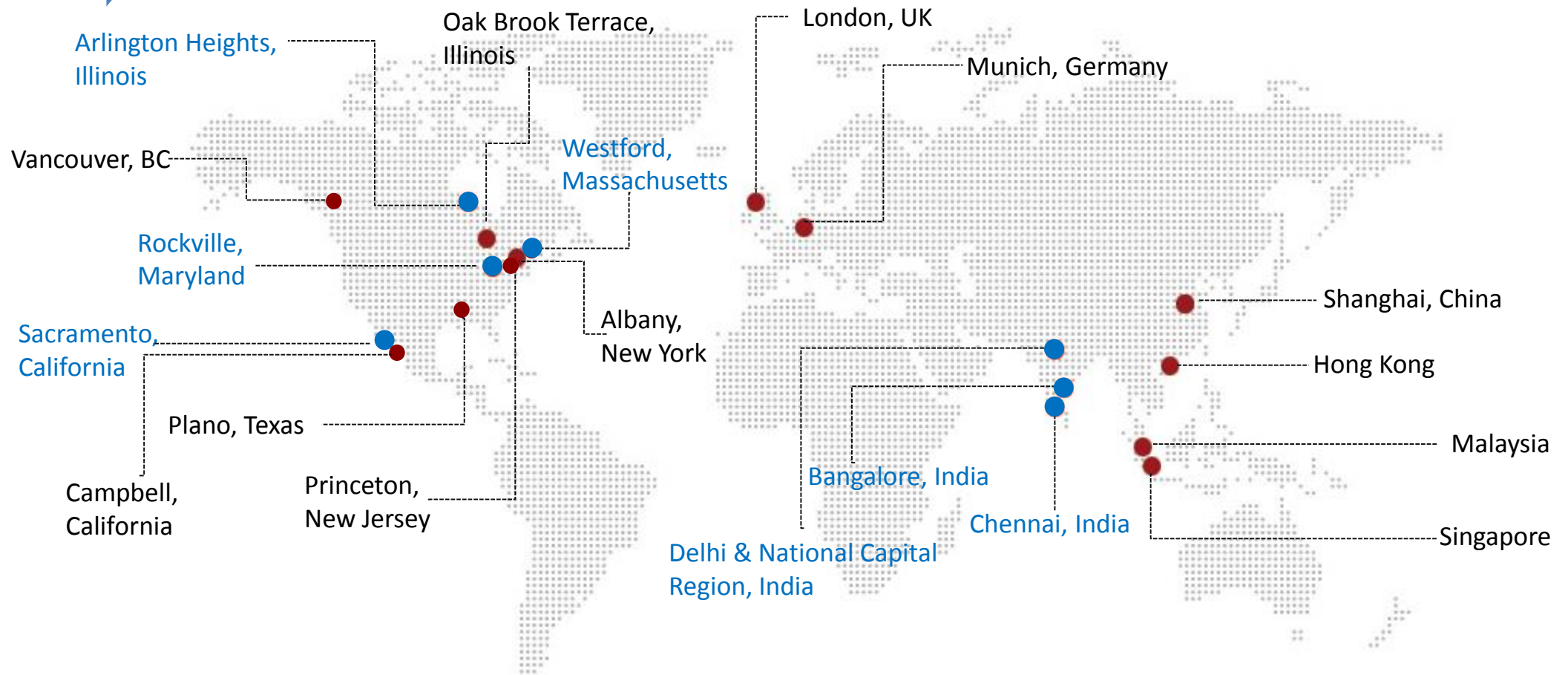
19 Offices Globally  
7 Delivery Centers



# Global Presence



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

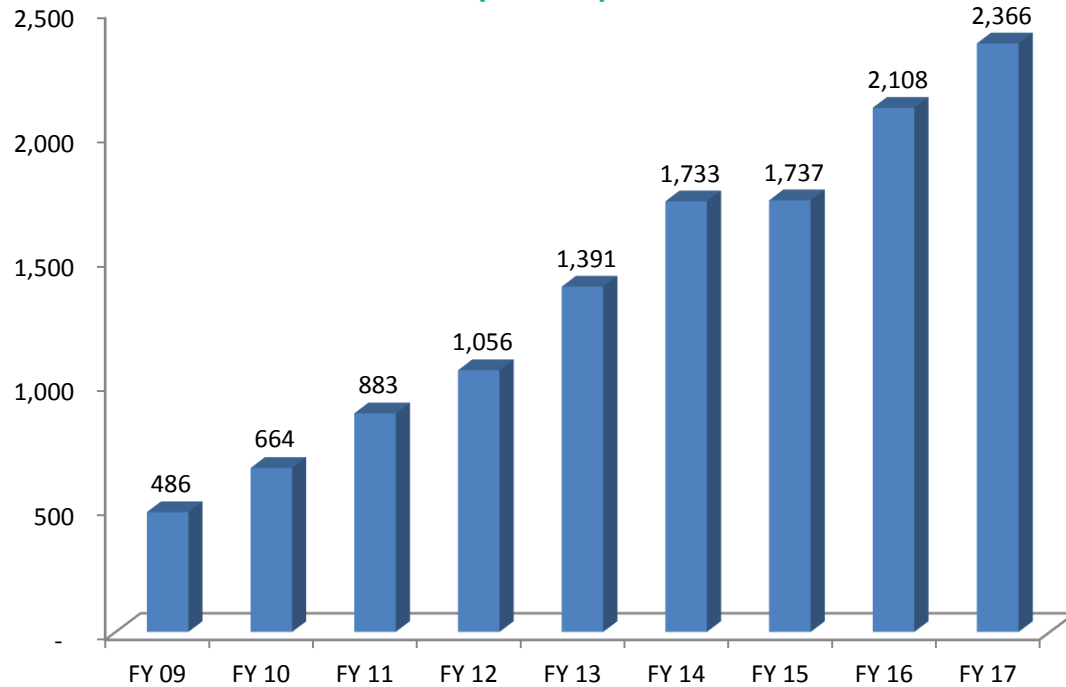


United States of America | Canada | Europe | India | Asia Pacific

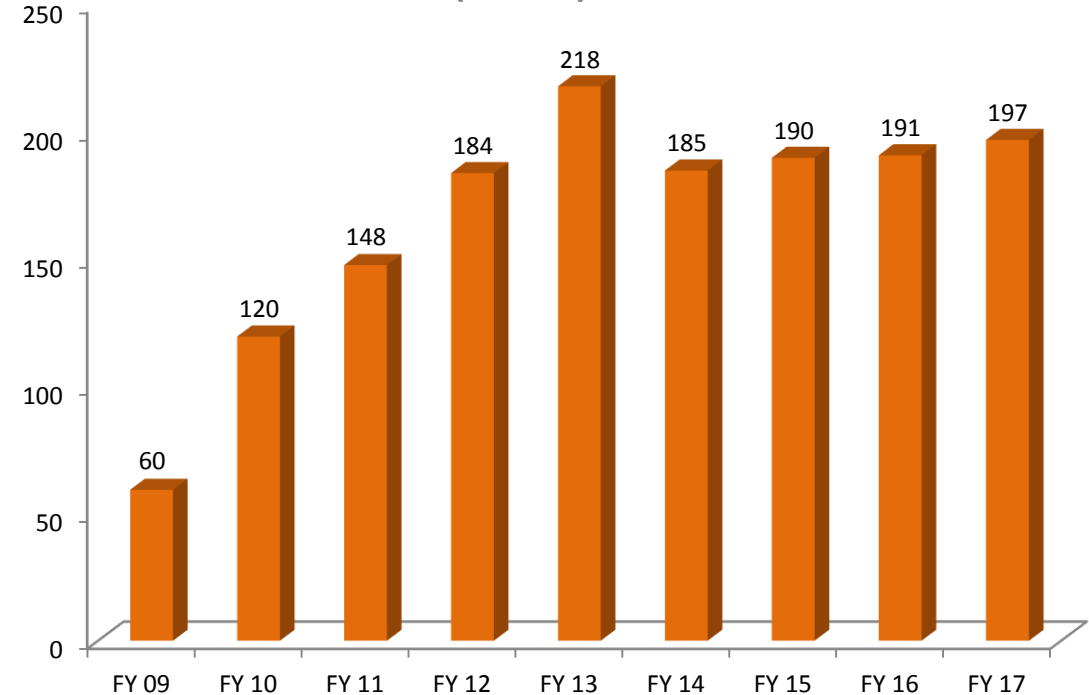
# Our Performance – in INR Cr.



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\$ 631M



## Large Telecom SP

**15+ Years.**

Application Management  
Infrastructure Management

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



## Global Telecom OEM1

**15+ Years.**

Product Engineering

**Relationship Value**  
(Last 5 Years) - US\$ 61 M



## Global Telecom OEM2

**9+ Years.**

Product Engineering  
Platform & Product Devp.

**Relationship Value**  
(Last 5 Years) - US\$ 31 M



## Healthcare Provider

**8+ Years.**

Enterprise Application  
Management , QA Testing

**Relationship Value**  
(Last 5 Years) - US\$ 74 M



## Global Telecom OEM3

**7+ Years.**

Mobility & Messaging

**Relationship Value**  
(Last 5 Years) - US\$ 194 M



## Financial Services Provider

**6+ Years.**

Enterprise Application Mgmt.  
SOA Migration,  
Enterprise Analytic

**Relationship Value**  
(Last 5 Years) - US\$ 18 M



## Information Mgmt. Service Provider

**6+ Years.**

Enterprise Application Mgmt.  
Enterprise Analytics

**Relationship Value**  
(Last 5 Years) - US\$ 14 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

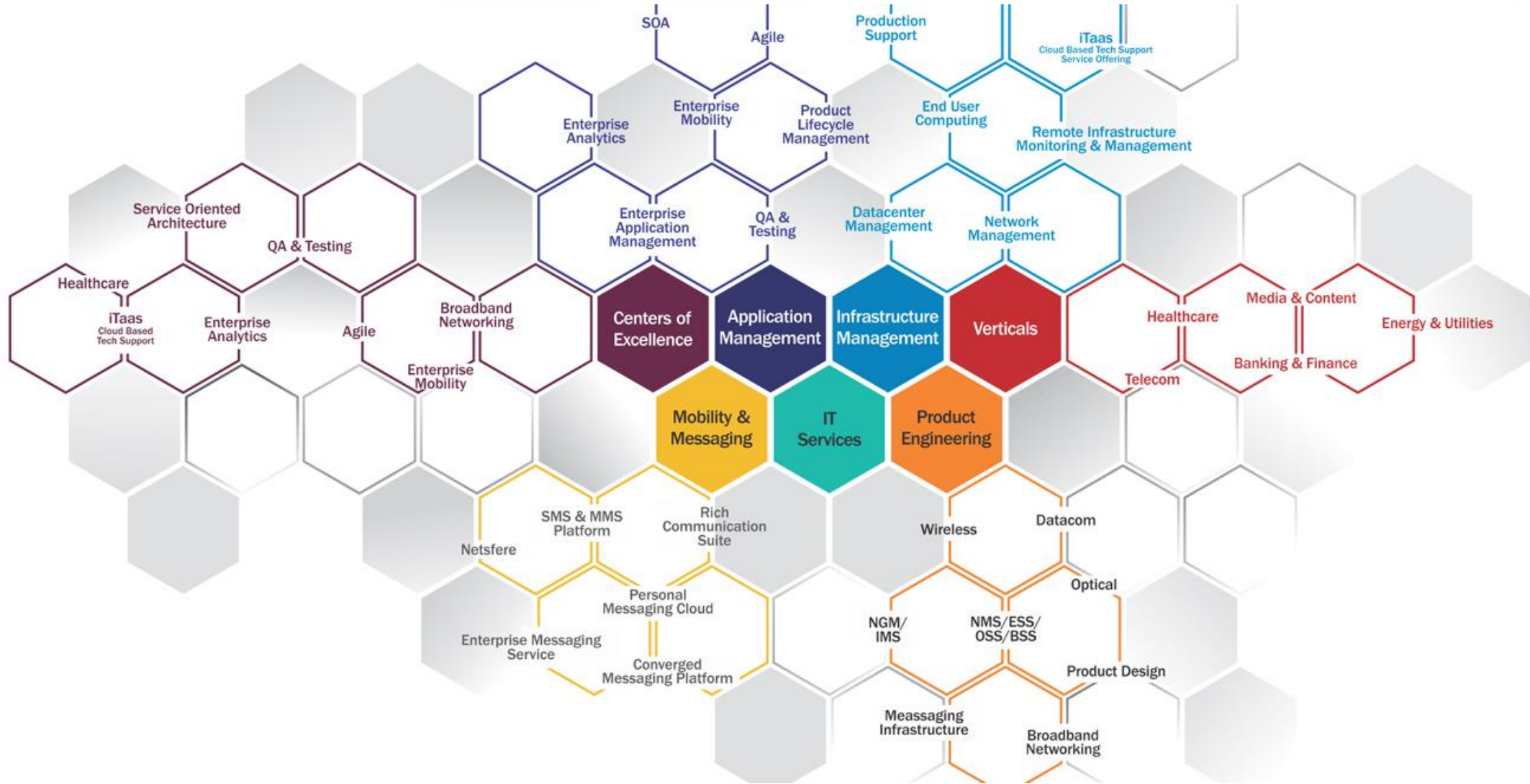
- Technology Solutions
- Product Engineering
- Mobility & Messaging



## 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

# Our Service Offerings



# 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

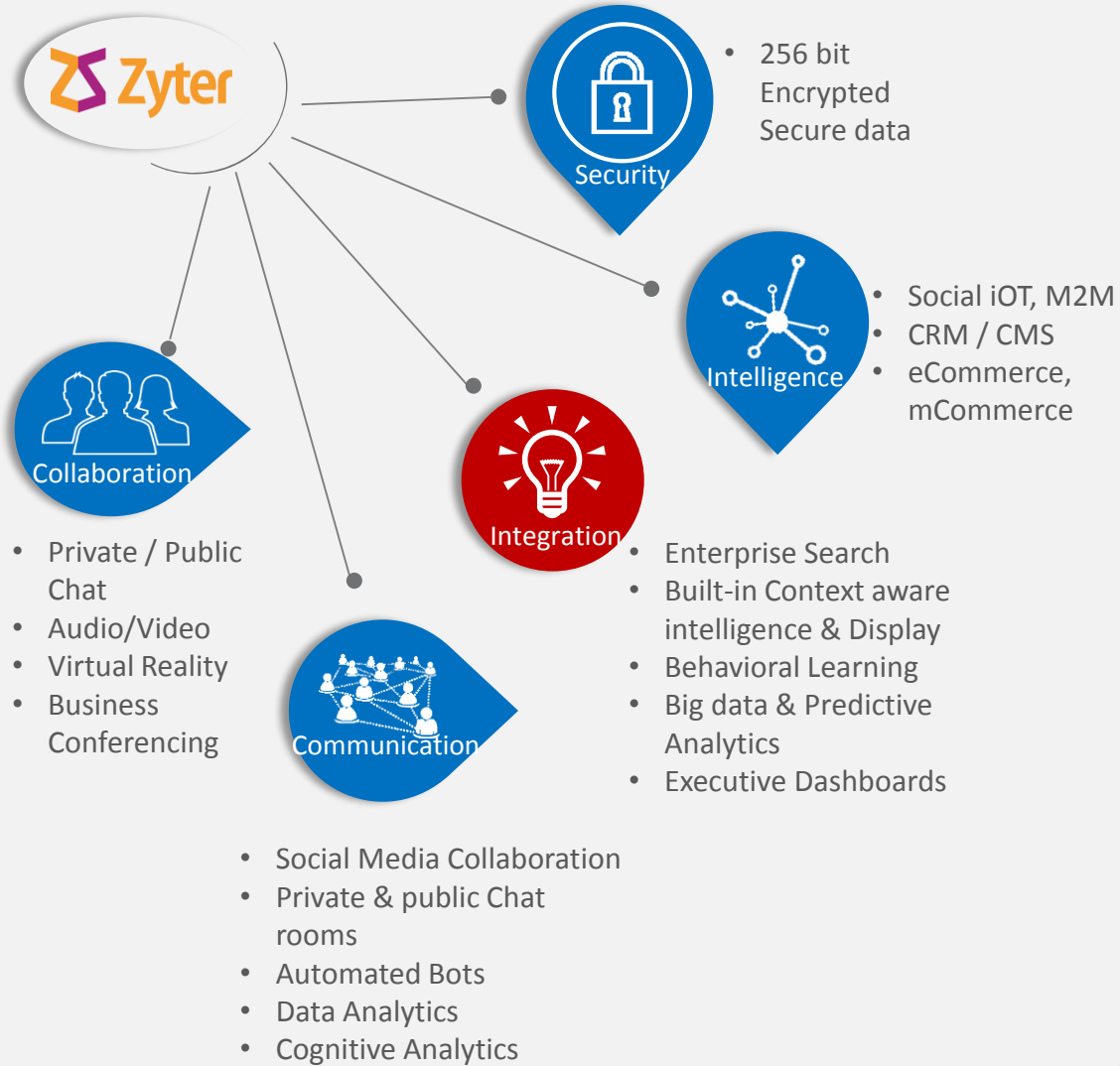
- Enterprise mobile messaging.
- Advanced & Intuitive instant messaging.
- Secure, Easily Deployable & Scalable.



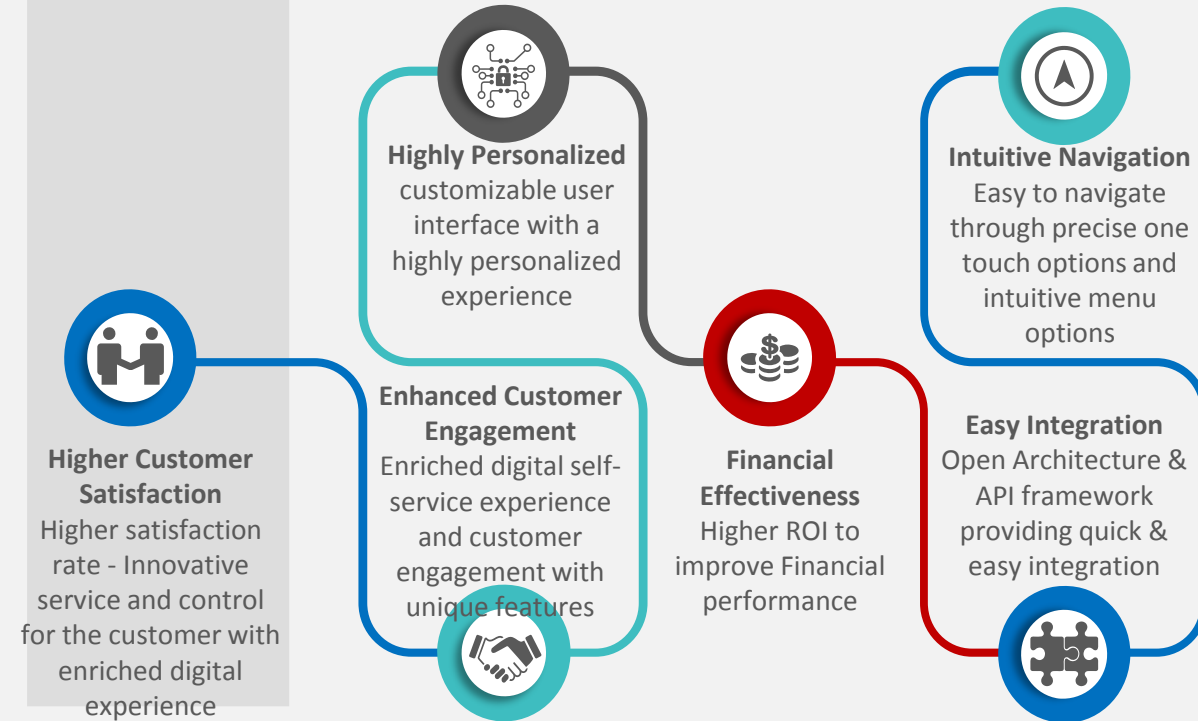
Secure, Intelligent, Communication & Collaboration Platform.



# Zyter - Our Secure, Intelligent, Communication & Collaboration Platform



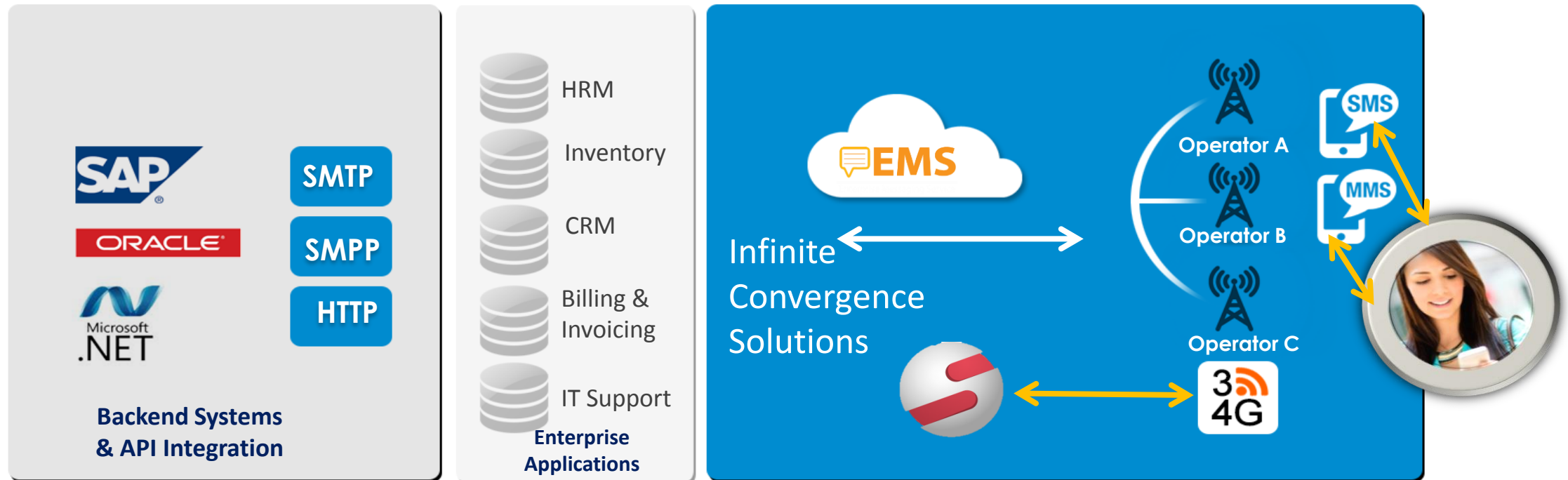
## Benefits



# EMS - Our Enterprise Messaging Product



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



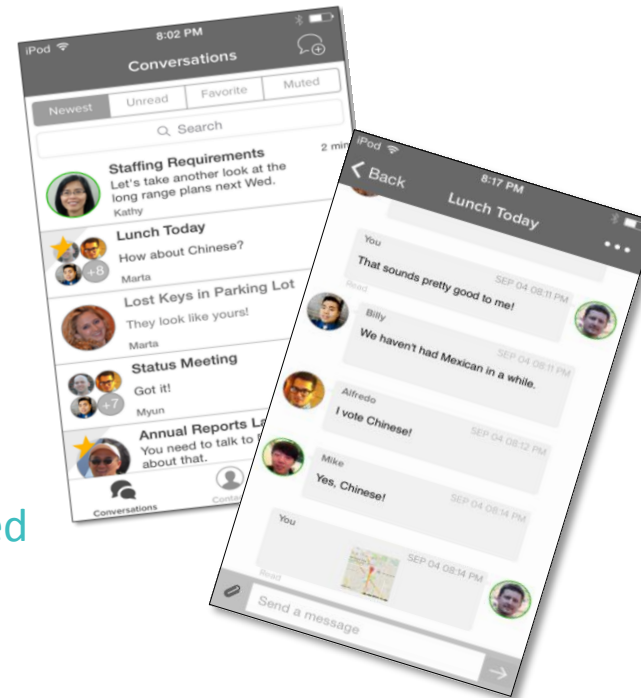
## Adding value to Enterprises

- 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

Q1 FY 2017 - 18

# Overview of Q1, FY 2017 – 18



## Highlights of the Quarter

- Good start of the year with Revenue up by 16% and PAT up by 25% in USD terms
- Added new clients in Healthcare vertical
- Significant Sales Traction in Healthcare and Mobility verticals



## Earnings

IN INR Terms							
Revenue	INR 720.48 Cr	↑	Up	34.8 % y-on-y	↑	Up	11.6 % q-on-q
EBITDA	INR 44.82 Cr	↓	Down	6.4 % y-on-y	↑	Up	4.8 % q-on-q
PAT	INR 27.32 Cr	↓	Down	10.1 % y-on-y	↑	Up	20.2 % q-on-q

IN USD Terms							
Revenue	USD 111.77M	↑	Up	39.9 % y-on-y	↑	Up	16.0 % q-on-q
EBITDA	USD 6.95 M	↓	Down	2.8 % y-on-y	↑	Up	8.9 % q-on-q
PAT	USD 4.24 M	↓	Down	6.7 % y-on-y	↑	Up	24.9 % q-on-q



## Cash

- Cash & Cash Equivalents at INR 307.5 Cr
- Free Cash Flow of INR 2.73 Cr
- Cash Per Share at INR 93.04
- EPS for Q1 FY 18 is INR 8.22

Revenue growth  
projected at

**10 -12%**

**Margins Expected**

to grow at

**8 – 10%**



Continue to focus on  
**Platform-based Solution & Product Capability**

# KEY METRICS

Q1 FY 2017 - 18



# Revenue Analysis



By Offering	Q1 FY 17	Q4 FY 17	Q1 FY 18
Technology Solutions *	77.3 %	83.0 %	85.2 %
Mobility	11.5 %	8.2 %	7.5 %
Product Engineering	11.2 %	8.8 %	7.3 %

By Industry	Q1 FY 17	Q4 FY 17	Q1FY 18
Telecom & Media	32.9%	29.4 %	25.5 %
Technology	39.5%	43.9 %	49.2 %
Healthcare	24.1%	23.4 %	22.2 %
BFSI	1.3%	0.2 %	0.2 %
Others	2.2%	3.1 %	2.9 %

By Region	Q1 FY 17	Q4 FY 17	Q1 FY 18
USA	88.9%	89.1 %	90.2 %
Europe	0.3%	0.7 %	0.5 %
India	5.2%	5.4 %	5.3 %
APAC	5.6%	4.8 %	4.0 %

\* Earlier IT Services.

Revenue By Model	Q1 FY 17	Q4 FY 17	Q1 FY 18
Time & Material	65.8%	73.0 %	74.1 %
Fixed Bid	21.0%	18.0 %	17.4 %
Revenue Share	13.2%	9.0 %	8.5 %

Top Clients	Q1 FY 17	Q4 FY 17	Q1 FY 18
Top Client	51.63%	60.25 %	62.59 %
Top 5 Clients	81.01%	82.50 %	81.61 %
Top 10 Clients	92.05%	91.59 %	90.90 %

Client Details	Q1 FY 17	Q4 FY 17	Q1 FY 18
US\$ 1 M+	18	16	19
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	Q1 FY 17	Q4 FY 17	Q1 FY 18
Onsite	84.0%	87.20 %	87.9 %
Offshore	16.0%	12.80 %	12.1 %

Billing Rates – US\$	Q1 FY 17	Q4 FY 17	Q1 FY 18
Onsite	US\$ 84	US\$ 80.14	82.48 US\$
Offshore	US\$ 20	US\$ 20.85	20.40 US\$

People Metrics	Q1 FY 17	Q4 FY 17	Q1 FY 18
Total Employees	4612	5001	5236
Employees in India	2558	2423	2459
Employees outside India	2054	2578	2777
Net Addition	-100	203	235
Attrition - Global	19.03%	19.07%	19.12 %
Utilization	81%	79%	82 %

Financial Metrics	Q1 FY 17	Q4 FY 17	Q1 FY 18
DSO	116	102	109
Earnings per Share - INR	INR 7.73	INR 6.10	INR 8.22
Cash per Share - INR	INR 77.60	INR 85.12	INR 93.04
Net Worth – INR Crore	INR 952.43	INR 867.51	INR 894.78

Key Financial Ratios	Q1 FY 17	Q4 FY 17	Q1 FY 18
Gross Margin to Revenue %	27.9%	25.9 %	23.1 %
SG&A to Revenue %	18.9%	19.3 %	16.9 %
EBITDA %	9.0%	6.6 %	6.2 %
PAT %	5.7%	3.5 %	3.8 %
Effective Tax Rate %	28.8%	22.6 %	27 %



**THANK  
YOU...**

