



February 12, 2016

National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G Block,
Bandra Kurla Complex
Bandra (E)
Mumbai – 400 051.
Scrip Code: INFINITE

BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip Code:533154

Sub: Press Release, Fact Sheet & Investor Presentation

Ref: Audited Financial Results for Quarter and Nine months ended December 31, 2015

Dear Sir,

Please find attached a copy of the Press Release, Fact Sheet and Investor Presentation which the Company proposes to share with Analysts with respect to the Audited Financial Results for the Quarter and Nine months ended December 31, 2015, approved by the Directors in their meeting held on February 12, 2016.

We request you to please take the same on record.

Thanking You,

Yours faithfully,

For Infinite Computer Solutions (India) Limited

Sanjeev Gulati
Executive Vice President & CFO

Encl: As above



Q3 - FY 2016

A great quarter as Infinite's Revenue grows 20.2 % Y-on-Y and 16.8% Q-on-Q in Rupee Terms

Bangalore (India), February 12th 2016

Infinite Computer Solutions (India) Ltd. (NSE Symbol: Infinite; BSE Scrip Code: 533154), provides technology based business process solutions, next-gen mobility solutions and product engineering services, today announced its results for the third quarter, FY 2015 – 16, as approved by its Board of Directors.

"Our quarter result shows the growth trajectory in the right direction, our strategy of transforming to a Platformization company has started showing the growth momentum. We see great potential and opportunity to partner with our clients for our Platformized solutions and cloud based service delivery." said Upinder Zutshi, Managing Director & CEO, Infinite.

Key financial highlights of the Quarter

Consolidated INR results for the Quarter Ended December 31st, 2015:

- Revenue INR 584.7 Crore YoY growth by 20.2 % | QoQ growth by 16.8 %
- EBITDA INR 61.2 Crore YoY down by 16.8 % | QoQ growth by 39.2 %
- PAT INR 38.2 Crore YoY down by 21.2 % | QoQ growth by 40.4 %
- EPS for the Q3 FY 16 – INR 9.8

Consolidated USD results for the Quarter Ended December 31st, 2015:

- Revenue USD 88.7 Million* YoY growth by 13.0 % | QoQ growth by 15.0 %
- EBITDA USD 9.3 Million* YoY down by 21.7 % | QoQ growth by 36.9 %
- PAT USD 5.8 Million* YoY down by 25.8 % | QoQ growth by 38.2 %

**Average Forex Rate: INR 65.92 = 1 USD*



Other Highlights

Clients / SOW Additions during Q3 FY16

22 new clients were added during this quarter, few of the SOW's executed are:

- Signed MSA with one of the world's largest (multi-billion dollar) soft drink manufacturer for providing Embedded application
- Signed multi-year MSA with a leading global information and communications technology R&D company to provide services in cutting edge technologies in NFV (Network function Virtualization) and SDN (Software Defined Networks)
- Signed four multi-year MSAs with leading telecom companies in the US to provide QA and Analytics platforms
- Signed two SOW's for modernization projects with a large payment processing company to provide enterprise global payment processing solutions
- Signed four new clients in payer and provider segment forging ahead into commercial Healthcare IT space leveraging our Healthcare platforms
- Deployed Next-generation Enterprise Messaging Platform for a leading global payment service provider
- Pioneered in commercial launch of a highly scalable, reliable, multimedia messaging platform on public cloud for a leading global mobile network operator

Next-Gen Mobile Messaging Patents by Infinite

Message disposition notification across all devices (Patent No. 9231894)

This enables the support of disposition notification across all devices, such as a message notification on a tablet even when a user sent the message originally to a smartphone. This patent addresses issues related to using multiple devices to send and receive messages while retaining notifications through two different methods on a server.

Message Disposition Notification after Session Termination (Patent No. 8898235)

This covers mobile message disposition notifications after Session Termination invention. Especially useful in mobile messaging group chats where all members might not be present, the invention allows the originator of the group chat to receive:

- Industry-standard read-reply receipts
- Message delivery notifications
- Various error statuses from store and forward recipients even after the chat session has terminated



Infinite Computer Solutions (India) Ltd Press release

Employees

- Global Employee Headcount at the end of the Third Quarter FY 16 stood at 5214; a net increase of 223 employees over the previous quarter.
- Attrition steady at 18.27%

Awards & Industry Recognitions

- NetSfere and EMS won Bronze and Silver respectively at the Stevie Awards 2015
- TMC Award - winner of the 2015 CRM Excellence Award
- Network Product Guide's IT World awards - NetSfere is the Gold winner in the IT Products and Services and the Bronze winner in the New Products and Services category
- TMC Labs Innovation award for 2015
- TMC Communications Solutions – Product of the Year 2015

About Infinite

Infinite Computer Solutions (India) Ltd., (NSE Symbol: Infinite; BSE Scrip Code: 533154), provides technology based business process solutions, next-gen mobility solutions and product engineering services, specializing in the Healthcare, Banking & Finance, Telecommunications & Technology and Media & Publishing industries, for Fortune 1000 companies. Our solutions build on proprietary industrial frameworks that significantly reduce work effort and cost while providing faster go-to-market speeds and nimble responses to market dynamics, a solution we call Platformization™. Infinite has over 5,000 employees and 8 global delivery centers.

Established in 1999, headquartered in Bangalore, India, with an expanse across three continents, a diverse employee base and over 50 premier clients, including several leading Fortune 1000 companies. We have also been listed twice as **NASSCOM's top 20 IT Companies in India**.

Safe harbour

Certain statements in this release 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 due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the Indian IT services industry, including with respect to tax incentives and export benefits, adverse changes in foreign laws, including those relating to outsourcing and immigration, increasing competition in and the conditions of the Indian and global IT services industry, the prices we are able to obtain for our services, wage levels in India for IT professionals, the loss of significant customers the monetary and interest policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in Media Release Page 4 domestic and foreign laws, regulations and taxes and changes in competition in the information technology/telecommunication industries.



Infinite Computer Solutions (India) Ltd Press release

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.

For more information, please visit us at www.infinite.com

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Infinite Computer Solutions (India) Ltd, Bangalore



exciting times...infinite possibilities...

"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 – Q3, FY 2015-16

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Performance	FY 14	FY 15	FY 16 YTD
Revenue	286.59	283.94	239.84
EBITDA	30.67	31.11	22.09
EBIT	18.67	22.83	17.50
PAT	14.91	18.47	13.99
EBITDA to Revenue	10.7%	11.0%	9.2%
EBIT to Revenue	6.5%	8.0%	7.3%
PAT to Revenue	5.2%	6.5%	5.8%

Performance	FY 14	FY 15	FY 16 YTD
Revenue	1,732.73	1,737.44	1,554.82
EBITDA	185.57	190.14	143.36
EBIT	112.15	139.58	113.74
PAT	89.77	112.91	90.82
EBITDA to Revenue	10.7%	11.0%	9.2%
EBIT to Revenue	6.5%	8.0%	7.3%
PAT to Revenue	5.2%	6.5%	5.8%
No. of Shares	4,04,43,159	4,01,56,459	3,87,06,459
EPS (in Rs.)	21.73	28.08	23.02
Effective Tax Rate	22.6%	21.7%	23.7%
Average exchange Rate	60.46	61.15	64.75

Performance by Quarter - USD Mn.	FY 15 Q3	FY 15 Q4	FY 16 Q1	FY 16 Q2	FY 16 Q3
Revenue	78.47	68.21	73.94	77.21	88.69
EBITDA	11.85	3.88	6.03	6.78	9.28
PAT	7.81	1.64	4.01	4.19	5.79
Currency Rate - USD	62.00	62.25	63.50	64.84	65.92
EBITDA to Revenue	15.1%	5.7%	8.2%	8.8%	10.5%
PAT to Revenue	10.0%	2.4%	5.4%	5.4%	6.5%

Growth - Key Financials (YoY)	In Dollar Terms				
	FY 15 Q3	FY 15 Q4	FY 16 Q1	FY 16 Q2	FY 16 Q3
Revenue Growth	8.2%	4.4%	13.7%	6.9%	13.0%
EBITDA Growth	35.4%	-33.8%	-23.8%	-9.2%	-21.7%
PAT Growth	98.7%	-30.8%	-10.6%	-7.5%	-25.8%

Growth - Key Financials (Sequential)	In Dollar Terms				
	FY 15 Q3	FY 15 Q4	FY 16 Q1	FY 16 Q2	FY 16 Q3
Revenue Growth	8.6%	-13.1%	8.4%	4.4%	14.9%
EBITDA Growth	58.6%	-67.3%	55.4%	12.4%	36.9%
PAT Growth	72.4%	-79.0%	144.7%	4.7%	38.2%

Performance by Quarter – Rs. Cr.	FY 15 Q3	FY 15 Q4	FY 16 Q1	FY 16 Q2	FY 16 Q3
Revenue	486.53	424.58	469.55	500.61	584.66
EBITDA	73.48	24.14	38.27	43.94	61.15
PAT	48.44	10.21	25.49	27.18	38.15
EBITDA to Revenue	15.1%	5.7%	8.2%	8.8%	10.5%
PAT to Revenue	10.0%	2.4%	5.4%	5.4%	6.5%

Growth - Key Financials (YoY)	In Rupee Terms				
	FY 15 Q3	FY 15 Q4	FY 16 Q1	FY 16 Q2	FY 16 Q3
Revenue Growth	8.1%	5.2%	20.8%	14.4%	20.2%
EBITDA Growth	35.4%	-33.3%	-19.1%	-2.9%	-16.8%
PAT Growth	98.9%	-30.2%	-5.0%	-0.9%	-21.2%

Growth - Key Financials (Sequential)	In Rupee Terms				
	FY 15 Q3	FY 15 Q4	FY 16 Q1	FY 16 Q2	FY 16 Q3
Revenue Growth	11.1%	-12.7%	10.6%	6.6%	16.8%
EBITDA Growth	62.4%	-67.1%	58.5%	14.8%	39.2%
PAT Growth	76.6%	-78.9%	149.7%	6.6%	40.4%

Revenue Client	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 YTD
Top Client	52.30%	50.43%	53.91%	51.89%	48.18%	51.43%
Top 5 Clients	79.40%	80.35%	79.83%	80.88%	79.53%	78.62%
Top 10 Clients	91.90%	91.20%	92.17%	92.07%	92.79%	90.49%

No. of active clients		88	91	99	120
No. of clients added			11	11	22

	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3
US\$ 1 mn Clients	14	15	15	15	16
US\$ 5 mn Clients	8	9	9	9	8
US\$ 10 mn Clients	7	6	6	6	7
US\$ 20 mn Clients	2	2	2	2	2

Average Bill Rate (in USD)	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3
Offshore	\$ 21	\$ 23	\$ 23	\$ 23	\$ 22
On-site	\$ 69	\$ 75	\$ 80	\$ 84	\$ 84

Revenue - Engagement Model	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 YTD
Fixed Price / SOW / Managed T&M	15.8%	15.4%	16.3%	16.1%	19.3%	17.4%
Revenue Sharing	16.5%	18.6%	13.6%	15.9%	18.5%	16.2%
T & M	67.5%	66.0%	70.1%	68.0%	62.2%	66.4%

Revenue - Vertical	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 YTD
Telecom & Media	38.0%	40.0%	33.5%	36.8%	42.7%	38.0%
Technology	40.1%	39.6%	42.0%	40.3%	37.2%	39.6%
Healthcare	16.5%	14.5%	18.4%	18.2%	16.9%	17.8%
BFSI	1.4%	1.5%	2.3%	1.2%	0.7%	1.4%
Others	4.0%	4.4%	3.8%	3.5%	2.5%	3.2%

Revenue - Offering	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 YTD
IT Services (Erst. ADM)	72.1%	70.0%	75.5%	72.2%	71.0%	72.7%
Mobility	13.9%	15.9%	11.3%	14.8%	17.6%	14.8%
Product Engineering	14.0%	14.1%	13.2%	13.0%	11.4%	12.5%

Revenue Region	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 YTD
Offshore Revenue	17.9%	21.2%	18.9%	22.0%	25.0%	22.2%
Onsite Revenue	82.1%	78.8%	81.1%	78.0%	75.0%	77.8%

Revenue - Location	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 YTD
USA	89.3%	87.1%	87.6%	88.5%	89.6%	88.6%
Europe	0.1%	0.1%	0.1%	0.2%	0.1%	0.1%
India	5.8%	6.9%	6.4%	6.1%	5.6%	6.1%
APAC	4.8%	5.9%	5.9%	5.2%	4.7%	5.2%

Employees Metrics	FY14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3
Total Employees	4882	5138	5063	4991	5214
Technical Staff - Billed *	4132	4493	4439	4413	4717
Technical Staff - Billed - Offshore	2672	2817	2669	2547	2812
Technical Staff - Billed - Onsite	1460	1676	1770	1866	1905
Technical Staff – Non-Billable	345	281	262	222	138
Sales	106	96	93	88	87
Support Staff	299	268	269	268	272
India Headcount	3282	3331	3157	2988	3173
Headcount Outside India	1600	1807	1906	2003	2041
Net Additions #	-193	256	-75	-72	223
Attrition Rate - Global	16.45%	18.03%	18.43%	18.46%	18.27%
* includes consultants					
Utilization	84%	79%	79%	81%	85%

The Company does some business in USA which is “Pass Through” in nature where some vendors need to route their business with one of our customers through us, these vendors carry all the risk and liabilities for this business. This business is not core to our activities and carries a very low margin. As a result of this we recognize only the margin from such business as our revenue but the consequent Debtors and Creditors are reflected in our Balance Sheet. Consequently DSO as calculated from our financials is not a true reflection of the efficiency of our receivables, as it does not include the corresponding pass through revenue. The DSO so calculated is reflected in “A” below.

In “B” below the “pass through” revenue is added to the revenue and the DSO is calculated – This is the DSO of our Total Business.

“C” below reflects our DSO from our Core business; i.e. both pass through revenue as well as the corresponding debtors have been removed. The DSO so calculated includes the Unbilled Receivables pertaining to our core business and it is this number which we use to measure the efficiency of realizations.

			FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3
A	DSO as it appear in financials	=(Debtors + Unbilled Receivables as in Balance Sheet) / Sales in financials)	125	139	126	125	115
B	DSO of Total Business (Including Pass Thru)	=(Debtors + Unbilled Receivables as in Balance Sheet) / Sales in financials+ Pass thru revenue)	99	118	111	110	102
C	DSO of Core Business (Excluding Pass Thru)	=(Debtors + Unbilled Receivables as in Balance Sheet) only of core business, ie excluding pass thru Debtors and Unbilled Receivables / Sales as in the financials)	106	121	115	113	104

DSO Considering only Receivables (ie Unbilled Receivables are not included)	FY 16 Q1	FY 16 Q2	FY 16 Q3
Total - Only Receivables considered i.e. w/o Unbilled Receivables	78	77	73
Core (excluding both Revenue and Debtors of pass through revenue)	78	77	73
Financials (including Debtors but excluding Revenue from pass through)	88	87	82

	Rs in Crore				
	FY 14	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3
Net worth (in Rs. Crores)	676.30	791.47	825.92	837.47	880.39
Return on net worth (after extraordinary and prior period items)	13.30%	14.26%	3.09%	3.24%	4.33%
Total cash (in Rs. Crores) *	112.23	177.63	193.68	203.93	247.13
Cash per share	27.75	44.23	48.23	52.69	63.85

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 16 YTD	FY 16 Q3	FY 16 Q2	FY 16 Q1	FY 15	FY 14
Revenue	1,554.82	584.66	500.61	469.55	1,737.44	1,732.73
Direct Expenses	1,122.73	420.37	361.94	340.42	1,223.95	1,217.91
GM	432.09	164.29	138.67	129.13	513.49	514.82
SG & A	288.73	103.14	94.73	90.86	323.35	329.25
EBITDA	143.36	61.15	43.94	38.27	190.14	185.57
Forex gain / (loss)	6.26	1.17	3.21	1.88	0.57	(18.75)
Depreciation	(36.16)	(12.28)	(12.17)	(11.71)	(51.60)	(56.53)
Other income (excluding interest)	0.33	0.21	0.05	0.07	0.47	1.20
Gain / (Loss) on sale of FA & Inv.	(0.05)	(0.06)	0.01	-	-	0.66
EBIT	113.74	50.19	35.04	28.51	139.58	112.15
Interest Income	6.26	2.08	1.90	2.28	5.81	5.72
Interest Expenditure	0.99	0.34	0.39	0.26	1.21	1.96
PBT	119.01	51.93	36.55	30.53	144.18	115.91
Tax	28.19	13.78	9.37	5.04	31.27	26.14
PAT	90.82	38.15	27.18	25.49	112.91	89.77

Gross Margin	27.8%	28.1%	27.7%	27.5%	29.6%	29.7%
SG & A to Revenue	18.6%	17.6%	18.9%	19.4%	18.6%	19.0%
EBITDA Margin	9.2%	10.5%	8.8%	8.2%	10.9%	10.7%
EBIT Margin	7.3%	8.6%	7.0%	6.1%	8.0%	6.5%
PBT to Revenue	7.7%	8.9%	7.3%	6.5%	8.3%	6.7%
PAT to Revenue	5.8%	6.5%	5.4%	5.4%	6.5%	5.2%

Rs in Crore

	FY 16 Q3	FY 16 Q2	FY 16 Q1	FY 15	FY 14
Sources of funds					
Equity share capital	38.71	38.71	40.16	40.16	40.44
Reserves	841.68	798.76	785.76	751.31	635.86
Borrowings *	72.92	52.37	31.96	59.26	62.33
Deferred Tax liabilities	14.89	24.73	23.91	22.76	34.93
Long Term Liabilities and Provisions	4.55	4.72	4.20	4.14	3.46
Current Liabilities and Provisions	684.35	649.25	606.33	574.12	539.17
Total Sources of Funds	1,657.10	1,568.54	1,492.32	1,451.75	1,316.19
Application of funds					
Fixed Assets - Net (including goodwill)	315.24	315.20	307.36	295.10	324.35
Deferred Tax Assets	33.86	27.94	24.21	17.61	6.94
Non Current Investments	1.49	1.48	1.43	1.41	1.35
Current Investments (Short Term Mutual Funds)	-	-	-	-	-
Long Term Loans and Advances	48.84	47.15	48.94	50.50	28.63
Current Assets	1,010.54	972.84	916.70	901.34	842.69
Cash and Cash Equivalents	247.13	203.93	193.68	185.79	112.23
Total Uses of Funds	1,657.10	1,568.54	1,492.32	1,451.75	1,316.19
Cash, Mutual Funds less Book Overdraft	247.13	203.93	193.68	177.63	112.23

* For Q3 FY 2016-16: borrowings consist of Rs 72.38 Crores (\$ 10.91 mi) from Bank for Working Capital and Rs 0.54 Crores (\$ 0.08 mi) Finance Lease for of Vehicles. Working capital loan w.r.t to our US subsidiaries.

Rs in Crore

	FY 16 YTD	FY 16 Q3	FY 16 Q2	FY 16 Q1	FY 15	FY 14
Pre-Tax Profit	119.03	51.94	36.55	30.54	144.15	115.94
Depreciation	36.16	12.28	12.17	11.71	51.60	56.53
Other Adjustments	(4.87)	(1.34)	(1.54)	(1.99)	(3.90)	(3.78)
Change in Working capital	(7.77)	(20.09)	(16.15)	28.47	(42.87)	(85.51)
Taxes Paid	(35.64)	(11.51)	(6.96)	(17.17)	(44.34)	(40.31)
Operating Cash Inflow	106.91	31.28	24.07	51.56	104.64	42.87
Capital Expenditure	(35.55)	(9.20)	(8.89)	(17.46)	(18.70)	(36.66)
Free Cash Flow	71.36	22.08	15.18	34.10	85.94	6.21
Changes in Investments	-	-	-	-	-	6.72
Interest Received / (Paid)	6.32	1.14	3.72	1.46	4.58	2.34
Debt Raised/(Repaid)	10.10	19.43	19.34	(28.67)	(5.17)	(34.43)
Capital Raised/(Repaid)	(28.68)	-	(28.68)	-	(3.47)	(22.87)
Dividend and Dividend Tax paid	-	-	-	-	(9.50)	(24.04)
Net change in cash	59.10	42.65	9.56	6.89	72.38	(66.07)
Effect of Exchange Difference on translation of foreign currency	2.24	0.55	0.69	1.00	1.18	13.21
Opening Cash	185.79	203.93	193.68	185.79	112.23	165.09
Closing Cash	247.13	247.13	203.93	193.68	185.79	112.23



exciting times...infinite possibilities...

THANK YOU...





"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

EARNINGS CALL

Q3 FY 2016

exciting times...infinite possibilities..

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Our Vision

A high-angle, close-up shot of a diverse group of business professionals, including men and women of various ethnicities, all smiling and looking towards the camera. They are dressed in business attire, and their arms are partially visible, suggesting they are huddled together in a positive, collaborative environment.

**Delighted Customers...
Proud Employees!**
...our vision

Measurement – Independent Survey

85% of the Customers are Delighted

80% of the Employees Feel Proud to be Infinitians

Infinite Overview

Established in 1999,
Headquartered in Bangalore, India

Publicly listed in 2010 in the Indian Stock Exchange Boards

Our Presence | 16 Offices

8 Delivery Centers - Bangalore, Boston, Chennai, Chicago, Gurgaon, Rockville, Princeton & Knoxville

Our Customers

- 120 Active Customers
- Long Standing Relationships with Fortune 1000 Companies

Our Financials FY 15

Revenue: USD 284M
EBITDA: USD 31.1M

Our People FY 15

5138 Employees worldwide, 3331 in India

Awards & Accolades



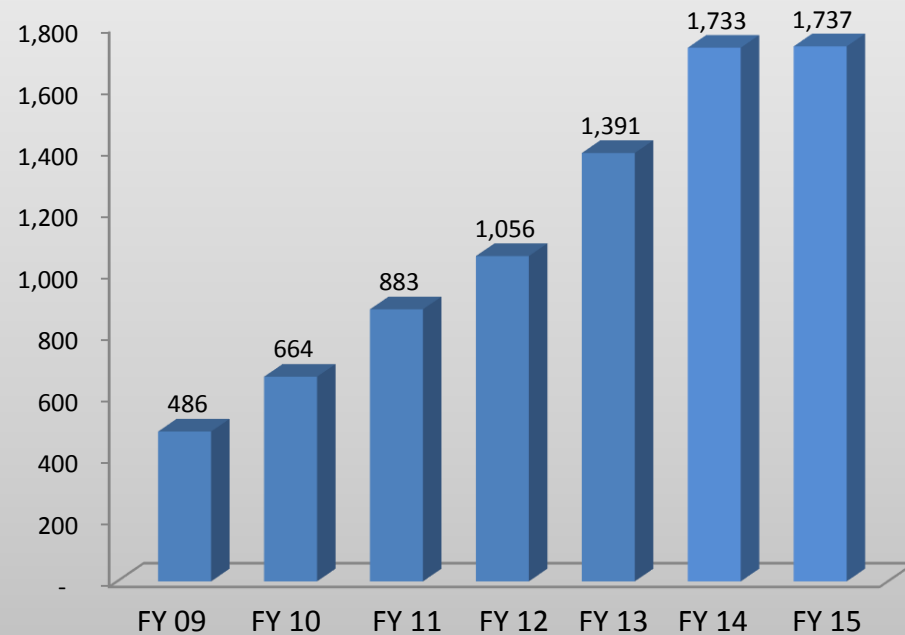
CMMIDEV/5TM
Exp. 2017-06-07 / Approval #12491



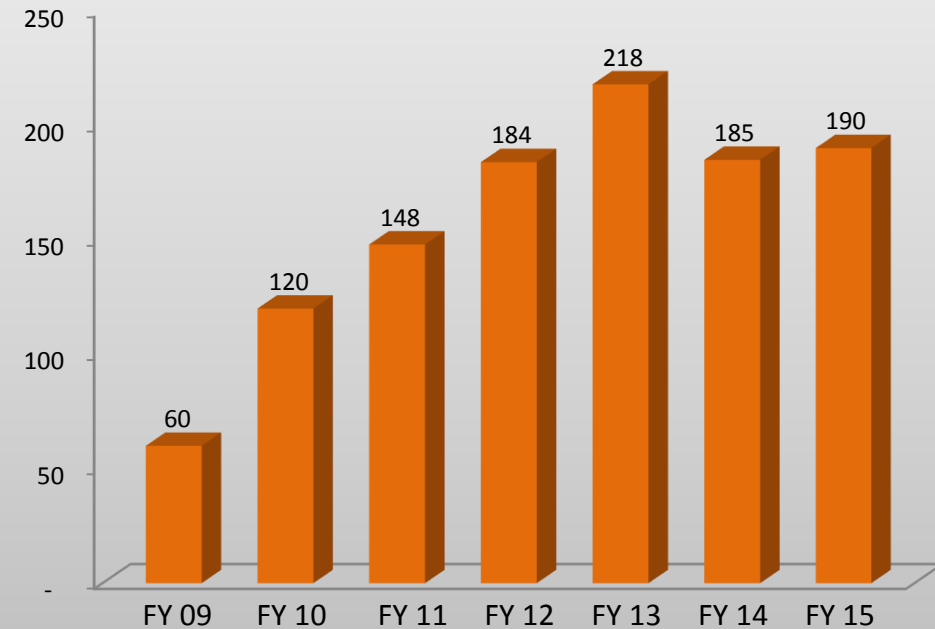
CMMISVC/5TM
Exp. 2017-06-07 / Approval #12491

Our Performance - in INR Cr.

Revenue (INR Cr.)



EBITDA (INR Cr.)



Consistent Revenue & Margin Growth:

6 Year CAGR since end-FY 09 - Revenue - 23.66%; EBITDA - 21.20%

Long Term Relationship With Global Corporates



Leading Global SI

14+ Years.

Application Management
Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 400 M

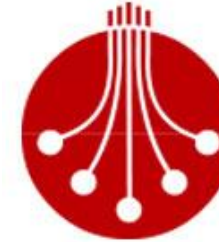


Large Telecom SP

14+ Years.

Application Management
Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 200 M



Global Telecom OEM 1

14+ Years.

Product Engineering

Relationship Value
(Last 5 Years) - US\$ 50 M



Global Telecom OEM 2

8+ Years.

Product Engineering,
Platform & Product Devp.

Relationship Value
(Last 5 Years) - US\$ 30 M



Healthcare Provider

7+ Years

Enterprise Application
Management , QA testing

Relationship Value
(Last 5 Years) - US\$ 125 M



Global Telecom OEM 3

6 Years. Mobility & Messaging

Relationship Value
(Last 5 Years) - US\$ 130 M



Financial Services Provider

5 Years. Enterprise Application
Management, SOA Migration,
Enterprise Analytics

Relationship Value
(Last 5 Years) - US\$ 25 M



Tech Support Provider

5+ Years

Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 25 M



Information Management Services Company

6 Years.

Enterprise Application Mgmt.
Enterprise Analytics

Relationship Value
(Last 5 Years) - US\$ 10 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 standing 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

Our Focus Areas

Verticals

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

Services

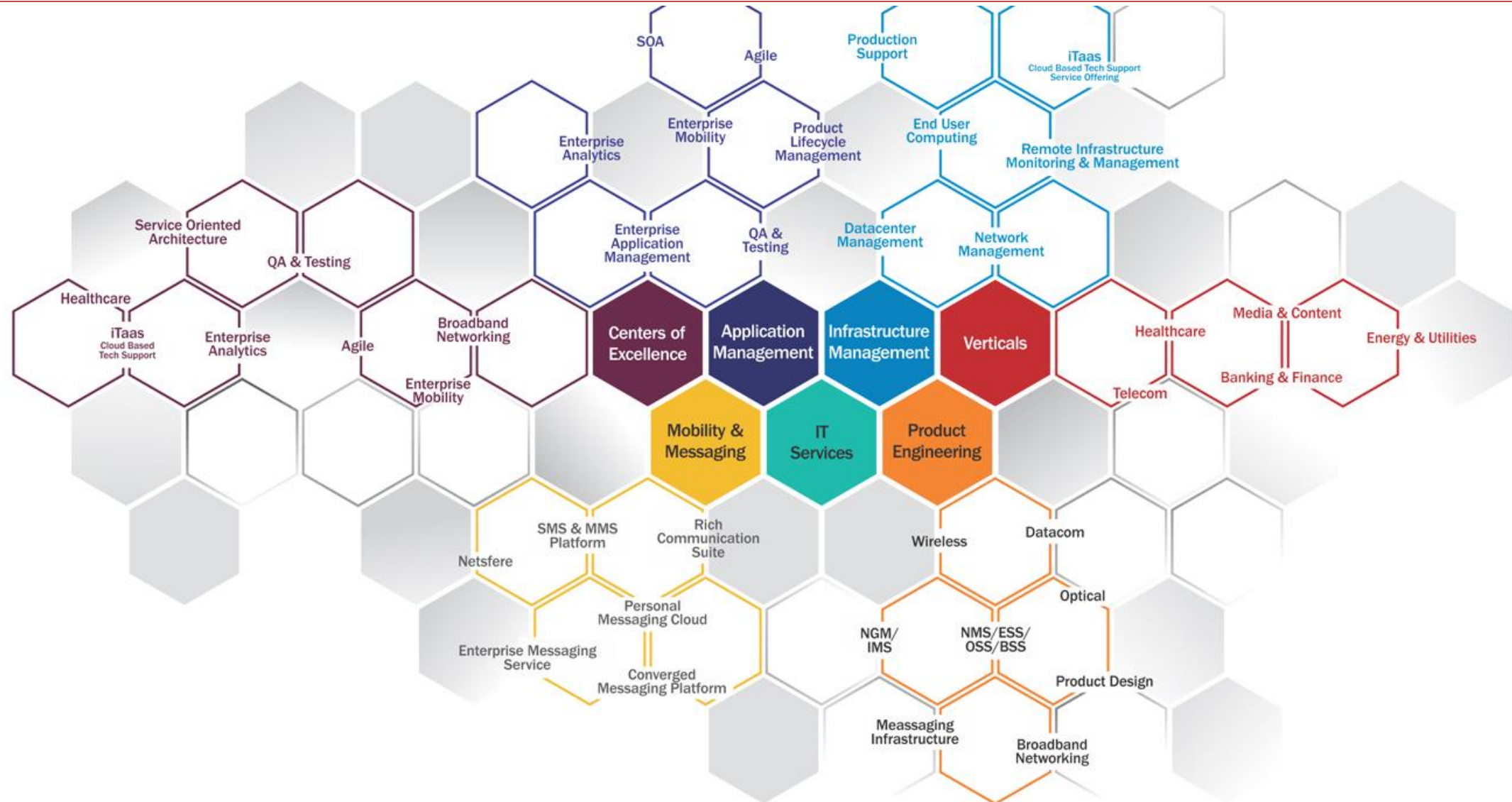
- IT Services
- Product Engineering
- Mobility & Messaging Platforms

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

Flexible Engagement Models

Our Service Offerings



Platformization™ – The Premise

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



Automation &
Non-linearity

**Platforms as
a Service**

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



Solution
Accelerator

**Automation
at the Core**

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



Business Outcome
Focused

**Productivity
Resources**

Platformization™ - Our COEs & Frameworks



Infinite's Business Platforms

Enterprise Analytics

Big Data Platform, Sentiment Analytics, Predictive Models, BI/DW Solution Accelerators, Natural Language Processing, Recommendations Engine

Enterprise Mobility

M2M Integration, MaaS 360 Extended, Content Transformation, Responsive Web Design, 3C Framework, iTaaS Visual Support

Testing & Quality Assurance

SMAC Testing, iTAP, Mobility Testing, Performance Testing, Continuous Testing, Security Testing

Agile

Kabanzi Framework, Agile Development Frameworks, Agile Testing Frameworks

SOA

M2M Integration, ESB Framework, SOA Assessment Engine, ADIGT Framework

Our Platform Portfolio



VERTICALS



SOLUTIONS



PLATFORMS

Platforms

Sentiment
Analytics

Recommendation
Engine Platform

Operational Log
Platform

iTAP Testing
Platform

Predictive
Analytics Platform

PC3 (Patient
Connected Care)

Digital Content
Transformation

MDM (Mobile
Device
Management)

Mobile Asset
Management

Enterprise Mobility
Platform

ePublishing
Platform

Enterprise
Messaging
Platform

EMS Plus

EMS Flex

EMS APIs

NetSfere

Carrier Offerings

RCS (Rich
Communication
Suite)

Mobile Messaging
Platforms

MMS Centre

SMSC Gateway

PMC (Personal
Messaging Cloud)

Public Safety
Messaging

ACTT (Automated
Carrier Grade
Testing for
Telecom)

NFV
(Network
Function
Virtualization)

Customized, efficient and agile offerings to clients' dynamic business requirements

Our Product Portfolio

RCS IM Server



Enables IM, Multimedia Sharing, File Sharing, Group Messaging, Discovery, Video Sharing, and **RCS-In-a-Box**

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

Short Message Service Center



Store & Forward solution for SMS – very high capacity systems

Multimedia Messaging Service 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

Public Safety Messaging Server



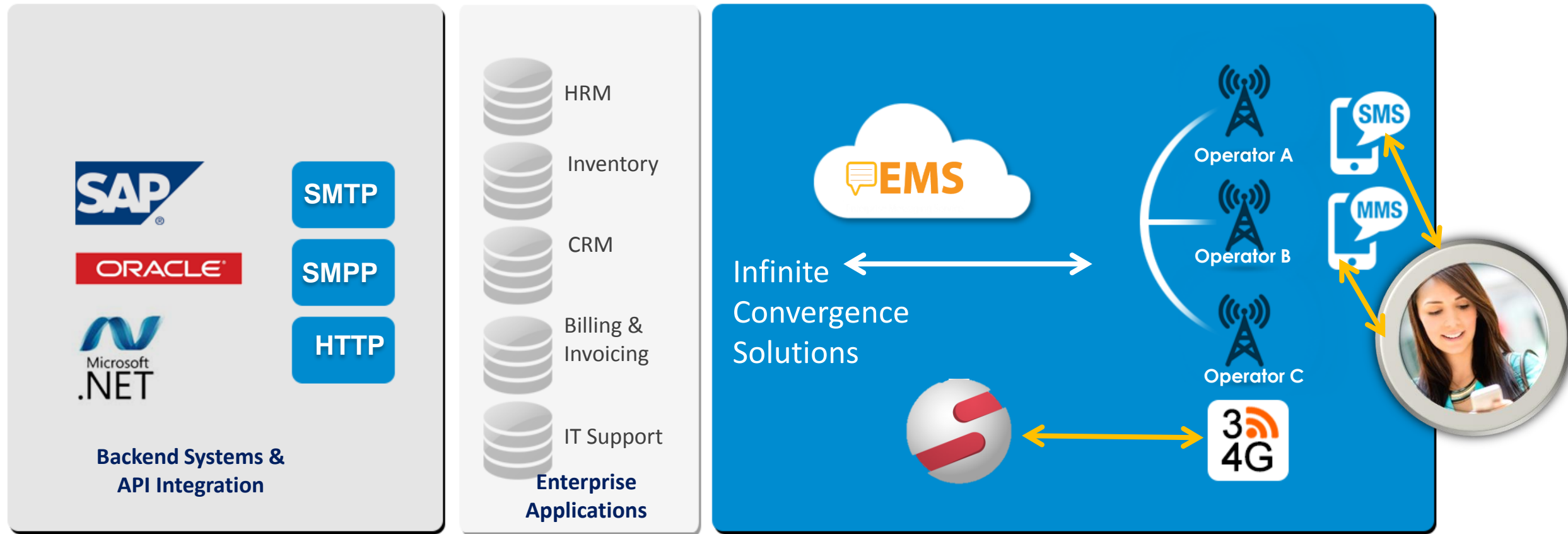
Converged messaging server (CMS) focused on the messaging needs of public safety (Police, Emergency Responders, Ambulance, etc.), includes SIP Registrar for IMS-Less Core environments

Netsfere

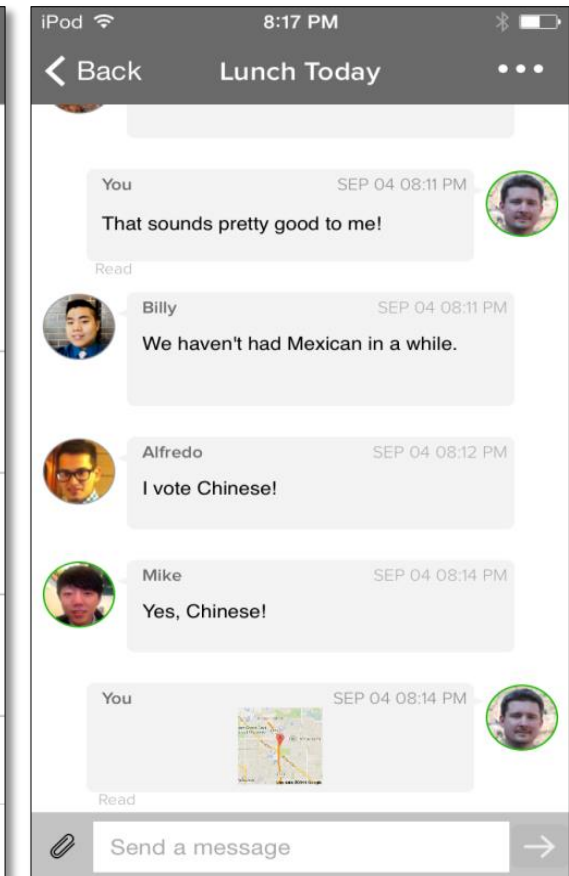
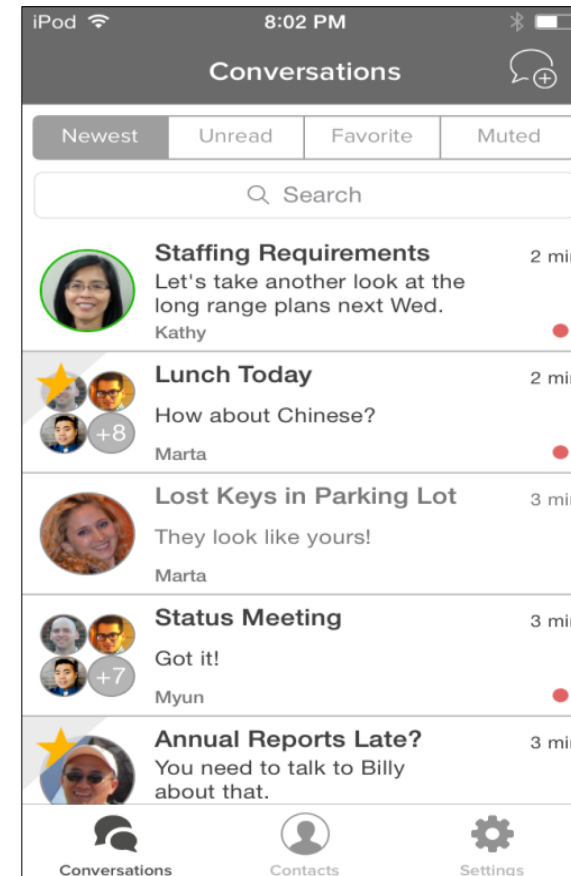
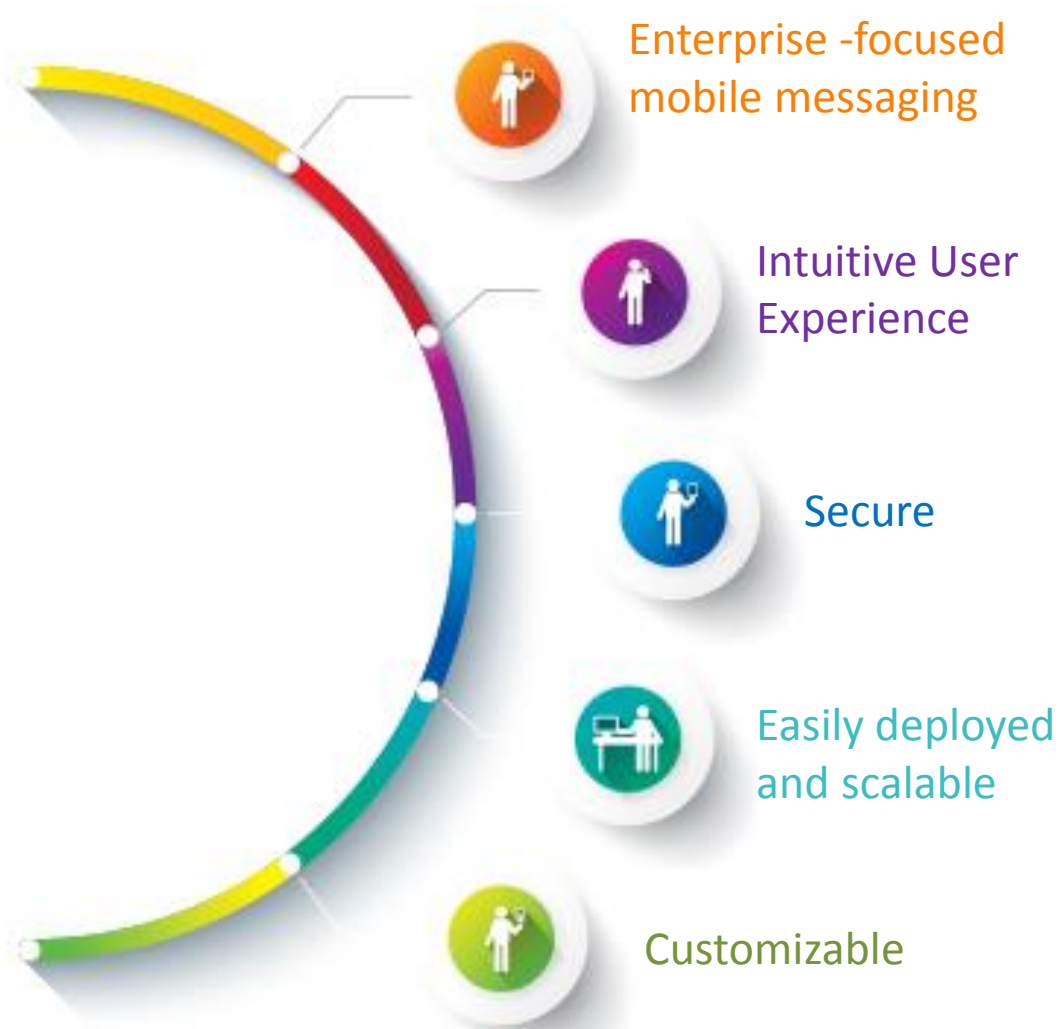


Enterprise focused mobile messaging. Advanced & Intuitive instant messaging. Secure, Easily Deployable & Scalable.

Our Enterprise Messaging Product



NetSfere – Our Mobile Messaging Platform



NetSfere: Features



Advanced & Intuitive
Instant Messaging

256 bit
Encryption

Multimedia
File Transfer

Real-time
Presence

Multi-Device
Sync

Location
Sharing

APIs

Location
Sharing

Private
Cloud

Remote
Wipe

Message
Statistics &
Reports

Add &
Remove
Participants

Active
Directory
Integration

Industry Recognitions



Winner of 2014 Unified Communications Product of the Year Award



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



TMC Product of the Year 2015 Communication Solutions



Winner of Fierce Innovation Award 2013



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



NASSCOM ranks Infinite in Top 20 IT Players in India 2012



Mobile Merit Awards Runner Up



CTIA Emerging Technology Awards Finalist 2012



Finalist in Red Herring 100 winner



Hot Companies & Technologies Award 2015, 2014, 2013, 2012

Executive Overview

Q3 FY 2015 - 16

Overview of Q3, FY 2015 – 16



Highlights of the Quarter

- In-line with expectations
- Significant Sales Traction – Multiple New Clients & Deals Signed

Earnings



IN INR Terms

Revenue	INR 584.7 Cr	↑ Up	20.2% y-on-y	↑ Up	16.8% q-on-q
EBITDA	INR 61.2 Cr	↓ Down	16.8% y-on-y	↑ Up	39.2% q-on-q
PAT	INR 38.2 Cr	↓ Down	21.2% y-on-y	↑ Up	40.4% q-on-q

IN USD Terms

Revenue	USD 88.7 M.	↑ Up	13.0% y-on-y	↑ Up	15.0% q-on-q
EBITDA	USD 9.3 M.	↓ Down	21.7% y-on-y	↑ Up	36.9% q-on-q
PAT	USD 5.8 M.	↓ Down	25.8% y-on-y	↑ Up	38.2% q-on-q



People

Global Employee Headcount at 5214

- India Headcount increased to 3173
- Outside India increased to 2041
- 223 Net Increase; Attrition 18.27 %



Cash

- Cash & Cash equivalents increased to INR 247 Cr from INR 204 Cr at the end of Q3 FY 16
- Free Cash Flow of INR 22 Cr
- Cash Per Share at INR 64
- EPS for Q3 FY 16 is INR 9.8



Clients

- Added 22 Clients during the quarter
- Signed an MSA with a multi Billion \$ client; one of the worlds largest soft drink manufacturer

Business Update

Q3 FY 2015 - 16

Major MSAs / Deals Signed – Technology Solutions



TECHNOLOGY

- Signed MSA with a leading Network Software company in the UK to provide our Engineering services in APAC region
- Signed SOW with a leading Optical Networking company in Germany for providing support in India for deployment of Reliance Jio communication equipment



BFSI

- Signed Two SOW's for modernization projects with a large payment processing company to provide enterprise global payment processing solutions



TELECOM

- Signed four multi-year MSAs with leading telecom companies in the US to provide QA and Analytics platforms
- Signed an MSA with a leading global information and communication technology company to provide OSS/BSS Engineering Services in Middle East and Africa

Major MSAs / Deals Signed – Technology Solutions



HEALTHCARE

- Signed four new clients in payer and provider segment forging ahead into commercial Healthcare IT space leveraging our Healthcare platforms
- Signed SOW with a leading Healthcare Solutions provider in India for IT services



OTHER VERTICALS

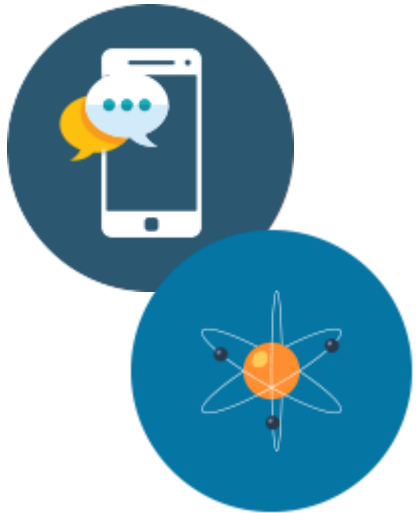
- Signed MSA with a leading provider of powerful, enterprise analytic technologies and service to provide consulting services in APAC
- Signed contract with a leading denims manufacturer in India for ERP implementation
- Signed contract with a leading Acrylic Company in Thailand for providing IT services
- Signed SOW with leading provider of motor oil and automotive lubricants in India to provide IT Services
- Signed SOW with a High end carpet manufacturer in China for ERP implementation

Major MSAs / Deals Signed – Product Engineering



- Signed Global MSA with one of the leading Tier 1 Telecom OEM
- Signed MSA with one of the worlds largest (multi-billion dollar) soft drink manufacturer for providing Embedded application
- Signed and started Dedicated Development Center (DDC) for a leading global provider of information technology services and products in the areas of switching and routing
- Signed multi-year MSA with a leading global information and communications technology R&D company to provide cutting edge technologies of NFV (Network function Virtualization) and SDN (Software Defined Networks)
- Signed up with a leading specialized engineering services company to provide high end design services for their Government agencies

Major MSAs / Deals Signed – Messaging & Mobility



- Deployed Next-generation Enterprise Messaging Platform for leading global payment service provider
- Pioneered in commercial launch of a highly scalable, reliable, multimedia messaging platform on public cloud for a leading global mobile network operator
- Co-hosted a multimedia messaging platform on cloud for a leading global mobile device manufacturer

Business Update – Next-Gen Mobile Messaging Patents

Message disposition notification across all devices ([Patent No. 9231894](#))

Enables the support of disposition notification across all devices, such as a message notification on a tablet even when a user sent the message originally to a smartphone. This patent addresses issues related to using multiple devices to send and receive messages while retaining notifications through two different methods on a server.

Message Disposition Notification after Session Termination ([Patent No. 8898235](#))

Covers mobile message disposition notifications and supports Infinite Convergence's Method and Devices for Message Disposition Notification after Session Termination invention. Especially useful in mobile messaging group chats where all members might not be present. the invention allows the originator of the group chat to receive:

- Industry-standard read-reply receipts
- Message delivery notifications
- Various error statuses from store and forward recipients even after the chat session has terminated



Go Forward Strategy

1

Re-align & focus on
positioning Infinite as
Platformization
company

2

Prime investment
for

Futuristic Gain



Enhancing Current
Platforms & building
New Platforms



Cloud Based



Service Delivery

3

Focus
on

**Margin
Expansion
over the
Longer
Term**

Guidance FY16

Revenue growth
projected at

5 - 10%

Net Profits Expected
to be

Flat



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

Key Metrics

Q3 FY 2015 - 16

Revenue Analysis

By Offering	Q3 FY 15	Q2 FY 16	Q3 FY 16
Technology Solutions *	67.4%	72.2%	71.0%
Product Engineering	12.6%	13.0%	11.4%
Messaging Products	20.0%	14.8%	17.6%

By Industry	Q3 FY 15	Q2 FY 16	Q3 FY 16
Telecom & Media	43.0%	36.8%	42.7%
Healthcare	14.1%	18.2%	16.9%
Technology	37.7%	40.3%	37.2%
BFSI	1.0%	1.2%	0.7%
Others	4.2%	3.5%	2.5%

By Region	Q3 FY 15	Q2 FY 16	Q3 FY 16
USA	87.9%	88.5%	89.6%
APAC	5.7%	5.2%	4.7%
Europe	0.1%	0.2%	0.1%
India	6.3%	6.1%	5.6%

* Earlier IT Services.

Revenue By Model	Q3 FY 15	Q2 FY 16	Q3 FY 16
Time & Material	62.7%	68.0%	62.2%
Fixed Bid	15.0%	16.1%	19.3%
Revenue Share	22.3%	15.9%	18.5%

Top Clients	Q3 FY 15	Q2 FY 16	Q3 FY 16
Top Client	48.16%	51.89%	48.18%
Top 5 Clients	81.22%	80.88%	79.53%
Top 10 Clients	91.15%	92.07%	92.79%

Client Details	Q3 FY 15	Q2 FY 16	Q3 FY 16
US\$ 1 M+	14	15	16
US\$ 5 M+	9	9	8
US\$ 10 M+	6	6	7
US\$ 20 M+	2	2	2
US\$ 50 M+	1	1	1

Business Metrics

Revenue Mix	Q3 FY 15	Q2 FY 16	Q3 FY 16
Onsite	72.5%	78.0%	75.0%
Offshore	27.5%	22.0%	25.0%

Billing Rates – US\$	Q3 FY 15	Q2 FY 16	Q3 FY 16
Onsite	US\$ 77	US\$ 84	US\$ 84
Offshore	US\$ 26	US\$ 23	US\$ 22

People Metrics	Q3 FY 15	Q2 FY 16	Q3 FY 16
Total Employees	5365	4991	5214
Employees in India	3503	2988	3173
Employees outside India	1862	2003	2041
Net Addition	40	-72	223
Attrition - Global	18.04%	18.46%	18.27%
Utilization	80%	81%	85%

Financial Metrics	Q3 FY 15	Q2 FY 16	Q3 FY 16
DSO as per Financials - Days	122	125	115
DSO w/o unbilled & pass through revenue - Days	73	77	73
Earnings per Share - INR	INR 12.05	INR 6.88	INR 9.80
Cash per Share - INR	INR 43.8	INR 52.69	INR 63.85
Net Worth – INR Crore	INR 788	INR 837	INR 880.4

Key Financial Ratios	Q3 FY 15	Q2 FY 16	Q3 FY 16
Gross Margin to Revenue %	32.1%	27.7%	28.1%
SG&A to Revenue %	17.0%	18.9%	17.6%
EBITDA %	15.1%	8.8%	10.5%
PAT %	10.0%	5.4%	6.5%
Effective Tax Rate %	23.8%	25.6%	26.5%

