



InfoBeans

CREATING **WOW!**

InfoBeans Technologies Limited

Investor Presentation

Creating **WOW** in whatever we do!



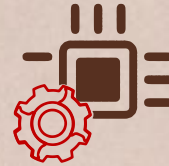
Executive Summary



InfoBeans is a **CMMI level 3** software services company that specializes in enterprise software development.



The company has **19 Years Of Leadership** in Custom Software Development with a strong presence in business segments.



Business segments include **Product Engineering, Digital Transformation & Automation and DevOps.**



Founded in 2000 as InfoBeans Systems India Pvt. Ltd, is now a one stop shop for all technology needs.

Overview



It has a state of the art infrastructure with **2 facilities in India – Indore and Pune, 1 facility in US, Germany & Dubai** each having above ~ **825 professionals** across both locations.



Executive Summary



Automation and DevOps -
Gain agility, accuracy and speed with automation



Digital Transformation -
Increased workflow efficiency for your service domains



Product Engineering -
Creating software that WOWs you



Service Offerings



EBITDA INR 216Mn
Margins 22%



PAT INR 167Mn
Margins 17%



Income* INR 975Mn 3
Year CAGR 31%



ROCE 18%
ROE 16%

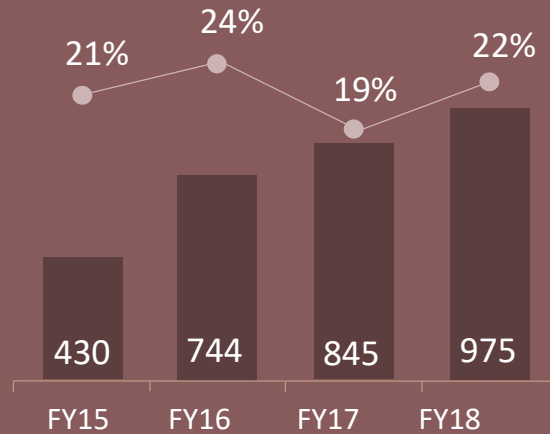


FY 18 Financials **



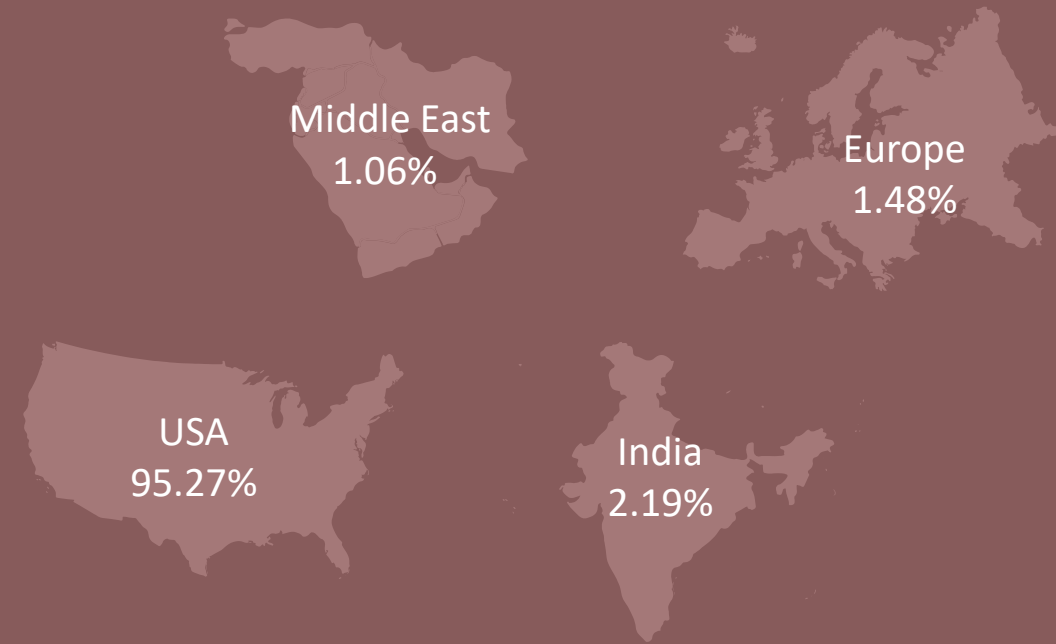
About InfoBeans Technologies Limited

Total Revenue
& EBITDA Margins (%)



—●— %
■ INR Mn

Geographical Revenue (FY-18)





Leadership - Founders



Siddharth Sethi

Co-founder & CEO

- ☕ Electrical Engineer, MBA from IIM Indore
- ☕ Extensive work in user experience design
- ☕ Responsible for software delivery for all geographies and business development in Europe and Middle-east
- ☕ Takes pride in multitasking and enjoys travelling



Mitesh Bohra

Co-founder & President

- ☕ Electronic Engineer, Dual MBA from Columbia, NY and Haas
- ☕ Strong strategy, sales and process background
- ☕ Involved in developing new competencies
- ☕ Lives in US and spends his time in business and customer development



Avinash Sethi

Co-founder & CFO

- ☕ Electrical Engineer, MBA from IIM Indore
- ☕ Keen interest in HR & Finance
- ☕ Responsible for inorganic growth
- ☕ Penchant for exploring uncharted territories



Highly Experienced Core Team



Amit Makhija
Director - Delivery

- 17 Years in Software & Management
- 11 Years with InfoBeans



Rajagopalan Kannan
Director - Delivery

- 18 Years in Software Engineering
- 15+ Years with InfoBeans



Kanupriya Manchanda
Head - HR

- 15+ years in HR
- 10+ Years with InfoBeans



Ram Lakshmi
Director - Client Success

- 23 Years of selling S/W (USA)
- 5+ Years with InfoBeans



Highly Experienced Core Team



Arpit Jain

UX Practice Head

- 12 Years in Software Engineering
- 11+ years with InfoBeans



Manish Malpani

Senior Project Manager

- 15 Years in project management
- 10 years with InfoBeans



Akhilesh Jain

Finance Manager

- 11 Years in Corporate Finance
- 2+ years with InfoBeans



Tarulata Champawat

Director - Sales Operations

- 17 +Years of Experience in Sales
- 11 Year with InfoBeans



Geetanjali Punjabi

Vice President - Sales

- 17 +Years of Experience in Sales operations
- 2 Year with InfoBeans



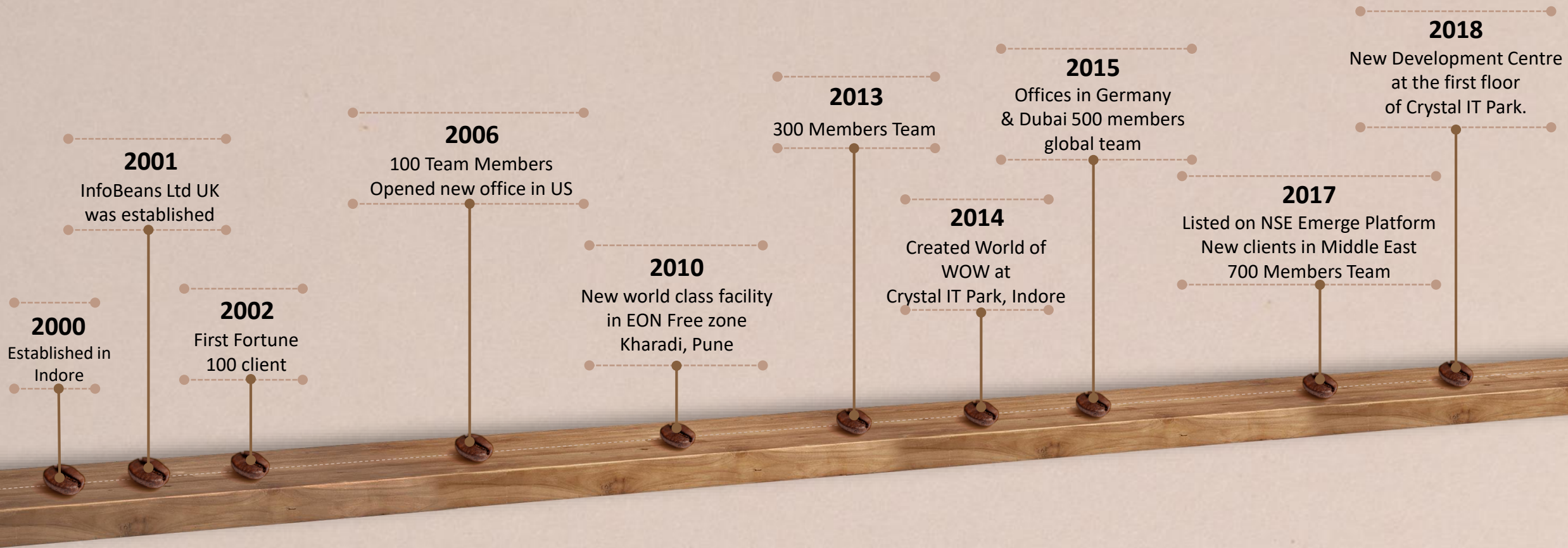
Avinash Jain

Business Development Manager

- 20 Years in IT
- 4 years with InfoBeans



Key Milestones





Awards & Certifications



Ranked amongst
**Top 50 IT companies
to work for in India –**
NASSCOM HR Summit, 2015
& 2016



Asia's Best Employer
Brand Award for
Talent Management,
2011 & 2013



By Software
Engineering
Institute (2012,
2015, 2018)



Corporate Social
Responsibility Award
by Amity



Recognized as
**"Dream Companies To Work For 2017 &
2018"** at the silver jubilee ceremony of World HRD
Congress and IT & Software` Sector

InfoBeans presented with BRAND
LEADERSHIP AWARD



TRUST



PRIDE



JOY

**InfoBeans Employees rate the work
culture very high on all three aspects**



State of Art Facilities

Crystal IT Park (SEZ) and Rafael Tower, Indore

- 1,00,000 square feet space
- Capacity to seat 1000
- Open workspaces encouraging team work
- Terrace garden with theatre sitting
- Monk rooms for that extra bit of concentration
- Recreation zones - Cricket net, ping pong & pool tables
- Game rooms equipped with XBOX



World class infrastructure to take care of world class team



State of Art Facilities

Giga Space IT Park, Pune

- 20,000+ square feet space
- Capacity to seat 240
- State of art development machines and servers
- Location advantage for access to talent
- Reasonably low cost structure
- Enables quick ramp up time
- Good connectivity to Mumbai



World class infrastructure to take care of world class team



Esteemed Clientele

Under NDA

Fortune 200 company, World's largest logistics company, engaged worldwide



Only Company in world offering tech solutions for life sciences healthcare compliance

Under NDA

Leading online brand for conducting Surveys

Under NDA

Fortune 500 company, USD 6.3 bn in Revenue, Storage Solutions



Providing Innovative Digital Solutions to Libraries Everywhere



Esteemed Clientele



Develops model codes & standards for building industry for all US states



172 year old brand, Legal content publisher in all states of US



Full range of SaaS based integrated Human Resources solutions.



Solutions for content creation, publishing & management



Leading global remittances, Foreign Exchange & payment solutions brand



New Clientele



Develops & Publishes
telecommunication standards
for the telecom industry in USA

Under NDA

Fortune 100 company focusing on the
areas of electrification, automation
and digitalization.

Under NDA

International multi skilled solution
provider of digital enablement
services

Under NDA

A Fortune 100 Insurance giant
providing services in the Gulf Countries

Under NDA

Fortune 600 company, Leader in software-
defined
networking technology

COHESITY

Software-driven data
storage company





Key Strengths

Proven Track Record of Profitability

High revenue growth & net profit margin

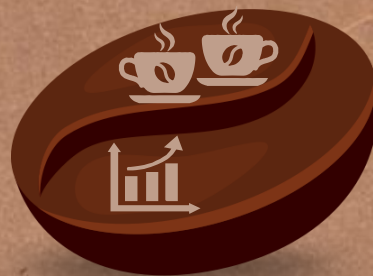


Serving a Huge and Rapidly Growing Market

Strategic located facilities at Indore & Pune

Great Work Culture

A team of ~800 skilled professionals with high retention



Growing Blue Chip Client base

90%+ repeat business, increasing account sizes

Growing Custom Software Development Business

Driven by skilled professionals with high customer centricity



High Standards of Corporate Governance

Transparent operations, professional management team

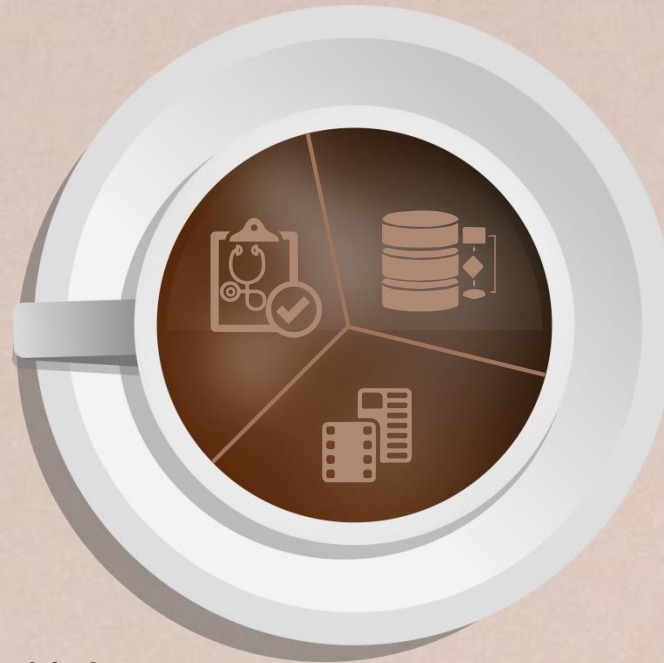


Verticals

Healthcare Compliance

Healthcare Compliance - identify, define and build technology solutions

- Help clients build end-to-end technology solutions around life sciences and healthcare law compliance
- Solutions help increase efficiencies, mitigate risk and improve patient safety through compliance



Storage & Virtualization

Storage & Virtualization - identify, provide and manage distributed storage systems

- Storage virtualization adds a new layer of software / hardware between storage systems & servers
- Help clients automate the expansion of storage capacity which reduces manual intervention
- Provide host-based, storage-based device, and network-based storage virtualization services

Media & Publishing

Publishing for SDO (Standard Development Organization)

- Specialize in multi-format, multimodal content delivery to diverse platforms and devices
- Address Media and publishing hurdles - frequent content changes, stringent deadlines and workflow bottlenecks through state-of-the-art content management systems
- Analyze market trends & emerging technologies to help clients stay ahead of competition



Future Growth Strategies





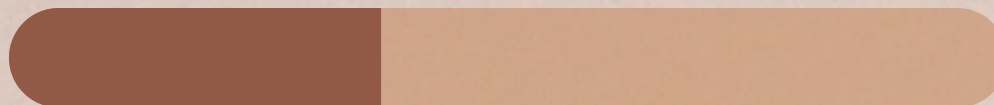
Service Offerings



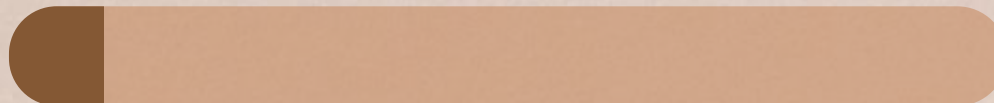
Product Engineering **53%**



Digital Transformation **41%**



Automation and DevOps **6%**

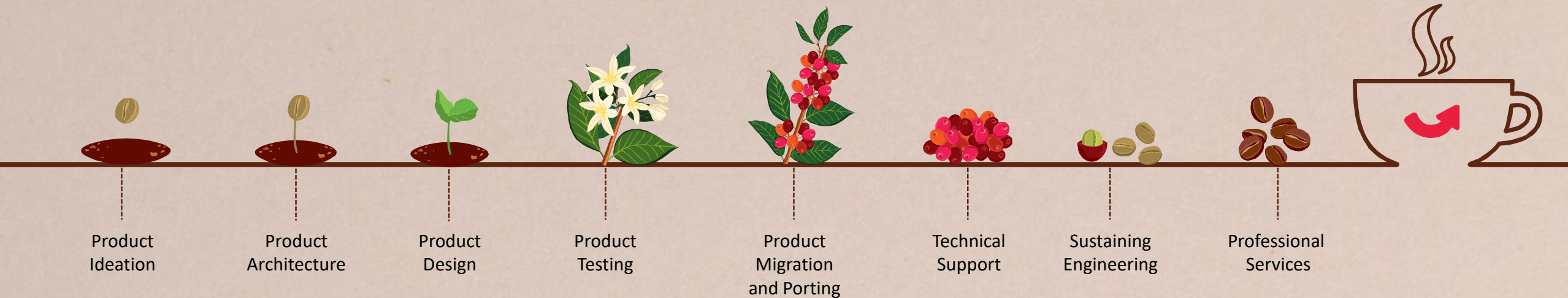




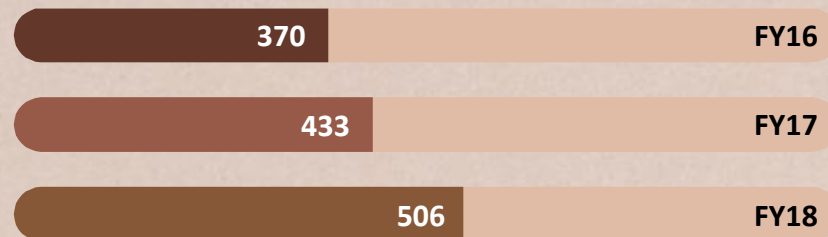
Product Engineering

At InfoBeans, we take care of the entire software product life cycle starting from the idea being conceived to the deployment and user acceptance testing.

Phases of Product Engineering



Y-o-Y Revenue (INR Mn)





Digital Transformation



Highly customizable enterprise cloud solution to automate operations like:

- IT helpdesk
- Enterprise service management
- Asset management
- Virtual support workflow



Covers all aspects of a customer's service lifecycle to provide proactive, customer-centric services



Through a series of process and software development services, creates effective platforms on top of existing packaged content management software to enable clients to manage their content effectively and profitably.



Reduce the amount of time to create, organize and archive content to reduce time to market and cost.

Y-o-Y Revenue (INR Mn)





Automation and DevOps

InfoBeans aims for shorter development cycles, increased deployment frequency, and more dependable releases, in close alignment with business objectives

Build Automation

- Continuous Integration from development version control system
- Automated backup, restore and rollback procedures
- Automated Build packaging and deployment
- Automated server environment and database configuration
- BVT, Sanity and Regression Test automation on each environment

Test Automation

- Automation framework library design
- Platform independent test case design and automation scripting
- Development and maintenance of automation test suite
- Product qualification tool automation
- Sanity, BVT, Regression, Load and Stress test suite automation

Y-o-Y Revenue (INR Mn)

0

FY16

27

FY17

58

FY18



IT Industry

India - World's largest sourcing destination for the IT industry, accounting for ~67% of global outsourcing

Notable Trends in Indian IT Industry



Increase in number of start-ups, adding to around 2% of GDP



Large players with a wide range of capabilities offering infrastructure, system integration and consulting services



Global outsourcing used to drive fundamental re-engineering of end-to-end processes



Supported by cheap labor, affordable real estate, favorable government regulations, tax breaks, SEZ schemes



Social, Mobility, Analytics and Cloud (SMAC) leading to digitization of the entire business model

Expansion and Future Growth as Opportunity



Traditional verticals - BFSI, telecommunication and manufacturing remain largest in terms of IT adoption; expected to grow at an average of 15%



Government sectors - huge potential for IT enabled services



Increasing digitalization - leads to growth in revenues for IT sector incoming years



Social media - second most lucrative segment for IT firms; offering a USD250 billion market opportunity by 2020



Emerging geographies - drive the next growth phase for IT firms in India with BRIC; USD380–420 billion opportunity by 2020



Cloud - largest opportunity under SMAC; increasing at a CAGR of ~30% to around USD650–700 billion by 2020



Consolidated Income Statement

Particulars (INR Mn)	FY15	FY16	FY17	FY18
Total Income*	430.3	744.0	844.8	974.8
Expenditure	339.3	568.9	687.5	759.3
Employee benefit expenses	252.4	417.0	569.8	600.6
(Increase)/Decrease in Technical WIP	0.0	0.0	0.0	7.2
Other Expenses	86.9	151.9	158.6	151.2
EBITDA	91.0	175.1	157.3	215.5
EBITDA Margin	21.2%	23.5%	18.6%	22.1%
Depreciation	27.0	26.7	28.8	24.3
Interest	0.8	0.1	0.5	0.3
PBT	63.2	148.3	128.0	190.9
CSR	0.0	1.4	2.0	2.4
Tax	7.8	16.3	(7.0)	21.1
PAT	55.4	130.6	133.0	167.4
PAT Margins	12.9%	17.6%	15.7%	17.2 %
EPS	3.14	7.39	7.52	7.13

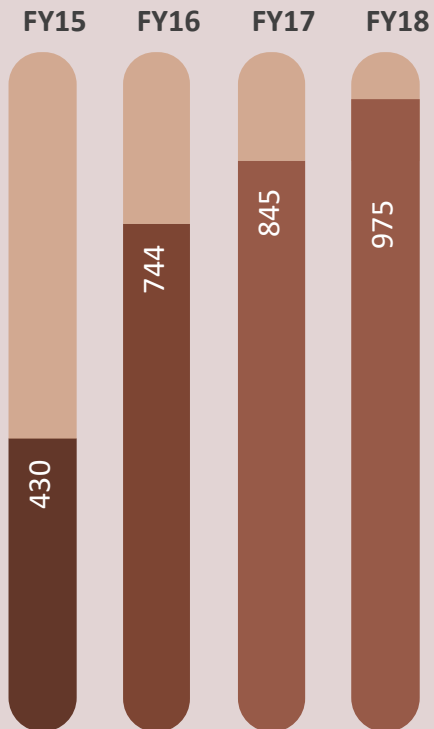
Consolidated Balance Sheet (As per iGAAP)

PARTICULARS (INR Mn)	FY 17	FY 18	PARTICULARS (INR Mn)	FY17	FY 18
EQUITIES & LIABILITIES			ASSETS		
Shareholder's Funds			Non-Current assets		
(a) Share capital	176.7	240.2	(a) Fixed assets	51.8	72.0
(b) Reserves & Surplus	366.3	824.0	(b) Non-current Investments	87.5	310.1
			(c) Deferred tax assets	12.1	18.1
Non-current liabilities			(d) Long-term loans & advances	108.1	116.8
(a) Long term borrowings	1.8	1.9	Current assets		
(b) Long-Term Provisions	14.7	23.9	(a) Current investments	10.0	41.2
Current liabilities			(b) Inventories	40.9	33.7
(a) Short Term Borrowings	39.6	0.0	(c) Trade receivables	132.6	211.3
(b) Trade Payables	6.1	6.2	(d) Cash & Cash equivalents	161.8	282.7
(c) Other Current Liabilities	9.5	15.4	(e) Short-term loans & Advances	29.8	51.3
(d) Short-term provisions	26.3	40.7	(f) Other Current Assets	6.4	15.1
Total Equities & Liabilities	641.0	1152.3	Total Assets	641.0	1152.3



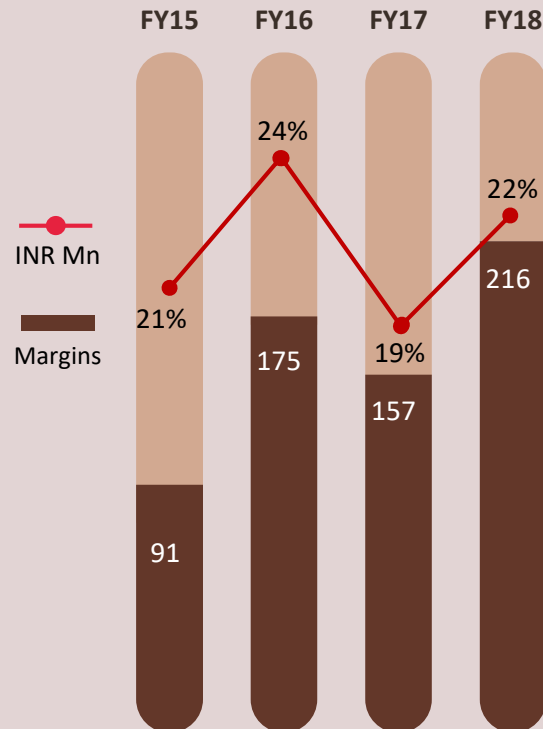
Consolidated Financial Highlights

Total Revenue* (INR Mn)

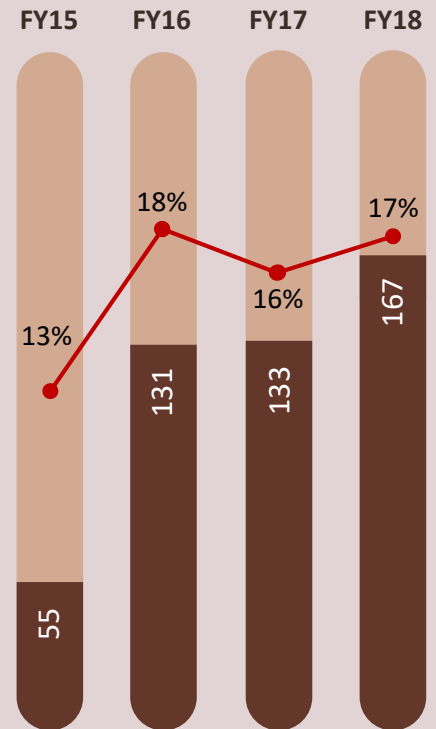


3 Year CAGR 31%

EBITDA (INR Mn) & EBITDA Margins



PAT (INR Mn) & PAT Margins





Consolidated Income Statement (Nine Monthly)

Particulars (INR Mn)	Growth (%) from Dec 17 to Dec 18	Ending Dec 18	Ending Dec 17	FY18
Income from Operations	29%	890.87	690.86	954.11
Other Income		36.68	12.19	20.69
Total Income*	32%	927.55	703.05	974.80
Expenditure		714.16	532.12	759.30
Employee benefit expenses		551.14	429.44	600.58
(Increase)/Decrease in Technical WIP		17.98	0.00	7.21
Other Expenses		145.03	102.68	151.51
EBITDA	25%	213.39	170.93	215.50
EBITDA Margin		23%	24%	22%
Interest		2.87	0.39	0.31
Depreciation		22.37	16.90	24.31
PBT	24%	190.74	153.65	190.88
CSR		1.55	0.85	2.41
Tax Expenses		30.67	23.66	21.13
PAT	23%	158.52	129.13	167.34
PAT Margins		17%	18%	17%
EPS	20%	6.60	5.50	7.13



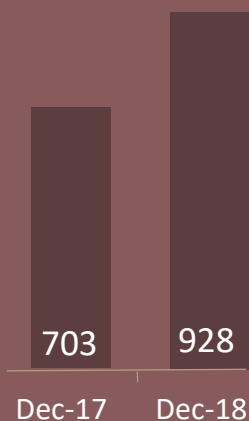
Consolidated Balance Sheet (as at 31st Dec, 2018)

PARTICULARS (INR Mn)	Dec 18	Mar 18	PARTICULARS (INR Mn)	Dec 18	FY 18
EQUITIES & LIABILITIES			ASSETS		
Shareholder's Funds			Non-Current assets		
(a) Share capital	240.2	240.2	(a) Fixed assets	87.3	72.0
(b) Reserves & Surplus	969.5	824.0	(b) Non-current Investments	356.5	310.1
			(c) Deferred tax assets	21.0	18.1
Non-current liabilities			(d) Long-term loans & advances	110.2	116.8
(a) Long term borrowings	1.4	1.9	Current assets		
(b) Long-Term Provisions	41.1	23.9	(a) Current investments	77.6	41.2
Current liabilities			(b) Inventories	15.8	33.7
(a) Short Term Borrowings	0.0	0.0	(c) Trade receivables	244.1	211.3
(b) Trade Payables	3.8	6.2	(d) Cash & Cash equivalents	321.6	282.7
(c) Other Current Liabilities	12.9	15.4	(e) Short-term loans & Advances	53.3	51.3
(d) Short-term provisions	39.8	40.7	(f) Other Current Assets	21.3	15.1
Total Equities & Liabilities	1308.7	1152.3	Total Assets	1308.7	1152.3

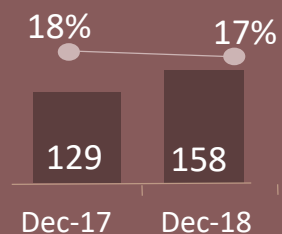


Consolidated Nine monthly highlights

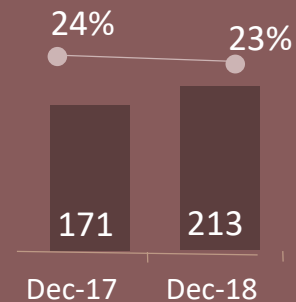
Total Revenue



PAT & PAT Margins



EBIDTA & EBIDTA Margins



** Figures for the period ended Dec-17 does not include any provisions, which was done at the year end for the Financial year 2017-18.*



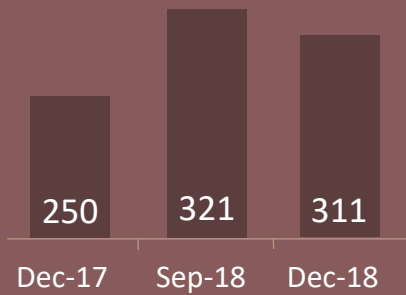
Consolidated Income Statement (Quarterly)

Particulars (INR Mn)	Q3-Dec 18	Q2-Sep 18	Q3-Dec 17
Income from Operations	305.68	306.18	248.41
Other Income	5.01	15.58	2.31
Total Income*	310.69	321.76	250.72
Expenditure	244.22	244.53	179.46
Employee benefit expenses	187.27	187.07	147.46
(Increase)/Decrease in Technical WIP	6.77	6.44	0.00
Other Expenses	50.18	51.02	32.00
EBITDA	66.46	77.23	71.26
EBITDA Margin	21%	24%	28%
Interest	0.17	0.06	0.18
Depreciation	8.43	7.27	5.51
PBT	57.86	69.91	65.57
CSR	0.01	1.5	0.71
Tax Expenses	8.28	11.86	12.20
PAT	49.58	56.55	52.66
PAT Margins	16%	18%	21%
EPS	2.06	2.35	2.24

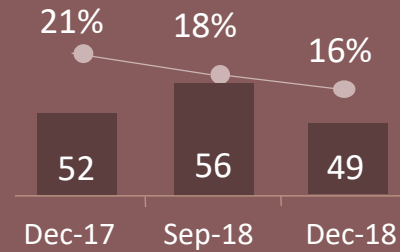


Consolidated Quarterly Highlights

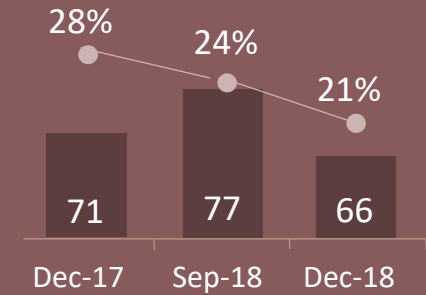
Total Revenue



PAT & PAT Margins



EBIDTA & EBIDTA Margins



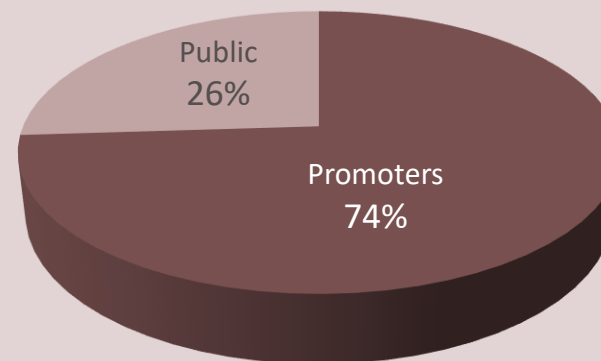
* Figures for the Quarter ended Dec-17 does not include any provisions, which was done at the year end for the Financial year 2017-18.



Market Data

Price Data (31 st December, 2018)	INR
Face Value	10
Equity Shares Outstanding (Mn)	24
EPS as per FY 18	7.0
Market Price	69.00
Market Cap (INR Mn)	1657.07
Trailing PE	8.42

Shareholding Pattern as on 31st December, 2018



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InfoBeans
CREATING **WOW!**

THANK YOU

Creating **WOW** in whatever we do!