

Investor Presentation



CREATING **WOW!**

www.infobeans.com

Executive Summary

Overview

20 years of leadership in custom software development with a strong presence in latest technologies

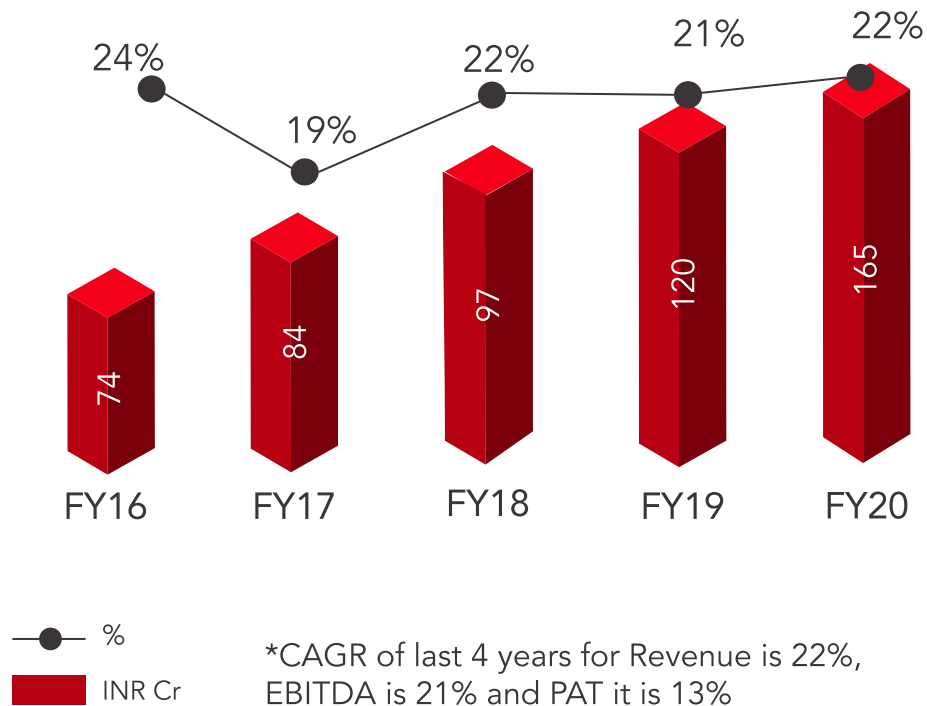
CMMi level 3 certified company adhering to global standards for software development processes

Key business segments include Product Engineering and Digital Transformation, clients include 17 Fortune 500 companies

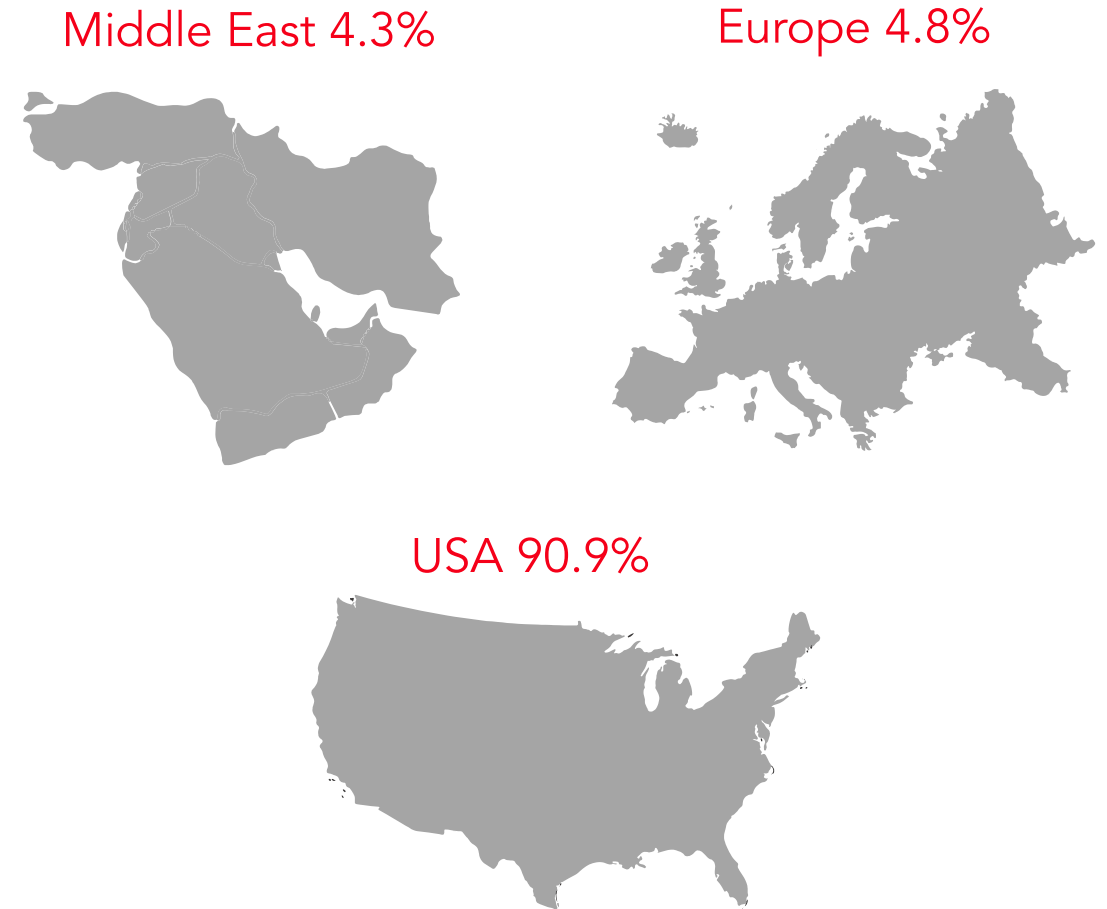
State of the art infrastructure in India – Indore, Pune, Bangalore & Chennai; New York city in USA, Munich in Germany & Dubai in Middle East; 830+ professionals globally

About InfoBeans Technologies Limited

Total Revenue (INR Cr)
& EBITDA Margins (%)



Geographical Revenue (FY2020)



Highly Experienced Core Team



Amit Makhija
Director - Delivery

- 19 years in Software & Management
- 13 years with InfoBeans



Rajagopalan Kannan
Director - Delivery

- 20 years in Software Engineering
- 17 years with InfoBeans



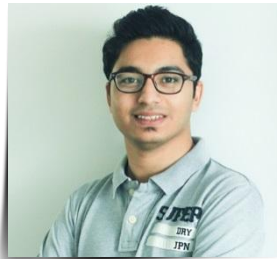
Kanupriya Manchanda
Head of People

- 17 years in Team Development
- 12 years with InfoBeans



Ram Lakshmi
Director - Client Success (USA)

- 25 years of selling Software
- 10 years with InfoBeans



Arpit Jain
UX Practice Head

- 13 years in Software Engineering
- 13 years with InfoBeans



Manish Malpani
SDO Head

- 17 years in project management
- 12 years with InfoBeans



Krunal Sanghvi
Sr. Finance Manager

- 8 years in Corporate Finance
- Recently joined



Tarulata Champawat
Director - Sales Operations

- 19 years of Experience in Sales
- 12 years with InfoBeans



Geetanjali Punjabi
Vice President - Sales

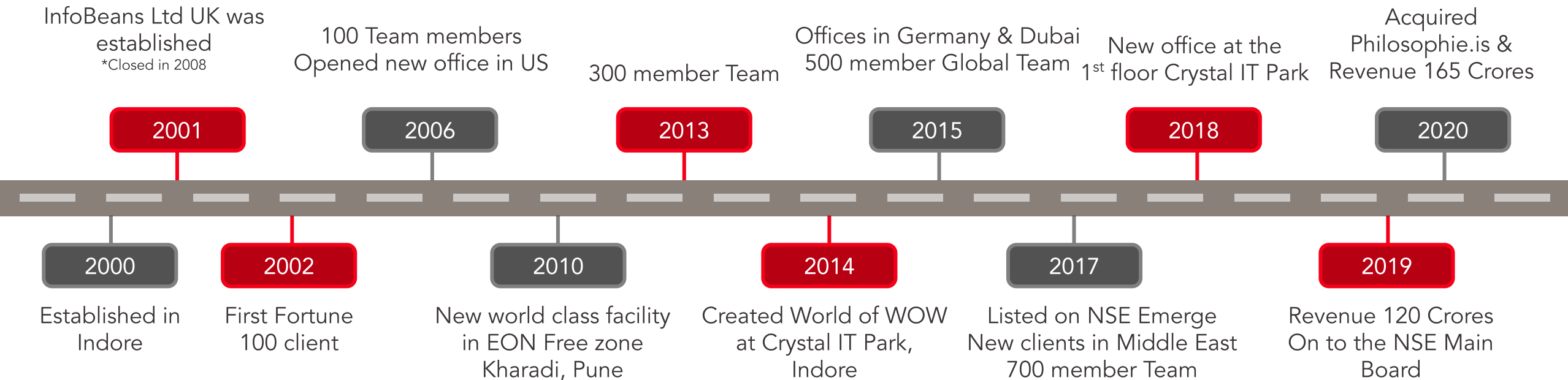
- 19 Years of Experience in Sales operations
- 4 years with InfoBeans



Avinash Jain
Business Development - EU

- 22 years in IT
- 5 years with InfoBeans

Key Milestones



Awards & Certifications



Ranked amongst
Top 50 IT companies
to work for in India –
NASSCOM HR Summit,
2015, 2016, 2019 & 2020



Asia's Best Employer
Brand Award for
Talent Management,
2011, 2013 & 2019



Awarded Best Brand and leadership award 2019



TRUST



PRIDE

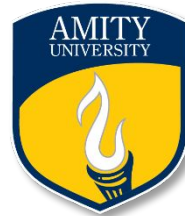


JOY

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



By Software
Engineering Institute,
2012, 2015 & 2018



Corporate Social
Responsibility
Award
by Amity University



Best Exporting Company 2019 award by
Business Today, conferred by the then Chief
Minister of MP, Mr. Kamalnath



"Dream Companies To Work For 2017 & 2018
and 2020" in IT & Software Sector, conferred
at the silver jubilee ceremony of World HRD
Congress



Best Corporate Social Responsibility
Company at Amity CSR Conclave 2020

State of the Art Facilities

Crystal IT Park (SEZ), Indore

- 70,000 square feet space
- Capacity to seat 800 members
- Open workspaces encouraging teamwork
- Terrace garden with theatre seating
- Monk rooms for that extra bit of concentration
- Recreation zones - Cricket net, ping pong & pool tables
- Game rooms equipped with XBOX

Offices in Pune, Bangalore, Chennai & Dubai too

World class infrastructure to
take care of the world class team

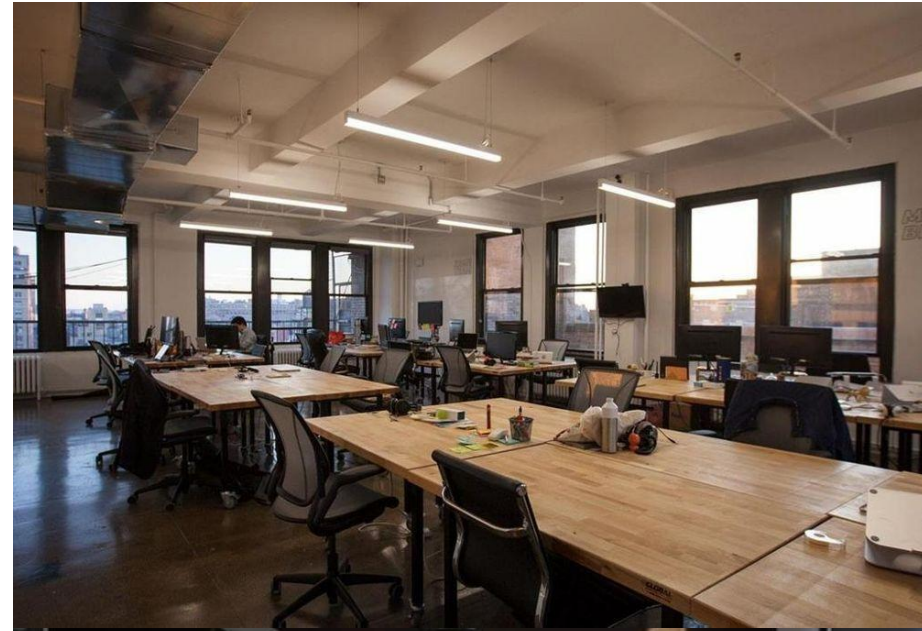


State of the Art Facilities

Philosophie office in USA

- Manhattan in New York City
- 5,000 square feet space
- Capacity to seat 40 members
- Open workspaces encouraging teamwork
- Attempting to sub-lease NY office to reduce cost


World class infrastructure
to take care of world class team



InfoBeans Highlights for quarter Oct-Dec 2020



4 new clients added in the last quarter



Strengthen the team with an addition of 83 new members



Improved revenue and profit



Accounted for US government grant for Philosophie, Inc

Esteemed Clientele



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



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



Full range of SaaS based
integrated Human Resources
solutions

Under NDA

More than 45 years old largest crude oil
and natural gas producer brand, based in
Germany



Solutions for content creation,
publishing & management

Esteemed Clientele

Under NDA

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

Under NDA

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

Under NDA

Fortune 600 company, Leader in software- defined networking technology

Under NDA

A Fortune 100 Insurance giant providing services in Gulf Countries

Under NDA

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

Esteemed Clientele from Philosophie



Fortune 500 company, best known for its charged card, credit card, and traveller's cheque businesses

Under NDA

Fortune 500 company leading in social media services



Fortune 100 company and amongst the Big Four tech-companies, that focuses on e-commerce

Under NDA

One of the Big Four consulting group



One of the largest co-working spaces provider

Under NDA

One of the largest consulting group

Future Growth Strategies

- Spreading into existing accounts – expanding into more SBUs and geographies
- Cross-selling & Up-selling
- Partnering with clients as they move towards advanced technologies

- Targeting by industry verticals – Storage & Virtualization, E-commerce, Publishing & Media, and SaaS products
- Targeted go-to-market strategy by client type

Client Targeting

Existing Client Expansion

- Formalized Sales Operations [Offshore Lead Generation, Onsite Field Sales, Offshore Sales Support]
- New geographies – Germany & Middle East
- Entry via highly skilled professionals for Onsite Consulting
- Existing Client Referrals

New Client

- US Sales team to be formed by competencies
- A team of account manager and sales engineer formed as per competency
- In future, each team to be expanded per territory (East, West and Central)

Dedicated US Sales Team

- Actively targeting firms to acquire – to increase footprint in US & secure skills in new areas like ServiceNow, Salesforce, UX, Automation etc.
- Add niche skill that takes longer to build, acquire IP
- Adds to revenue in short term & long term by cross selling & up selling
- Adding to offshore capabilities

Inorganic growth


Highlights for Oct-Dec 2020

YoY (Dec 2020 Vs Dec 2019)

1.7 % ↑

75.1 % ↑

85.3 % ↑

Revenue
52.7 

EBITDA
18.9 

PAT
14.3 

QoQ (Dec 2020 Vs Sep 2020)

24.5% ↑

125.7% ↑

203.1% ↑

(in INR Crores)

**Revenue includes INR 6 Crores of grant by the US government*

Consolidated Profit & Loss for Dec 2020 quarter

(in INR Crores)	Quarter Ended			Nine Month Ended		Year Ended
Particulars	Dec-20	Sep-20	Dec-19	Dec-20	Dec-19	Mar-20
Revenue from Operations	44.18	41.32	50.01	133.44	111.43	156.58
Other Income	8.54	1.04	1.85	12.05	5.05	8.10
Total Revenue	52.72	42.36	51.86	145.49	116.48	164.68
Total Expenditure (including Tax and OCI)	38.39	37.63	44.12	118.84	96.92	143.73
EBITDA	18.98	8.41	10.84	41.50	27.66	37.20
EBITDA Margin	36.0%	19.8%	20.9%	28.5%	23.7%	22.6%
PAT	14.33	4.73	7.73	26.65	19.56	20.95
PAT Margin	27.2%	11.2%	14.9%	18.3%	16.8%	12.7%

Consolidated Balance Sheet as on 31st Dec 2020

(in INR Crores)					
Equities & Liabilities	Dec-20	Mar-20	Assets	Dec-20	Mar-20
Shareholders Funds	180	144			
Non Current Liabilities			Non-current Assets		
(a) Financial Liabilities	39	50	(a) Fixed Assets	96	101
(b) Provisions	8	6	(b) Financial Assets	66	52
(c) Deferred Tax Liabilities	-	1	(c) Deferred Tax Assets	4	-
			(d) Other Non-current Assets	-	27
Total Non Current Liabilities	47	57	Total Non Current Assets	166	154
Current Liabilities			Current Assets		
(a) Financial Liabilities	9	9	(a) Inventories	-	-
(b) Other CL	3	3	(b) Financial Assets	71	57
(c) Current Tax Liability (Net)	2	0	(c) Other Current Assets	4	2
Total Current Liabilities	14	12	Total Current Assets	75	60
Total Equities & Liabilities	241	213	Total Assets	241	213

Notes for Q3 results

Revenue	Revenue in Dec quarter increased for all subsidiaries and the parent firm as compared to the previous quarter. In USD terms, revenue grew 27.42% quarter on quarter but dropped 0.83% year on year
Sales pipeline	Sales is showing good traction with over USD 4 million of new orders including a USD 2.2 million order bagged by Philosophie, Inc
Paycheck Protection Program (PPP)	Accounted for grant of USD 816,570 in the books of Philosophie, Inc as the forgiveness application is accepted. Waiting to open forgiveness application for InfoBeans, Inc, it will be for USD 140,794.
Other income	INR 6 crores are due to grant as mentioned above. INR 63 lakhs is due to forex gain, rest is interest income from investments
Cash position	INR 99 crores in cash & cash equivalents, INR 36 crores in Accounts Receivables
DSO	At 74 days as against 71 days by the end of September quarter

Notable expenses

Rental expenses	Los Angeles office of Philosophie, Inc is sublet for the full remaining period until September 2025. resulting in saving of USD 415,000 per year. Efforts are underway to sublet New York city office as well
Tranche 2 payment	A reduction in liability by USD 1,300,000 is made in this quarter. The payout due to Philosophie founders will not happen as the revenue and EBITDA target for year 2020 is not met
ESOP expenses	INR 1.11 crores is spent in Q3 towards issuing Employee Stock Options under InfoBeans Partner Program

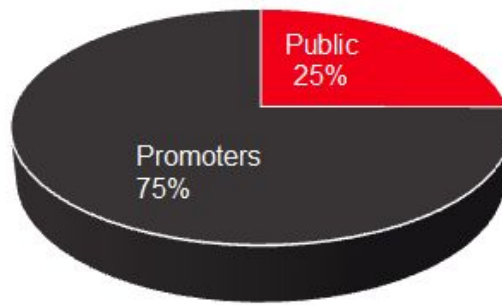
Additional Updates

M&A	No active thread as of now, all the past threads are closed. Most sellers are in wait mode as the global technology industry sees rise in demand post Covid-19
Philosophie Integration	Cross selling and up selling into each others' customers and jointly pitching to new customers are yielding results
Office operations	Active efforts are being made to push office attendance to 25%. Work from Anywhere is in practice without impacting the work. Team engagement is getting affected due to remote working
Talent Acquisition	Talent acquisitions teams are working over weekends as well, to actively hire 145 open positions in several roles in India
Covid19 Risk	Fear factor is significantly low, with schools reopening and vaccination program implemented, life is getting back to normal. Don't see much of a risk in all the markets we operate in

Market Data

Price Data (31st Dec, 2020)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	240.16
Trailing 12 Months EPS (as on 31st Dec, 2020)	11.85
Market Price	157.10
Market Cap (INR Lakhs)	37,728
Trailing PE	13.25

Shareholding Pattern as on 31st Dec, 2020



DISCLAIMER - No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management InfoBeans Technologies Limited ("Company" or "INFOBEAN" or "InfoBeans Technologies Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

For further information please contact our Investor Relations Representatives:

CA Krunal Sanghvi

Sr. Manager Finance

Tel: +91-731-7162102

Email: investor.relations@infobeans.com

Thank You