



InfoBeans

CREATING **WOW!**

InfoBeans Technologies Limited Investor Presentation | June 2018

Creating **WOW** in whatever we do!

OVERVIEW

- InfoBeans is CMMI level 3 software services company that specializes in enterprise software development across platforms, technology and devices
- The company has 18 years of leadership in Custom Software Development
- Business segments include Product Engineering, Digital Transformation & Automation and DevOps
- It has state of art infrastructure with 2 facilities in India – Indore and Pune having ~750 professionals across locations

SERVICE OFFERINGS

- **Product Engineering** - Creating software that WOWs you
- **Digital Transformation** - Increased workflow efficiency for your service domains
- **Automation and DevOps** - Gain agility, accuracy and speed with automation

FY18 FINANCIALS**

Income*
INR 975Mn
3 Year CAGR
31%

EBITDA
INR 216Mn
Margins
22%

PAT
INR 167Mn
Margins
17%

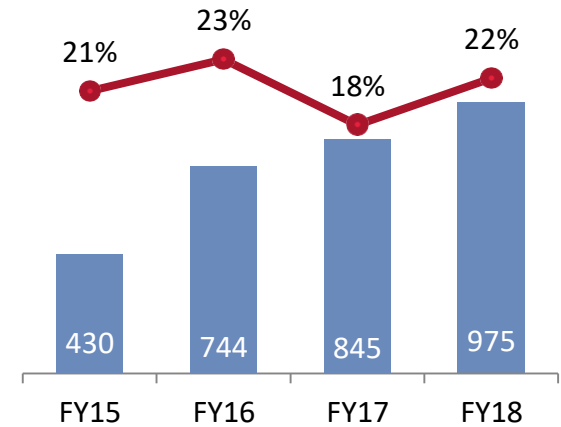
ROCE
18%
ROE
16%

Company Overview

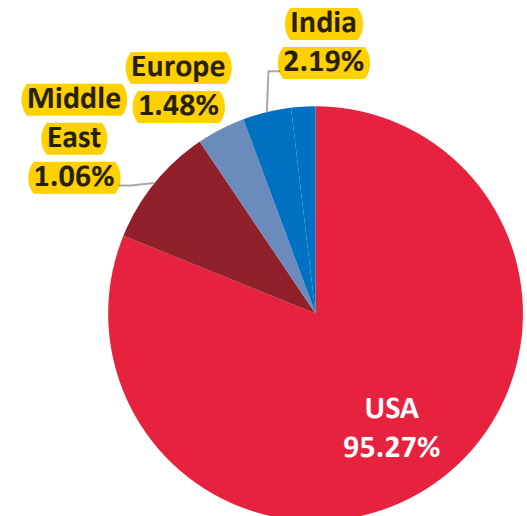
About InfoBeans Technologies Limited

- InfoBeans Technologies is a leading player offering Customized Software for Independent Software Vendors (ISV), Digital Transformation, and Automation Engineering solutions for clients across the globe.
- It is engaged in software development services, specializing in business application development for web and mobile and operates at Capability Maturity Model Integration (CMMI) level 3.
- The company's verticals can be broadly categorized as Healthcare compliance, Storage & Virtualization, Media & Publishing and eCommerce.
- They also offer automated testing services, customizable enterprise cloud solution for IT service desk, asset management, enterprise service management, and virtual support workflow.

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



Geographical Revenue (FY18)





Siddharth Sethi
Co-founder & MD

- 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

Leadership



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



Xavier Barrera
Senior Vice President -Business
Development
20 +Years of Experience
1 Year with InfoBeans

Leadership



Tarulata Champawat
Director – Sales Operations
17 Years in Sales
11 Years with InfoBeans



Geetanjali Punjabi
Vice President - Sales
17 Years in Sales & Operations
2 Years with InfoBeans



CA Akhilesh Jain
Finance - Manager
11 + Years in Corporate Finance
2 Years with InfoBeans

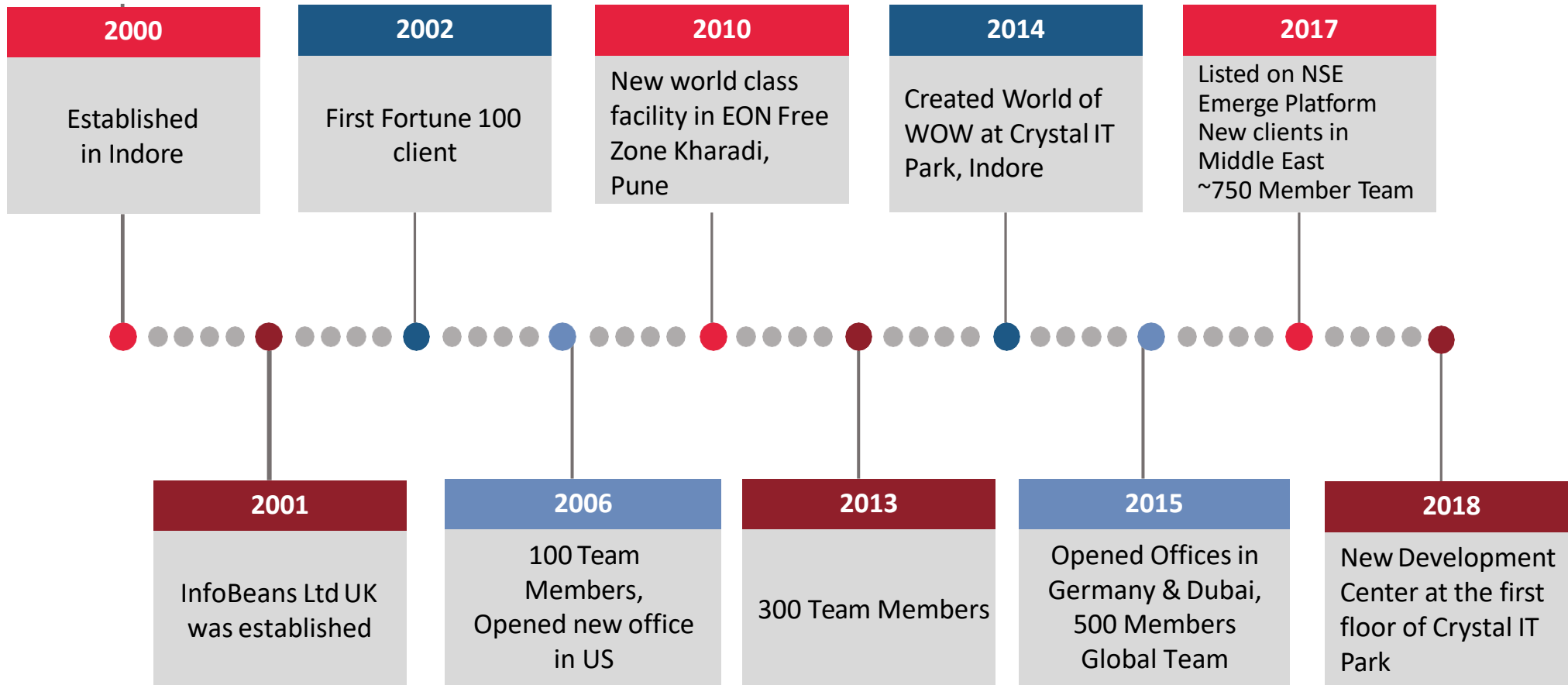
Arpit Jain
UX - Practice Head
12 Years in Software Engineering
11+ years with InfoBeans



Manish Malpani
Senior Project Manager
15 Years in Project Management
10+ years with InfoBeans



Key Milestones



Awards & Certifications



Ranked amongst Top 50 IT companies to work for in India – NASSCOM HR Summit, July 2015 and in September 2016



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



Recognized as "Dream Companies To Work For 2017" at the silver jubilee ceremony of World HRD Congress



By Software Engineering Institute (2012, 2015, 2018)



Recognized as "Dream Companies To Work For 2018" in IT & Software Sector



Corporate Social Responsibility Award by Amity



InfoBeans presented with BRAND LEADERSHIP AWARD

Trust, Pride and Joy – InfoBeans Employees rate the work culture very high on all three aspects

State of Art Facilities

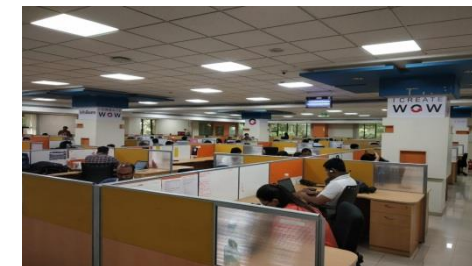
Crystal IT Park (SEZ) and Rafael Tower, Indore



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



Giga Space IT Park, Pune



- 20,000+ square feet space
- Capacity to seat 210
- 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



Ecommerce solutions for Automotive aftermarket



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

Under NDA

World's largest logistics company, engaged worldwide



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

Proven Track Record of Profitability

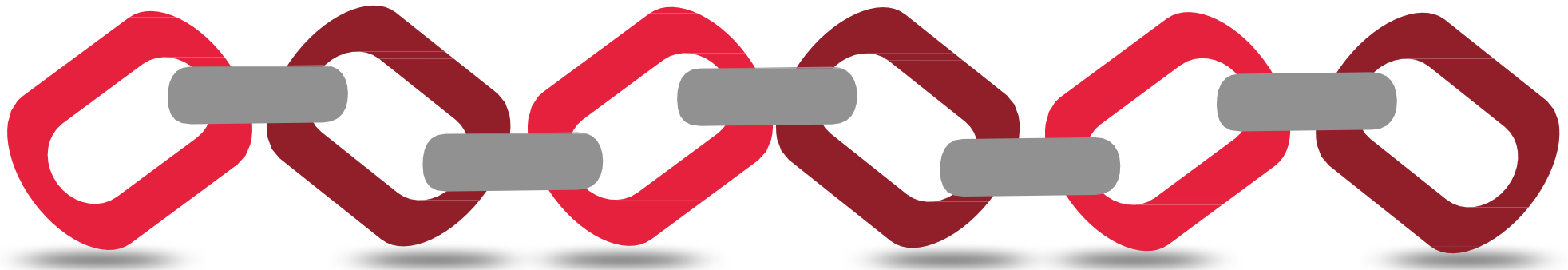
- High revenue growth & net profit margin

Great Work Culture

- ~750 team of skilled professionals with high retention

Growing Custom Software Development Business

- Driven by skilled professionals with high customer centricity



Serving a Huge and Rapidly Growing Market

- Strategically located facilities at Indore & Pune

Growing Blue Chip Client base

- 90%+ repeat business, increasing account sizes

High Standards of Corporate Governance

- Transparent operations, professional management team

Verticals

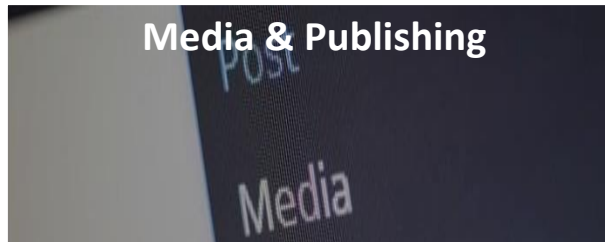
Healthcare Compliance



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

Media & Publishing



Publishing for SDO (Standard Development Organisation)

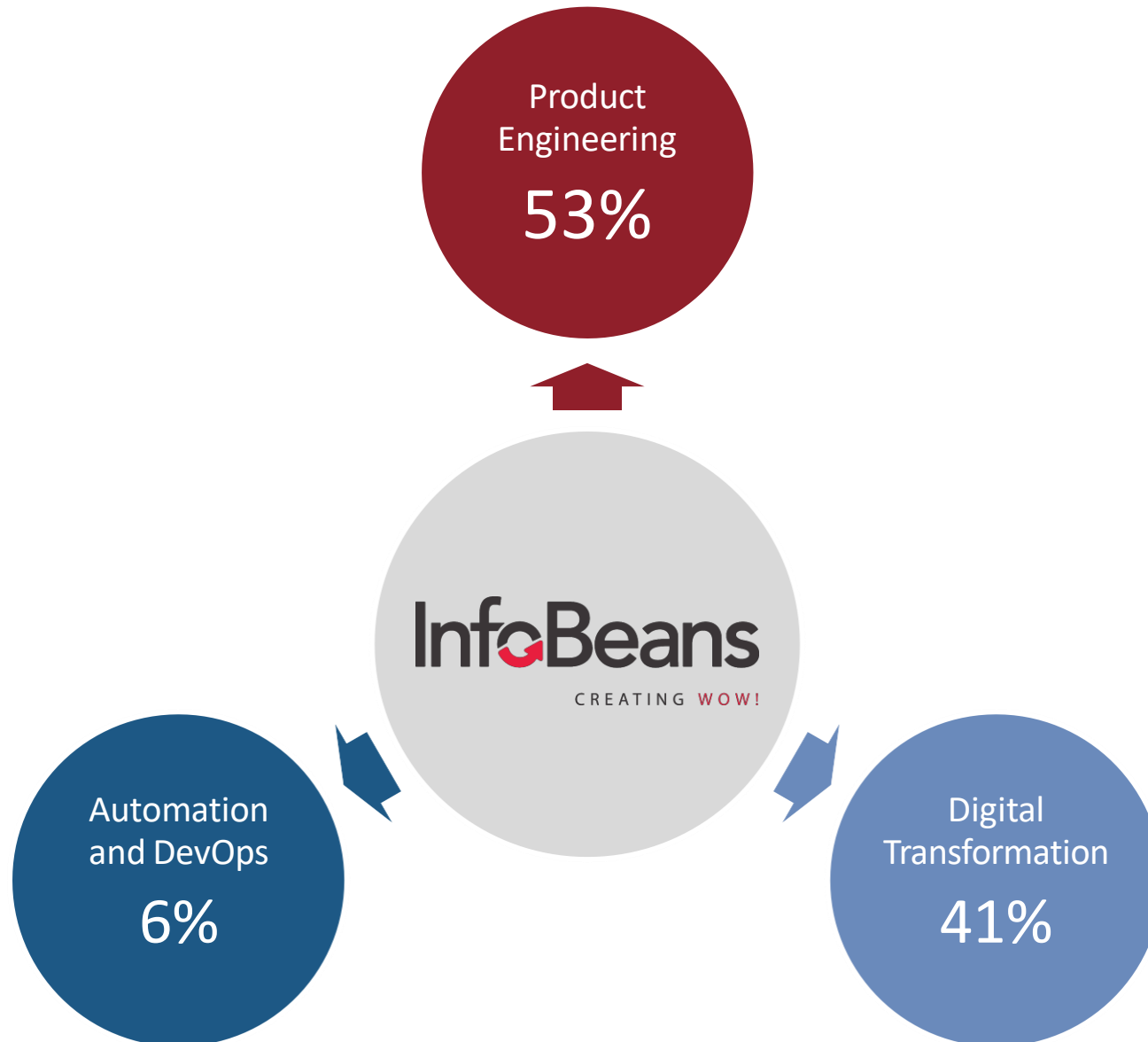
- Specialize in multi-format, multimodal content delivery to diverse platforms and devices
- Address Media and publishing hurdles - frequent content changes, stringent deadlines and workflow bottlenecks through state-of-the-art content management systems
- Analyze market trends & emerging technologies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

Storage & Virtualization



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

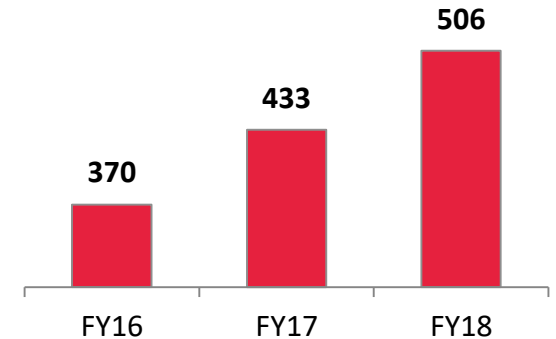
- Storage virtualization adds a new layer of software / hardware between storage systems & servers
- Help clients automate the expansion of storage capacity which reduces manual intervention
- Provide host-based, storage-based device, and network-based storage virtualization services



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

- | | |
|-------------------------|----------------------------------|
| 1. Product Ideation | 5. Product Migration and Porting |
| 2. Product Architecture | 6. Technical Support |
| 3. Product Design | 7. Sustaining Engineering |
| 4. Product Testing | 8. Professional Services |

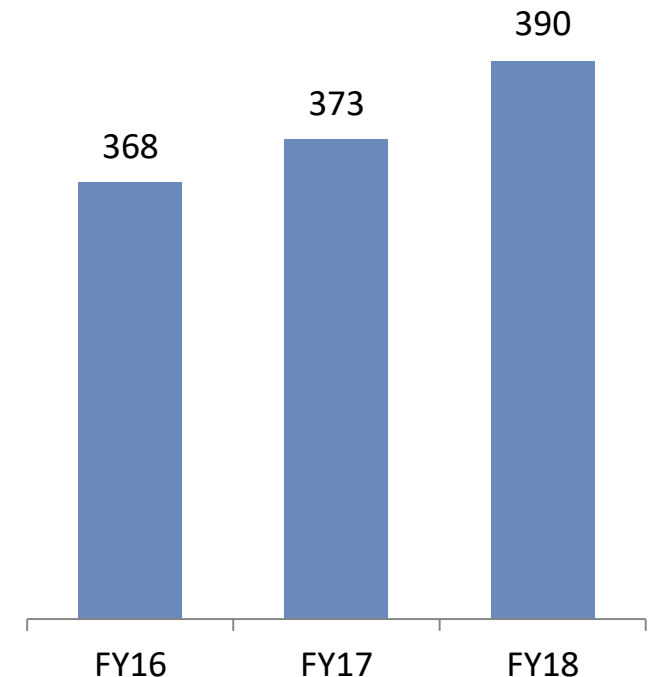


InfoBeans Services and Offerings

- | | | |
|---|---|--|
| <ul style="list-style-type: none">• Cloud computing• Analytics and Visual Reporting• Enterprise Mobility and IOT Solutions• ServiceNow implementation ITSM, Service Catalog, HRSD• UI/UX, Interface design• Application management | <ul style="list-style-type: none">• Product installation and overview• Remote deployment services• Integration support• Technical account management• On-site deployment and training• End user support services• Network Integration & Security• Server and Storage integration | <ul style="list-style-type: none">• Application development and support for IT infrastructure management• Platform migration assessment |
|---|---|--|

- Highly customizable enterprise cloud solution to automate operations like:
 - IT helpdesk
 - Asset management
 - Enterprise service management
 - Virtual support workflow
- 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)



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

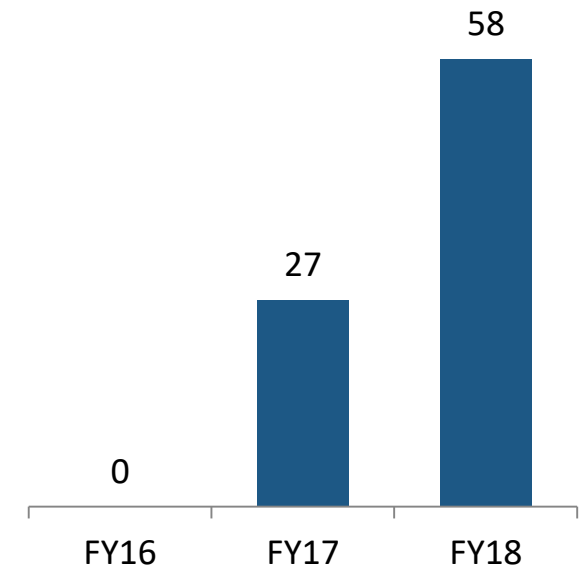
Build Automation

- 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)



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 labour, affordable real estate, favourable government regulations, tax breaks, SEZ schemes
- **Social, Mobility, Analytics and Cloud (SMAC)** leading to digitisation 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 **digitalisation** - 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 (Annual)

Particulars (INR Mn)	FY15	FY16	FY17	FY18
Total Income*	430.3	744.0	844.8	974.8
Expenditure	339.3	570.3	689.5	761.7
Employee benefit expenses	252.4	417.0	569.8	600.6
(Increase)/Decrease in Technical WIP	0.0	0.0	-40.9	7.2
Other Expenses	86.9	151.9	158.6	151.5
CSR	0.0	1.4	2.0	2.4
EBITDA	91.0	173.7	155.3	213.1
EBITDA Margin (%)	21.1%	23.3%	18.4%	21.9%
Depreciation	27.0	26.7	28.8	24.3
Interest	0.8	0.1	0.5	0.3
PBT	63.2	146.9	126.0	188.5
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	3.1	7.4	7.5	7.1

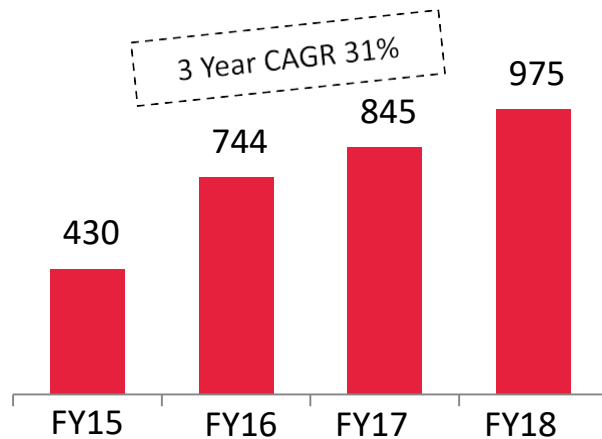
*Total Revenue includes Other Income

Consolidated Balance Sheet (As per iGAAP)

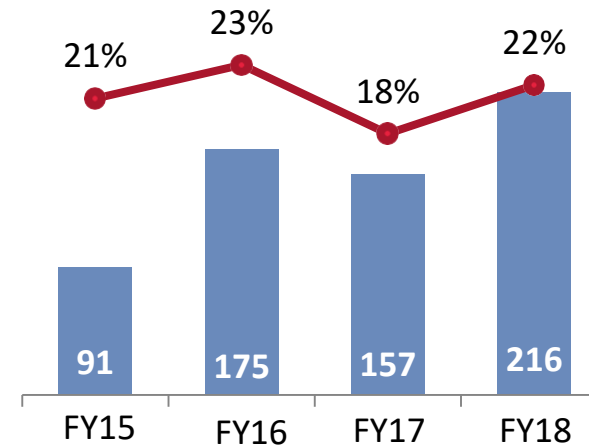
PARTICULARS (INR Mn)	FY17	FY18	PARTICULARS (INR Mn)	FY17	FY18
EQUITIES & LIABILITIES			ASSETS		
Shareholder's Funds			Non-current assets		
(a) Share capital	176.7	240.2	(a) Fixed assets	51.8	72.0
(b) Reserves & Surplus	366.3	824.0	(b) Non-current Investments	87.5	310.1
			(c) Deferred tax assets	12.1	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

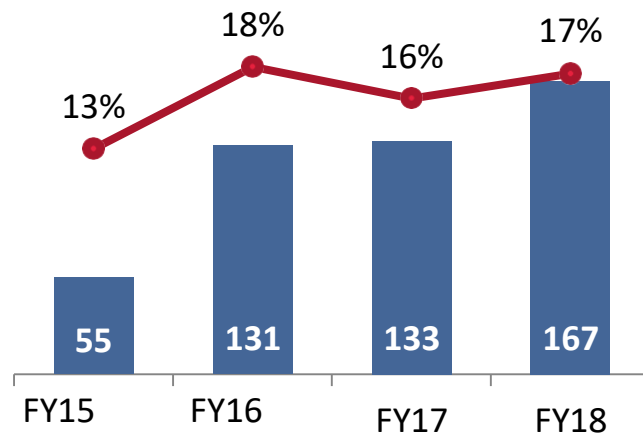
Total Revenue* (INR Mn)



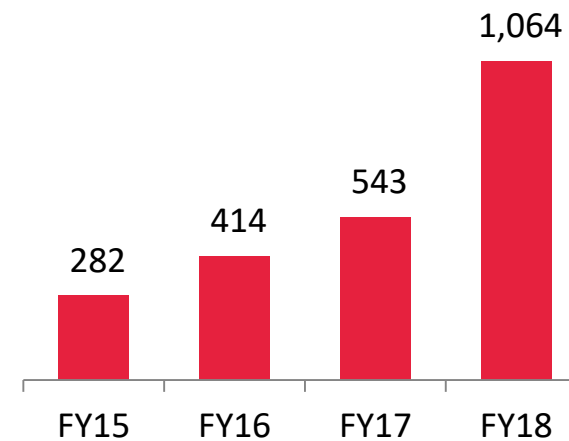
EBITDA (INR Mn) & EBITDA Margins



PAT (INR Mn) & PAT Margins



Net Worth (INR Mn)



*Total Revenue includes Other Income

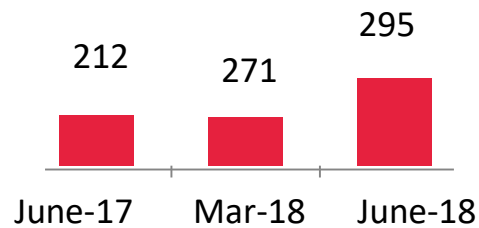
Consolidated Income Statement (Quarterly)

Particulars (INR Mn)	Q1 June- 18	Q4 March-18	Q1 June - 17
Total Income*	295.10	271.75	212.81
Expenditure	232.82	236.97	181.77
Employee benefit expenses	176.80	172.04	136.96
(Increase)/Decrease in Technical WIP	4.77	7.21	-
Other Expenses	43.83	48.83	39.10
CSR	0.04	1.56	0.14
EBITDA	69.66	42.13	36.16
EBITDA Margin (%)	23.60%	15.50%	16.99%
Depreciation	6.68	7.41	5.42
Interest	0.06	(0.07)	0.16
PBT	62.93	34.78	31.04
Tax	10.53	(2.53)	4.74
PAT	52.40	37.31	26.30
PAT Margins (%)	17.75%	13.72%	12.35%
EPS	2.18	1.59	1.12

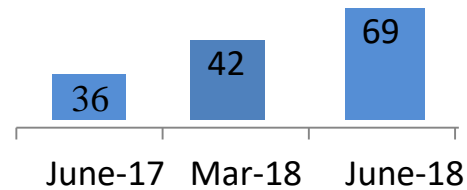
*Total Revenue includes Other Income

Consolidated Quarterly Highlights

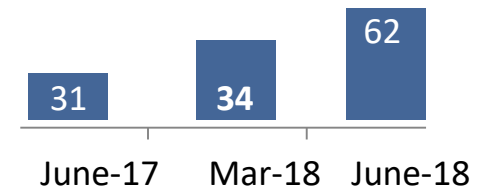
Total Revenue* (INR Mn)



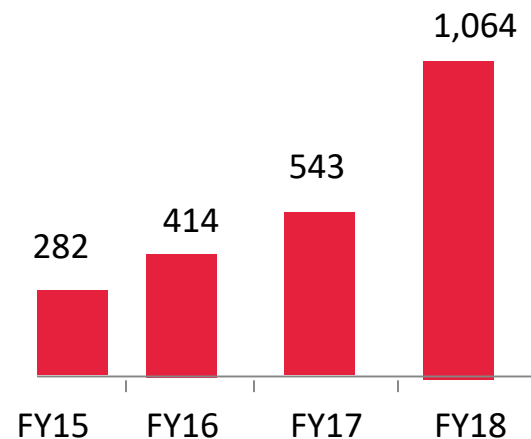
EBITDA (INR Mn)



PAT (INR Mn)

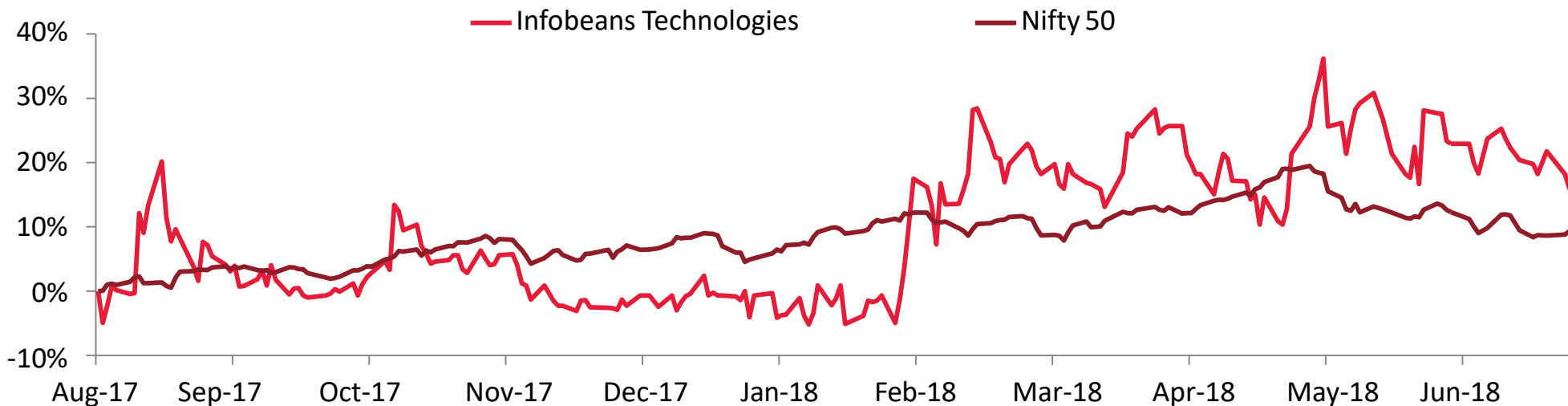


Net Worth (INR Mn)



*Total Revenue includes Other Income

Share Price Data as on 30th June, 2018

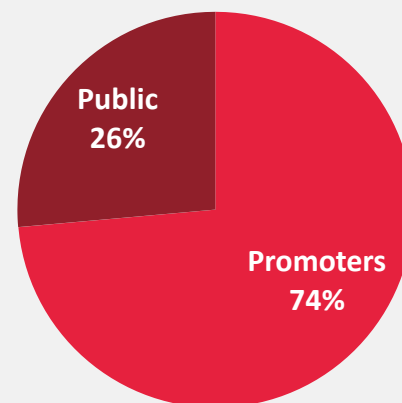


Price Data (30th June, 2018)

INR

Face Value	10
Market Price	73.7
52 Week H/L	71.00/61.00
Market Cap (Mn)	1,476.9
Equity Shares Outstanding (Mn)	24
1 Year Avg Trading Volume ('000)	43

Shareholding Pattern as on 30th June, 2018



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THANK YOU