



InfoBeans

CREATING **WOW!**

InfoBeans Technologies Limited

Investor Presentation

Creating **WOW** in whatever we do!



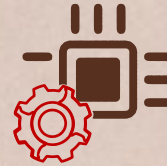
Executive Summary



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 ~ **850 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 251 Mn
Margins 21%



PAT INR 173 Mn
Margins 14%



Income INR 1204 Mn



ROCE 18%
ROE 16%

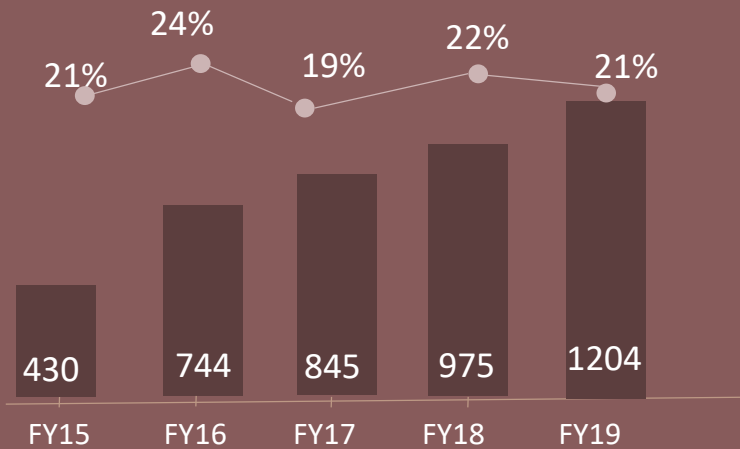


FY 19 Financials



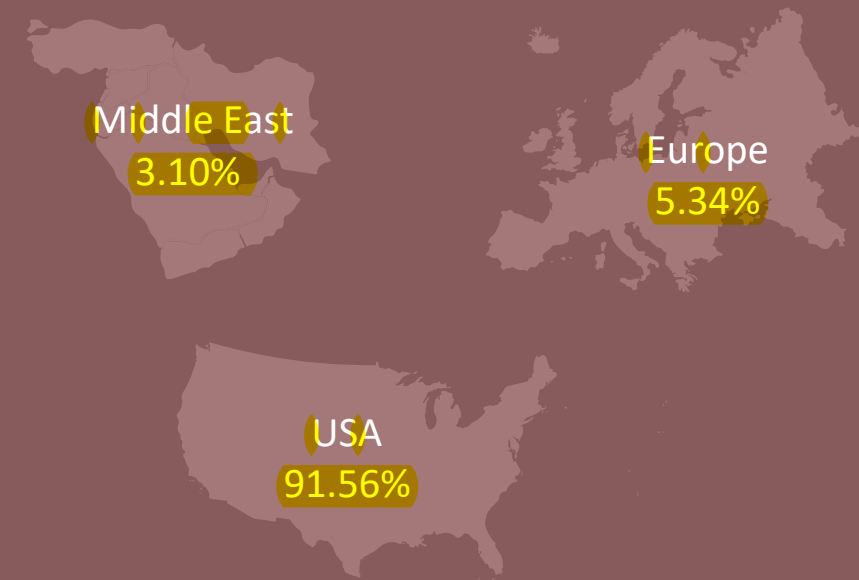
About InfoBeans Technologies Limited

Total Revenue
& EBITDA Margins (%)



* CAGR of last 4 years for Revenue & EBITDA is 29% and for PAT it is 33%

Geographical Revenue (FY-19)





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

- 18 Years in Software & Management
- 12 Years with InfoBeans



Rajagopalan Kannan
Director - Delivery

- 19 Years in Software Engineering
- 16 Years with InfoBeans



Kanupriya Manchanda
HR-Head

- 16 years in HR
- 11 Years with InfoBeans



Ram Lakshmi
Director - Client Success

- 24 Years of selling S/W (USA)
- 6 Years with InfoBeans



Highly Experienced Core Team



Arpit Jain

UX Practice - Head

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



Manish Malpani

SDO-Head

- 16 Years in project management
- 11 years with InfoBeans



Akhilesh Jain

Finance-Head

- 12 Years in Corporate Finance
- 3 years with InfoBeans



Tarulata Champawat

Director - Sales Operations

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



Geetanjali Punjabi

Vice President - Sales

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



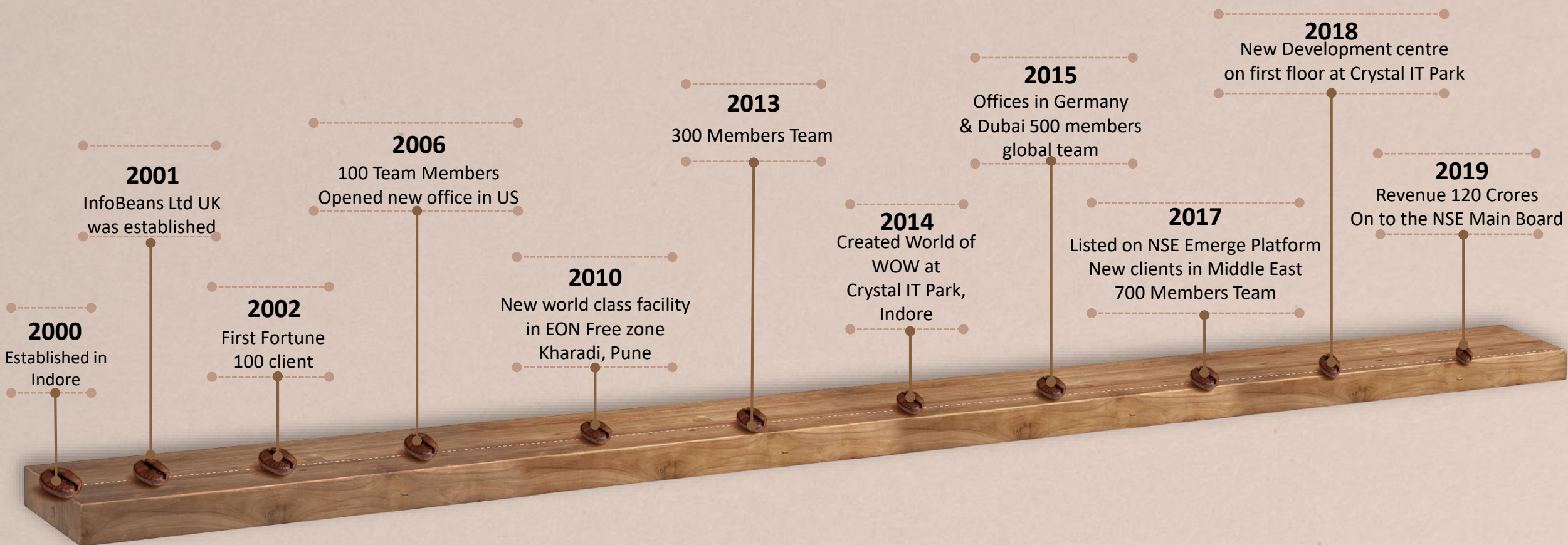
Avinash Jain

Business Development-EU

- 21 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 & 2019



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), Indore

- 80,000 square feet space
- Capacity to seat 800
- 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



Highlights (for Last Quarter)

- Signed up 3 new clients in UAE
- Trading in equity shares of the company has been migrated to NSE (Main Board) from NSE SME Platform (Emerge)
- Conferred with Madhya Pradesh Brand Leadership Awards, again for the year 2019
- Recognized for Best CSR Practices by Pride of Madhya Pradesh





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

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



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 the Gulf Countries



Leading global remittances, Foreign Exchange & payment solutions brand



Key Strengths

Proven Track Record of Profitability

High revenue growth & net profit margin

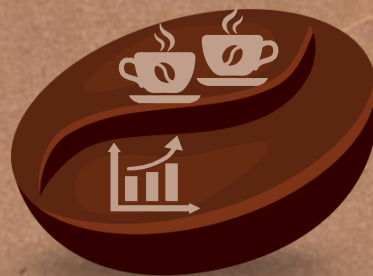


Serving a Huge and Rapidly Growing Market

Strategic located facilities at Indore & Pune

Great Work Culture

A team of ~850 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

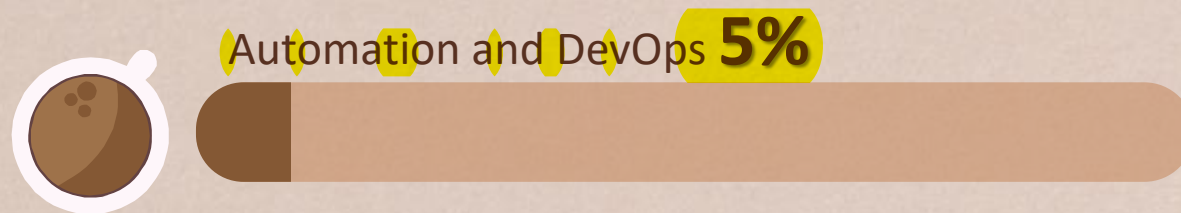
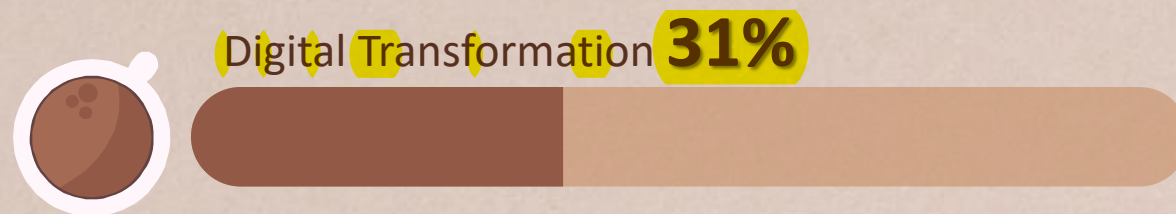
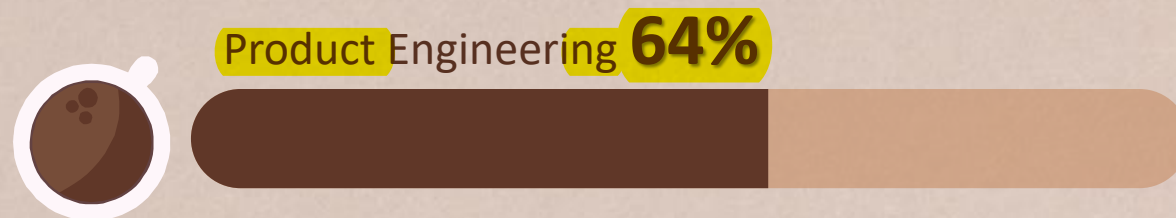


Future Growth Strategies





Service Offerings

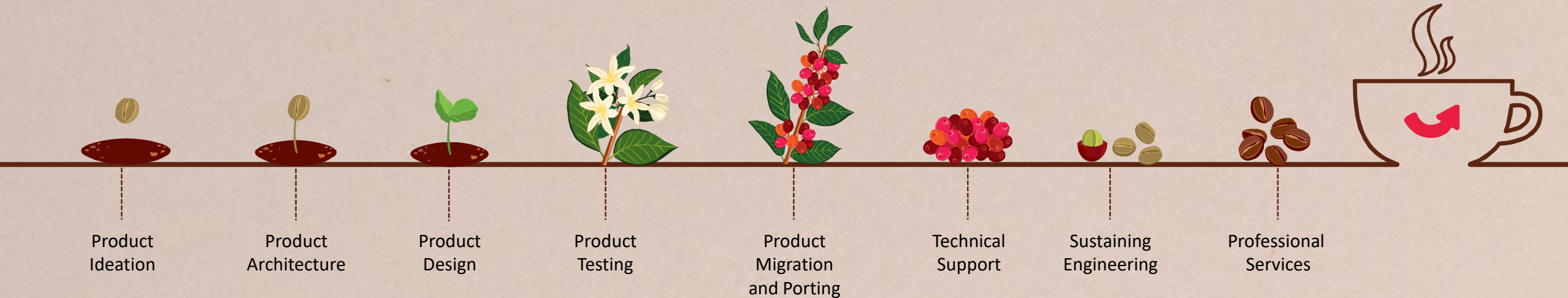




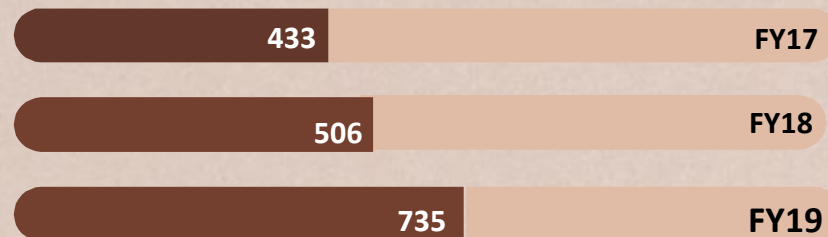
Product Engineering

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)

27

FY17

58

FY18

61

FY19



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	FY19
Total Income*	430.3	744.0	844.8	974.8	1203.9
Expenditure	339.8	568.9	687.5	759.3	953.1
Employee benefit expenses	252.4	417.0	569.8	600.6	732.7
(Increase)/Decrease in Technical WIP	0.0	0.0	0.0	7.2	27.4
Other Expenses	87.4	151.9	158.6	151.2	193.0
EBITDA	90.5	175.1	157.3	215.5	250.8
EBITDA Margin	21.0%	23.5%	18.6%	22.1%	20.8%
Depreciation	27.0	26.7	28.8	24.3	30.7
Interest	0.2	0.1	0.5	0.3	0.3
Exceptional Items	0.0	0	0	0	5.9
PBT	63.3	148.3	128.0	190.9	213.9
CSR	0.0	1.4	2.0	2.4	3.1
Tax	7.8	16.3	(7.0)	21.1	38.1
PAT	55.5	130.6	133.0	167.4	172.6
PAT Margins	12.9%	17.6%	15.7%	17.2 %	14.3%
EPS	3.14	7.39	7.52	7.13	7.19

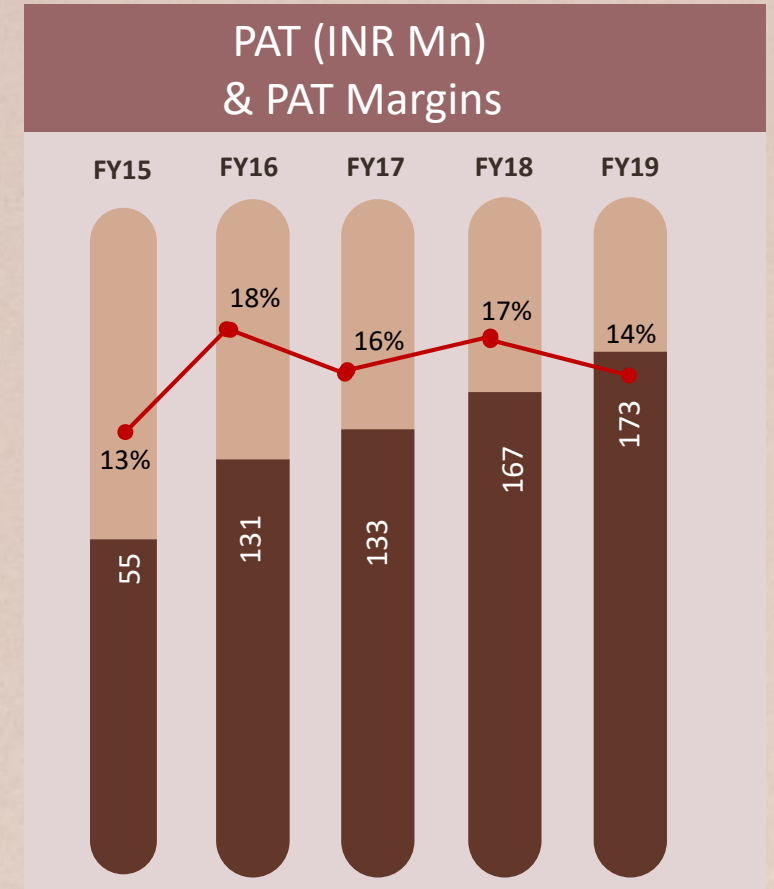
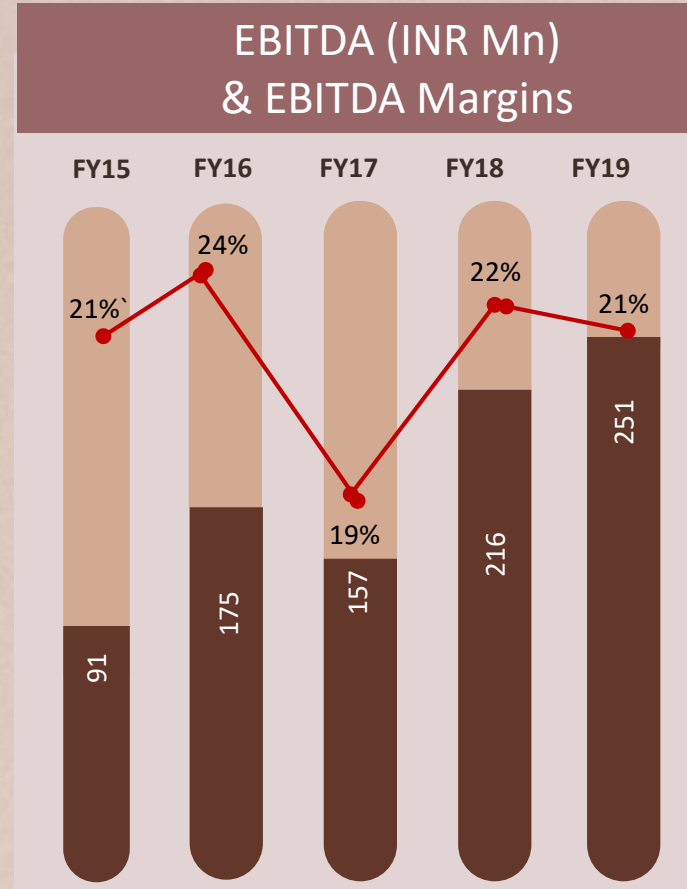
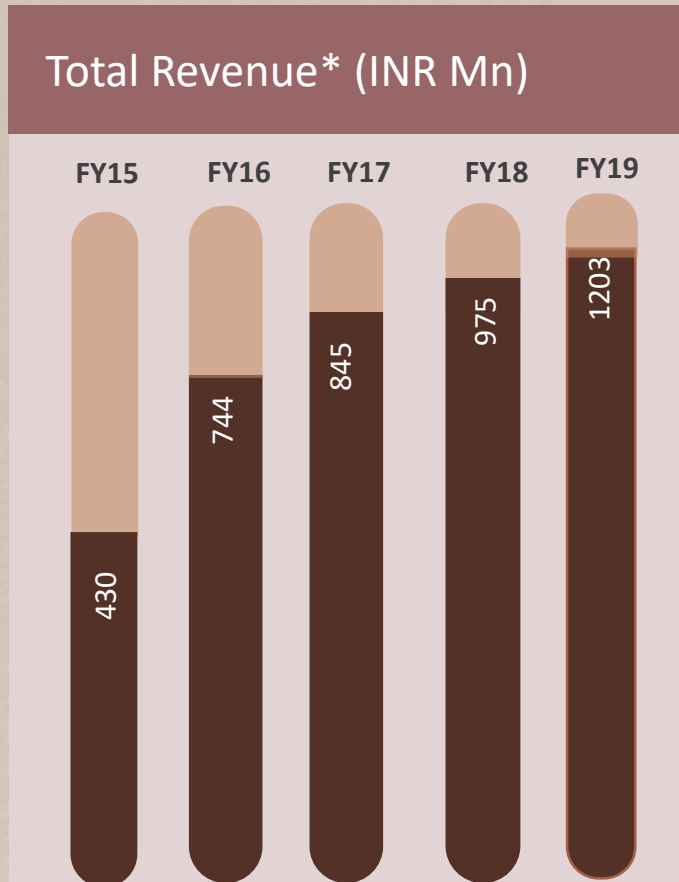
*EPS for FY15, FY16 & FY17 is calculated on the basis of share count pre-IPO, while EPS for FY18 & FY19 is considered on the basis of no. of shares post-IPO.

Consolidated Balance Sheet (As per iGAAP)

PARTICULARS (INR Mn)	FY 18	FY19	PARTICULARS (INR Mn)	FY 18	FY19
EQUITIES & LIABILITIES			ASSETS		
Shareholder's Funds			Non-Current assets		
(a) Share capital	240.2	240.2	(a) Fixed assets	72.0	81.7
(b) Reserves & Surplus	824.0	985.6	(b) Non-current Investments	310.1	370.3
			(c) Deferred tax assets	18.1	21.6
Non-current liabilities			(d) Long-term loans & advances	116.8	112.9
(a) Long term borrowings	1.9	1.2	Current assets		
(b) Long-Term Provisions	23.9	37.1	(a) Current investments	41.2	100.0
Current liabilities			(b) Inventories	33.7	6.3
(a) Short Term Borrowings	0.0	0.0	(c) Trade receivables	211.3	215.6
(b) Trade Payables	6.2	2.2	(d) Cash & Cash equivalents	282.7	339.2
(c) Other Current Liabilities	15.4	12.5	(e) Short-term loans & Advances	51.3	60.5
(d) Short-term provisions	40.7	50.0	(f) Other Current Assets	15.1	20.7
Total Equities & Liabilities	1152.3	1328.8	Total Assets	1152.3	1328.8



Consolidated Financial Highlights



INR Mn
Margins

INR Mn
Margins



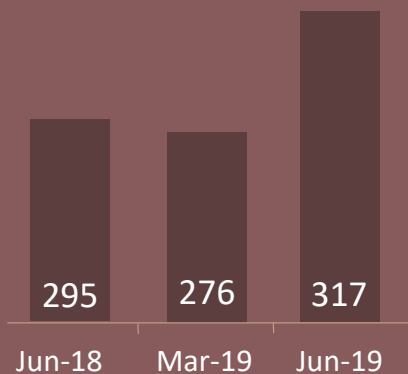
Consolidated Income Statement (Quarterly)

Particulars (INR Mn)	Q1-Jun 19	Q4-Mar 19	Q1-Jun 18
Income from Operations	296.5	264.3	279.0
Other Income	20.6	12.0	16.1
Total Income*	317.1	276.3	295.1
Expenditure	247.0	238.9	225.4
Employee benefit expenses	199.4	181.6	176.8
(Increase)/Decrease in Technical WIP	2.5	9.4	4.8
Other Expenses	45.1	47.9	43.8
EBITDA	70.1	37.4	69.7
EBITDA Margin	22.1%	13.5%	23.6%
Interest	0.0	0.0	0.1
Depreciation	8.3	8.3	6.7
Exceptional Items	-	5.9	-
PBT	61.8	23.2	62.9
CSR	0.6	1.6	0.0
Tax Expenses	10.8	7.4	10.5
PAT	50.4	14.2	52.4
PAT Margins	15.9%	5.1%	17.8%
EPS	2.10	0.59	2.18

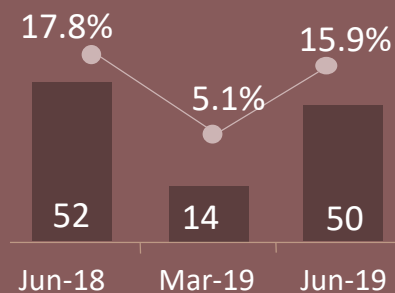


Consolidated Quarterly Highlights

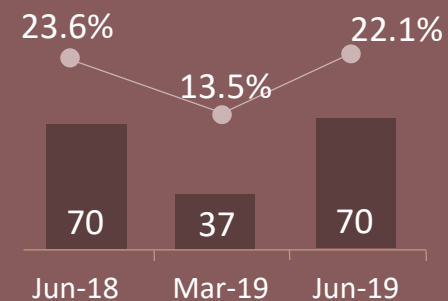
Total Revenue



PAT & PAT Margins



EBIDTA & EBIDTA Margins



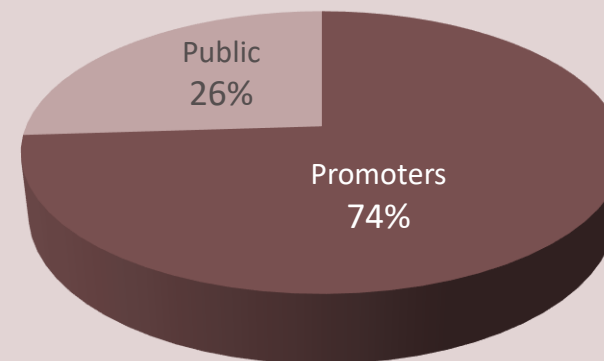
● %
■ INR Mn



Market Data

Price Data (30 th June, 2019)	INR
Face Value	10
Equity Shares Outstanding (Mn)	24
EPS as per FY 19 (i.e. as on 31 st Mar, 19)	7.19
Market Price	67.00
Market Cap (INR Mn)	1610
Trailing PE	9.43

Shareholding Pattern as on 30th June, 2019



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THANK YOU

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