

# Investor Presentation



CREATING **WOW!**

[www.infobeans.com](http://www.infobeans.com)

# Executive Summary

## Overview

20 years of Leadership in Custom Software Development with a strong presence in latest software technologies

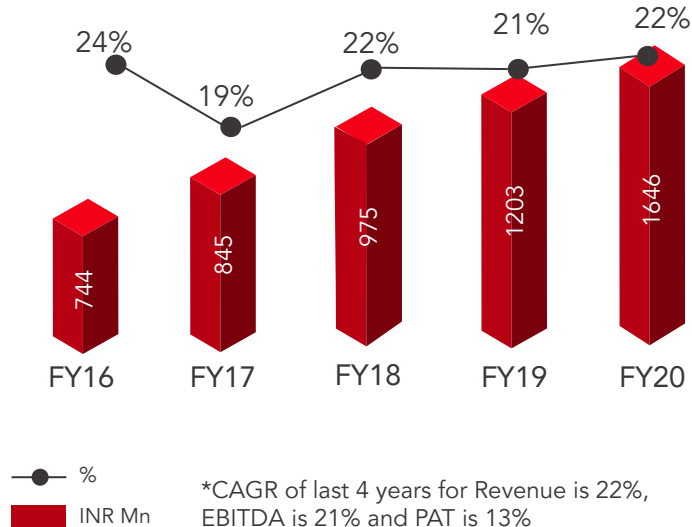
CMMi level 3 certified software services company that follows global standards for software development processes

Key business segments include Digital Transformation & Product Engineering

State of the art infrastructure in India – Indore, Pune, Bangalore & Chennai; in USA – Santa Monica & New York, in Germany & Dubai each, team of 782 professionals globally

# About InfoBeans Technologies Limited

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



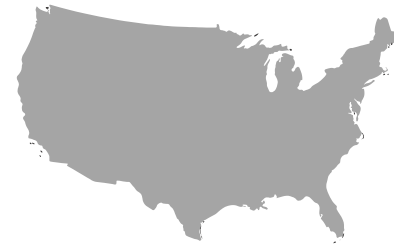
Geographical Revenue (FY2020)

Middle East 4.3%

Europe 4.8%



USA 90.9%



# 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



**Akhilesh Jain**  
Finance Head

- 13 years in Corporate Finance
- 4 years with InfoBeans



**Tarulata Champawat**  
Director - Sales Operations

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



**Geetanjali Punjabi**  
Vice President - Sales

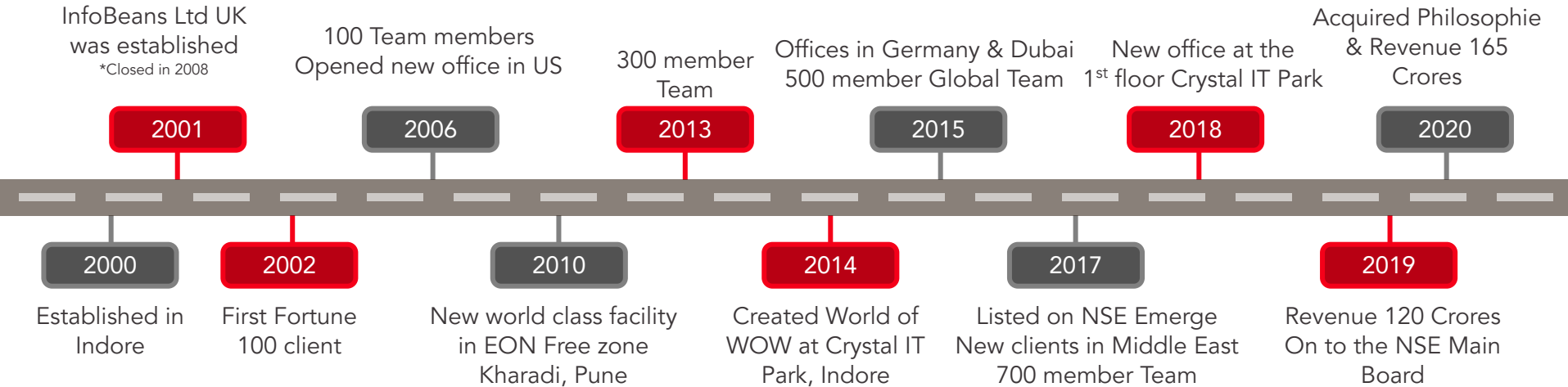
- 19 Years of Experience in Sales operations
- 4 years with InfoBeans



**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

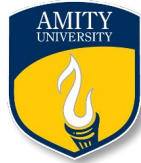


JOY

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. 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

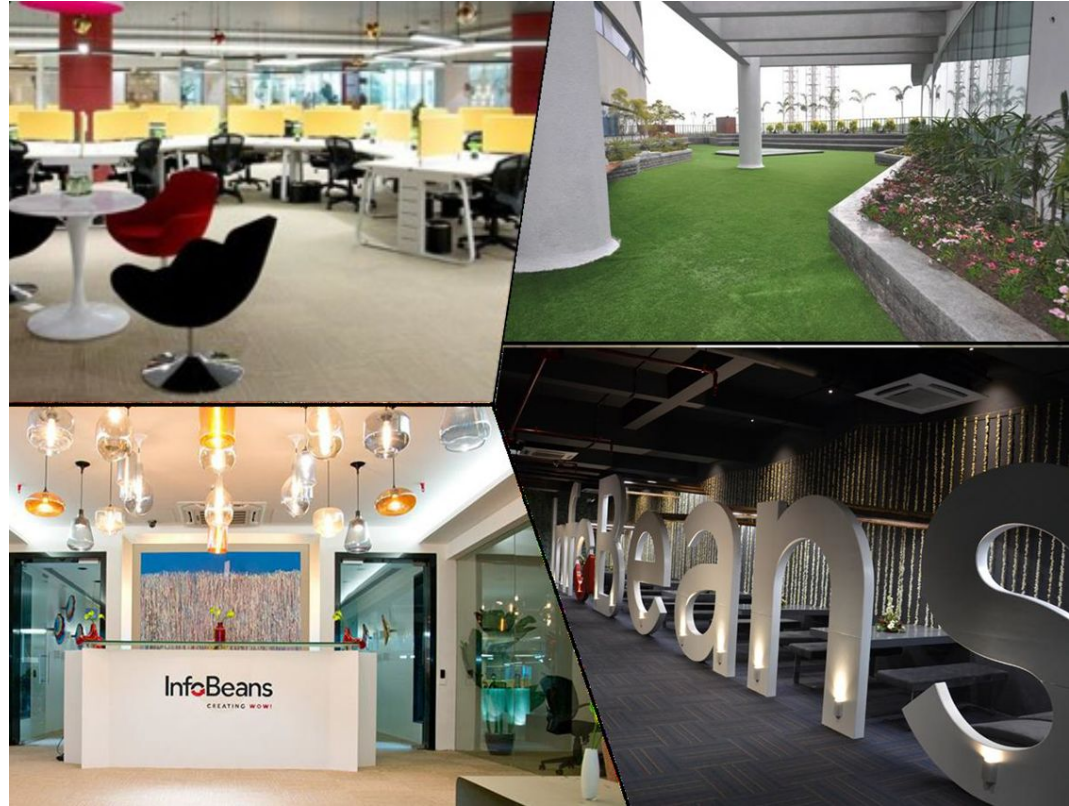
# State of the Art Facilities

## Crystal IT Park (SEZ), Indore

- 80,000 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 and Dubai too

World class infrastructure to  
take care of the world class team



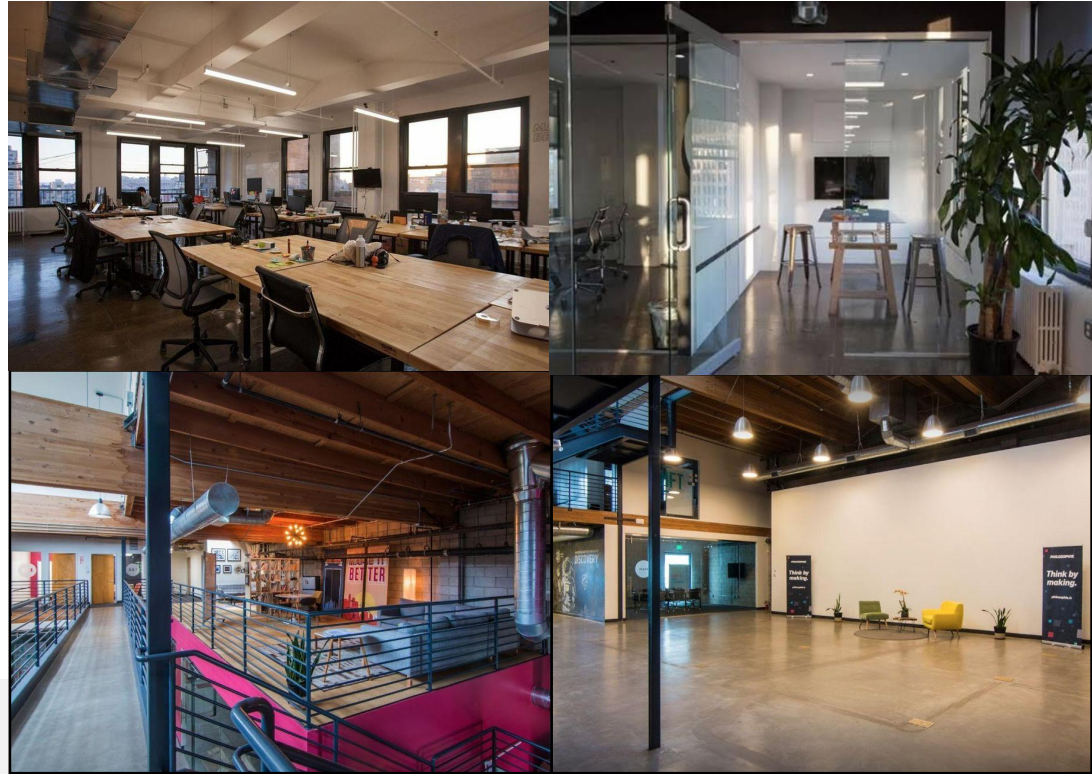


# State of the Art Facilities

## Philosophie offices in USA

- Santa Monica in Los Angeles
- Manhattan in New York City
- 15,000 square feet space
- Capacity to seat 100 members
- Open workspaces encouraging teamwork
- LA office space can be converted into mini conference arena hosting startup events

World class infrastructure  
to take care of world class team





# InfoBeans Highlights for quarter April-June 2020

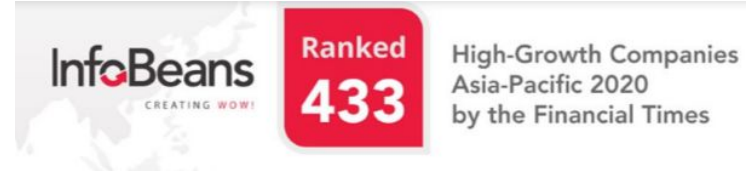
InfoBeans has weathered COVID-19 situation well. No pay cut or layoffs due to Covid-19, getting back to normal business

Seven new clients added that includes 2 Fortune 500 companies added by Philosophie

PPP loan of USD 900k approved for US subsidiaries



## Awards



## 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



Leading global remittances, Foreign  
Exchange & payment solutions brand



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

Existing Client Expansion

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

Client Targeting

- 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, UX, Automation etc.
- Add niche skill that takes longer to build, acquire IP
- Adds to revenue in by cross-selling & up-selling
- Adding to offshore capabilities

Inorganic growth


# Consolidated results for quarter ending June 2020

YoY (Jun 2019)\*

63% ↑

101% ↑

63% ↑

Revenue  
50.4 

EBITDA  
14.1 

PAT  
7.6 

(In INR Crores)

QoQ (Mar 2020)

5% ↑

48% ↑

447% ↑

*\*June 2019 does not include Philosophie Group Inc, a subsidiary acquired in Sept 2019*



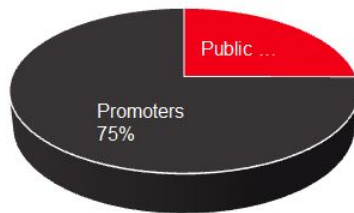
# Consolidated Financials for Q1 ended on 30th June, 2020

Particulars (in INR Lakhs),	Quarter Ended			Year Ended
	Jun 30, 2020	Mar 31, 2020	Jun 30, 2019	Mar 31, 2020
Revenue from Operations	4,793	4,515	2,965	15,658
Other Income	248	305	129	810
Total Income	5,041	4,820	3,094	16,468
Total Expenditure	4,271	4,630	2,630	14,329
Employee Benefit Expenses	2782	3018	1983	9979
Work in Progress (WIP)	-	-	25.37	63.32
Other Expenses	847	847	384	2705
EBITDA	1,412	954	702	3,720
EBITDA Margin	28%	20%	23%	23%
Finance Cost	81	142	15	195
Depreciation & Amortization	382	468	129	960
PBT	949	344	557	2565
Tax Expenses	184	179	92	448
PAT	765	164	465	2,117
OCI	-6	-25	1	-22
PAT (Including OCI)	759	139	466	2095
PAT Margin %	15%	3%	15%	13%
EPS	3.18	0.68	1.94	8.81

# Market Data

Price Data (30th June, 2020)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	240.16
Trailing 12 Months EPS (as on 30th June, 2020)	9.86
Market Price	98.45
Market Cap (INR Lakhs)	23643
Trailing PE	9.98

## Shareholding Pattern as on 30<sup>th</sup> June, 2020



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# Thank You