



# InfoBeans

CREATING **WOW!**

## InfoBeans Technologies Limited

### Investor Presentation

Creating **WOW** in whatever we do!





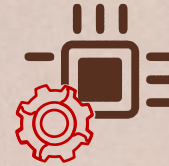
# Executive Summary



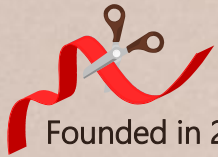
InfoBeans is a **CMMI level 3** software services company that specializes in enterprise software development.



The company has **20 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  
4 Years CAGR 29%



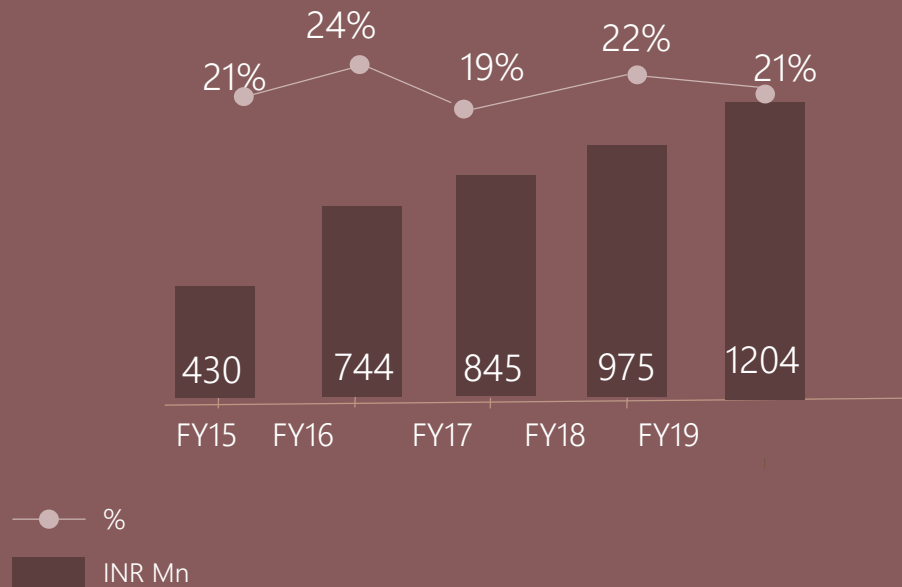
ROCE 18%  
ROE 16%



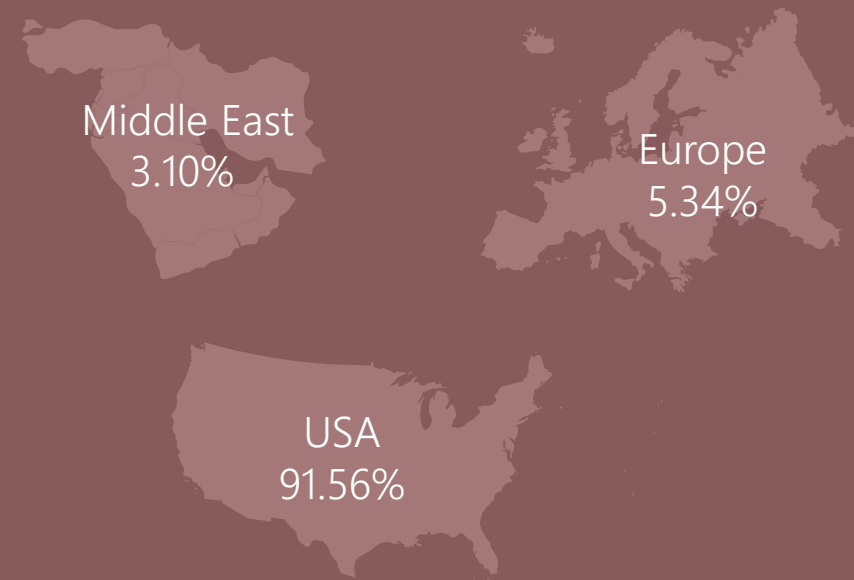
**FY 19 Financials \*\***

# About InfoBeans Technologies Limited

Total Revenue  
& EBITDA Margins (%)



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 Manager

- 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

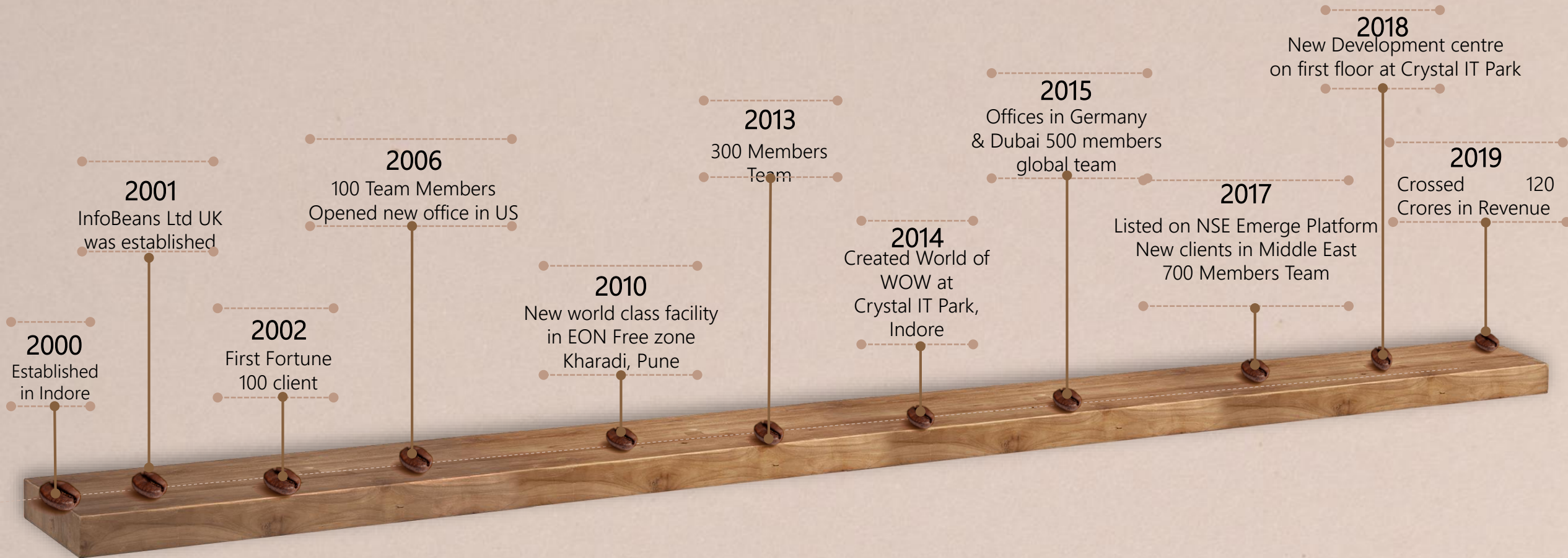


Avinash Jain  
Business Development Manger

- 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) 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



# Highlights (First time in history of InfoBeans)

- Crossed 100 Crores mark to reach 120 Crores from 97 Crores a year ago
- 17 clients added as compared to 8 clients in last fiscal
- 7 Fortune 500 customers out of 49 active customers, of which 3 Fortune 500 customers acquired this fiscal
- At least 1 Fortune 500 customer in each subsidiary (4 in US, 2 in Germany and 1 in UAE)
- 850 team members now, were 750 as on March 2018

## Other Highlights

- Certified as “Great Place to Work” and “Dream Company to Work” for
- Felicitated by then Chief Minister of MP Mr. Shivraaj Singh Chouhan at National Stock Exchange Mumbai
- Successful execution of technology showcase Innovation Day at Indore office. It demonstrated new age technologies like Artificial Intelligence, Machine Learning, Automation and Internet of Things. Attended by key customers and investors
- Office expansion to 1st floor, about 1L square foot state of the art facility





# 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



Germany based-Service now specialist organization



# 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**

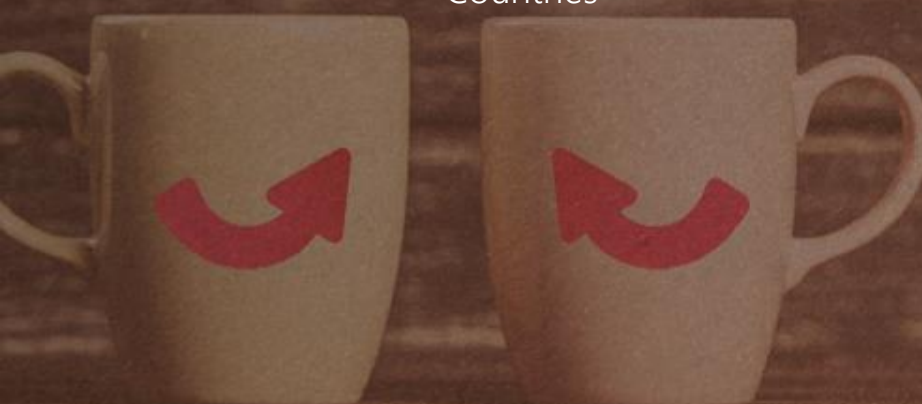
A Fortune 100 Insurance giant  
providing services in the Gulf  
Countries

**Under NDA**

Fortune 600 company, Leader in  
software- defined  
networking technology

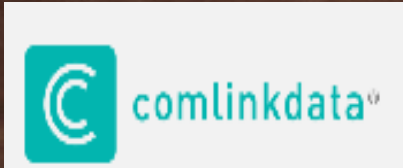
**COHESITY**

Software-driven data  
storage company





# New Clientele



The leading provider of telecom  
market data insights



International Association of  
Plumbing and Mechanical  
Officials



13+ years old brand-specialist in  
prototyping, producing, directing  
and integrating, and validating  
solutions



One of the largest string  
manufacturers in the world



Sweden based company-  
providing search, merchandising,  
e-commerce solutions





# New Clientele



Europe based – Media and web solutions company



A Joint venture of Fraport AG and T-Systems



Munich based- 20 years old, expertise in the field of consulting and custom development

**Under NDA**

An UAE law compliant insurance company that provides personal and corporate medical policies



A subsidiary of the ICS group- experts of mobility and logistic solutions





# Key Strengths

## Proven Track Record of Profitability

High revenue growth & net profit margin

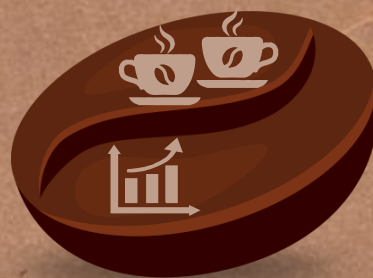


## Serving a Huge and Rapidly Growing Market

Strategic located facilities at Indore & Pune

## Great Work Culture

A team of ~850 skilled professionals with high retention

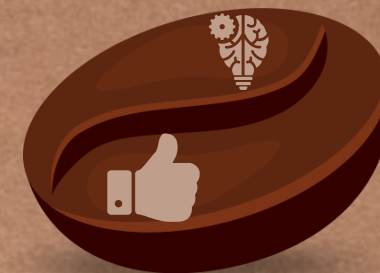


## Growing Blue Chip Client base

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

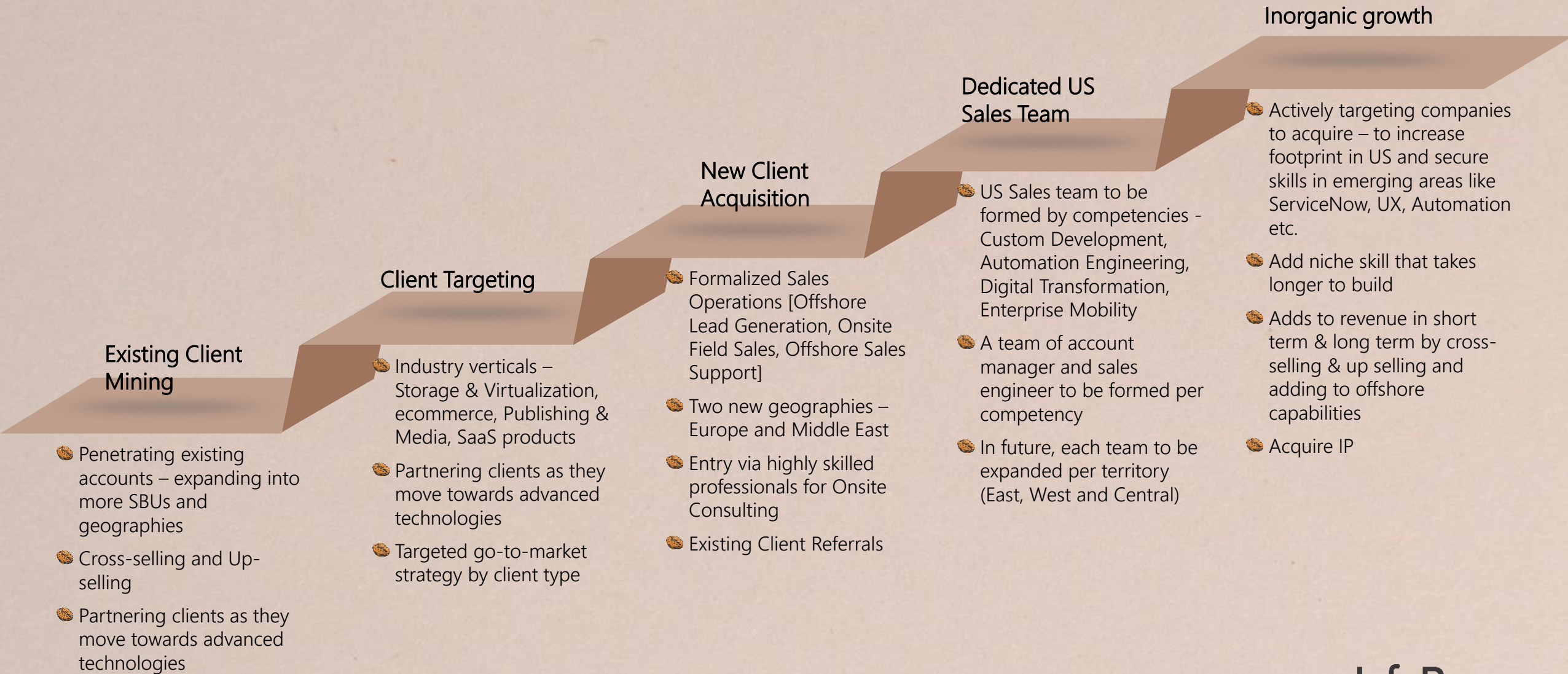
## Media & Publishing

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







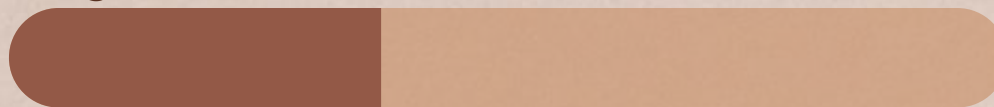
# Service Offerings



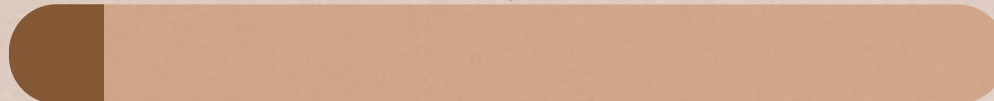
Product Engineering **64%**



Digital Transformation **31%**



Automation and DevOps **5%**

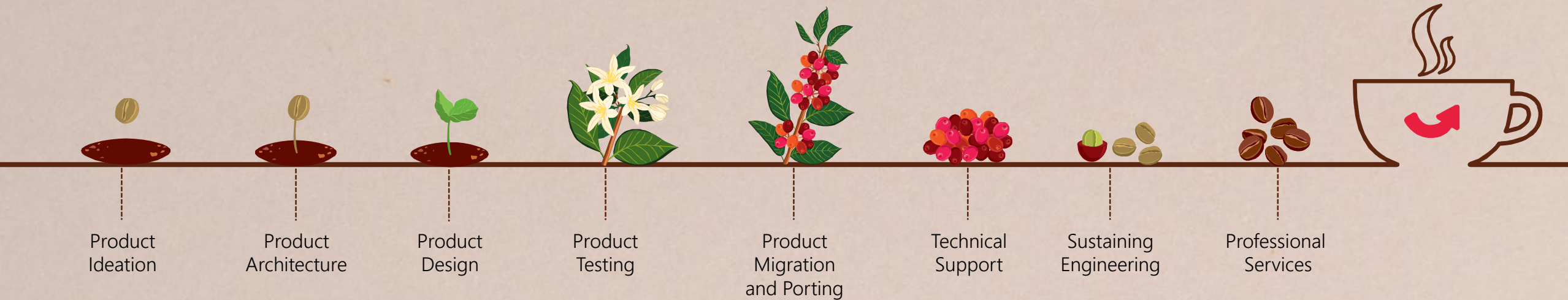




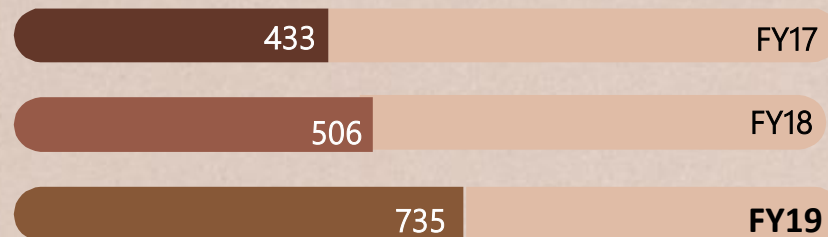
# Product Engineering

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

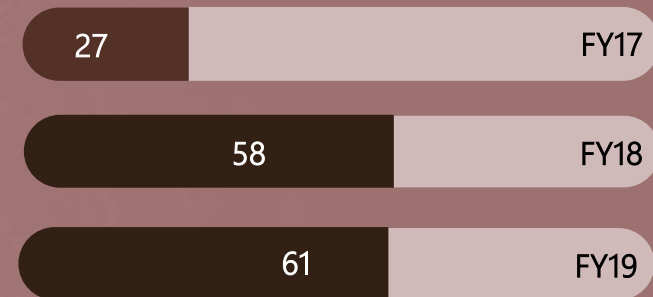
## Build Automation

- 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)







# 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)	FY16	FY17	FY18	FY19
Total Income*	744.0	844.8	974.8	1203.9
Expenditure	568.9	687.5	759.3	953.1
Employee benefit expenses	417.0	569.8	600.6	732.7
(Increase)/Decrease in Technical WIP	0.0	0.0	7.2	27.4
Other Expenses	151.9	158.6	151.2	193.0
EBITDA	175.1	157.3	215.5	250.8
EBITDA Margin	23.5%	18.6%	22.1%	20.8%
Depreciation	26.7	28.8	24.3	30.7
Interest	0.1	0.5	0.3	0.3
Exceptional Items	0	0	0	5.9
PBT	148.3	128.0	190.9	213.9
CSR	1.4	2.0	2.4	3.1
Tax	16.3	(7.0)	21.1	38.1
PAT	130.6	133.0	167.4	172.6
PAT Margins	17.6%	15.7%	17.2 %	14.3%
EPS	7.39	7.52	7.13	7.19





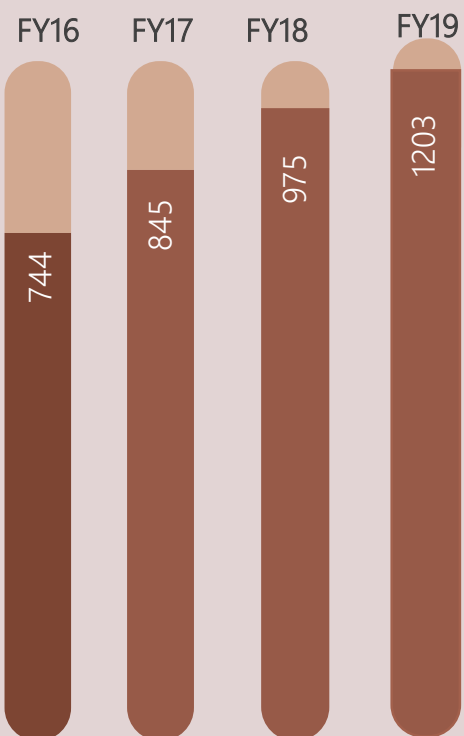
# Consolidated Balance Sheet (As per iGAAP)

PARTICULARS (INR Mn)	FY 18	FY19	PARTICULARS (INR Mn)	FY 18	FY19
<b>EQUITIES &amp; LIABILITIES</b>			<b>ASSETS</b>		
Shareholder's Funds			<b>Non-Current assets</b>		
(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
<b>Non-current liabilities</b>			(d) Long-term loans & advances	116.8	112.9
(a) Long term borrowings	1.9	1.2	<b>Current assets</b>		
(b) Long-Term Provisions	23.9	37.1	(a) Current investments	41.2	100.0
<b>Current liabilities</b>			(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
<b>Total Equities &amp; Liabilities</b>	<b>1152.3</b>	<b>1328.8</b>	<b>Total Assets</b>	<b>1152.3</b>	<b>1328.8</b>

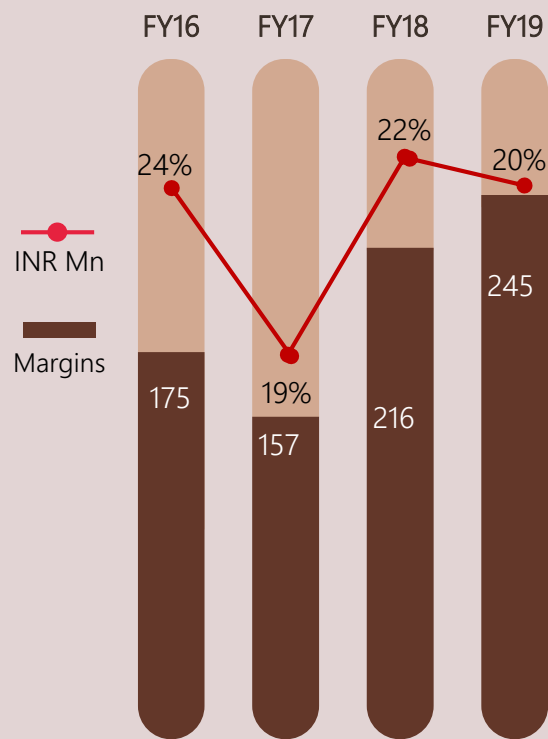


# Consolidated Financial Highlights

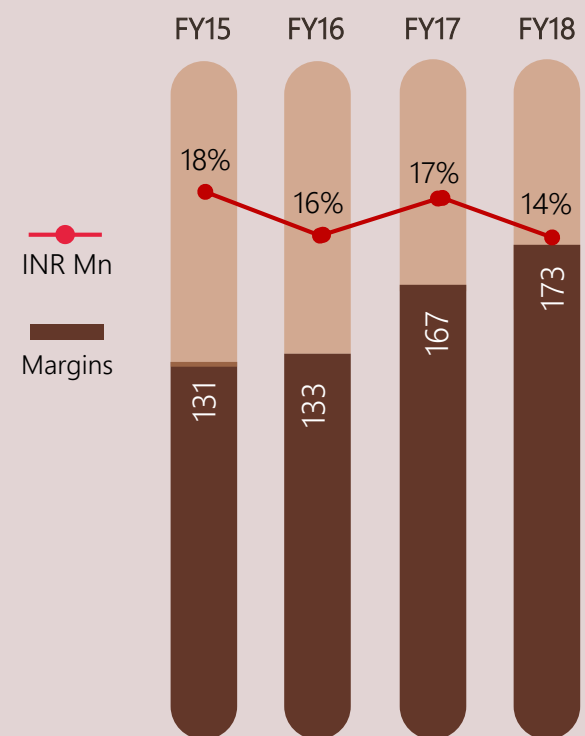
## Total Revenue\* (INR Mn)



## EBITDA (INR Mn) & EBITDA Margins



## PAT (INR Mn) & PAT Margins







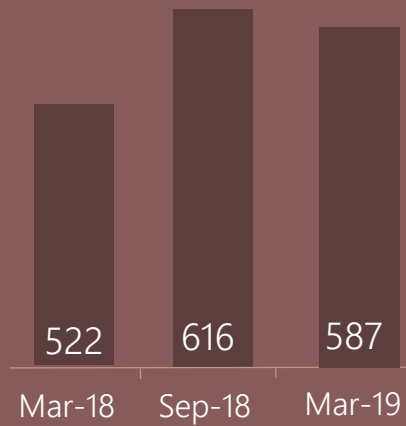
# Consolidated Income Statement (Six Monthly)

Particulars (INR Mn)	Ending Mar 19	Ending Sep 18	Ending Mar 18
Income from Operations	570.0	585.2	511.7
Other Income	17.0	316.7	10.8
<b>Total Income*</b>	<b>587.0</b>	<b>616.9</b>	<b>522.5</b>
Expenditure	483.1	469.9	407.5
Employee benefit expenses	368.8	363.9	319.5
(Increase)/Decrease in Technical WIP	16.2	11.2	7.2
Other Expenses	98.1	94.9	80.8
<b>EBITDA</b>	<b>103.9</b>	<b>146.9</b>	<b>115.0</b>
<b>EBITDA Margin</b>	<b>17.7%</b>	<b>23.8%</b>	<b>22.0%</b>
Interest	0.2	0.1	0.1
Depreciation	16.8	13.9	12.9
Exceptional Items	5.9		0
<b>PBT</b>	<b>81.0</b>	<b>132.9</b>	<b>102.0</b>
CSR	1.6	1.5	2.3
Tax Expenses	15.7	22.4	9.7
<b>PAT</b>	<b>63.7</b>	<b>108.9</b>	<b>90.0</b>
<b>PAT Margins</b>	<b>10.8%</b>	<b>17.7%</b>	<b>17.2%</b>
<b>EPS</b>	<b>2.65</b>	<b>4.54</b>	<b>3.83</b>

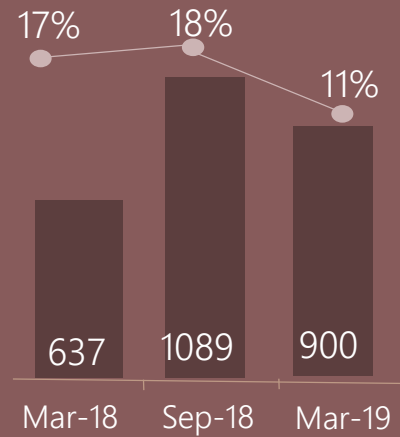


# Consolidated Six monthly highlights

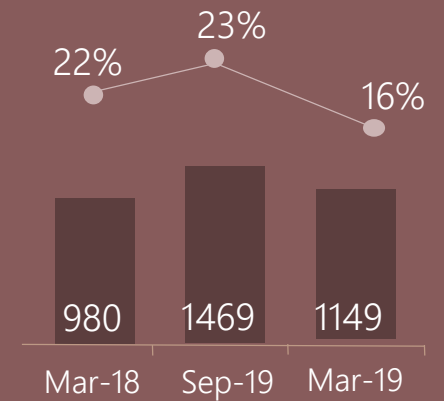
Total Revenue



PAT & PAT Margins



EBIDTA & EBIDTA Margins



\*





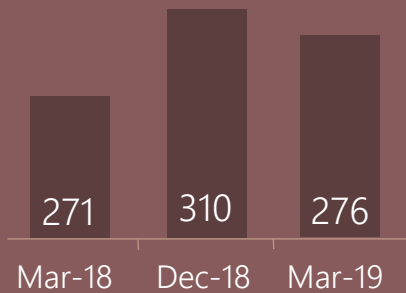
# Consolidated Income Statement (Quarterly)

Particulars (INR Mn)	Q4-Mar 19	Q3-Dec 18	Q4-Mar 18
Income from Operations	264.3	305.7	263.2
Other Income	12.0	5.0	8.5
<b>Total Income*</b>	<b>276.3</b>	<b>310.7</b>	<b>271.7</b>
Expenditure	241.6	241.5	228.0
Employee benefit expenses	181.6	187.3	172.0
(Increase)/Decrease in Technical WIP	9.4	6.8	7.2
Other Expenses	50.6	47.5	48.8
<b>EBITDA</b>	<b>34.7</b>	<b>69.2</b>	<b>43.7</b>
<b>EBITDA Margin</b>	<b>12.6%</b>	<b>22.3%</b>	<b>16.1%</b>
Interest	0.0	0.2	-0.1
Depreciation	8.3	8.4	7.4
Exceptional Items	3.2	2.7	0.0
<b>PBT</b>	<b>23.1</b>	<b>57.9</b>	<b>36.4</b>
CSR	1.6	0.0	1.6
Tax Expenses	7.4	8.3	-2.5
<b>PAT</b>	<b>14.1</b>	<b>49.6</b>	<b>37.3</b>
<b>PAT Margins</b>	<b>5.1%</b>	<b>16.0%</b>	<b>13.7%</b>
<b>EPS</b>	<b>0.59</b>	<b>2.06</b>	<b>1.59</b>

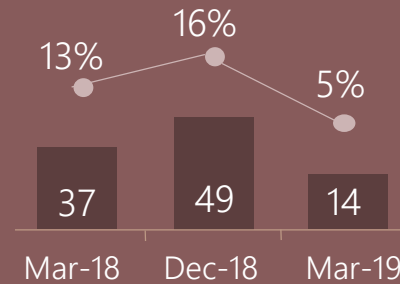


# Consolidated Quarterly Highlights

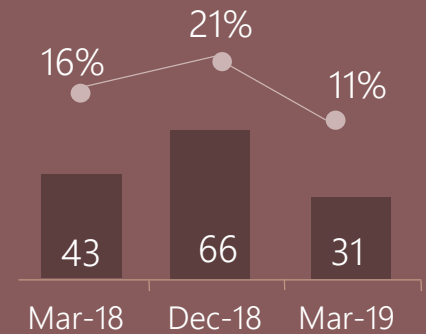
## Total Revenue



## PAT & PAT Margins



## EBIDTA & EBIDTA Margins



● %  
■ INR Mn

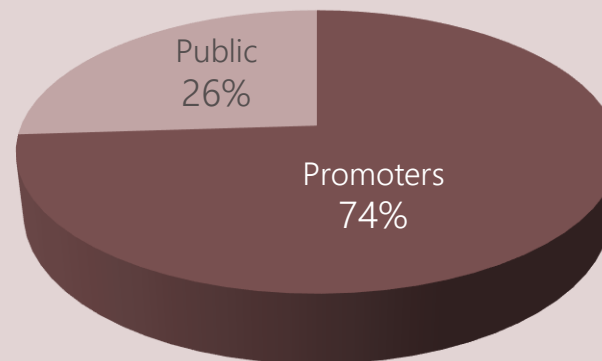




# Market Data

Price Data (31 <sup>st</sup> March, 2019)	INR
Face Value	10
Equity Shares Outstanding (Mn)	24
EPS as per FY 19	7.0
Market Price	70.00
Market Cap (INR Mn)	1681
Trailing PE	9.73

Shareholding Pattern as on 31<sup>st</sup> March, 2019



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InfoBeans  
CREATING **WOW!**

THANK YOU

Creating **WOW** in whatever we do!