

# 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

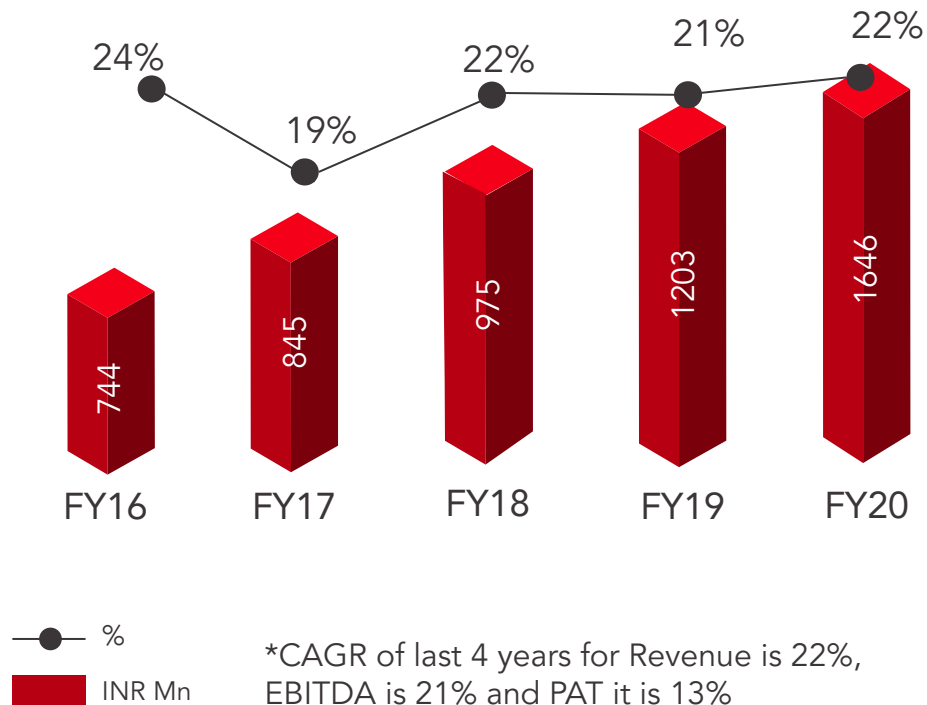
CMMi level 3 certified software services company that follows global standards for software development processes

Key business segments include Product Engineering, Digital Transformation & Automation and DevOps

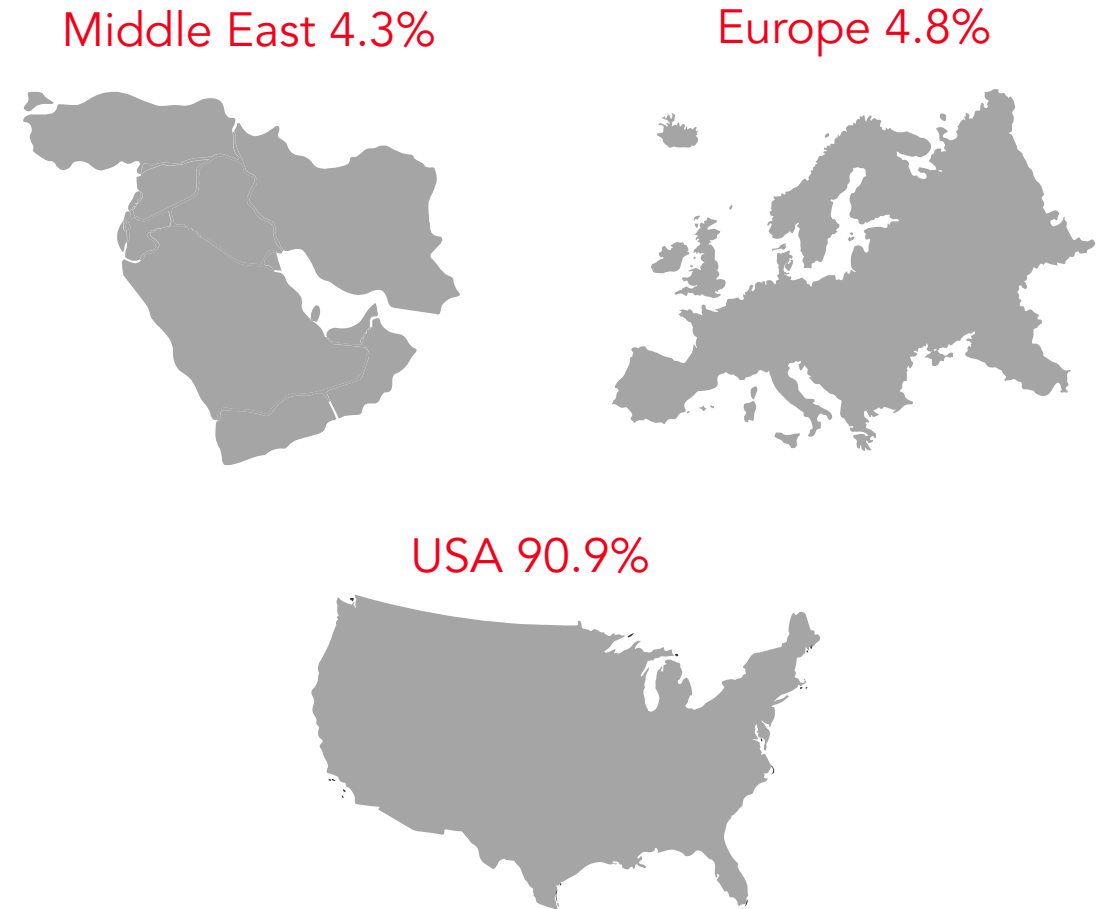
State of the art infrastructure in India – Indore, Pune, Bangalore & Chennai; in USA – Santa Monica & New York, in Germany & Dubai each having above ~ 782 professionals across globally

# About InfoBeans Technologies Limited

Total Revenue (INR Mn)  
& 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



**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

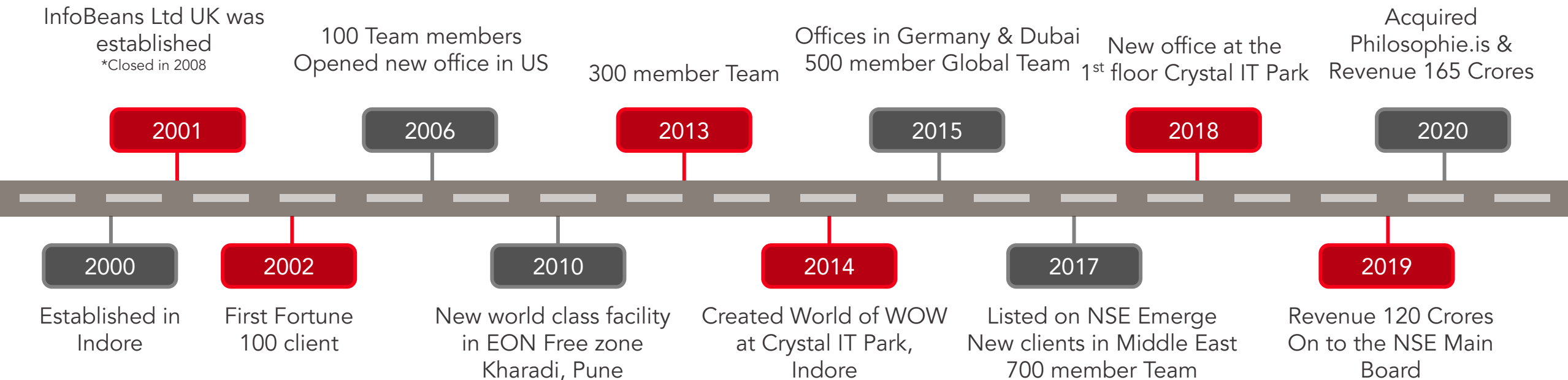
- 19 Years of Experience in Sales operations
- 4 years with InfoBeans



**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

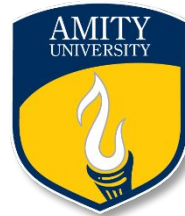


JOY

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

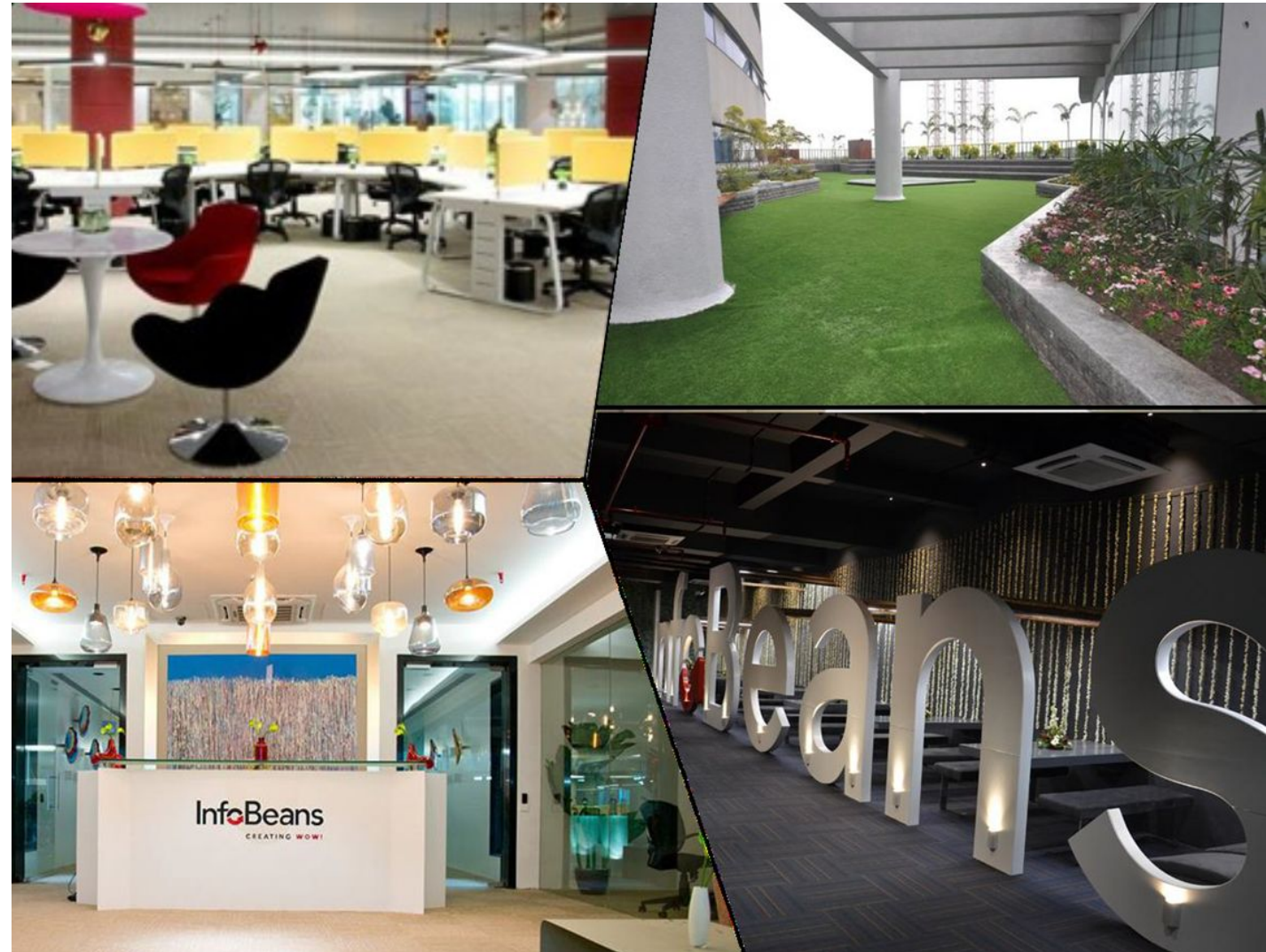
# State of the Art Facilities

## 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

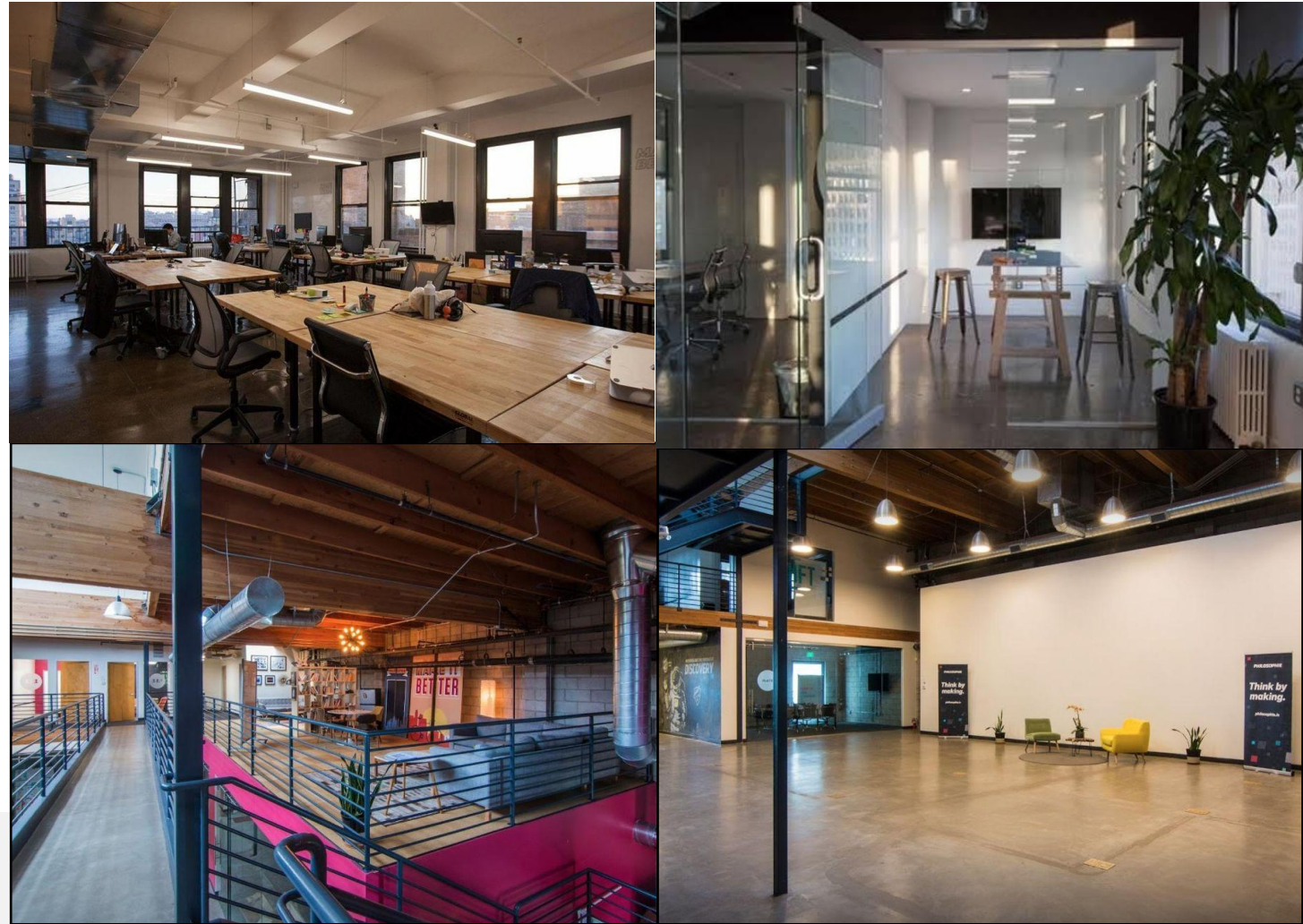


# State of the Art Facilities

## 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 the year 2019-20

Total Revenue @ ₹165 crore (+37%) compared to ₹120 crore in the last fiscal

28 new clients added as compare to 17 in last fiscal

Acquisition of Philosophie, adds another subsidiary in the US

Migration to the Main Board of NSE

Expansion of the office premises in Indore & Dubai and new offices at Chennai

# InfoBeans Highlights for quarter Jan-Mar 2020

Strictly adhered to COVID19 safety norms, declared work from home globally starting 17th March 2020

Four new clients added

Awarded Dream Employer of the Year award at the 9th edition of Dream Companies to Work for 2020, hosted by the World HRD Congress & ET Now

Best Corporate Social Responsibility Company at Amity CSR Conclave

Awarded Great Place to Work Mar 2020-Feb 2021



## 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 short term & long term by cross-selling & up selling
- Adding to offshore capabilities

Inorganic growth

# Consolidated Financials for Q4 ended on 31<sup>st</sup> March, 2020

Particulars (in INR Lakhs),	Quarter Ended			Year Ended	
	Q4-Mar-2020	Q3-Dec-2019	Q4-Mar-2019	March 31 , 2020	March 31 , 2019
Revenue from Operations	4,515	5,001	2,643	15,658	11,552
Other Income	305	185	168	810	495
Total Income	4,820	5,186	2,811	16,468	12,047
Total Expenditure	3,866	4,101	2,458	12,748	9,588
Employee Benefit Expenses	3,019	3,049	1,803	9,979	7,280
Work in Progress (WIP)	-	-	94	63	274
Other Expenses	847	1,053	561	2,706	2,034
EBITDA	954	1,084	353	3,720	2,459
EBITDA Margin	20%	21%	13%	23%	20%
Finance Cost	142	18	0	195	3
Depreciation & Amortization	468	229	66	960	253
PBT	344	838	287	2,568	2,203
Tax Expenses	179	66	116	448	314
PAT	164	772	171	2,117	1,889
OCI	(25)	1	1	(22)	5
PAT (Including OCI)	139	773	172	2,095	1,894
PAT Margin %	3%	15%	6%	13%	16%
EPS	0.58	3.2	0.7	8.7	7.9

# Consolidated Balance Sheet as on 31<sup>st</sup> March, 2020

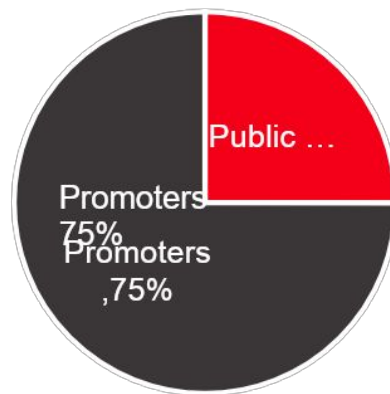
Particulars( in INR Lakhs)``	31st Mar, 2020	31st Mar, 2019	Particulars( in INR Lakhs)	31st Mar, 2020	31st Mar, 2019
EQUITIES & LIABILITIES			ASSETS		
Shareholders Funds	14,444	12,652	Non-current Assets		
Non Current Liabilities			(a) Fixed Assets*	10,120	1,011
(a) Financial Liabilities*	4,996	12	(b) Financial Assets	5,224	4,008
(b) Provisions	576	284	(c ) Deferred Tax Assets	-	1,115
(c ) Deferred Tax Liabilities	96	-	(d) Other Non-current Assets	27	42
Total Non Current Liabilities	5,668	296	Total Non Current Assets	15,371	6,175
Current Liabilities			Current Assets		
(a) Financial Liabilities*	888	82	(a) Inventories	-	63
(b) Other CL	290	65	(b) Financial Assets	5,729	6,715
(c ) Provisions	-	-	(c ) Other Non-current Assets	223	141
(d) Current Tax Liability (Net)	33	-			
Total Current Liabilities	1,211	147	Total Current Assets	5,952	6,919
Total Equities & Liabilities	21,323	13,095	Total Assets	21,323	13,095

\* IND AS impact

# Market Data

Price Data (31 <sup>st</sup> Mar, 2020)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	240.16
Trailing 12 Months EPS (as on 31 <sup>st</sup> Mar, 2020)	8.81
Market Price	66.3
Market Cap (INR Lakhs)	15922
Trailing PE	7.53

## Shareholding Pattern as on 31<sup>st</sup> March, 2020



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# Thank You