

Investor Presentation



CREATING **WOW!**

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Executive Summary

Overview

21 years of leadership in custom software development with a strong presence in latest technologies

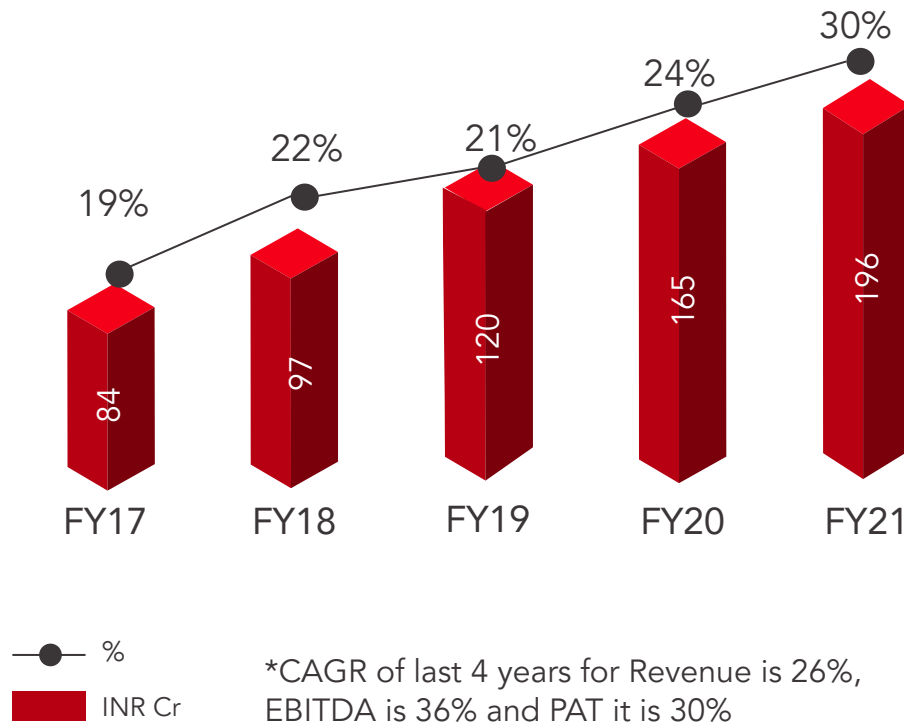
CMMi level 3 certified company adhering to global standards for software development processes

Key business segments include Product Engineering and Digital Transformation, clients include 12 Fortune 500 companies

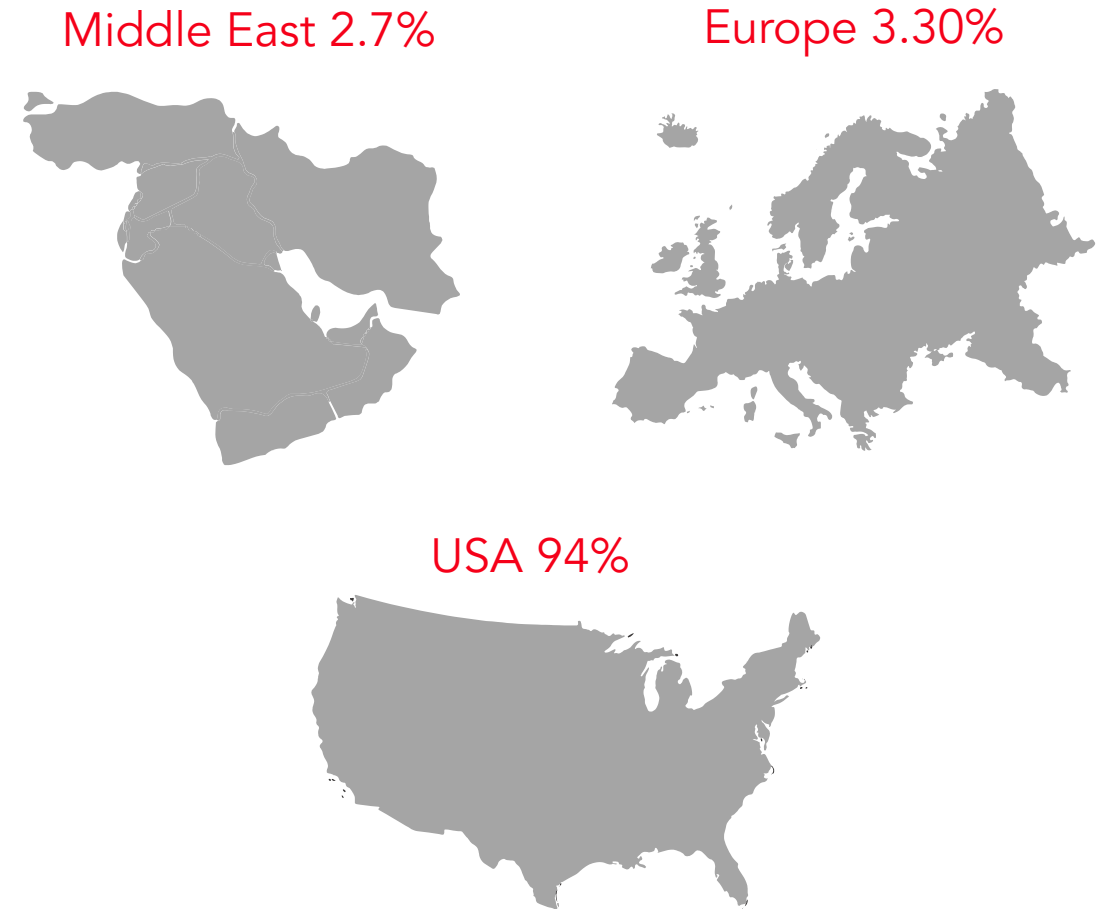
State of the art infrastructure in India – Indore, Pune, Bangalore & Chennai; New York city in USA, Munich in Germany & Dubai in Middle East; 850+ professionals globally

About InfoBeans Technologies Limited

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



Geographical Revenue (FY2021)



Highly Experienced Core Team



Amit Makhija
Director - Delivery

- 20 years in Software & Management
- 14 years with InfoBeans



Rajagopalan Kannan
Director - Delivery

- 21 years in Software Engineering
- 18 years with InfoBeans



Kanupriya Manchanda
Head of People

- 18 years in Team Development
- 13 years with InfoBeans



Ram Lakshmi
Director - Client Success (USA)

- 26 years of selling Software
- 11 years with InfoBeans



Arpit Jain
UX Practice Head

- 14 years in Software Engineering
- 14 years with InfoBeans



Manish Malpani
SDO Head

- 18 years in project management
- 13 years with InfoBeans



Krunal Sanghvi
Sr. Finance Manager

- 8 years in Corporate Finance
- Recently joined



Tarulata Champawat
Director - Sales Operations

- 20 years of Experience in Sales
- 13 years with InfoBeans



Geetanjali Punjabi
Vice President - Sales

- 20 Years of Experience in Sales operations
- 5 years with InfoBeans



Avinash Jain
Business Development - EU

- 23 years in IT
- 6 years with InfoBeans

InfoBeans Highlights for year Apr - Mar 2021

Total revenue @ 196.3 Crores (19.2%) compared to 164.6 Crores in the last fiscal

14 new clients added in the last quarter

Setup Covid Helpline for our Team members

InfoBeans ranked among the High - Growth Companies Asia-Pacific 2021 by the Financial Times

New 100 seater office in Chennai as per client requirements

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

More than 45 years old largest crude oil and natural gas producer brand, based in Germany



Solutions for content creation, publishing & management

Esteemed Clientele

Under NDA

Fortune 200 company, World's largest logistics company, engaged worldwide

Under NDA

America's largest mass media and entertainment conglomerate

we work

One of the largest co-working spaces provider

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

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

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

Client Targeting

Existing Client Expansion

- 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, Salesforce, 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

Highlights for Apr-Mar 2021

YoY (Mar 2021 Vs Mar 2020)

19.2% ↑

46.3% ↑

75.1% ↑

Revenue
196.30



EBITDA
54.40



PAT
36.68



(in INR Crores)

Audited Consolidated Profit & Loss for quarter and year ended on March 2021

(in INR Crores)	Quarter Ended			Year Ended	
Particulars	Mar 31, 2021	Dec 31, 2020	Mar 31, 2020	Mar 31, 2021	Mar 31, 2020
Revenue From Operations	47	44	45	180	157
Other Income	4	9	3	16	8
Total Revenue including Other Income	51	53	48	196	165
Total Expenditures (Including Tax and OCI)	41	38	47	160	144
EBITDA	13	19	10	54	37
EBITDA Margin	28%	43%	21%	30%	24%
PAT	10	14	1	37	21
PAT Margin	21%	32%	3%	20%	13%

Audited Consolidated Balance Sheet as on 31st Mar 2021

(in INR Crores)					
Equities & Liabilities	Mar-21	Mar-20	Assets	Mar-21	Mar-20
Shareholders Funds	181	144			
Non Current Liabilities			Non-current Assets		
(a) Financial Liabilities	38	50	(a) Fixed Assets	82	101
(b) Provisions	7	6	(b) Financial Assets	70	52
(c) Deferred Tax Liabilities	0	1	(c) Deferred Tax Assets	7	0
			(d) Other Non-current Assets	1	1
Total Non Current Liabilities	45	57	Total Non Current Assets	160	154
Current Liabilities			Current Assets		
(a) Financial Liabilities	15	9	(a) Inventories	0	0
(b) Other CL	5	3	(b) Financial Assets	80	57
(c) Current Tax Liability (Net)	0	0	(c) Other Current Assets	6	2
Total Current Liabilities	20	12	Total Current Assets	86	59
Total Equities & Liabilities	246	213	Total Assets	246	213

Stock Options allotment under the InfoBeans Partner Program

Received In- Principal approval for listing upto 6,00,000 equity shares under ESOP scheme

To consider and approve the allotment of total 89,999 shares to 25 members who received stock options in 2016 batch

Total number of Options granted till now is 2,26,960 for 133 members in 5 years

To consider the fresh grant of 135300 options to the existing partners and add 08 new partners

Exercise price is INR 10 per stock

Share Buyback

We feel InfoBeans Stock is undervalued, hence this share buyback

Buyback amount up to 12.35 Cr inclusive of buyback tax @23.3%

Share to be bought by the company at 232 which is about 25% premium to last closing price of 180.75

1.85% equity to be bought back, 4.31L shares out of total paid up equity of 2.4 Cr shares

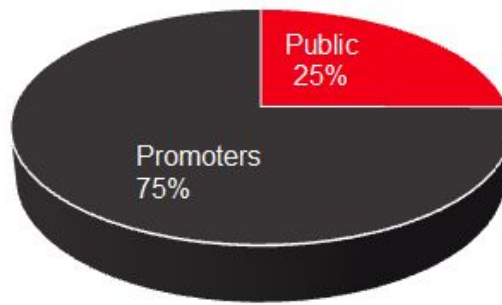
Additional Updates

M&A	Deal pipeline looks good. Three active leads in ServiceNow and Salesforce space. There is a digital transformation company as well. Early stage discussions though
Philosophie	Sales pipeline is strong, actively hiring, broke even in Mar quarter, focusing on longer term contracts
Office operations	In Jan and Feb month our office operations were in full swing, we reached a headcount of 200 people working from office. Come Mar, we all are back to 100% WFH. It might take another 6 months before we can get back to office
Talent Acquisition	400 professionals recruited in this fiscal that include 100 fresh graduates. We currently have 200 open positions across all roles and functions
Covid19 Risk	Nation and city continues to struggle with the damages done due to the pandemeic. Indore and Pune are hit hard by second wave. We are actively helping our team battle this menace.

Market Data

Price Data (31st Mar, 2021)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	240.16
Trailing 12 Months EPS (as on 31st Mar, 2021)	15.34
Market Price	144.55
Market Cap (INR Lakhs)	34,714
Trailing PE	9.42

Shareholding Pattern as on 31st Mar, 2021



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Thank You