



# InfoBeans

CREATING **WOW!**

## InfoBeans Technologies Limited

### Investor Presentation

Creating **WOW** in whatever we do!





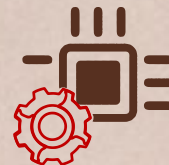
# Executive Summary



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 **3 facilities in India – Indore Pune and Bangalore**, **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 2508 Lakhs  
Margins 21%



PAT INR 1727 Lakhs  
Margins 14%



Income INR 12039 Lakhs



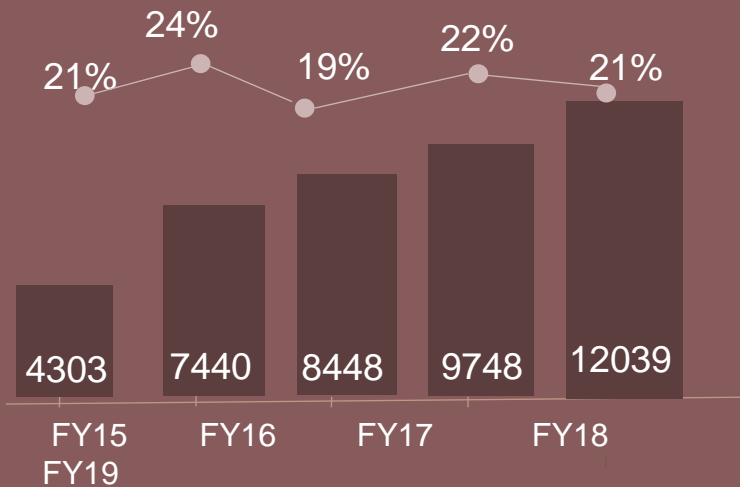
ROCE 18%  
ROE 16%



**FY 19 Financials**

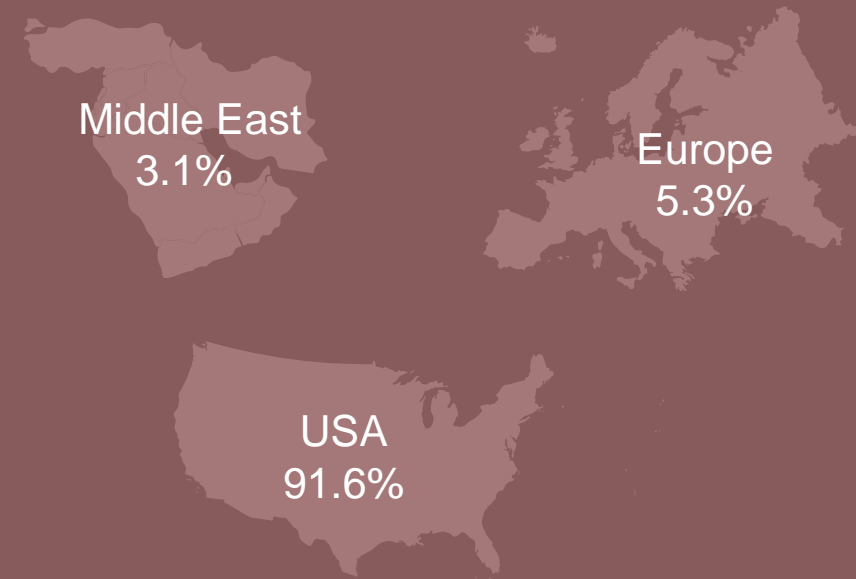
# About InfoBeans Technologies Limited

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



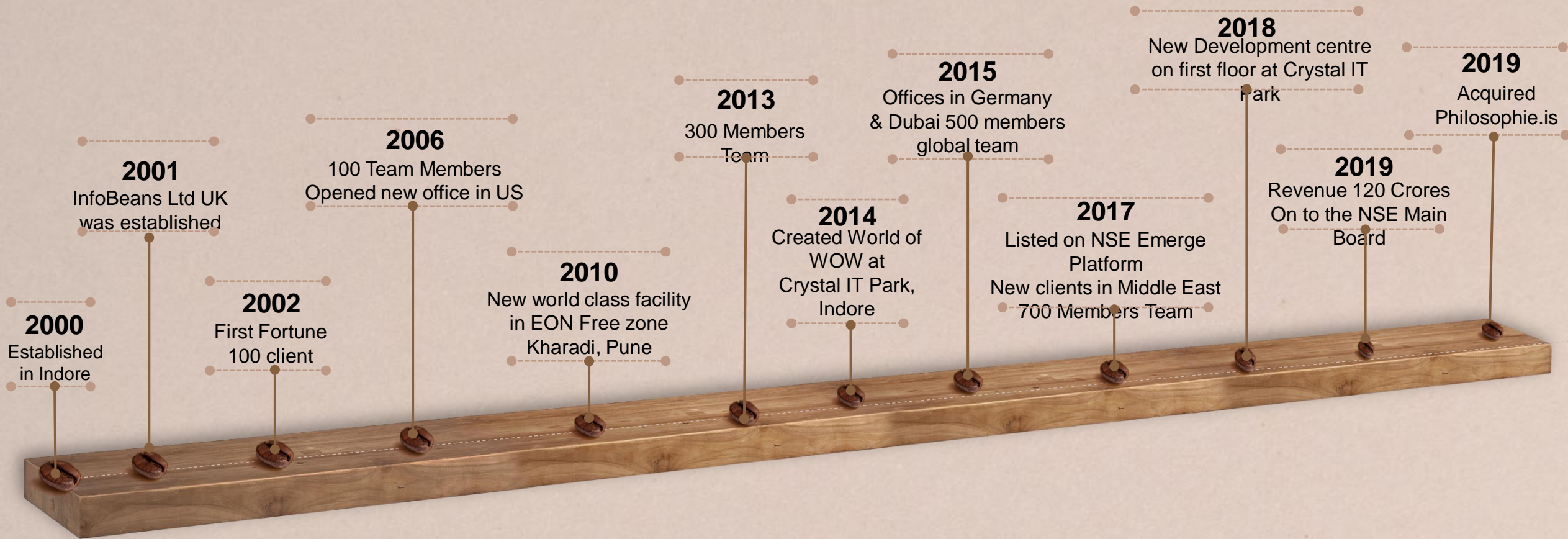
Avinash Jain

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 & 2019



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**

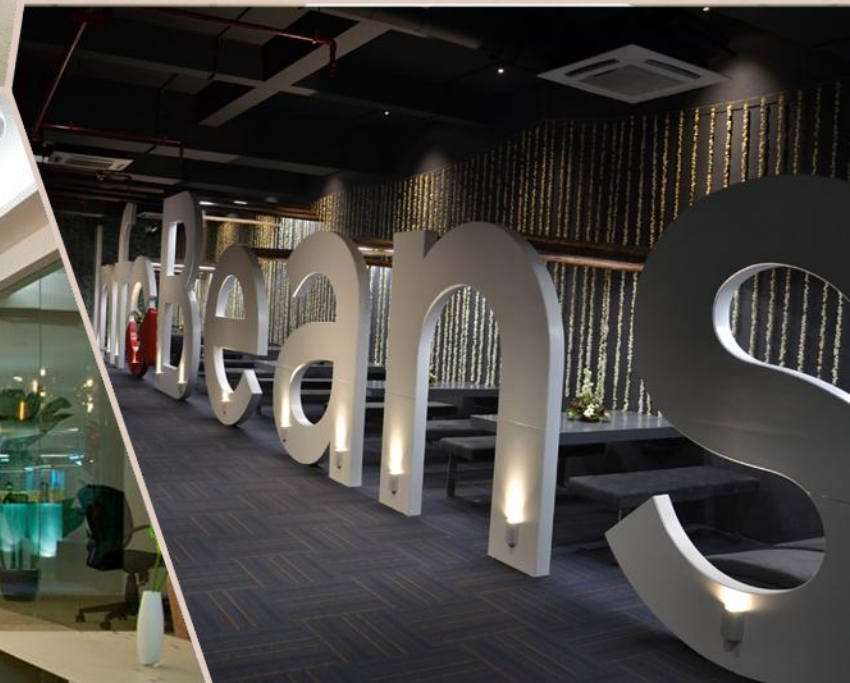




# State of Art Facilities

## 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**

**InfoBeans**  
CREATING WOW!





# 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**

**InfoBeans**  
CREATING WOW!





# Highlights (for Last Quarter)

- Acquisition of US based IT Company- “Philosophie Group Inc.”
- Signed up 09 new clients.
- InfoBeans story covered by “Business Today” and “Patrika” for receiving India’s Best SME Award.
- Granted with the Best Employer Brand Award at the 10<sup>th</sup> edition of Asia’s Best Employer Awards 2019.
- InfoBeans is marching on to create a strong foothold by opening its third office in Bangalore.
- InfoBeans’ single largest new client win- American Society for Mechanical Engineers (ASME), contract valued at over \$1m.







# Acquisition- “Philosophie Inc”

InfoBeans’ acquisition of Philosophie underscores joining hands with like-minded individuals and organizations and catapults into the next orbit of growth. Philosophie is known for its very edge of rapid innovation and design and can nicely complement with InfoBeans for enterprise application development. This union will enable the combined entity to provide a much wider spectrum of services to our clients



**Together we will create wow( 1+1>2)**

## **PHILOSOPHIE Business Model**

- Innovation & UX Consulting- Provide offshore support to UX development, production, prototyping
- Development & Sustenance-Offer expanded services to PHILOSOPHIE clientele, enhance farming capabilities and realize long- term value

## **InfoBeans Business Model**

- Ongoing long-term clients and projects- Bring in PHILOSOPHIE’s local presence, product design and UX expertise to enhance value for InfoBeans clients while increasing overall revenue per client
- Experience of managing large teams- operational efficiencies paired with great culture.





# 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

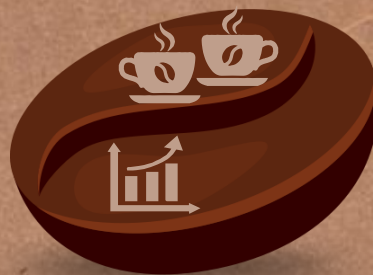


## Serving a Huge and Rapidly Growing Market

Strategic located facilities at Indore, Pune & Bangalore

## 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



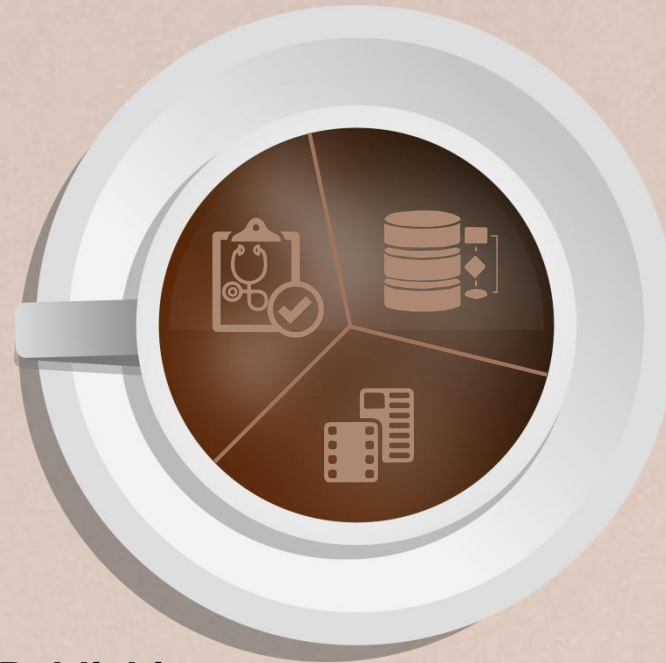


# Verticals

## 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







## Consolidated Income Statement of last 5 FY's (As per iGAAP)

Particulars (INR Lakhs)	FY15	FY16	FY17	FY18	FY19
Total Income*	4303	7440	8448	9748	12039
Expenditure	3398	5689	6875	7593	9531
Employee benefit expenses	2524	4169	5698	6006	7327
(Increase)/Decrease in Technical WIP	0	0	(410)	72	274
Other Expenses	874	1520	1587	1515	1930
<b>EBITDA</b>	<b>905</b>	<b>1751</b>	<b>1573</b>	<b>2155</b>	<b>2508</b>
<b>EBITDA Margin</b>	<b>21.0%</b>	<b>23.5%</b>	<b>18.6%</b>	<b>22.1%</b>	<b>20.8%</b>
Depreciation	270	267	288	243	307
Interest	2	1	5	3	3
Exceptional Items	0	0	0	0	59
<b>PBT</b>	<b>633</b>	<b>1483</b>	<b>1280</b>	<b>1909</b>	<b>2139</b>
CSR	0.0	14	20	24	31
Tax	78	163	(70)	211	381
<b>PAT</b>	<b>555</b>	<b>1306</b>	<b>1330</b>	<b>1674</b>	<b>1727</b>
<b>PAT Margins</b>	<b>12.9%</b>	<b>17.6%</b>	<b>15.7%</b>	<b>17.2 %</b>	<b>14.3%</b>
<b>EPS</b>	<b>3.14</b>	<b>7.39</b>	<b>7.52</b>	<b>7.13</b>	<b>7.19</b>

\*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 on 31<sup>st</sup> Mar., 2019 (As per iGAAP)

PARTICULARS (INR Lakhs)	FY 18	FY19	PARTICULARS (INR Lakhs)	FY 18	FY19
<b>EQUITIES &amp; LIABILITIES</b>			<b>ASSETS</b>		
Shareholder's Funds			<b>Non-Current assets</b>		
(a) Share capital	2402	2402	(a) Fixed assets	720	817
(b) Reserves & Surplus	8240	9856	(b) Non-current Investments	3101	3703
			(c) Deferred tax assets	181	216
<b>Non-current liabilities</b>			(d) Long-term loans & advances	1168	1129
(a) Long term borrowings	19	12	<b>Current assets</b>		
(b) Long-Term Provisions	240	371	(a) Current investments	413	1000
			(b) Inventories	337	63
<b>Current liabilities</b>			(c) Trade receivables	2113	2156
(a) Trade Payables	61	22	(d) Cash & Cash equivalents	2826	3392
(b) Other Current Liabilities	154	125	(e) Short-term loans & Advances	513	605
(c) Short-term provisions	407	500	(f) Other Current Assets	151	207
<b>Total Equities &amp; Liabilities</b>	<b>11523</b>	<b>13288</b>	<b>Total Assets</b>	<b>11523</b>	<b>13288</b>





# Consolidated Balance Sheet as on 30<sup>th</sup> Sep. 2019 (As per Ind- AS)

PARTICULARS (INR Lakhs)	30 <sup>th</sup> Sep, 2019	31 <sup>st</sup> Mar, 2019	PARTICULARS (INR Lakhs)	30 <sup>th</sup> Sep, 2019	31 <sup>st</sup> Mar, 2019
<b>EQUITIES &amp; LIABILITIES</b>			<b>ASSETS</b>		
Shareholder's Funds	13,465	12,564	<b>Non-Current assets</b>		
<b>Non-current liabilities</b>			(a) Fixed assets	1,696	1,011
(a) Financial Liabilities	457	12	(b) Financial Assets	4,551	4,019
(b) Provisions	438	284	(c ) Deferred Tax Assets	1,080	1,027
			(d) Other Non-current Assets	27	15
<b>Total Non Current liabilities</b>	<b>895</b>	<b>296</b>	<b>Total Non Current assets</b>	<b>7,353</b>	<b>6,071</b>
<b>Current Liabilities</b>			<b>Current Assets</b>		
(a) Financial Liabilities	407	82	(a) Inventories	-	63
(b) Other Current Liabilities	90	65	(b) Financial Assets	7,176	6,710
(c) Provisions	254	500	(c) Other Current Assets	582	662
(d) Current Tax Liability(Net)	-	-			
<b>Total Non Current liabilities</b>	<b>750</b>	<b>647</b>	<b>Total Current Assets</b>	<b>7,757</b>	<b>7,436</b>
<b>Total Equities &amp; Liabilities</b>	<b>15,110</b>	<b>13,507</b>	<b>Total Assets</b>	<b>15,110</b>	<b>13,507</b>





# Consolidated Financials for Q2 & H1 2019 (As per Ind-AS)

Particulars (in INR Lakhs)	Quarter Ended			Six Months Ended		Yearly
	Q2 Sep-19	Q1 Jun-19	Q2 Sep-18	H1 Sep -19	H1 Sep -18	FY 18-19
	(Un-audited)	(Un-audited)	(Un-audited)	(Un-audited)	(Un-audited)	(Un-audited)
Revenue from Operations	3177	2965	3062	6142	5852	11552
Other Income	191	129	137	320	273	491
<b>Total Income</b>	<b>3369</b>	<b>3094</b>	<b>3199</b>	<b>6463</b>	<b>6125</b>	<b>12042</b>
<b>Total Expenditure</b>	<b>2389</b>	<b>2392</b>	<b>2451</b>	<b>4781</b>	<b>4697</b>	<b>9584</b>
Employee benefits expense	1929	1983	1859	3912	3616	7280
(Increase)/Decrease in Technical Development WIP	38	25	64	63	112	274
Other Expenses	422	384	528	806	969	2030
<b>EBITDA</b>	<b>980</b>	<b>702</b>	<b>747</b>	<b>1681</b>	<b>1428</b>	<b>2459</b>
<b>EBITDA Margin</b>	<b>29.1%</b>	<b>22.7%</b>	<b>23.4%</b>	<b>26.0%</b>	<b>23.3%</b>	<b>20.4%</b>
Finance Costs	19	16	1	35	1	3
Depreciation & Amortization Exp.	134	129	60	264	124	253
<b>PBT</b>	<b>826</b>	<b>557</b>	<b>686</b>	<b>1383</b>	<b>1303</b>	<b>2203</b>
Tax Expenses	111	92	98	203	203	401
<b>PAT</b>	<b>715</b>	<b>465</b>	<b>588</b>	<b>1180</b>	<b>1100</b>	<b>1801</b>
Other Comprehensive Income	1	1	1	2	2	5
<b>PAT(including OCI)</b>	<b>716</b>	<b>466</b>	<b>589</b>	<b>1182</b>	<b>1102</b>	<b>1806</b>
<b>PAT Margin</b>	<b>21.3%</b>	<b>15.1%</b>	<b>18.4%</b>	<b>18.3%</b>	<b>18.0%</b>	<b>15.0%</b>
<b>EPS</b>	<b>2.98</b>	<b>1.94</b>	<b>2.45</b>	<b>4.91</b>	<b>4.58</b>	<b>7.5</b>



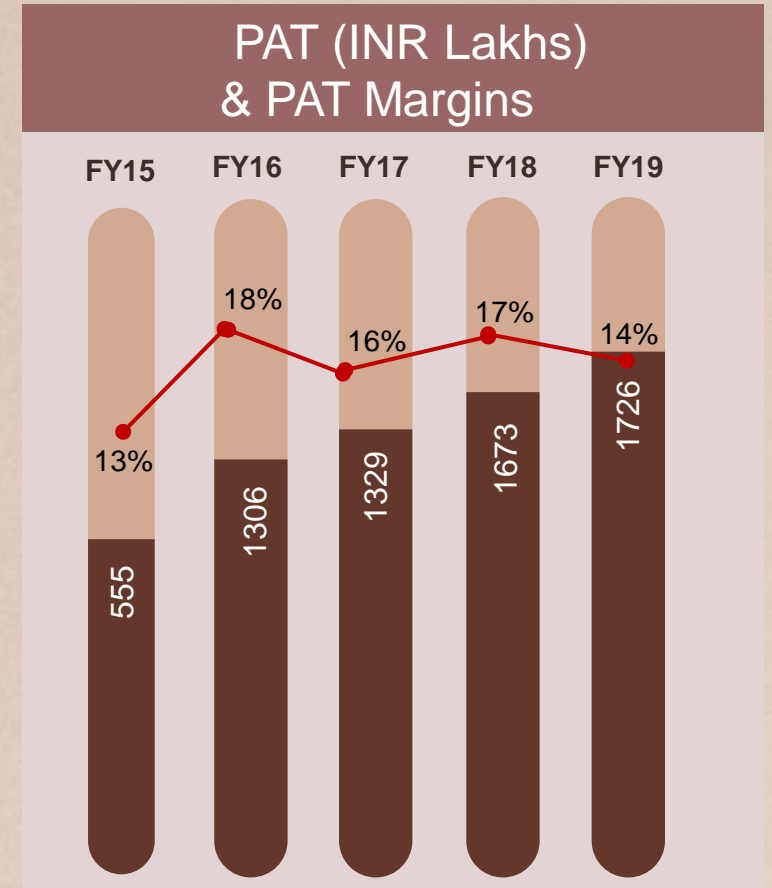
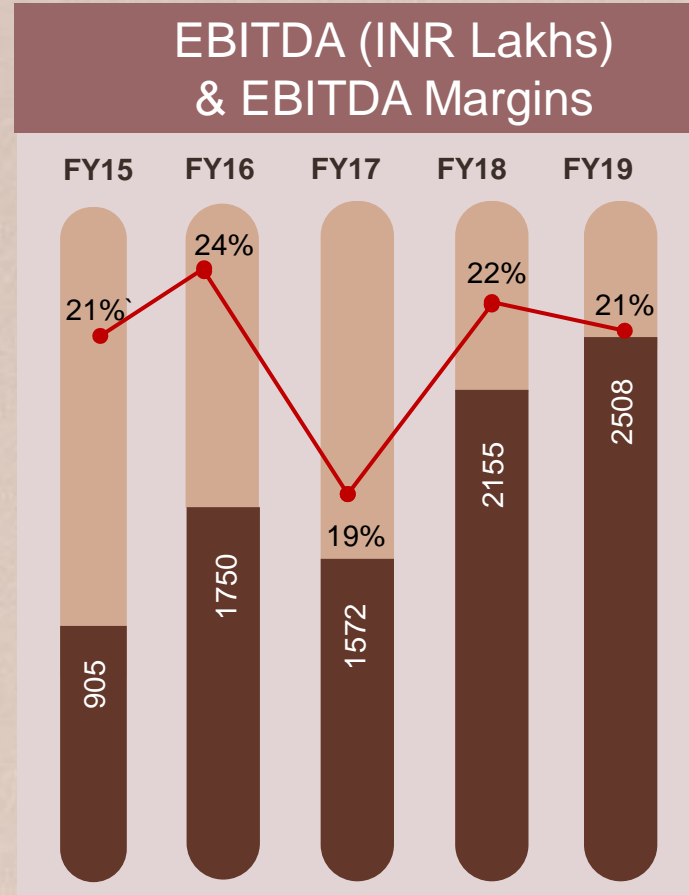
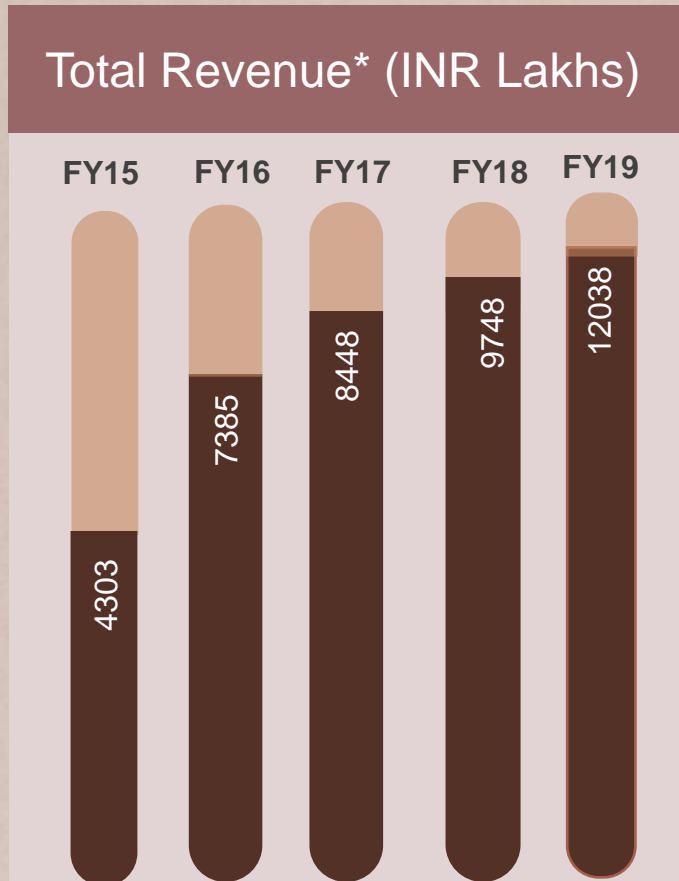
# Key Impacts of Ind AS conversion

- **Increase in Net Worth by Rs. 302 Lakhs**
- **Decrease in total comprehensive income by Rs. 2.14 Lakhs**
- **Increase in Net EBIDTA by Rs. 150 Lakhs**





# Consolidated Financial Highlights (As per iGAAP)



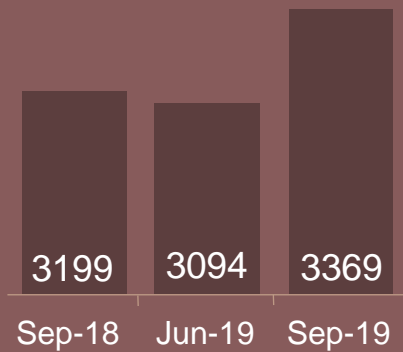
INR Lakhs  
Margins

INR Lakhs  
Margins

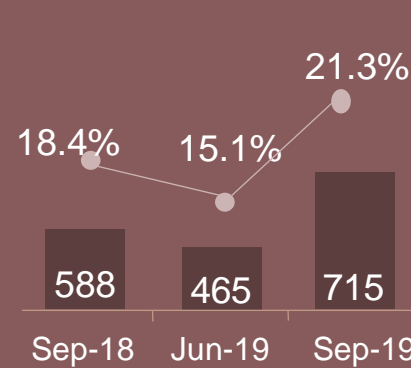


# Consolidated Quarterly Highlights- (As per Ind- As)

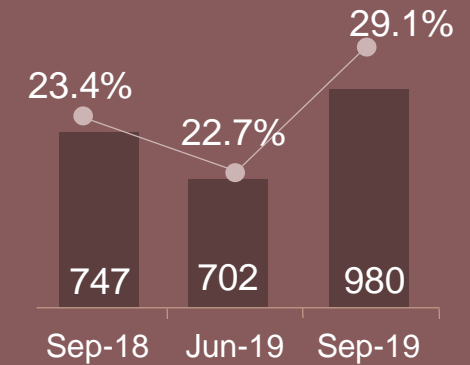
## Total Revenue



## PAT & PAT Margins



## EBIDTA & EBIDTA Margins



● %  
■ INR Lakhs

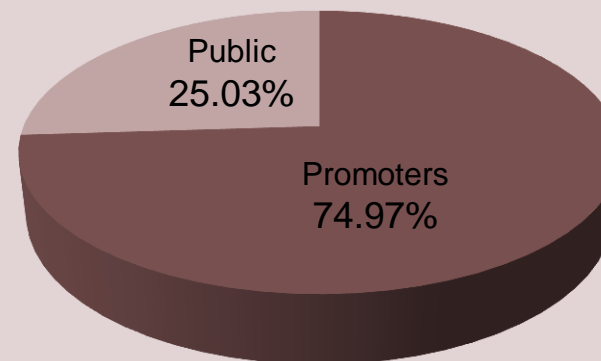




# Market Data

Price Data (30 <sup>th</sup> Sep, 2019)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	240
Trailing 12 Months EPS (as on 30 <sup>th</sup> Sep, 19)	7.19
Market Price	63.25
Market Cap (INR Lakhs)	1519
Trailing PE	8.07

Shareholding Pattern as on 30<sup>th</sup> Sep, 2019



**DISCLAIMER** - No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management InfoBeans Technologies Limited ("Company" or "INFOBEAN" or "InfoBeans Technologies Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

For further information please contact our Investor Relations Representatives:

CA Akhilesh Kumar Jain

Finance - Head

Tel: +91-731 - 7162102

Email: [investor.relations@infobeans.com](mailto:investor.relations@infobeans.com)



InfoBeans  
CREATING **WOW!**

**THANK YOU**

Creating **WOW** in whatever we do!