May 03rd , 2019

To,
National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai- 400051

Dear Sir/Madam,

Subject : Investor Presentation
Reference : SM- INFOBEAN

With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited Investor Presentation on Audited Financial Results for the Quarter and year ended on 31st March 2019.

This is for your information and records.

Thanking you,
Your's Faithfully,
For InfoBeans Technologies Limited,

Surbhi Jain
Company Secretary and Compliance Officer

InfoBeans Technologies Limited
Investor Presentation
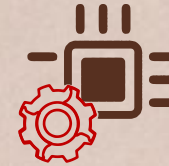
Creating **WOW** in whatever we do!
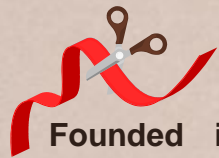
☕ Executive Summary

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**.

Overview

Founded in 2000 as InfoBeans Systems India Pvt. Ltd, is now a one stop shop for all technology needs.

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.

InfoBeans

C R E A T I N G **W O W !**

Executive Summary

Digital Transformation - Increased workflow efficiency for your service domains

Automation and DevOps - Gain agility, accuracy and speed with automation

Product Engineering - Creating software that WOWs you

Service Offerings

EBITDA INR 245 Mn
Margins 20.3%

PAT INR 173 Mn
Margins 14%

Income* INR 1204 Mn
4 Years CAGR 29%

ROCE 17%
ROE 14%

**FY 19 Financials **

About InfoBeans Technologies Limited

Total Revenue & EBITDA Margins (%)

FY15	FY16	FY17	FY18	FY19
21%	24%	19%	22%	20%
430	744	845	975	1204

- ● %
- ■ INR Mn
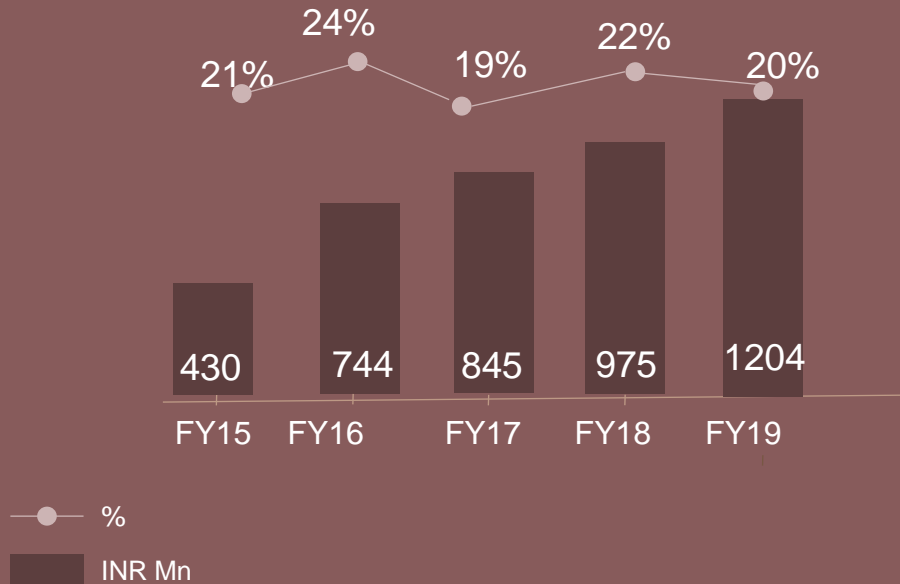
Geographical Revenue (FY-19)

Middle East
3.10%

Europe
5.34%

USA
91.56%

InfoBeans
CREATING WOW!
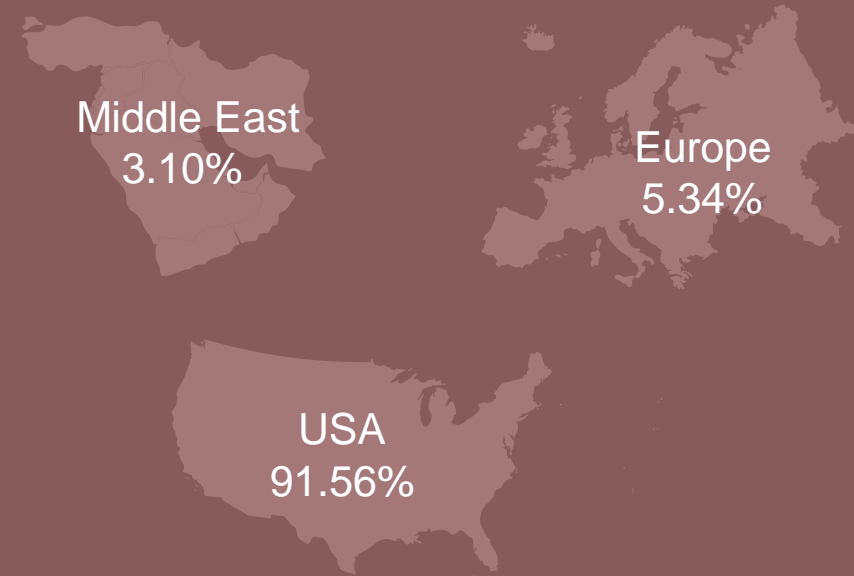
☕ Leadership - Founders

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

InfoBeans

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☕ 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

Head - HR

- 16 years in HR
- 11 Years with InfoBeans

Ram Lakshmi

Director - Client Success

- 24 Years of selling S/W (USA)
- 6 Years with InfoBeans

InfoBeans

CREATING WOW!

☕ Highly Experienced Core Team

Arpit Jain

UX Practice Head

- 12+ Years in Software Engineering
- 12 years with InfoBeans

Manish Malpani

Senior Project Manager

- 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
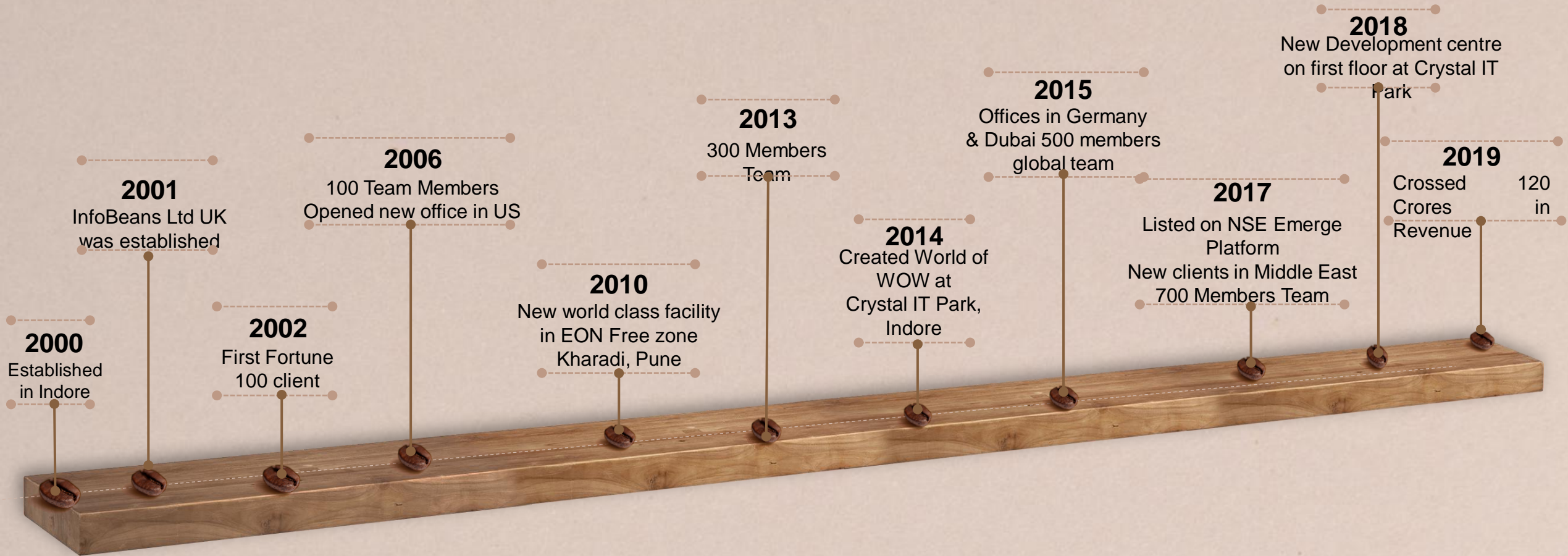- 2+ Year with InfoBeans

Avinash Jain

Business Development Manger

- 21 Years in IT
- 4+ years with InfoBeans

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☕ Key Milestones

2000
Established
in Indore

2001
InfoBeans Ltd UK
was established

2002
First Fortune
100 client

2006
100 Team Members
Opened new office in US

2010
New world class facility
in EON Free zone
Kharadi, Pune

2013
300 Members
Team

2014
Created World of
WOW at
Crystal IT Park,
Indore

2015
Offices in Germany
& Dubai 500 members
global team

2017
Listed on NSE Emerge
Platform
New clients in Middle East
700 Members Team

2018
New Development centre
on first floor at Crystal IT
Park

2019
Crossed   120
Crores   in
Revenue

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Awards & Certifications

Great Place To Work® — Certified APR 2019–MAR 2020 INDIA

Ranked amongst **Top 50 IT companies to work for in India** – NASSCOM HR Summit, **2015 , 2016 & 2019**

ASIA'S BEST EMPLOYER BRAND AWARDS 2011 & 2013

Asia's Best Employer Brand Award **for Talent Management, 2011 & 2013**

CMMI LEVEL 3®

By Software Engineering Institute (2012, 2015, 2018)

AMITY UNIVERSITY

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

MADHYA PRADESH BEST BRAND AWARDS 2018

BRAND LEADERSHIP AWARD

Presented to

InfoBeans CREATING WOW!

InfoBeans Technologies Limited

TRUST   **PRIDE**

JOY

InfoBeans Employees rate the work culture very high on all three aspects

InfoBeans CREATING WOW!

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

InfoBeans
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☕ 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

InfoBeans
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☕ Esteemed Clientele

Under NDA

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

Polaris

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

exccon

Germany based-Service
now specialist organization

InfoBeans
CREATING WOW!

☕ Esteemed Clientele

ICC INTERNATIONAL CODE COUNCIL®

Develops model codes & standards for building industry for all US states

ALM *An Integrated Media Company*

172 year old brand, Legal content publisher in all states of US

CoAdvantage®

Full range of SaaS based integrated Human Resources solutions.

VIATECH™

Solutions for content creation, publishing & management

UAEXCHANGE® *Service is our Currency*

Leading global remittances, Foreign Exchange & payment solutions brand

InfoBeans CREATING WOW!

☕ New Clientele

atis

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

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New Clientele

comlinkdata
The leading provider of telecom market data insights

IAPMO
International Association of Plumbing and Mechanical Officials

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

D'Addario
One of the largest string manufacturers in the world

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

InfoBeans
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☕ 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

InfoBeans
CREATING WOW!

☕ Key Strengths

Proven Track Record of Profitability
High revenue growth & net profit margin

Great Work Culture
A team of ~850 skilled professionals with high retention

Growing Custom Software Development Business
Driven by skilled professionals with high customer centricity

Serving a Huge and Rapidly Growing Market
Strategic located facilities at Indore & Pune
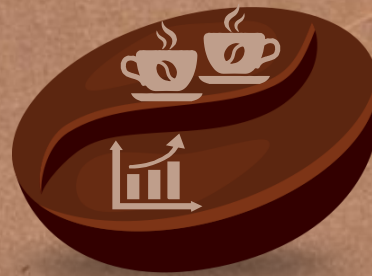
Growing Blue Chip Client base
90%+ repeat business, increasing account sizes

High Standards of Corporate Governance
Transparent operations, professional management team

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☕ 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
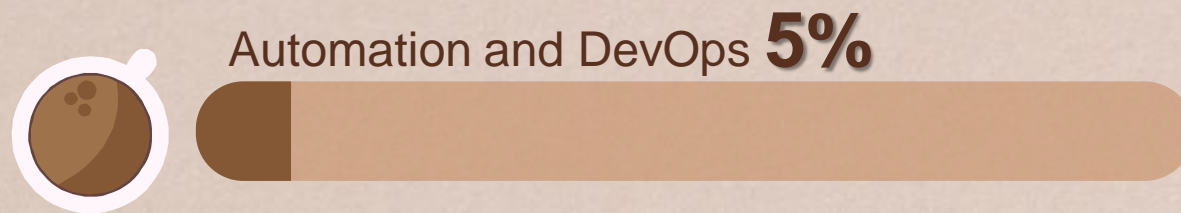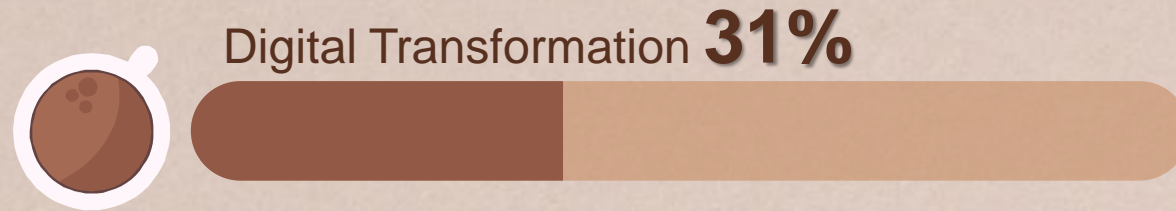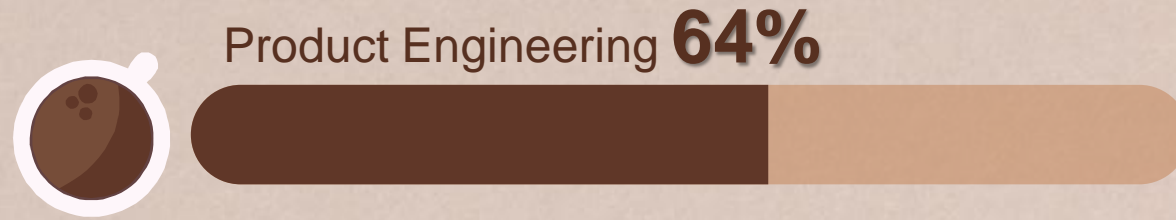
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☕ Future Growth Strategies

Existing Client Mining

- Penetrating existing accounts – expanding into more SBUs and geographies
- Cross-selling and Up-selling
- Partnering clients as they move towards advanced technologies

Client Targeting

- Industry verticals – Storage & Virtualization, ecommerce, Publishing & Media, SaaS products
- Partnering clients as they move towards advanced technologies
- Targeted go-to-market strategy by client type

New Client Acquisition

- Formalized Sales Operations [Offshore Lead Generation, Onsite Field Sales, Offshore Sales Support]
- Two new geographies – Europe and Middle East
- Entry via highly skilled professionals for Onsite Consulting
- Existing Client Referrals

Dedicated US Sales Team

- US Sales team to be formed by competencies - Custom Development, Automation Engineering, Digital Transformation, Enterprise Mobility
- A team of account manager and sales engineer to be formed per competency
- In future, each team to be expanded per territory (East, West and Central)

Inorganic growth

- Actively targeting companies to acquire – to increase footprint in US and secure skills in emerging areas like ServiceNow, UX, Automation etc.
- Add niche skill that takes longer to build
- Adds to revenue in short term & long term by cross-selling & up selling and adding to offshore capabilities
- Acquire IP

☕ Service Offerings

Product Engineering **64%**

Digital Transformation **31%**

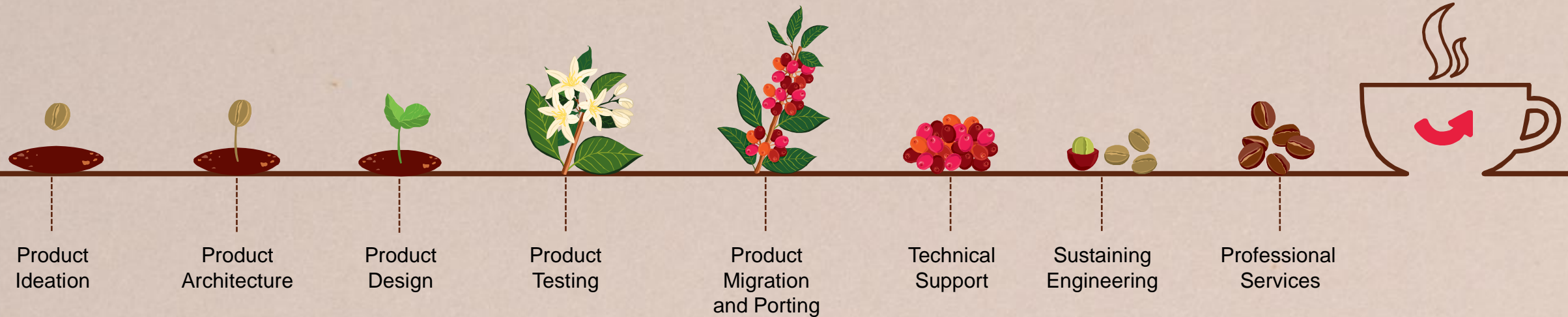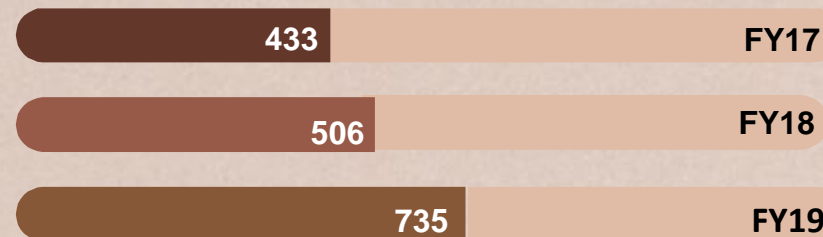Automation and DevOps **5%**

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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

Product Ideation	Product Architecture	Product Design	Product Testing	Product Migration and Porting	Technical Support	Sustaining Engineering	Professional Services

Y-o-Y Revenue (INR Mn)

433	FY17
506	FY18
735	FY19

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Digital Transformation

Highly customizable enterprise cloud solution to automate operations like:

- IT helpdesk
- Asset management
- Enterprise service 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)

₹ 373
FY17

₹ 390
FY18

₹ 360
FY19

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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)

27	FY17
58	FY18
61	FY19

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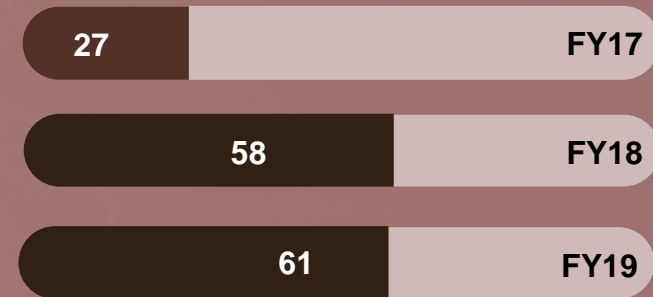
☕ IT Industry

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

InfoBeans
C R E A T I N G **W O W!**

☕ 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
EQUITIES & LIABILITIES			**ASSETS**		
Shareholder's Funds			**Non-Current assets**		
(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
Non-current liabilities			(d) Long-term loans & advances	116.8	112.9
(a) Long term borrowings	1.9	1.2	**Current assets**		
(b) Long-Term Provisions	23.9	37.1	(a) Current investments	41.2	100.0
Current liabilities			(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
Total Equities & Liabilities	**1152.3**	**1328.8**	**Total Assets**	**1152.3**	**1328.8**

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☕ Consolidated Financial Highlights

Total Revenue* (INR Mn)

FY16	FY17	FY18	FY19
744	845	975	1203
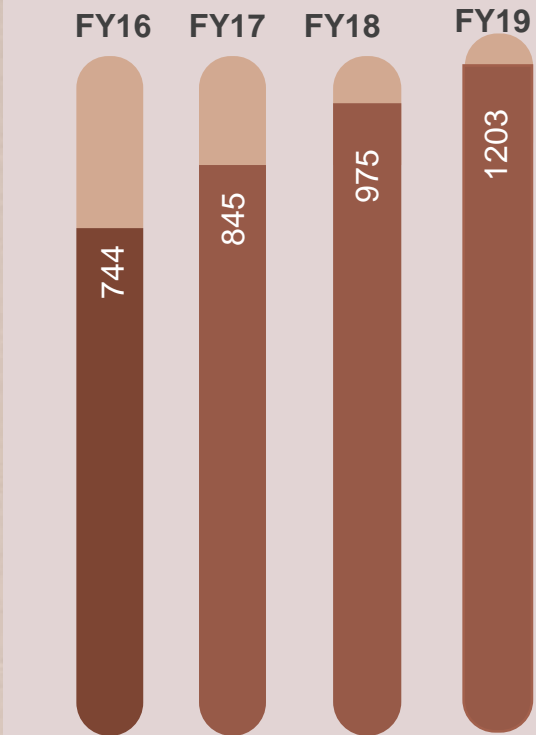
EBITDA (INR Mn) & EBITDA Margins

— INR Mn
— Margins

FY16	FY17	FY18	FY19
24%	19%	22%	20%
175	157	216	245

PAT (INR Mn) & PAT Margins

— INR Mn
— Margins

FY15	FY16	FY17	FY18
18%	16%	17%	14%
131	133	167	173

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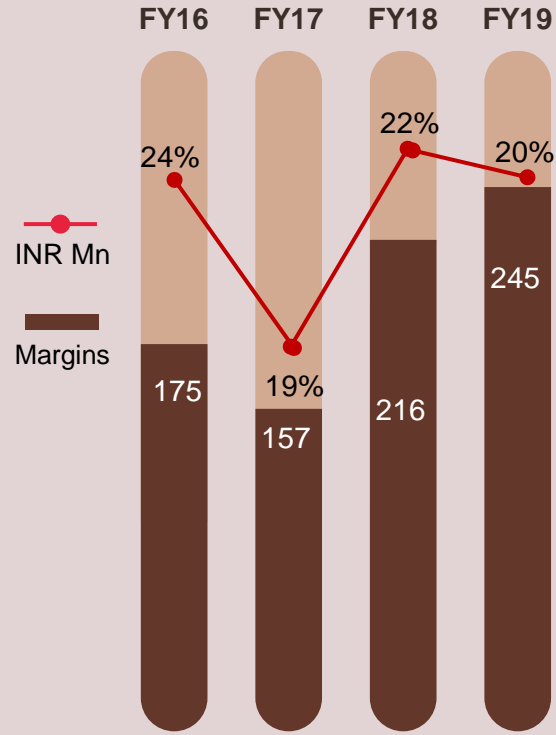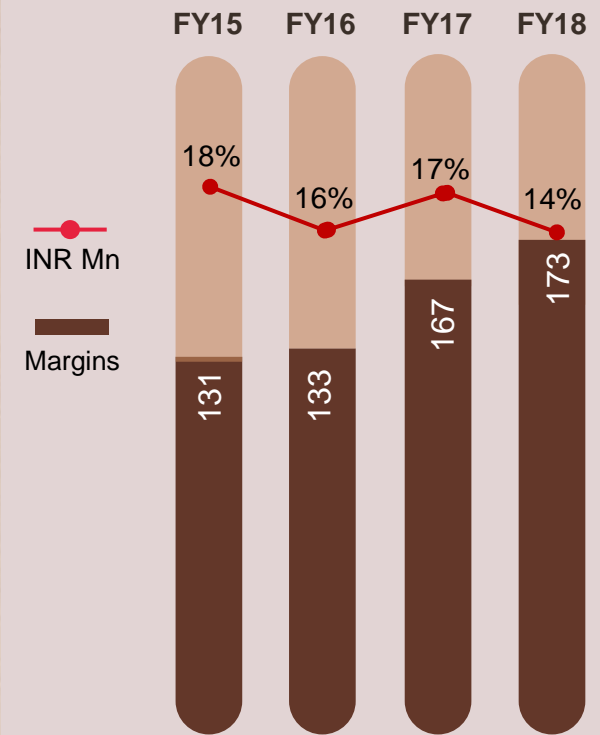
Consolidated Income Statement (Six Monthly)

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
Total Income*	**587.0**	**616.9**	**522.5**
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
EBITDA	**103.9**	**146.9**	**115.0**
EBITDA Margin	**17.7%**	**23.8%**	**22.0%**
Interest	0.2	0.1	0.1
Depreciation	16.8	13.9	12.9
Exceptional Items	5.9		0
PBT	**81.0**	**132.9**	**102.0**
CSR	1.6	1.5	2.3
Tax Expenses	15.7	22.4	9.7
PAT	**63.7**	**108.9**	**90.0**
PAT Margins	**10.8%**	**17.7%**	**17.2%**
EPS	**2.65**	**4.54**	**3.83**

☕ Consolidated Six monthly highlights

Total Revenue

Mar-18	Sep-18	Mar-19
522	616	587

PAT & PAT Margins

Mar-18	Sep-18	Mar-19
17%	18%	11%
637	1089	900

EBIDTA & EBIDTA Margins

Mar-18	Sep-19	Mar-19
22%	23%	16%
980	1469	1149

*

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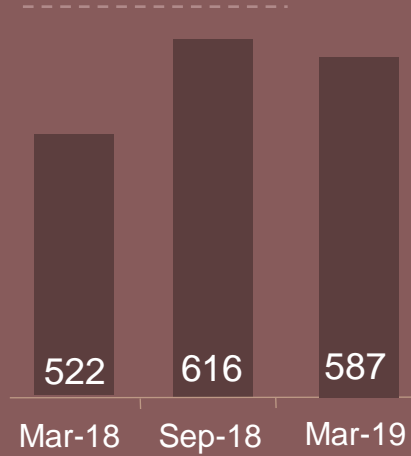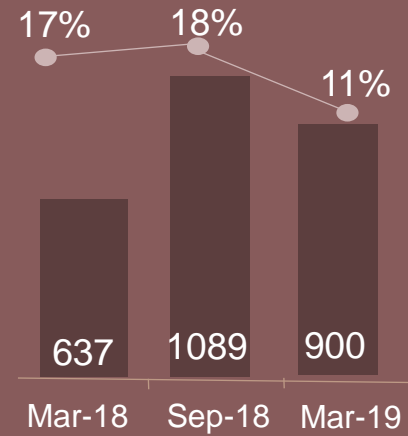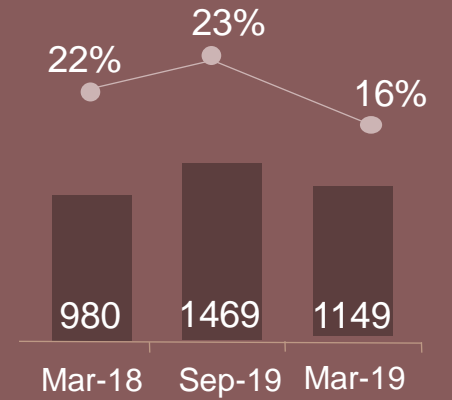
Consolidated Income Statement (Quarterly)

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
Total Income*	**276.3**	**310.7**	**271.7**
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
EBITDA	**34.7**	**69.2**	**43.7**
EBITDA Margin	**12.6%**	**22.3%**	**16.1%**
Interest	0.0	0.2	-0.1
Depreciation	8.3	8.4	7.4
Exceptional Items	3.2	2.7	0.0
PBT	**23.1**	**57.9**	**36.4**
CSR	1.6	0.0	1.6
Tax Expenses	7.4	8.3	-2.5
PAT	**14.1**	**49.6**	**37.3**
PAT Margins	**5.1%**	**16.0%**	**13.7%**
EPS	**0.59**	**2.06**	**1.59**

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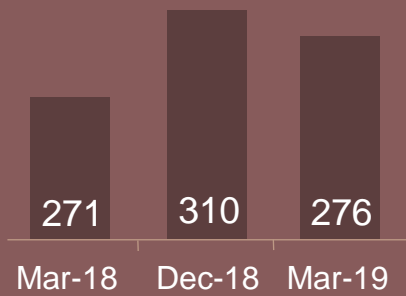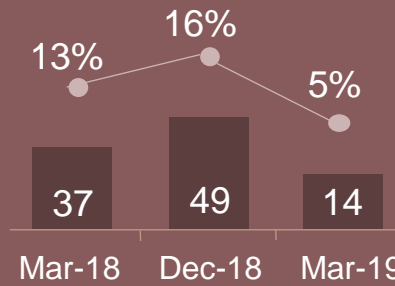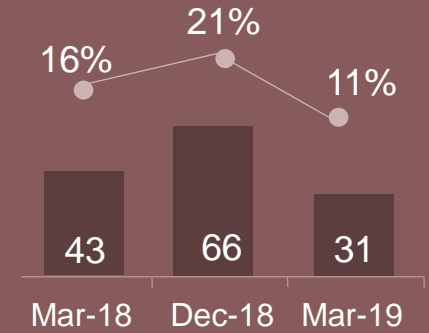
☕ Market Data

Price Data (31ˢᵗ 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 31ˢᵗ March, 2019

Public 26%

Promoters 74%
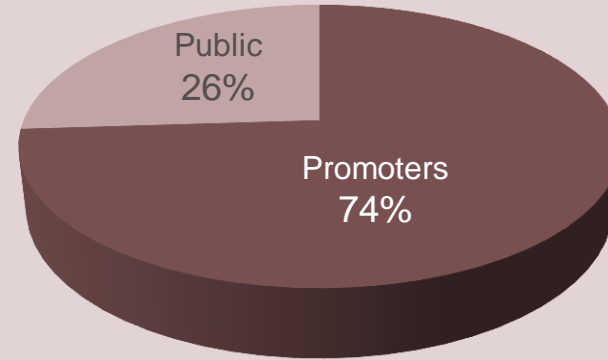
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