

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

January 15<sup>th</sup>, 2019

Dear Sir/Madam,

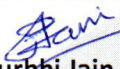
**Subject : Investor Presentation**  
**Reference : SM- INFOBEAN**

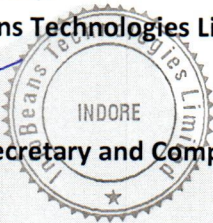
With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited Investor Presentation on Unaudited Financial Results for the Quarter ended on December, 31<sup>st</sup> 2018.

This is for your information and records.

Thanking you,  
Yours Faithfully,

**For InfoBeans Technologies Limited,**

  
**Surbhi Jain**  
**Company Secretary and Compliance Officer**





# InfoBeans

CREATING **WOW!**

## InfoBeans Technologies Limited

### Investor Presentation

Creating **WOW** in whatever we do!



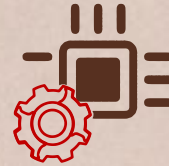
# Executive Summary



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 **2 facilities in India – Indore and Pune, 1 facility in US, Germany & Dubai** each having above ~ **825 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 216Mn  
Margins 22%



PAT INR 167Mn  
Margins 17%



Income\* INR 975Mn    3  
Year CAGR 31%



ROCE 18%  
ROE 16%

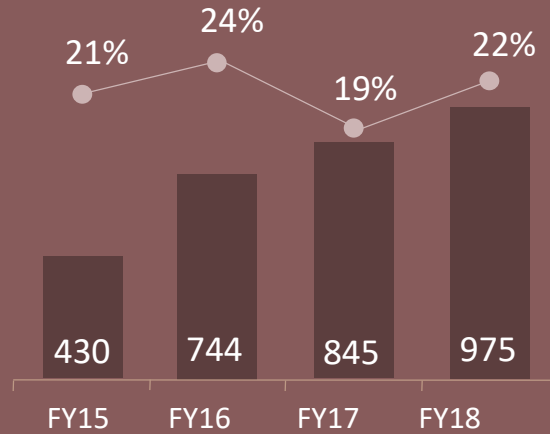


**FY 18 Financials \*\***



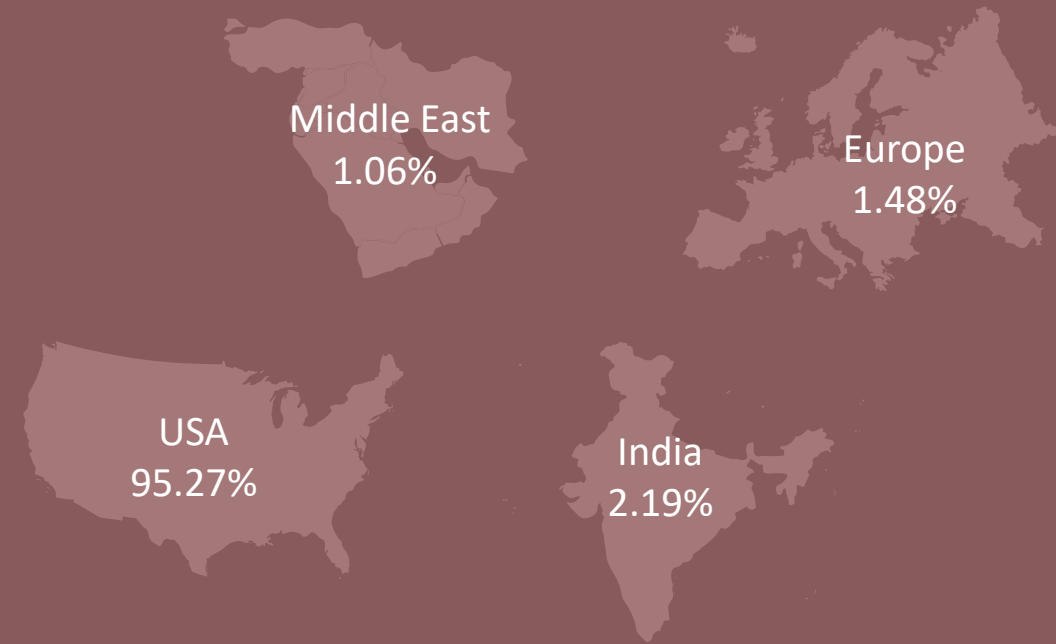
# About InfoBeans Technologies Limited

Total Revenue  
& EBITDA Margins (%)



● %  
■ INR Mn

Geographical Revenue (FY-18)





# 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

- 17 Years in Software & Management
- 11 Years with InfoBeans



Rajagopalan Kannan  
Director - Delivery

- 18 Years in Software Engineering
- 15+ Years with InfoBeans



Kanupriya Manchanda  
Head - HR

- 15+ years in HR
- 10+ Years with InfoBeans



Ram Lakshmi  
Director - Client Success

- 23 Years of selling S/W (USA)
- 5+ Years with InfoBeans



# Highly Experienced Core Team



Arpit Jain

UX Practice Head

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



Manish Malpani

Senior Project Manager

- 15 Years in project management
- 10 years with InfoBeans



Akhilesh Jain

Finance Manager

- 11 Years in Corporate Finance
- 2+ years with InfoBeans



Tarulata Champawat

Director - Sales Operations

- 17 +Years of Experience in Sales
- 11 Year with InfoBeans



Geetanjali Punjabi

Vice President - Sales

- 17 +Years of Experience in Sales operations
- 2 Year with InfoBeans



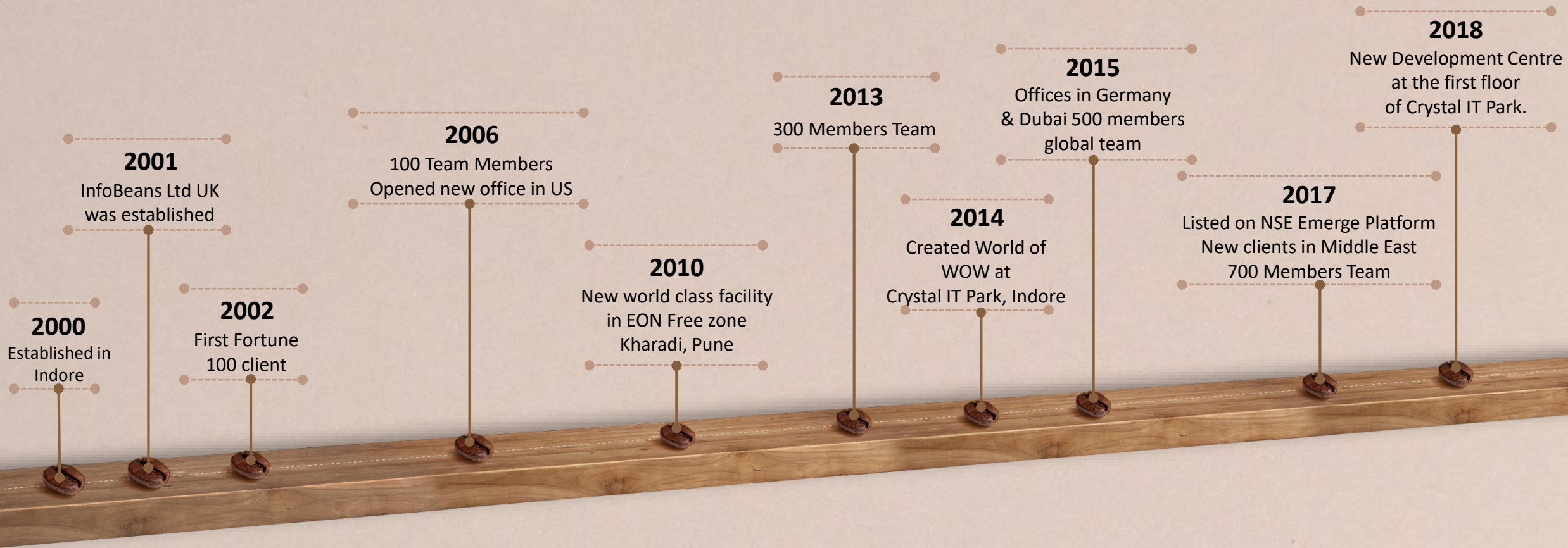
Avinash Jain

Business Development Manger

- 20 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



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**



# 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



Providing Innovative Digital Solutions to Libraries Everywhere



# 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





# Key Strengths

## Proven Track Record of Profitability

High revenue growth & net profit margin

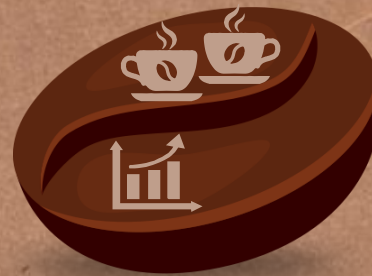


## Serving a Huge and Rapidly Growing Market

Strategic located facilities at Indore & Pune

## Great Work Culture

A team of ~800 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

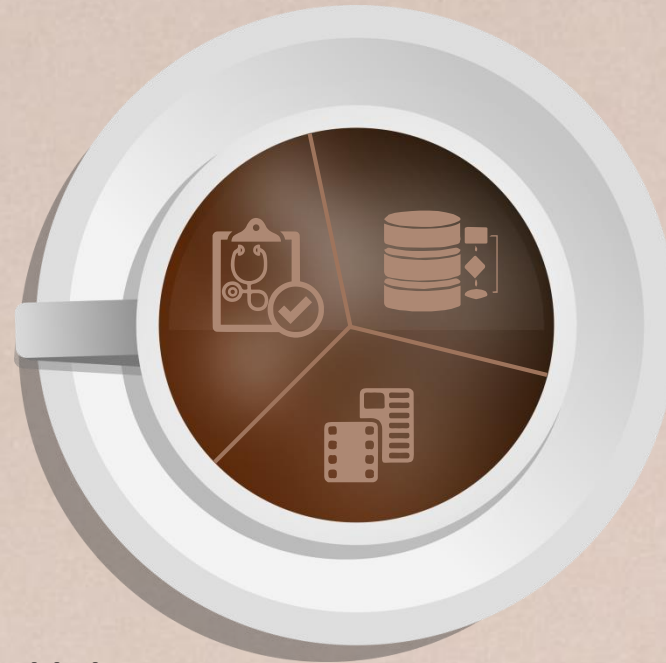


# Verticals

## 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

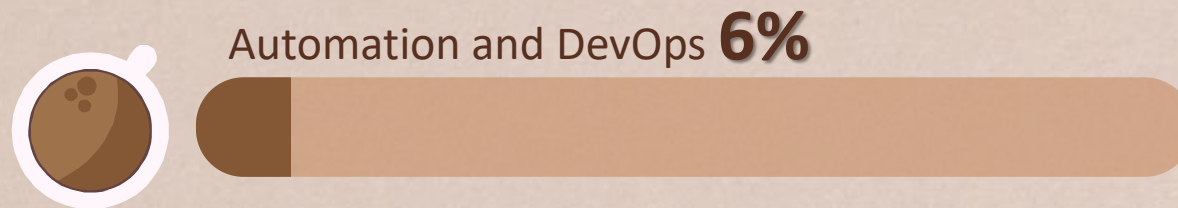
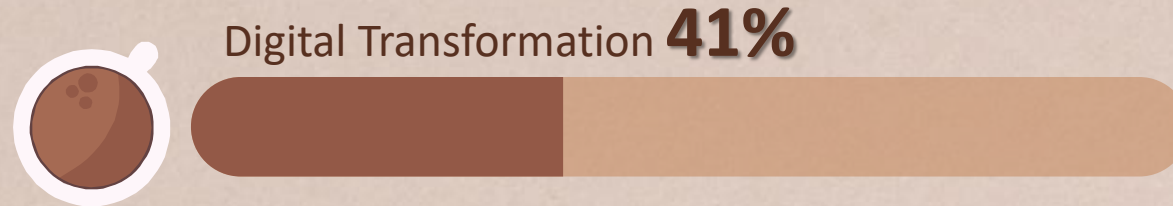
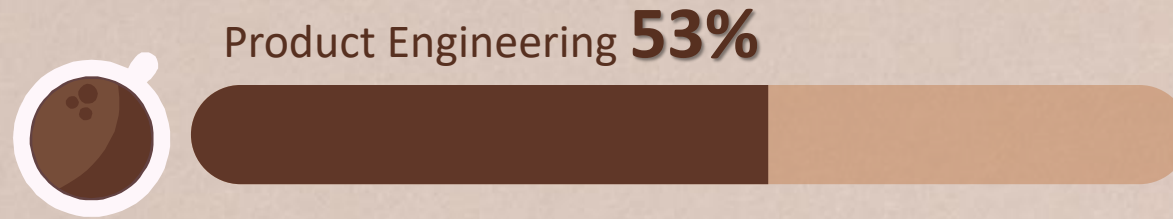


# Future Growth Strategies





# Service Offerings

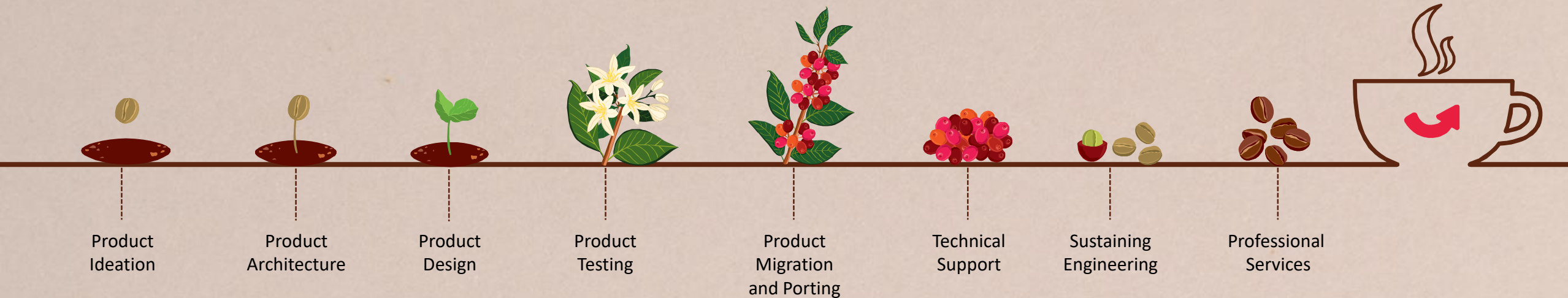




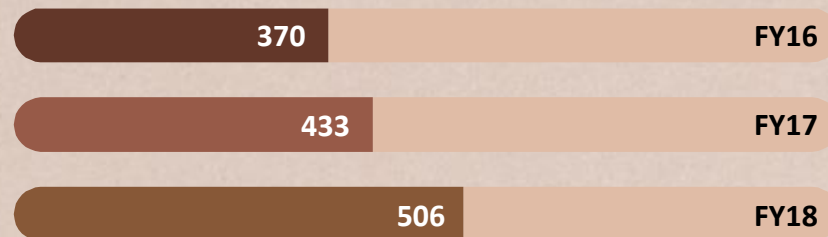
# Product Engineering

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)

0

FY16

27

FY17

58

FY18



# 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)                 | FY15         | FY16         | FY17         | FY18          |
|--------------------------------------|--------------|--------------|--------------|---------------|
| Total Income*                        | 430.3        | 744.0        | 844.8        | 974.8         |
| Expenditure                          | 339.3        | 568.9        | 687.5        | 759.3         |
| Employee benefit expenses            | 252.4        | 417.0        | 569.8        | 600.6         |
| (Increase)/Decrease in Technical WIP | 0.0          | 0.0          | 0.0          | 7.2           |
| Other Expenses                       | 86.9         | 151.9        | 158.6        | 151.2         |
| <b>EBITDA</b>                        | <b>91.0</b>  | <b>175.1</b> | <b>157.3</b> | <b>215.5</b>  |
| <b>EBITDA Margin</b>                 | <b>21.2%</b> | <b>23.5%</b> | <b>18.6%</b> | <b>22.1%</b>  |
| Depreciation                         | 27.0         | 26.7         | 28.8         | 24.3          |
| Interest                             | 0.8          | 0.1          | 0.5          | 0.3           |
| <b>PBT</b>                           | <b>63.2</b>  | <b>148.3</b> | <b>128.0</b> | <b>190.9</b>  |
| CSR                                  | 0.0          | 1.4          | 2.0          | 2.4           |
| Tax                                  | 7.8          | 16.3         | (7.0)        | 21.1          |
| <b>PAT</b>                           | <b>55.4</b>  | <b>130.6</b> | <b>133.0</b> | <b>167.4</b>  |
| <b>PAT Margins</b>                   | <b>12.9%</b> | <b>17.6%</b> | <b>15.7%</b> | <b>17.2 %</b> |
| EPS                                  | 3.14         | 7.39         | 7.52         | 7.13          |

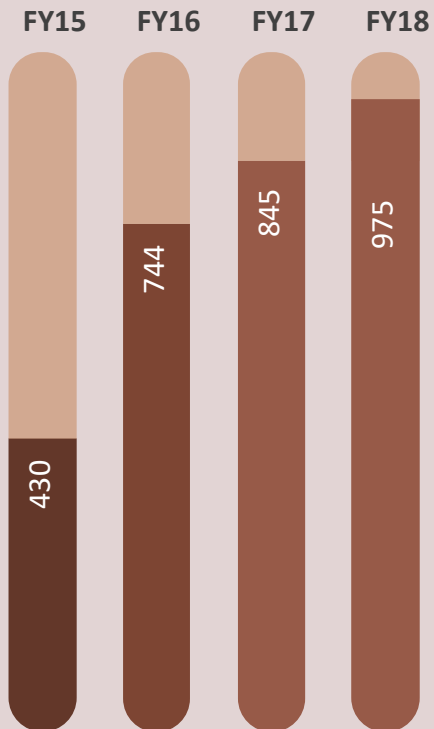
# Consolidated Balance Sheet (As per iGAAP)

| PARTICULARS (INR Mn)                    | FY 17        | FY 18         | PARTICULARS (INR Mn)            | FY17         | FY 18         |
|-----------------------------------------|--------------|---------------|---------------------------------|--------------|---------------|
| <b>EQUITIES &amp; LIABILITIES</b>       |              |               | <b>ASSETS</b>                   |              |               |
| Shareholder's Funds                     |              |               | <b>Non-Current assets</b>       |              |               |
| (a) Share capital                       | 176.7        | 240.2         | (a) Fixed assets                | 51.8         | 72.0          |
| (b) Reserves & Surplus                  | 366.3        | 824.0         | (b) Non-current Investments     | 87.5         | 310.1         |
|                                         |              |               | (c) Deferred tax assets         | 12.1         | 18.1          |
| <b>Non-current liabilities</b>          |              |               | (d) Long-term loans & advances  | 108.1        | 116.8         |
| (a) Long term borrowings                | 1.8          | 1.9           | <b>Current assets</b>           |              |               |
| (b) Long-Term Provisions                | 14.7         | 23.9          | (a) Current investments         | 10.0         | 41.2          |
| <b>Current liabilities</b>              |              |               | (b) Inventories                 | 40.9         | 33.7          |
| (a) Short Term Borrowings               | 39.6         | 0.0           | (c) Trade receivables           | 132.6        | 211.3         |
| (b) Trade Payables                      | 6.1          | 6.2           | (d) Cash & Cash equivalents     | 161.8        | 282.7         |
| (c) Other Current Liabilities           | 9.5          | 15.4          | (e) Short-term loans & Advances | 29.8         | 51.3          |
| (d) Short-term provisions               | 26.3         | 40.7          | (f) Other Current Assets        | 6.4          | 15.1          |
| <b>Total Equities &amp; Liabilities</b> | <b>641.0</b> | <b>1152.3</b> | <b>Total Assets</b>             | <b>641.0</b> | <b>1152.3</b> |



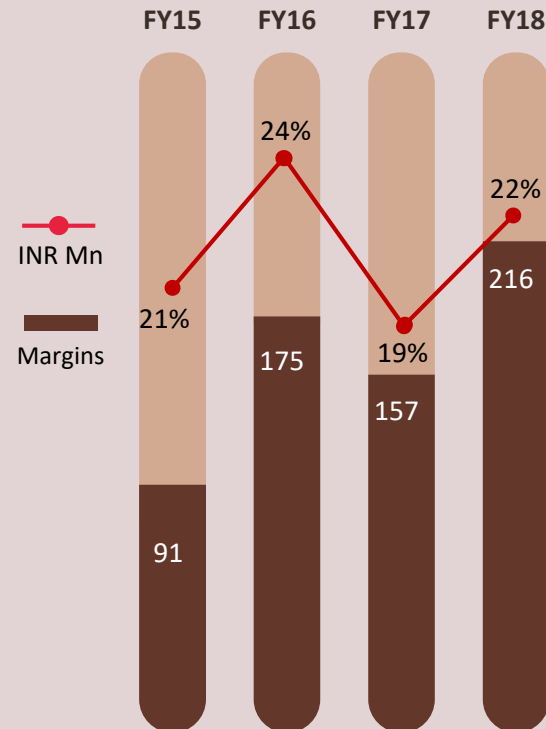
# Consolidated Financial Highlights

## Total Revenue\* (INR Mn)

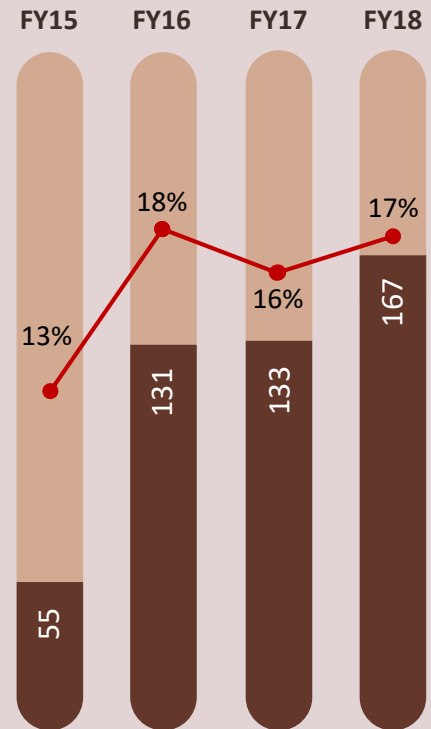


3 Year CAGR 31%

## EBITDA (INR Mn) & EBITDA Margins



## PAT (INR Mn) & PAT Margins





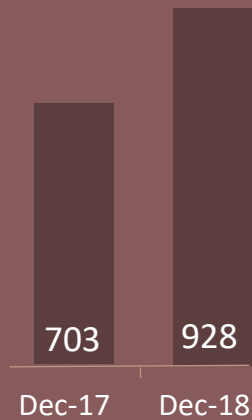
# Consolidated Income Statement (Nine Monthly)

| Particulars (INR Mn)                 | Growth (%)<br>from Dec 17 to<br>Dec 18 | Ending Dec 18 | Ending Dec 17 | FY18          |
|--------------------------------------|----------------------------------------|---------------|---------------|---------------|
| Income from Operations               | 29%                                    | 890.87        | 690.86        | 954.11        |
| Other Income                         |                                        | 36.68         | 12.19         | 20.69         |
| <b>Total Income*</b>                 | <b>32%</b>                             | <b>927.55</b> | <b>703.05</b> | <b>974.80</b> |
| Expenditure                          |                                        | <b>738.36</b> | <b>532.12</b> | <b>759.30</b> |
| Employee benefit expenses            |                                        | 551.14        | 429.44        | 600.58        |
| (Increase)/Decrease in Technical WIP |                                        | 17.98         | 0.00          | 7.21          |
| Other Expenses                       |                                        | 145.03        | 102.68        | 151.51        |
| <b>EBITDA</b>                        | <b>25%</b>                             | <b>213.39</b> | <b>170.93</b> | <b>215.50</b> |
| <b>EBITDA Margin</b>                 |                                        | <b>23%</b>    | <b>24%</b>    | <b>22%</b>    |
| Interest                             |                                        | 2.87          | 0.39          | 0.31          |
| Depreciation                         |                                        | 22.37         | 16.90         | 24.31         |
| <b>PBT</b>                           | <b>24%</b>                             | <b>189.19</b> | <b>153.65</b> | <b>190.88</b> |
| CSR                                  |                                        | 1.55          | 0.85          | 2.41          |
| Tax Expenses                         |                                        | 30.67         | 23.66         | 21.13         |
| <b>PAT</b>                           | <b>23%</b>                             | <b>158.52</b> | <b>129.13</b> | <b>167.34</b> |
| <b>PAT Margins</b>                   |                                        | <b>17%</b>    | <b>18%</b>    | <b>17%</b>    |
| <b>EPS</b>                           | <b>20%</b>                             | <b>6.60</b>   | <b>5.50</b>   | <b>7.13</b>   |

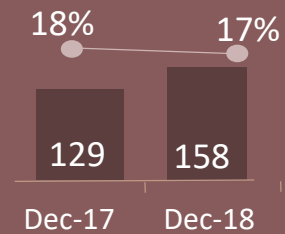


# Consolidated Nine monthly highlights

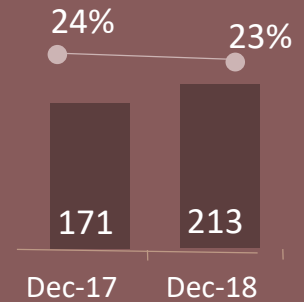
Total Revenue



PAT & PAT Margins



EBIDTA & EBIDTA Margins





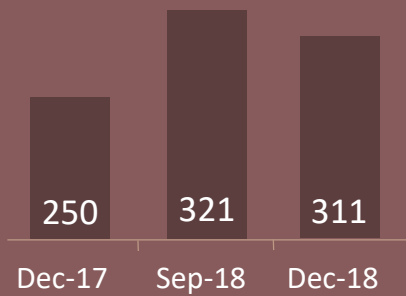
# Consolidated Income Statement (Quarterly)

| Particulars (INR Mn)                 | Q3-Dec 18     | Q2-Sep 18     | Q3-Dec 17     |
|--------------------------------------|---------------|---------------|---------------|
| Income from Operations               | 305.68        | 306.18        | 248.41        |
| Other Income                         | 5.01          | 15.58         | 2.31          |
| <b>Total Income*</b>                 | <b>310.69</b> | <b>321.76</b> | <b>250.72</b> |
| Expenditure                          | <b>244.22</b> | <b>244.53</b> | <b>179.46</b> |
| Employee benefit expenses            | 187.27        | 187.07        | 147.46        |
| (Increase)/Decrease in Technical WIP | 6.77          | 6.44          | 0.00          |
| Other Expenses                       | 50.18         | 51.02         | 32.00         |
| <b>EBITDA</b>                        | <b>66.46</b>  | <b>77.23</b>  | <b>71.26</b>  |
| <b>EBITDA Margin</b>                 | <b>21%</b>    | <b>24%</b>    | <b>28%</b>    |
| Interest                             | 0.17          | 0.06          | 0.18          |
| Depreciation                         | 8.43          | 7.27          | 5.51          |
| <b>PBT</b>                           | <b>57.86</b>  | <b>69.91</b>  | <b>65.57</b>  |
| CSR                                  | 0.01          | 1.5           | 0.71          |
| Tax Expenses                         | 8.28          | 11.86         | 12.20         |
| <b>PAT</b>                           | <b>49.58</b>  | <b>56.55</b>  | <b>52.66</b>  |
| <b>PAT Margins</b>                   | <b>16%</b>    | <b>18%</b>    | <b>21%</b>    |
| EPS                                  | <b>2.06</b>   | <b>2.35</b>   | <b>2.24</b>   |

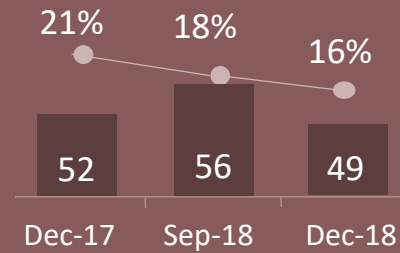


# Consolidated Quarterly Highlights

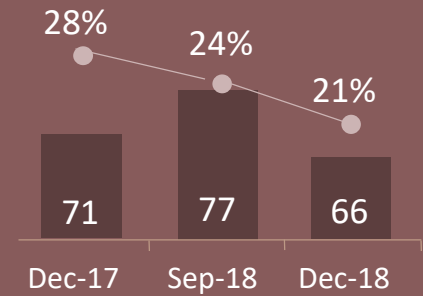
## Total Revenue



## PAT & PAT Margins



## EBIDTA & EBIDTA Margins



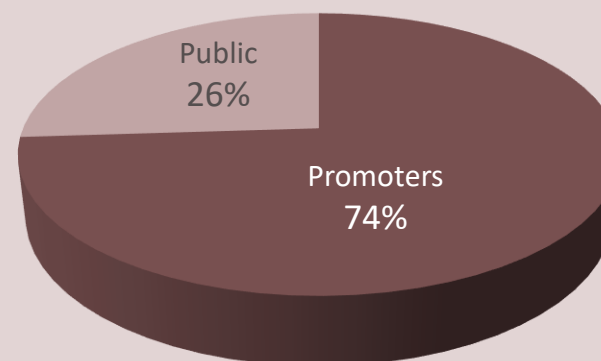
● %  
■ INR Mn



# Market Data

| Price Data (31 <sup>st</sup> December, 2018) | INR     |
|----------------------------------------------|---------|
| Face Value                                   | 10      |
| Equity Shares Outstanding (Mn)               | 24      |
| EPS as per FY 18                             | 7.0     |
| Market Price                                 | 69.00   |
| Market Cap (INR Mn)                          | 1657.07 |
| Trailing PE                                  | 8.42    |

Shareholding Pattern as on 31<sup>st</sup> December, 2018





# Disclaimer

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