InfoBeans
CREATING WOW!

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To,

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

24th July 2019

SYMBOL : INFOBEAN

Subject : Investor Presentation

Dear Sir/Madam,

With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited Investor Presentation on Un-Audited Financial Results for the Quarter ended on 30th June 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 INDORE

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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.

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Executive Summary

Service Offerings

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

FY 19 Financials

EBITDA INR 251 Mn
Margins 21%

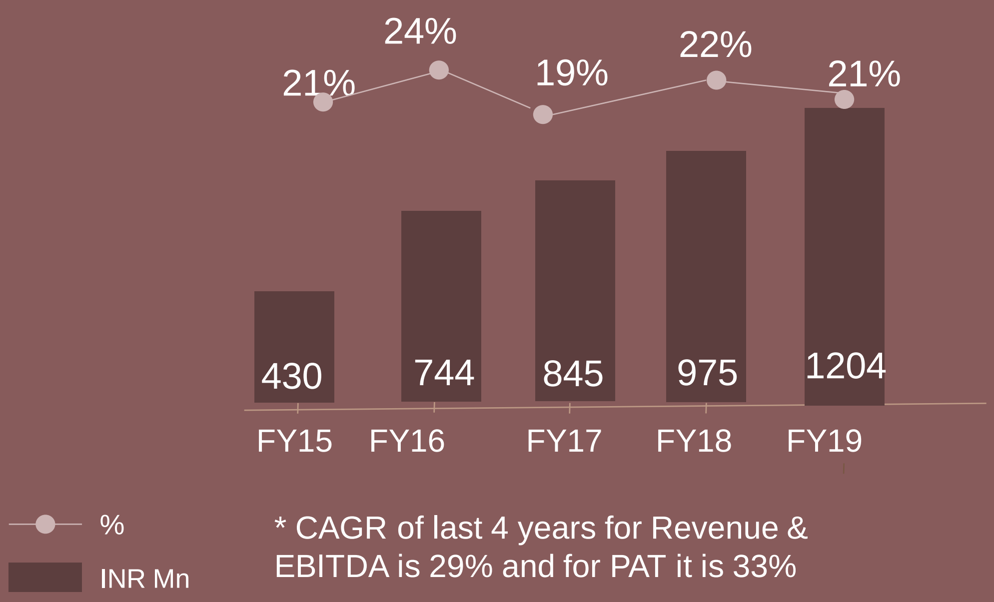
PAT INR 173 Mn
Margins 14%

Income INR 1204 Mn

ROCE 18%
ROE 16%

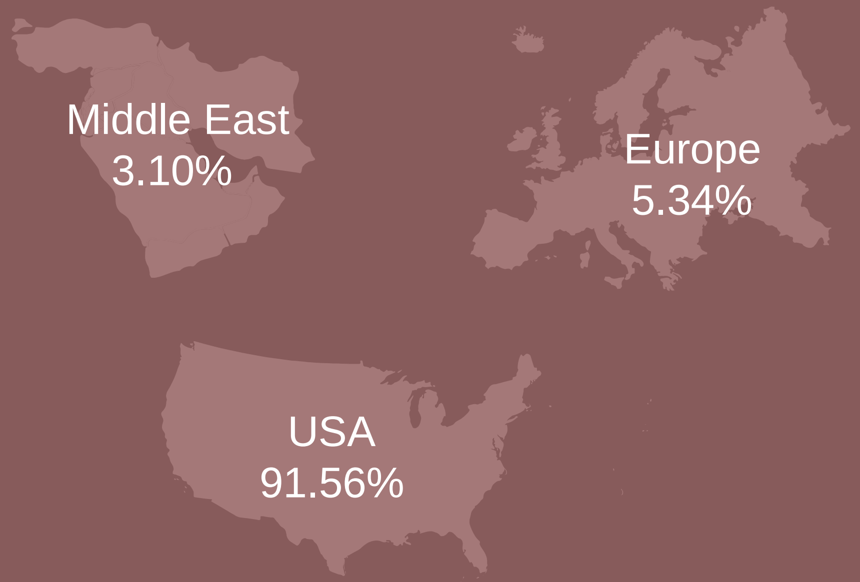
About InfoBeans Technologies Limited

Total Revenue & EBITDA Margins (%)



* CAGR of last 4 years for Revenue & EBITDA is 29% and for PAT it is 33%

Geographical Revenue (FY-19)



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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

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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

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

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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

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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
Revenue 120 Crores
On to the NSE Main Board

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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**

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

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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

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Highlights (for Last Quarter)

- Signed up 3 new clients in UAE
- Trading in equity shares of the company has been migrated to NSE (Main Board) from NSE SME Platform (Emerge)
- Conferred with Madhya Pradesh Brand Leadership Awards, again for the year 2019
- Recognized for Best CSR Practices by Pride of Madhya Pradesh

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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

UAEXCHANGE® Service is our Currency

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

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

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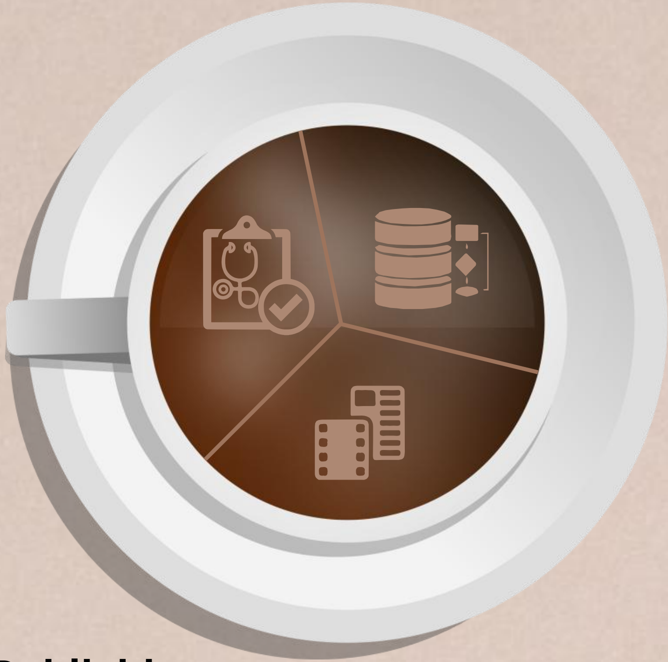
Verticals

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

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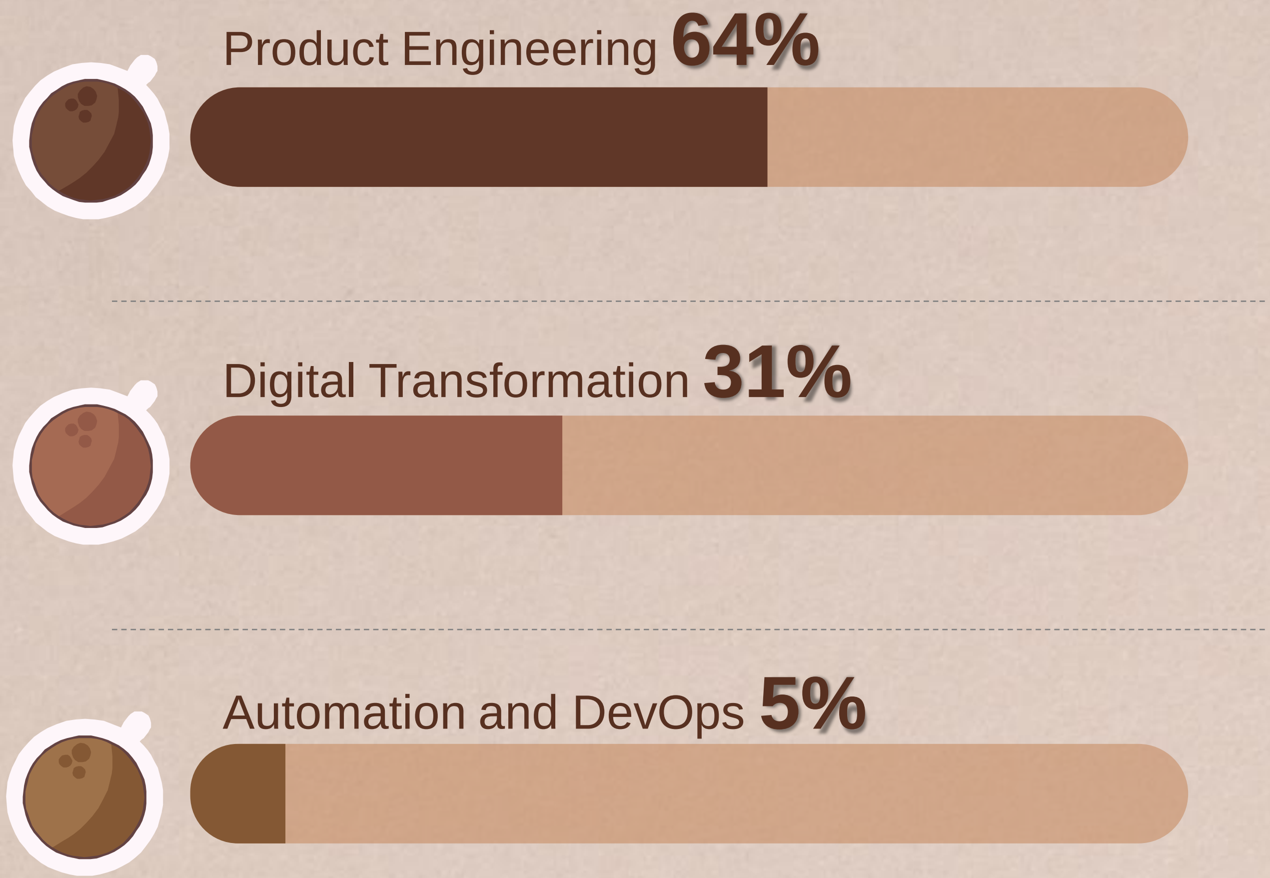
Service Offerings



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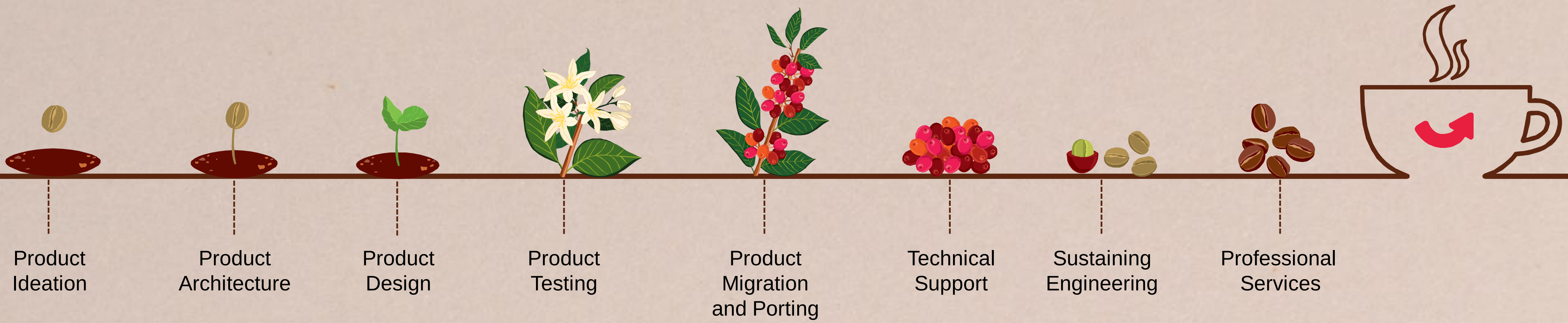
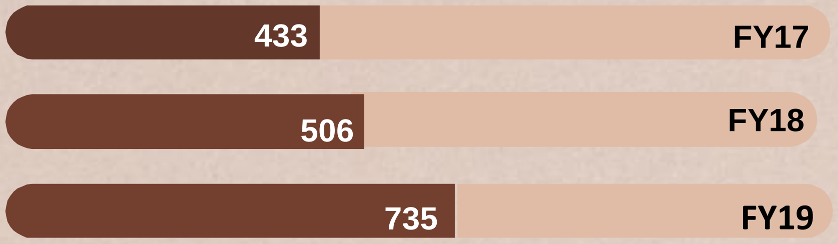
Product Engineering

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



Y-o-Y Revenue (INR Mn)



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)

Automation and DevOps

InfoBeans aims for shorter development cycles, increased deployment frequency, and more dependable releases, in close alignment with business objectives

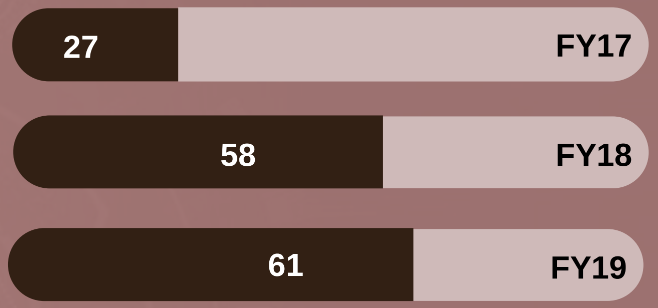
Build Automation

- 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)



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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

Consolidated Income Statement

Particulars (INR Mn)	FY15	FY16	FY17	FY18	FY19
Total Income*	**430.3**	**744.0**	**844.8**	**974.8**	**1203.9**
Expenditure	**339.8**	**568.9**	**687.5**	**759.3**	**953.1**
Employee benefit expenses	252.4	417.0	569.8	600.6	732.7
(Increase)/Decrease in Technical WIP	0.0	0.0	0.0	7.2	27.4
Other Expenses	87.4	151.9	158.6	151.2	193.0
EBITDA	**90.5**	**175.1**	**157.3**	**215.5**	**250.8**
EBITDA Margin	**21.0%**	**23.5%**	**18.6%**	**22.1%**	**20.8%**
Depreciation	27.0	26.7	28.8	24.3	30.7
Interest	0.2	0.1	0.5	0.3	0.3
Exceptional Items	0.0	0	0	0	5.9
PBT	**63.3**	**148.3**	**128.0**	**190.9**	**213.9**
CSR	0.0	1.4	2.0	2.4	3.1
Tax	7.8	16.3	(7.0)	21.1	38.1
PAT	**55.5**	**130.6**	**133.0**	**167.4**	**172.6**
PAT Margins	**12.9%**	**17.6%**	**15.7%**	**17.2 %**	**14.3%**
EPS	**3.14**	**7.39**	**7.52**	**7.13**	**7.19**

*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.

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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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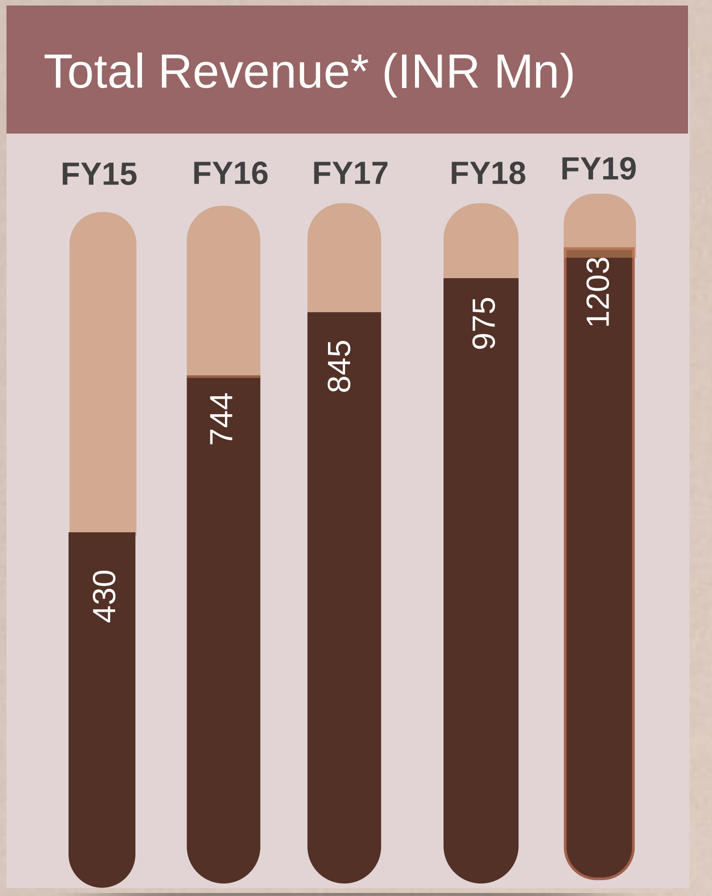
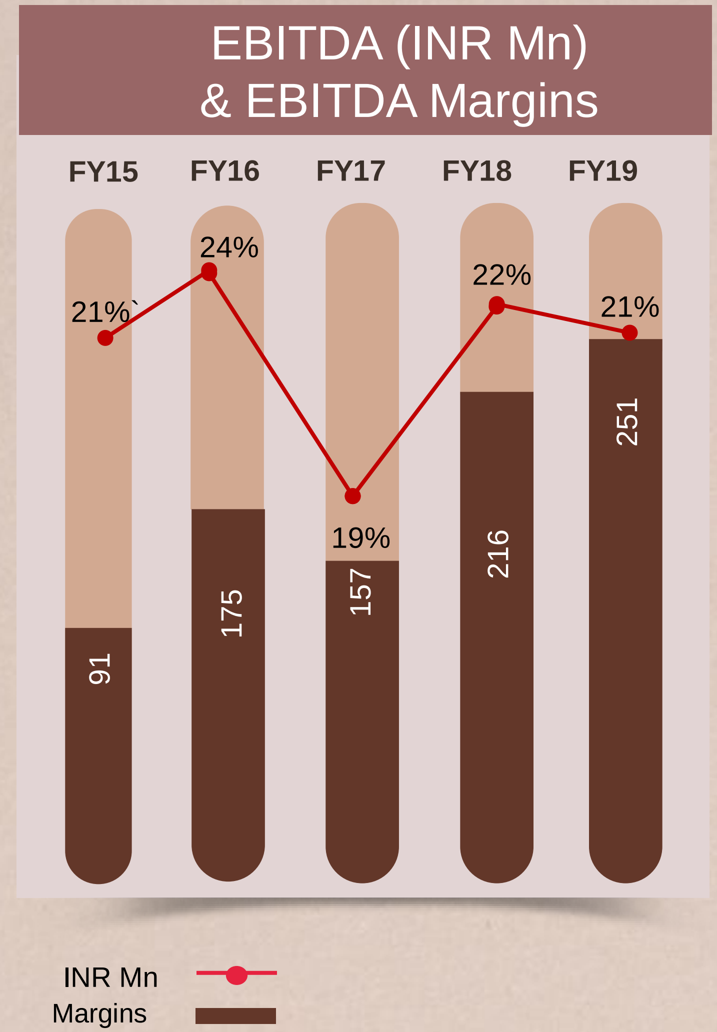
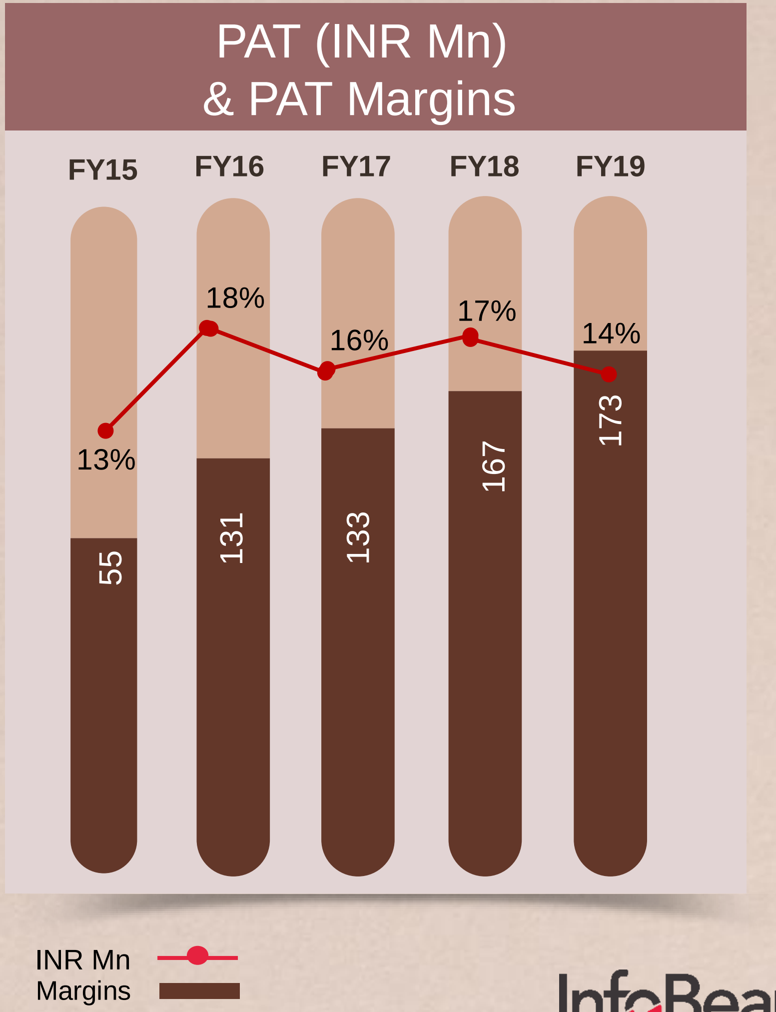
Consolidated Financial Highlights







Consolidated Income Statement (Quarterly)

Particulars (INR Mn)	Q1-Jun 19	Q4-Mar 19	Q1-Jun 18
Income from Operations	296.5	264.3	279.0
Other Income	20.6	12.0	16.1
Total Income*	**317.1**	**276.3**	**295.1**
Expenditure	**247.0**	**238.9**	**225.4**
Employee benefit expenses	199.4	181.6	176.8
(Increase)/Decrease in Technical WIP	2.5	9.4	4.8
Other Expenses	45.1	47.9	43.8
EBITDA	**70.1**	**37.4**	**69.7**
EBITDA Margin	**22.1%**	**13.5%**	**23.6%**
Interest	0.0	0.0	0.1
Depreciation	8.3	8.3	6.7
Exceptional Items	-	5.9	-
PBT	**61.8**	**23.2**	**62.9**
CSR	0.6	1.6	0.0
Tax Expenses	10.8	7.4	10.5
PAT	**50.4**	**14.2**	**52.4**
PAT Margins	15.9%	5.1%	17.8%
EPS	**2.10**	**0.59**	**2.18**

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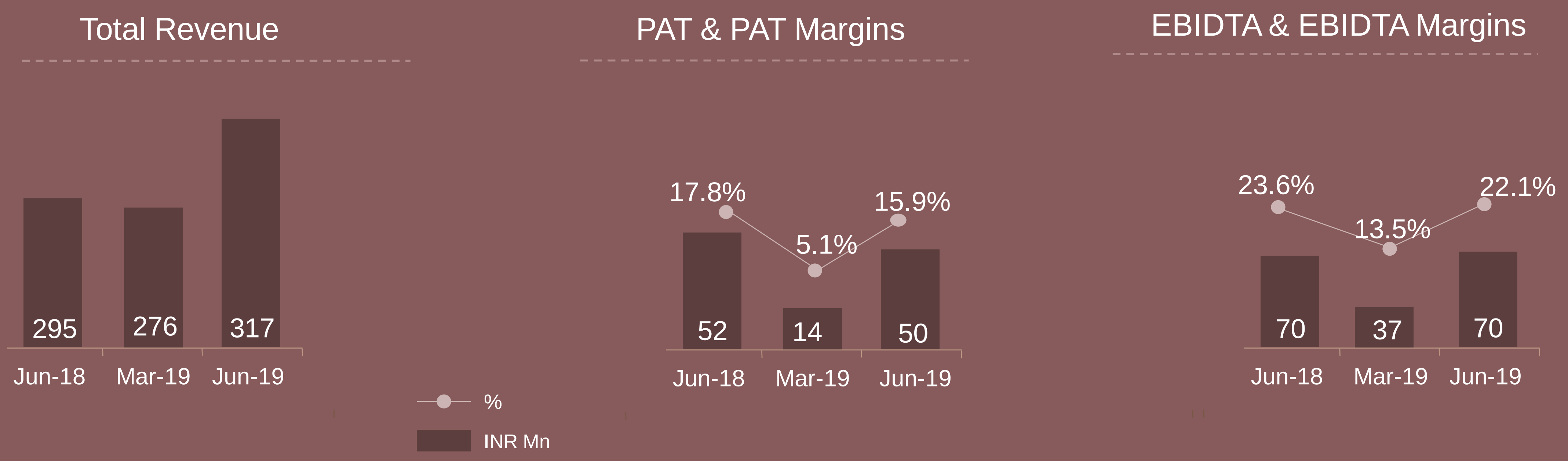
Consolidated Quarterly Highlights



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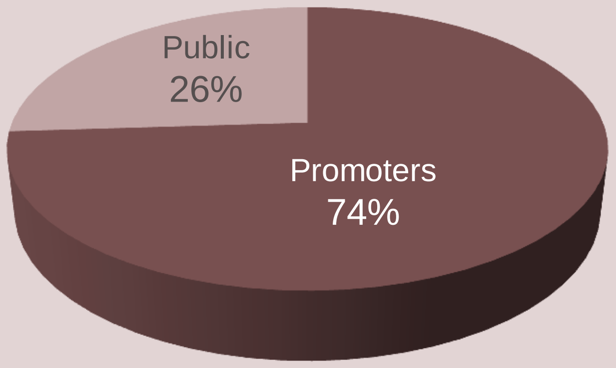
Market Data

Price Data (30th June, 2019)	INR
Face Value	10
Equity Shares Outstanding (Mn)	24
EPS as per FY 19 (i.e. as on 31st Mar, 19)	7.19
Market Price	67.00
Market Cap (INR Mn)	1610
Trailing PE	9.43

Shareholding Pattern as on 30th June, 2019



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