InfoBeans
CREATING WOW!

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PUNE :
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Giga Space IT Park,
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24th October 2019

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

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 September, 2019.

This is for your information and records.

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

InfoBeans Technologies Limited INDORE

Surbhi Jain
Company Secretary and Compliance Officer

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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 **3 facilities in India – Indore Pune and Bangalore, 1 facility in US, Germany & Dubai each** having above ~ **850 professionals** across both locations.

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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 2508 Lakhs
Margins 21%

PAT INR 1727 Lakhs
Margins 14%

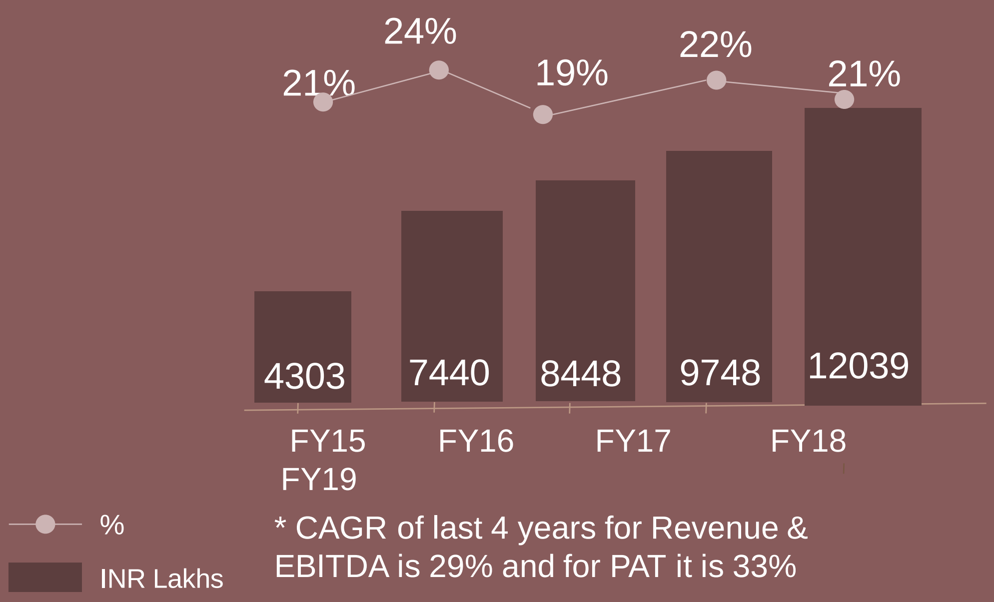
Income INR 12039 Lakhs

ROCE 18%
ROE 16%

FY 19 Financials

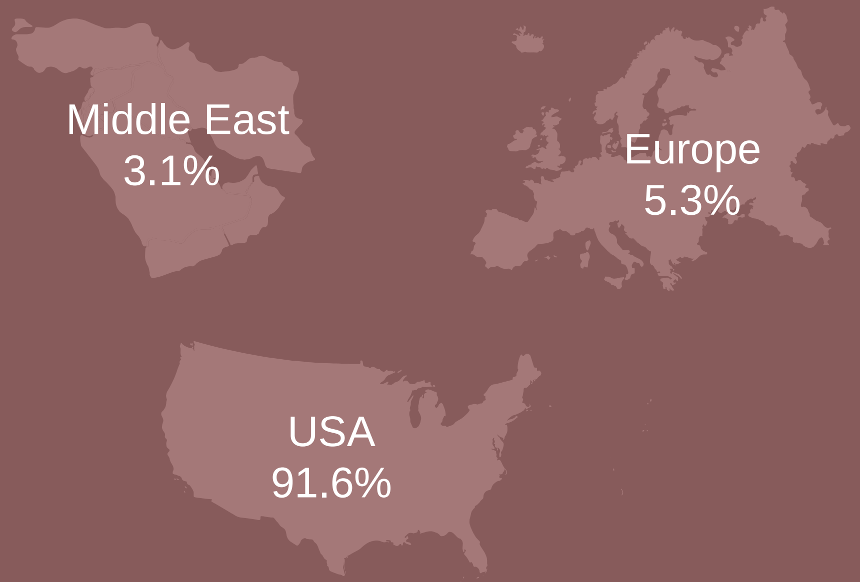
About InfoBeans Technologies Limited

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

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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

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

2019
Acquired Philosophie.is

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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 & 2019**

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

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)

- 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 10th 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.

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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.

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Esteemed Clientele

ALM
An Integrated Media Company

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

Polaris

Only Company in world offering tech solutions for life sciences healthcare compliance

CoAdvantage®

Full range of SaaS based integrated Human Resources solutions.

Under NDA

Fortune 500 company, USD 6.3 bn in Revenue, Storage Solutions

ViA TECH

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

UAE XCHANGE® Service is our Currency

Leading global remittances, Foreign Exchange & payment solutions brand

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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

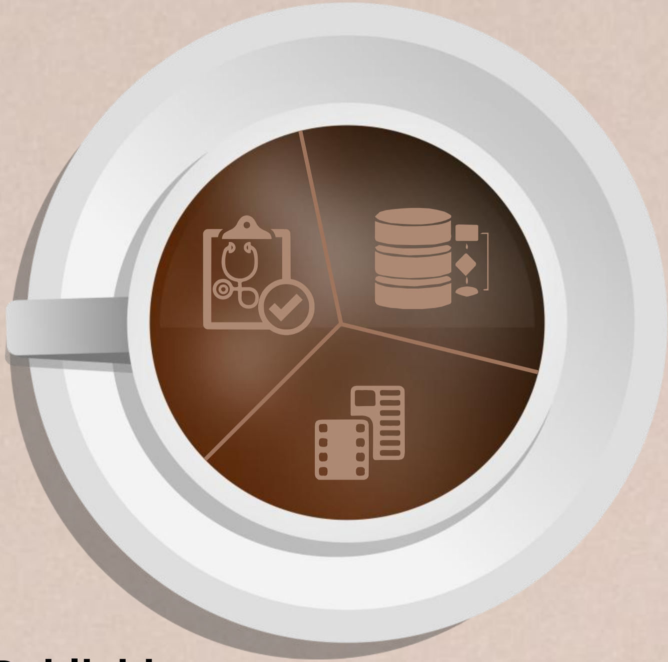
Great Work Culture
A team of ~850 skilled professionals with high retention

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

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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

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
EBITDA	**905**	**1751**	**1573**	**2155**	**2508**
EBITDA Margin	**21.0%**	**23.5%**	**18.6%**	**22.1%**	**20.8%**
Depreciation	270	267	288	243	307
Interest	2	1	5	3	3
Exceptional Items	0	0	0	0	59
PBT	**633**	**1483**	**1280**	**1909**	**2139**
CSR	0.0	14	20	24	31
Tax	78	163	(70)	211	381
PAT	**555**	**1306**	**1330**	**1674**	**1727**
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 on 31st Mar., 2019 (As per iGAAP)

PARTICULARS (INR Lakhs)	FY 18	FY19	PARTICULARS (INR Lakhs)	FY 18	FY19
EQUITIES & LIABILITIES			**ASSETS**		
Shareholder's Funds			**Non-Current assets**		
(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
Non-current liabilities			(d) Long-term loans & advances	1168	1129
(a) Long term borrowings	19	12	**Current assets**		
(b) Long-Term Provisions	240	371	(a) Current investments	413	1000
			(b) Inventories	337	63
Current liabilities			(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
Total Equities & Liabilities	**11523**	**13288**	**Total Assets**	**11523**	**13288**

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Consolidated Balance Sheet as on 30th Sep. 2019 (As per Ind- AS)

PARTICULARS (INR Lakhs)	30th Sep, 2019	31st Mar, 2019	PARTICULARS (INR Lakhs)	30th Sep, 2019	31st Mar, 2019
EQUITIES & LIABILITIES			**ASSETS**		
Shareholder's Funds	13,465	12,564	**Non-Current assets**		
Non-current liabilities			(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
Total Non Current liabilities	**895**	**296**	**Total Non Current assets**	**7,353**	**6,071**
Current Liabilities			**Current Assets**		
(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)	-	-			
Total Non Current liabilities	**750**	**647**	**Total Current Assets**	**7,757**	**7,436**
Total Equities & Liabilities	**15,110**	**13,507**	**Total Assets**	**15,110**	**13,507**

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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
Total Income	**3369**	**3094**	**3199**	**6463**	**6125**	**12042**
Total Expenditure	**2389**	**2392**	**2451**	**4781**	**4697**	**9584**
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
EBITDA	**980**	**702**	**747**	**1681**	**1428**	**2459**
EBITDA Margin	**29.1%**	**22.7%**	**23.4%**	**26.0%**	**23.3%**	**20.4%**
Finance Costs	19	16	1	35	1	3
Depreciation & Amortization Exp.	134	129	60	264	124	253
PBT	**826**	**557**	**686**	**1383**	**1303**	**2203**
Tax Expenses	111	92	98	203	203	401
PAT	**715**	**465**	**588**	**1180**	**1100**	**1801**
Other Comprehensive Income	1	1	1	2	2	5
PAT(including OCI)	**716**	**466**	**589**	**1182**	**1102**	**1806**
PAT Margin	**21.3%**	**15.1%**	**18.4%**	**18.3%**	**18.0%**	**15.0%**
EPS	**2.98**	**1.94**	**2.45**	**4.91**	**4.58**	**7.5**

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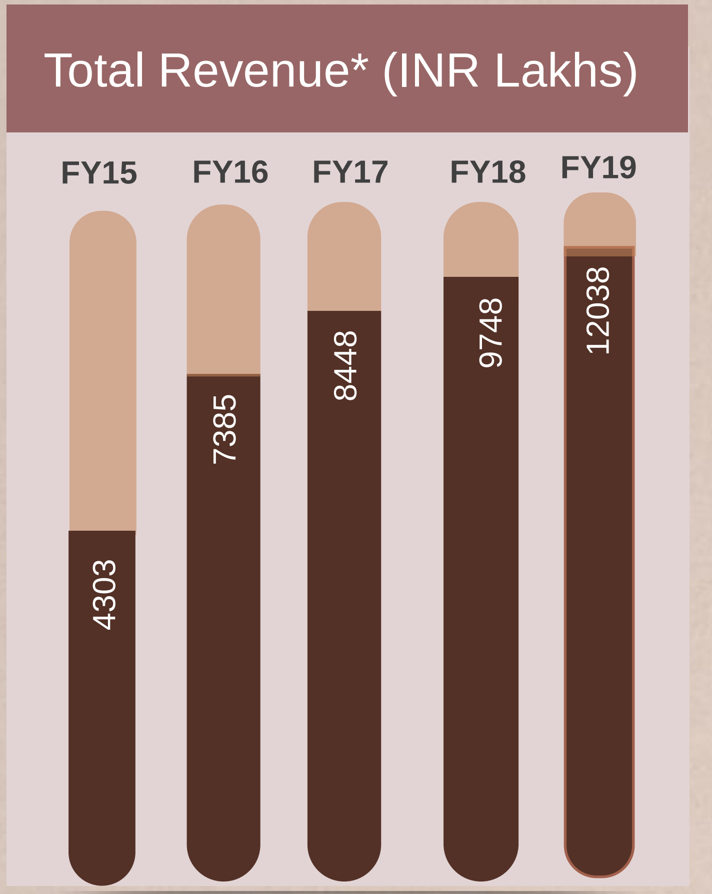
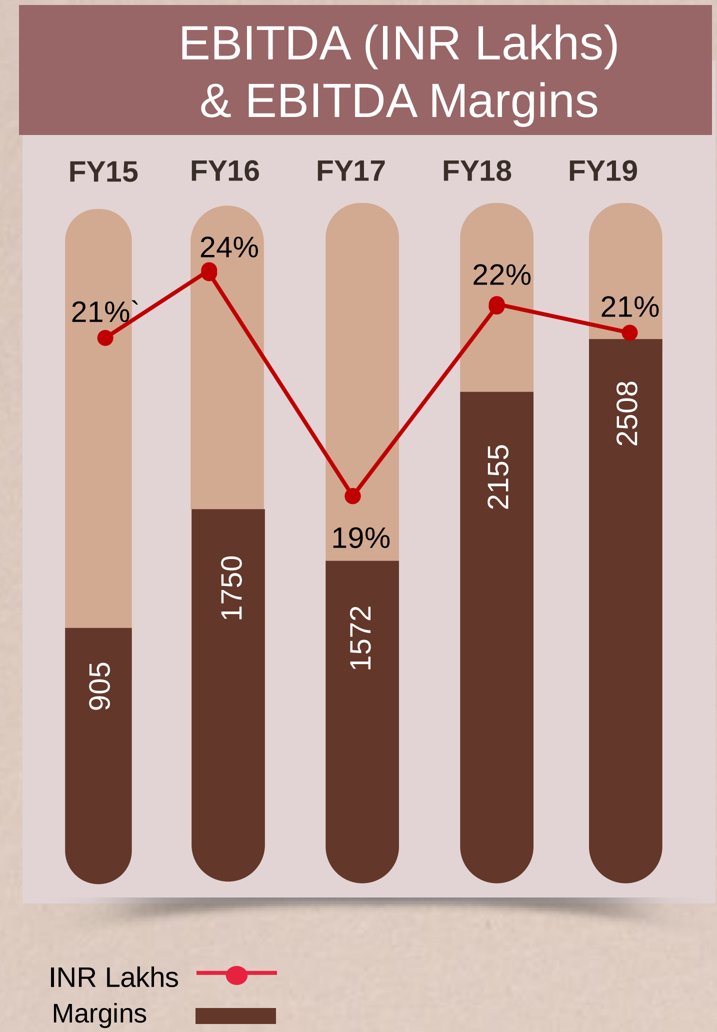
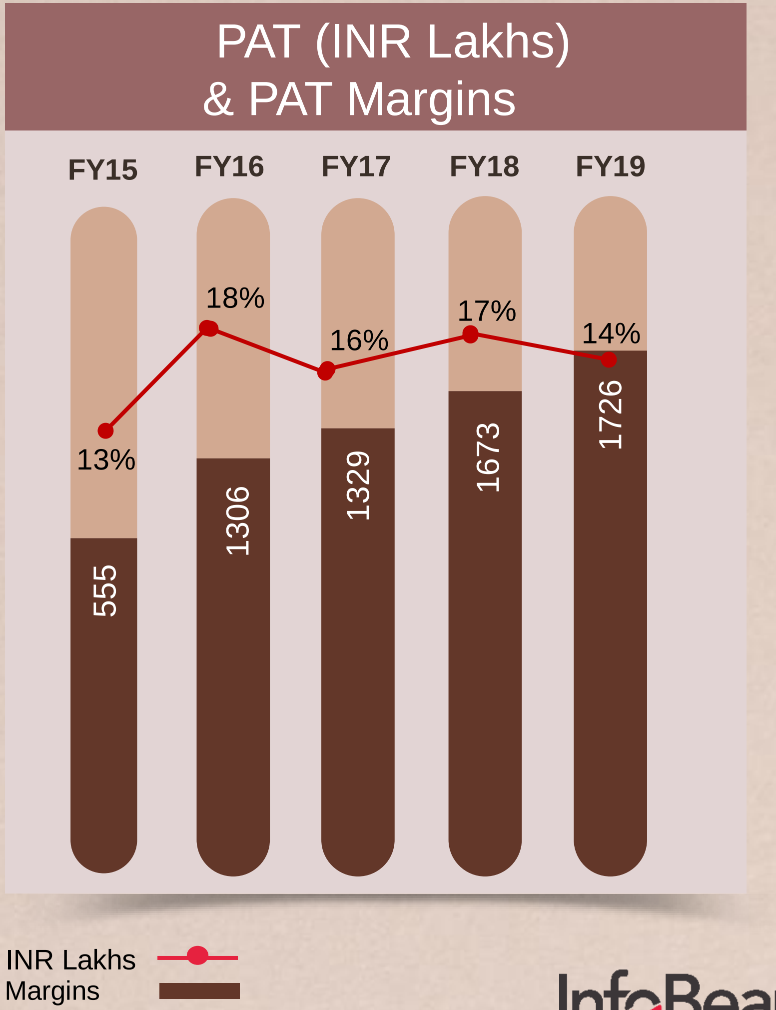
Key Impacts of Ind AS conversion

- **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)







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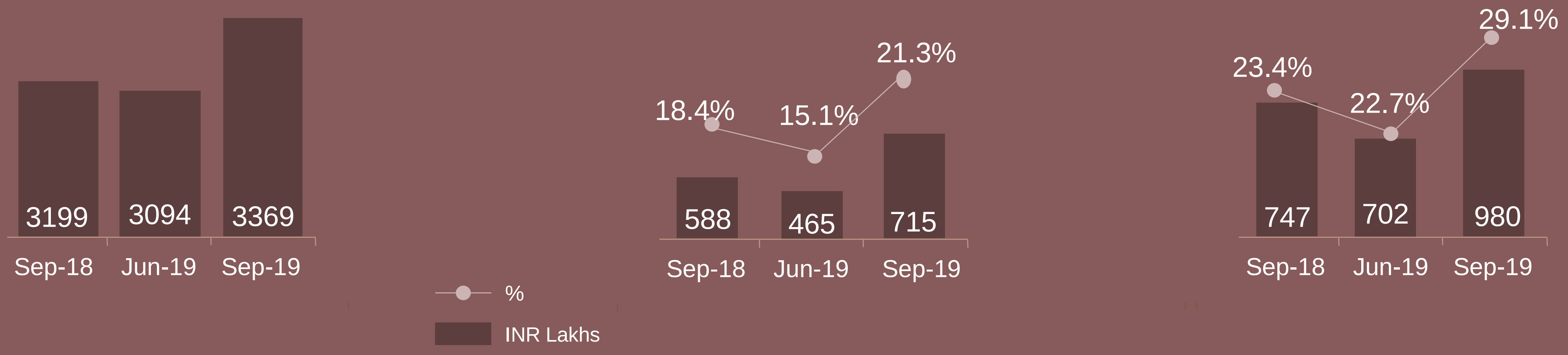
Consolidated Quarterly Highlights- (As per Ind- As)

Total Revenue

PAT & PAT Margins

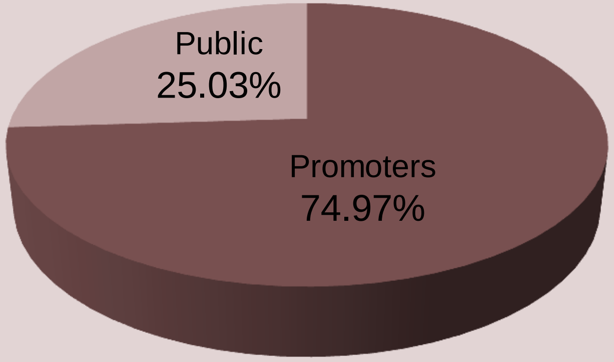
EBIDTA & EBIDTA Margins



Market Data

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

Shareholding Pattern as on 30th Sep, 2019



For further information please contact our Investor Relations Representatives:
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Finance - Head
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THANK YOU

Creating WOW in whatever we do!