



CREATING **WOW!**

InfoBeans Technologies Limited

Investor Presentation

May 2017

Creating **WOW** in whatever we do!

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1

Company Overview

2

Industry Overview

3

Business Overview

4

Quarterly Financial Highlights

5

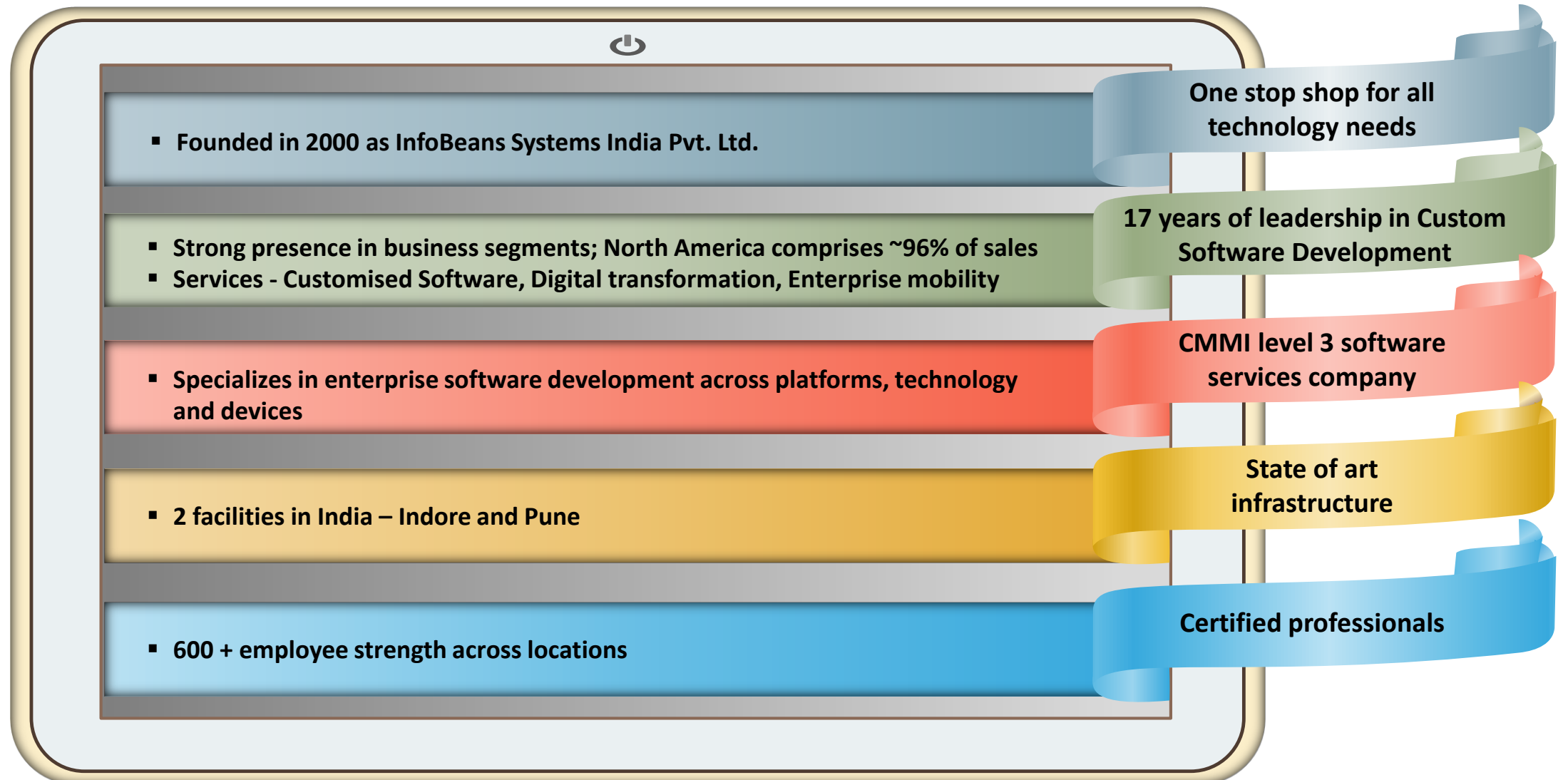
Annual Financial Highlights

6

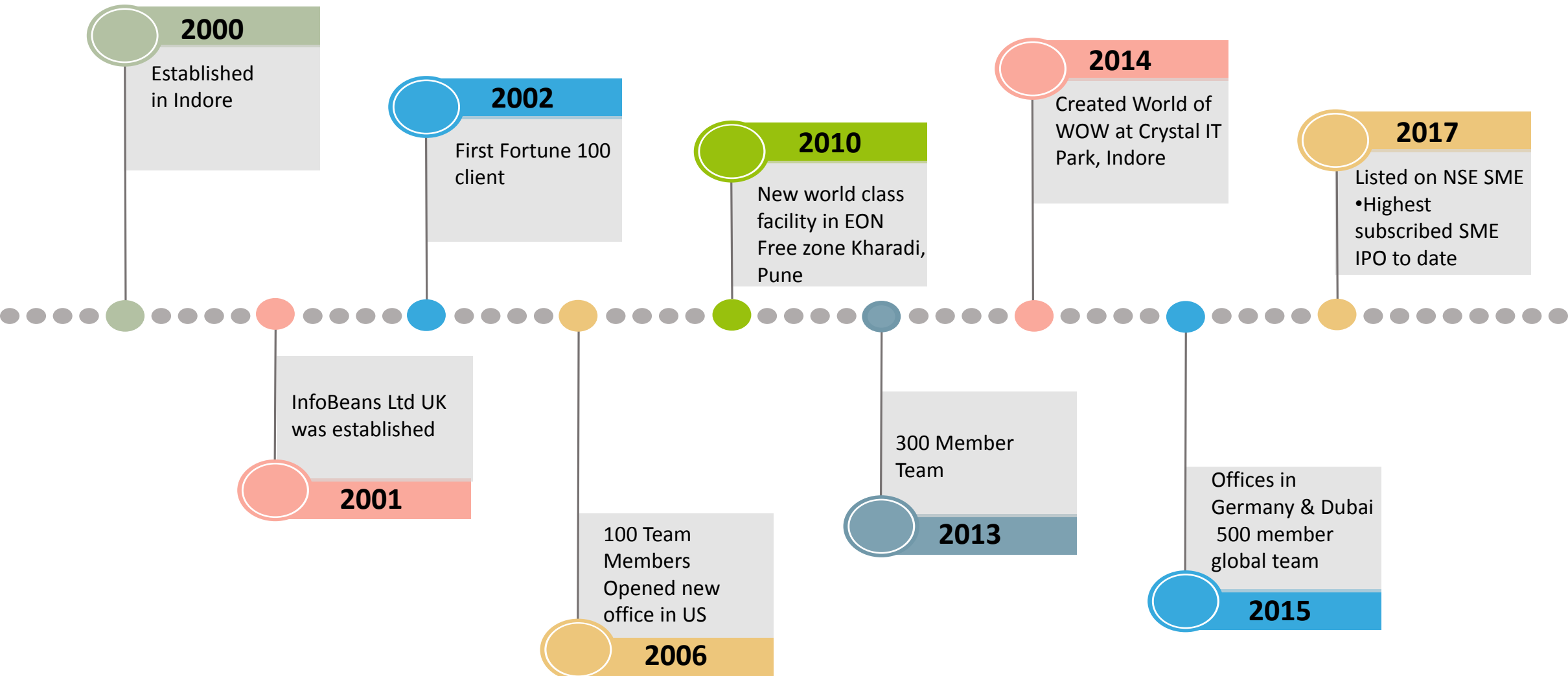
Way Ahead

Company Overview

Company Overview



Journey So Far.....





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 & Head of Sales

- 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

Head of Delivery
16 Years in Software &
Management
10+ Years with InfoBeans



Jeevan Sharma

Practice Head - Enterprise Mobile
11 Years in Software
Development
11+ Years with InfoBeans

Rajagopalan Kannan

Sr. Delivery Manager
16 Years in Software Engineering
13+ Years with InfoBeans



Amit Panchal

Program Manager
10 Years in Program Management
5+ Years with InfoBeans



Ram Lakshmi

Director of Client Success
23 Years of selling S/W (USA)
5+ Years with InfoBeans



Abhinav Shrivastav

Practice Head – open source
15 Years in Software
Development
5+ Years with InfoBeans

Arpit Jain

Head of User Experience
11 Years in Software Engineering
11 years with InfoBeans



Manish Malpani

Senior Project Manager
14 Years in project management
9 years with InfoBeans



Industry Overview

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 labour, affordable real estate, favourable government regulations, tax breaks, SEZ schemes
- **Social, Mobility, Analytics and Cloud (SMAC)** leading to digitisation 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 **digitalisation** - 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

01

US tightened controls over new H-1B visa applicants

- Expected to hike fees, limited rights to work for H4 visa holders, and hike salary eligibility making it difficult for employers to hire cheap foreign labour instead of hiring locally

02

InfoBeans currently has 12 H1B employees in the US working full time on client locations

- Cumulative profitability is ~1.17% of expected EBITDA
- Minimal to zero impact in the eventuality of such drastic changes to H1B visa are implemented

03

Revenue share from USA on site consulting will be less than 5% in the coming years

- EBITDA contribution is ~1%

04

Will not be impacted by the minimum salary requirement increase

- Current remuneration is above requirement
- Cost increase will be passed on to the customer if it exceeds sustainable levels

05

In the eventuality that the bill is passed

- Clients will be motivated to off shore more as the cost of on shore outsourcing will be high
- Fundamental reason of starting such H1B program was shortage of native skilled engineers
- Situation has not improved as compared to the increase in demand for skilled engineers

Business Overview

Automation Engineering - Gain agility, accuracy and speed with automation

Expertise in providing
automated testing services to
our global clients

Adapt automation processes to
the project requirement by
creating scalable and reusable
frameworks

Test automation - efficiency and
effectiveness, extending to end-
to-end automation for testing
complex systems

Digital Transformation - Increased workflow efficiency for your service domains

Highly customizable enterprise
cloud solution to automate
operations such as 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

Enterprise Mobility- Creating WOW and user- friendly interfaces

Design is about ease of human-
computer interaction and
customer retention for a longer
period of time

Mobile first is the Mantra for
today's business applications

Creating on demand mobile
platforms

Customised Software - Tailor-made software that WOWs you

Absolute focus on creating
incomparable and exceptional
custom-built applications by
rendering full software
development services

Create applications, build
solutions that are specific to the
clients requirement

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

SDO (Standard Development Organisation) - specialize in multi-format, multimodal content delivery to diverse platforms and devices

- 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
- Format conversion services for design-rich content

eCommerce - adept at delivering outstanding, robust and scalable eCommerce platforms for mobile and web

- Help clients focus on their core business
- Manage unlimited products and categories
- Include flexible payment gateway and shipping options

Strong Presence in USA, Germany & Middle East markets

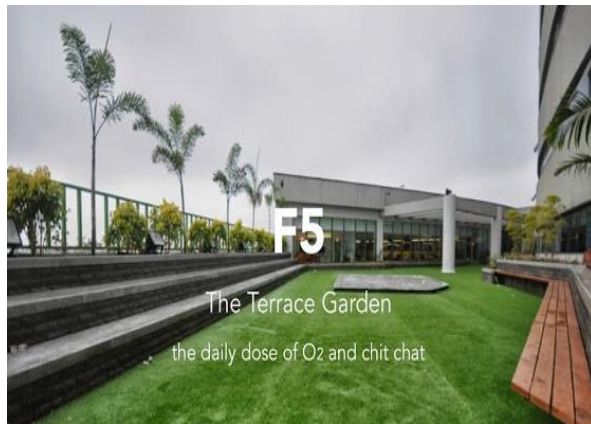


**Overseas InfoBeans companies are 100% subsidiary of InfoBeans Technologies Limited operating as representative offices*

Crystal IT Park (SEZ) and Rafael Tower, Indore



- 50,000 square feet space
- Capacity to seat 600
- Open workspaces encouraging team work
- Terrace garden with theatre sitting
- Monk rooms for that extra bit of concentration
- Recreation zones with ping pong and pool tables
- Game rooms equipped with XBOX



Giga Space IT Park, Pune



- 25,000+ 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

USP – Flexible Engagement Models

Recommended when requirements are fluid. Reporting is done through client approved weekly timesheets

**Full-Time
Resourcing**

Fixed Price

Works best when specs are clearly defined and not anticipated to change > 5%. Changes are managed through change orders

**Single Source
for Turn Key
Projects**

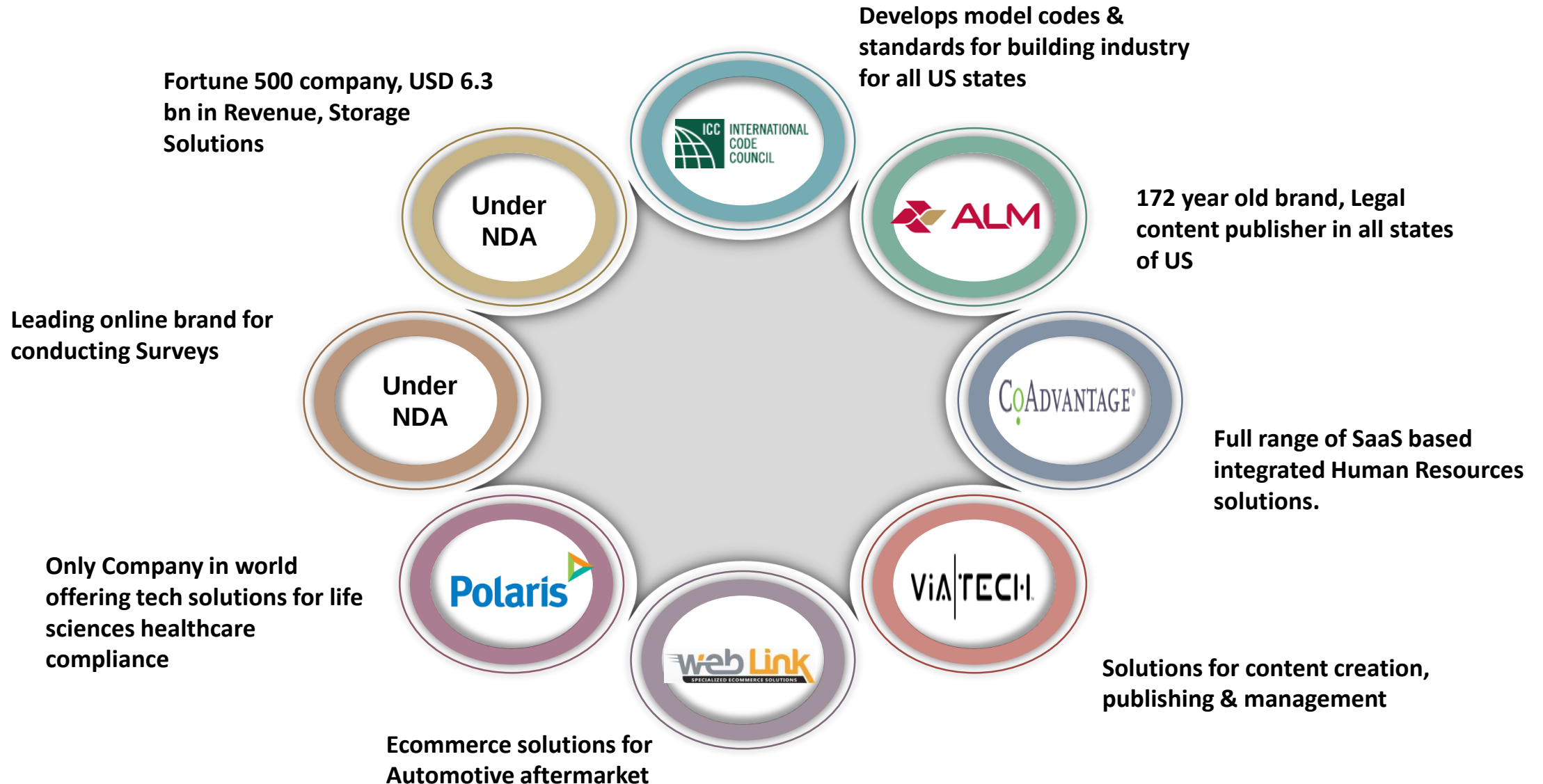
Recommended typically for a smaller team size between 5-7 members. Complete team will be working offshore

Offshore

Dual-Shore

Recommended typically for a larger team size of 10+ members. 1-2 resources onsite, others work offshore

Trusted by Global Blue Chip Clients



Proven Track Record of Profitability

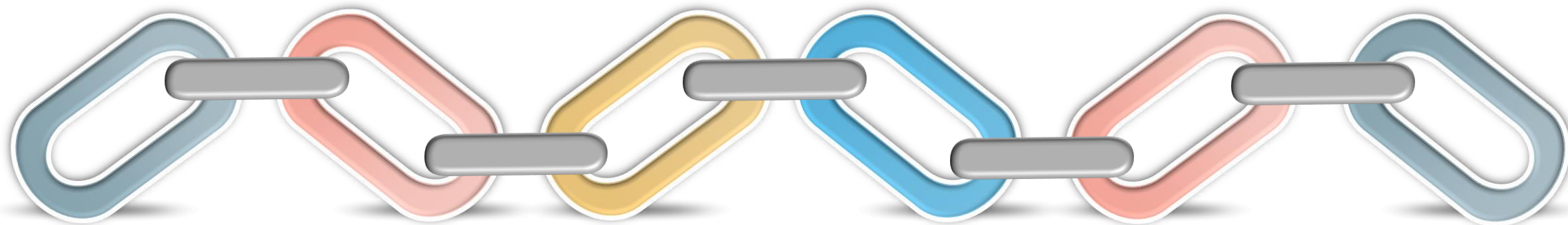
- High revenue growth & net profit margin

Great Work Culture

- 600+ team of 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

- Strategically 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

Awards & Recognitions



Ranked amongst Top 50 IT companies to work for in India – NASSCOM HR Summit, July 2015 and in September 2016



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



Recognised as “Dream Companies To Work For 2017” at the silver jubilee ceremony of World HRD Congress



By Software Engineering Institute (2012, 2015)



Corporate Social Responsibility Award by Amity

Trust, Pride and Joy – InfoBeans Employees rate the work culture very high on all three aspects

Quarterly Financial Highlights

Standalone P&L Highlights – Q4 FY17 v/s Q3 FY17



2.9%



88.8%



Rs. 3.10 v/s Rs. 1.64 in Q3 FY17

89.0%

* Total Revenue includes Other Income

Standalone P&L Highlights – Q4 FY17

Rs. Cr	Q4 FY17	Q3 FY17	YoY%
Total Revenue	17.91	17.40	2.91%
Employee Cost	10.37	10.85	
Other Cost	3.34	2.54	
CSR	0.20	-	
Total Expenditure	13.91	13.39	
EBITDA	3.99	4.01	-0.56%
EBITDA Margin%	22.29%	23.07%	(78 bps)
Interest	0.02	0.02	
Depreciation	0.74	0.74	
Profit Before Tax	3.24	3.25	
Tax	(2.24)	0.35	
PAT	5.47	2.90	88.84%
PAT Margin%	30.56%	16.65%	1,391 bps
EPS in Rs.	3.1	1.64	

* Total Revenue includes Other Income

Annual Financial Highlights



Commenting on the full year audited results, Mr. Avinash Sethi, Co-founder & CFO, InfoBeans Technologies Ltd said:

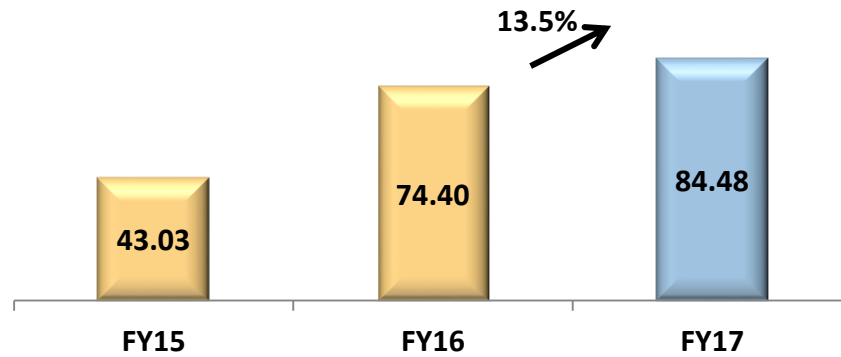
“For this fiscal FY16-17, we have registered strong revenue of over Rs. 84 crores and an increase in our overall profit of over Rs. 13 crores. This was a year of significant progress and positive developments at InfoBeans Technologies Ltd.

We entered capital markets with a bang, our IPO made history on NSE-Emerge by mopping highest ever subscription of Rs. 1,150 crores for issue size of Rs. 36.7 crores. The Company driven by unrelenting focus on achieving growth while sustaining profitability, increased revenue by 13.5% as compared to last year.

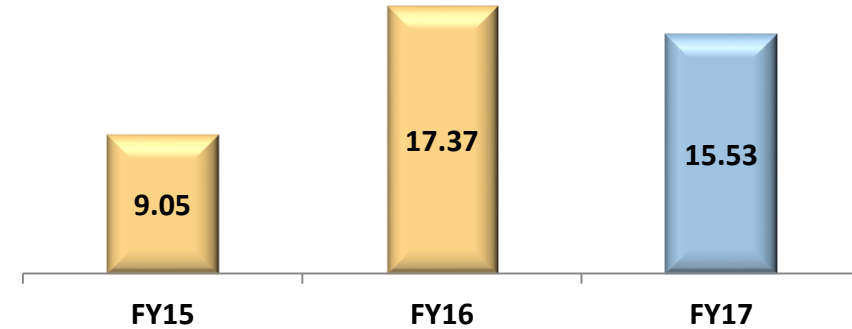
I thank the entire team of ‘InfoBeans’ for their untiring efforts, quality work, and high focus on customer satisfaction. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to accelerate our growth momentum.”

Consolidated Annual Financial Highlights

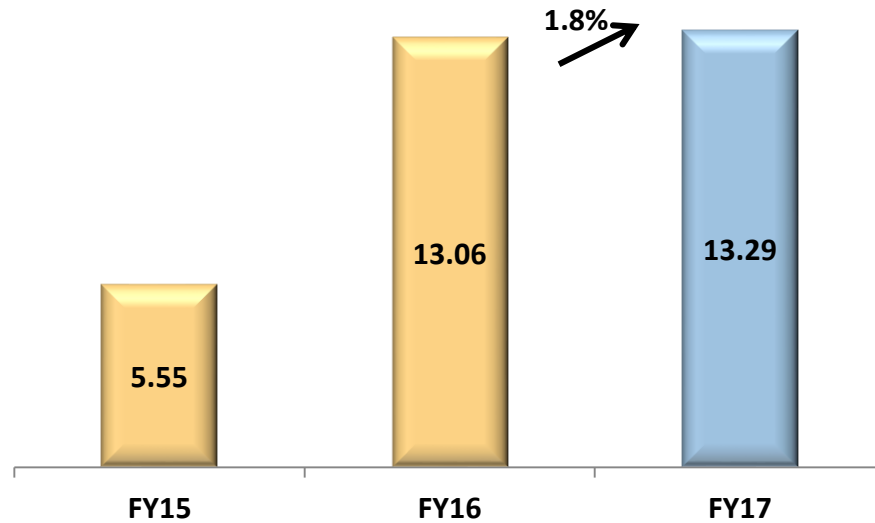
Total Revenue* (Rs. Crore)



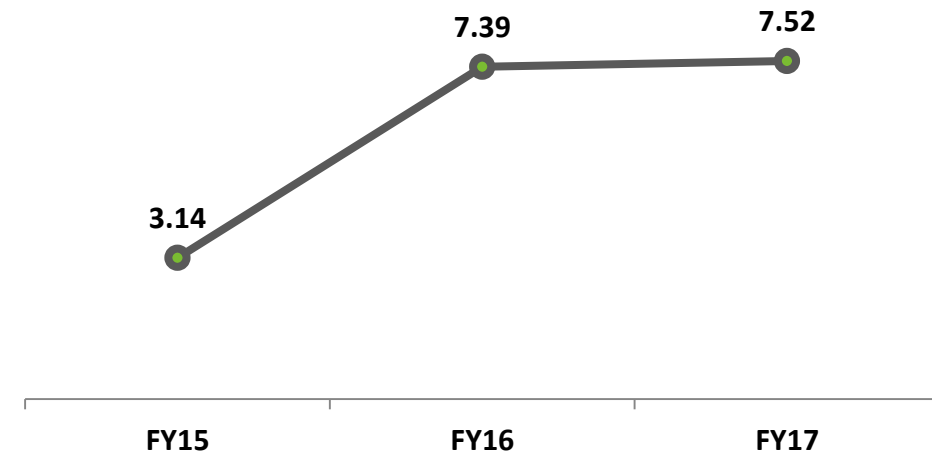
EBITDA (Rs. Crore)



PAT (Rs. Crore)



EPS (In Rs.)



* Total Revenue includes Other Income

Consolidated P&L Highlights – FY17

Rs. Cr	FY17	FY16	YoY %
Total Revenue*	84.48	74.40	13.54%
Employee Cost	54.27	41.70	
Other Cost	14.48	15.19	
CSR	0.20	0.14	
Total Expenditure	68.95	57.03	
EBITDA	15.53	17.37	-10.62%
EBITDA Margin%	18.38%	23.35%	(397 bps)
Interest	0.05	0.01	
Depreciation	2.88	2.67	
Profit Before Tax	12.59	14.69	
Tax	-0.70	1.63	
PAT	13.29	13.06	1.78%
PAT Margin%	15.74%	17.55%	(173 bps)
EPS in Rs.	7.52	7.39	

Decline in EBITDA - mainly on account of increased expenses that Company incurred towards building the team, expanding into new geographies and investing in new technologies

* Total Revenue includes Other Income

Consolidated Balance Sheet Highlights – FY17

Rs. Cr	Mar-17	Mar-16
Shareholder's Funds	54.30	41.37
Share capital	17.67	5.05
Reserves & Surplus	36.63	36.32
Non-current liabilities	1.65	0.98
Long term borrowings	0.18	0.07
Defer Tax liabilities	0.00	0.00
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	1.47	0.91
Current liabilities	8.15	5.95
Short Term Borrowings	3.96	0.00
Trade Payables	0.61	1.26
Other Current liabilities	0.95	1.25
Short-term provisions	2.63	3.44
Total Equities & Liabilities	64.10	48.30

Rs. Cr	Mar-17	Mar-16
Non-current assets	25.95	17.66
Fixed assets	5.18	6.47
Deferred tax assets	1.22	0.77
Non-current Investments	8.75	3.30
Long-term loans & advances	10.81	7.12
Other non-current assets	0.00	0.00
Current assets	38.15	30.65
Current investments	1.00	0.00
Trade receivables	13.26	16.81
Cash & Cash equivalents	16.18	9.55
Short-term loans & Advances	2.99	3.51
Other Current Assets	4.73	0.77
Total Assets	64.10	48.30

Way Ahead



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 pursuing possibilities to increase footprint in US and secure skills in emerging areas like UX, Automation etc. through acquisitions
- 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

Thank You



For further information, please contact:

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