

May 10th, 2018

To,
National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

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 half year and year ended on March 31st, 2018.

This is for your information and records.

Thanking You,

Your's Faithfully,
For InfoBeans Technologies Limited,


Nitisha Pareek
Company Secretary



CREATING **WOW!**

InfoBeans Technologies Limited

***Result Update Presentation
March 2018***

Creating **WOW** in whatever we do!

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Way Ahead

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



"I am glad to share that InfoBeans achieved strong growth amidst highly competitive market. We continue to focus on increasing operational efficiencies and this is reflected in a significant increase in our profit margins.

During this period, we have added a dozen new clients in Germany, Middle East and the US; significantly increasing our footprint in these geographies. We continue to build capacity and infrastructure to support these client additions. Today we have an 800+ strong team whose contribution is invaluable in the growth of our Company.

In line with our strategy, efforts are focused on pushing our sales and marketing resources to expand into a larger and more diversified client base. We continue to invest in growing our business by adding new, niche and high margin accounts and build new capabilities while strengthening our existing client base.

We are also actively looking out for acquisition opportunities in the US market, but at the same time we are cautious in picking the right target."

New clients Added

- World's largest logistics company - ServiceNow implementation in Europe
- Middle East - The largest money transfer and payment exchange platform
- Dubai - Dubai Government Establishment
- A leading AI platform for enterprise operations - development for their core product

Partnership

- Partnered with Tempesta Media in the US, for our digital and social marketing initiatives and campaigns.
- Forged a new partnership with ISG, world's largest outsourcing advisory firm to gain access to medium and large outsourcing deals and contracts.
- Certified ServiceNow Bronze partner

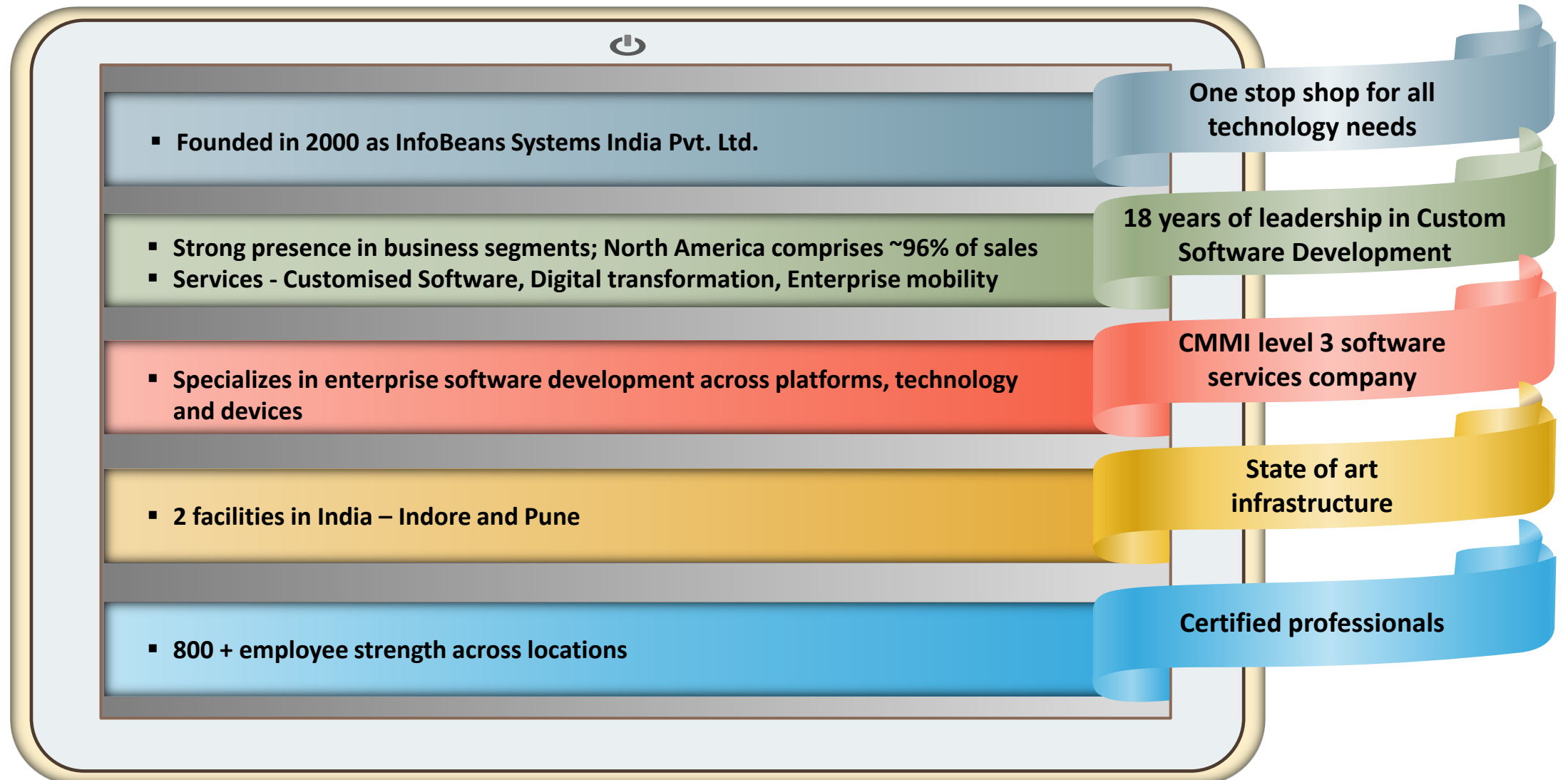
Team & Infrastructure

- Our new development center on the first floor of Crystal IT Park. This is by far the largest office building project we have taken up in one go with approximately 15000 square feet of space. It will add another 200 seats in phase 1. Total capacity of 350 seats.

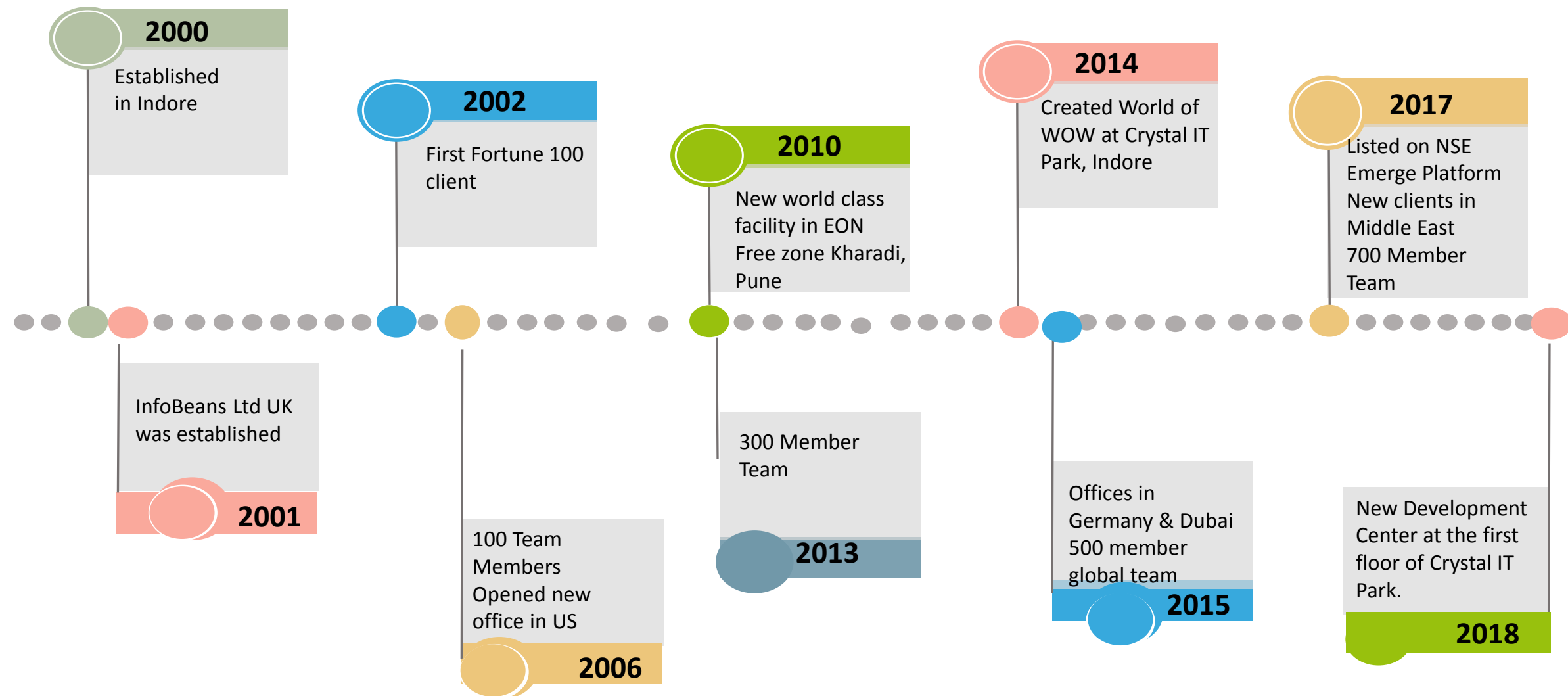
Business Development

- Exhibiting in ServiceNow Knowledge18 Conference being held in Las Vegas, USA
- Exhibited in CDO conclave on 7th & 8th March, 2018 in Dubai
- Represented at Annual worldwide developer conference 2017 from Apple
- Attended Liferay conference in Dubai
- Present at Magento Live India Conference 2017 in Bangalore

Company Overview



Journey So Far.....



Industry & Business 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

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

Half Yearly Financial Highlights

Consolidated Half Yearly P&L Highlights – FY 17-18

Rs. Cr	H2FY18	H1FY18	YoY%
Total Revenue*	52.25	45.23	15.52%
Employee Cost	31.95	28.11	
Other Cost	8.08	7.07	
CSR	0.23	0.01	
Total Expenditure	40.98	35.19	
EBITDA	11.27	10.04	12.22%
EBITDA Margin%	21.56%	22.20%	-64 bps
Interest	0.01	0.02	
Depreciation	1.29	1.14	
Profit Before Tax	9.96	8.88	
Tax	0.97	1.15	
PAT	9.00	7.74	25.88%
PAT Margin%	17.22%	17.10%	12 bps
EPS** (in Rs.)	3.83	3.30	

*Total Revenue includes Other Income

** Company raised Rs 36.78 cr via IPO of 63,42,000 equity shares of Face value of Rs 10 in FY18



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

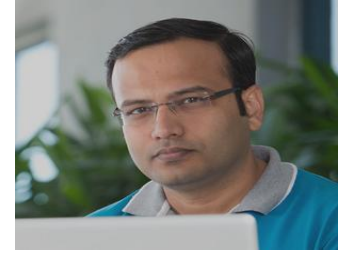
- Electrical Engineer, MBA from IIM Indore
- Keen interest in HR & Finance
- Responsible for inorganic growth
- Penchant for exploring uncharted territories

Highly Experienced Core Team



Amit Makhija

Head of Delivery
17 Years in Software &
Management
11 Years with InfoBeans



Jeevan Sharma

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

Rajagopalan Kannan

Sr. Delivery Manager
18 Years in Software Engineering
15+ Years with InfoBeans



Akhilesh Jain

Finance Manager
11 Years in Corporate Finance &
Planning
1.5+ Years with InfoBeans



Ram Lakshmi

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



Xavier Barrera

Senior Vice President -Business
Development
20 +Years of Experience
1 Year with InfoBeans



Arpit Jain

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



Manish Malpani

Senior Project Manager
15 Years in project management
10 years with InfoBeans



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

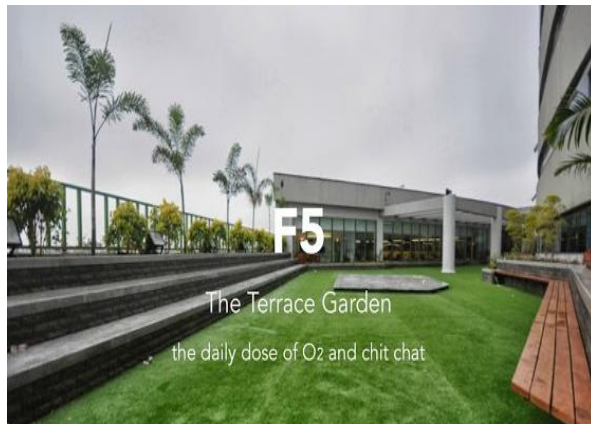


**Overseas InfoBeans companies are 100% subsidiary of InfoBeans Technologies Limited operating as representative offices*

Crystal IT Park (SEZ) and Rafael Tower, Indore



- 65,000 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 with ping pong and pool tables
- Game rooms equipped with XBOX



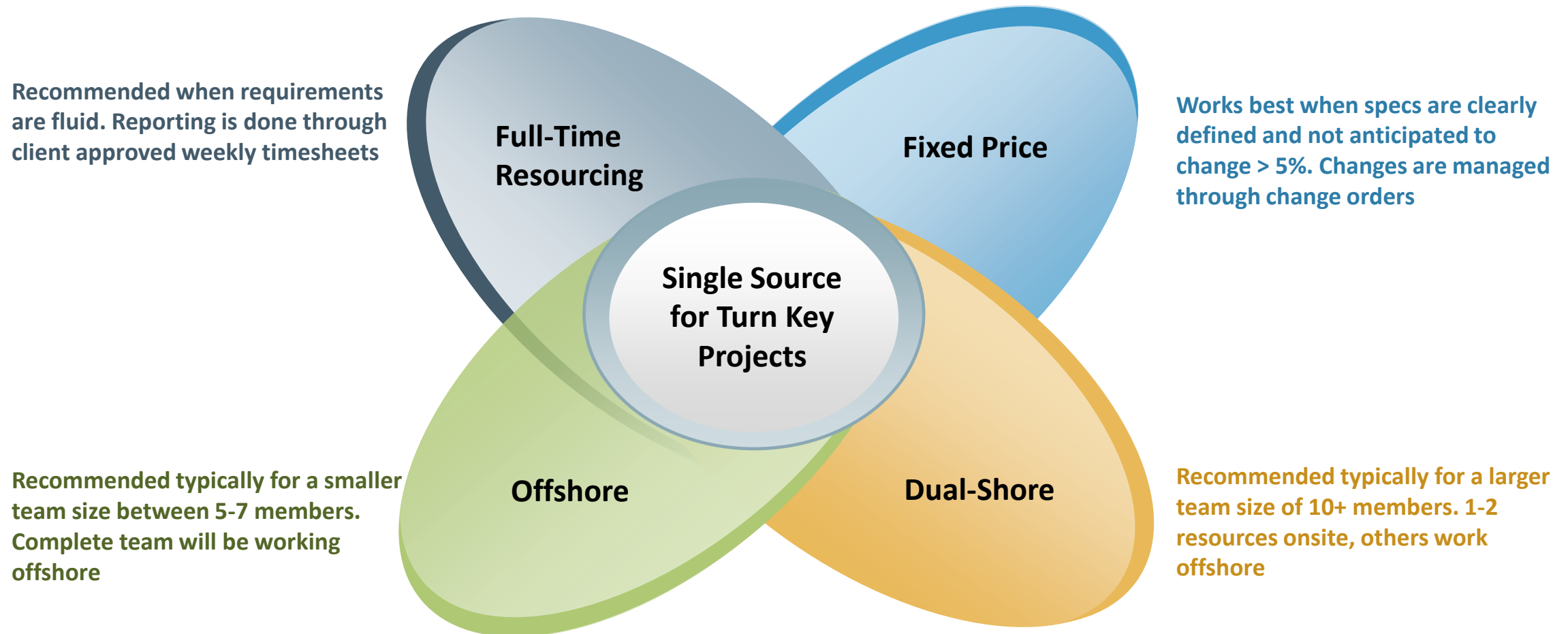
Giga Space IT Park, Pune



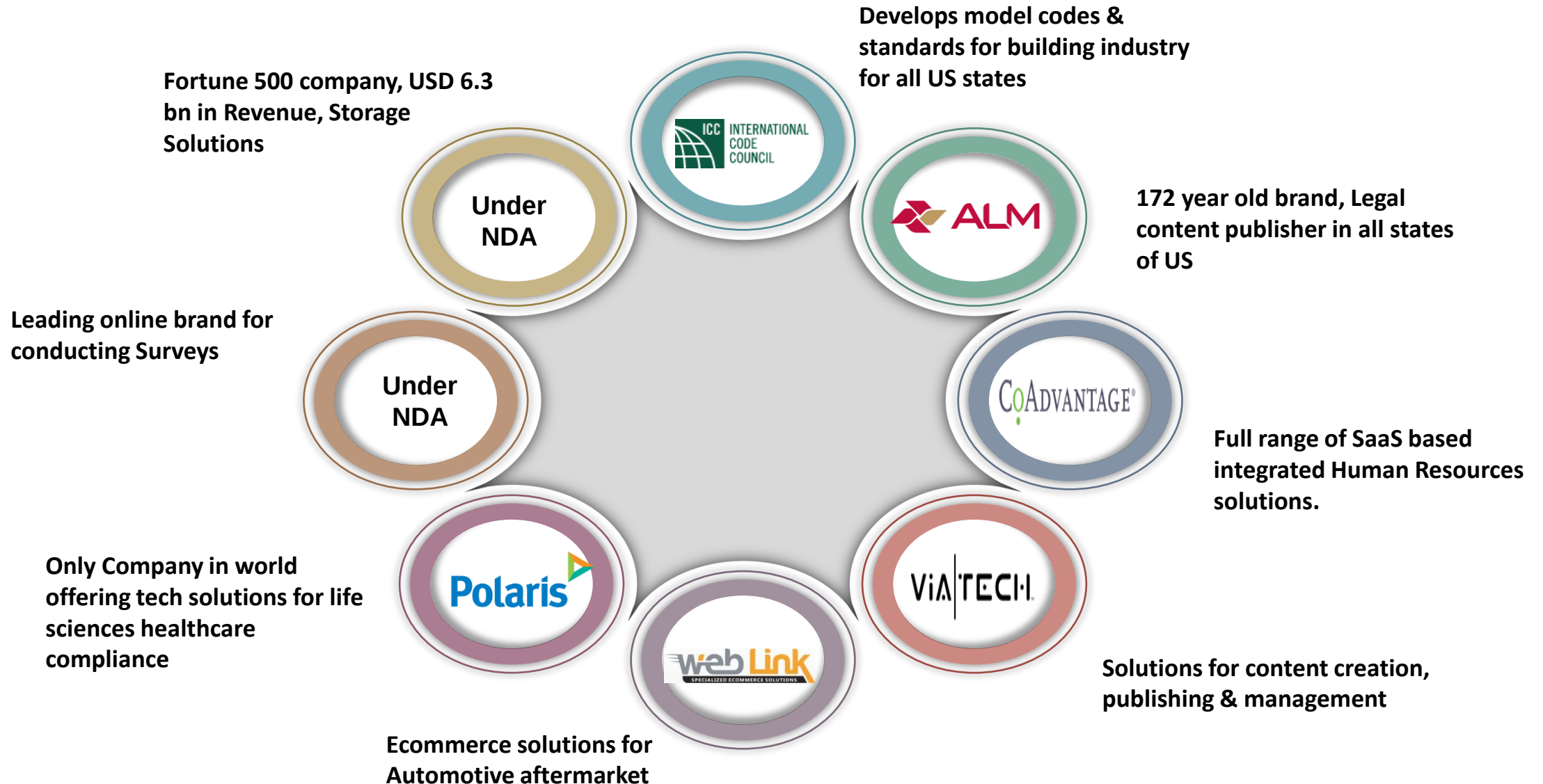
- 25,000+ square feet space
- Capacity to seat 240
- State of art development machines and servers
- Location advantage for access to talent
- Reasonably low cost structure
- Enables quick ramp up time
- Good connectivity to Mumbai



World class infrastructure to take care of world class team



Trusted by Global Blue Chip Clients



Proven Track Record of Profitability

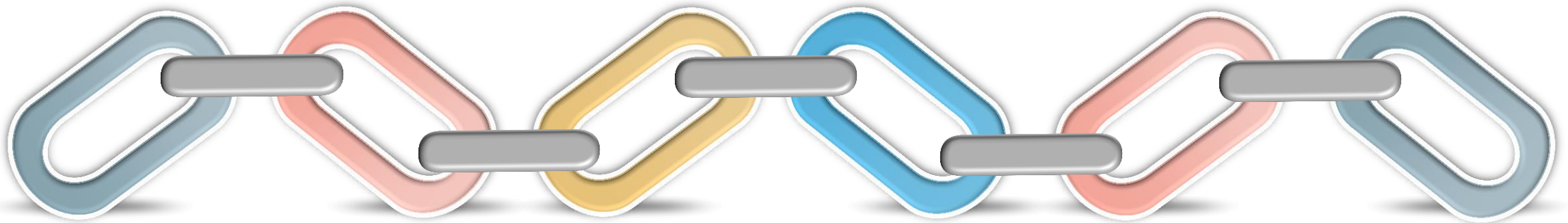
- High revenue growth & net profit margin

Great Work Culture

- 800+ 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

- 80%+ 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



By Software Engineering Institute (2012, 2015)



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



Recognised as "Dream Companies To Work For 2018" in IT & Software Sector



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



Corporate Social Responsibility Award by Amity

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

Annual Financial Highlights

Consolidated P&L Highlights – FY18 v/s FY17



15.39%[#]



37.25%



25.88%

* Total Revenue includes Other Income; # Revenue growth in Dollar terms is 18%

Consolidated P&L Highlights – FY18

Rs. Cr`	FY18	FY17
Total Revenue*	97.48	84.48
Employee Cost	60.06	56.98
Other Cost	15.87	11.76
CSR	0.24	0.20
Total Expenditure	76.17	68.95
EBITDA	21.31	15.53
Interest	0.03	0.05
Depreciation	2.43	2.88
Profit Before Tax	18.85	12.59
Tax	2.11	-0.70
PAT	16.73	13.29
EPS in Rs.	7.13	7.52

* Total Revenue includes Other Income

Consolidated Balance Sheet Highlights – FY18

Rs. Cr	As on 31 th Mar 2018	As on 31 st Mar 2017
Shareholder's Funds	106.42	54.30
Share capital	24.02*	17.67
Reserves & Surplus	82.40	36.63
Non-current liabilities	2.59	1.65
Long term borrowings	0.19	0.18
Long-Term Provisions	2.40	1.47
Current liabilities	6.23	8.15
Short Term Borrowings	0.00	3.96
Trade Payables	0.61	0.61
Other Current liabilities	1.54	0.95
Short-term provisions	4.08	2.63
Total Equities & Liabilities	115.24	64.10

Rs. Cr	As on 31 th Mar 2018	As on 31 st Mar 2017
Non-current assets	51.71	25.95
Fixed assets	7.20	5.18
Deferred tax assets	1.81	1.22
Non-current Investments	31.01	8.75
Long-term loans & advances	11.69	10.81
Current assets	63.53	38.15
Current investments	4.12	1.00
Inventories	3.37	4.09
Trade receivables	21.13	13.26
Cash & Cash equivalents	28.27	16.18
Short-term loans & Advances	5.13	2.99
Other Current Assets	1.51	0.64
Total Assets	115.24	64.10

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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