



InfoBeans

CREATING **WOW!**

InfoBeans Technologies Limited Investor Presentation | June 2018

Creating **WOW** in whatever we do!

Executive Summary

OVERVIEW

- Founded in 2000 as InfoBeans Systems India Pvt. Ltd, is a one stop shop for all technology needs.
- It is CMMI level 3 software services company that specializes in enterprise software development across platforms, technology and devices.
- The company has 18 years of leadership in Custom Software Development with a strong presence in business segments.
- Their business segments include Product Engineering, Digital Transformation & Automation and DevOps.
- It has state of art infrastructure with 2 facilities in India – Indore and Pune having ~750 professionals across locations.

SERVICE OFFERINGS

- **Product Engineering** - Creating software that WOWs you
- **Digital Transformation** - Increased workflow efficiency for your service domains
- **Automation and DevOps** - Gain agility, accuracy and speed with automation

FY18 FINANCIALS**

Income*
INR 975Mn
3 Year CAGR
31%

EBITDA
INR 216Mn
Margins
22%

PAT
INR 167Mn
Margins
17%

ROCE
18%
ROE
16%



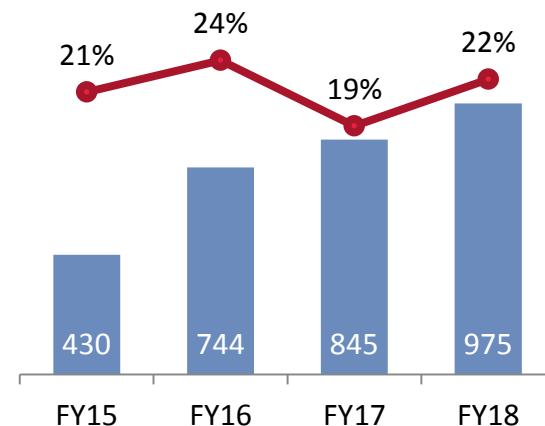
COMPANY OVERVIEW

Company Overview

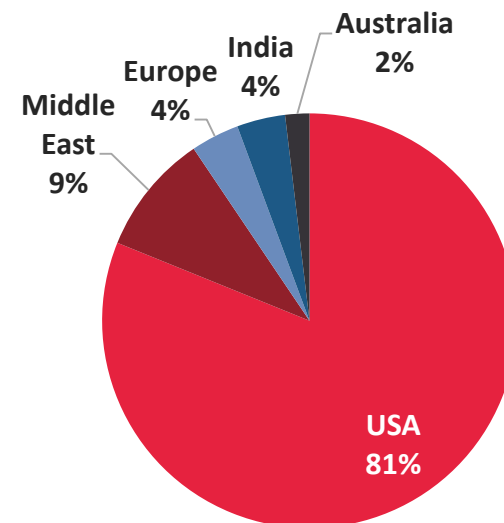
About InfoBeans Technologies Limited

- InfoBeans Technologies is a leading player offering Customized Software for Independent Software Vendors (ISV), Digital Transformation, and Automation Engineering solutions for clients across the globe.
- It is engaged in software development services, specializing in business application development for web and mobile and operates at Capability Maturity Model Integration (CMMI) level 3.
- The company's verticals can be broadly categorized as Healthcare compliance, Storage & Virtualization, Media & Publishing and eCommerce.
- They also offer automated testing services, customizable enterprise cloud solution for IT service desk, asset management, enterprise service management, and virtual support workflow.
- It operates out of two facilities in Indore and Pune employing more than ~750 professionals across locations & has blue-chip client base with over 90% repeat business.
- As it is prominently in exports, it has established local presence in the North American market by way of a 100% subsidiary, which has two offices located in Dublin (San Francisco) and Atlanta in USA & also has two subsidiaries in Dubai & Frankfurt.

Total Revenue (INR Mn) & EBITDA Margins (%)



Geographical Revenue (FY18)

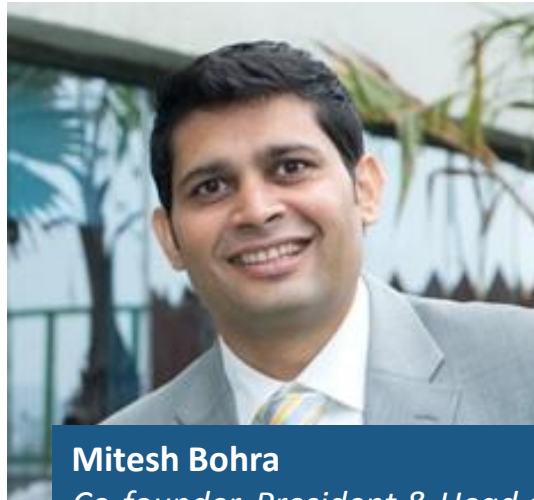


Leadership - Founders



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 & 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

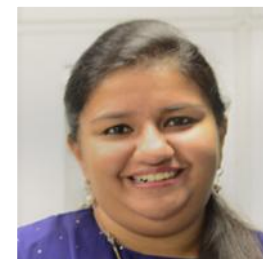


Jeevan Sharma
Practice Head - Enterprise Mobile
13 Years in Software Development
12+ Years with InfoBeans

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



Kanupriya Manchanda
Head – HR
15+ years in HR
10+ 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

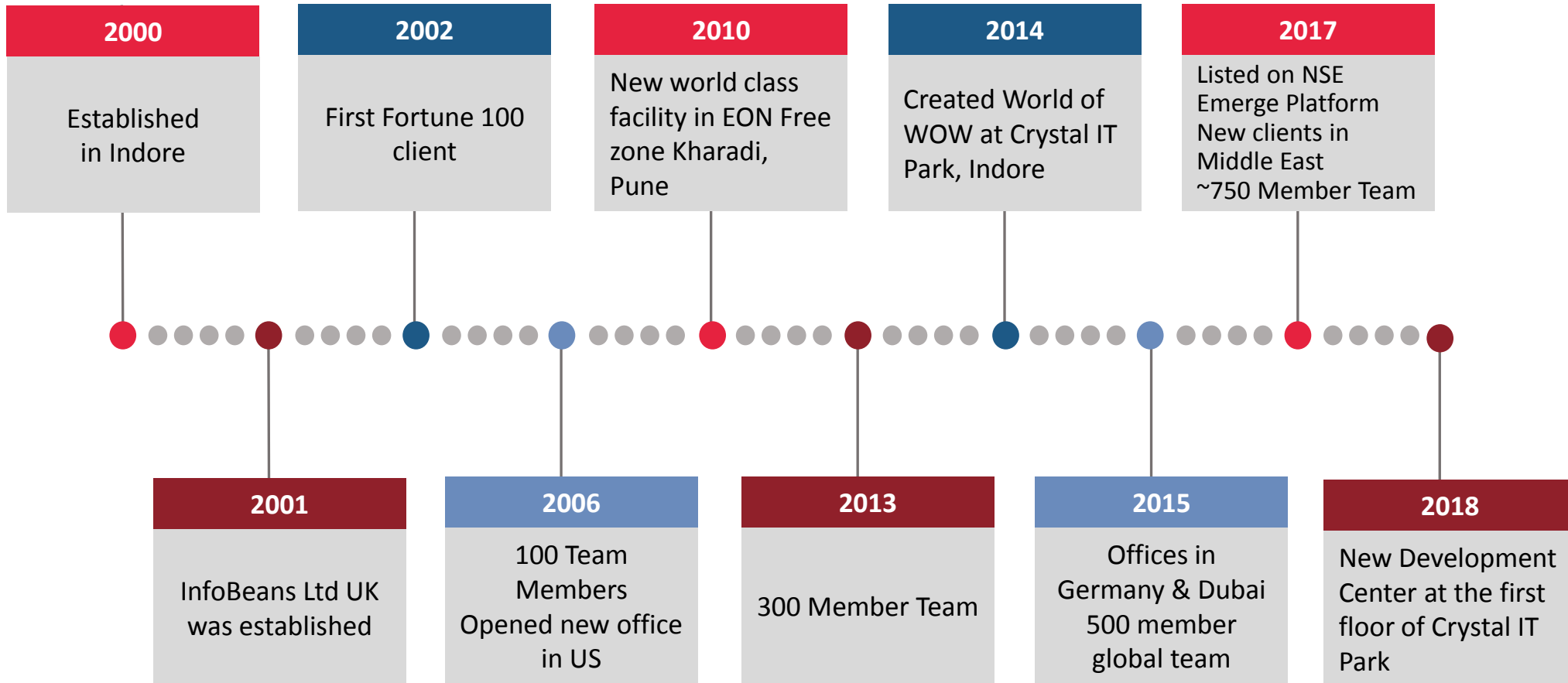
Arpit Jain
Head of User Experience
12 Years in Software Engineering
11+ years with InfoBeans



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



Key Milestones



Awards & Certifications



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



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



By Software Engineering Institute (2012, 2015)



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



Corporate Social Responsibility Award by Amity



InfoBeans presented with BRAND LEADERSHIP AWARD

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

State of Art Facilities

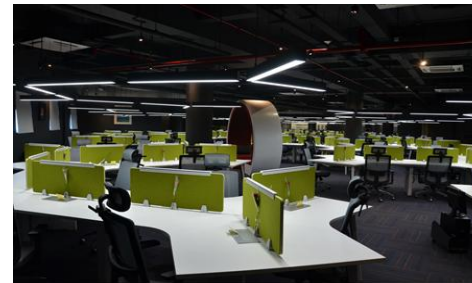
Crystal IT Park (SEZ) and Rafael Tower, Indore



- 70,000 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



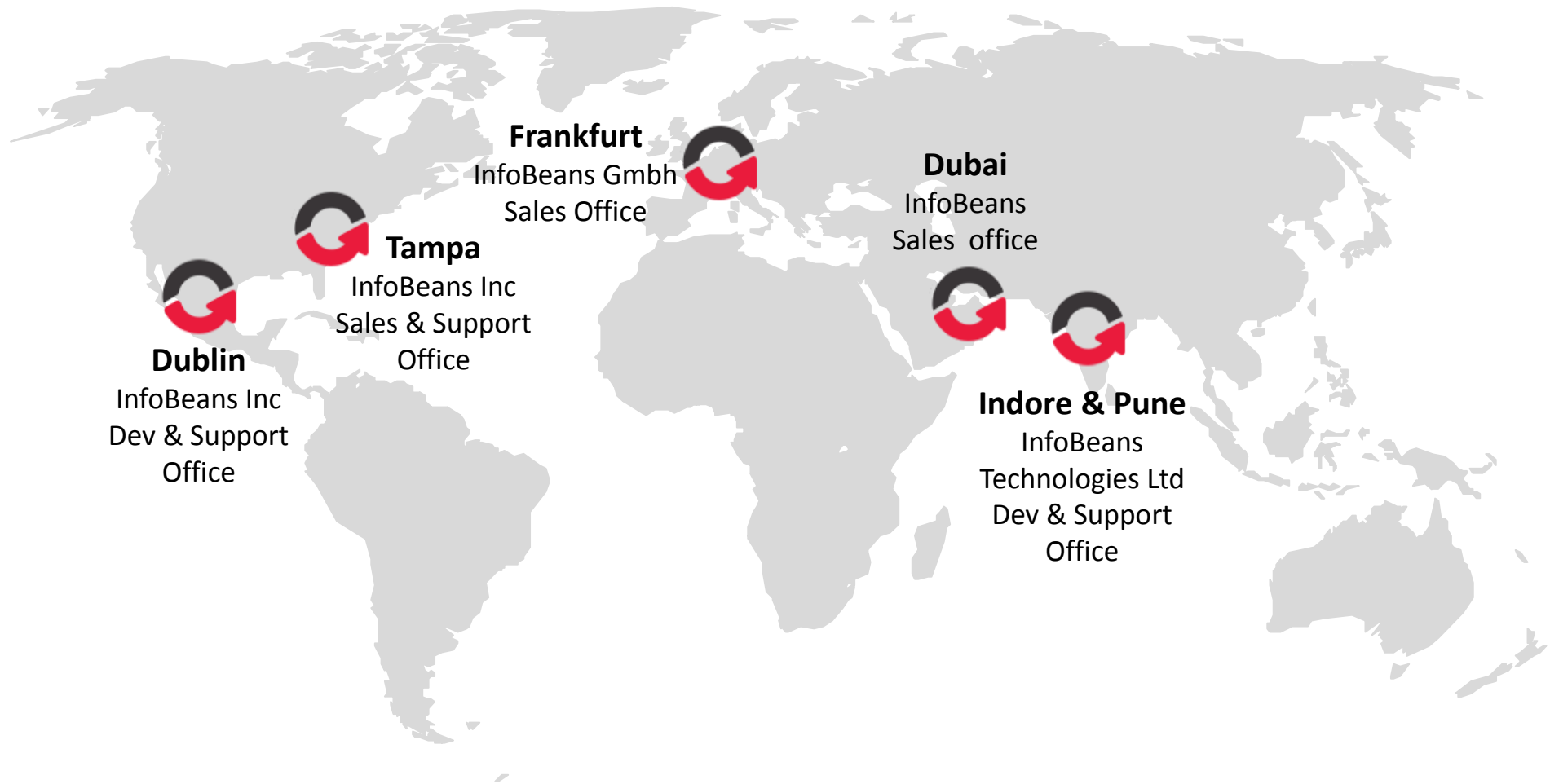
Giga Space IT Park, Pune



- 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

Strong Presence in USA, Germany & Middle East



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

Esteemed Clientele Network



Ecommerce solutions for Automotive aftermarket



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

Under NDA

World's largest logistics company, engaged worldwide



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

Key Strengths

Proven Track Record of Profitability

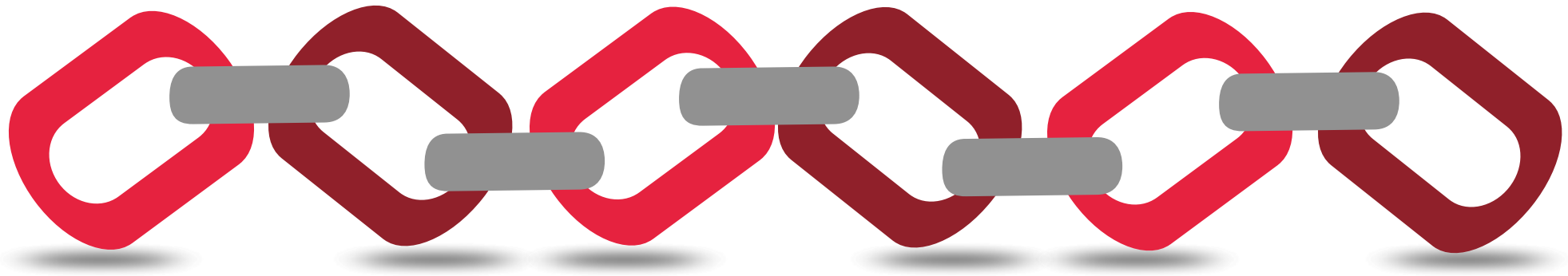
- High revenue growth & net profit margin

Great Work Culture

- ~750 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

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

Media & Publishing



Publishing for SDO (Standard Development Organisation)

- 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

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

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)

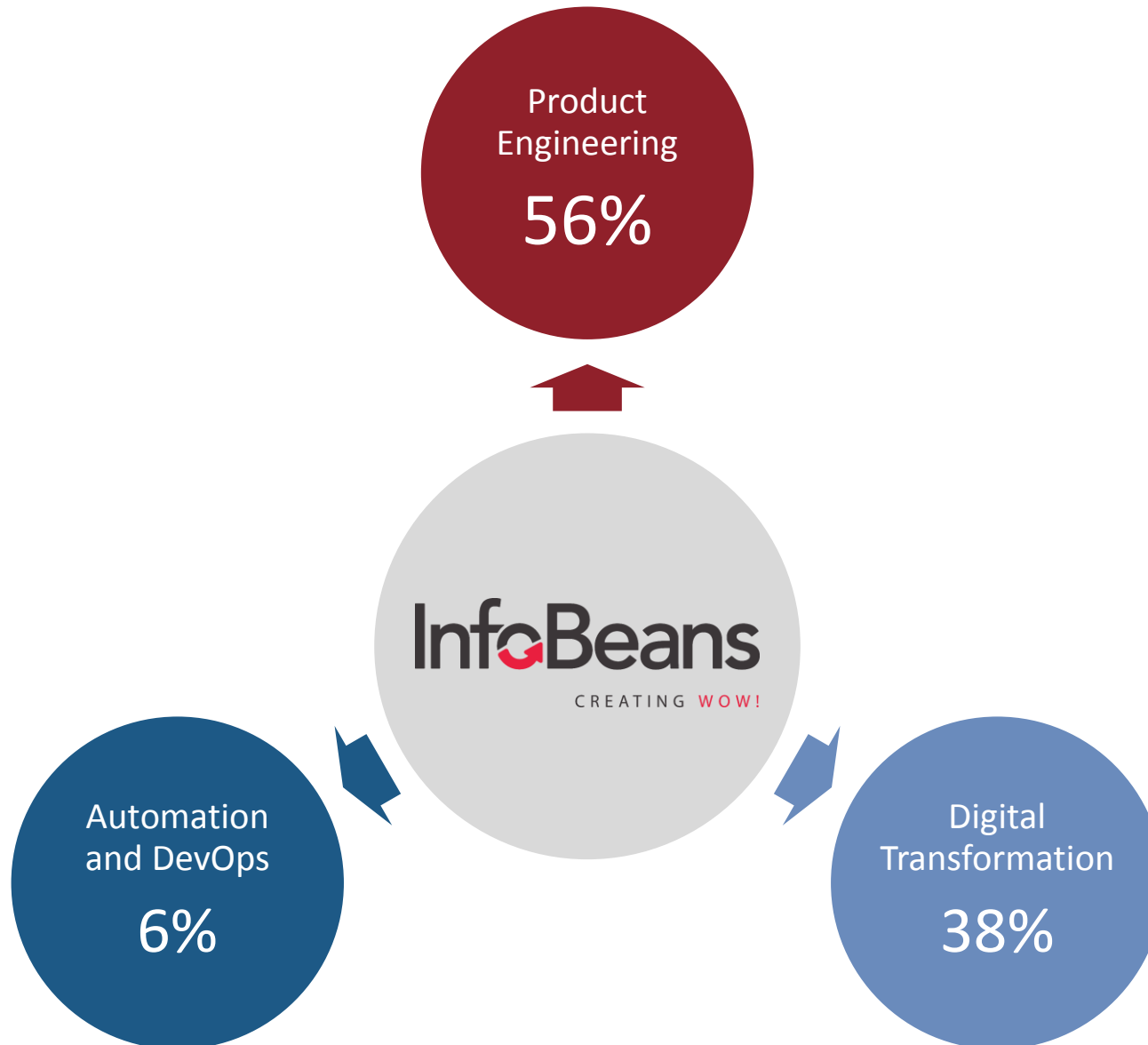
Inorganic growth

- 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



BUSINESS OVERVIEW

Service Offerings

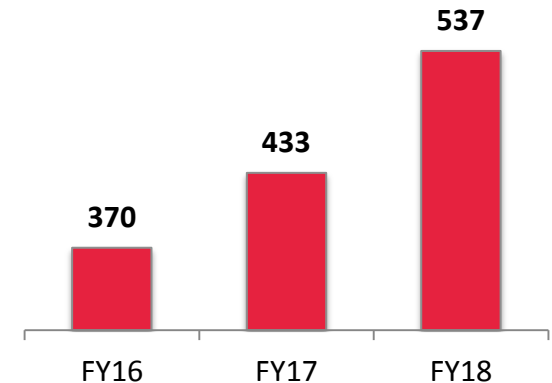


At InfoBeans, we take care of the entire software product life cycle starting from the idea being conceived to the deployment and user acceptance testing.

Phases of Product Engineering

- | | |
|-------------------------|----------------------------------|
| 1. Product Ideation | 5. Product Migration and Porting |
| 2. Product Architecture | 6. Technical Support |
| 3. Product Design | 7. Sustaining Engineering |
| 4. Product Testing | 8. Professional Services |

Y-o-Y Revenue (INR Mn)



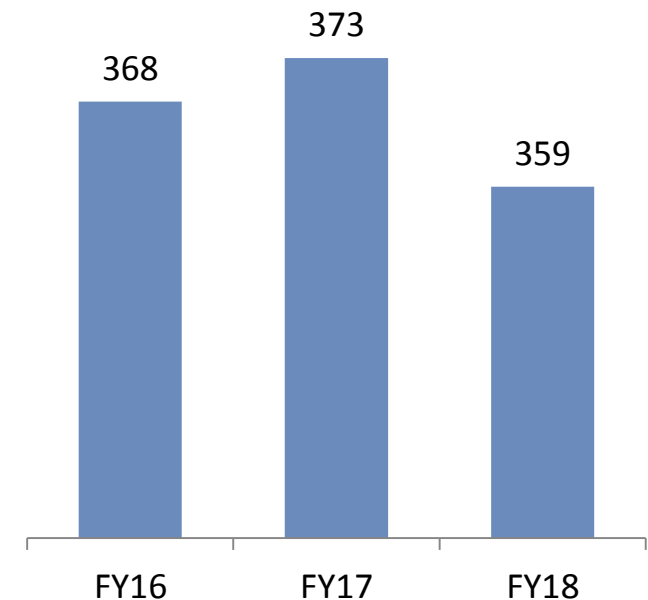
InfoBeans Services and Offerings

- | | | |
|---|---|--|
| <ul style="list-style-type: none">• Cloud computing• Custom development of enterprise-grade software• Analytics and Visual Reporting• Enterprise Mobility and IOT Solutions• ServiceNow implementation ITSM, Service Catalog, HRSD• UI/UX, Interface design• Application management | <ul style="list-style-type: none">• Product installation and overview• Remote deployment services• Integration support• Technical account management• On-site deployment and training• End user support services• Network Integration & Security• Server and Storage integration | <ul style="list-style-type: none">• Application development and support for IT infrastructure management• Managed security services• Data warehouse optimization• Platform migration assessment• Business productivity infrastructure optimization |
|---|---|--|

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)



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

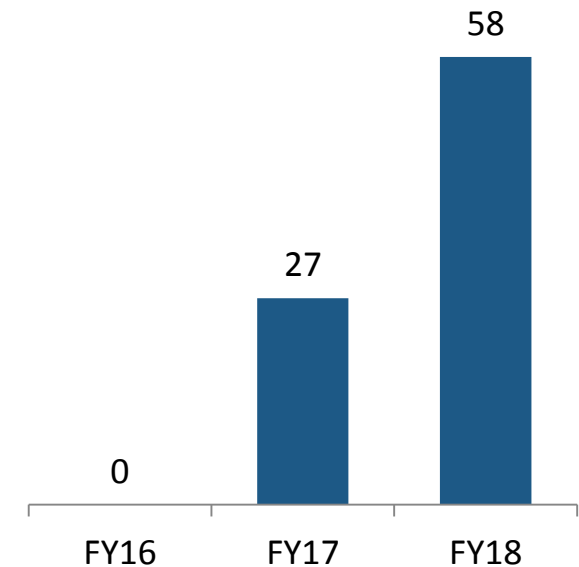
Build Automation

- 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

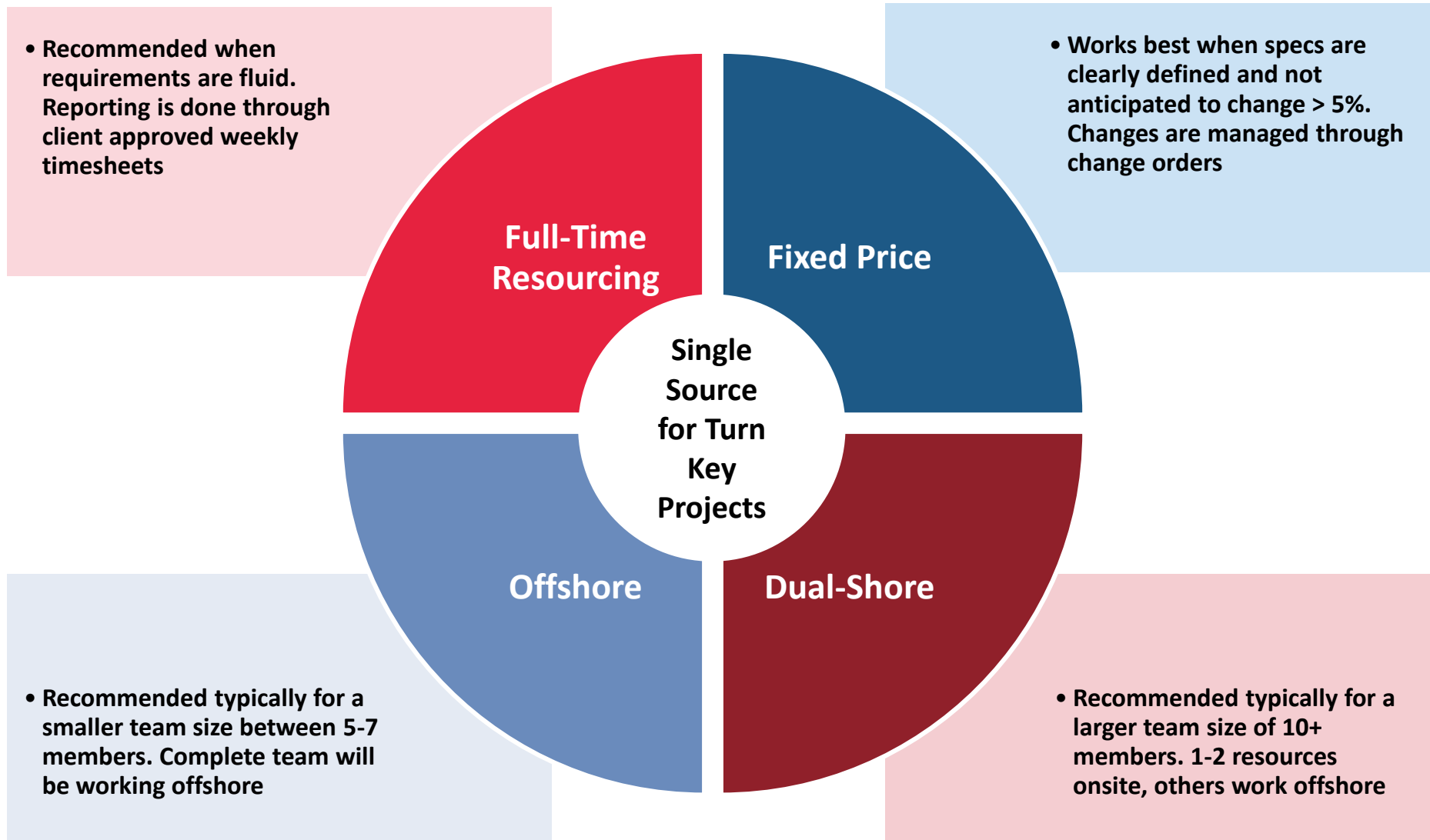
Test Automation

- 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)



USP – Flexible Engagement Models





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



FINANCIAL OVERVIEW

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	(40.9)	7.2
Other Expenses	86.9	151.9	158.6	151.5
EBITDA	91.0	175.1	157.3	215.5
EBITDA Margin (%)	21.2%	23.5%	18.6%	22.1%
Depreciation	27.0	26.7	28.8	24.3
Interest	0.8	0.1	0.5	0.3
PBT	63.2	148.3	128.0	190.9
CSR	0.0	1.4	2.0	2.4
Tax	7.8	16.3	(7.0)	21.1
PAT	55.4	130.6	133.0	167.4
PAT Margins (%)	12.9%	17.6%	15.7%	17.2%
EPS	3.14	7.39	7.52	7.13

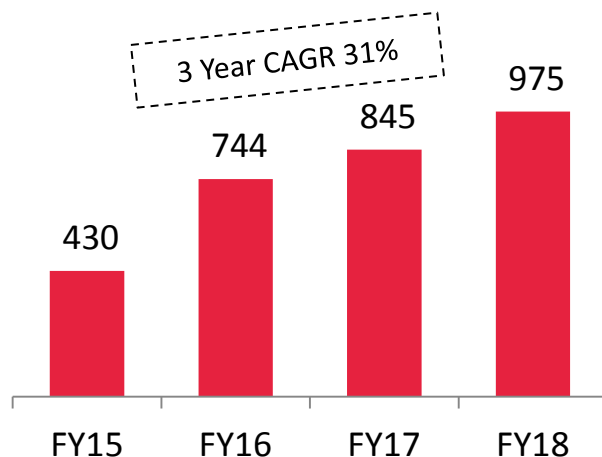
*Total Revenue includes Other Income

Consolidated Balance Sheet (As per iGAAP)

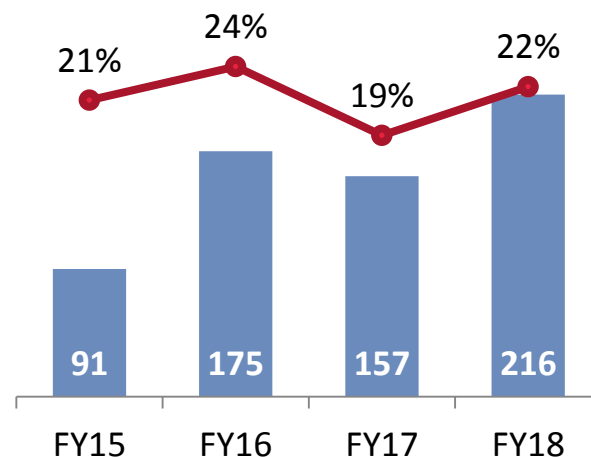
PARTICULARS (INR Mn)	FY17	FY18	PARTICULARS (INR Mn)	FY17	FY18
EQUITIES & LIABILITIES			ASSETS		
Shareholder's Funds			Non-current assets		
(a) Share capital	176.7	240.2	(a) Fixed assets	51.8	72.0
(b) Reserves & Surplus	366.3	824.0	(b) Non-current Investments	87.5	310.1
			(c) Deferred tax assets	12.1	18.1
Non-current liabilities			(d) Long-term loans & advances	108.1	116.8
(a) Long term borrowings	1.8	1.9	Current assets		
(b) Long-Term Provisions	14.7	23.9	(a) Current investments	10.0	41.2
Current liabilities			(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
Total Equities & Liabilities	641.0	1152.3	Total Assets	641.0	1152.3

Consolidated Financial Highlights

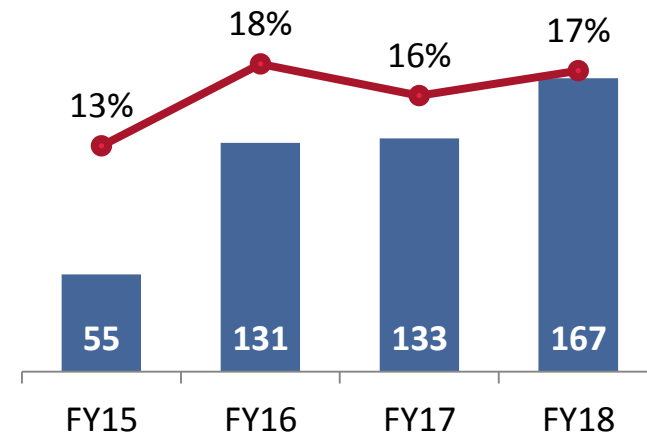
Total Revenue* (INR Mn)



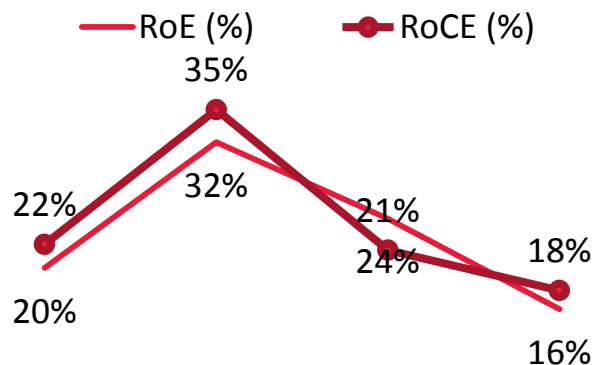
EBITDA (INR Mn) & EBITDA Margins



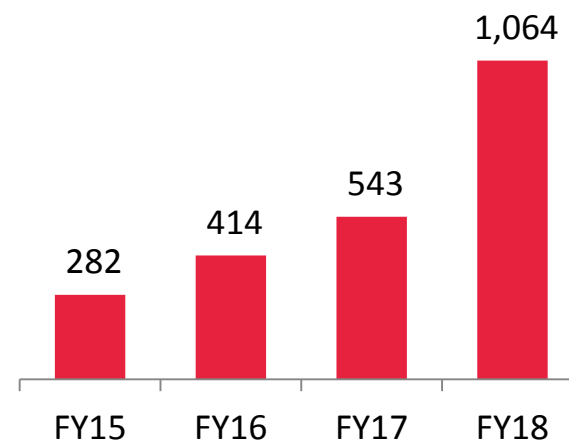
PAT (INR Mn) & PAT Margins



RoCE & RoE



Net Worth (INR Mn)



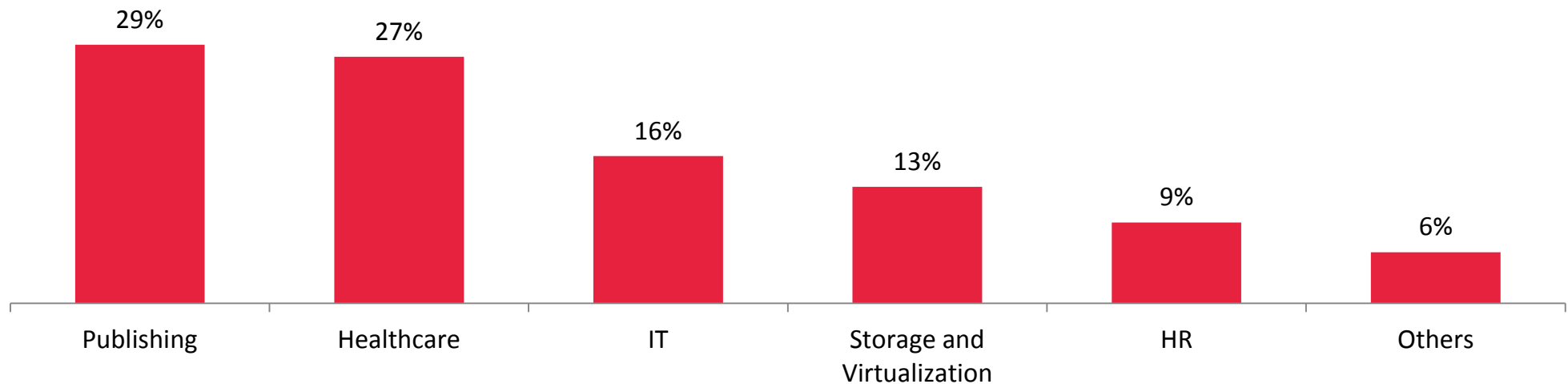
*Total Revenue includes Other Income

Revenue Analysis

Segmental Revenue Breakup (%)	FY16	FY17	FY18
Digital Transformation	50%	45%	38%
Product Engineering	50%	52%	56%
Automation and DevOps	0%	3%	6%

Revenue By Business Model (%)	FY16	FY17	FY18
Fixed	4%	4%	5%
T&M	21%	33%	35%
Both - Fixed & T&M	75%	63%	60%

Industry Mix (FY18) %



Revenue Analysis

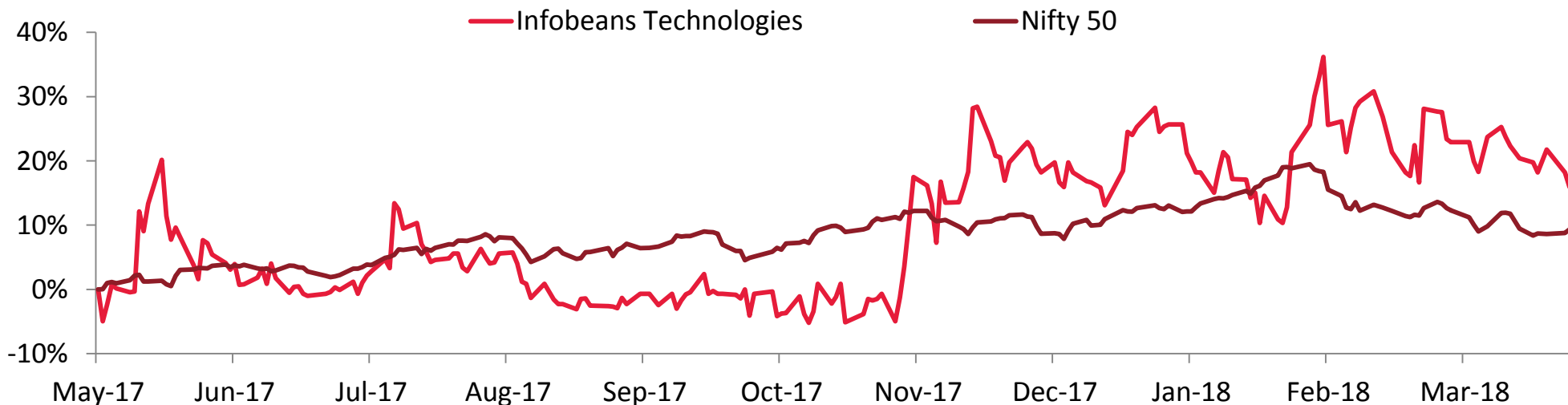
Revenue Mix (%)	FY16	FY17	FY18
Onsite (\$65)	9%	12%	8%
Offshore (\$22)	91%	88%	92%

Top Clients (%)	FY16	FY17	FY18
Top Client	15%	18%	26%
Top 5 Client	60%	60%	60%
Top 10 Client	79%	80%	79%
*No. of Active Clients	46	54	46

People Metric	FY16	FY17	FY18
Total Employees	633	606	769
Employees in India	612	589	754
Employees outside India	21	17	15
Net Addition	238	(27)	163
Utilization	70%	70%	70%

***Note:** Active client count reduction is intentional, following Cutting the Tail strategy

Share Price Data as on 31st March, 2018

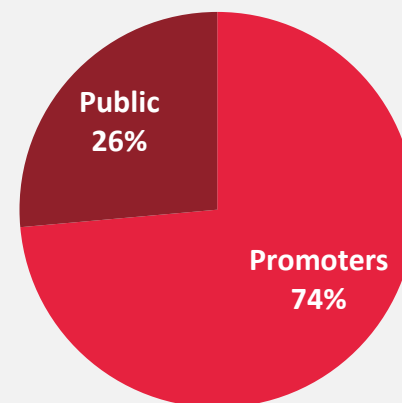


Price Data (31st March, 2018)

INR

Face Value	10
Market Price	73.7
52 Week H/L	90.00/57.55
Market Cap (Mn)	1,797.9
Equity Shares Outstanding (Mn)	24
1 Year Avg Trading Volume ('000)	43

Shareholding Pattern as on 31st March, 2018



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