

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

29th January 2020

SYMBOL : INFOBEAN


Subject : Investor Presentation

Dear Sir/Madam,

With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited Investor Presentation on Audited Financial Results for the Quarter ended on 31st December, 2019.

This is for your information and records.

Thanking you,
Yours Faithfully,
For InfoBeans Technologies Limited,



Surbhi Jain
Company Secretary and Compliance Officer

Investor Presentation



CREATING **WOW!**

www.infobeans.com

Executive Summary

Overview

20 years of Leadership in Custom Software Development with a strong presence in latest software technologies

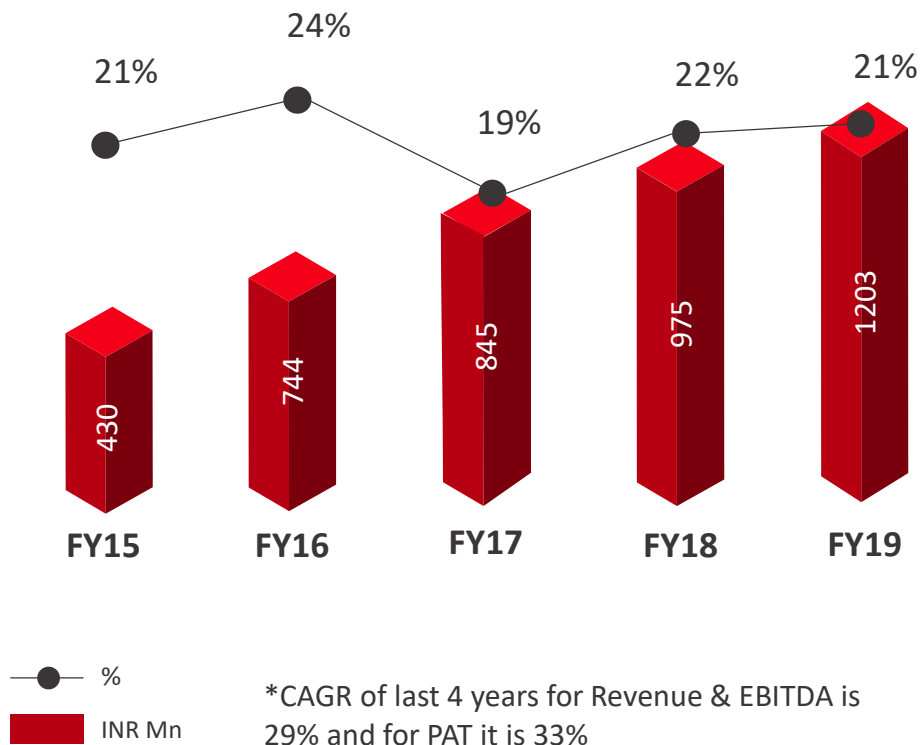
CMMi level 3 certified software services company that follows global standards for software development processes

Key business segments include **Product Engineering, Digital Transformation & Automation and DevOps**

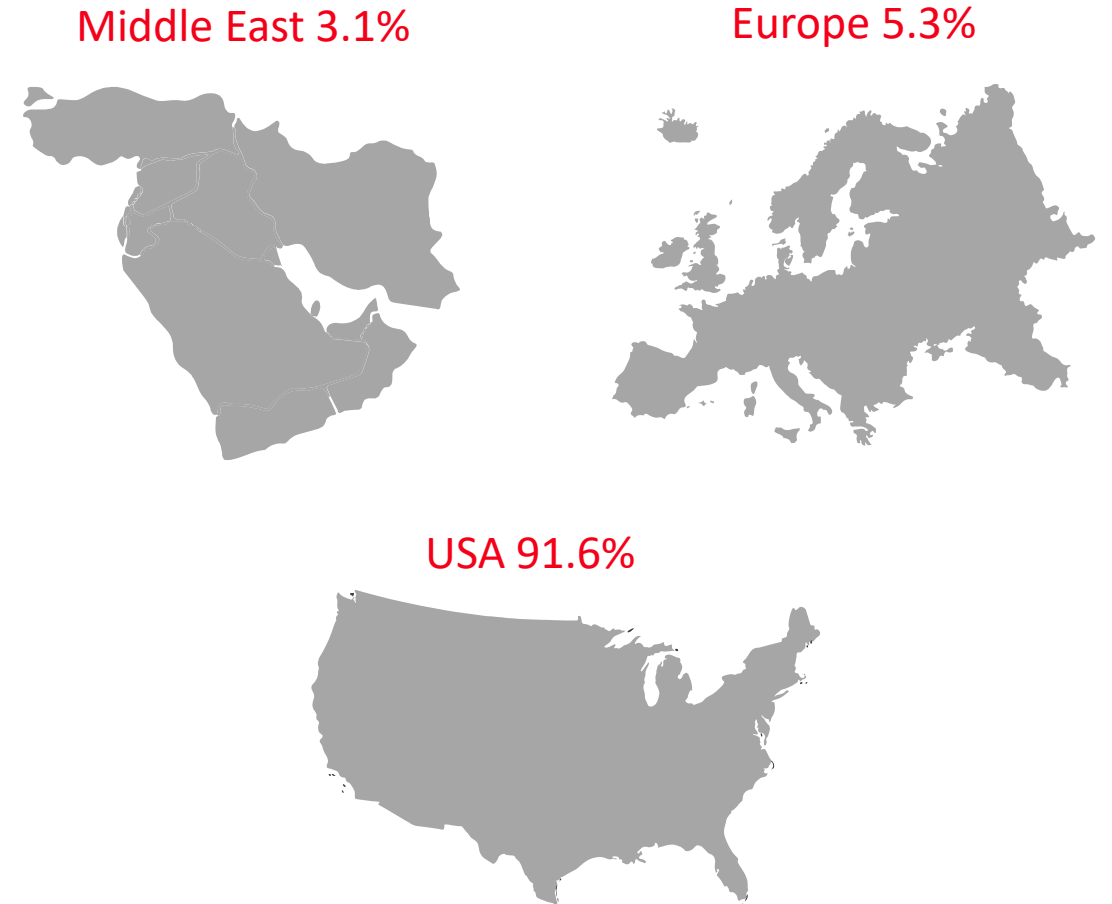
State of the art infrastructure **in India – Indore, Pune and Bangalore, in USA – Santa Monica and Manhattan, in Germany & Dubai** each having above **~900 professionals** across these locations

About InfoBeans Technologies Limited

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



Geographical Revenue (FY19)



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
Head of People

- 16 years in Team Development
- 11 years with InfoBeans



Ram Lakshmi
Director - Client Success (USA)

- 24 years of selling Software
- 9 years with InfoBeans



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 years with InfoBeans



Geetanjali Punjabi
Vice President - Sales

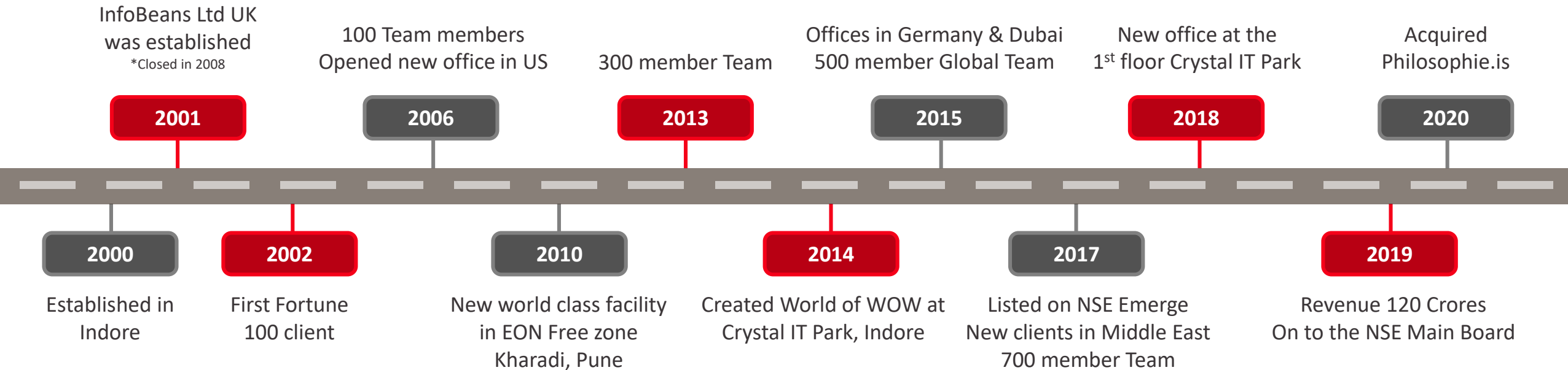
- 18 Years of Experience in Sales operations
- 3 years with InfoBeans



Avinash Jain
Business Development - EU

- 21 years in IT
- 4 years with InfoBeans

Key Milestones



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 & 2019



By Software Engineering
Institute, 2012, 2015 &
2018



Corporate Social
Responsibility Award
by Amity University



“Dream Companies To Work For 2017 & 2018” in
IT & Software Sector, conferred at the silver jubilee
ceremony of World HRD Congress

InfoBeans presented with BRAND LEADERSHIP AWARD



TRUST



PRIDE



JOY

InfoBeans Employees rate the work culture very
high on all three aspects

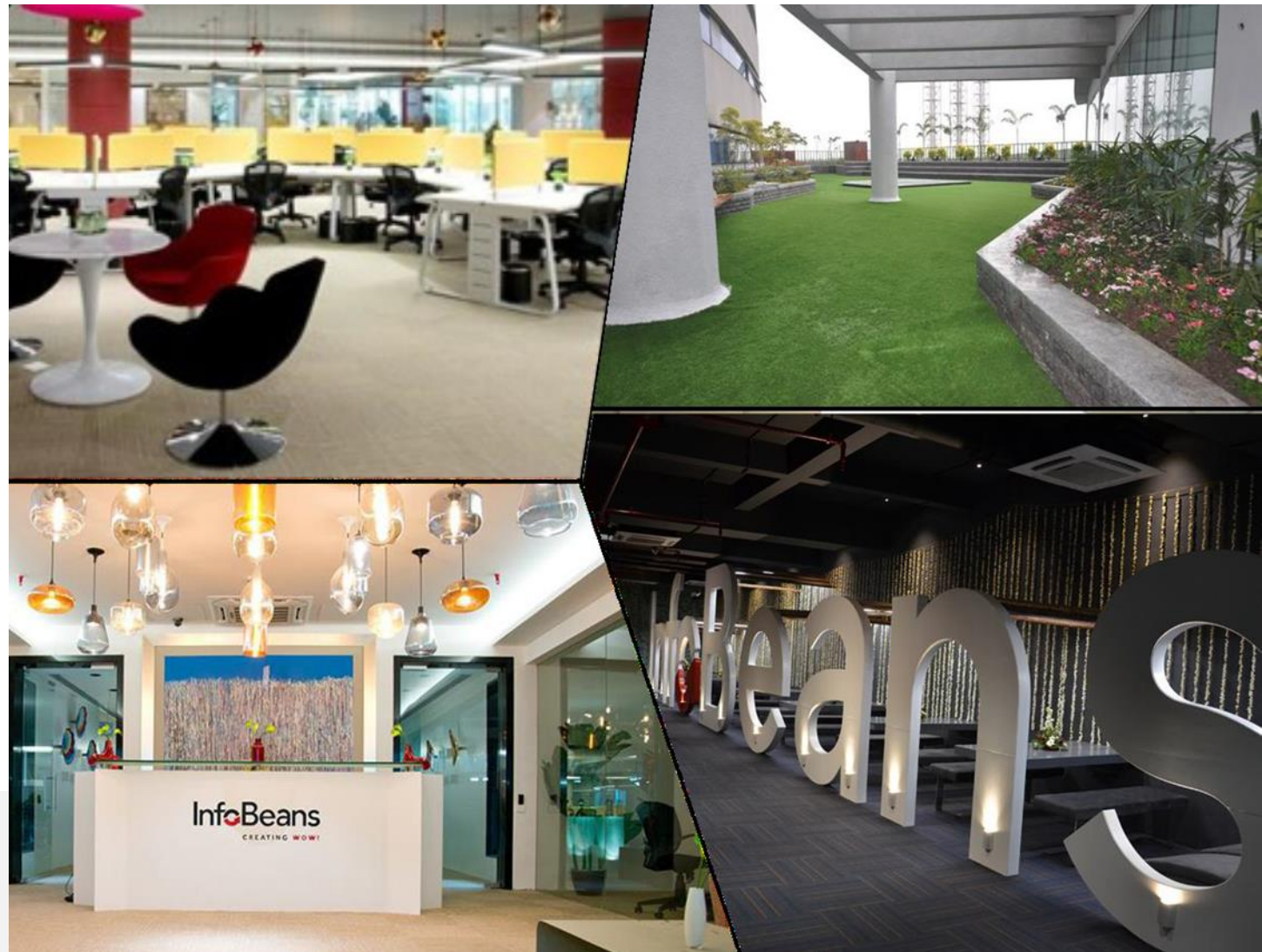
State of the Art Facilities

Crystal IT Park (SEZ), Indore

- 80,000 square feet space
- Capacity to seat 800 members
- 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

Offices in Pune & Bangalore too, opening in Chennai

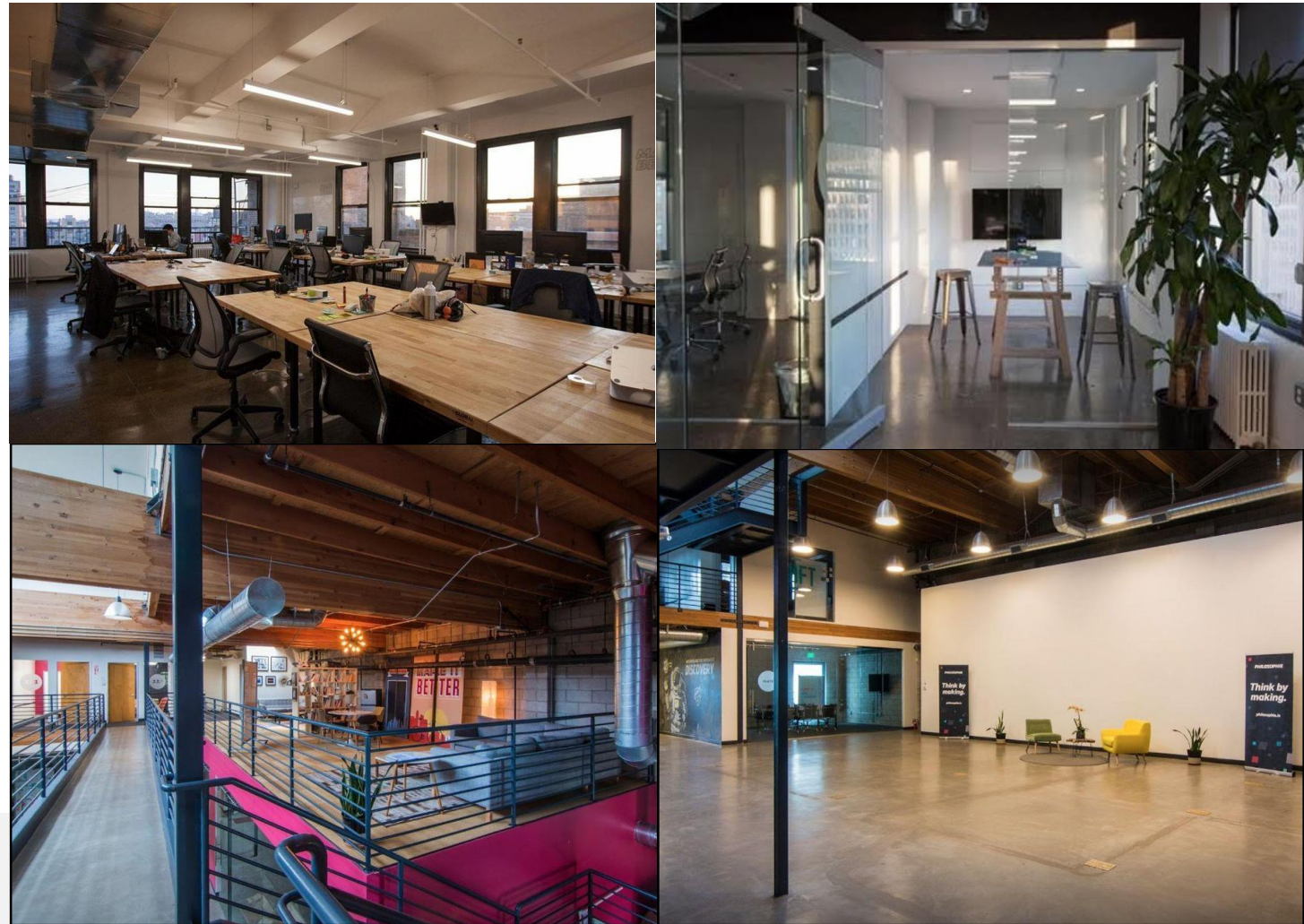
**World class infrastructure to
take care of the world class team**



State of the Art Facilities

Philosophie offices in USA

- Santa Monica in Los Angeles
- Manhattan in New York City
- 15,000 square feet space
- Capacity to seat 100 members
- Open workspaces encouraging team work
- LA office space can be converted into mini conference arena hosting start up events



**World class infrastructure
to take care of world class team**

InfoBeans Highlights for Oct-Dec 2019

Five new clients added in the last quarter

Best Exporting Company award from Business Today conferred by Chief Minister of Madhya Pradesh, Mr. Kamalnath at a business conclave in Bhopal

Golden Award for Best Advance in Mobile Technology - ViaTech's Active Reader application developed by InfoBeans receives the prestigious Golden Award from Brandon Hall Group

Added 140 seats to our 1st floor workspace at Crystal IT Park campus

“ **Best Exporting Company** ”

award by Business Today conferred by
Mr. Kamalnath, the Chief Minister of Madhya Pradesh



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.



Leading global remittances, Foreign Exchange & payment solutions brand



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

Under NDA

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

Esteemed Clientele from Philosophie



Fortune 500 company, best known for its charged card, credit card, and traveller's cheque businesses

Under NDA

Fortune 500 company leading in social media services



Fortune 100 company and amongst the Big Four tech-companies, that focuses on e-commerce

Under NDA

One of the Big Four consulting group



One of the largest co-working spaces provider

Under NDA

One of the largest consulting group

Future Growth Strategies

- Spreading into existing accounts – expanding into more SBUs and geographies
- Cross-selling & Up-selling
- Partnering with clients as they move towards advanced technologies

- Targeting by industry verticals – Storage & Virtualization, E-commerce, Publishing & Media, and SaaS products
- Targeted go-to-market strategy by client type

Client Targeting

Existing Client Expansion

- Formalized Sales Operations [Offshore Lead Generation, Onsite Field Sales, Offshore Sales Support]
- New geographies – Germany & Middle East
- Entry via highly skilled professionals for Onsite Consulting
- Existing Client Referrals

New Client

- US Sales team to be formed by competencies
- A team of account manager and sales engineer formed as per competency
- In future, each team to be expanded per territory (East, West and Central)

Dedicated US Sales Team

- Actively targeting firms to acquire – to increase footprint in US & secure skills in new areas like ServiceNow, UX, Automation etc.
- Add niche skill that takes longer to build, acquire IP
- Adds to revenue in short term & long term by cross-selling & up selling
- Adding to offshore capabilities

Inorganic growth

Consolidated Financials for Q3 ended on 31st Dec, 2019

PARTICULARS (INR Lakhs)	Quarter Ended			Nine Months Ended		Yearly
	Q3 Dec - 19	Q2 Sep - 19	Q3 Dec - 18	31 st Dec-19	31 st Dec-18	31 st Mar, 2019
	(Audited)	(Un-audited)	(Un-audited)	(Audited)	(Un-audited)	(Audited)
Revenue from Operations	5001	3177	3057	11143	8909	11552
Other Income	185	191	54	505	327	491
Total Income	5186	3369	3111	11648	9236	12043
Total Expenditure	4101	2389	2433	8883	7130	9584
Employee benefits expense	3049	1929	1861	6960	5477	7280
Technical Development WIP	-	38	68	63	180	274
Other Expenses	1053	422	504	1859	1473	2030
EBITDA	1084	980	678	2766	2106	2459
EBITDA Margin	20.9%	29.1%	21.8%	23.7%	22.8%	20.4%
Finance Costs	18	19	2	52	3	3
Depreciation & Amortization Exp.	229	134	63	492	187	253
PBT	838	826	613	2221	1916	2203
Tax Expenses	66	111	(5)	269	198	401
PAT	772	715	619	1953	1718	1802
Other Comprehensive Income	1	1	1	3	3	5
PAT (including OCI)	773	716	620	1956	1722	1807
PAT Margin	14.9%	21.3%	19.9%	16.8%	18.6%	15.0%
EPS	3.22	2.98	2.58	8.14	7.17	7.52

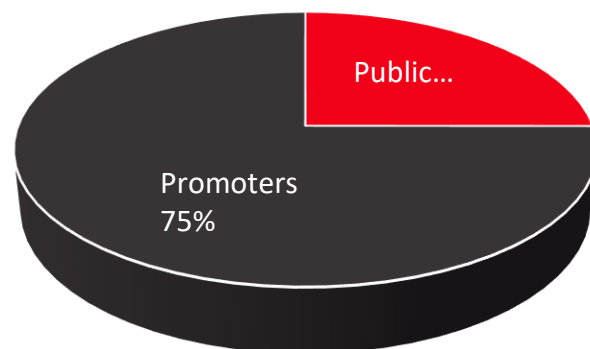
Consolidated Balance Sheet as on 31st Dec, 2019

PARTICULARS (INR Lakhs)	31 st Dec, 2019	31st Mar, 2019	PARTICULARS (INR Lakhs)	31 st Dec, 2019	31st Mar, 2019
EQUITIES & LIABILITIES			ASSETS		
Shareholder's Funds	14,338	12,564	NON-CURRENT ASSETS		
NON-CURRENT LIABILITIES			(a) Fixed assets	4,863	1,011
(a) Financial Liabilities	383	12	(b) Financial Assets	4,670	4,019
(b) Provisions	506	284	(c) Deferred Tax Assets	2,446	1,027
(c) Non current Liabilities	2090	-	(d) Other Non-current Assets	27	15
TOTAL NON CURRENT LIABILITIES	2979	296	TOTAL NON CURRENT ASSETS	12,006	6,072
CURRENT LIABILITIES			CURRENT ASSETS		
(a) Financial Liabilities	576	82	(a) Inventories	-	63
(b) Other Current Liabilities	2139	65	b) Financial Assets	7,667	6,710
(c) Provisions	378	500	(c) Other Current Assets	737	662
(d) Current Tax Liability(Net)	-	-			
Total Current Liabilities	3093	647	Total Current Assets	8,4047	7,435
Total Equities & Liabilities	20,410	13,507	Total Assets	20,410	13,507

Market Data

Price Data (31 st Dec, 2019)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	240.16
Trailing 12 Months EPS (as on 31 st Dec, 2019)	10.72
Market Price	65.40
Market Cap (INR Lakhs)	15706
Trailing PE	6.10

Shareholding Pattern as on 31st Dec, 2019



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Thank You