

Investor Presentation

InfoBeans

CREATING **WOW!**

www.infobeans.com

Executive Summary

Overview

Clear vision of growing 2x every 2 years, organically and inorganically

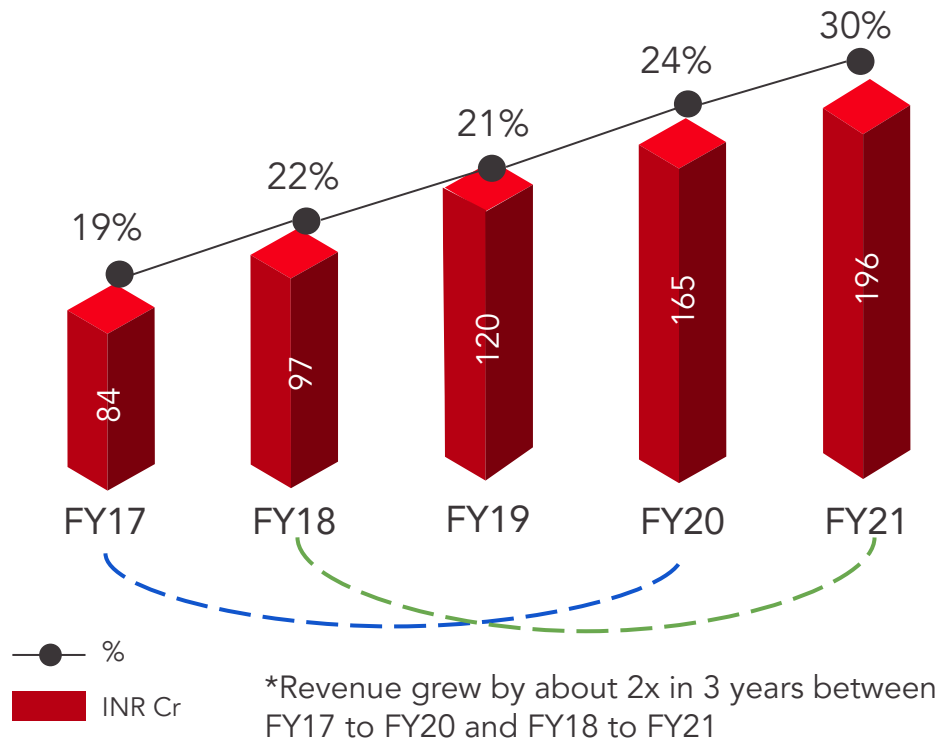
21 years of delivering quality custom software development services

Key business focus on Product Engineering and Digital Transformation, clients include 16 Fortune 500 companies

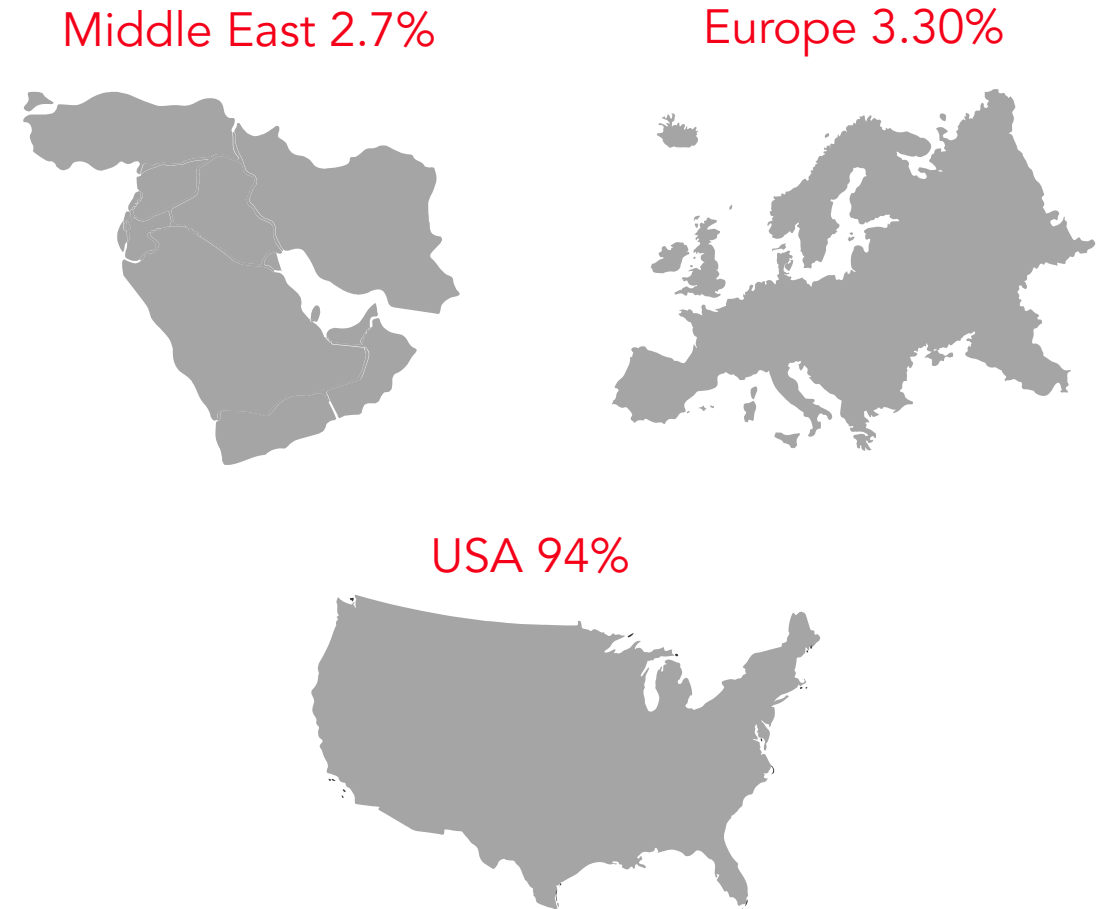
State of the art infrastructure in India – Indore, Pune, Bangalore & Chennai; New York city in USA, Munich in Germany & Dubai in Middle East; 1000+ professionals globally

About InfoBeans Technologies Limited

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



Geographical Revenue (FY21)



Highly Experienced Core Team



Amit Makhija
Vice President-Digital Transformation

- 20 years in Software & Management
- 14 years with InfoBeans



Rajagopalan Kannan
Vice President-Product Engineering

- 21 years in Software Engineering
- 18 years with InfoBeans



Kanupriya Manchanda
Vice President - People

- 18 years in Team Development
- 13 years with InfoBeans



Ram Lakshmi
VP - Client Success (USA)

- 26 years of selling Software
- 11 years with InfoBeans



Arpit Jain
VP - Design

- 14 years in Software Engineering
- 14 years with InfoBeans



Manish Malpani
Sr Director - IT

- 18 years in project management
- 13 years with InfoBeans



Krunal Sanghvi
Sr. Finance Manager

- 8 years in Corporate Finance
- 1+ years with InfoBeans



Tarulata Champawat
Sr. Director - Sales & Mktg

- 20 years of Experience in Sales
- 13 years with InfoBeans



Geetanjali Punjabi
Vice President - Sales ME

- 20 Years of Experience in Sales operations
- 5 years with InfoBeans



Avinash Jain
Director - Business Dev EU

- 23 years in IT
- 6 years with InfoBeans

InfoBeans Highlights for quarter ending June 2021

Total revenue @ 55.2 Crores (up 9.6%) compared to 50.4 Crores in June 2020

6 new clients added in the last quarter, includes 1 Fortune 500 client

Non-binding term sheet signed with a Salesforce implementation partner in India

InfoBeans ranked among "High Growth Companies Asia-Pacific 2021" by the Financial Times

InfoBeans actively managed Covid Helpline and Vaccination drive for its members

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

Under NDA

More than 45 years old largest crude oil and natural gas producer brand, based in Germany



Solutions for content creation, publishing & management

Esteemed Clientele

Under NDA

Fortune 200 company, World's largest logistics company, engaged worldwide

Under NDA

America's largest mass media and entertainment conglomerate

wework

One of the largest co-working spaces provider

Under NDA

A Fortune 100 Insurance giant providing services in Gulf Countries

Under NDA

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

Future Growth Strategies

- Spreading into existing accounts – expanding into more SBUs and geographies
- Up-selling in the account by focused client success teams
- Partnering with clients as they move towards advanced technologies

- Targeted go-to-market strategy by client type
- Targeting by industry verticals – Standards Development Orgs, Storage firms, E-commerce, Publishing & Media, and BFSI
- Focus on Independent Software Vendors - ISVs

Client Targeting

Existing Client Expansion

- Onsite Field Sales presence in ME and EU
- Formalized Sales Operations - Offshore Lead Generation and Support
- Entry via Enterprise applications like ServiceNow and Salesforce
- Existing Client Referrals

New Client

- US Sales team 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, Salesforce, UX, Automation etc.
- Add niche skill that takes longer to build, acquire IP
- Add onshore capabilities
- Adds to revenue in short term & long term by cross selling & up selling

Inorganic growth

Highlights for Apr-Jun 2021

YoY June 2021 Vs June 2020

9.6% ↑

12.9% ↑

39.5% ↑

Revenue
55.2



EBITDA
15.9



PAT
10.6



(figures in INR Crores)

** YoY Revenue growth in USD terms is 14.2% and QoQ 9.4%*

Audited Consolidated Profit & Loss for quarter ended June 2021

(in INR Crores)	Quarter Ended			Year Ended
Particulars	June 2021	March 2021	June 2020	March 2021
Revenue From Operations	52	47	48	186
Other Income	3	4	2	16
Total Revenue including Other Income	55	51	50	196
Total Expenditures (Including Tax and OCI)	45	41	43	159
EBITDA	16	13	14	54
EBITDA Margin	28.9%	25.4%	28.0%	27.7%
PAT	11	8	10	37
PAT Margin	19.2%	19.7%	15.1%	18.7%

Audited Consolidated Balance Sheet as on 30th June, 2021

Particulars(in INR Crores)	As at June 2021	As at March 2021
<u>Assets</u>		
Non Current Assets	154	160
Current Assets	100	86
Total Assets	254	246
<u>Equities & Liabilities</u>		
Equity & Other Equity	194	181
Non Current Liabilities	41	44
Current Liabilities	19	21
Total Equity & Liabilities	254	246

Additional Updates

Buyback and dividend	Not a single share was tendered in the buyback. In light of the committed payout to shareholders, issued annual dividend of Re 1 and a special dividend of Rs 2 per share for the year ended in March 2021
M&A	Signed term sheet with a Salesforce Implementation partner to acquire 100% equity of the target company. Due to confidentiality and non-binding nature of the term sheet, cannot share more details
Philosophie	Faring much better with growing profit, USD 2m in revenue and 450k in net profit. Facing talent crunch as well in the UX designer space
Talent acquisition	<p>Severe talent crunch and excessive cost is being witnessed in lateral hiring space. Team continues to persevere by working long hours, engaging with candidates during offer to join period, offering hefty joining bonuses, staggered compensation plan, stock options etc.</p> <p>Also investing in Learning and Development to multi-skill existing team and grooming fresh talent to become billable by end of this fiscal</p>

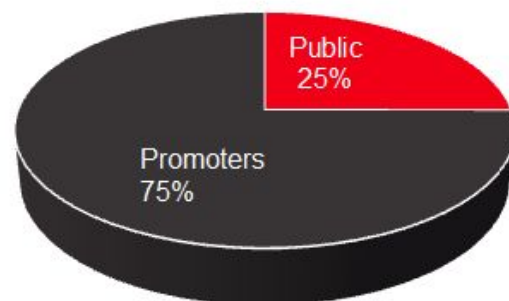
Additional Updates

Sales pipeline	About USD 20m order pipeline is visible with fair confidence for rest of the fiscal
Cash and cash equivalents	151 Cr includes Trade Receivables of 41 Cr
DSO	71 Days
Other income	3 Cr - consists of forex gains, interest income, and dividend
Covid19 risk	Vaccination drives at Indore and Pune were quite effective, also with reimbursements in place our 70% of team is vaccinated with 1st dose and 10% with both. We expect minimal risk as Indore city is about 80% vaccinated as per latest official report
Office operations	Second Covid19 wave did cause deaths, work disruptions and mental agony. Team bounced back strongly and are starting to work from office. About 10% team has returned to work from Indore office.

Market Data

Price Data (30th June 2021)	INR
Face Value	10
Equity Shares Outstanding (Lakhs)	241.05
Trailing 12 Months EPS (as on 30th June, 2021)	16.57
Market Price	407.85
Market Cap (INR Crores)	983.14
Trailing PE	24.62

Shareholding Pattern as on 30th June, 2021



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Thank You