InfoBeans Investors Call

Quarter ended on 30th Sep, 2023

About InfoBeans

InfoBeans, founded in 2000 and now **1450+** strong, is a publicly listed Digital Transformation and Product Engineering organization. We strive to deliver exceptional value to our clients using best software technologies while solving their complex business problems.

Strengthened by our partnership with Salesforce, ServiceNow, Microsoft, UiPath and, Automattic. Our services enable corporations to digitally transform their businesses and gain competitive advantage.

Creating WOW! is not just a tagline for us, it's our religion!

Europe
Frankfurt,
Czech Republic

India
Indore, Pune, Chennai,
Vadodara, Bengaluru

USA
Silicon Valley, LA,
Atlanta, New York

Middle East
Dubai

Transformation over the years

2000 — Incorporated in Indore

2002 — 1st Fortune 500 client

2004 — Opened Pune office

2005 — Opened in US

2007 — Revenue 4 Crs.

2012 — CMMi level 3

2014 — World class office in SEZ Indore

2015 — Revenue INR 43 Crs. Awarded as Great Place to Work

2016 — Opened in UAE & Germany

2017 — IPO on NSE

2018 — Fortune 500 clients in each market

2019 — Acquired US based Philosophie Group, Inc

2021 — Acquired Pune based Eternus Solutions

2022 — Listed on BSE

2023 — Revenue 399 Crs.

3

InfoBeans at a glance

Overview

2000	**13**	**1450+**	**74**	**15**
Born	Years of active growth	Team members smiling	Clients with over ₹1 Cr invoiced*	Active fortune 500 clients*

Financials

*H1 2023-24
in INR Crs*

₹ 190	**₹ 30**	**₹ 8**	**₹ 193**	**41%**
Revenue	EBITDA	PAT	Cash & Equivalent	Revenue CAGR since inception

Partnerships & Awards

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER — Platinum

servicenow Partner — Premier

UiPath

AUTOMATTIC

Inc. Best Workplaces 2022

Dream Companies to work for

HR Excellence Awards 2022

GREAT PLACE TO WORK

AVTAR seramount 100 BEST BEST COMPANIES FOR WOMEN INDIA 2022

*For FY 2022-23

4

InfoBeans Global Service offerings

Enterprise software engineering for web, mobile & cloud

App modernization & sustenance

CRM and packaged implementation, backend integration and migration

User experience and interaction design

Rapid prototyping & experiment driven design

Front-end development

Blockchain based software solutions

Enabling enterprises to transition from web2 to web3

Custom application development

Blockchain integration

Salesforce consulting & implementation - marketing, sales, service, CPQ, CLM & QTC solutions

ServiceNow consulting, implementation and sustenance - ITSM, ITOM, ITBM, HRSD, custom apps

Robotic process automation

CICD (test & build/release automation)

DevOps, independent quality assurance

Meet some of our clients

ALM.

172 year old brand, legal content publisher in all the states of US

IQVIA™

Only Company in the world offering tech solutions for life sciences healthcare compliance

CoAdvantage®

Full range of SaaS based integrated Human Resources solutions

tripadvisor

A Future 50, online travel company

SMBC

A Fortune 500, multinational banking financial services institution based out of Japan

Under NDA

A Fortune 500, cloud data services and data storage company

Under NDA

A Fortune 200, among world's largest logistics companies

Under NDA

Largest vertically-integrated DTC reverse logistics service provider and inventory liquidation retailer in US
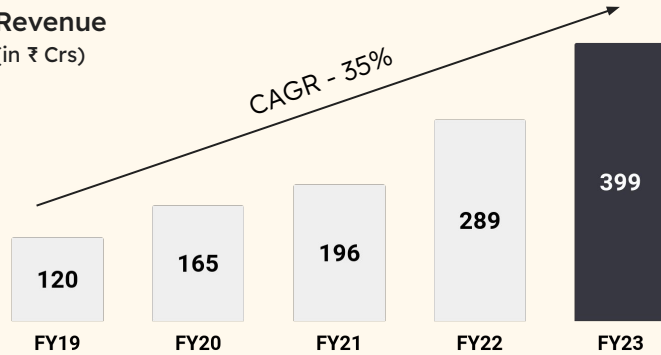
Under NDA

Publicly traded large technology company. Develops all-flash data storage hardware and software products
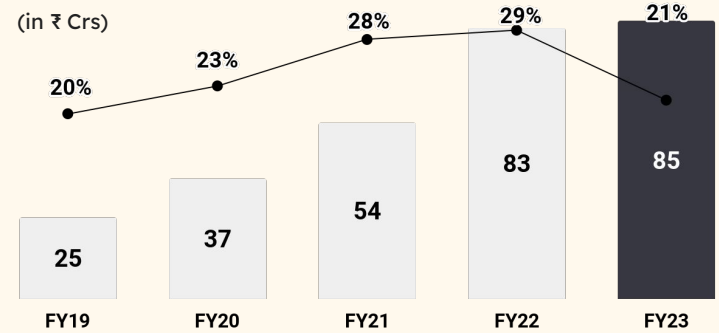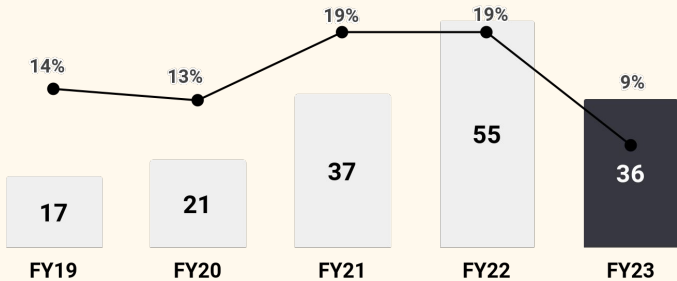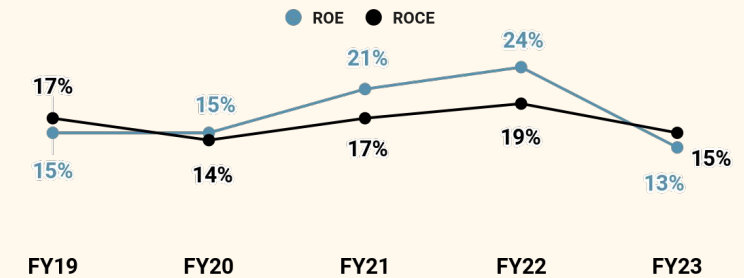
Key performance indicators

Revenue
(in ₹ Crs)

CAGR - 35%

FY19	FY20	FY21	FY22	FY23
120	165	196	289	399

EBITDA
(in ₹ Crs)

FY19	FY20	FY21	FY22	FY23
25	37	54	83	85
20%	23%	28%	29%	21%

PAT
(in ₹ Crs)

FY19	FY20	FY21	FY22	FY23
17	21	37	55	36
14%	13%	19%	19%	9%

ROE and ROCE
(in ₹ Crs)

ROE ● ROCE

	FY19	FY20	FY21	FY22	FY23
ROCE	17%	14%	17%	19%	15%
ROE	15%	15%	21%	24%	13%

Management Team

Board of Directors

Siddharth Sethi

Co-founder

Mitesh Bohra

Co-founder

Avinash Sethi

Co-founder

Shilpa Saboo

Independent Director

Sumer Bahadur Singh

Independent Director

Mayuri Mukherjee

Independent Director

Highly Experienced Core Team

Jitendra Tanna

Growth Evangelist | EVP
- 32 years in Management & Engineering
- One year with InfoBeans

Emerson Taymor

SVP, Sales & Marketing Design & Innovation Practice
- 14 years in Design & Sales
- 4 years with InfoBeans

Amit Makhija

SVP, Digital Transformation
- 24 years in Software Dev & Management
- 16 years with InfoBeans

Shreyas Merchant

SVP, Salesforce Practice
- 28 years in Engineering & Sales
- One year with InfoBeans

Denise Cheung

SVP, Design & Innovation
- 24 years in Design & Innovation Services

Rajagopalan Kannan

SVP, Product Engineering
- 23 years in Software Engineering
- 20 years with InfoBeans

Highly Experienced Core Team

Arpit Jain

VP Design
- 17 years in Software Design & Engineering
- 17 years with InfoBeans

Chaitanya Pandya

VP, Delivery Salesforce Practice
- 9 years experience in working on Salesforce solutions

Darshana Jain

VP, Blockchain Evangelist
- 17 years of experience
- One year with InfoBeans

Geetanjali Punjabi

VP, Sales (UAE)
- 21 years in Sales Operations
- 7 years with InfoBeans

Jigar Shah

VP Technology & Salesforce
- 15+ years experience in working on Salesforce
- One year with InfoBeans

Kanupriya Manchanda

VP People
- 19 years in People & Development
- 15 years with InfoBeans

Highly Experienced Core Team

Manish Malpani

VP, Operations
- 19 years in Project Management
- 14 years with InfoBeans

Ram Lakshmi

VP Client Success (USA)
- 28 years in Software Sales
- 13 years with InfoBeans

Tarulata Champawat

VP, Sales & Marketing (USA)
- 23 years in Engineering & Sales
- 18 years with InfoBeans

Financial highlights for Q1
July-Sep 2023

Financial performance for quarter July-Sep 23

Stable revenue

To grow from here and recover our margins, we are investing in new technologies, optimizing team size, building teams in high growth areas, and passing on increased cost to our customers

₹ in Crs	Sep 2022		Jun 2023		Sep 2023
Total revenue	102	-6%	94	+1%	95
EBITDA	23	-32%	14.9	+3%	15.4
PAT	10	-59%	3	+21%	4

In USD terms, revenue remained stable QoQ

14

Audited consolidated profit & loss as on 30th Sep, 2023

(in ₹ Crs)	Quarter ended		
Particulars	**Sep 2022**	**Jun 2023**	**Sep 2023**
Revenue from operations	100	92	91
Other income	2	2	4
Total revenue	**102**	**94**	**95**
Less: Total expenditure (excl D&A, finance cost & tax)	79	79	79
EBITDA	**23**	**15**	**15**
EBITDA margin	22%	16%	16%
Less: D&A, finance cost & tax	13	12	11
PAT	**10**	**3**	**4**
PAT margin	10%	4%	4%

Revenue
- Operating revenue remains stable QoQ
- Received ERC grant of INR 1.34 crs from the US Government

EBITDA
- Optimization saved INR 2.19 crs
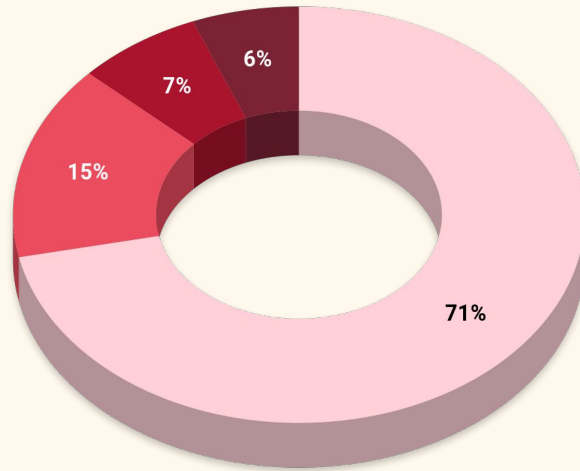- Increased sales & marketing expenses to generate more business

PAT
- Lesser tax due to increase in tax exempt income
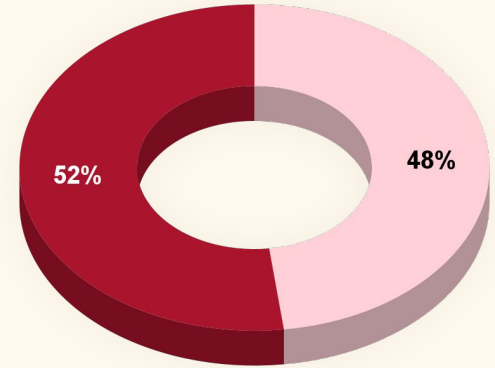
Revenue breakup

By geography

71%

15%

7%

6%

- USA
- Europe
- UAE
- India

Based on client HQ

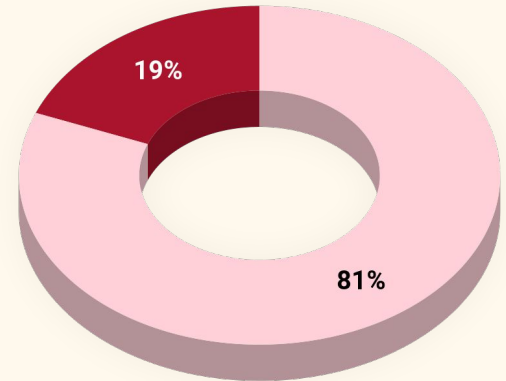## By segment

52%   **48%**

- Digital Transformation
- Product Engineering

By business

19%

81%

- InfoBeans
- InfoBeans CloudTech

Key Updates

Key business updates

New partnership

Partnered with a low-code app dev platform to fuel digital transformation. The platform allows for rapid build, deploy, and management of web and mobile apps.

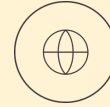**InfoBeans** | **mx mendix**
A Siemens Business

Clients landed

Landed 6 large enterprise clients during Q2 of 2023-24 including a Fortune 500 enterprise.

M&A pipeline

1 in Salesforce
1 in ServiceNow
1 in Product Engineering

Events around the globe and applauds

Organised and participated in various events within the Salesforce, ServiceNow, UI/UX ecosystem

Awarded as Top 100 companies to work for women in India and Asia's best employer brand award

ESG and CSR

106 out of 113 students have successfully secured placements through the ITEP

InfoBeans is now ISO 14001:2015 & ISO 45001:2018 certified.

On the ground

Events

Dreamforce 2023

InfoBeans was at Dreamforce 2023 - AI Event of the year

India Dreamin 2023

Platinum Sponsor at the biggest Salesforce event in India - India Dreamin 2023, in Ahmedabad. It was an ode to the vibrant trailblazer community of India.

Tech partner at ICC

Booth at ICC Conference as a Technology partner. ICC is the foremost global authority on model codes and real estate standards.

Events

UXDX Conference in Dublin

Emerson Taymor, Sr. VP of Global Sales & Marketing engaged in thought-provoking discussions at the UXDX Conference in Dublin

Roundtable discussion with Service Now

ServiceNow invited its partners for a roundtable discussion on how they can help us build a qualitative partnership and address any concerns or roadblocks that we may have on that journey.

GRC Conference at Las Vegas

InfoBeans team participated in the ISACA-hosted GRC conference in Las Vegas to connect and engage with key players in the Governance, Risk, and Compliance sectors

Events Sponsored by InfoBeans

Salesforce Dev Days 2023

InfoBeans is a Platinum Sponsor at Salesforce Dev days 2023 in Pune, Hyderabad, Bengaluru and Jaipur.

Platinum Sponsor at ANSI

Platinum Sponsor at ANSI - American National Standards Institute World Standards Week(WSW). A premier annual gathering, WSW brings together ANSI members and stakeholders from across the standardization communities

Applauds 2023

Top 100 Best Companies for Women in India 2023

Asia's Best Employer Brand Award

2nd time in a row

7th time in a row

A business should benefit humans

CSR & ESG Updates

CSR update

→ 106 out of 113 Students have successfully secured placements through the yearly ITEP (Information Technology Excellence Program)

→ Convocation ceremony of ITEP batch for 2023 and orientation program for ITEP 2024 was held in the presence of Honorable District Magistrate Dr. Ilayaraja T (IAS)

ESG & fitness update

→ "Conducted a Health Check-Up Camp in alignment with our ESG (Environmental, Social, and Governance) commitments.

🛡 **ISO 14001 -Environmental Responsibility**

It highlights our commitment to environmental sustainability, reducing ecological footprint and gaining a competitive edge in the market

🛡 **ISO 45001 - Employee Safety and Health**

Signifies our dedication to employee safety and well-being

CERTIFICATE

This is hereby certified that the Environmental Management System of

InfoBeans Technologies Ltd.

Head Office : 2nd Fl, Crystal IT Park, Bhavarkua Road, Indore - 452001, Madhya Pradesh, India
Pune Office: 101-C, Level 1, Delta -1, Giga Space IT Park, Viman Nagar, Pune -411014, Maharashtra, India

Has been found to comply with the requirements of

ISO 14001: 2015

This certificate is applicable for the following scope:

...ign, Development, Implementation, Maintenance and Support... Software Solutions
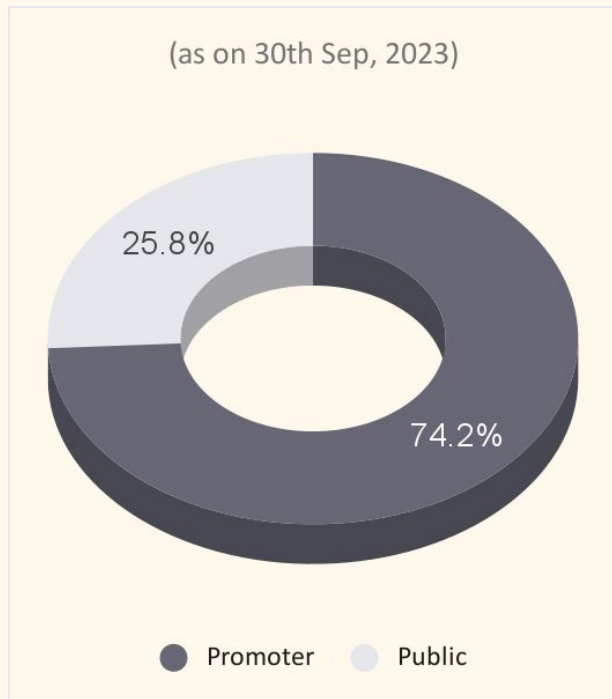
Certificate Number: KAEM202308012

Market data

Market data

(as on 30th Sep, 2023)

25.8%

74.2%

● Promoter   ● Public

Price data as of 30th Sep, 2023	
Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 months EPS (₹)	8.96
Market Price (₹)	460.45
Market Cap (₹ Crs)	1118.82
Trailing PE	51.30

Promoter share is reducing every quarter as stock options are being exercised into shares by employees

Thank You!

Mridul Maheshwari
Corporate Development & IR
investor.relations@infobeans.com