InfoBeans
CREATING **WOW!**

InfoBeans Investors Call

Quarter ended on 31st Dec, 2023

About InfoBeans

InfoBeans, founded in 2000 and now **1450+** strong, is a global 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.

InfoBeans at a glance

Overview

2000
Born

14
Years of active growth

1450+
Team members smiling

74
Clients with over ₹1 Cr invoiced*

15
Active fortune 500 clients*

Financials
Nine months 2023-24 in INR Crs

₹ 284
Revenue

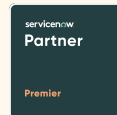**₹ 46**
EBITDA

₹ 13
PAT

₹ 187
Cash & Equivalent

41%
Revenue CAGR since inception

Partnerships & Awards

Microsoft GOLD CERTIFIED *Partner*

salesforce **PARTNER** Summit

servicenow **Partner** Premier

Ui Path™

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

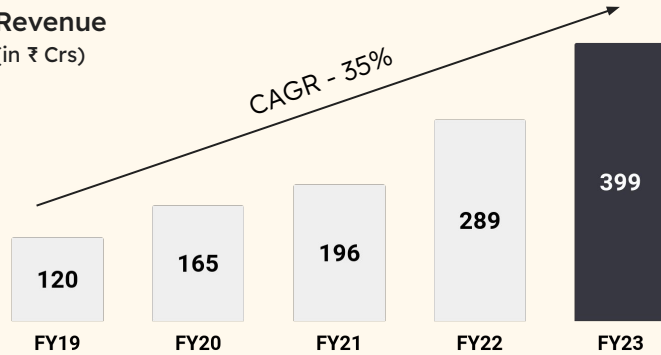Largest vertically-integrated DTC reverse logistics service provider and inventory liquidation retailer in US

Under NDA

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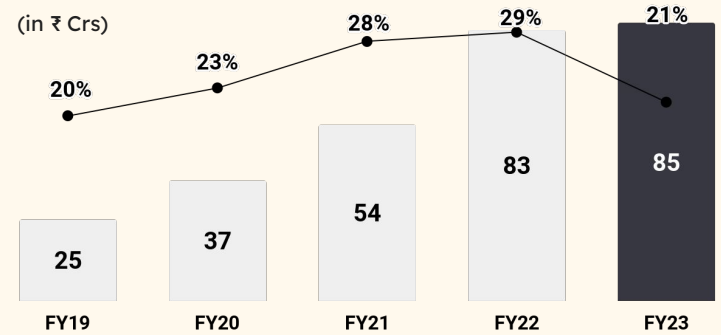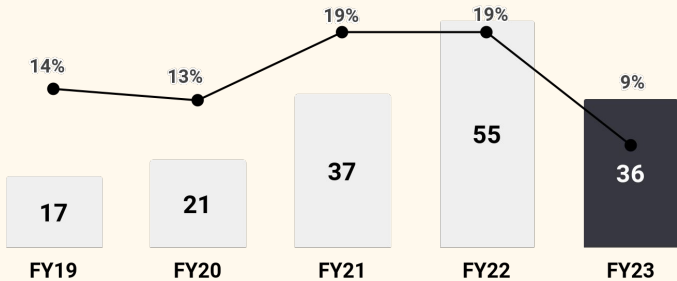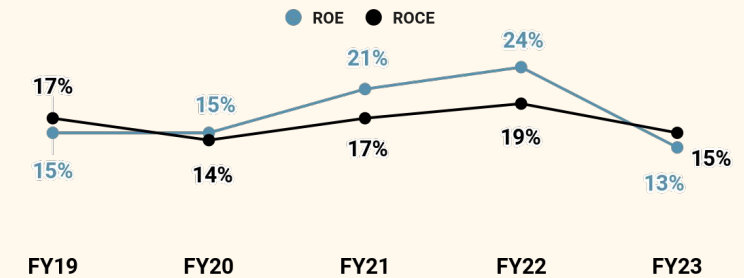
Key performance indicators

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
ROE	15%	15%	21%	24%	13%
ROCE	17%	14%	17%	19%	15%

Key Updates

Key business updates

New partnership

Partnered with **agineo**, Germany based ServiceNow Elite partner to strengthen our market presence
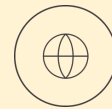
New clients

Signed six new enterprise clients during Q3 of 2023-24

M&A pipeline

4 Salesforce focused assets

1 Mendix focused asset with India delivery and UAE market access

Events & applauds

Our annual flagship event Innovation day was organised. Also participated in and hosted various events within the Salesforce, ServiceNow, UI/UX ecosystem

Awarded as Great Place to Work for the 8th time

ESG & CSR

Health checkup camps for the team

Security awareness campaign

Shakti - Initiative for Women Empowerment

Financial highlights for Q3
Oct-Dec 2023

Financial performance for quarter Oct-Dec 23

Stable results

Profit margins improved on account of optimization of costs

We continue to aggressively invest in sales efforts, and in the teams in high growth areas.

(₹ in crores)	Dec 2023	Dec 2022	YoY Change	Sep 2023	QoQ Change
Revenue	₹ 94	₹ 102	-8%	₹ 95	-1%
EBITDA	₹ 16	₹ 23	-30%	₹ 15	3%
PAT	₹ 6	₹ 9	-40%	₹ 4	32%

In USD terms, revenue declined by 2% QoQ

Unaudited consolidated profit & loss for quarter Oct-Dec 23

(₹ in crores)	Quarter ended		
Particulars	**Dec 2023**	**Sep 2023**	**Dec 2022**
Revenue from operations	89	91	98
Other income	5	4	4
Total revenue	**94**	**95**	**102**
Less: Total expenditure (excl D&A, finance cost & tax)	78	80	79
EBITDA	**16**	**15**	**23**
EBITDA margin	17%	16%	22%
Less: D&A, finance cost & tax	10	11	13
PAT	**6**	**4**	**9**
PAT margin	6%	4%	9%

Revenue
Operating revenue marginally declined due to project completions and holidays in Q3

Increase in Other income is on account of reversal of lease liability

EBITDA
Stable margins QoQ

PAT
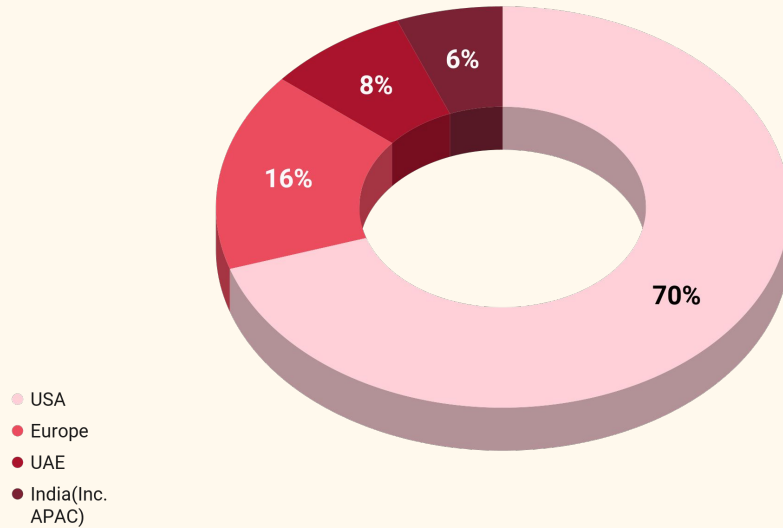Improved tax rate on account of increased income in beneficial tax paying units

DSO
Owing to better collection of receivables, DSO Improved from 73 days in Sep 2023 to 67 days in Dec 2023.
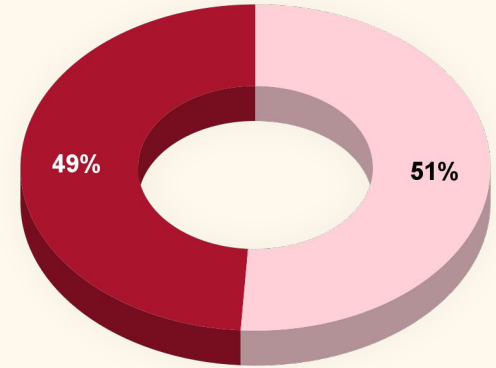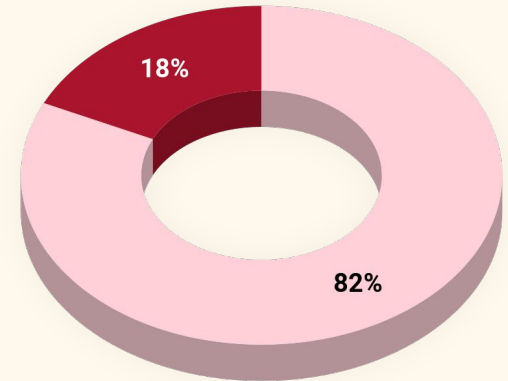
Revenue breakup

By geography

By segment

- ● Digital Transformation
- ● Product Engineering

49%

51%

By business

- ● InfoBeans
- ● InfoBeans CloudTech

18%

82%
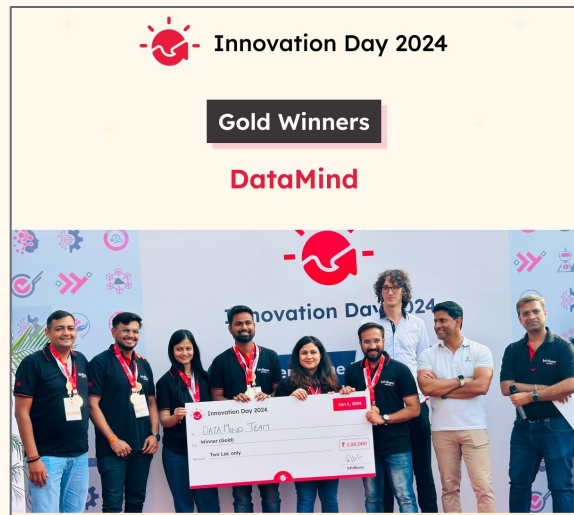
8%

6%

16%

70%

- ● USA
- ● Europe
- ● UAE
- ● India(Inc. APAC)

*Based on client HQ

Innovation Day

Glimpses of Innovation Day, our annual flagship event where 11 teams showcased their innovations around Salesforce, AI, RPA, ServiceNow and Blockchain

Datamind uses ML to right size the Virtual Machine storage and dynamically aligns workloads with ideal configurations. Saves storage costs and improves performance

Digital Asset Connector, acts as a bridge between Blockchain, NFTs, and Salesforce. It can convert any Web2.0 application into a Web3.0 application and have use cases in the Salesforce loyalty management cloud

IntelliAgent provides AI-driven insights for real-time incident analysis, offers RPA integration for automated error-free resolution of workflows in ServiceNow.

Success Stories

Accelerators creating meaningful impact

Stanza
BY INFOBEANS

A comprehensive solution for very niche but severely underserved industry (Standards Developing Organizations). Adheres to ANSI guidelines. Already signed one client.

Spacewarp

Storage cost optimization solution for large organizations using **ServiceNow.** Reduces storage cost by 80% and improves database performance without affecting user experience. Already signed one Fortune 500 client

ULTRA
Field History Tracker

The product has been deployed at 20 client locations and 44000 licenses have been sold. Useful field auditing tool that enforces governance by tracking history data within **Salesforce**.

Lighthouse

A **Salesforce** solution offering a comprehensive view of Salesforce instances. Demoed during Dreamforce in SFO and earned great applause. Active discussions with clients in progress

On the ground

Events || ServiceNow

ServiceNow world forum

At ServiceNow World Forum in Toronto, Canada. Increasing our visibility in ServiceNow ecosystem in Canada

Also, sponsoring ServiceNow Summit in Vancouver during early March

HR Tech Conference

Attended HR Technology Conference & Exposition 2023 in Las Vegas to showcase our customer success stories in ServiceNow HRSD

We have done some of the most complex HRSD implementations for our Fortune 100 client

Service Management World

Attended Service Management World in Orlando, Florida where ServiceNow was a Platinum sponsor.

Met some key clients in the region and exhibited our client success stories

Events || Salesforce

Dev Days - India

Sponsored the Salesforce Dev Days in Hyderabad, Pune, Jaipur, and Nagpur.

More than 25 team members from InfoBeans exhibited our Salesforce capabilities, demos and presented various accelerators at each location.

Meet the Experts

InfoBeans was invited to an exclusive invite-only event for select partners of Salesforce at Bangalore

Our team discussed on client success stories, and the roadmap of the Omnistudio offering of Salesforce with Mr. Raja Kondreddy, Director of Practice Development at Salesforce.

Philippines Dreaming

Participated and exhibited game-changing solutions around CPQ, marketing automation, org health audits and more on our Booth in Philippines.

Events || Gen AI, CX and UX

Hosted Gen-AI Event in Dallas

Hosted The future of GenAI in collaboration with WVip where our team presented thoughts around AI-powered content optimization, Predictive trend spotting, and deep dived into how data-driven intelligence can be used to interpret the content

HR Tech Conference

Organised a session during the DHL Pan India Tech Talk event, where Arpit Jain shared engaging insights on 'The Pivotal Role of CX and UX Design in Elevating the Logistics Experience,' and Deepesh Bhatia provided insights on 'Gen-AI'

Team engagement

Billboards in Indore for our ServiceNow Superstars

Recognising our team members for their efforts in building the ServiceNow practise over the past decade. This is also an effort to increase our visibility in the local ServiceNow community and attract talent

Creating WOW

Celebrating our 8th Award

Celebrating 10 year partnership with NASSCOM

Receiving appreciation certificate at
NASTech Pune 2023

# A business should benefit humans

CSR & ESG updates

CSR update

→ Glimpse of workshop mera Gaon meri duniya at InfoBeans Foundation where students explored decision-making, interrelationships, empathy, self-reflection ("Who am I?"), and the impact of positive/negative thinking.

→ Anuradha Balaram, a member of the Finance and Personnel Committees at IIM Indore, led a session titled "Empowering Tomorrow: Igniting Youth and Women in Society" at InfoBeans Foundation

ESG update

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

→ **Shakti** is a new initiative which will provide leadership skills development platform to all our female Team Members. A kick-off session by IIM governor Dr. Anuradha Balaram was conducted

→ In October, our campaign heightened **cybersecurity awareness** and equipped our team to identify and address risks

Market data

Market data

(as on 31st December, 2023)

25.8%

74.2%

● Promoter ○ Public
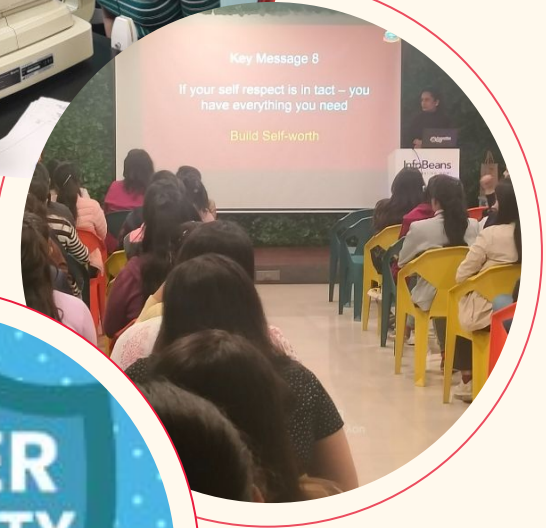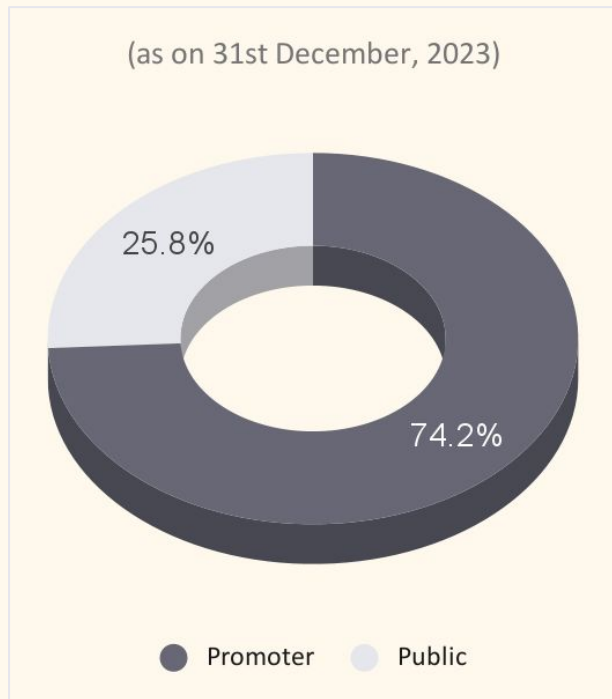
Price data as of 31st Dec, 2023	
Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 months EPS (₹)	7.41
Market Price (₹)	438.40
Market Cap (₹ Crs)	1065.24
Trailing PE	59.16

InfoBeans
CREATING WOW!

Thank You!

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