

To,

Date: 28th October, 2024

The Listing and Compliance Department, National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G block, Bandra Kurla Complex, Bandra East, Mumbai – 400051 Script Code: SM – INFOBEAN	The Manager, Listing Dept. BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001 MH- IN SYMBOL: INFOBEAN Scrip Code: 543644
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Subject: Investor Presentation

Dear Sir/Madam,

With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited (CIN L72200MP2011PLC025622) Investor Presentation on Financial Results for the Quarter ended on 30th Sep, 2024

This is for your information and records.

For InfoBeans Technologies Ltd

Surbhi Jain
Company Secretary and Compliance Officer



InfoBeans
CREATING WOW!

Investors Call

For the quarter ending on 30 September, 2024

About InfoBeans

InfoBeans, founded in 2000 and now **1500+** strong, is a global Digital Transformation and Product Engineering organization.

We strive to deliver exceptional and meaningful value to our clients using best software technologies while solving their complex business problems.

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



USA
Silicon Valley, and
New York

Europe
Frankfurt



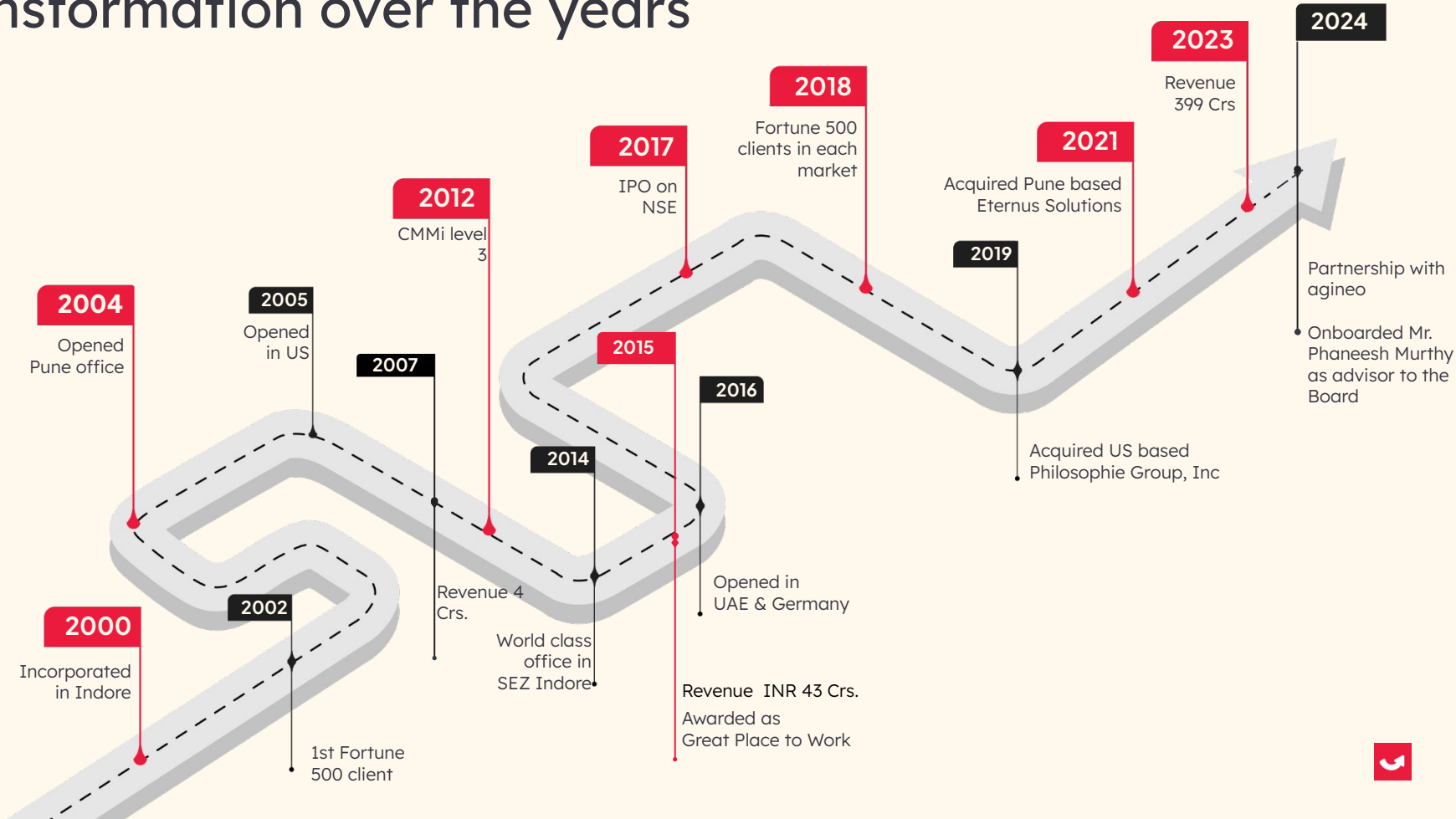
Middle East
Dubai



India
Indore, Pune, Chennai,
Vadodara, Bengaluru



Transformation over the years



InfoBeans at a glance

Overview

29

Large enterprise clients

90%

Repeat business

2

Successful acquisitions

269

Members with more than 5 years with us

2

Listed on NSE and BSE

Financials

H1 2024-25

₹ 202 Cr

Revenue

₹ 42 Cr

EBITDA

₹ 20 Cr

PAT

₹ 231 Cr

Cash & equivalent includes 75 Cr AR

26%

Revenue CAGR in last 5 years

Partnerships and awards



Summit



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



AI enabled Solutions

Deliver solutions using tools like Gemini, Generative AI, GitHub Copilot, TensorFlow, PyTorch, etc.



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



Key Updates



Key business updates

Financials

Revenue grows to INR 102Cr (8% YoY and 3% QoQ)

EBITDA margins jumped from 19% in Q1 to 23% in Q2.

New clients

Onboarded four clients
One Fortune 500 company
Two US-based large enterprises
One India-based large enterprise

M&A pipeline

One ServiceNow focused and one Salesforce focused assets in the pipeline

Events & applauds

Recognised as Asia's Best Employer Brand for the 8th time in a row

Recognized among the Top 100 Best Companies for Women to Work for in India

ESG & CSR

Foundation:
73 new placements done

Women Empowerment:
25 out of 60 women enrolled in Shakti empowerment program, advanced to the next level



Team



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



Emerson Taymor

SVP, Sales & Marketing
Design & Innovation Practice

- 15 years in Design & Sales
- 5 years with InfoBeans



Amit Makhija

SVP, Digital Transformation

- 25 years in Software Dev & Management
- 17 years with InfoBeans



Rajagopalan Kannan

SVP, Transformation and
Technology Excellence

- 24 years in Engineering
- 21 years with InfoBeans



Denise Cheung

SVP, Design & Innovation

- 25 years in Design & Innovation Services
- 2 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)
- 29 years in Software Sales
 - 14 years with InfoBeans



Darshana Jain

- VP, Technology
- 18 years of experience
 - 2 years with InfoBeans



Kanupriya Manchanda

- VP People
- 20 years in People & Development
 - 16 years with InfoBeans



Highly Experienced Core Team



Arpit Jain

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



Tarulata Champawat

- VP, Sales & Marketing (USA)
- 24 years in Engineering & Sales
 - 19 years with InfoBeans



Geetanjali Punjabi

- VP, Sales (UAE)
- 22 years in Sales Operations
 - 8 years with InfoBeans



Chaitanya Pandya

- VP, Delivery
Salesforce Practice
- 10 years experience in working on Salesforce solutions
 - 2 years with InfoBeans



Clients



Meet some of our clients



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



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



Full range of SaaS based integrated Human Resources solutions

Under NDA

A Fortune 200, among world's largest logistics companies



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 500, German multinational technology conglomerate

Under NDA

One of the world's largest wireless communications organizations

Under NDA

A pharmaceutical and technology company HQ in Germany, with about 60,000+ employees and a presence in 66 countries

Our large enterprise clients typically stay partnered with us for over 9 years on average. Moreover, 90% of our clients choose to renew our services each year. This demonstrates the quality of our offerings and the trust we build with our clients.

Financial Update



Snapshot: Jul-Sep 24

(₹ in crores)

	Sep 2024	Sep 2023	YoY Change	Jun 2024	QoQ Change
Revenue	₹ 102	₹ 95	8%	₹ 100	2%
EBITDA	₹ 23	₹ 15	52%	₹ 19	25%
PAT	₹ 13	₹ 4	201%	₹ 8	63%

In USD terms, revenue grew 7% YoY



Audited Consolidated Profit & Loss as on 30th Sep, 2024

(in ₹ Crore)	Quarter Ended		
	Sep 2024	Sep 2023	Jun 2024
Particulars			
Revenue from operations	98	91	97
Other income	4	4	3
Total Revenue	102	95	100
Less: Total Expenditure (excl Dep and Interest cost)	79	80	81
EBITDA	23	15	19
EBITDA Margin	23%	16%	19%
Less: D&A, Finance cost and Tax	10	11	11
PAT	13	4	8
PAT Margin	12%	4%	8%

Revenue

Demand improved over the year

EBITDA & PAT

Better resource utilization and cost improvements contributed to increase in margins



Snapshot: H1 Apr-Sep 24

(₹ in crores)

	Sep 2024	Sep 2023	YoY Change
Revenue	₹ 202	₹ 190	7%
EBITDA	₹ 42	₹ 30	39%
PAT	₹ 20	₹ 8	166%

In USD terms, revenue grew 4% YoY



Audited Consolidated Profit & Loss as on 30th Sep, 2024

(in ₹ Crore)	Half Year Ended		Year ended
	Sep 2024	Sep 2023	Mar 2024
Particulars			
Revenue from operations	195	183	369
Other income	7	7	15
Total Revenue	202	190	384
Less: Total Expenditure (excl Dep and Interest cost)	160	160	317
EBITDA	42	30	67
EBITDA Margin	21%	16%	17%
Less: D&A, Finance cost and Tax	22	22	45
PAT	20	8	22
PAT Margin	10%	4%	6%

Revenue

Demand showed significant improvement over the period

EBITDA & PAT

EBITDA improved by 500 basis points and PAT improved by 600 basis points as compared to Sep 2023

Investment focus

We continue to invest in sales and AI-enabled technologies



Audited Consolidated Balance Sheet as on 30th Sep, 2024

(in ₹ Crore)	Period Ended	
	Sep 2024	Mar 2024
Particulars		
<u>Assets</u>		
Non current	167	189
Current Assets	240	216
Total Assets	407	405
<u>Equities & Liabilities</u>		
Total Equity	315	296
Non Current Liabilities	51	53
Current Liabilities	41	56
Total Equity & Liabilities	407	405

Assets

The amortization of intangibles led to a decrease in non-current assets

An increase in investments and cash equivalents led to a rise in current assets

Equity and Liabilities

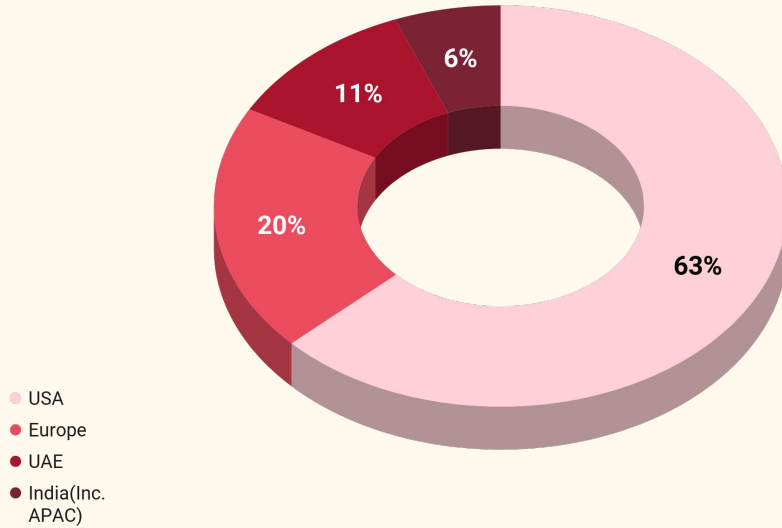
Accumulated profits contributed to an increase in total equity

The decrease in current liabilities is due to the elimination of deferred consideration payments for acquisitions



Revenue breakup

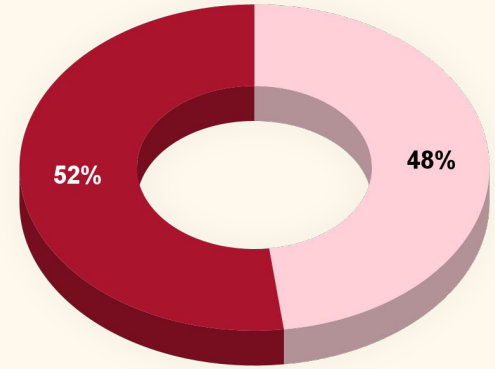
By geography



**Based on client HQ*

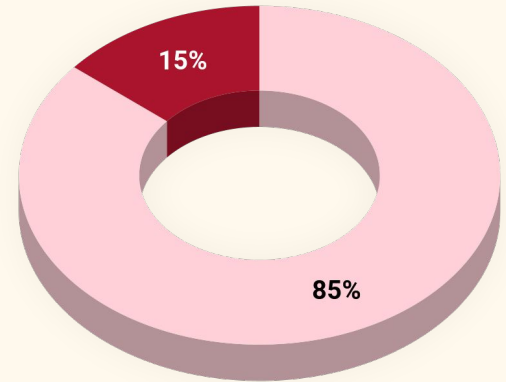
By segment

- Digital Transformation
- Product Engineering



By business

- InfoBeans
- InfoBeans CloudTech



On the ground



Celebrating our 8th triumph!

Asia's Best Employer Brand Award



Celebrating our 3rd triumph!

We're in India's Top 100 Best Companies for Women





Roundtable by
ServiceNow in
Mumbai



A business should benefit
humans





Women Empowerment : 60+ women joined the 6-month Shakti empowerment program, with 25 advancing to the next level

40+ students placed at Softude





'एक पेड़ माँ के नाम'

Participation in the tree plantation drive, 'एक पेड़ माँ के नाम,' where an astounding 11 lakh saplings were planted, setting a remarkable Guinness World Record within 24 hours in Indore.

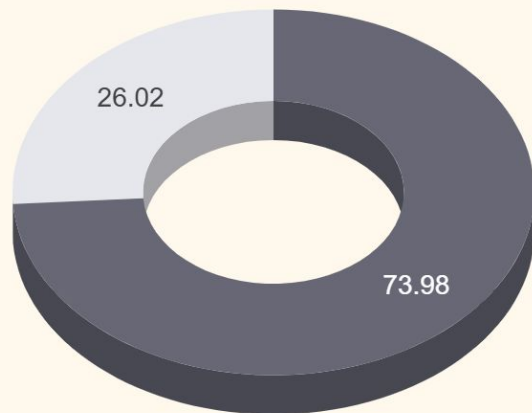


Market Data



Market data

(as on 30th Sep 2024)



● Promoter ● Public

Price data as of 30th Sep, 2024

Face Value	10.00
Equity Shares Outstanding (Lakhs)	243.68
Trailing 12 months EPS (₹)	14.47
Market Price (₹)	425.10
Market Cap (₹ Crs)	1035.92
Trailing PE	29.37





Thank You!

Mridul Maheshwari

Corporate Development & IR

investor.relations@infobeans.com