

To,

Date: 31st July, 2023

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

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 First Quarter ended on 30th June, 2023.

This is for your information and records.

For InfoBeans Technologies Ltd

Surbhi Jain


Surbhi Jain
Company Secretary and Compliance Officer



InfoBeans
CREATING WOW!

InfoBeans Investors Call

Quarter ended on 30th June, 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!



USA

Silicon Valley, LA,
Atlanta, New York

Europe

Frankfurt,
Czech Republic



Middle East

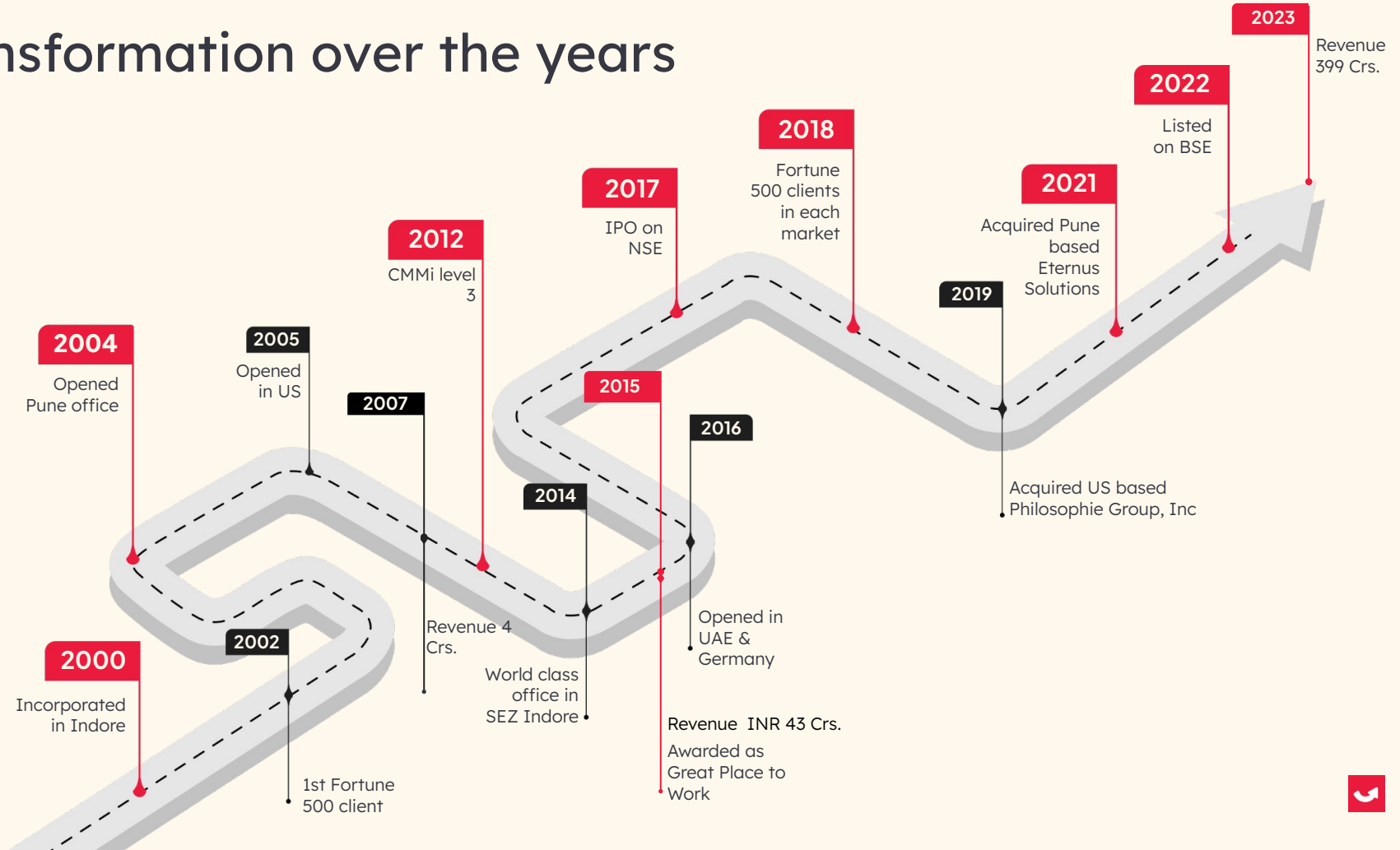
Dubai

India

Indore, Pune, Chennai,
Vadodara



Transformation over the years



InfoBeans at a glance

Overview

2000

Born

13

Years of active growth

1450+

Team members smiling

74

Clients with over ₹1 Cr invoiced*

15

Active fortune 500 clients*

Financials

FY 22-23
in INR Crs

₹ 399

Revenue

₹ 85

EBITDA

₹ 36

PAT

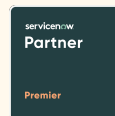
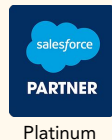
₹ 176

Cash & Equivalent

42%

Revenue CAGR since inception

Partnerships & Awards



AUTOMATTIC



*For FY 2022-23



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



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



tripadvisor

A Future 50, online travel company

Under NDA

A Fortune 200, among world's largest logistics companies



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



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

Under NDA

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



Full range of SaaS based integrated Human Resources solutions

Under NDA

A Fortune 500, cloud data services and data storage company

Under NDA

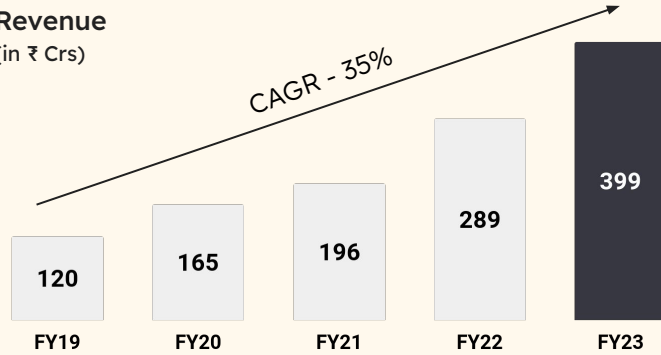
Publicly traded large technology company. Develops all-flash data storage hardware and software products

HISTORICAL PERFORMANCE

Key performance indicators

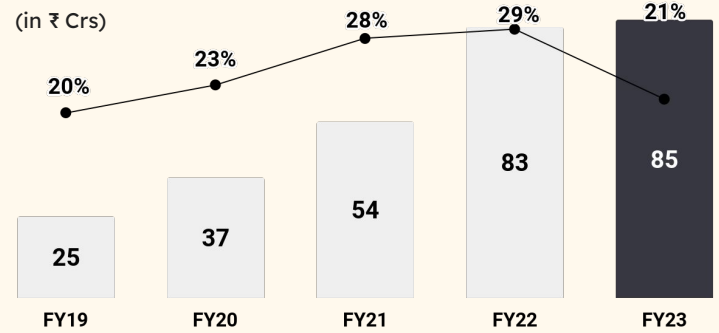
Revenue

(in ₹ Crs)



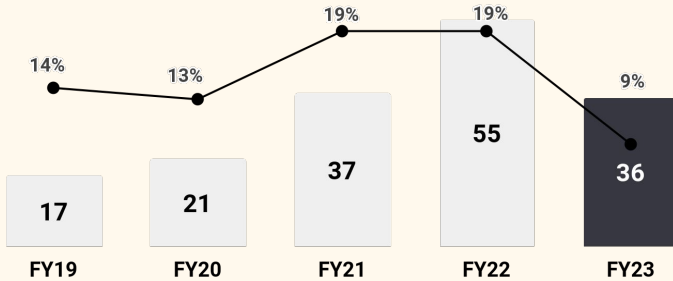
EBITDA

(in ₹ Crs)



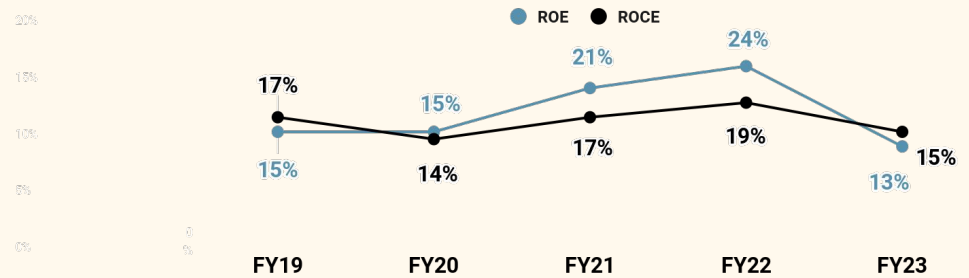
PAT

(in ₹ Crs)



ROE and ROCE

(in ₹ Crs)



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



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



Highly Experienced Core Team



Amit Makhija

- VP Digital Transformation
- 24 years in Software & Management
 - 16 years with InfoBeans



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

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



Dena Hayes

- VP People & Culture (USA)
- 16+ years of experience in Strategic Planning
 - Organisational Development



Geetanjali Punjabi

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



Highly Experienced Core Team



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



Manish Malpani

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



Rajagopalan Kannan

- VP Product Engineering
- 23 years in Software Engineering
 - 20 years with InfoBeans



Ram Lakshmi

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



Tarulata Champawat

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



Financial highlights for Q1 Apr-Jun 2023



Financial performance for quarter Apr-Jun 23

Stable revenue. To grow from here and recover our margins, we are investing in new tech, optimizing team size, building teams in high growth areas, and passing on the cost to our customers

₹ in Crs	Jun 2022	Mar 2023	Jun 2023
₹ Total revenue	98 -4%	97 -3%	94
↗ EBITDA	24 -37%	16 -5%	15
₹ PAT	12 -70%	5 -27%	3

In USD terms, revenue decreased by 0.5% QoQ



Audited Consolidated Profit & Loss as on 30th Jun, 2023

(in ₹ Crs)	Quarter ended		
	Jun 2022	Mar 2023	Jun 2023
Particulars			
Revenue from operations	96	92	92
Other income	2	5	2
Total revenue	98	97	94
Less: Total expenditure (excl D&A, finance cost & tax)	75	81	79
EBITDA	24	16	15
EBITDA margin	24%	16%	16%
Less: D&A, finance cost & tax	12	11	12
PAT	12	5	3
PAT margin	12%	5%	4%

Revenue

Our revenue from operations remain stable QoQ.

EBITDA

Key reasons for contraction

- Drop in utilization on account of slowdown in new sales
- Provisions for bad debt of INR 1.5 Cr. These are just provisions and not actual bad debts.

PAT

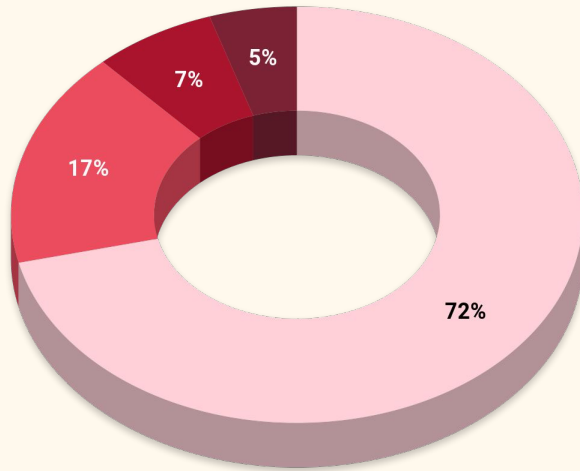
Key reasons for increase in tax rate

- Sunset of SEZ benefits in one unit and reduction of benefit from 100% to 50% in the other
- More profits in non-sez units



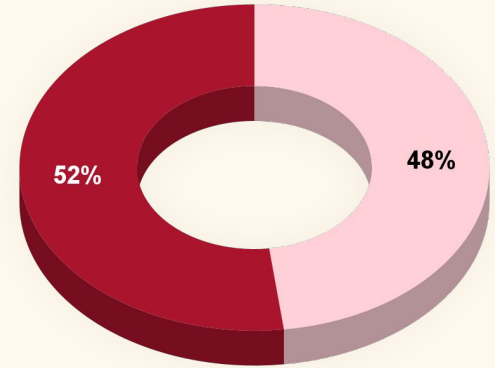
Revenue breakup

By geography



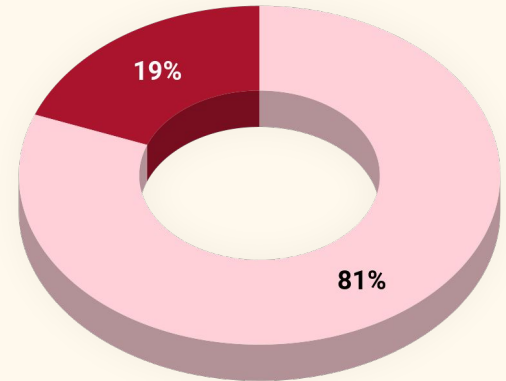
- USA
- India
- Europe
- UAE

By segment



- Digital Transformation
- Product Engineering

By business



- InfoBeans
- InfoBeans CloudTech



Key Updates



We are creating meaningful impact for our stakeholders by using latest technologies

AI

Created engine on ChatGPT and trained the application

This improved efficiency in resolving queries received at client's call centre

Art Exchange Platform

Developed the first auction-based universal trading platform for [AshareX](#)*

This will democratize access to high-value alternative assets through fractional ownership, starting with fine art.

Accelerators developed

Customizable Enterprise NFT marketplace

Asset traceability toolkit

Corporate and industrial 3D/Metaverse application

(We are integrating these solutions with cutting edge cloud platforms like Salesforce and ServiceNow)



Other updates

We continue to invest in new age technology, sales and team efficiency

Attendance & Attrition

Attrition reduced to 1% per month

80%+ attendance in Indore

Increased attendance in Pune, Vadodara and Chennai

Increased chargeable rates

We are able to pass on the increase in costs with many contract revisions. This is an ongoing process

Till date our billing rates have increased in more than 50% of our existing accounts

Development of our team

Training

- 117 in Salesforce and ServiceNow
- 87 in AWS and Azure
- 58 in AI/ML/Blockchain

M&A updates

Constantly on the lookout for the right fit. We will acquire, but only when we find the right company that gels well with our ecosystem.

Currently evaluating opportunities in Salesforce, ServiceNow and hyperscalers



On the ground



Events



ServiceNow Knowledge 2023

InfoBeans was at ServiceNow's annual flagship event, Knowledge 23, in Las Vegas.



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.



Consensus 2023

InfoBeans' in Web3 the world's largest blockchain and cryptocurrency conference, Consensus 2023



Events



Salesforce World Tour

Partnered with Salesforce World Tour Essentials as a **Gold Sponsor**

ANSI 2023 Spring(CMF)

Tarulata Champawat and Vandana Sharma from InfoBeans were invited to the CMF event in Florida, USA, as subject matter experts.



Leadership, Learning and Development



Co-Advantage

CoAd-Conclave. a knowledge sharing program that effectively provides **cross-team training and builds a culture of continuous learning**



AI/ML Symposium

AI Symposium to explore the latest trends and innovations in **Artificial Intelligence and Machine Learning**



Speeches to Inspire

"Speeches to Inspire" promotes **personal development and public speaking abilities** for next gen leaders



Leadership, Learning and Development



IQVIA Workshop

Four Week offline training workshop to train team members on the **IQVIA eQMS product**



Salesforce

A learning programme organised by Salesforce team to conduct a **series of sessions** on various **Salesforce clouds, technologies, and in-house project implementation**



Consulting Workshop

This Workshop aimed to **develop the Consulting Mindset** in candidates through role plays featuring team members as consultants, customers, and observers.



Fitness Goals @InfoBeans



International Yoga Day



InfoBeans Sports
Championship 2023



Celebration @InfoBeans



Fathers's Day Celebration
#SuperDadsofInfoBeans



Mother's Day Celebration
#SuperMomsofInfoBeans



Our religion in action Creating **WOW** Applauds 2023



Madhya Pradesh Brand Leadership award

5th time in a row



A business should benefit humans



CSR/ESG Update

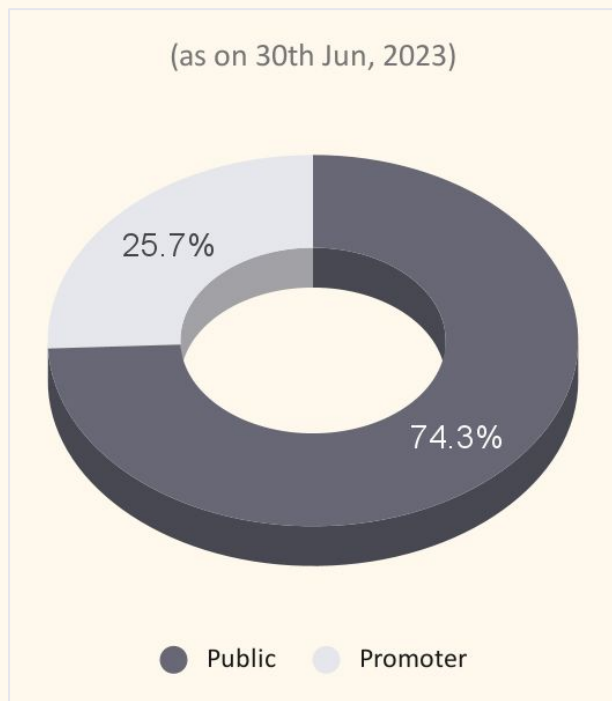
- Plantation Drive held by InfoBeans on 22nd July, 2023
- InfoBeans planted 500 trees
- Contribution of Rs. 10,00,000 to InfoBeans Social and Educational Welfare Society



Market data



Market data



Price data as of 30th Jun, 2023

Face Value	10.0
Equity Shares Outstanding (Lakhs)	242.5
Trailing 12 months EPS (₹)	11.4
Market Price (₹)	458.2
Market Cap (₹ Crs)	1113.2
Trailing PE	40.2





Thank You!

Mridul Maheshwari

Corporate Development & IR

investor.relations@infobeans.com