

To,

Date: 31st Oct, 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 Quarter and half year ended on 30th September, 2023

This is for your information and records.

For InfoBeans Technologies Ltd

**Surbhi Jain
Company Secretary and Compliance Officer**



InfoBeans
CREATING WOW!

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!



USA

Silicon Valley, LA,
Atlanta, New York

Europe

Frankfurt,
Czech Republic



Middle East

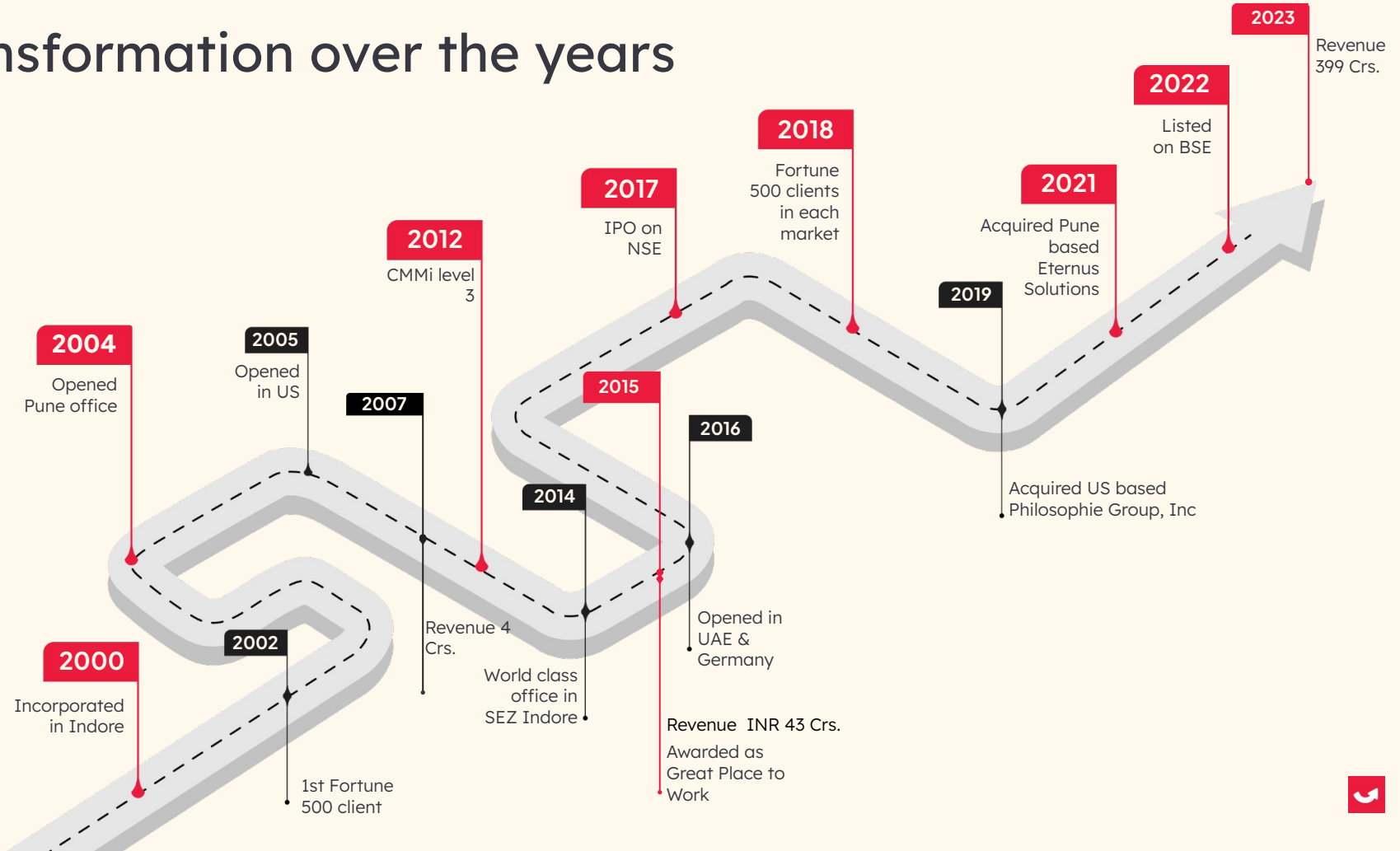
Dubai

India

Indore, Pune, Chennai,
Vadodara, Bengaluru



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

H1 2023-24
in INR Crs

₹ 190

Revenue

₹ 30

EBITDA

₹ 8

PAT

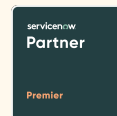
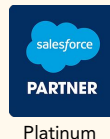
₹ 193

Cash & Equivalent

41%

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

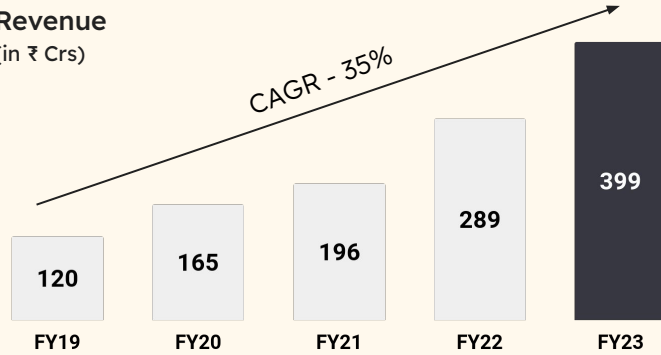
Publicly traded large technology company. Develops all-flash data storage hardware and software products

HISTORICAL PERFORMANCE

Key performance indicators

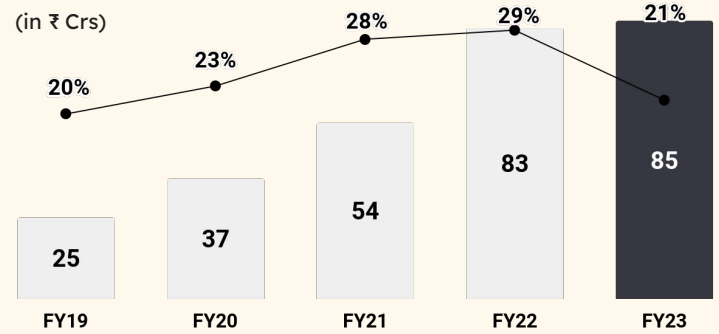
Revenue

(in ₹ Crs)



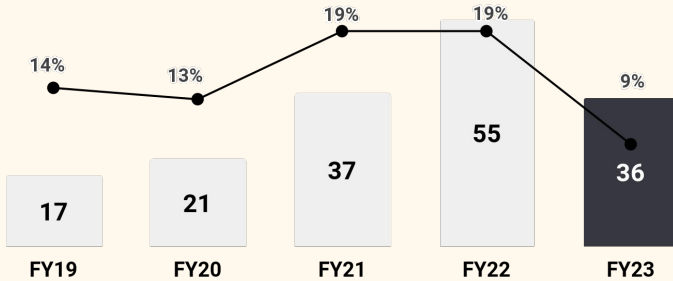
EBITDA

(in ₹ Crs)



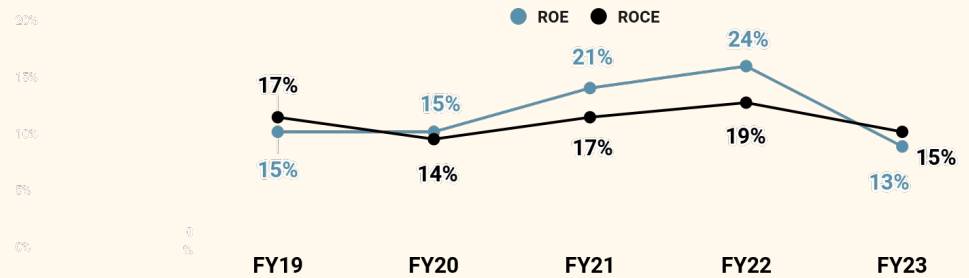
PAT

(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



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



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

(in ₹ Crs)	Quarter ended		
	Sep 2022	Jun 2023	Sep 2023
Particulars			
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

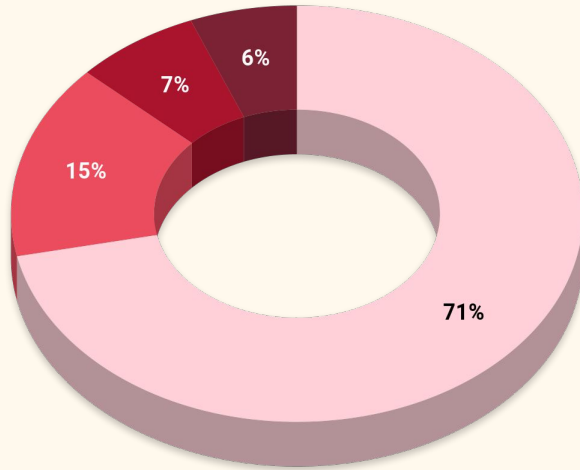
PAT

- Lesser tax due to increase in tax exempt income



Revenue breakup

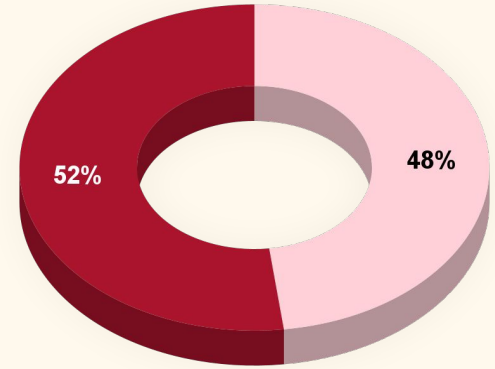
By geography



- USA
- Europe
- UAE
- India

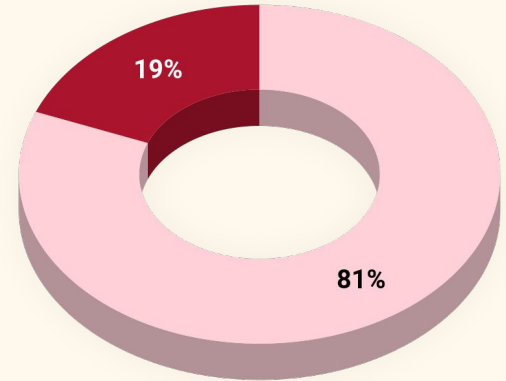
**Based on client HQ*

By segment



- Digital Transformation
- Product Engineering

By business



- InfoBeans
- InfoBeans CloudTech



Key Updates



Key business updates



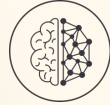
New partnership

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.



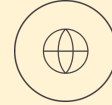
Clients landed

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 Dublin & EMEA 2023
11 October 2023

Upcoming Talk
**Product Led Growth
versus Sales Led Growth**

Emerson Taymor
SVP, Global Sales and Marketing



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

Celebrating our 2nd triumph

Top 100 Best Companies for Women in India 2023



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

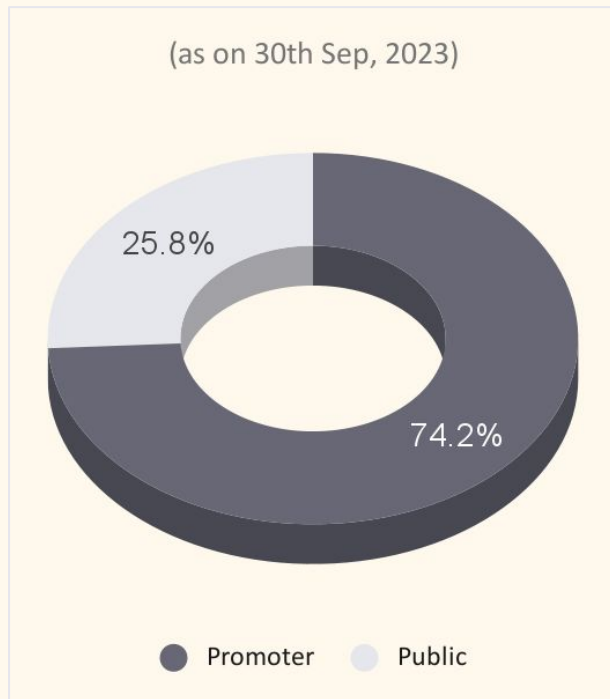
Signifies our dedication to employee safety and well-being



Market data



Market data



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