InfoBeans
CREATING WOW!

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To,
National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Date: 04th November, 2022

Subject : Investor Presentation
Reference : SM – INFOBEAN

Dear Sir/Madam,

With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited Investor Presentation on Financial Results for the Quarter and Half-Year ended on 30th September, 2022.

This is for your information and records.

For InfoBeans Technologies Ltd

Surbhi Jain
InfoBeans Technologies Limited INDORE

Surbhi Jain
Company Secretary and Compliance Officer

InfoBeans Investors Call

QUARTER ENDING **SEPTEMBER 2022**

About InfoBeans

InfoBeans, founded in 2000 and now 1600+ 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!

InfoBeans at a glance

Overview

- **2000** Born
- **12** Years of Active growth
- **80+** Active Clients WOWed to date
- **1625+** Team Members smiling
- **13** Active Fortune 500 Clients
- **6** Active Unicorn Clients

Financials

H1 of FY23

- **₹ 200 Cr** Revenue
- **₹ 46 Cr** EBITDA
- **₹ 22 Cr** PAT
- **₹ 153 Cr** Cash & Equivalent
- **66%** Revenue growth H1 YoY
- **42%** Revenue CAGR since inception

Partnerships & Awards

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER

Platinum

servicenow Partner Premier

UiPath

AUTOMATTIC

Creatio

GREAT PLACE TO WORK®

ASIA'S BEST EMPLOYER BRAND AWARDS

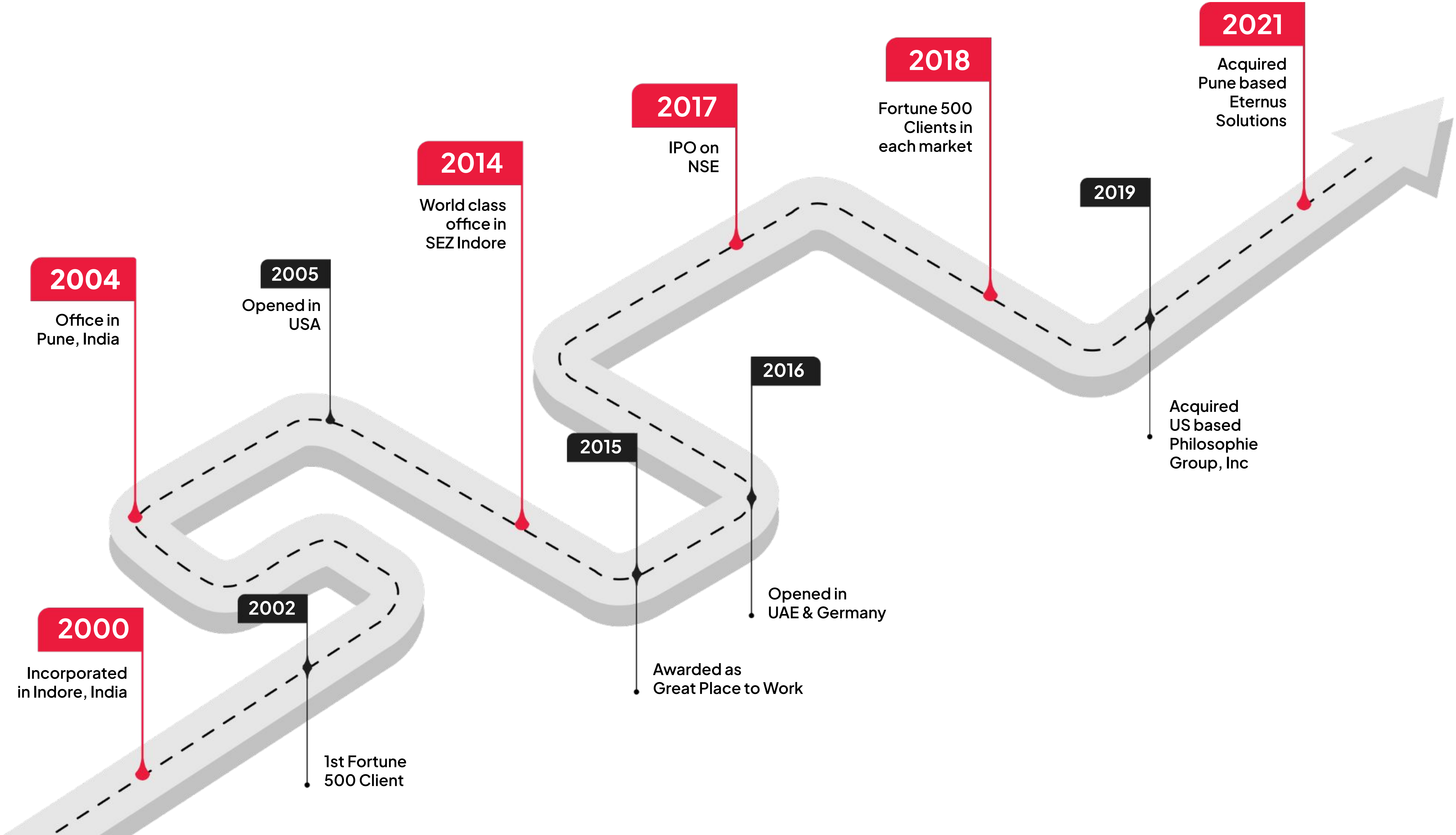
Dream Companies to work for

HR Excellence Awards 2022

The Economic Times INDIA'S GROWTH CHAMPIONS 2022 statista

Financial Times statista HIGH-GROWTH COMPANIES ASIA-PACIFIC 2022

Transformation over the years



Board of Directors

Siddharth Sethi
Co-founder

Mitesh Bohra
Co-founder

Avinash Sethi
Co-founder

Santosh Muchhal
Independent Director

Sumer Bahadur Singh
Independent Director

Shilpa Saboo
Independent Director

Highly Experienced Core Team

Jitendra Tanna

Growth Evangelist | EVP

- 31 years in Management & Engineering

Emerson Taymor

SVP, Sales & Marketing Design & Innovation Practice

- 13 years in Design & Sales
- 3 years with InfoBeans

Shreyas Merchant

SVP, Salesforce Practice

- 27 years in Engineering & Sales

Denise Cheung

SVP, Design & Innovation

- 23 years in Design & Innovation Services

Highly Experienced Core Team

Amit Makhija

VP, Digital Transformation

- 23 years in Software & Management
- 15 years with InfoBeans

Arpit Jain

VP, Design

- 16 years in Software Design & Engineering
- 16 years with InfoBeans

Chaitanya Pandya

VP, Delivery Salesforce Practice

- 8+ yrs of experience in working on Salesforce solutions

Darshana Jain

Blockchain Evangelist | VP

- 16+ years of experience
- Recently Joined InfoBeans

Dena Hayes

VP, People & Culture (USA)

- 15+ Years of experience in Strategic Planning Organisational Development

Geetanjali Punjabi

VP, Sales (UAE)

- 20 years in Sales operations
- 5 years with InfoBeans

Highly Experienced Core Team

Jigar Shah

VP, Technology Salesforce Practice

- 14+ years of experience in working on Salesforce solutions

Kanupriya Manchanda

VP, People

- 18 years in People Development
- 14 years with InfoBeans

Manish Malpani

VP, Operations

- 18 years in Project Management
- 13 years with InfoBeans

Rajagopalan Kannan

VP, Product Engineering

- 22 years in Software Engineering
- 19 years with InfoBeans

Ram Lakshmi

VP, Client Success (USA)

- 27 years in Software Sales
- 12 years with InfoBeans

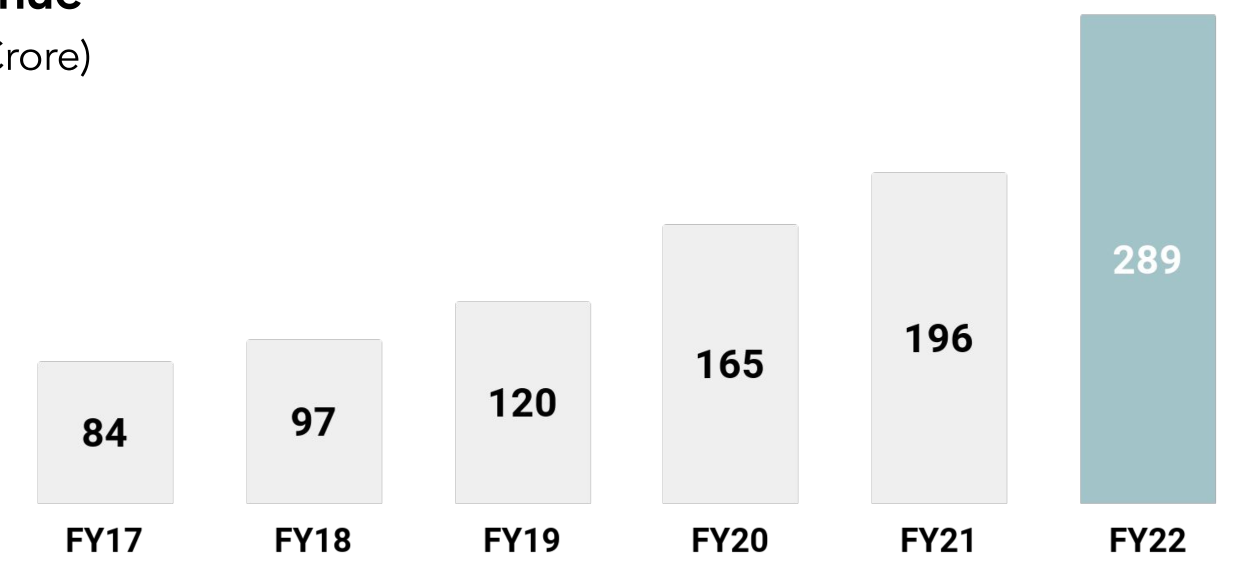
Tarulata Champawat

VP, Sales & Marketing (USA)

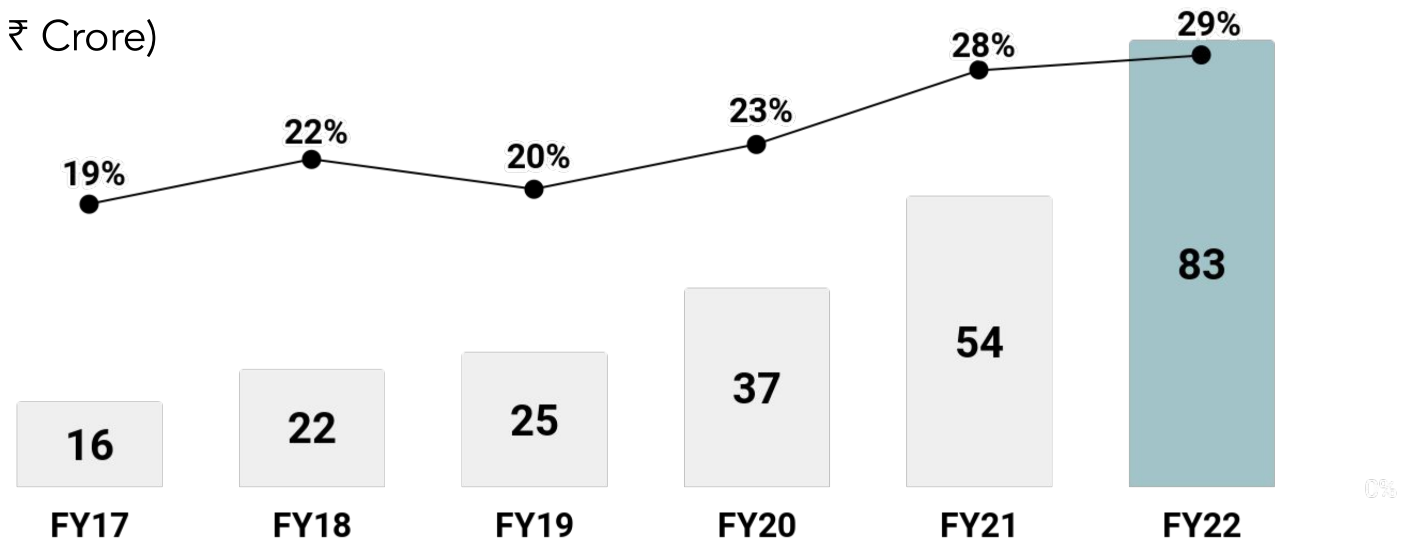
- 22 years in Engineering & Sales
- 17 years with InfoBeans

Key Performance Indicators

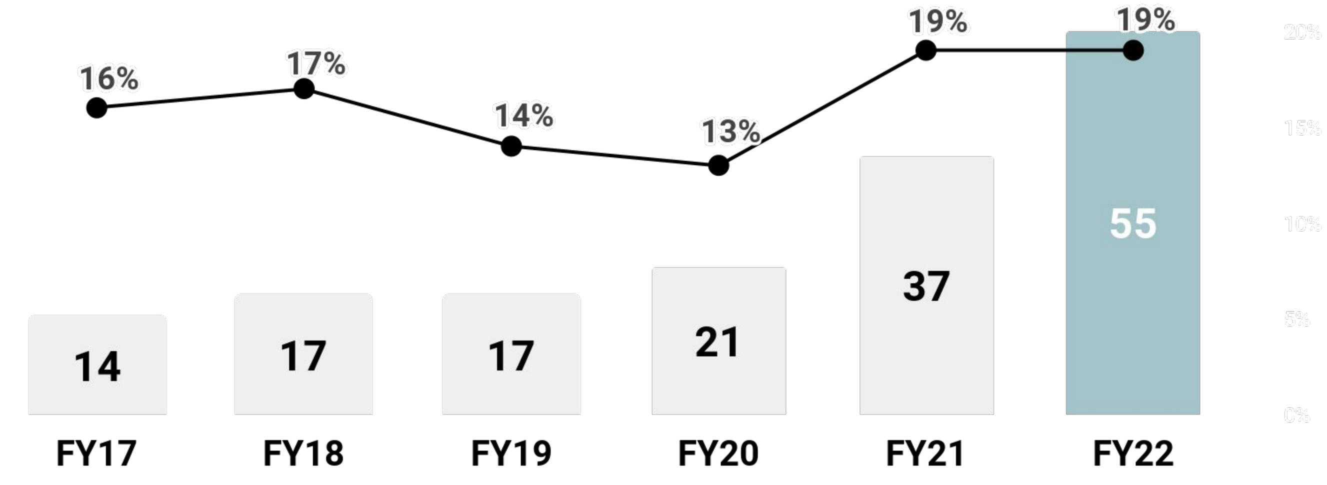
Revenue
(in ₹ Crore)



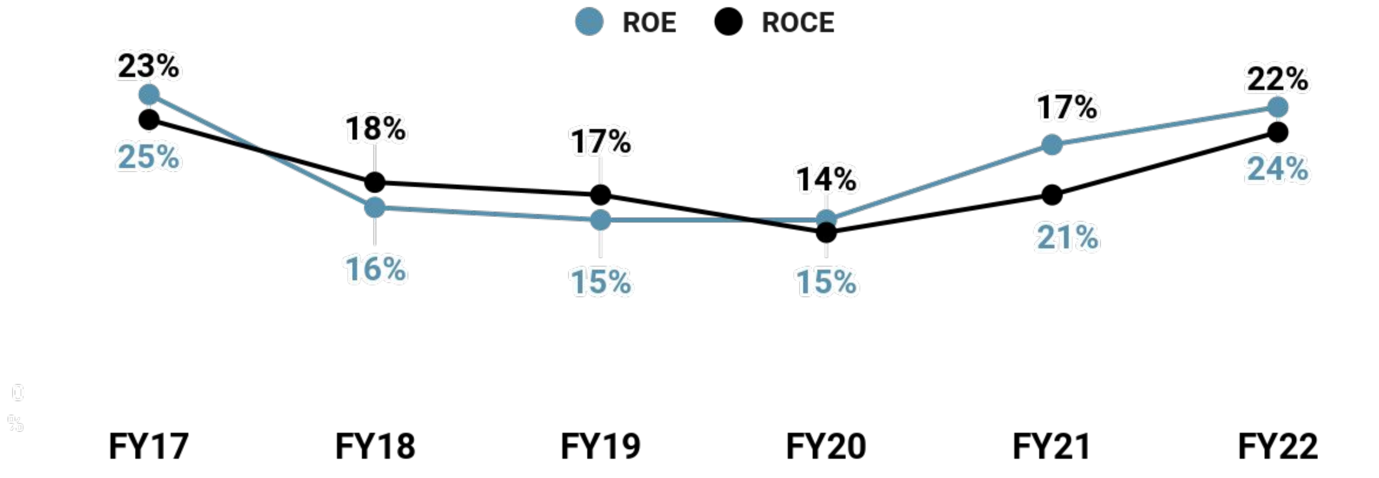
EBITDA & Margin (%)
(in ₹ Crore)



PBT & Margin (%)
(in ₹ Crore)



PAT & Margin (%)
(in ₹ Crore)



Key metrics for quarter ending in Sep 2022

(in ₹ Crore)	Quarter ending Sep 2022	Sep 2022 vs June 2022 (QoQ)		Sep 2022 vs Sep 2021 (YoY)	
₹ Revenue	102	98	3% ↑	65	57% ↑
EBITDA	23	24	-4% ↓	16	37% ↑
PAT	10	12	-12% ↓	12	-12% ↓

In USD terms, revenue growth is 64% YoY

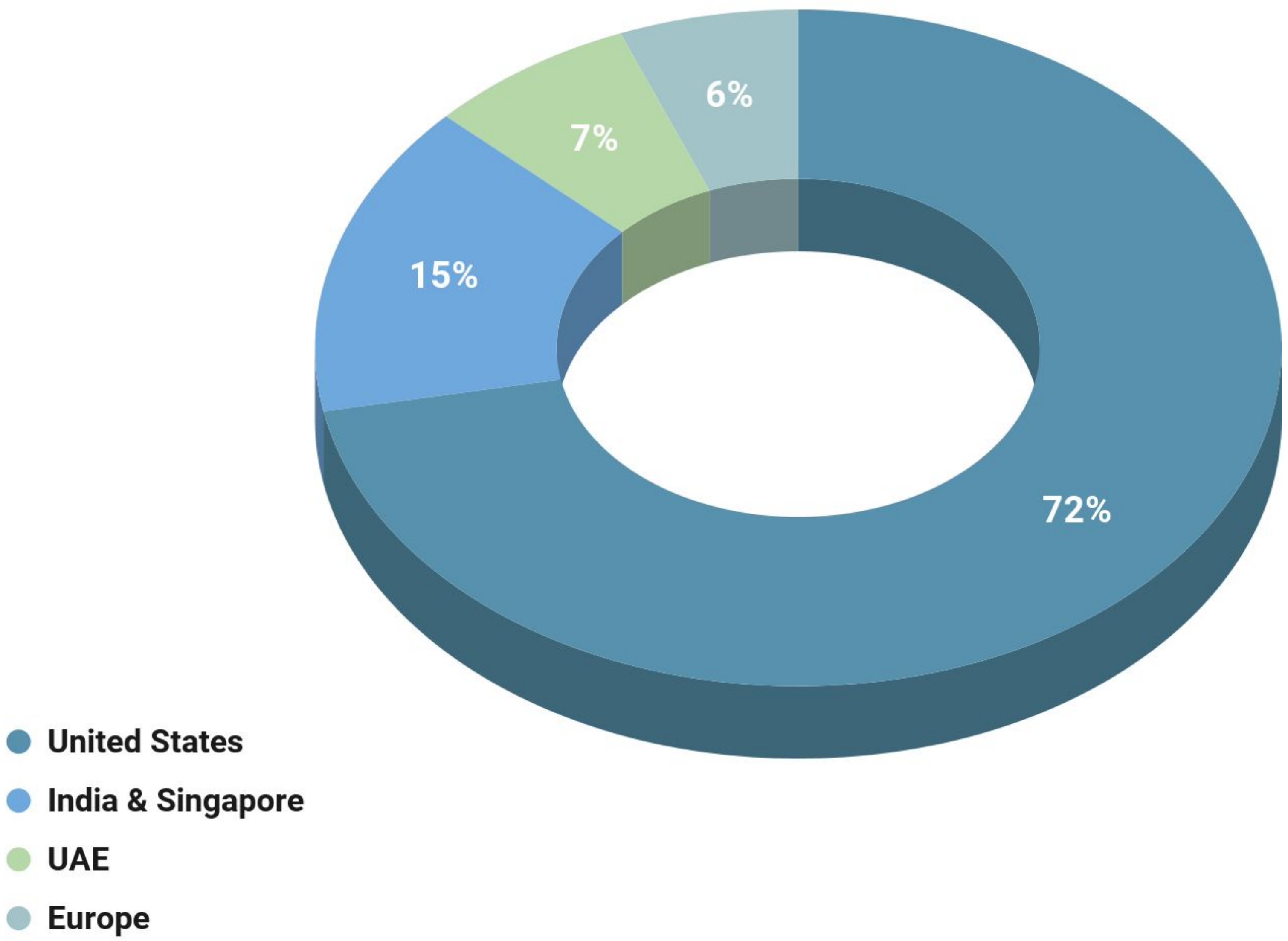
Key metrics for quarter ending in Sep 2022

(in ₹ Crore)	H1 - Sep 2022	Sep 2022 vs Sep 2021 (YoY)	
₹ Revenue	200	108	66% ↑
EBITDA	46	32	42% ↓
PAT	22	22	-2% ↓

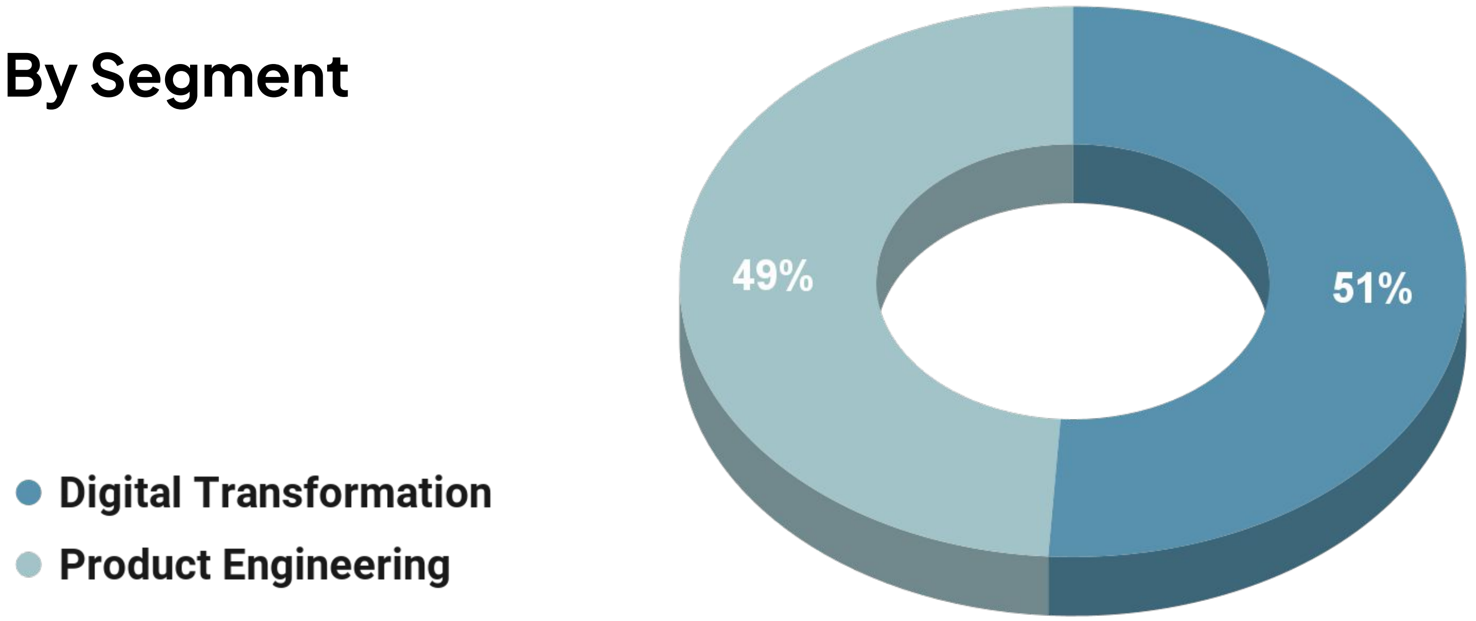
In USD terms, revenue growth is 58% YoY

Revenue breakup YTD – 2022

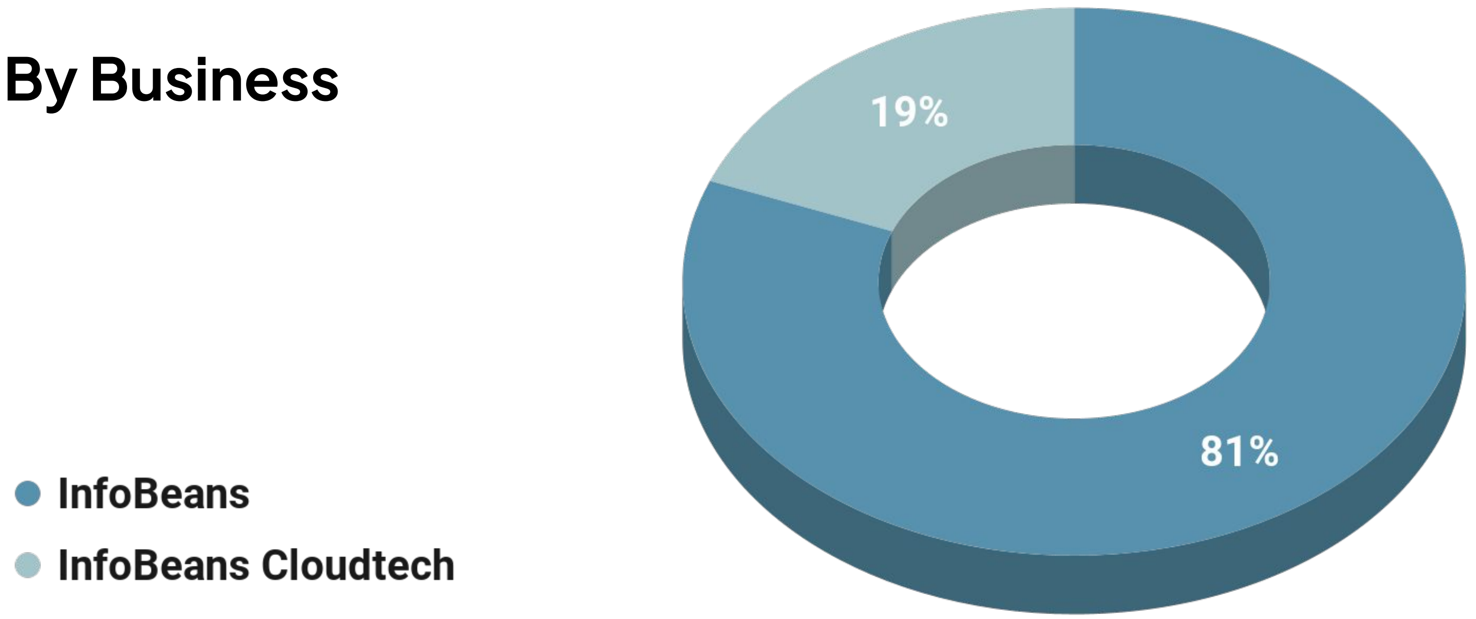
By Geography



By Segment



By Business



Key Business updates for Quarter ending Sep 2022

InfoBeans won its maiden project on Blockchain technology to help build an NFT platform for fractionalized art for an LA-based art share exchange

InfoBeans expanded in SAG-AFTRA, where the Design & Innovation team designed what to build and the development team in India is helping bring those designs to life

Large Enterprise Clients expansion - InfoBeans is now working with 11+ organization with Billion $ in revenue in comparison to 6 organizations in March 2022

Both the acquired entities are in the process of operating under one brand - InfoBeans. Distinguished identifies of each practice to be unveiled over the next few weeks. Brand unification is anticipated to complete by December 2022

Listing on Bombay Stock Exchange on 10th November by the hands of the honorable Chief Minister of MP in Mumbai at Hotel Taj President

Added new office space in Baner, Pune having 500+ seating capacity

Clients

A Few Esteemed Clientele

ALM

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

IQVIA

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

CoAdvantage

Full range of SaaS based integrated Human Resources solutions

Meta

FCL Tech Inc. a Meta subsidiary that develops aerospace & communication technologies

WM Waste Management

Fortune 500 Its a North America's leading provider of integrated environmental solutions.

tripadvisor

A Future 50, American online travel company with $1.5bn in rev

Under NDA

Fortune 500, cloud data services and data storage company

Under NDA

Fortune 200 company, World's largest logistics company, engaged worldwide

Under NDA

Largest vertically-integrated DTC reverse logistics service provider and inventory liquidation retailer in North America.

Scalable path through organic and inorganic strategies

Organic

- Invest in dedicated outbound sales efforts
  (Sales + Business Development + Account Managers)
- Continue to expand in existing clients
- Leverage Salesforce & ServiceNow partnership to enter into Enterprise clients and increase cross selling
- Build strong R&D capabilities to provide future ready solutions to customers
- Focus on North American expansion

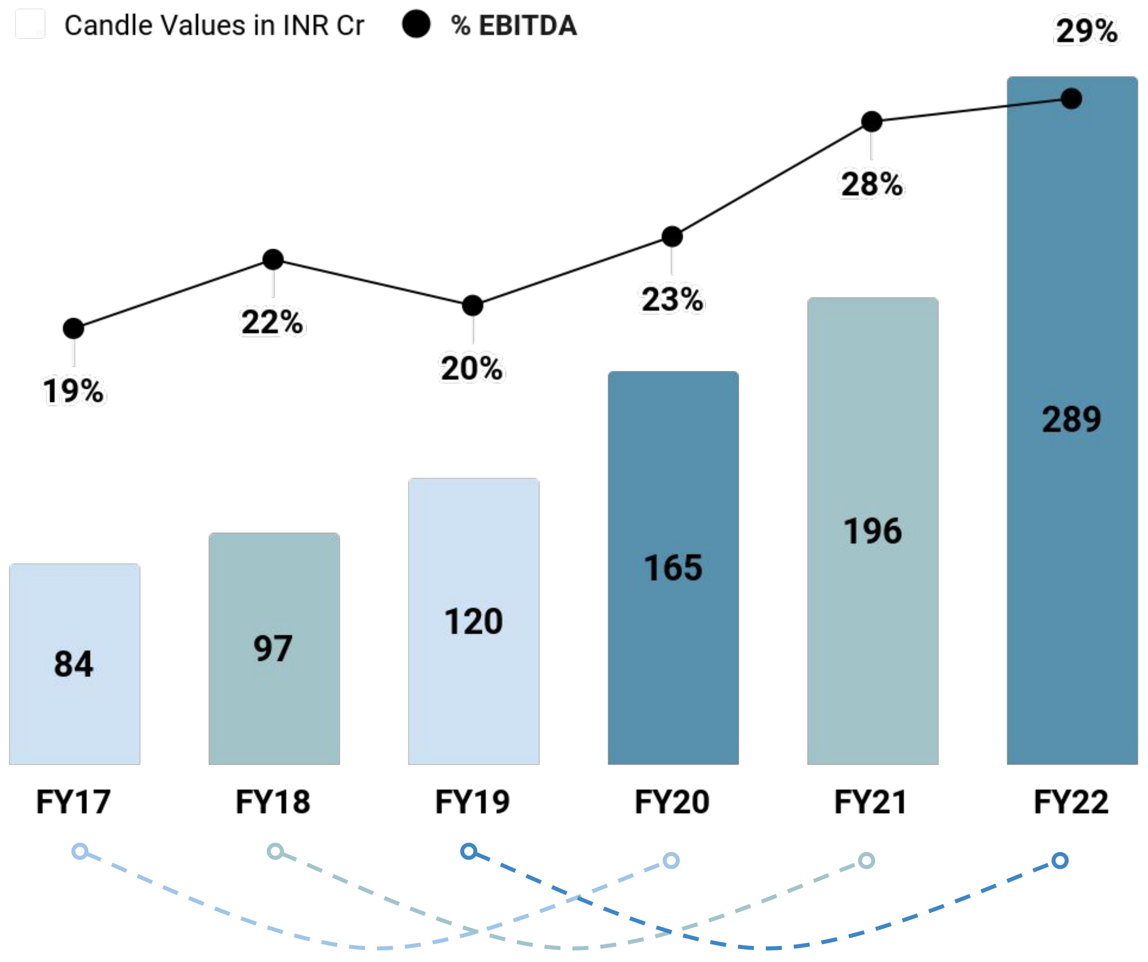
Inorganic

- Prioritize players with cloud expertise in order to drive cross selling
- Expand Data, Analytics, AI and ML capabilities
- Focus on players with enterprise clients and mission critical solutions
- Leverage India based targets to grow UI business
- North American Expansion: Acquire US based assets to Bolster our presence in the most demanding Geo for digital transformation

Investment Rationale

Team InfoBeans aims to accelerate this pace through organic and inorganic means.

Revenue grew by about 2x
in 3 years cycle since 2010.



Provides cloud-based enterprise solutions on Salesforce, Servicenow, enterprise application development technologies, UX and RPA

Strong CAGR over last 5 years across all key performance metrics

28% Revenue	41% EBITDA	33% PAT	33% Net Worth

Debt free balance sheet with cash & cash equivalents of ₹153 crores

$40mm order pipeline is visible with fair confidence for next twelve months

Successfully executed organic and inorganic growth strategies since raising public funds, resulting in rapid revenue and EBITDA growth

High H1 YOY revenue growth at 60%

Highly committed and focused founding team with about 75% stake in the company

Learning and growing together

Dream Force 2022

InfoBeans attended Salesforce's biggest conference of the year, "Dreamforce 22" in San Francisco, and it was a magical reunion for us. We celebrated Dreamforce at InfoBeans Indore office with Salesforce mascots and the super enthusiastic Salesforce team of InfoBeans. With Astro, Codey, Bobcat, Brandy and others, we welcomed Salesforce's new mascot, Genie!

Learning and growing together

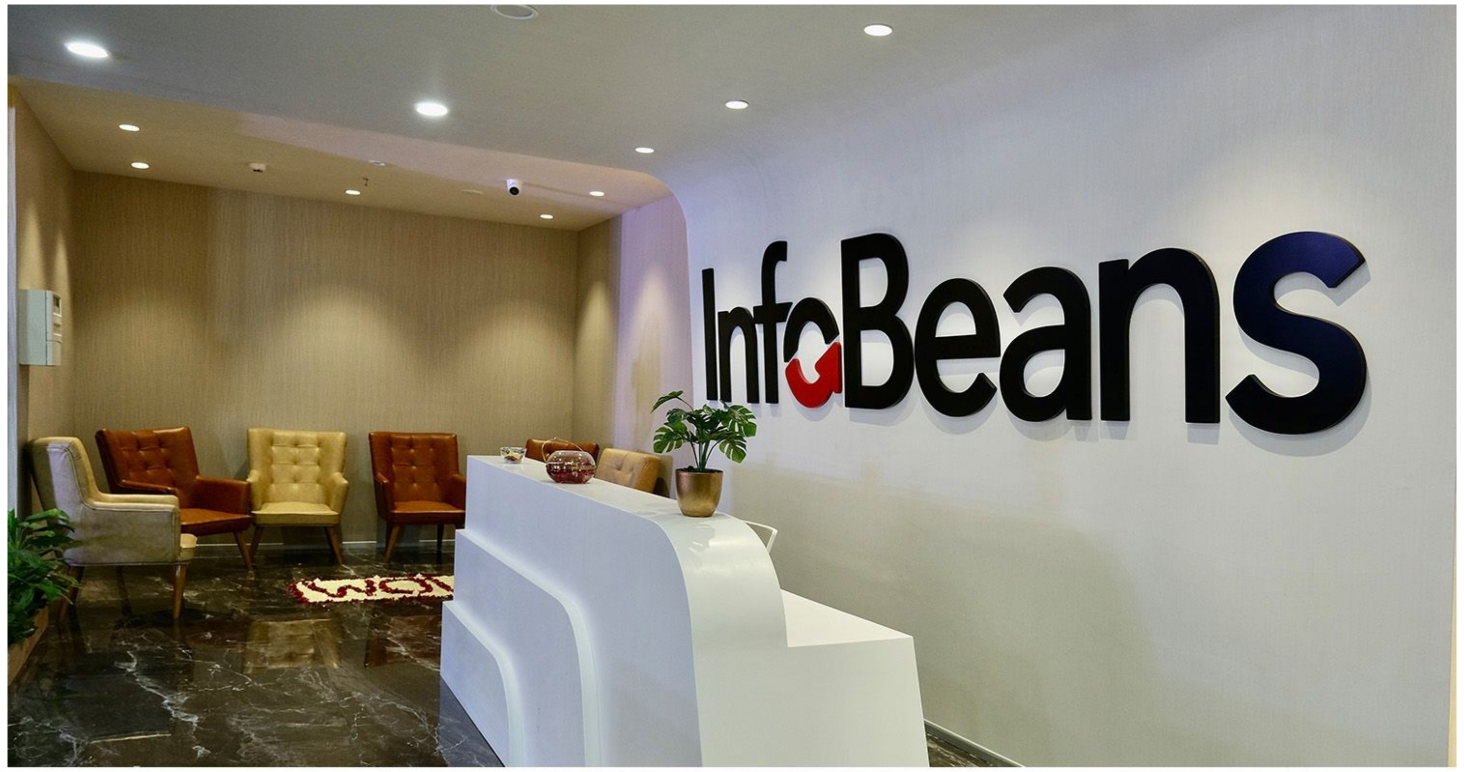
Salesforce Developers Meet

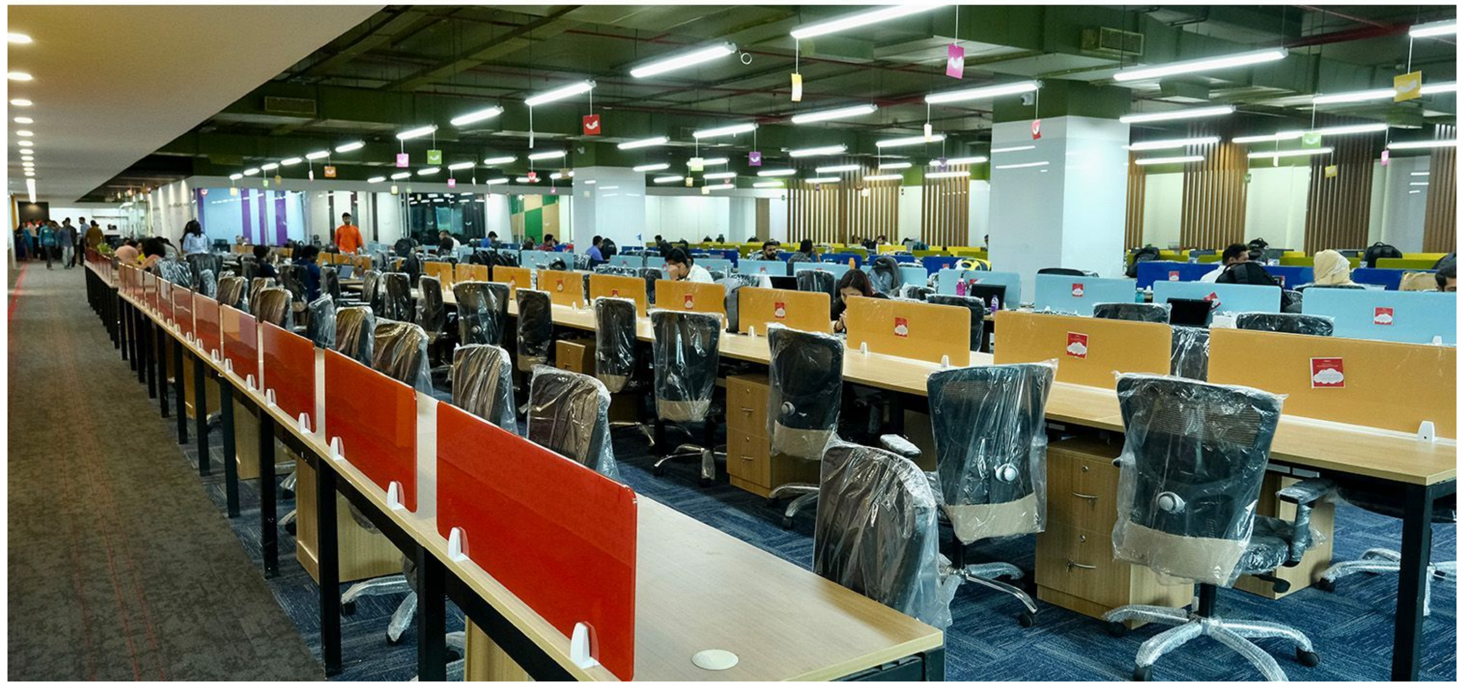
Hosted at InfoBeans Indore office, Jigar Shah and Ashvin Bhatt delivered great sessions on "How to ace your next Salesforce Demo" and "Centralising your org security effectively using Salesforce Identity and Access management."

Service Now Meetup

InfoBeans hosted the very first ServiceNow Developer Meet of Central India. An initiative of Vijendra Sainy and Siddharth Jain, the event was a huge success, with good community interaction and discussions on ServiceNow's latest Tokyo Release.

Glimpse of the new office in Pune





Inauguration glimpses of Our New Bigger & Beautiful Office @ Pune having 500+ seater state-of-the-art facility

Corporate Social Responsibility

InfoBeans Foundation

The journey of goodness, of lifecraft, of growth…

We provide zero-cost, but life changing computer training to those who lack opportunities, unlike the rest of us. We have helped more than 800 individuals choose a better career or find one.

In our humble attempt towards environmental sustainability, we have planted more than 10,000 trees so far through our go-green initiative.

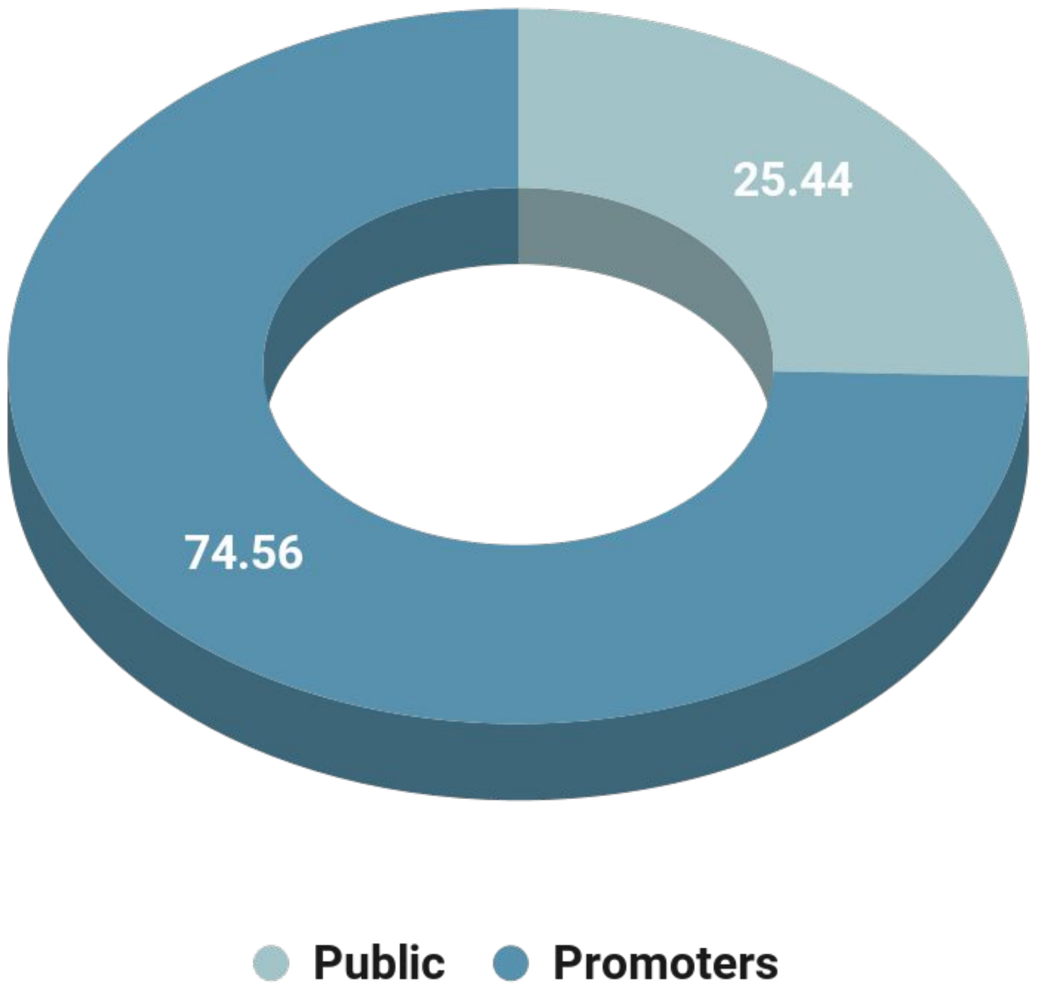
Corporate Social Responsibility

InfoBeans Foundation

Glimpse of InfoBeans Foundation 3rd and largest Training Centre Inauguration in Indore

Annexures

Market Data



(as on 30th Sep, 2022)

Price Data (30th Sep, 2022)	Rupee (₹)
Face Value	10
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 Months EPS (as on 30th Sep 2022)	22.57
Market Price	560.55
Market Cap (₹ Crores)	1362.14
Trailing PE	24.83

Audited Consolidated Profit & Loss as on 30th Sep, 2022

(in ₹ Crore)	Quarter Ended			H1		Year Ended
Particulars	**Sep 2022**	**Jun 2022**	**Sep 2021**	**Sep 2022**	**Sep 2021**	**Mar 2022**
Revenue from operations	100	96	57	196	108	271
Other income	2	2	8	4	12	18
Total Revenue	**102**	**98**	**65**	**200**	**120**	**289**
Total Expenditure (Including Tax)	91	87	53	178	98	234
EBITDA	**23**	**24**	**16**	**46**	**32**	**83**
EBITDA Margin	22%	24%	25%	23%	27%	29%
PAT	**10**	**12**	**12**	**22**	**22**	**55**
PAT Margin	10%	12%	18%	11%	18%	19%

Audited Balance sheet as on 30th Sep, 2022

(in ₹ Crore)	Quarter Ended	Year Ended	
Particulars	**Sep 2022**	**Mar 2022**	**Remarks**
Assets			
Non-current assets	246	277	Reclassification of investments in current assets
Current assets	162	139	Reclassification of investments from non-current assets
Total assets	**408**	**416**	
Equities and Liabilities			
Equity & Other equity	255	232	Increase in profits by 22 crores
Non Current Liabilities	101	114	Payment of acquisition consideration
Current Liabilities	52	72	Payment of acquisition consideration
Total Equity & Liabilities	**408**	**416**	

Thank you

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Note: All numbers have been rounded to the nearest digit for convenience of representation.