InfoBeans
CREATING WOW!

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Date: 12th August, 2022

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

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 ended on 30th June, 2022.

This is for your information and records.

For InfoBeans Technologies Ltd

Subhi Jain

InfoBeans Technologies Limited INDORE

Surbhi Jain
Company Secretary and Compliance Officer

InfoBeans

CREATING WOW!

Investors call for quarter ending in June 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!

Global Presence

USA	Europe	Middle East	India
Silicon Valley, Atlanta, New York	Frankfurt, Czech Republic	Dubai	Indore, Pune, Chennai, Vadodara

InfoBeans - At a glance

Overview

2000	12	80+	1600+	12	7
Foundation of the company	Years of active growth	Active Clients WOWed to date	Team Members smiling	Active Fortune 500 Clients	Active Unicorn Clients

Financials

₹289 Cr	₹55 Cr	₹128 Cr	42%
Revenue	PAT	Cash & Equivalent	Revenue CAGR Since Inception

as of FY22

Partnerships & Awards

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER Platinum

servicenow Partner Premier

UiPath

AUTOMATTIC

GREAT PLACE TO WORK®

ASIA'S BEST EMPLOYER BRAND AWARDS 2013

Dream Companies to work for

Transformation over the years

- **2021** – Acquired Eternus Solutions
- **2019** – Acquired Philosophie Group, Inc
- **2018** – Fortune 500 Clients in each market
- **2017** – IPO on NSE
- **2016** – Opened in UAE & Germany
- **2015** – Won 'Great Place to Work'
- **2014** – World class office in SEZ Indore
- **2012** – CMMi Level 3 certified
- **2009** – SEZ in Pune
- **2005** – Two Fortune 500 Clients
- **2004** – Pune office
- **2003** – App for Palm Pilot
- **2002** – 1st Fortune 500 Client
- **2000** – Incorporated in Indore

Board of Directors

Mr. Siddharth Sethi

Co-founder

Mr. Mitesh Bohra

Co-founder

Mr. Avinash Sethi

Co-founder

Mr. Santosh Muchhal

Independent Director

Mr. Sumer Bahadur Singh

Independent Director

Mrs. Shilpa Saboo

Independent Director

Highly Experienced Core Team

Jitendra Tannna
Growth Evangelist

- 31 years in Management & Engineering

Emerson Taymor
SVP Sales & Marketing Philosophie

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

Shreyas Merchant
SVP, Salesforce CoE

- 27 years in Engineering & Sales

Amit Makhija
VP Digital Transformation

- 23 years in Software & Management
- 15 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

Highly Experienced Core Team

Kanupriya Manchanda
VP People

- 18 years in People Development
- 14 years with InfoBeans

Tarulata Champawat
Vice President, US Sales & Marketing

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

Darshana Jain
Blockchain Evangelist

- 16+ years of experience
- Recently Joined InfoBeans

Arpit Jain
VP Design

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

Manish Malpani
VP Operations

- 18 years in Project Management
- 13 years with InfoBeans

Geetanjali Punjabi
Vice President, UAE Sales

- 20 years in Sales operations
- 5 years with InfoBeans

Highly Experienced Core Team

Chaitanya Pandya
VP, Delivery Salesforce
Eternus Solutions

- 8+ yrs of experience in working on Salesforce solutions

Jigar Shah
VP, Technology
Eternus Solutions

- 14+ years of experience in working on Salesforce solutions

Dena Hayes
VP, People & Culture

- 15+ Years of experience in Strategic Planning Organisational Development

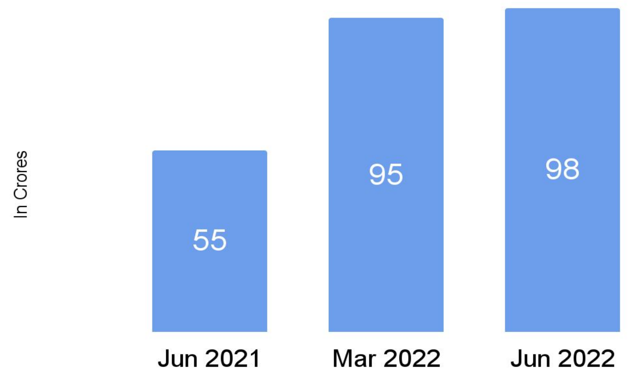
Key metrics for quarter ending in June 2022

Jun 2022 Vs Jun 2021 (YoY)		Jun 2022 Vs Mar 2022 (QoQ)
78% ↑	Revenue 98	4% ↑
48% ↑	EBITDA 24	-15% ↓
9% ↑	PAT 12	-27% ↓

(figures in INR Crores)
In USD terms, revenue growth is 79% YoY

Financial Performance for Apr-Jun22 quarter

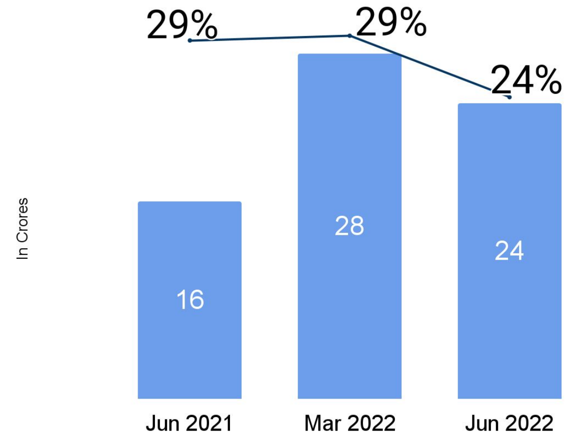
Revenue



78% YoY

4% QoQ

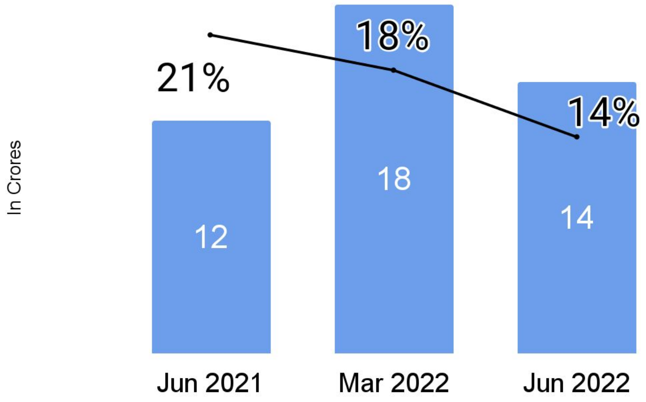
EBITDA & Margin (%)



48% YoY

-15% QoQ

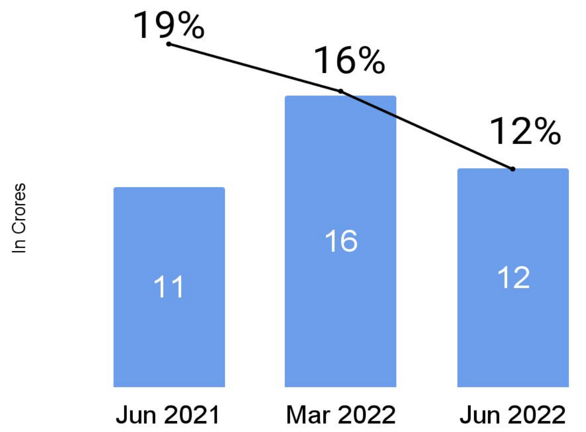
PBT & Margin (%)



19% YoY

-22% QoQ

PAT & Margin (%)



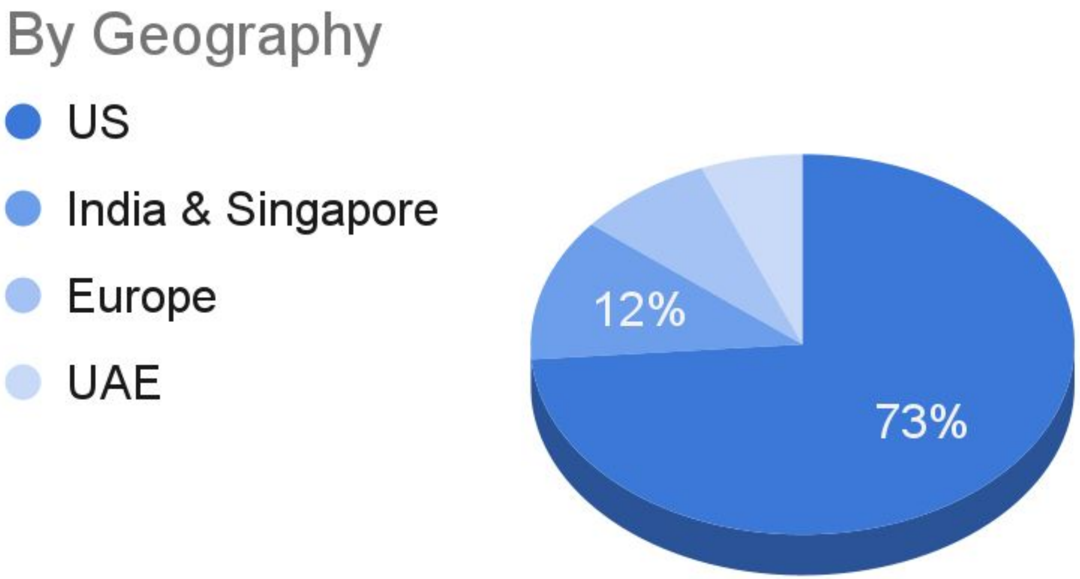
9% YoY

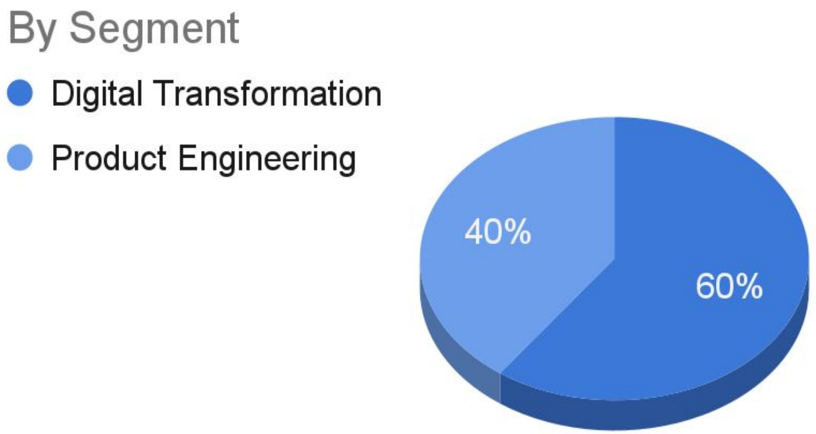
-27% QoQ

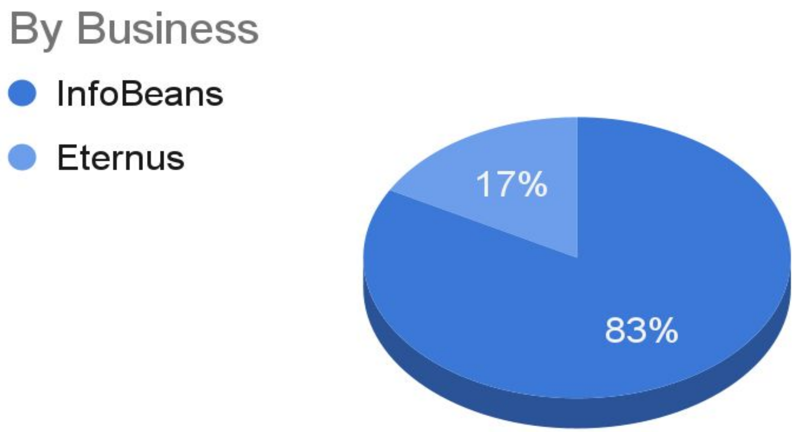
Audited Consolidated Profit & Loss as on 30th June, 2022

(in ₹ Crore)	Quarter Ended			Year Ended
Particulars	Jun 2022	Mar 2022	Jun 2021	Mar 2022
Revenue from operations	96	92	52	271
Other income	2	3	3	18
Total Revenue	98	95	55	289
Total Expenditure (Including Tax and OCI)	82	76	42	227
EBITDA	24	28	16	83
EBITDA Margin	24%	29%	29%	29%
PAT	12	16	11	55
PAT Margin	12%	17%	19%	19%

Revenue Breakup for Q1 2023







Business updates for Apr-Jun 2022 quarter

- InfoBeans has formed a new Center of Excellence (CoE) for Blockchain technology
  - Hired a industry expert Darshana Jain as the Vice President of this CoE
  - Building dedicated sales and engineering team
- Brand Integration with Eternus Solutions
  - Name changed to InfoBeans CloudTech Private Limited
  - Common brand integration work initiated
- New Offices
  - Started a 30-seater office in Vadodara
  - Finalised 30,000 sq ft office space in Baner, Pune. To open in Oct 2022
- We have appointed SRBC & Co. (EY) as our auditors from this quarter
- Recognized as Dream Companies to Work for 2022 by world HRD Congress under IT/ITES category

Our Offerings, Market Opportunities and Clientele

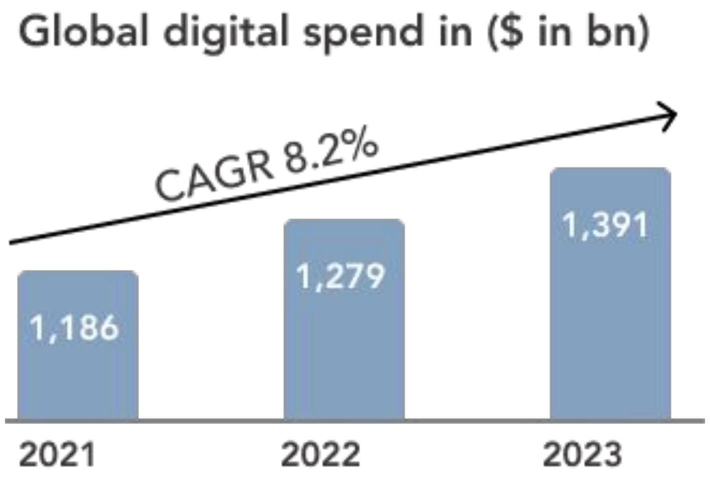
Focused Digital Transformation and Software Product Engineering service provider

	Continuous end to end innovative solutions	Poised for growth partners ecosystem	Well built and trained team	Focused on Enterprise clients	Focused in-organic growth efforts	Long-term value creation
Digital Transformation	Discovery Implementation Automation Managed Services Data and Design Transformation	salesforce Platinum	500+ Team in Salesforce	Fortune 500 - 13+ Billion $ Club - 6+ Rev more than $500mn - 3+ Rev more than $100mn - 4+ Unicorns - 7+	ETERNUS SOLUTIONS by InfoBeans Salesforce Platinum Partnership	2017 Valued at INR 139 Cr
		servicenow Premier	60+ Team in ServiceNow			
Product Engineering	Ideation Design & Development Testing Automation Deployment and Sustenance	UiPath	100+ Team in Test Automation		PHILOSOPHIE by InfoBeans Highly specialized design and innovation team operating fully in the US	2022 Valued at INR 1757 Cr 12.6X Wealth Creation Well placed to create long term wealth

Market Opportunity - Digital Transformation

Robust growth environment

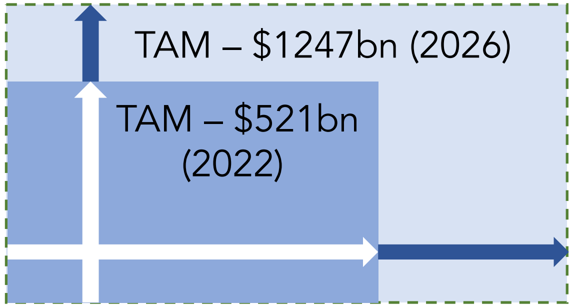
Digital spending is expected to grow at 1.7x faster than IT spend



Source : IDC & Gartner

Massive, Growing Market

Digital Transformation & Product Engineering TAM growth ➡ ~19% CAGR <u>Until 2026</u>



✚

salesforce servicenow UiPath

Salesforce / UiPath partner ecosystem growth ➡ ~28% CAGR <u>Until 2026</u>

Accelerating Digital Business Change

Market Drivers & accelerators for InfoBeans

<u>Personalized</u>
Demand for personalized Digital transformation has increased significantly

<u>Technology</u>
Successful transition into a flexible, cloud environment requires deep cloud knowledge and software engineering roots

<u>Cloud Based</u>
Increasing Cost Benefits of Cloud-Based Digital Transformation Solutions

<u>Process</u>
Companies will need to adopt an agile manifesto to create a stable foundation for accelerating workflow

InfoBeans CREATING WOW! is an emerging leader in one of the fastest growing segment of IT services market.

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

facebook

FCL Tech Inc. a Facebook 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

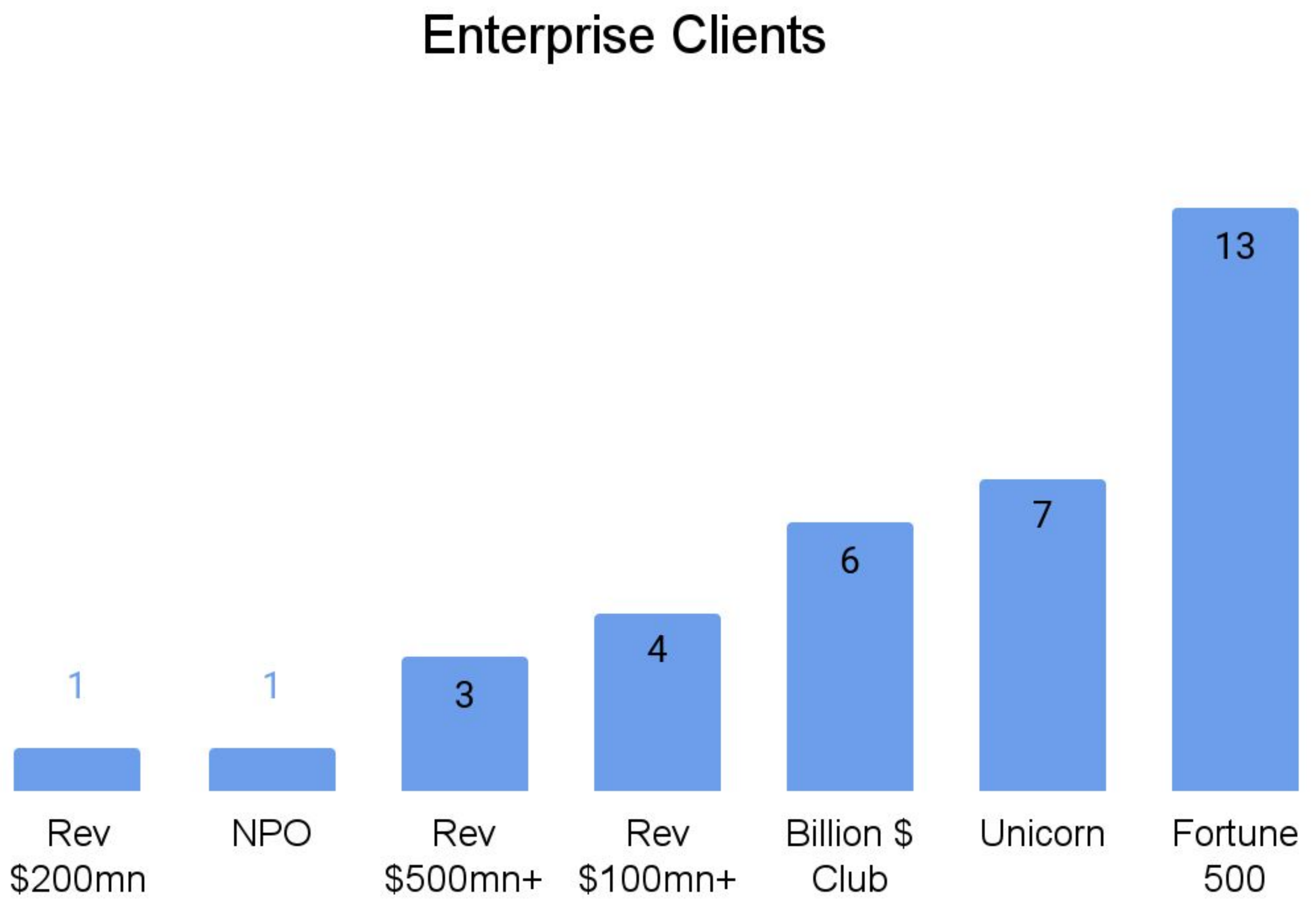
Under NDA

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.

Customer Trends - Q1 2022



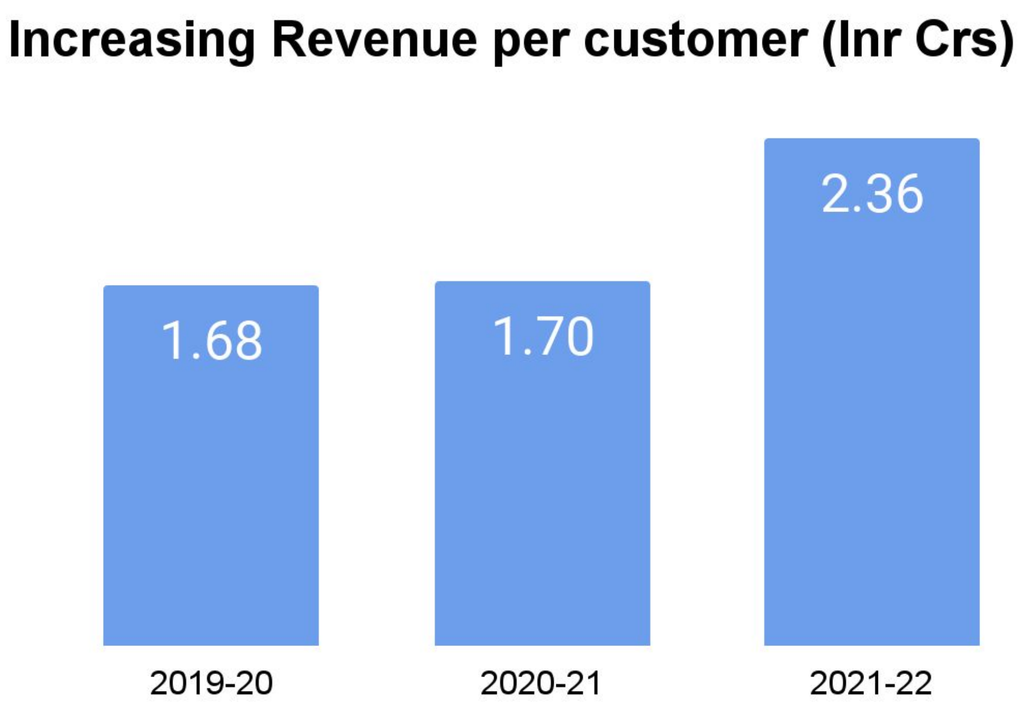
We have been consistently generating 90%+ repeat business every quarter.

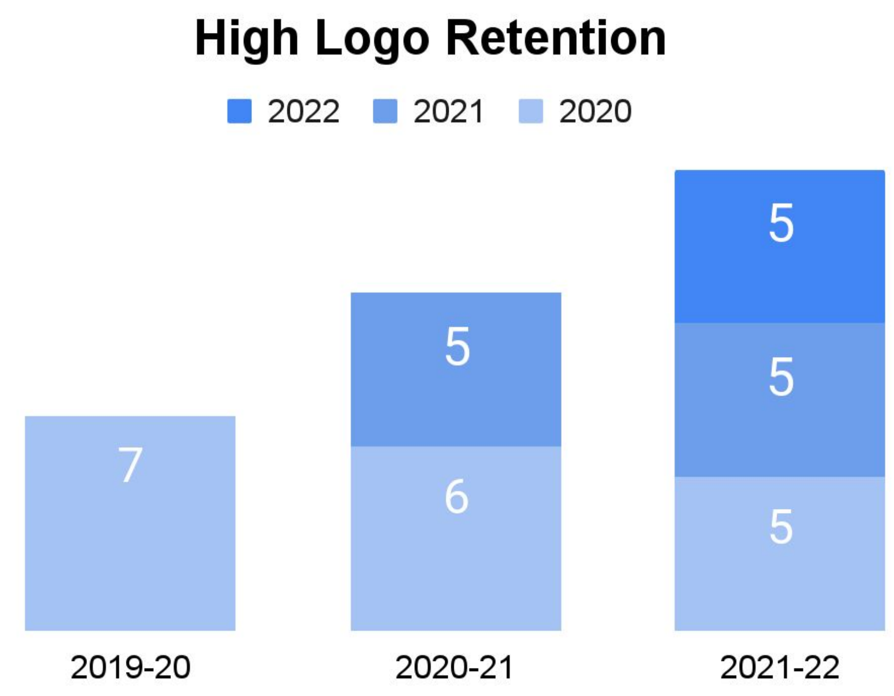
Our focus has always been to land and expand into large enterprise client with strong balance sheet and IT spend

As of the end of Q1 2022, we have

- 13+ Fortune 500
- 7+ Unicorn; and
- 6+ Billion $ club esteemed clients

Customer Trends





Our total number of INR 3.5cr+ logos increased from 7 in 2020 to 15 in 2022. We are adding about 5 logos every year and have retained 100% of the logos landed in 2021 and 71% of the logos landed in 2020.

Updates on Acquisition

PHILOSOPHIE
by InfoBeans

Helped us with adding more front-facing digital transformation and product strategy expertise to influence early decisions in a development lifecycle. Enabled us to offer high-end ideation and design capabilities.

Key Parameters	Pre-acquisition in 2019	In 2022	
Total Active Clients*	20	13	*Cutting tail*
Avg Rev / Active Client	$332k	$659k	*Expand*
Enterprise clients composition	Fortune 500 - 3 || Unicorns - 1 More than $100mn rev size - 4	Fortune 500 - 4 || Unicorns - 1 More than $100mn rev size - 6	*Land*
Large Accounts	Top 10 Contribution - 67% $2mn+ accounts - nil	Top 10 Contribution - 89% $2mn+ accounts - 2	*Focus*
Improved Margins	EBITDA - 14%	EBITDA - 21%	*Efficient*

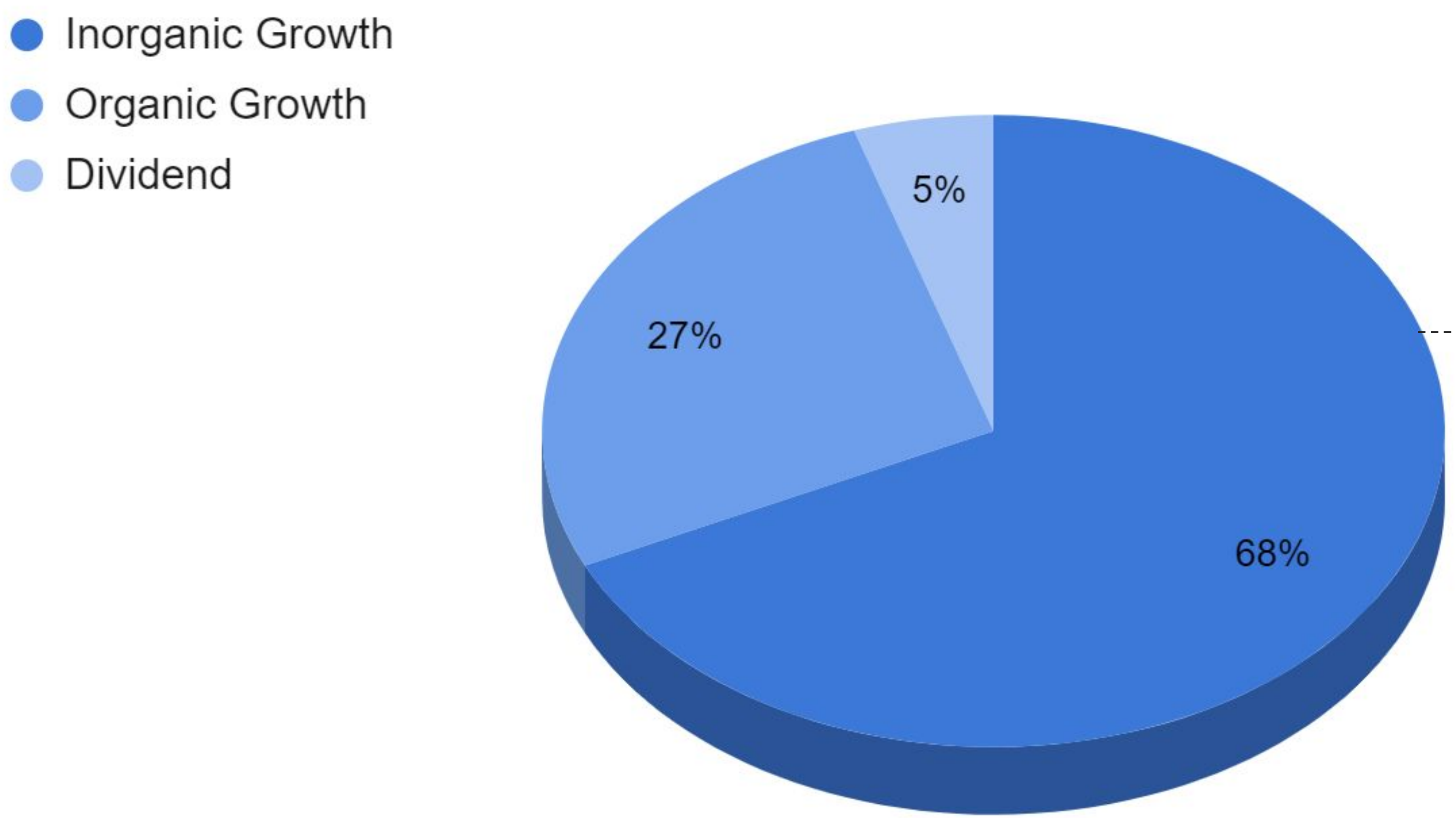
**more than $100k revenue*

Eternus solutions was acquired in Nov 2021, resulting in a major foray in the Salesforce ecosystem of cloud and digital transformation.

Key Parameters

Partnership	salesforce Platinum partner with 350+ skilled team	
Client Access	Fortune 500 - 2; Future 50 - 1	⬆ *Focus*
Utilization	Increase in utilization rate from 60% to 75% post acquisition	⬆ *Efficient*
Rates	Increase in the billed rates by 30% post acquisition	⬆ *Market access*
Improved Margins	Increase in EBITDA margin by 11% post acquisition	⬆ *Efficient*

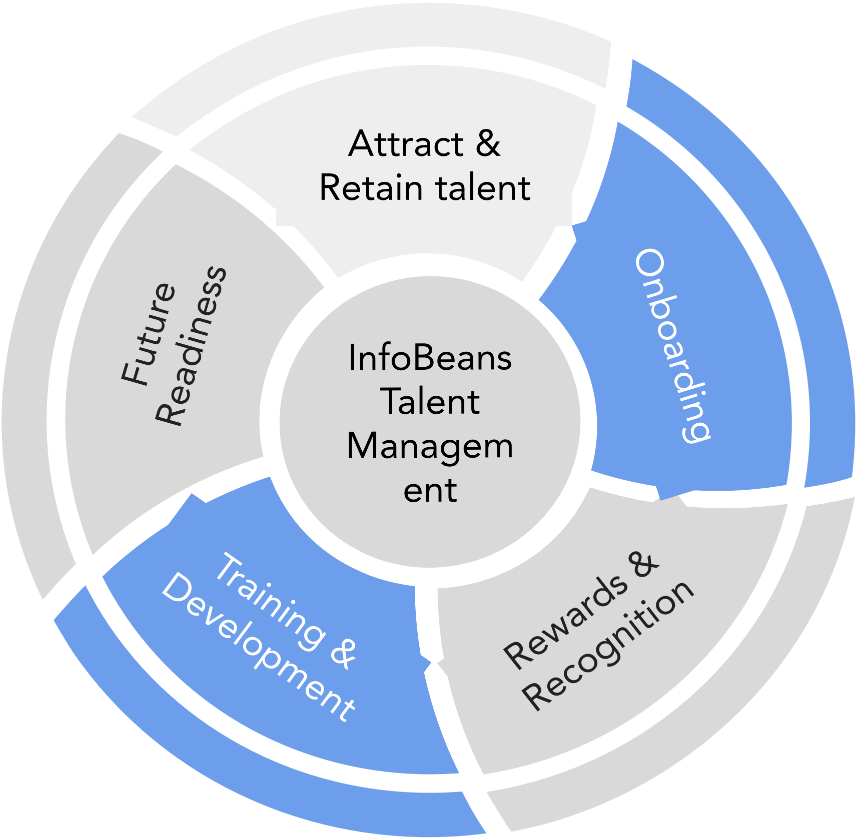
Judicious use of cash since 2017



Growth for our Team and Business updates

Growth for our Team

Our Talent Management Pillars



Continuous investment in team development on future technologies

Development of Junior Team Members	
Training Programmes	Team
Digital Transformation	60
Product Engineering	70
Technology Specific Training	95
Development of Experienced Team Members	
Advanced Management Programme from IIM	7
Technology Certifications - Salesforce, ServiceNow, UiPath, AWS, Azure	55

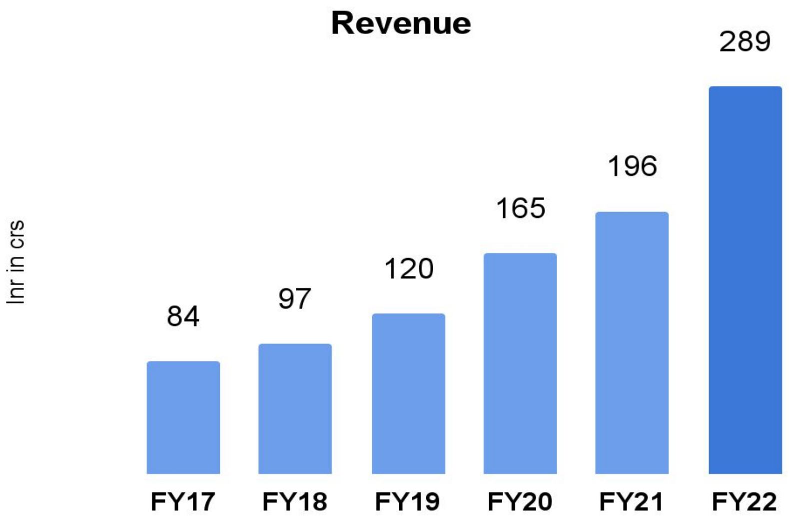
Our way to reward and recognise our team and attract talent

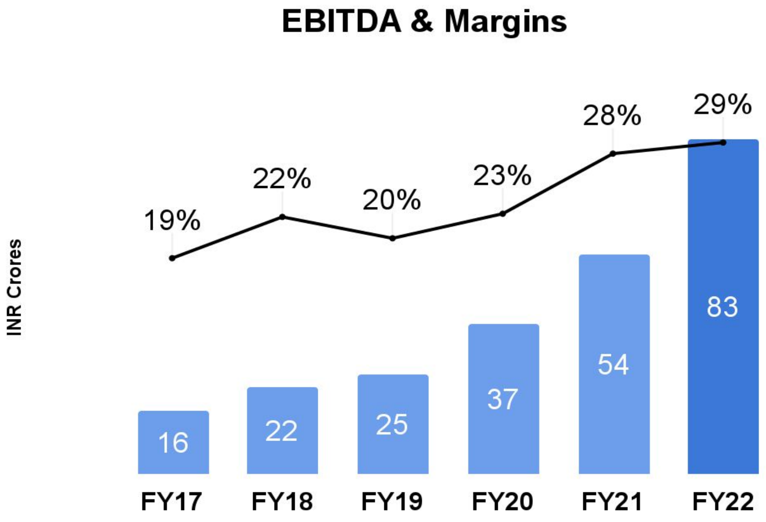
Retain
- Billboards on the street - every week for our superstars
- Partner Program - offer stock options
- Retention Bonus - one time payment for completing 18-24 month

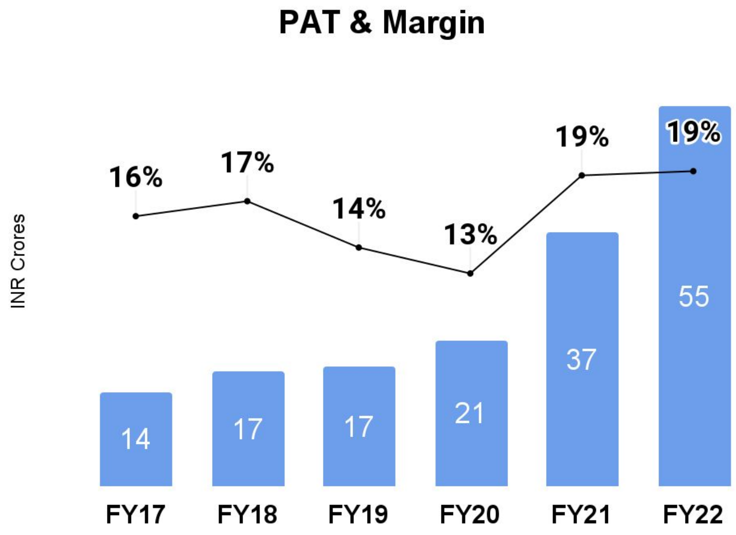
Attract
- 90 mins walk in drive - made instant offers for walk-in candidates
- Active referral program for existing members
- A performing member can onboard a qualified friend fast track process

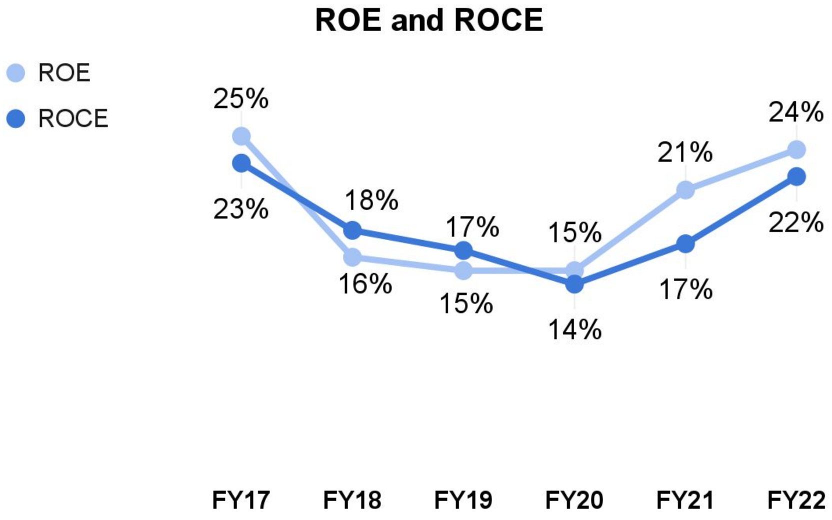
Key Performance Indicators and Growth Strategy

Key Performance Indicators



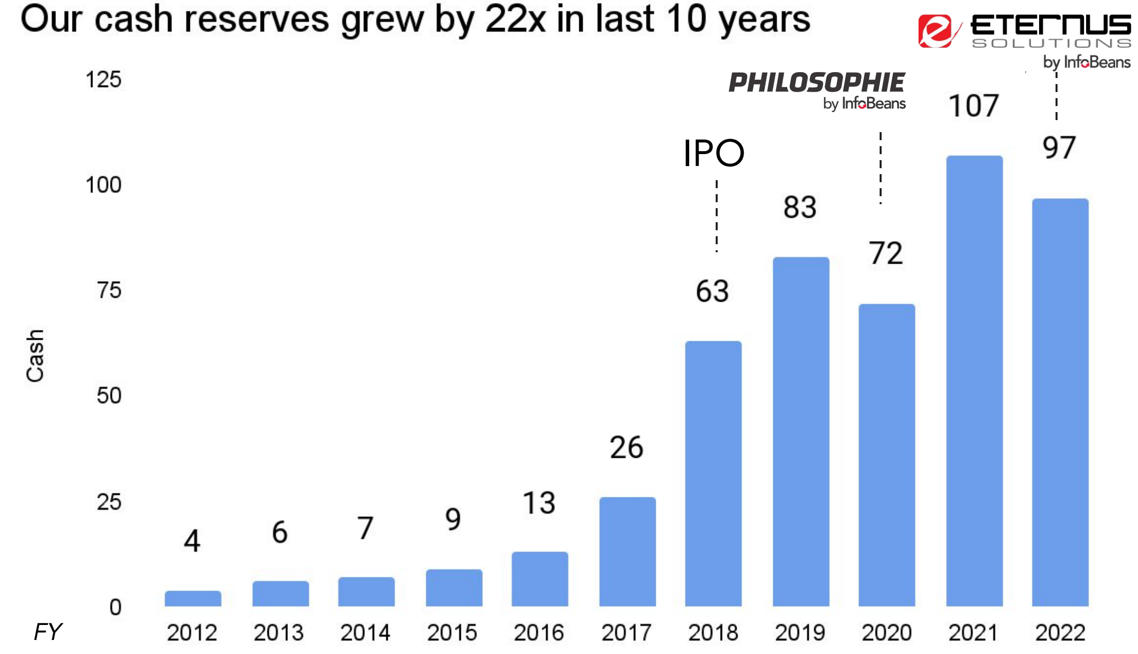






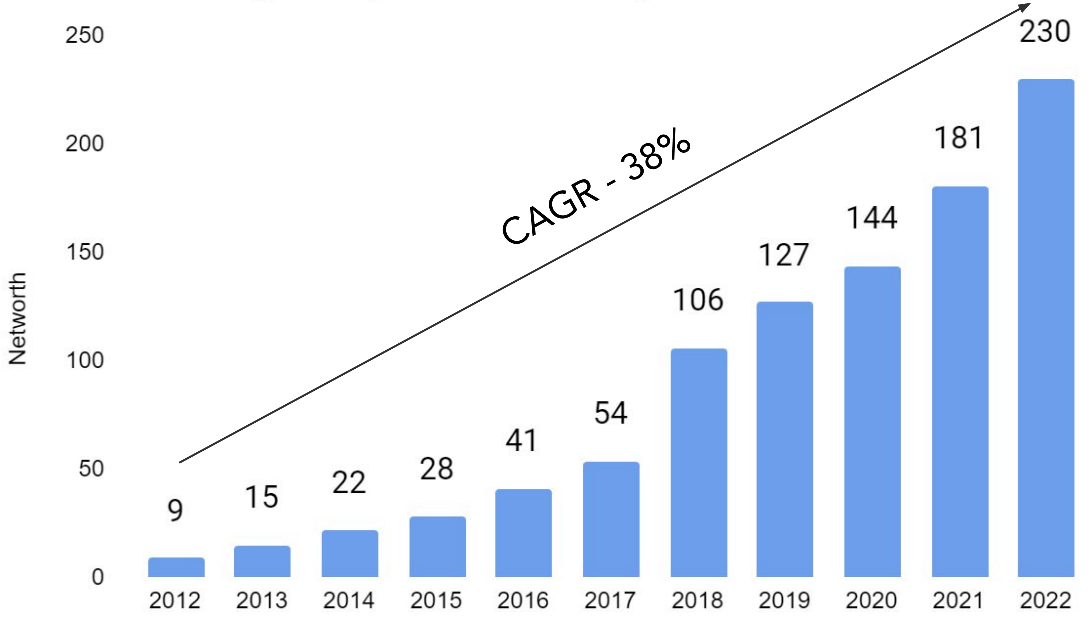
Last 10 years growth metrics

Our cash reserves grew by 22x in last 10 years



INR in crs

Our Networth grew by 26x in last 10 years



INR crs	Revenue	EBITDA	PAT
March - 2022	289	85	55
March - 2017	83	15	13
March - 2012	24	4	2

CAGR	Revenue	EBITDA	PAT
10 yrs	29%	38%	39%
5 yrs	31%	41%	33%
3 yrs	34%	51%	47%

Scalable path through organic and inorganic strategies

Organic

1. Invest in dedicated outbound sales efforts

   Sales
   +
   Business Development
   +
   Account Managers

2. Continue to expand in existing clients

3. Leverage salesforce & servicenow partnership to enter into Enterprise clients and increase cross selling

   salesforce
   servicenow

4. Build strong R&D capabilities to provide future ready solutions to customers

5. Focus on North America expansion

Inorganic

1. Prioritize players with cloud expertise in order to drive cross selling

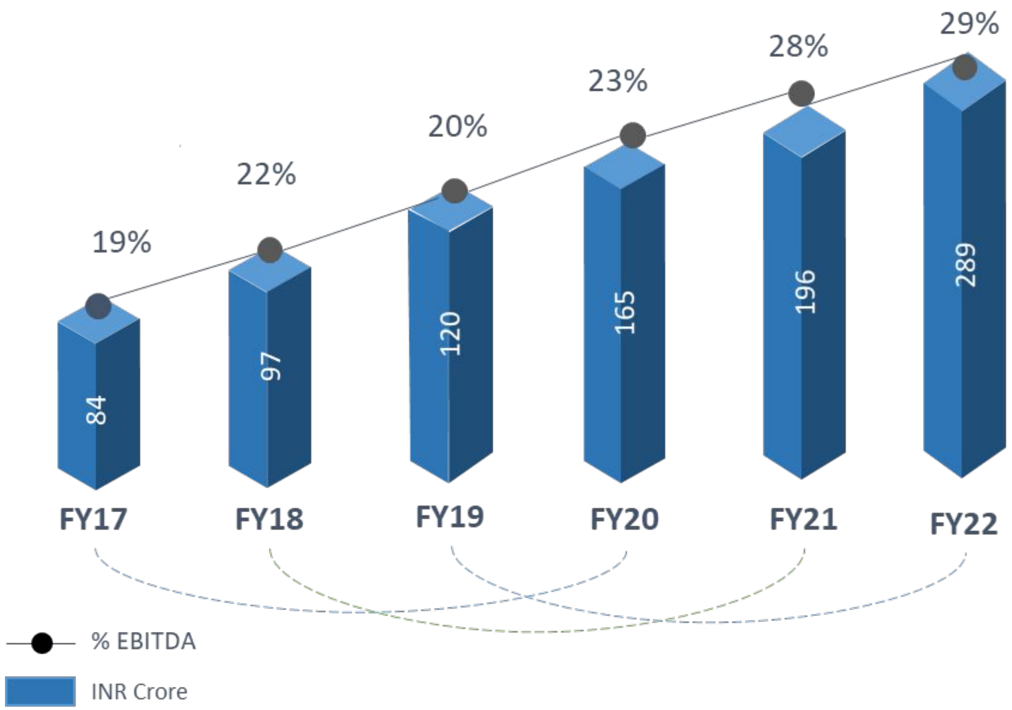
2. Focus on players with enterprise clients and mission critical solutions

3. Expand Data, Analytics, AI and ML capabilities

4. Leverage India based targets to grow UI business

5. North American Expansion: Acquire US based assets to Bolster our presence in the most demanding Geo for digital transformation

Investment Rationale



Revenue grew by about 2x in 3 years cycle since 2010. Team InfoBeans aims to accelerate this pace through organic and inorganic means.

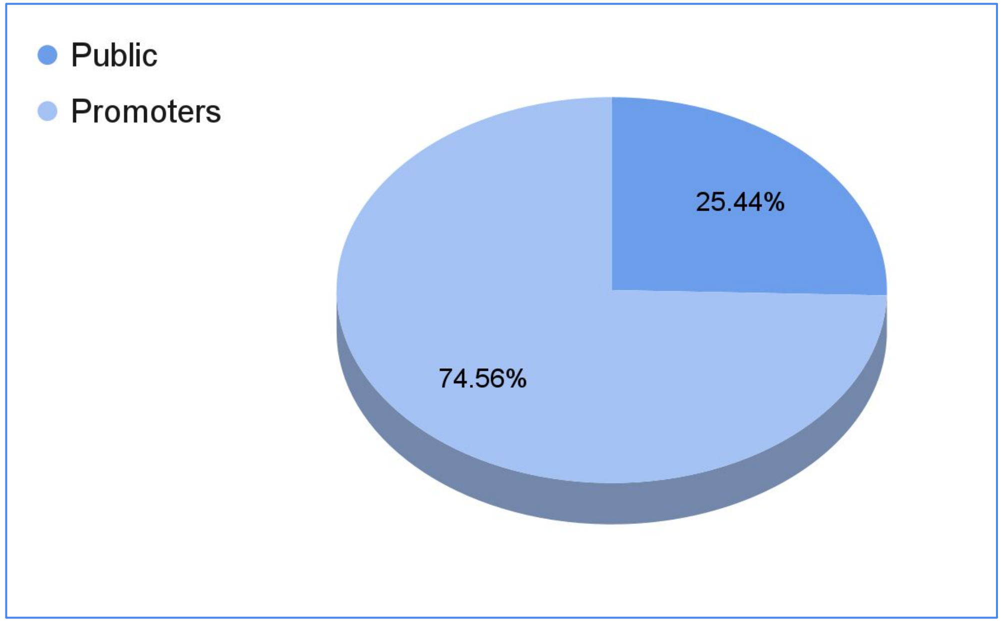
- Provides cloud-based enterprise solutions on Salesforce, Servicenow, enterprise application development technologies, UX and RPA
- Strong CAGR over last 5 years

28%	41%	33%	33%
TOTAL INCOME	EBITDA	PAT	NET WORTH

- Debt free balance sheet with cash & cash equivalents of ₹136 crores
- $45mm order pipeline is visible with fair confidence for next twelve months
- Integrated brand for Salesforce from Eternus Solutions to InfoBeans CloudTech Private Limited
- Highly committed and focused founding team with about 75% stake in the company

Market Data

Price Data (30th June, 2022)	₹
Face Value	10
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 Months EPS (as on 30th June 2022)	23.44
Market Price	635.95
Market Cap (₹ Crores)	1542.22
Trailing PE	27.09



(as on 30th June, 2022)

Corporate Social Responsibility

Fourth Batch at ITEP

The InfoBeans Foundation has launched the fourth batch of the "Information Technology Excellence Program (#ITEP)", a one-year free software training program aimed at empowering underprivileged youth to build a strong career through computer education

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

Thank you

For further information contact

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