InfoBeans
CREATING WOW!

Regd. Office :
SEZ Unit : Crystal IT Park,
STP-I, 2nd Floor,
Ring Road,
Indore - 452 001 (M.P.) India
T : +91 731 7162000

PUNE :
Unit 101-C, Level 1, Delta -1,
Giga Space IT Park,
Viman Nagar,
Pune - 411014 (M.H.), India
T : +91 20 67211838

Date: 27th January, 2022

To,
National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

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 Audited Financial Results for the Quarter ended on 31st December, 2021.

This is for your information and records.

For InfoBeans Technologies Limited

InfoBeans Technologies Limited INDORE

Surbhi Jain
Company Secretary and Compliance Officer

InfoBeans

CREATING **WOW!**

Investor Call - December 2021

About InfoBeans

InfoBeans is a Digital Transformation and Product Engineering organization. InfoBeans creates innovative software solutions to solve complex business problems.

Global Presence

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

InfoBeans - At a glance

Overview

2000	22	75+	1400+	10
Foundation of the company	Years in business	Active Clients WOWed to date	Team Members smiling	Active Fortune 500 clients

Financials

196.3 Cr	36.8 Cr	₹107.1cr	43%
Revenue as on FY21	PAT as on FY21	Cash Reserve as on FY21	Revenue CAGR Since Inception

Partnerships & Awards

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER

servicenow Partner Premier

UiPath

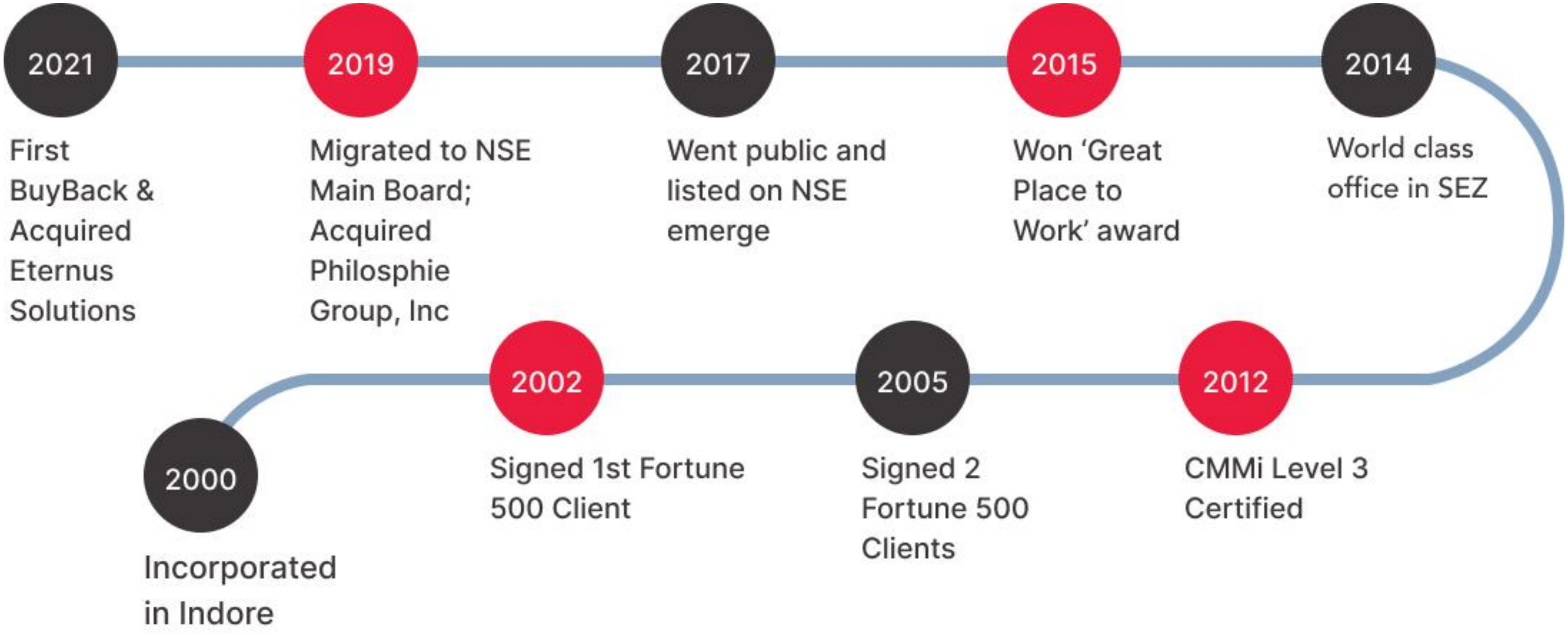
AUTOMATTIC

GREAT PLACE TO WORK®

ASIA'S BEST EMPLOYER BRAND AWARDS 2013

Dream Companies to work for

Transformation over the years



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	ViA TECH Solutions for content creation, publishing & management	InMobi World's leading mobile advertising technology company
Under NDA Fortune 500, cloud data services and data storage company	Under NDA Fortune 200 company, World's largest logistics company, engaged worldwide	OLA Indian multinational ridesharing company

Board of Directors

Mr. Siddharth Sethi

Co-founder & CEO

Mr. Mitesh Bohra

Co-founder & President

Mr. Avinash Sethi

Co-founder & CFO

Mr. Santosh Muchhal

Independent Director

Mr. Sumer Bahadur Singh

Independent Director

Mrs. Shilpa Sahoo

Independent Director

Highly Experienced Core Team

Amit Makhija
VP Digital Transformation

- 22 years in Software & Management
- 14 years with InfoBeans

Arpit Jain
VP Design

- 15 years in Software Engineering
- 15 years with InfoBeans

Kanupriya Manchanda
VP People

- 17 years in Team Development
- 13 years with InfoBeans

Rajagopalan Kannan
VP Product Engineering

- 21 years in Software Engineering
- 18 years with InfoBeans

Manish Malpani
Sr. Director IT

- 17 years in project management
- 12 years with InfoBeans

Ram Lakshmi
VP Client Success (USA)

- 26 years of selling Software
- 11 years with InfoBeans

Highly Experienced Core Team

Emerson Taymor
MD, Philosophie

- 12 years of Experience in Design and Sales
- 2 years with InfoBeans

Skot Carruth
CEO, Philosophie

- 15 Years of Experience in Design
- 2 years with InfoBeans

Tarulata Champawat
Sr. Director Sales & Marketing

- 21 years of Experience in Engineering & Sales
- 16 years with InfoBeans

Jitendra Merchant
Founder & CEO, Eternus

- 31 years of engineering & management experience

Shreyas Merchant
COO, Eternus Solutions

- 27 years of engineering experience

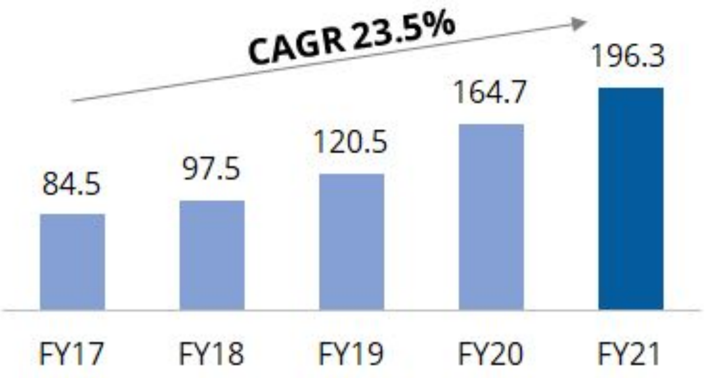
Geetanjali Punjabi
Vice President - Sales

- 19 Years of Experience in Sales operations
- 4 years with InfoBeans

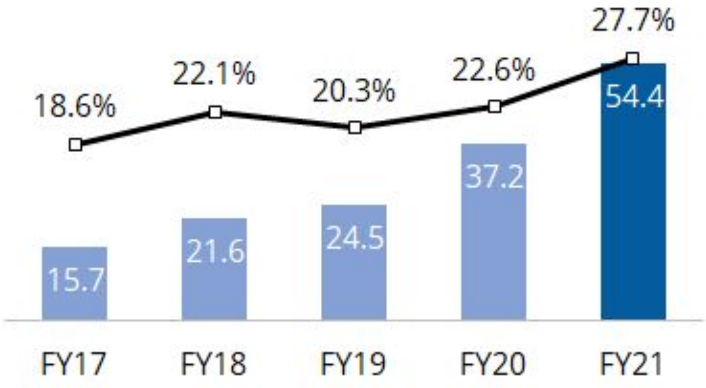
Key Performance Indicators

(₹ Crore)

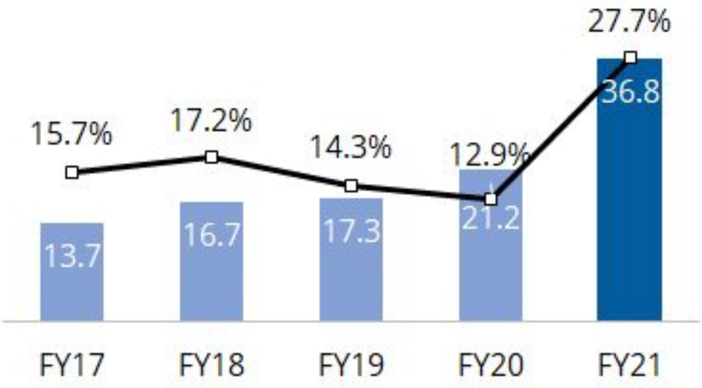
REVENUE



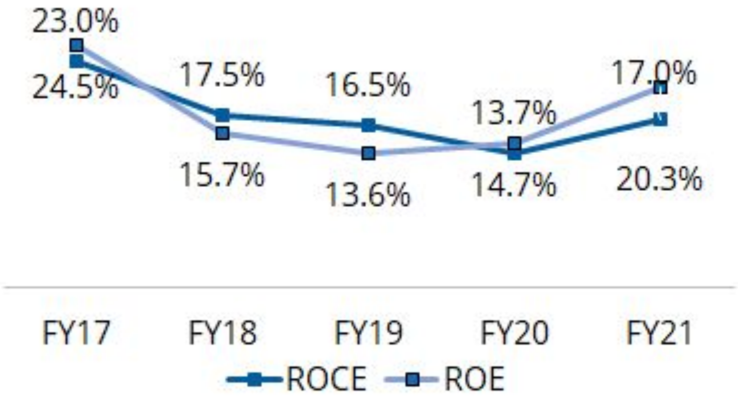
EBITDA & MARGINS (%)



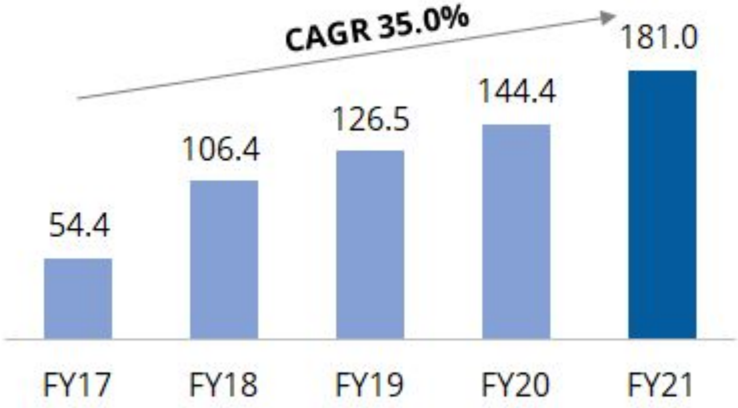
PAT & MARGINS (%)



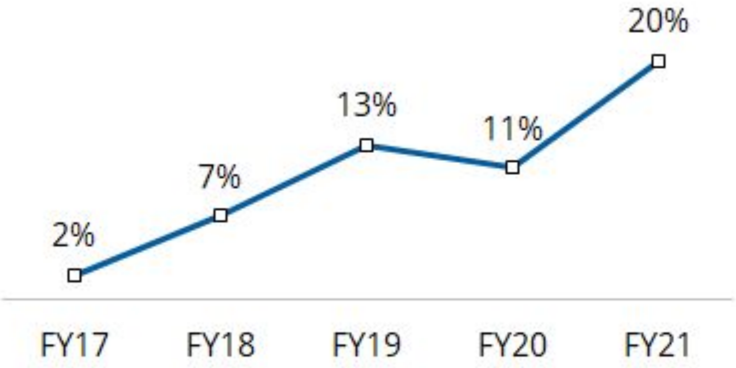
ROE & ROCE



NET WORTH



DIVIDEND PAYOUT



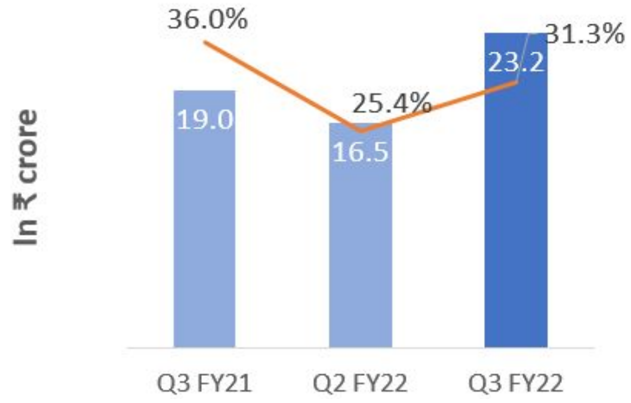
Financial Performance – Q3 FY22

Operating Revenue

26.7% QoQ

62% YoY

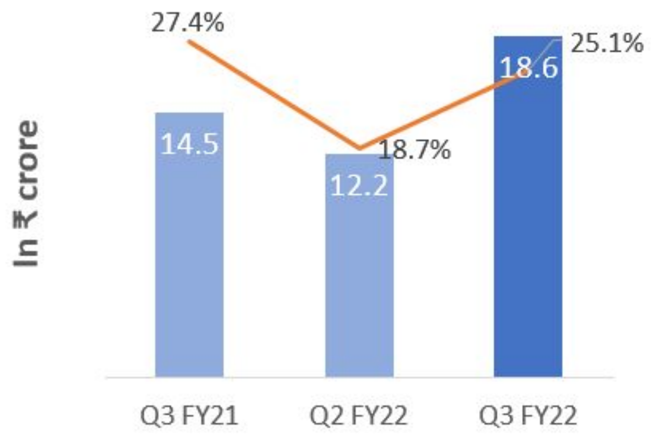
EBITDA & Margin (%)



40.4%QoQ

22.1% YoY

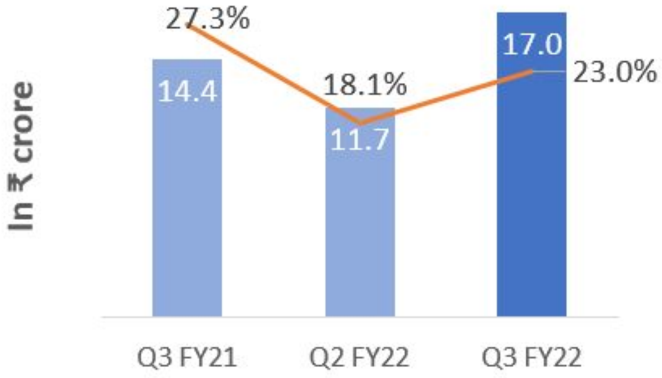
PBT & Margin (%)



53.2% QoQ

28.7% YoY

PAT & Margin (%)



45.6% QoQ

18.7% YoY

Highlights for Quarter ending in Dec 2021

Dec 2021 Vs Dec 2020 (YoY)		Dec 2021 Vs Sep 2021(QoQ)
40.6%	Revenue **74.1**	14.2%
22.1%	EBITDA **23.2**	40.4%
18.7%	PAT **17.0**	45.6%

(figures in INR Crores)

** QoQ Revenue growth in USD terms is 27.5%*

Highlights for Nine Months FY22

YoY Dec 2021 Vs Dec 2020

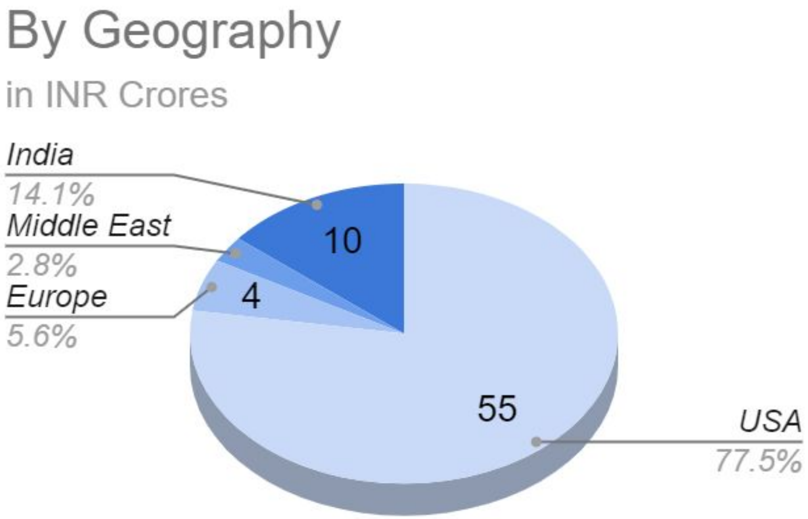
33.5% ↑	Revenue 194.2
34% ↑	EBITDA 55.6
47.5% ↑	PAT 39.3

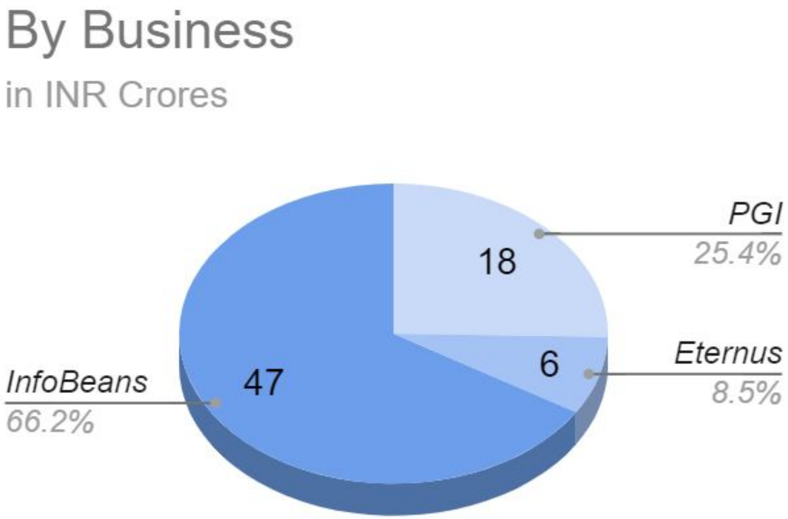
(figures in INR Crores)

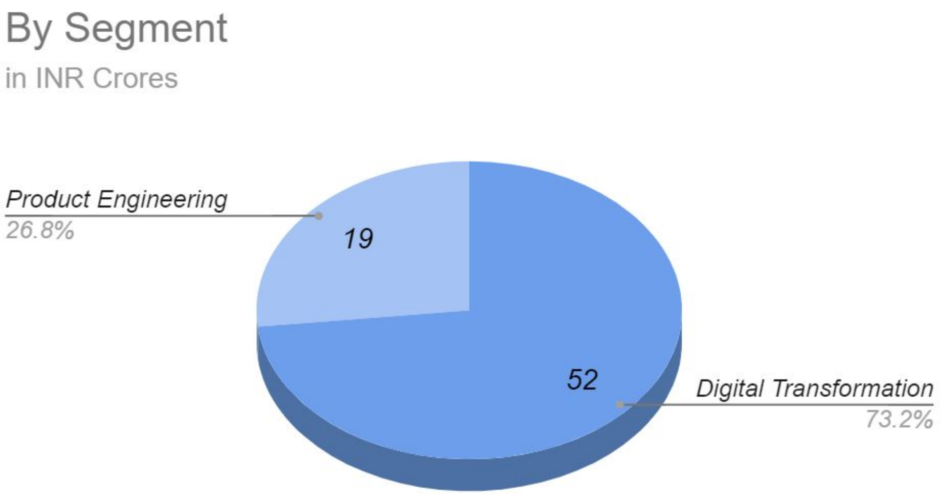
Audited Consolidated Profit and Loss as on 31st Dec, 2021

(in ₹ crore)	Quarter Ended			Year Ended
	Dec 2021	Sep 2021	Dec 2020	Mar 2021
Revenue from operations	71	57	44	180
Other income	3	8	9	16
Total Revenue	74	65	53	196
Total Expenditure (Including Tax and OCI)	57	53	38	159
EBITDA	23	17	19	54
EBITDA Margin	31.3%	25.4%	36%	27.7%
PAT	17	12	14	37
PAT Margin	23.1%	18%	27.2%	18.7%

Revenue Breakup



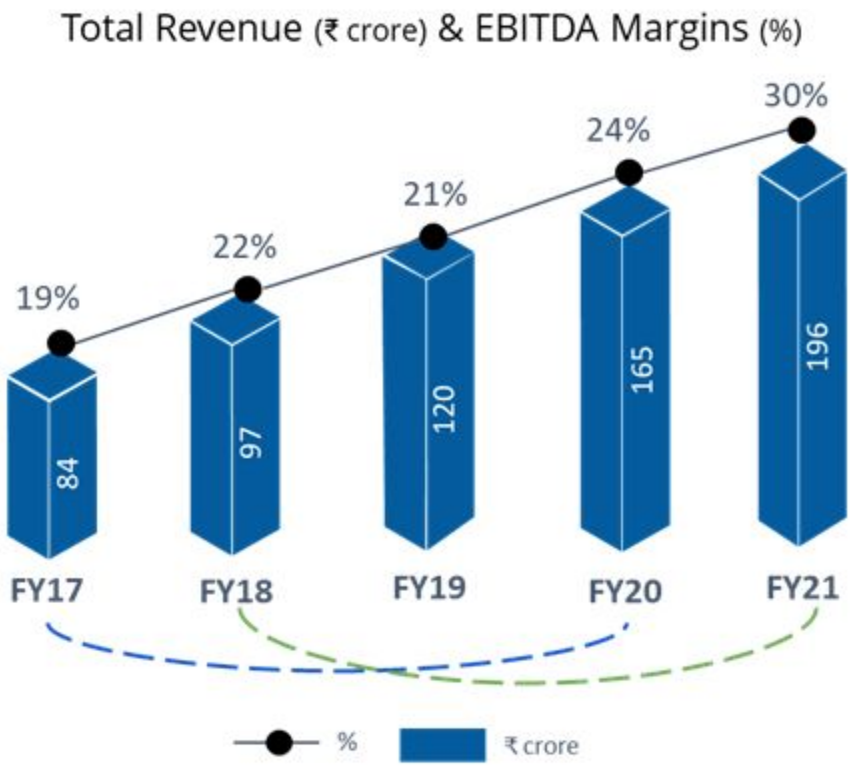




Growth Strategy

- Organic growth through a well built and trained sales and delivery team
- Focus on getting strong balance sheet clients who have long term needs of digital transformation and AI/ML services
- Inorganic growth through acquisition to enhance capabilities and/or capacities
- Create state of the art infrastructure to complement high performance teams
- Invest in building a very strong engineering team to deliver the best solutions
- Invest in building scale ready internal business processes and systems to support growing operations
- Build strong R&D capabilities to provide future ready solutions to customers
- Deep investment in continuous training of the teams to be future ready

Investment Rationale



Revenue grew by about 2x in 3 years cycle between FY17-FY20 and FY18-FY21. Management vision is 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

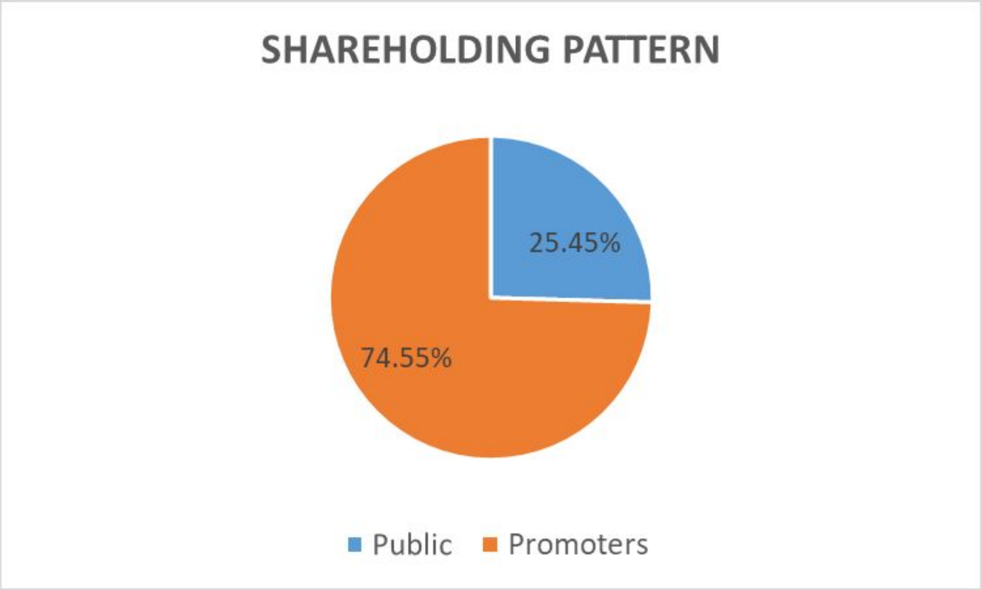
- Debt free balance sheet with cash & cash equivalents of ₹ 129 crore
- $31mm order pipeline is visible with fair confidence for next twelve months
- Philosophie, a US design consultancy firm acquired in 2019, brings tremendous opportunities in design and engineering
- Eternus Solutions acquired in Nov 2021, adds strong Salesforce capabilities fueling rapid growth
- Highly committed and focused founding team with about 75% stake in the company

Business updates of the last quarter

- Another Fortune 500 client, Waste Management, was signed
- Multiple unicorns in India are our customer now
- Integration with Eternus Solutions is in progress with Sales, Marketing, HR and Accounts team interacting and working together
- Philosophie founders are aligned with InfoBeans vision and are actively involved in strategic decision making of the company. It is merged with InfoBeans starting Jan 1, 2022
- Investment in people and practice building continues, several programs are conducted around cross skilling and upskilling the team
- A batch of 60 fresh graduates is onboarded in January 2022

Market Data

Price Data (31st December 2021)	₹
Face Value	10
Equity Shares Outstanding (Lakhs)	241.70
Trailing 12 Months EPS (as on 31st December 2021)	20.52
Market Price	416.6
Market Cap (₹ Crores)	1006.96
Trailing PE	20.3



(as on 31st December, 2021)

Disclaimer

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management InfoBeans Technologies Limited ("Company" or "INFOBEAN" or "InfoBeans Technologies Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

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

Thank you

For Further Information, Contact,

CA Krunal Sanghvi
Sr. Manager Finance
Tel: +91-731-7162102
Email: investor.relations@infobeans.com

Asha Gupta / Pratik Jagtap
Christensen Advisory, India
E-mail: agupta@christensenir.com / pjagtap@christensenir.com