InfoBeans
CREATING WOW!

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Pune - 411014 (M.H.), India
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To, **Date: 28th April, 2022**

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 and Year ended on 31st March, 2022.

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!

Investors call for year ending in March 2022

About InfoBeans

InfoBeans is a Digital Transformation and Product Engineering organization. InfoBeans builds innovative software solutions to solve complex business problems of its global clients

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	12	80+	1500+	10	6
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	₹57 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

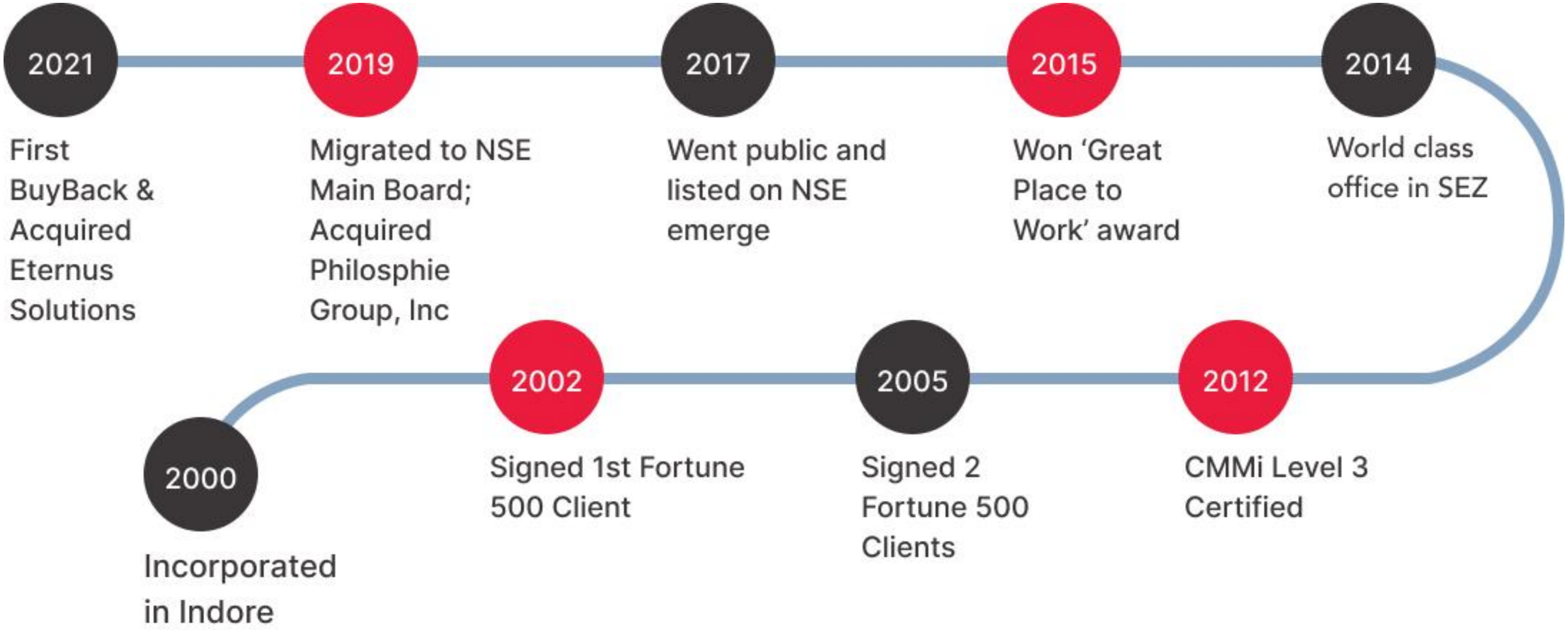
AUTOMATTIC

GREAT PLACE TO WORK®

ASIA'S BEST EMPLOYER BRAND AWARDS 2013

Dream Companies to work for

Transformation over the years



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 Sahoo

Independent Director

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

Kanupriya Manchanda
VP People

- 18 years in People Development
- 14 years with InfoBeans

Rajagopalan Kannan
VP Product Engineering

- 22 years in Software Engineering
- 19 years with InfoBeans

Manish Malpani
VP Operations

- 18 years in Project Management
- 13 years with InfoBeans

Ram Lakshmi
VP Client Success (USA)

- 27 years in Software Sales
- 12 years with InfoBeans

InfoBeans
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Highly Experienced Core Team

Emerson Taymor
SVP Sales & Marketing Philosophie

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

Skot Carruth
SVP & Mentor, Design Philosophie

- 16 years in Design
- 3 years with InfoBeans

Tarulata Champawat
Vice President, US Sales & Marketing

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

Jitendra Tannna
CEO, Eternus Solutions

- 31 years in Management & Engineering

Shreyas Merchant
COO, Eternus Solutions

- 27 years in Engineering & Sales

Geetanjali Punjabi
Vice President, UAE Sales

- 20 years in Sales operations
- 5 years with InfoBeans

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

Under NDA

World's most valuable Edtech startup

InMobi

World's leading mobile advertising technology company

Under NDA

Fortune 500, cloud data services and data storage company

Under NDA

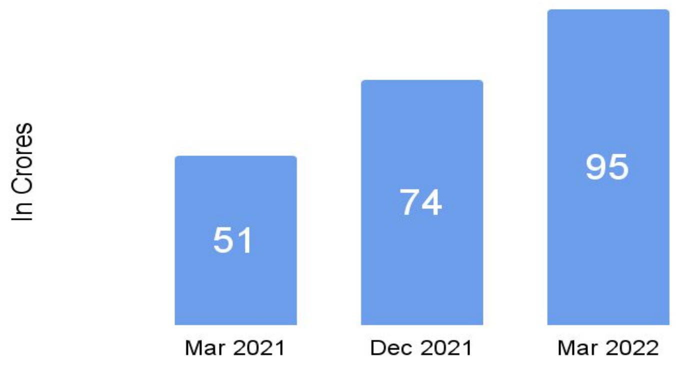
Fortune 200 company, World's largest logistics company, engaged worldwide

OLA

Indian multinational ridesharing company

Financial Performance – Q4 FY22

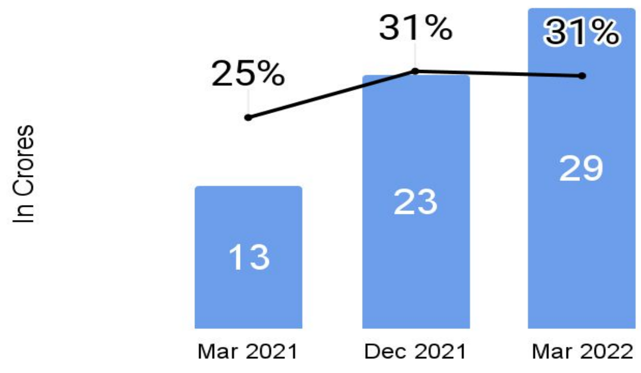
Revenue



28% QoQ

86% YoY

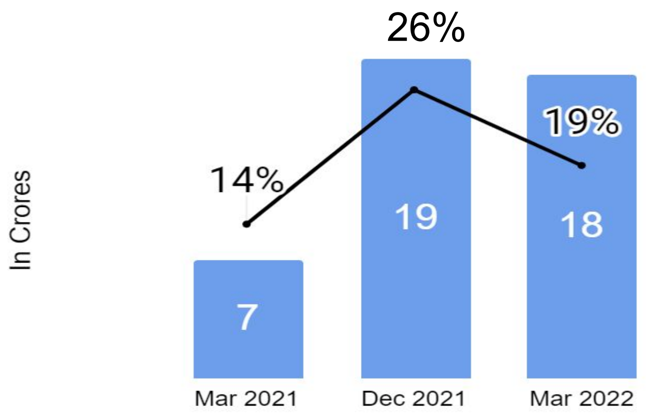
EBITDA & Margin (%)



26% QoQ

123% YoY

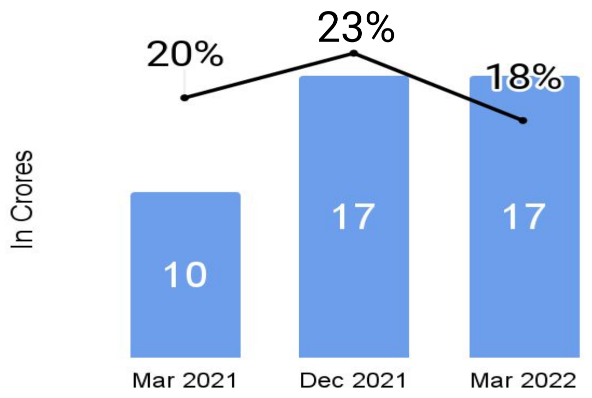
PBT & Margin (%)



-5% QoQ

157% YoY

PAT & Margin (%)



Stable QoQ

70% YoY

Key metrics for quarter ending in Mar 2022

Mar 2022 Vs Mar 2021 (QoQ)		Mar 2022 Vs Dec 2021 (QoQ)
86% ↑	Revenue 95	28% ↑
123% ↑	EBITDA 29	27% ↑
70% ↑	PAT 17	- ↔

(figures in INR Crores)
In USD terms, revenue growth is 20% QoQ

Growth Trajectory FY2022 v/s FY2021

47%	Revenue 289
57%	EBITDA 85
54%	PAT 57

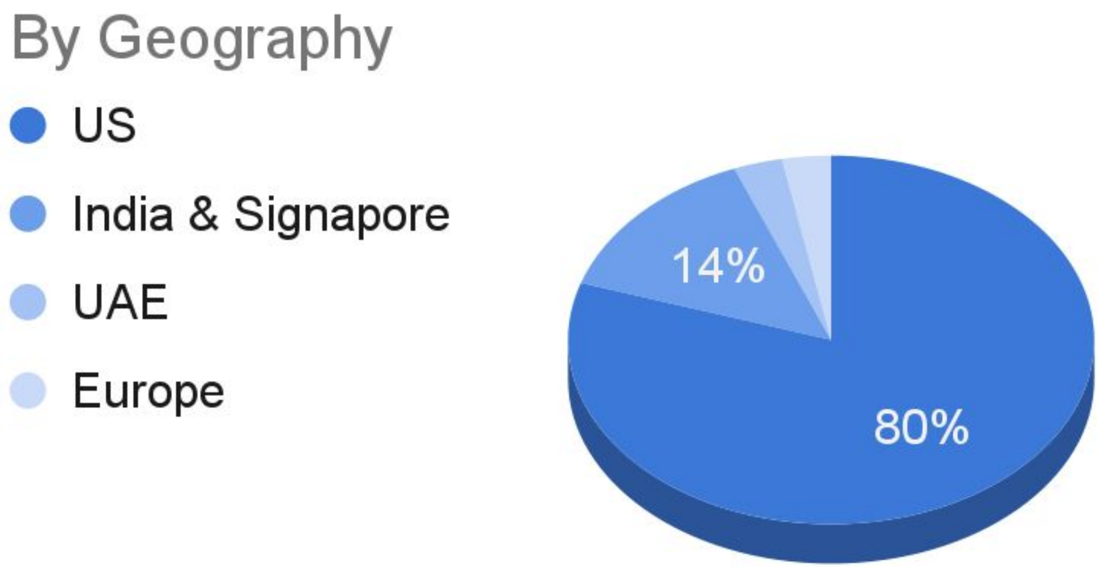
(figures in INR Crores)

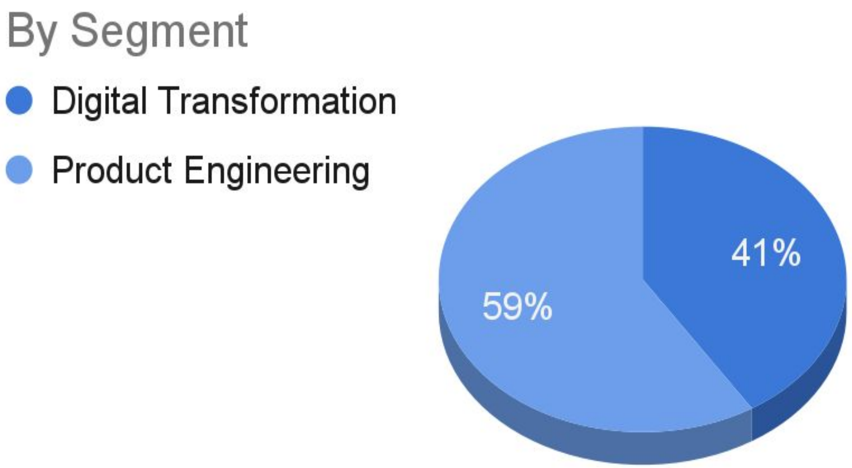
In USD terms, revenue growth is 46% YoY

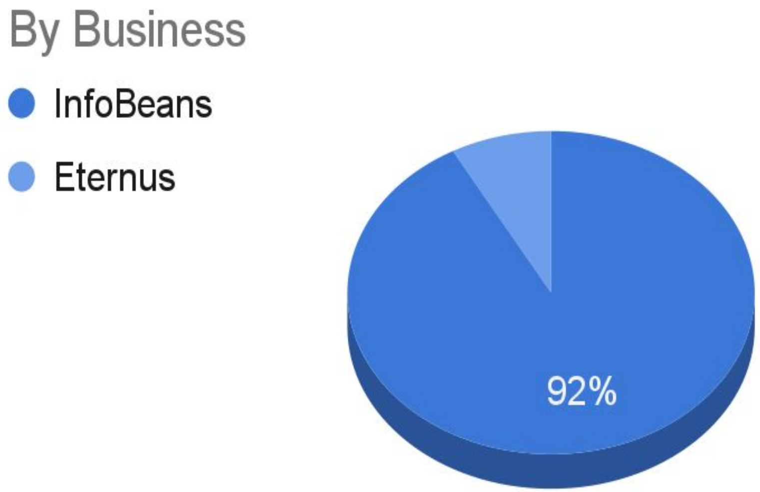
Audited Consolidated Profit and Loss as on 31st Mar, 2022

(in ₹ Crore)	Quarter Ended			Year Ended	
Particulars	Mar 2022	Dec 2021	Mar 2021	Mar 2022	Mar 2021
Revenue from operations	92	72	47	271	180
Other income	3	2	4	18	16
Total Revenue	95	74	51	289	196
Total Expenditure (Including Tax and OCI)	78	57	40	233	159
EBITDA	29	23	13	85	54
EBITDA Margin	31%	31%	25%	29%	28%
PAT	17	17	10	56	37
PAT Margin	18%	23%	20%	19%	19%

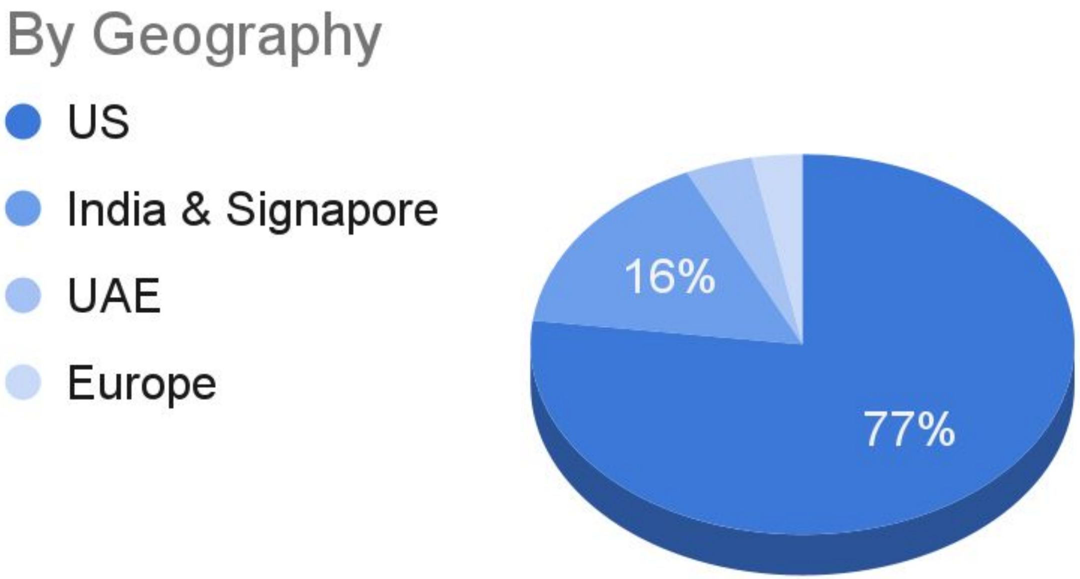
Revenue Breakup for FY22

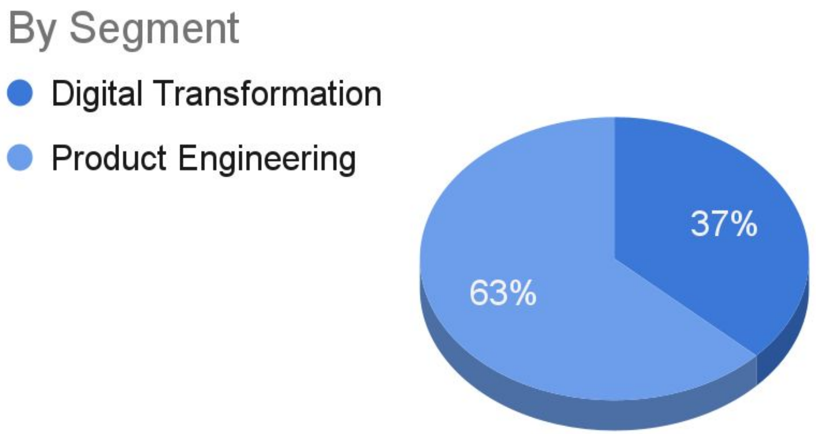


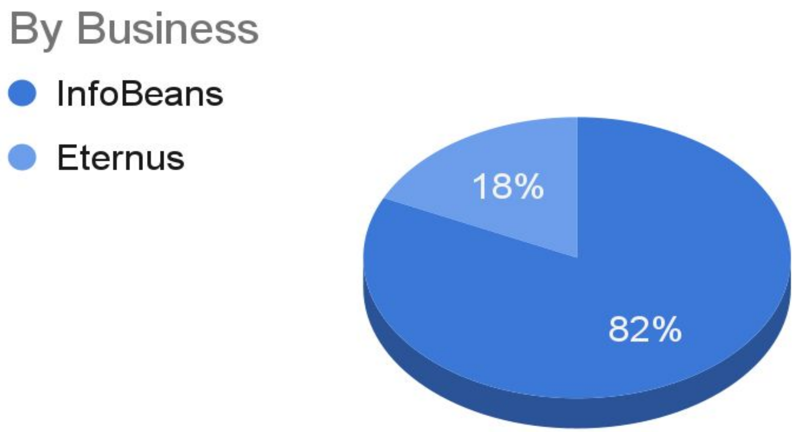




Revenue Breakup for Q4 2022



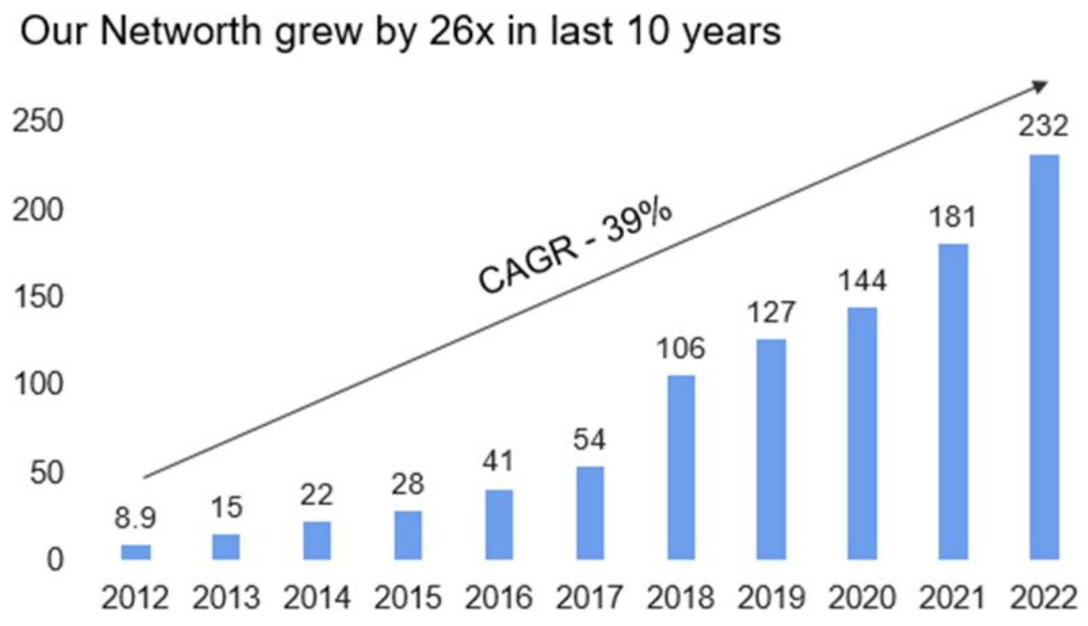




Growth Strategy

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

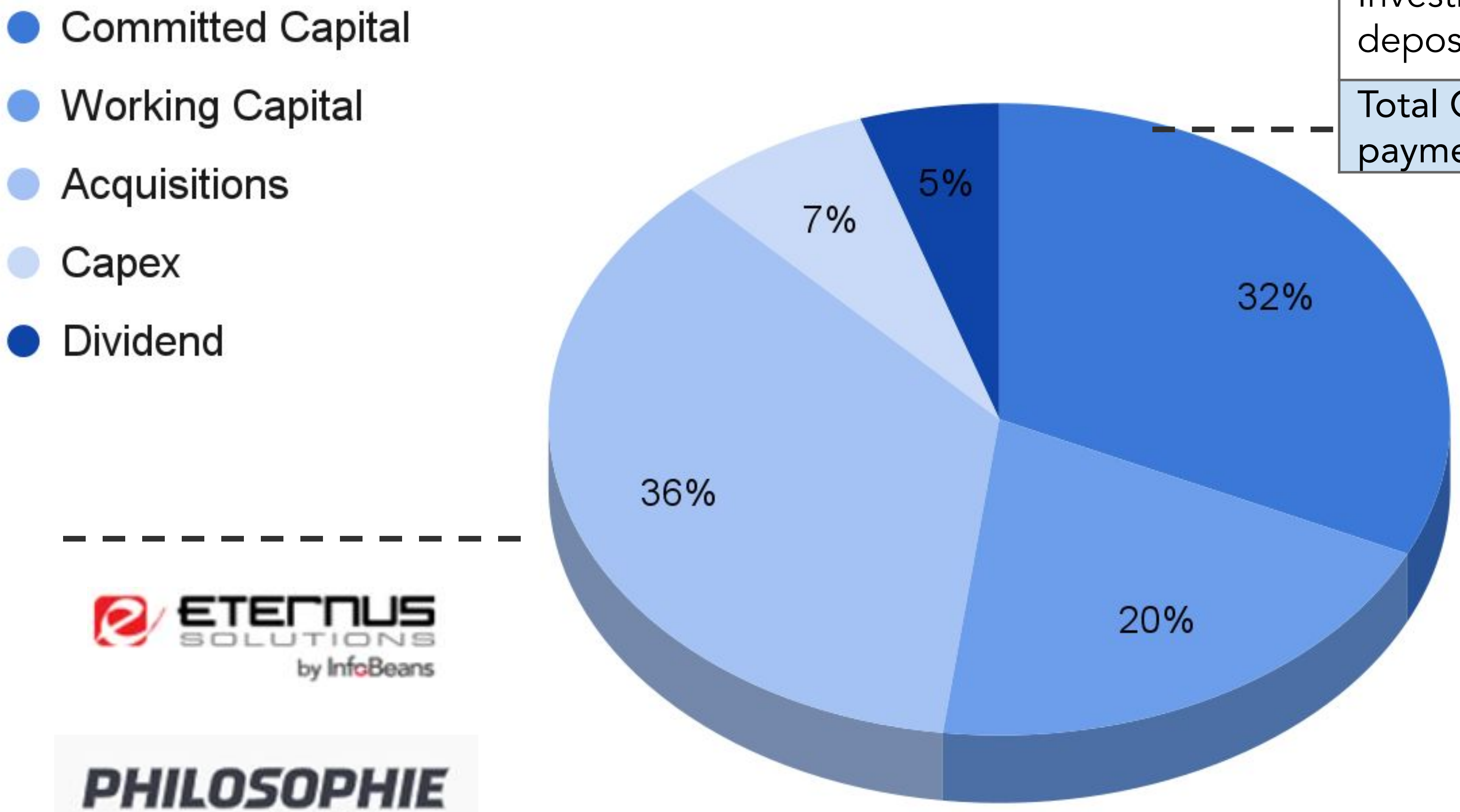
Last 10 years growth metrics



CAGR	Revenue	EBITDA	PAT
10 yrs	29%	38%	40%
5 yrs	28%	41%	34%
3 yrs	34%	51%	44%
1 yr	48%	55%	51%

Judicious use of cash

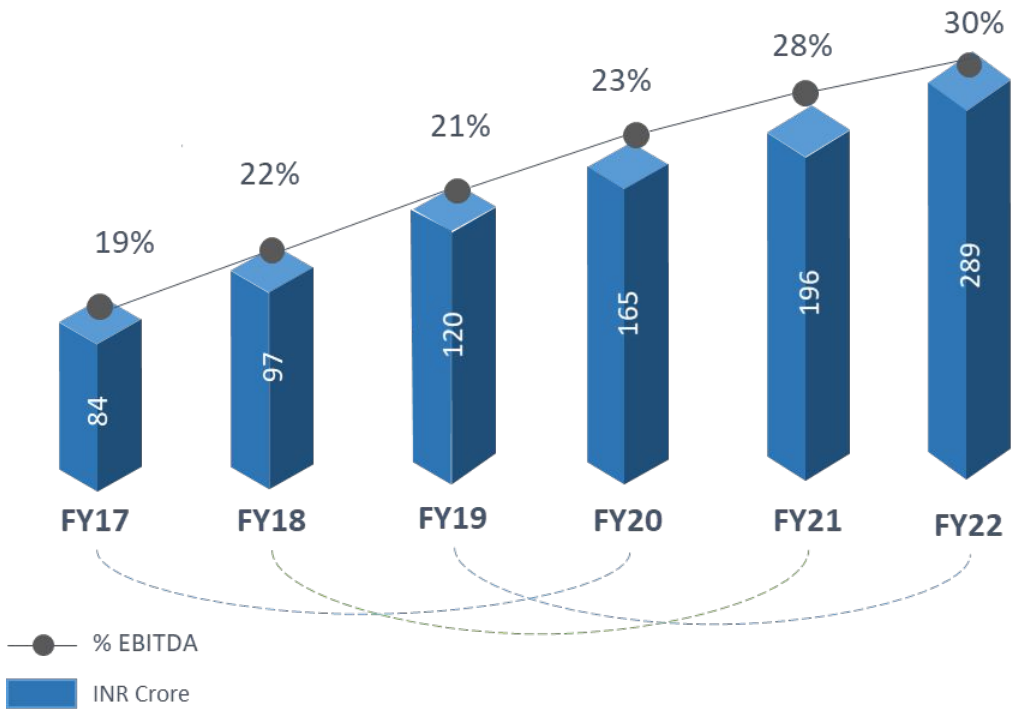
Committed Capital parked in	INR Cr
Cash and Bank	41
Investments in Mfs, Bonds and fixed deposits	56
Total Committed Capital towards future payments to sellers of acquired firms	97



Eternus Solutions by InfoBeans

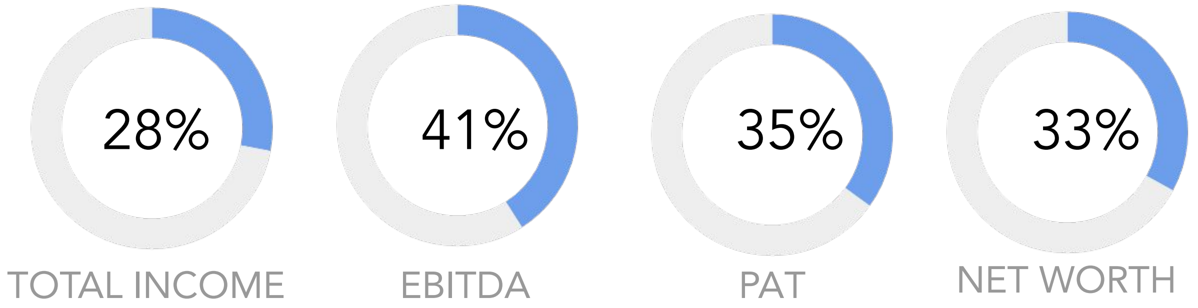
PHILOSOPHIE by InfoBeans

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



- Debt free balance sheet with cash & cash equivalents of ₹128 crores
- $40mm order pipeline is visible with fair confidence for next twelve months
- 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

Leadership Retreat 2022

Annual Leadership Retreat was organised in Bhopal as a confluence of global leaders with the theme of “Regroup. Realign.Recharge.” The 2025 vision of growing the business sustainably was well absorbed and imbibed by each one of the 74 participants.

InfoBeans #WOWSquad

WEDNESDAY, APRIL 20, 2022
THE HINDU
OPPORTUNITIES
HUMAN RESOURCES DEVELOPMENT • JOBS • TECHNOLOGY

Performance recognition taken to new heights

InfoBeans Technologies places its top-performing employees on a par with celebrities by erecting hoardings for them

LIFFY THOMAS

Twelve employees of InfoBeans Technologies have one of the unmistakable trappings of stardom – they get to smile from giant-sized hoardings. The Indore-based public-listed digital transformation and product engineering company picked them for this rare honour for the "WOW factor" they bring to work.

The company with 1500 employees cherry-picked the twelve employees, across verticals, and dubbed them #theWOWsquad.

"Eight hoardings are already up across Indore," says Kanupriya Manchanda, vice-president, People, InfoBeans Technologies. "These twelve have been recognised for creating a WOW experience continually for a long time for the stakeholders they are working for," says Kanupriya, clarifying that the recognition is not based on the results of one appraisal cycle.

The hoardings are expected to be up and standing for at least three to six months.

Kanupriya reveals that each hoarding is placed where the respective employee lives, just to up their popularity quotient among their neighbours. The hoarding mentions the employee's role in the organisation.

> We are planning to implement this initiative in Pune, which is our second largest base after Indore

Selection process

To select the WOW employees, a four-member committee was created. The committee spelt out the criteria and invited nominations from business unit heads.

Kanupriya explains that extraordinary contribution, sustained over a period of time, would amount to a WOW experience.

For every employee chosen for this honour, wouldn't there be ten others who would be disappointed that they were bypassed?

Kanupriya agrees there would be heartburn, and notes that this is not a one-off exercise, but would be an ongoing effort to honour many more deserving employees in the same manner.

"We are planning to implement this initiative in Pune, which is our second largest base after Indore," she says.

In the past, the company has rewarded its top performers by gifting them cars and high-end mobiles.

She notes "flexibility" in terms of work is an intangible but valued reward that the company has been extending to its workforce.

Stars from the cubicle PHOTOS: SPECIAL ARRANGEMENT

GENERAL

WOW Squad campaign - an innovative way to recognize star performers in public

90 minute walk-in drive

Exclusive

How this publicly-listed company hires people in just 90 MINUTES

Paulo Coelho says, "There is no such thing as a strange world, only a new world." Well, the new world of hiring is here! Here is a company promising software professionals an application-to-offer in hand in 90 minutes straight.

Abhishek Sahu • ETHRWorld • Updated: April 16, 2022, 10:34 IST

Dr Kanupriya Manchanda, VP - People, InfoBeans Technologies

In the world of 10 minutes of grocery delivery, and 30 minutes of pizza, getting a job (with complete paperwork) remains a work of a few days, or God knows, sometimes weeks!

Paulo Coelho says, "There is no such thing as a strange world, only a new world." Well, the new world of hiring is here.

Why? Because 22 years old InfoBeans Technologies is promising software

Unique walk-in drive in Indore and Pune offices. Kudos to our team for arranging a flawless drive and issuing offers to 35+ prospective team members. Each one was rolled out in under 90-minutes.

Corporate Social Responsibility

Activity Identified/Purpose	Name of the Institution	Amount (in INR)
Health - Covid support supplies	Shivganga Samagra Gram Vikas Parishad, Jhabua	1,56,000.00
Health - Covid support supplies	Atamvallabh Parmarthik Trust, Jhabua	2,60,000.00
Environment - Tree Plantation	Scientech Eco Foundation	6,00,000.00
Education - for employment	InfoBeans Foundation	42,55,000.00
Health - Covid support supplies	Direct spent by InfoBeans	7,55,940.83
	Total	60,26,940.83

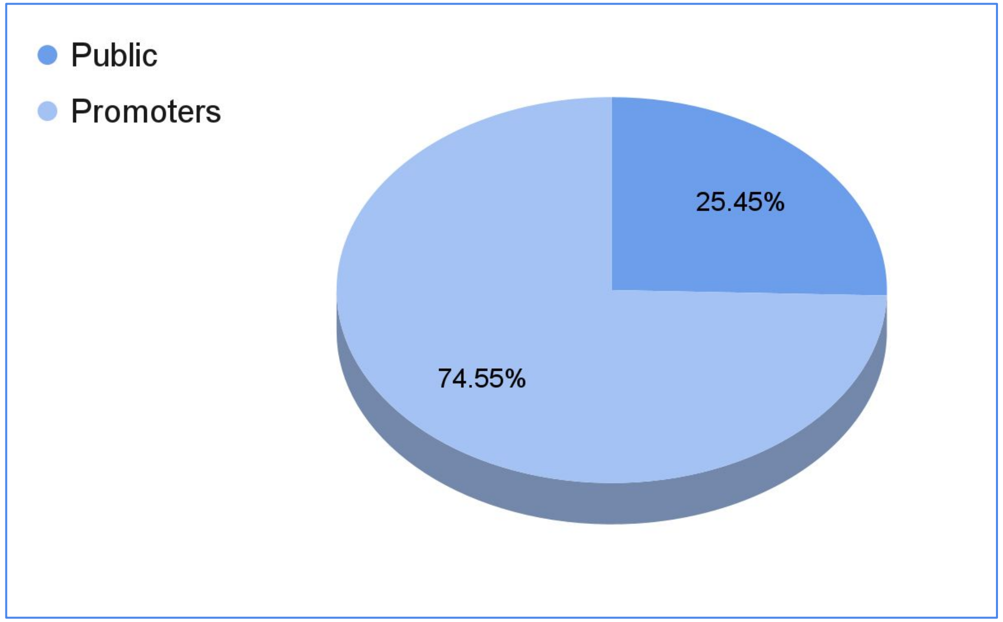
स्टूडेंट्स को दी सॉफ्टवेयर प्रोग्रामिंग की नि:शुल्क शिक्षा

पत्रिका PLUS रिपोर्टर

इंदौर ◆ बढ़ती बेरोजगारी को रोकने के लिए और आइटी सेक्टर में युवाओं को लाभ पहुंचे, इसके लिए शहर के इंफोबीन्स फाउंडेशन ने एक प्रोग्राम शुरू किया। आइटीईपी नाम से शुरू किए गए इस प्रोग्राम के तहत चयनित छात्रों को नि:शुल्क 1 साल का सॉफ्टवेयर प्रोग्रामिंग कोर्स का प्रशिक्षण दिया गया। इसके तहत विद्यार्थी को फुल स्टैक वेब डेवलपमेंट, ऐप डेवलपमेंट आदि बताया गया। कोर्स के पूरे होने पर सभी विद्यार्थियों को फाउंडेशन द्वारा सर्टिफिकेट प्रदान किए गए। इस अवसर पर मुख्य अतिथि के तौर पर संतोष मुछाल, एसजीएसआइटीएस डायरेक्टर डॉ. राकेश सक्सेना, अविनाश सेठी एवं विभा जैन, सिद्धार्थ सेठी एवं मेघना सेठी, प्रांजल दुबे, मनीष मालपानी एवं आइटी कंपनियों के अधिकारी उपस्थित रहे।

Market Data

Price Data (31st March 2022)	₹
Face Value	10
Equity Shares Outstanding (Lakhs)	241.70
Trailing 12 Months EPS (as on 31st March 2022)	24
Market Price	726.40
Market Cap (₹ Crores)	1755.78
Trailing PE	30.25



(as on 31st March, 2022)

Disclaimer

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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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