InfoBeans
CREATING WOW!

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Date: 29th October, 2021

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 and half year ended on 30th Sep, 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 - October 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	21	110+	1000+	16
Foundation of the company	Years in business	Active Clients WOWed to date	Team Members smiling	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

- **2000** Incorporated in Indore
- **2002** Signed 1st Fortune 100 client
- **2005** Signed 2 Fortune 500 clients
- **2012** CMMi Level 3 Certified
- **2014** World class office in SEZ
- **2015** Won 'Great Place to Work' award
- **2017** Went public and listed on NSE emerge
- **2019** Migrated to NSE Main Board; Acquired Philosophie Group, Inc
- **2021** Announced maiden share buyback

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

Tarulata Champawat
Sr. Director Sales & Marketing

- 21 years of Experience in Engineering & Sales
- 16 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

Skot Carruth
CEO, Philosophie

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

Kanupriya Manchanda
VP People

- 17 years in Team Development
- 13 years with InfoBeans

Ram Lakshmi
VP Client Success (USA)

- 26 years of selling Software
- 11 years with InfoBeans

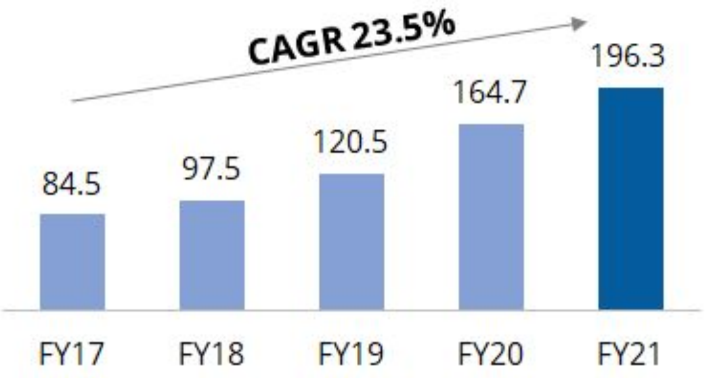
Emerson Taymor
MD, Philosophie

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

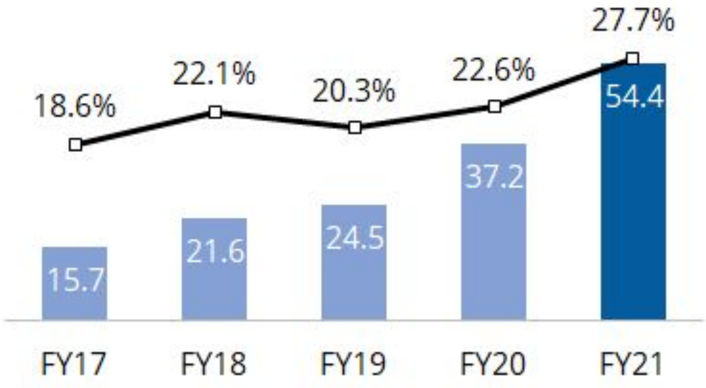
Key Performance Indicators

(₹ Crore)

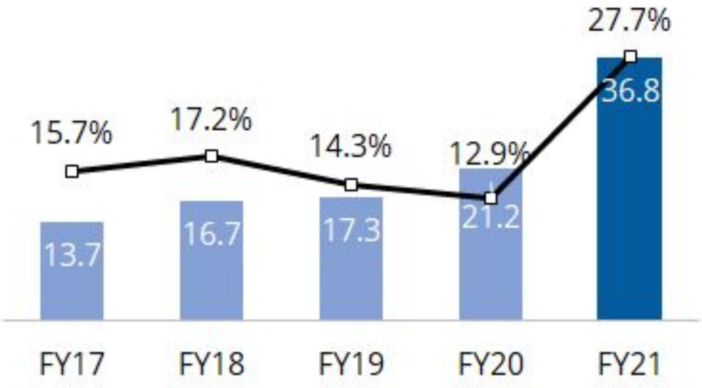
REVENUE



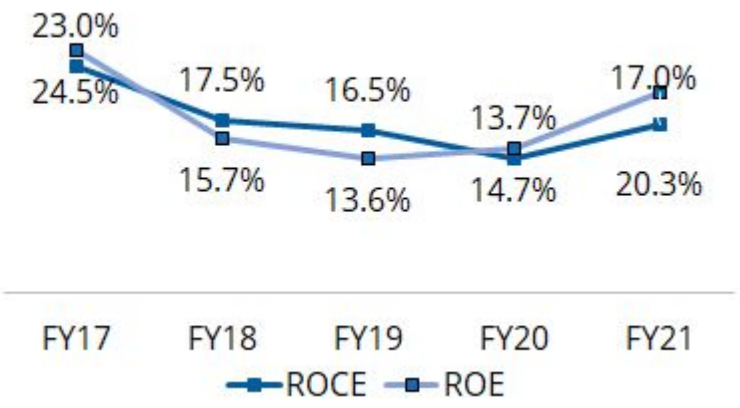
EBITDA & MARGINS (%)



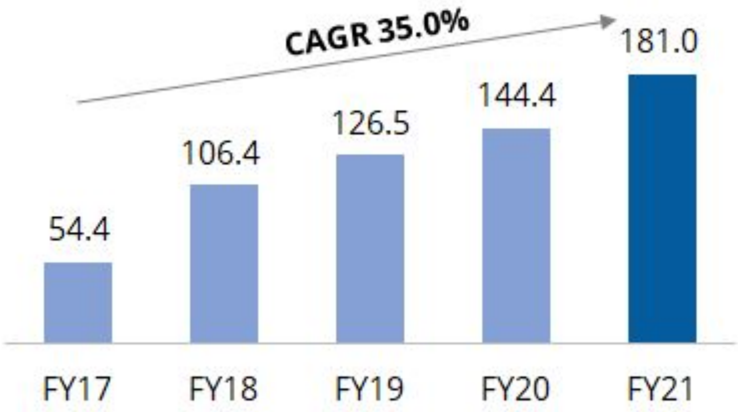
PAT & MARGINS (%)



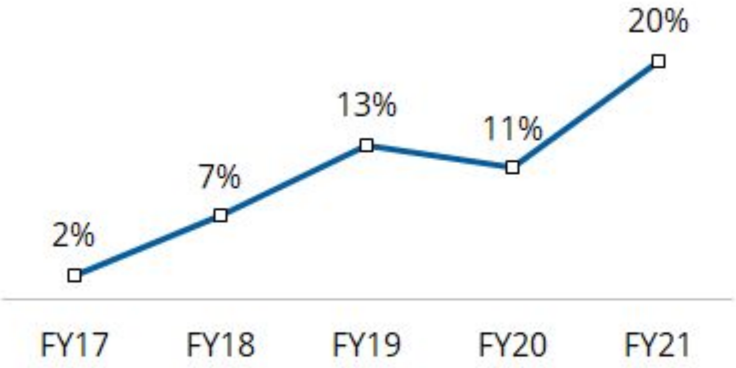
ROE & ROCE



NET WORTH

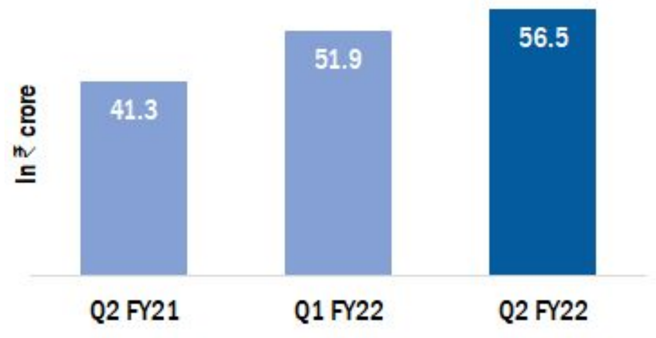


DIVIDEND PAYOUT



Financial Performance – Q2 FY22

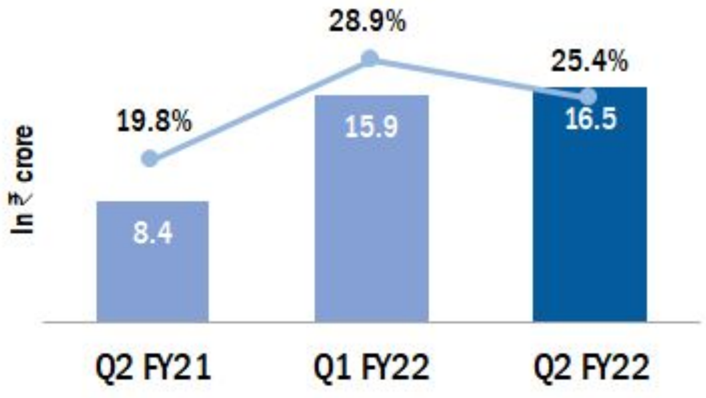
Operating Revenue



8.9% QoQ

36.08% YoY

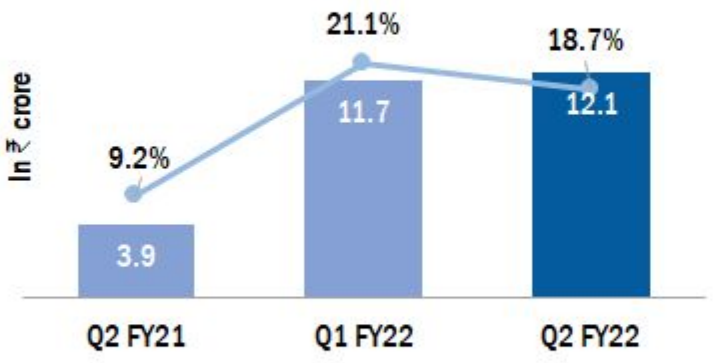
EBITDA & Margin (%)



4% QoQ

96.3% YoY

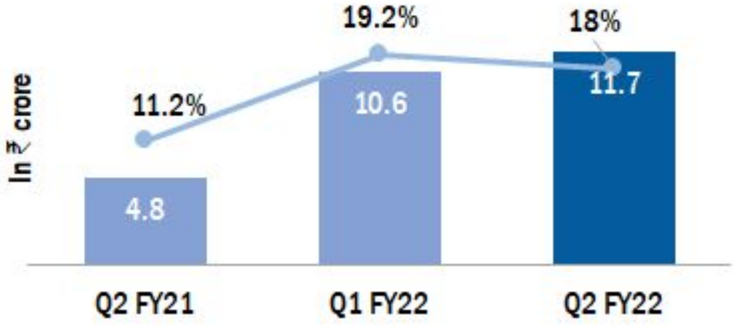
PBT & Margin (%)



4% QoQ

211% YoY

PAT & Margin (%)



10% QoQ

147% YoY

Highlights for H1 FY22

YoY Sep 2021 Vs Sep 2020

29% ↑	**Revenue** 120.1
44% ↑	**EBITDA** 32.4
81% ↑	**PAT** 22.3

(figures in INR Crores)

Highlights for Q2 FY22

YoY Sep 2021 Vs Sep 2020

53.2% ↑	**Revenue** 64.9
96.3% ↑	**EBITDA** 16.5
147% ↑	**PAT** 11.7

(figures in INR Crores)

** QoQ Revenue growth in USD terms is 8.45%*

Audited Consolidated Profit and Loss as on 30th Sept, 2021

(in ₹ crore)	Quarter Ended			Year Ended
	Sep 2021	Jun 2021	Sep 2020	Mar 2021
Revenue from operations	57	52	41	186
Other income	8	3	1	16
Total Revenue	65	55	42	196
Total Expenditure	53	45	38	159
EBITDA	17	16	8	54
EBITDA Margin	25.4%	28.9%	19.8%	27.7%
PAT	12	11	5	37
PAT Margin	18.0%	19.2%	11.2%	18.7%

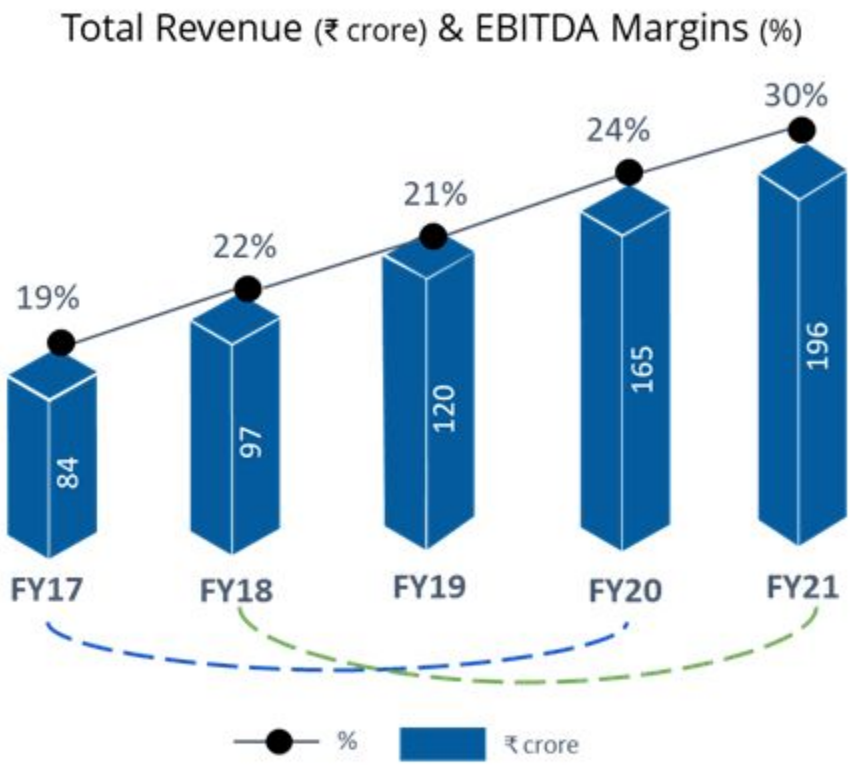
Balance Sheet as on 30th Sept, 2021

Particulars (in ₹ crore)	As at September 2021	As at June 2021
Assets		
Non-Current Assets	158	154
Current Assets	95	100
Total Assets	253	254
		Equities & Liabilities
Equity & Other Equity	198	194
Non-Current Liabilities	40	41
Current Liabilities	15	19
Total Equity & Liabilities	253	254

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 between FY17 to FY18 to FY 21. Management has a vision of doubling every 2 years, through organic and inorganic means

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

26%	36%	29%	35%
TOTAL INCOME	EBITDA	PAT	NET WORTH

- Debt free balance sheet with cash & cash equivalents of ₹ 151 crore
- $15mm order pipeline is visible with fair confidence for remaining FY22
- Philosophie, a US design consultancy firm acquired in 2019 brings tremendous opportunities in design and engineering
- Highly committed and focused founding team with about 75% stake in the company

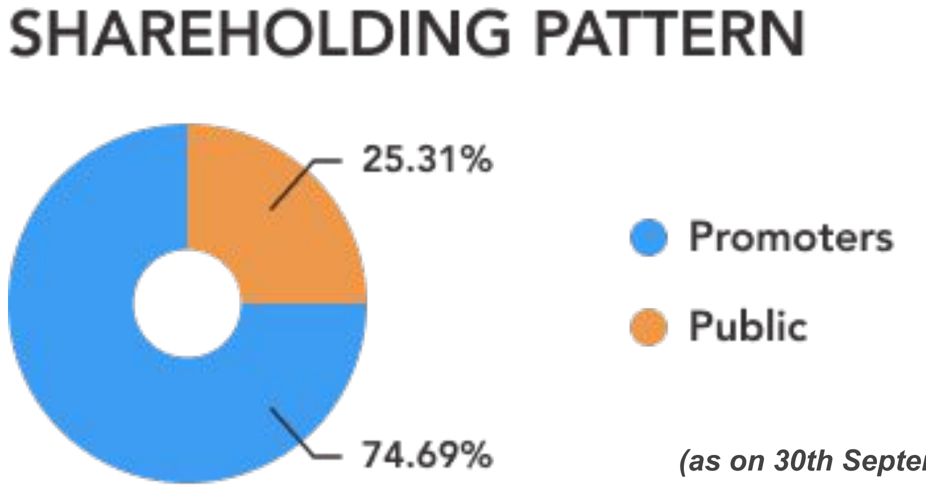
Business updates as on 30th Sept, 2021

- ➔ Due diligence is complete and we are ready to sign the definitive agreements with the shareholders of Eternus Solutions Private Limited to acquire 100% equity
- ➔ The agreed cost is INR 130 Crores
- ➔ We offer additional INR 20 Crores as incentive to the founders, in case they over achieve their projections in fiscal year ending in 2023, 2024 and 2025
- ➔ This fiscal year, projected revenue is INR 60 Crores
- ➔ The founders projected to grow at 32% in revenue and profits each year

*** Updates from Q1FY22 similarly can be added in Q2*

Market Data

Price Data (30th September 2021)	₹
Face Value	10
Equity Shares Outstanding (Lakhs)	241.12
Trailing 12 Months EPS (as on 30th September 2021)	19.45
Market Price	379
Market Cap (₹ Crores)	913.88
Trailing PE	21.73



(as on 30th September 2021)

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

Thank you

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