



InfoBeans
CREATING WOW!

InfoBeans Investors Call

Quarter ended on 30th June, 2024

About InfoBeans

InfoBeans, founded in 2000 and now **1500+** strong, is a global Digital Transformation and Product Engineering organization. We strive to deliver exceptional and meaningful value to our clients using best software technologies while solving their complex business problems.

Strengthened by our partnership with Salesforce, ServiceNow, Microsoft, and agineo 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!



USA
Silicon Valley, and
New York

Europe
Frankfurt



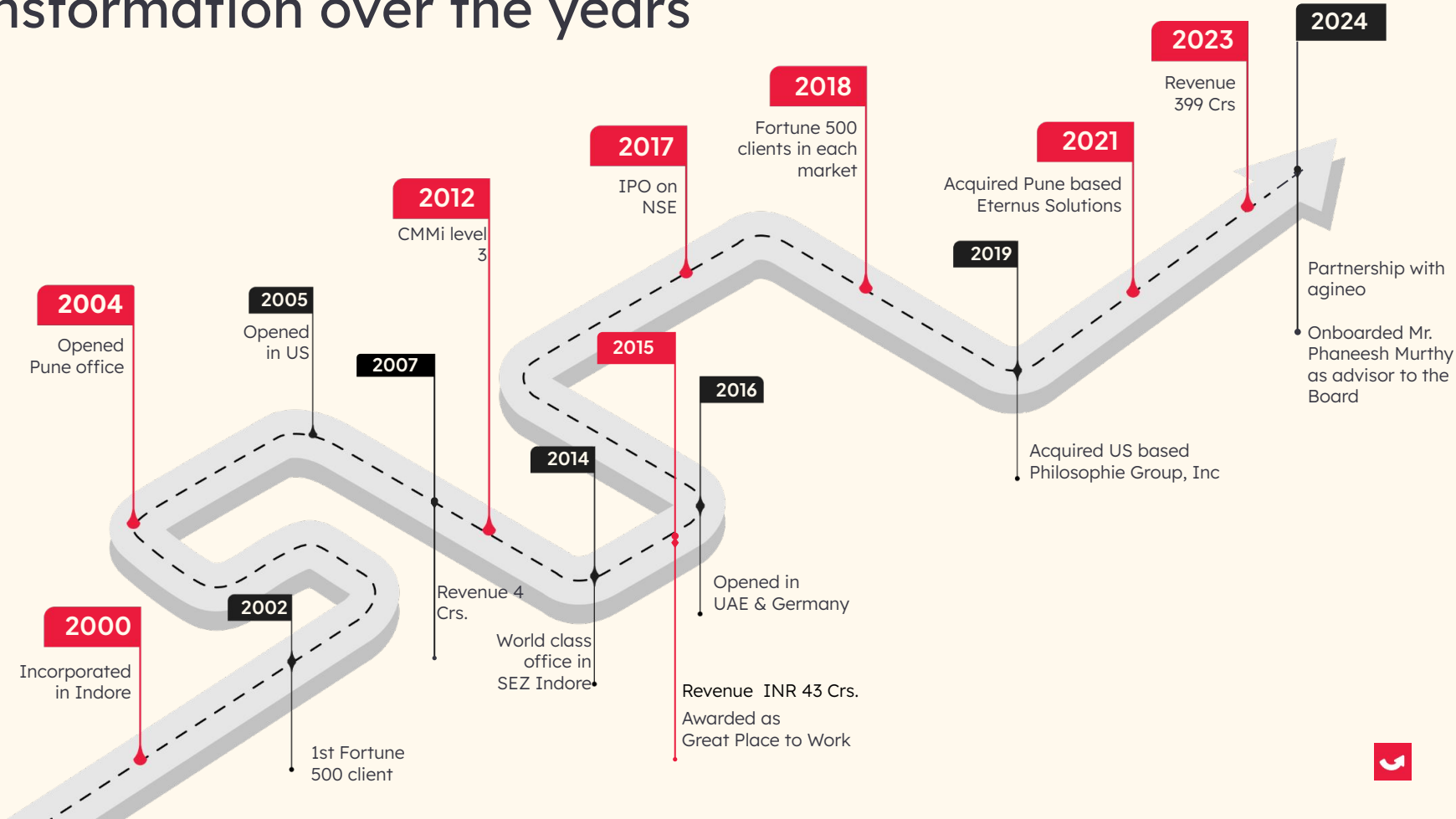
Middle East
Dubai



India
Indore, Pune, Chennai,
Vadodara, Bengaluru



Transformation over the years



InfoBeans at a glance

Overview

2000

Born

14

Years of active growth

1500+

Team members smiling

29

Large Enterprise Clients

Financials

FY 2023-24
in INR Crs

₹ 384

Revenue

₹ 67

EBITDA

₹ 22

PAT

₹ 205

Cash & Equivalent
Includes 73 Cr AR

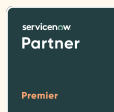
26%

Revenue CAGR
Last 5 years

Partnerships and awards



Summit



InfoBeans Global Service offerings



Enterprise software engineering for web, mobile & cloud

App modernization & sustenance

CRM and packaged implementation, backend integration and migration



User experience and interaction design

Rapid prototyping & experiment driven design

Front-end development



AI enabled Solutions

Deliver solutions using tools like ChatGPT. Gemini. LLMs. Chips so that more extensive and meaningful work can take place.



Salesforce consulting & implementation - marketing, sales, service, CPQ, CLM & QTC solutions

ServiceNow consulting, implementation and sustenance - ITSM, ITOM, ITBM, HRSD, custom apps



Robotic process automation

CICD (test & build/release automation)

DevOps, independent quality assurance



Key Updates



Key business updates



Onboarded Phaneesh Murthy

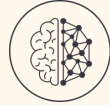
A IT Industry veteran joined as an Advisor to enhance our long term growth strategy



New clients

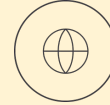
Landed into six clients

- 3 large enterprises
- 2 funded startups
- 1 NPO



M&A pipeline

One ServiceNow focused assets in pipeline



Events & applauds

Awarded as ServiceNow Partner of the Year 2024 for best consulting and implementation in the APAC region!



ESG & CSR

Partnered with IITI Drishti CPS to expand training programs

Partnered with FICCI FLO, Indore, to equip our girl students for success in the #tech world.



IT veteran Phaneesh Murthy joins as Advisor



Pleased to share with the stakeholders that Mr. Phaneesh Murthy has joined InfoBeans as an Advisor.

With his extensive experience from leadership roles at various IT companies, he will provide strategic guidance to drive our long-term growth and enhance our positioning in the digital engineering and AI.



Team Overview



Board of Directors



Siddharth Sethi

Co-founder



Mitesh Bohra

Co-founder



Avinash Sethi

Co-founder



Shilpa Saboo

Independent Director



Sumer Bahadur Singh

Independent Director



Mayuri Mukherjee

Independent Director



Highly Experienced Core Team



Emerson Taymor

- SVP, Sales & Marketing
Design & Innovation Practice
- 15 years in Design & Sales
 - 5 years with InfoBeans



Amit Makhija

- SVP, Digital Transformation
- 25 years in Software Dev & Management
 - 17 years with InfoBeans



Shreyas Merchant

- SVP, Salesforce Practice
- 29 years in Engineering & Sales
 - 2 years with InfoBeans



Denise Cheung

- SVP, Design & Innovation
- 25 years in Design & Innovation Services
 - 2 years with InfoBeans



Rajagopalan Kannan

- SVP, Transformation and Technology Excellence
- 24 years in Engineering
 - 21 years with InfoBeans



Kanupriya Manchanda

- VP People
- 20 years in People & Development
 - 16 years with InfoBeans



Highly Experienced Core Team



Manish Malpani

- VP, Operations
- 19 years in Project Management
 - 14 years with InfoBeans



Ram Lakshmi

- VP Client Success (USA)
- 29 years in Software Sales
 - 14 years with InfoBeans



Darshana Jain

- VP, Technology
- 18 years of experience
 - 2 years with InfoBeans



Tarulata Champawat

- VP, Sales & Marketing (USA)
- 24 years in Engineering & Sales
 - 19 years with InfoBeans



Highly Experienced Core Team



Arpit Jain

- VP Design
- 18 years in Software Design & Engineering
 - 18 years with InfoBeans



Chaitanya Pandya

- VP, Delivery
Salesforce Practice
- 10 years experience in working on Salesforce solutions
 - 2 years with InfoBeans



Geetanjali Punjabi

- VP, Sales (UAE)
- 22 years in Sales Operations
 - 8 years with InfoBeans



Jigar Shah

- VP Technology & Salesforce
- 16+ years experience in working on Salesforce
 - 2 years with InfoBeans



Clients



Meet some of our clients



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

Under NDA

A Fortune 200, among world's largest logistics companies

Under NDA

A Fortune 500, German multinational technology conglomerate



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



A Fortune 500, multinational banking financial services institution based out of Japan

Under NDA

One of the world's largest wireless communications organizations



Full range of SaaS based integrated Human Resources solutions

Under NDA

A Fortune 500, cloud data services and data storage company

Under NDA

A pharmaceutical and technology company HQ in Germany, with about 60,000+ employees and a presence in 66 countries

Financial Update



Snapshot: Apr-Jun 24

(₹ in crores)

	Jun 2024	Jun 2023	YoY Change	Mar 2024	QoQ Change
Revenue	₹ 100	₹ 94	6%	₹ 100	0%
EBITDA	₹ 19	₹ 15	25%	₹ 21	(9)%
PAT	₹ 8	₹ 3	123%	₹ 9	(16)%



Audited Consolidated Profit & Loss as on 30th June, 2024

(in ₹ Crore)	Quarter Ended		
	June 2024	Jun 2023	Mar 2024
Particulars			
Revenue from operations	97	92	97
Other income	3	2	3
Total Revenue	100	94	100
Less: Total Expenditure (excl Dep and Interest cost)	81	79	79
EBITDA	19	15	21
EBITDA Margin	19%	16%	21%
Less: D&A, Finance cost and Tax	11	12	12
PAT	8	3	9
PAT Margin	8%	4%	9%

Revenue

Improved demand YoY

EBITDA

Increased investment in sales and marketing lead to slight dip in EBITDA margins QoQ

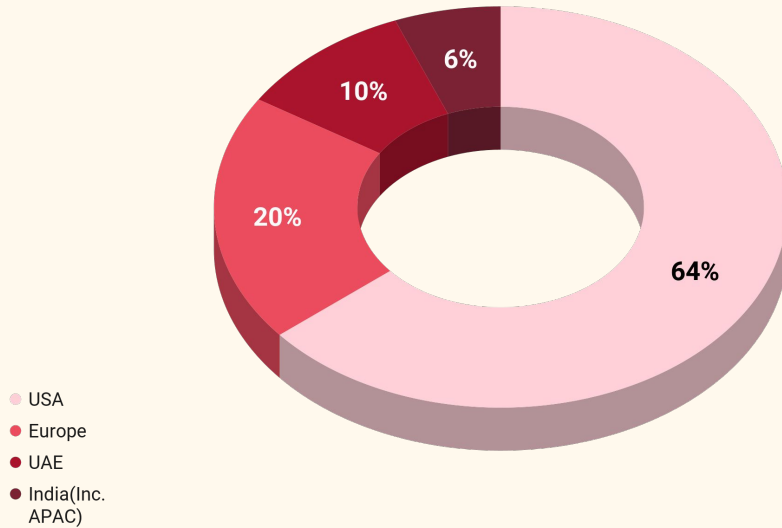
PAT

Higher profits in taxable units



Revenue breakup

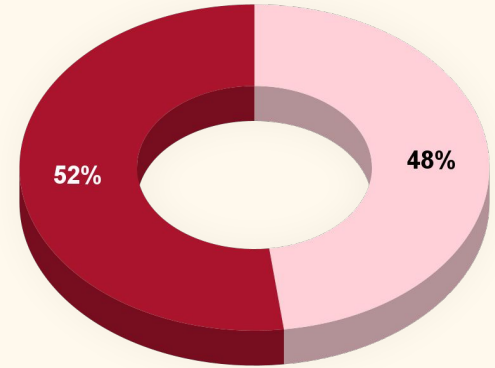
By geography



**Based on client HQ*

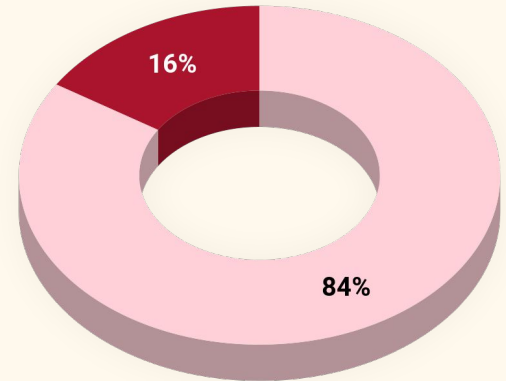
By segment

- Digital Transformation
- Product Engineering



By business

- InfoBeans
- InfoBeans CloudTech



On the ground



Creating
WOW

servicenow. | InfoBeans
WINNER



Awarded ServiceNow Partner of the Year 2024
for best consulting and implementation in the APAC region





Along with agineo, we hosted an event at The Sphere in Las Vegas, for our key customers.





Insurance
Innovators USA





Celebrating
International Yoga
Day



A business should benefit humans

CSR & ESG updates





KLAUS SCHÜTZ

April 15, 2024

InfoBeans
IIT-Indore Drishti CPS Foundation

We strive together to skill the youth of the
country to build a better future.

FICCI
The Power to Empower

FICCI
The Power to Empower

FICCI
The Power to Empower

FICCI
The Power to Empower

Partnered with IIT-Indore Drishti CPS Foundation to empower over 250 underprivileged students

Partnered with FICCI FLO Indore to support a girl's only batch





InfoBeans Foundation's first center in Pune was inaugurated by Rupal Sancheti, MD of HealYos, and Ripple Mirchandani, Co-founder of Mudita Alliance

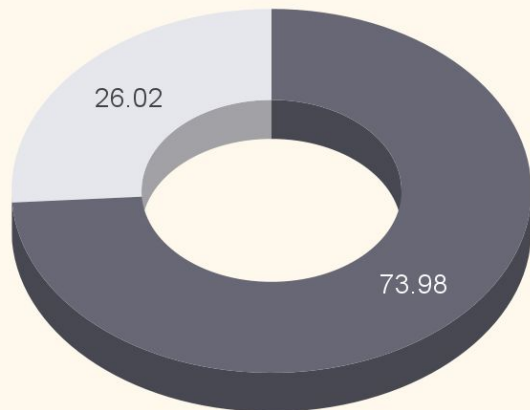


Market data



Market data

(as on 30th June 2024)



● Promoter ● Public

Price data as of 30th June, 2024

Face Value	10.00
Equity Shares Outstanding (Lakhs)	243.68
Trailing 12 months EPS (₹)	11.01
Market Price (₹)	454.30
Market Cap (₹ Crs)	1107.07
Trailing PE	41.26





Thank You!

Mridul Maheshwari

Corporate Development & IR

investor.relations@infobeans.com