



**InfoBeans**  
CREATING WOW!

# Investors Call

For the quarter ending on 30 September, 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.

Creating WOW! is not just a tagline for us, it's our religion!



**USA**  
Silicon Valley, and  
New York

**Europe**  
Frankfurt



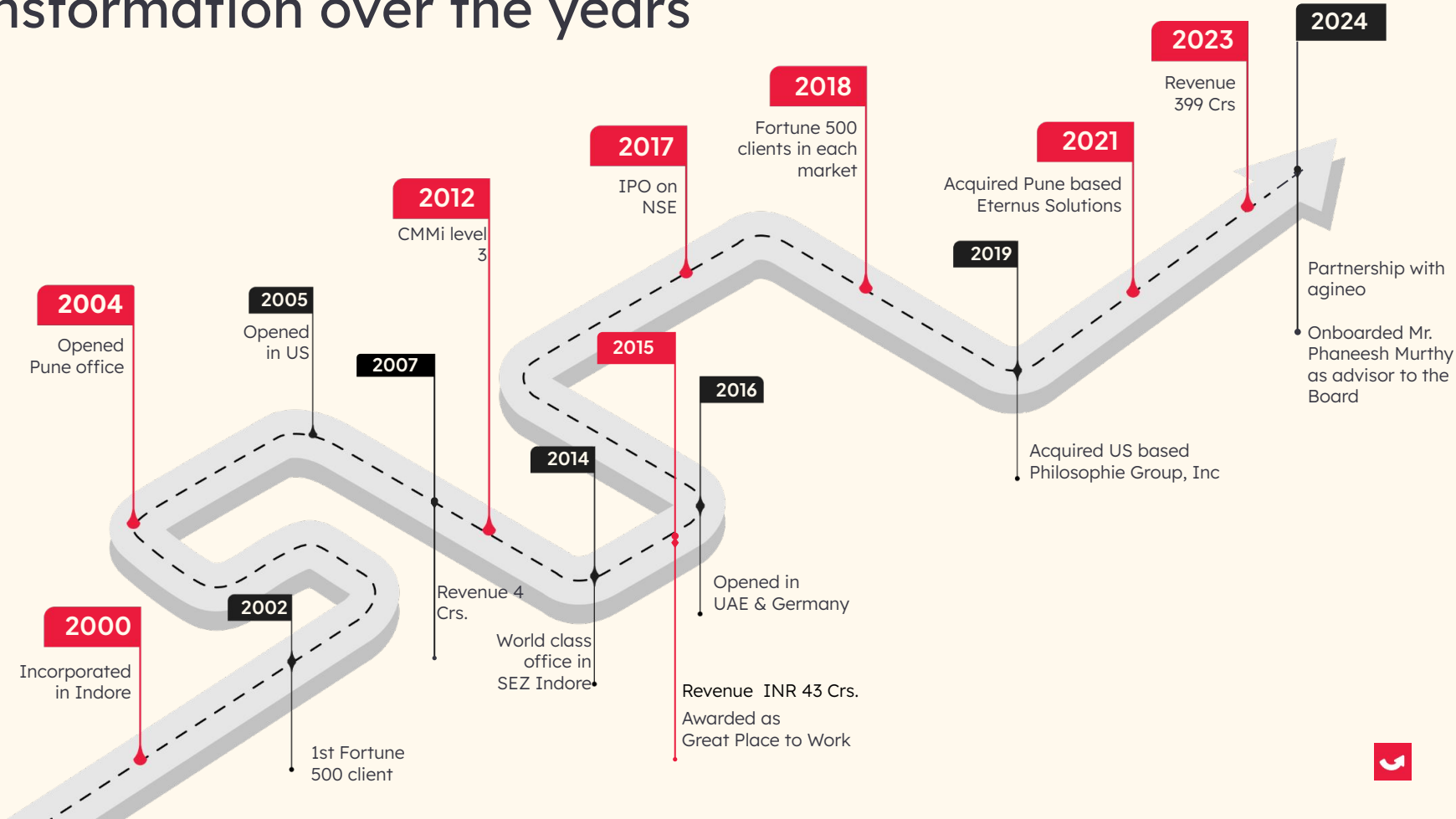
**Middle East**  
Dubai



**India**  
Indore, Pune, Chennai,  
Vadodara, Bengaluru



# Transformation over the years



# InfoBeans at a glance

## Overview

**29**

Large enterprise clients

**90%**

Repeat business

**2**

Successful acquisitions

**269**

Members with more than 5 years with us

**2**

Listed on NSE and BSE

## Financials

H1 2024-25

**₹ 202 Cr**

Revenue

**₹ 42 Cr**

EBITDA

**₹ 20 Cr**

PAT

**₹ 231 Cr**

Cash & equivalent includes 75 Cr AR

**26%**

Revenue CAGR in 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 Gemini, Generative AI, GitHub Copilot, TensorFlow, PyTorch, etc.



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



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# Key Updates



# Key business updates

## Financials

Revenue grows to INR 102Cr (8% YoY and 3% QoQ)

EBITDA margins jumped from 19% in Q1 to 23% in Q2.

## New clients

Onboarded four clients  
One Fortune 500 company  
Two US-based large enterprises  
One India-based large enterprise

## M&A pipeline

One ServiceNow focused and one Salesforce focused assets in the pipeline

## Events & applauds

Recognised as Asia's Best Employer Brand for the 8th time in a row

Recognized among the Top 100 Best Companies for Women to Work for in India

## ESG & CSR

Foundation:  
73 new placements done

Women Empowerment:  
25 out of 60 women enrolled in Shakti empowerment program, advanced to the next level



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# Team



**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



**Rajagopalan Kannan**

SVP, Transformation and  
Technology Excellence

- 24 years in Engineering
- 21 years with InfoBeans



**Denise Cheung**

SVP, Design & Innovation

- 25 years in Design & Innovation Services
- 2 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



**Kanupriya Manchanda**

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



## Highly Experienced Core Team



**Arpit Jain**

VP Design

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



**Tarulata Champawat**

VP, Sales & Marketing (USA)

- 24 years in Engineering & Sales
- 19 years with InfoBeans



**Geetanjali Punjabi**

VP, Sales (UAE)

- 22 years in Sales Operations
- 8 years with InfoBeans



**Chaitanya Pandya**

VP, Delivery

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



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# Clients



## Meet some of our clients



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



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



Full range of SaaS based integrated Human Resources solutions

### Under NDA

A Fortune 200, among world's largest logistics companies



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

### Under NDA

A Fortune 500, cloud data services and data storage company

### Under NDA

A Fortune 500, German multinational technology conglomerate

### Under NDA

One of the world's largest wireless communications organizations

### Under NDA

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

**Our large enterprise clients typically stay partnered with us for over 9 years on average. Moreover, 90% of our clients choose to renew our services each year. This demonstrates the quality of our offerings and the trust we build with our clients.**



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# Financial Update



# Snapshot: Jul-Sep 24

(₹ in crores)

	Sep 2024	Sep 2023	YoY Change	Jun 2024	QoQ Change
Revenue	₹ 102	₹ 95	8%	₹ 100	2%
EBITDA	₹ 23	₹ 15	52%	₹ 19	25%
PAT	₹ 13	₹ 4	201%	₹ 8	63%

*In USD terms, revenue grew 7% YoY*



## Audited Consolidated Profit &amp; Loss as on 30th Sep, 2024

(in ₹ Crore)	Quarter Ended		
	Sep 2024	Sep 2023	Jun 2024
<b>Particulars</b>			
Revenue from operations	98	91	97
Other income	4	4	3
<b>Total Revenue</b>	<b>102</b>	<b>95</b>	<b>100</b>
Less: Total Expenditure (excl Dep and Interest cost)	79	80	81
<b>EBITDA</b>	<b>23</b>	<b>15</b>	<b>19</b>
EBITDA Margin	23%	16%	19%
Less: D&A, Finance cost and Tax	10	11	11
<b>PAT</b>	<b>13</b>	<b>4</b>	<b>8</b>
PAT Margin	12%	4%	8%

**Revenue**

Demand improved over the year

**EBITDA & PAT**

Better resource utilization and cost improvements contributed to increase in margins



# Snapshot: H1 Apr-Sep 24

(₹ in crores)

	Sep 2024	Sep 2023	YoY Change
Revenue	₹ 202	₹ 190	7%
EBITDA	₹ 42	₹ 30	39%
PAT	₹ 20	₹ 8	166%

*In USD terms, revenue grew 4% YoY*



## Audited Consolidated Profit &amp; Loss as on 30th Sep, 2024

(in ₹ Crore)	Half Year Ended		Year ended
	Sep 2024	Sep 2023	Mar 2024
<b>Particulars</b>			
Revenue from operations	195	183	369
Other income	7	7	15
<b>Total Revenue</b>	<b>202</b>	<b>190</b>	<b>384</b>
Less: Total Expenditure (excl Dep and Interest cost)	160	160	317
<b>EBITDA</b>	<b>42</b>	<b>30</b>	<b>67</b>
EBITDA Margin	21%	16%	17%
Less: D&A, Finance cost and Tax	22	22	45
<b>PAT</b>	<b>20</b>	<b>8</b>	<b>22</b>
PAT Margin	10%	4%	6%

**Revenue**

Demand showed significant improvement over the period

**EBITDA & PAT**

EBITDA improved by 500 basis points and PAT improved by 600 basis points as compared to Sep 2023

**Investment focus**

We continue to invest in sales and AI-enabled technologies





## Audited Consolidated Balance Sheet as on 30th Sep, 2024

(in ₹ Crore)	Period Ended	
	Sep 2024	Mar 2024
<b>Particulars</b>		
<u>Assets</u>		
Non current	167	189
Current Assets	240	216
<b>Total Assets</b>	<b>407</b>	<b>405</b>
<u>Equities &amp; Liabilities</u>		
Total Equity	315	296
Non Current Liabilities	51	53
Current Liabilities	41	56
<b>Total Equity &amp; Liabilities</b>	<b>407</b>	<b>405</b>

**Assets**

The amortization of intangibles led to a decrease in non-current assets

An increase in investments and cash equivalents led to a rise in current assets

**Equity and Liabilities**

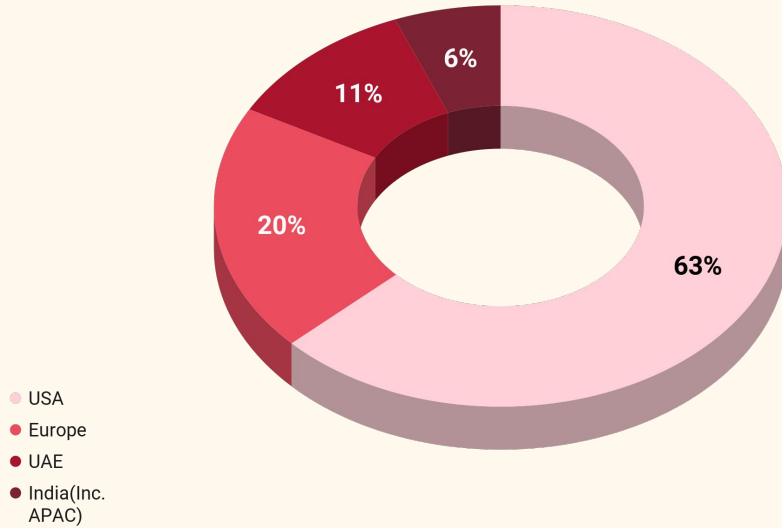
Accumulated profits contributed to an increase in total equity

The decrease in current liabilities is due to the elimination of deferred consideration payments for acquisitions



# Revenue breakup

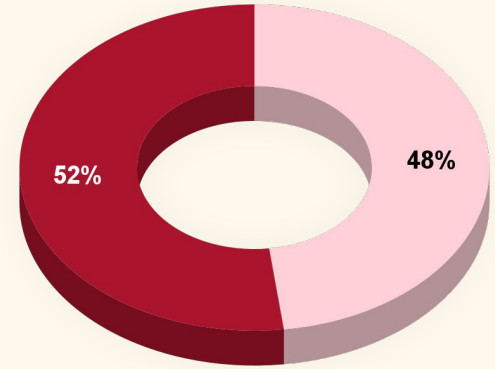
## By geography



*\*Based on client HQ*

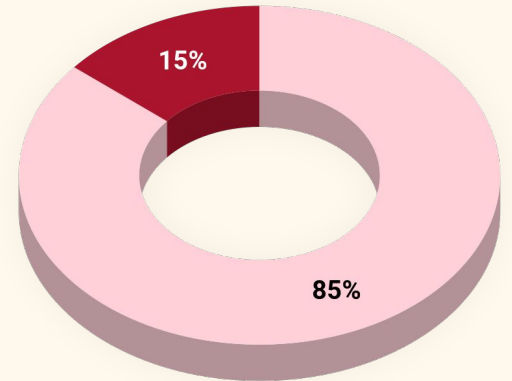
## By segment

- Digital Transformation
- Product Engineering



## By business

- InfoBeans
- InfoBeans CloudTech



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On the ground



Celebrating our 8th triumph!

# Asia's Best Employer Brand Award



Celebrating our 3rd triumph!

# We're in India's Top 100 Best Companies for Women







Roundtable by  
ServiceNow in  
Mumbai



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A business should benefit  
humans







**Women Empowerment : 60+ women joined the 6-month Shakti empowerment program, with 25 advancing to the next level**



40+ students placed at Softude



Yesterday







## 'एक पेड़ माँ के नाम'

Participation in the tree plantation drive, 'एक पेड़ माँ के नाम,' where an astounding 11 lakh saplings were planted, setting a remarkable Guinness World Record within 24 hours in Indore.



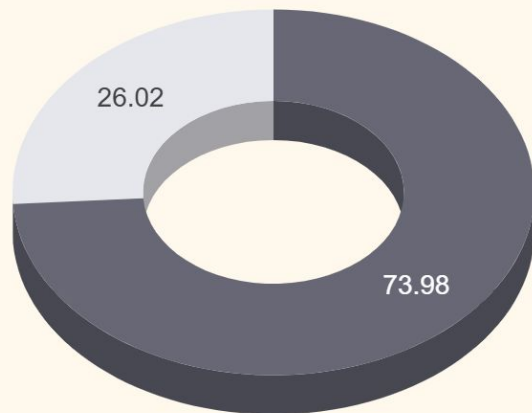
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# Market Data



# Market data

(as on 30th Sep 2024)



● Promoter ● Public

## Price data as of 30th Sep, 2024

Face Value	10.00
Equity Shares Outstanding (Lakhs)	243.68
Trailing 12 months EPS (₹)	14.47
Market Price (₹)	425.10
Market Cap (₹ Crs)	1035.92
Trailing PE	29.37





# Thank You!

**Mridul Maheshwari**

Corporate Development & IR

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