



InfoBeans

CREATING WOW!

Investors Call

For the quarter ending on 31st December, 2024

About InfoBeans

InfoBeans, founded in 2000 and now **1500+** strong, is a global AI led design and engineering company.

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



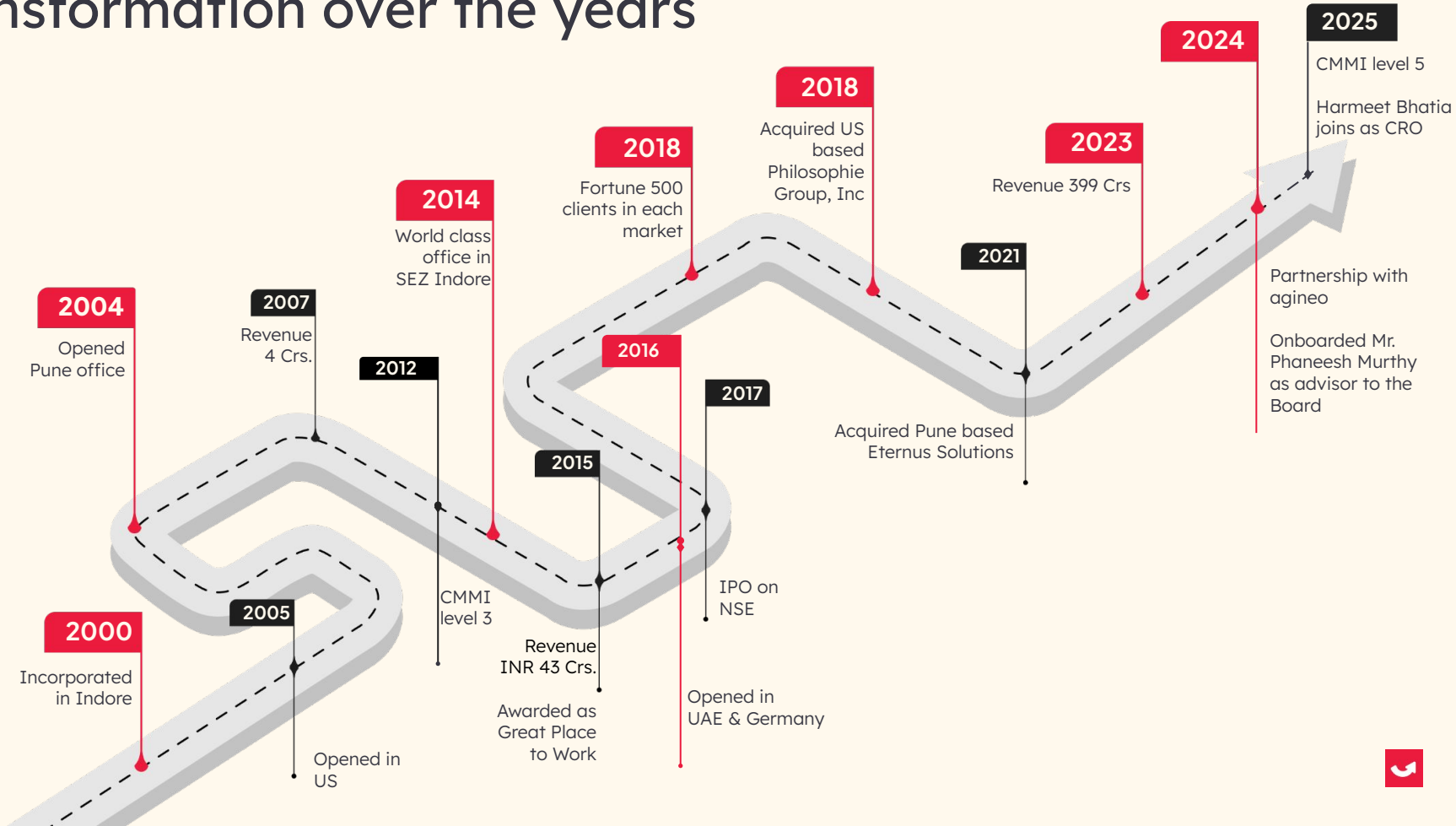
Middle East
Dubai



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

303

Members with more than 5 years with us

2

Listed on NSE and BSE

Financials

9M 2024-25

₹ 302 Cr

Revenue

₹ 60 Cr

EBITDA

₹ 28 Cr

PAT

₹ 242 Cr

Cash & equivalent includes 76 Cr AR

26%

Revenue CAGR in last 5 years

Partnerships, awards, and certifications



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



Key Updates



Key business updates

CMMI Level 5

Appraised at CMMI level 5.

Maturity that delivers wow!

New clients

Onboarded six clients

Two Europe based large enterprise

One US based Unicorn

One US based large non-profit org

Two US based SMEs

New Leadership

Onboarded Harmeet Bhatia as Chief Revenue Officer (Americas)

Events & applauds

Sponsored ServiceNow World Forum in Dallas

Participated in the World Standards Day 2024 and showcased our AI-powered tools

ESG & CSR

Collaborated with MU20 to organise Asia's largest high school Coding Hackathon

Planted 346 trees on birthday of our team members in this quarter



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



Harmeet Bhatia joins as Chief Revenue Officer



Bringing over 30 years of expertise in sales, marketing, and business development to drive growth, enhance client value, and support long-term success.

Welcome Harmeet Bhatia

Chief Revenue Officer (Americas)



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.

Financial Update



Snapshot: Oct-Dec 24

(₹ in crores)

	Dec 2024	Dec 2023	YoY Change	Sep 2024	QoQ Change
Revenue	₹ 100	₹ 94	6%	₹ 102	(3)%
EBITDA	₹ 18	₹ 16	12%	₹ 23	(24)%
PAT	₹ 7	₹ 6	27%	₹ 13	(44)%

In USD terms, revenue grew 5% YoY



Consolidated Profit & Loss as on 31st Dec, 2024

(in ₹ Crore)	Quarter Ended		
	Dec 2024	Dec 2023	Sep 2024
Particulars			
Revenue from operations	97	89	98
Other income	3	5	4
Total Revenue	100	94	102
Less: Total Expenditure (excl Dep and Interest cost)	82	78	79
EBITDA	18	16	23
EBITDA Margin	18%	17%	23%
Less: D&A, Finance cost and Tax	11	10	10
PAT	7	6	13
PAT Margin	7%	6%	12%

Revenue

Demand improved over the year

Slight fall in QoQ revenue because of holiday season

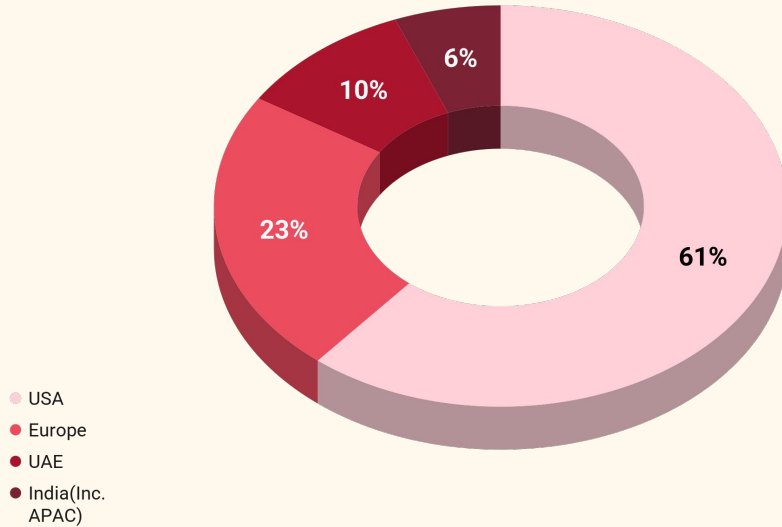
EBITDA & PAT

Better resource utilization and cost improvements contributed to increase in YoY margins, after factoring annual appraisals



Revenue breakup

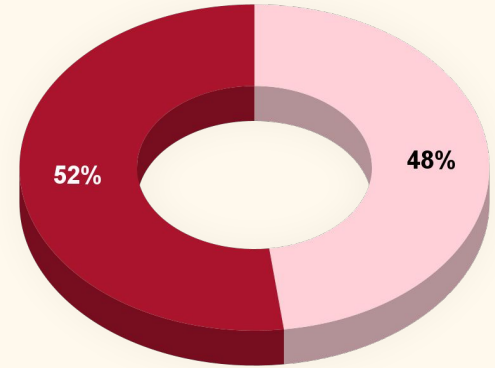
By geography



**Based on client HQ*

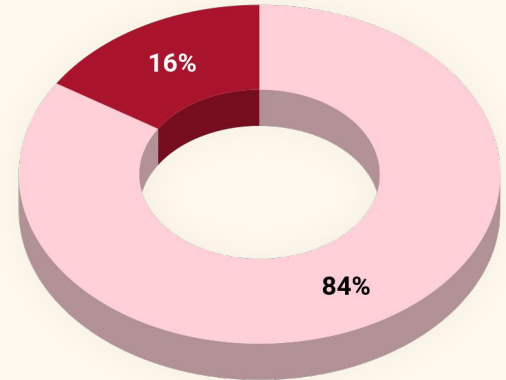
By segment

- Digital Transformation
- Product Engineering



By business

- InfoBeans
- InfoBeans CloudTech



On the ground





InfoBeans
CREATING WOW!



Appraised at CMMI
level 5. Maturity that
delivers wow!





InfoBeans

Get an insight into the w

core.x
THE NEXT SERVICE NOW HORIZON
Transforming Core
Business Operations

Sponsored the ServiceNow World Forum in Dallas and participated in the Partner Day.





Participated in the World Standards Day 2024 and showcased our AI-powered tools



A business should benefit
humans



At
ASIA'S BIGGEST
HIGH SCHOOL
CONFERENCE

MU20 OPPORTUNITY SUMMIT



Collaborated with MU20 Opportunity Summit, Asia's largest high school leadership conference, to inspire students to explore technology and innovation through a Coding Hackathon



On your special day, we've sown a living legacy
in your honor - a thriving tree that echoes the
growth, values, and positive impact you bring.

Here's to celebrating you, not just today,
but for years to come!

**Warm wishes,
InfoBeans**



Planted 346 trees on birthdays of our team
members this quarter.

Till date the count is 1,739 trees

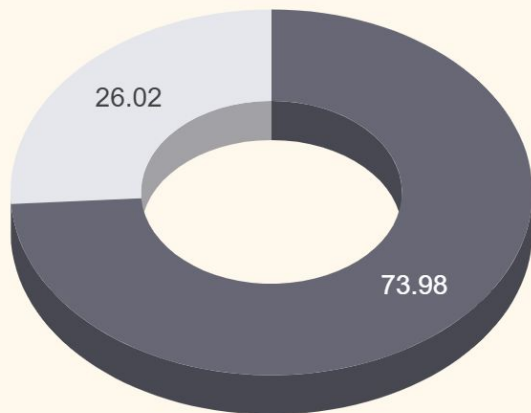


Market Data



Market data

(as on 31st Dec 2024)



● Promoter ● Public

Price data as of 31st Dec, 2024

Face Value	10.00
Equity Shares Outstanding (Lakhs)	243.68
Trailing 12 months EPS (₹)	15.08
Market Price (₹)	411.70
Market Cap (₹ Crs)	1003.26
Trailing PE	27.30





Thank You!

Mridul Maheshwari

Corporate Development & IR

investor.relations@infobeans.com