



InfoBeans
CREATING WOW!

Investors Call

For the quarter & year ended in March, 2025

About InfoBeans

InfoBeans, founded in 2000 and now **1400+** strong, is a global AI led data 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



India

Indore, Pune, Chennai,
Bengaluru

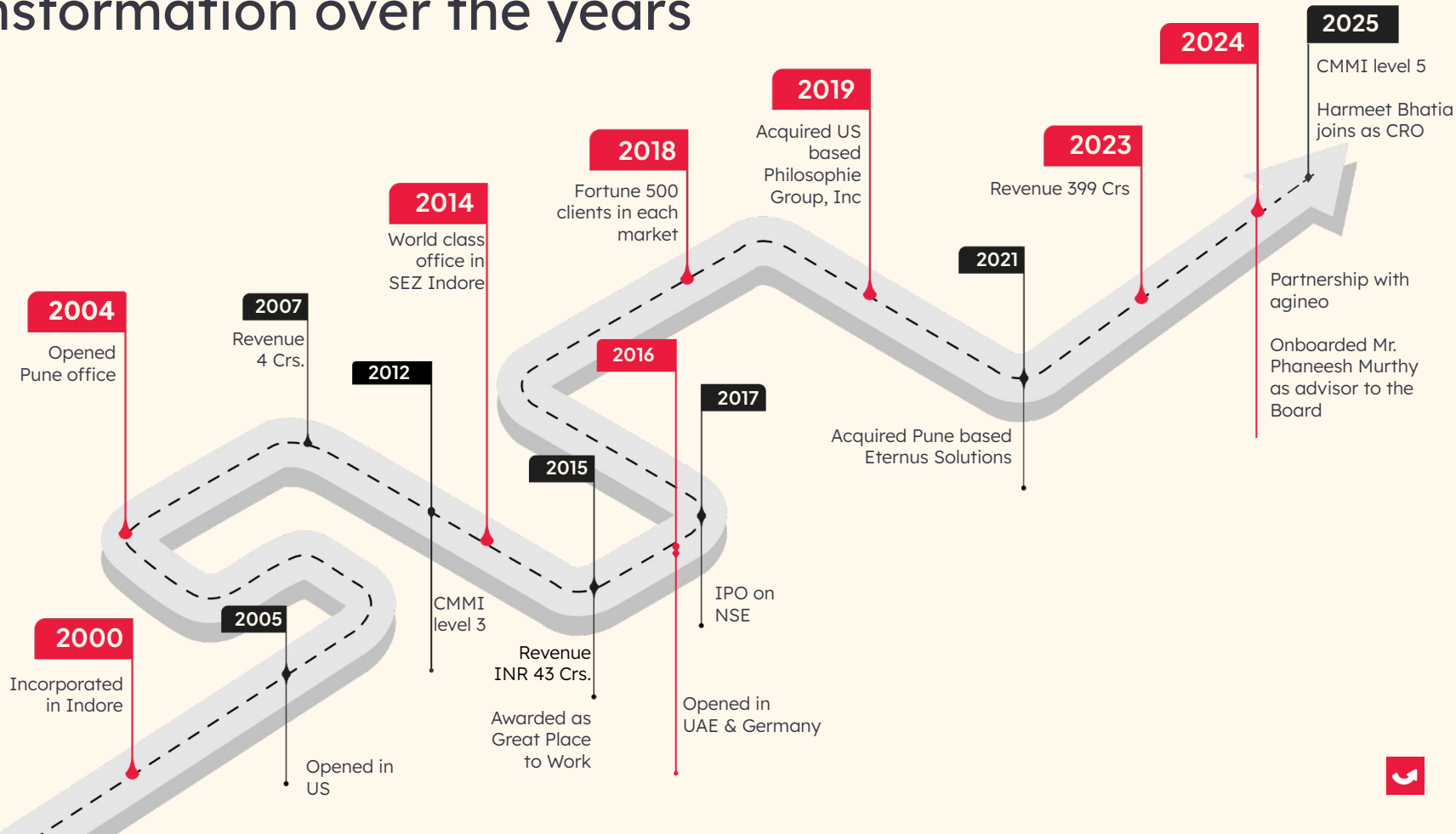


Middle East

Dubai



Transformation over the years



InfoBeans at a glance

Overview

32

Large enterprise clients

95%

Repeat business

2

Successful acquisitions

166

Members with more than 5 years with us

2

Listed on NSE and BSE

Financials

FY 2024-25

₹ 410 Cr

Revenue

₹ 83 Cr

EBITDA

₹ 38 Cr

PAT

₹ 256 Cr

Cash & equivalent includes AR of 86 Cr

24%

Revenue CAGR since 2021

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

Strengthening Global Sales

Appointed Sales Leaders in Canada and the Nordics, strengthening our leadership presence in new geographies apart from USA, Middle East, and Germany

Clients

Secured AI-led transformation deal with leading Canadian standards body to enhance efficiency

Onboarded one US based large enterprise as client

New Leadership

Onboarded Opal Perry as non-executive Independent Director

Events & applauds

Recognised as great place to work for 9th time in a row

Awarded Green IT Park Project

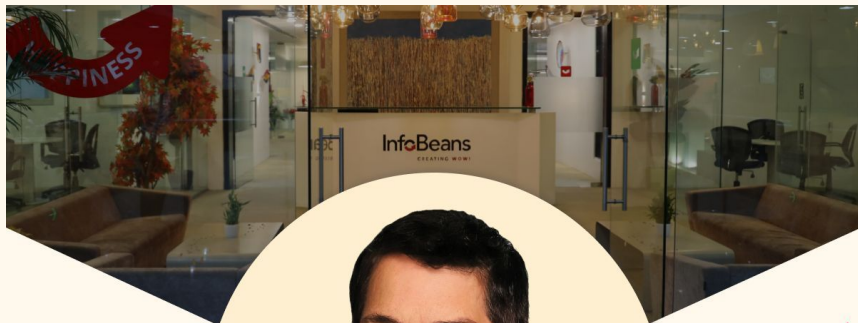
ESG & CSR

Best CSR Impact Award by CII Indore for the impactful work of InfoBeans Foundation

Planting trees on team members birthday, till date count is 2142



Opal Perry appointed as Independent Director



Welcome Opal Perry

With leadership experience at EasyJet, Allstate, Hertz, and PODS, she brings deep expertise in digital transformation, tech-business integration, and scaling innovation.

Her presence strengthens InfoBeans' vision to become a global leader in digital engineering, AI, and value creation.



Team



Management Team
Board of Directors

Executive



Siddharth Sethi
Co-founder



Mitesh Bohra
Co-founder



Avinash Sethi
Co-founder

Independent



Opal Perry



Mayuri Mukherjee



Sumer Bahadur Singh



Shilpa Saboo



Highly Experienced Core Team

Sales and Client Success



Harmeet Bhatia

Chief Revenue Officer Americas

- 30 years in Sales, Marketing and business development
- Joined InfoBeans in Jan 2025



Emerson Taymor

SVP, Design led AI (Sales)

- 15 years in Design & Sales
- 5 years with InfoBeans



Ram Lakshmi

VP Client Success Americas

- 29 years in Software Sales
- 14 years with InfoBeans



Geetanjali Punjabi

VP, Sales (UAE)

- 22 years in Sales Operations
- 8 years with InfoBeans



Manish Malpani

VP, Solutions SDO & Logistics

- 19 years in Project Management
- 14 years with InfoBeans



Tarulata Champawat

VP, Solutions (Insurance)

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



Highly Experienced Core Team

Delivery and People



Amit Makhija

- SVP, Engineering and Delivery
- 25 years in Software Dev & Management
 - 17 years with InfoBeans



Rajagopalan Kannan

- SVP, Digital Transformation
- 24 years in Engineering
 - 21 years with InfoBeans



Denise Cheung

- SVP, Design led AI (Delivery)
- 25 years in Design & Innovation Services
 - 2 years with InfoBeans



Kanupriya Manchanda

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



Arpit Jain

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



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.

Clients' key metrics

Generated 95%
business from
existing clients
(including net new)

	2023-24	2024-25
Client mix		
- Fortune 500	14	14
- Enterprise (> \$1bn)	15	18
Clients billed more than \$1mn	11	12
Clients billed more than INR 1 Cr revenue	67	70
Share of revenue from existing clients	92%	95%
Total Clients	193	185



Financial Update



Snapshot: Jan-Mar 25

(₹ in crores)

	Mar 2025	Mar 2024	YoY Change	Dec 2024	QoQ Change
Revenue	₹ 107	₹ 100	7%	₹ 100	8%
EBITDA	₹ 23	₹ 21	13%	₹ 18	32%
PAT	₹ 10	₹ 9	14%	₹ 7	49%

*In USD terms, revenue grew **4%** YoY*



Snapshot: FY 2024 and FY 2025

(₹ in crores)

	FY 2025	FY 2024	YoY Change
Revenue	₹ 410	₹ 384	7%
EBITDA	₹ 83	₹ 67	24%
CFAT#	₹ 58	₹ 46	17%
PAT	₹ 38	₹ 22	69%

CFAT Cash Flow After Taxes

In USD terms, revenue grew **5.5%** YoY



Consolidated Profit & Loss for quarter ended on 31st Mar, 2025

(in ₹ Crore)

Quarter Ended

Particulars	Mar 2025	Mar 2024	Dec 2024
Revenue from operations	103	97	97
Other income	4	3	3
Total Revenue	107	100	100
Less: Total Expenditure (excl Dep and Interest cost)	83	79	82
EBITDA	23	21	18
EBITDA Margin	20%	21%	18%
Less: D&A, Finance cost and Tax	13	12	11
PAT	10	9	7
PAT Margin	9%	9%	7%

Revenue

Improved demand across clients

EBITDA

Better resource utilization and cost improvements contributed to increase in margins



Audited Consolidated Profit & Loss for the year ended in March 2025

(in ₹ Crore)	Year Ended	
Particulars	Mar 2025	Mar 2024
Revenue from operations	395	369
Other income	15	15
Total Revenue	410	384
Less : Total Expenditure (excl Dep and Interest cost)	326	317
EBITDA	83	67
EBITDA Margin	20%	17%
Less : D&A, Finance cost and Tax	45	45
PAT	38	22
PAT Margin	9%	6%

Revenue

Demand improved over the year

EBITDA

Better resource utilization and cost improvements contributed to increase in margins



Consolidated Audited Balance Sheet for year ended in Mar 2025

(in ₹ Crore)	Period Ended	
Particulars	Mar 2025	Mar 2024
<u>Assets</u>		
Non current	147	189
Current Assets	265	216
Total Assets	412	405
<u>Equities & Liabilities</u>		
Total Equity	332	296
Non Current Liabilities	46	53
Current Liabilities	34	56
Total Equity & Liabilities	412	405

Assets

Decrease in non-current assets due to

- impairment of goodwill - ₹ 23 Crore
- amortization and impairment of other intangible assets - ₹ 14 Crore

Equities and Liabilities

Reduction in current liabilities is mainly on account of derecognition of deferred consideration payable to the erstwhile founders of the acquired subsidiary.



Impairment

Impairment undertaken on account of two acquisitions made in the past

Philosophie Group Inc - INR 0.8 crore towards reduction in intangible assets

Eternus Solutions Pvt Ltd - INR 22.60 crores towards impairment of intangible assets

The co-founders exited business during the year hence were ineligible for the earnout tranche due on March 2025. The company ended up paying less for the acquisition, therefore there is a reduction in contingent liabilities of 22.1 crores



Stock Options allotment under InfoBeans Partner Program



Allotment of total 86,550 shares to 36 members who received stock options in 2020 batch

Total number of Options granted till now is 5,73,085 for 174 members in 8 years under 2 schemes

Exercise price is INR 10 per stock

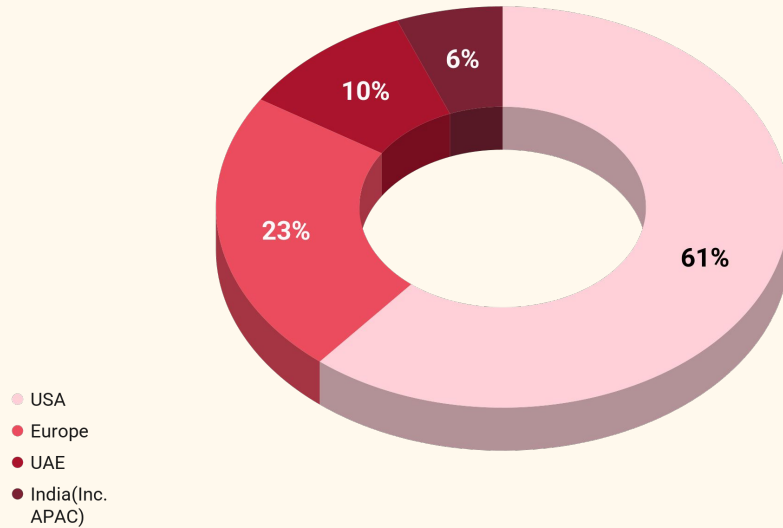
Dividend for Fiscal 2025

1. Annual dividend of INR 1 is announced by the board today
2. On a paid up equity of 2.4 Crore shares, it will amount to an outgo of INR 2.4 Crores
3. It is 6.3% of Profit After Tax of fiscal 2025



Revenue breakup

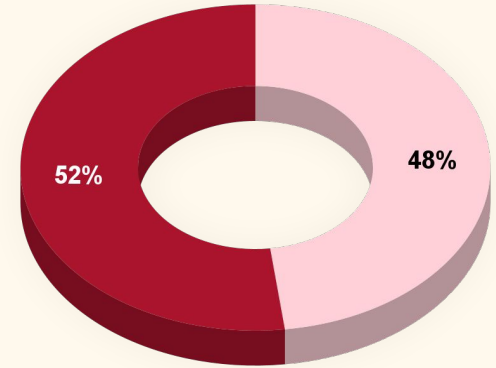
By geography



**Based on client HQ*

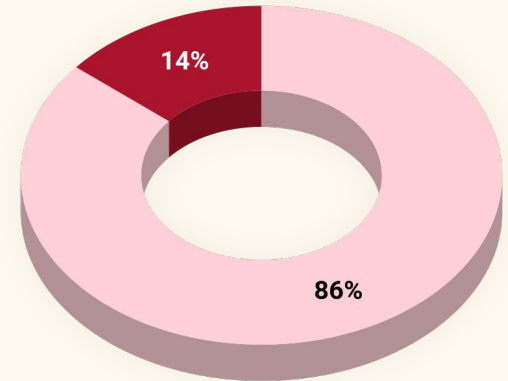
By segment

- Digital Transformation
- Product Engineering



By business

- InfoBeans
- InfoBeans CloudTech

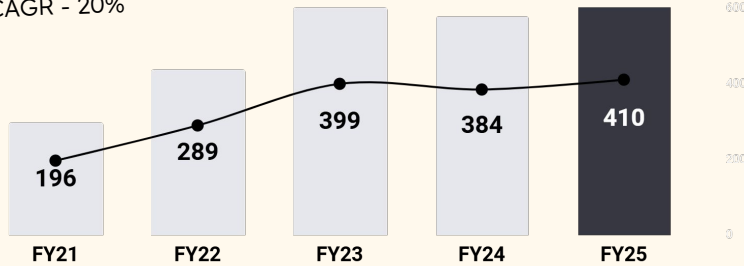


Key performance indicators

Revenue

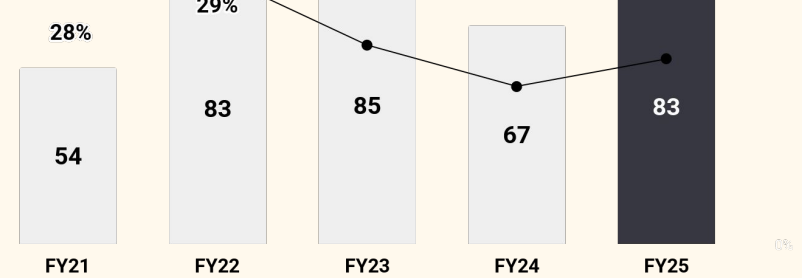
(in ₹ Crs)

CAGR - 20%



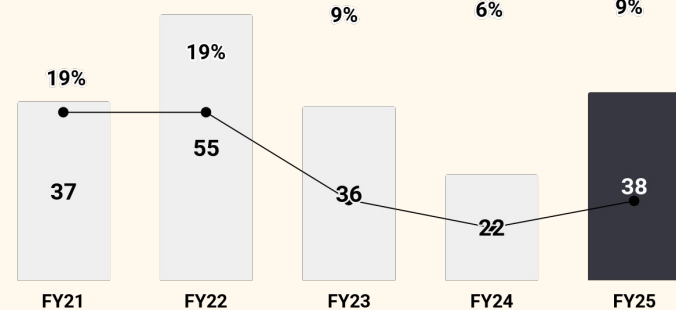
EBITDA

(in ₹ Crs)



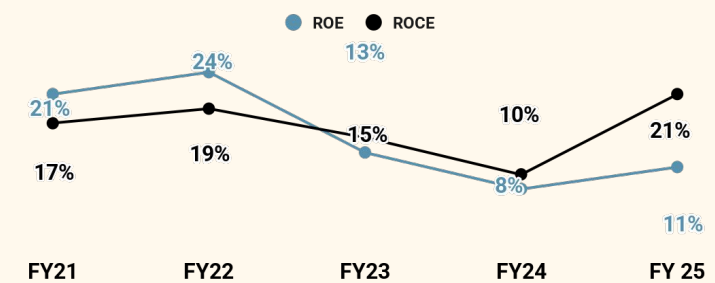
PAT

(in ₹ Crs)



ROE and ROCE

(in ₹ Crs)



On the ground





**A great team makes
a great workplace.**

Congratulations to all for making it
9th time in a row and counting!



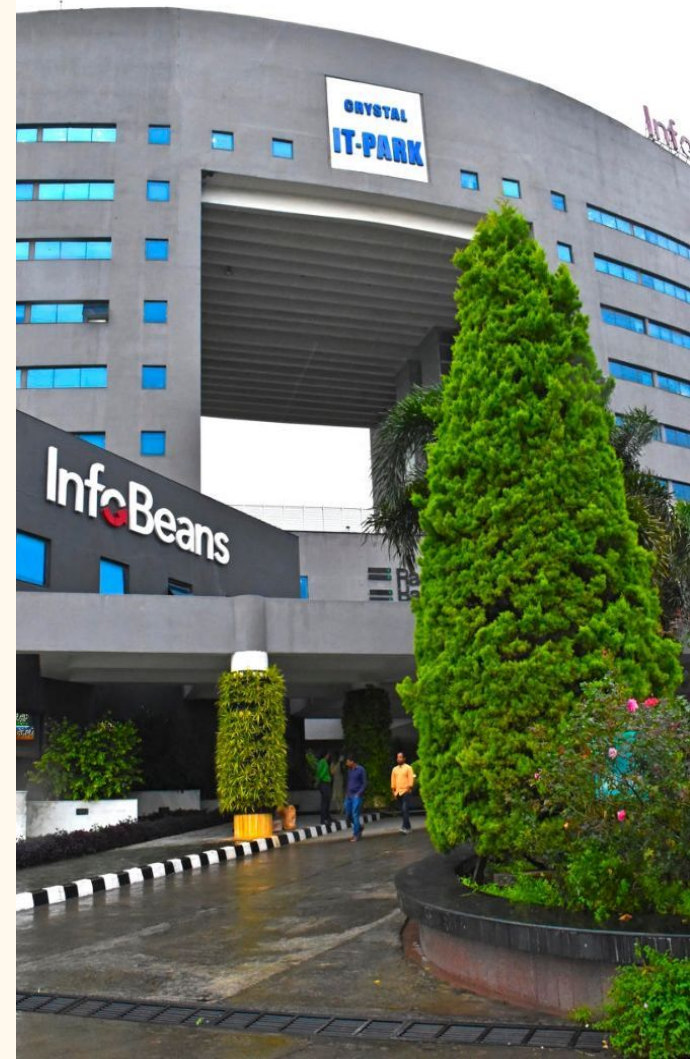
InfoBeans awarded IT Park Project

Design, Build, Finance, Operate, Transfer (DBFOT) model of Public Private Partnership, in which MP Government offered 3 acres of land at Pardesipura IT Park for 50 years at a nominal lease cost of INR 9L per year.

A consortium with developer and investor will be formed to execute the project wherein, InfoBeans holds 51% stake as it is expected to occupy half of 4 lakh sq ft green building that is proposed to be built.

InfoBeans' own state-of-the-art campus to create strong impression of a world class company in the minds of its clients, team members and stakeholders. Credibility of InfoBeans brand will be enhanced manifold.

Capital infusion of INR 30 Cr and rest will be through debt



A business should benefit
humans





CSR Impact Highlights 2024-25

Total students who
have completed
training
programme-212

Total
placements-161

Current running
batches- 4

Honored with the 'Best CSR Impact Award' by CII Indore for the impactful work of InfoBeans Foundation.





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 344 trees on birthdays of our team members this quarter.

Till date the count is 2142 trees

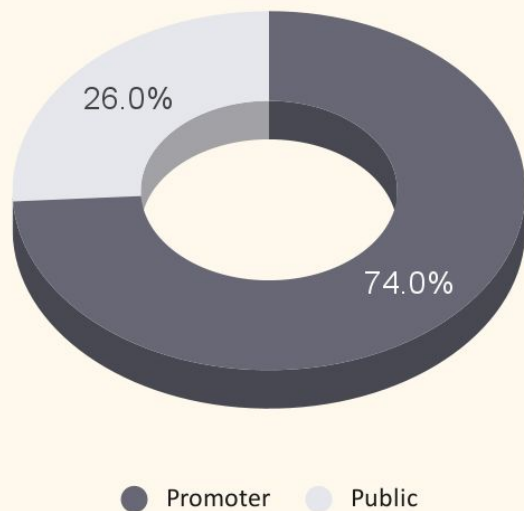


Market Data



Market data

(as on 31st March, 2025)



Price data as of 31st Mar, 2025

Face Value	10.00
Equity Shares Outstanding (Lakhs)	243.68
Trailing 12 months EPS (₹)	15.59
Market Price (₹)	291.25
Market Cap (₹ Crs)	709.47
Trailing PE	18.68





Thank You!

For queries, please contact
investor.relations@infobeans.com