

To,

Date: 25<sup>th</sup> January, 2023

The Listing and Compliance Department,  
National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G block,  
Bandra Kurla Complex,  
Bandra East, Mumbai – 400051  
Script Code: SM – INFOBEAN

The Manager,  
Listing Dept.  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001  
MH- IN  
SYMBOL: INFOBEAN  
Scrip Code: 543644

**Subject: Investor Presentation**

Dear Sir/Madam,

With reference to above stated subject please find enclosed herewith InfoBeans Technologies Limited Investor Presentation on Financial Results for the Quarter ended on 31st December, 2022.

This is for your information and records.

For InfoBeans Technologies Ltd



**Surbhi Jain**  
Company Secretary and Compliance Officer





# InfoBeans Investors Call

QUARTER ENDING **DECEMBER 2022**



# About InfoBeans

InfoBeans, founded in 2000 and now 1600+ strong, is a publicly listed Digital Transformation and Product Engineering organization. We strive to deliver exceptional value to our clients using best software technologies while solving their complex business problems.

Strengthened by our partnership with Salesforce, ServiceNow, Microsoft, UiPath and, Automattic. 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!



# InfoBeans at a glance

## Overview

2000

Born

13

Years of Active growth

105

Active Clients WOWed to date

1600+

Team Members smiling

14

Active Fortune 500 Clients

5

Active Unicorn Clients

## Financials

9 Months of FY23

₹ 302Cr

Revenue

₹ 69 Cr

EBITDA

₹ 31 Cr

PAT

₹ 169 Cr

Cash & Equivalent

55%

Revenue growth YTD YoY

42%

Revenue CAGR since inception

## Partnerships & Awards



Platinum



AUTOMATTIC



Dream Companies to work for



## Board of Directors



**Siddharth Sethi**

Co-founder



**Mitesh Bohra**

Co-founder



**Avinash Sethi**

Co-founder



**Santosh Muchhal**

Independent Director



**Sumer Bahadur Singh**

Independent Director



**Shilpa Saboo**

Independent Director



Highly Experienced Core Team



Jitendra Tanna

Growth Evangelist | EVP

- 31 years in Management & Engineering



Emerson Taymor

SVP, Sales & Marketing  
Design & Innovation Practice

- 13 years in Design & Sales
- 3 years with InfoBeans



Shreyas Merchant

SVP, Salesforce Practice

- 27 years in Engineering & Sales



Denise Cheung

SVP, Design & Innovation

- 23 years in Design & Innovation Services

# Highly Experienced Core Team



**Amit Makhija**

**VP, Digital Transformation**

- 23 years in Software & Management
- 15 years with InfoBeans



**Arpit Jain**

**VP, Design**

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



**Chaitanya Pandya**

**VP, Delivery  
Salesforce Practice**

- 8+ yrs of experience in working on Salesforce solutions



**Darshana Jain**

**Blockchain Evangelist | VP**

- 16+ years of experience
- Recently joined InfoBeans



**Dena Hayes**

**VP, People & Culture (USA)**

- 15+ Years of experience in Strategic Planning
- Organisational Development



**Geetanjali Punjabi**

**VP, Sales (UAE)**

- 20 years in Sales operations
- 5 years with InfoBeans

# Highly Experienced Core Team



**Jigar Shah**

**VP, Technology  
Salesforce Practice**

- 14+ years of experience in working on Salesforce solutions



**Kanupriya Manchanda**

**VP, People**

- 18 years in People Development
- 14 years with InfoBeans



**Manish Malpani**

**VP, Operations**

- 18 years in Project Management
- 13 years with InfoBeans



**Rajagopalan Kannan**

**VP, Product Engineering**

- 22 years in Software Engineering
- 19 years with InfoBeans



**Ram Lakshmi**

**VP, Client Success (USA)**

- 27 years in Software Sales
- 12 years with InfoBeans



**Tarulata Champawat**

**VP, Sales & Marketing (USA)**

- 22 years in Engineering & Sales
- 17 years with InfoBeans



Key metrics for quarter ending in Dec 2022

(in ₹ Crore)	Quarter ending Dec 2022	Dec 2022 vs Sep 2022 (QoQ)		Dec 2022 vs Dec 2021 (YoY)	
₹ Revenue	102	102	0%	74	38% ↑
↗ EBITDA	23	23	0%	23	(3%) ↓
₹ PAT	9	10	(9%) ↓	17	(45%) ↓
₹ CFAT*	13	14	(6%) ↓	17	(24%) ↓

In USD terms, revenue growth is 26% YoY

\*Cash Flow After Tax (CFAT) means PAT + non cash amortization expenses.

# Key metrics for nine months ending in Dec 2022

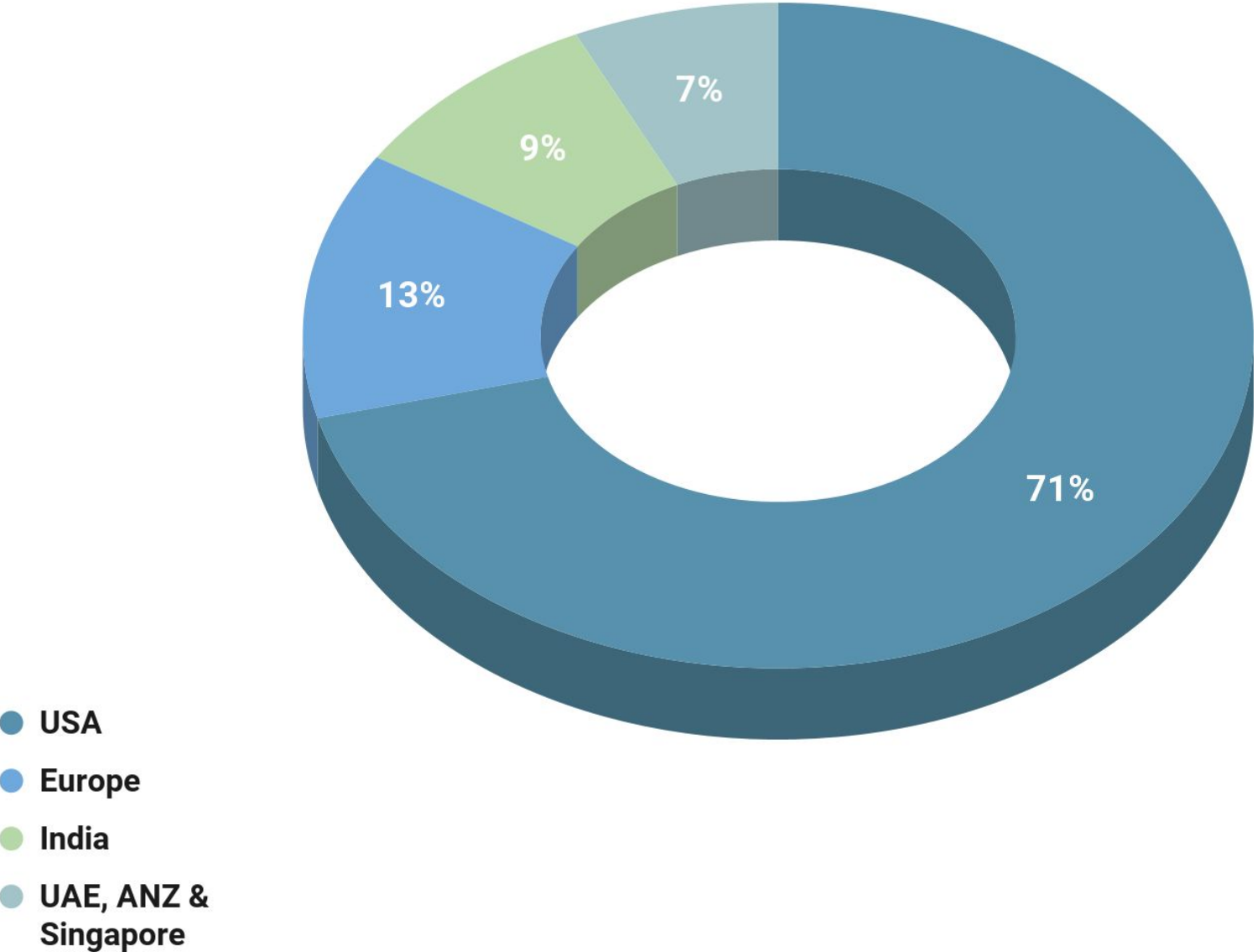
(in ₹ Crore)	YTD ending Dec 2022	Dec 2022 vs Dec 2021 (YoY)
₹ Revenue	302	194 55% ↑
↗ EBITDA	69	56 24% ↑
₹ PAT	31	39 (21%) ↓
₹ CFAT	42	39 8% ↑

*In USD terms, revenue growth is 54% YoY*

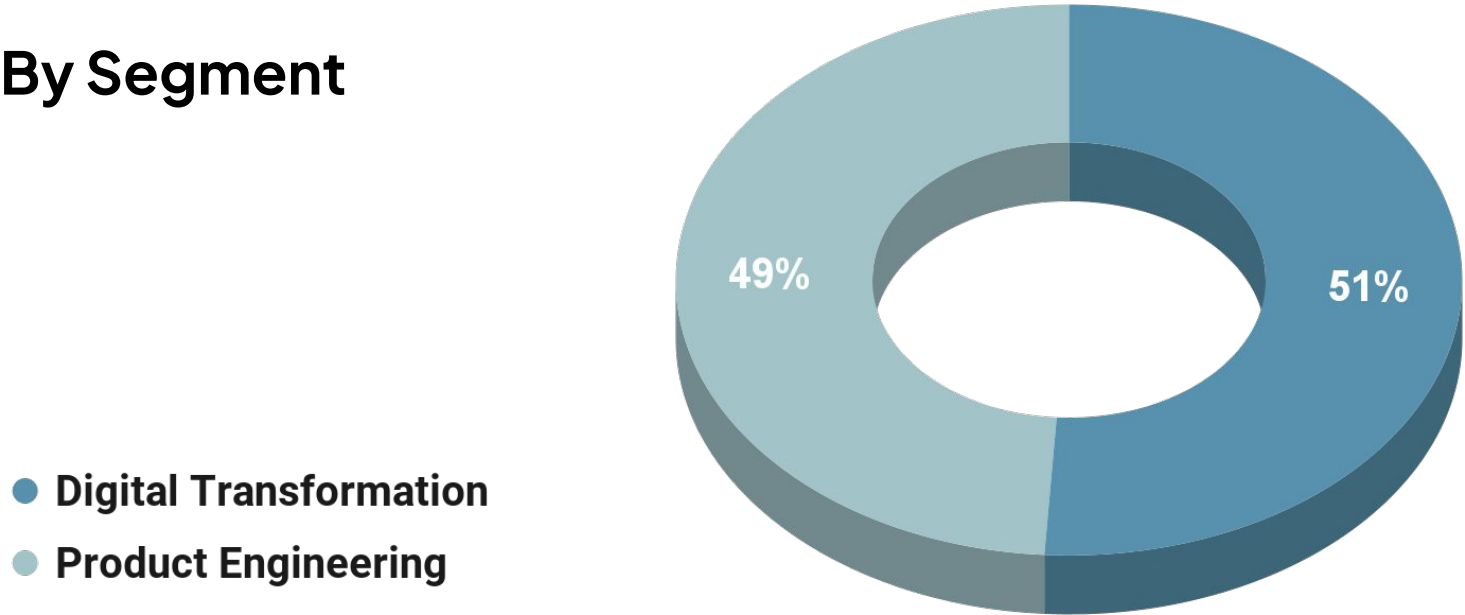


# Revenue breakup YTD – 2022

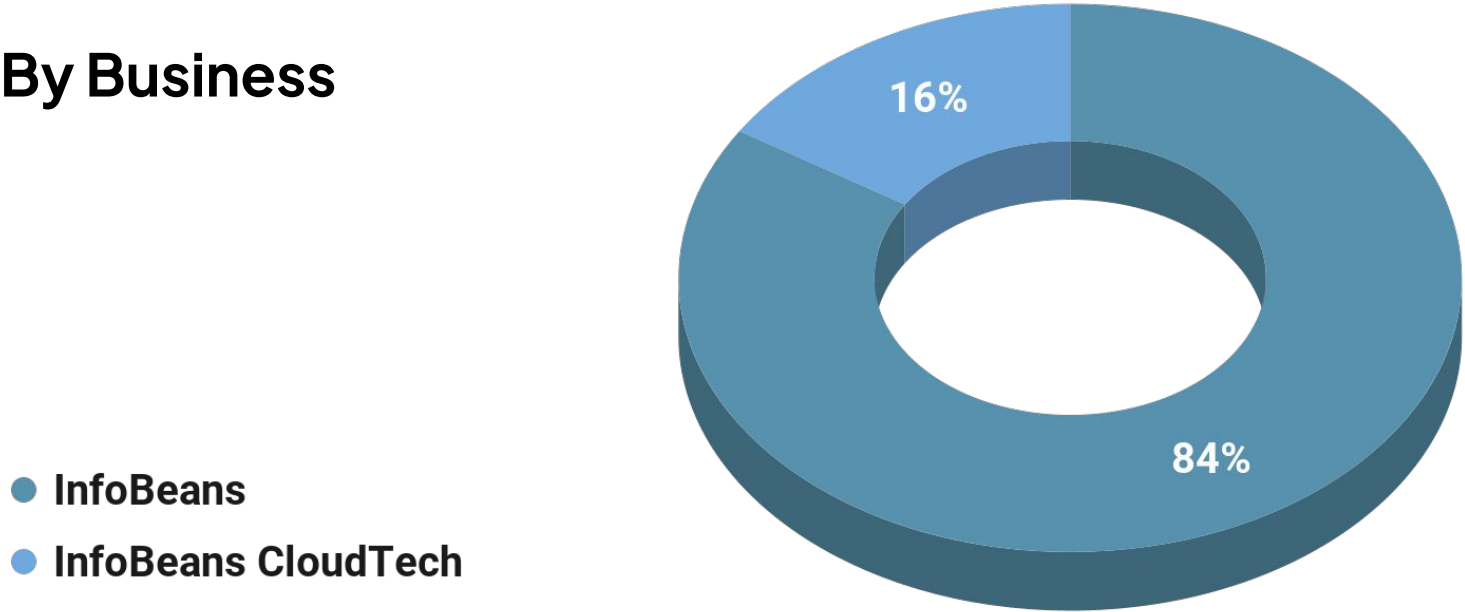
By Geography



By Segment



By Business



## **Key Business updates for Quarter ending Dec 2022**

Large Enterprise Clients expansion - InfoBeans is now working with 14 organization with over a billion \$ in revenue in comparison to 6 organizations in March 2022.

We have added 4 new clients in this quarter and signed contracts of \$3mn. We have a high visibility orderbook and pipeline of \$40mn as of December 2022.



## Key Business updates for Quarter ending Dec 2022

InfoBeans Flagship event Innovation Day 2023 was held at both Pune and Indore on 21st and 22nd January 2023 respectively. The event saw 60+ innovative ideas and boosted the culture of innovation to enhance problem solving and optimize solutions for the clients.

It was a great opportunity for our team members to bond and showcase their talent to select customers, investors and their own InfoBeans team at large.

Innovation day was successful in strengthening the culture, bolstered team bonding and witnessed great teamwork.



Few Esteemed Clientele



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



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



Full range of SaaS based integrated Human Resources solutions



Fortune 500 Its a North America's leading provider of integrated environmental solutions.



A Future 50, American online travel company with \$1.5bn in rev

Under NDA

Fortune 500, cloud data services and data storage company

Under NDA

Fortune 200 company, World's largest logistics company, engaged worldwide

Under NDA

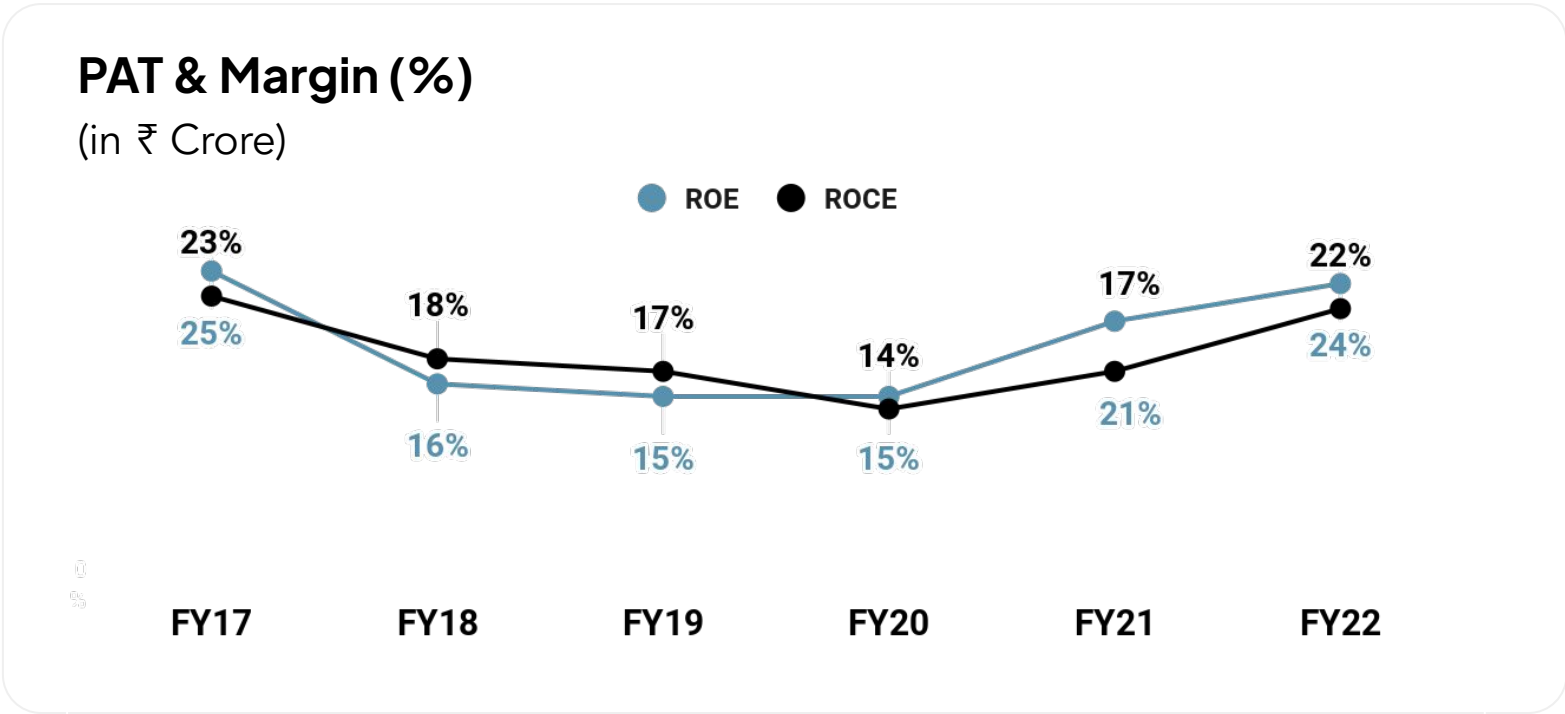
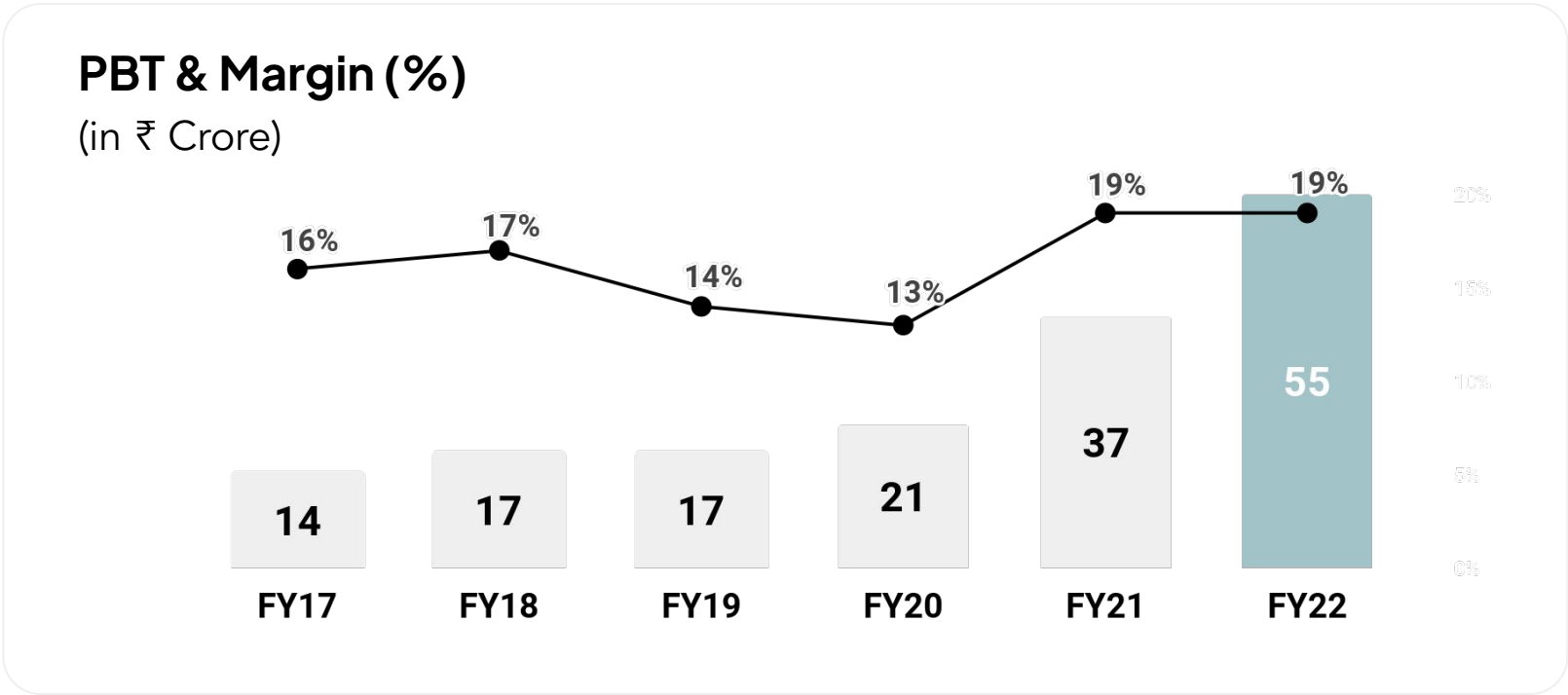
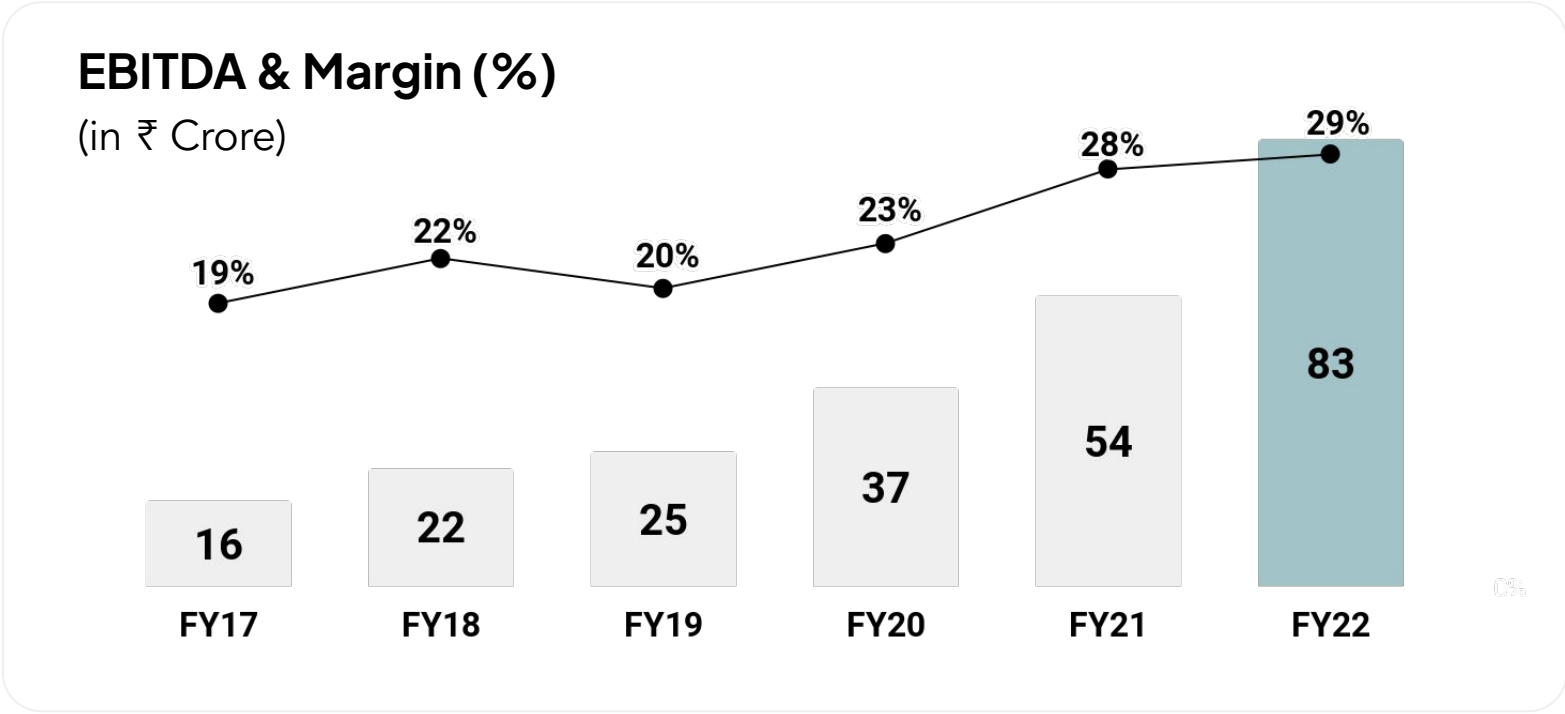
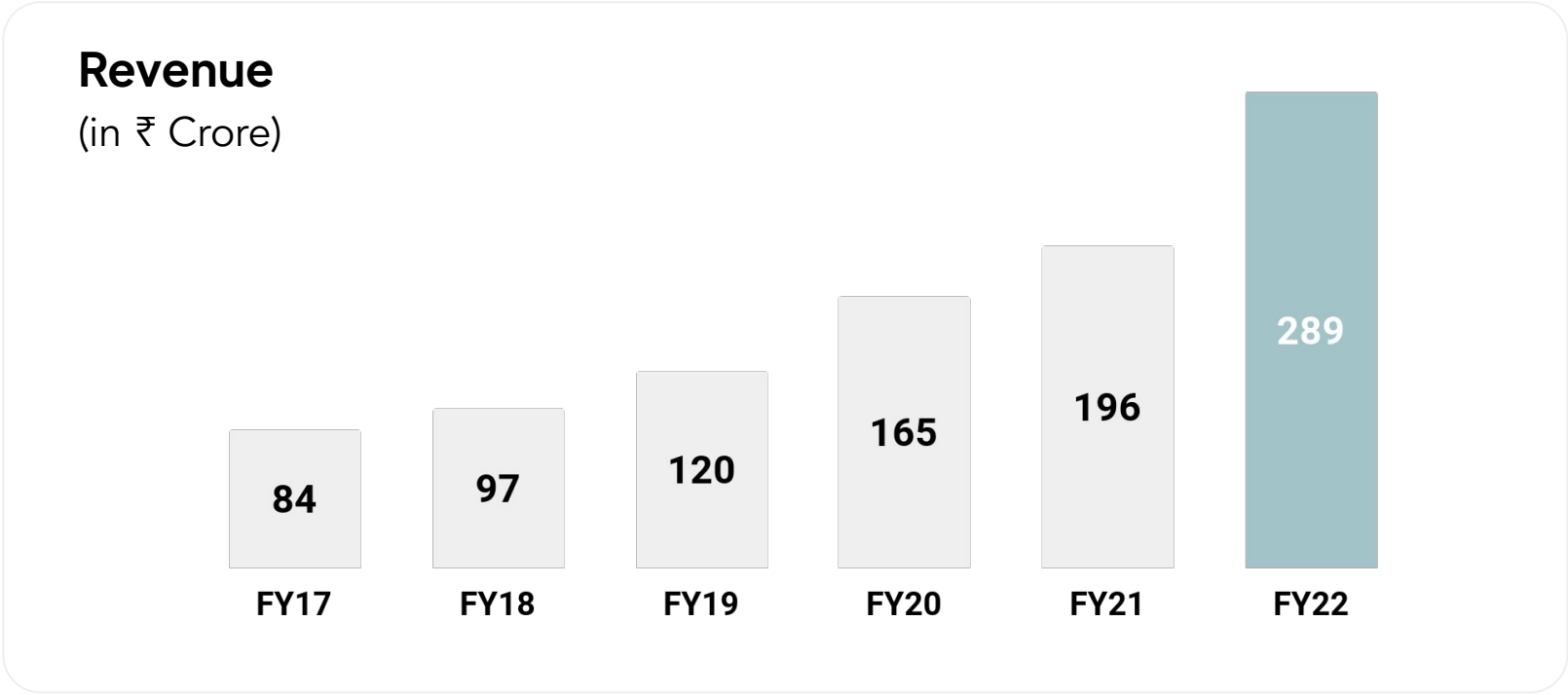
Largest vertically-integrated DTC reverse logistics service provider and inventory liquidation retailer in North America.

Under NDA

Publicly traded large technology company with billion\$+ revenue.. Develops all-flash data storage hardware and software products.



# Key Performance Indicators



## Scalable path through organic and inorganic strategies

### Organic

- Invest in dedicated outbound sales efforts  
(Sales + Business Development + Account Managers)
- Continue to expand in existing clients
- Leverage **Salesforce & ServiceNow partnership** to enter into Enterprise clients and increase cross selling
- Build strong R&D capabilities to provide future ready solutions to customers
- Focus on North American expansion

### Inorganic

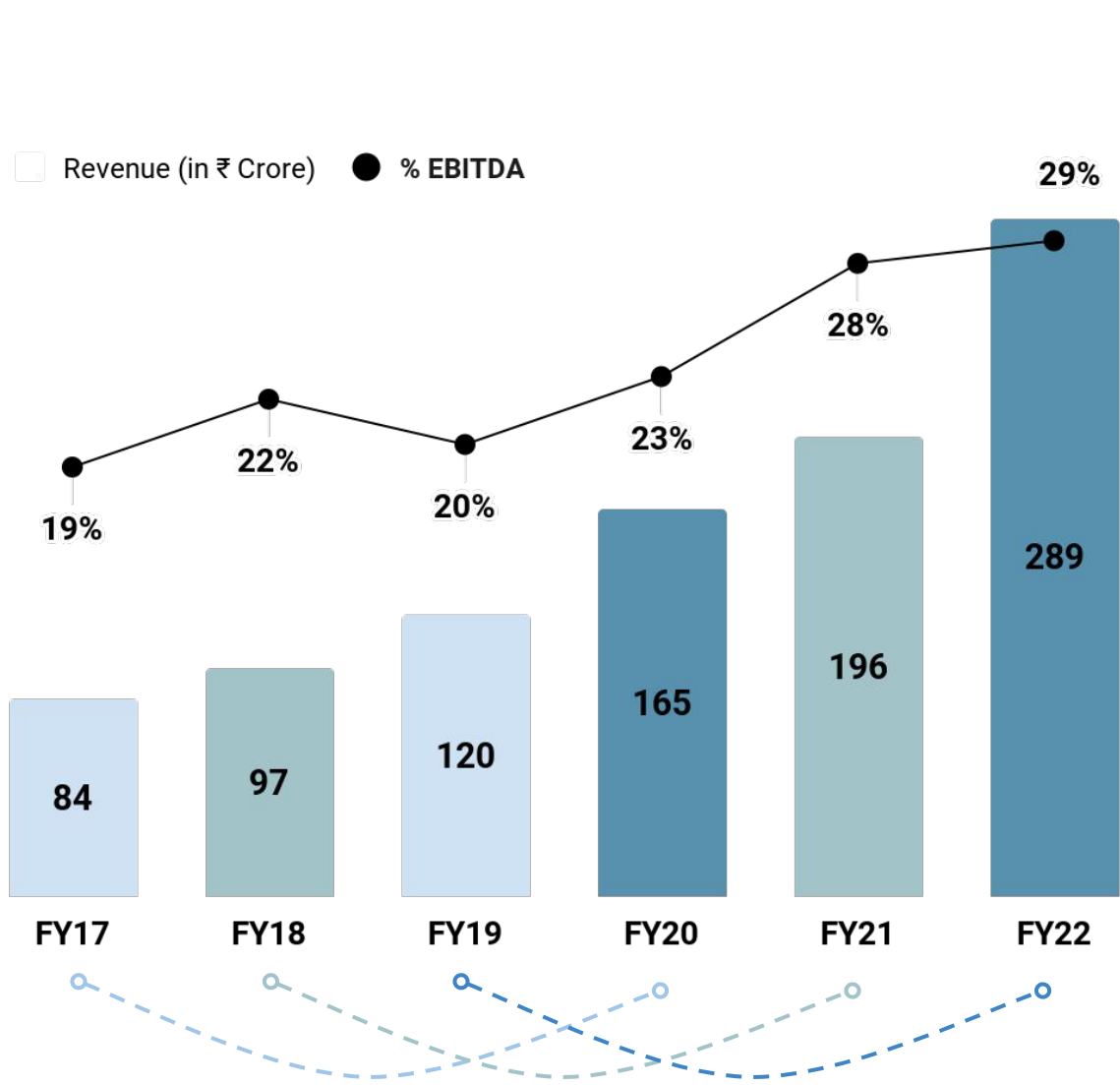
- Prioritize players with cloud expertise in order to drive cross selling
- Expand Data, Analytics, AI and ML capabilities
- Focus on players with enterprise clients and mission critical solutions
- Leverage India based targets to grow UI business
- North American Expansion: Acquire US based assets to Bolster our presence in the most demanding Geo for digital transformation



# Investment Rationale

Team InfoBeans aims to accelerate this pace through organic and inorganic means.

Revenue grew by about 2x in 3 years cycle since 2010.



Provides cloud-based enterprise solutions on Salesforce, Servicenow, enterprise application development technologies, UX and RPA

Strong CAGR over last 5 years across all key performance metrics



28%  
Revenue

41%  
EBITDA

33%  
PAT

33%  
Net Worth

Debt free balance sheet with cash & cash equivalents of ₹169 Crore

\$40mm order pipeline is visible with fair confidence for next twelve months

Successfully executed organic and inorganic growth strategies since raising public funds, resulting in rapid revenue and EBITDA growth

High YTD YOY revenue growth at 55%

Highly committed and focused founding team with about 75% stake in the company

## Learning & growing together – Innovation Day



Skyrocketing innovation at InfoBeans. Our flagship annual event (coming back after 3 years this time), Innovation Day 2023, to showcase our craft, prowess and potential. We carve something useful for the world using our innovative ideas and accelerated value delivery.



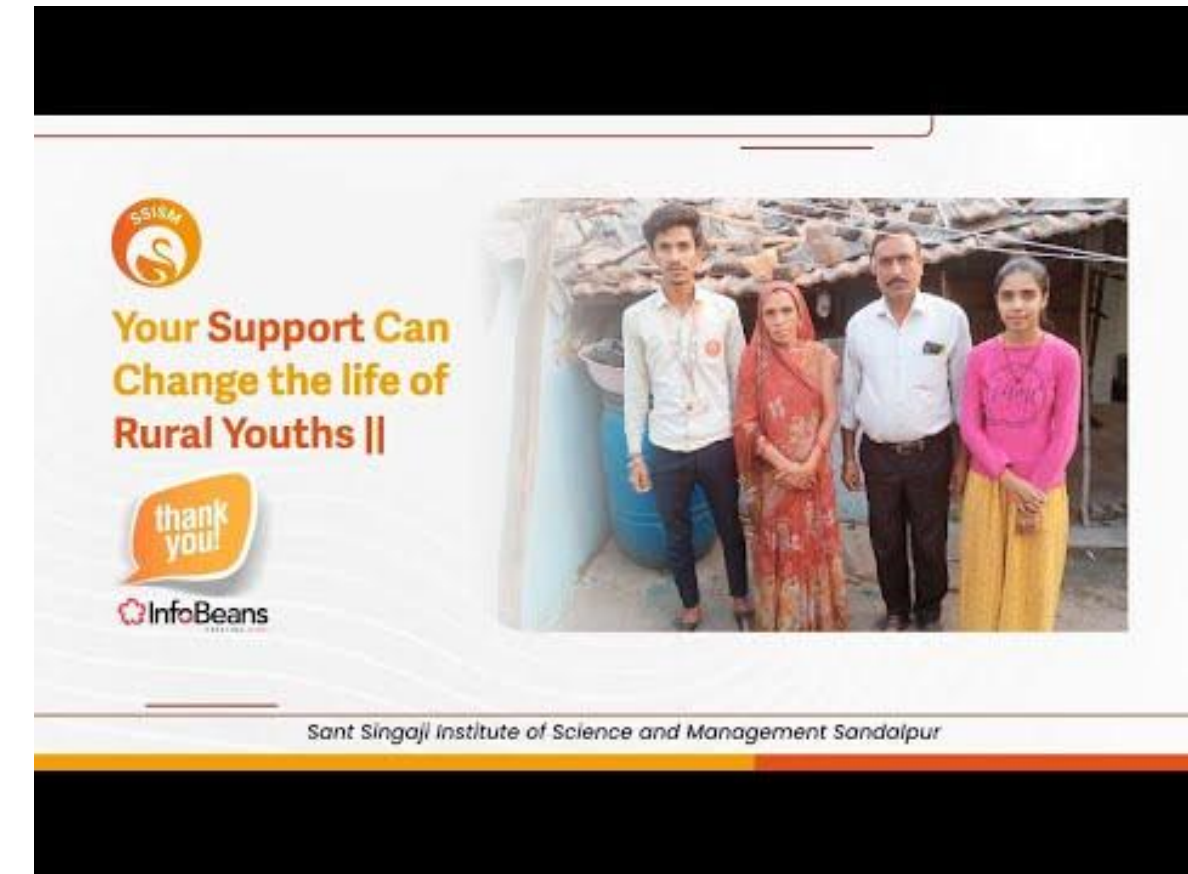
## InfoBeans is listed on BSE



We are now listed on the Bombay Stock Exchange India.

The Honorable Chief Minister of Madhya Pradesh, Shivraj Singh Chouhan, ceremoniously marked InfoBeans' listing by striking the gong in Mumbai on November 10,





## Singaji Educational Society (SSES)

InfoBeans funds **25 rural students** every year, for various courses at SSES college and build successful careers.

Sant Singaji Educational Society in Sandalpur village, Dewas, MP was founded with the goal of bringing about social and economic change in the underdeveloped region. Over 1000 students are educated each year at this educational institution, which serves the college-bound youth of three rural Madhya Pradesh districts.

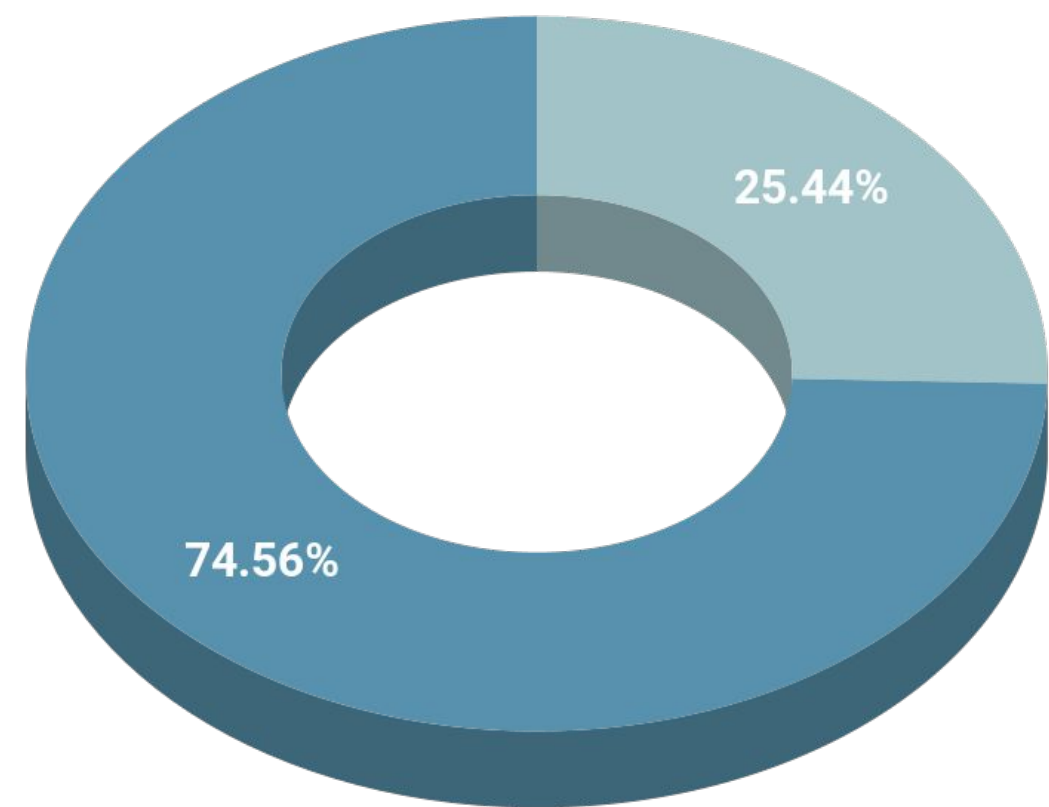
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# Annexures

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# Market Data



● Public ● Promoters  
(as on 31st Dec, 2022)

## Price Data (31st Dec, 2022)

Face Value (₹)	10
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Equity Shares Outstanding (Lakhs)	242.50
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Trailing 12 Months EPS (₹)	21.59
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Market Price (₹) (NSE)	528.90
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Market Cap (₹ Crore)	1282.62
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Trailing PE (x)	24.49
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Audited Consolidated Profit & Loss as on 31st Dec, 2022

(in ₹ Crore)	Quarter Ended			Nine Months		Year Ended
Particulars	Dec 2022	Sep 2022	Dec 2021	Dec 2022	Dec 2021	Mar 2022
Revenue from operations	98	99	71	293	180	271
Other income	4	2	3	9	14	18
<b>Total Revenue</b>	<b>102</b>	<b>102</b>	<b>74</b>	<b>302</b>	<b>194</b>	<b>289</b>
Total Expenditure (Including Tax)	93	91	57	270	155	234
<b>EBITDA</b>	<b>23</b>	<b>23</b>	<b>23</b>	<b>69</b>	<b>56</b>	<b>83</b>
EBITDA Margin	22%	22%	31%	23%	29%	29%
<b>PAT</b>	<b>9</b>	<b>10</b>	<b>17</b>	<b>31</b>	<b>39</b>	<b>55</b>
PAT Margin	9%	10%	23%	10%	20%	19%

# Thank you

**CA Mridul Maheshwari**

Corporate Development

[investor.relations@infobeans.com](mailto:investor.relations@infobeans.com)



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