

To,

Date: 12th May, 2023

The Listing and Compliance Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th 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 (CIN L72200MP2011PLC025622) Investor Presentation on Financial Results for the Quarter and year ended on 31st March, 2023.

This is for your information and records.

For InfoBeans Technologies Ltd



Surbhi Jain
Company Secretary and Compliance Officer



InfoBeans
CREATING WOW!

InfoBeans Investors Call

Quarter and Year ended on 31st March, 2023

About InfoBeans

InfoBeans, founded in 2000 and now **1450+** 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!

A world map with a light blue background and white landmasses. Four red circular markers are placed on the map, each with a white callout box containing text. The markers are located in the USA, Europe, Middle East, and India. The callout boxes are white with a slight shadow and a pointer to the marker.

USA

Silicon Valley, LA,
Atlanta, New York

Europe

Frankfurt,
Czech Republic

Middle East

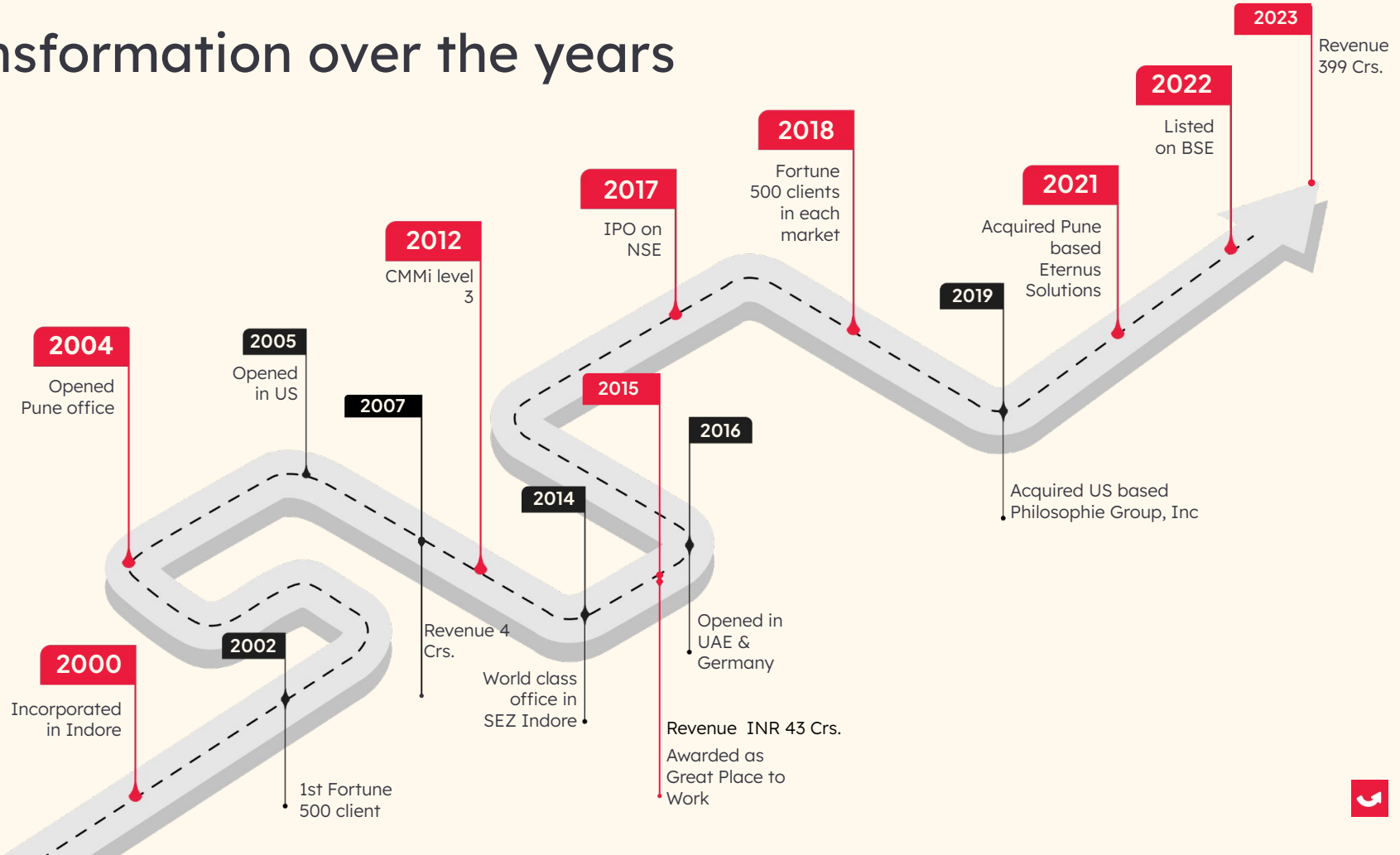
Dubai

India

Indore, Pune, Chennai,
Vadodara



Transformation over the years



InfoBeans at a glance

Overview

2000

Born

13

Years of active growth

1450+

Team members smiling

74

Clients with over ₹1 Cr invoiced

13

Clients with over \$1 mn

15

Active fortune 500 clients

Financials

*FY 2022-23
in INR Crs*

₹ 399

Revenue

₹ 85

EBITDA

₹ 36

PAT

₹ 176

Cash & Equivalent

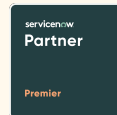
38%

Revenue growth YoY

42%

Revenue CAGR since inception

Partnerships & Awards



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



Blockchain based software solutions

Enabling enterprises to transition from web2 to web3

Custom application development

Blockchain integration



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



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



Jitendra Tanna

Growth Evangelist | EVP
- 32 years in Management
& Engineering



Emerson Taymor

SVP, Sales & Marketing
Design & Innovation Practice
- 14 years in Design & Sales
- 4 years with InfoBeans



Shreyas Merchant

SVP, Salesforce Practice
- 28 years in Engineering
& Sales



Denise Cheung

SVP, Design & Innovation
- 24 years in Design & Innovation
Services



Highly Experienced Core Team



Amit Makhija

- VP Digital Transformation
- 24 years in Software & Management
 - 16 years with InfoBeans



Arpit Jain

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



Chaitanya Pandya

- VP, Delivery
Salesforce Practice
- 9+ years experience in working on Salesforce solutions



Darshana Jain

- Blockchain Evangelist | VP
- 17+ years of experience
 - One year with InfoBeans



Dena Hayes

- VP People & Culture (USA)
- 16+ years of experience in Strategic Planning
 - Organisational Development



Geetanjali Punjabi

- VP, Sales (UAE)
- 21 years in Sales Operations
 - 7 years with InfoBeans



Highly Experienced Core Team



Jigar Shah

VP, Technology
Salesforce Practice
- 15+ years of experience
in working on Salesforce
Solutions



Kanupriya Manchanda

VP People
- 19 years in People
Development
- 15 years with InfoBeans



Manish Malpani

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



Rajagopalan Kannan

VP Product Engineering
- 23 years in Software
Engineering
- 20 years with InfoBeans



Ram Lakshmi

VP Client Success (USA)
- 28 years in Software Sales
- 13 years with InfoBeans



Tarulata Champawat

VP, Sales &
Marketing(USA)
- 23 years in Engineering &
Sales
- 18 years with InfoBeans



Financial highlights for Q4 Jan-Mar 2023



Financial performance for quarter Jan-Mar 23

One time incentive of ₹6 Crs and provision for ₹2.2 Crs of bad debts led to reduction in EBITDA and PAT

₹ in Crs	Mar 2022	Dec 2022	Mar 2023
₹ Revenue	95 +2%	102 -5%	97
↗ EBITDA	28 -43%	23 -30%	16
₹ PAT	16 -70%	9 -40%	5

In USD terms, revenue reduced by 6% QoQ



Financial highlights for FY 2022-2023



Financial performance for the year 2022-23

Revenue **grew by 38%** year on year

Our focus is on capturing the revenue with improving margins in the near term

₹ in Crs	Year ending Mar 2022	Year ending Mar 2023
₹ Revenue	289 +38%	399
↗ EBITDA	83 +1%	85
₹ PAT	55 -35%	36
₹ Cash flow from operations	81 -4%	77

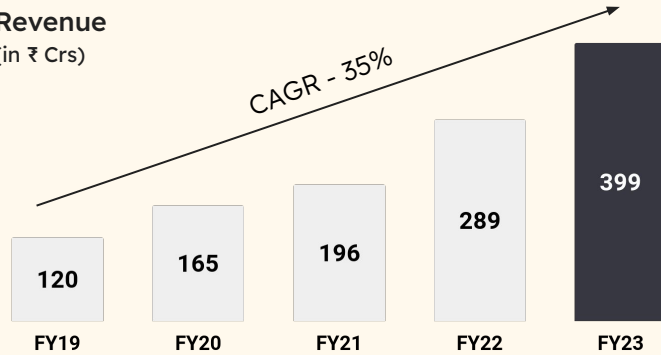
In USD terms, revenue grew by **29%** YoY



Key performance indicators

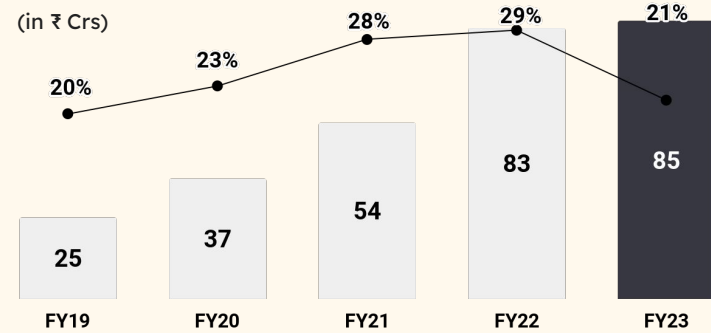
Revenue

(in ₹ Crs)



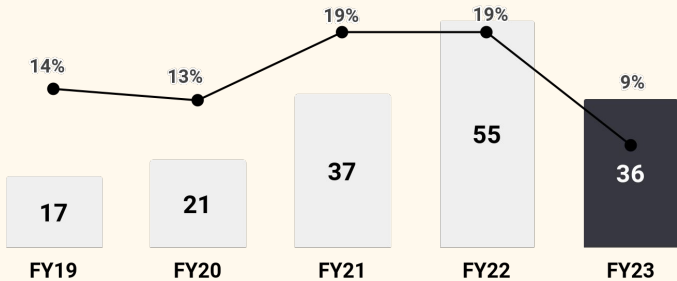
EBITDA

(in ₹ Crs)



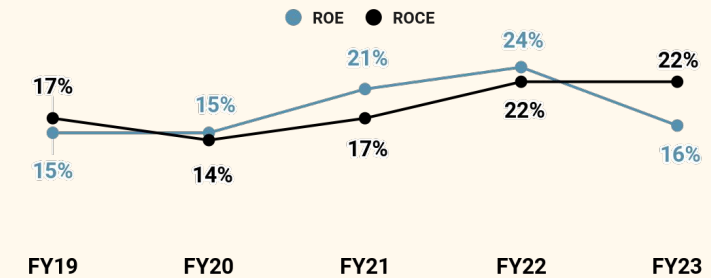
PAT

(in ₹ Crs)



ROE and ROCE

(in ₹ Crs)

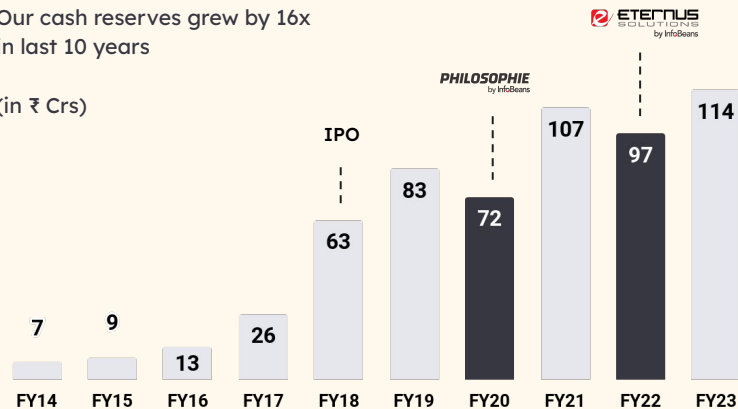


HISTORICAL PERFORMANCE

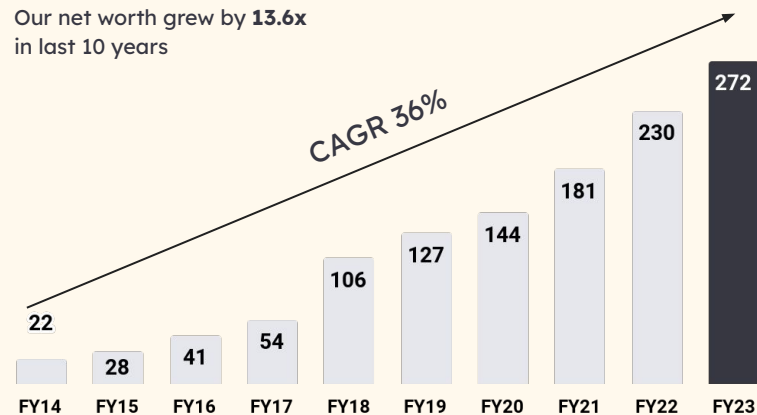
Last 10 years growth metrics

Our cash reserves grew by 16x
in last 10 years

(in ₹ Crs)



Our net worth grew by 13.6x
in last 10 years



	Revenue	EBITDA	PAT
March - 2023	399	84	43
March - 2018	98	21	17
March - 2013	33	8	6

	CAGR	Revenue	EBITDA	PAT
10 Yrs	28%	27%	22%	
5 Yrs	32%	31%	20%	
3 Yrs	34%	31%	27%	



Clients



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



tripadvisor

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

Clients' key metrics

We onboarded 3 Fortune 500 and 6 Enterprise (> \$1bn) clients

Generated 90% business from existing clients

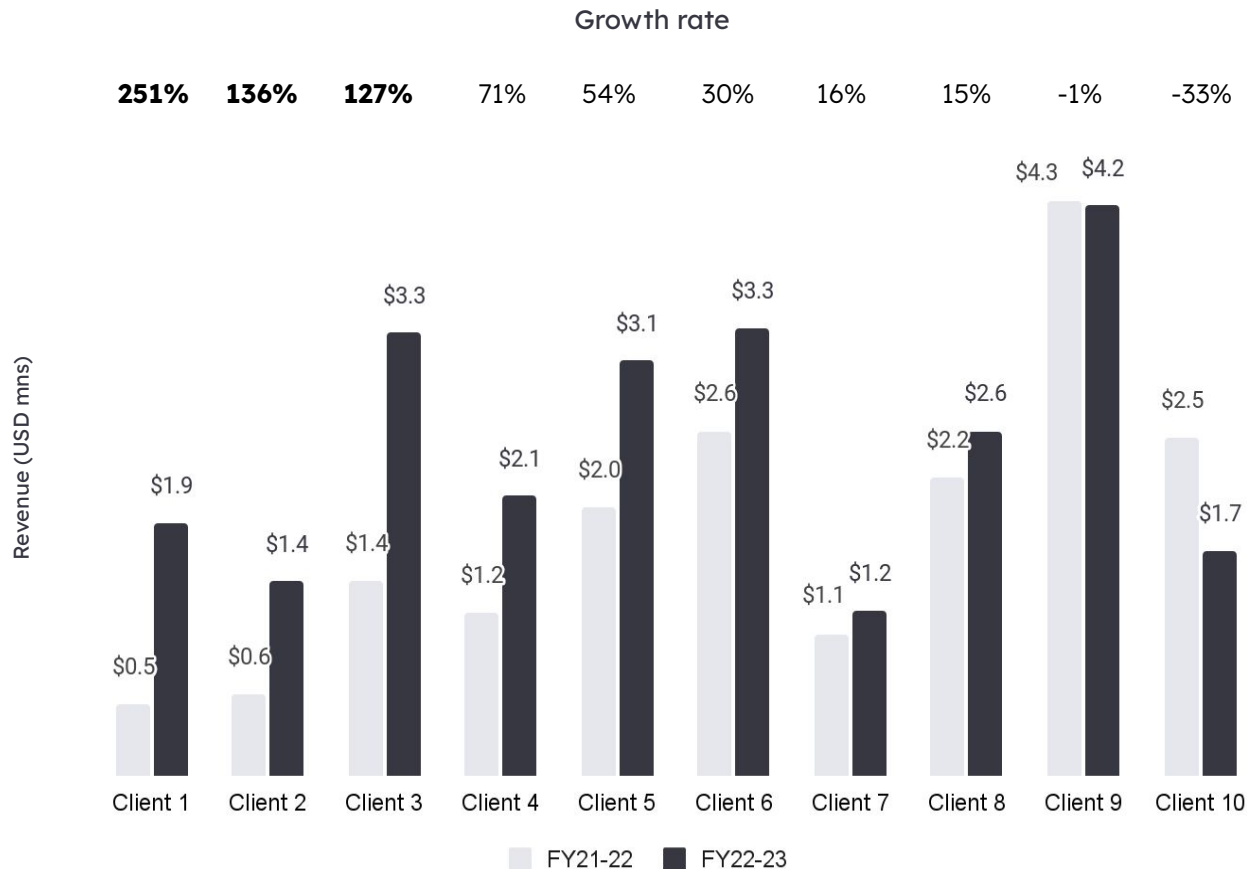
	2021-22	2022-23
Client mix		
- Fortune 500	12	15
- Enterprise (> \$1bn)	8	14
- Unicorns	7	6
Clients billed more than \$1mn	9	13
Clients billed more than ₹1 Cr revenue	43	75
Share of revenue from existing clients	90%	90%
Total clients	190	183



Top 10 clients' growth rate

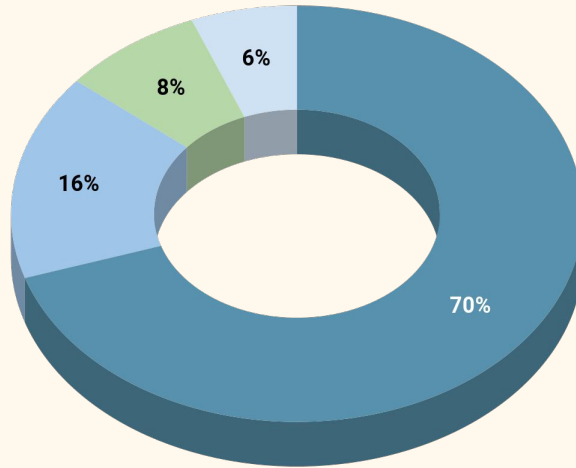
Expanded in **8 out of top 10** clients

51% of the revenue comes from **Top 10** clients averaging **7 years** of relationship



Revenue breakup

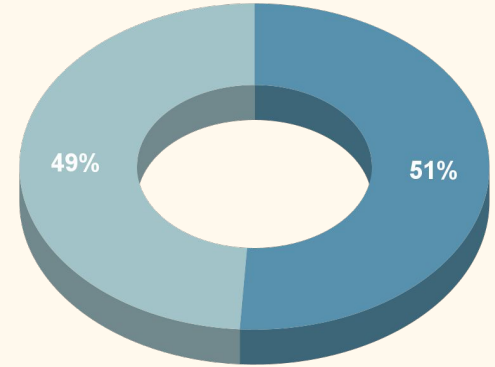
By geography



- USA
- India
- Europe
- UAE

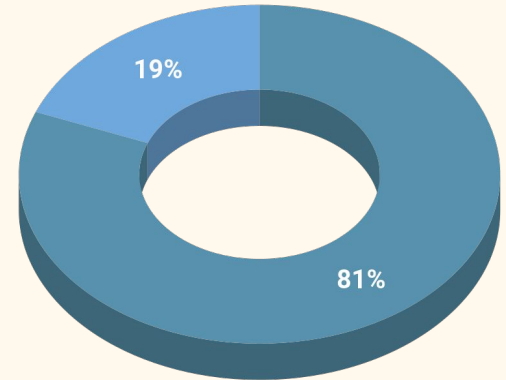
By segment

- Digital Transformation
- Product Engineering



By business

- InfoBeans
- InfoBeans CloudTech



M&A update



Our focus

Deepen existing capabilities

- ServiceNow
- Salesforce
- RPA, UiPath
- UX & Design

Add new competencies

- Cloud Tech, Blockchain, D&A
- Vertical - BFSI, Healthcare, Manufacturing, Logistics etc.

Expand geo presence

- USA
- Europe

Our sweet spot

- \$8-18mn in revenue



Current pipeline

servicenow

UX

Management Consulting

About

Two elite ServiceNow partner focused on Enterprise clients based out of **Europe and APAC**

APAC based UX and design focused organization with 100 team members

Europe based management and technology consulting

Revenue

USD 18-20mn

USD 3-4mn

USD 10-12 mn

EBITDA

10% to 15%

40% to 50%

18-20%



Financials



Audited Consolidated Profit & Loss as on 31st Mar, 2023

(in ₹ Crs)	Quarter ended		
Particulars	Mar 2022	Dec 2022	Mar 2023
Revenue from operations	92	98	92
Other income	3	4	5
Total revenue	95	102	97
Less: Total expenditure (excl D&A, finance cost & tax)	67	79	81
EBITDA	28	23	16
EBITDA margin	29%	22%	16%
Less: D&A, finance cost & tax	12	14	11
PAT	16	9	5
PAT margin	17%	9%	5%

Revenue

On QoQ basis we see softening in demand in a few clients

EBITDA

Key one time expenses

- ₹ 6 Crs of one time incentive
- ₹ 2.2 Crs provision for bad debts



Audited Consolidated Profit & Loss as on 31st Mar, 2023

(in ₹ Crs)	Quarter ended		
Particulars	Mar 2021	Mar 2022	Mar 2023
Revenue from operations	180	271	385
Other income	16	18	14
Total revenue	196	289	399
Less: Total expenditure (excl D&A, finance cost and tax)	159	206	314
EBITDA	54	83	85
EBITDA margin	28%	29%	21%
Less : D&A, finance cost and tax	17	28	49
PAT	37	55	36
PAT margin	19%	19%	9%
Cash flow from operations	36	81	77

Revenue

On a yearly basis, revenue has increased significantly as depicted in top 10 clients

EBITDA

Increased team cost

Key one time expenses

- ₹ 6 Crs of one time incentive
- ₹ 6.2 Crs provision for bad debts

Our targeted EBITDA is 24%

PAT

Tax rate has increased to 21% from 9% in current fiscal year on account of increase in taxable profits from ICL

Our targeted PAT is 14%



Margin movement

As a % of revenue	Year ended		
	Mar 2022	Mar 2023	Diff
Drives pulling margins down			
- Team expense	60%	68.0%	-8.0%
- Sales, marketing and traveling expenses	1%	2.0%	-1.0%
- Provision for bad debts	0.3%	1.6%	-1.3%
- Other income	6.0%	3.0%	-3.0%
Drivers supporting margins			
- Operating leverage	4.4%	3.7%	0.7%
- Exchange rate	-	4.8%	4.8%
EBITDA	29%	21.0%	-8.0%



Audited Consolidated Balance Sheet as on 31st Mar, 2023

(in ₹ Crs)	Year ended	
Particulars	Mar 2022	Mar 2023
<u>Assets</u>		
Non current	277	237
Current assets	139	186
Total assets	416	423
<u>Equities & liabilities</u>		
Equity & other equity	231	272
Non current liabilities	114	97
Current liabilities	71	54
Total equity & liabilities	416	423

Assets

Decrease in non-current assets is due to reclassification of investments from non-current to current

Profits generated from operations were largely invested into bonds and mutual funds

DSO improved from 79 days to 61 days

Equity & liabilities

Equity increased from the profits generated during the year

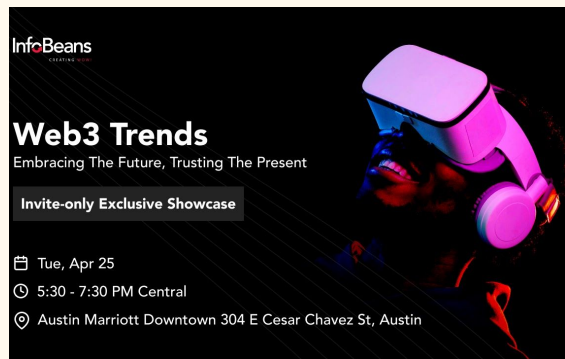
Non-current liabilities came down on account of discharging liabilities towards acquisition



On the ground

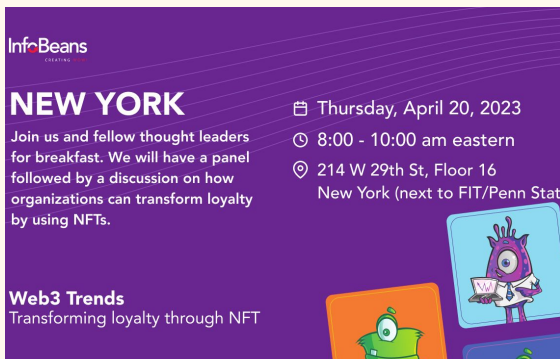


Events



Emerging Tech Social

Event explores the current and future state of the **metaverse** and how this emerging technology will transform the world



Transforming Loyalty via NFT

Exclusive **NFT** talk at our New York office. Thought-provoking discussions and brainstorming sessions on how NFTs can help organizations revolutionize loyalty



Web3 and Design Trends

Discussion on design experimentations, data-driven product management, **user psychology, blockchain**, and the metaverse



Our religion in action

Creating **WOW**

Applauds 2022-23



4th time in a row



Dream Companies to work



A business should benefit humans

CSR updates



CSR @InfoBeans

- Launched 4th Batch of ITEP for underprivileged
- InfoBeans Foundation opened 3rd and largest training centre
- Total 79 students have successfully completed their programme
- Out of 77 of these students got placed, one with Salesforce with 18 LPA and two other with TCS



InfoBeans Vidyadhan

- Governed by SD Foundation, Vidyadhan- InfoBeans sponsored college education fees (started in 2019), supporting a total of 46 students under Vidyadhan Program
- Out of 46 sponsored students 27 have graduated.
- 9 out of 27 found employment and are successful in pulling their family out of poverty



Empowering rural youth

- At Sant Singaji Educational Society we funds 25 rural students for various courses and help them build successful careers
- For second and third year students campus placement is going on



Empowering women

- Anubhuti Social Empowerment & Educational Foundation in Mulshi village, in Maharashtra was founded with the goal of bringing about social and economic change for women in the underdeveloped region
- InfoBeans Cloudtech Limited funded 40 rural women, to enable them for skill development and build successful careers



CSR contribution made by InfoBeans during the FY 2022-23

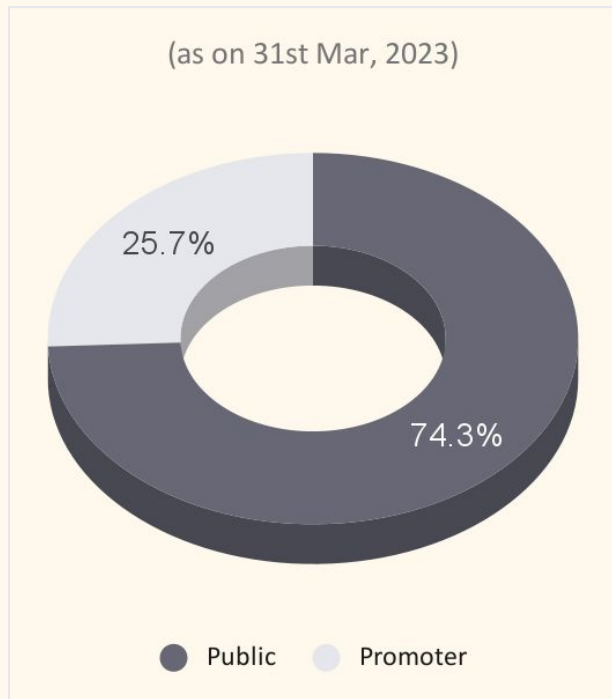
Activities	Name of the institution	INR Spend
Education	InfoBeans Social and Educational Welfare Society	60,50,000
Health	Indian Red Cross Society	7,00,000
Education	Sant Singaji Educational Society	7,87,500
Plantation	Sciencetech Eco Foundation	1,60,000
Education	SD Foundation	3,27,000
Education	Sanyogitaganj Digambar Jain school	100,000
Total		76,97,550



Market data



Market data



Price data as of 31st Mar, 2023

Face Value	10.0
Equity Shares Outstanding (Lakhs)	242.5
Trailing 12 months EPS (₹)	17.1
Market Price (₹)	449.9
Market Cap (₹ Crs)	1091.2
Trailing PE	26.3





Thank You!

Mridul Maheshwari

Corporate Development & IR

investor.relations@infobeans.com