To,

Date: 07th May, 2024

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, 2024

This is for your information and records.

For InfoBeans Technologies Ltd

Surbhi Jain

Digitally signed by Surbhi Jain
Date: 2024.05.07
18:37:22 +05'30'

Surbhi Jain
Company Secretary and Compliance Officer

InfoBeans Investors Call

Quarter and year ended on 31st Mar, 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.

Strengthened by our partnership with Salesforce, ServiceNow, Microsoft, and agineo 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!

Europe

Frankfurt,
Czech Republic

India

Indore, Pune, Chennai,
Vadodara, Bengaluru

USA
Silicon Valley, Atlanta,
and New York

Middle East

Dubai

Transformation over the years

2000
Incorporated in Indore

2002
1st Fortune 500 client

2004
Opened Pune office

2005
Opened in US

2007
Revenue 4 Crs.

2012
CMMi level 3

2014
World class office in SEZ Indore

2015
Revenue INR 43 Crs.
Awarded as Great Place to Work

2016
Opened in UAE & Germany

2017
IPO on NSE

2018
Fortune 500 clients in each market

2019
Acquired US based Philosophie Group, Inc

2021
Acquired Pune based Eternus Solutions

2023
Revenue 399 Crs

2024
Partnership with agineo

InfoBeans at a glance

Overview

2000
Born

14
Years of active growth

1500+
Team members smiling

67
Clients with over ₹1 Cr invoiced

29
Large Enterprise Clients

Financials
FY 2023-24
in INR Crs

₹ 385
Revenue

₹ 66
EBITDA

₹ 22
PAT

₹ 205
Cash & Equivalent Includes 73 Cr AR

26%
Revenue CAGR Last 5 years

Partnerships and awards

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER
Summit

servicenow Partner Premier

agineo

Great Place To Work Certified 2023 INDIA

Inc. Best Workplaces 2023

HR Excellence Awards

AVTAR & seramount 100 BEST BEST COMPANIES FOR WOMEN INDIA 2022

Dream Companies to work for
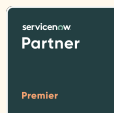
InfoBeans Global Service offerings

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 ChatGPT. Gemini. LLMs. Chips so that more extensive and meaningful work can take place.

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

Performance & Efficiency

Increase in revenue helped in improving the margins

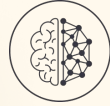Utilization improved from 74% to 80%

Deferred annual appraisals by six months

New clients and Talent

Acquired 3 large enterprise clients during Q4 of 2023-24

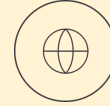Hired 116 team members in Q4 as compared to 42 in Q1

Growth Investments

Inorganic - ServiceNow and Salesforce focused assets

Building AI/ML implementation

Shelved Blockchain practice

Events & applauds

Recognised as a ServiceNow consulting and implementation partner of the year 2024 in Premier category

Awarded as Great Place to Work for the 8th time

ESG & CSR

Launched 4th InfoBeans Foundation centre at MIMA Balewadi, Pune with 40 students, batch to commence in June

Planted 615 trees during the year

Creating WOW

Awarded as ServiceNow Consulting and Implementation Partner of 2024

Team Overview

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
- 33 years in Management & Engineering
- 2 years with InfoBeans

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

Shreyas Merchant

SVP, Salesforce Practice
- 29 years in Engineering & Sales
- 2 years with InfoBeans

Denise Cheung

SVP, Design & Innovation
- 25 years in Design & Innovation Services
- 2 years with InfoBeans

Rajagopalan Kannan

SVP, Transformation and Technology Excellence
- 24 years in Engineering
- 21 years with InfoBeans

Highly Experienced Core Team

Arpit Jain

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

Chaitanya Pandya

**VP, Delivery
Salesforce Practice**
- 10 years experience
  in working on Salesforce
  solutions
  2 years with InfoBeans

Darshana Jain

VP, Technology
- 18 years of experience
- 2 years with InfoBeans

Geetanjali Punjabi

VP, Sales (UAE)
- 22 years in Sales
  Operations
- 8 years with InfoBeans

Jigar Shah

VP Technology & Salesforce
- 16+ years experience in
  working on Salesforce
- 2 years with InfoBeans

Kanupriya Manchanda

VP People
- 20 years in People &
  Development
- 16 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

Tarulata Champawat

VP, Sales & Marketing (USA)
- 24 years in Engineering & Sales
- 19 years with InfoBeans

Clients

Meet some of our clients

ALM.

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

IQVIA™

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

CoAdvantage®

Full range of SaaS based integrated Human Resources solutions

Under NDA

A Fortune 200, among world's largest logistics companies

SMBC

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

Clients' key metrics

Generated 92% business from existing clients

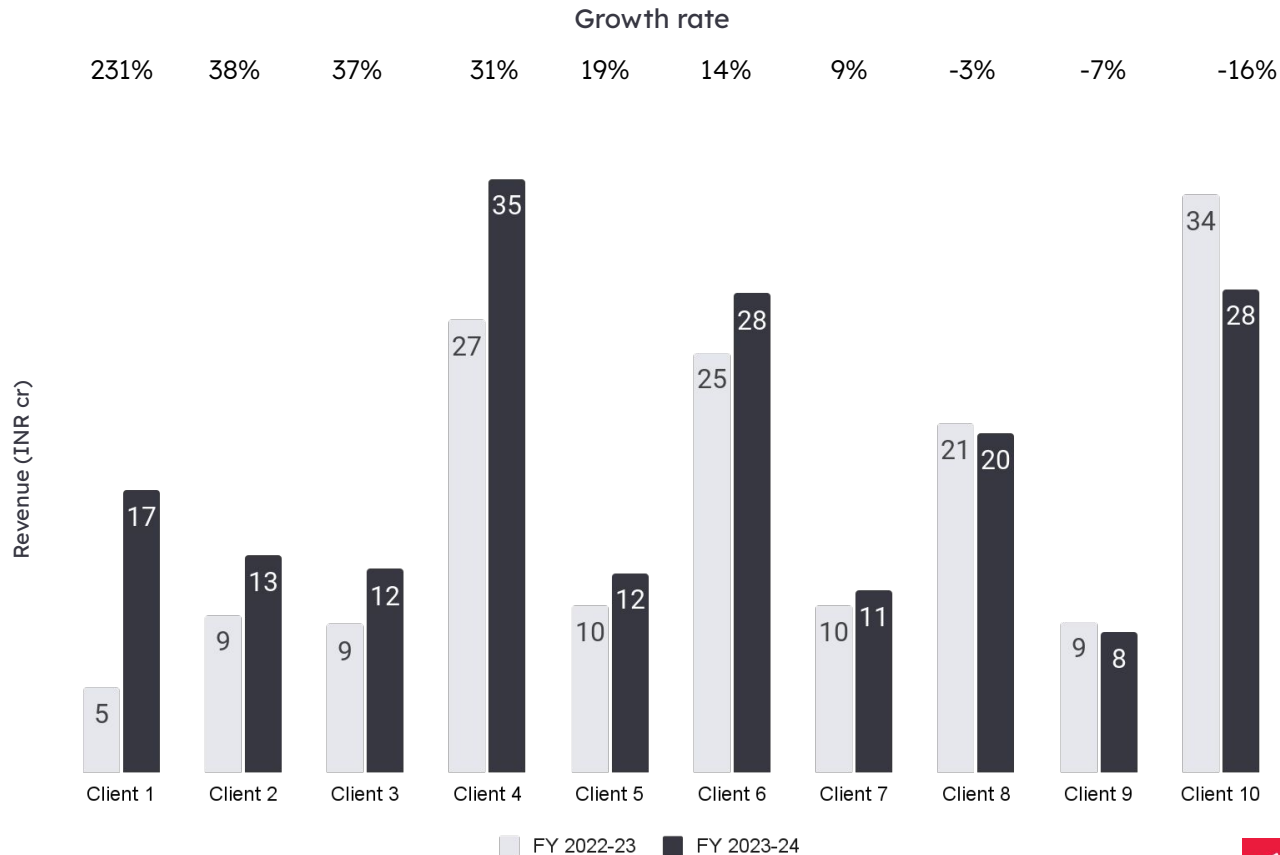|	2022-23	2023-24
Client mix		
- Fortune 500	15	14
- Enterprise (> $1bn)	14	15
Clients billed more than $1mn	13	11
Clients billed more than INR 1 Cr revenue	75	67
Share of revenue from existing clients	90%	92%
Total Clients	183	193

Top 10 clients

Expanded in **7 out of top 10** clients

50% of the revenue comes from **Top 10 clients**

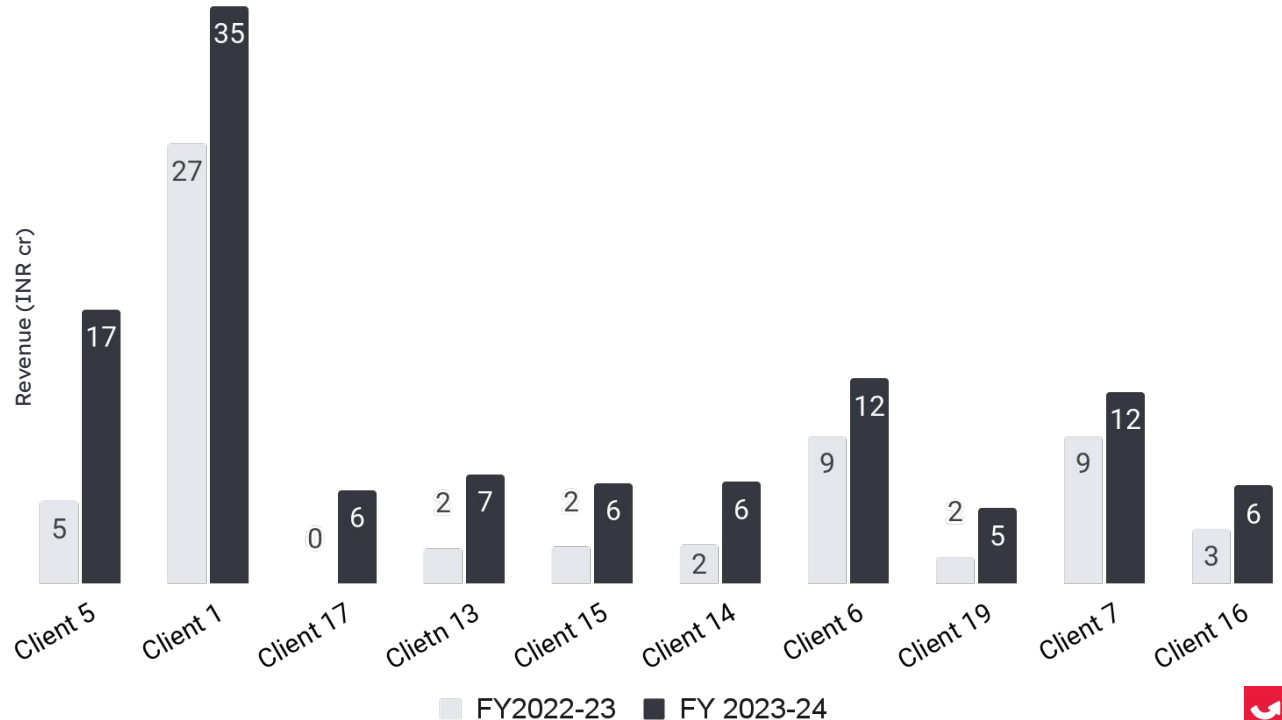Long term trust reflects in average **tenure of 9 years**

Growth rate

Client 1	Client 2	Client 3	Client 4	Client 5	Client 6	Client 7	Client 8	Client 9	Client 10
231%	38%	37%	31%	19%	14%	9%	-3%	-7%	-16%

Revenue (INR cr)

Client 1: FY 2022-23: 5, FY 2023-24: 17
Client 2: FY 2022-23: 9, FY 2023-24: 13
Client 3: FY 2022-23: 9, FY 2023-24: 12
Client 4: FY 2022-23: 27, FY 2023-24: 35
Client 5: FY 2022-23: 10, FY 2023-24: 12
Client 6: FY 2022-23: 25, FY 2023-24: 28
Client 7: FY 2022-23: 10, FY 2023-24: 11
Client 8: FY 2022-23: 21, FY 2023-24: 20
Client 9: FY 2022-23: 9, FY 2023-24: 8
Client 10: FY 2022-23: 34, FY 2023-24: 28

FY 2022-23   FY 2023-24

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Clients with high absolute revenue growth

(Rs cr)	12	8	6	5	4	4	3	3	3	3
%	231%	31%	NA	203%	174%	157%	38%	180%	29%	77%

More than 100% growth in 5 out of the 10 growth accounts

9 out of 10 are repeat clients

Revenue (INR cr)

Client 5 — 5, 17
Client 1 — 27, 35
Client 17 — 0, 6
Clietn 13 — 2, 7
Client 15 — 2, 6
Client 14 — 2, 6
Client 6 — 9, 12
Client 19 — 2, 5
Client 7 — 9, 12
Client 16 — 3, 6

☐ FY2022-23   ■ FY 2023-24

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Financial Update

Financial snapshot : Jan-Mar 2024

(₹ in crores)

Quarter	Mar 2024	Mar 2023	YoY Change	Dec 2023	QoQ Change
Revenue	₹ 100	₹ 97	3%	₹ 94	6%
EBITDA	₹ 21	₹ 16	31%	₹ 16	31%
PAT	₹ 9	₹ 5	95%	₹ 6	66%

In USD terms, revenue increased by 2% QoQ

Audited Consolidated Profit & Loss for Jan-Mar 2024

(in ₹ Crore)	Quarter Ended		
Particulars	**Mar 2024**	**Mar 2023**	**Dec 2023**
Revenue from operations	97	92	89
Other income	3	5	5
Total Revenue	**100**	**97**	**94**
Less : Total Expenditure (excl Dep and Interest cost)	79	81	78
EBITDA	**21**	**16**	**16**
EBITDA Margin	21%	16%	17%
Less : D&A, Finance cost and Tax	12	11	10
PAT	**9**	**5**	**6**
PAT Margin	9%	5%	6%

Revenue

Uptick in demand seen in clients across various segments

EBITDA

Improvement on account of increased revenue and hence better team utilization

Financial snapshot : Apr-Mar 24

(₹ in crores)

	Mar 2024	Mar 2023	YoY Change
Revenue	₹ 384	₹ 399	(4)%
EBITDA	₹ 67	₹ 85	(22)%
%	17%	21%	
PAT	₹ 22	₹ 36	(38)%
%	6%	9%	

In USD terms, revenue declined by 8%

Audited Consolidated Profit & Loss as on 31st Mar, 2024

(in ₹ Crore)	Year Ended	
Particulars	**Mar 2024**	**Mar 2023**
Revenue from operations	369	385
Other income	15	14
Total Revenue	**384**	**399**
Less : Total Expenditure (excl Dep and Interest cost)	317	314
EBITDA	**67**	**85**
EBITDA Margin	17%	21%
Less : D&A, Finance cost and Tax	45	49
PAT	**22**	**36**
PAT Margin	6%	9%

Revenue

Observed a marginal drop in the revenue on account of softening in first three quarters. The demand is picking up as seen in this quarter

EBITDA

Lower team utilization in the first three quarters resulted in drop in margins. With uptick in demand, the utilization is improved in Q4 of 2024

PAT
Tax rate increased from 23% to 27% because of higher profits in taxable units and reduction of SEZ exemption from 100% to 50% of the income tax rate

Margin movement

As a % of revenue	Year ended		
	Mar 2024	**Mar 2023**	**Diff**
Drivers impacting the margins			
- Team expense	70.2%	67.5%	-2.8%
- Sales, marketing and traveling expenses	1.4%	0.8%	-0.6%
- Provision for bad debts	0.9%	1.5%	+0.6%
- Professional services	4.5%	3.7%	-0.8%
- Other expenses	1.3%	0.9%	-0.4%
EBITDA	17%	21.0%	-4.0%

Audited Consolidated Balance Sheet as on 31st Mar, 2024

(in ₹ Crore)	Year Ended	
Particulars	**Mar 2024**	**Mar 2023**
Assets		
Non current	189	237
Current Assets	216	186
Total Assets	**405**	**423**
Equities & Liabilities		
Equity & Other Equity	296	272
Non Current Liabilities	53	97
Current Liabilities	56	54
Total Equity & Liabilities	**405**	**423**

Assets

Non current assets decreased primarily on account of reduction in intangibles assets to the tune of INR 44cr

Current assets, which primarily include our cash, bank, investments and trade receivables balances increased by INR 30cr

Equity & Liabilities

Reserves increased by INR 24cr

Non-current liabilities came down on account of reduction in liabilities towards acquisition

Revenue breakup

By geography

- USA
- Europe
- UAE
- India(Inc. APAC)
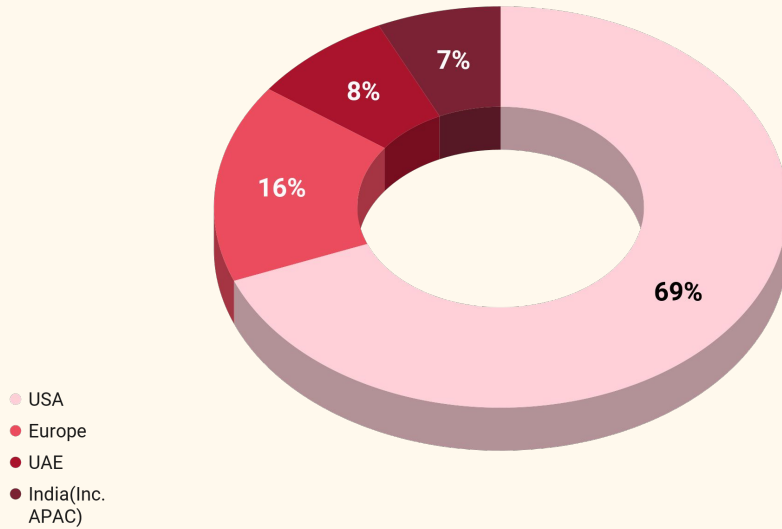
*Based on client HQ

By segment

- Digital Transformation
- Product Engineering
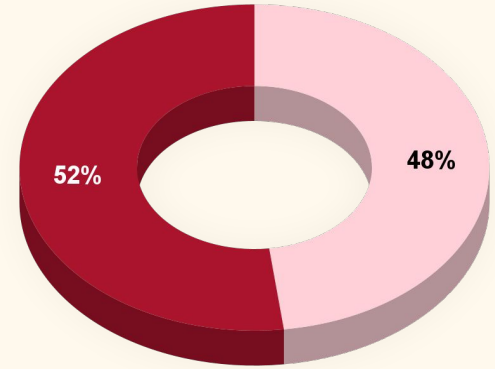
By business

- InfoBeans
- InfoBeans CloudTech

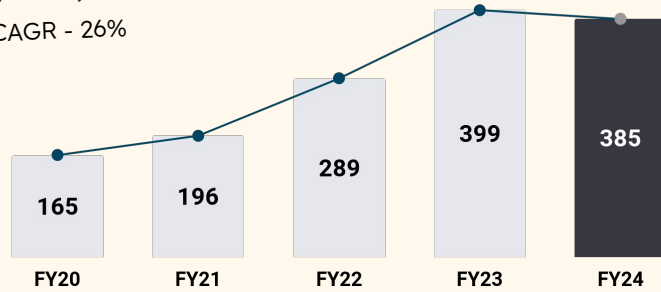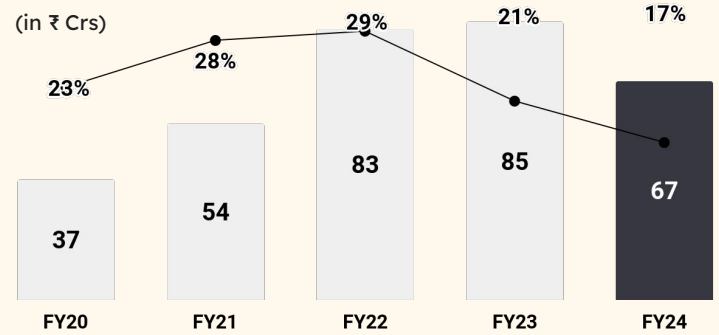26
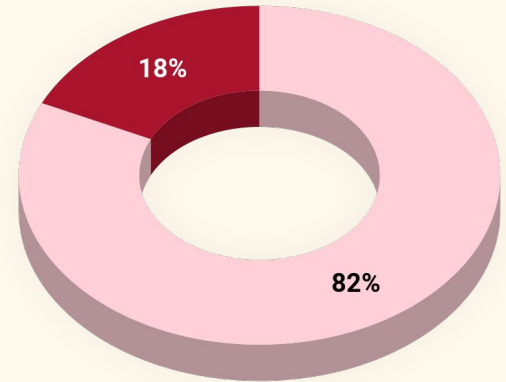
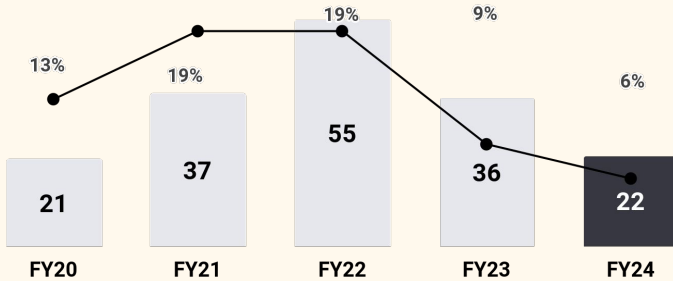# Key performance indicators

Revenue
(in ₹ Crs)

CAGR - 26%

165	196	289	399	385
FY20	FY21	FY22	FY23	FY24

EBITDA
(in ₹ Crs)

23%	28%	29%	21%	17%
37	54	83	85	67
FY20	FY21	FY22	FY23	FY24

PAT
(in ₹ Crs)

13%	19%	19%	9%	6%
21	37	55	36	22
FY20	FY21	FY22	FY23	FY24

ROE and ROCE
(in ₹ Crs)

● ROE ● ROCE

ROE	15%	21%	24%	13%	8%
ROCE	14%	17%	19%	15%	10%
	FY20	FY21	FY22	FY23	FY24
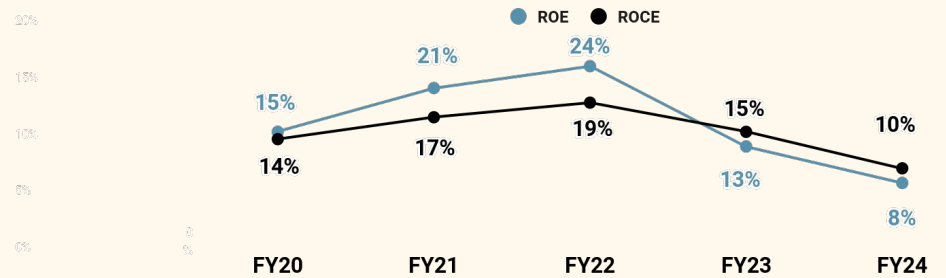
On the ground

InfoBeans WoW Squad

Team members from backbone

Our ServiceNow Superstars

#Mommy #first

Celebrating journey of our team members at various level

Events || ServiceNow

Sponsor at ServiceNow Summit in Calgary

Anuja Pawar and Khushboo Bajaj set up a booth at the ServiceNow Summit in Calgary on March 19th. Our team of experts showcased how to digitally transform business and enhance customer experience using ServiceNow.

ServiceNow Summit in Mumbai

Our ServiceNow experts Jitin Hirani, Narendra Tambe, Priti Arwade, and Sanjeet Choudhary, showcased our groundbreaking solutions including Spacewarp, IntelliAgent, CodeGenie, and more at the InfoBeans booth in ServiceNow Summit in Mumbai

Service Developers meet @ Indore

Vijendra Sainy, Jasdeep Chawla, and Vaibhav Dane showcased the sizeable ServiceNow Community Indore meetup. They were officially announced as the organizer of the next meetup. Jitin Hirani conducted an informative technical session on the Access Analyzer.

Events || Salesforce, UXDX, Others

Philippines Dreamin' 24

Sahil Dhatrak the key speaker at the **Philippines Dreamin** 2024 shared insights on "Scale without Stress: Architecting for Scale and Throughput" that guided us to building super-charged systems that handle tons of data and transactions, with ease!

UXDX Community Opening Event

Emerson Taymor, SVP Design, was a featured speaker at the UXDX Community Opening Event in New York, showcasing his distinguished presence among design experts.

GDS Digital Innovation Summit

Emerson Taymor and Denise Cheung attended the GDS Digital Innovation Summit in Boston, Massachusetts. Together, they hosted 11 meetings and received 6 requests for follow-ups to further engage.

Celebrations @ InfoBeans

Pongal Celebration
at Chennai office

Women's Day Celebration

A business should benefit humans

CSR & ESG updates

InfoBeans Foundation - Update

→ Launched fourth centre at MIMA Balewadi, Pune with 40 students, batch to commence in June

→ Currently teaching 200 students in 5 batches across 3 centers in Indore

→ 150 Students have successfully completed their programme and 120 students got placed in the last 4 years

Pamphlet inviting applications for admissions

ESG update

→ Planted 615 trees during the year, started another initiative of planting a tree on each team members birthday in collaboration with Grow Billion Trees

→ "Conducted a Health Check-Up Camp in alignment with our ESG (Environmental, Social, and Governance) commitments at Indore & Pune

→ InfoBeans is now ISO 14001:2015 & ISO 45001:2018 certified

CERTIFICATE

This is hereby certified that the Environmental Management System of

InfoBeans Technologies Ltd.

Head Office : 2nd Fl, Crystal IT Park, Bhavarkua Road, Indore - 452001, Madhya Pradesh, India
Pune Office: 101-C, Level 1, Delta -1, Giga Space IT Park, Viman Nagar, Pune -411014, Maharashtra, India

Has been found to comply with the requirements of

ISO 14001: 2015

This certificate is applicable for the following scope:

...sign, Development, Implementation, Maintenance and Support Software Solutions
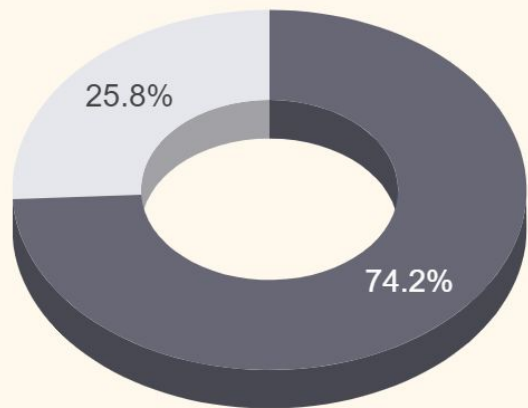
Certificate Number: KAEM202308012

Market data

Market data

(as on 31st March 2024)

- ● Promoter
- ● Public

74.2%

25.8%

Price data as of 31st Mar, 2024	
Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.98
Trailing 12 months EPS (₹)	9.25
Market Price (₹)	366.05
Market Cap (₹ Crs)	889.44
Trailing PE	39.57

Thank You!

Mridul Maheshwari
Corporate Development & IR
investor.relations@infobeans.com