

To,

Date: 24th January, 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
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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 ended on 31st December, 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 ended on 31st Dec, 2023

About InfoBeans

InfoBeans, founded in 2000 and now **1450+** strong, is a global 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!



USA

Silicon Valley, LA,
Atlanta, New York

Europe

Frankfurt,
Czech Republic



Middle East

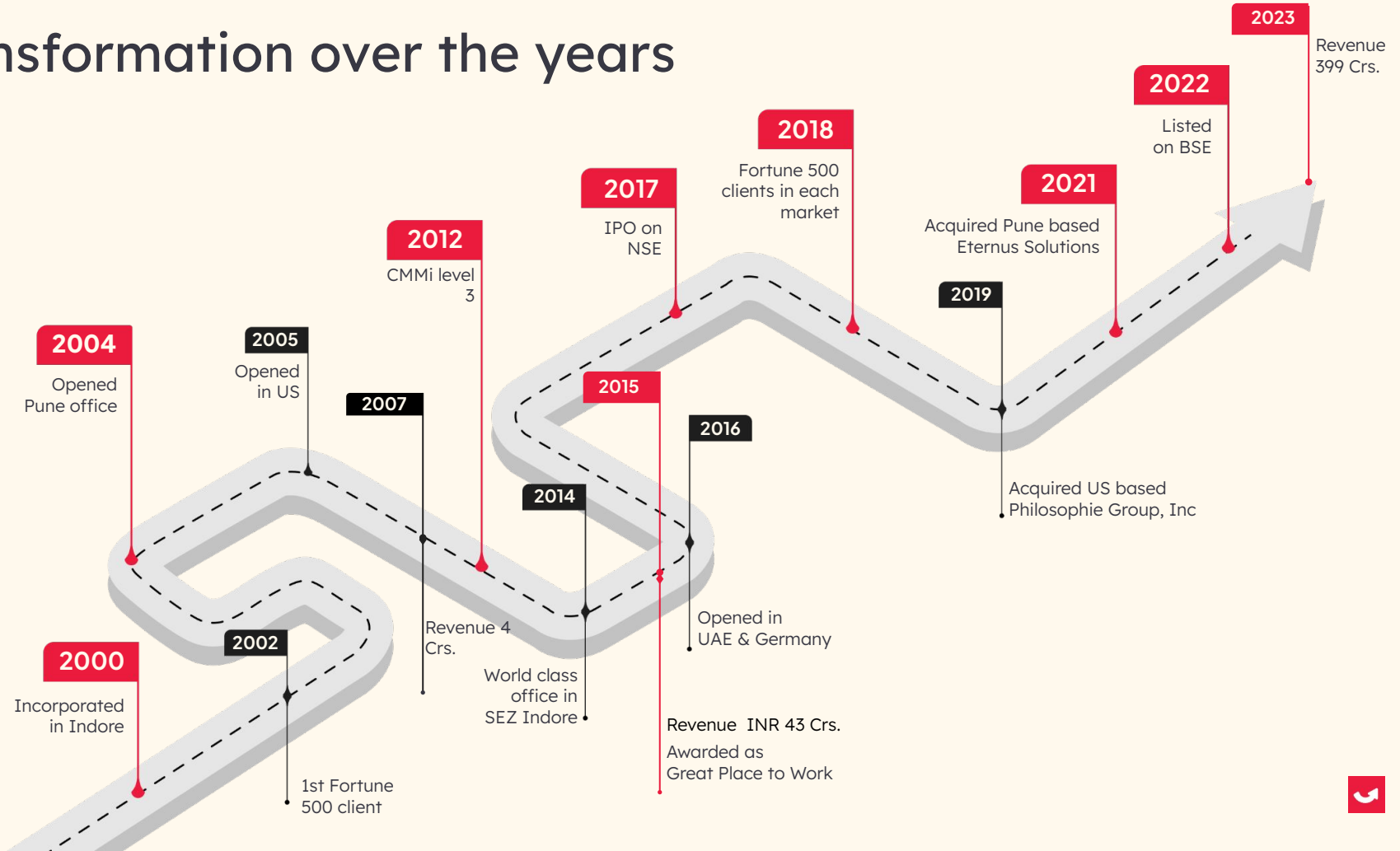
Dubai

India

Indore, Pune, Chennai,
Vadodara, Bengaluru



Transformation over the years



InfoBeans at a glance

Overview

2000

Born

14

Years of active growth

1450+

Team members smiling

74

Clients with over ₹1 Cr invoiced*

15

Active fortune 500 clients*

Financials

Nine months 2023-24 in INR Crs

₹ 284

Revenue

₹ 46

EBITDA

₹ 13

PAT

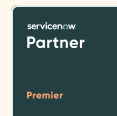
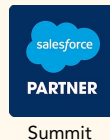
₹ 187

Cash & Equivalent

41%

Revenue CAGR since inception

Partnerships & Awards



AUTOMATTIC



*For FY 2022-23



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



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



tripadvisor

A Future 50, online travel company



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 200, among world's largest logistics companies

Under NDA

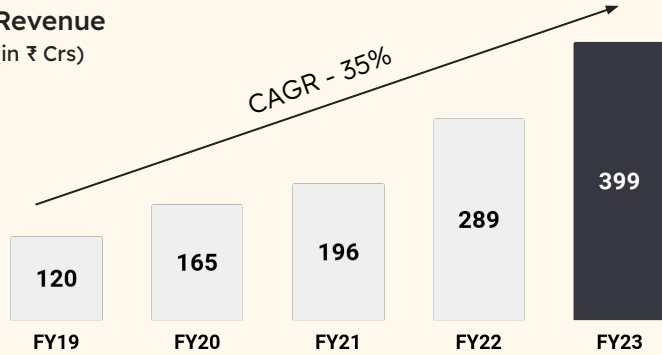
Largest vertically-integrated DTC reverse logistics service provider and inventory liquidation retailer in US

Under NDA

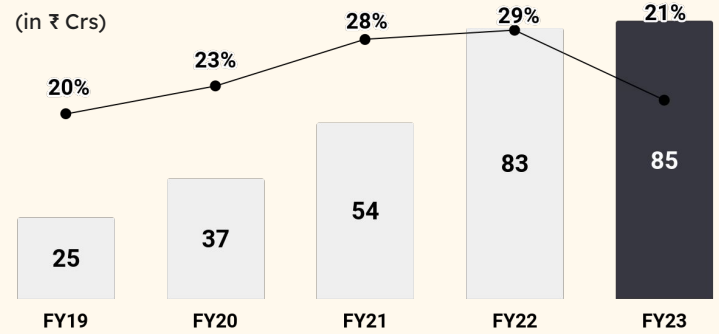
Publicly traded large technology company. Develops all-flash data storage hardware and software products

Key performance indicators

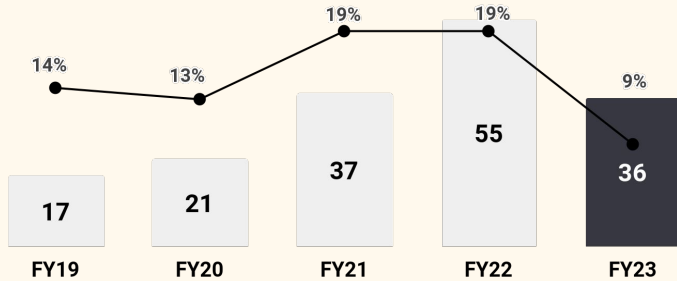
Revenue
(in ₹ Crs)



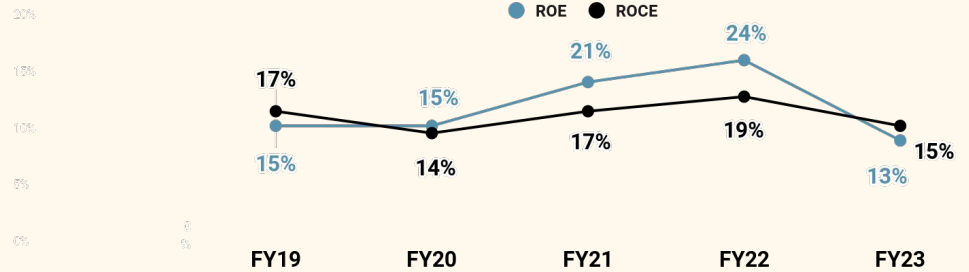
EBITDA
(in ₹ Crs)



PAT
(in ₹ Crs)



ROE and ROCE
(in ₹ Crs)



Key Updates



Key business updates



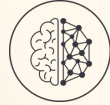
New partnership

Partnered with **agineo**, Germany based ServiceNow Elite partner to strengthen our market presence



New clients

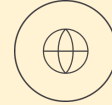
Signed six new enterprise clients during Q3 of 2023-24



M&A pipeline

4 Salesforce focused assets

1 Mendix focused asset with India delivery and UAE market access



Events & applause

Our annual flagship event Innovation day was organised. Also participated in and hosted various events within the Salesforce, ServiceNow, UI/UX ecosystem

Awarded as Great Place to Work for the 8th time



ESG & CSR

Health checkup camps for the team

Security awareness campaign

Shakti - Initiative for Women Empowerment



Financial highlights for Q3 Oct-Dec 2023



Financial performance for quarter Oct-Dec 23

Stable results

Profit margins improved on account of optimization of costs

We continue to aggressively invest in sales efforts, and in the teams in high growth areas.

(₹ in crores)	Dec 2023	Dec 2022	YoY Change	Sep 2023	QoQ Change
Revenue	₹ 94	₹ 102	-8%	₹ 95	-1%
EBITDA	₹ 16	₹ 23	-30%	₹ 15	3%
PAT	₹ 6	₹ 9	-40%	₹ 4	32%

In USD terms, revenue declined by 2% QoQ



Unaudited consolidated profit & loss for quarter Oct-Dec 23

(₹ in crores)	Quarter ended		
	Dec 2023	Sep 2023	Dec 2022
Particulars			
Revenue from operations	89	91	98
Other income	5	4	4
Total revenue	94	95	102
Less: Total expenditure (excl D&A, finance cost & tax)	78	80	79
EBITDA	16	15	23
EBITDA margin	17%	16%	22%
Less: D&A, finance cost & tax	10	11	13
PAT	6	4	9
PAT margin	6%	4%	9%

Revenue

Operating revenue marginally declined due to project completions and holidays in Q3

Increase in Other income is on account of reversal of lease liability

EBITDA

Stable margins QoQ

PAT

Improved tax rate on account of increased income in beneficial tax paying units

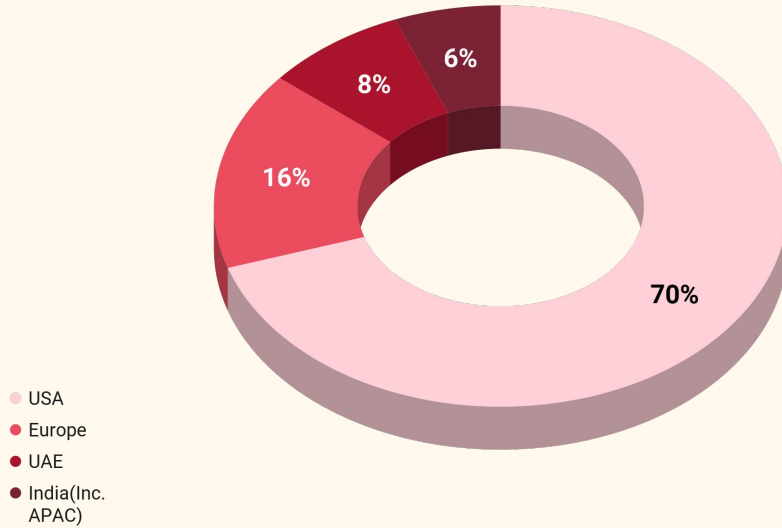
DSO

Owing to better collection of receivables, DSO Improved from 73 days in Sep 2023 to 67 days in Dec 2023.



Revenue breakup

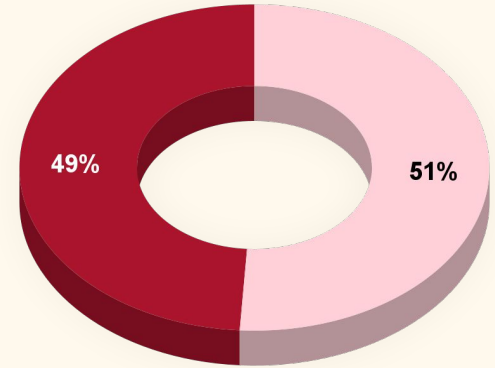
By geography



**Based on client HQ*

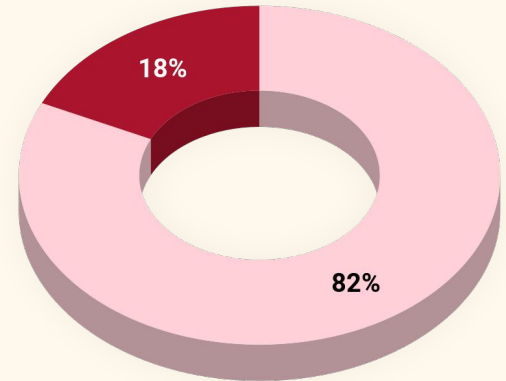
By segment

- Digital Transformation
- Product Engineering



By business

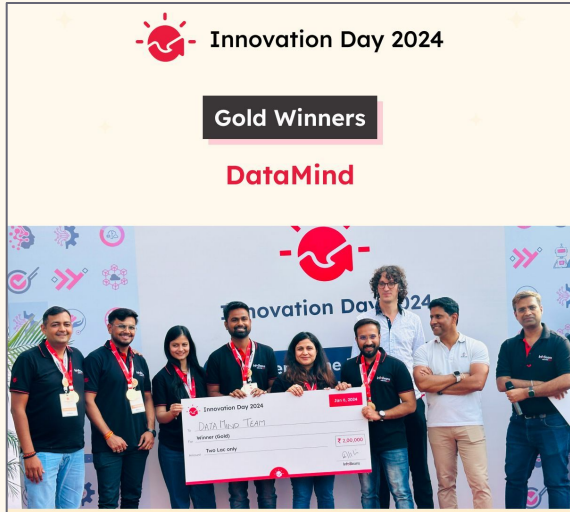
- InfoBeans
- InfoBeans CloudTech



Innovation Day



Glimpses of Innovation Day, our annual flagship event where 11 teams showcased their innovations around Salesforce, AI, RPA, ServiceNow and Blockchain



DataMind uses ML to right size the Virtual Machine storage and dynamically aligns workloads with ideal configurations. Saves storage costs and improves performance



Digital Asset Connector, acts as a bridge between Blockchain, NFTs, and Salesforce. It can convert any Web2.0 application into a Web3.0 application and have use cases in the Salesforce loyalty management cloud



IntelliAgent provides AI-driven insights for real-time incident analysis, offers RPA integration for automated error-free resolution of workflows in ServiceNow.



Success Stories

Accelerators creating meaningful impact



A comprehensive solution for very niche but severely underserved industry (Standards Developing Organizations). Adheres to ANSI guidelines. Already signed one client.



The product has been deployed at 20 client locations and 44000 licenses have been sold. Useful field auditing tool that enforces governance by tracking history data within **Salesforce**.



Storage cost optimization solution for large organizations using **ServiceNow**. Reduces storage cost by 80% and improves database performance without affecting user experience. Already signed one Fortune 500 client



A **Salesforce** solution offering a comprehensive view of Salesforce instances. Demoed during Dreamforce in SFO and earned great applause. Active discussions with clients in progress



On the ground



Events || ServiceNow



ServiceNow world forum

At **ServiceNow World Forum in Toronto, Canada**. Increasing our visibility in ServiceNow ecosystem in Canada

Also, sponsoring ServiceNow Summit in Vancouver during early March



HR Tech Conference

Attended **HR Technology Conference & Exposition 2023** in Las Vegas to showcase our customer success stories in ServiceNow HRSD

We have done some of the most complex HRSD implementations for our Fortune 100 client



Service Management World

Attended **Service Management World** in Orlando, Florida where ServiceNow was a Platinum sponsor.

Met some key clients in the region and exhibited our client success stories



Events || Salesforce



Dev Days - India

Sponsored the **Salesforce Dev Days** in Hyderabad, Pune, Jaipur, and Nagpur.

More than 25 team members from InfoBeans exhibited our Salesforce capabilities, demos and presented various accelerators at each location.



Meet the Experts

InfoBeans was invited to an exclusive invite-only event for select partners of Salesforce at Bangalore

Our team discussed on client success stories, and the roadmap of the Omnistudio offering of Salesforce with Mr. Raja Kondreddy, Director of Practice Development at Salesforce.



Philippines Dreaming

Participated and exhibited game-changing solutions around CPQ, marketing automation, org health audits and more on our Booth in Philippines.



Events || Gen AI, CX and UX



Emerging Tech Social

The Future of AI
for Content Innovation

Hosted Gen-AI Event in Dallas

Hosted The future of GenAI in collaboration with WVIP where our team presented thoughts around AI-powered content optimization, Predictive trend spotting, and deep dived into how data-driven intelligence can be used to interpret the content

HR Tech Conference

Organised a session during the DHL Pan India Tech Talk event, where Arpit Jain shared engaging insights on 'The Pivotal Role of CX and UX Design in Elevating the Logistics Experience,' and Deepesh Bhatia provided insights on 'Gen-AI'



Team engagement

Billboards in Indore for our ServiceNow Superstars



Recognising our team members for their efforts in building the ServiceNow practise over the past decade. This is also an effort to increase our visibility in the local ServiceNow community and attract talent



Creating **WOW**

Celebrating our 8th Award

Celebrating 10 year partnership with NASSCOM



Receiving appreciation certificate at NASTech Pune 2023



A business should benefit humans

CSR & ESG updates



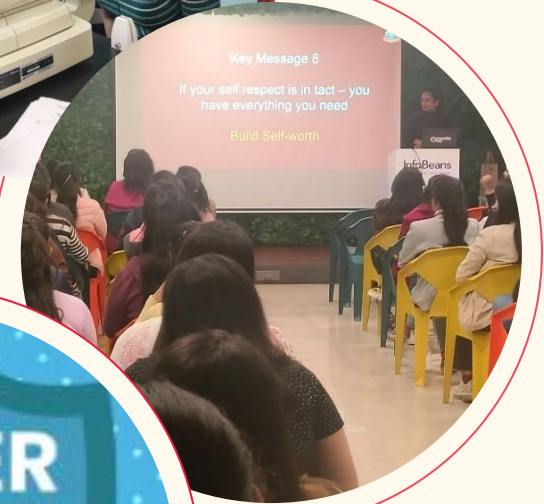
CSR update

- Glimpse of workshop mera Gaon meri duniya at InfoBeans Foundation where students explored decision-making, interrelationships, empathy, self-reflection ("Who am I?"), and the impact of positive/negative thinking.
- Anuradha Balaram, a member of the Finance and Personnel Committees at IIM Indore, led a session titled "Empowering Tomorrow: Igniting Youth and Women in Society" at InfoBeans Foundation



ESG update

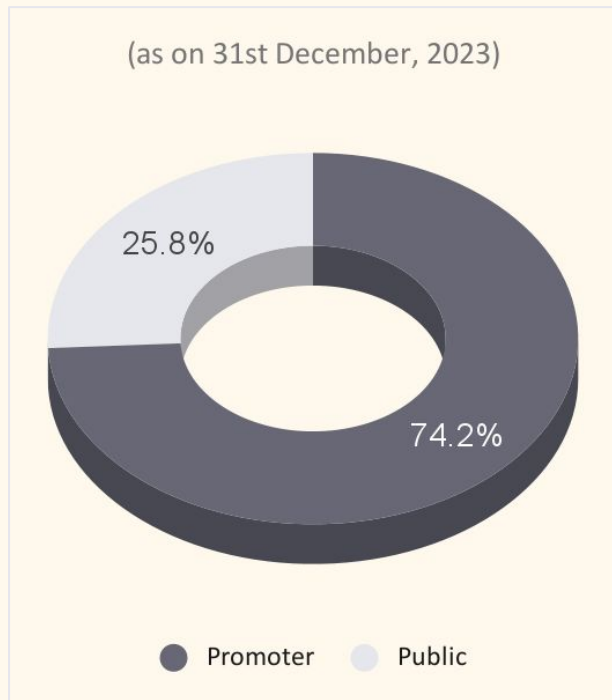
- "Conducted a Health Check-Up Camp in alignment with our ESG (Environmental, Social, and Governance) commitments at Pune
- **Shakti** is a new initiative which will provide leadership skills development platform to all our female Team Members. A kick-off session by IIM governor Dr. Anuradha Balaram was conducted
- In October, our campaign heightened **cybersecurity awareness** and equipped our team to identify and address risks



Market data



Market data



Price data as of 31st Dec, 2023

Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 months EPS (₹)	7.41
Market Price (₹)	438.40
Market Cap (₹ Crs)	1065.24
Trailing PE	59.16





Thank You!

Mridul Maheshwari

Corporate Development & IR

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