

To,

Date: 28<sup>th</sup> January, 2025

<b>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</b>	<b>The Manager, Listing Dept. BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001 MH- IN SYMBOL: INFOBEAN Scrip Code: 543644</b>
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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 31<sup>st</sup> December, 2024

This is for your information and records.

**For InfoBeans Technologies Ltd**

**Surbhi Jain**  
**Company Secretary and Compliance Officer**



**InfoBeans**  
CREATING WOW!

# Investors Call

For the quarter ending on 31st December, 2024

# About InfoBeans

InfoBeans, founded in 2000 and now **1500+** strong, is a global AI led design 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,  
Vadodara, Bengaluru

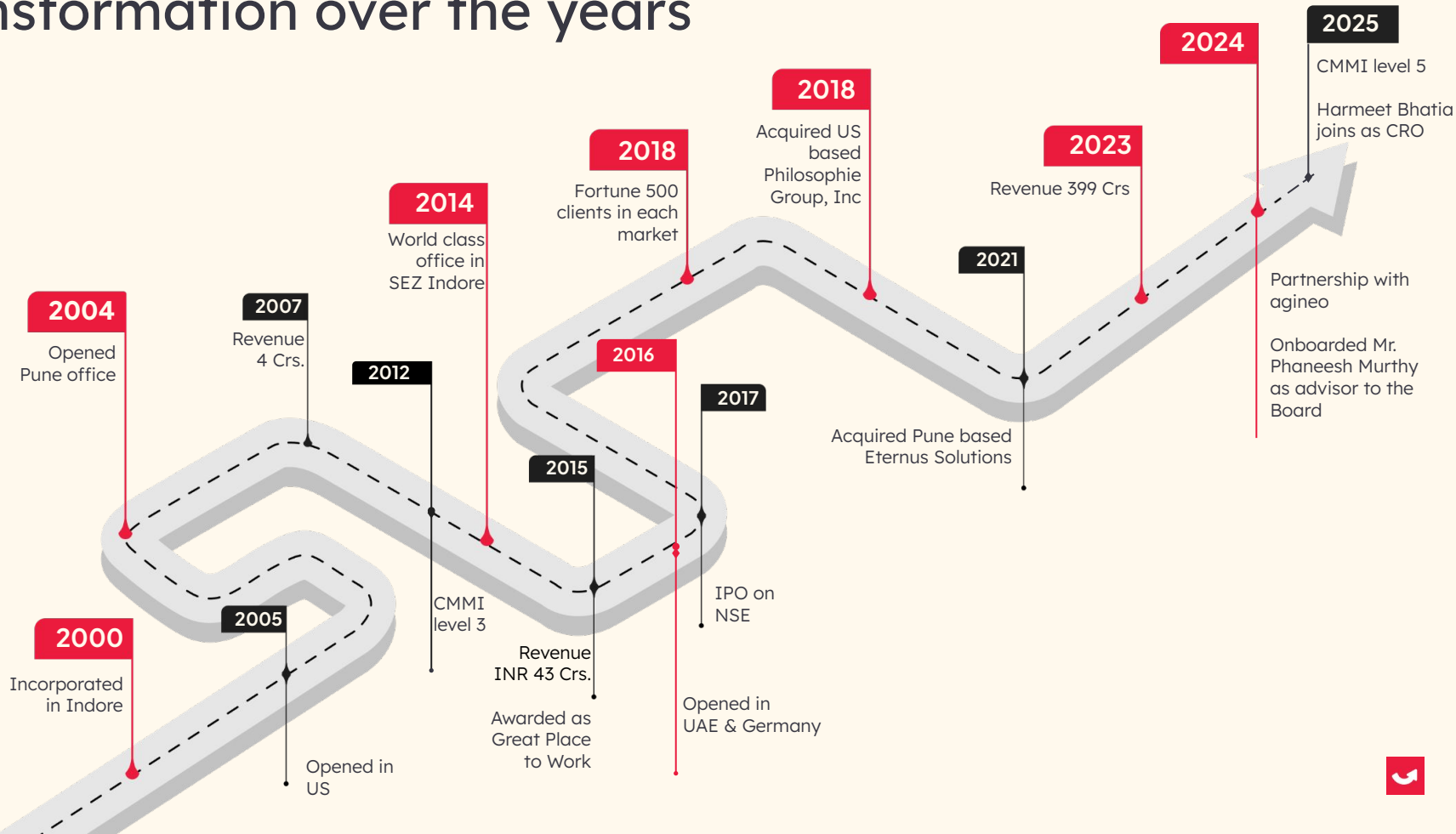


## Middle East

Dubai



# Transformation over the years





# InfoBeans at a glance

## Overview

**29**

Large enterprise clients

**90%**

Repeat business

**2**

Successful acquisitions

**303**

Members with more than 5 years with us

**2**

Listed on NSE and BSE

## Financials

9M 2024-25

**₹ 302 Cr**

Revenue

**₹ 60 Cr**

EBITDA

**₹ 28 Cr**

PAT

**₹ 242 Cr**

Cash & equivalent includes 76 Cr AR

**26%**

Revenue CAGR in last 5 years

## 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



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# Key Updates



# Key business updates

## CMMI Level 5

Appraised at CMMI level 5.

Maturity that delivers wow!

## New clients

Onboarded six clients

Two Europe based large enterprise

One US based Unicorn

One US based large non-profit org

Two US based SMEs

## New Leadership

Onboarded Harmeet Bhatia as Chief Revenue Officer (Americas)

## Events & applauds

Sponsored ServiceNow World Forum in Dallas

Participated in the World Standards Day 2024 and showcased our AI-powered tools

## ESG & CSR

Collaborated with MU20 to organise Asia's largest high school Coding Hackathon

Planted 346 trees on birthday of our team members in this quarter





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# Team



Management Team  
**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



**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



**Rajagopalan Kannan**

SVP, Transformation and  
Technology Excellence

- 24 years in Engineering
- 21 years with InfoBeans



**Denise Cheung**

SVP, Design & Innovation

- 25 years in Design & Innovation Services
- 2 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



**Darshana Jain**

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



**Kanupriya Manchanda**

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





## Highly Experienced Core Team



**Arpit Jain**

VP Design

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



**Tarulata Champawat**

VP, Sales & Marketing (USA)

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



**Geetanjali Punjabi**

VP, Sales (UAE)

- 22 years in Sales Operations
- 8 years with InfoBeans



# Harmeet Bhatia joins as Chief Revenue Officer



Bringing over 30 years of expertise in sales, marketing, and business development to drive growth, enhance client value, and support long-term success.

**Welcome Harmeet Bhatia**

Chief Revenue Officer (Americas)



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# 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.**



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# Financial Update



# Snapshot: Oct-Dec 24

(₹ in crores)

	Dec 2024	Dec 2023	YoY Change	Sep 2024	QoQ Change
Revenue	₹ 100	₹ 94	6%	₹ 102	(3)%
EBITDA	₹ 18	₹ 16	12%	₹ 23	(24)%
PAT	₹ 7	₹ 6	27%	₹ 13	(44)%

*In USD terms, revenue grew 5% YoY*



# Consolidated Profit & Loss as on 31st Dec, 2024

(in ₹ Crore)

Quarter Ended

Particulars	Dec 2024	Dec 2023	Sep 2024
Revenue from operations	97	89	98
Other income	3	5	4
<b>Total Revenue</b>	<b>100</b>	<b>94</b>	<b>102</b>
Less: Total Expenditure (excl Dep and Interest cost)	82	78	79
<b>EBITDA</b>	<b>18</b>	<b>16</b>	<b>23</b>
EBITDA Margin	18%	17%	23%
Less: D&A, Finance cost and Tax	11	10	10
<b>PAT</b>	<b>7</b>	<b>6</b>	<b>13</b>
PAT Margin	7%	6%	12%

## Revenue

Demand improved over the year

Slight fall in QoQ revenue because of holiday season

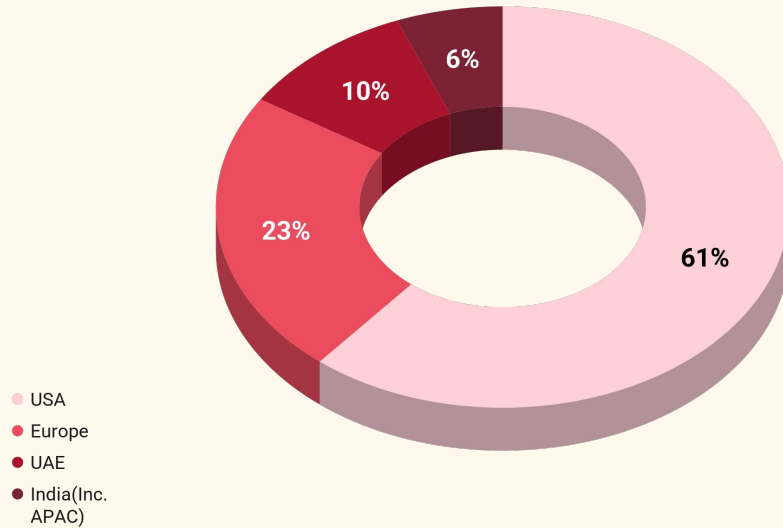
## EBITDA & PAT

Better resource utilization and cost improvements contributed to increase in YoY margins, after factoring annual appraisals



# Revenue breakup

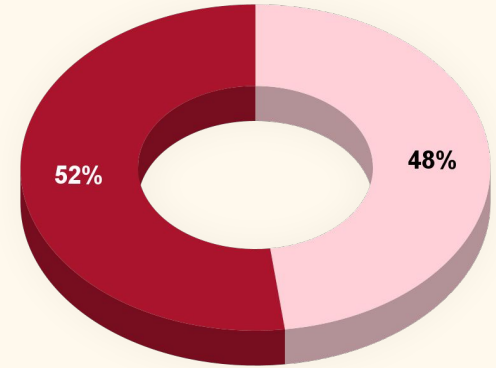
## By geography



*\*Based on client HQ*

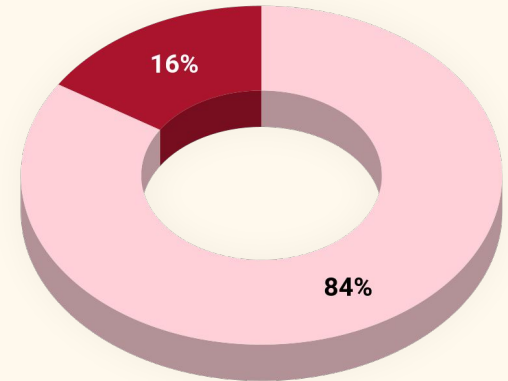
## By segment

- Digital Transformation
- Product Engineering



## By business

- InfoBeans
- InfoBeans CloudTech





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On the ground





**InfoBeans**  
CREATING WOW!



Appraised at CMMI  
level 5. Maturity that  
delivers wow!





Sponsored the  
ServiceNow World  
Forum in Dallas and  
participated in the  
Partner Day.





Participated in the  
World Standards Day  
2024 and showcased  
our AI-powered tools



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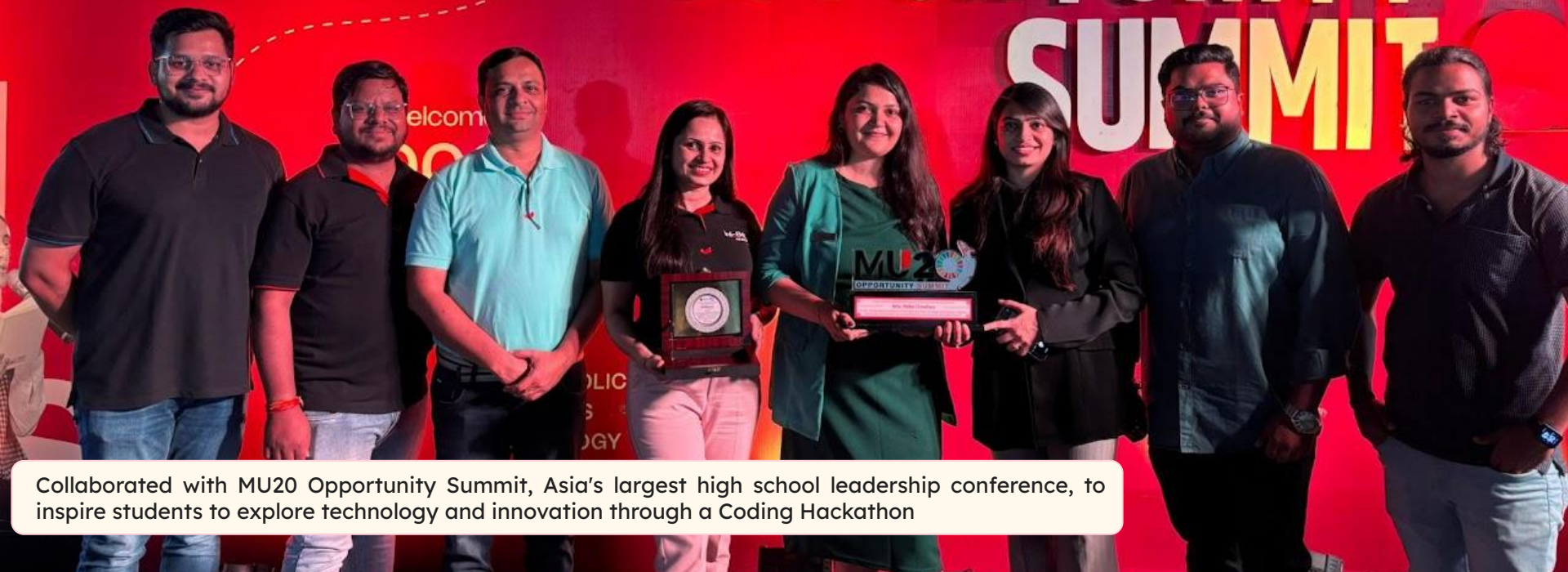
A business should benefit  
humans





At  
ASIA'S BIGGEST  
HIGH SCHOOL  
CONFERENCE

# MU20 OPPORTUNITY SUMMIT



Collaborated with MU20 Opportunity Summit, Asia's largest high school leadership conference, to inspire students to explore technology and innovation through a Coding Hackathon



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 346 trees on birthdays of our team  
members this quarter.

Till date the count is 1,739 trees





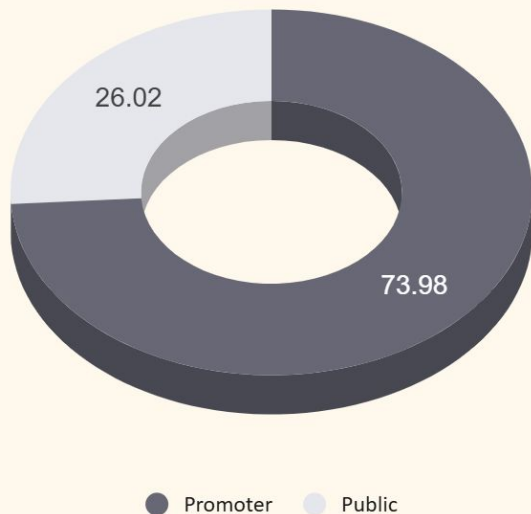
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# Market Data



# Market data

(as on 31st Dec 2024)



## Price data as of 31st Dec, 2024

Face Value	10.00
Equity Shares Outstanding (Lakhs)	243.68
Trailing 12 months EPS (₹)	15.08
Market Price (₹)	411.70
Market Cap (₹ Crs)	1003.26
Trailing PE	27.30





# Thank You!

**Mridul Maheshwari**

Corporate Development & IR

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