

Investors call for quarter ending in June 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!

Global Presence





InfoBeans - At a glance



2000

Foundation of the company

12

Years of active growth

+08

Active Clients
WOWed to date

1600+

Team Members smiling

12

Active Fortune 500 Clients 7

Active Unicorn Clients



₹289 Cr

Revenue

₹55 Cr

PAT

₹128 Cr

Cash & Equivalent

42%

Revenue CAGR
Since Inception

as of FY22











AUT@MATTIC

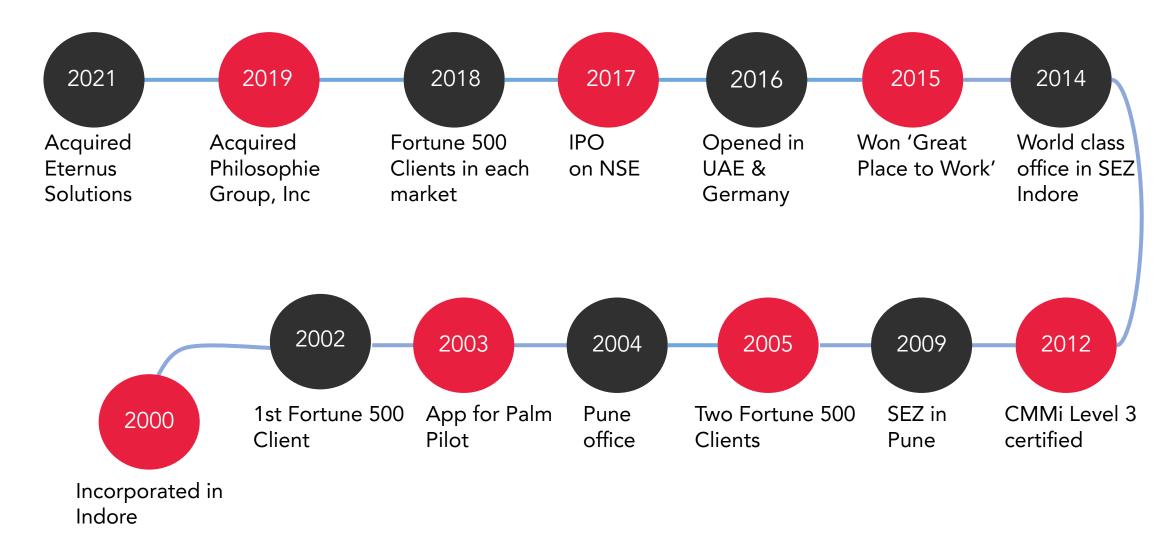








Transformation over the years





Board of Directors



Co-founder







Co-founder



Independent Director



Mr. Sumer Bahadur Singh

Independent Director



Mrs. Shilpa Saboo

Independent Director



Highly Experienced Core Team



Jitendra Tannna Growth Evangelist

31 years in Management & Engineering



Emerson Taymor SVP Sales & Marketing Philosophie

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



Shreyas Merchant SVP, Salesforce CoE

27 years in Engineering & Sales



Amit Makhija VP Digital Transformation

- 23 years in Software & Management
- 15 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



Highly Experienced Core Team



Kanupriya Manchanda VP People

- 18 years in People Development
- 14 years with InfoBeans



Tarulata Champawat Vice President, US Sales & Marketing

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



Darshana Jain Blockchain Evangelist

- 16+ years of experience
- Recently Joined InfoBeans



Arpit Jain VP Design

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



Manish Malpani VP Operations

- 18 years in Project Management
- 13 years with InfoBeans



Geetanjali Punjabi Vice President, UAE Sales

- 20 years in Sales operations
- ▼ 5 years with InfoBeans



Highly Experienced Core Team



Chaitanya Pandya VP, Delivery Salesforce Eternus Solutions

 8+ yrs of experience in working on Salesforce solutions



Jigar Shah VP, Technology Eternus Solutions

 14+ years of experience in working on Salesforce solutions

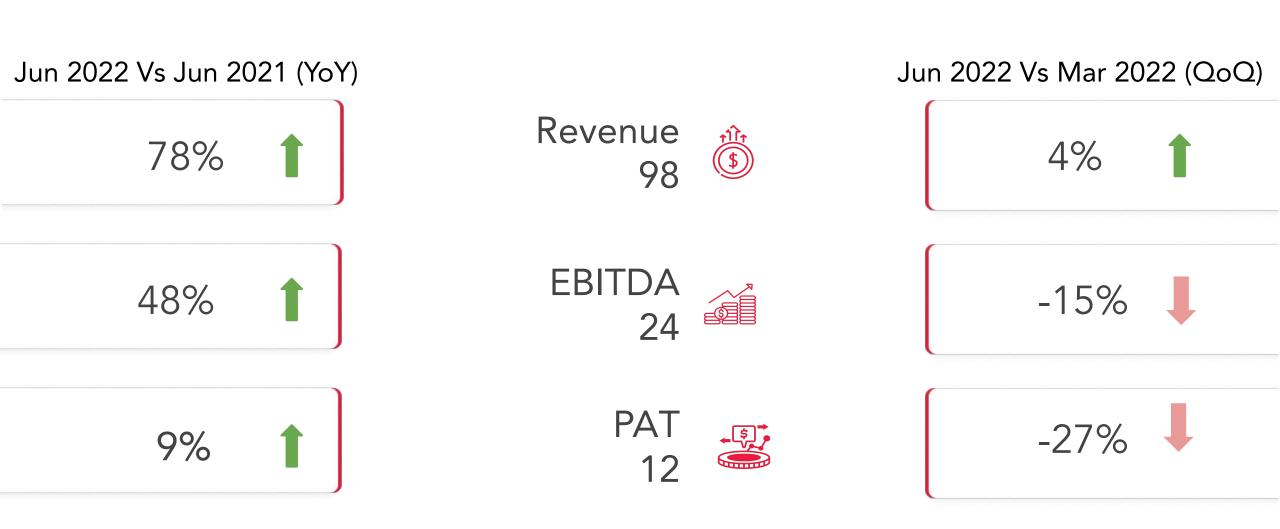


Dena Hayes VP, People & Culture

 15+ Years of experience in Strategic Planning Organisational Development



Key metrics for quarter ending in June 2022



InfoBeans CREATING WOW (figures in INR Crores)
In USD terms, revenue growth is 79% YoY

Financial Performance for Apr-Jun22 quarter

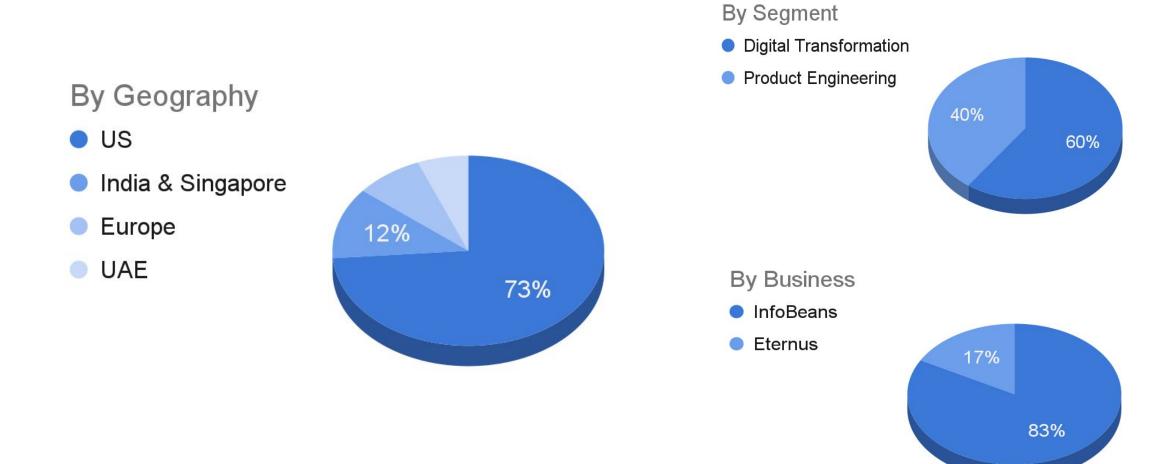


Audited Consolidated Profit & Loss as on 30th June, 2022

(in ₹ Crore)	Quarter Ended			Year Ended
Particulars	Jun 2022	Mar 2022	Jun 2021	Mar 2022
Revenue from operations	96	92	52	271
Other income	2	3	3	18
Total Revenue	98	95	55	289
Total Expenditure (Including Tax and OCI)	82	76	42	227
EBITDA	24	28	16	83
EBITDA Margin	24%	29%	29%	29%
PAT	12	16	11	55
PAT Margin	12%	17%	19%	19%



Revenue Breakup for Q1 2023





Business updates for Apr-Jun 2022 quarter

- InfoBeans has formed a new Center of Excellence (CoE) for Blockchain technology
 - Hired a industry expert Darshana Jain as the Vice President of this CoE
 - Building dedicated sales and engineering team
- Brand Integration with Eternus Solutions
 - Name changed to InfoBeans CloudTech Private Limited
 - Common brand integration work initiated
- New Offices
 - Started a 30-seater office in Vadodara
 - Finalised 30,000 sq ft office space in Baner, Pune. To open in Oct 2022
- We have appointed SRBC & Co. (EY) as our auditors from this quarter
- Recognized as Dream Companies to Work for 2022 by world HRD Congress under IT/ITES category

InfoBeans CREATING WOW!

PRIVATE AND CONFIDENTIAL 13

Our Offerings, Market Opportunities and Clientele



Focused Digital Transformation and Software Product Engineering service provider

Digital Transformation

		1			
Continuous end to end innovative solutions	Poised for growth partners ecosystem	Well built and trained team	Focused on Enterprise clients	Focused in-organic growth efforts	Long-term value creation
Discovery Implementation Automation Managed Services	sales force Platinum	500+ Team in Salesforce	Fortune 500 - 13+ Billion \$ Club - 6+	Salesforce Platinum Partnership	2017 Valued at INR 139 Cr
Data and Design Transformation	servicenow	60+ Team in ServiceNow	Rev more than \$500mn - 3+		
Ideation Design & Development	Premier	Sciviceivov	Rev more than \$100mn - 4+	PHILOSOPHIE by InfoBeans	2022 Valued at INR 1757 Cr
Testing Automation	UilPath	100+ Team in Test Automation	Unicorns - 7+	Highly specialized design and	12.6X Wealth Creation
Automation	OllPatil			innovation team	Well placed to create



Deployment and

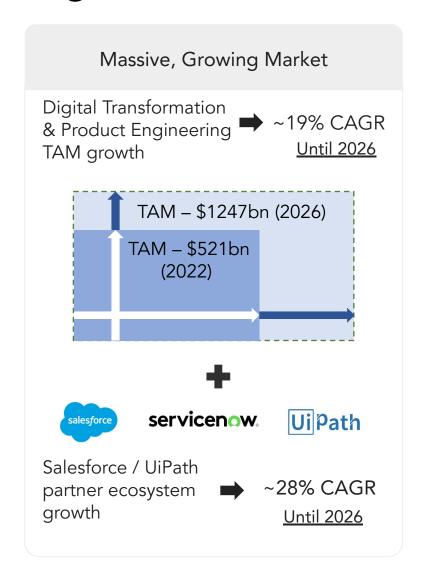
Sustenance

long term wealth

operating fully in the

Market Opportunity - Digital Transformation

Robust growth environment Digital spending is expected to grow at 1.7x faster than IT spend Global digital spend in (\$ in bn) CAGR 8.2% 1,391 1,279 1,186 2023 2021 2022 Source: IDC & Gartner



Accelerating Digital Business Change

Market Drivers & accelerators for InfoBeans

<u>Personalized</u>

Demand for personalized Digital transformation has increased significantly

<u>Technology</u>

Successful transition into a flexible, cloud environment requires deep cloud knowledge and software engineering roots

Cloud Based

Increasing Cost Benefits of Cloud-Based Digital Transformation Solutions

Process

Companies will need to adopt an agile manifesto to create a stable foundation for accelerating workflow



InfoBeans is an emerging leader in one of the fastest growing segment of IT services market.

A Few Esteemed Clientele



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

facebook

FCL Tech Inc. a Facebook subsidiary that develops aerospace & communication technologies

Under NDA

Fortune 500, cloud data services and data storage company



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



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

Under NDA

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



Full range of SaaS based integrated Human Resources solutions



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

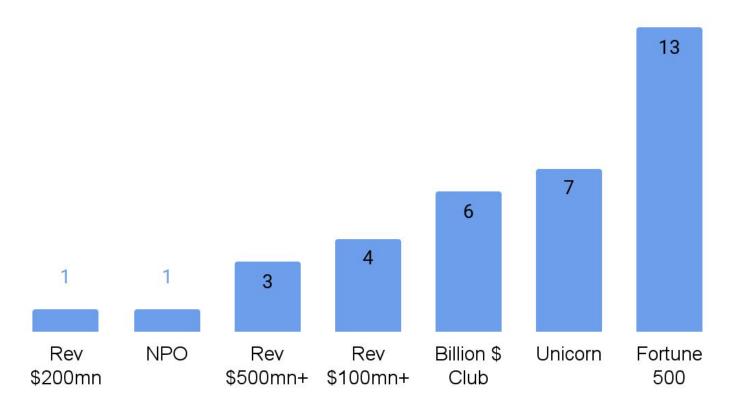
Under NDA

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



Customer Trends - Q1 2022

Enterprise Clients



We have been consistently generating 90%+ repeat business every quarter.

Our focus has always been to land and expand into large enterprise client with strong balance sheet and IT spend

As of the end of Q1 2022, we have

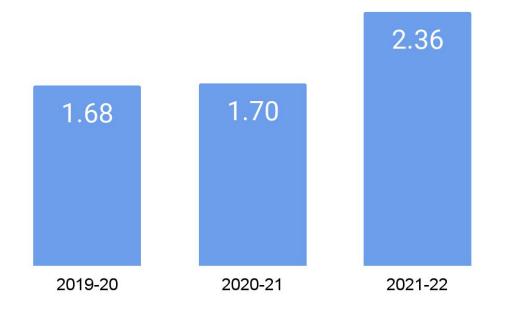
- 13+ Fortune 500
- 7+ Unicorn; and
- 6+ Billion \$ club esteemed clients



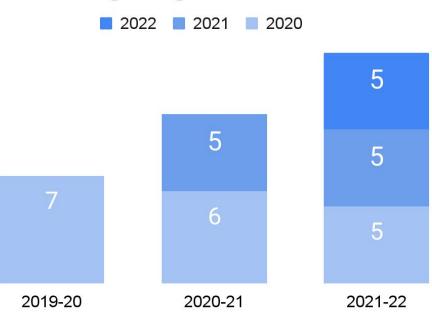
PRIVATE AND CONFIDENTIAL

Customer Trends

Increasing Revenue per customer (Inr Crs)



High Logo Retention



Our total number of INR 3.5cr+ logos increased from 7 in 2020 to 15 in 2022. We are adding about 5 logos every year and have retained 100% of the logos landed in 2021 and 71% of the logos landed in 2020.



PRIVATE AND CONFIDENTIAL 19

Updates on Acquisition





Helped us with adding more front-facing digital transformation and product strategy expertise to influence early decisions in a development lifecycle. Enabled us to offer high-end ideation and design capabilities.

Key Parameters	Pre-acquisition in 2019	In 2022	
Total Active Clients*	20	13	Cutting tail
Avg Rev / Active Client	\$332k	\$659k	Expand
Enterprise clients composition	Fortune 500 - 3 Unicorns - 1 More than \$100mn rev size - 4	Fortune 500 - 4 Unicorns - 1 More than \$100mn rev size - 6	1 Land
Large Accounts	Top 10 Contribution - 67% \$2mn+ accounts - nil	Top 10 Contribution - 89% \$2mn+ accounts - 2	f Focus
Improved Margins	EBITDA - 14%	EBITDA - 21%	↑ Efficient

^{*}more than \$100k revenue





Eternus solutions was acquired in Nov 2021, resulting in a major foray in the Salesforce ecosystem of cloud and digital transformation.

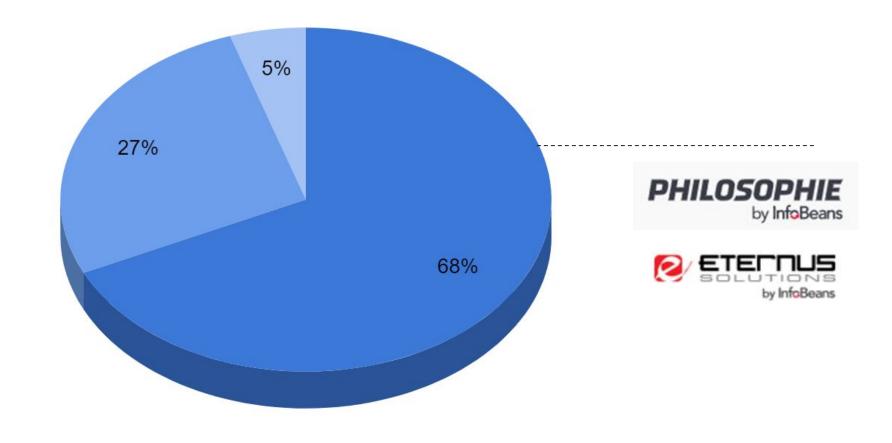
Key Parameters

Partnership	Salesforce Platinum partner with 350+ skilled team	
Client Access	Fortune 500 - 2; Future 50 - 1	f Focus
Utilization	Increase in utilization rate from 60% to 75% post acquisition	f Efficient
Rates	Increase in the billed rates by 30% post acquisition	Market access
Improved Margins	Increase in EBITDA margin by 11% post acquisition	f Efficient



Judicious use of cash since 2017

- Inorganic Growth
- Organic Growth
- Dividend





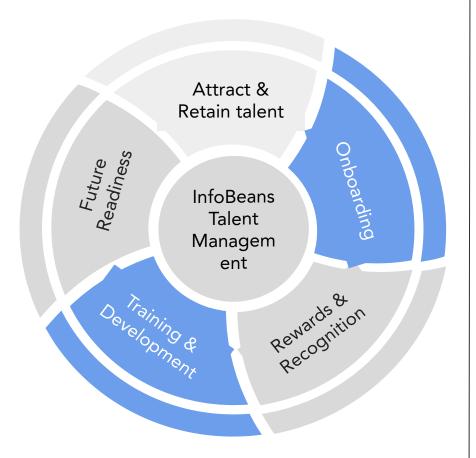
23

Growth for our Team and Business updates



Growth for our Team

Our Talent Management Pillars



Continuous investment in team development on future technologies

Development of Junior Team Members		
Training Programmes	Team	
Digital Transformation	60	
Product Engineering	70	
Technology Specific Training	95	
Development of Experienced Team Members		
Advanced Management Programme from IIM		
Technology Certifications - Salesforce, ServiceNow, UiPath, AWS, Azure	55	

Our way to reward and recognise our team and attract talent

Retain

- Billboards on the street every week for our superstars
- Partner Program offer stock options
- Retention Bonus one time payment for completing 18-24 month

Attract

- 90 mins walk in drive made instant offers for walk-in candidates
- Active referral program for existing members
- A performing member can onboard a qualified friend fast track process

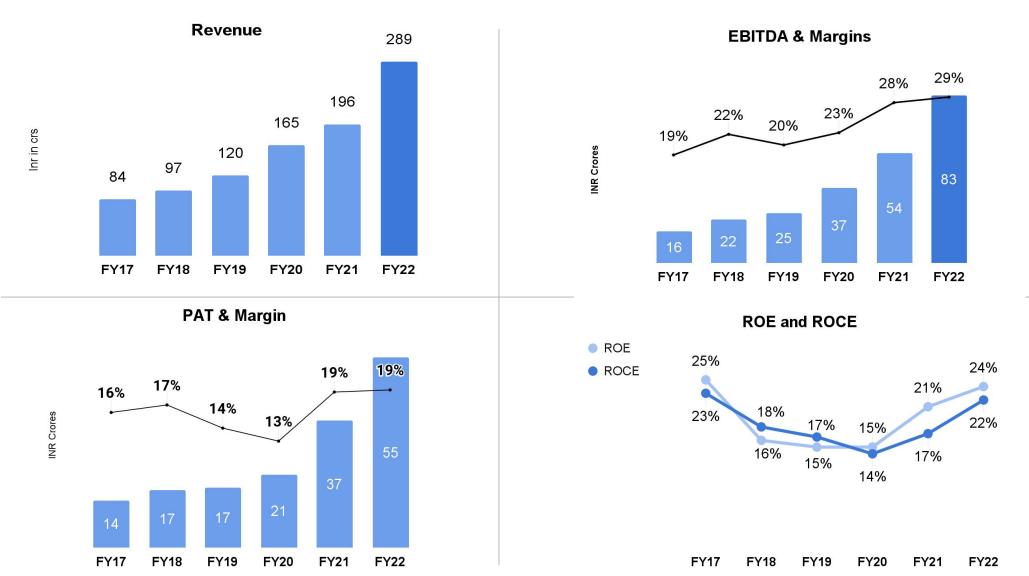


PRIVATE AND CONFIDENTIAL 25

Key Performance Indicators and Growth Strategy



Key Performance Indicators

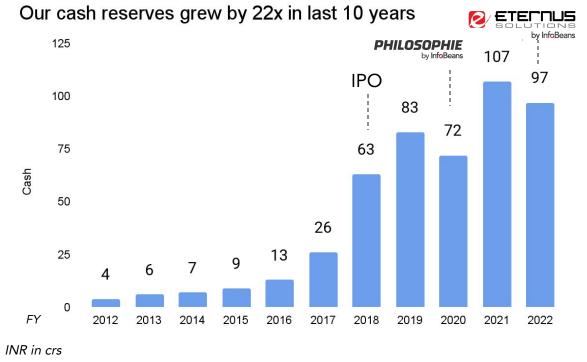




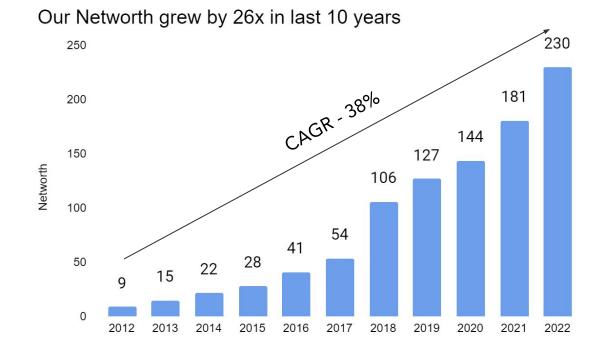
PRIVATE AND CONFIDENTIAL

27

Last 10 years growth metrics



INR crs	Revenue	EBITDA	PAT
March - 2022	289	85	55
March - 2017	83	15	13
March - 2012	24	4	2



CAGR	Revenue	EBITDA	PAT
10 yrs	29%	38%	39%
5 yrs	31%	41%	33%
3 yrs	34%	51%	47%



PRIVATE AND CONFIDENTIAL 28

Scalable path through organic and inorganic strategies

<u>Organic</u>

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 America
expansion



servicenow.



<u>Inorganic</u>

Prioritize
players with
cloud expertise
in order to
drive cross
selling

Focus on
players with
enterprise
clients and
mission critical
solutions

Expand Data,
Analytics, Al and
ML capabilities

Leverage India
based targets
to grow UI
business

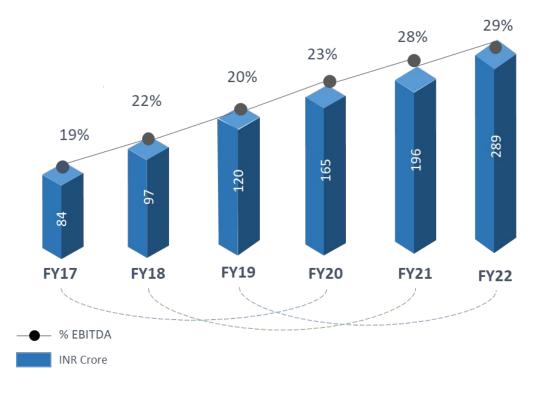
North American
Expansion:
Acquire US based
assets to Bolster
our presence in
the most
demanding Geo
for digital
transformation

5



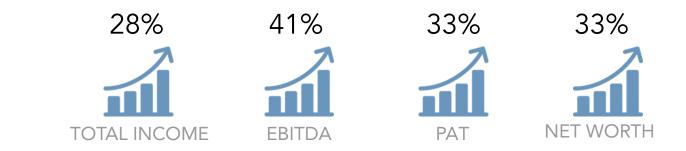
PRIVATE AND CONFIDENTIAL 29

Investment Rationale



Revenue grew by about 2x in 3 years cycle since 2010. Team InfoBeans aims to accelerate this pace through organic and inorganic means.

- Provides cloud-based enterprise solutions on Salesforce, Servicenow, enterprise application development technologies, UX and RPA
- Strong CAGR over last 5 years

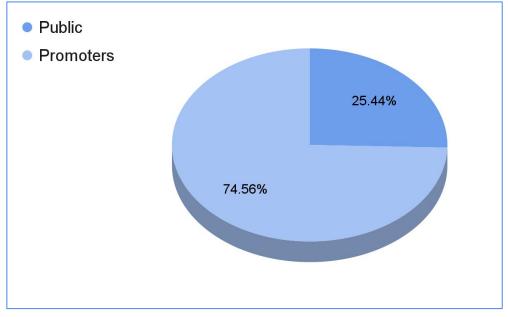


- Debt free balance sheet with cash & cash equivalents of ₹136 crores
- \$45mm order pipeline is visible with fair confidence for next twelve months
- Integrated brand for Salesforce from Eternus Solutions to InfoBeans CloudTech Private Limited
- Highly committed and focused founding team with about 75% stake in the company



Market Data

Price Data (30th June, 2022)	₹
Face Value	10
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 Months EPS (as on 30th June 2022)	23.44
Market Price	635.95
Market Cap (₹ Crores)	1542.22
Trailing PE	27.09



(as on 30th June, 2022)



Corporate Social Responsibility



Fourth Batch at ITEP

The InfoBeans Foundation has launched the fourth batch of the "Information Technology Excellence Program (#ITEP)", a one-year free software training program aimed at empowering underprivileged youth to build a strong career through computer education



Disclaimer

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management InfoBeans Technologies Limited ("Company" or "INFOBEAN" or "InfoBeans Technologies Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

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



Thank you

For further information contact

CA Mridul Maheshwari Corporate Development

Email: <u>investor.relations@infobeans.com</u>

Asha Gupta / Pratik Jagtap Ernst & Young LLP

E-mail: <u>asha.gupta@in.ey.com</u>

