



---

Investors call for year ending in March 2022

---

# About InfoBeans

InfoBeans is a Digital Transformation and Product Engineering organization. InfoBeans builds innovative software solutions to solve complex business problems of its global clients

## Global Presence

### USA

Silicon Valley,  
Atlanta, New York

### Europe

Frankfurt,  
Czech Republic

### Middle East

Dubai

### India

Indore, Pune,  
Chennai

# InfoBeans - At a glance



## Overview

2000	12	80+	1500+	10	6
Foundation of the company	Years of active growth	Active Clients WOWed to date	Team Members smiling	Active Fortune 500 Clients	Active Unicorn Clients



## Financials

₹289 Cr	₹55 Cr	₹128 Cr	42%
Revenue	PAT	Cash & Equivalent	Revenue CAGR Since Inception

*as of FY22*



## Partnerships & Awards









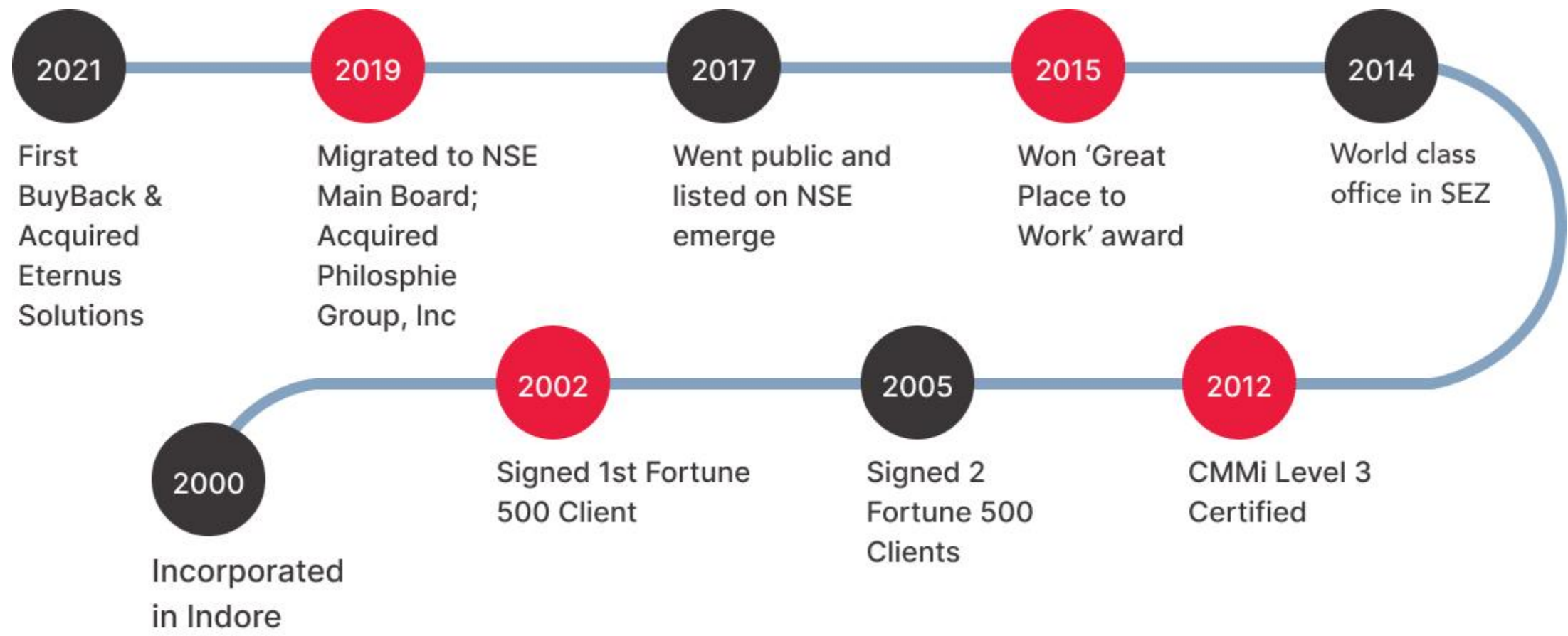








# Transformation over the years



# Board of Directors



Mr. Siddharth Sethi

Co-founder



Mr. Mitesh Bohra

Co-founder



Mr. Avinash Sethi

Co-founder



Mr. Santosh Muchhal

Independent Director



Mr. Sumer Bahadur Singh

Independent Director



Mrs. Shilpa Sahoo

Independent Director

# Highly Experienced Core Team



Amit Makhija  
VP Digital Transformation

- ▀ 23 years in Software & Management
- ▀ 15 years with InfoBeans



Arpit Jain  
VP Design

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



Kanupriya Manchanda  
VP People

- ▀ 18 years in People Development
- ▀ 14 years with InfoBeans



Rajagopalan Kannan  
VP Product Engineering

- ▀ 22 years in Software Engineering
- ▀ 19 years with InfoBeans



Manish Malpani  
VP Operations

- ▀ 18 years in Project Management
- ▀ 13 years with InfoBeans



Ram Lakshmi  
VP Client Success (USA)

- ▀ 27 years in Software Sales
- ▀ 12 years with InfoBeans

# Highly Experienced Core Team



**Emerson Taymor**  
SVP Sales & Marketing  
Philosophie

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



**Skot Carruth**  
SVP & Mentor, Design  
Philosophie

- ▀ 16 years in Design
- ▀ 3 years with InfoBeans



**Tarulata Champawat**  
Vice President, US Sales & Marketing

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



**Jitendra Tannna**  
CEO, Eternus Solutions

- ▀ 31 years in Management & Engineering



**Shreyas Merchant**  
COO, Eternus Solutions

- ▀ 27 years in Engineering & Sales



**Geetanjali Punjabi**  
Vice President, UAE Sales

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

# 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



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

Under NDA

World's most valuable Edtech startup



World's leading mobile advertising technology company

Under NDA

Fortune 500, cloud data services and data storage company

Under NDA

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

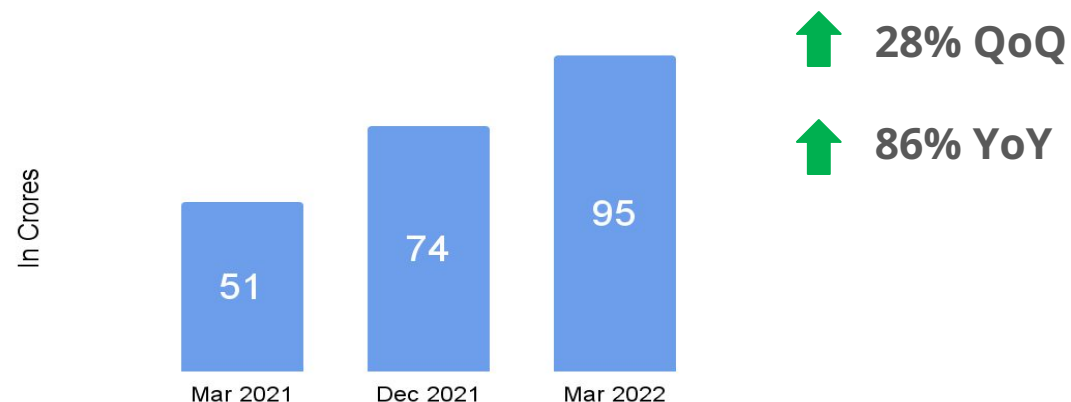


Indian multinational ridesharing company

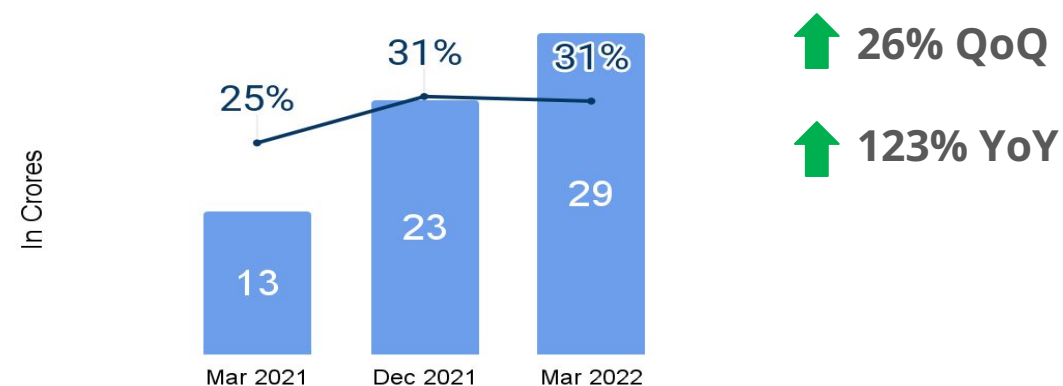


# Financial Performance – Q4 FY22

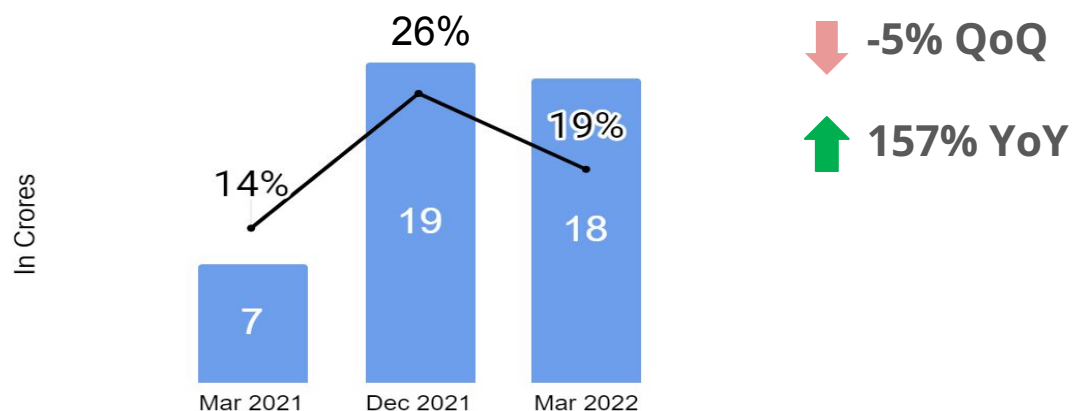
Revenue



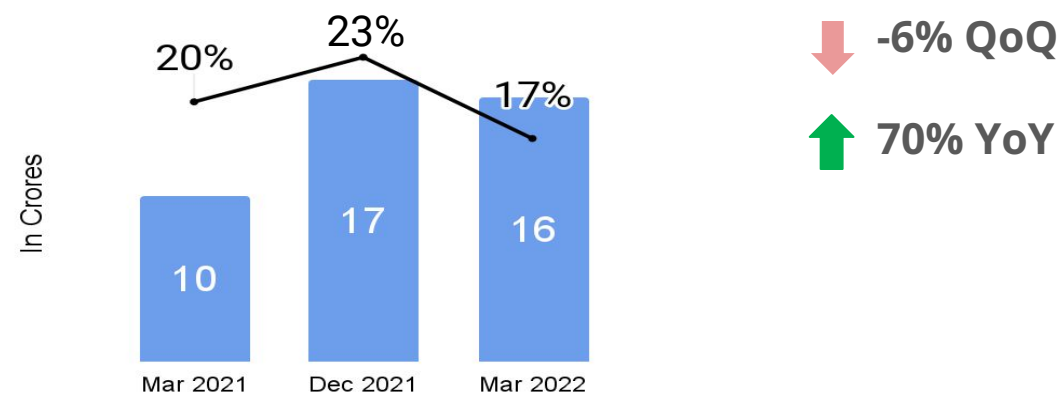
EBITDA & Margin (%)



PBT & Margin (%)



PAT & Margin (%)




# Key metrics for quarter ending in Mar 2022

Mar 2022 Vs Mar 2021 (QoQ)

86% 

123% 

60% 

Revenue  
95 

EBITDA  
29 

PAT  
16 

Mar 2022 Vs Dec 2021 (QoQ)

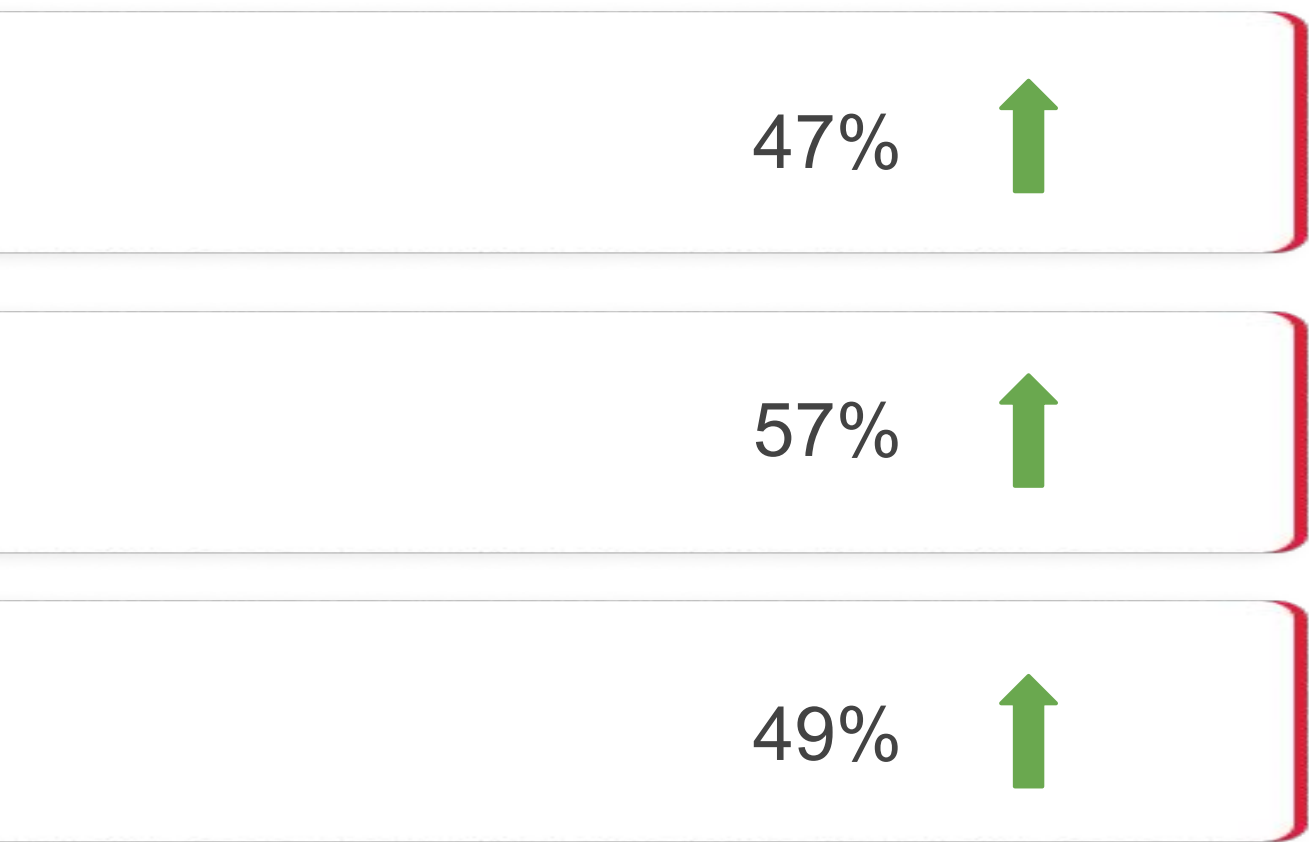
28% 

27% 

-6% 

(figures in INR Crores)  
In USD terms, revenue growth is 20% QoQ

# Growth Trajectory FY2022 v/s FY2021



Revenue  
289



EBITDA  
85



PAT  
55



*(figures in INR Crores)*  
*In USD terms, revenue growth is 46% YoY*

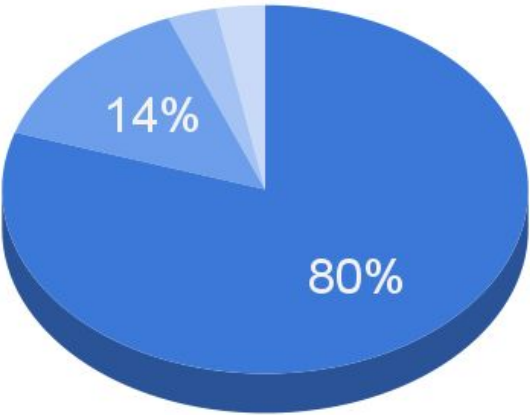
# Audited Consolidated Profit and Loss as on 31st Mar, 2022

(in ₹ Crore)	Quarter Ended			Year Ended	
Particulars	Mar 2022	Dec 2021	Mar 2021	Mar 2022	Mar 2021
Revenue from operations	92	72	47	271	180
Other income	3	2	4	18	16
Total Revenue	95	74	51	289	196
Total Expenditure (Including Tax and OCI)	78	57	40	233	159
EBITDA	29	23	13	85	54
EBITDA Margin	31%	31%	25%	29%	28%
PAT	16	17	10	55	37
PAT Margin	17%	23%	20%	19%	19%

# Revenue Breakup for FY22

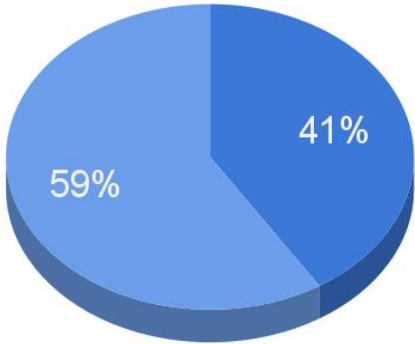
## By Geography

- US
- India & Signapore
- UAE
- Europe



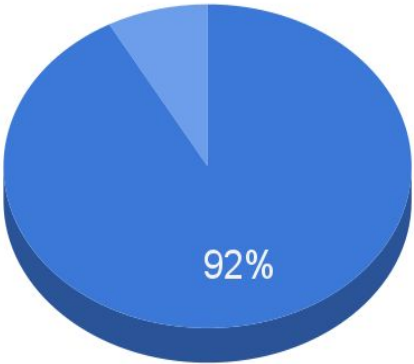
## By Segment

- Digital Transformation
- Product Engineering



## By Business

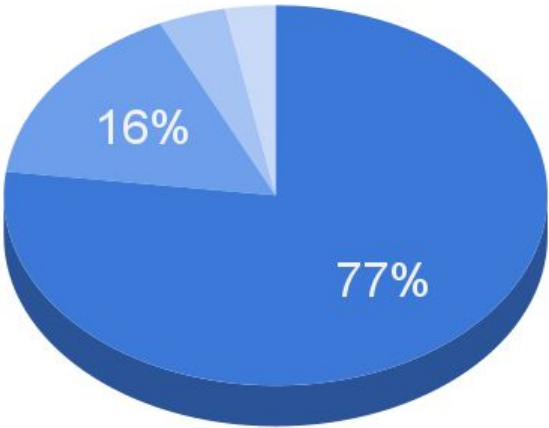
- InfoBeans
- Eternus



# Revenue Breakup for Q4 2022

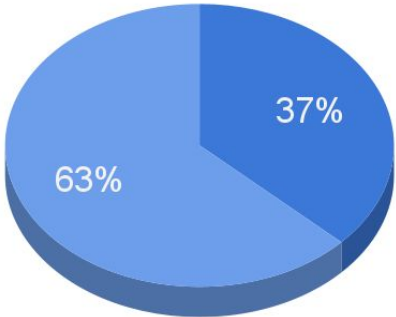
## By Geography

- US
- India & Signapore
- UAE
- Europe



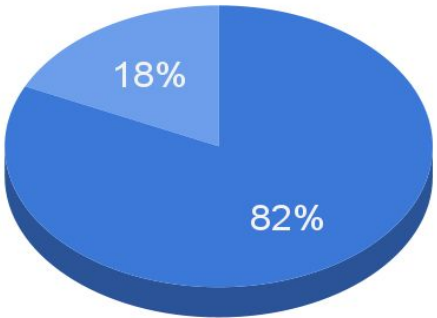
## By Segment

- Digital Transformation
- Product Engineering



## By Business

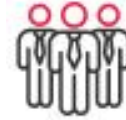
- InfoBeans
- Eternus



# Growth Strategy



Organic growth through a well built and trained sales and delivery team



Invest in building a very strong engineering team to deliver the best solutions



Focus on getting strong balance sheet clients who have long term needs of digital transformation and AI/ML services



Invest in building scale ready internal business processes and systems to support growing operations



Inorganic growth through acquisition to enhance capabilities and/or capacities



Build strong R&D capabilities to provide future ready solutions to customers



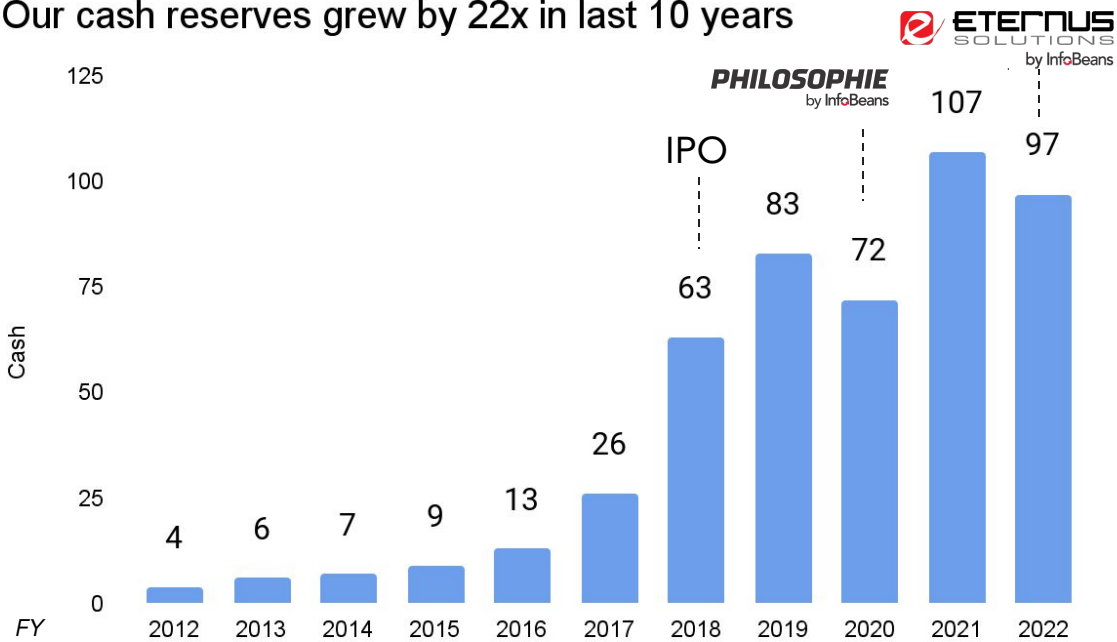
Create state of the art infrastructure to complement high performance teams



Deep investment in continuous training of the teams to be future ready

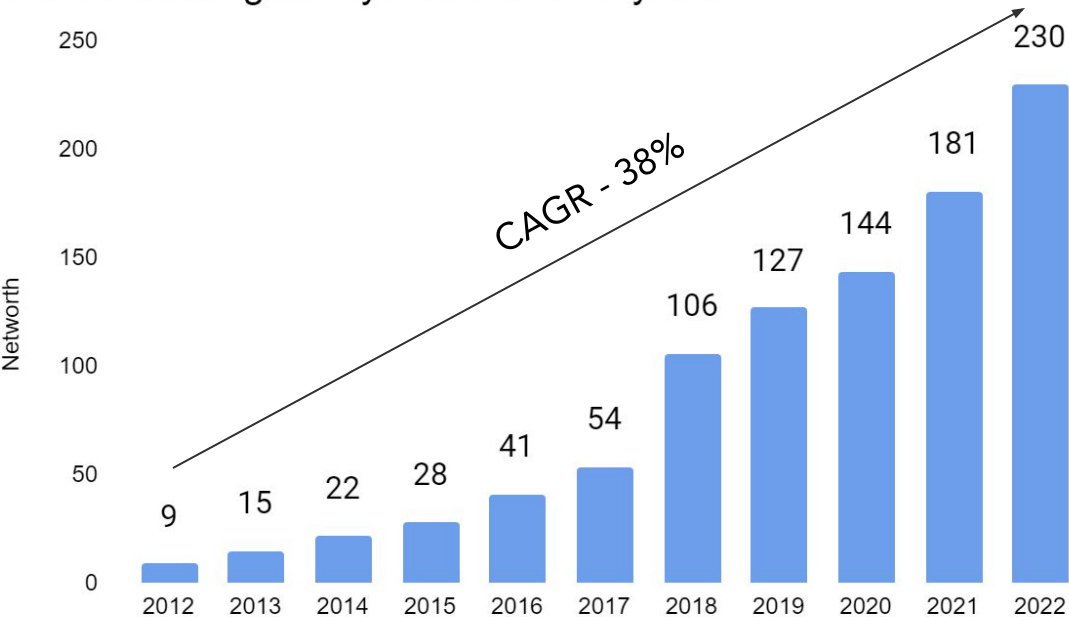
# Last 10 years growth metrics

Our cash reserves grew by 22x in last 10 years



INR in crs

Our Network grew by 26x in last 10 years

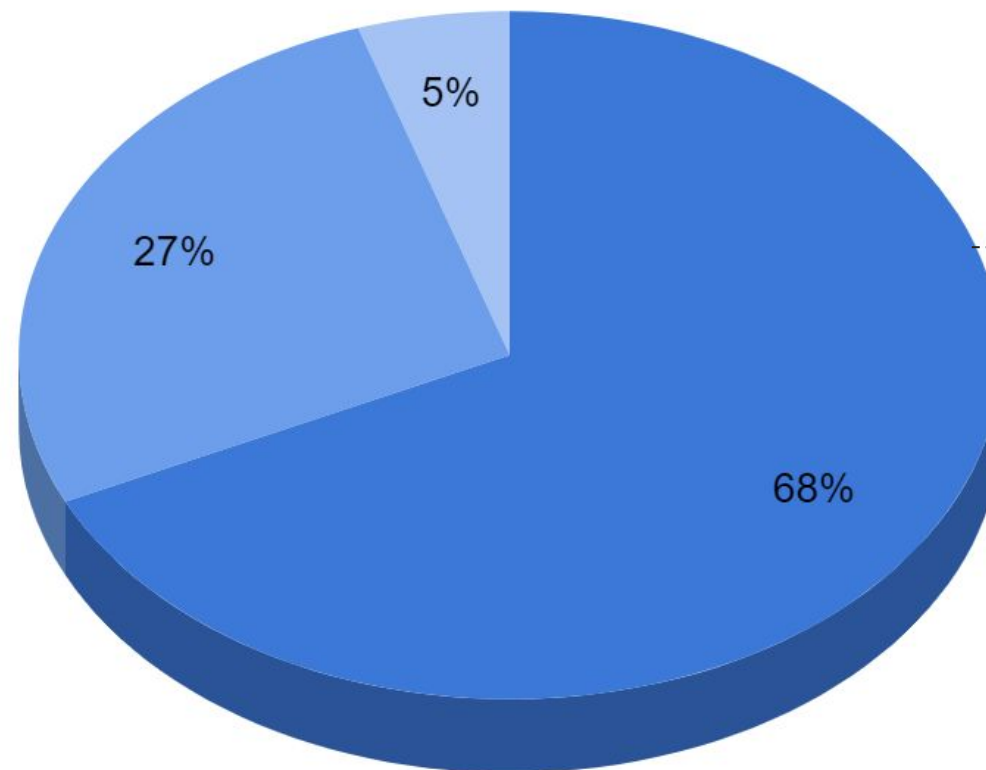


CAGR	Revenue	EBITDA	PAT
10 yrs	29%	38%	39%
5 yrs	28%	41%	33%
3 yrs	34%	51%	47%



# Judicious use of cash since 2017

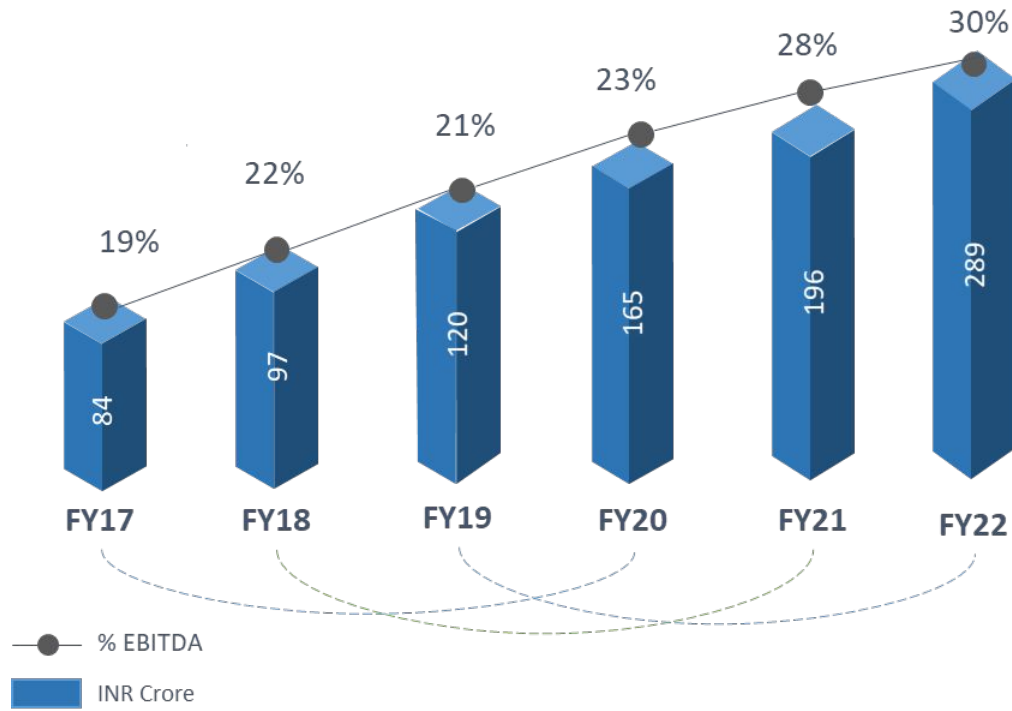
- Inorganic Growth
- Organic Growth
- Dividend



**PHILOSOPHIE**  
by InfoBeans

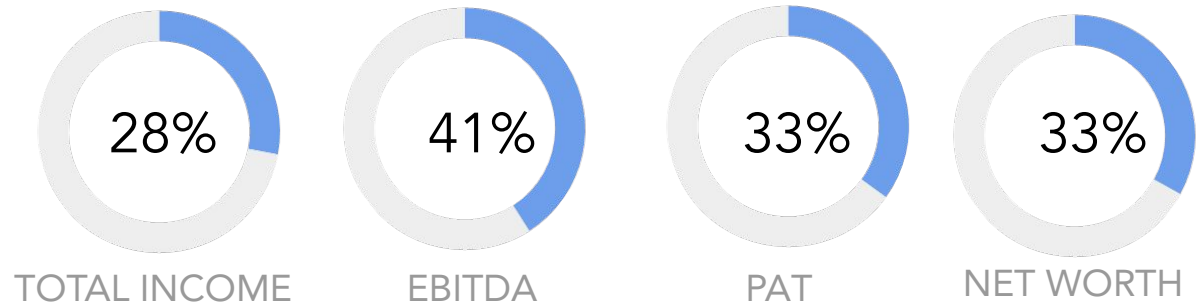
**ETERNUS**  
SOLUTIONS  
by InfoBeans

# 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 ₹128 crores
- \$40mm order pipeline is visible with fair confidence for next twelve months
- Eternus Solutions acquired in Nov 2021, adds strong Salesforce capabilities fueling rapid growth
- Highly committed and focused founding team with about 75% stake in the company

# Leadership Retreat 2022



Annual Leadership Retreat was organised in Bhopal as a confluence of global leaders with the theme of "Regroup. Realign.Recharge." The 2025 vision of growing the business sustainably was well absorbed and imbibed by each one of the 74 participants.





# InfoBeans #WOWSquad



WOW Squad campaign - an innovative way to recognize star performers in public

# 90 minute walk-in drive



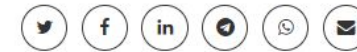
Unique walk-in drive in Indore and Pune offices. Kudos to our team for arranging a flawless drive and issuing offers to 35+ prospective team members. Each one was rolled out in under 90-minutes.

**Exclusive**

## How this publicly-listed company hires people in just 90 MINUTES

*Paulo Coelho says, "There is no such thing as a strange world, only a new world." Well, the new world of hiring is here! Here is a company promising software professionals an application-to-offer in hand in 90 minutes straight.*

Abhishek Sahu • ETHRWorld • Updated: April 16, 2022, 10:34 IST



*Dr Kanupriya Manchanda, VP - People, InfoBeans Technologies*

In the world of 10 minutes of grocery delivery, and 30 minutes of pizza, getting a job (with complete paperwork) remains a work of a few days, or God knows, sometimes weeks!

Paulo Coelho says, "There is no such thing as a strange world, only a new world." Well, the new world of hiring

is here.

Why? Because 22 years old [InfoBeans Technologies](#) is promising software



# Corporate Social Responsibility



Activity Identified/Purpose	Name of the Institution	Amount (in INR)
Health - Covid support supplies	Shivganga Samagra Gram Vikas Parishad, Jhabua	1,56,000.00
Health - Covid support supplies	Atamvallabh Parmarthik Trust, Jhabua	2,60,000.00
Environment - Tree Plantation	Sciencetech Eco Foundation	6,00,000.00
Education - for employment	InfoBeans Foundation	42,55,000.00
Health - Covid support supplies	Direct spent by InfoBeans	7,55,940.83
Total		60,26,940.83

## स्टूडेंट्स को दी सॉफ्टवेयर प्रोग्रामिंग की निःशुल्क शिक्षा



### पत्रिका PLUS रिपोर्टर

इंदौर ♦ बढ़ती बेरोजगारी को रोकने के लिए और आइटी सेक्टर में युवाओं को लाभ पहुंचे, इसके लिए शहर के इंफोबीन्स फाउंडेशन ने एक प्रोग्राम शुरू किया। आइटीईपी नाम से शुरू किए गए इस प्रोग्राम के तहत

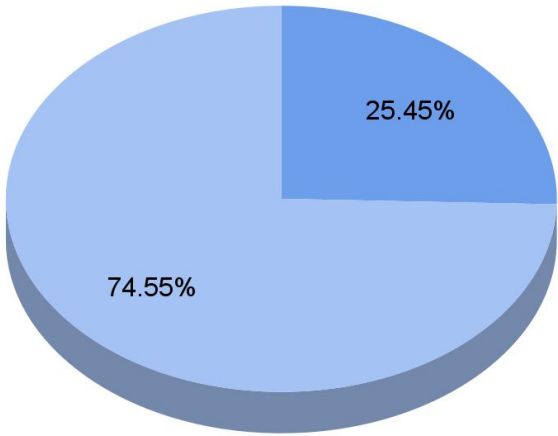
चयनित छात्रों को निःशुल्क 1 साल का सॉफ्टवेयर प्रोग्रामिंग कोर्स का प्रशिक्षण दिया गया। इसके तहत विद्यार्थी को फुल स्टैक वेब डेवलपमेंट, ऐप डेवलपमेंट आदि बताया गया। कोर्स के पूरे होने पर सभी विद्यार्थियों को फाउंडेशन द्वारा सर्टिफिकेट प्रदान किए गए।

इस अवसर पर मुख्य अतिथि के तौर पर संतोष मुछाल, एसजीएसआईटीएस डायरेक्टर डॉ. राकेश सक्सेना, अविनाश सेठी एवं विभा जैन, सिद्धार्थ सेठी एवं मेघना सेठी, प्रांजल दुबे, मनीष मालपानी एवं आइटी कंपनियों के अधिकारी उपस्थित रहे।

# Market Data

Price Data (31st March 2022)	₹
Face Value	10
Equity Shares Outstanding (Lakhs)	241.70
Trailing 12 Months EPS (as on 31st March 2022)	22.83
Market Price	726.40
Market Cap (₹ Crores)	1755.78
Trailing PE	31.81

- Public
- Promoters



(as on 31st March, 2022)

# 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  
Tel: +91-731-7162102

Email: [investor.relations@infobeans.com](mailto:investor.relations@infobeans.com)

Asha Gupta / Pratik Jagtap  
Ernst & Young LLP,  
E-mail: [asha.gupta@in.ey.com](mailto:asha.gupta@in.ey.com)

