



# InfoBeans Investors Call

QUARTER ENDING **SEPTEMBER 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!



# InfoBeans at a glance

## Overview

2000

Born

12

Years of Active growth

80+

Active Clients WOWed to date

1625+

Team Members smiling

13

Active Fortune 500 Clients

6

Active Unicorn Clients

## Financials

H1 of FY23

₹ 200 Cr

Revenue

₹ 46 Cr

EBITDA

₹ 22 Cr

PAT

₹ 153 Cr

Cash & Equivalent

66%

Revenue growth H1 YoY

42%

Revenue CAGR since inception

## Partnerships & Awards



Platinum



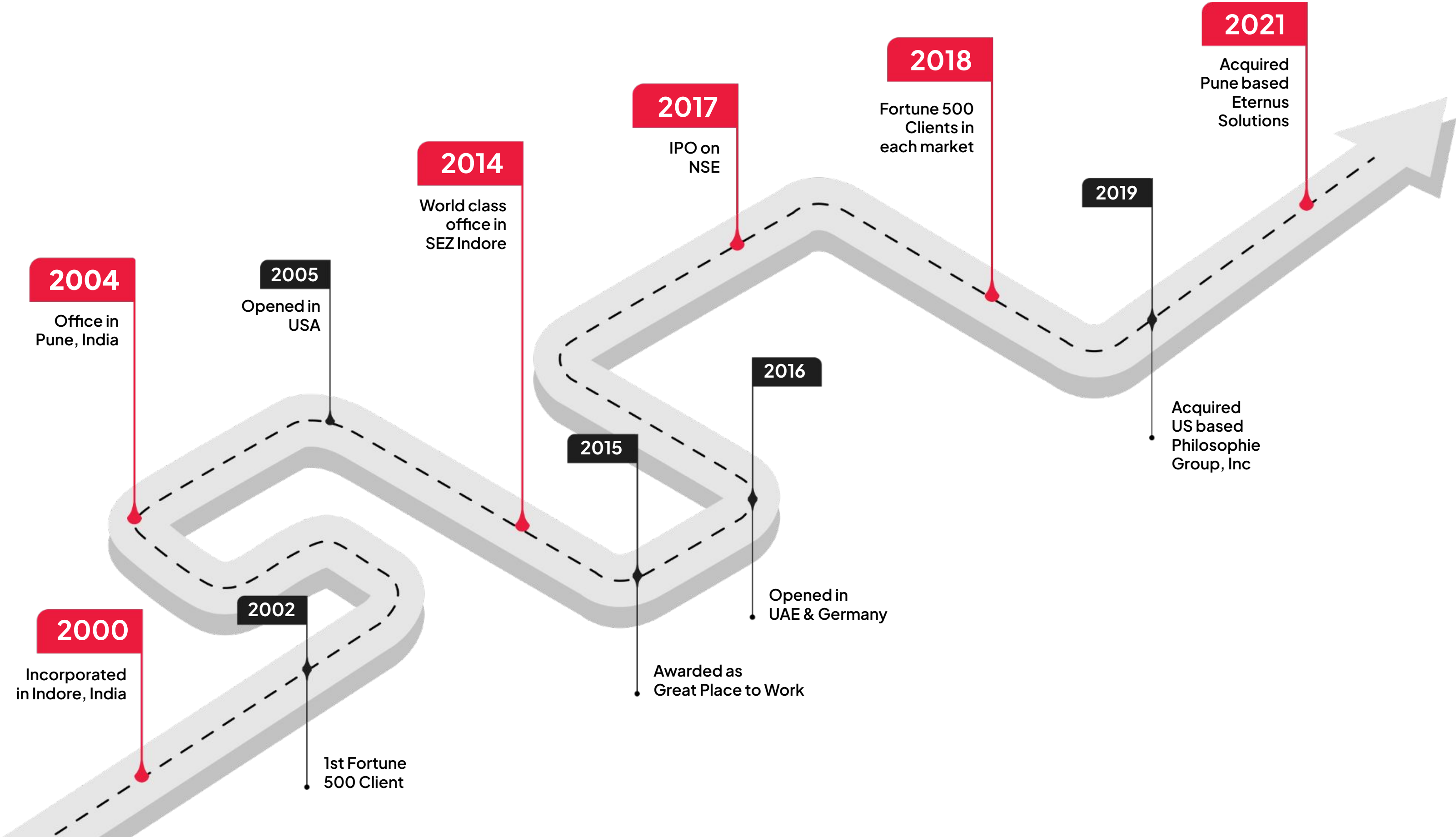
AUTOMATTIC



Dream Companies to work for



# Transformation over the years





## Board of Directors



**Siddharth Sethi**

Co-founder



**Mitesh Bohra**

Co-founder



**Avinash Sethi**

Co-founder



**Santosh Muchhal**

Independent Director



**Sumer Bahadur Singh**

Independent Director



**Shilpa Saboo**

Independent Director

# Highly Experienced Core Team



**Jitendra Tanna**

**Growth Evangelist | EVP**

- 31 years in Management & Engineering



**Emerson Taymor**

**SVP, Sales & Marketing  
Design & Innovation Practice**

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



**Shreyas Merchant**

**SVP, Salesforce Practice**

- 27 years in Engineering & Sales



**Denise Cheung**

**SVP, Design & Innovation**

- 23 years in Design & Innovation Services

# 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



**Chaitanya Pandya**

**VP, Delivery  
Salesforce Practice**

- 8+ yrs of experience in working on Salesforce solutions



**Darshana Jain**

**Blockchain Evangelist | VP**

- 16+ years of experience
- Recently Joined InfoBeans



**Dena Hayes**

**VP, People & Culture (USA)**

- 15+ Years of experience in Strategic Planning
- Organisational Development



**Geetanjali Punjabi**

**VP, Sales (UAE)**

- 20 years in Sales operations
- 5 years with InfoBeans

# Highly Experienced Core Team



**Jigar Shah**

**VP, Technology  
Salesforce Practice**

- 14+ years of experience in working on Salesforce solutions



**Kanupriya Manchanda**

**VP, People**

- 18 years in People Development
- 14 years with InfoBeans



**Manish Malpani**

**VP, Operations**

- 18 years in Project Management
- 13 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



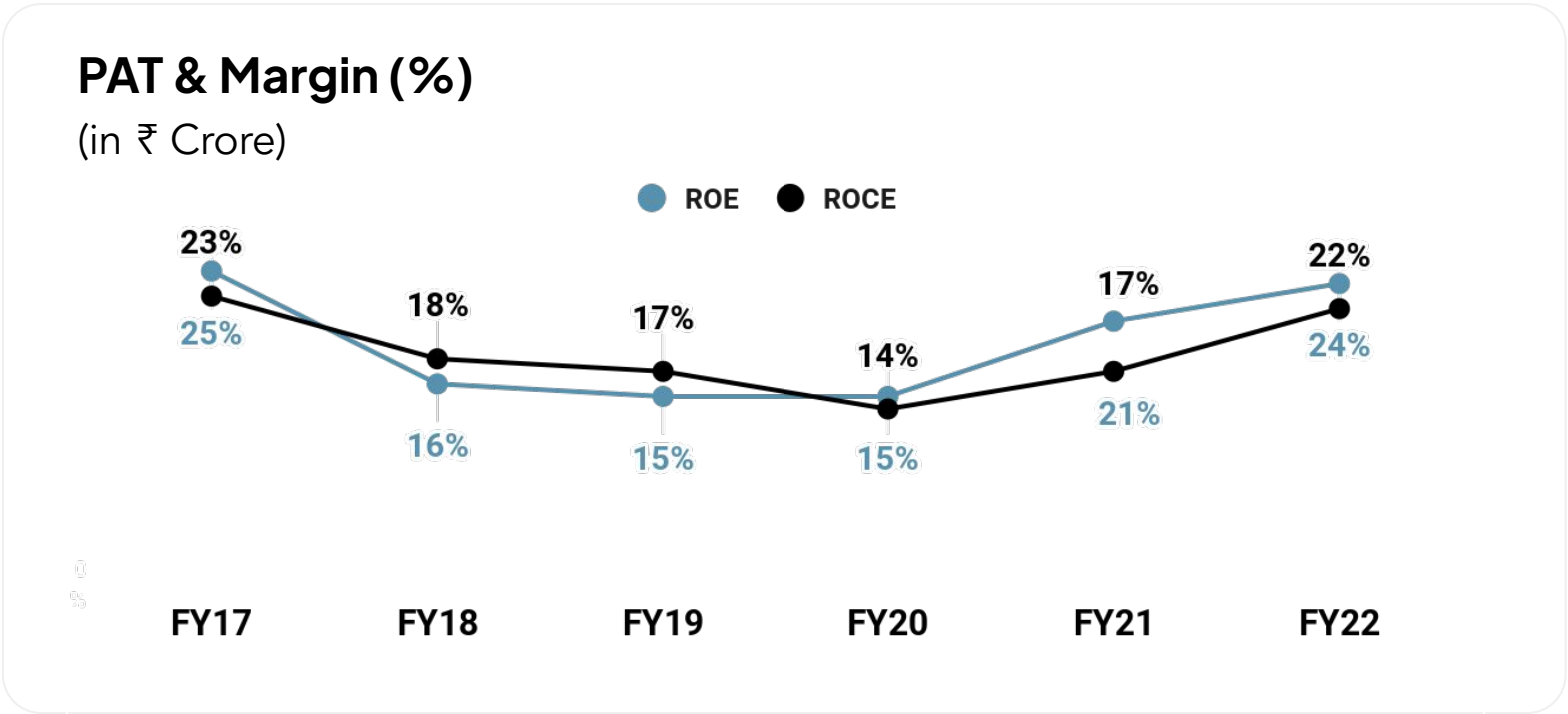
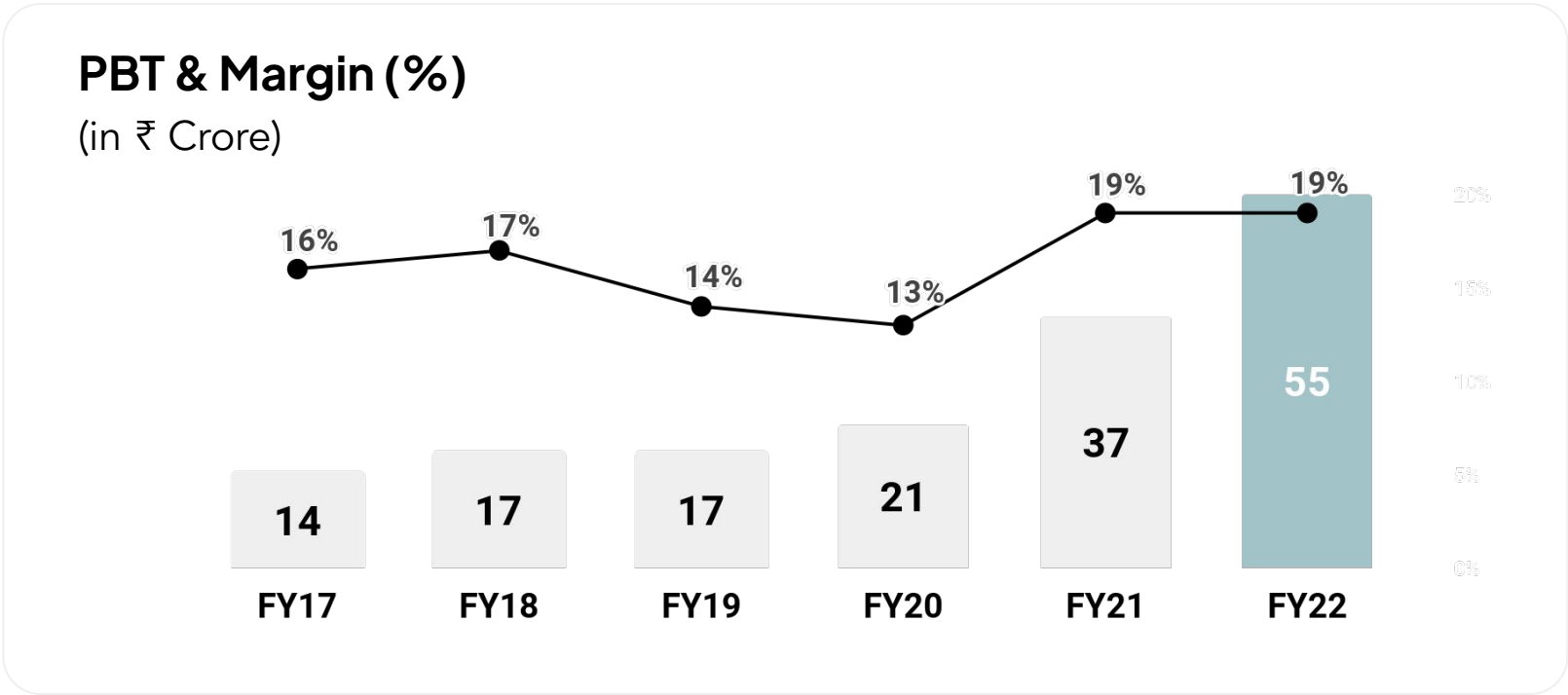
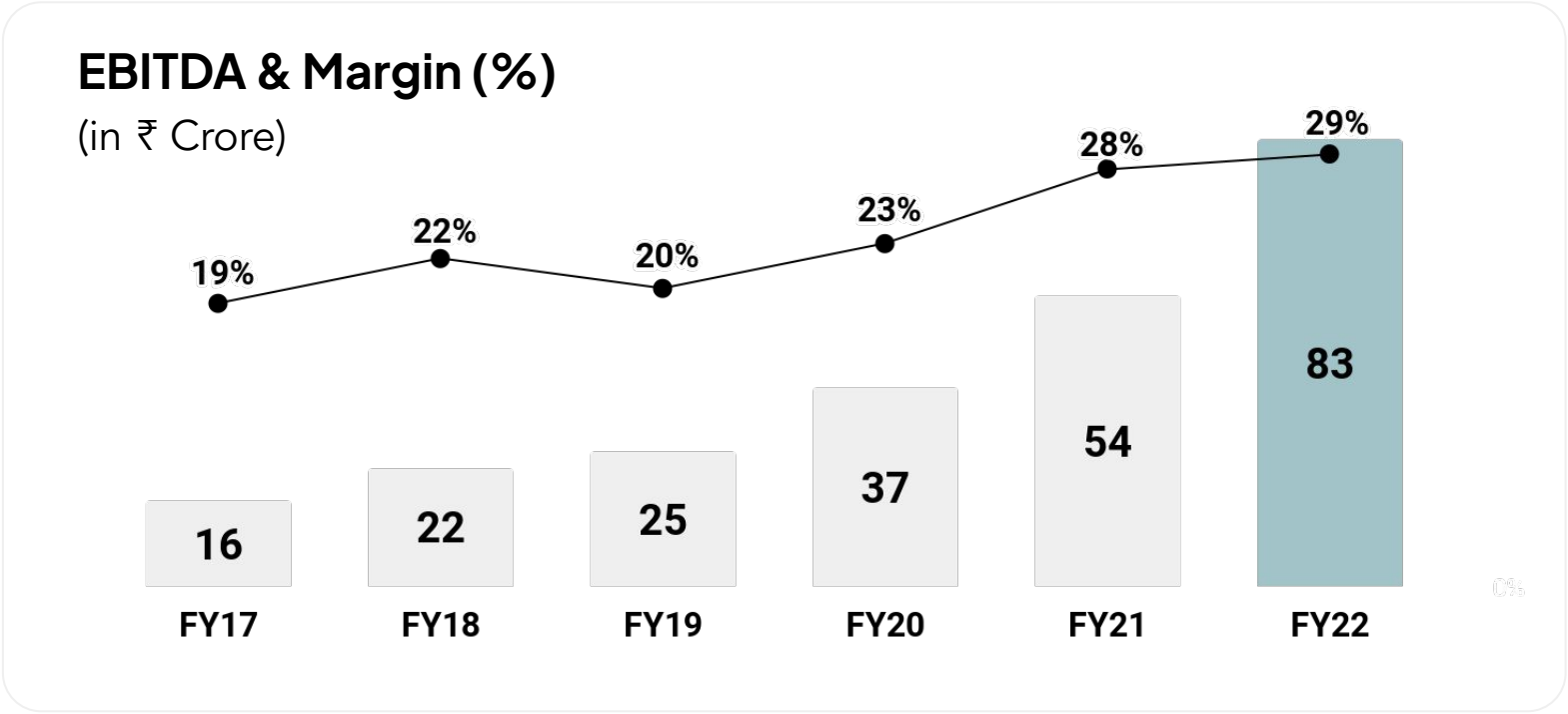
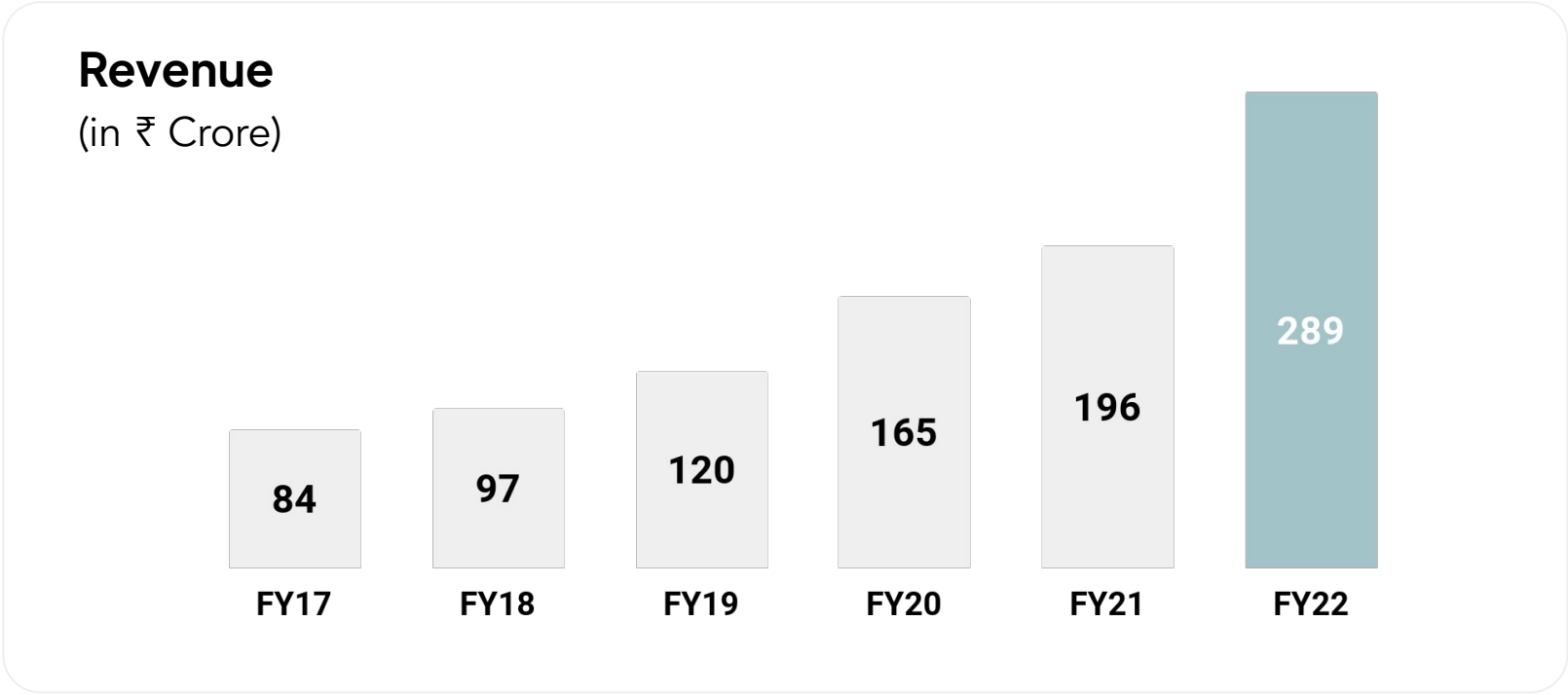
**Tarulata Champawat**

**VP, Sales & Marketing (USA)**

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



# Key Performance Indicators



Key metrics for quarter ending in Sep 2022

(in ₹ Crore)	Quarter ending Sep 2022	Sep 2022 vs June 2022 (QoQ)	Sep 2022 vs Sep 2021 (YoY)
₹ Revenue	102	98 3% ↑	65 57% ↑
↗ EBITDA	23	24 -4% ↓	16 37% ↑
₹ PAT	10	12 -12% ↓	12 -12% ↓

In USD terms, revenue growth is 64% YoY



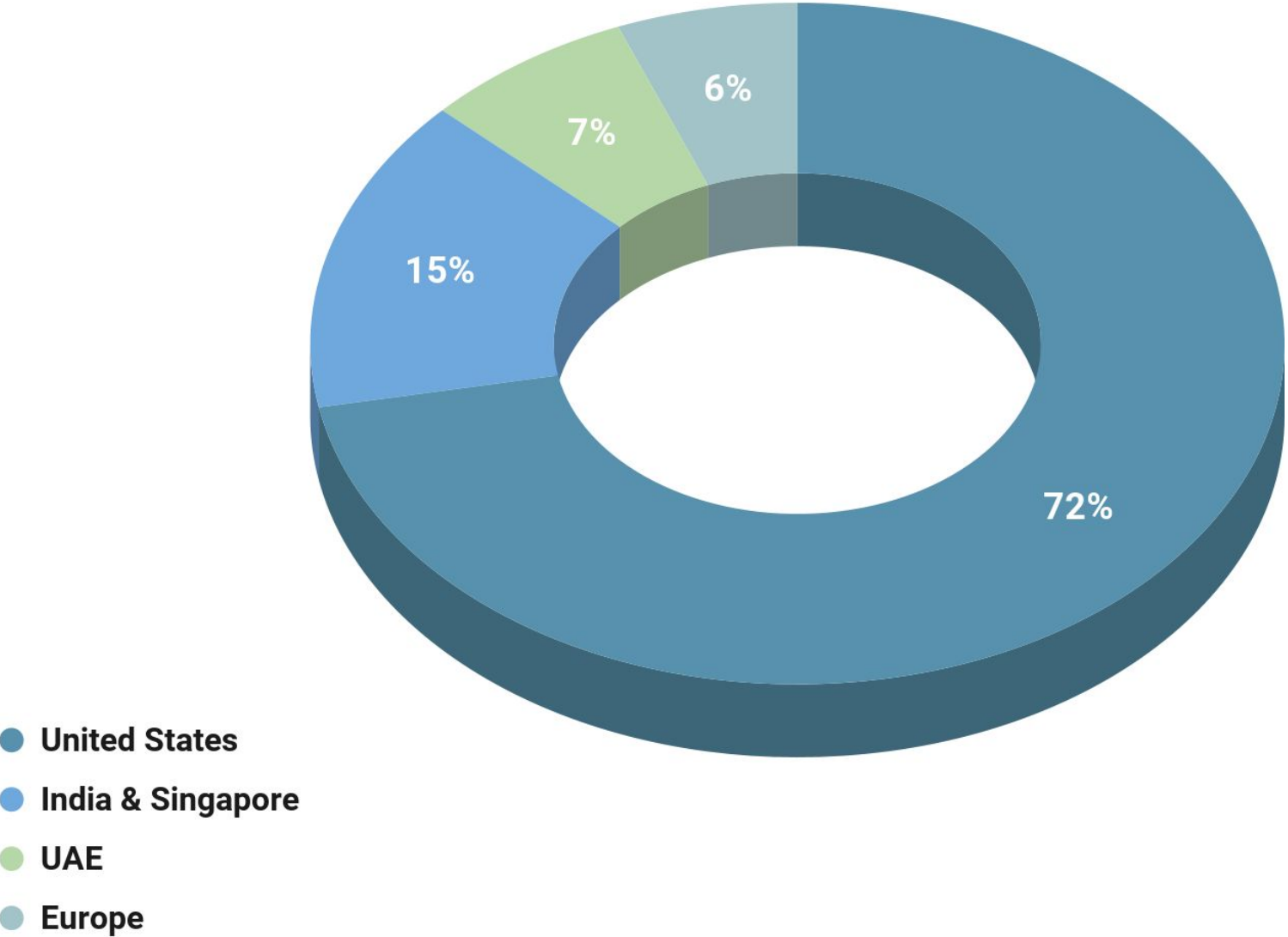
# Key metrics for quarter ending in Sep 2022

(in ₹ Crore)	H1 - Sep 2022	Sep 2022 vs Sep 2021 (YoY)
₹ Revenue	200	108 66% ↑
↗ EBITDA	46	32 42% ↑
₹ PAT	22	22 -2% ↓

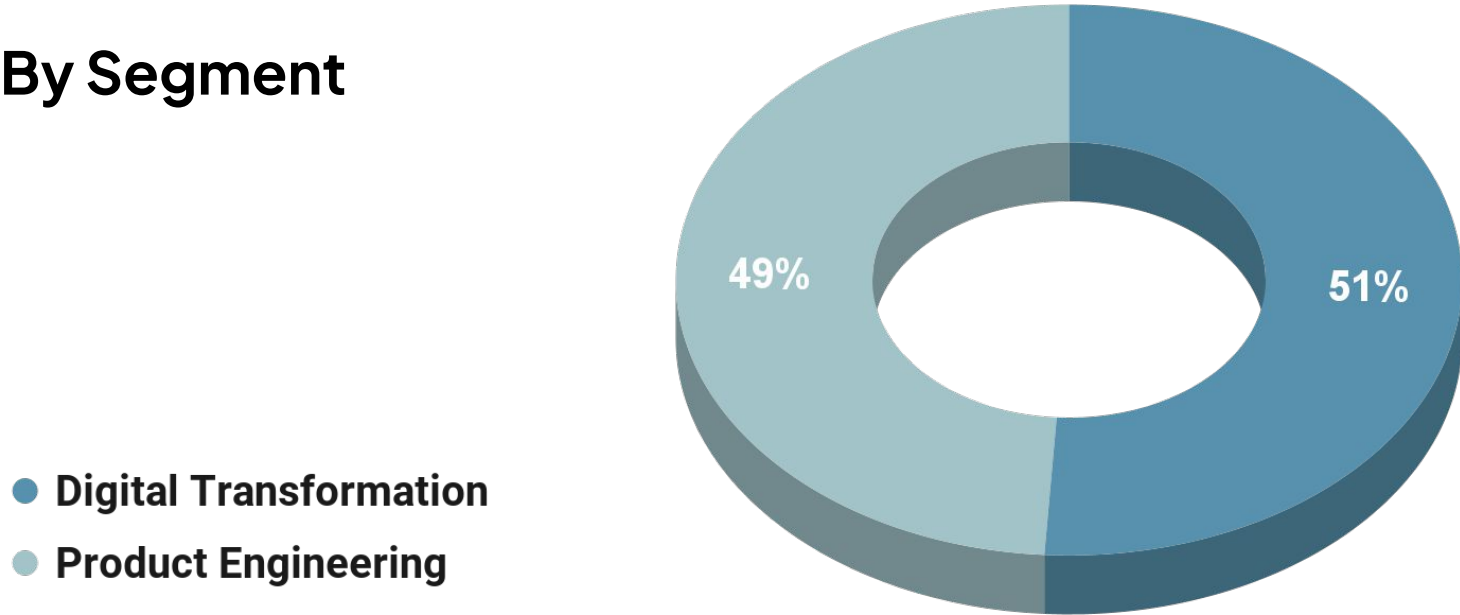
In USD terms, revenue growth is 58% YoY

# Revenue breakup YTD – 2022

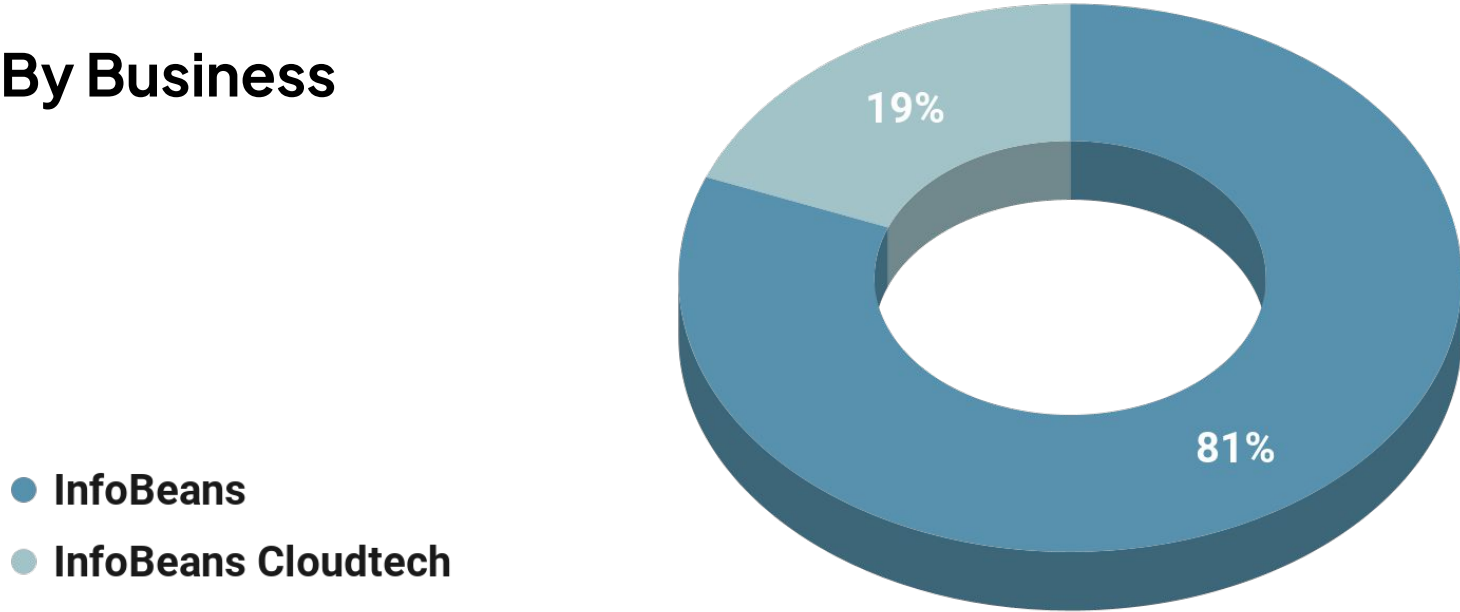
By Geography



By Segment



By Business





## Key Business updates for Quarter ending Sep 2022

InfoBeans won its maiden project on Blockchain technology to help build an NFT platform for fractionalized art for an LA-based art share exchange

InfoBeans expanded in SAG-AFTRA, where the Design & Innovation team designed what to build and the development team in India is helping bring those designs to life

Large Enterprise Clients expansion - InfoBeans is now working with 11+ organization with Billion \$ in revenue in comparison to 6 organizations in March 2022

Both the acquired entities are in the process of operating under one brand - InfoBeans. Distinguished identifies of each practice to be unveiled over the next few weeks. Brand unification is anticipated to complete by December 2022

Listing on Bombay Stock Exchange on 10th November by the hands of the honorable Chief Minister of MP in Mumbai at Hotel Taj President

Added new office space in Baner, Pune having 500+ seating capacity

## A 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 Meta subsidiary that develops aerospace & communication technologies



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



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

### Under NDA

Fortune 500, cloud data services and data storage company

### Under NDA

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

### Under NDA

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



# Scalable path through organic and inorganic strategies

## Organic

- 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 American expansion

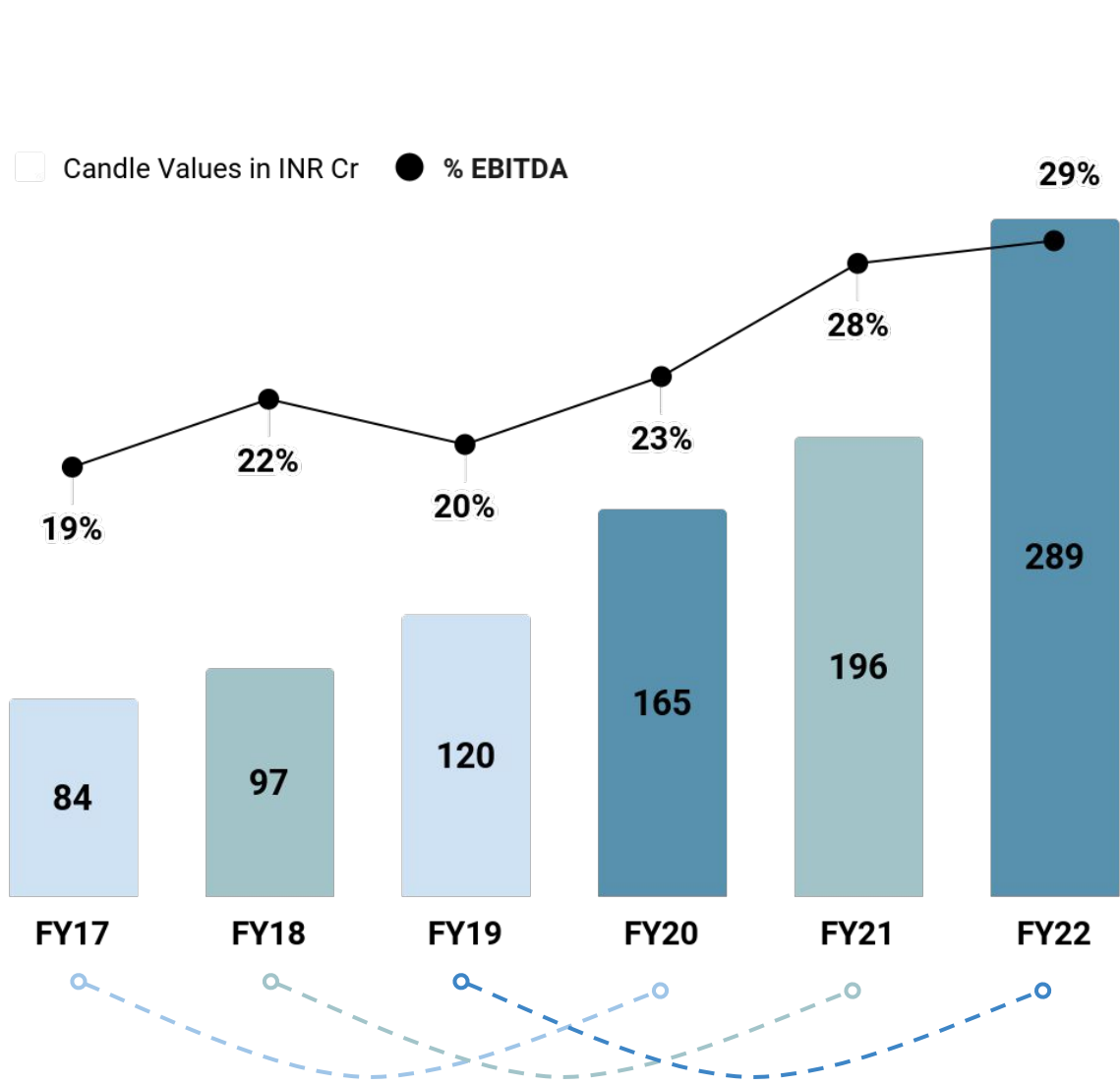
## Inorganic

- Prioritize players with cloud expertise in order to drive cross selling
- Expand Data, Analytics, AI and ML capabilities
- Focus on players with enterprise clients and mission critical solutions
- 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

# Investment Rationale

Team InfoBeans aims to accelerate this pace through organic and inorganic means.

Revenue grew by about 2x in 3 years cycle since 2010.



Provides cloud-based enterprise solutions on Salesforce, Servicenow, enterprise application development technologies, UX and RPA

Strong CAGR over last 5 years across all key performance metrics



28%  
Revenue

41%  
EBITDA

33%  
PAT

33%  
Net Worth

Debt free balance sheet with cash & cash equivalents of ₹153 crores

\$40mm order pipeline is visible with fair confidence for next twelve months

Successfully executed organic and inorganic growth strategies since raising public funds, resulting in rapid revenue and EBITDA growth

High H1 YOY revenue growth at 60%

Highly committed and focused founding team with about 75% stake in the company



## Learning and growing together



### Dream Force 2022

InfoBeans attended Salesforce's biggest conference of the year, "Dreamforce 22" in San Francisco, and it was a magical reunion for us. We celebrated Dreamforce at InfoBeans Indore office with Salesforce mascots and the super enthusiastic Salesforce team of InfoBeans. With Astro, Codey, Bobcat, Brandy and others, we welcomed Salesforce's new mascot, Genie!



# Learning and growing together



## Salesforce Developers Meet

Hosted at InfoBeans Indore office, Jigar Shah and Ashvin Bhatt delivered great sessions on "How to ace your next Salesforce Demo" and "Centralising your org security effectively using Salesforce Identity and Access management."

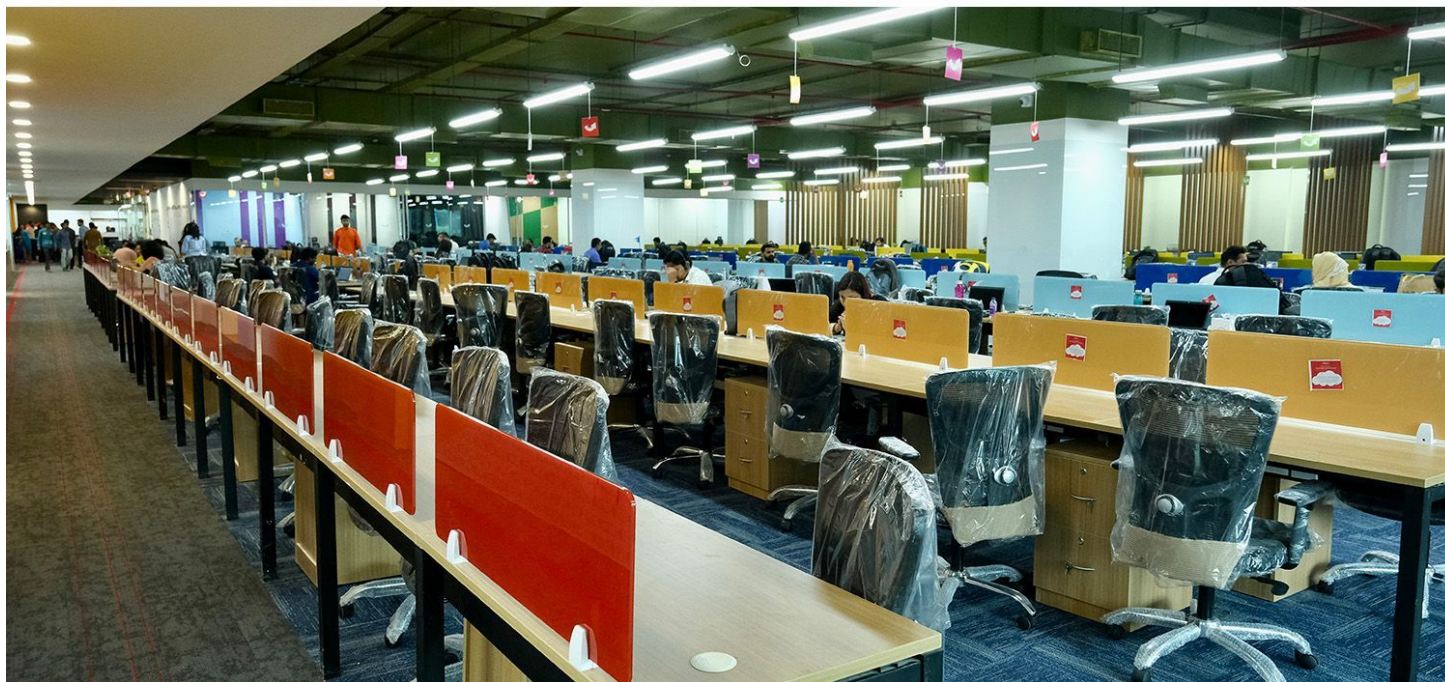
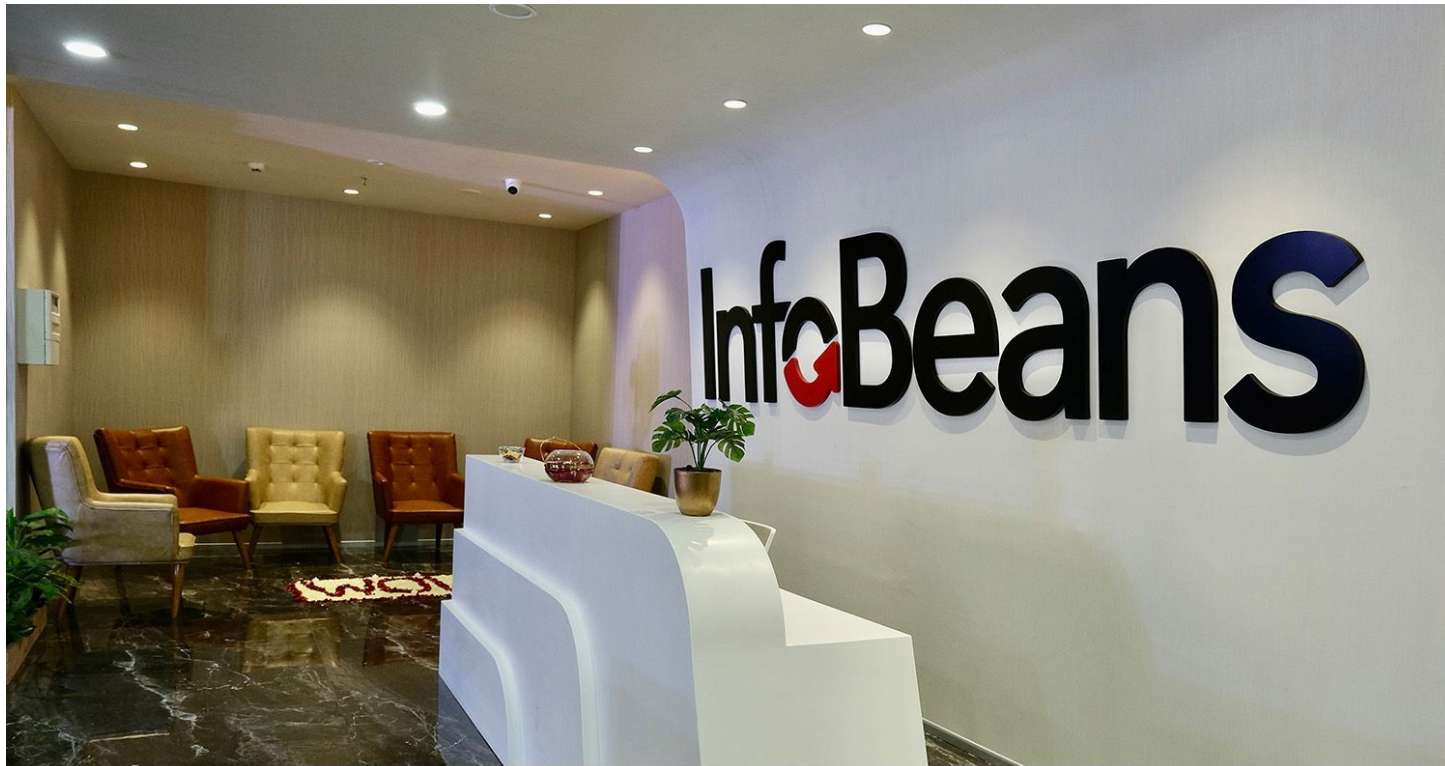


## Service Now Meetup

InfoBeans hosted the very first ServiceNow Developer Meet of Central India. An initiative of Vijendra Sainy and Siddharth Jain, the event was a huge success, with good community interaction and discussions on ServiceNow's latest Tokyo Release.



## Glimpse of the new office in Pune



Inauguration glimpses of Our New Bigger & Beautiful Office @ Pune having 500+ seater state-of-the-art facility



## The journey of goodness, of lifecraft, of growth...

We provide zero-cost, but **life changing computer training** to those who lack opportunities, unlike the rest of us. We have helped more than 800 individuals choose a better career or find one.



In our humble attempt towards **environmental sustainability**, we have planted more than 10,000 trees so far through our go-green initiative.







Glimpse of InfoBeans Foundation 3rd and largest Training Centre Inauguration in Indore

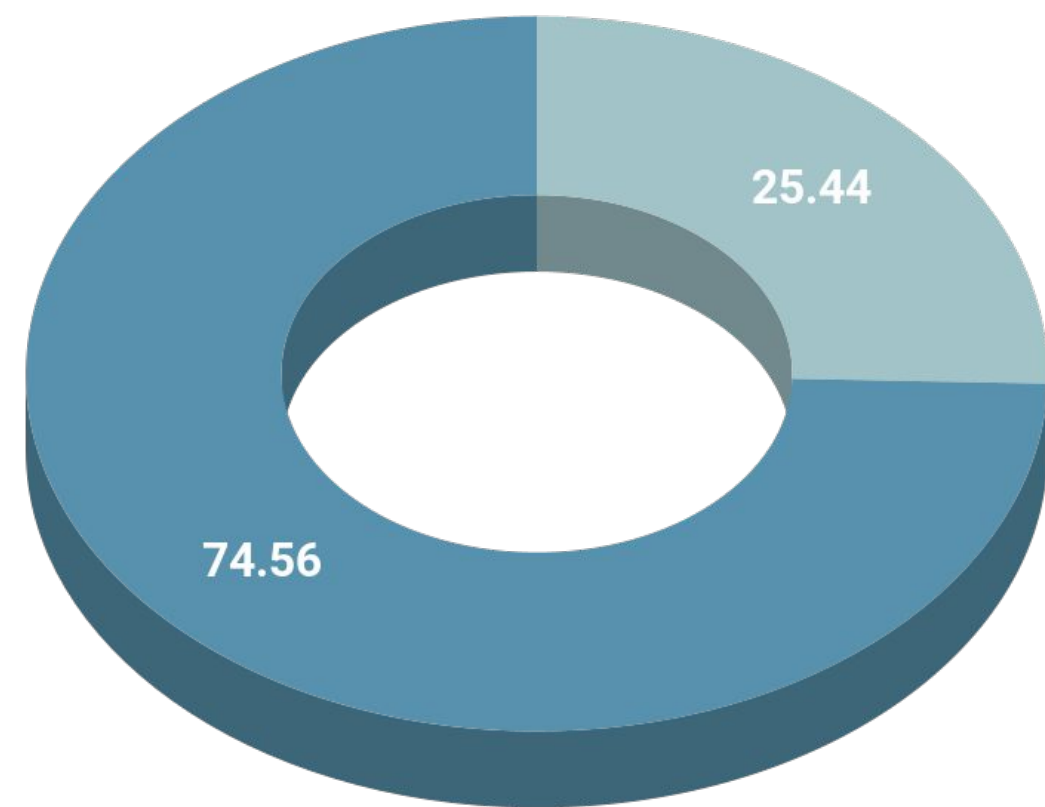


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# Annexures

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# Market Data



● Public ● Promoters

(as on 30th Sep, 2022)

Price Data (30th Sep, 2022)	Rupee (₹)
Face Value	10
Equity Shares Outstanding (Lakhs)	242.50
Trailing 12 Months EPS (as on 30th Sep 2022)	22.57
Market Price	560.55
Market Cap (₹ Crores)	1362.14
Trailing PE	24.83

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

(in ₹ Crore)	Quarter Ended			H1		Year Ended
Particulars	Sep 2022	Jun 2022	Sep 2021	Sep 2022	Sep 2021	Mar 2022
Revenue from operations	100	96	57	196	108	271
Other income	2	2	8	4	12	18
Total Revenue	102	98	65	200	120	289
Total Expenditure (Including Tax)	91	87	53	178	98	234
EBITDA	23	24	16	46	32	83
EBITDA Margin	22%	24%	25%	23%	27%	29%
PAT	10	12	12	22	22	55
PAT Margin	10%	12%	18%	11%	18%	19%



Audited Balance sheet as on 30th Sep, 2022

(in ₹ Crore)	Quarter Ended	Year Ended	
Particulars	Sep 2022	Mar 2022	Remarks
Assets			
Non-current assets	246	277	Reclassification of investments in current assets
Current assets	162	139	Reclassification of investments from non-current assets
Total assets	408	416	
Equities and Liabilities			
Equity & Other equity	255	232	Increase in profits by 22 crores
Non Current Liabilities	101	114	Payment of acquisition consideration
Current Liabilities	52	72	Payment of acquisition consideration
Total Equity & Liabilities	408	416	

# Thank you

**CA Mridul Maheshwari**

Corporate Development

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