

To,

Date: 02<sup>nd</sup> May, 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>
---	---

**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 and year ended on 31<sup>st</sup> March, 2025

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 ended in June, 2025

# About InfoBeans

InfoBeans, founded in 2000 and now **1450+** strong, is a global AI led data 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



## Middle East

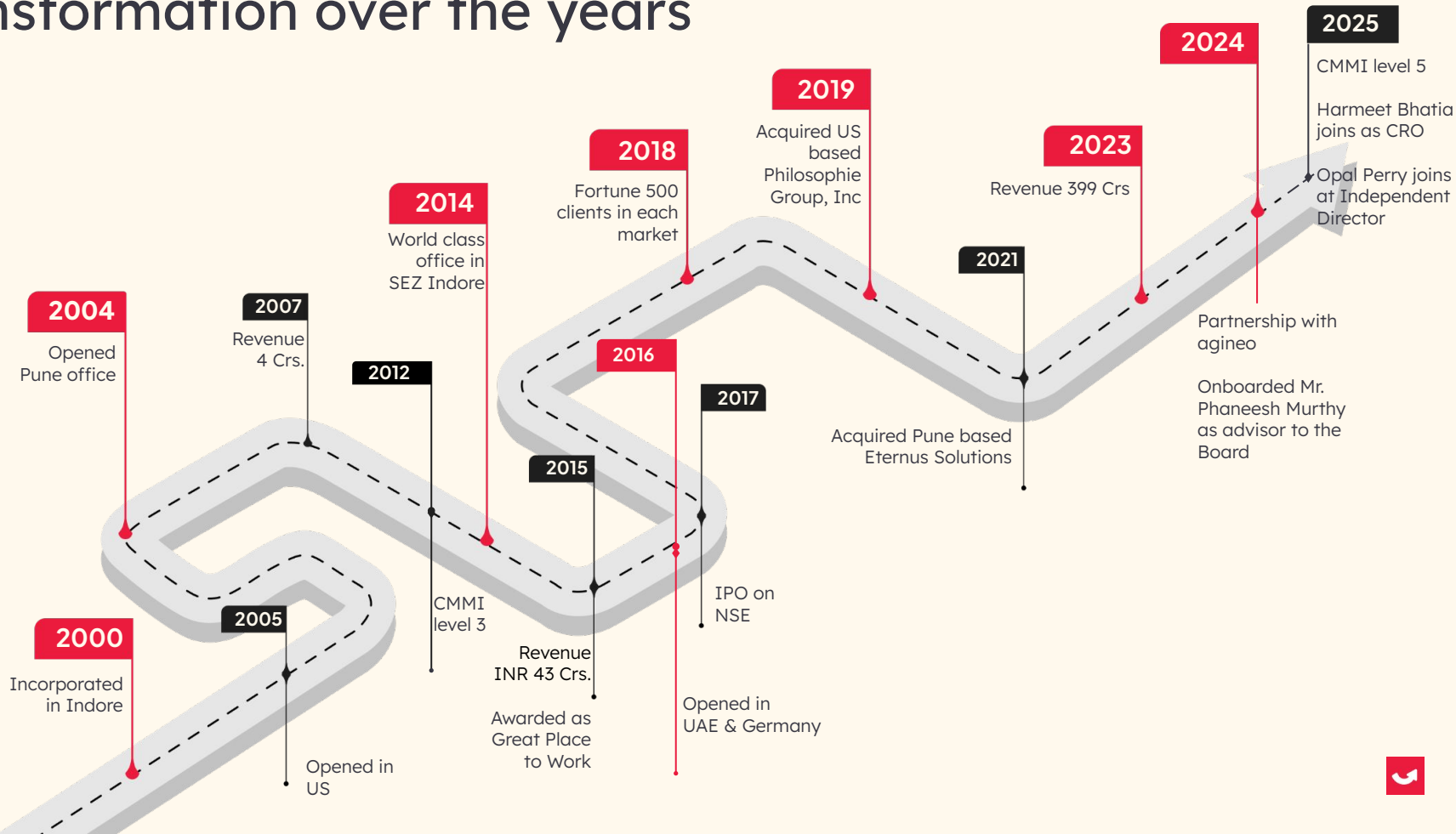
Dubai

## India

Indore, Pune, Chennai,  
Bengaluru



# Transformation over the years



# InfoBeans at a glance

## Overview

**32**

Large enterprise clients

**95%**

Repeat business

**2**

Successful acquisitions

**156**

Members with more than 5 years with us

**2**

Buybacks, in 2021 and 2025

## Financials

FY 2024-25

**₹ 410 Cr**

Revenue

**₹ 83 Cr**

EBITDA

**₹ 38 Cr**

PAT

**₹ 256 Cr**

Cash & equivalent includes AR of 86 Cr

**24%**

Revenue CAGR since 2021

## Partnerships, awards, and certifications



Summit



# InfoBeans Global Service offerings



## AI-led Engineering

GenAI, Microsoft CoPilot, and Windsurf enable rapid, AI-first design and engineering

Accelerators like Expona helps customers adopt AI faster



Agentforce, Data Cloud, and Revenue Cloud unified with AI-enhanced CRM

Salesforce consulting & implementation - marketing, sales, service, CPQ, CLM & QTC solutionst



AI-powered ServiceNow with HRSD, CSM, and Now Assist for global rollouts

ServiceNow consulting, implementation and sustenance - ITSM, ITOM, ITBM, HRSD, custom apps



AI-powered solutions for banking, insurance, and risk designed for compliance and enhanced CX



## Storage & Virtualization

AI-optimized storage across NAS, SAN, DAS, and cloud platforms.



---

# Team





Management Team  
**Board of Directors**

**Executive**



**Avinash Sethi**  
Co-founder



**Mitesh Bohra**  
Co-founder



**Siddharth Sethi**  
Co-founder

**Independent**



**Opal Perry**  
Chief Data & Technology  
Officer at easyJet



**Mayuri Mukherjee**  
VP Marketing at LT Foods  
Americas



**Sumer Bahadur Singh**  
President of Boarding  
School Association





## Highly Experienced Core Team

### Sales and Client Success



#### Harmeet Bhatia

Chief Revenue Officer Americas

- 30 years in Sales, Marketing and business development
- Joined InfoBeans in Jan 2025



#### Ram Lakshmi

VP Client Success Americas

- 30 years in Software Sales
- 15 years with InfoBeans



#### Geetanjali Punjabi

VP, Sales (UAE)

- 23 years in Sales Operations
- 9 years with InfoBeans



#### Manish Malpani

VP, Solutions SDO & Logistics

- 20 years in Project Management
- 15 years with InfoBeans



#### Tarulata Champawat

VP, Solutions (Insurance)

- 25 years in Engineering & Sales
- 20 years with InfoBeans



## Highly Experienced Core Team

### Delivery and People



**Amit Makhija**

SVP, Engineering and Delivery

- 26 years in Software Dev & Management
- 18 years with InfoBeans



**Denise Cheung**

SVP, Digital Transformation

- 26 years in Design & Innovation Services
- 3 years with InfoBeans



**Rajagopalan Kannan**

SVP, Digital Transformation

- 25 years in Engineering
- 22 years with InfoBeans



**Kanupriya Manchanda**

VP People

- 21 years in People & Development
- 17 years with InfoBeans



**Arpit Jain**

VP Design

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



---

Clients



## Meet some of our clients



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

### Under NDA

A Fortune 200, among world's largest logistics companies

### Under NDA

A Fortune 500, German multinational technology conglomerate



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

### Under NDA

A Fortune 500, multinational banking financial services institution based out of Japan

### Under NDA

One of the world's largest wireless communications organizations



Full range of SaaS based integrated Human Resources solutions

### Under NDA

A Fortune 500, cloud data services and data storage company

### 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.**

---

# Financial Update



# Snapshot: Apr-Jun 25

(₹ in crores)

	Jun 2025	Jun 2024	YoY Change	Mar 2025	QoQ Change
Revenue *	124	100	23%	107	15%
EBITDA ^	30	19	58%	23	48%
PAT	23	8	200%	10	140%

\* Revenue this quarter includes 6 Cr of Employee Retention Credit (ERC) from the US government, it was filed in the year 2022

^ Excluding ERC

In USD terms, revenue grew **14%** YoY



# Consolidated Profit & Loss for quarter ended on 30th June, 2025

(in ₹ Crore)

Quarter Ended

Particulars	Jun 2025	Jun 2024	Mar 2025
Revenue from operations	112	97	103
Other income *	12	3	4
<b>Total Revenue</b>	<b>124</b>	<b>100</b>	<b>107</b>
Less: Total Expenditure (excl Dep and Interest cost)	88	81	83
<b>EBITDA ^</b>	<b>30</b>	<b>19</b>	<b>23</b>
EBITDA Margin#	25%	19%	20%
Less: D&A, Finance cost and Tax	12	11	13
<b>PAT</b>	<b>24</b>	<b>8</b>	<b>10</b>
PAT Margin	19%	8%	9%

**Revenue**

Rapid expansion across key clients

**Other Income \***

Revenue this quarter includes 6 Cr of Employee Retention Credit (ERC) from US government, filed in the year 2022

**EBITDA**

Optimum team utilization and revenue increase helped margin improvement

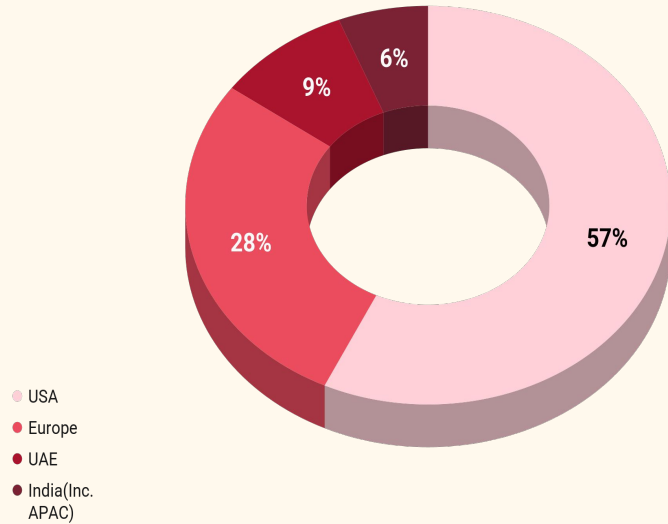
^ excluding ERC





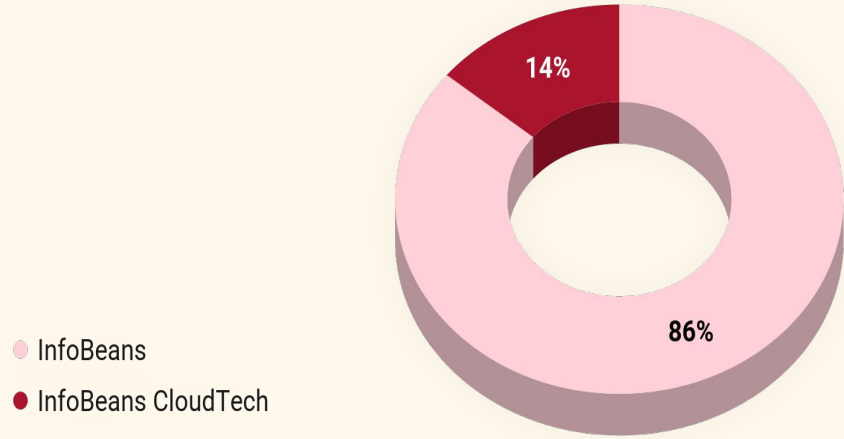
# Revenue breakup

## By geography



*\*Based on client HQ*

## By business



## Buy Back 2025

To reward shareholders the Board had approved a Buyback in the last quarter

InfoBeans promoters though eligible, did not participate in the buyback

The buyback was successfully executed with 215,520 shares repurchased at ₹464 per share

Total cash returned to shareholders: INR 10 Crores



## Dividend 2025

To reward shareholders the Board had approved a Dividend of Re 1 per share in the last quarter

The record date for the same is set as July 25, 2025



# Annual Report 2025

Published Annual Report for the year 2024- 2025 last quarter, the same has been circulated amongst the Board Members and Shareholders

Here is the link to download from the website

<https://infobeans.ai/wp-content/uploads/2025/07/Annual-Report-2024-25.pdf>

15th Annual General Meeting to be held on 04th August, 2025 at 04:00 P.M.(IST)



---

On the ground





Thriving as one dream team,  
with our 10th dream win!

Won Dream Companies to Work for  
10th time



Madhya Pradesh's Best Employer Brand  
by the World HRD Congress for 7th time



# servicenow<sup>®</sup> knowledge25



Attended Knowledge25 - A powerful forum for learning, networking, and industry intelligence







salesforce



Agentforce

It's what AI was meant to be.

Attended Salesforce  
World Tour Dubai to  
explore AI-powered  
CRM and Agentforce





Harmeet Bhatia attended the Databricks Data + AI Summit, a premier data event in San Francisco







## Ignite AI Hackathon at InfoBeans

100+ members, 21 teams, 70 hours — at first AI Hackathon sparked powerful AI innovations



---

A business should benefit  
humans





Honored with the 'Most Impactful Employment Generation Initiative for the work done at InfoBeans Foundation.







10th Batch  
Convocation  
@InfoBeans  
Foundation was  
filled with happy  
faces, celebrating  
growth and  
achievement





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 332 trees on birthdays of our team members this quarter.

June was celebrated as Environment month with activities like, no Elevator day, Carpooling day, no Iron day & Seedball making activity across all locations





# ESG highlights for this quarter

1. We are now an ISO 9001:2015 (Quality Management System) certified organization for all locations
2. Covered our Baner & Chennai office locations also under the following certifications:

ISO 27001:2022 (Information Security Management System)

ISO 14001 (Environmental Management System)

ISO 45001 (Occupational Health & Safety Management System)

3. Shakti - a women leadership development program, its 2nd Batch launched in June.



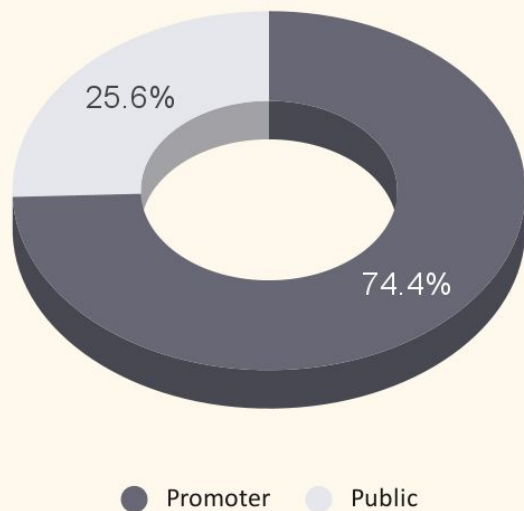
---

# Market Data



# Market data as on 30th June, 2025

(as on 30th June, 2025)



## Price data as of 30th June, 2025

Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.39
Trailing 12 months EPS (₹)	21.98
Market Price (₹)	379.15
Market Cap (₹ Crs)	919.05
Trailing PE	17.24



# Thank You!

For queries, please contact  
[investor.relations@infobeans.ai](mailto:investor.relations@infobeans.ai)

