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!

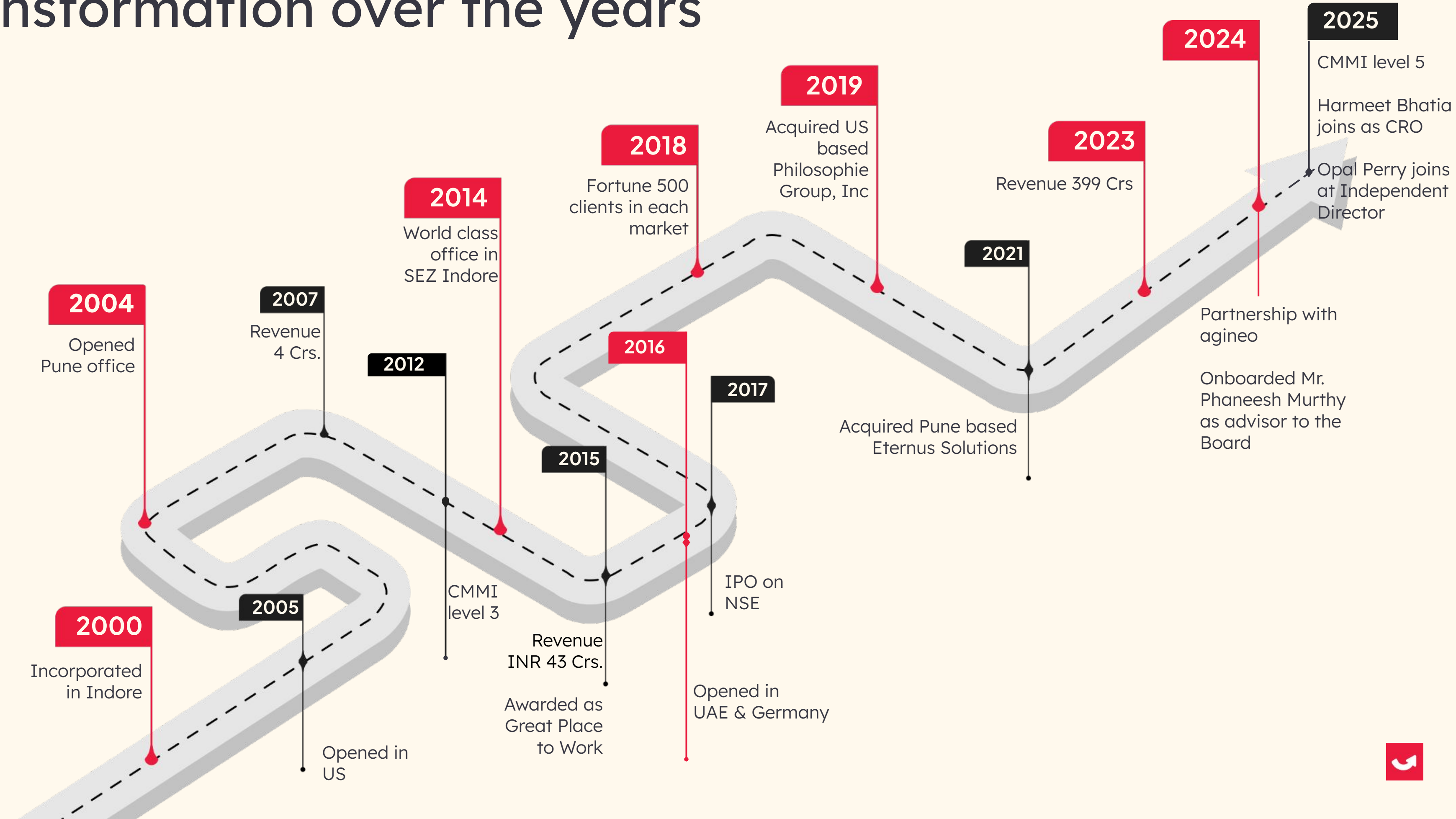
Europe
Frankfurt

India
Indore, Pune, Chennai, Bengaluru

USA
Silicon Valley, and New York

Middle East
Dubai

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

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER Summit

servicenow PREMIER Partner Consulting & Implementation

agiloft

Microsoft Azure

Great Place To Work Certified 2023 INDIA

Inc. Best Workplaces 2023

HR Excellence Awards

AVTAR & seramount 100 BEST COMPANIES FOR WOMEN INDIA 2022

Dream Companies to work for

CMMI level 5

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

BFSI

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

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

ALM.

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

IQVIA™

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

CoAdvantage®

Full range of SaaS based integrated Human Resources solutions

Under NDA

A Fortune 200, among world's largest logistics companies

Under NDA

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.

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
Total Revenue	**124**	**100**	**107**
Less: Total Expenditure (excl Dep and Interest cost)	88	81	83
EBITDA ^	**30**	**19**	**23**
EBITDA Margin#	25%	19%	20%
Less: D&A, Finance cost and Tax	12	11	13
PAT	**24**	**8**	**10**
PAT Margin	19%	8%	9%

Revenue
Rapid expansion across key clients

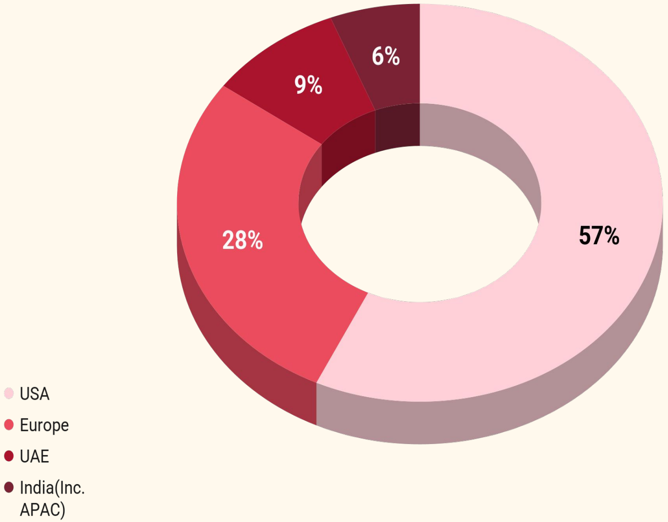
Other Income *
Revenue this quarter includes 6 Cr of Employee Retention Credit (ERC) from US government, filed in the year 2022

EBITDA
Optimum team utilization and revenue increase helped margin improvement

^ excluding ERC

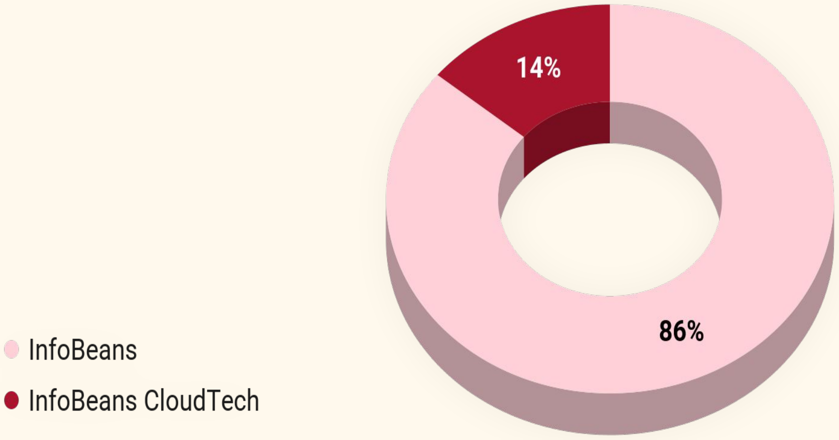
Revenue breakup

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

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

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

Ignaite 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

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)

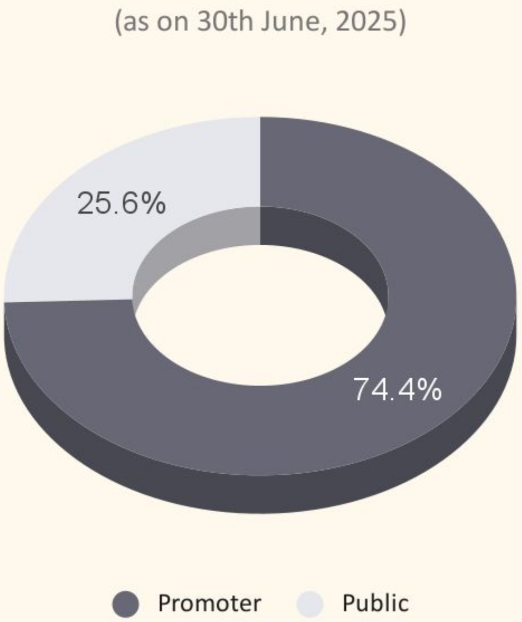
   ISO 14001 (Environmental Management System)

   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



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