InfoBeans

CREATING WOW!

Investors Call

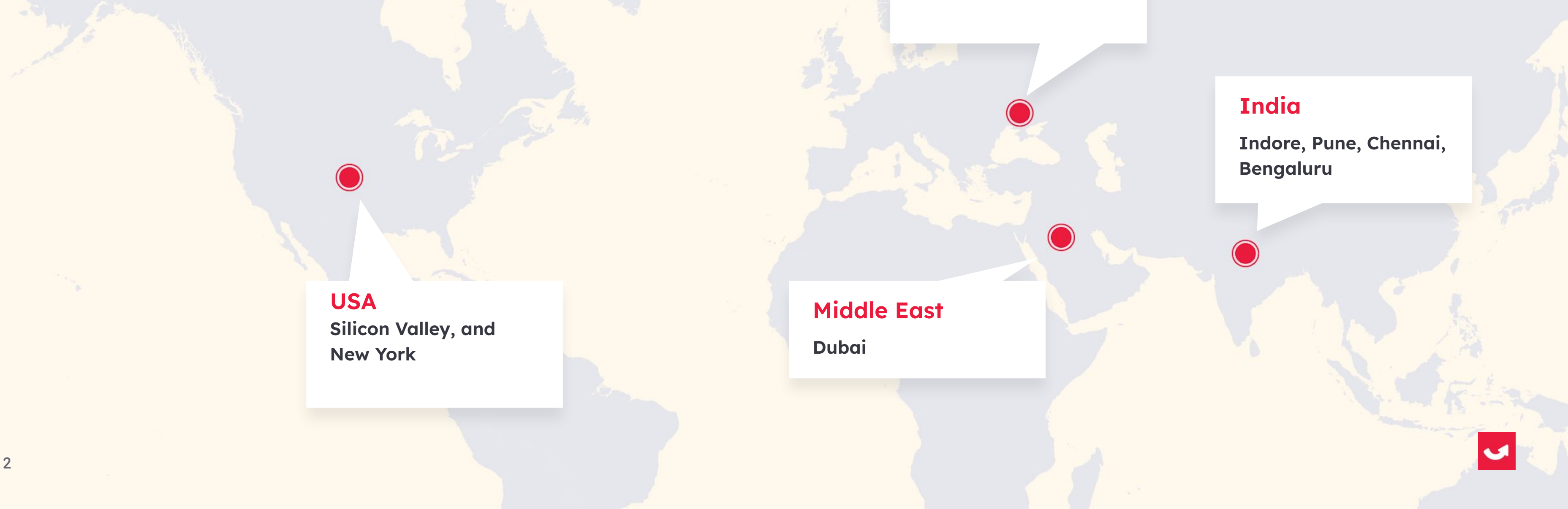
For the quarter ended in Sep, 2025

About InfoBeans

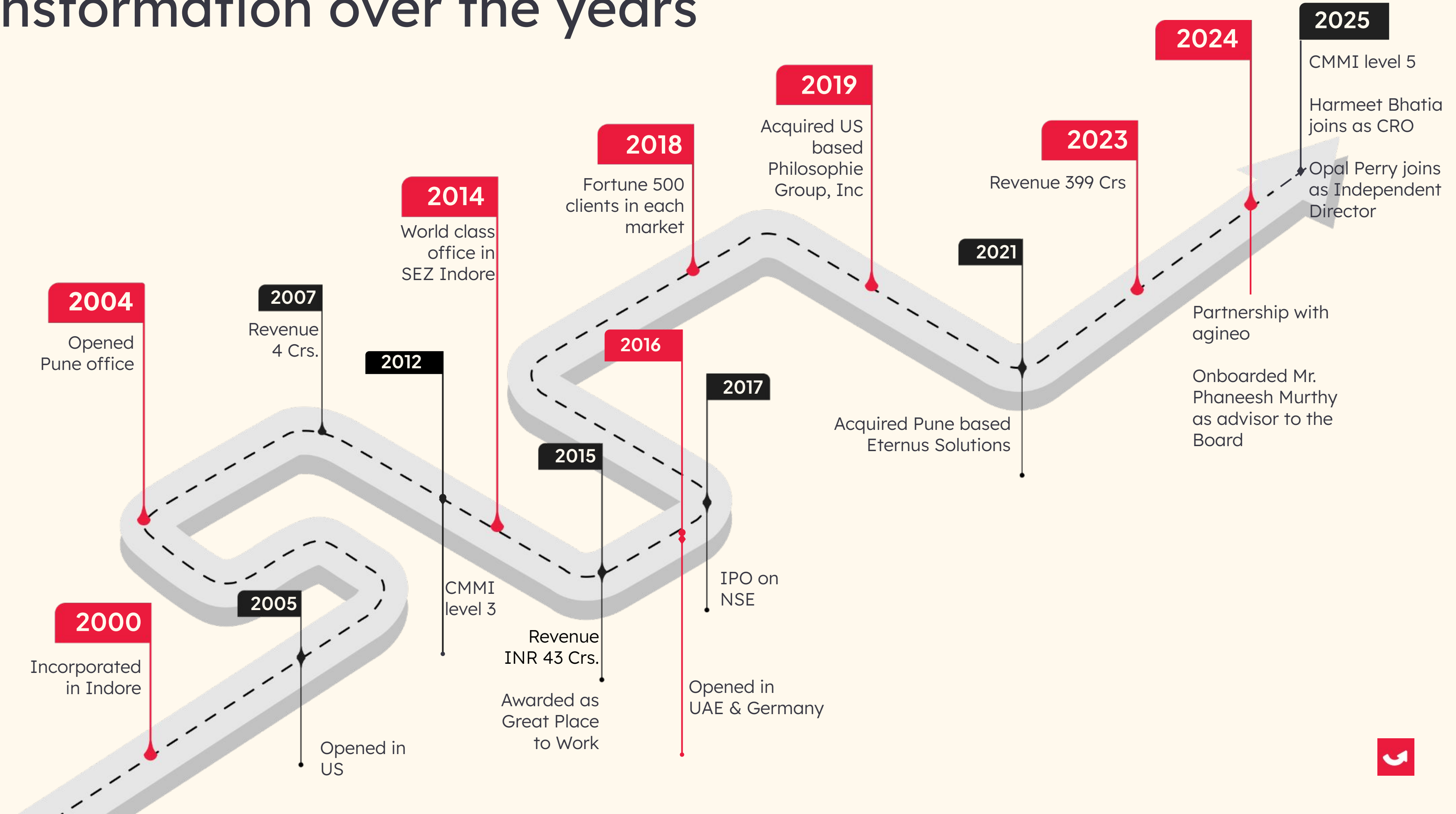
InfoBeans, founded in 2000 and now **1500+** strong, is a global AI led data and engineering company.

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!



Transformation over the years



InfoBeans at a glance

Overview	**42** 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 *H1 2025-26*	**₹ 254 Cr** Revenue	**₹ 71 Cr** EBITDA	**₹ 46 Cr** PAT	**₹ 292 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

agileo

Microsoft Azure

Great Place To Work Certified 2023 INDIA

Inc. Best Workplaces 2023

HR Excellence Awards

AVTAR & seramount 100 BEST 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

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

Management Team

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: Jul-Sep 25

(₹ in crores)

	Sep 2025	Sep 2024	YoY Change	Jun 2025	QoQ Change
Revenue	₹ 130	₹ 102	27%	₹ 124*	5%
EBITDA	₹ 36	₹ 23	57%	₹ 30^	20%
PAT	₹ 23	₹ 13	77%	₹ 24*	-4%

** Includes INR 6 Crores of one-time ERC Grant by the US Government*
^ Excludes ERC

*In USD terms, revenue grew **20%** YoY*

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

(in ₹ Crore) Quarter Ended

Particulars	Sep 2025	Sep 2024	Jun 2025
Revenue from operations	125	98	112
Other income	5	4	* 12
Total Revenue	**130**	**102**	**124**
Less: Total Expenditure (excl Dep and Interest cost)	94	79	88
EBITDA	**36**	**23**	**^ 30**
EBITDA Margin#	29%	23%	25%
Less: D&A, Finance cost and Tax	13	10	12
PAT	**23**	**13**	*** 24**
PAT Margin	17%	12%	19%

Revenue
Rapid expansion across key clients.

EBITDA
Optimum team building and utilization helped margin improvement.

** includes ERC*
^ excludes ERC

Snapshot: H1 Apr-Sep 25

(₹ in crores)

	Sep 2025	Sep 2024	YoY Change
Revenue	₹ 254	₹202	26%
EBITDA	₹ 71	₹ 42	69%
PAT	₹ 46	₹ 20	130%

*In USD terms, revenue grew **19%** YoY*

Audited Consolidated Balance Sheet as on 30th Sep, 2025

(in ₹ Crore)	Period Ended	
Particulars	**Sep 2025**	**Mar 2025**
Assets		
Non current	139	147
Current Assets	303	265
Total Assets	**442**	**412**
Equities & Liabilities		
Total Equity	368	332
Non Current Liabilities	44	46
Current Liabilities	30	34
Total Equity & Liabilities	**442**	**412**

Non Current Assets
- Amortization of intangibles -12 Cr
- Unwinding of MAT DTA -4 Cr
- Increase in Intangible assets +3 Cr
- Advance to Ecoplex +2 Cr
- Addition in Infra assets +2 Cr

Current Assets
- Investments in MFs and Bonds +27 Cr
- Increase in Trade receivables +6 Cr
- Increase in cash equivalents +6 Cr

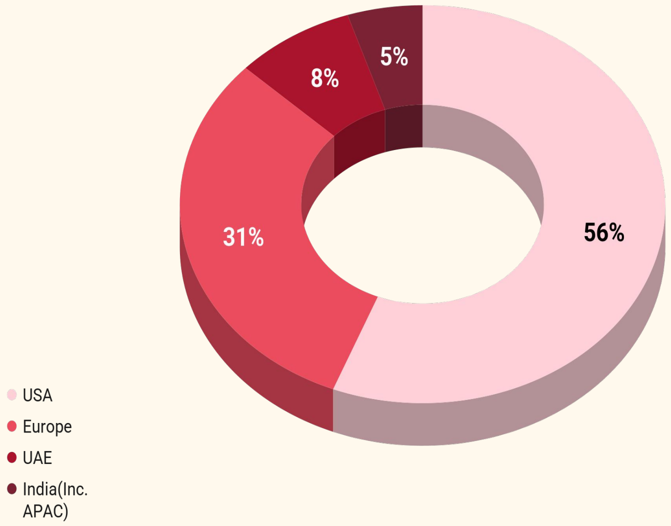
Equity and Liabilities
- Increase in profit +48 Cr
- Dividend paid -2 Cr
- Buyback of shares -10 Cr

Non current liabilities
- Unwinding of Lease liabilities & DTL -3 Cr

Current liabilities
- Reduction in statutory dues -4 Cr

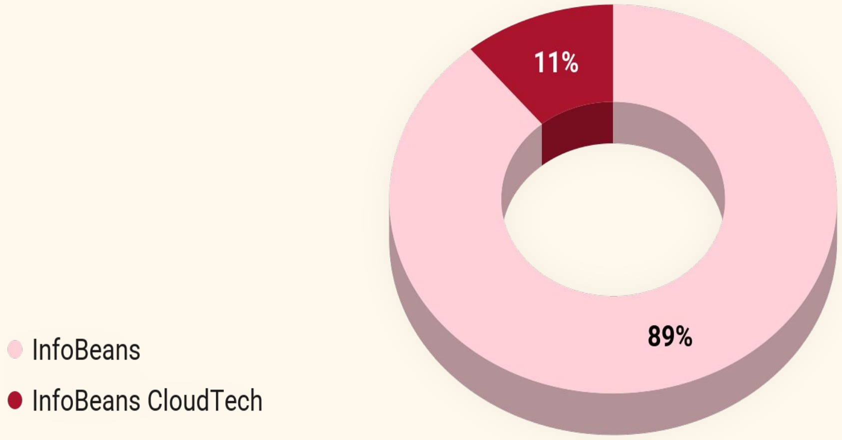
Revenue breakup

By geography



**Based on client HQ*

By business



On the ground

Honored with Asia's Best Employer Brand Award for the 9th Time!

Awarded with Best Companies For Women India 2025

Harmeet Bhatia and Khushboo Bajaj attended the largest GenAI event held in Santa Clara

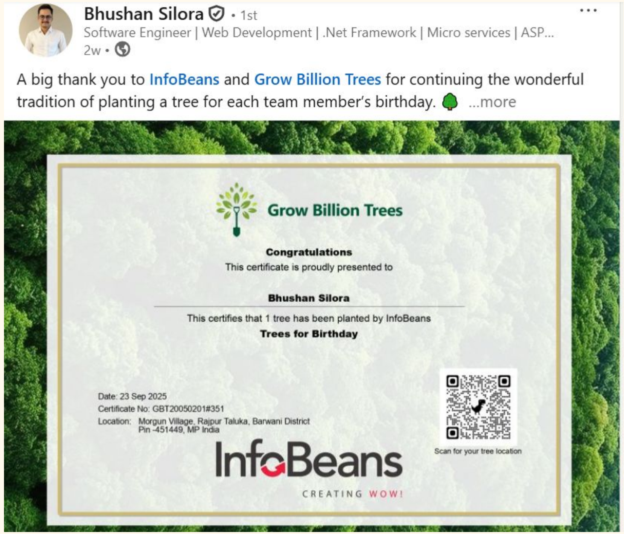
Khushboo Bajaj represented InfoBeans at the Global ServiceNow Partner Ecosystem event in Santa Clara

Harmeet Bhatia attended The AI Conference in San Francisco, engaging with leading AI minds.

A business should benefit humans

Graduation ceremony of first batch @InfoBeans Foundation Pune Campus

Total 54 students got placed in this Quarter



Planted 382 trees on birthdays of our team members this quarter.

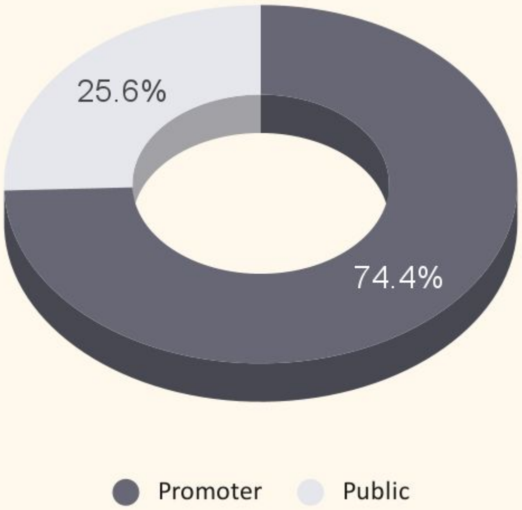
Earned Ecovadis rating

Ecovadis is a global platform that provides business sustainability ratings for companies. Its primary mission is to help companies assess their environmental, social, and ethical performance, and that of their suppliers.

Market Data

Market data as on 30th Sep, 2025

(as on 30th Sep, 2025)



Price data as of 30th Sep, 2025	
Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.39
Trailing 12 months EPS (₹)	26.11
Market Price (₹)	472.35
Market Cap (₹ Crs)	1147.15
Trailing PE	18.09

Thank You!

For queries, please contact
investor.relations@infobeans.ai