InfoBeans
CREATING WOW!

Investors Call
For the quarter ended in Dec, 2025

About InfoBeans

InfoBeans, founded in 2000 and now **1600+** 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.

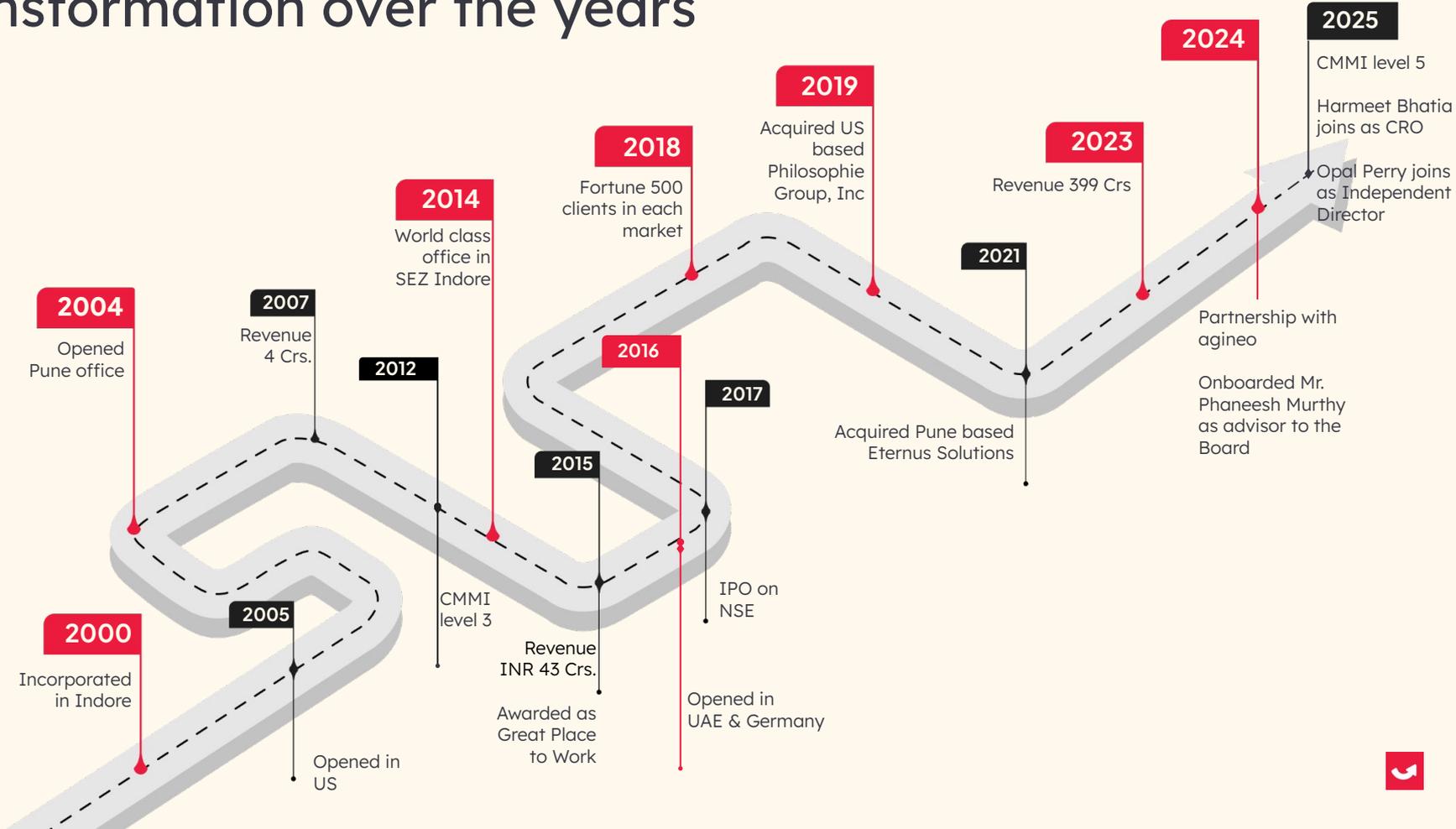Creating WOW! is not just a tagline for us, it's our religion!

Europe

Frankfurt

India

Indore, Pune, Chennai, Bengaluru

USA

Silicon Valley, and New York

Middle East

Dubai

Transformation over the years

2000 — Incorporated in Indore

2004 — Opened Pune office

2005 — Opened in US

2007 — Revenue 4 Crs.

2012 — CMMI level 3

2014 — World class office in SEZ Indore

2015 — Revenue INR 43 Crs. — Awarded as Great Place to Work

2016 — Opened in UAE & Germany

2017 — IPO on NSE

2018 — Fortune 500 clients in each market

2019 — Acquired US based Philosophie Group, Inc

2021 — Acquired Pune based Eternus Solutions

2023 — Revenue 399 Crs

2024 — Partnership with agineo — Onboarded Mr. Phaneesh Murthy as advisor to the Board

2025 — CMMI level 5 — Harmeet Bhatia joins as CRO — Opal Perry joins as Independent Director

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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
9M 2025-26

₹ 392 Cr
Revenue

₹ 104 Cr
EBITDA

₹ 65 Cr
PAT

₹ 319 Cr
Cash & equivalent includes AR of 108 Cr

24%
Revenue CAGR since 2021

Partnerships, awards, and certifications

Microsoft GOLD CERTIFIED Partner

salesforce PARTNER Summit

servicenow PREMIER Partner Consulting & Implementation

agineo

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

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: Oct-Dec 25

(₹ in crores)

	Dec 2025	Dec 2024	YoY Change	Sep 2025	QoQ Change
Revenue	₹ 138	₹ 100	38%	₹ 130	6%
EBITDA	₹ 33	₹ 18	89%	₹ 36	-6%
PAT	₹ 19	₹ 7	173%	₹ 23	-15%

*In USD terms, revenue grew **30%** YoY*

Consolidated Profit & Loss for quarter ended on 31st Dec, 2025

(in ₹ Crore)

Particulars	Quarter Ended		
	Dec 2025	Dec 2024	Sep 2025
Revenue from operations	135	97	125
Other income	3	3	5
Total Revenue	**138**	**100**	**130**
Less: Total Expenditure (excl Dep and Interest cost)	105	82	94
EBITDA	**33**	**18**	**36**
EBITDA Margin#	24%	18%	29%
Less: D&A, Finance cost and Tax	14	11	13
PAT	**19**	**7**	**23**
PAT Margin	14%	7%	17%

Revenue
Rapid expansion across key clients

EBITDA
Optimum team building and utilization helped margin improvement

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Bonus Issuance

To reward shareholders and to inject additional liquidity in the market by enhancing the size of equity

Bonus Ratio is 3:1, offering (3) three equity shares for every one equity share held

Capitalisation of INR 28.87 crores from Securities Premium Account and up to INR 43.85 crores from Retained Earnings

Number of equity shares to increase from 2,42,39,860 to 9,69,59,440 pursuant to the bonus issue

Key Updates

Impact of new labour code

Our basic pay is already 50% plus of the gross remuneration, hence there is no material impact to the company

Our pay structure is being revised to align with the new wages definition

Gratuity liability is unaffected for the current team members

In-hand salaries of team members also remain largely unchanged

Key Updates

Updates on AI

Launched Insane SDD: Our first of many accelerators and product for fast pacing software development with advanced specifications mixed with practical use of AI at the exact right step in the development life cycle

Expona 2.0 with enhancements will be launched next week

BeanTrail Agent launch ready, awaiting approval from Salesforce for deployment on Agent Exchange platform
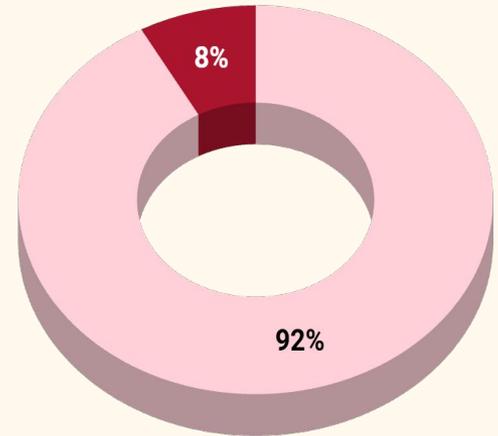
Revenue breakup

By geography
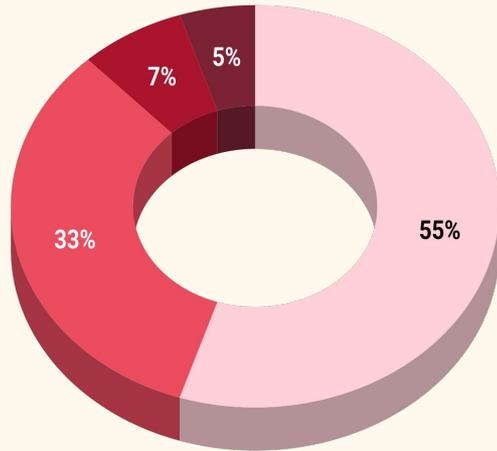
By business

USA

Europe

UAE

India(Inc.

*Based on client HQ

InfoBeans

InfoBeans CloudTech

On the ground

Key Updates

Excellence in Employee Engagement by HRAI Awards 2025

An Exemplar of Inclusion by Avtar

20

Our team represented at Dreamforce, gaining insights in AI-led automation and customer experience

Team represented at Dubai Dreamin', showcasing our AI Readiness Assessment Tool

Avinash joined leaders at NASSCOM Tech Confluence 2025 to discuss partnership-led growth

Launched Creating Wow Podcast- A platform where we delve into inspiring stories.

Creating Wow Podcast- Siddharth talks with Mike Fields, President of Viatech, on building a people-first culture that truly works

The InfoBeans Story @ tal64

by Priyadarshan Banjan

How three friends from Indore built a ₹500 crore by revenue digital transformation company by staying together for 37 Years.

https://www.tal64.com/p/the-infobeans-story

A business should benefit humans

InfoBeans team partnered as Coding Hackathon partner at MU20 Opportunity summit- Asia's biggest high school leadership conference

InfoBeans Foundation conducted the Convocation Ceremony for three ITEP Batches at Vishisht School of Management

Total 27 students got placed in this quarter

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

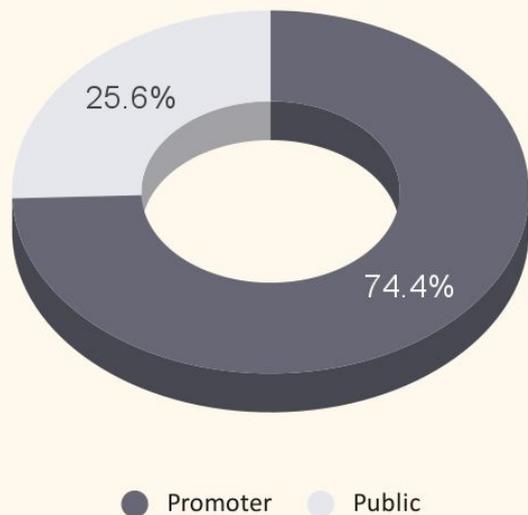Planted 372 trees on birthdays of our team members this quarter.

Market Data

Market data as on 31st Dec, 2025

(as on 31st Dec, 2025)

74.4%

25.6%

● Promoter ● Public

Price data as of 31st Dec, 2025	
Face Value	10.00
Equity Shares Outstanding (Lakhs)	242.39
Trailing 12 months EPS (₹)	32.15
Market Price (₹)	821.7
Market Cap (₹ Crs)	1991.78
Trailing PE	25.6

Thank You!

For queries, please contact
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