



**InfoBeans**

CREATING WOW!

# Investors Call

For the quarter & year ended on 31st March 2026

# About InfoBeans

InfoBeans, founded in 2000 and now **1790+** 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

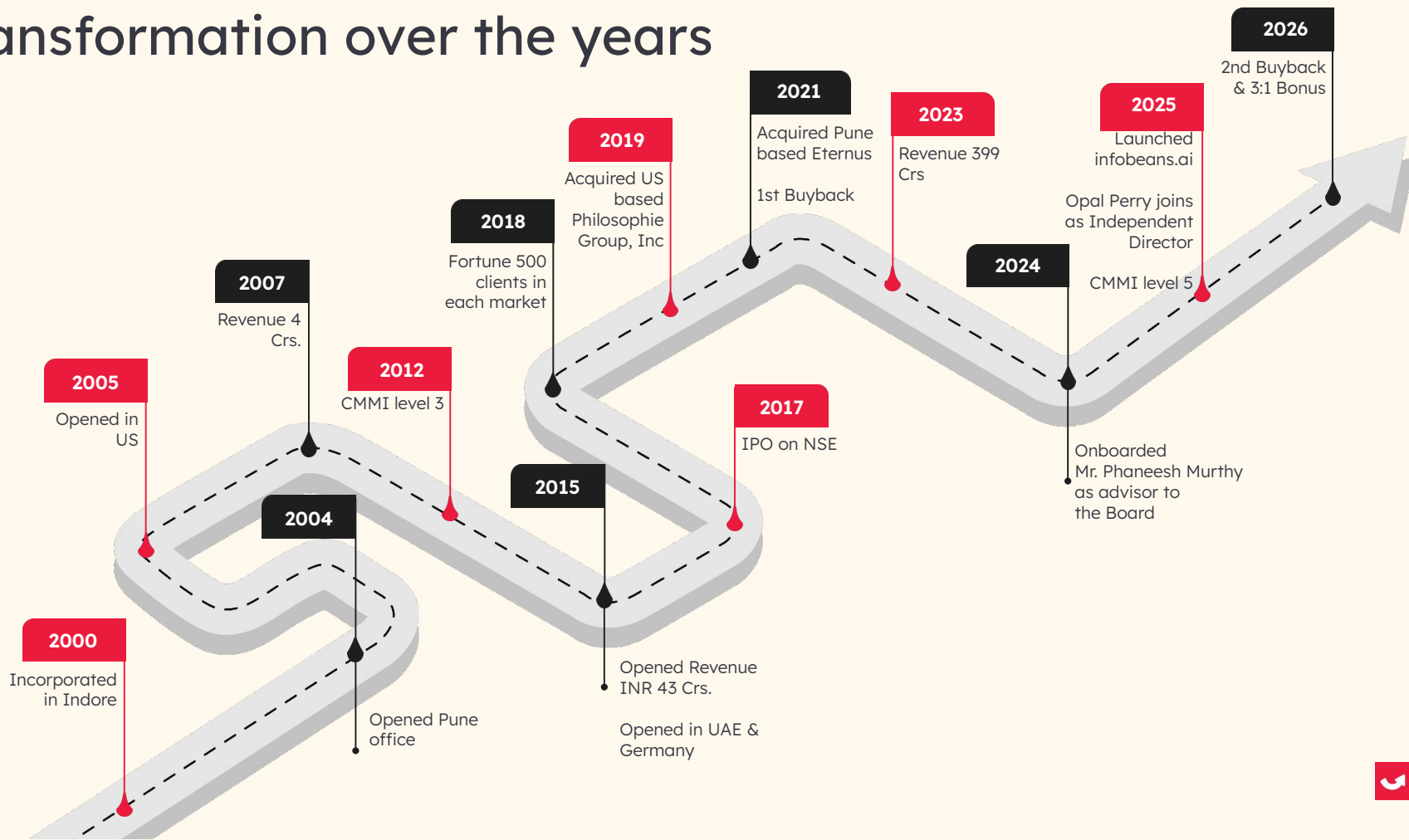


## India

Indore, Pune, Chennai,  
Bengaluru



# Transformation over the years



# InfoBeans at a glance

## Overview

**50**

Large enterprise clients

**94%**

Repeat business

**43%**

Revenue comes from AI-Augmented Software Development

**2**

Successful acquisitions

**2**

Buybacks, in 2021 and 2025

## Financials

2025-26

**₹ 539 Cr**

Revenue

**₹ 138 Cr**

EBITDA

**₹ 87 Cr**

PAT

**₹ 339 Cr**

Cash & cash equivalent includes AR of 108 Cr

**23%**

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.



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# 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

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



#### Ram Lakshmi

VP Client Success Americas

- 31 years in Software Sales
- 16 years with InfoBeans



#### Geetanjali Punjabi

VP, Sales (UAE)

- 24 years in Sales Operations
- 10 years with InfoBeans



#### Manish Malpani

VP, Solutions SDO & Logistics

- 21 years in Project Management
- 16 years with InfoBeans



#### Tarulata Champawat

VP, Solutions (Insurance)

- 26 years in Engineering & Sales
- 21 years with InfoBeans



## Highly Experienced Core Team

### Delivery and People



**Amit Makhija**

- SVP, Engineering and Delivery
- 27 years in Software Dev & Management
  - 19 years with InfoBeans



**Denise Cheung**

- SVP, Digital Transformation
- 27 years in Design & Innovation Services
  - 4 years with InfoBeans



**Rajagopalan Kannan**

- SVP, Digital Transformation
- 26 years in Engineering
  - 23 years with InfoBeans



**Kanupriya Manchanda**

- VP People
- 22 years in People & Development
  - 18 years with InfoBeans



**Arpit Jain**

- VP Design
- 20 years in Software Design & Engineering
  - 20 years with InfoBeans



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# 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

Under NDA

One of the world's largest wireless communications organizations



Full range of 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 presence in 66 countries

**Our large enterprise clients typically stay partnered with us for over 9 years on average. Each year over 90% of our revenue comes from existing clients. This demonstrates the quality of our offerings and the trust we build with our clients.**

# Clients' key metrics

**43%** of the revenue is from AI-Augmented software development

We onboarded **24 clients** this year

|                                       | 2025-26 |
|---------------------------------------|---------|
| Client mix                            |         |
| - Fortune 500                         | 18      |
| - Large Enterprises valued over \$1bn | 32      |
| Clients billed \$1mn - \$10mn         | 11      |
| Top 5 clients revenue share           | 40%     |
| Top 10 clients revenue share          | 57%     |
| % of clients giving repeat business   | 95%     |



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# Financial Update



# Snapshot: Jan-Mar 26

(₹ in crores)

|         | Mar 2026 | Mar 2025 | YoY Change | Dec 2025 | QoQ Change |
|---------|----------|----------|------------|----------|------------|
| Revenue | ₹ 147    | ₹ 107    | 37%        | ₹ 138    | 6.6%       |
| EBITDA  | ₹ 34     | ₹ 23     | 44%        | ₹ 33     | 0.4%       |
| PAT     | ₹ 21     | ₹ 10     | 104%       | ₹ 19     | 11%        |

*In USD terms, revenue grew 27% YoY*



# Q4 FY26- Best quarter in Company History

Q4 Revenue

**₹147 Cr**

+37% vs Q4 FY25

Q4 PAT

**₹21 Cr**

+104% vs Q4 FY25

Q4 EBITDA

**₹34 Cr**

+44% vs Q4 FY25

Q4 PAT Margin

**15%**

+5% vs Q4 FY25

Q4 EBITDA Margin

**23%**

+1% vs Q4 FY25

Sequential Growth

**₹9 Cr**

+6.5% vs Q3 FY26



# Consolidated Profit & Loss for quarter ended on 31st Mar, 2026

| (in ₹ Crore)   | Quarter Ended |            |            |
|--|---------------|------------|------------|
|  | Mar 2026      | Mar 2025   | Dec 2025   |
| <b>Particulars</b>                                   |               |            |            |
| Revenue from operations                              | 142           | 103        | 135        |
| Other income   | 5             | 4          | 3          |
| <b>Total Revenue</b>                                 | <b>147</b>    | <b>107</b> | <b>138</b> |
| Less: Total Expenditure (excl Dep and Interest cost) | 114           | 84         | 105        |
| <b>EBITDA</b>  | <b>33</b>     | <b>23</b>  | <b>33</b>  |
| EBITDA Margin#                                       | 22%           | 21%        | 24%        |
| Less: D&A, Finance cost and Tax                      | 12            | 13         | 14         |
| <b>PAT</b>   | <b>21</b>     | <b>10</b>  | <b>19</b>  |
| PAT Margin   | 15%           | 9%         | 14%        |

## Revenue

Our revenue growth is largely organic, driven by expansion in existing clients. Further aided by new, high-quality accounts

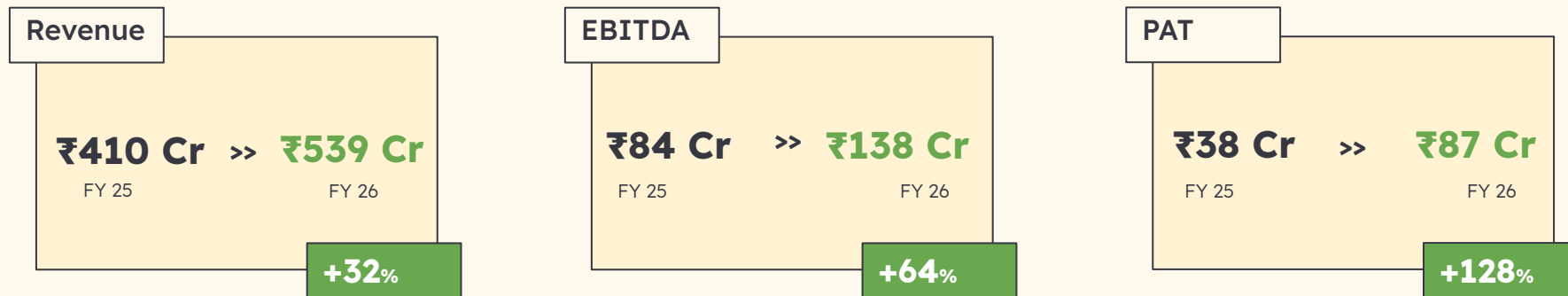
## EBITDA

Revenue growth has been driven by stronger demand, while costs have remained largely stable through improved resource utilization. This operational efficiency has resulted in margin expansion.



# Snapshot: Financial year 2025-26

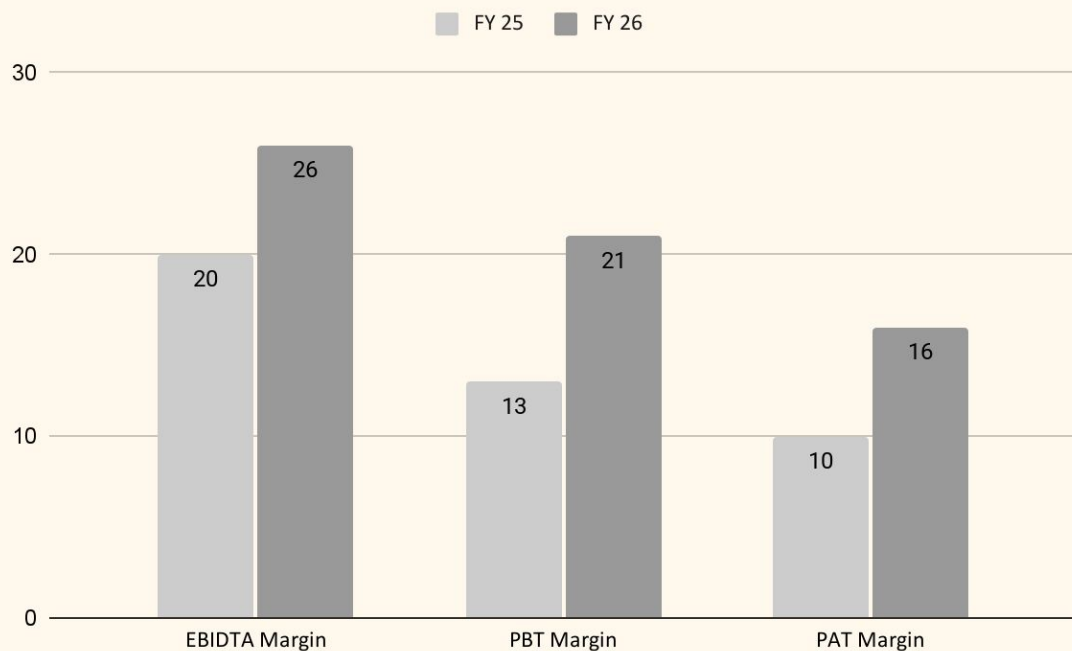
All round growth: A breakout year



*In USD terms, revenue grew 24% YoY*



# Margin Expansion: Quality of Earnings



EBITDA Margin

20.4% >> 25.6% **+5.2%**

PBT Margin

13.2% >> 20.9% **+7.7%**

PAT Margin

9.6% >> 16.1% **+6.5%**



## Audited Consolidated Profit &amp; Loss for the year ended in March 2026

| (in ₹ Crore)  | Year Ended |            |
|---|------------|------------|
|   | Mar 2026   | Mar 2025   |
| <b>Particulars</b>                                    |            |            |
| Revenue from operations                               | 514        | 395        |
| Other income  | 25         | 15         |
| <b>Total Revenue</b>                                  | <b>539</b> | <b>410</b> |
| Less : Total Expenditure (excl Dep and Interest cost) | 401        | 326        |
| <b>EBITDA</b>   | <b>138</b> | <b>84</b>  |
| EBITDA Margin   | 26%        | 20%        |
| Less : D&A, Finance cost and Tax                      | 51         | 45         |
| <b>PAT</b>  | <b>87</b>  | <b>38</b>  |
| PAT Margin  | 16%        | 9%         |

**Other Income**

This has Employee Retention Credit of 6.5Cr granted by US Government

**EBITDA**

Improved on back of better resource utilisation and strong focus on key service offerings

**PAT**

Lesser effective tax rate as profit in the US firm is set off against carry forward losses



## Audited Consolidated Balance Sheet as on 31st Mar, 2026

| (in ₹ Crore)                          | Period Ended |            |
|---------------------------------------|--------------|------------|
|                                       | Mar 2026     | Mar 2025   |
| <b>Particulars</b>                    |              |            |
| <u>Assets</u>                         |              |            |
| Non current                           | 144          | 147        |
| Current Assets                        | 345          | 265        |
| <b>Total Assets</b>                   | <b>489</b>   | <b>412</b> |
| <u>Equities &amp; Liabilities</u>     |              |            |
| Total Equity                          | 413          | 332        |
| Non Current Liabilities               | 42           | 46         |
| Current Liabilities                   | 34           | 34         |
| <b>Total Equity &amp; Liabilities</b> | <b>489</b>   | <b>412</b> |

**Non Current Assets**

Amortization of intangibles (24) Cr  
 Unwinding of MAT DTA (5) Cr  
 Increase in Intangible assets + 7 Cr  
 Additions to tangible assets + 5 Cr  
 Addition to ROU + 5 Cr [Incl advance to MPSEDC]  
 Reclassification of Fixed deposits from current assets to non-current asstes + 8 Cr

**Current Assets**

Investments in MFs and Bonds + 51 Cr  
 Increase in Trade receivables + 22 Cr  
 Increase in cash equivalents + 12 Cr  
 Reclassification of Fixed deposits from current assets to non-current asstes (8) Cr

**Equity and Liabilities**

Increase in profit +91 Cr  
 Dividend paid (2) Cr  
 Buyback of shares (10) Cr

**Non current liabilities**

Addition to lease liabilities +3 cr  
 Unwinding of lease liabilities & DTL (7) Cr  
 Increase in trade payables +2 cr  
 Decrease in advance revenue (2) Cr



## Dividend for Fiscal 2026

To reward shareholders, the board approved an annual dividend of INR 1 per share.

Last year's dividend, adjusted for Bonus, was INR 0.25.

This year's proposed dividend is INR 1 per share, consisting of:

- INR 0.50 as a normal dividend
- INR 0.50 as a special dividend owing to excellent growth

On a paid-up equity of 9.7 Crore shares, this will amount to an outgo of INR 9.7 Crores.

This represents 11% of the Profit After Tax for fiscal 2026.



## Stock Options allotment under InfoBeans Partner Program



To consider and approve the allotment of total 15,400 shares to 2 members who received stock options in 2021 batch

Total number of Options granted till now is 8,30,060 for 175 members in 9 years under 2 schemes

Exercise price is INR 10 per stock



## Launching Today - AI

**Launching InsaneSDD 2.0** - We are expanding InsaneSDD to a ready to use web interface that enables customers to go from an idea to enterprise-grade code using AI-native SDD. Up to 10x speed in building software with zero handovers, built-in spec, design, agile code generation, QA and deployment connectors. Intended to be the new way we will develop software and deliver outcomes for our customers. Sales team can showcase this as a lead gen tool. Try it at <https://insanesdd.ai>



# One more launch today - AI

**Launching InfoBeans RAI** - AI agents engineer new software, the final AI-generated output is missing one critical thing - Trust.

Businesses need to trust the output is reliable.

Businesses need to trust the outcome is assured.

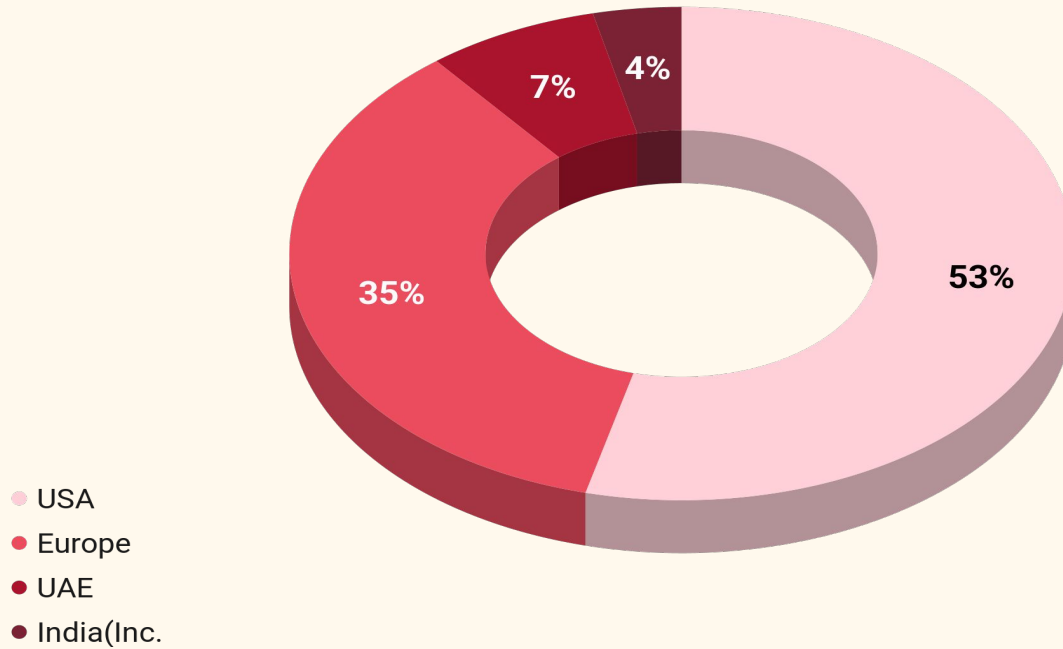
Reliability & Assurance Intelligence AI Agent, built on Services-as-Software (SaS) paradigm, is targeted to be the **“trust layer”** for enterprise software testing and deployment. It has built-in ability to be called directly from an LLM such as Claude through MCP.

Use cases already validated in financial services. Now exploring potential use cases in logistics industry. Check out details at: <https://infobeans.ai/rai>



# Revenue breakup

Geography wise Revenue



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On the ground





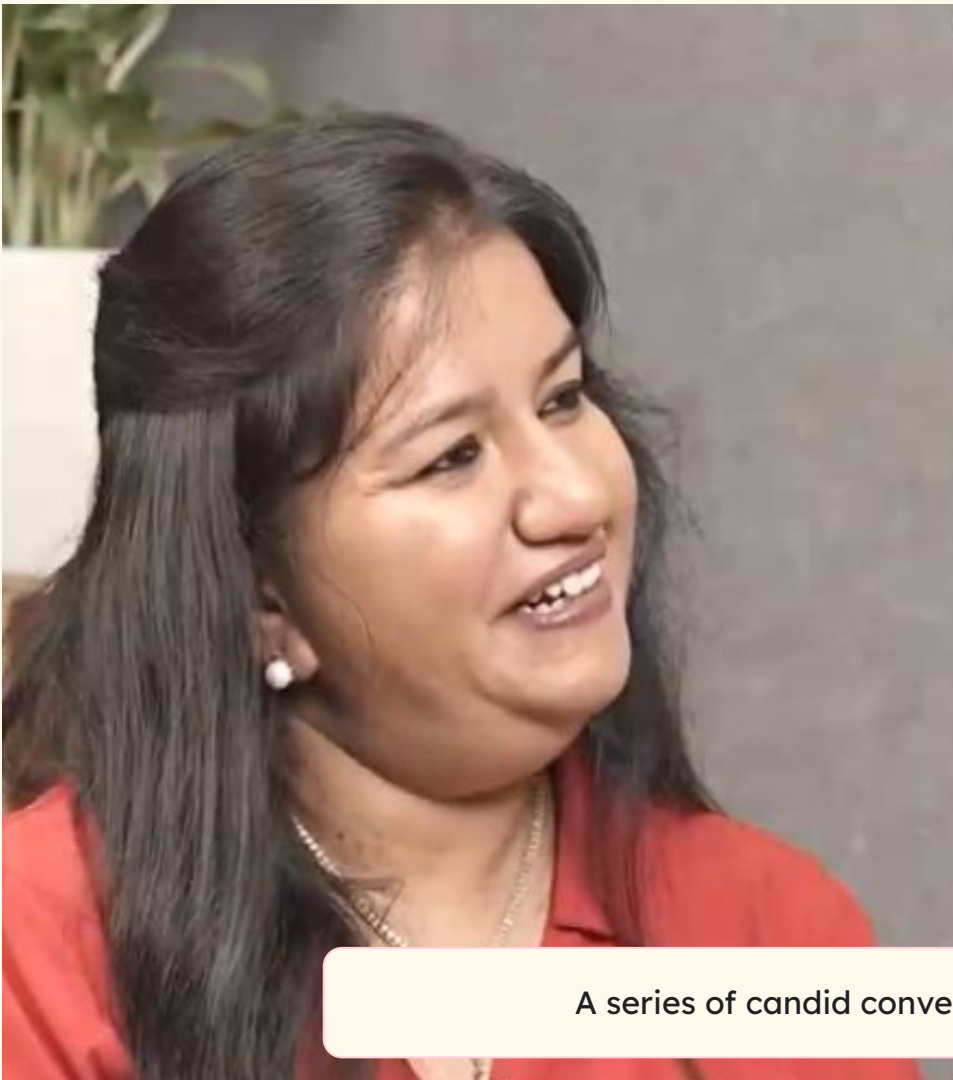
Denise Cheung attended the AI Builders Summit for Healthcare, exploring clinical-grade AI solutions





Team attended the ServiceNow AI Summit in Bengaluru, exploring AI-driven enterprise innovations





A series of candid conversations on life at InfoBeans

InfoBeans  
CREATING



Indore से

Global Map तक

Podcast with leaders who have spent three decades building world-class companies from Indore



Felicitation of the 23 team members of Shakti Batch 2, celebrating their growth and achievements on Women's Day



## Key Awards



10th successive win powered by our great people



Transformation Partner Award APAC by ServiceNow



# Key Awards



Dream Companies to Work for by  
World HRD Congress



Excellence in Employee Engagement  
by HRAI



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A business should benefit  
humans





## CSR Impact highlights

In this quarter 36 students got placed

3 MoUs has been signed with Colleges

A free preparatory training has been initiated in association with CDGI for ITEP admission

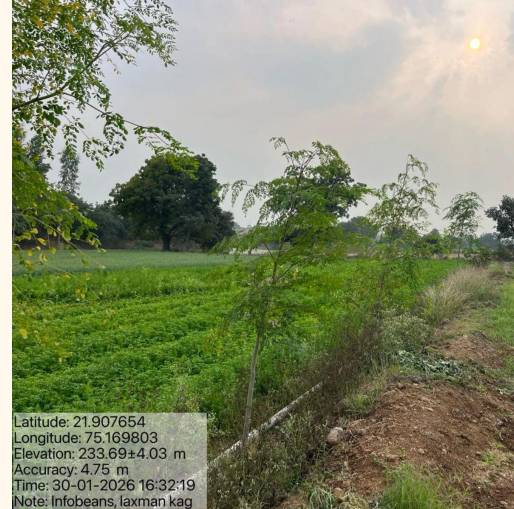




On your special day, we've sown a living legacy  
in your honor - a thriving tree that echoes the  
growth, values, and positive impact you bring.

Here's to celebrating you, not just today,  
but for years to come!

**Warm wishes,  
InfoBeans**



Planted 417 trees on birthdays of our team members this quarter.



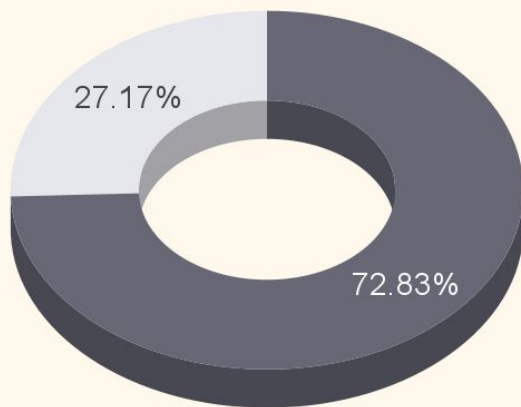
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# Market Data



# Market data as on 31st Mar, 2026

(as on 31st Mar, 2026)



● Promoter ● Public

## Price data as of 31st Mar, 2026

|                                   |         |
|-----------------------------------|---------|
| Face Value                        | 10.00   |
| Equity Shares Outstanding (Lakhs) | 969.59  |
| Trailing 12 months EPS (₹)        | 6.91    |
| Market Price (₹)                  | 123.74  |
| Market Cap (₹ Crs)                | 1199.77 |
| Trailing PE                       | 17.9    |



# Thank You!

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