

InfoBeans

CREATING WOW!

Investors Call

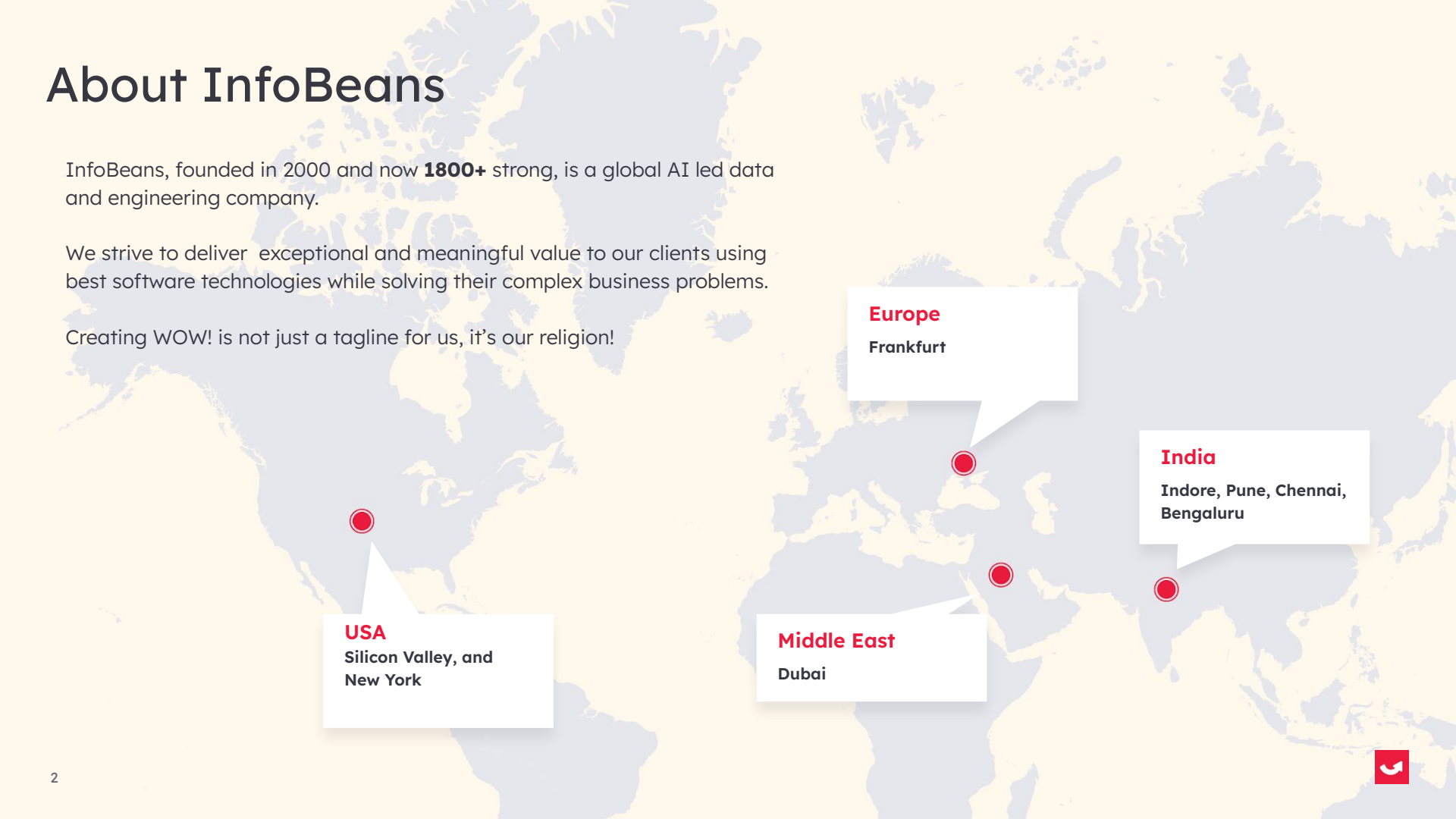
For the quarter ended on 30th Sep 2026

About InfoBeans

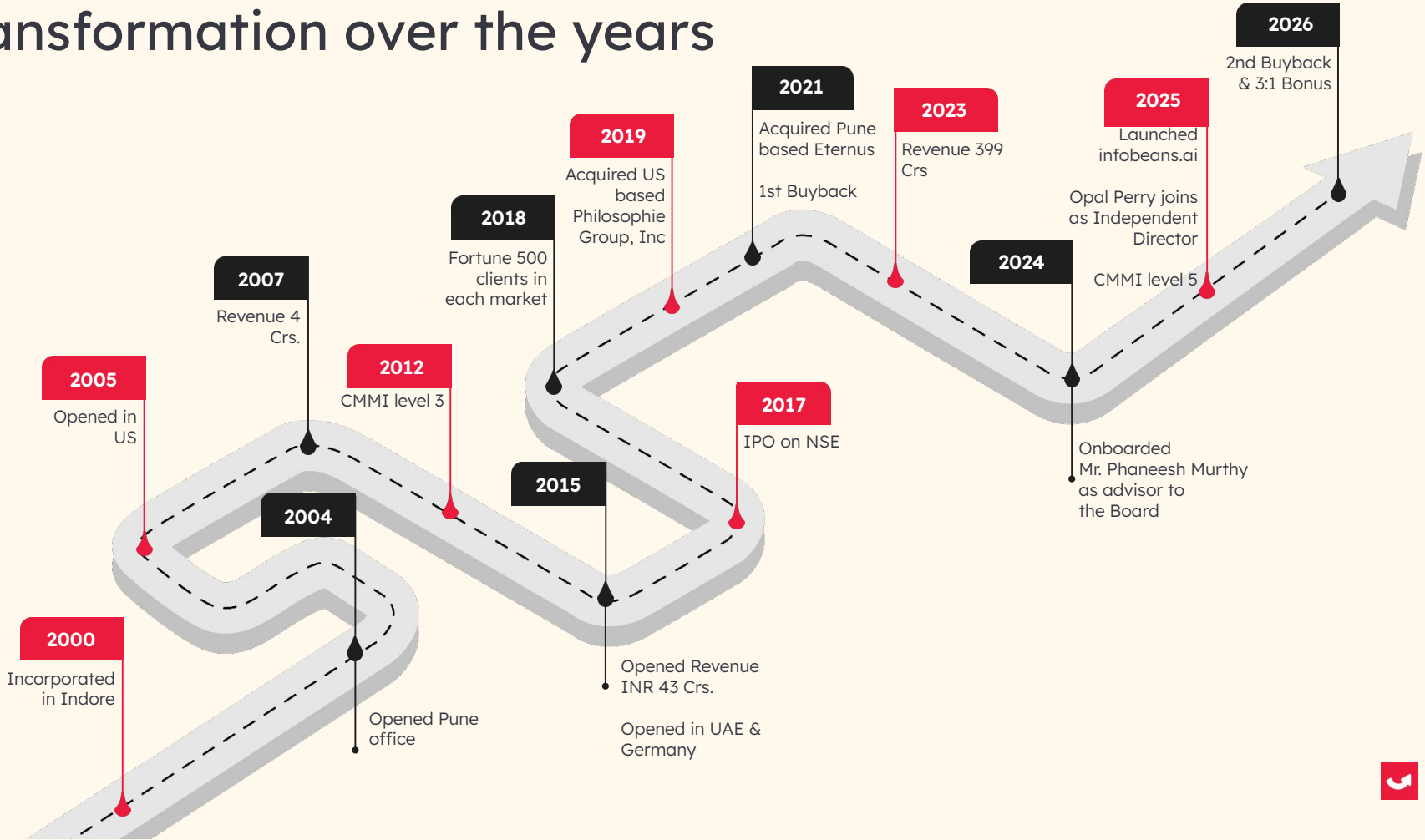
InfoBeans, founded in 2000 and now **1800+** strong, is a global AI led data and engineering company.

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

50
Large enterprise clients

94%
Come back with more work

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

₹ 387 Cr
Cash & cash equivalent includes AR of 143 Cr (H1 FY27)

23%
Revenue CAGR since 2021

Partnerships, awards, and certifications

Summit

InfoBeans Global Service offerings

AI-led Engineering and platform modernization

Agentic implementations in enterprise setups

Registered Partner with Claude Partner Network

Agentforce implementations

Salesforce brown-field implementation for AI-enablement

NowAssist and ServiceNow AI Tower for HRSD and CSM global rollouts



AI accelerators 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

Management Team

Highly Experienced Core Team

Engineering 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

Management Team

Highly Experienced Core Team

Sales and Client Success



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

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 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

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 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.

Financial Update

Q2 FY27 Snapshot

(₹ in crores)	Sep 2026	Sep 2025	YoY Change	Jun 2026	QoQ Change
Revenue	**₹ 165.8**	₹ 129.7	**28%**	₹ 156.8	**6%**
EBITDA	**₹ 40.5**	₹ 35.6	**14%**	₹ 35.4	**14%**
PAT	**₹ 26.3**	₹ 22.6	**16%**	₹ 21.6	**21%**

In USD terms, revenue grew **22%** *YoY*

H1 FY27 Snapshot

(₹ in crores)	Sep 2026	Sep 2025*	YoY Change
Revenue	**₹ 322.6**	₹ 247.3	**30%**
EBITDA	**₹ 75.9**	₹ 64.6	**18%**
PAT	**₹ 47.9**	₹ 39.4	**22%**

In USD terms, revenue grew ***22%*** *YoY*

** For comparison, the exceptional Employee Retention Credit of ₹6.3 crores has been excluded*

Q2 FY27 Sustained Growth Momentum

Q2 Revenue

₹165.8 Cr

+28% vs Q2 FY26

Q2 PAT

₹26.3 Cr

+16% vs Q2 FY26

Q1 EBITDA

₹ 40.5 Cr

+14% vs Q2 FY26

Sequential Growth

₹9 Cr

+6% vs Q1 FY27

Q2 PAT Margin

16%

-1% vs Q2 FY26

Q2 EBITDA Margin

24%

-3% vs Q2 FY26

*Seven quarters of sequential operating revenue growth of over **6%***

Consolidated Profit & Loss for quarter ended on 30th Sep 2026

(in ₹ Crore)

Particulars	Quarter Ended Sep 2026	Sep 2025	Jun 2026
Revenue from operations	163	125	153
Other income	3	5	4
Total Revenue	**166**	**130**	**157**
Less: Total Expenditure (excl Dep and Interest)	125	94	122
EBITDA	**41**	**36**	**35**
EBITDA Margin	24%	27%	23%
Less: D&A, Finance cost and Tax	15	13	13
PAT	**26**	**23**	**22**
PAT Margin	16%	17%	14%

Revenue
Growth in key clients across markets
Other income reduction is a notional loss due to recent interest rate hike by RBI

EBITDA
24% is the target steady state margin

Investments in building AI and Sales capabilities continues

Consolidated Balance Sheet as on 30th Sep, 2026

(in ₹ Crore)	Period Ended	
Particulars	**Sep 2026**	**Mar 2026**
Assets		
Non current	127	144
Current Assets	405	345
Total Assets	**532**	**489**
Equities & Liabilities		
Total Equity	453	414
Non Current Liabilities	36	41
Current Liabilities	43	34
Total Equity & Liabilities	**532**	**489**

Non Current Assets
- Amortization of intangibles - 13 Cr
- Unwinding of MAT DTA - 1 Cr
- Increase in Intangible assets - 2 Cr
- Reclassification of FDR to Current Assets - 8 Cr
- Addition in Infra assets - 3 Cr

Current Assets
- Redemption of Treasury - 4 Cr
- Increase in Trade receivables - 36 Cr
- Increase in cash equivalents - 22 Cr
- Reclassification of FDR to Current Assets - 8 Cr

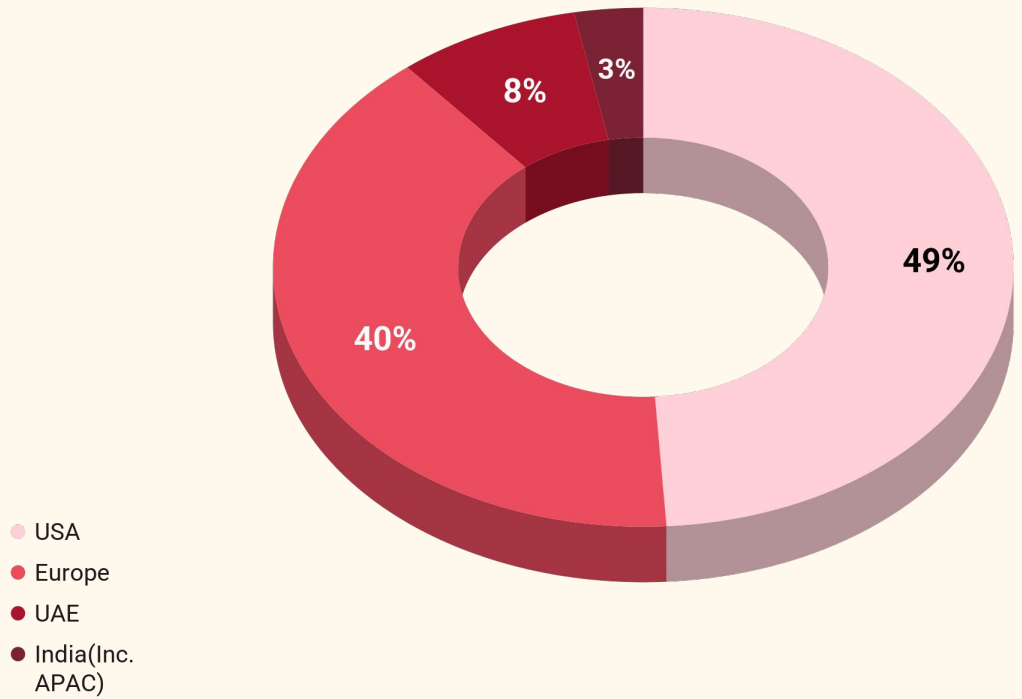
Equity and Liabilities
- Increase in profit - 49 Cr
- Dividend paid - 10 Cr

Non current liabilities
- Unwinding of Lease liabilities & DTL - 5 Cr

Current liabilities
- Increase in Trade payables -5 Cr
- Reduction in statutory dues - 4 Cr

Revenue breakup

Geography wise Revenue



*Based on client HQ

On the ground

AI updates – Claude Select Partner Tier

Select
Services Partner
Claude Partner Network

Claude Partner Network

ISO/IEC 42001 Certified

Engineering the Agentic Enterprise

Deploying AI agents inside enterprise systems with governance & cost discipline.

Global Practice: Building with Claude across US, Europe, Middle East & India.
Target Sectors: BFSI, Storage & Virtualization.

Proprietary AI Engineering Products

RAI: MCP-based software reliability and validation layer for AI outputs.

EWSH: Early warning signals for large-scale commercial lending risks in BFSI.

RDE: Rules Discovery for large data sets in BFSI

Insane SDD 2.0: Spec-driven framework converting requirements to code faster.

Expona 2.0: AI agent answering real-time from public & internal knowledge.

Recognitions & Accolades





Asia's Best Employer Brand for the 10th time by the World HRD Congress



ESG

Awarded the EcoVadis Bronze Medal for sustainability

Ranking in the top 35% globally across Environment, Labor & Human Rights, Ethics, and Procurement.

A business should benefit humans



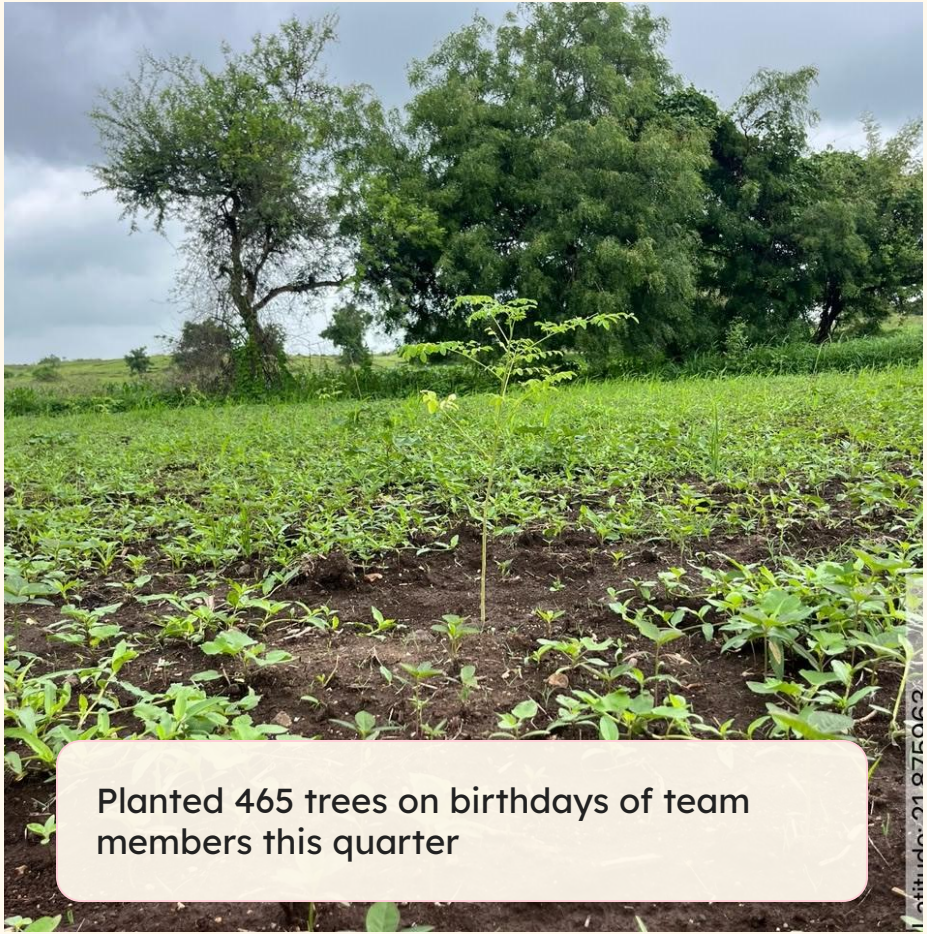
53 students graduated in the last quarter, 36 were successfully placed in Software companies

Launched 2 new batches (Indore & Pune); 5 active batches total

Signed strategic MoU with MIT Ujjain for the ITEP program



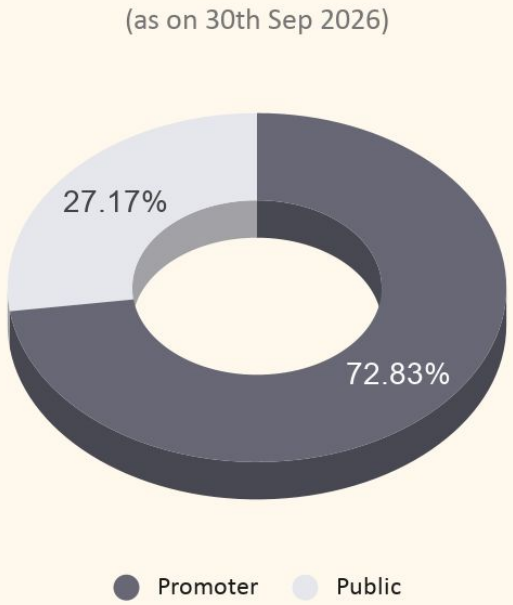
Van Mahotsav plantation drive contributed to a greener and more sustainable environment



Planted 465 trees on birthdays of team members this quarter

Market Data

Market data as on 30th Sep, 2026



Price data as of 30th Sep, 2026	
Face Value	10.00
Equity Shares Outstanding (Lakhs)	969.59
Trailing 12 months EPS (₹)	9.14
Market Price (₹)	143.50
Market Cap (₹ Crs)	1391.58
Trailing PE	15.70

Thank You!

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