

Ref: INF/NSE/2024-25/17

Date: May 22, 2024

To,
The Manager - Listing Compliance Department,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400 051,
Maharashtra, India

SCRIP SYMBOL: INFOLLION, ISIN: INE0NNZ01013

Sub: Investor Presentation pursuant to Reg 30 of the SEBI (LODR) Regulations, 2015

Respected Sir/Madam,

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, we are enclosing herewith the Investor Presentation of the Company.

The above information is also available at the Company's website at <https://investors.infollion.com/investor-presentation>.

We request you to kindly take the above information on record.

Thanking you,

For Infollion Research Services Limited

MADHUMITA
PRAMANIK

Digitally signed by MADHUMITA
PRAMANIK
Date: 2024.05.22 14:21:07 +05'30'

Madhumita Pramanik
Company Secretary and Compliance Officer
M. No. 35693

INDIA'S LARGEST & MOST COMPREHENSIVE EXPERT NETWORK



INVESTOR PRESENTATION
MAY 2024



400+
Projects / Month



200+
Global Clients



79K+
Subject Matter
Experts



150+
Team



50+
Sector research
expertise



100%
Invitation
based
empanelment



Zero
Debt Company



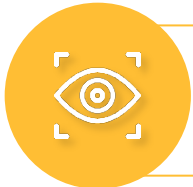
FY24
Revenue INR 518 Mn
EBITDA Margin 19.59%
PAT Margin 16.56%



FY24
ROE 20.7%
ROCE 24.5%



3 Year CAGR
Revenue 47.98%
EBITDA 56.98%
PAT 60.38%



Vision

To become the largest paymaster of senior management talent in every geography we operate.

Mission

To revolutionize the way businesses access expertise by providing a seamless tech - platform enabling unparalleled insights.



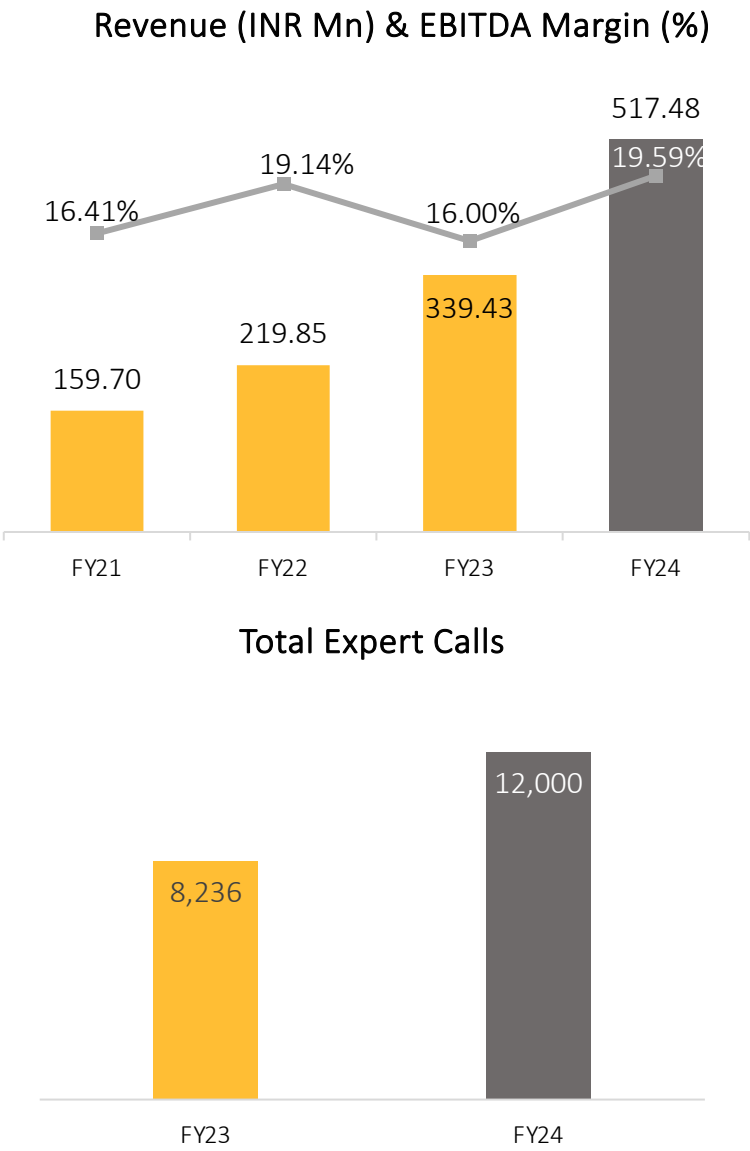


COMPANY OVERVIEW

Company Overview



- Established in 2009, Infollion Research Services Limited operates as a hub for expert professionals within the B2B Human cloud segment of the gig economy
- On June 8, 2023, the company made its debut on the NSE
- Leveraging a proprietary technological framework and robust research capabilities, the company connects clients with subject matter experts
- Positioned in the premium tier of the gig economy, Infollion facilitates contingent hiring, temporary workforce management, SOW employee contracting, and independent consultations
- It empowers businesses by facilitating knowledge sharing sessions and offering flexible staffing solutions, allowing them to extract actionable insights from seasoned professionals
- Emphasizing the significance of its employees as invaluable assets, Infollion is dedicated to fostering their growth and development
- Operating as a dynamic platform, it grants clients on-demand access to a pool of experienced professionals and subject matter experts, catering to a diverse clientele including global management consulting firms, private equity funds, hedge funds, and corporations
- Meticulously screened & vetted experts scouted from the biggest brands across the globe with average experience of more than 25 years



Board Of Directors



Mr. Gaurav Munjal
Managing Director



B Tech, IIT Bombay
M Tech, IIT Bombay



15
years

He is a successful first-generation entrepreneur with expertise in both technology and business. He has led multiple ventures in research and flexi-staffing, and has over 15 years of experience in Indian and international markets. Under his leadership, the company has grown to over 100 employees serving clients globally. Gaurav continues to guide and mentor the team members of the company.



Ms. Aayara Shaheer
Non Executive Director



B Sc, Delhi University
PGDM, T. A. Pai
Management Institute,
Manipal, Karnataka



12
years

She holds a Bachelor's of Science degree from Delhi University. She also holds Post Graduate Diploma in Management from T. A. Pai Management Institute, Manipal, Karnataka. She has worked with Morgan Stanley India Financial Services Private Limited New Delhi as an Associate in the International Wealth Management Division, with Ask Wealth Advisors as a Vice President and with Systematix Shares and Stocks (India) Limited as a Vice President of Wealth Management Department. She has an experience of more than 12 years.



Mr. Munish Bansal
Non-Executive Director



B Tech,
IIT Kharagpur



13
years

He has completed his Bachelor's of Technology (Honours) in Electronics and Electrical Communication Engineering from Indian Institute of Technology Kharagpur. He has an experience of more than 13 years. He is the founder of Simplifii Labs Private Limited, a Company provides a versatile Cloud Application Platform. He joined our Company in 2022.



Mr. Piyush Peshwani
Independent Director



B Tech,
IIT Bombay



14
years

He has completed his Bachelor's of Technology and Master of Technology from Indian Institute of Technology, Bombay. He worked as a Software Engineer in CA (India) Technologies Private Limited and as a Manager-Business Development in Value Momentum Software Services Private Limited. He has the experience of 14 years. He is the co-founder and CEO at OnGrid and eLockr, India's leading trust platforms for background checks and verifications, instant KYC and onboarding APIs, and digital ex-employee credentials, serving over 2000+ organizations for their trust and accountability needs, and having completed over 100 million verifications. He joined our Company in 2022.



Mr. Ravi Kumar
Independent Director



B Tech,
IIT Bombay



17 years

He has completed his Bachelor of Technology from the Indian Institute of Technology (IIT), Bombay. Mr. Kumar, a manifestation of Persistence and Passion, is the Co-Founder and Chief Executive Officer of Cubastion Consulting Private Limited and has more than seventeen (17) years of vast experience in the field of business development, strategic directions, IT, and heads Consulting. He helps brands to foster relationships with Customers and Business Associates using Technology Solutions.

Key Management Personnel



Ms. Ritika Naithani
CHRO



Post Graduate
IMT, Ghaziabad



14 years



Mr. Varun Khandelwal
Vice President, Research



Post Graduate
BIT, Mesra



13 years



Abhay Sangal
Vice President, Operations



Post Graduate IMI,
New Delhi



10 years



Ms. Garima Pathak
Assistant Vice President



Graduate Delhi
University



10 years



Mr. Abhishek Jha
Chief Financial Officer



Chartered Accountant



4 years



Ms. Madhumita Pramanik
Company Secretary &
Compliance Officer



Company Secretary



4 years

Ritika, an accomplished Human Resource specialist, brings extensive proficiency in talent acquisition, employee engagement, compensation analysis, HR reporting, grievance handling, training & development, and employee induction & orientation. With prior tenures at Infosys, Hindustan Times, and Archetype (formerly Text100), she transitioned to her current role five years ago. Ritika consistently contributes stably to the organization's overarching growth strategy.

Varun, a seasoned research professional, specializes in market research and analysis, new product development, change management, data quality management, and mentoring and training. With past roles at Standard & Poor's Global Market Intelligence (Capital IQ) and Campus Gully, he now leads the Research & Expert Engagement team at the company. Additionally, Varun contributes to marketing efforts, develops new client solutions, and drives various business initiatives.

With a wealth of experience in Operations & Delivery, he excels in overseeing operations control centers, client servicing, and team and project management. Having held positions at HDFC Bank and ICICI Securities, he brings over 7 years of expertise to his current role. He leads both the global operations division and the client delivery team, spearheading the expansion of the company's presence in MENA & Americas.

A seasoned sales professional, she brings extensive expertise in marketing, inside sales, client servicing, and project management. With over 7 years of tenure at the current company, she currently leads both the sales team and the Private Equity servicing team. Her responsibilities include nurturing and strengthening client relationships, particularly with management consulting firms.

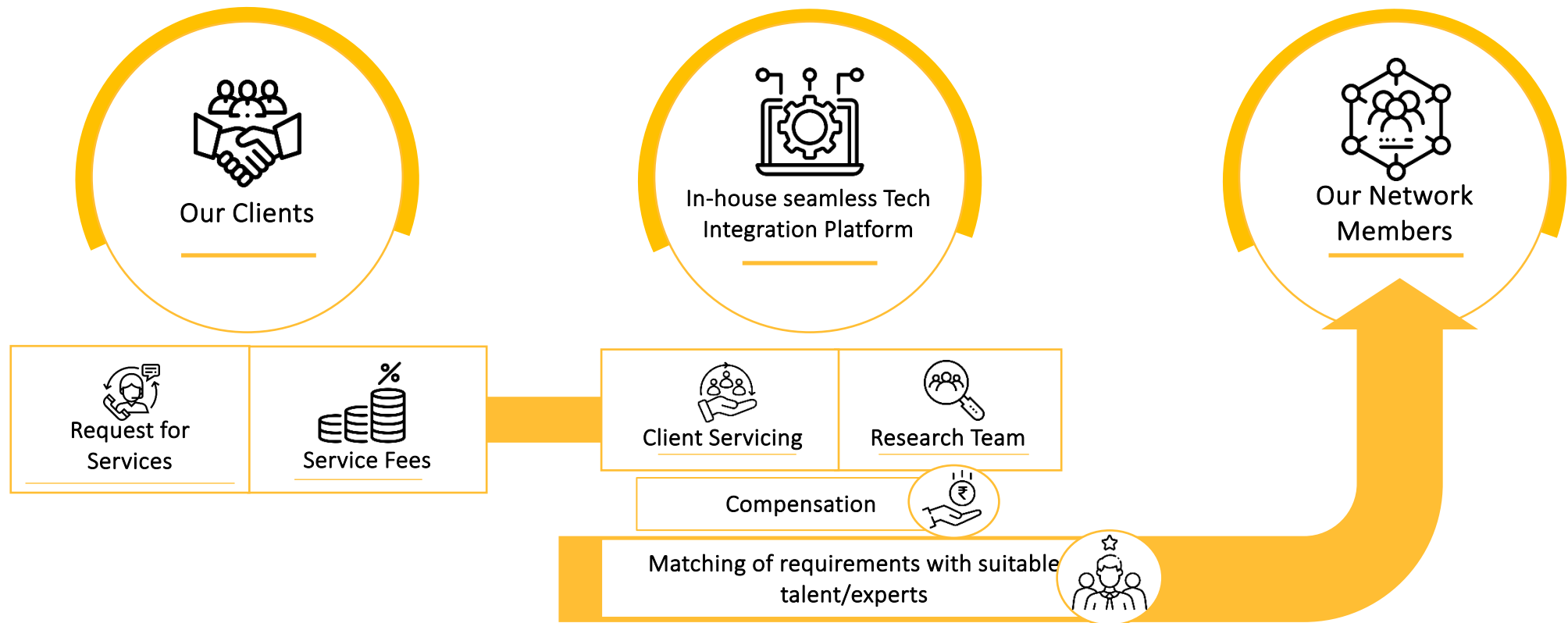
He holds a Bachelor's degree in Commerce from Indira Gandhi National Open University. He is an associate member of the Institute of Chartered Accountants of India. He has more than 4 years of experience. He joined the Company in August 2021 as Finance Head and has been designated as Chief Financial Officer with effect from October, 2022. He is the Head of Finance and Accounts Department of the Company.

She holds a Bachelor's degree in Commerce from University of North Bengal and Master's Degree in Commerce from University of Calcutta. She is an associate member of the Institute of Company Secretaries of India. She has more than 4 years of experience. She has been associated with since September 2022 and has been designated as Company Secretary & Compliance Officer with effect from October, 2022. She is responsible for Statutory & Regulatory compliance of the Company.

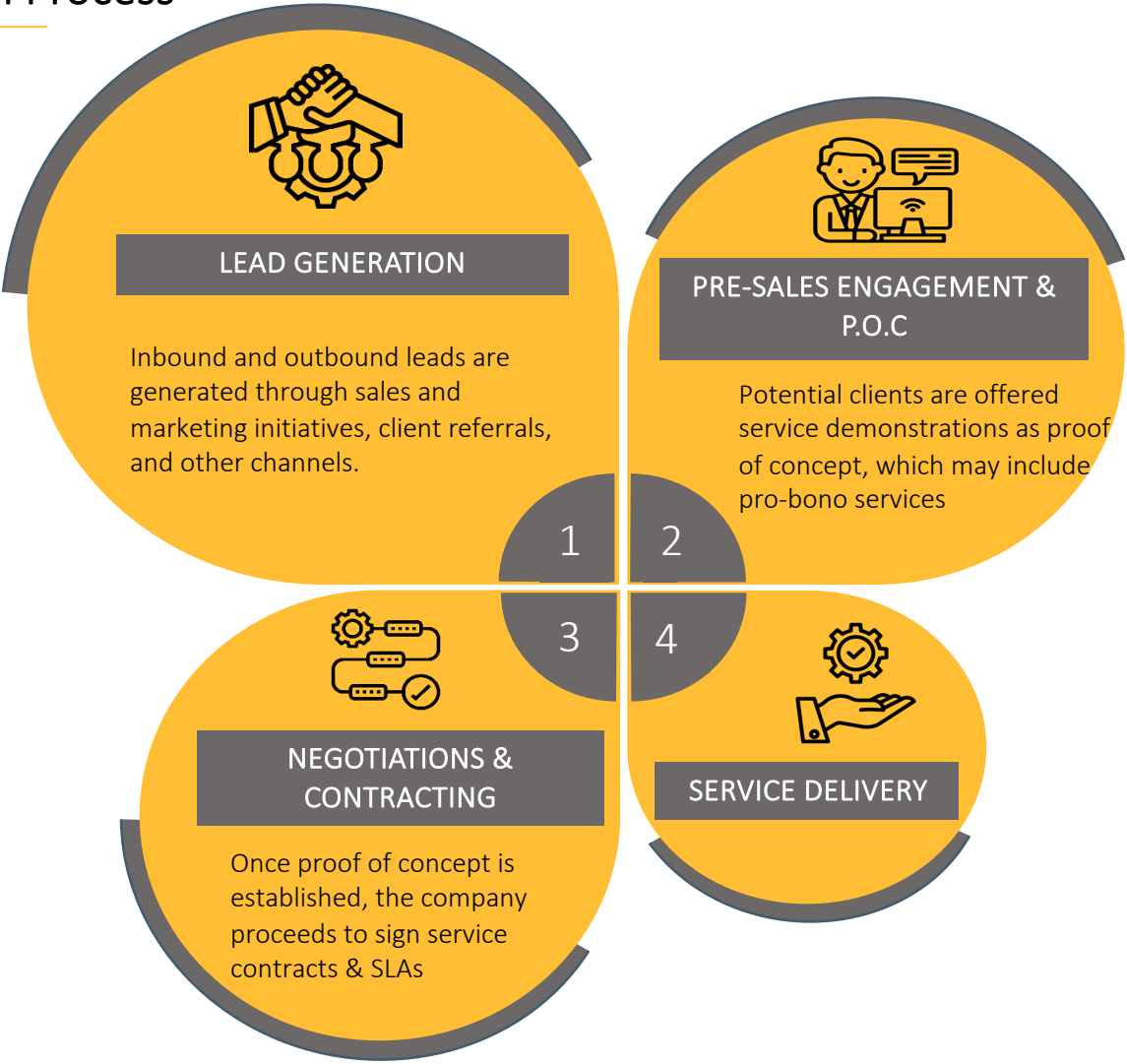
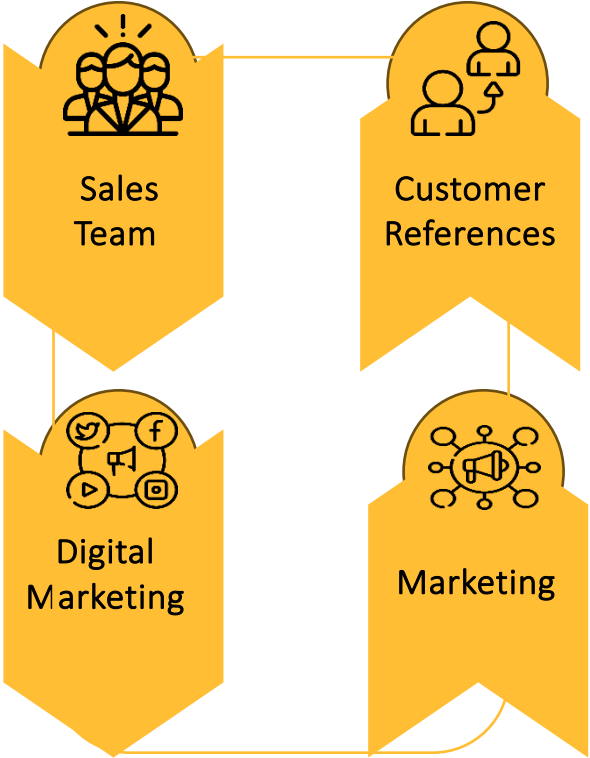


BUSINESS OVERVIEW

Efficiently leveraging proprietary technology to connect clients with curated talent, while ensuring compliance and scalability in the ever-growing gig ecosystem, is a key focus for the company



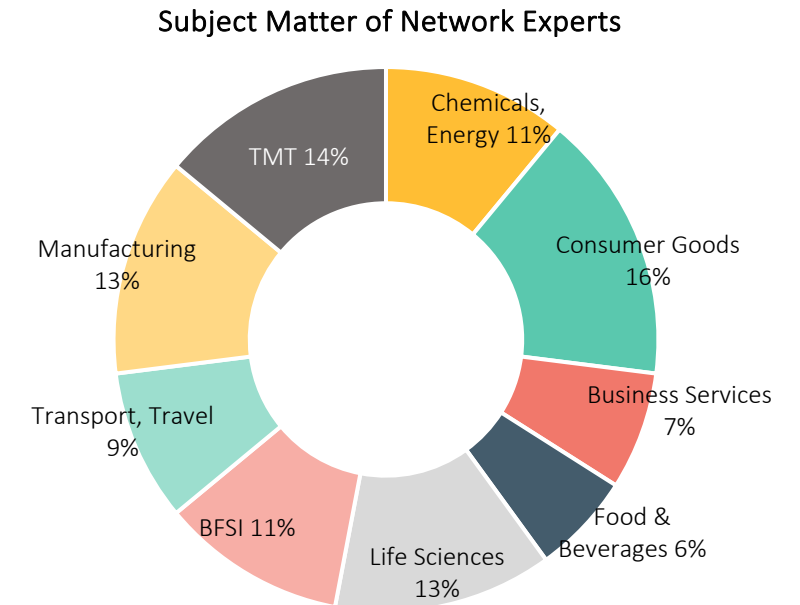
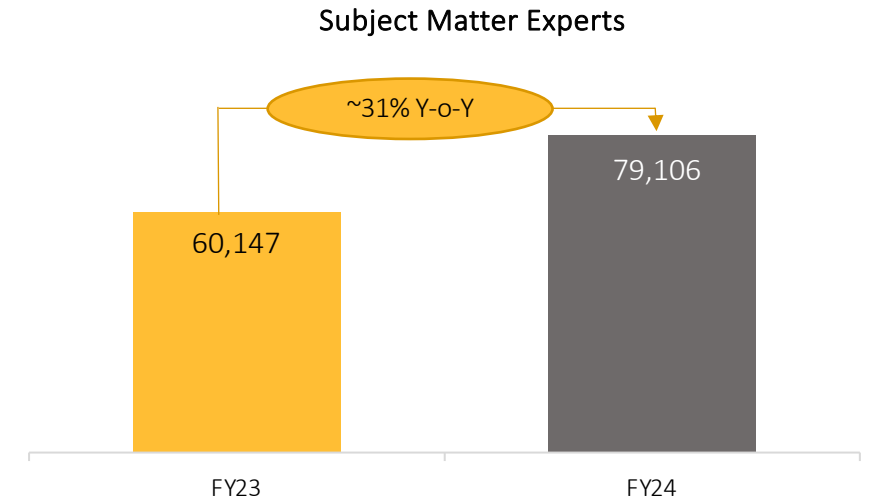
New Client Acquisition Process



Building strong brands and Customer Relationships through Strategic Sales, Marketing, and Digital Initiatives

Subject Matter Experts

- The company serves as a premier hub for over 79K expert professionals, positioning itself as a top-tier premium services provider
- Experience lies in client servicing and adeptly matching client needs with suitable experts, ensuring profitable engagements over time
- With a diverse pool of pre-vetted experts, the company tailors client acquisition strategies to meet different needs, ensuring prompt delivery of services across various sectors
- As India's leading expert network, it spans all sectors and categories, benefiting from robust networking and research capabilities, enabling rapid expert sourcing
- Leveraging its extensive network, the company efficiently incorporates new experts and expedites their integration through thorough research, ensuring optimal expert-client matches
- Moreover, by harnessing high-tech data visualization technologies, the company has developed the Value Chain Maps web-app to enhance the client experience, simplifying the process of expert discovery and shortlisting while significantly reducing research time



Flexible Modes Of Engagement To Reach Out To Experts

ON-DEMAND EXPERTS

With a focus on remote knowledge-sharing, the company facilitates sessions with subject matter experts for business leaders seeking market insights and expert opinions.

Their custom-curated recommendations, backed by sophisticated research and networking, are designed to deliver high-quality outcomes and strategic guidance to clients.



KNOWLEDGE TOURS

The company coordinates research trips for experts to client sites, spanning various industries and geographical regions.

They facilitate exclusive meetings with key stakeholders, ensuring that each client's objectives are met.

ONE ON ONE SIT-INS

The company offers exclusive one-on-one sit-in programs for consulting teams and business leaders to learn from subject matter experts.

They arrange and manage in-person discussions and tailored learning sessions.



WEBINARS

The company hosts webinars featuring industry leaders discussing present industry changes, regulatory updates, and investment trends, offering valuable insights for leaders, investors, and consultants to remain informed.



PEX-PANEL

The company leads in arranging pex-panel setups for businesses, allowing access to ex-CXOs and top experts as needed.

This flexible solution enables leveraging expertise without full-time hiring commitments.

FLEXI-STAFFING/ SOW EMPLOYEES

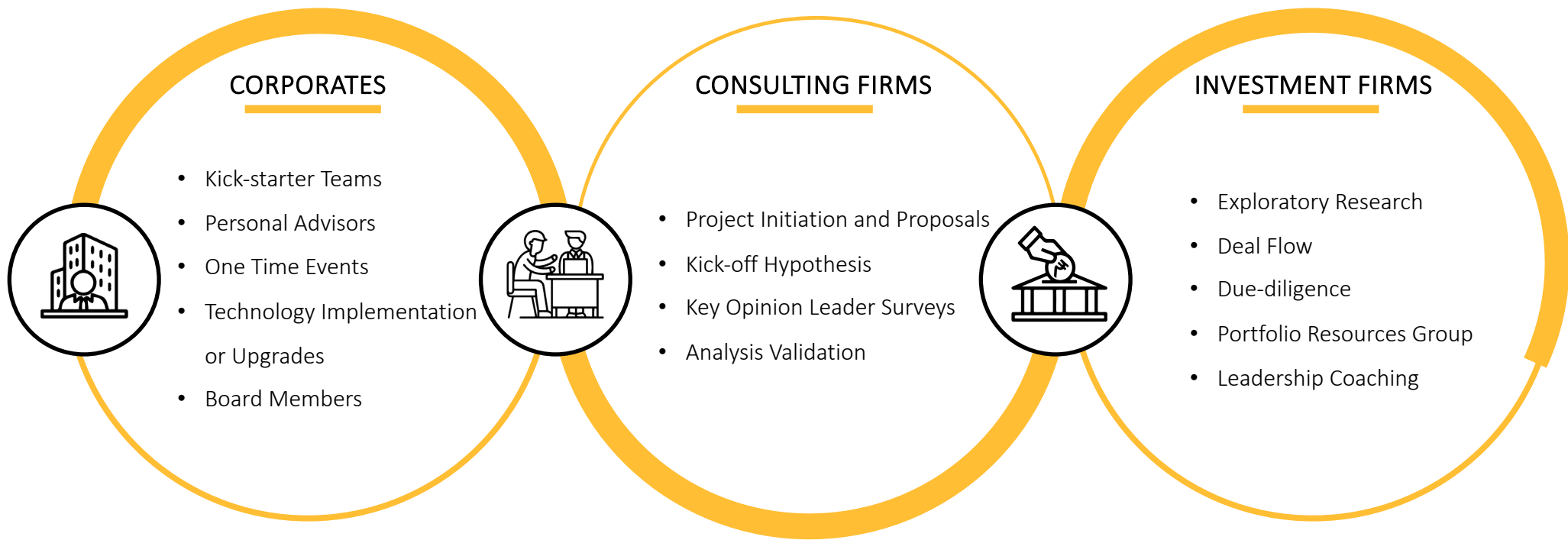
The company specializes in offering flexi-staffing and statement of work (SOW) employee services for temporary jobs in remote environments.

With a broad pool of top management talent, it caters to various flexi-staffing needs, including both generic and specific requirements, for medium to long-term projects.



How Our Services Empower Our Clients To Achieve Their Goals

Benefits From Our Services To Our Clients



Empowering Top-Tier Management Consulting Firms, VC, PE Firms, Hedge Funds, and Mid-Sized Corporations Worldwide

Engineered a sophisticated IT tool for expert browsing and exploration, centralizing in-house research efforts for a user-friendly interface

Conducted deep research to understand sectorial organizations and talent pools, providing comprehensive insights. This research is added to the website as value chain mapping, facilitating easy expert search based on sector experience

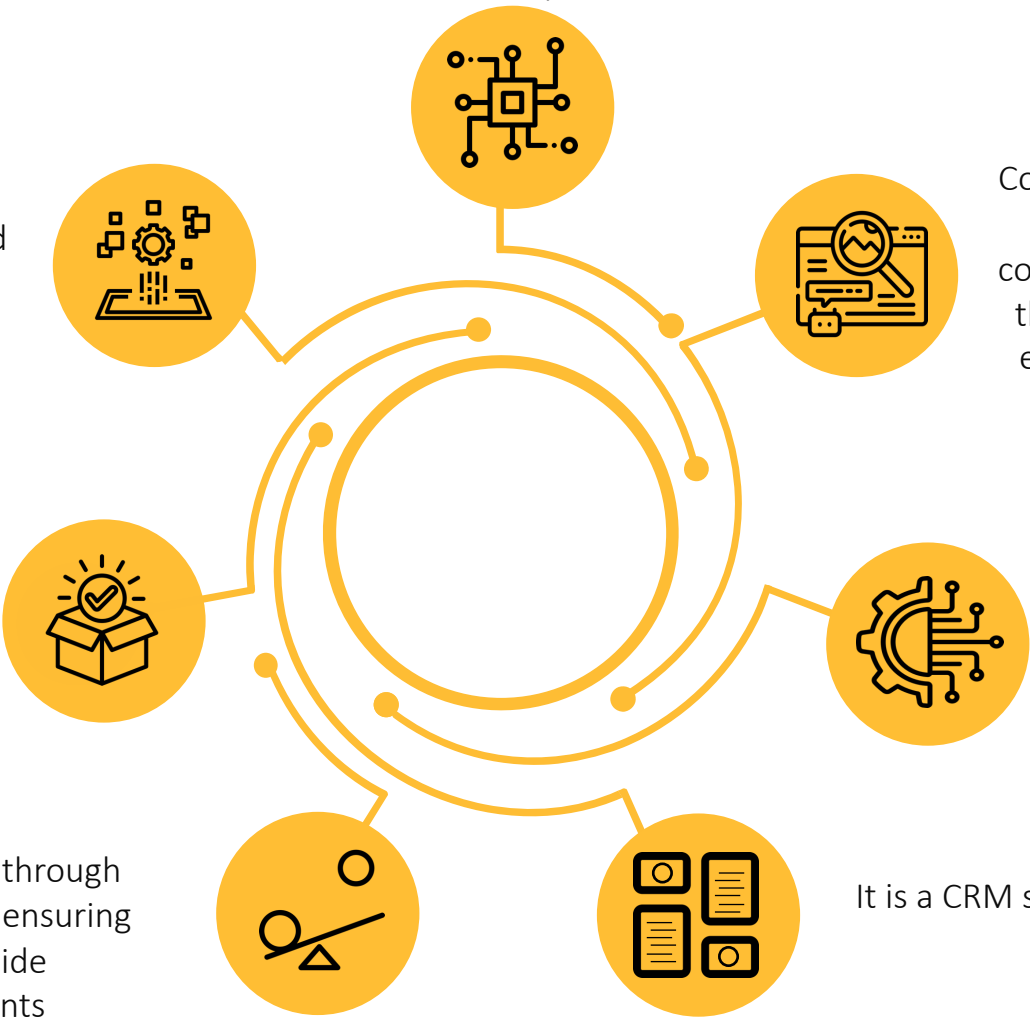
With innovative sectorial value chain maps the research time for clients searching for experts reduces, as well as offers a comprehensive sectorial overview

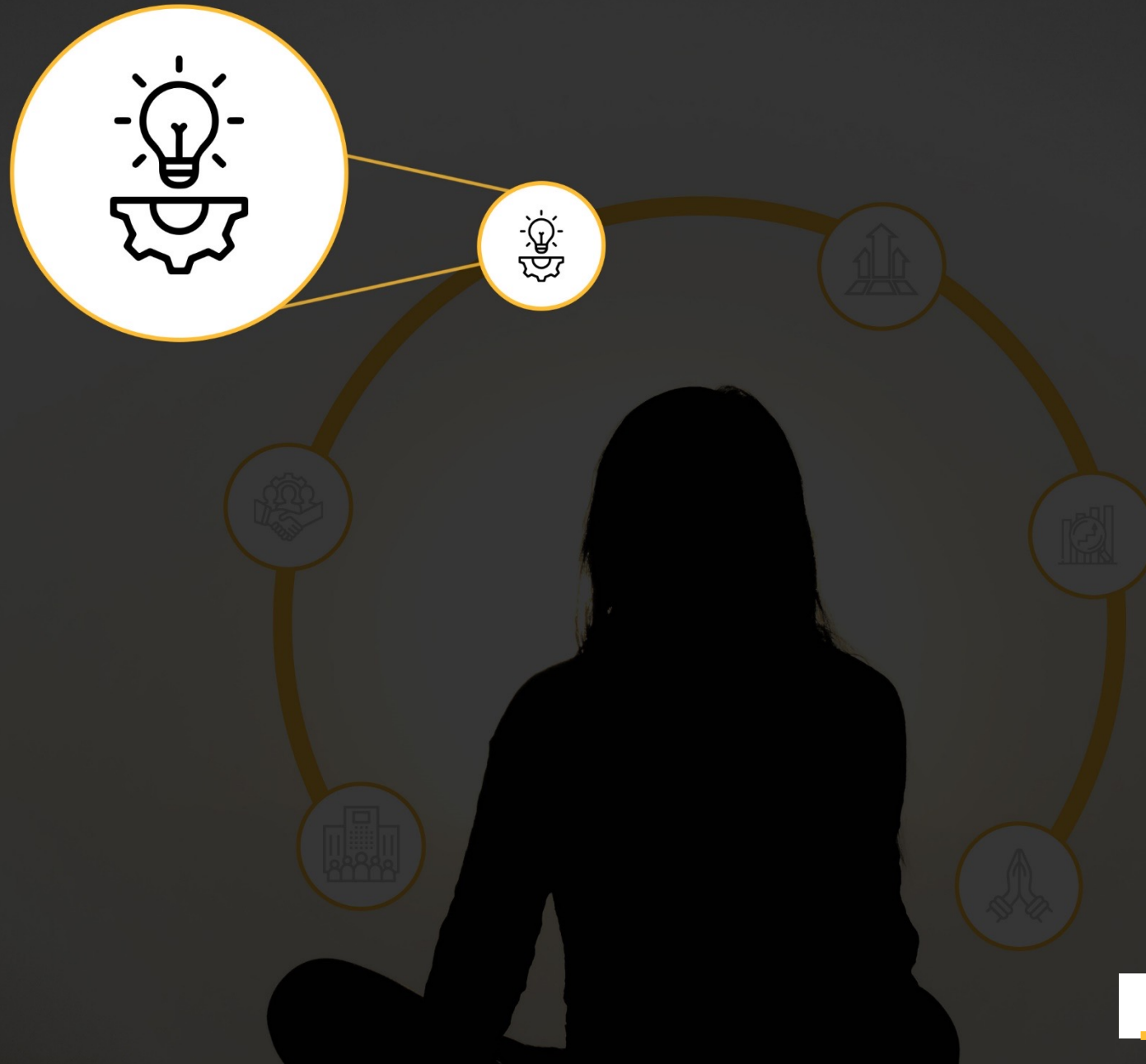
It is a CRM system for clients, displaying experts and their profile details

Planning to automate services through ongoing AI and ML integration, ensuring platform evolution alongside technological advancements

Dedicated to continuous improvement, refining the tool to meet industry demands and client expectations, driving innovation

Leveraged proprietary algorithms for tailored expert hunt





STRATEGIC OVERVIEW



15 Years of
Industry Experience



In-House Tech Platform



Wide Sectorial Reach



Strong Brand
Reputation



Onboarding Custom
Expert Empanelment



Wide Geographical
Reach



Extensive Network
Base



Low Wait Time for
Expert Allocation



80% Revenue from
Pre-Paneled Experts



Pre-paneled expert
revenue to boost
profitability

Accomplished
Leadership Team And
Qualified Workforce

Long Lasting Business
Relationships

Comprehensive
Talent Pool

Strong Research
Capabilities

Value Added Services



With a rising demand for gig-workers and skilled professionals, aim is to enhance revenue by catering to diverse clients including FIIs, PMSSs, MNCs, and mid-sized companies and expanding consultant categories for longer projects, leveraging extensive client base to fuel growth and play a crucial role in the market.

New Client & Expert Categories

Expanding into key international markets such as the USA, Europe, Middle East, and South Asia, leveraging existing client relationships outside India to drive global growth.

Expansion of Business in International Geographies

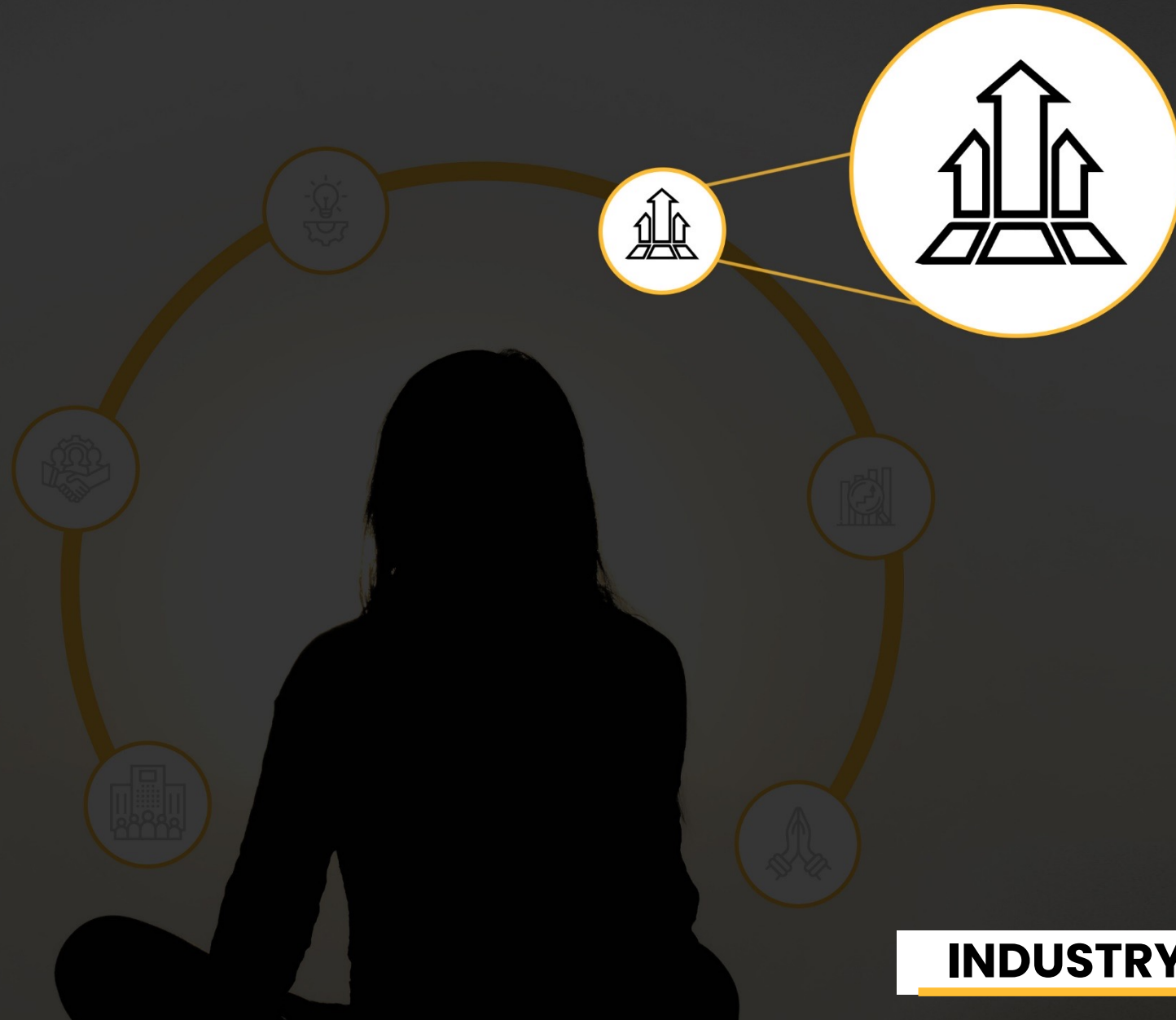


Continue to Expand the Expert Panel

Continued emphasis to attract top talent, including management professionals, subject matter experts, and C-level executives, to enhance network. This strengthens the ability to provide comprehensive staffing solutions and expert consultations.

Technology Development

Advanced technology is the major driver to success, and we're dedicated to enhancing it further. For clients, we'll introduce cutting-edge tools like SaaS platforms to support research and hiring. Meanwhile, we'll boost employee productivity by automating workflows.



INDUSTRY OVERVIEW

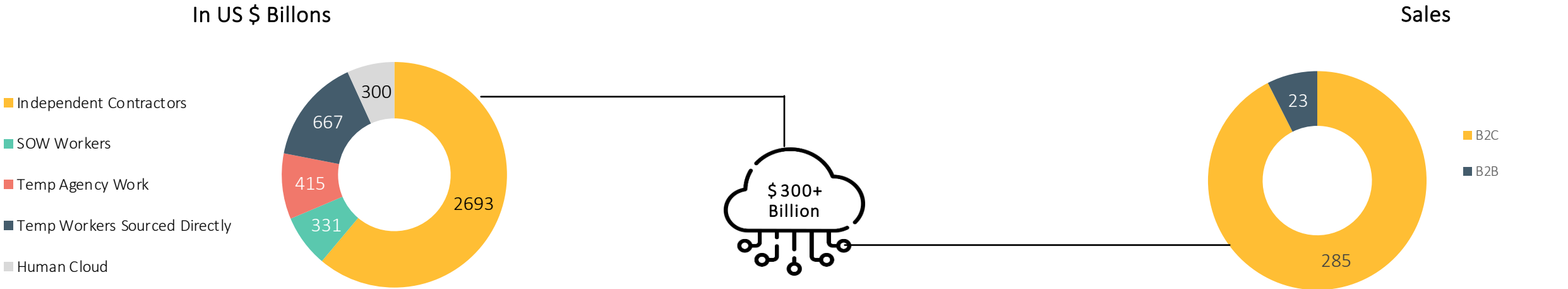
UNDERSTANDING CONTINGENT WORKFORCE AND THE HUMAN CLOUD

- The gig economy, as defined by Staffing Industry Analysts (SIA), includes any contingent work of a fixed duration, such as temporary workers and independent contractors.
- Global businesses spent \$44 trillion on contingent labor in 2020, with independent contractor services accounting for 61% of that spend.
- SIA breaks down the gig economy workforce into five categories, including temporary workers assigned by staffing agencies, platform-related work, other independent contractors, temporary employees sourced directly, and salaried employees of consulting firms.
- Understanding the human cloud and its relationship to the gig economy is crucial in leveraging a changing workforce driven by technology and talent.

B2B Human Cloud

Online platforms specializing in niche segments, enabling contingent hiring of highly skilled professionals are known to perform particularly well. Remote work assignments and arrangements are the norm among such platforms, accounting for over 80% of revenue, thereby making these platforms the preferred choice for remote-first jobs and knowledge work in general. Since these platforms support remote work, in principle, which can be completed virtually from any location, the platform's location or headquarters has little to no impact on the business or the location of the demand and supply of gig work. Companies working under the B2B human cloud model are known to generate working opportunities almost everywhere across all regions of the globe

THE WORLD SPENDS US \$4.4 TRILLION ON CONTINGENT WORK



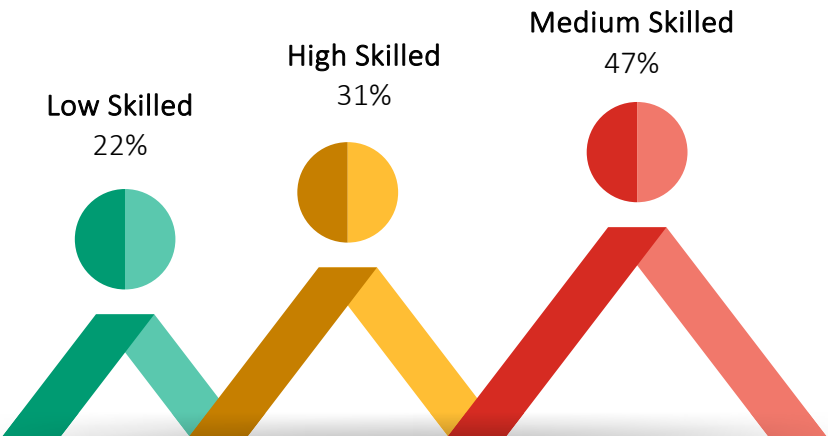
Rapid Growth Of Indian Staffing Industry

GIG ECONOMY GROWTH OPPORTUNITY

5th largest In flexi-staffing after US, China, Brazil, Japan

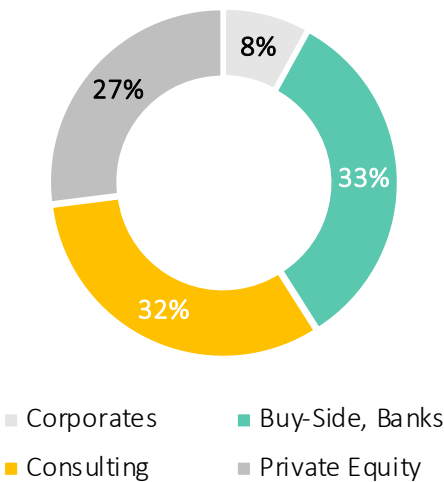
Indian Staffing Industry is valued at ₹ 80,000 Crores (\$10B+)

Gig Economy	\$300B+
By 2023	\$450B+
Gig Workers In 2020-21	80 Lakhs
Gig Workers by 2029-30	2.35 Crores

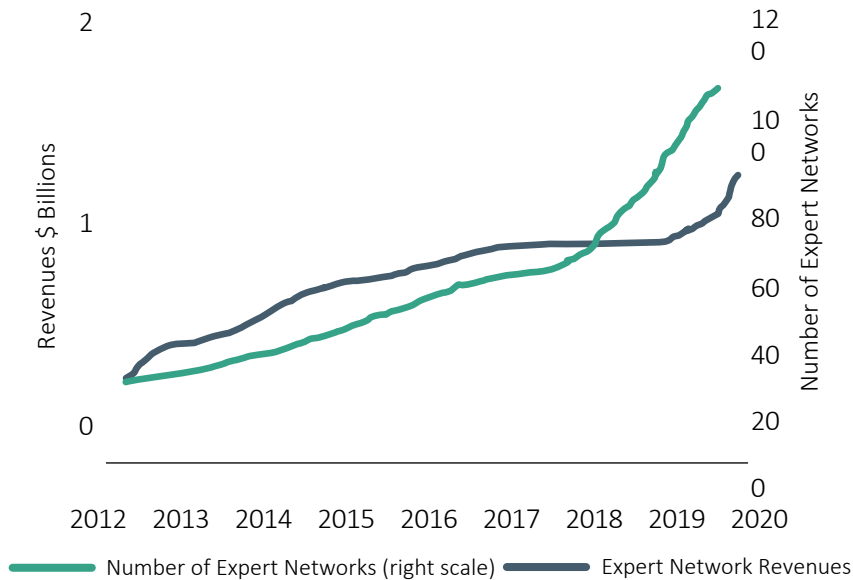


- The expert network industry, part of the B2B Human Cloud, has experienced rapid growth in recent years due to increasing demand for specialized knowledge and insights in complex and fast-paced industries such as technology, healthcare, and finance.
- Despite being affected by Covid-19, the industry still grew to over \$1.5 billion in 2020.
- The study shows potential for future growth, particularly in under-penetrated areas such as Asia and Europe, and diversification of client segments beyond hedge funds to include consulting and corporates.

Estimated Expert Network Revenues by Client Segment



EXPERT NETWORK INDUSTRY GROWTH





FINANCIAL OVERVIEW

Annual Consolidated Financial Performance

PARTICULARS (INR MN)	FY24	FY23	Y-o-Y
Revenue from Operations	517.48	339.43	53%
Expenses	416.09	285.12	46%
EBITDA	101.39	54.31	87%
<i>EBITDA Margins (%)</i>	<i>19.59%</i>	<i>16.00%</i>	<i>359 Bps</i>
Depreciation and amortisation	0.04	0.11	(64)%
Finance costs	1.34	0.46	NA
Other Income	15.65	3.49	NA
Profit before tax	115.66	57.23	102%
Tax expense	29.98	14.66	NA
PAT	85.68	42.57	101%
<i>PAT Margins (%)</i>	<i>16.56%</i>	<i>12.54%</i>	<i>402 Bps</i>
Diluted EPS (INR)	9.22	4.58	NA

Historical Income Statement

PARTICULARS (INR MN)	FY21	FY22	FY23	FY24
Revenue from Operations	159.70	219.85	339.43	517.48
Expenses	133.49	176.75	285.12	416.09
EBITDA	26.21	42.09	54.31	101.39
<i>EBITDA Margins (%)</i>	<i>16.41%</i>	<i>19.14%</i>	<i>16.00%</i>	<i>19.59%</i>
Depreciation and amortisation	0.07	0.05	0.11	0.04
Finance costs	0.23	0.14	0.46	1.34
Other Income	0.95	2.17	3.49	15.65
Profit before tax	26.86	44.07	57.23	115.66
Tax expense	6.09	10.01	14.66	29.98
PAT	20.77	34.07	42.57	85.68
<i>PAT Margins (%)</i>	<i>13.01%</i>	<i>15.50%</i>	<i>12.54%</i>	<i>16.56%</i>
Total Comprehensive income	20.77	34.07	-	-
Diluted EPS (INR)	NA	NA	4.58	9.22

Historical Balance Sheet

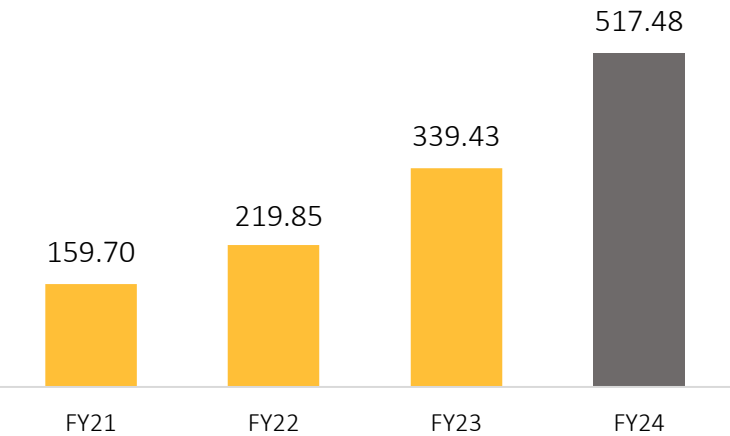
PARTICULARS (INR MN)	FY22	FY23	FY24
NON-CURRENT ASSETS	1.1	0.02	8.95
a) Property, plant and equipment	0.22	0.02	0.24
b) Capital work-in-progress	-	-	-
c) Intangible assets under development	-	-	8.71
e) Deferred tax assets (net)	0.87	-	-
f) Other non-current assets	-	-	-
CURRENT ASSETS	117.03	160.31	458.92
a) Inventories	-	-	-
b) Financial Assets	-	-	-
i) Trade Receivables	55.03	59.39	110.23
ii) Cash and cash equivalents	40.2	62.74	312.1
iv) Loans	-	-	-
v) Other financial assets	-	-	-
c) Other current assets	21.81	38.18	36.59
TOTAL ASSETS	118.13	160.33	467.87

PARTICULARS (INR MN)	FY22	FY23	FY24
EQUITY	104.31	126.22	413.86
Equity Share Capital	0.15	74.67	96.91
Other Equity	104.16	51.55	316.95
NON-CURRENT LIABILITIES	4.13	1.7	3.42
a) Financial Liabilities	-	-	-
b) Provisions	4.13	1.53	2.09
c) Deferred tax liabilities (net)	-	0.17	1.33
d) Other Non- Current Liabilities	-	-	-
CURRENT LIABILITIES	9.69	32.41	50.59
a) Financial Liabilities	-	-	-
i) Borrowings	-	-	-
iii) Trade Payables	2.69	7.29	7.22
iv) Other financial liabilities	-	-	-
b) Other current liabilities	6.35	10.93	15.15
c) Provisions	0.66	14.19	28.22
TOTAL EQUITY AND LIABILITIES	118.13	160.33	467.87

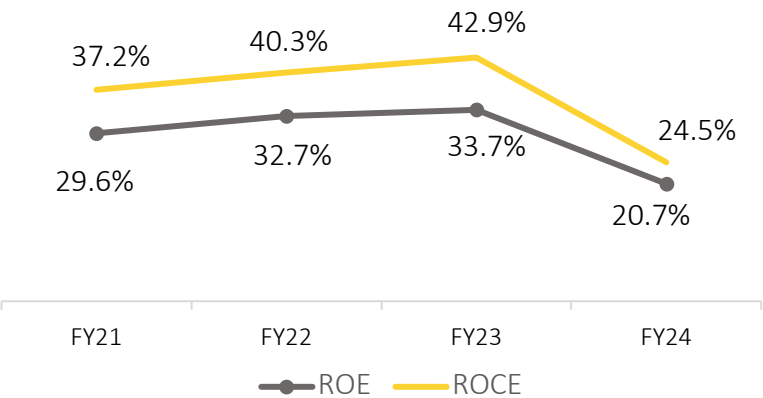
Company Performance



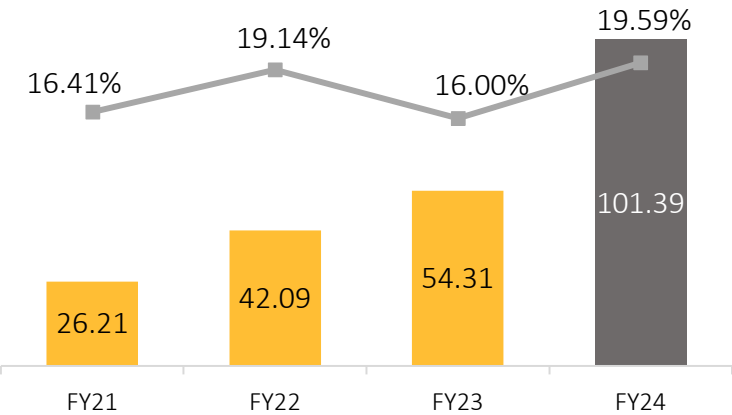
Revenue (INR Mn)



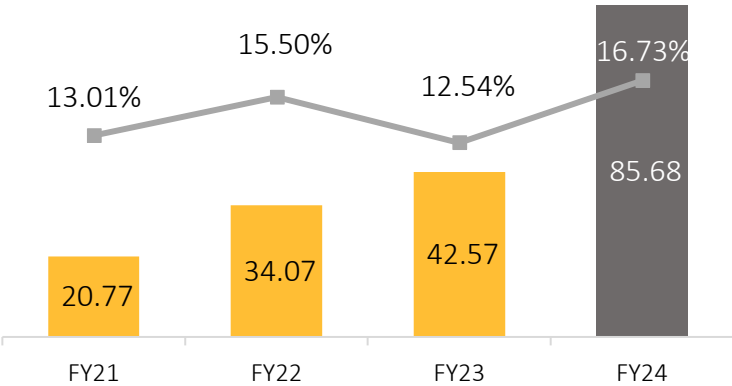
ROCE & ROE (%)



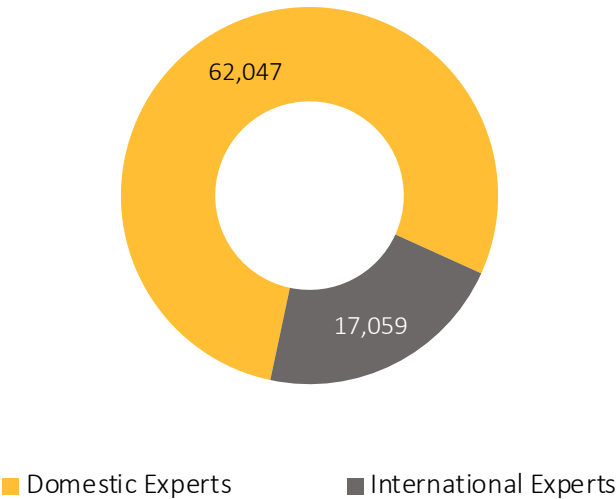
EBITDA (INR Mn) & EBITDA Margin (%)



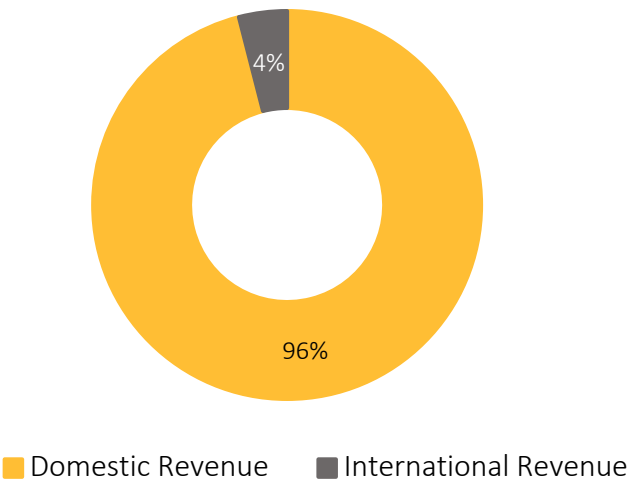
PAT (INR Mn) & PAT Margin (%)



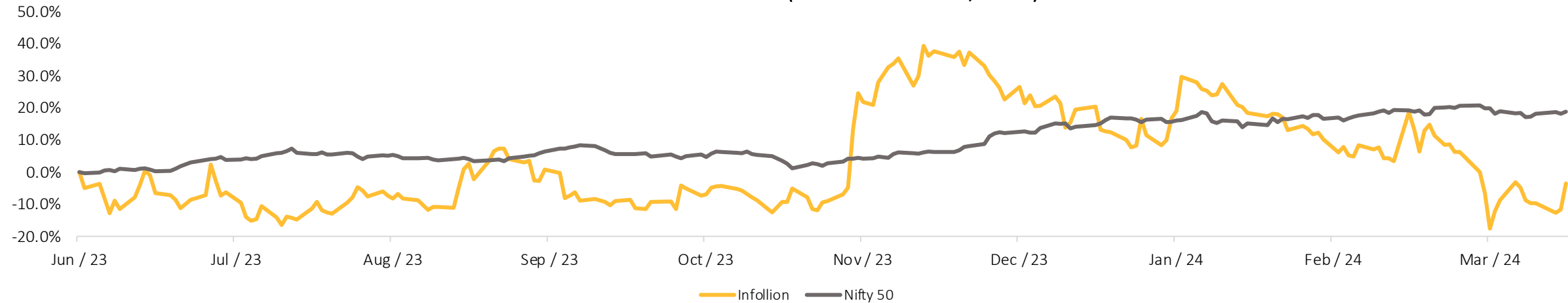
FY24 Geographical Expert Mix



FY24 Geographical Revenue Mix



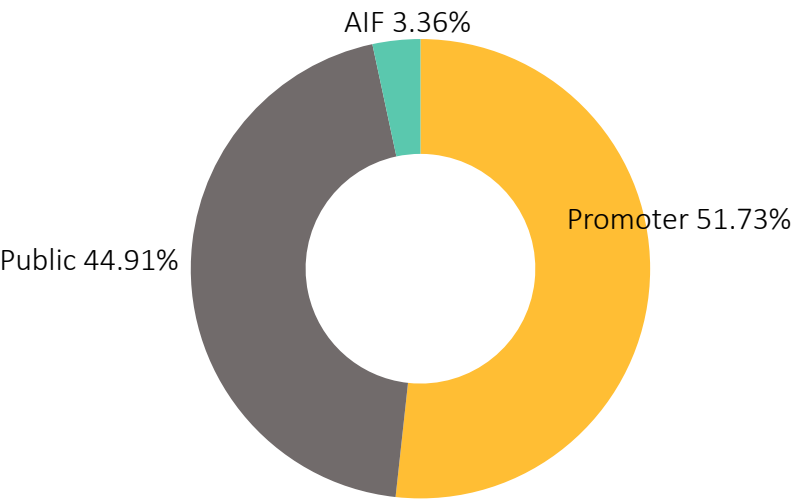
Share Price Data (as on 31st March, 2024)



Market Data (As on 31st March, 2024)

Particulars	INR Mn
Face Value	10.0
CMP	191.45
52 Week H/L	291.00 / 153.00
Market Capitalization (Mn)	1,855.32
Shares O/S (Mn)	9.69
Average Volume ('000)	73.69

Shareholding Pattern (As on 31st March, 2024)



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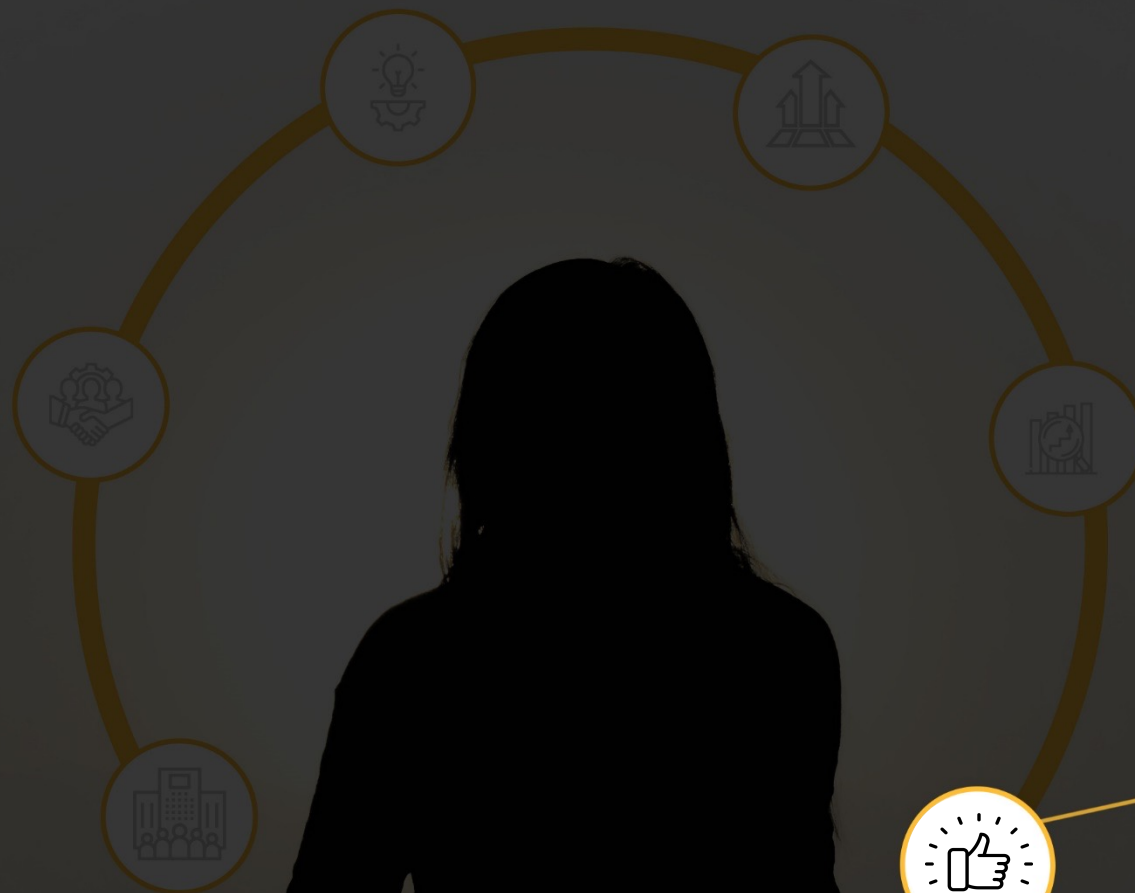
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For further details, please feel free to contact our Investor Relations Representatives:



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Valorem Advisors
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Email: infollion@valoremadvisors.com



THANK YOU