VALOREM ADVISORS | INVESTOR RELATIONS MANAGEMENT SERVICES | Infollion On-Demand Experts

1 Infollion Research Services Ltd

Founded in 2009, Infollion Research Services Limited operates as a B2B Human Cloud platform within the gig economy, connecting enterprises with vetted subject matter experts. The company leverages a proprietary technology framework and strong research capabilities to facilitate expert consultations, contingent hiring, temporary workforce management, and SOW-based contracting. Its platform provides on-demand access to experienced professionals for clients including consulting firms, private equity funds, hedge funds, and corporates.

2 Business Overview

- The company provides on-demand access to meticulously screened and vetted experts with an average experience of over 25 years, catering to diverse clientele that includes global management consulting firms, private equity funds, hedge funds, and corporations.
- The company serves as a premier hub for over 155K expert professionals, positioning itself as a top-tier premium services provider.
- Leverages a diverse pool of pre-vetted experts to deliver tailored solutions across multiple industries.
- Clients and expert network expands to wide range of industries, with global presence extending to the United States, Europe, the Middle East, and the Asia-Pacific region.
- As India's leading expert network, it spans all sectors and categories, benefiting from robust networking and research capabilities, enabling rapid expert sourcing.
- The company launched Huksa, a techno-functional L&D initiative for mid-to-senior professionals, offering domain-specific programs through an expert network, LMS, and instructional design.

3 Key Strengths

- Extensive expert network of 1,55,000+ subject matter experts, including C-level executives with 20–25 years of average experience across 50+ industries.
- Strong premium client base including tier-1 consulting firms (MBBs), private equity funds, and hedge funds.
- Comprehensive talent pool and strong research capabilities supporting rapid expert sourcing and knowledge delivery.
- Experienced leadership team and long-standing client relationships strengthening trust and business continuity.
- Value-added services enhancing client engagement and platform differentiation.
- High operational efficiency driven by an 85:15 Pre-paneled to Custom-empaneled (PE/CE) ratio, enabling faster delivery and higher profitability.

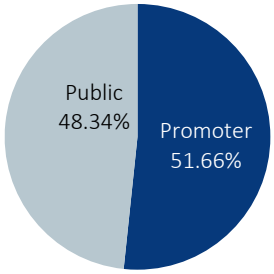
4 Key Growth Drivers

- Expansion into new client and expert categories, targeting FIIs, PMSs, MNCs, and mid-sized companies while increasing consultant engagement for long-term projects.
- International market expansion across the USA, Europe, the Middle East, and South Asia, leveraging existing client relationships to drive global growth.
- Continuous expansion of the expert network, attracting C-level executives, management professionals, and subject matter experts to strengthen talent depth.
- Expansion into corporate Learning & Development through Huksa, offering techno-functional training programs co-created with industry experts to tap opportunities in mid-tier and large enterprises.
- Technology platform development, introducing advanced SaaS tools and workflow automation to enhance research efficiency and productivity.

Key Financials	FY24	FY25	FY26	H1-FY27
Revenue from Operations (INR Mn)	517	773	1003	590
Sales Growth (Y-O-Y)	*52.51%*	*49.52%*	*29.77%*	-
EBITDA (INR Mn)	*101*	*147*	*147*	*77*
EBITDA Margins (%)	*19.54%*	*19.02%*	*14.68%*	*13.06%*
Net Profit (INR Mn)	86	124	127	67
Net Profit Margins (%)	*16.63%*	*16.04%*	*12.68%*	*11.41%*
Diluted EPS (INR)	8.84	12.83	13.10	6.93
Diluted EPS Growth (Y-O-Y)	*93.01%*	*45.14%*	*2.10%*	-

Key Financial Ratios	FY26
Net Debt to Equity	(0.65)x
Asset Turnover	1.57x
Return on Equity	18.89%
Return on Capital Employed	21.62%
Debtor Days	65
Working Capital Days	203

Shareholding Pattern



Capital Structure

Share Price as on 30th Sept, 2026	152.00
Number of Shares o/s (Mn)	9.71
Market Capitalisation (INR Mn)	1,475.43
Add: Debt (INR Mn)	-
Less: Cash & Equivalents (INR Mn)	431.18
Enterprise Value (INR Mn)	1,044
Networth (INR Mn)	743

Shareholding Pattern