

Ref: INF/NSE/2024-25/43

Date: September 16, 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

Subject: Presentation placed at the 15th Annual General Meeting ('AGM') held on September 16, 2024

Respected Sir/Madam,

In continuation to our letter ref no. INF/NSE/2024-25/42 dated September 16, 2024, the Company has placed a presentation and updated the members regarding the Company highlights, strategic outlook, new initiatives and financial performance of the Company during the 15th AGM of the Company held today i.e. on Monday, September 16, 2024 from 11.00 A.M. onwards.

We hereby annex the presentation for general information and records.

Thanking you,

For Infollion Research Services Limited

MADHUMITA
PRAMANIK

Digitally signed by
MADHUMITA PRAMANIK
Date: 2024.09.16 16:44:59
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Madhumita Pramanik
Company Secretary and Compliance Officer
M. No. 35693

INFOLLION RESEARCH SERVICES LIMITED

INDIA'S MOST COMPREHENSIVE EXPERT NETWORK



15TH

ANNUAL GENERAL MEETING





This presentation may contain statements about expected future events and predictions of your Company, which are forward-looking.

By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements.

Accordingly, this presentation is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred herein.

Key themes



Absorption of
changes



Groundwork for
expansion

Execution pillars

Recruitment

Slow & steady approach to expand at a pace that can be comfortably managed yet faster than in previous years



Training

Strengthening middle management, growing leaders from within the organisations and fostering the new team members with company's DNA



Technology

Leveraging technology for automation for allowing focus on value added tasks



New offerings

Experimenting with newer offerings within the existing demand-supply ecosystem by using the learnings and technology developed over the years to explore and experiment beyond immediate adjacencies.



New geographies

Steps to establish a 24/7 operation for cross-border projects in MENA, SEA, ANZ, Far-East Asia, Western Europe, and US markets.



New clients

Gaining market share within the client category where our market share doesn't reflect our strengths



Account farming

Keep a tab on blind spots within our existing clients, identify and plug those gaps to keep our organic growth sustainable and well distributed.

Technical

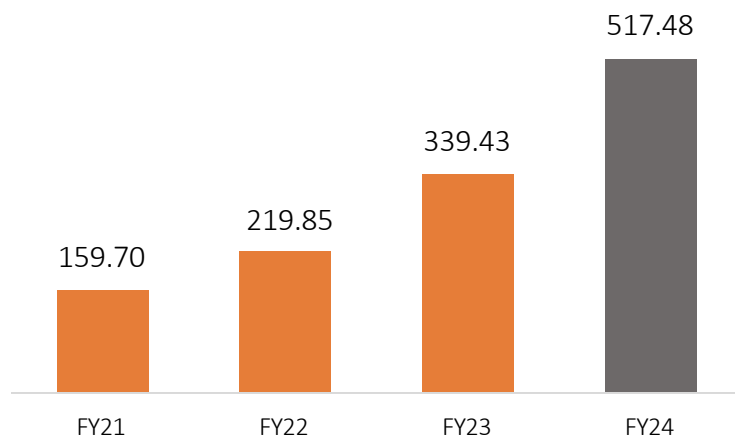
- **Workflow Automation** - Seamless integration with third-party applications, robust security and compliance
- **Value Chain Maps** - Proprietary data visualization

Business

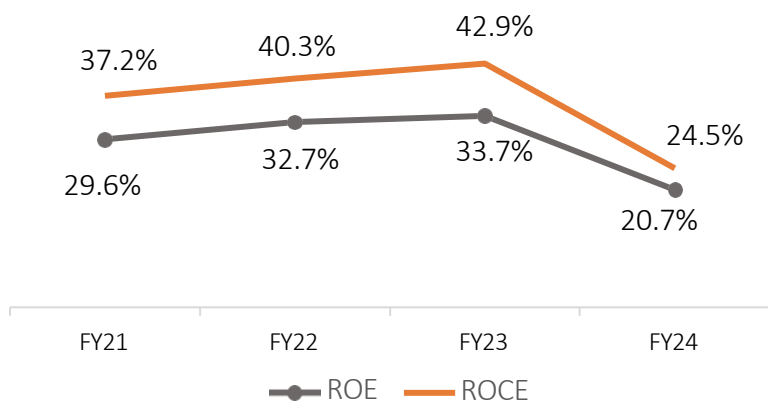
- **Peripheral Marketplaces** - Huksa service line - techno-functional L&D programs
- **Independent Marketplaces** - Exploring functional marketplaces like HR/Finance , Management Consulting, etc.
- **Saas Tools**

FINANCIAL PERFORMANCE

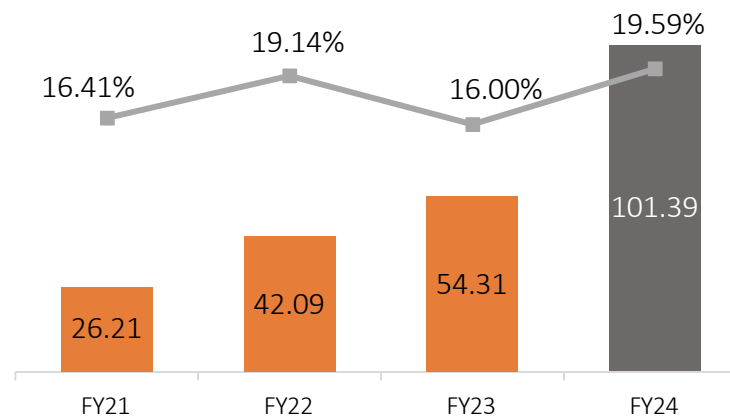
Revenue (INR Mn)



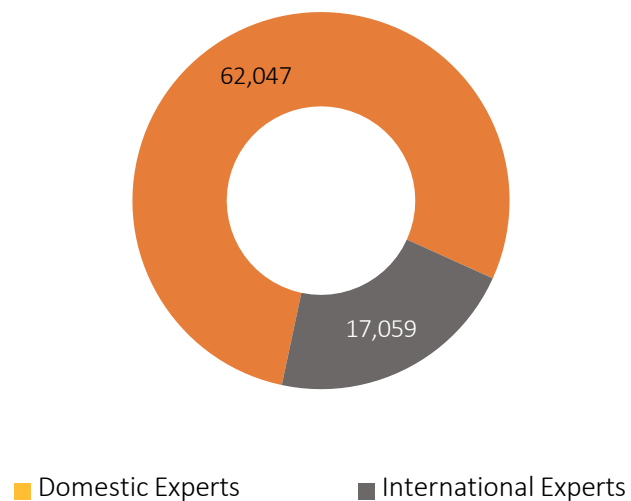
ROCE & ROE (%)



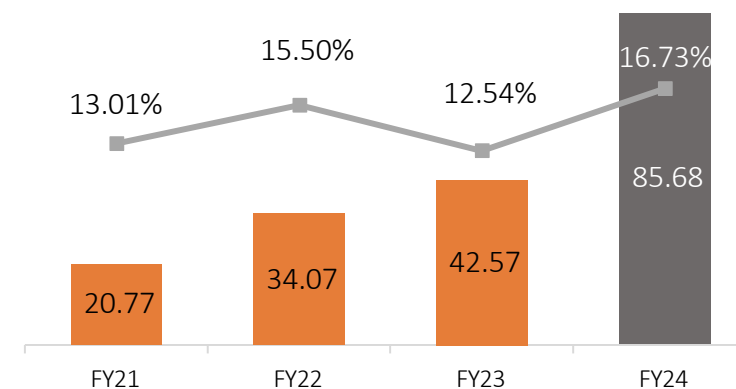
EBITDA (INR Mn) & EBITDA Margin (%)



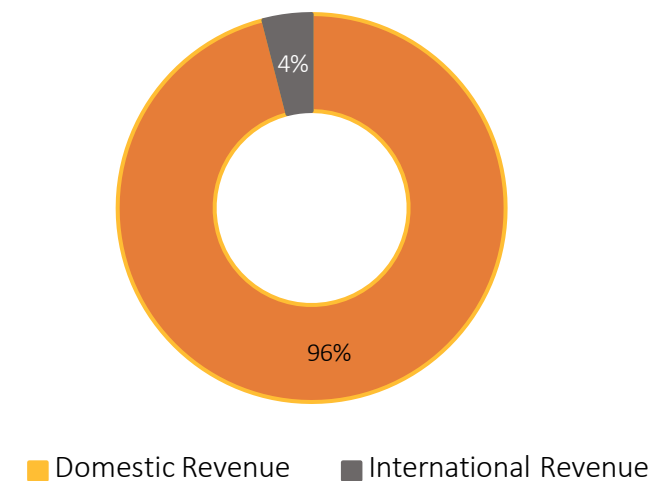
FY24 Geographical Expert Mix



PAT (INR Mn) & PAT Margin (%)



FY24 Geographical Revenue Mix



THANK YOU

