

LEADING THE DATA LAYER FOR AN AI-DRIVEN WORLD

PEOPLE | IDEAS | OPPORTUNITIES



COMPANY OVERVIEW

FROM EDUCATION TO AN AI-NATIVE FUTURE

InfoBay AI Limited (formerly EduGorilla) is a leading AI data infrastructure and training-intelligence company, providing high-quality, expert-verified datasets and solutions for enterprises building and deploying AI models.

The company offers end-to-end data services including data collection, annotation, human-in-the-loop validation, post-training optimization and evaluation across modalities such as text, audio, image, video and code.

With a global presence and a growing customer base across education, healthcare, consulting, technology and BFSI, InfoBay AI is focused on enabling safer, more accurate and domain-specific AI applications.



KEY BUSINESS HIGHLIGHTS



Global Presence

14
Countries

India, Indonesia, Kenya, Philippines, Uganda & more



Diverse Customer Base

Enterprise & Frontier AI Labs

Across multiple industries



High-Quality Training Data

100+
Data types

Text, audio, image, video, code and more



End-to-End Solutions

From Data Collection to Model Evaluation

Human-in-the-loop, annotation, RLHF/SFT datasets, post-training optimization



FINANCIAL SNAPSHOT (₹ Cr)

STRONG REVENUE MOMENTUM AND IMPROVING PROFITABILITY

Particulars	FY24	FY25	FY26	FY24-26 CAGR
Net Revenue	11.40	48.41	107.78	207.41%
EBITDA	2.00	25.18	63.39	462.64%
EBITDA Margin (%)	17.54%	51.98%	58.81%	-
PBT	(0.56)	22.77	65.17	-
PAT	(0.19)	16.27	48.62	-
PAT Margin (%)	-1.67%	33.59%	45.11%	-



KEY METRICS / VALUATION

AS OF FY26

Market Cap	₹789 Cr
P/E	16.23x
P/S	7.32x
P/B	8.97x
ROE	55.23%
EPS (₹)	20,822
Debt/Equity	0.00x
Face Value (₹)	10
ISIN	INE0SE901014
Shares Outstanding	23,355



KEY DEVELOPMENTS & INSIGHTS

- FY26 revenue crossed ₹100 Cr, up 122.6% YoY, with PAT at ₹50 Cr, reflecting strong operating leverage.
- AI-focused data sales contributed ~98% of FY26 revenue and exports were ~95% of operating income.
- Expanded into India plus Indonesia, Kenya, Philippines and Uganda, targeting 14 countries by 2027.
- Raised an additional \$2.1 million, taking total capital raised to ~\$8.4 million, with backing from Auxano, SucSEED Indovation and Turbostart.
- NSE listing process initiated / planned, with pre-IPO expenses and advisors appointed during FY26.



GROWTH DRIVERS

- Large and fast-growing global market for high-quality training data.
- Rising enterprise adoption of generative AI and foundation models.
- Increasing demand for domain-specific, multilingual and multimodal datasets.
- Strong export focus and expanding global footprint.
- Experienced leadership and scalable delivery infrastructure.



KEY RISKS

- Dependence on continued demand for AI training data and enterprise spending.
- Competition from global and domestic data service providers.
- Data privacy, security and regulatory compliance risks.
- Client concentration and project execution risk.
- Sustaining profitability while scaling global operations.



MANAGEMENT TEAM

EXPERIENCED FOUNDERS AND A STRONG BOARD



Rohit Manglik
Co-Founder & CEO

Strategy, growth and business expansion.



Shashwat Vikram
Co-Founder & CTO

Technology, data and LLM alignment.



Ashish Padiyar
Non-Executive Director

Investor relations and governance.



Pushpa Manglik
Independent Director

Compliance and board oversight.



Powering a more intelligent world with better data.

— InfoBay AI