

## LatentView Analytics delivers industry-leading Q4FY22 revenue growth at 48% YoY; EBITDA Margin at 31%

**Chennai, India – May 24, 2022:** Latent View Analytics Limited (BSE: 543398, NSE: LATENTVIEW), a leading pure-play data analytics company and a trusted partner to the world’s most recognized brands, today announced its financial results for the **Fourth Quarter & Full Year of FY22 ended on March 31, 2022.**

*Commenting on FY22 results, Rajan Sethuraman, Chief Executive Officer, LatentView Analytics said,* “We are pleased to report another robust quarter and financial year driven by broad-based growth across existing clients and new client additions. We have a strong long-term relationship with our clients which is demonstrated in FY22 revenue growth of 33.3%. We crossed ₹ 4,078 million in revenue which gives us a strong finish for FY22. As we enter FY23, we are confident that increased demand for our services across the Consulting, Data Engineering, Analytics spectrum positions us well to sustain the growth momentum. We’ve been brought on board as expertise partners for 18 new clients in FY22. Our CPG & Retail and Technology verticals witnessed strong growth momentum in FY22. Specifically, CPG & Retail vertical grew by 113% and Technology which is our largest vertical grew by 38% during FY22, validating the robust demand environment and our strong domain capabilities in these verticals.”

*Rajan Venkatesan, Chief Financial Officer, LatentView Analytics said,* “We are pleased with our overall performance for the quarter and a full year. With revenue growth of 48% YoY and EBITDA margin of 30.5% for the quarter, we have delivered industry-leading growth and margin. Our Cash and Investments (excluding proceeds from the IPO) as of March 31, 2022 stood at ₹ 4,833 million. We continued to invest in talent this fiscal. Net additions for the full year ending March 31, 2022 stood at 239.”

### Key Financial Highlights

Particulars <i>Amount in ₹ Million</i>	Q4FY22	QoQ Growth	YoY Growth	FY22	YoY Growth
Operating Revenue	1,175	9.0%	47.9%	4,078	33.3%
EBITDA	358	11.2%	27.0%	1,219	16.5%
EBITDA %	30.5%			29.9%	
PAT *	356	(28.8%)	49.6%	1,295	41.6%
PAT %	28.4%			30.2%	
Basic EPS (₹)	1.79	(33.7%)	28.6%	7.09	32.4%

\* PAT for Q3 FY22 and FY22 includes one-time exceptional gain of ₹ 226 Million

The Company’s headcount stood at 860 as on March 31, 2022.

### Select Key Client Wins

- For a leading American SaaS company we are delivering data infrastructure as a service by removing silos and enabling data democratization for Revenue, Product and Analytics teams
- For a Fortune 500 fintech and payments company we enabled merchant sampling optimization by building a model that helps them select merchants from their consumer spending reports
- For a leading American BNPL company, we deliver Data Science and Analytics Consulting Services by performing Exploratory Data Analysis and Trendspotting

### Other Business Highlights

- We launched Subscription Commerce as a part of the Growth Accelerator aimed at industries in the rapidly growing subscription space by helping them achieve tangible outcomes through data-driven insights along the customer journey
- As we continue to position ourselves as an Expertise Partner to leading global brands, we have instituted three Centres of Excellence (COE) - Supply Chain, Data Science, and Power Platform respectively. These areas have been chosen based on significant demand seen in the market over the past year. These COEs further our commitment towards strengthening capabilities, building accelerators and frameworks to deliver client business impact
- The LatentView Analytics' Advisory Council was incubated with an aim to bring together the brightest minds across industries to supplement LatentView and its clients with guidance and insights, to fuel business growth. We welcomed two new members to the council in Q4FY22
  - **David Moran**, the co-founder of Eversight, brings 20 years of experience in CPG sales and marketing
  - **Mo Dastagir**, Chief Technology Officer at Inotiv and angel investor at Kaizer Impact Ventures, brings 20 years of IT leadership experience across multiple industries

### About LatentView Analytics

LatentView Analytics is a global digital analytics firm that inspires and transforms businesses to excel in the digital world by harnessing the power of data and analytics. The company provides a 360-degree view of the digital consumer, enabling companies to predict new revenue streams, anticipate product trends and popularity, improve customer retention rates and optimize investment decisions. The company is a trusted partner to enterprises worldwide, including 30+ Fortune 500 companies in the Retail, CPG, Financial, Technology and Healthcare sectors. LatentView Analytics has 860 employees in offices in Princeton, N.J., San Jose, California, London, Singapore, and Chennai, India. For more information, please visit <https://www.LatentView.com/> or follow us on [LinkedIn](#).

### Safe Harbour

*This release may contain certain forward-looking statements, which involves risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward-looking statements. LatentView Analytics Ltd. undertakes no obligation to update forward looking statements that may be made by us from time to time by us or on our behalf.*

### For more information please contact:

<b>LatentView Analytics Limited</b> Srinivasan P <a href="mailto:investorcare@LatentView.com">investorcare@LatentView.com</a>	<b>Ernst &amp; Young LLP, Investor Relations</b> Diwakar Pingle - <a href="mailto:Diwakar.Pingle@in.ey.com">Diwakar.Pingle@in.ey.com</a> Asha V Gupta - <a href="mailto:Asha.Gupta@in.ey.com">Asha.Gupta@in.ey.com</a>
---	--