

LatentView Analytics Q1FY23 revenue grew 37% YoY; EBITDA Margin at 29%

Chennai, India – July 27, 2022: LatentView 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 **First Quarter ended on June 30, 2022.**

Commenting on Q1FY23 results, Rajan Sethuraman, Chief Executive Officer, LatentView Analytics said, “Our Q1FY23 performance was in-line with our expectations, and we are happy to report a revenue growth of 37% on YoY basis. I am pleased to share that our investments in the front-end sales team, building capabilities, assets and accelerators are showing results. We had healthy client additions during the quarter where we were brought on board as analytics thought partner including two in financials services. We onboarded a Business Head for the Retail practice to help accelerate the traction we are seeing in the marketplace. During the quarter, we launched our supply chain value proposition, ConnectedView, to help organizations leverage the power of data and analytics to create visibility across entire supply chain ecosystems and overcome barriers and disruptions. We continue to see strong demand for our services across Consulting and Data Engineering. We have started seeing revenue through strategic roadmap consulting, which will act as a force multiplier for new account conversion and account growth. We brought on board our new business head for Europe to increase our footprint and focus in the region. We ended the quarter with a headcount of 963, representing a net addition of 103 employees including 84 campus hires. We remain committed to delivering profitable growth thus maximizing the value for our shareholders.”

Rajan Venkatesan, Chief Financial Officer, LatentView Analytics said, “We reported revenue of ₹ 1,199 million witnessing a growth of 37% YoY. Specifically, Financial Services vertical grew by 17% and technology, which is our largest vertical, grew by 15% during Q1 FY23. Our EBITDA margin for the quarter was at 29%. We recorded the highest PBT (before exceptional items) of ₹ 418 million reflecting a growth of 46.4% YoY and 3.7% QoQ. Our Cash and Investments (excluding proceeds from the IPO) as of June 30, 2022 stood at ₹ 5,879 million. Our niche business model and strong client relationships positions us well to capture growth momentum in the coming quarters.”

Key Financial Highlights

Particulars <i>Amount in ₹ Million</i>	Q1FY23	QoQ Growth	YoY Growth	FY22
Operating Revenue	1,199	2.1%	36.6%	4,078
EBITDA	348	(3.0%)	28.5%	1,219
EBITDA %	29.0%			29.9%
PBT [#]	418	3.7%	46.4%	1,316
PBT %	32.2%			30.7%
PAT *	315	(11.5%)	41.1%	1,295
PAT %	24.3%			30.2%
Basic EPS (₹)	1.57	(12.3%)	20.4%	7.09

[#]PBT is before exceptional items

*PAT for FY22 includes one-time exceptional gain of ₹ 226 million

Note: Q4FY22 included one-time tax benefit which resulted in lower tax expense



Select Key Client Wins

- We partnered with a leading health insurance company in the US to establish a BI and data analytics Center of Excellence (CoE) by driving best practices across business functions for BI, reporting, dashboards and KPIs.
- For a tax automation solutions company in the US, we were brought on board to assess the current state of the marketing campaign process and envision a future state aligned to the growth aspirations of the organization. This kind of early-stage strategic involvement positions us very well for building deeper client relationships and creates a strong pipeline for account growth. We are also engaged to support an analytics-led transformation that enables data-driven decision-making to get the most value out of operational investments. This includes identifying analytics opportunities and the framework to realize the same.
- For one of the world's largest home retail groups based in the US, we were brought on board to create descriptive visualization dashboards and perform prescriptive analysis to help drive key outcomes across their customer value chain.

Other Business Highlights

We launched our supply chain value proposition, ConnectedView. ConnectedView is the journey from a disconnected to a connected supply chain realized through the power of data & analytics. ConnectedView does this by helping organizations establish a quick, consolidated overview of the status of all supply chain elements and to dig deep to get granular details where required.

About LatentView Analytics

LatentView Analytics is a global data 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 960+ employees in offices in Princeton, N.J., San Jose, California, London, Singapore, Munich 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:

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