

**LatentView Analytics Q3FY23 Revenue Grew 10% QoQ and 35% YoY
With EBITDA Margin at 29.5%**

Chennai, India – January 24, 2023: LatentView Analytics Limited (BSE: 543398, NSE: LATENTVIEW), a global digital analytics consulting and solutions firm, today announced its financial results for the **Third Quarter and nine months of FY23 ended on December 31, 2022.**

Commenting on the Q3FY23 results, Rajan Sethuraman, Chief Executive Officer, LatentView Analytics, said, “We are satisfied to see 10% growth in revenue for this quarter, which is in line with our expectations. It indicates our investments in building capabilities as well as assets and accelerators are paying off. Data and analytics is emerging as a key enabler for enterprises to stay relevant and ahead of the competition. We are making the right investments in both capability building and domain expertise that will help us add value for our clients. There is strong demand for Data Engineering and Consulting services, with Technology, Industrial and financial services continuing to drive strong growth. Going ahead, we will actively look at new opportunities that will add to our capabilities.”

Rajan Venkatesan, Chief Financial Officer, LatentView Analytics, said, “Q3 continues to remain a seasonally strong quarter for us. Strong execution focus, easing supply-side constraints, and favourable currency rates helped us to sustain an EBITDA margin of 29.5% for the quarter. Our Cash and Investments (excluding proceeds from the IPO) as of December 31, 2022, stood at ₹7,729 million. We are well-positioned for the future, driven by our verticalized approach, value propositions based on gaps identified in the market, and dedication to strengthening our teams across the board.”

Key Financial Highlights

Particulars <i>Amount in ₹ Million</i>	Q3FY23	QoQ Growth	YoY Growth	9MFY23	YoY Growth
Operating Revenue	1,454	10%	35%	3,977	37%
EBITDA	428	15%	35%	1,149	35%
EBITDA %	29%			29%	
PBT	619	43%	78 %	1,471	61%
PBT %	37%			34%	
PAT*	525	41%	5 %	1,212	29%
PAT %	31%			28 %	
Basic EPS (₹)	2.60	40%	(4%)	6.03	9%

*PAT for Q3 FY22 and FY22 includes exceptional item of ₹226.2 million. PAT for Q3 FY23 includes forex gain of ₹68.08 million vis-à-vis forex loss of ₹10.15 million in Q2 FY23.



Select Key Client Wins

- We are partnering with a US-based content management platform to build analytical solutions that will help derive insights from their current marketing and sales life cycle. This will enable them to better influence the buyer journey and make data-driven decisions. The collaboration also entails efficient tracking of users and accounts on their website and paid media optimization.
- We partnered with one of the leading providers of digital printing solutions to enable an analytics-driven decision-making framework for them. As part of this transformation journey, we identified the various analytics use cases based on their significance to the vision and growth drivers of the respective functions and developed a roadmap for implementation. We also assessed the current state with reference to process and data using our proprietary frameworks as well as prioritized the interventions using a “value creation at speed” framework. This engagement provided a clear direction and plan to the organization to realize their vision of becoming an analytics-driven organization.
- For one of the world's largest beauty companies, we are focussing on assortment analytics to analyze their Category & Brand performance in the market against competitors. This enables them to identify focus areas, i.e., brands and products in terms of pricing, promotion, distribution, and innovation. Our analyses are based on Retail Panel data leveraging the technologies of AI/ML, analytics, and consulting.
- For one of the largest UK-based asset management organizations, we delivered an accurate and precise AI-/ML-driven early warning system to proactively identify customers with high risk of churn and thus reduce loss of revenue and AUM from existing clients. The system enables the Asset/Account Managers to make the right interventions and to customize based on customer type, channel, and geography, thereby help improve relationship with the customers and reduce churn risk. We achieved this by building a highly precise churn risk prediction model on top of their existing enterprise data hub, combining transactions, interactions, flows, performance, and macroeconomic data by leveraging the power of AI/ML, analytics consulting and delivery best practices.

Other Business Highlights

- We are happy to welcome Raj Menon on board as a member of the LatentView Analytics Advisory Council. Raj has served as president of Sun Hydraulics and brings with him more than 30 years of global experience in industrials and manufacturing. His operational and manufacturing expertise will help strengthen LatentView's advisory council as we further expand our work in the Industrials sector.
- We are happy to welcome Egbert van Acht on board as a member of the LatentView Analytics Advisory Council. Egbert is a global senior-level executive and former Philips CEO for Global Personal Health He brings with him more than 30 years of experience leading businesses in consumer goods, health & wellness, and digital healthcare. He will work with our executives to offer our clients insights into complex business problems and advise us on both our market and growth opportunities.
- LatentView Analytics was certified as one of India's Best Workplaces in IT & IT-BPM 2022. It reinforces our standing as a “Great Place to Work” for the next generation of professionals. Our employees underpin the confidence and trust our customers place in us, and this recognition shines a light on the positive culture that we all contribute towards every day. Read more at <https://lnkd.in/fYDZEzb>.



About LatentView Analytics

LatentView Analytics is a global digital analytics consulting and solutions firm that enables companies to excel in the digital world by harnessing the power of data and analytics. The company creates holistic and sustainable impact for some of the world's largest brands, including more than 30 Fortune 500 companies over the last 3 years in the retail, CPG, financial services, technology, media & entertainment, travel & hospitality, and industrials sectors. LatentView has been recognized as an industry leader by Gartner, Deloitte and others for its analytics work and vibrant company culture. Founded in 2006, LatentView has a globally distributed workforce of 1050+ employees, and is present in 6 countries across 3 continents. For more information, 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:

LatentView Analytics Limited Srinivasan P investorcare@LatentView.com	Ernst & Young LLP, Investor Relations Diwakar Pingle - Diwakar.Pingle@in.ey.com Asha Gupta - Asha.Gupta@in.ey.com
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