



LatentView Analytics Ltd.

Q3 FY 24

Investor Presentation



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Actionable Insights • Accurate Decisions

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Agenda Items

- 1 Company Overview
- 2 Financial Performance
- 3 Our Growth Strategy
- 4 Investment Rationale
- 5 Responsible Business



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Company Overview



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Inspiring and transforming businesses to excel in the digital world



1st Analytics company
listed on BSE/NSE



Clients Supported
30+ **Fortune 500**



Presence
3 **regions**
(US, Europe and APAC)



Revenue (9MFY24)
INR 4,690
(18% growth from YTD FY 23)



EBITDA (Q3 FY 24)
22.2%



Passionate Workforce
1150+



Voice of Customer score
8.1 vs 7.4



Awards & Recognition



2023-2024



Netherlands Conference 2017

NASSCOM AI Award Winner 2018



Analytics Solutions Provider of the Year 2017



Market Guide for Data & Analytics Service Providers 2019

Deloitte Deloitte technology fast 50



Key Partnerships



service delivery



Gold Data Analytics



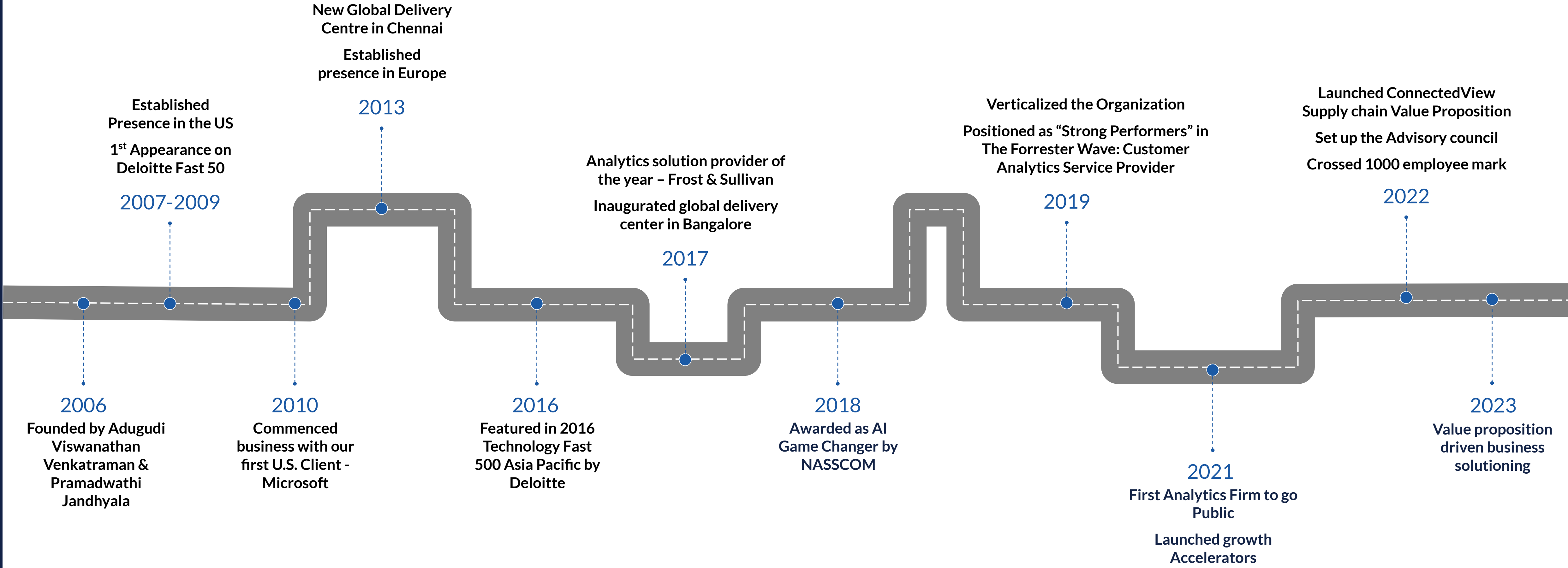
SOLUTION PARTNER



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Driving data driven business decisions from last 18 years



Globalized thoughts, Global footprints

Vision Statement

- Inspire and transform businesses to excel in the digital world by harnessing the power of data and analytics

Mission Statement

- Help clients win by creating holistic and sustainable impact powered by data
- Become a talent magnet by empowering employees through a culture of fun, collaboration and learning
- Drive excellence through thought leadership by ingraining innovation and insight into our DNA

Cultural Values

We Live by a Simple Rule. At LatentView, People Come First

- Happiness
- Trust
- Autonomy
- Diversity & Inclusion
- Equity, Equality and Collaboration

Delivered Analytics Solutions across 3 Continents

As of 31st Dec 2023



● Global Subsidiaries ● Global Delivery Centres

Q3 FY24 Revenue



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Expertise across the various industries

Offerings by Industry

Technology



Industrial



Consumer & Retail



Financial Services



Revenue Mix (Q3FY24)

71.3%

12.6%

8.6%

7.6%

Overview

- Customer analytics is being used to uncover insights from app/software data
- Marketing analytics to increase ROI from campaigns and plan budget

- Forecasting demand & supply chain solutions
- Predictive maintenance of machines & equipment

- Social Media Listening
- Product innovation and development
- Product assortment, channel strategy & marketing spend

- Fraud & risk analytics
- Customer analytics supporting new products



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Expertise across the various business functions

Offerings by **Function**



Customer Analytics

> Facilitates targeted business offering, potential for upselling & cross-selling



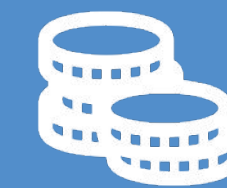
Marketing Analytics

> Identifying channel strategy & optimizing marketing spend



Supply Chain Analytics

> Collection & evaluation of data generated across the supply chain



Financial & Risk Analytics

> Platform to detect fraud, manage risk and enhance portfolio performance



HR Analytics

> Enables companies to make data-driven decisions on critical people matters



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Financial Performance



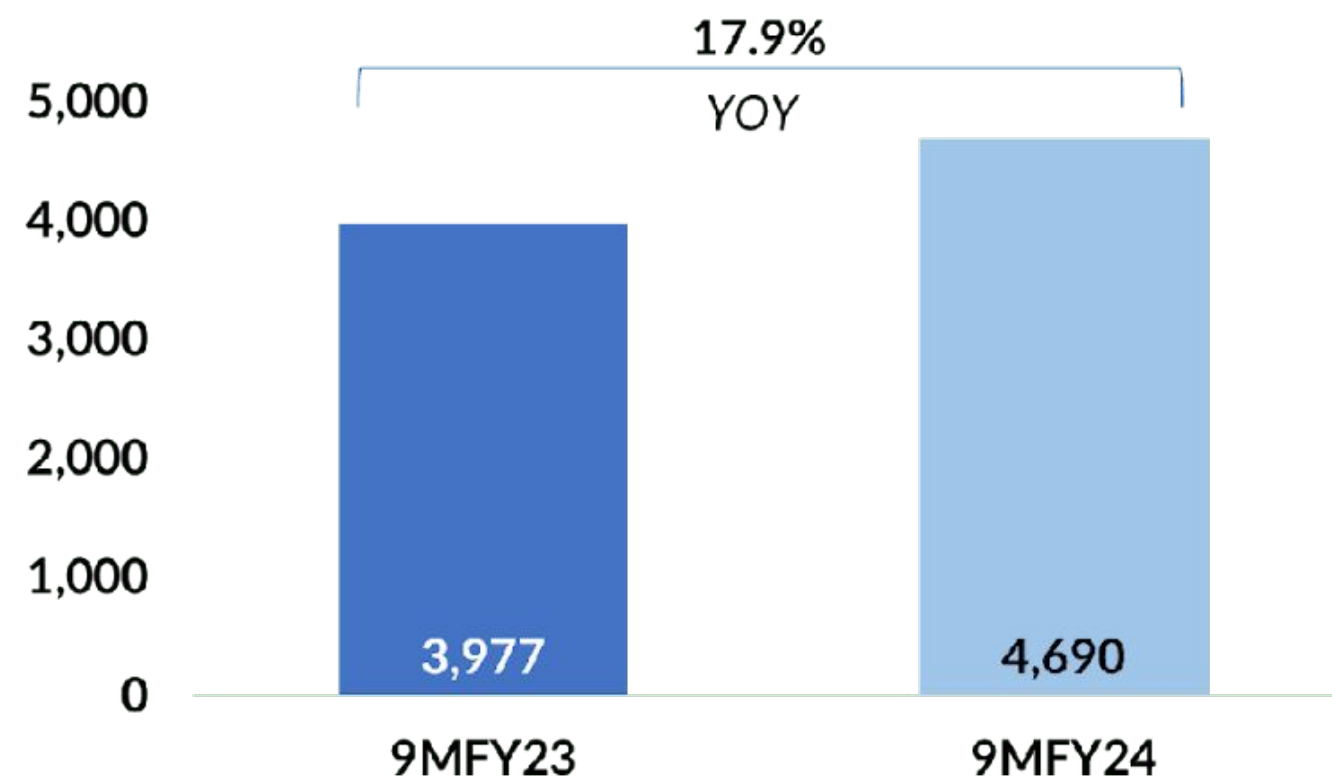
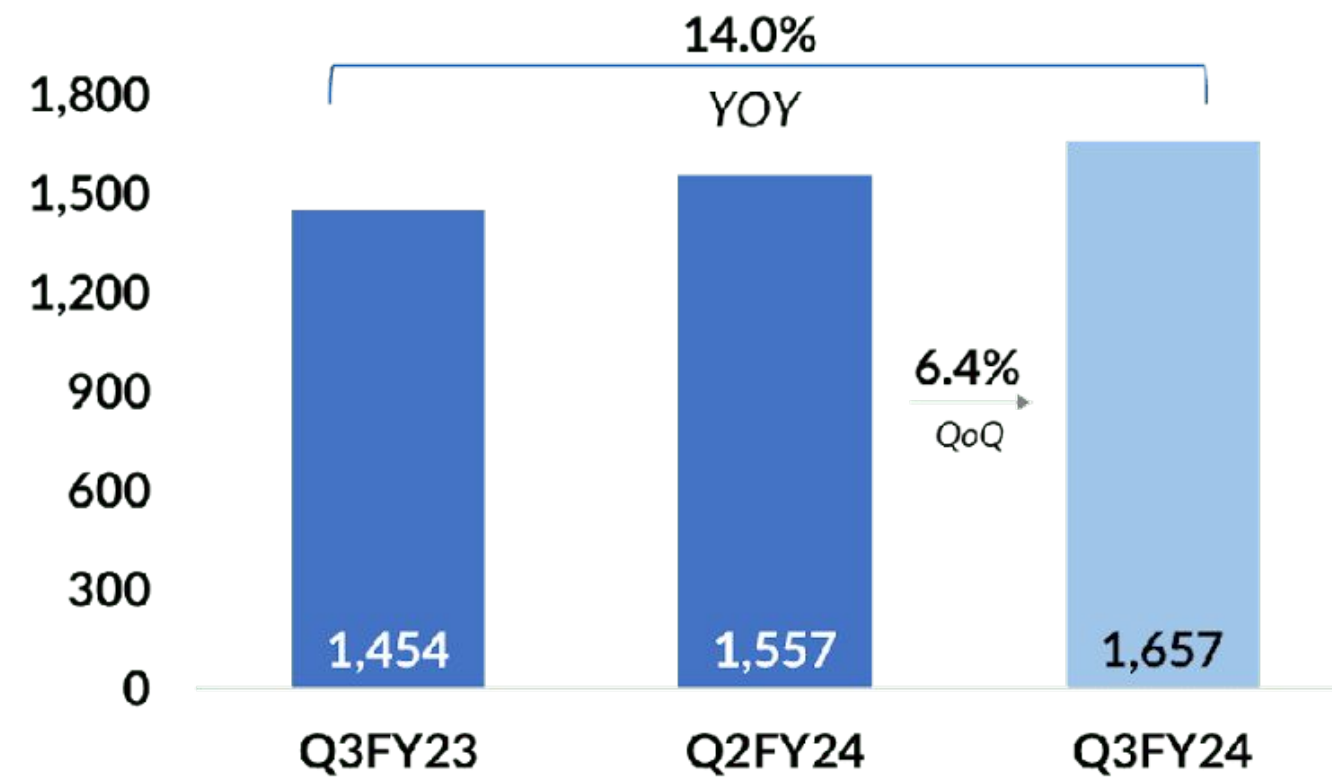
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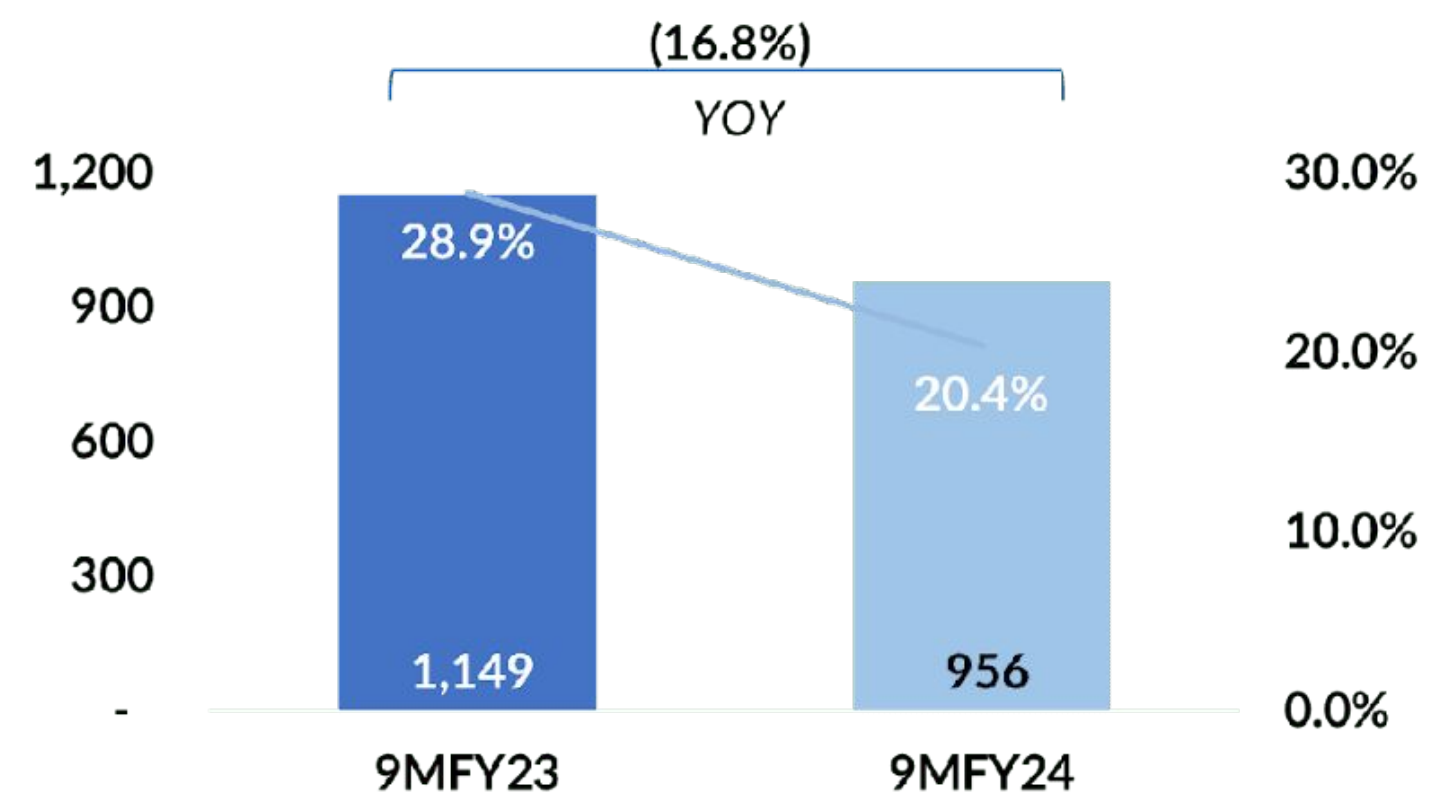
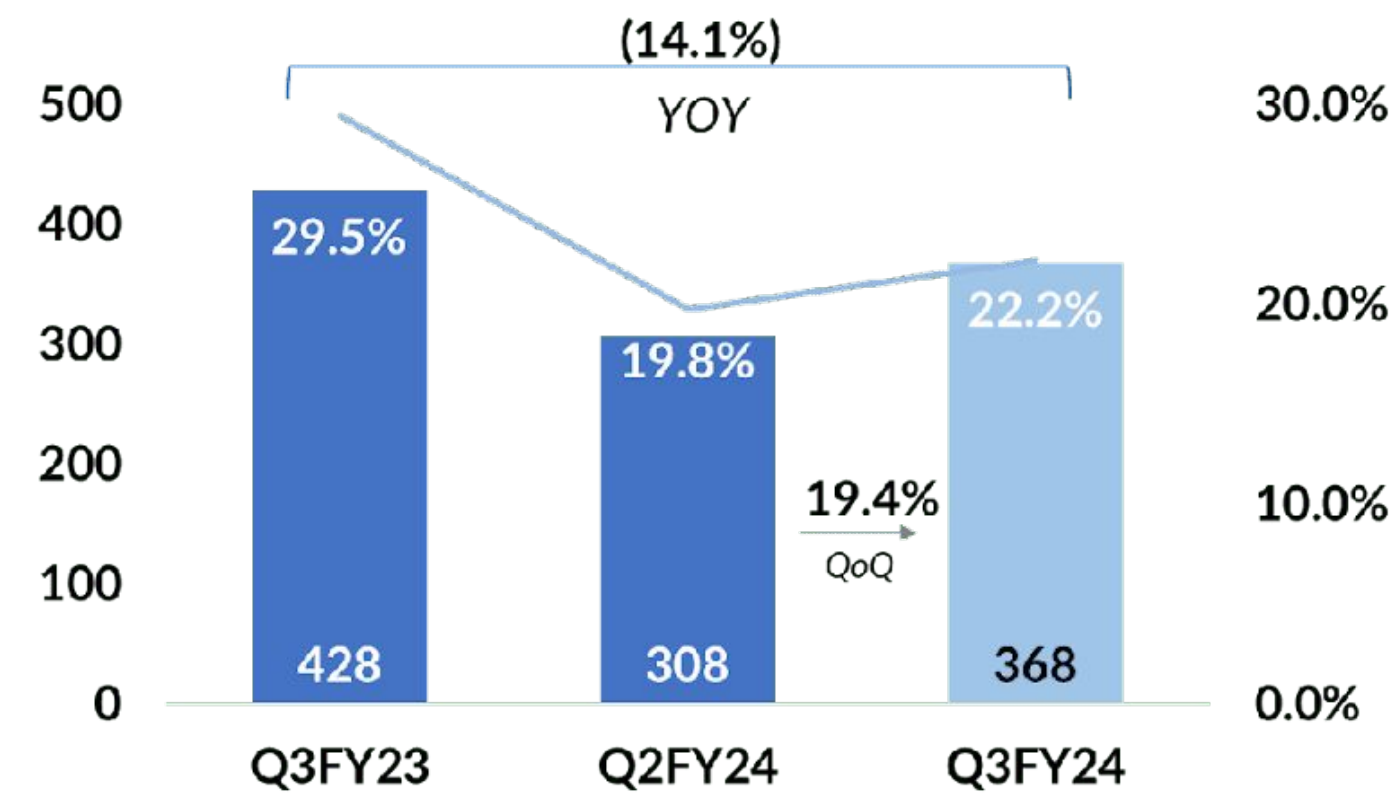
Financial Information

Comparison: Quarter-on-Quarter & Nine months (Figures In ₹ Million)

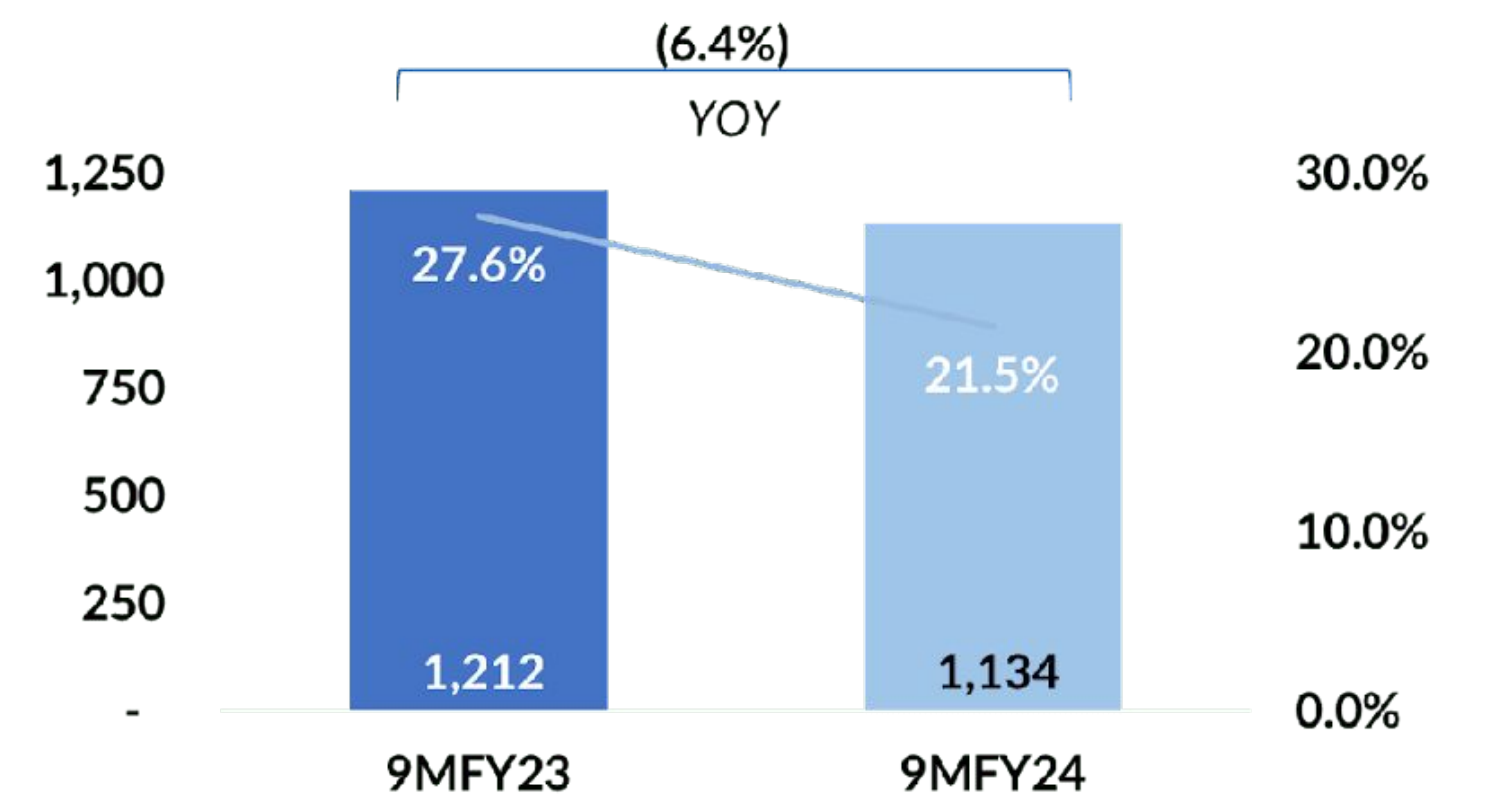
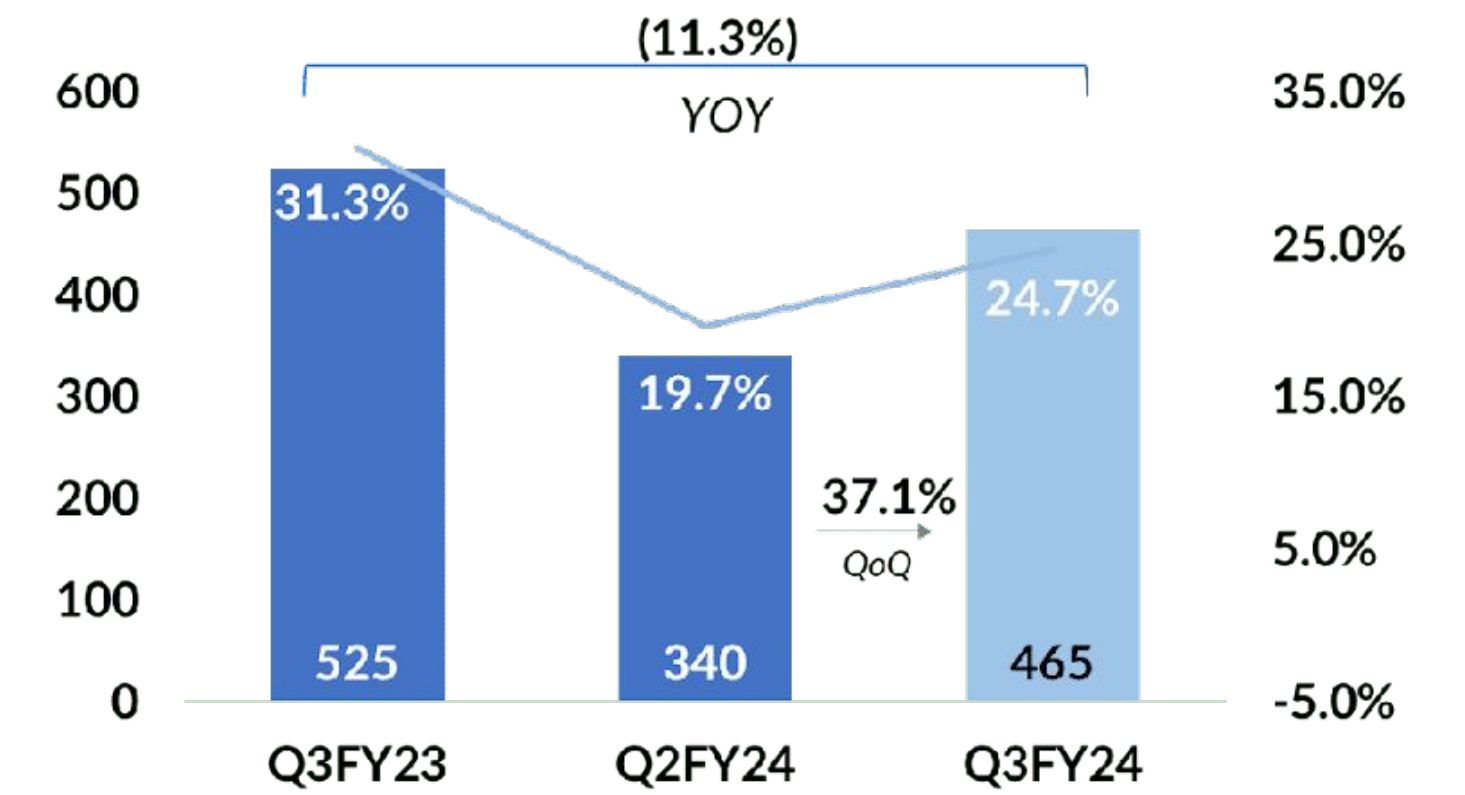
Operating Revenue



EBITDA & Margin (%)



PAT & Margin (%)



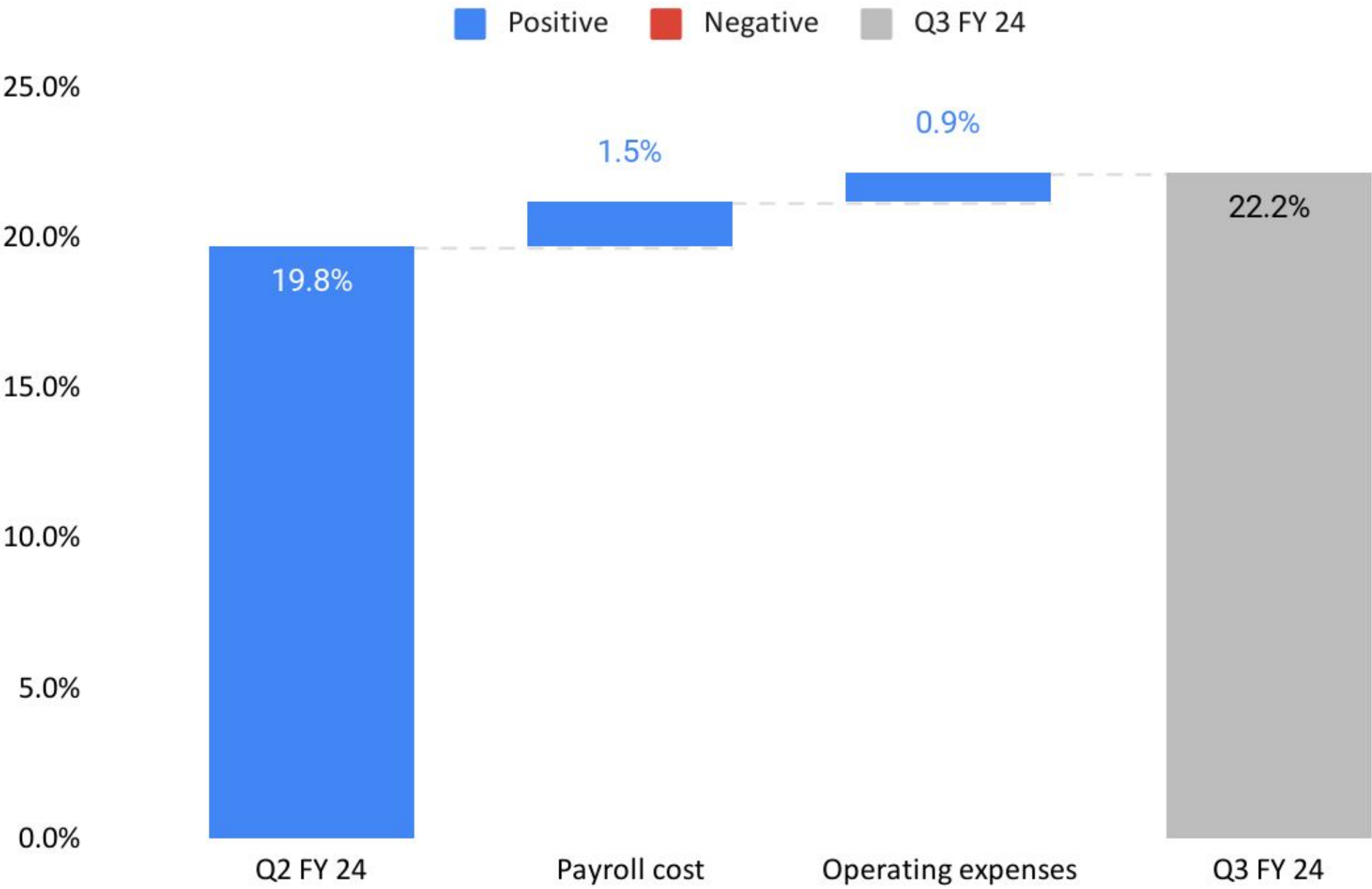
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EBITDA Margin Movement : Q2FY24 to Q3FY24



1. Payroll Cost

Improved efficiency coupled with operational leverage

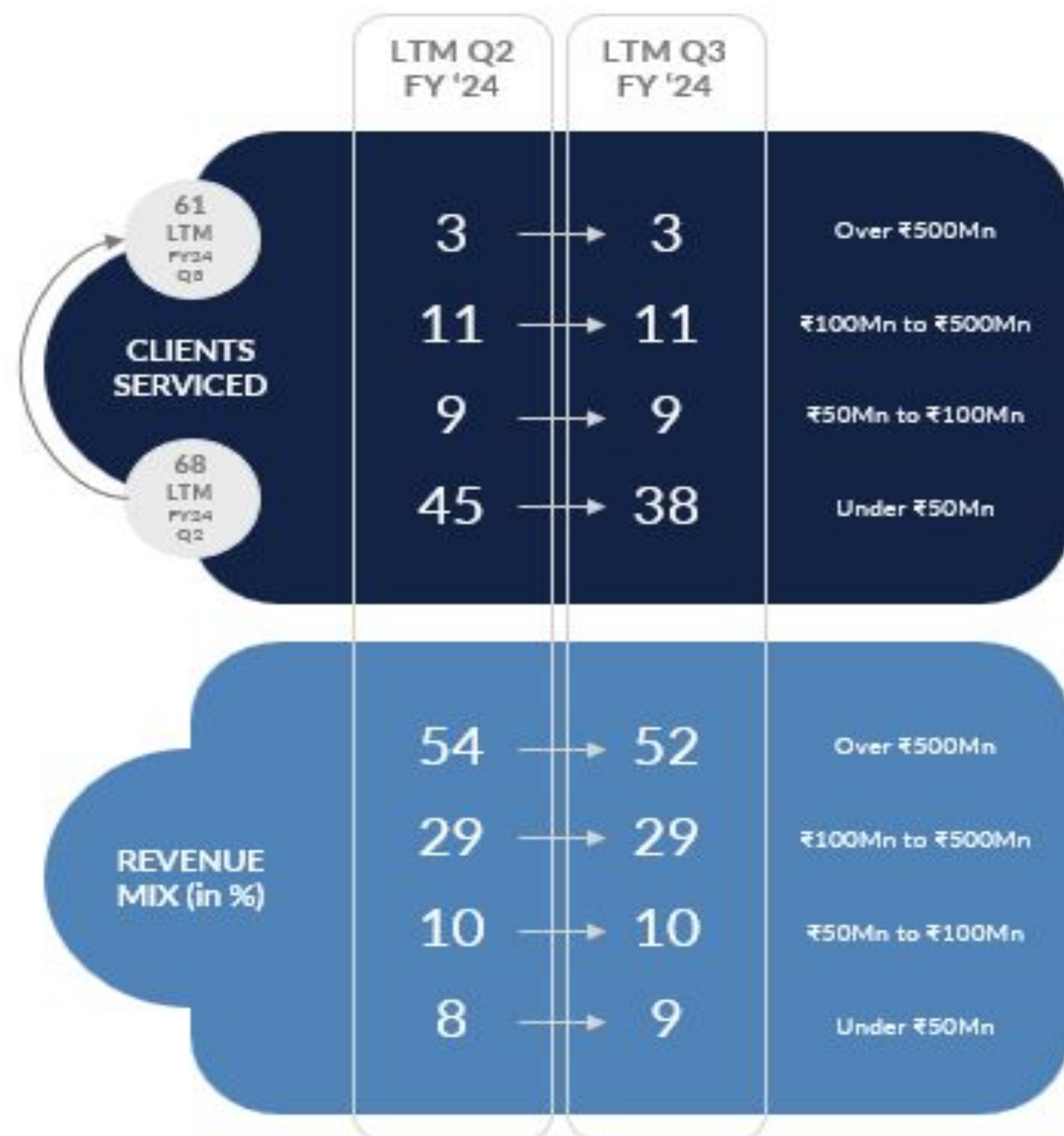
2. Operating Expenses

Almost identical expense incurred on a higher revenue base.

Consolidated Financial Summary – Q3 and 9MFY24

Key Performance Metrics		Q3 FY 23	Q2 FY 24	Q3 FY 24	Growth YoY	Growth QoQ	9MFY23	9MFY 24	Growth
Revenue (₹ Million)	Revenue From Operations	1,454	1,557	1,657	14.0%	6.4%	3,977	4,690	17.9%
	Other Income	221	170	230	4.2%	35.5%	407	579	42.2%
	Total Income	1,675	1,727	1,887	12.7%	9.3%	4,384	5,269	20.2%
Margin (₹ Million)	EBITDA	428	308	368	(14.1%)	19.4%	1,149	956	(16.8%)
	PBT	619	447	565	(8.7%)	26.7%	1,471	1,440	(2.1%)
	PAT	525	340	465	(11.3%)	37.1%	1,212	1,134	(6.4%)
Margin (%)	EBITDA	29.5%	19.8%	22.2%			28.9%	20.4%	
	PBT	37.0%	25.9%	30.0%			33.6%	27.3%	
	PAT	31.3%	19.7%	24.7%			27.6%	21.5%	
EPS (₹)	Basic	2.60	1.66	2.27	(12.9%)	36.4%	6.03	5.53	(8.3%)
	Diluted	2.55	1.64	2.25	(11.8%)	37.2%	5.92	5.49	(7.2%)

Operating Metrics - Q3FY24



Client Concentration		Q2FY24	Q3FY24
Client Concentration	Top 5 Clients	63%	63%
	Top 10 Clients	76%	76%
	Top 20 Clients	92%	90%

Employee Metrics		Q2FY24	Q3FY24
Employees Split by Qualification	Engineers	647	673
	Management Graduates	217	208
	Post Graduates & PhDs	218	217
	Statisticians	14	14
	Others	50	50
Employees Split by Function	Delivery	927	946
	Sales & Marketing	80	77
	Corporate Functions	72	69
	Center of excellence	67	70

Our Growth Strategy



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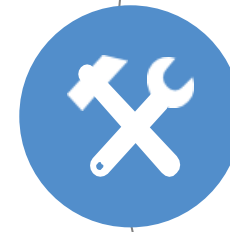
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Our growth strategies to strengthen our position in market

Leverage our Supply chain expertise and solution



Continue evolution to 'Analytics Thought Partner' through our Consulting arm



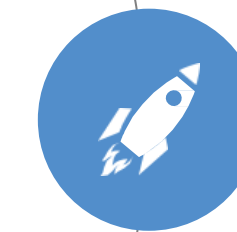
Build technical expertise with focus on Data Engineering



Build functional expertise with focus on BFSI & Retail



Expand Europe and APAC presence



Strengthen position through select inorganic opportunities



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Strategy to grow our three major horizontals

Leverage our Supply chain expertise and solution

- Enhance end-to-end service line offerings using partnerships channel (AWS, Snowflake)
- Evolve ConnectedView solution for Retail and Hi-tech Industry
- Synergetic with existing operations & complement data engineering, data science and BI capabilities

'Analytics Thought Partner' through our Consulting arm

- Focus on building and evolving Marketing analytics as a core offering
- Strengthen Discovery Engagements To improve our presence as "Thought Leader"
- Build a strong advisor network of domain and technological experts

Build technical expertise with focus on Data Engineering

- Focus on developing and launching new solutions in Migration (Product Migrate Mate) and Data activation (Data Tray)
- Leveraging technology & cloud Partnerships to co-build solutions
- Capability building through industry best certification courses and programs



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Building expertise through Diversification and Capability building

Build functional expertise with focus on BFSI & Retail

- Focus on developing new solutions in Fraud analytics & Insurance analytics
- Focused on potential opportunities in BFSI & Retail verticals to strengthen domain capabilities
- Strategic hires of personnel with extensive experience in industry verticals to drive go-to market strategy

Expand Europe and APAC presence

- Pilot projects with existing & potential clients to gain access to new geographies
- Continued presence in these geographies through subsidiaries driven by market opportunities & client referrals
- To grow client base by focusing on industry leaders and leveraging existing client relationships

Examples of success stories with our clients



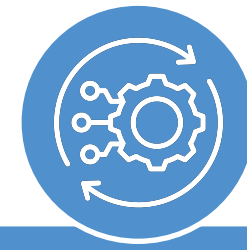
Smart Innovation

Leading FMCG Company

Problem : Failure rate of 65% for new product launches due to difficulty in detecting trends early and setting the innovation agenda

Solution: Developed a consumer centric framework to discover consumer preferences and its underlying drivers, finding the best attributes

Impact: 25% increase in innovation success rate & 5x reduction in innovation cycle time



Parts Recommendation

Global technology Company

Problem : ~250K Onsite visits end with no complete resolutions annually. ~500K Unused Parts and ~50M\$ Inefficiency cost (annually)

Solution: Built a Touchless ML Platform for Parts Recommendation System [Real-time Inferencing]

Impact: ~ \$3M per year saved due to better recommendation



Demand Forecasting

Leading Toy Manufacturer

Problem: Poor accuracy & high bias for new product introductions and Inability to consider effect of multiple factors

Solution: Delivered a decrease in Forecast variance measured as MAD/Mean on-time with improved explainability of factors impacting demand

Impact: 18% cumulative MAD/Mean reduction in Before Toy Launch & 22% MAD reduction in After Toy Launch



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Investment Rationale



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Investment Rationale

Strong financial fundamentals



Strong business model

Cash and Investments

₹ 10,520 Mn (excluding IPO funds) as of December 31 2023

Engaged with Blue chip Companies

30+ Fortune 500 clients, Blue Chip Companies

Healthy margin expansion

Q3 FY 24 EBITDA at 22.2%

Strong technological and Digitally native

Math + Technology + Business

Sustainable growth

Profitable, double digit growth

Focused on creating business impact

Delivered 433 Impactful solutions in FY23

SOURCES OF ADVANTAGE



Pure play data analytics | Supply chain excellence | Long standing relationship with clients | Experienced management team





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Fueled by strong governance

Name	Experience	Qualification
 <p>Adujudi Viswanathan Venkatraman <i>Chairperson & ED</i></p>	<ul style="list-style-type: none"> • Founder of LatentView Analytics • Several years of experience across IT services, credit analysis and business consulting 	<ul style="list-style-type: none"> • PGDM, IIM Calcutta • B.Tech, IIT Madras
 <p>Pramadwathi Jandhyala <i>Executive Director</i></p>	<ul style="list-style-type: none"> • Founder of LatentView Analytics • Several years of experience across corporate finance & credit ratings 	<ul style="list-style-type: none"> • PGDM, IIM Calcutta • BE, BITS Pilani
 <p>Dipali Sheth <i>Independent Director</i></p>	<ul style="list-style-type: none"> • Ex Country head of HR RBS services India • Directorships: UTI AMC, Adani Wilmar, DFM & Centrum 	<ul style="list-style-type: none"> • B.A. (Honours), University of Delhi
 <p>Mukesh Butani <i>Independent Director</i></p>	<ul style="list-style-type: none"> • Founder of BMR Legal Advocates • Directorships: Dabur India, ABB Power Products & Systems India & BMR Business Solutions 	<ul style="list-style-type: none"> • CA, LL.B. • B.Com. (University of Bombay)
 <p>Raghuttama Rao <i>Independent Director</i></p>	<ul style="list-style-type: none"> • CEO GDC, IIT Madras • Directorships: Sundaram Finance, Wheels India, Sundaram AMC, TVS Training & Services 	<ul style="list-style-type: none"> • PGDM, IIM Ahmdabad • B.Tech, IIT Madras, CWA
 <p>Reed Cundiff <i>Independent Director</i></p>	<ul style="list-style-type: none"> • Ex CEO Americas for Kantar • EX GM of Global Insights Microsoft 	<ul style="list-style-type: none"> • BA Wesleyan University

Experience behind the wheel

Name 	Designation 
Rajan Sethuraman	Chief Executive Officer
Krishnan Venkata	Chief Client Officer
Rajan Bala Venkatesan	Chief Financial Officer
Prashant Ramanujan	Chief Growth Officer
Sanjay Annadate	Head - Europe Business



Thank You

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