

LatentView Analytics reports strong Q3FY25 performance with 9.0% QoQ and 37.5% YoY Revenue Growth; EBITDA Margin at 22.1%

Gurgaon, India – February 7, 2025: LatentView Analytics Limited (BSE: 543398, NSE: LATENTVIEW), a global data analytics, consulting, and solutions firm, today announced its financial results for the **third quarter of FY25, ended on December 31, 2024.**

Commenting on the results, Rajan Sethuraman, Chief Executive Officer, LatentView Analytics, said, "We are pleased to announce our 8th consecutive quarter of revenue growth, with 9.0% QoQ and 37.5% YoY increase. This strong performance was driven by momentum in consulting, GenAI projects, and new client wins. This quarter marked several significant milestones, including a \$3.2Mn engagement win, our highest value single contract with our largest client, reinforcing our strategic partnership and client centricity. Additionally, we also onboarded 9 new clients, including 3 former clients, indicating strong business momentum and improved market sentiment. During 9MFY25, we won 10 GenAI projects, and we continue to invest in building our GenAI capabilities. Notably, our financial services vertical witnessed a significant growth of 62% on a YoY basis during the quarter. As we enter FY26, we remain committed to deepening our client relationships, leverage cutting-edge technologies and capitalize emerging opportunities to drive growth momentum."

Rajan Venkatesan, Chief Financial Officer, LatentView Analytics, said,

"For Q3FY25, we reported a total operating revenue of ₹2,278 million with an adjusted EBITDA margin of 26.1%. This margin is before factoring in acquisition-related costs and non-operating forex losses (primarily associated with intra-group loans). On an adjusted basis, our EBITDA margin improved by 360bps on a QoQ basis. As on December 31, 2024, our headcount stood at 1,622 and investments remained strong at ₹10,498 million, reflecting our financial stability and continued operational strength."

Key Financial Highlights

Particulars ₹ Million	Q3FY25	QoQ Growth	YoY Growth	YTD FY25
Operating Revenue				
- Latent View	2,041	8.9%	23.2%	5,704
- Decision Point	237	10.4%	-	453
Total Operating Revenue	2,278	9.0%	37.5%	6,157
Adjusted EBITDA	595	26.5%	61.7%	1,448
Adjusted EBITDA %	26.1%	3.6%	3.9%	23.5%
EBITDA	503	11.2%	36.7%	339
EBITDA %	22.1%	0.4%	(0.1%)	21.7%
PBT	561	(3.7%)	(0.7%)	1,665
PBT %	23.1%	(2.0%)	(6.8%)	24.8%
PAT	426	4.7%	(8.4%)	1,222
PAT %	17.6%	0.1%	(7.1%)	18.2%
Basic EPS (₹)	2.03	5.0%	(10.5%)	5.86

Large Deal Win

LatentView has secured a \$3.2Mn deal with a multinational technology company to partner with their Analytics and Decision Support team. The project involves delivering a unified and scalable business intelligence, and data engineering solution to streamline operations and improve decision-making.

Select Key Client Wins in Q3FY25

- For a leading US telecommunications company, we are developing automated machine learning frameworks to improve network reliability through early detection of bandwidth bottlenecks.
- For a hi-tech manufacturing company in the oil and gas segment, we are supporting their digital transformation to improve product reliability, costs, and customer and employee experience.
- We are aiding an American multinational data center and communication network infrastructure provider to better align their web content strategy with trend spotting and consumer preferences.
- For a leading consumer sales and marketing agency, we are delivering precise sales forecasting using AI/ML and our ConnectedView accelerators.
- We are developing a guest lifetime value prediction model for a leading US-based cruise line to forecast customer spending behavior, driving revenue growth, and enhancing customer loyalty.

Other key highlights:

- Remadevi Thottathil (Rema) has been appointed as the Chief Human Resources Officer, reinforcing our commitment to driving growth through the strength and talent of our people.
- We hosted the 18th edition of the **LatentView Roundtable, Hype to Hypergrowth - Deriving ROI from AI**, in the Bay Area.
- Marking the third year of LatentView's IPO, we held our first **Investor Day, titled EvoLV**, in Mumbai in November.
- Other major events were **Datanomics: Powering CX 2.0 in Financial Services with GenAI**, New Jersey, **AI Risk & Reward: Navigating the Business Landscape**, Germany, and **Game Off Shores: Get Your Analytics and AI Forces Together** in Bengaluru.

Awards and Recognition:

- **Workplace Excellence Award:** Recognized among **India's Best Workplaces for Millennials 2024-Top 50 (Mid-size)**.
- **Industry Recognition:** Featured in **Forrester's Customer Analytics Service Providers Landscape, Q4 2024**.

About LatentView Analytics

Latent View Analytics Limited (LatentView) is a global data analytics company that inspires and transforms businesses to excel in the digital world by harnessing the power of data. 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. LatentView is a trusted partner to enterprises worldwide, including 30+ Fortune 500 companies in the Technology, Financial services, CPG, Retail, and Healthcare sectors. LatentView Analytics partners with clients across the United States, Chile, Mexico, Germany, UK, Netherlands, Singapore, and India, and has 1600+ employees. 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 involve risks and uncertainties that could cause actual results to differ materially from those that are 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.

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