



Q4FY25

Investor Presentation

02 MAY 2025

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Latent View Analytics Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Preferred data and analytics partner to Fortune 500 companies for 18 years



Global footprint at
over 1600



Growth from existing
customers **18.8%**



Revenue (FY25)
INR 8,479 Mn*
(32.3% growth from FY24)



Adjusted EBITDA (FY25)
23.7%

*Including Decision Point effective from Q2 FY25



INDUSTRY RECOGNITION OF OUR WORK IN FY25

FORRESTER®

Customer Analytics
2024 Landscape

*ISG®

Supply Chain Analytics
2024 Leader

GTM RESEARCH

Data Science Services
2024 Leader



Partner of the Year
2024



Best Brand of the Year
2024



Great Place to Work
2024-25

KEY TECHNOLOGY PARTNERSHIPS



Driving success across the globe for our clients and their subsidiaries across the globe



Our **1,600+** workforce across **NORTH AMERICA, LATAM, APAC, UK, and EU**, seamlessly supporting our clients through a combination of **Onshore, Nearshore, and Offshore** delivery models.

Organizational growth through **key evolutionary stages**

The Beginning

Strategic Foundations and Leadership



2007 - 2014

Established foundational projects and strategic partnership with Microsoft

Leadership strengthened with the appointment of a growth-focused CEO to drive strategic direction.

Deloitte.

Technology Fast 500 Asia Pacific 2009 & Technology Fast 50 India 2012

Market Specialization and Scaling



2015 - 2020

Develop industry specific verticals to enhance relevance and expertise

Enhanced operational maturity and expanded client offerings through specialized services.

FROST & SULLIVAN

Analytics Solutions Provider of the Year 2017

Public Market Presence and Capability Expansion



2021 - Present

Transitioned to a public company, unlocking new growth opportunities and enhancing brand visibility.

Strengthened data and AI capabilities through strategic acquisitions, positioning for future innovation.

THE MOST SUBSCRIBED IPO EVER

Latent View Gets ₹1.12-Lakh cr Bids for ₹600-cr Public Offer

DECISION POINT
A LATENTVIEW COMPANY



\$100 Mn milestone reached in FY25

Key Focus areas over next 3 years



Continue Driving Impact through Scalable GenAI Solutions

Empower Business Transformation with LatentView's RAISE, delivering GenAI-driven solutions.



Enhance Data Engineering through Databricks partnership

Foster data engineering innovation and best practices in partnership with Databricks, empowering clients with cutting-edge cloud data solutions.



Expand Marketing Analytics for deeper client insights

Drive a Data-Driven Marketing Model to enhance product, channel, and customer experience strategies.



Grow Nearshore Centers for improved client support

Strengthen client proximity and support through expanded nearshore centers at Canada, Mexico and LATAM, enhancing delivery efficiency and client responsiveness.



Increase APAC presence with GCC to capture regional demand

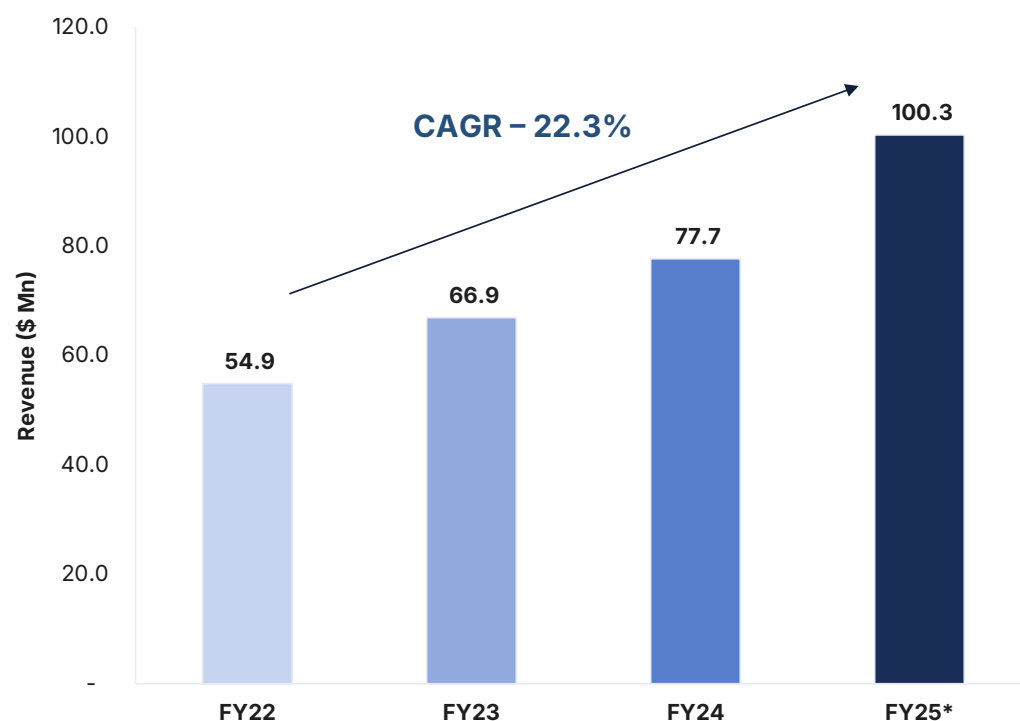
Expand India GCC hubs with a focused charter for rapid scaling, meeting growing demand, & enhancing regional expertise to support client need.



Invest in Talent Upskilling for advanced analytics and AI

Accelerate talent growth with L&D partnerships and in-house bootcamps, building a skilled, scalable workforce for future.

Revenue growth from year of listing (in \$ Mn)



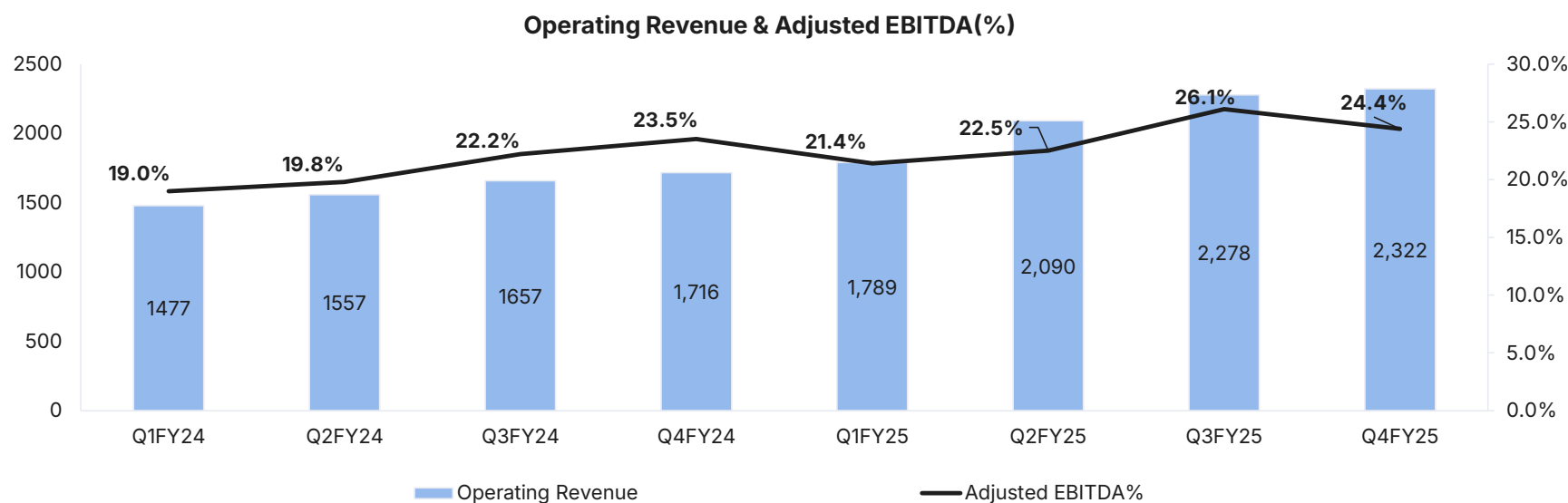
* - Including Decision point effective from Q2 FY25

Growth of **180 %** delivered from since FY22, driven by strong relationships with **our top customers**.

78% of our revenue today comes from clients we have been served for over **five years**.

While **Technology** was the bedrock of our growth journey, revenue from financial services **BFSI vertical** grew by **64%** on a YoY basis.

Comparison: Quarter-on-Quarter (8 quarters) & Year Ended (3 fiscal years) (figures in ₹Million)



Period	Operating Revenue (₹Mn)	Adjusted EBITDA	Adjusted EBITDA (%)	Reported PAT	Reported PAT (%)	Basic EPS
FY25	8,479	2,012	23.7%	1,735	18.9%	8.45
FY24	6,407	1,360	21.2%	1,587	22.2%	7.73
FY23	5,388	1,451	26.9%	1,554	26.1%	7.71

* Adjusted for acquisition related expenses in relation to retention bonus payable to employees of Decision Point.

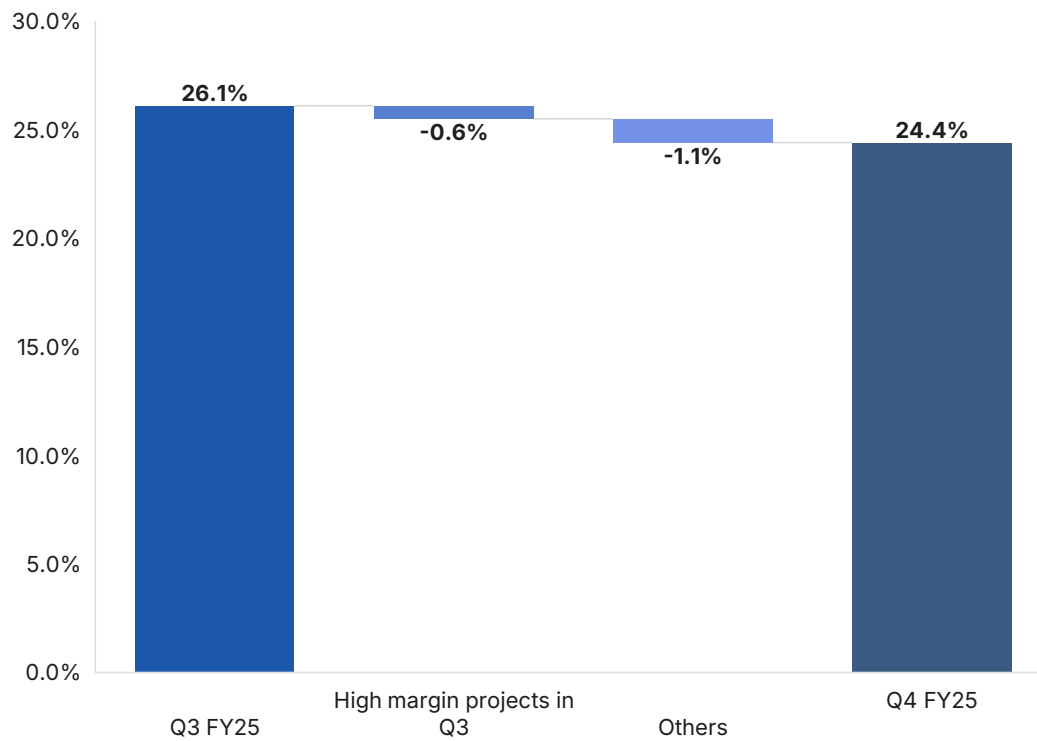
Consolidated Financial Summary Q4FY25

Key Performance Metric	Q4 FY24	Q3 FY25	Q4 FY25	On a quarterly basis		FY24	FY25	YoY Growth (%)
				YoY Growth (%)	QoQ Growth (%)			
Revenue from Operations								
• LatentView	1,716	2,041	2,130	24.1%	4.4%	6,407	7,834	22.3%
• Decision Point	-	237	192	-	(19.1%)	-	645	-
Total Revenue from Operations	1,716	2,278	2,322	35.3%	1.9%	6,407	8,479	32.3%
Other Income	158	147	211	33.7%	43.7%	737	689	(6.5%)
Total Income	1,874	2,425	2,533	35.2%	4.4%	7,144	9,168	28.3%
Adjusted EBITDA	404	595	568	40.5%	(4.6%)	1,360	2,012	47.8%
Adjusted EBITDA(%)	23.5%	26.1%	24.4%	0.9%	(1.7%)	21.1%	23.7%	2.5%
Less: Transaction related expense	-	(19)	(18)	-	-	-	-	-
Less: Loss on foreign exchange	-	(73)	-	-	-	-	-	-
Reported EBITDA	404	503	549	36.0%	9.1%	1,360	1,957	43.8%
Reported EBITDA(%)	23.5%	22.1%	23.7%	0.1%	1.6%	21.1%	23.1%	1.8%
Reported PBT	530	561	623	(0.7%)	11.0%	1,970	2,287	16.1%
Reported PBT(%)	28.3%	23.1%	24.6%	(3.7%)	1.4%	27.6%	25.0%	(2.6%)
Reported PAT	452	426	513	(8.4%)	20.3%	1,586	1,735	9.4%
Reported PAT(%)	24.1%	17.6%	20.2%	(3.9%)	2.7%	22.2%	18.9%	(3.3%)
Reported Basic EPS	2.20	2.03	2.59	17.7%	27.4%	7.73	8.45	9.3%
Reported Diluted EPS	2.18	2.02	2.58	18.3%	27.5%	7.68	8.41	9.5%

Note:

1. Amortization of intangible assets of Decision Point - 53 million.
2. Acquisition related expenses in relation to retention bonus payable to employees of Decision Point.

Adjusted EBITDA Margin Movement Q3FY25 to Q4FY25

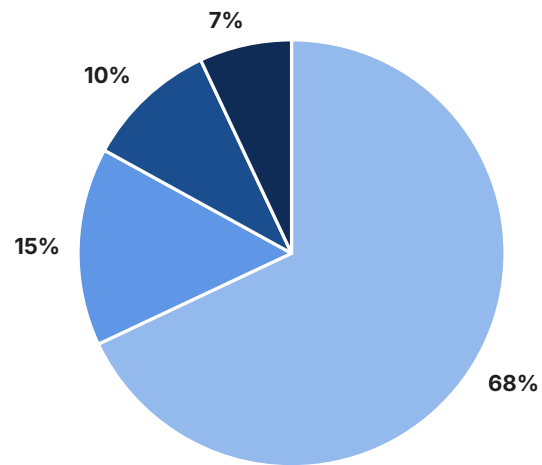


Executed **higher margin projects** in Q3

Cyclical visa cost & strategic initiatives in Q4

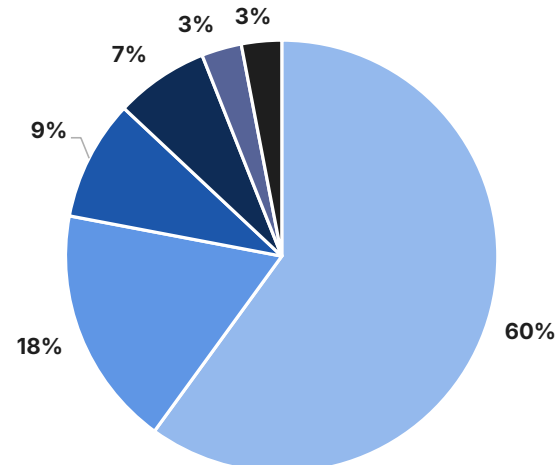
Revenue by Industry and Functions

REVENUE BY INDUSTRY



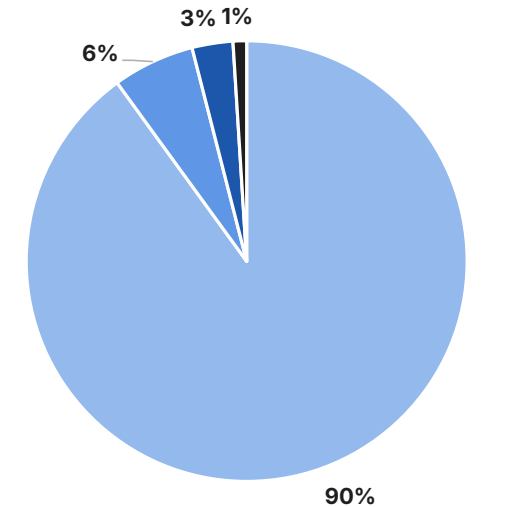
Technology
Consumer & Retail
Financial services
Industrial

REVENUE BY OFFERINGS



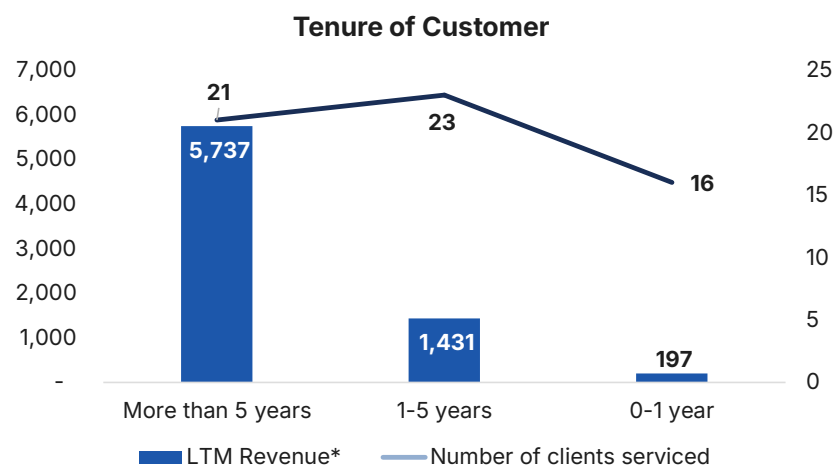
Diagnostic
Data Engineering
Predictive analysis
Consulting
RGM
Others

REVENUE BY GEOGRAPHY



USA
APAC
LATAM
Europe

Operating Metrics



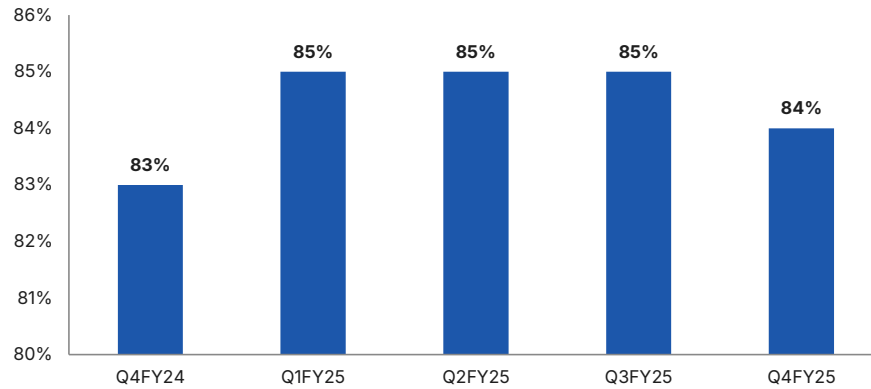
Client Concentration	Q3 FY25	Q4 FY25
Top 5 Clients	60%	62%
Top 10 clients	71%	72%
Top 20 clients	84%	84%

	LTM Q3FY25*	LTM Q4FY25*	
CLIENTS SERVICED	77 LTM Q4FY25	3	Over ₹500Mn
		12	₹100 to ₹500Mn
		6	₹50 to ₹100Mn
	70 LTM Q3FY25	49	Under ₹50Mn
REVENUE MIX (in %)		58	Over ₹500Mn
		27	₹100 to ₹500Mn
		6	₹50 to ₹100Mn
		9	Under ₹50Mn

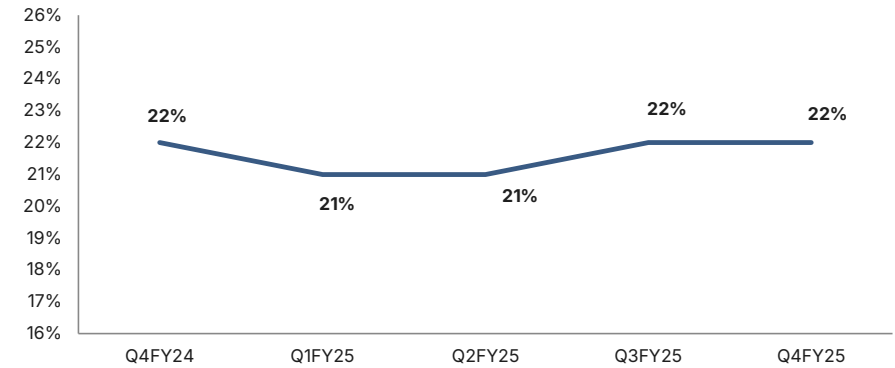
*Includes only LatentView organic business

Employee Metrics

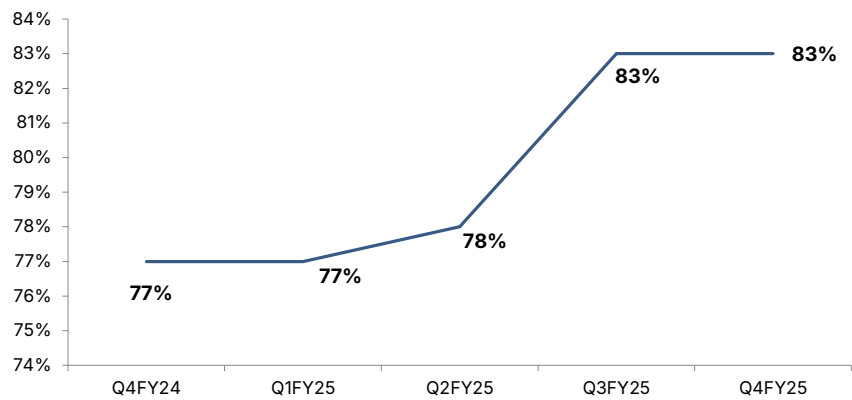
Offshore as % of Total Delivery Headcount



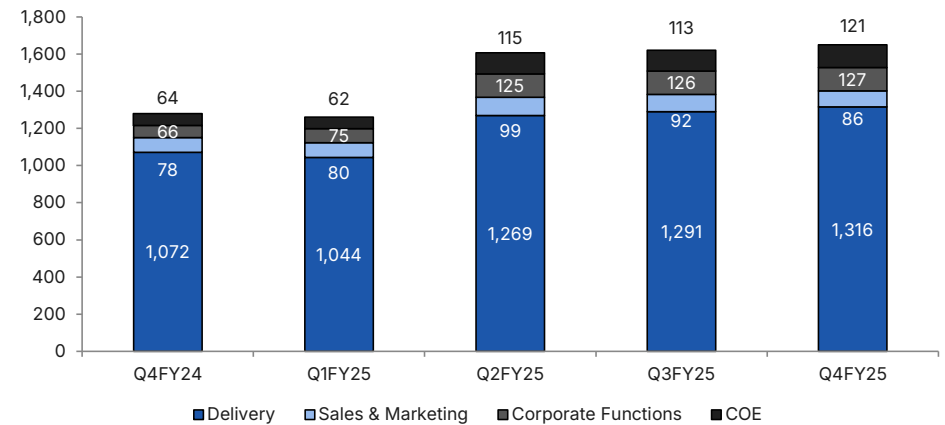
LTM Attrition Rate (%)



Utilisation Rate



Employee Split by Function



Fueled by Strong Governance



VENKAT VISWANATHAN

Chairperson & Executive Director
PGDM, IIM Calcutta | B.Tech., IIT Madras



PRAMADWATHI JANDHYALA

Executive Director
PGDM, IIM Calcutta | B.E. BITS Pilani



DIPALI SHETH

Independent Director
B.A. (Honours), University of Delhi



MUKESH BUTANI

Independent Director
CA, LL.B. | B.Com., University of Bombay



RAGHUTTAMA RAO

Independent Director
PGDM, IIM Ahmedabad | B.Tech., IIT Madras, CWA



REED CUNDIFF

Independent Director
B.A., Wesleyan University

- Founder of LatentView Analytics
- Several years of experience across IT services, credit analysis, and business consulting
- Founder of LatentView Analytics
- Several years of experience across corporate finance, and credit ratings
- Ex-Country Head of HR, RBS Services India
- Directorships: Lloyds Offshore Global services, Welspun Corp Ltd, UTI AMC
- Founder of BMR Legal Advocates
- Directorships: Schloss Bangalore Ltd, Bata India Ltd, United Spirits Ltd
- CEO GDC, IIT Madras
- Directorships: Sundaram Finance, Wheels India, Sundaram AMC, TVS Training & Services
- Ex-CEO of Sago Group(formerly known as Schlesinger Group)
- Ex-GM of Global Insights, Microsoft

*Governance status as at 31st March, 2025

Experience behind the wheel



**RAJAN
SETHURAMAN**

Chief Executive Officer



**KRISHNAN
VENKATA**

Chief Client Officer



**RAJAN BALA
VENKATESAN**

Chief Financial Officer



**REMADEVI
THOTTATHIL**

Chief Human Resources
Officer



Thank You

Latent View 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

02 MAY 2025
