

## Chairperson's 19th AGM Speech – 22<sup>nd</sup> July 2025

### From Hype to Impact: Embracing AI with Purpose

Good morning, everyone,

We're at the threshold of a transformative time where humans won't just interact with AI, but delegate to it.

In the past year, we've seen GenAI move beyond personal productivity hacks to enabling enterprise transformation. And now we are witnessing the rise of Agentic AI.

Amid this rapid change, we tell our clients: "Make informed choices. Let AI enable you, not overwhelm you".

Because success lies in riding this shift, which is redefining every business touchpoint, from customer experience and product development to supply chains and personalized marketing.

At LatentView, we've been actively building this future — From helping clients adopt GenAI responsibly to launching solutions powered by Agentic AI, we are at the centre of what's next.

And our north star has always been: "How do we serve our customers better?"

That's what has guided our strategic decisions, whether it's building our consulting capabilities, strengthening our partner ecosystem, or making our first acquisition.

As we integrate Decision Point Analytics, we're combining strengths to deepen our impact in the CPG and retail space. At the same time, our focus on Technology and Financial Services continues to deliver strong results.

The Technology vertical remains our largest, contributing over 68% of our revenues. Financial Services has also seen impressive growth, with strong deal momentum and new client wins.

Together, these efforts have helped us cross a major milestone: \$100 million in revenue in FY25. A proud moment for us.

To reach this mark just three years after our IPO says a lot about the trust our clients place in us, the commitment of our team, and the continued support of our investors.

As we grow, we know that the future will be shaped not just by strategy but by the strength of the people who bring it to life.

That's why we're reimagining how we build a future-ready workforce, starting with investing in curious minds, people who ask sharp questions, learn quickly, and solve for complexity, not just scale.

Our new AI Center of Excellence ties together all our efforts. It helps us empower our teams and move faster for our clients. We're also upskilling our teams in modern data engineering and helping them design scalable AI that serves real business goals.

As AI rewrites the rules, we're playing the long game. We believe the future won't be built by automation alone, it will be shaped by insight, imagination, and the will to keep asking what's next.

Our focus has always been to deliver outcome-driven solutions for real-world business challenges that drive tangible impact. Our team's pursuit of innovation, coupled with our client-centric approach, is the bedrock of our success.

As we strive to meet the expectations of our shareholders, we thank all of you for your support and belief in our vision.

Here's to shaping the change, with accurate decisions and actionable insights.