



Building
What's
Next

Q1FY26

Investor Presentation

21 July 2025



Safe Harbour

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Turning Back the Clock



Organizational growth through key evolutionary stages

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

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

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 strategic positions for the next 3 years



Deepening Client Relationships

Identification of diamond accounts based on potential value tiers, working on deepening client relationships to enable accelerated growth.



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.



AI Strategy

Core team driving the embedding all facets of AI into business processes, with investment in talent upskilling for advanced analytics and AI.



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Recognition & Impact Across Borders



Preferred data and analytics partner to Fortune 500 companies



Over 1600
Global Footprint

11.0%
Yearly revenue growth
from existing
customers

7
New logos added

2.8 % (QoQ)
Growth in USD

INDUSTRY RECOGNITION OF OUR WORK IN FY25

FORRESTER

Customer Analytics
2025 Wave

ISG

Supply Chain Analytics
2024 Leader

CIM RESEARCH

MLOps & Data Engineering
2025 Leader



Cybersecurity Award
2025



Best Brand of the Year
2024



Great Place to Work
2024-25

KEY TECHNOLOGY PARTNERSHIPS



Driving success across the globe for our clients 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.

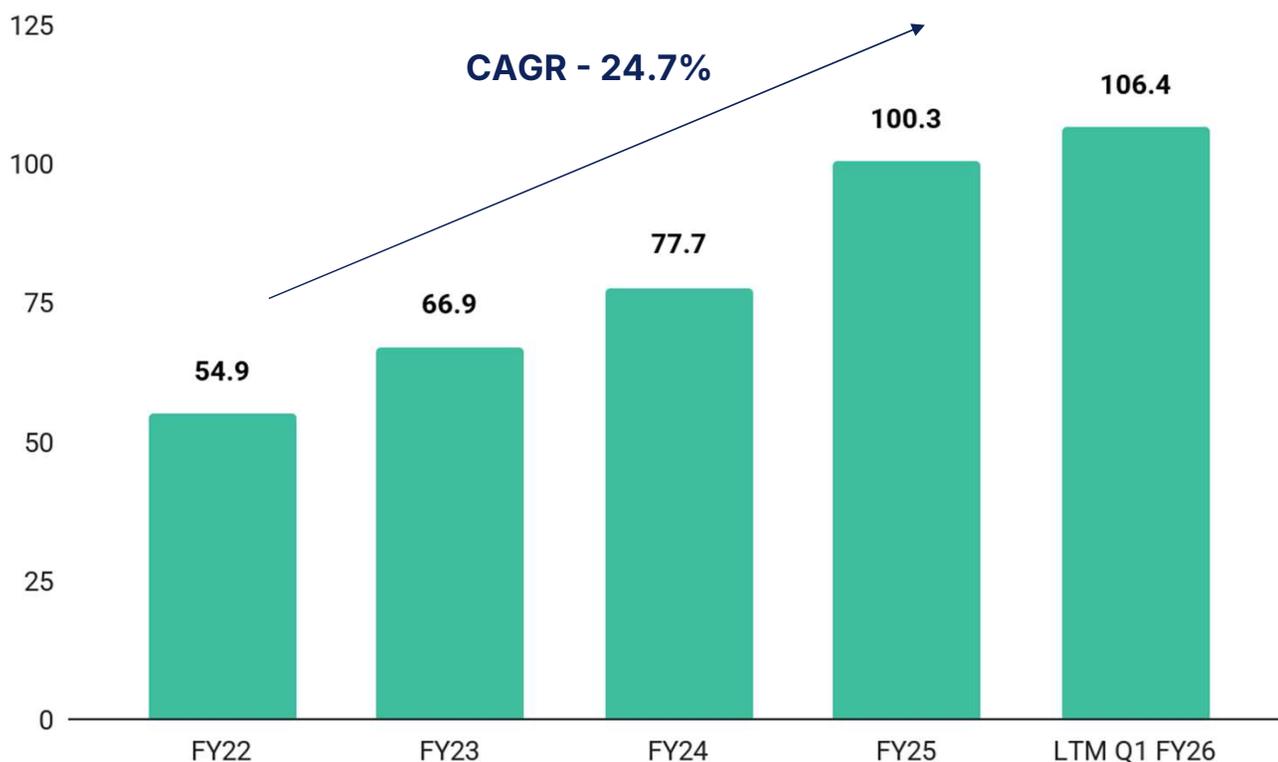


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Financial Momentum & Outlook



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

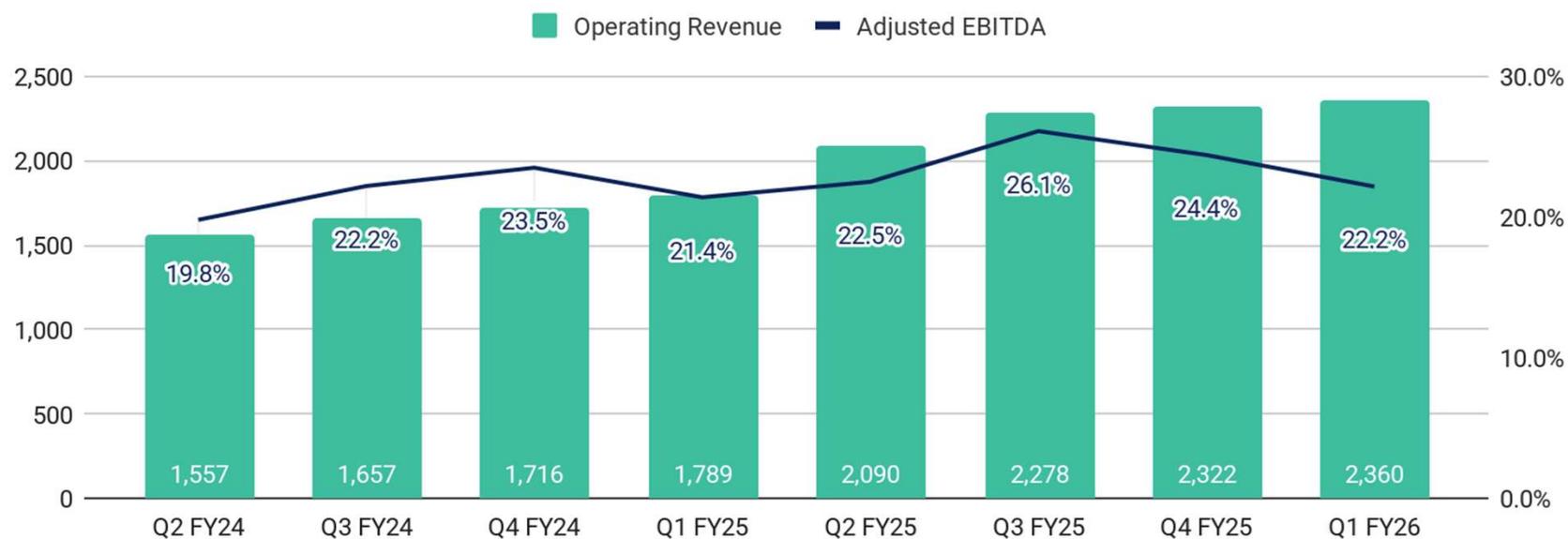


Grown by **1.93x** since FY22, driven by strong relationships with **our top customers**.

77% of our revenue today comes from clients we have been served for over **5 years**.

While the **Tech** vertical continues to be the mainstay, our **Financial Services** vertical grew in revenue by **48%** YoY.

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



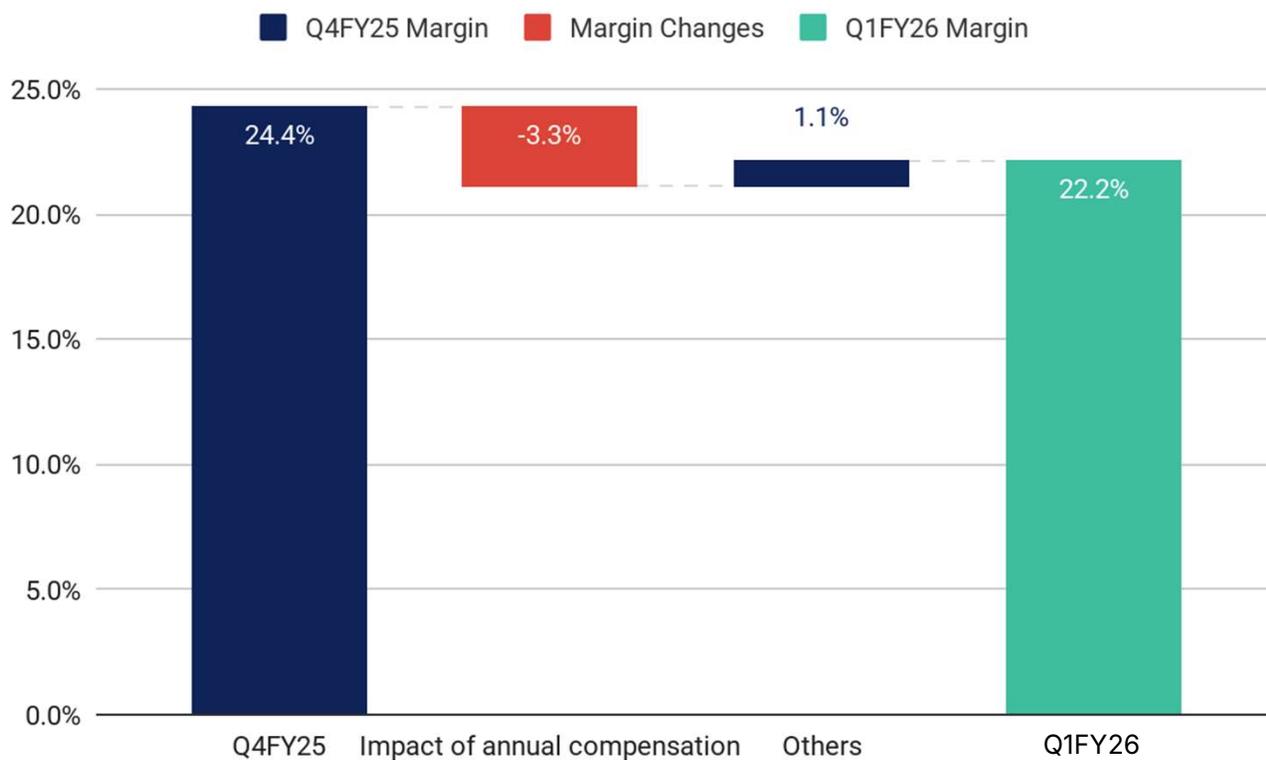
Period	Operating Revenue (₹Mn)	Adjusted EBITDA	Adjusted EBITDA (%)	Reported PAT	Reported PAT (%)	Basic EPS
FY25	8,479	2,012	23.7%	1,735	18.9%	8.45
FY24	6,407	1,360	21.2%	1,587	22.2%	7.73
FY23	5,388	1,451	26.9%	1,554	26.1%	7.71

Consolidated Financial Summary Q1FY26

Key Performance Metric	Q1FY25*	Q4FY25	Q1FY26	On a quarterly basis		FY24	FY25	YoY Growth (%)
				YoY Growth (%)	QoQ Growth (%)			
Revenue from Operations								
LatentView Analytics	1,789	2,130	2,137	19.5%	0.3%	6,407	7,834	22.3%
Decision Point	-	192	222	-	15.8%	-	645	-
Total Revenue from Operations	1,789	2,322	2,360	31.9%	1.6%	6,407	8,479	32.3%
Other Income	174	211	234	34.4%	10.8%	737	689	-6.5%
Total Income	1,963	2,533	2,594	32.1%	2.4%	7,144	9,168	28.3%
Adjusted EBITDA	383	568	523	36.6%	-7.9%	1,360	2,012	47.8%
Adjusted EBITDA(%)	21.4%	24.4%	22.2%	0.8%	-2.2%	21.1%	23.7%	2.5%
Less: Transaction related expense	-	-18	-19	-	-	-	-	-
Reported EBITDA	383	549	504	31.6%	-8.2%	1,360	1,957	43.8%
Reported EBITDA(%)	21.4%	23.6%	21.4%	-0.1%	-2.3%	21.1%	23.1%	1.8%
Reported PBT	521	623	620	18.9%	-0.6%	1,970	2,287	16.1%
Reported PBT(%)	26.5%	24.6%	23.9%	-2.7%	-0.7%	27.6%	25.0%	-2.6%
Reported PAT	389	513	506	30.0%	-1.4%	1,586	1,735	9.4%
Reported PAT(%)	19.8%	20.3%	19.5%	-0.3%	-0.8%	22.2%	18.9%	-3.3%
Reported Basic EPS	1.89	2.59	2.46	30.2%	-5.0%	7.73	8.45	9.3%
Reported Diluted EPS	1.88	2.58	2.45	30.3%	-5.0%	7.68	8.41	9.5%

* includes only organic business

Adjusted EBITDA Margin Movement Q4FY25 to Q1FY26



Others include:
Lower spends in GTM
 and **cyclical visa costs** in Q1FY26

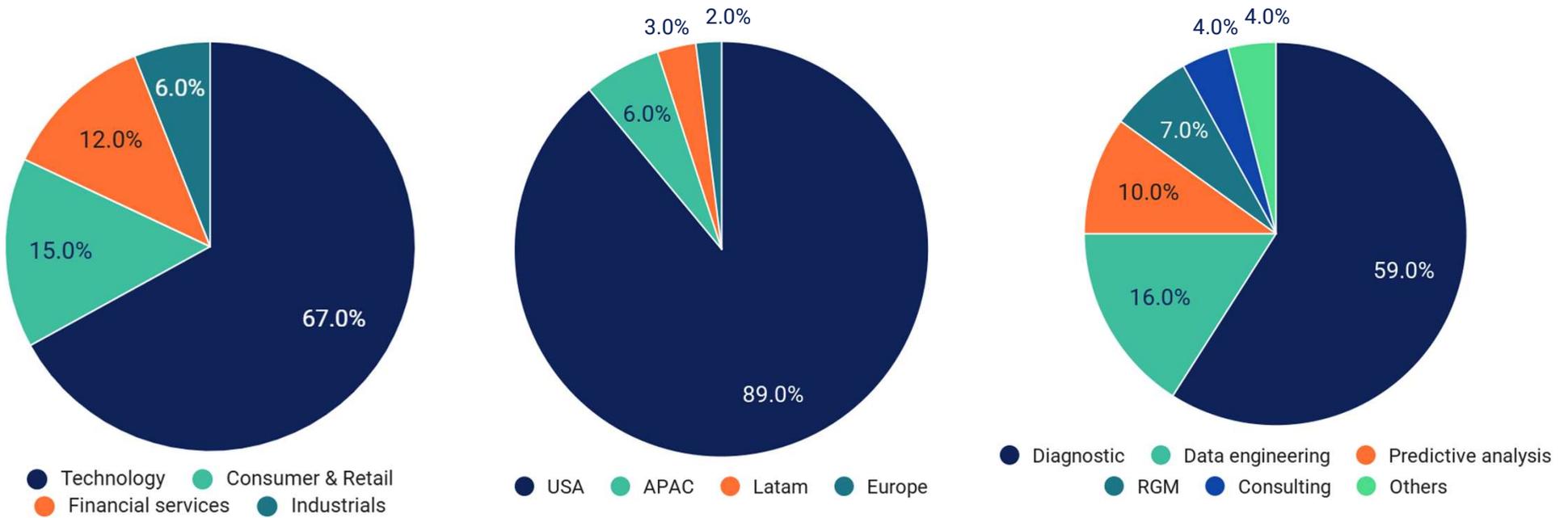


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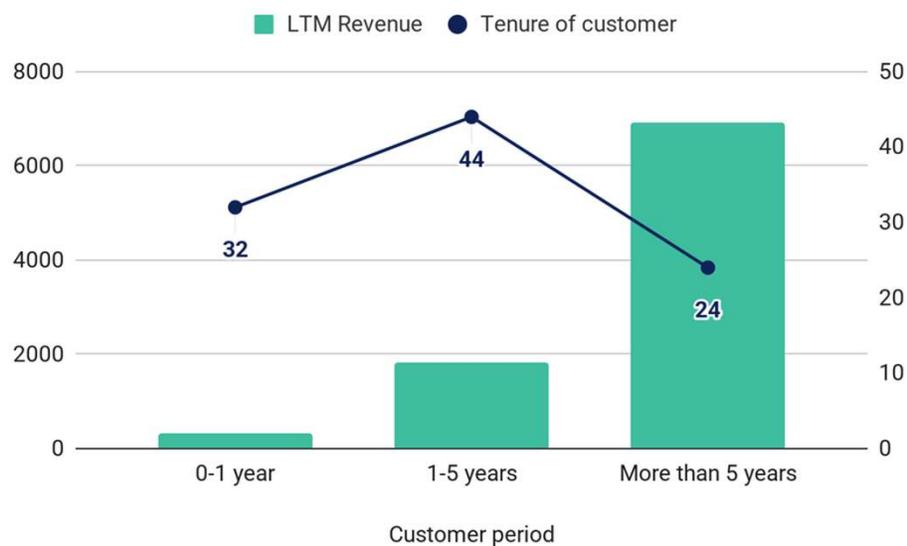
Performance Pulse: Revenue, Workforce & Client Success



Revenue by Industry and Functions



Operating Metrics

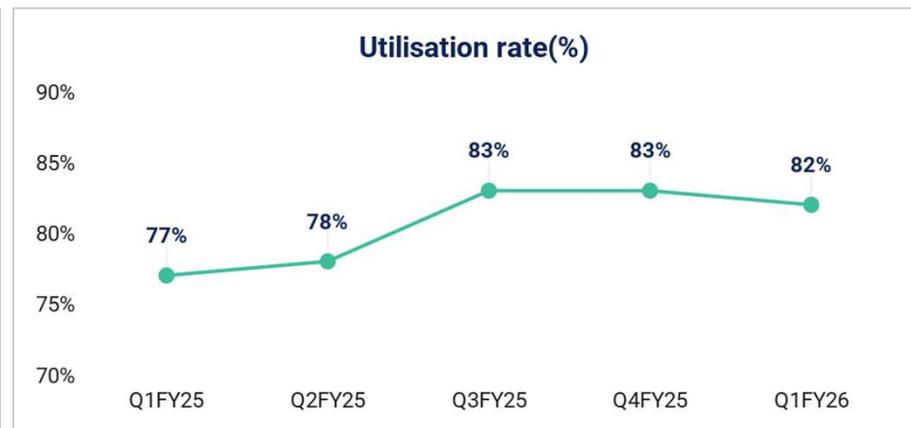
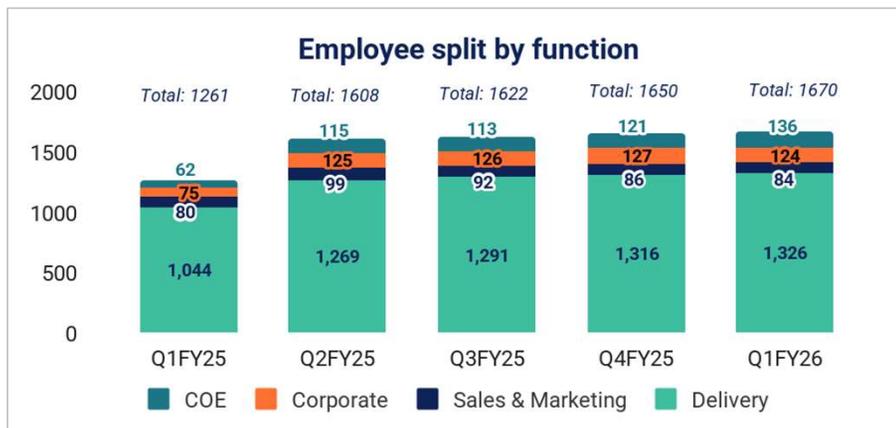
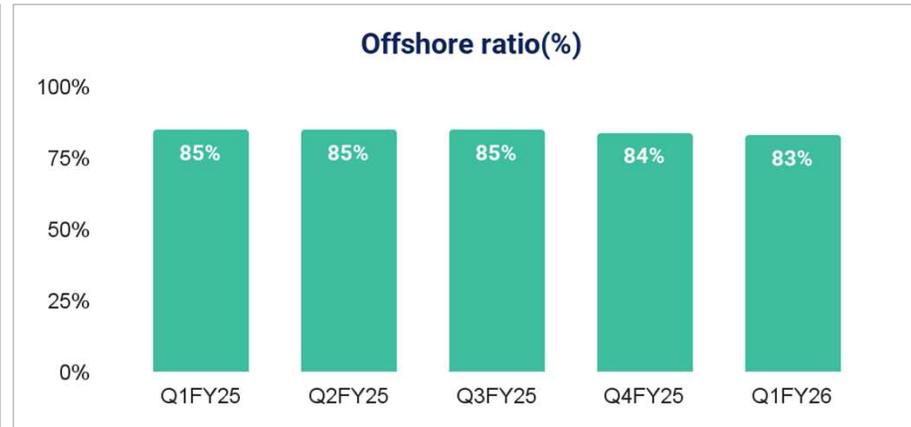
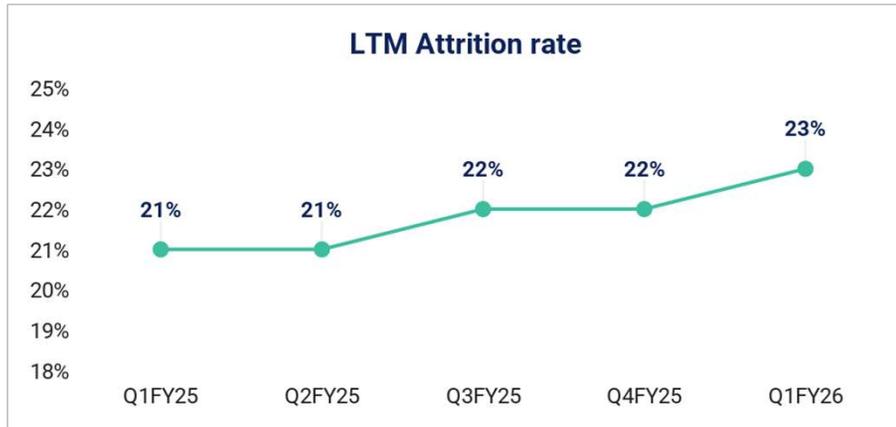


Client Concentration	Q1FY26
Top 5 Clients	62%
Top 10 clients	75%
Top 20 clients	86%



Includes clients of inorganic business w.e.f Q1 FY26

Employee Metrics





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Leading the way for our growth



Fueled by Strong Governance

Executive Directors



**VENKAT
VISWANATHAN**

Chairperson



**PRAMADWATHI
JANDHYALA**

Independent Directors



**ANINDYA
GHOSE**



**DIPALI
SHETH**



**MUKESH
BUTANI**



**RAGHUTTAMA
RAO**



**REED
CUNDIFF**



Experience behind the wheel



**RAJAN
SETHURAMAN**

Chief Executive Officer



**RAJAN BALA
VENKATESAN**

Chief Financial Officer



**REMADEVI
THOTTATHIL**

Chief Human Resources Officer





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Thank You

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