LatentView

20 years

Building What's Next

Q3FY26 Investor Presentation

01 February 2026



Safe Harbour

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Building What's Next

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 1650
Global Footprint

7.8%
Yearly revenue growth from existing customers

6
New logos added

5.6% (QoQ)
Growth in USD

INDUSTRY RECOGNITION OF OUR WORK

Marketing Measurement & Optimization Services
2025 Landscape

Retail-CPG & Supply Chain Analytics
2025 Leader

Agentic AI Service Providers
2025 Leader
PeMa Quadrant

CSCMP EDGE
3Vs Business Innovation Award
2025 Finalist

Most Innovative Use of AI in Service Delivery
Minsky Award @ Cypher 2025

Great Place to Work
2025-26

KEY TECHNOLOGY PARTNERSHIPS

Driving success for our clients across the globe



Our **1,650+** 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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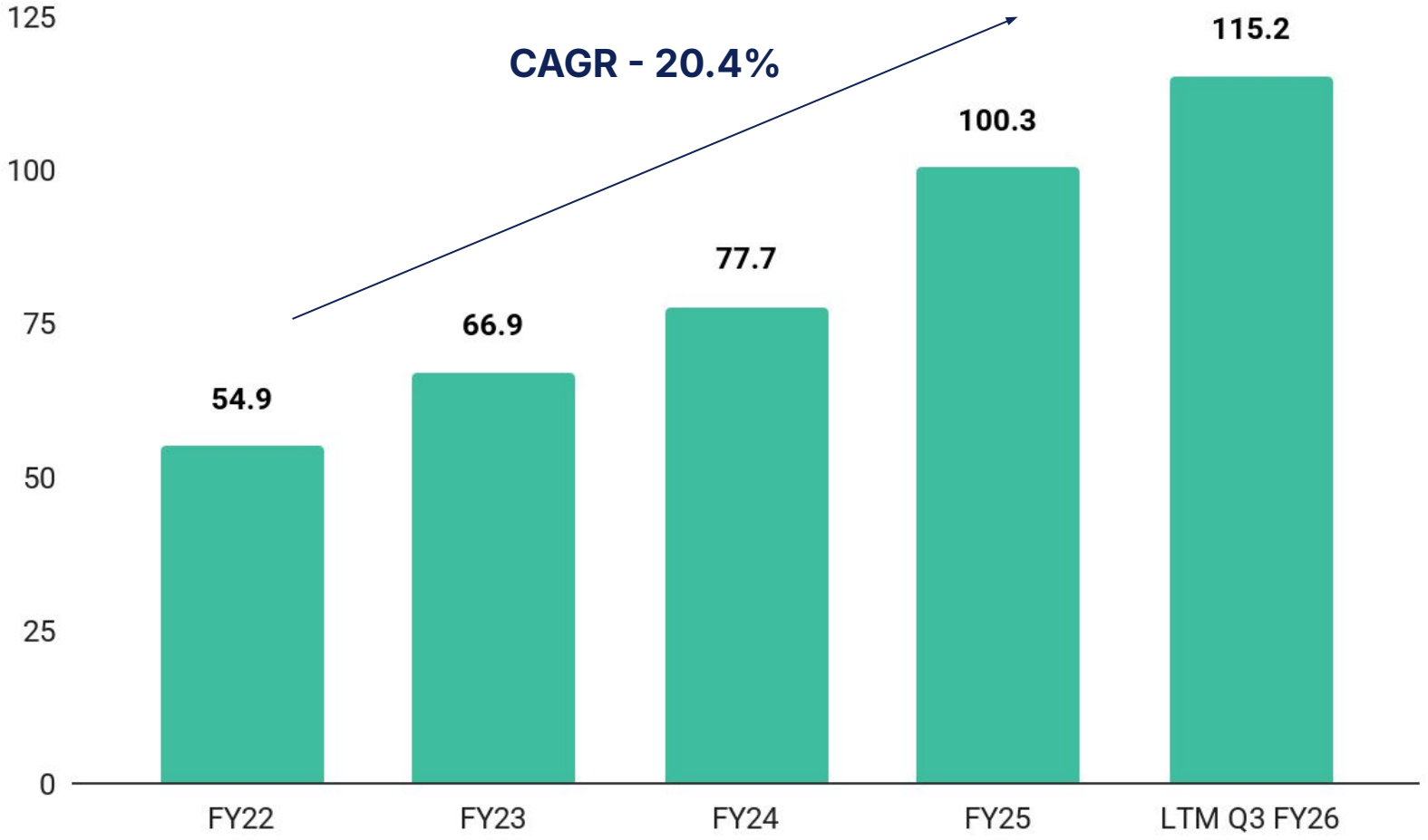
Financial Momentum & Outlook



Revenue growth from year of listing (in $Mn)



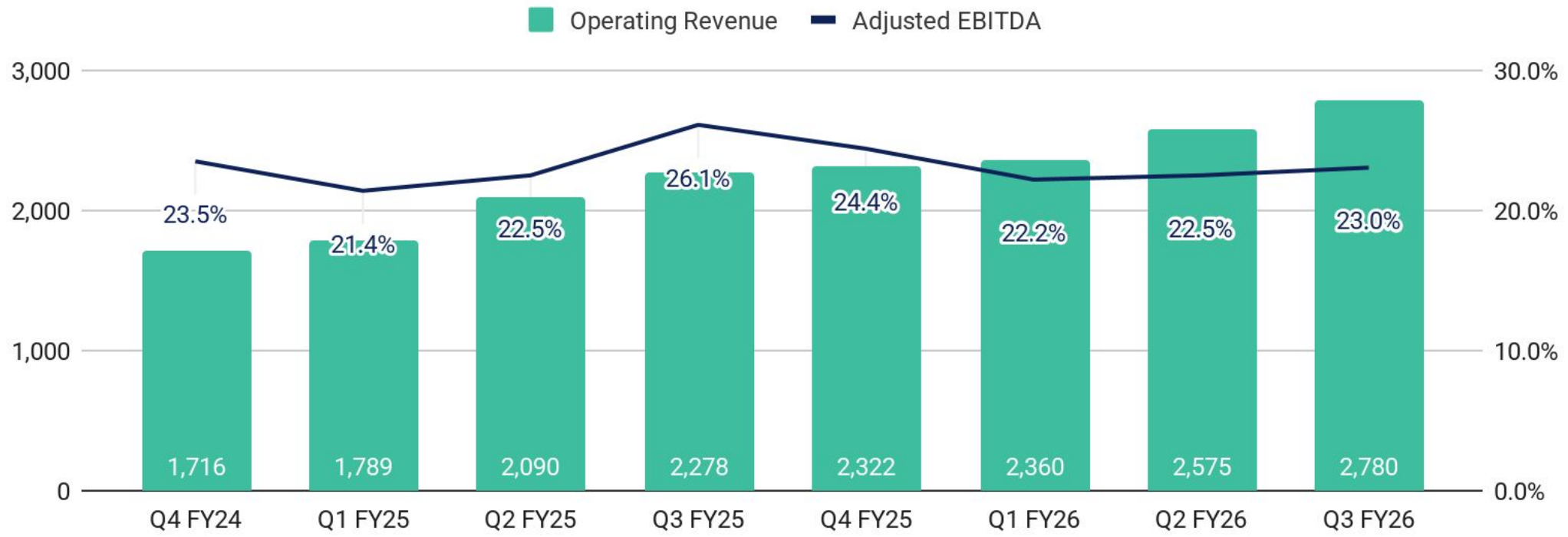
Grown by **2.10x** since FY22, driven by strong relationships with **our top customers**.

75% of our revenue today comes from clients we have been served for over **5 years**.

Our **Financial Services** verticals grew in revenue by **105%** YoY respectively.

Comparison

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

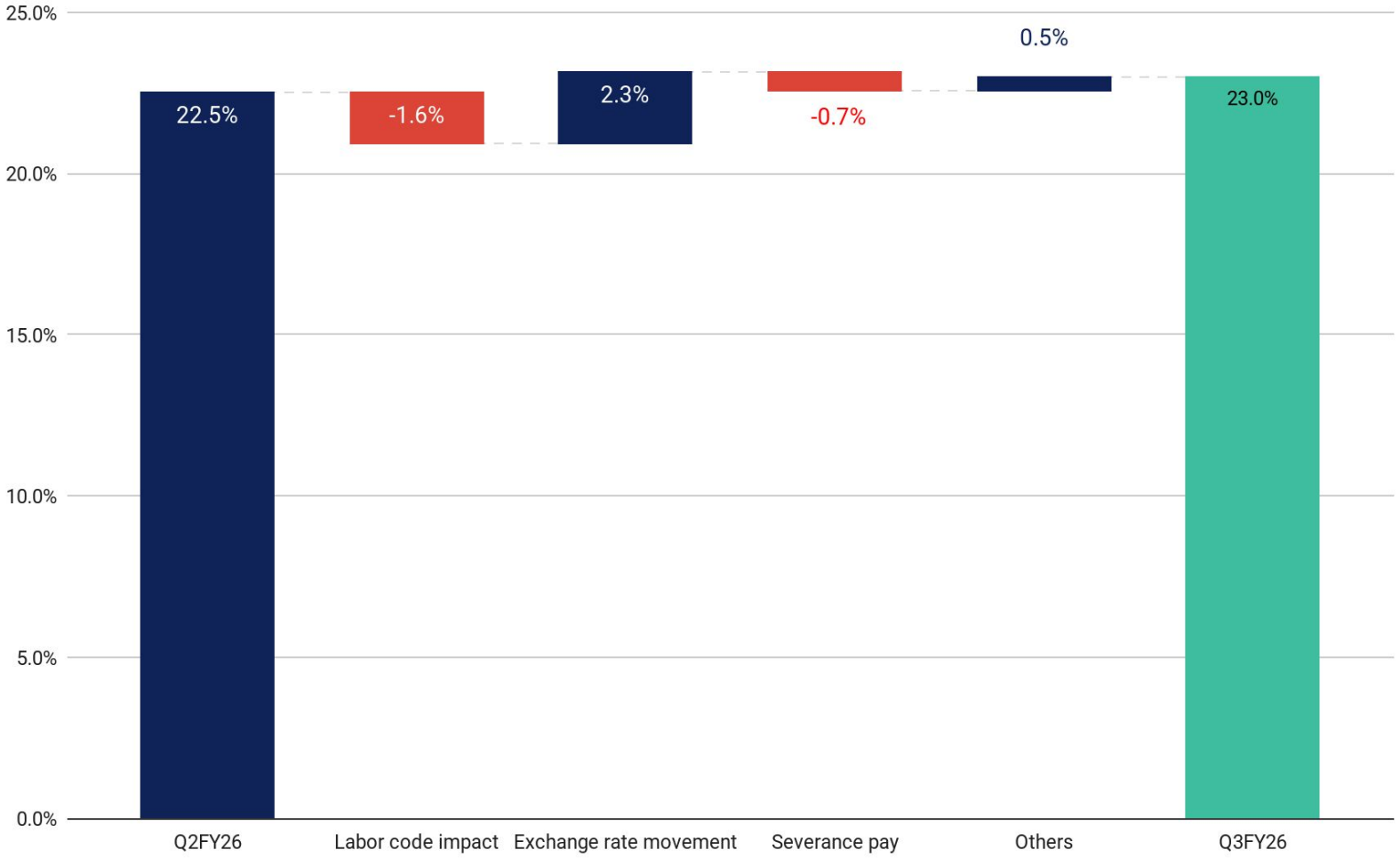


Period	Operating Revenue (₹Mn)	Adjusted EBITDA	Adjusted EBITDA (%)	Reported PAT	Reported PAT (%)	Basic EPS
FY25	8,479	2,012	23.7%	1,735	18.9%	8.45
FY24	6,407	1,360	21.2%	1,587	22.2%	7.73
FY23	5,388	1,451	26.9%	1,554	26.1%	7.71

Consolidated Financial Summary Q3FY26

				On a quarterly basis				
Key Performance Metric	**Q3FY25**	**Q2FY26**	**Q3FY26**	**YoY Growth (%)**	**QoQ Growth (%)**	**FY24**	**FY25**	**YoY Growth (%)**
Revenue in $ Mn	**27.2**	**29.6**	**31.3**	**14.9%**	**5.7%**	**77.7**	**100.3**	**29.1%**
Total Revenue from Operations	**2,278**	**2,575**	**2,780**	**22.0%**	**7.9%**	**6,407**	**8,479**	**32.3%**
Other Income	147	186	176	19.9%	-5.3%	737	689	-6.5%
Total Income	**2,425**	**2,761**	**2,956**	**21.9%**	**7.1%**	**7,144**	**9,168**	**28.3%**
Adjusted EBITDA	522	580	640	22.7%	10.4%	1,360	2,012	47.8%
Adjusted EBITDA(%)	**22.9%**	**22.5%**	**23.0%**	**0.1%**	**0.5%**	**21.1%**	**23.7%**	**2.5%**
Less: Transaction related expense	-17	-19	-19	-	-	-	-	-
Reported EBITDA	503	561	621	23.5%	10.7%	1,360	1,957	43.8%
Reported EBITDA(%)	**22.1%**	**21.8%**	**22.4%**	**0.3%**	**0.6%**	**21.1%**	**23.1%**	**1.8%**
Reported PBT	561	617	668	19.0%	8.2%	1,970	2,287	16.1%
Reported PBT(%)	**23.1%**	**22.3%**	**22.6%**	**-0.5%**	**0.2%**	**27.6%**	**25.0%**	**-2.6%**
Reported PAT	426	457	508	19.1%	11.0%	1,586	1,735	9.4%
Reported PAT(%)	**17.6%**	**16.6%**	**17.2%**	**-0.4%**	**0.6%**	**22.2%**	**18.9%**	**-3.3%**
Reported Basic EPS	**2.03**	**2.15**	**2.43**	**19.7%**	**13.0%**	**7.73**	**8.45**	**9.3%**
Reported Diluted EPS	**2.02**	**2.14**	**2.42**	**19.8%**	**13.1%**	**7.68**	**8.41**	**9.5%**

Adjusted EBITDA Margin Movement - Q2 to Q3 FY26



Others reflects favorable **operating leverage** as the business continues to scale.

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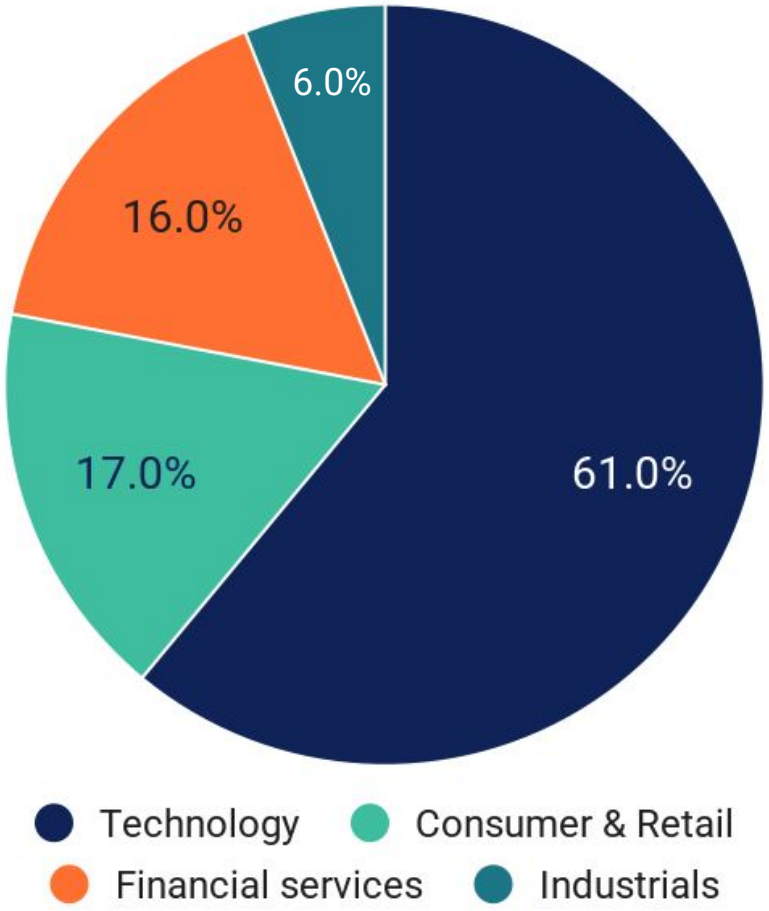
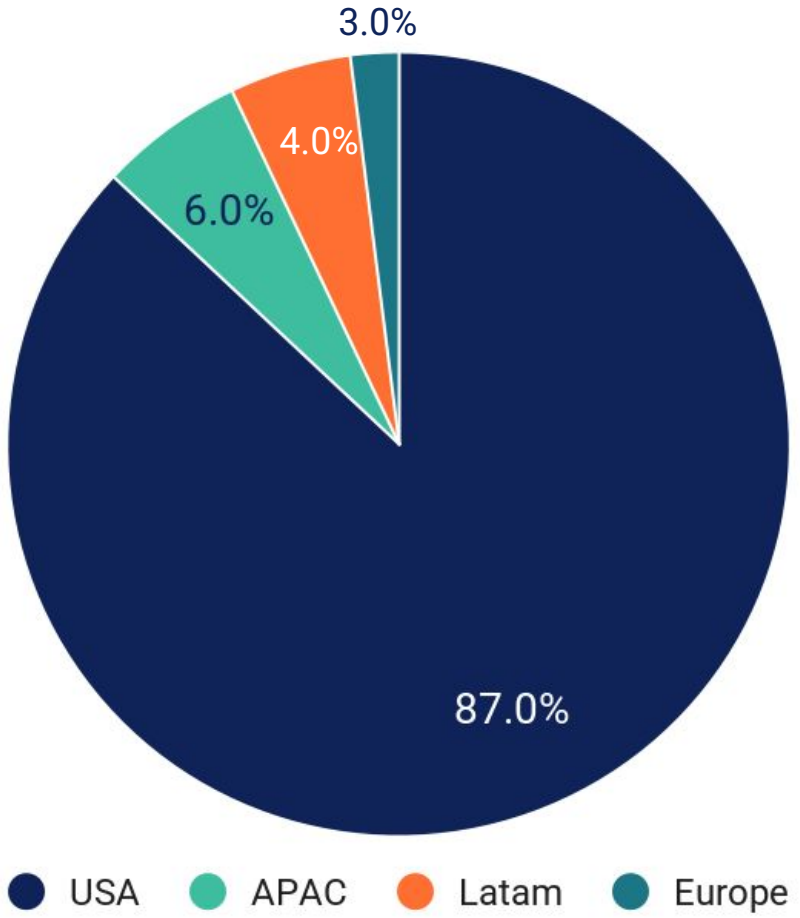
Performance Pulse: Revenue, Workforce & Client Success

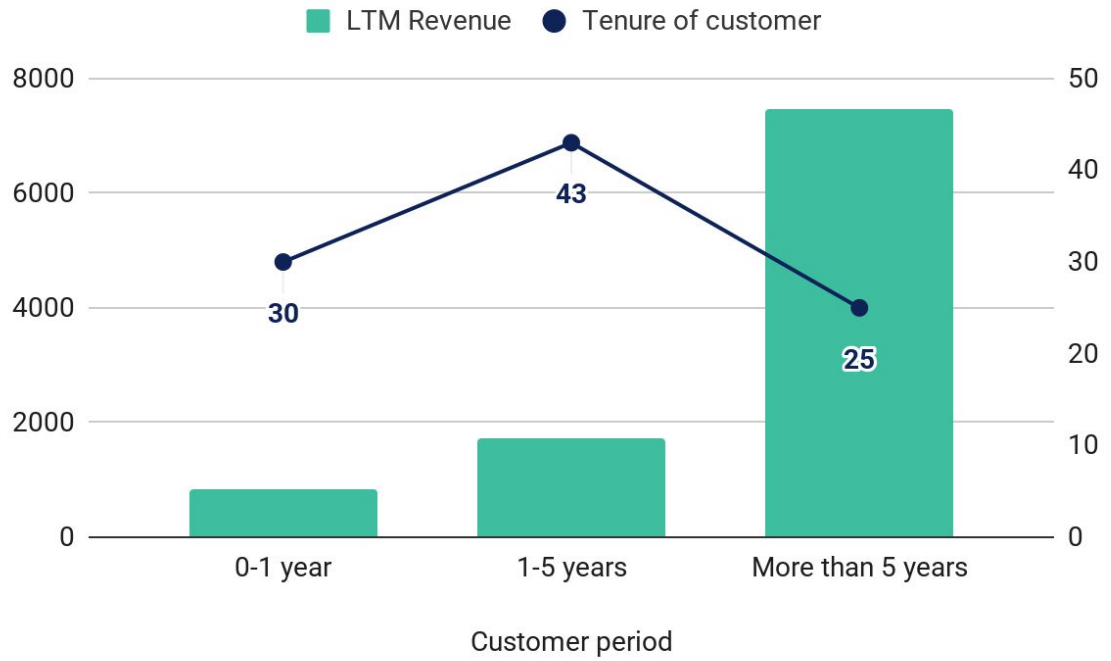


Revenue by Industry and Geography





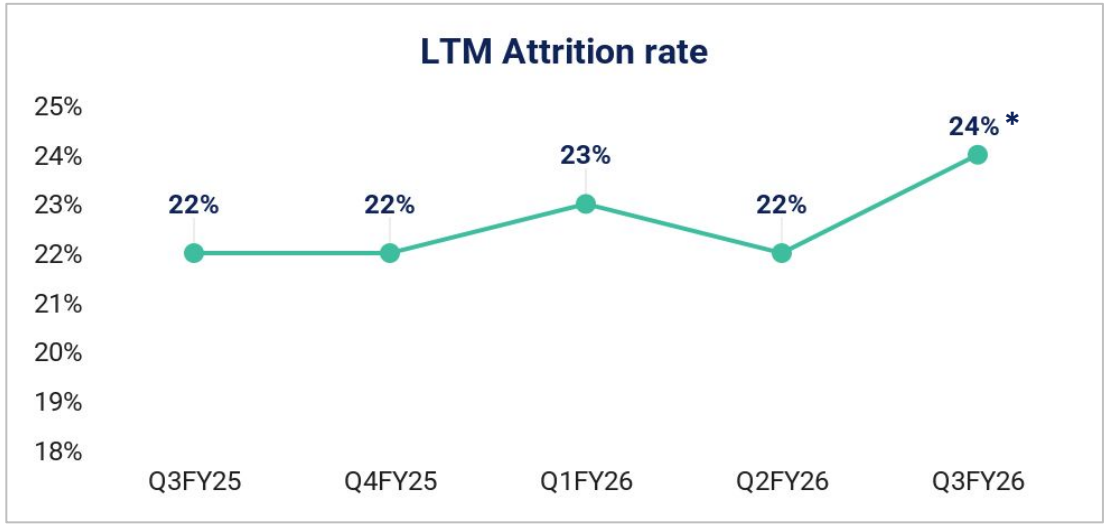
Operating Metrics

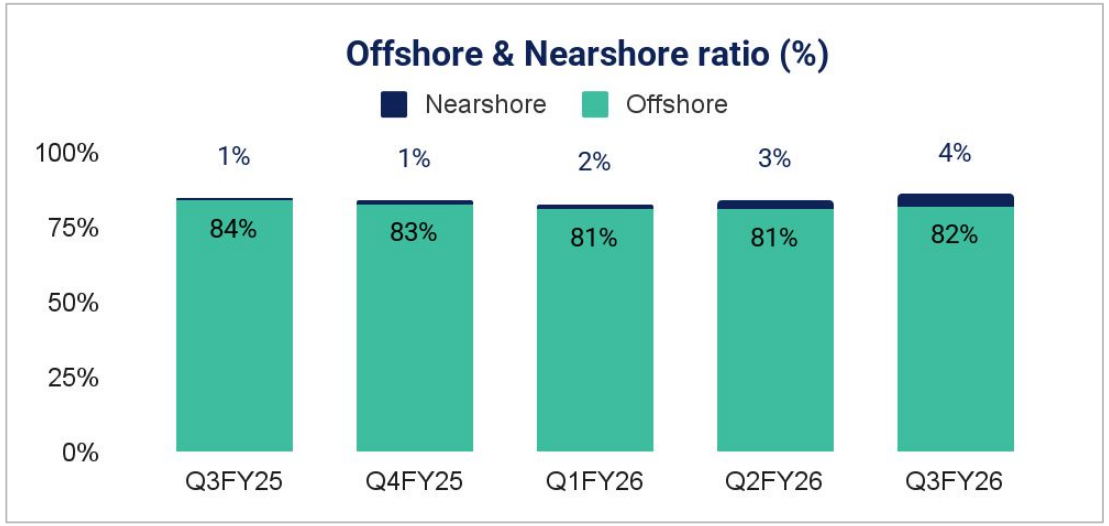


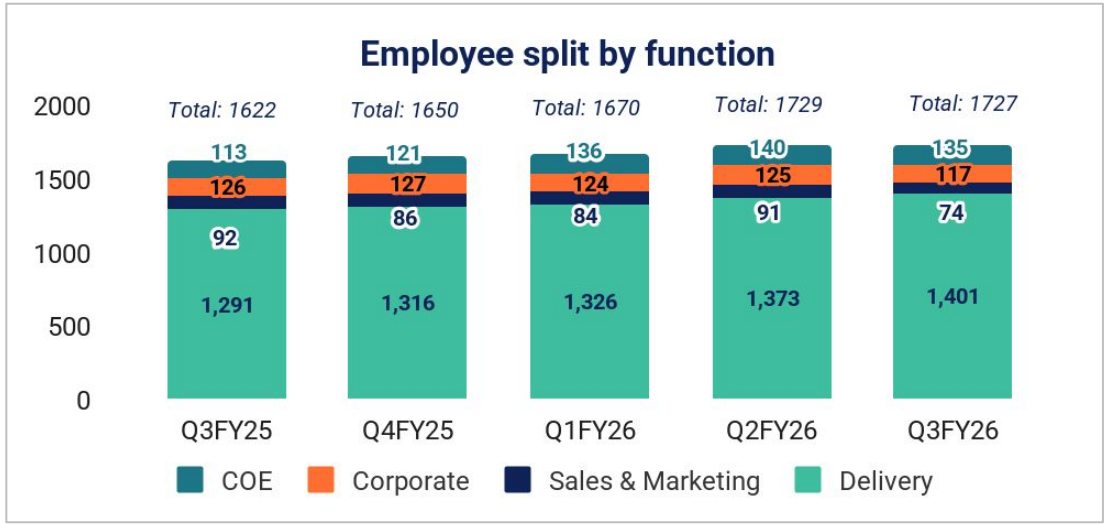
Client Concentration	Q2FY26	Q3FY26
Top 5 Clients	60%	61%
Top 10 clients	74%	74%
Top 20 clients	85%	86%

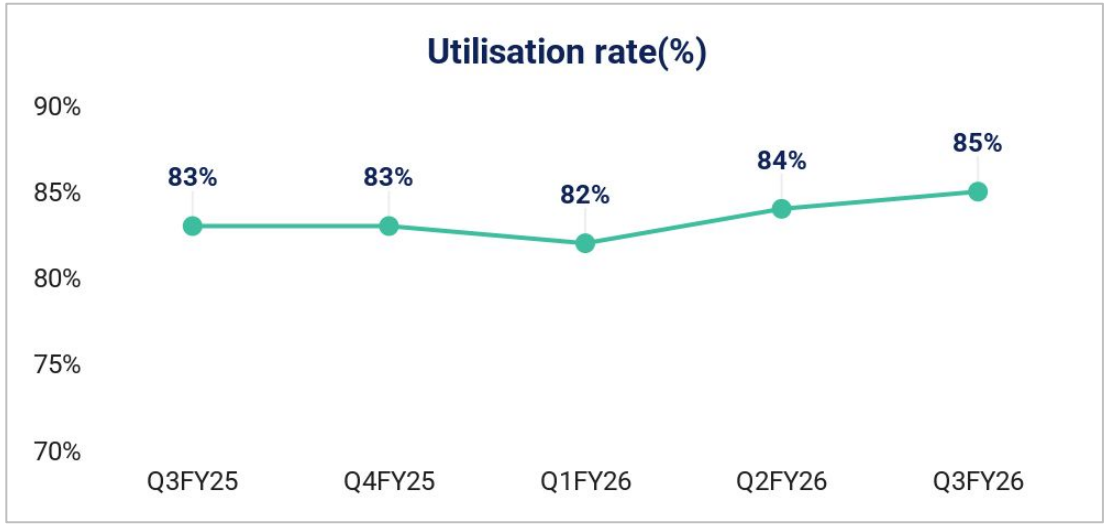
	LTM Q2FY26		LTM Q3FY26	
CLIENTS SERVICED (98 LTM Q3FY26 / 99 LTM Q2FY25)	4	→	4	Over ₹500Mn
	12	→	13	₹100 to ₹500Mn
	8	→	7	₹50 to ₹100Mn
	75	→	74	Under ₹50Mn
REVENUE MIX (in %)	58	→	56	Over ₹500Mn
	25	→	27	₹100 to ₹500Mn
	6	→	5	₹50 to ₹100Mn
	12	→	12	Under ₹50Mn

Employee Metrics









*2% due to involuntary attrition

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Building What's Next

Leading the way for our growth



Fueled by Strong Governance

Executive Directors



VENKAT VISWANATHAN
Chairperson



PRAMADWATHI JANDHYALA

Independent Directors



ANINDYA GHOSE



RAGHUTTAMA RAO



DIPALI SHETH



REED CUNDIFF



MUKESH BUTANI



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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