LatentView

20 years

Building What's Next

Q4FY26 Investor Presentation

16 May 2026



Safe Harbour

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.

LatentView

20 years

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.



DECISION POINT
A LATENTVIEW COMPANY

Crossed the ₹1,000 Cr milestone in FY26.

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.

LatentView

20 years

Building What's Next

Recognition & Impact Across Borders



Preferred data and analytics partner to Fortune 500 companies



Over 1800+
Global Footprint

14.3%
Yearly revenue growth from existing customers

4
New logos added

50.8%
FY26 Gross Margin

19.5% (YoY)
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 **1,800+** workforce across **NORTH AMERICA, LATAM, APAC, UK, and EU,** seamlessly supporting our clients through a combination of **Onshore, Nearshore, and Offshore** delivery models.

LatentView

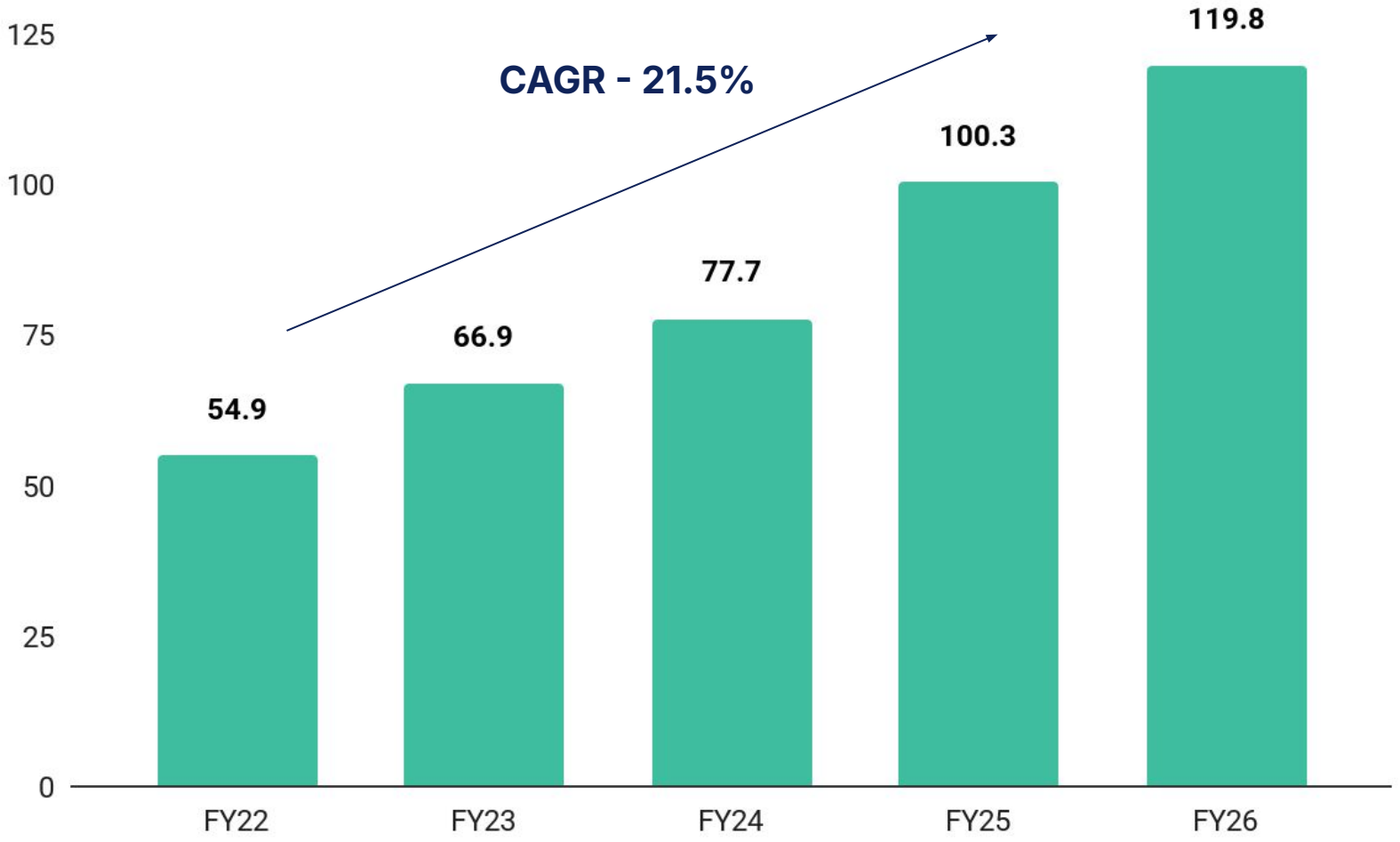
20 years

Building What's Next

Financial Momentum & Outlook



Revenue growth from year of listing (in $Mn)



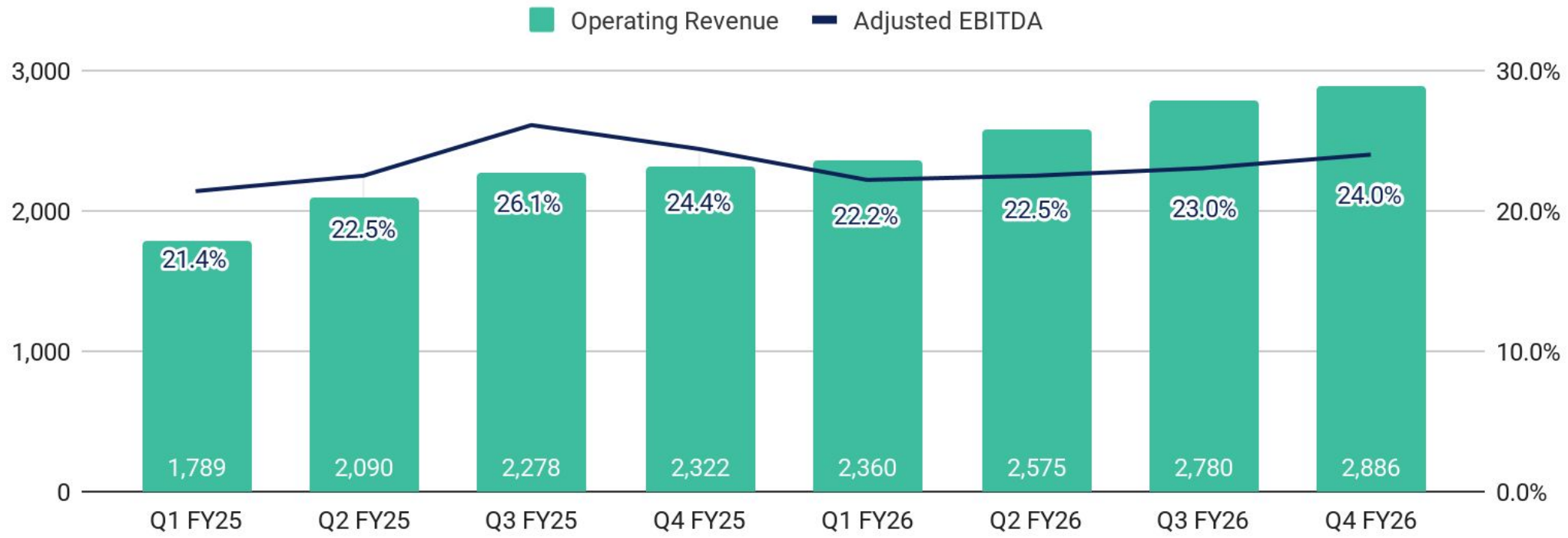
Grown by **2.20x** since FY22, driven by strong relationships with **our top customers**.

72% of our revenue today comes from clients we have been serving for over **5 years**.

Our **Financial Services** vertical grew in revenue by **84%** YoY.

Comparison

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

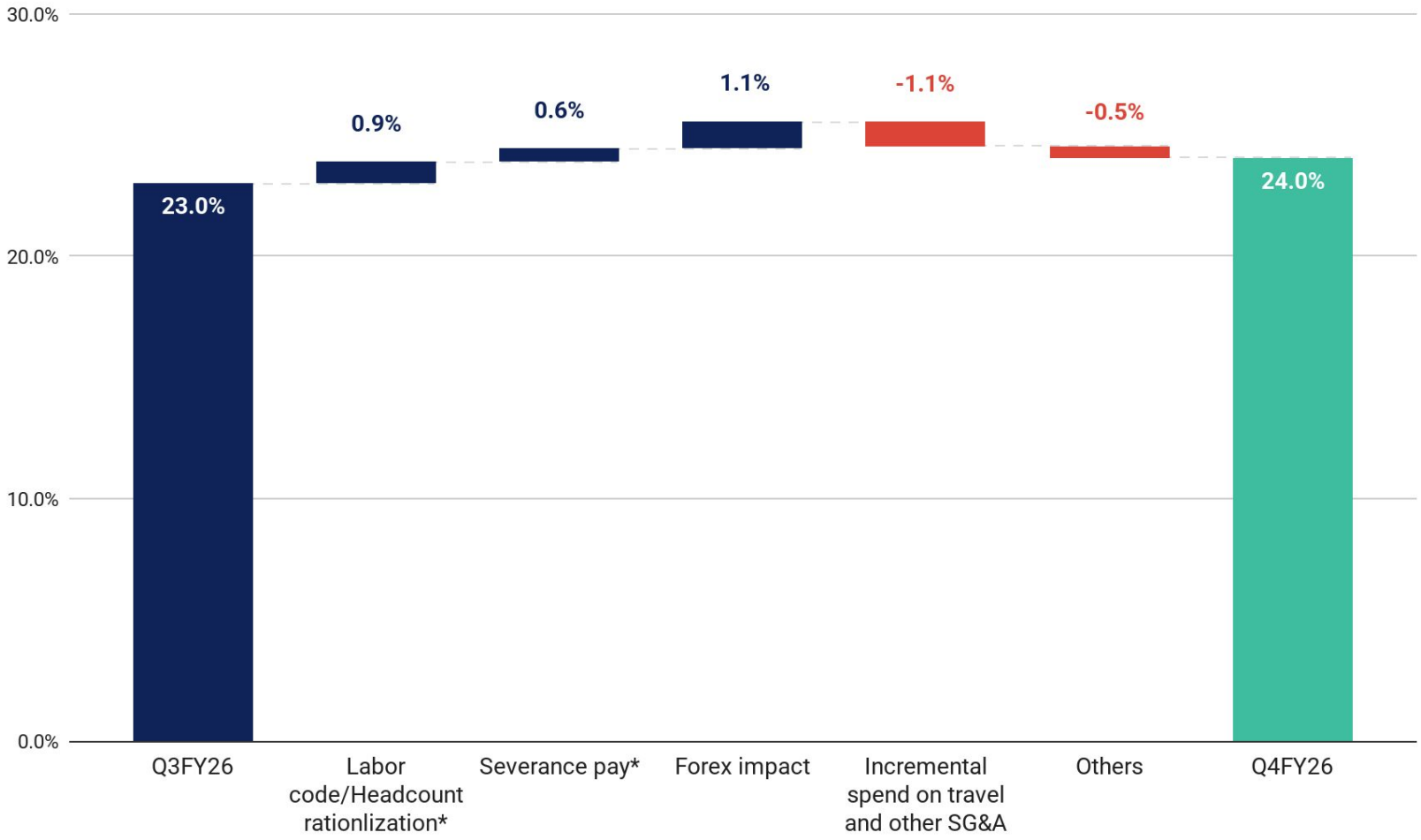


Period	Operating Revenue (₹Mn)	Adjusted EBITDA	Adjusted EBITDA (%)	Reported PAT	Reported PAT (%)	Basic EPS
FY26	10,602	2,438	23.0%	2,021	17.8%	9.59
FY25	8,479	2,012	23.7%	1,735	18.9%	8.45
FY24	6,407	1,360	21.2%	1,587	22.2%	7.73

Consolidated Financial Summary Q4FY26

				On a quarterly basis					
Key Performance Metric	**Q4FY25**	**Q3FY26**	**Q4FY26**	**YoY Growth (%)**	**QoQ Growth (%)**	**FY24**	**FY25**	**FY26**	**YoY Growth (%)**
Revenue in $ Mn	**26.8**	**31.3**	**31.4**	**17.0%**	**0.5%**	**77.7**	**100.3**	**119.8**	**19.4%**
Total Revenue from Operations	**2,322**	**2,780**	**2,886**	**24.3%**	**3.8%**	**6,407**	**8,478**	**10,602**	**25.0%**
Other Income	211	176	162	-23.4%	-8.1%	737	689	758	10.0%
Total Income	**2,533**	**2,956**	**3,048**	**20.3%**	**3.1%**	**7,144**	**9,168**	**11,360**	**23.9%**
Adjusted EBITDA	568	640	695	22.3%	8.5%	1,360	2,012	2,438	21.2%
Adjusted EBITDA(%)	**24.5%**	**23.0%**	**24.1%**	**-0.4%**	**1.0%**	**21.2%**	**23.7%**	**23.0%**	**-0.7%**
Less: Transaction related expense	19	19	20	-	-	-	55	76	-
Reported EBITDA	549	621	675	23.0%	8.7%	1,360	1,957	2,363	20.7%
Reported EBITDA(%)	**23.7%**	**22.4%**	**23.4%**	**-0.3%**	**1.0%**	**21.2%**	**23.1%**	**22.3%**	**-0.8%**
Reported PBT	623	668	707	13.6%	5.9%	1,970	2,287	2,612	14.2%
Reported PBT(%)	**24.6%**	**22.6%**	**23.2%**	**-1.4%**	**0.6%**	**27.6%**	**24.9%**	**23.0%**	**-2.0%**
Reported PAT	513	508	551	7.4%	8.5%	1,586	1,735	2,021	16.5%
Reported PAT(%)	**20.2%**	**17.2%**	**18.1%**	**-2.2%**	**0.9%**	**22.2%**	**18.9%**	**17.8%**	**-1.1%**
Reported Basic EPS	**2.59**	**2.43**	**2.55**	**-1.5%**	**5.0%**	**7.73**	**8.45**	**9.59**	**13.4%**
Reported Diluted EPS	**2.58**	**2.42**	**2.55**	**-1.3%**	**5.2%**	**7.68**	**8.41**	**9.56**	**13.7%**

Adjusted EBITDA Margin Movement - Q3 to Q4 FY26



- * Cost hit due to one time labor code impact and headcount rationalization related severance pay accounted in Q3
- Positive impact on margin due to $ appreciation
- Incremental travel and other SG&A spend

LatentView

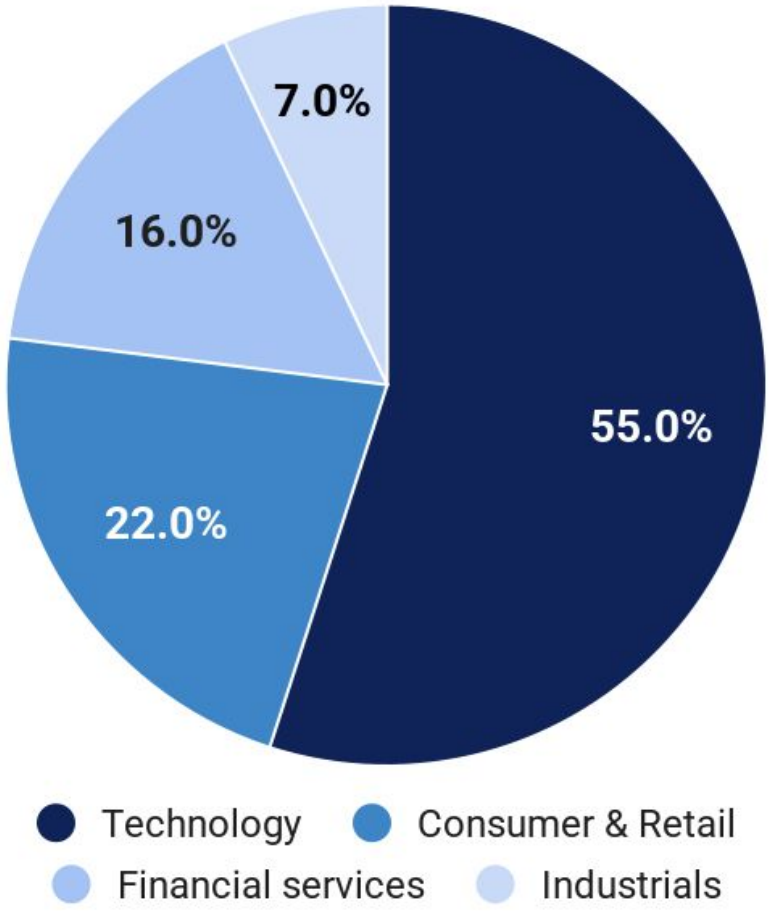
20 years

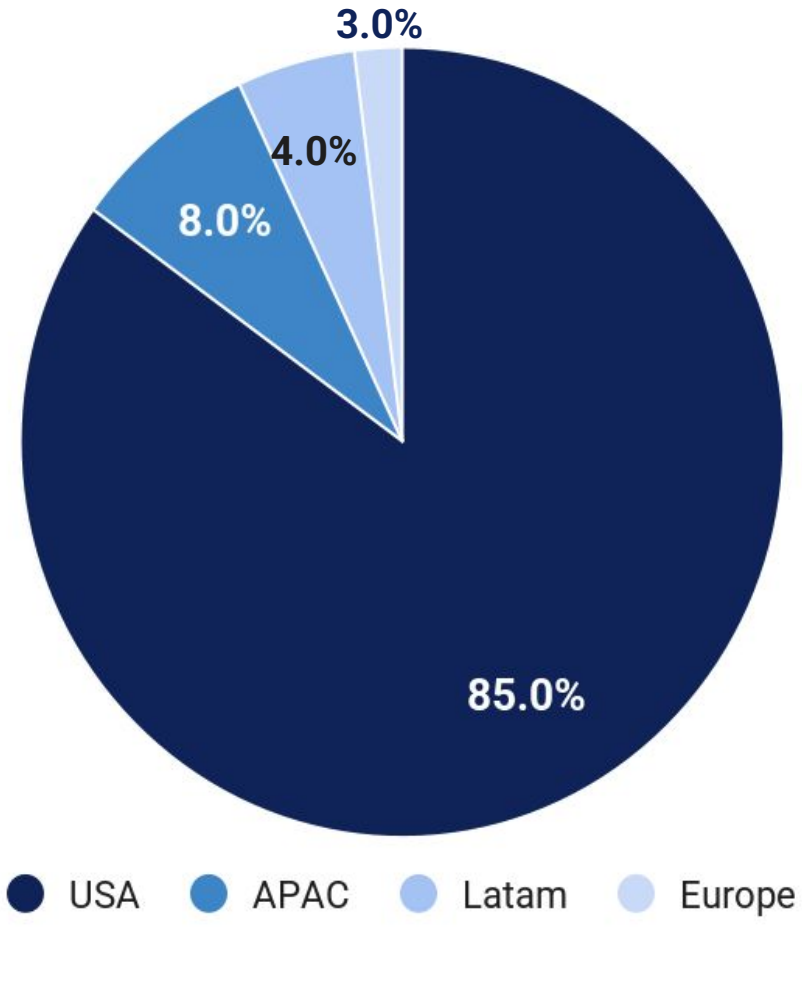
Building What's Next

Performance Pulse: Revenue, Workforce & Client Success

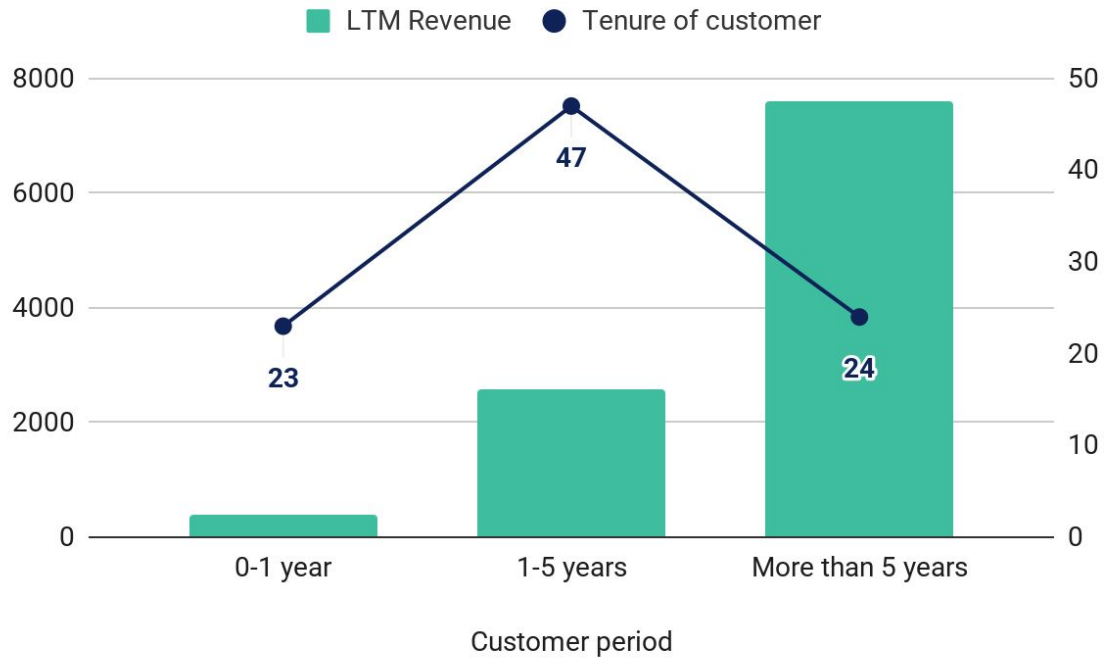


Revenue by Industry and Geography

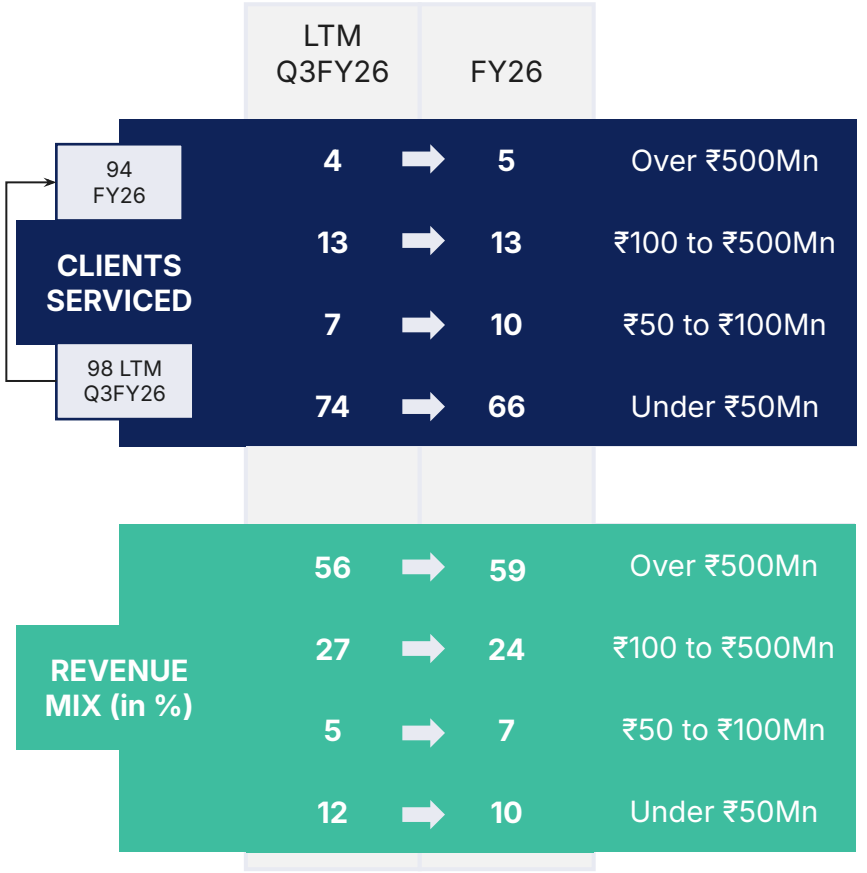




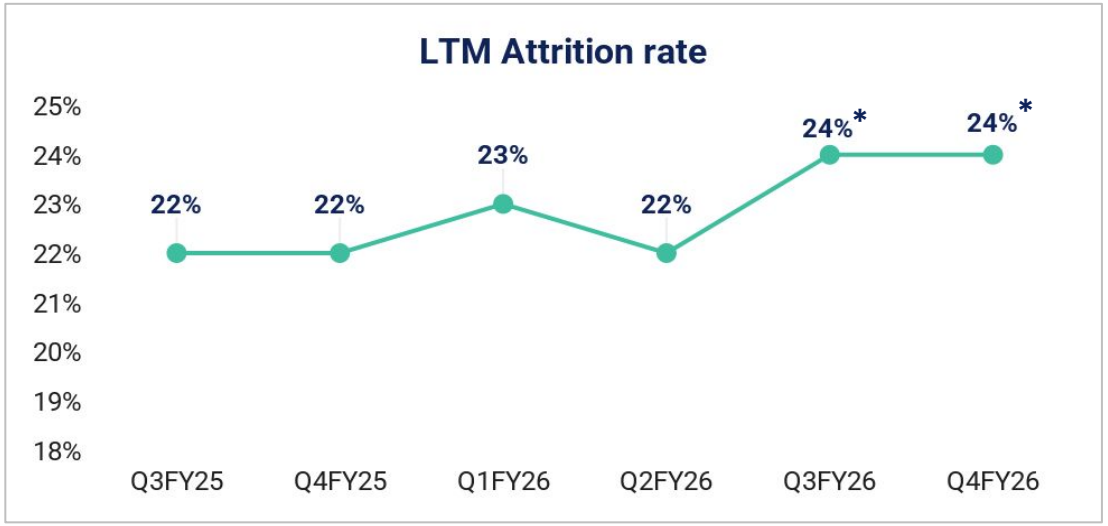
Operating Metrics

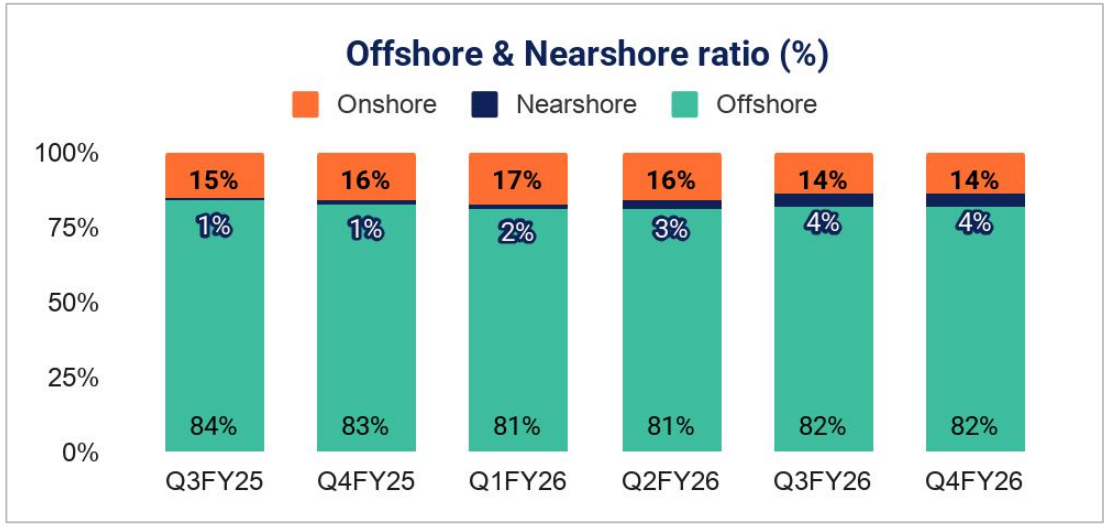


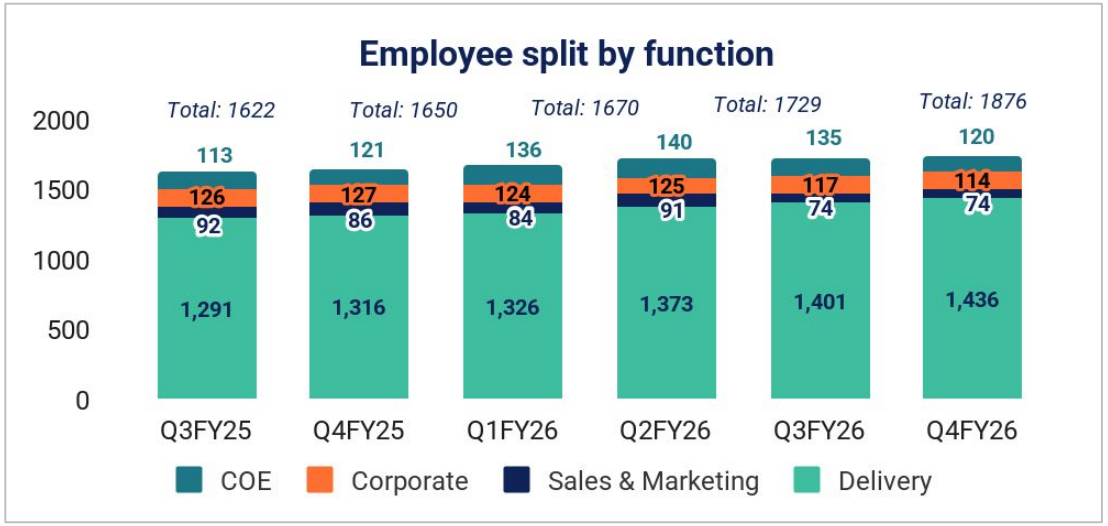
Client Concentration	Q3FY26	Q4FY26
Top 5 Clients	61%	56%
Top 10 clients	74%	69%
Top 20 clients	86%	84%

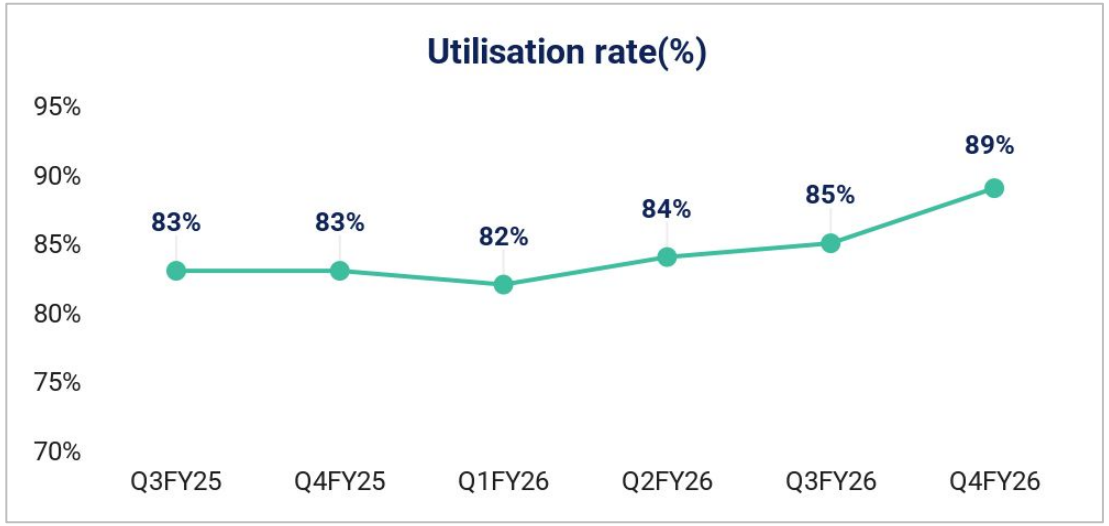


Employee Metrics









*2% due to involuntary attrition

LatentView

20 years

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



Building What's Next

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

