BUILDING WHAT'S NEXT

Q1 FY'27

Investor Presentation

1 August 2026

Safe harbour

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01 Our Journey

OUR JOURNEY

Twenty years of compounding, three deliberate shifts

2007–2014
FOUNDATION

Foundational projects and a strategic partnership with Microsoft; growth-focused CEO appointed.

Deloitte.

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

2015–2020
SPECIALIZATION

Operational maturity and industry-specific verticals deepen relevance and expertise.

FROST & SULLIVAN

Analytics Solutions Provider
of the Year 2017

2021–Present
SCALE & AI

Data & AI capabilities scaled through acquisitions; transitioned to a public company.

THE MOST SUBSCRIBED IPO EVER
Latent View Gets ₹1.12-Lakh cr Bids for ₹600-cr Public Offer

DECISION POINT
A LATENTVIEW COMPANY

FY26 MILESTONE

₹1,000 Cr+

Revenue crossed

LOOKING AHEAD

Strategic priorities for the next three years

01

Data engineering, powered by Databricks

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

02

Deepening client relationships

Identify diamond accounts by potential value tier and deepen those relationships to enable accelerated, durable growth.

03

AI embedded across the business

A core team embedding all facets of AI into business processes, with sustained investment in talent upskilling for advanced analytics and AI.

02 Recognition & Reach

RECOGNITION & IMPACT

A year of momentum and recognition

1,800+	9.9%	4.2%	35%	7
Global workforce	Revenue growth YoY (USD)	Existing clients growth on LTM basis	AI Led Revenue Q1FY27	New logos added

RECENT INDUSTRY RECOGNITION OF OUR WORK

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

Data Engineering & Agentic AI Service Providers
AIM PeMa Quadrant - 2025 Leader

Retail Technology Innovation Hub Award — AI & Payments
RTIH - 2026 Winner

ISG Provider Lens - Retail-CPG & Supply Chain Analytics
2025 Leader

Forrester Wave - Marketing Measurement & Optimization
Strong Performer - Q1 2026 Wave

Great Place to Work
Certified 2025–26 | 4th Consecutive Year

RECOGNIZED BY LEADING ANALYST & INDUSTRY BODIES

FORRESTER® ISG® PIM Great Place To Work® RTIH THE FUTURE OF RETAIL

GLOBAL DELIVERY

A global delivery footprint

Our 1,800-strong workforce spans North America, LATAM, APAC, the UK and EU — supporting clients through a blend of onshore, nearshore and offshore delivery.

North America

243 Employees | **50** Clients

San Jose · Seattle · New York · Detroit · Dallas · Orlando · Toronto

APAC

1,451 Employees | **13** Clients

Bengaluru · Chennai · Gurgaon · Singapore

EU & UK

5 Employees | **6** Clients

London · Dublin · Munich

LATAM

28 Employees | **5** Clients

Santiago · Mexico City

The above figures represent only FTE workforce

KEY LOGO WINS

New key clients this quarter

01 Technology



Pricing and supply chain analytics and data foundational support to enable smarter data-driven decisions across the value chain for a leading US-based recycled OEM automotive parts provider.

02 Financial Services



Strategic marketing analytics and dashboard modernization, while building advanced AI-driven customer analytics and measurement frameworks for one of the top asset management firms

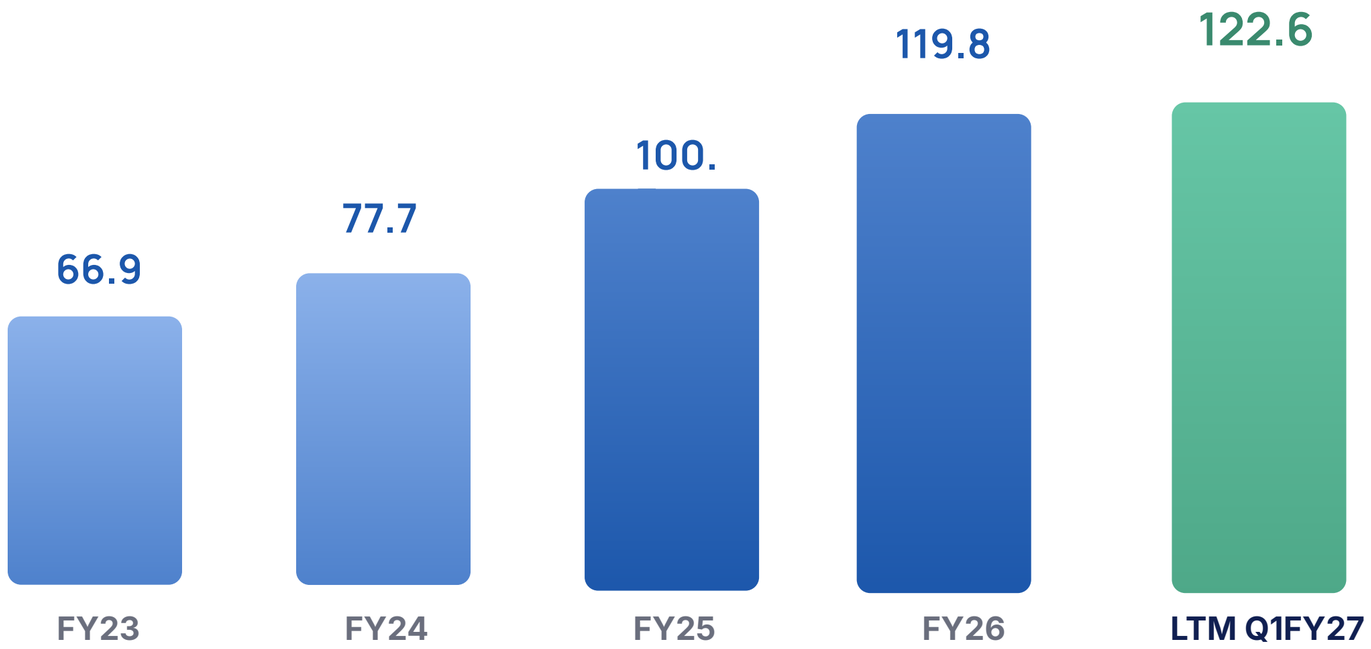
03 Financial Services



Cloud data migration, platform engineering, and data foundational work for a global fintech platform..

03 Financial Momentum

Revenue growth since listing ($ Mn)



1.83x

Revenue growth since FY23, driven by strong relationships with our top customers.

20.5%

Revenue CAGR from FY 23

+110% YoY

Financial Services vertical revenue growth

YEAR ENDED · FY24 vs FY26 (₹MN); FY25 vs FY26 (₹MN)

Three-year track record

Operating revenue

10,602



+25% vs FY25
+65% vs FY24

Adjusted EBITDA

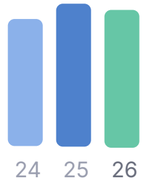
2,438



+21% vs FY25
+79% vs FY24

Adjusted EBITDA margin

23.0%



-0.7 pp vs FY25
+1.8 pp vs FY24

Reported PAT

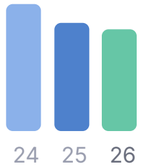
2,021



+16% vs FY25
+27% vs FY24

Reported PAT margin

17.8%



−1.1 pp vs FY25
−4.4 pp vs FY24

Reported basic EPS (₹)

9.59



+13% vs FY25
+24% vs FY24

CONSOLIDATED · ₹ MILLION UNLESS STATED

Financial summary — Q1 FY27

Revenue from operations

2,869 ₹Mn

YoY +21.6% | QoQ −0.6%

FY26 **10,602** +25.1%

Revenue

30.3 $Mn

YoY +9.9% | QoQ -3.5%

FY26 **$119.8** +19.4%

Adjusted EBITDA

586 ₹Mn

YoY +12.0% | QoQ −15.7%

FY26 **2,438** +21.2%

Adjusted EBITDA (%)

20.4 %

YoY −1.7 pp | QoQ −3.7 pp

FY26 **23.0%** -0.7 pp

Reported PBT(%)

21.2 %

YoY −2.7 pp | QoQ −2.0 pp

FY26 **23.0%** -4.0 pp

Reported PAT

471 ₹Mn

YoY −6.9% | QoQ −14.5%

FY26 **2,021** −16.5%

Reported PAT (%)

15.3 %

YoY −4.2 pp | QoQ −2.8 pp

FY26 **17.8%** -2.7 pp

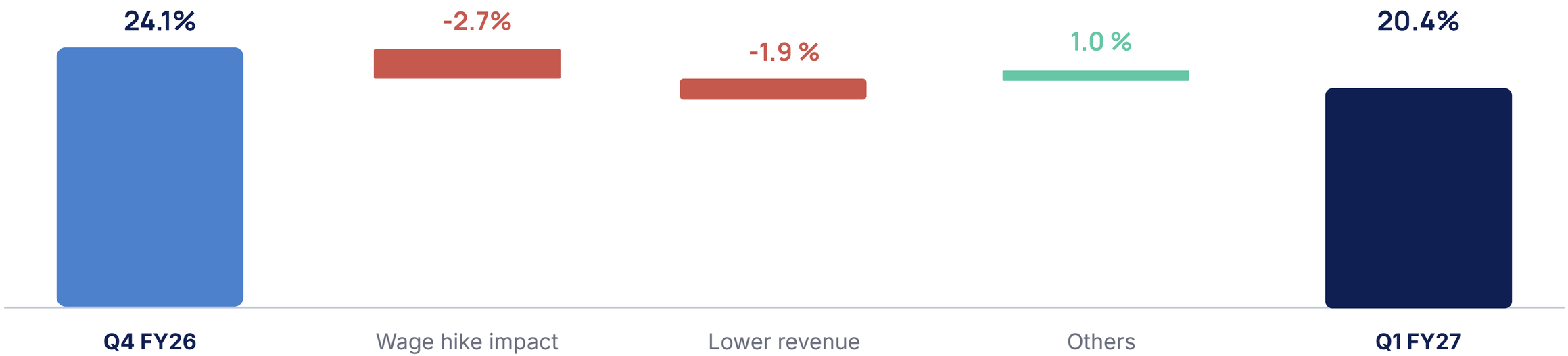
Basic EPS

₹ 2.33

YoY −5.5% | QoQ −8.8%

FY26 **9.59** +13.5%

Adjusted EBITDA Margin · Q4 FY26 TO Q1 FY27



Annual Wage hike upto senior associate level given in Q1

Lower revenue due to completion of one off projections in Q4 and client specific insourcing

Lower travel cost in Q1

04 Performance Pulse

REVENUE MIX · Q1FY27

Revenue by industry & geography



Technology	58%
Financial Services	20%
Retail & CPG	15%
Industrials & others	7%

BY GEOGRAPHY

North America	90%
Europe & UK	2%
Rest of world	8%

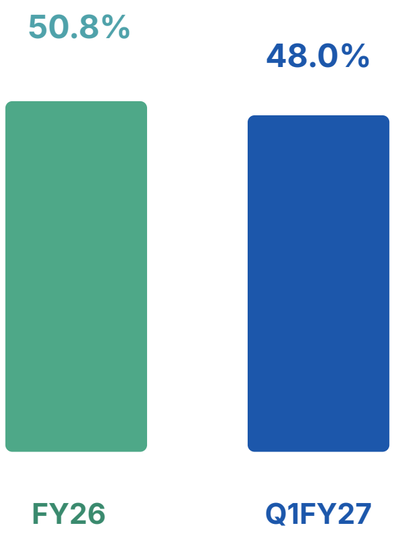
QOQ REVENUE GROWTH BY INDUSTRY

Technology	+ 4%
Financial Services	+ 24%
Retail & CPG	- 32%
Industrials & others	+ 10%

OPERATING METRICS · Q1FY27

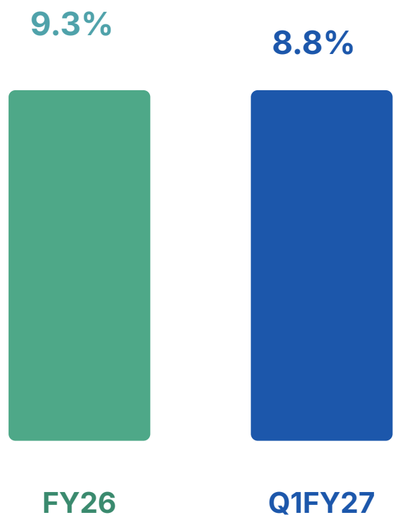
Key operating metrics

Gross Margin (%)



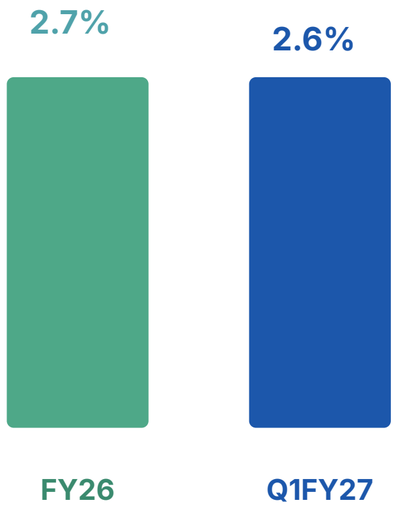
Impact of Wage hike led to drop in margin

SG&A cost as a % of Revenue



Lower travel cost

COE cost as a % of Revenue



OPERATING METRICS · Q1FY27

Client concentration & revenue mix

CLIENT CONCENTRATION

Top 5 clients — 57% +1 pp

Top 10 clients — 72% +3 pp

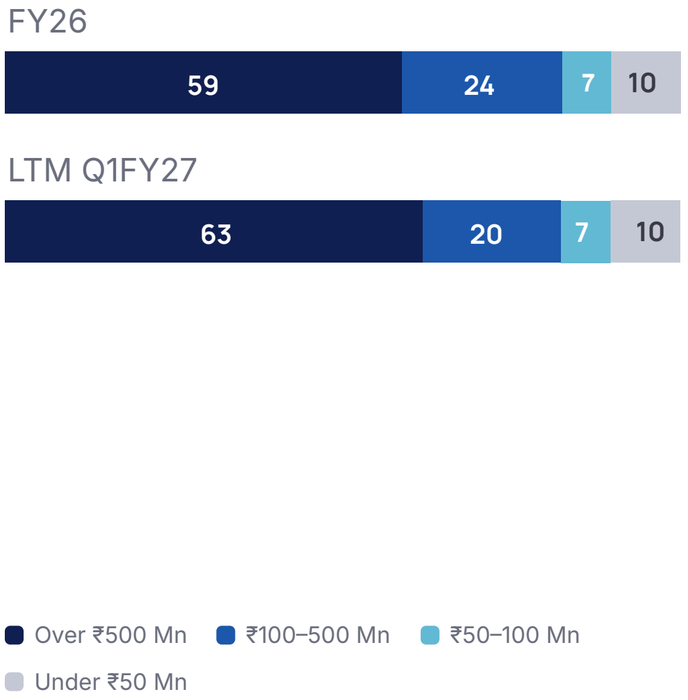
Top 20 clients — 86% +2 pp

CLIENTS SERVICED

96 in LTM Q1FY27 · from 94 in FY26

Over ₹500 Mn	5	6
₹100–500 Mn	13	12
₹50–100 Mn	10	10
Under ₹50 Mn	66	68

REVENUE MIX BY CLIENT BAND



69% From 5+ year clients

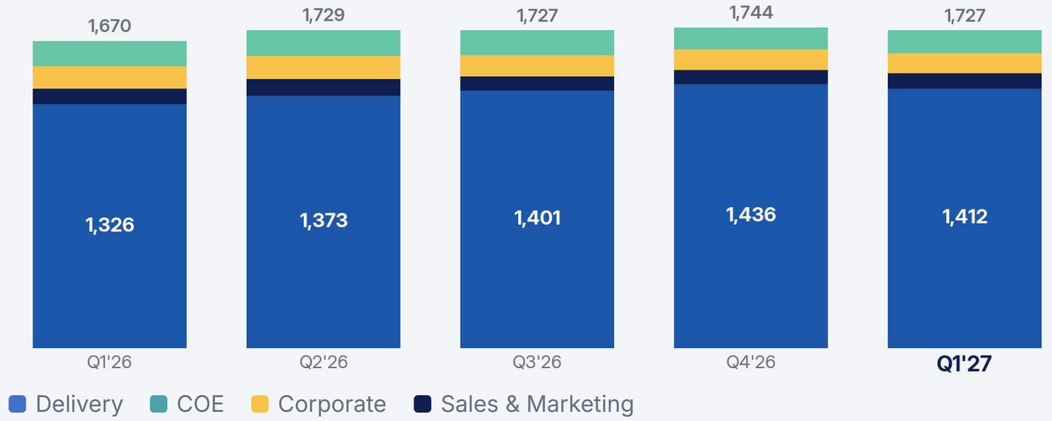
26% From 1-5 years clients

5% From less than 1 year clients

OUR PEOPLE

Employee metrics

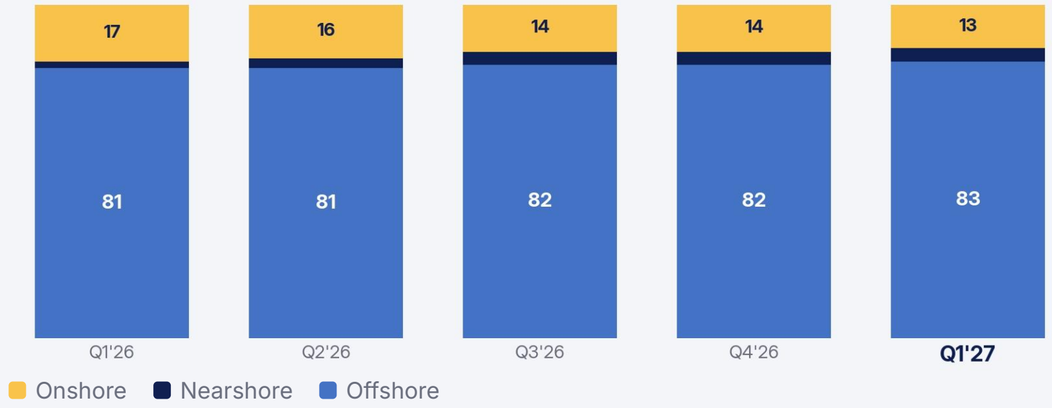
Employee split by function



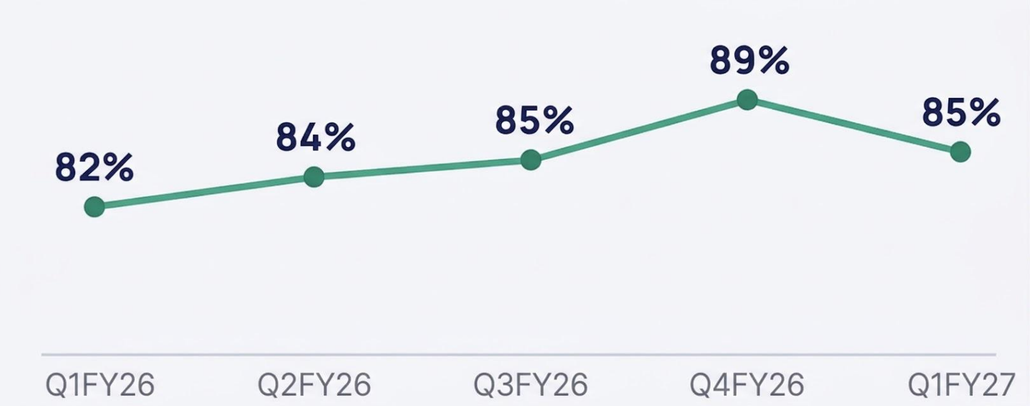
LTM attrition rate



Onshore, nearshore & offshore ratio (%)



Utilisation rate



Employee split by function represents only FTE workforce

05 Leadership & Governance

FUELLED BY STRONG GOVERNANCE

Board of directors

EXECUTIVE DIRECTORS



Venkat Viswanathan
Chairperson



Pramadwathi Jandhyala
Executive Director

INDEPENDENT DIRECTORS



Anindya Ghose
Independent Director



Raghuttama Rao
Independent Director



Reed Cundiff
Independent Director



Sudha Sankaran
Independent Director



Dipali Sheth
Independent Director

Term ended 17/06/26



Mukesh Butani
Independent Director

Term ended 22/07/26

EXPERIENCE BEHIND THE WHEEL

Executive leadership



Sonal Ramrakhiani

Chief Executive Officer



Rajan Bala Venkatesan

Chief Financial Officer



Remadevi Thottathil

Chief Human Resources Officer



Rajan Sethuraman

Strategic Advisor to CEO

Thank you

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06 Appendix - Financial Summary

Q1FY27

Financial Summary

				On a quarterly basis	
Particulars	**Q1FY26**	**Q4FY26**	**Q1FY27**	**YoY Growth (%)**	**QoQ Growth (%)**
Revenue in $ Mn	27.6	31.4	30.3	9.9%	-3.5%
Total Revenue from Operations	2,360	2,886	2,869	21.6%	-0.6%
Other Income	234	162	213	-9.0%	31.4%
Total Income	**2,594.0**	**3,048.0**	**3,081.7**	**18.8%**	**1.1%**
Adjusted EBITDA	523	695	586	12.0%	-15.7%
Adjusted EBITDA(%)	**22.2%**	**24.1%**	**20.4%**	**-1.7%**	**-3.7%**
Less: Transaction related expense	19	20	19	0.0%	-5.0%
Reported EBITDA	504	675	567	12.5%	-16.0%
Reported EBITDA(%)	21.4%	23.4%	19.8%	-1.6%	-3.6%
Reported PBT	620	707	653	5.3%	-7.7%
Reported PBT(%)	**23.9%**	**23.2%**	**21.2%**	**-2.7%**	**-2.0%**
Reported PAT	506	551	471	-6.9%	-14.5%
Reported PAT(%)	**19.5%**	**18.1%**	**15.3%**	**-4.2%**	**-2.8%**
Reported Basic EPS	2.46	2.55	2.33	-5.5%	-8.8%
Reported Diluted EPS	2.45	2.55	2.32	-5.2%	-9.0%