

Chairperson's 18th AGM Speech – 27th August 2024

Dear Shareholders,

Welcome to the 18th Annual General Meeting of LatentView. As we gather again virtually to discuss the progress made in FY24. On behalf of your Board of Directors, I thank you for taking the time to join us today and thank you for your trust in LatentView.

The global economy has shown remarkable resilience amidst various challenges. Despite inflationary pressures and geopolitical tensions, economic activity has remained largely steady, with major economies maintaining growth. The increasing demand for data analytics and AI-driven solutions continues to drive significant growth in the technology sector. AI's impact is extending beyond tech to traditional industries, this unprecedented shift has set the stage for continued expansion in the data analytics market, reflecting these technologies' critical role in modern business strategies.

Data analytics is no longer just a tool for improving business operations; it is a strategic asset that drives decision-making and fosters innovation. We are proud to lead this transformation, utilizing state-of-the-art data analytics and innovative methodologies to deliver actionable insights that simplify decision-making for our clients. Our comprehensive solutions empower businesses to navigate complex digital landscapes, enhance customer experiences, and drive sustainable growth.

The year that was

This has been a transformative year, marked by significant achievements and strategic advancements that highlight our commitment to driving value through innovative data analytics.

The operating environment in FY24 presented both challenges and opportunities. We faced difficulties in winning large discretionary projects but saw substantial interest in generative AI (GenAI) and large language models (LLM). Our partnership with NVIDIA on the generative AI tech stack and the launch of a marketing analytics centre of excellence shall position us well for future growth.

A significant highlight of the year was our announced acquisition of Decision Point Private Limited, which brings deep, valuable capabilities in revenue growth management and generative AI based solutions. This acquisition is expected to drive significant growth in our CPG practice and expand our footprint in LATAM, the US, and Europe. We are excited to welcome the Decision Point leadership & team to the LatentView family and look forward to together delivering best-in-class solutions to our clients.

Moving forward, our strategic focus remains on replicating our success in the US within European markets. Our expansion plans build on our organic growth and consider potential inorganic growth opportunities in Data Engineering, BFSI, and Retail. We are also investing in R&D to innovate in supply chain analytics and on-shelf availability, ensuring our clients can access the most advanced data-driven solutions.

The world that is

The data analytics industry is evolving rapidly, with key trends such as GenAI, Data-as-a-Service (DaaS), AI and ML, predictive and prescriptive analytics, and edge analytics driving growth and business value. At LatentView, we are aligning our strategies with these trends, ensuring that our clients benefit from the latest advancements in data analytics. People are curious about their future. So are businesses. They wish to predict the future to be ready for it.

The bottom line is that the growing significance of data analytics in driving business success cannot be overstated. Our work at LatentView is crucial in helping businesses transform data into actionable insights, enabling them to optimize operations, enhance customer experiences, and achieve strategic goals.

The future that will be

We are excited about the potential these technologies hold. We will strive to make the most of these changes and remain steadfast in our commitment to help our customers transform their businesses and stay relevant in their chosen markets.

The integration of Decision Point is expected to accelerate growth in our CPG practice, and we anticipate strong performance from our partnerships and new client acquisitions.

We extend our heartfelt gratitude to our shareholders, clients, partners, and employees for their untiring support and trust. Your belief in our vision and commitment to excellence has been instrumental in our success. We are proud of what we have achieved together and excited about the opportunities that lie ahead.