

LatentView posts strong results following successful IPO Q3FY22 Revenue at ₹1,078 Million up 38% y-o-y; EBITDA Margin at 30%

Chennai, India – February 8, 2022: Latent View Analytics Limited (BSE: 543398, NSE: LATENTVIEW), a leading pure-play data analytics company and a trusted partner to the world’s most recognized brands, today announced its financial results for the **Third Quarter & Nine Months of FY22 ended on December 31, 2021.**

Commenting on Q3FY22 results, Rajan Sethuraman, Chief Executive Officer, LatentView Analytics said, “We are overwhelmed by the response we received for our IPO and we extend a warm welcome to all our new shareholders who made our IPO listing successful. We are happy to report a 38% increase in revenue from operations in Q3 FY22 on a y-o-y basis and a strong 14% growth on a sequential basis. For the nine months ending December 2021, our revenue from operations grew by 28% compared to the same period in the last Fiscal Year. This was driven by growth across existing clients and new client additions. We added 15 new clients over the last nine months ending December 2021 and 6 new clients in Q3FY22.”

Rajan Venkatesan, Chief Financial Officer, LatentView Analytics said, “We are glad to report our first results post a successful IPO listing. Our EBITDA for Q3 FY22 grew by 22% on a sequential basis. Our strong EBITDA margins of 30% for the quarter ending December 31, 2021 was driven by robust revenue growth and operating leverage. Cash and Investments (excluding proceeds from the IPO) as on December 31, 2021 stood at ₹ 4,502 Million.”

Key Financial Highlights

Particulars	Q3FY22	q-o-q %	y-o-y %	9MFY22	y-o-y %
<i>Amount in ₹ Million</i>					
Operating Revenue	1,078	14%	38%	2,904	28%
EBITDA	322	22%	19%	860	13%
EBITDA %	30%			30%	
PAT *	499	130%	122%	939	39%
PAT %	44%			31%	
Basic EPS (₹)	2.70	116%	105%	5.55	40%

*PAT for Q3FY22 and 9MFY22 includes one-time exceptional gain of ₹ 226 Million

The Company’s head count stood at 864 as on December 31, 2021. Net additions during nine months ending December 31, 2021 stood at 243.



Select Key Client Wins

- For an American cryptocurrency exchange platform, we have been brought on board to provide expertise in areas related to Marketing, Customer Analytics and Partnerships
- For a leading American mobile app offering vehicles for hire, we are building data and analytics capabilities across their Fraud and Identity, Payments, Support and Safety
- For the world second largest wine and spirits seller, we are helping the Portfolio Growth Team to improve total market share of spirits across the USA
- For an American financial services company that introduced commission-free investment, we are with them to deliver Legal Query Resolution
- For an American big-box retail chain, we have been shortlisted to work as an analytics partner to build forecasting solution for demand and inventory management
- For an American technology giant, we have been shortlisted to revamp existing reporting mechanisms and build data pipelines for accurate data for their cloud-based voice service

Other Business Highlights

- LatentView is now a Premier Services Partner for Snowflake, a cloud computing-based data warehousing company which has emerged as an industry-leading platform for unlocking data opportunities across every critical workload
- We have been awarded and recognized as a 'Top Firm to work for in AI and Analytics in 2022' by 3AI - AI & Analytics Association
- We were listed as a "Major Contender" on Everest Group's AA&I Services PEAK Matrix® 2021
- Transformance Forums named "LatentView Analytics Limited" as the WINNER in the category "Best Blended Learning Strategy" for L&D Vision and Innovation Summit and Awards 2021

About LatentView Analytics

LatentView Analytics is a global digital analytics firm that inspires and transforms businesses to excel in the digital world by harnessing the power of data and analytics. The company provides a 360-degree view of the digital consumer, enabling companies to predict new revenue streams, anticipate product trends and popularity, improve customer retention rates and optimize investment decisions. The company is a trusted partner to enterprises worldwide, including 30+ Fortune 500 companies in the Retail, CPG, Financial, Technology and Healthcare sectors. LatentView Analytics has 860+ employees in offices in Princeton, N.J., San Jose, California, London, Singapore, and Chennai, India. For more information, please visit <https://www.LatentView.com/> or follow us on [LinkedIn](#).

Safe Harbour

This release may contain certain forward-looking statements, which involves risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward-looking statements. LatentView Analytics Ltd. undertakes no obligation to update forward looking statements that may be made by us from time to time by us or on our behalf.

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