



# Q2FY25

## Investor Presentation

08 NOVEMBER 2024

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## Preferred data and analytics partner to Fortune 500 companies for 18 years



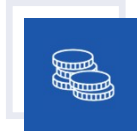
Global footprint at **over 1600**



Growth from existing customers **23%**



Revenue (H1FY25)  
**INR 3,878**  
(28% growth from H1FY24)



Adjusted EBITDA (H1FY25)  
**22%**



Consistent CSAT  
**8.5+**



### INDUSTRY RECOGNITION OF OUR WORK



Supply Chain Analytics  
**2024 Leader**



Data Science Services  
**2024 Leader**



Partner of the Year  
**2024**

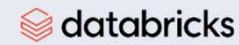


Best Brand of the Year  
**2024**



Great Place to Work  
**2024-25**

### KEY TECHNOLOGY PARTNERSHIPS



## Driving success across the globe for our clients and their subsidiaries across the globe



Our **1,600+** workforce across **NORTH AMERICA, LATAM, APAC, UK, and EU**, seamlessly supporting our clients through a combination of **Onshore, Nearshore, and Offshore** delivery models.

# Organizational growth through **key evolutionary stages**

The Beginning

## Strategic Foundations and Leadership



**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

## Market Specialization and Scaling



**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

## Public Market Presence and Capability Expansion



**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**



A LATENTVIEW COMPANY

The LatentView Journey Continues

## Key Focus areas over next 3 years



### Expand Marketing Analytics for deeper client insights

Drive a Data-Driven Marketing Model to enhance product, channel, and customer experience strategies.



### Continue Driving Impact through Scalable GenAI Solutions

Empower Business Transformation with LatentView's RAISE, delivering GenAI-driven solutions.



### 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.



### Grow Nearshore Centers for improved client support

Strengthen client proximity and support through expanded nearshore centers at Canada, Mexico and LATAM, enhancing delivery efficiency and client responsiveness.



### Increase APAC presence with GCC to capture regional demand

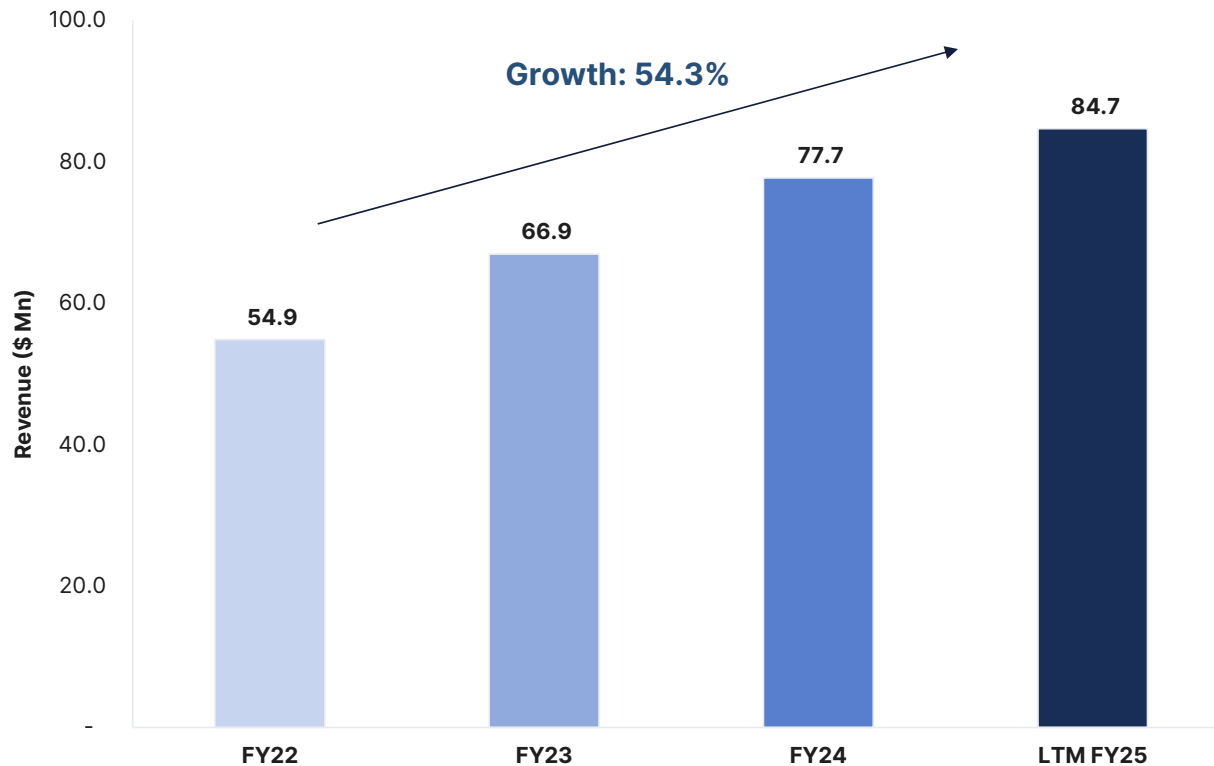
Expand India GCC hubs with a focused charter for rapid scaling, meeting growing demand, & enhancing regional expertise to support client need.



### Invest in Talent Upskilling for advanced analytics and AI

Accelerate talent growth with L&D partnerships and in-house bootcamps, building a skilled, scalable workforce for future.

## Revenue growth from year of listing (in \$ Mn)

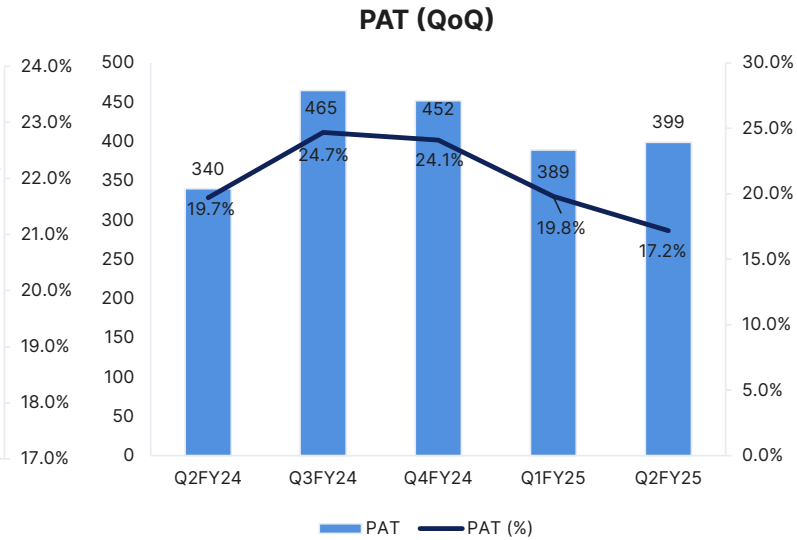
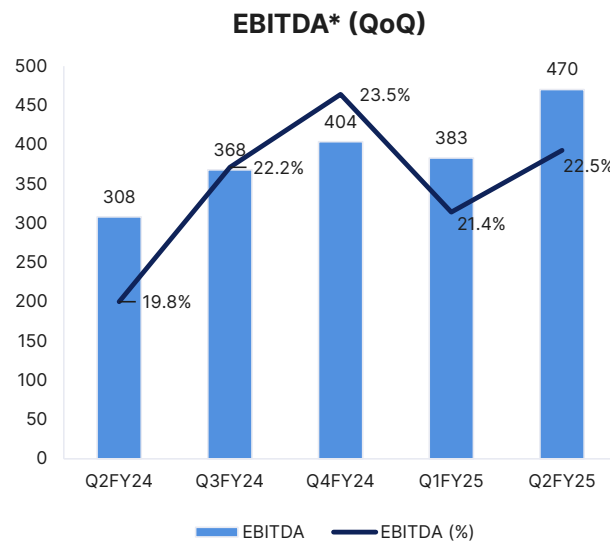
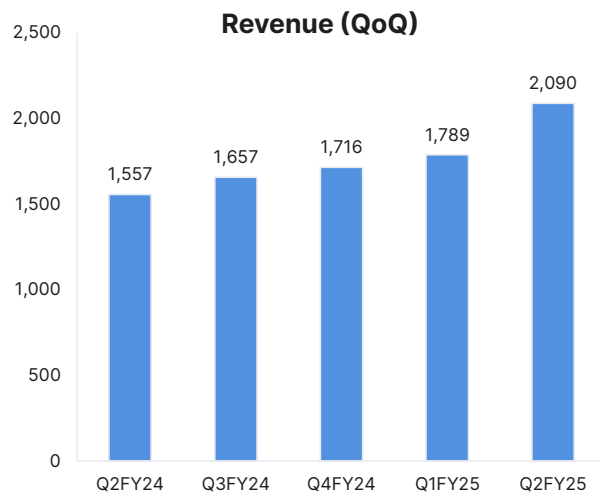


Growth of **1.5 times** delivered from since FY22, driven by strong relationships with **our top customers**.

**76%** of our revenue today comes from clients we have been served for over **five years**.

While **Technology** was the bedrock of our growth journey, revenue from financial services **BFSI sector** grew by **57%** on YoY basis.

# Comparison: Quarter-on-Quarter (5 quarters) & Year Ended (2 fiscal years) (figures In ₹ Million)



<b>FY23</b>	5,388
<b>FY24</b>	6,407

<b>FY23</b>	1,451	26.90%
<b>FY24</b>	1,360	21.20%

<b>FY23</b>	1,554	26.10%
<b>FY24</b>	1,587	22.20%

\* - Adjusted for transaction related expenses include retention bonus payable to employees of Decision Point.



## Consolidated Financial Summary Q2FY25

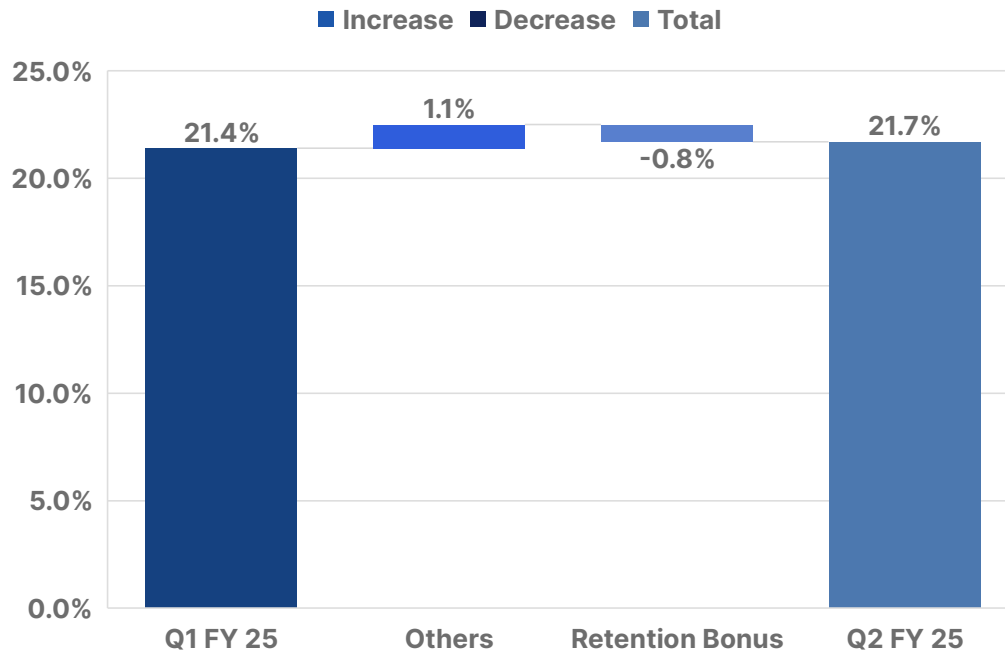
In ₹ Mn

Key Performance Metric	Q2 FY24	Q1 FY25	Q2 FY25	YoY Growth(%)	QoQ Growth(%)	FY23	FY24	YoY Growth(%)
Revenue from Operations								
-Latent View	1,557	1,789	1,865	19.8%	4.2%	5,388	6,407	18.9%
-Decision Point			225			-	-	-
<b>Total Revenue from Operations</b>	<b>1,557</b>	<b>1,716</b>	<b>2,090</b>	<b>34.2%</b>	<b>16.8%</b>	<b>5,388</b>	<b>6,407</b>	<b>18.9%</b>
Other Income	170	158	226	32.9%	29.8%	558	737	32.1%
<b>Total Income</b>	<b>1,727</b>	<b>1,963</b>	<b>2,316</b>	<b>34.1%</b>	<b>18.0%</b>	<b>5,946</b>	<b>7,144</b>	<b>20.1%</b>
Adjusted EBITDA*	308	383	470	52.7%	22.8%	1,451	1,360	-6.3%
<b>Adjusted EBITDA(%)</b>	<b>19.8%</b>	<b>21.4%</b>	<b>22.5%</b>			<b>26.9%</b>	<b>21.1%</b>	
Reported EBITDA	308	383	453	47.0%	18.2%	1,451	1,360	-6.3%
<b>EBITDA(%)</b>	<b>19.8%</b>	<b>21.4%</b>	<b>21.7%</b>			<b>26.9%</b>	<b>21.1%</b>	
Reported PBT	447	521	583	30.4%	11.8%	1,894	1,970	4.0%
<b>PBT(%)</b>	<b>25.9%</b>	<b>26.5%</b>	<b>25.2%</b>			<b>31.9%</b>	<b>27.6%</b>	
PAT	340	389	399	17.3%	2.5%	1,554	1,586	2.1%
<b>PAT(%)</b>	<b>19.7%</b>	<b>19.8%</b>	<b>17.2%</b>			<b>26.1%</b>	<b>22.2%</b>	
<b>Reported Basic EPS</b>	<b>1.66</b>	<b>1.89</b>	<b>1.94</b>	<b>16.6%</b>	<b>2.4%</b>	<b>7.71</b>	<b>7.73</b>	<b>0.3%</b>
<b>Reported Diluted EPS</b>	<b>1.64</b>	<b>1.88</b>	<b>1.92</b>	<b>17.3%</b>	<b>2.3%</b>	<b>7.63</b>	<b>7.68</b>	<b>0.7%</b>

**Note:**

1. Amortisation of intangible assets of Decision Point recognised at 53 crores.
2. \* - Adjusted for transaction related expenses include retention bonus payable to employees of Decision Point.

## EBITDA Margin Movement Q1FY25 to Q2FY25



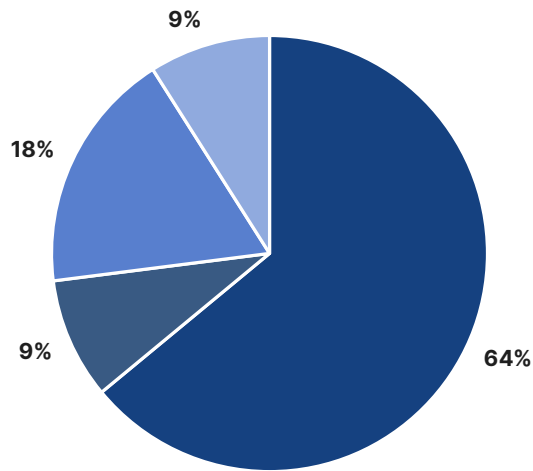
**Others:**

Lower marketing costs and training expenses & no merger related costs in Q2.

**Retention Bonus** :Payable to employees of Decision Point.

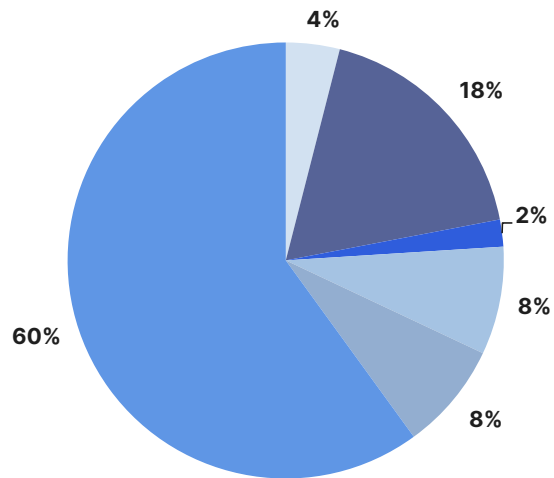
# Revenue by Industry and Functions

REVENUE BY INDUSTRY



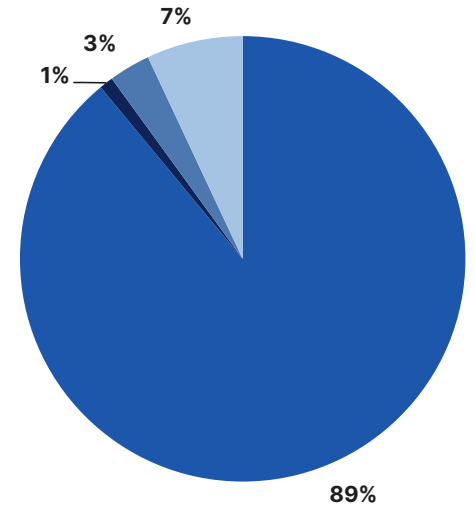
- Technology
- Industrial
- Consumer & Retail
- Financial services

REVENUE BY OFFERINGS



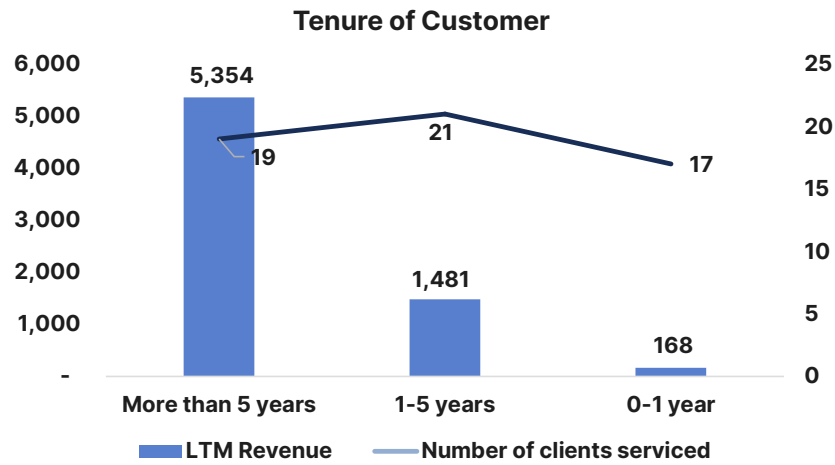
- Consulting services
- Data Engineering
- Others
- RGM
- Predictive analysis
- Diagnostic

REVENUE BY GEOGRAPHY



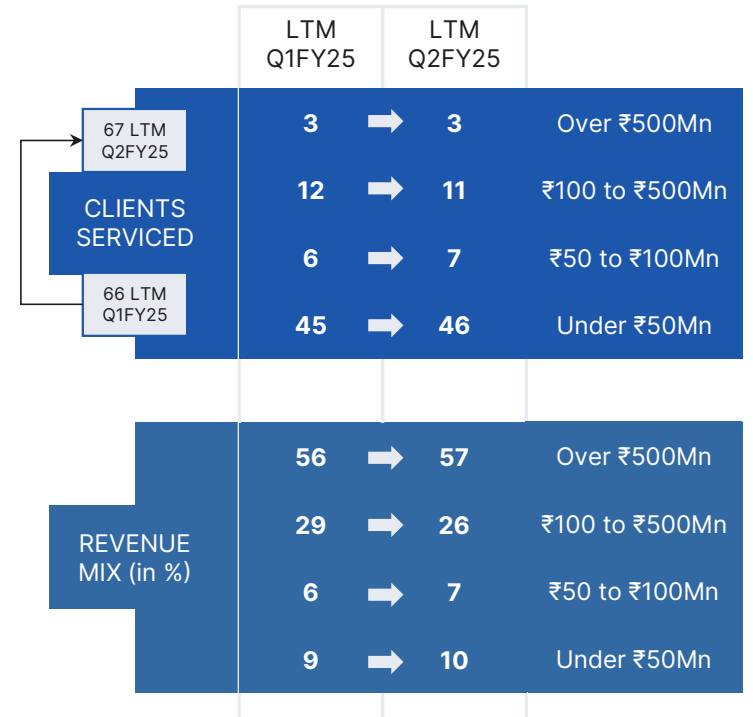
- USA
- Europe
- LATAM
- APAC

# Operating Metrics



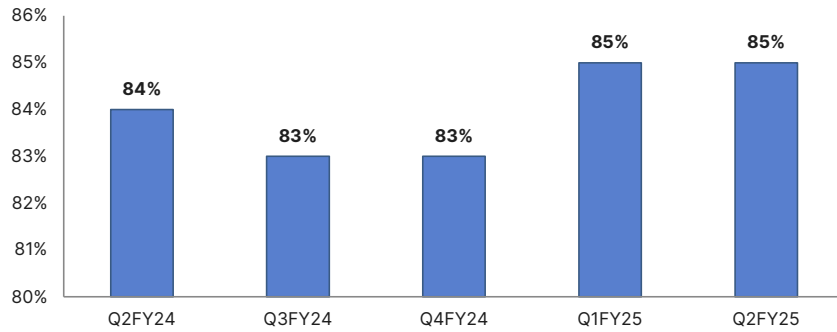
Client Concentration	Q1 FY25	Q2 FY25*
Top 5 Clients	65%	59%
Top 10 clients	77%	71%
Top 20 clients	91%	85%

\* - including clients of acquired company

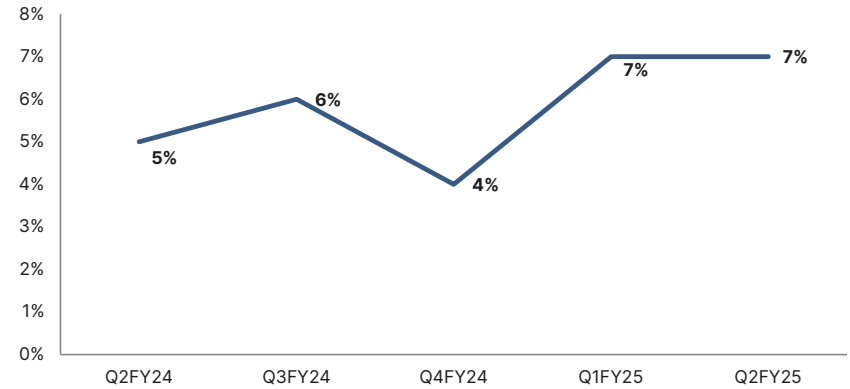


# Employee Metrics

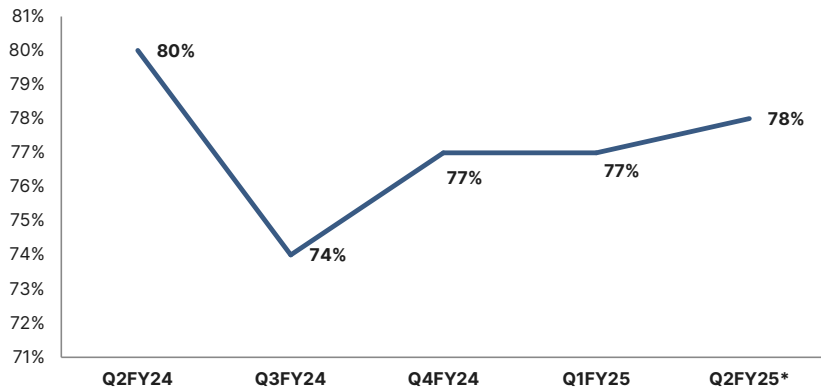
Offshore (%)



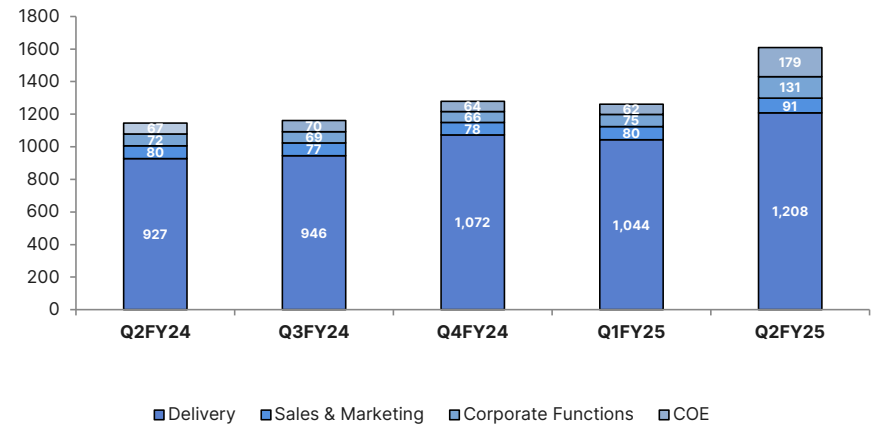
Attrition rate (%)



Utilisation Rate (%)



Employee Split by Function



\* - only Latent View group considered

## Fueled by Strong Governance



### VENKAT VISWANATHAN

Chairperson & Executive Director  
PGDM, IIM Calcutta | B.Tech., IIT Madras



### PRAMADWATHI JANDHYALA

Executive Director  
PGDM, IIM Calcutta | B.E. BITS Pilani



### DIPALI SHETH

Independent Director  
B.A. (Honours), University of Delhi



### MUKESH BUTANI

Independent Director  
CA, LL.B. | B.Com., University of Bombay



### RAGHUTTAMA RAO

Independent Director  
PGDM, IIM Ahmedabad | B.Tech., IIT Madras, CWA



### REED CUNDIFF

Independent Director  
B.A., Wesleyan University

- Founder of LatentView Analytics
- Several years of experience across IT services, credit analysis, and business consulting
- Founder of LatentView Analytics
- Several years of experience across corporate finance, and credit ratings
- Ex-Country Head of HR, RBS Services India
- Directorships: Lloyds Offshore Global services, Welspun Corp Ltd, UTI AMC
- Founder of BMR Legal Advocates
- Directorships: Schloss Bangalore Ltd, Bata India Ltd, United Spirits Ltd
- CEO GDC, IIT Madras
- Directorships: Sundaram Finance, Wheels India, Sundaram AMC, TVS Training & Services
- Ex-CEO of Sago Group (formerly known as Schlesinger Group)
- Ex-GM of Global Insights, Microsoft

## Experience behind the wheel



**RAJAN  
SETHURAMAN**

Chief Executive Officer



**KRISHNAN  
VENKATA**

Chief Client Officer



**RAJAN BALA  
VENKATESAN**

Chief Financial Officer



**SANJAY  
ANNADATE**

Business Head, Europe & APAC



# Thank You

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