



# Q3FY25

## Investor Presentation

07 FEBRUARY 2025

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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 **17.5%(YTD)**



Revenue (YTD FY25) **INR 6,157 Mn\***  
(31.3% growth from YTD FY24)



Adjusted EBITDA (YTD FY25) **23.5%**



Consistent CSAT **8.5+**

\* - Including Decision point effective from Q2 FY25



### INDUSTRY RECOGNITION OF OUR WORK

FORRESTER®

Customer Analytics  
**2024 Landscape**

ISG\*

Supply Chain Analytics  
**2024 Leader**

PIM | RESEARCH

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**



## 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

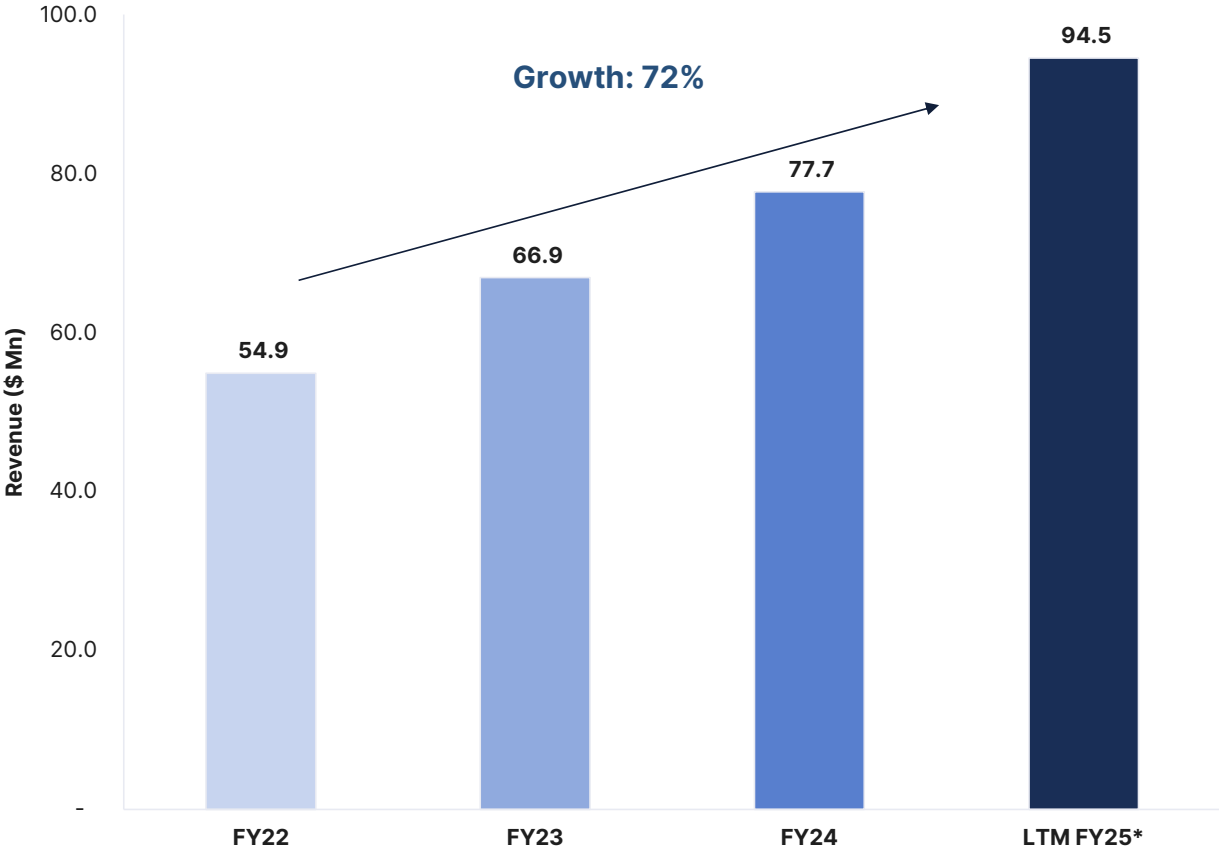
Expand India GCC hubs with a focused charter for rapid scaling, meeting growing demand, & enhancing regional expertise to support client need.



### 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 **1.6 times** delivered from since FY22, driven by strong relationships with **our top customers**.

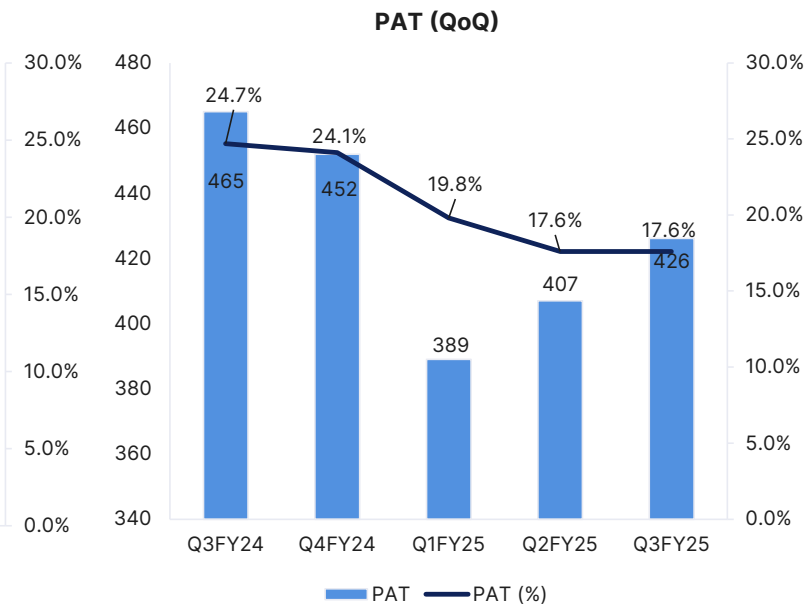
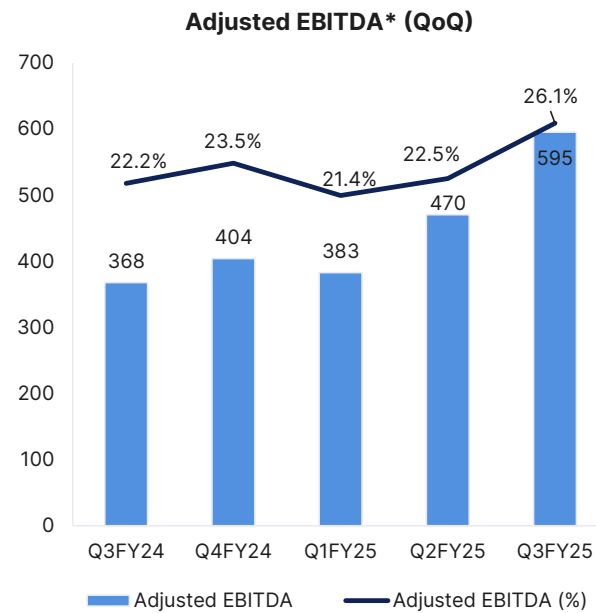
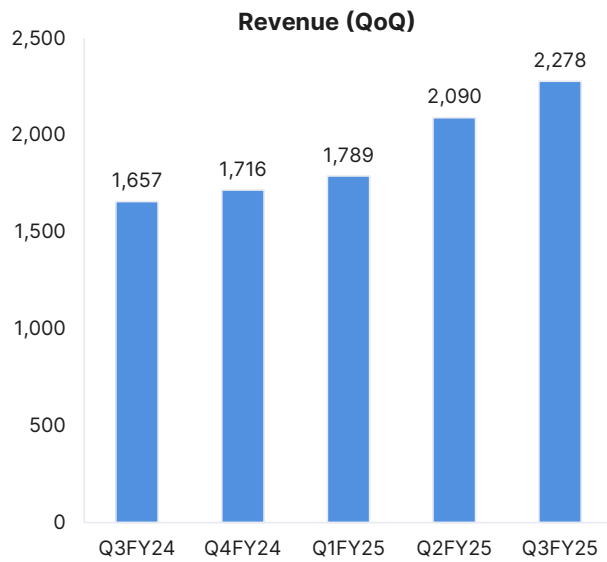
**78%** of our revenue today comes from clients we have been served for over **five years**.

While **Technology** was the bedrock of our growth journey, revenue from financial services **BFSI sector** grew by **67%** on YoY basis.

\* - Including Decision point effective from Q2 FY25

# 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	26.9%
<b>FY24</b>	1,360	21.2%

<b>FY23</b>	1,554	26.1%
<b>FY24</b>	1,587	22.2%

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



# Consolidated Financial Summary Q3FY25



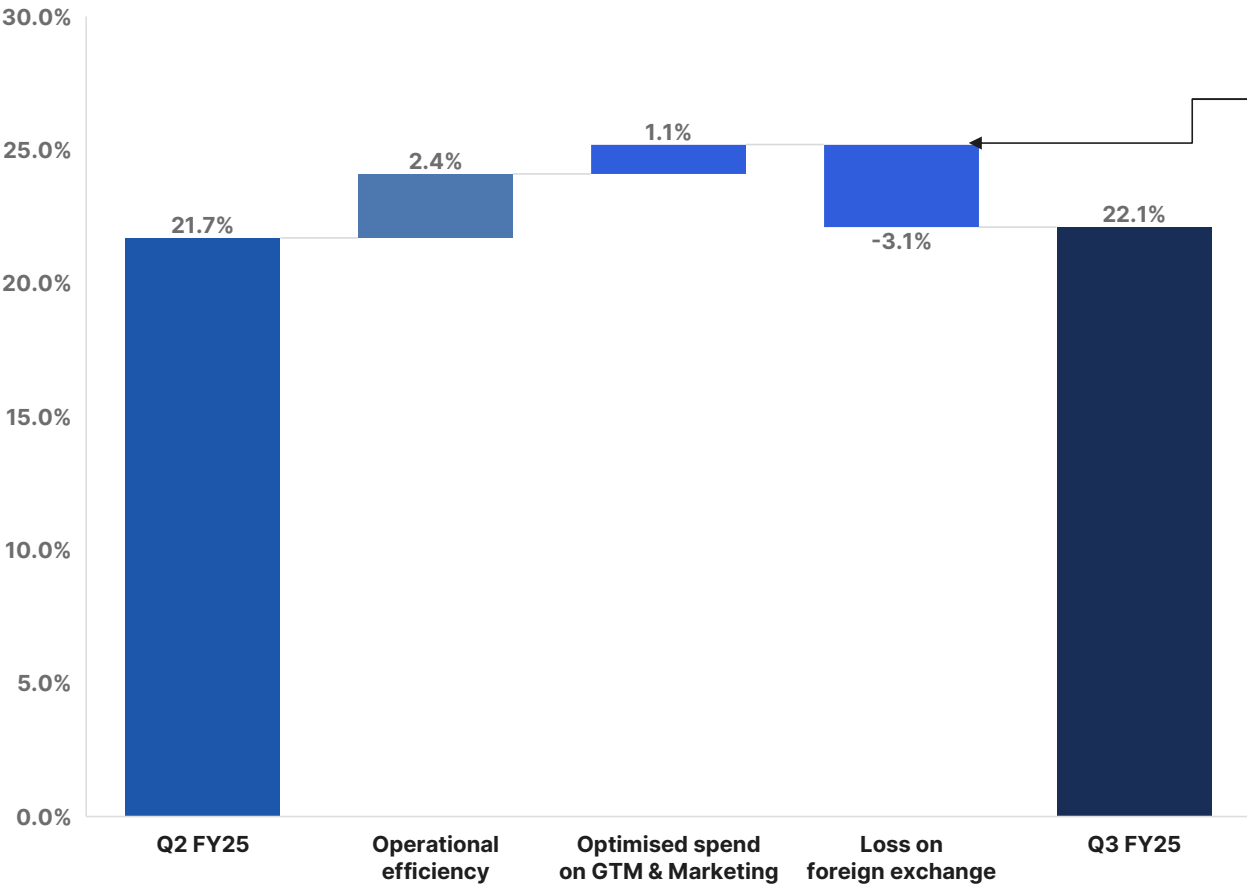
In ₹ Mn

Key Performance Metric	Q3 FY24	Q2 FY25	Q3 FY25	YoY Growth(%)	QoQ Growth(%)	FY23	FY24	YoY Growth(%)
Revenue from Operations								
-Latent View	1,657	1,874	2,041	23.2%	8.9%	5,388	6,407	18.9%
-Decision Point	-	215	237	-	10.4%	-	-	-
<b>Total Revenue from Operations</b>	<b>1,657</b>	<b>2,090</b>	<b>2,278</b>	<b>37.5%</b>	<b>9.0%</b>	<b>5,388</b>	<b>6,407</b>	<b>18.9%</b>
Other Income	230	226	147	(36.1%)	(35.0%)	558	737	32.1%
<b>Total Income</b>	<b>1,887</b>	<b>2,316</b>	<b>2,425</b>	<b>28.5%</b>	<b>4.7%</b>	<b>5,946</b>	<b>7,144</b>	<b>20.1%</b>
Adjusted EBITDA	368	470	595	61.7%	26.5%	1,451	1,360	(6.3%)
<b>Adjusted EBITDA(%)</b>	<b>22.2%</b>	<b>22.5%</b>	<b>26.1%</b>			<b>26.9%</b>	<b>21.1%</b>	-
Less: Transaction related expense	-	(18)	(19)	-	-	-	-	-
Less: Loss on foreign exchange	-	-	(73)	-	-	-	-	-
Reported EBITDA	368	453	503	36.7%	11.2%	1,451	1,360	(6.3%)
<b>Reported EBITDA(%)</b>	<b>22.2%</b>	<b>21.7%</b>	<b>22.1%</b>			<b>26.9%</b>	<b>21.1%</b>	
Reported PBT	565	583	561	(0.7%)	(3.7%)	1,894	1,970	4.0%
<b>Reported PBT(%)</b>	<b>29.9%</b>	<b>25.2%</b>	<b>23.1%</b>			<b>31.9%</b>	<b>27.6%</b>	
Reported PAT	465	407	426	(8.4%)	4.7%	1,554	1,586	2.1%
<b>Reported PAT(%)</b>	<b>24.6%</b>	<b>17.6%</b>	<b>17.6%</b>			<b>26.1%</b>	<b>22.2%</b>	
<b>Reported Basic EPS</b>	<b>2.27</b>	<b>1.94</b>	<b>2.03</b>	<b>(10.5%)</b>	<b>5.0%</b>	<b>7.71</b>	<b>7.73</b>	<b>0.3%</b>
<b>Reported Diluted EPS</b>	<b>2.25</b>	<b>1.92</b>	<b>2.02</b>	<b>(10.1%)</b>	<b>5.2%</b>	<b>7.63</b>	<b>7.68</b>	<b>0.7%</b>

**Note:**

1. Amortization of intangible assets of Decision Point - 53 million.
2. Acquisition related expenses include retention bonus payable to employees of Decision Point.

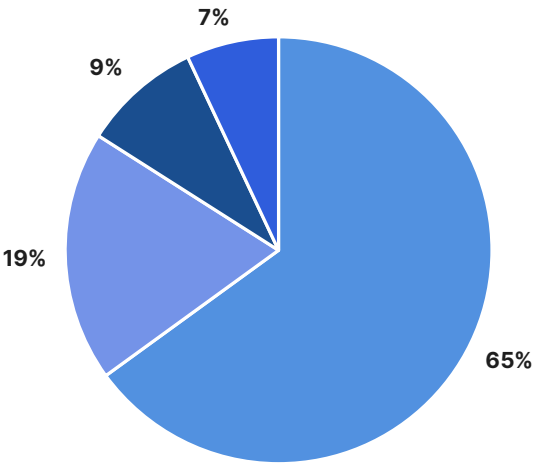
# EBITDA Margin Movement Q2FY25 to Q3FY25



Out of the 3.10% of loss on foreign exchange includes Inter company loan restatement loss of 2.86% , MTM Loss and unrealised gain contributing to 0.24%

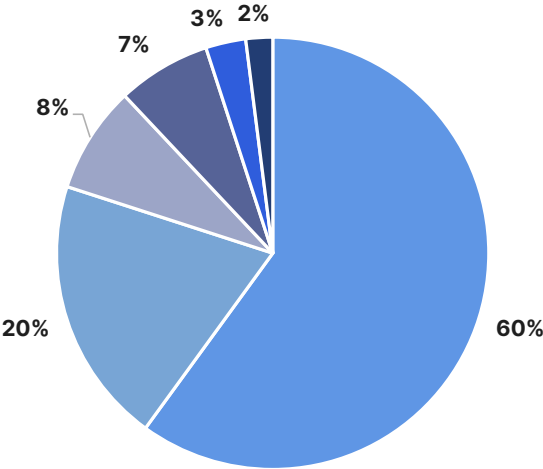
# Revenue by Industry and Functions

REVENUE BY INDUSTRY



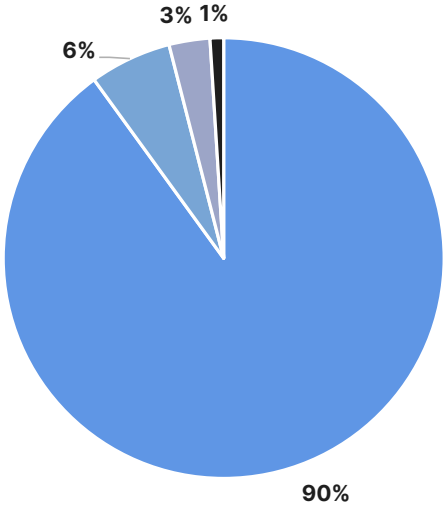
- Technology
- Consumer & Retail
- Financial services
- Industrial

REVENUE BY OFFERINGS



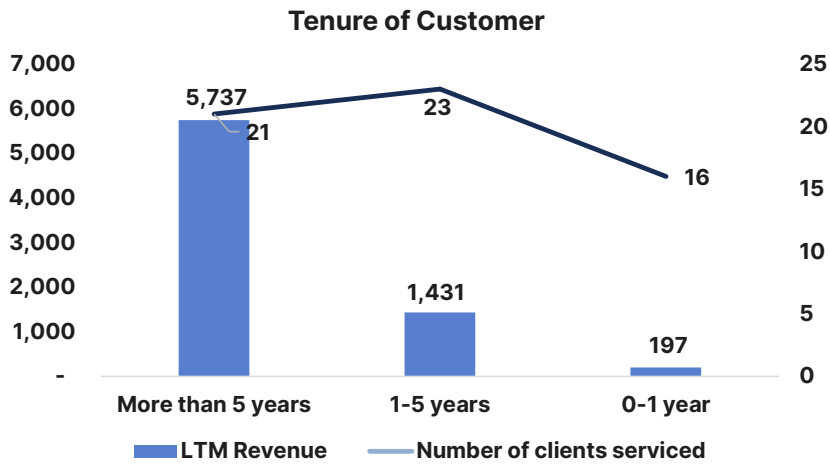
- Diagnostic
- Data Engineering
- Predictive analysis
- RGM
- Consulting
- Others

REVENUE BY GEOGRAPHY



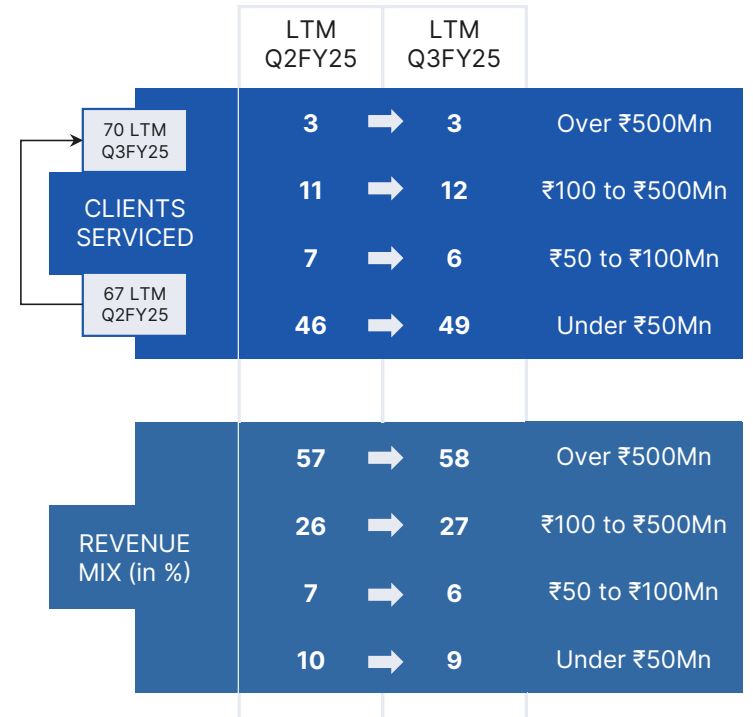
- USA
- APAC
- LATAM
- Europe

# Operating Metrics



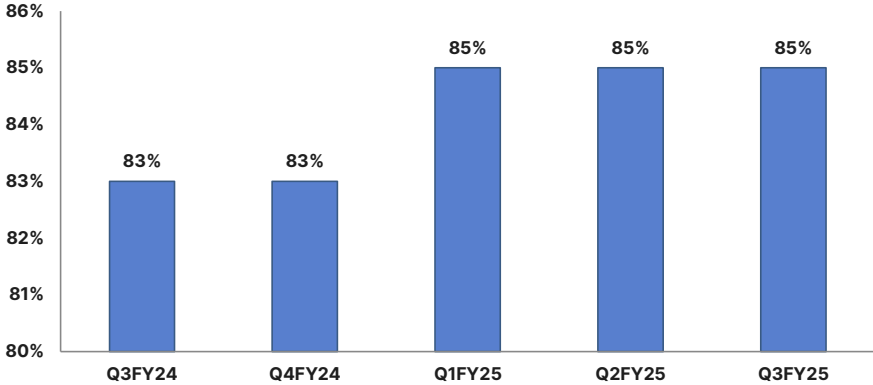
Client Concentration	Q2 FY25*	Q3 FY25*
Top 5 Clients	59%	60%
Top 10 clients	71%	71%
Top 20 clients	85%	84%

\* - including clients of acquired company

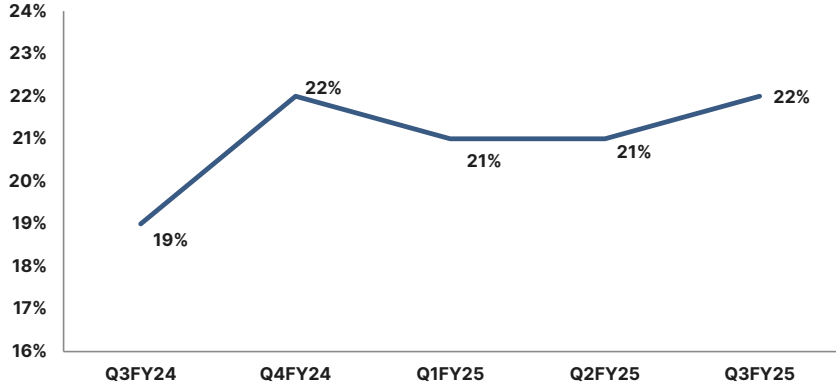


# Employee Metrics

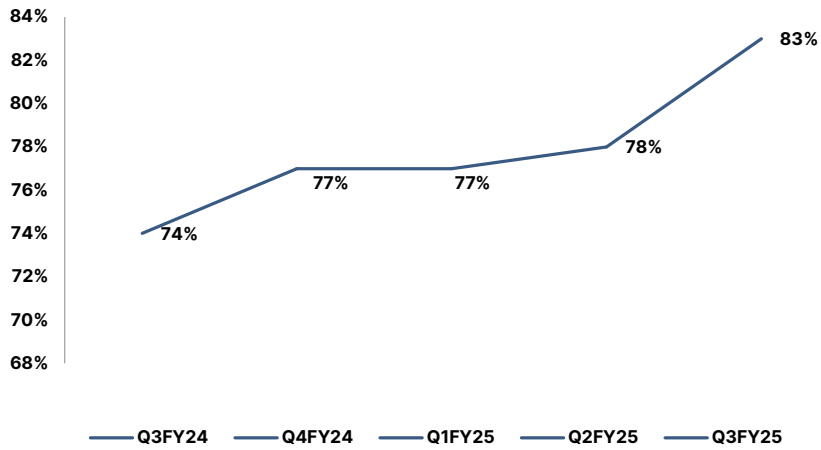
Offshore as % of Total Delivery head count



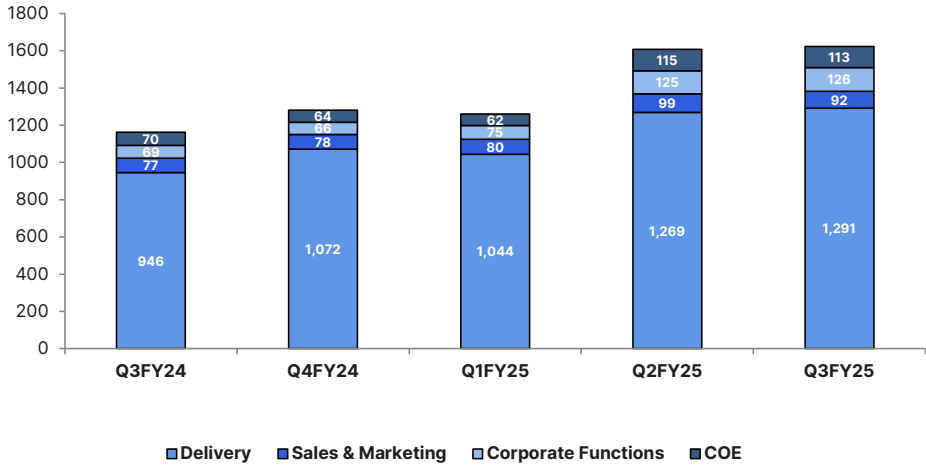
LTM Attrition rate (%)



Utilisation Rate



Employee Split by Function



## 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



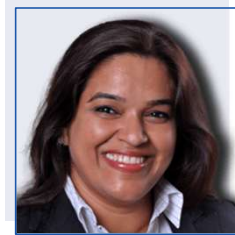
**RAJAN BALA  
VENKATESAN**

Chief Financial Officer



**SANJAY  
ANNADATE**

Business Head,  
Europe & APAC



**REMADEVI  
THOTTATHIL**

Chief Human Resources  
Officer



# Thank You

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