

November 10, 2024

**BSE Limited**  
**Phiroze Jeejeebhoy Towers,**  
**Dalal Street, Mumbai-400 001.**  
**Scrip Code: 543398**

**National Stock Exchange of India Limited**  
**Exchange Plaza, C-1, Block G,**  
**Bandra Kurla Complex Bandra East,**  
**Mumbai 400 051**  
**Scrip Symbol: LATENTVIEW**

Dear Sir/Madam,

**Sub: Investor Presentation on the Unaudited Financial Results for the quarter and half year ended September 30, 2024.**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we have enclosed herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2024, that will be circulated to the Investors/ Analysts for the Investor Day scheduled on November 11, 2024.

This announcement is also made available on website of the company i.e., <https://www.latentview.com/>.

This is for your information and records.

Thanking you,

**For Latent View Analytics Limited**

**P. Srinivasan**

**Company Secretary and Compliance Officer**

LatentView Analytics Limited  
(Formerly known as LatentView Analytics Private Limited)  
Unit 6,7,8, 5th Floor, Neville Tower, Ramanujan IT City SEZ  
Rajiv Gandhi Salai (OMR), Taramani, Chennai, Tamil Nadu 600113.



# Q2FY25

## Investor Presentation

08 NOVEMBER 2024

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# Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Latent View Analytics Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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



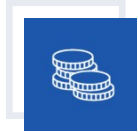
Global footprint at **over 1600**



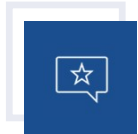
Growth from existing customers **23%**



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**



**DECISION POINT**  
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

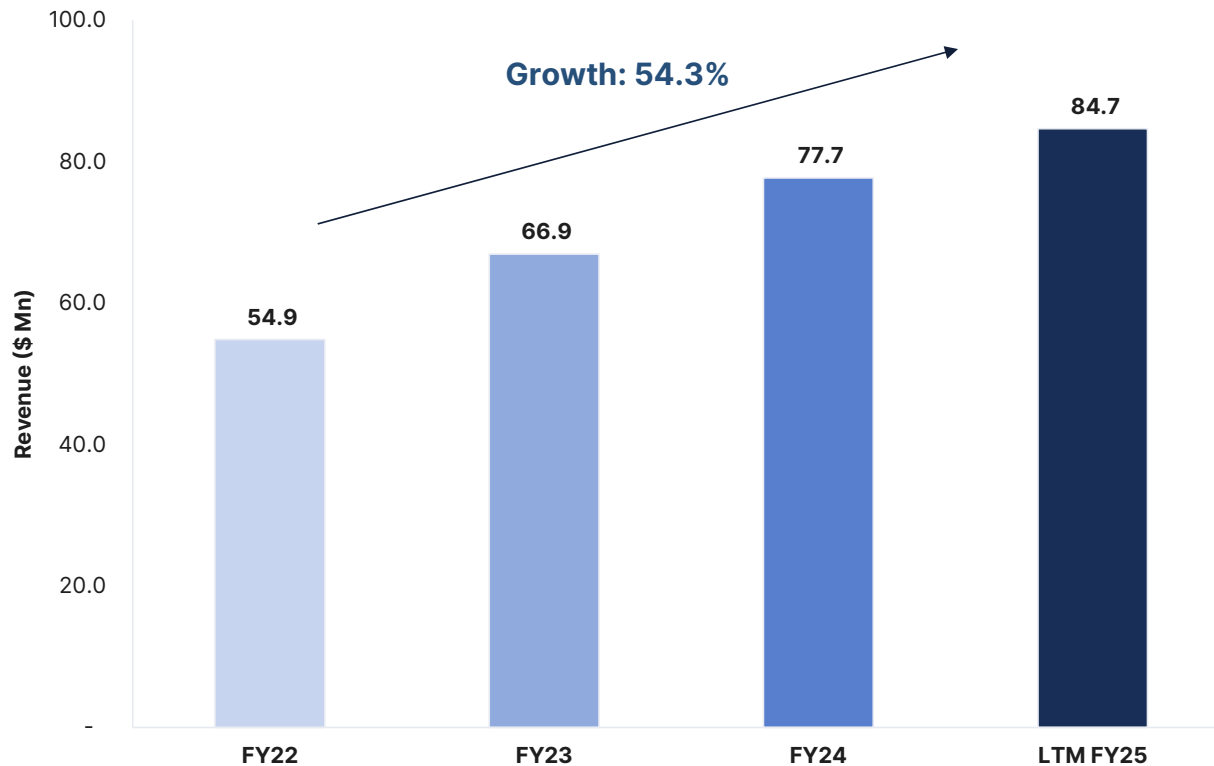
Expand India GCC hubs with a focused charter for rapid scaling, meeting growing demand, & enhancing regional expertise to support client need.



### 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)



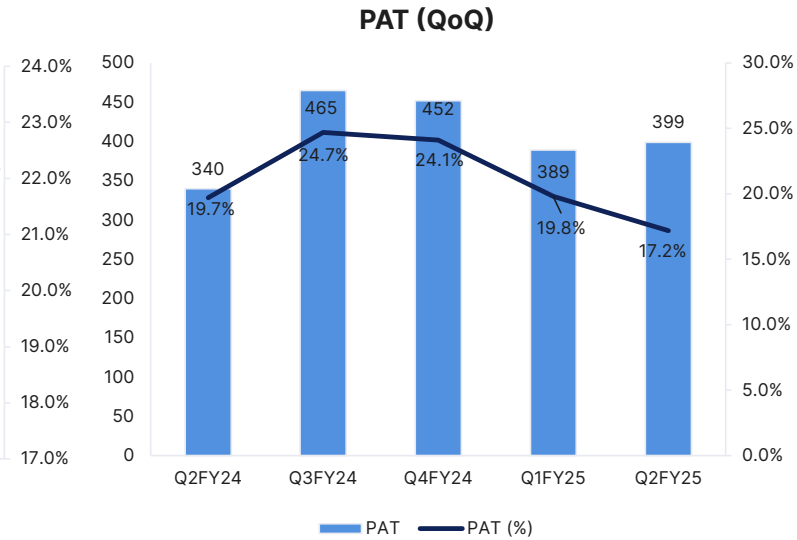
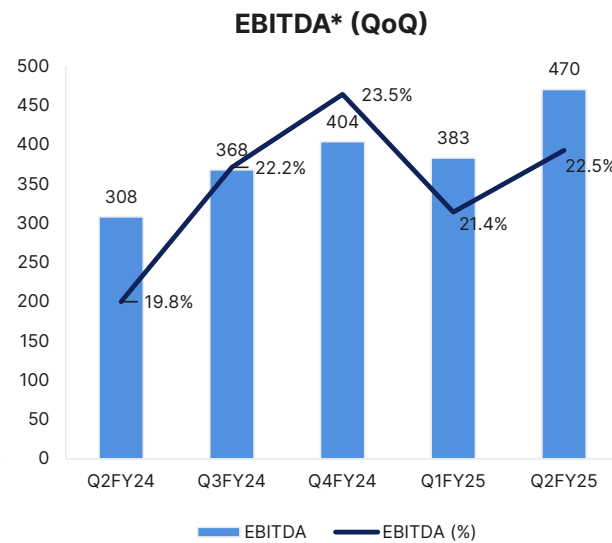
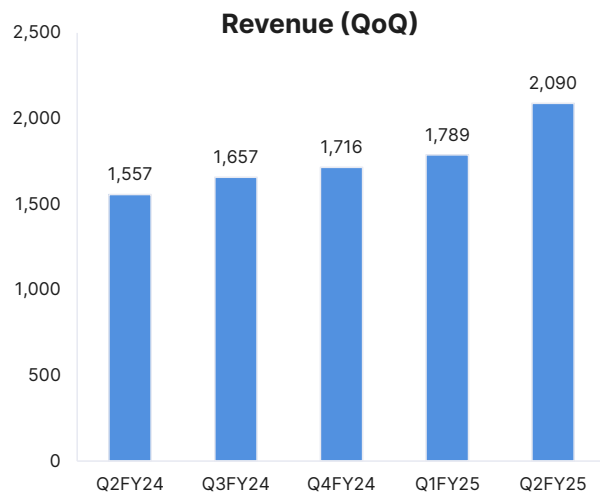
Growth of **1.5 times** delivered from since FY22, driven by strong relationships with **our top customers**.

**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

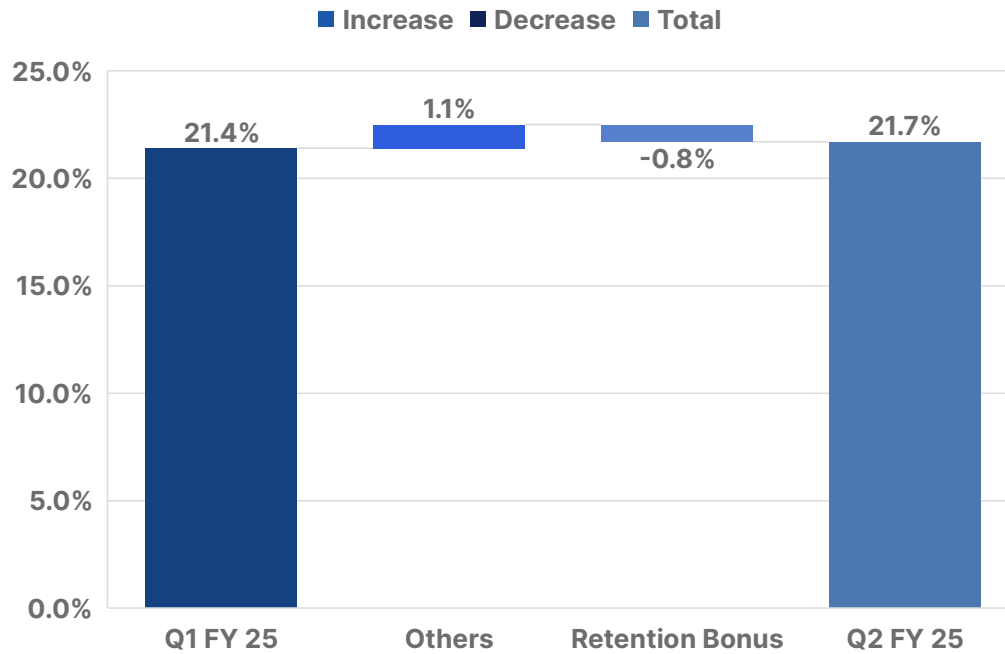
In ₹ Mn

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



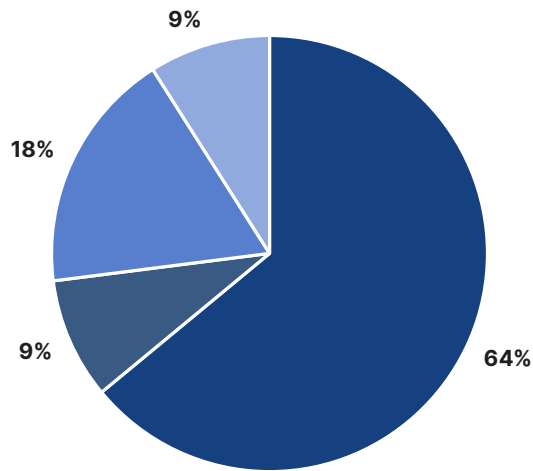
**Others:**

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

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

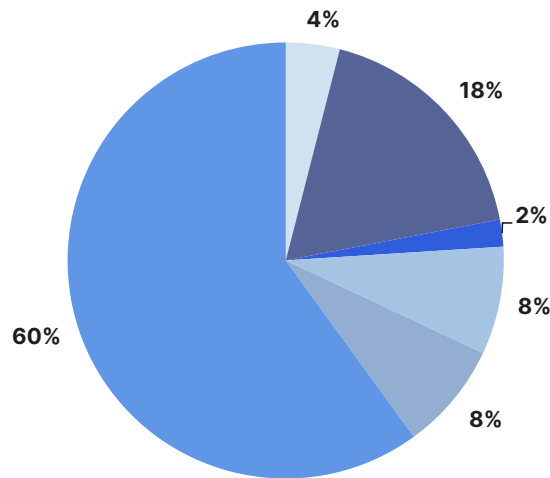
# Revenue by Industry and Functions

REVENUE BY INDUSTRY



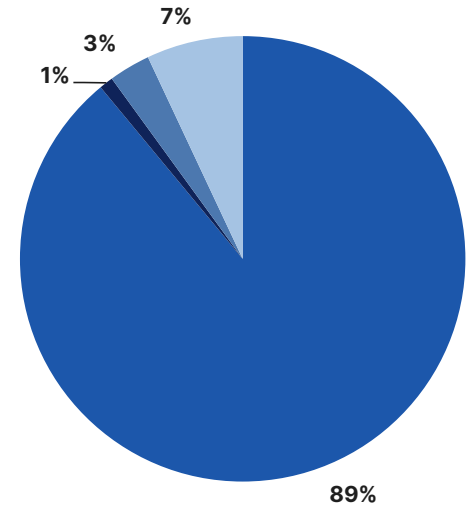
- Technology
- Industrial
- Consumer & Retail
- Financial services

REVENUE BY OFFERINGS



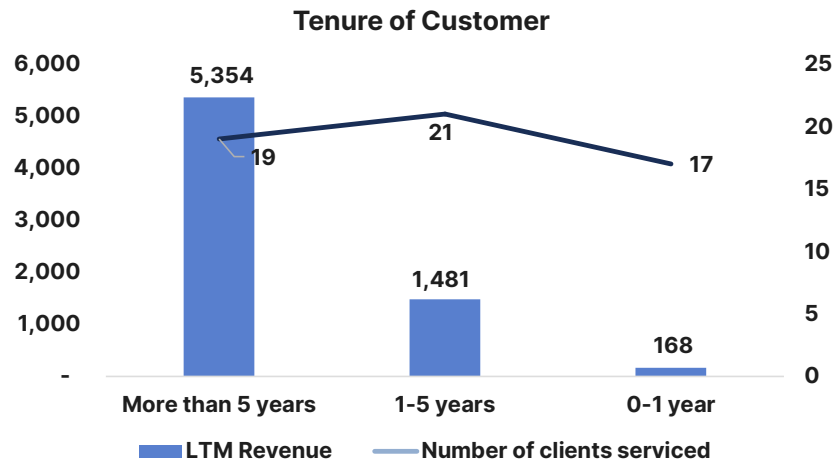
- Consulting services
- Data Engineering
- Others
- RGM
- Predictive analysis
- Diagnostic

REVENUE BY GEOGRAPHY



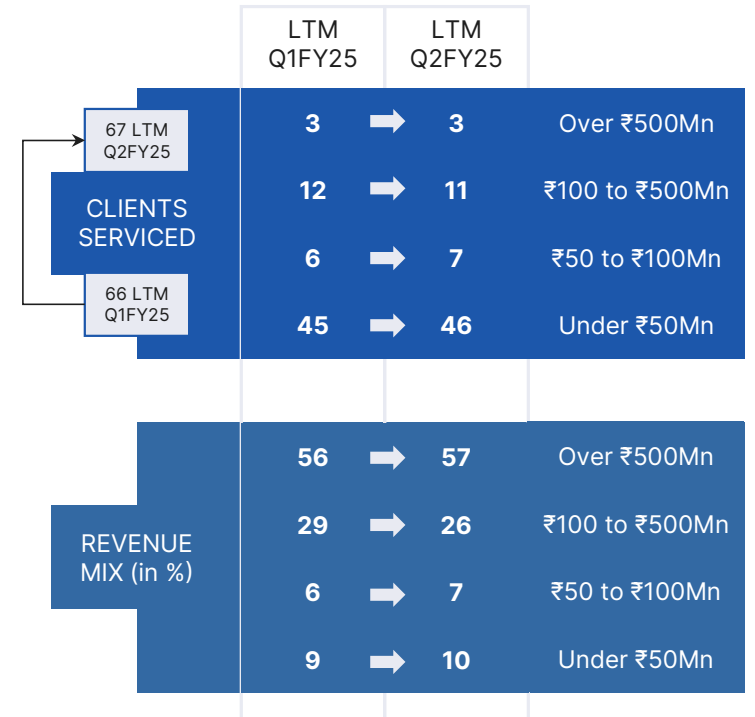
- USA
- Europe
- LATAM
- APAC

# Operating Metrics



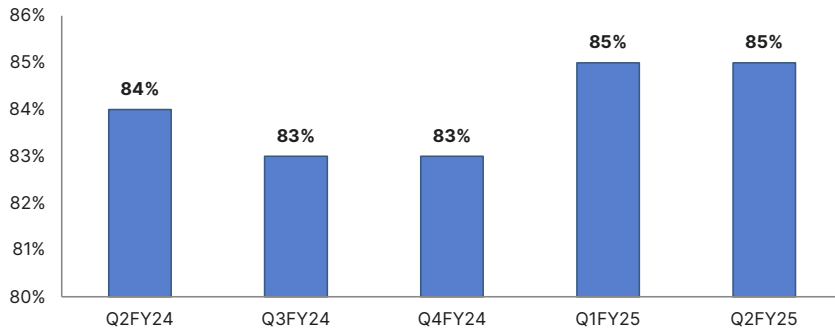
Client Concentration	Q1 FY25	Q2 FY25*
Top 5 Clients	65%	59%
Top 10 clients	77%	71%
Top 20 clients	91%	85%

\* - including clients of acquired company

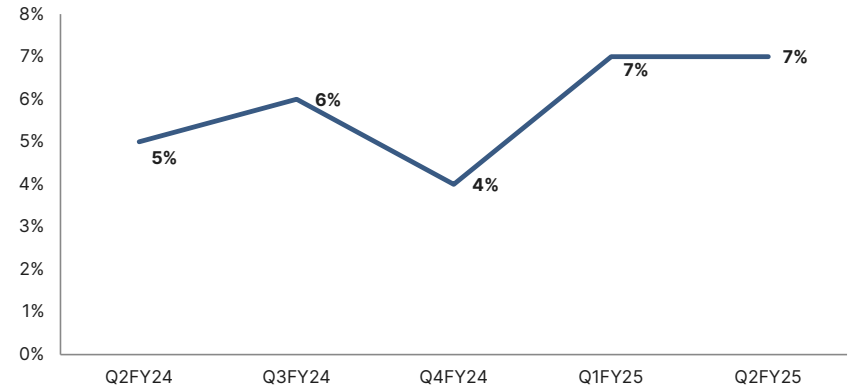


# Employee Metrics

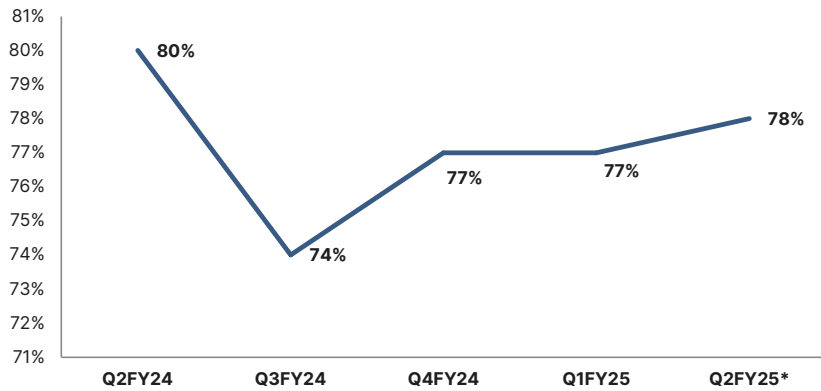
Offshore (%)



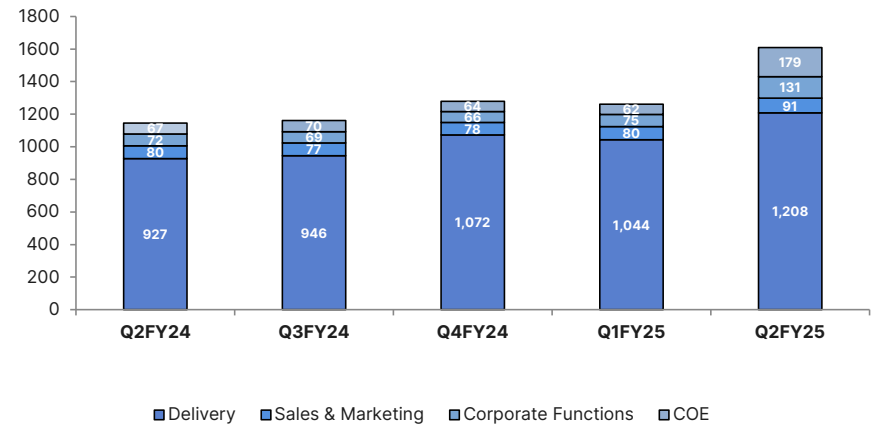
Attrition rate (%)



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

## **Latent View Analytics Limited**

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Asha Gupta | [Asha.Gupta@in.ey.com](mailto:Asha.Gupta@in.ey.com)

08 NOVEMBER 2024

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