

TRACXN TECHNOLOGIES LIMITED

May 20, 2024

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001
Company Code: 543638

To,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E), Mumbai - 400051
Company Code: TRACXN

Sub: Intimation of Investor Presentation for the quarter and year ended March 31, 2024

This is in continuation to our letter dated May 09, 2024 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Monday, May 20, 2024 at 05:00 P.M. (IST) to discuss the Audited Financial Results for the quarter and year ended March 31, 2024 (Q4 & FY 2023-24 Results).

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation for the said Earnings Call.

This is for your information and records.

Thanking you.

Yours faithfully,
For Tracxn Technologies Limited

Surabhi Pasari
Company Secretary and Compliance Officer
Membership No. F11215

Encl.: A/a

Place: Bengaluru
Date: May 20, 2024



Private Market Intelligence Platform

**Q4 & FY24 Investor Presentation
20th May 2024**

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The operating metrics reported in this Presentation are calculated using internal Company data based on the operational activities. While these numbers are based on what the Company believes to be reasonable estimates for the applicable period of measurement, there are inherent challenges in measuring across some operational metrics. The methodologies used to measure these metrics require considerable judgment and are also susceptible to an algorithm or other technical errors. The Company systematically reviews its processes for calculating these metrics from time to time and may discover inaccuracies in the metrics or may make adjustments to improve their accuracy, which can result in adjustments to previously disclosed metrics. In addition, the Company metrics may differ from estimates published by third parties due to differences in methodology.

To facilitate understanding, some non-GAAP metrics are used and financial amounts are converted from ₹ Lakhs into ₹ Crores for this Presentation hence, there could be some totalling anomalies in the numbers.

Tracxn Overview



Tracxn is a Data & Software platform for the Private Markets globally

We work with Venture Capital Firms, Private Equity Firms, Investment Banks - as well as M&A & Innovation teams of large Corporates

Global Platform, customers span 50+ countries

Q4 & FY24 Financial Performance

Q4 FY24: Financial Performance Summary

Steady growth in Revenue and Profitability

REVENUE	PROFITABILITY	
Revenue from Operations 20.3 Cr. ▼ 0.1% YoY	EBITDA 0.7 Cr. ↔ 0.0 Cr. YoY	EBITDA Margin 3.3 % ▼ Margin decreased by 0.1% from Q4 FY23
Total Income 21.6 Cr. ▲ 2.4% YoY	PAT 1.4 Cr. ▲ 0.2 Cr. YoY	PAT Margin* 7.0 % ▲ Margin increased by 0.9% from Q4 FY23

In INR

FY24: Financial Performance Summary

Steady growth in Revenue and Profitability

REVENUE	PROFITABILITY		OTHER
Revenue from Operations 82.8 Cr. ▲ 6.0% YoY	EBITDA 4.6 Cr. ▲ 2.0 Cr. YoY	EBITDA Margin 5.5 % ▲ Margin increased by 2.2% from FY23	Free Cash Flow¹ 10.3 Cr. ▼ 1.7 Cr. YoY, down from FY23
Total Income 87.0 Cr. ▲ 7.2% YoY	PAT 6.5 Cr. ▲ 1.2 Cr. YoY	PAT Margin* 7.9 % ▲ Margin increased by 1.0% from FY23	Cash & Cash Equivalent^{1,2} 75.2 Cr. ▲ 24.7% YoY ▲ 14.9 Cr. YoY

In INR

Note: (1) Free Cash Flow and Cash & Cash equiv. excludes tax amounts received from employees against ESOP exercise as on 31st Mar 2024.

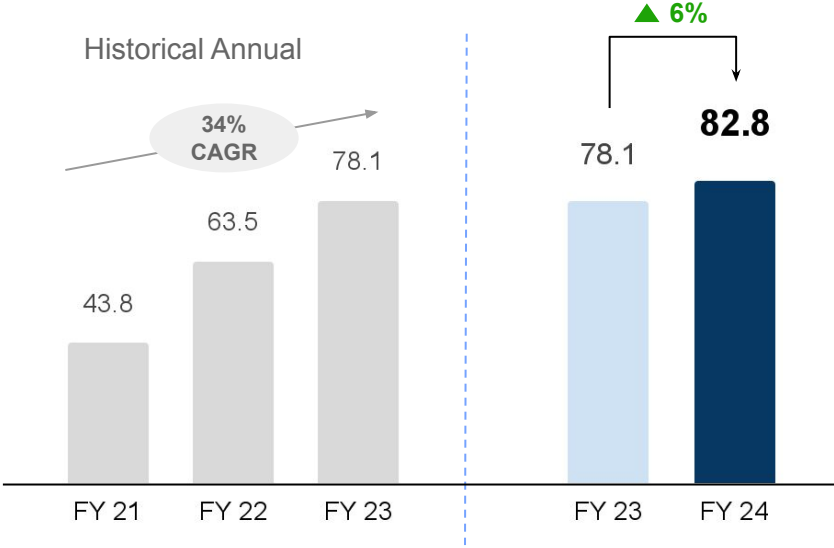
(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing as on 31st Mar 2024.

* YoY analysis is not representative as prior period was not subject to tax. For YoY analysis, FY23 EBITDA and PAT are excluding exceptional items - IPO expense.

FY24: Continued Revenue Growth

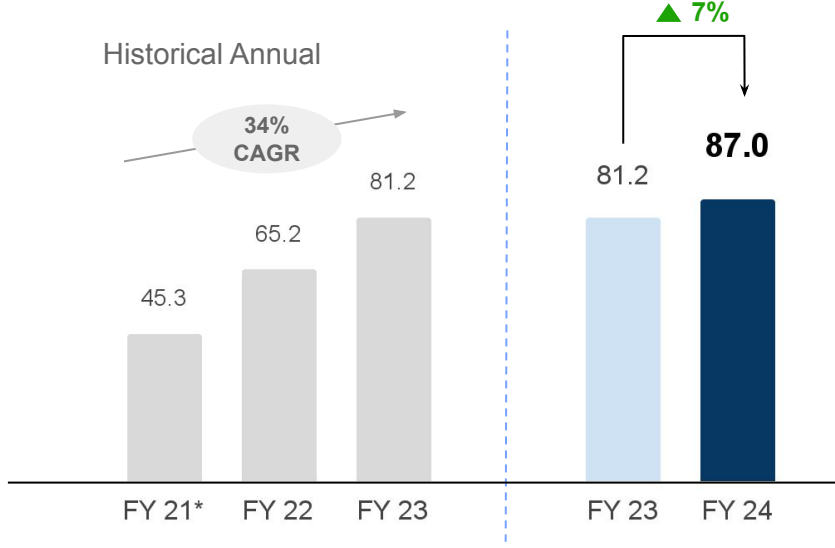
Revenue from Operations

(in INR Cr.)



Total Income

(in INR Cr.)



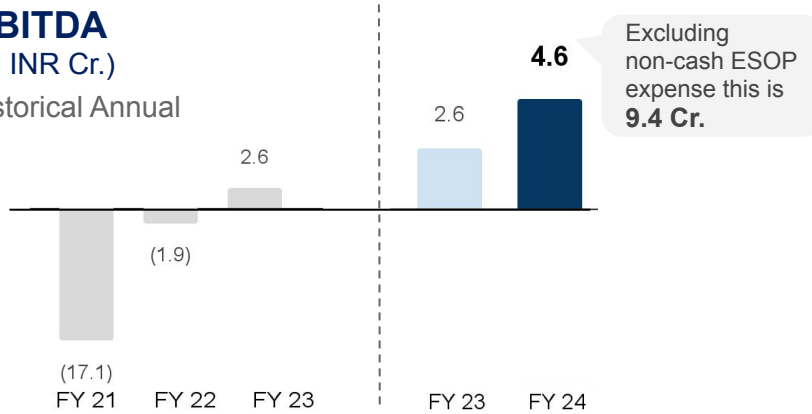
Revenue from operations grew at 6% YoY for FY24

Note: (*) Total Income net of for Fair value gain/ (loss) on CCPS for FY21

FY24: Profitable Operations - EBITDA & PAT

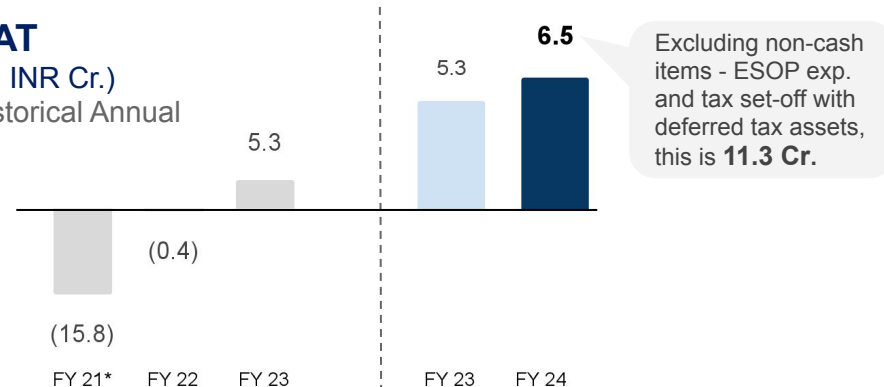
EBITDA (in INR Cr.)

Historical Annual



PAT (in INR Cr.)

Historical Annual



FY24 EBITDA of 4.6 Cr. and PAT of 6.5 Cr.

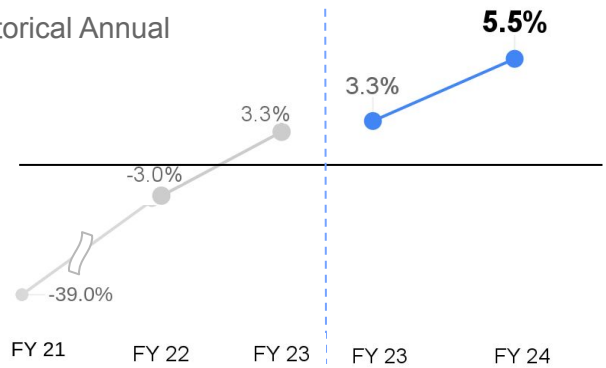
(Note EBITDA & PAT includes non-cash expenses, eg. ESOP exp)

Note: (*) Net of for Fair value gain/ (loss) on CCPS for FY21

FY24: Continued Margin Expansion

EBITDA Margin

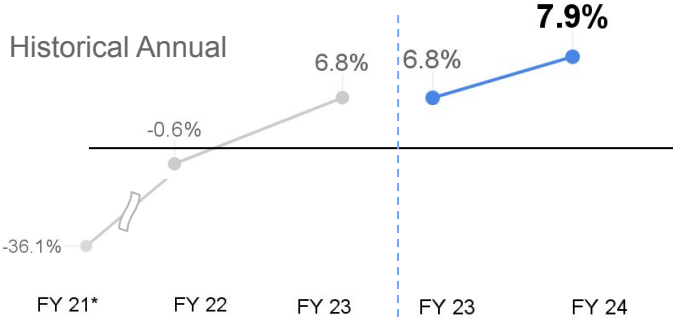
Historical Annual



FY24 EBITDA Margin of 5.5% and PAT Margin of 7.9%.

PAT Margin

Historical Annual



EBITDA Margin expanded by 2.2% YoY

Note: (*) Net of for Fair value gain/ (loss) on CCPS for FY21

Significant Incremental Revenue continues going into Bottomline

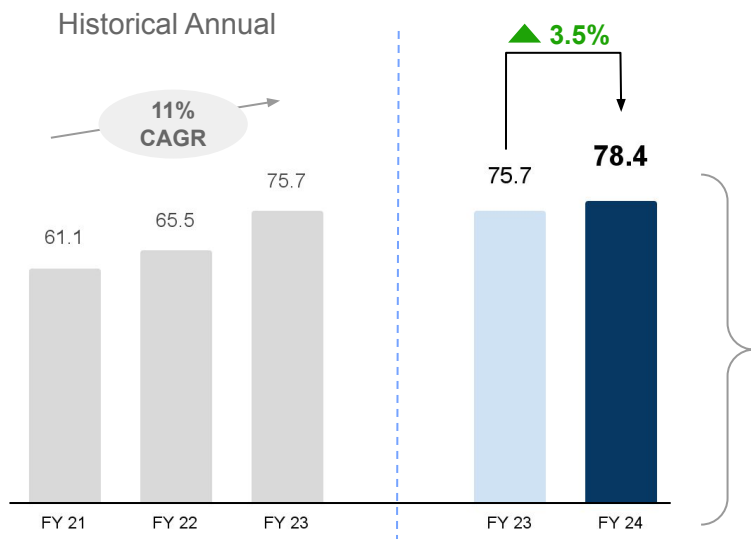
		Historical Annual:		
	FY 24	FY 21	FY 22	FY 23
Revenue from operations	82.8	43.8	63.5	78.1
Incremental Revenue from Operations (Δ)	+4.7	+6.4	+19.7	+14.7
EBITDA excl IPO Expense	4.6	(17.1)	(1.9)	2.6
Incremental EBITDA excl IPO Expense (Δ)	+2.0	+5.4	+15.1	+4.5
Incremental EBITDA as a % of Incremental Revenue from Operations	43%	84%	77%	31%

(in INR Cr.)

Significant incremental revenue went into EBITDA

FY24: Expense Breakup

Total Expense (in INR Cr.)



Total Expense - Breakup (for FY24)

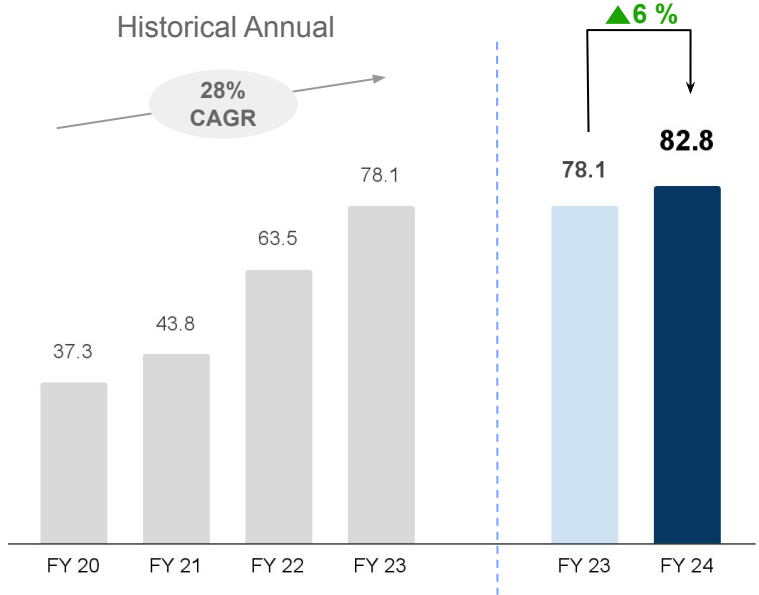
(in INR Cr.)

Employee Benefit Expenses	69.3 Cr.	88.4%
<i>Salaries, Wages & Bonus</i>	63.1 Cr.	80.5%
<i>Employee stock option expense</i>	4.8 Cr.	6.1%
<i>Other Employee Benefit Expenses</i>	1.4 Cr.	1.8%
Depreciation Expense	0.17 Cr.	0.2%
Other Expenses	8.9 Cr.	11.4%
<i>Cloud Hosting Charges</i>	2.4 Cr.	3.1%
<i>Rent for Building</i>	2.1 Cr.	2.6%
<i>Remaining Other Expenses</i>	4.4 Cr.	5.7%
Total Expenses	78.4 Cr.	100%

- **Bulk** or 88% of total expense is **emp. cost** (this was 89%, 88% in FY22 & FY23)
- **Cloud Hosting** charges are the **2nd largest expense** after emp. benefit expenses
- **No large digital marketing spend** for customer acquisition (since we are a data company, we are able to use in-house content to generate organic traffic)

FY24: Revenue Growth (1/3)

Revenue from Operations (in INR Cr.)



Last 3Y CAGR of 28% (FY20 to FY23)

Revenue grew at 6% in FY24

FY24: Revenue Growth (2/3)

Geo-wise Revenue Split

Geography	FY 21	FY 22	FY 23	FY 24	FY24 Contribution	FY24 YoY Growth
Americas	12.5	18.6	24.1	26.7	32%	11%
APAC (excl. India)	4.8	6.9	8.1	8.3	10%	2%
EMEA	13.6	19.2	20.8	19.3	23%	-7%
India	12.9	18.8	25.0	28.4	34%	14%
Total	43.8	63.5	78.1	82.8	100%	6%



India, Americas grew at 10-15%

FY24: Revenue Growth (3/3)

Continued growth in large accounts*

Revenue	FY 21	FY 22	FY 23	FY 24
INR 20L+ accounts	13	26	33	40
INR 30L+ accounts	5	11	22	23
INR 40L+ accounts	3	6	12	16

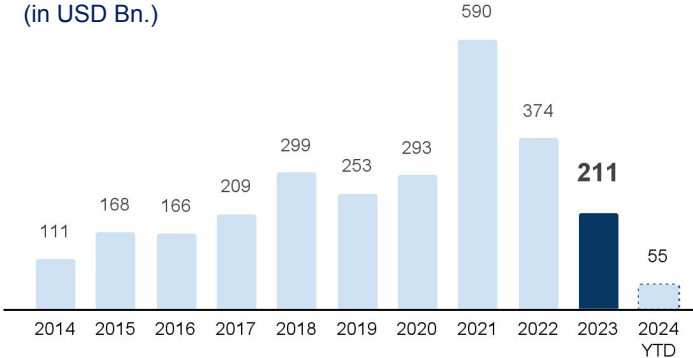


Indicates continued headroom for growth in ASP

Private Markets - Quick snapshot (1/3)

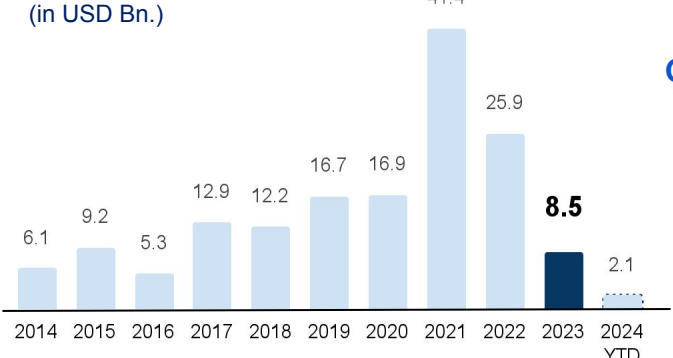
Global Tech Funding

(in USD Bn.)



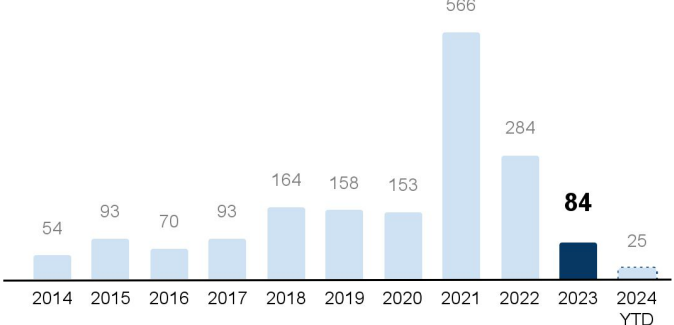
India Tech Funding

(in USD Bn.)

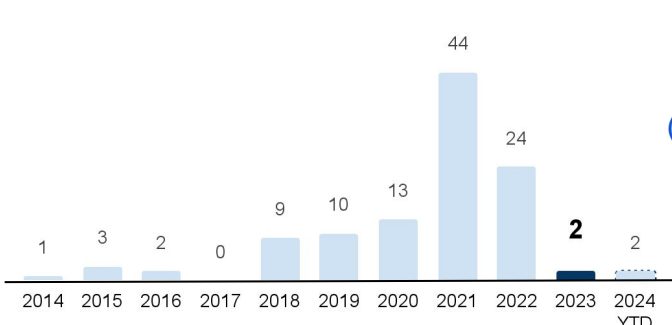


**GLOBAL TECH FUNDING:
at a 6yr low**

Unicorns created globally



Unicorns created in India



**LATE-STAGE FUNDING:
(proxy # new unicorn rounds)**

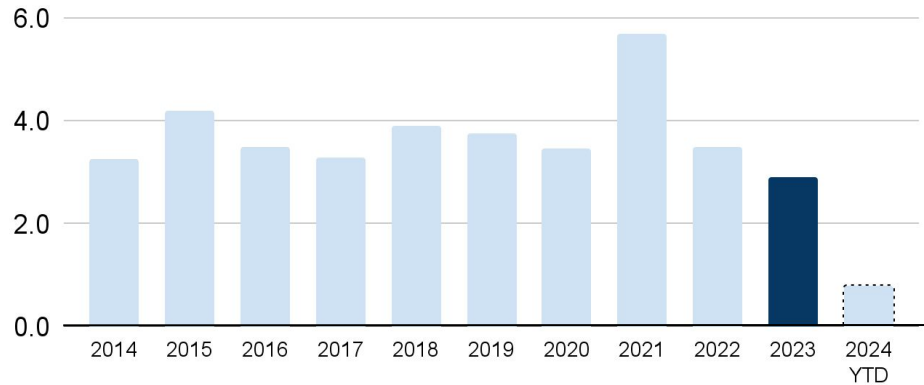
**Decline is more,
at a 7yr low**

Source: Internal Estimates
Note: For 2024, the numbers mentioned are YTD values

Private Markets - Quick snapshot (2/3)

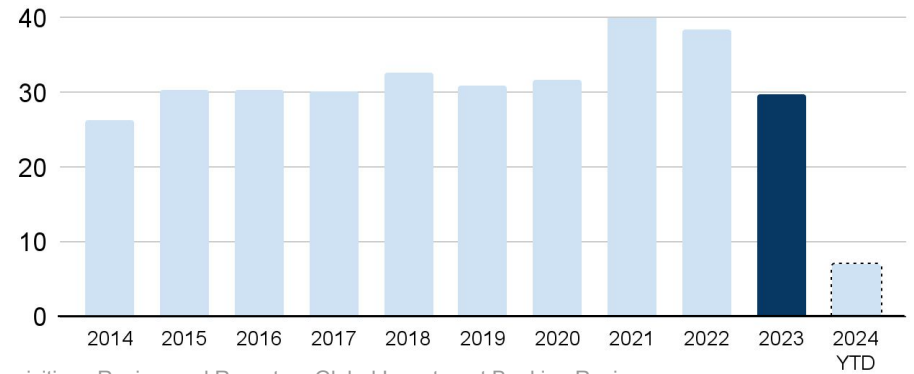
Global M&A deal value and IB fees at its lowest

Global M&A
(in USD Tn.)



GLOBAL M&A:
Lowest in 10yr

M&A advisory fees
(in USD Bn.)



IB M&A ADVISORY FEES:
One of the lowest in the last 10yr

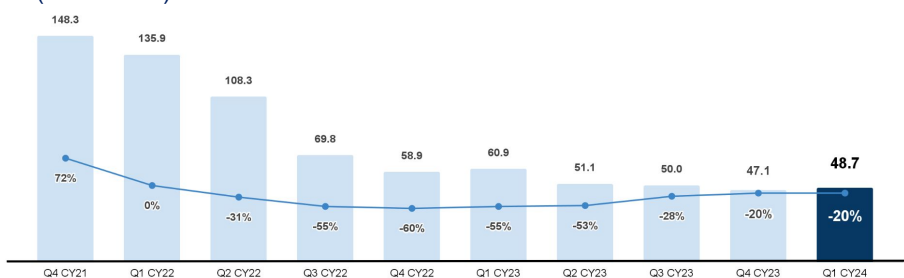
Source: Report on Global Mergers and Acquisitions Review and Report on Global Investment Banking Review

Private Markets - Quick snapshot (3/3)

Some signs of recovery in private markets

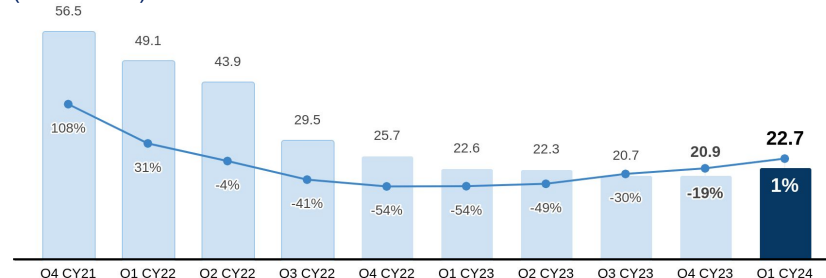
Global Tech Funding

(in USD Bn.)



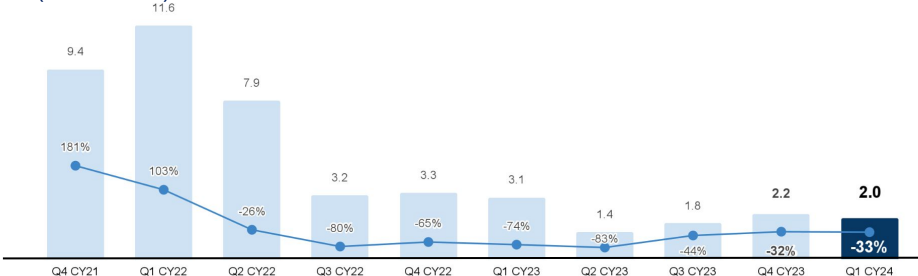
Global Tech Funding - Early Stage

(in USD Bn.)



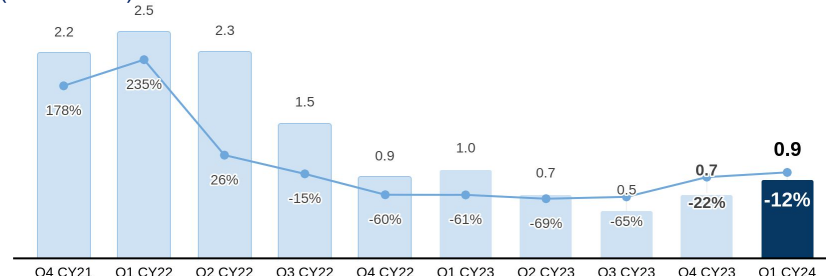
India Tech Funding

(in USD Bn.)



India Tech Funding - Early Stage

(in USD Bn.)



Overall funding recovery awaited, Early Stage has started seeing recovery

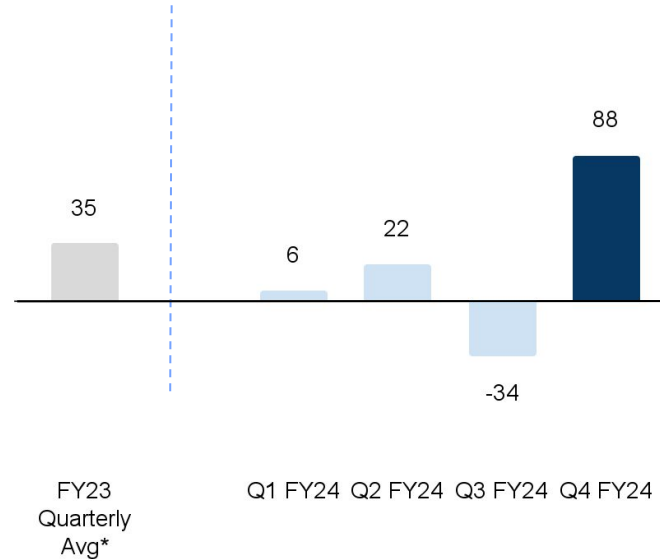
Q4 FY24: Greenshoots (1/3)

Started seeing volume growth

Customer Accounts (#)



Customer Accounts - Net Addition



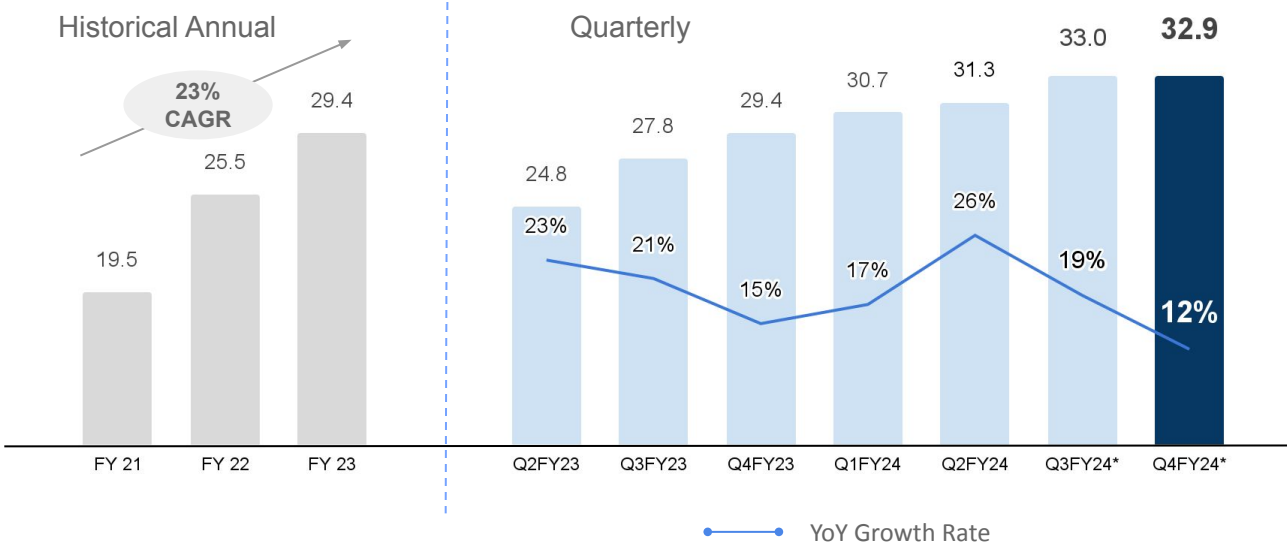
Q4 FY24 Volume growth **highest** for the year

Note: (*) FY23 Quarterly Avg. is provided for like to like comparison. **Customer Accounts** are as on respective end of period

Q4 FY24: Greenshoots (2/3)

Deferred Revenue continues to hold

Deferred Revenue (in INR Cr.)

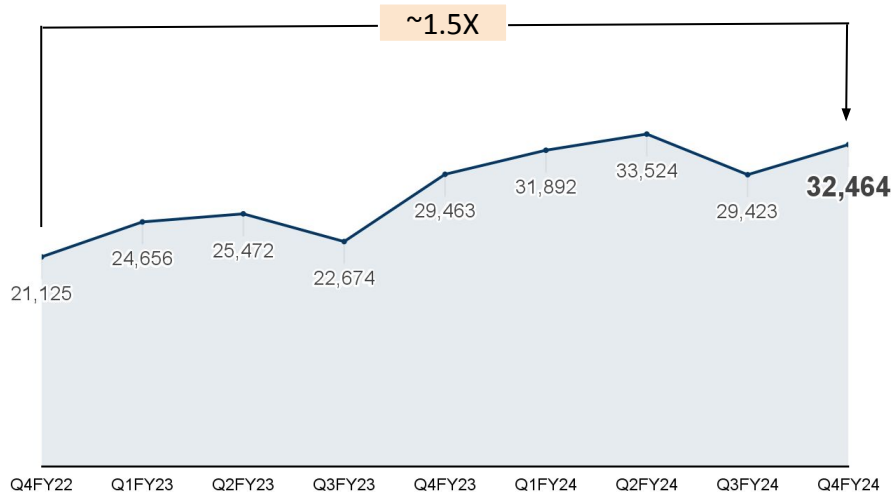


Note: (*) Adjusted for proforma billing of newly onboarded accounts wherein invoice is raised after payment is received

Q4 FY24: Greenshoots (3/3)

Platform Engagement continues to grow

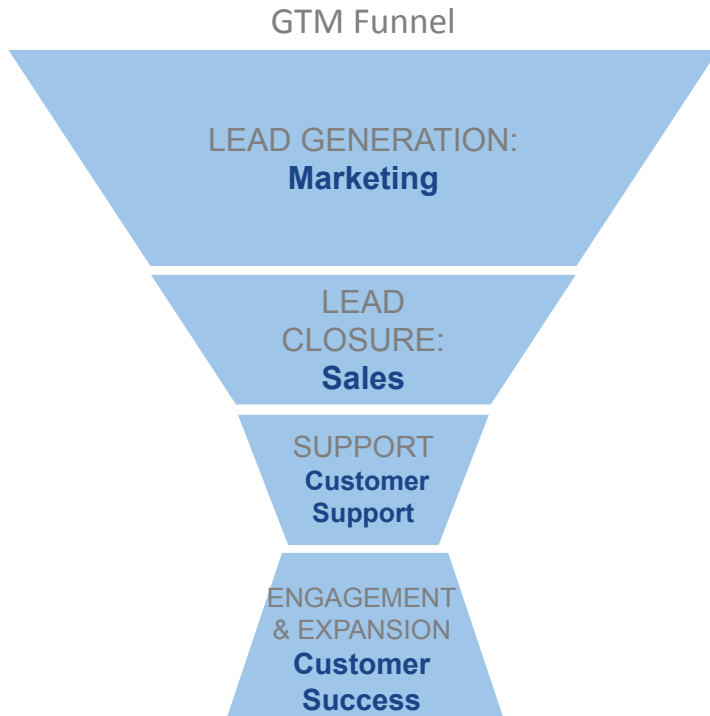
Trend of platform usage metrics in terms of #
of Exports and Myanalyst queries



Despite lower external deal activity,
customers' platform engagement looks
healthy

(Customer exports & myanalyst queries
have grown **1.5X** over the last 2 yrs)

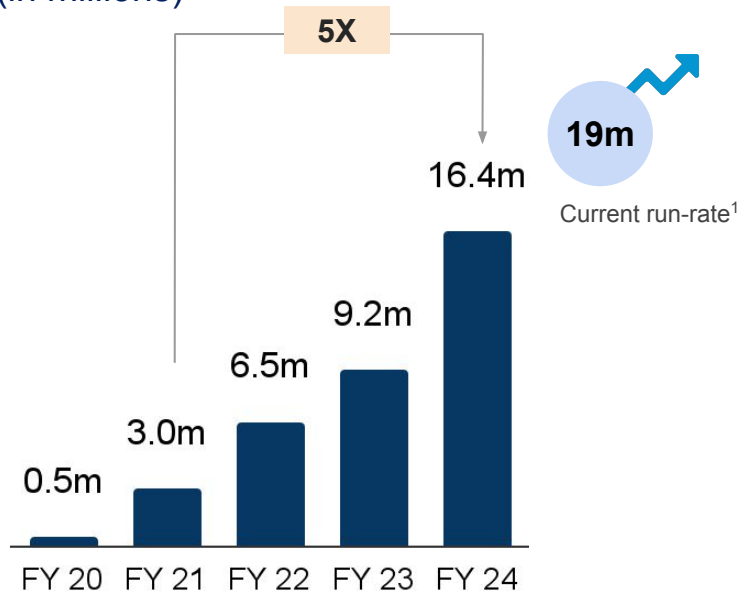
Growth Initiatives



- Also, we have been investing across various growth initiatives
- These span across the Go-to-market funnel of marketing, sales and account expansion
- We believe as the markets open up further, we should see more acceleration than previously in new customer acquisition as well as customer expansion

Select Recent Growth Initiatives

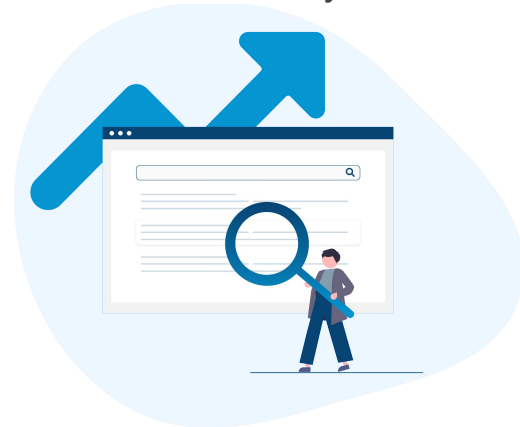
Organic Search Traffic* (in millions)



1

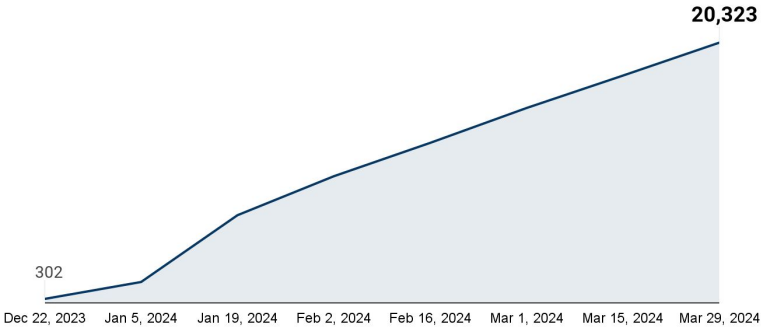
Scaling Organic Traffic & Inbound Leads Pipeline

- We have built a large organic inbound traffic funnel
- **Over 16 Million** visits in FY24
- This is 5x increase in 3 years



Select Recent Growth Initiatives

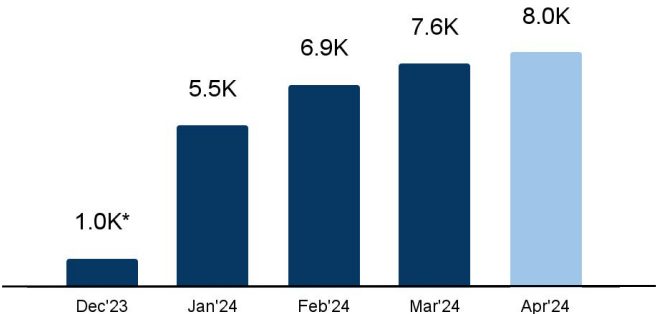
Tracxn Lite Users



2 Tracxn Lite

- Launched **Tracxn Lite** for **PLG** (Product-Led Growth) to make the customers aware of the richness of the platform and drive product led growth
- Users get full platform access (with limitations such as restricted daily hits for profile views, exports and certain platform modules)
- **Good initial traction** - within a span of 3 months, we saw 20,000+ users sign up, monthly actives users has crossed 8,000
- Helping build a good acquisition pipeline as part of the users express interest in upgrade

#Monthly Active Users



Note: (*) For the partial period since the launch of Tracxn Lite in Dec'23.

Select Recent Growth Initiatives

3 Specialized Teams - Universities



- Specialised team with cumulative experience of over 20 years in selling to universities
- Bulk of our relevant customer segments come from top universities globally
- More than a revenue segment, universities are a good marketing and discovery channel for us
- Seeing good initial success

Select University Accounts:



UK



Australia



Utrecht
University

Netherlands



Netherlands



Mumbai



Lucknow



Calcutta²⁴

Select Recent Growth Initiatives

4 Specialized Teams - Private Equity



- We have setup a specialized sales team for Private Equity - as it's a large and cash-rich sub-segment
- In addition to the sales engine, we have also doubled down on the data production specifically for the PE customer segment. This includes:
 - Increased coverage of private company financials
 - Captables, Valuations, Shareholding
 - Launched Legal Entity data with 10 million + entities

Select Recent Growth Initiatives

5 Specialized Teams - Startups



- We have seen high volume of inbound leads from startups
- Though they are served by the same platform, they have a differentiated use case and workflow requirements
- We have set up a separate team to focus on acquisition and expansion of customers in this segment

Select Recent Growth Initiatives

6 Increasing Coverage of Private Company Financials

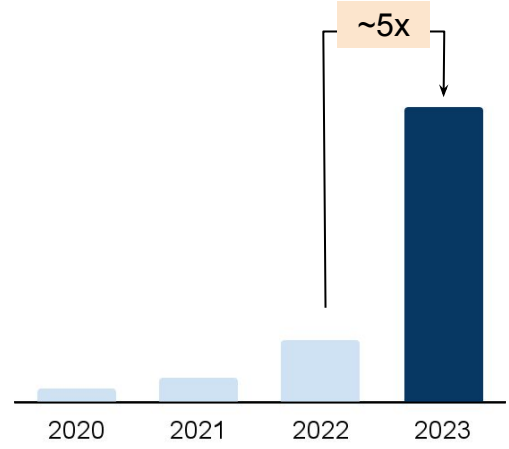
Currently cover private company financials across **20+** countries

Major countries by coverage

- India
- United Kingdom
- Belgium
- Thailand
- Norway
- Germany
- Poland
- Czech Republic
- Denmark
- Singapore
- New Zealand
- South Korea
- Sweden
- Australia
- Ireland
- Malaysia
- Austria*
- Croatia*
- France*
- Japan*
- Finland*
- Luxembourg*



Financials Covered



890K+ companies with revenue data & **110K+** companies with detailed financials available on the platform[#]

Note: (*) New countries added in 2023, (#) As on 17-May-2024

Select Recent Growth Initiatives

6 Increasing Coverage of Private Company Captables

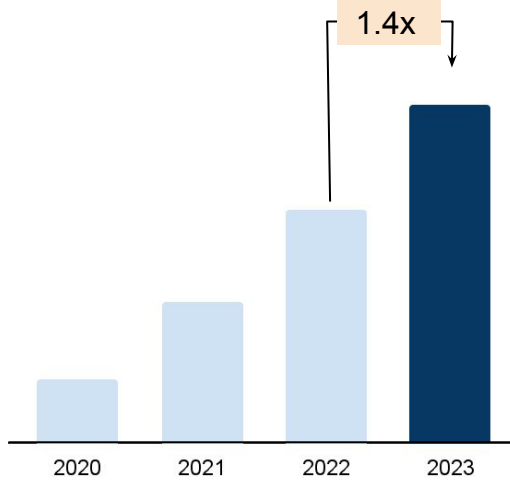
Currently cover private company captables across **15+** countries

Major countries by coverage

- India
- United Kingdom
- Denmark
- Singapore
- Germany
- United States
- New Zealand
- Czech Republic
- Malaysia
- Ireland
- Estonia
- Australia
- South Korea
- Sweden
- France*



Companies with Captables



43K+ companies with detailed shareholding available on the platform[#]

Note: (*) New countries added in 2023, (#) As on 17-May-2024

Select Recent Growth Initiatives

6 Launched Legal Entities Database

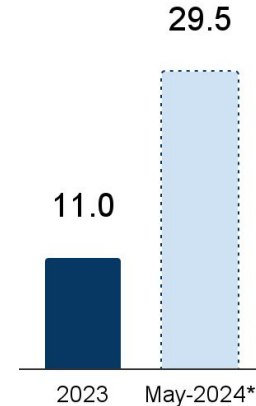
Currently cover ~30M legal entities across key geographies

Major countries by coverage

- United Kingdom
- India
- Singapore
- United States



Legal Entities (in millions)



Plan to increase this database to
50 million legal entities

Select Recent Growth Initiatives

7 Account Expansion & Engagement

Various initiatives are underway for improving paid customer engagement as well as account expansion to enhance growth from existing customers.

We have setup a separate team for **expansion** within existing accounts, to increasing penetration of paid licenses within accounts. Moving from reactive upgrades to more proactive upgrades. Eg. **Curbing login sharing** is one of the ways for expansion

We have also setup a separate team within customer success for **engagement** initiatives. Increasing user-level and account-level engagement through various initiatives including better platform education, periodic touchpoints, hero features, personalization and more.



Select Recent Growth Initiatives

8 Increased Press Mentions

Through various media partnerships, data contributions, reports, etc.



UAE Tech startups continue to see downward trend; Funding falls 49% in Q3 2023

Tracxn Geo Quarterly Report: UAE Tech - Q3 2023

Press Release

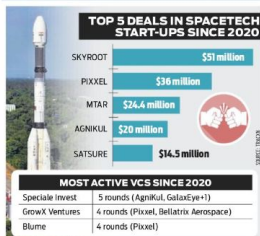
October 4, 2023

- Total funding into UAE Tech startups dropped 49% to \$12 million in Q3 2023, compared with \$23 million in Q3 2022
- No IPOs took place, and no Unicorns emerged in Q3 2023
- Number of acquisitions dip to four in Q3 2023 from 10 in Q3 2022
- FinTech, Enterprise Applications and HealthTech were the top-performing segments
- Dubai takes the lead in terms of total funding in Q3 2023

UAE: Tracxn, a leading global SaaS-based market intelligence platform, has released its Geo Quarterly Report: UAE Tech - Q3 2023. The report, based on Tracxn's extensive database, provides insights into the UAE Tech space.

3000+ Press Mentions across media*

Funding galore in spacetech start-ups; \$62 mn infused this year



UMA KANNAN @ Bengaluru
FROM just \$85 million funds raised between 2010 and 2019, the Indian space sector has already attracted \$62 million in funding so far this year, which is a 60% increase as compared to the same period last year. According to recent insights by Tracxn, India ranks seventh in terms of funding within the international space tech landscape for the year. In 2020, the sector secured \$28 million in funding and it was \$86 million in 2021. In 2022, the sector witnessed an impressive \$112 million funding. As per reports, after the launch of Chandrayaan-3 mission, venture capital funding and the number of start-ups in this space might increase in the coming years. "The success of Chan-

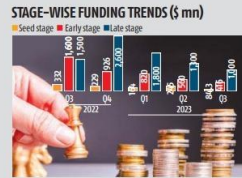
drayaan-3 is sparking a significant rush of interest among both VCs and start-ups in the space sector. VCs are known for seeking high-potential opportunities and it likely view the space sector as a burgeoning field with substantial growth potential. This will increase funding for these start-ups as investors recognise the viability of innovative projects and solutions related to satellite technology, space research, and interplanetary exploration." Sandeep Singh, Founder & CEO, Assidatus Global Inc. LP Investor in several marquee funds, said. "Awaiz Ahmed, CEO, Pixxel had told this newspaper that ever since the Indian government introduced new space reform initiatives, their support in enabling private companies

to address the gaps has only grown further. Pixxel has so far raised \$97.10 million in funding, followed by Skyroot at \$72.3 million and Agnikul has raised \$34.8 million. Tracxn said in its report that among the thriving business models within the sector, small payload-based launch vehicles have garnered significant attention, securing \$5.5 million in funding over the last two years. Satellite-based Imaging Solutions have also witnessed substantial support, with \$6.2 million in funding secured over the past two years. As per reports, there are at least 140 registered space tech startups in the country. Singh added that over the past few years, funding in Indian space tech start-ups has experienced significant growth.

Startup funding dips to lowest in 5 yrs in Q3 to \$1.5 bn, says report

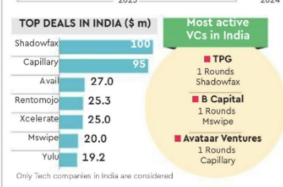
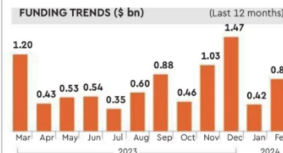
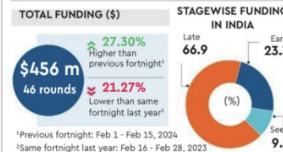
ARVAMAN GUPTA
New Delhi, 27 September

Funding among Indian startups declined to the lowest in five years in the third quarter of calendar year 2023. Investments fell 5% per cent compared to the same period last year at \$1.5 billion. On a sequential basis, funding fell 20 per cent from the previous quarter, according to a report by market intelligence platform Tracxn.

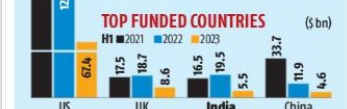


"Despite facing the challenges of a funding winter, India ranks as the fifth highest funded country in Q3 2023 and maintains its fourth-place position in terms of total funding for the year to date (YTD). It underscores the resilience of India's tech startups and their ability to adapt to changing market conditions," said Meha Singh, co-founder, Tracxn. The quarter saw five funding rounds cross the \$50 million mark, including the likes of Perfex, Zepto, Ola Electric, Ather Energy and Zyber 365. "Despite the decline in funding, India remains among the top-performing tech ecosystems globally. A promising sign in the report is the month-on-month funding growth, with an impressive 97% increase from \$76 million in August 2023 to \$70 million in September 2023," said Abhishek Goyal, co-founder, Tracxn.

TECH FUNDING SNAPSHOT FEB 16 - FEB 29, 2024



INDIAN START-UPS RAISE MORE FUNDS THAN CHINA FOR 2ND STRAIGHT YEAR
India pulled ahead of China in terms of start-up funding for a second consecutive year during the first half (H1) of 2023, raising \$5.5 billion. It attracted the third-highest start-up funding. The US topped the list, raising \$67.4 billion, followed by the UK, which raised \$8.6 billion, according to data from market intelligence platform Tracxn. The last time China got more start-up funding than India was in H1 2021.



Eg. Report coverage

Note: (*) in FY24

eg. Regular Columns in newspapers

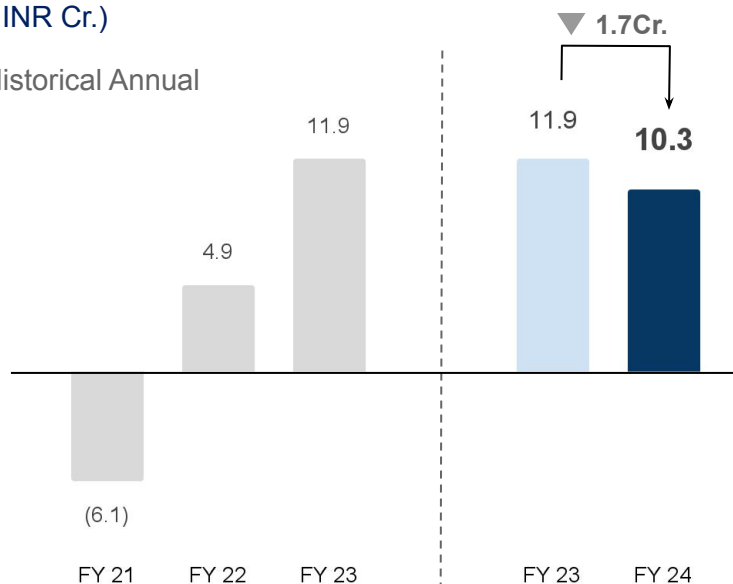
eg. Others

FY24: FCF and Cash & Cash Equiv.

FCF (Free Cash Flow)¹

(in INR Cr.)

Historical Annual



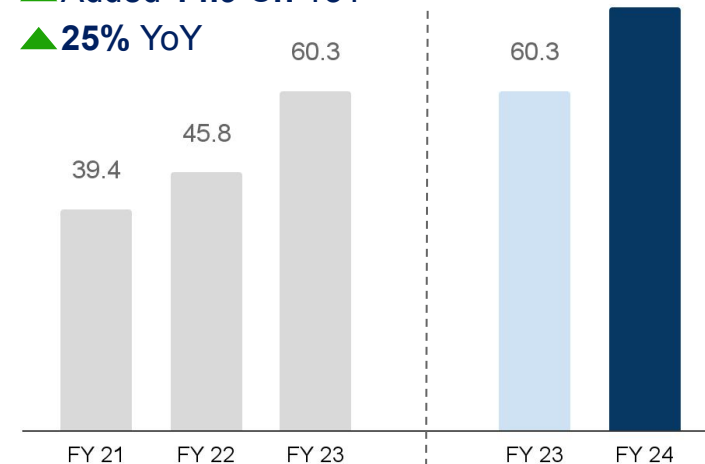
FCF lower due to pending tax refunds

Cash & Cash Equivalents^{1,2}

(in INR Cr.)

75.2 Cr.

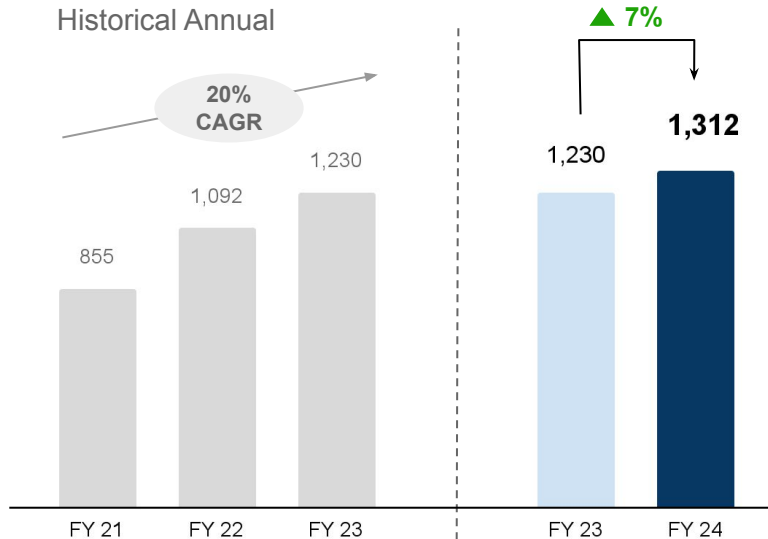
- ▲ Added 14.9 Cr. YoY
- ▲ 25% YoY



Note: (1) Free Cash Flow and Cash & Cash equiv. excludes tax amounts received from employees against ESOP exercise as on the respective end of period
 (2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing as on the respective end of period

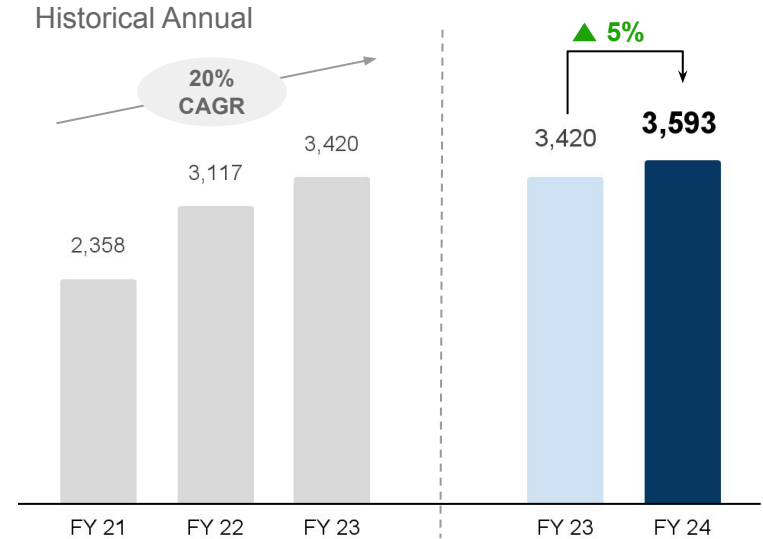
FY24: Other KPIs (1/2)

Customer Accounts (#)



Q4 FY24 was the **highest** within the year and contributed to bulk of the account additions

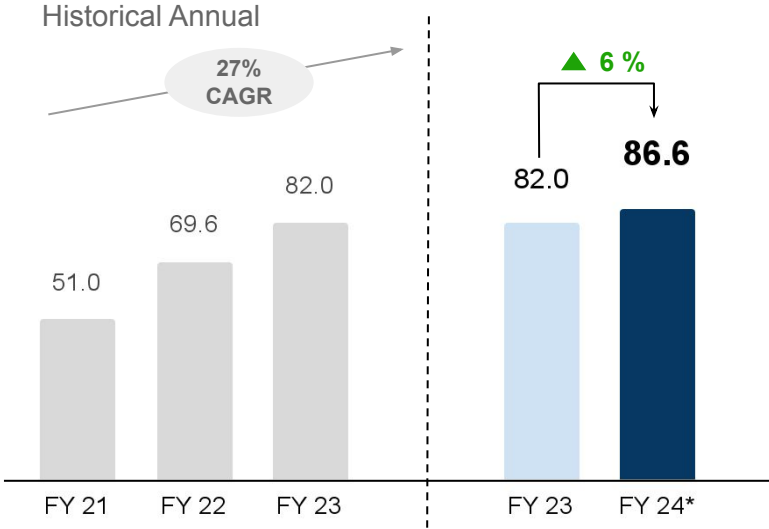
Users (#)



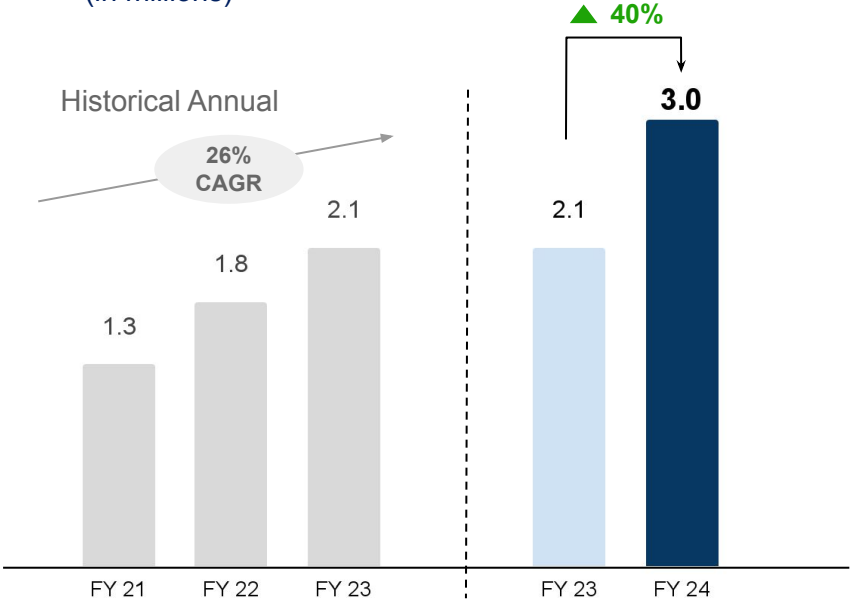
User count got optimized also due to tightening of logins

FY24: Other KPIs (2/2)

Contract Price (in INR Cr.)



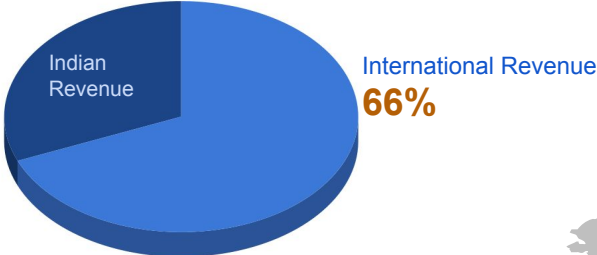
Entities Profiled, on platform (in millions)



Note: Entities Profiled are as on respective end of period (*) Adjusted for proforma billing of newly onboarded accounts wherein invoice is raised after payment is received

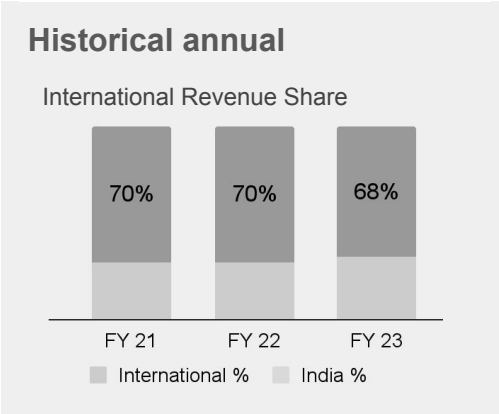
Global Customer Base

66% International revenue in FY24



Customers span over 50+ countries*

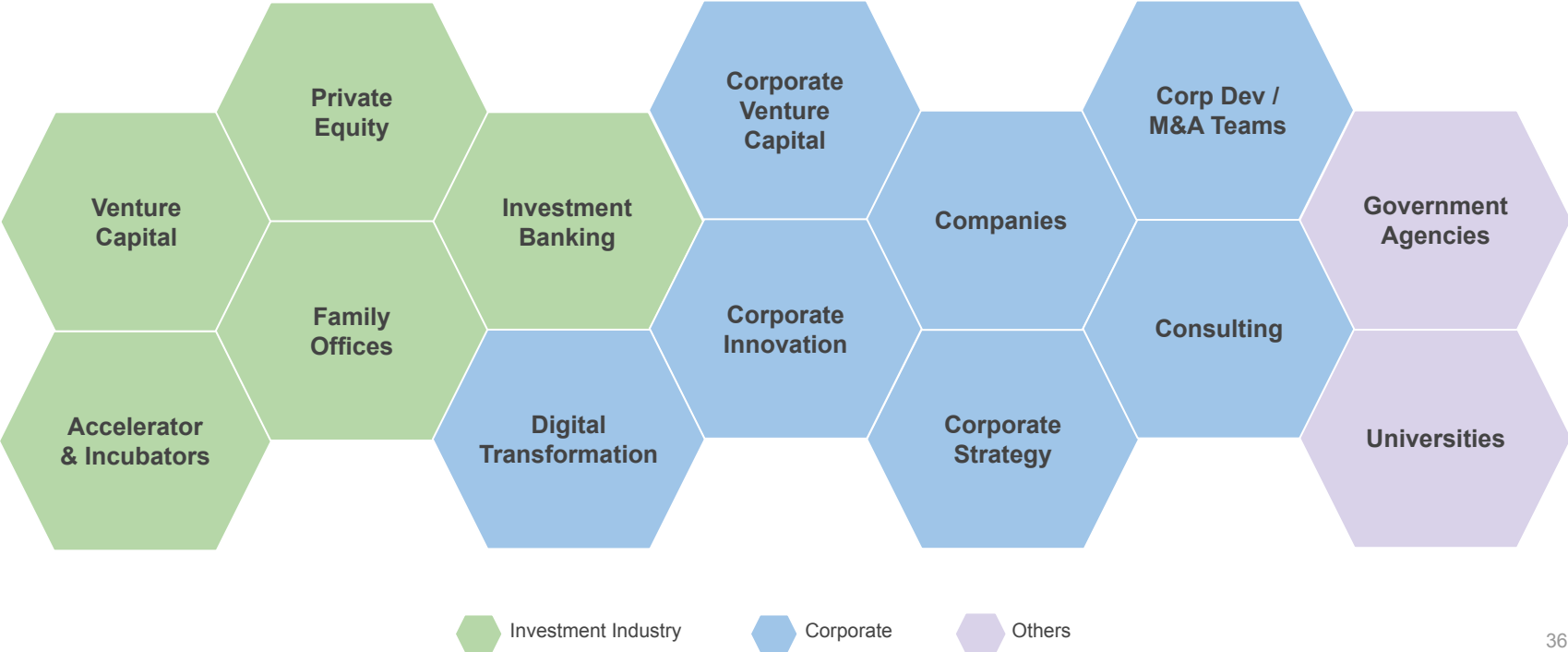
Top 5 countries by #customer accounts*:
India, USA, Singapore, Germany, UK



Note: (*) Based on Customer Accounts as on End of Period

Diverse Customer Base

Customer segments & departments that we work with



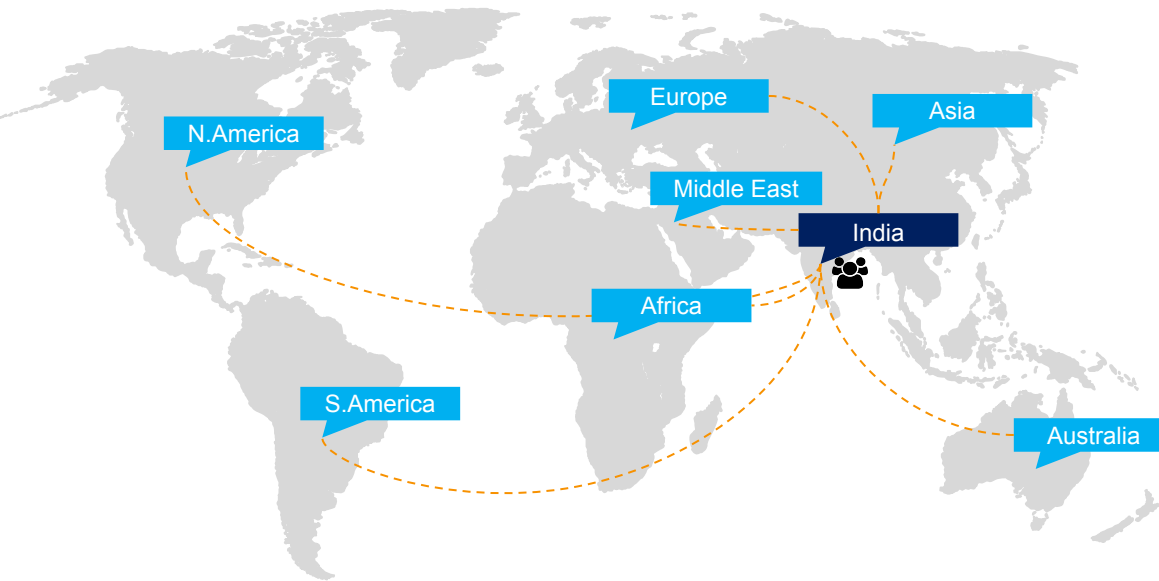
Business Overview

Our Journey



Note: (*) According to "Global Information Services Market" report by Frost & Sullivan
Timeline is basis calendar years

Significant cost advantages from India-based operations



Significant cost advantage due to **make-in-India**. Especially:

- **Data-production & technology platform** is built from India
- **Global sales** happens from India (sales & support teams work across all time zones)
- Very efficient content-driven **customer acquisition flywheel**

These give us a significant and long-lasting cost advantage

Experienced Promoters & Board of Directors



Neha Singh

Chairperson and Managing Director

- B.Tech. & M.Tech. from **IIT Bombay** & MBA from **Stanford Graduate School of Business**
- Worked previously at **BCG & Sequoia Capital**
- Recognitions
 - Outstanding Woman (Business Outlook – 2016)
 - 'The 40 who matter in the Indian start-up ecosystem' (Mint – 2016)
 - Part of '40 under 40' (Fortune India - 2018 & 2019)



Abhishek Goyal

Vice Chairman and Executive Director

- B.Tech. from **IIT Kanpur**
- Worked previously at **Accel, 3i Infotech, Amazon, Yahoo, Andale & Erasmic**
- Recognitions
 - Part of '40 under 40' (Fortune India - 2018 & 2019)



Brij Bhushan

Independent Director

- B.Tech. from **Maharshi Dayanand University** & PGP from **IIM Bangalore**
- Co-Founder & CEO of **Smart Technologies**
- Worked previously at **Bain, Flextronics, Infosys & Nexus India**



Nishant Verman

Independent Director

- B.S. from **University of Michigan** & MBA from **Northwestern University**
- CEO of **Overleap Networks**
- Worked previously at **Flipkart & Canaan Advisors**



Payal Goel

Independent Director

- BA from **University of Delhi** & PGPM from **ISB, Hyderabad**
- Corporate Development Manager at **Google India**
- Worked previously at **Peepul Capital, Aspada Investment & Flipkart**



Rohit Jain

Independent Director

- B.Tech. from **IIT Delhi** & MS from **University of North Carolina** at Chapel Hill
- Managing Partner at **JSM Advisors**
- Worked previously at **Microsoft, IBM, Google & SAIF Partners**

Supported by Senior Management Team Backed by Marquee Investors



Prashant Chandra
Chief Financial Officer

- B.Tech. from IIT Kanpur & MBA from IIM Lucknow
- Worked previously at Infosys & Amdocs



Amit Agarwal
Chief Operating Officer

- B.Tech. from MNNIT-Allahabad & MBA from XLRI
- Worked previously at Amba research, Emanation, GS & Centrum



Neeraj Chopra
Chief Technology Officer

- MS from University of Pune
- Worked previously at Amazon, Decho, Arcot & Roam Space



Bhaskar Sharma
Chief Product Officer

- B.Tech. from IIT Kharagpur & PGPM from ISB
- Worked previously at CEAT, Nomura & FlexAlgo

Investors who backed us in private journey



Ratan N Tata
Chairman Emeritus
- TATA Sons



NRJN Family Trust



Sachin Bansal
Co-Founder
- Flipkart



Binny Bansal
Co-Founder -
Flipkart



Girish Mathrubootham
Founder & CEO -
Freshworks



Neeraj Arora
VH Capital
Ex-Whatsapp



Anand Rajaramnan
Milliways Fund
Founder - Jungle



Amit Ranjan
Founder -
Slideshare

Investors who backed us in IPO Anchor Book

Abakkus

BNP Paribas

ICICI Prudential

Kotak Mahindra MF

Kotak Mahindra Life Insurance

Motilal Oswal

Nippon

Reliance General Insurance

Tara Emerging Fund

WhiteOak Capital

Robust Technology Platform

Wide range of business and workflow tools –

Inbuilt CRM tool, custom dashboard builder, tools for sourcing, tracking companies, portfolio tracking, API support, browser extensions, ability to save searches and provide alerts and export tools

Enterprise grade support – for customer queries with personalized support over chat, email and instant messaging applications

Hosted on cloud servers – ensures minimum downtime

Advanced security – in-built security features provided by the cloud infrastructure provider

Virtual private cloud – allows to establish a secure internal network & a safe gateway to enable communication of internal resources

Industry grade HTTPS – for encrypted communication over the internet

Periodic checks – tools to periodically check on potential security threats



Scalable backend framework – based on open source technologies

Automated – based on web crawling and data engine to track millions of web domains, track data points across digital footprint of entities and add several companies to database

Flexible platform – aids launching of new features

In-house data mining engine – automate discovery of new-age companies by tracking 770 mn+ domains across emerging technology sectors and sector classification of entities tracked

Multiple products introduced on platform since inception – soonicorn coverage, personalized dashboards, Tracxn Score, live chat, and others

Large & Growing Market

Multiple large companies have been created in the financial data markets



\$35B+

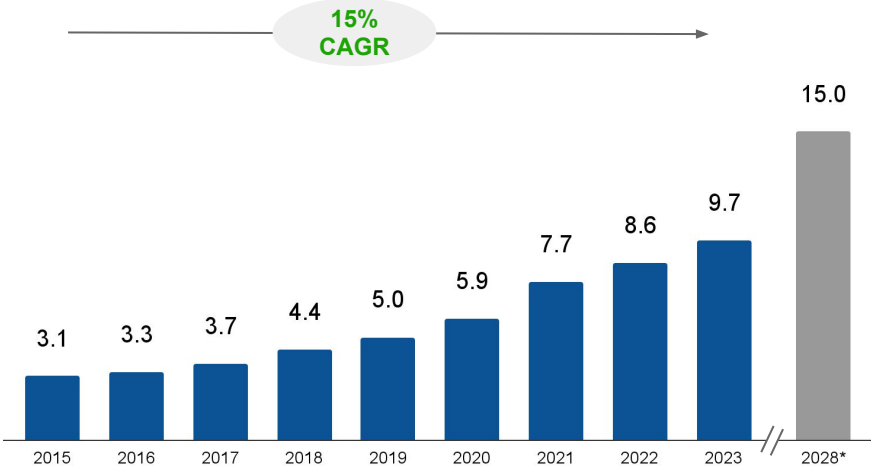
Cumulative Revenue of Financial Market Data Companies for 2023*

Note: (*) Revenue of key public market data companies has been calculated based on the publicly available sources and internal estimates

Large & Growing Market

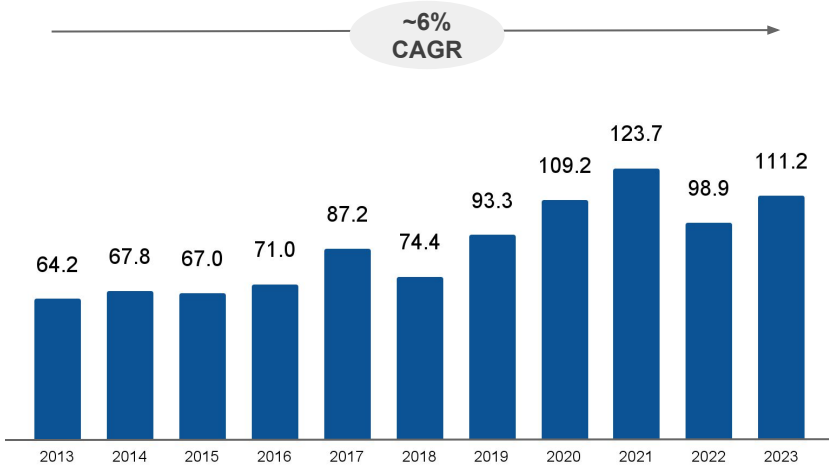
Private Market AUM Growth¹

(in USD trillion)



Public Market Capitalization²

(in USD trillion)



Cumulative market capitalization of listed domestic companies across all the countries converted to USD

Private market AUM expected to cross \$15T by 2028

Note: (1) According to internal estimates (2) Source: World Federation of Exchanges; public market cap is of as on end of year
 (*) Estimated private market AUM numbers as per internal estimates

Q4 & FY24 Detailed Financial Statements

Profit & Loss Statement (1/2)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
Income					
Revenue from operations	20.32	21.14	20.34	82.77	78.11
Other income	0.03	0.05	0.24	0.31	1.31
Other gains/(losses) - net	1.23	1.02	0.49	3.96	1.76
Total Income	21.57	22.22	21.07	87.04	81.18
Expenses					
Employee benefit expense	17.78	17.00	17.58	69.26	66.98
Depreciation expense	0.04	0.04	0.07	0.17	0.19
Other expenses	1.87	2.28	2.07	8.93	8.55
Total Expenses	19.68	19.32	19.71	78.35	75.72
Profit / (Loss) before tax and exceptional items	1.89	2.89	1.36	8.68	5.46
Current tax (including relating to prior years)	0.05	0.04	0.12	0.18	0.12
Deferred tax (credit) / expense	0.42	0.63	(23.26)	2.00	(23.26)
Exceptional Items - IPO Expenses	-	-	-	-	(4.49)
Profit / (loss) for the period	1.43	2.22	24.50	6.50	33.09

Profit & Loss Statement (2/2)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
Profit / (loss) for the period	1.43	2.22	24.50	6.50	33.09
Less: Other Income	0.03	0.05	0.24	0.31	1.31
Less: Other gains/(losses) - net	1.23	1.02	0.49	3.96	1.76
Add: Depreciation expense	0.04	0.04	0.07	0.17	0.19
Add: Current tax	0.05	0.04	0.12	0.18	0.12
Add: Deferred tax (credit) / expense	0.42	0.63	(23.26)	2.00	(23.26)
EBITDA	0.67	1.86	0.69	4.59	7.06
EBITDA Margin	3.31%	8.80%	3.42%	5.54%	9.04%
Add: Exceptional items - IPO expenses, reimbursable	-	-	-	-	(4.49)
EBITDA excl IPO expense	0.67	1.86	0.69	4.59	2.57
EBITDA Margin excl IPO expense	3.31%	8.80%	3.42%	5.54%	3.29%
Profit / (loss) for the period	1.43	2.22	24.50	6.50	33.09
Add: Exceptional items - IPO expenses, reimbursable	-	-	-	-	(4.49)
Add: Recognition of Deferred Tax Credit*	-	-	(23.26)	-	(23.26)
PAT excl IPO expense and Deferred Tax	1.43	2.22	1.25	6.50	5.34
PAT Margin excl IPO expense and Deferred Tax	7.02%	10.50%	6.12%	7.85%	6.84%

Note: (*) Deferred Tax Credit was first recognised in FY23
In INR Cr.

Balance Sheet (1/3)

Particulars	As at March 31, 2024	As at March 31, 2023
ASSETS		
Non-current assets		
Property, plant and equipment	0.20	0.36
Intangible assets	-	-
Current tax assets (net)	5.47	2.98
Deferred Tax Asset	21.21	23.07
Total non-current assets	26.88	26.41
Current assets		
Financial assets		
i. Investments	68.05	37.38
ii. Trade receivables	8.34	9.77
iii. Cash and cash equivalents	4.78	2.63
iv. Other financial assets	4.23	20.68
Other current assets	0.80	0.43
Total current assets	86.20	70.88
Total assets	113.08	97.30

Balance Sheet (2/3)

Particulars	As at March 31, 2024	As at March 31, 2023
EQUITY		
Equity share capital	10.35	10.03
Instruments entirely equity in nature	-	-
Reserves and surplus	60.53	49.66
Total equity	70.89	59.69

Balance Sheet (3/3)

Particulars	As at March 31, 2024	As at March 31, 2023
LIABILITIES		
Non-current liabilities		
Other financial liabilities	-	-
Contract liabilities	0.41	0.26
Employee benefit obligations	3.38	2.79
Total non-current liabilities	3.79	3.05
Current liabilities		
Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises; and	0.05	0.08
(b) Total Outstanding dues other than (a) above	0.54	0.83
Other financial liabilities	0.27	0.25
Contract liabilities	31.36	29.16
Employee benefit obligations	2.44	1.86
Other current liabilities	3.74	2.39
Total current liabilities	38.41	34.56
Total liabilities	42.20	37.61
Total equity and liabilities	113.08	97.30

Cash Flow Statement (1/2)

Particulars	Year ended 31 March 2024	Year ended 31 March 2023
Cash Flow from Operating Activities:		
Net profit before Income Tax	8.68	9.95
Adjustment for:		
Depreciation expense	0.17	0.19
Net (gain)/ loss on disposal of Property, plant and equipment	0.00	(0.00)
Net gains on sale of investments	(0.41)	(0.97)
Net fair value gains on financial assets measured at fair value through profit or loss	(3.64)	(0.48)
Interest on income tax refund		(0.28)
Interest income from bank deposits measured at amortised cost	(0.29)	(1.02)
Employee stock option expense	4.77	5.41
Loss allowance reversed on account of receivables written off	0.22	0.75
Impairment loss/ (reversal) on financial assets	0.06	(0.43)
Unrealised Exchange Difference (net)	0.02	(0.07)
Operating Profit / (Loss) before working capital changes	9.58	13.03
Adjustment for:		
(Increase)/ decrease in trade receivables	1.17	(2.89)
(Increase)/ decrease in other financial assets	(0.49)	(1.58)
(Increase)/ decrease in other assets	(0.37)	(0.07)
Increase / (decrease) in trade payables	(0.32)	0.24
Increase / (decrease) in contract liabilities	2.35	3.88
Increase / (decrease) in employee benefit obligations	0.61	0.35
Increase / (decrease) in other financial liabilities	0.03	0.06
Increase / (decrease) in other liabilities	1.36	0.44
Cash generation from Operations	13.92	13.45
Income taxes paid (net of refunds received, including interest thereon)	(2.67)	1.71
Net Cash Flow from/ (used in) Operating Activities	11.25	15.16

Cash Flow Statement (2/2)

Particulars	Year ended 31 March 2024	Year ended 31 March 2023
Cash Flow from Investing Activities:		
Payments for purchase of property, plant and equipment	(0.04)	(0.31)
Proceeds from sale of property, plant and equipment	0.03	0.03
Funds invested in bank deposits	16.94	3.00
Proceeds from sale of investments	59.11	72.94
Payments for purchase of investments in mutual funds	(85.73)	(92.46)
Interest received	0.29	1.02
Net cash inflow /(outflow) from investing activities	(9.41)	(15.77)
Cash Flow from Financing Activities:		
Application money received for exercise of stock options	0.36	-
Net cash inflow from financing activities	0.36	-
Net Increase/(Decrease) in Cash and Cash Equivalents	2.20	(0.61)
Cash and Cash Equivalents as at beginning of the year	2.63	3.19
Effects of exchange rate changes on cash and cash equivalents	(0.05)	0.05
Cash and Cash Equivalents as at end of the year	4.78	2.63

Definitions

- (1) **Customer Accounts** refers to the distinct contracts entered into by our Company with each customer, at the time of measurement. A customer account may include access for a single or multiple number of Users.
- (2) **Users** refers to the number of activated user accesses on the platform at the time of measurement and does not include bulk users like university/educational institutes accounts
- (3) **Contract Price** is net invoicing done in a given period adjusted for unbilled revenue for the period, till the time of measurement
- (4) **Entities Profiled** refer to the profiles published and available on the platform to the user at the time of measurement.
- (5) **EBITDA** is a non-GAAP financial metric, calculated as Profit/(loss) for the period minus Other Income and Other gains/ (losses) - net, plus Depreciation and Amortization Expenses, plus Finance Costs, if any plus Income Tax Expense.
- (6) **EBITDA excluding IPO expense** is a non-GAAP financial metric, calculated as EBITDA plus Exceptional items - IPO expenses, reimbursable to the company
- (7) **PAT excluding IPO expense and Deferred Tax** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax
- (8) **PAT excluding IPO expense, Deferred Tax and CCPS** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax minus Fair value gain/ (loss) on CCPS measured at fair value through profit or loss. Fair value gain/ (loss) on CCPS adjustment has been made only for FY20 & FY21 in this presentation
- (9) **Free Cash Flow** is calculated as Net Cash Flow from/ (used in) Operating Activities less Capex (payments for purchase of property, plant and equipment)
- (10) **Organic Search Traffic** - Traffic originating from an organic search result
- (11) **Existing Customer** - An account which had also contributed to the accrued revenue prior to the given financial year / period.
- (12) **New Customer** - An account contributing to the accrued revenue for the first time in the given financial year/ period
- (13) **Headcount** - Number of employees on the company payroll as on the date of measurement.

Thank You

Company Information

Address : 2nd Floor, L-248, 17th Cross,
Sector 6, HSR Layout,
Bangalore - 560102

CIN : L72200KA2012PLC065294

Corporate Presentation: [Link](#)

For any queries, please contact:

Email ID : investor.relations@tracxn.com

www.tracxn.com/investor-relations