

May 25, 2026

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**Scrip Code: 543638**

To,  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051  
**Scrip Code: TRACXN**

**Dear Sir/Madam,**

**Sub: Intimation of Investor Presentation for the quarter and year ended March 31, 2026.**

This is in continuation to our letter dated May 19, 2026 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Monday, May 25, 2026 at 5:00 P.M. (IST) to discuss the Audited Financial Results for the quarter and year ended March 31, 2026.

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**

**Megha Tibrewal**  
**Company Secretary and Compliance Officer**  
**Membership No. A39158**

Encl. A/a



**Private Market Intelligence Platform**

**Q4 FY26 Investor Presentation**

# Disclaimer

By attending this presentation including the commentary by the Company management and the transcript of the same, together (“Presentation”) and/or accepting a copy of it, you agree to be bound by the foregoing limitations and conditions:

This Presentation is prepared by Tracxn Technologies Limited (“Company”) solely for information purposes and does not constitute an offer, solicitation, recommendation, or invitation to purchase or subscribe for any securities and shall not form the basis of or be relied on in connection with any contract or binding commitment whatsoever. This Presentation does not consider, nor does it provide any tax, legal, or investment advice or opinion regarding the specific investment objectives or financial situation of any person. This Presentation may not be copied, reproduced, summarised, disseminated, or redistributed to any other person in any manner whatsoever without the Company’s prior consent in each instance. This Presentation has not been and will not be reviewed or approved by any regulatory authority or by any stock exchange in India. No rights or obligations of whatsoever nature are created or shall be deemed to be created by the contents of this Presentation.

The Company, its affiliates, shareholders, directors, employees, or advisors do not make any representation or warranty, expressed or implied, and no undue reliance should be placed on the accuracy, fairness, or completeness of the information contained in this Presentation. The Company, nor any of its advisers or representatives accepts any liability whatsoever for any actual or consequential loss or damages howsoever arising from the provision or use of any information contained in this Presentation. The information contained in this Presentation should be considered in the context of the situations prevailing at the time when the Presentation was made and are to be read in conjunction with the company’s financial results, uploaded on the Stock Exchanges where the Company is listed. The Company expressly disclaims any obligation or undertaking to supplement, publicly amend or disseminate any updates or revisions to any information/statement contained in the Presentation to reflect any change in events, conditions, or circumstances including economic, regulatory, market, and other developments on which any such information is based.

This Presentation may contain, words or phrases that are forward-looking statements that involve risks and uncertainties and are based on certain beliefs, plans, and expectations of the Company. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Actual future performance, outcomes, and results may differ materially from those expressed in forward-looking statements because of several risks, uncertainties including but not limited to our ability to implement our strategy successfully, the market acceptance of and demand for our offering, technological changes, volatility in global capital markets, pandemic and international and domestic events having a bearing on the Company’s business. You must not place undue reliance on these forward-looking statements, which are based on the current views of the Company’s management.

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 global Private Markets**

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

Global Platform, customers spanning 50+ countries

# Q4 & FY26 Financial Performance

# Financial Performance Summary

## REVENUE

### Revenue From Operations

Q4FY26: **20.5 Cr.** -3% YoY  
 FY26: **84.0 Cr.** -0.6% YoY

### Total Income

Q4FY26: **22.2 Cr.** -2% YoY  
 FY26: **90.1 Cr.** -0.3% YoY

## PROFITABILITY

### EBITDA

Q4FY26: **-4.1 Cr.** -3.3 Cr. YoY  
 FY26: **-6.6 Cr.** -7.4 Cr. YoY

### PAT

Q4FY26: **-2.3 Cr.** -2.8 Cr. YoY  
 FY26: **-0.6 Cr.** -5.5 Cr. YoY

## REVENUE BY SEGMENT

### India

FY26: **38.2 Cr.**  
 +4.7 Cr. YoY

### International

FY26: **45.8 Cr.**  
 -5.2 Cr. YoY

## OTHERS

### Customer Accounts (#)

FY26: **2,289**  
 +19% YoY

### Cash & Cash Equivalent

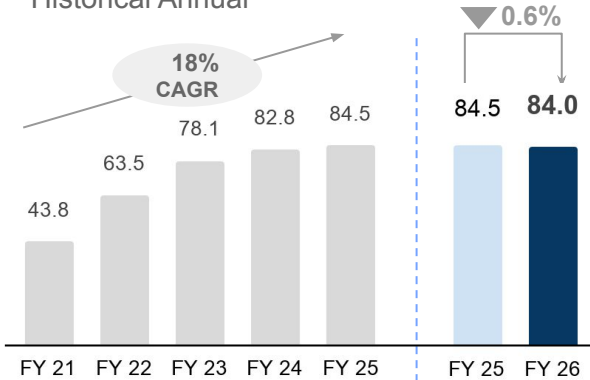
FY26: **89.2 Cr.**  
 -5.7% YoY

# FY26: Revenue & Profitability

## Revenue from Operations

(in INR Cr.)

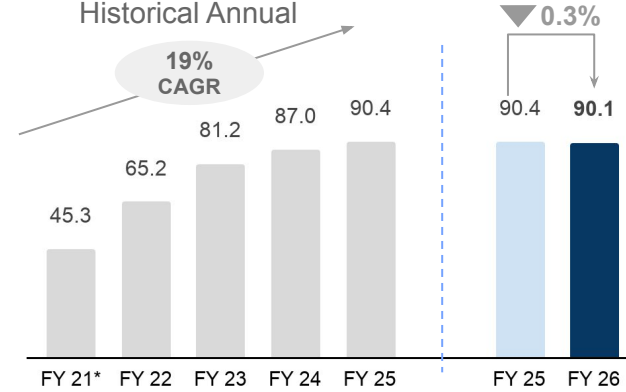
Historical Annual



## Total Income

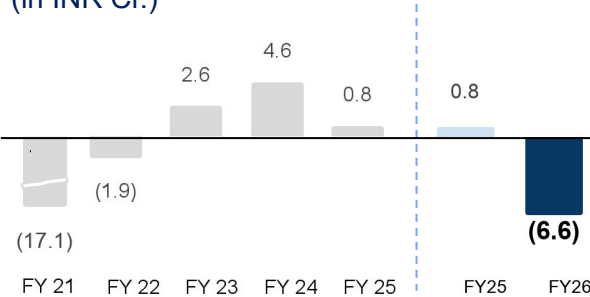
(in INR Cr.)

Historical Annual



## EBITDA

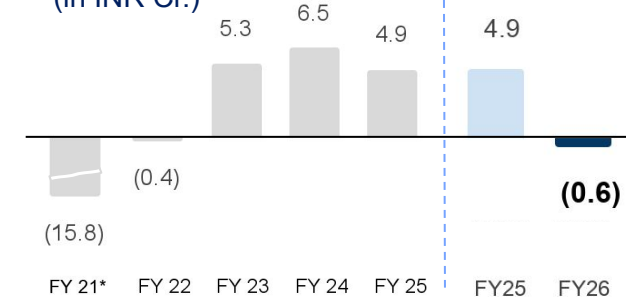
(in INR Cr.)



Adj. EBITDA: -3.5 Cr.  
Excluding non-cash ESOP exp.

## PAT

(in INR Cr.)



Adj. PAT: **2.5 Cr.**  
Excluding non-cash items - ESOP exp. and deferred tax

\*Excluding Fair value gain/ (loss) on CCPS. Note: PAT is excluding deferred tax adjustments and provision towards exceptional items

# Incremental Revenue going into Bottomline

(in INR Cr.)

		Historical Annual:				
	FY26	FY 21	FY 22	FY 23	FY 24	FY 25
<b>Revenue from operations</b>	84.0	43.8	63.5	78.1	82.8	84.5
Incremental Revenue from Operations ( $\Delta$ )	(0.5)	+6.4	+19.7	+14.7	+4.7	+1.7
<b>EBITDA</b>	(6.6)	(17.1)	(1.9)	2.6	4.6	0.8
Incremental EBITDA ( $\Delta$ )	(7.4)	+5.4	+15.1	+4.5	+2	(3.8)
<b>Incremental EBITDA as a % of Incremental Revenue from Operations</b>	-	<b>84%</b>	<b>77%</b>	<b>31%</b>	<b>43%</b>	-

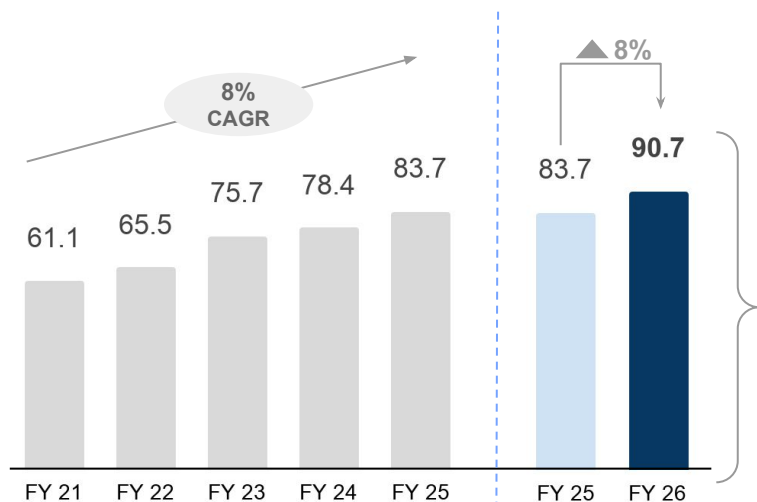
**High gross margin business**  
**Potential to drive non-linear increase in EBITDA**

# FY26: Expense Breakup

## Total Expense

(in INR Cr.)

Historical Annual



## Total Expense - Breakup (for FY26)

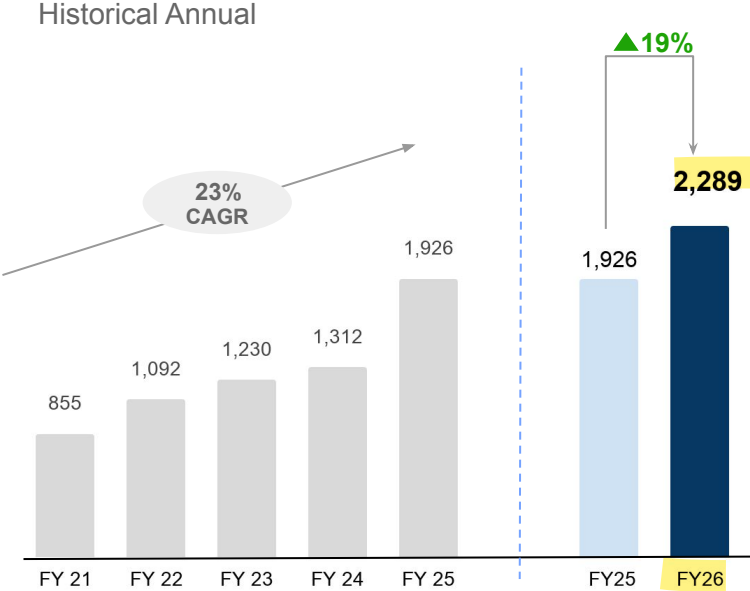
(in INR Cr.)

	FY26	% of Total Expense
<b>Employee Benefit Expenses</b>	<b>79.7 Cr.</b>	<b>87.8%</b>
<i>Salaries, Wages &amp; Bonus</i>	74.6 Cr.	82.2%
<i>Employee Stock Option Expense</i>	3.1 Cr.	3.4%
<i>Other Employee Benefit Expenses</i>	2.0 Cr.	2.2%
<b>Other Expenses</b>	<b>10.8 Cr.</b>	<b>12.0%</b>
<i>Cloud Hosting Charges</i>	2.8 Cr.	<b>3.1%</b>
<i>Rent for Building</i>	2.5 Cr.	2.7%
<i>Remaining Other Expenses</i>	5.5 Cr.	6.1%
Depreciation Expense	0.2 Cr.	0.2%
<b>Total Expenses</b>	<b>90.7 Cr.</b>	<b>100%</b>

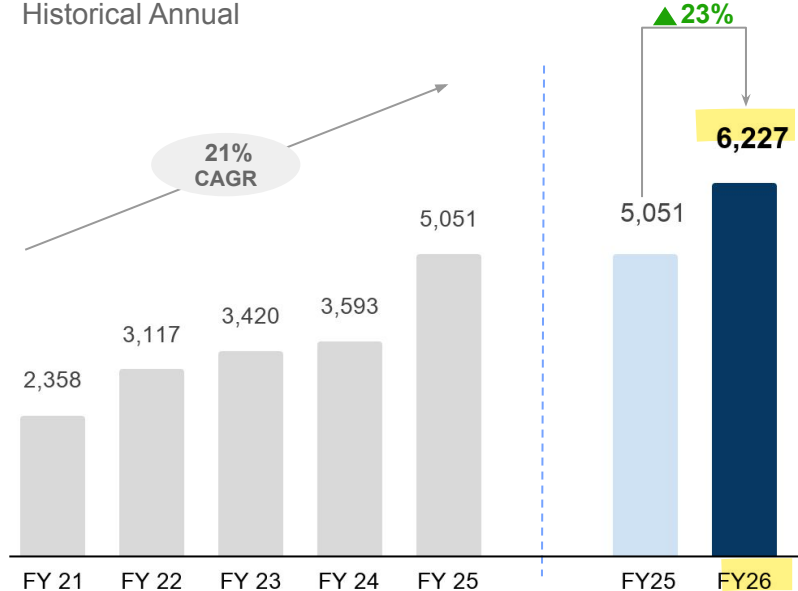
- **Bulk** or 88% of total expense is **emp. cost**.
- **Cloud Hosting** exp. is the 2<sup>nd</sup> **largest exp.** after emp. benefit expenses.
- **No large digital marketing spend** for customer acquisition (Being a data company, we are able to use in-house content to generate organic traffic).

# FY26: Continued Volume Growth

## Customer Accounts (#)



## Users (#)



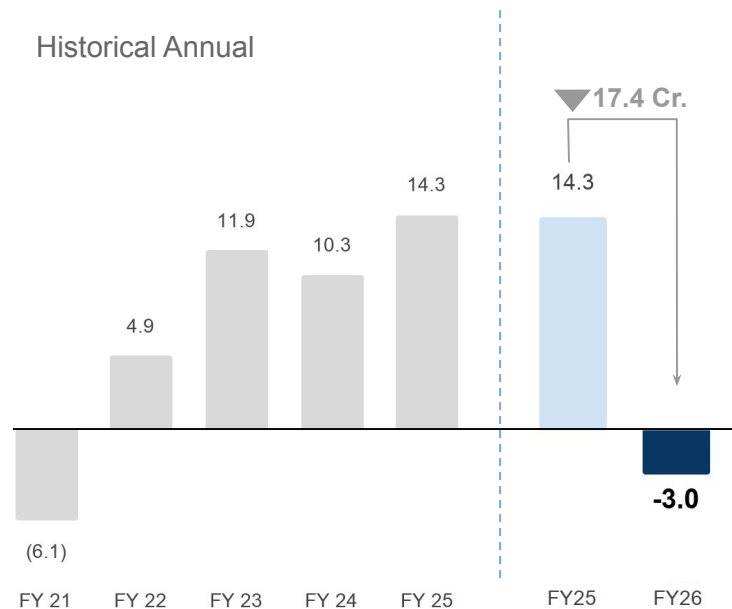
Number of accounts and users continue to increase

Note: As on end of each reporting period

# FY26: FCF and Cash & Cash Equiv.

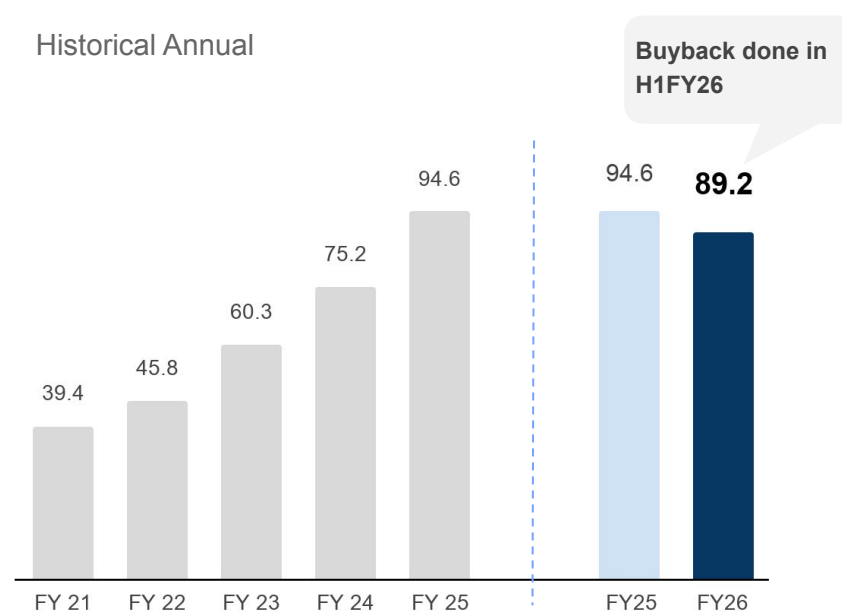
## FCF (Free Cash Flow)<sup>1</sup>

(in INR Cr.)



## Cash & Cash Equivalents<sup>1,2</sup>

(in INR Cr.)



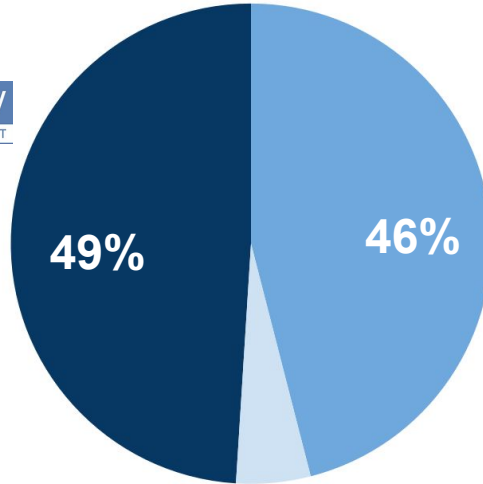
Note: (1) Excluding tax amounts received from employees against ESOP exercise as on the respective end of period  
 (2) Cash & Cash equiv. includes security deposit towards listing in FY23 and FY24

# FY26: Accounts by Customer Type



## Investment Industry

(includes VC funds, PE funds, Investment Banks, CVCs, Accelerators & Incubators, Family Offices, etc)



## Corporates

(includes Corporate Innovation teams, Corporate Development / M&A teams, Strategy and Sales teams, Consulting firms, Startups, etc.)

## Others

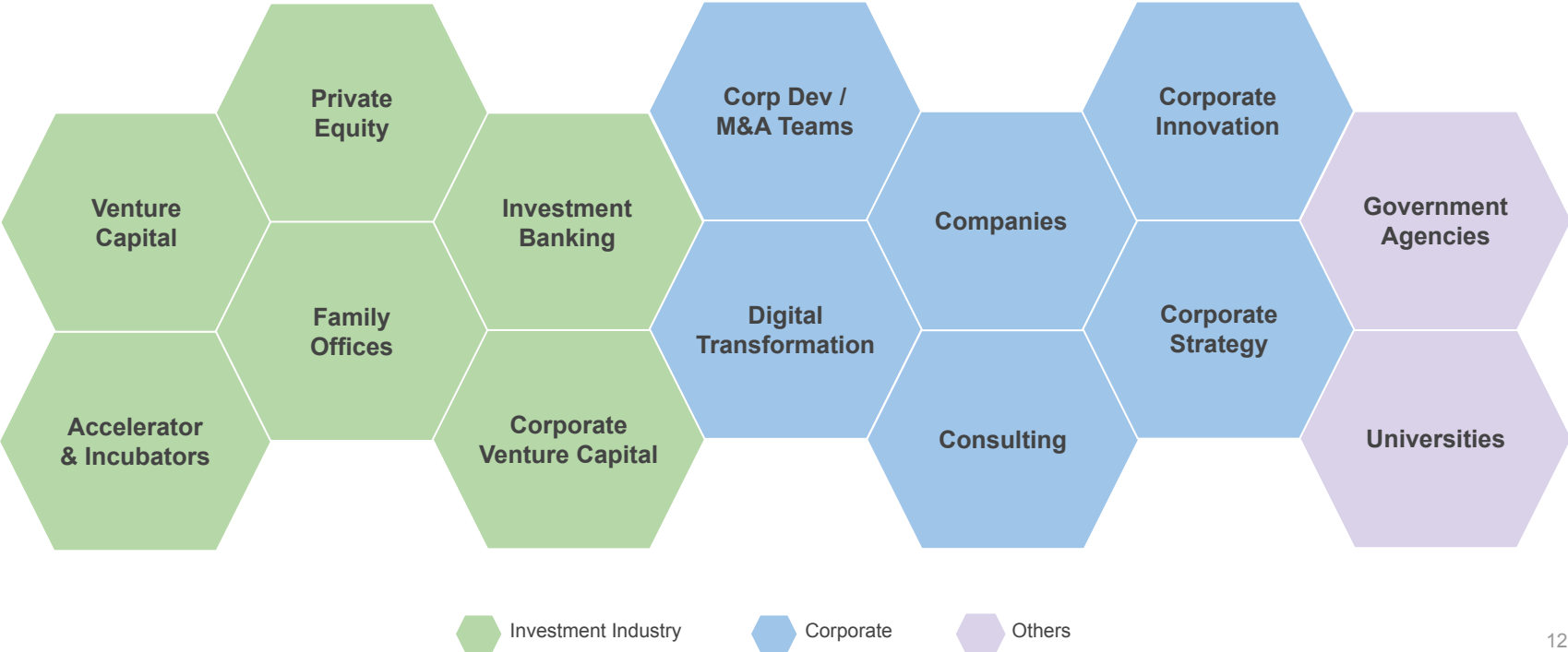
(includes Educational Institutes, Government Agencies, Industry Bodies)



**Healthy spread across Investment Industry and Corporates**

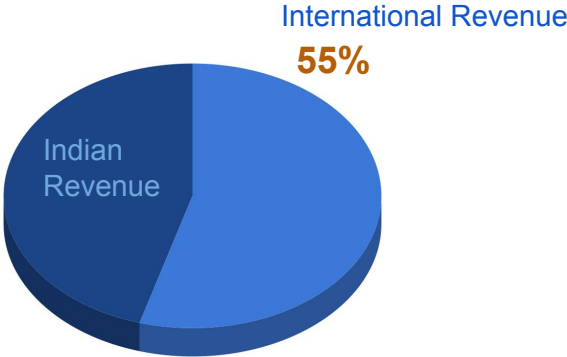
# Diverse Customer Base

Customer segments & departments that we work with, within the key customer types



# Global Customer Base

55% International revenue in FY26



Customers span over 50+ countries\*

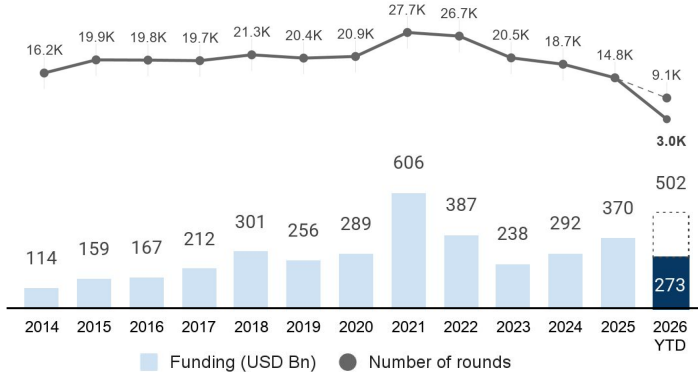
Top 5 countries by #customer accounts  
India, USA, UK, Singapore, Germany



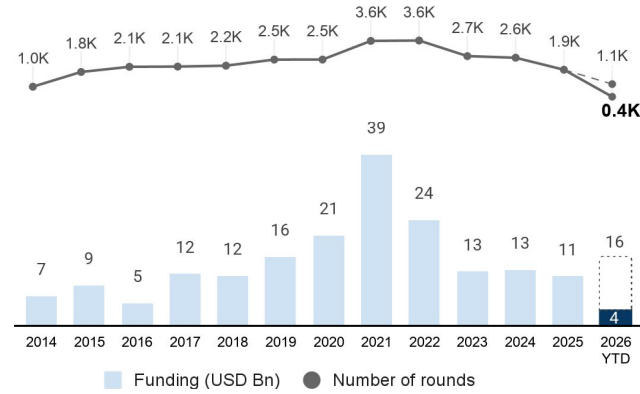
\*As on end of period

# Private Markets - Quick snapshot (1/2)

## Global Tech Funding



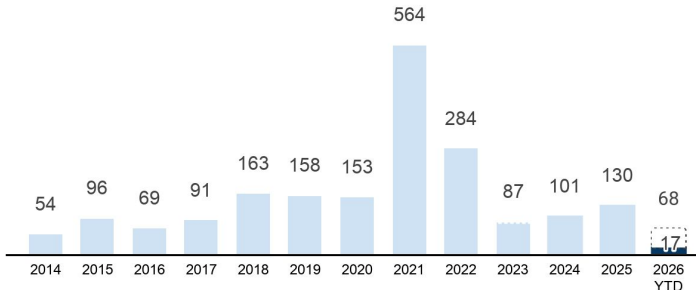
## India Tech Funding



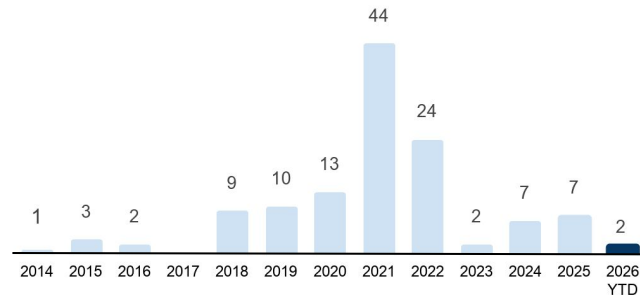
### GLOBAL TECH FUNDING:

Global funding is showing signs of recovery, though deal volumes remain subdued.

## Global Unicorns Created (#)



## India Unicorns Created (#)



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

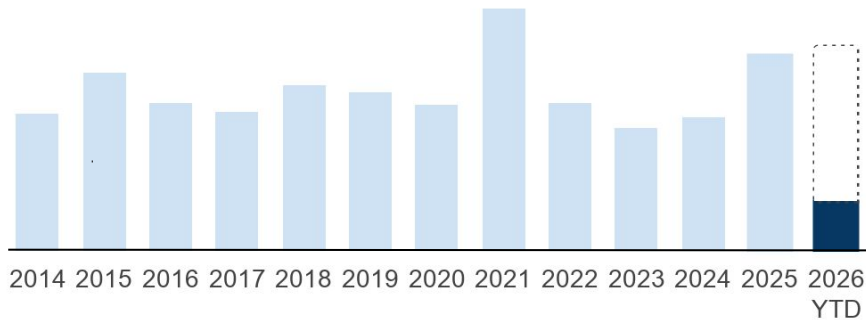
Late-stage funding shows a similar trend.

Source: Internal Estimates

# Private Markets - Quick snapshot (2/2)

Strong rebound in global M&A deal value and IB fees

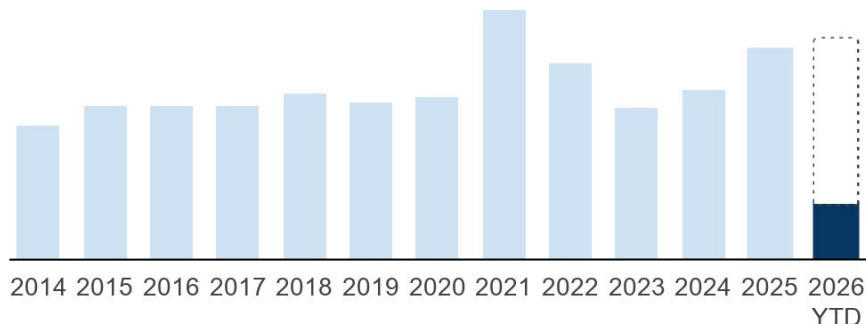
**Global M&A**  
(in USD Tn.)



**GLOBAL M&A:**

**2026 YTD** continues to show **strong momentum**. Current run-rate indicates 2026 could become the second-highest year after the 2021 peak.

**M&A advisory fees**  
(in USD Bn.)



**IB M&A ADVISORY FEES:**

**2026 YTD** advisory fees are off to a **strong start** and are likely to become the second-highest in the decade.

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

# Key highlights

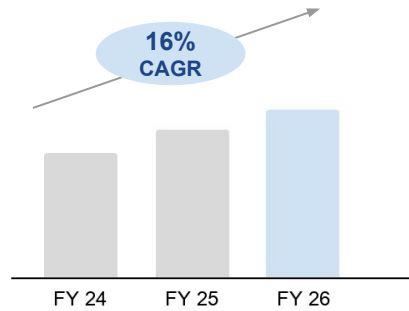
From Q4FY26 and FY26

- 1 India & International growth**  
Accelerating India growth; international rebound expected from Q1

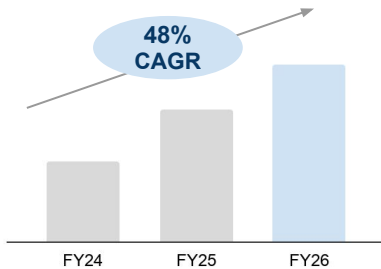
# 1 India Geo - Continues to Grow

## India Geo - Growth (2Y)

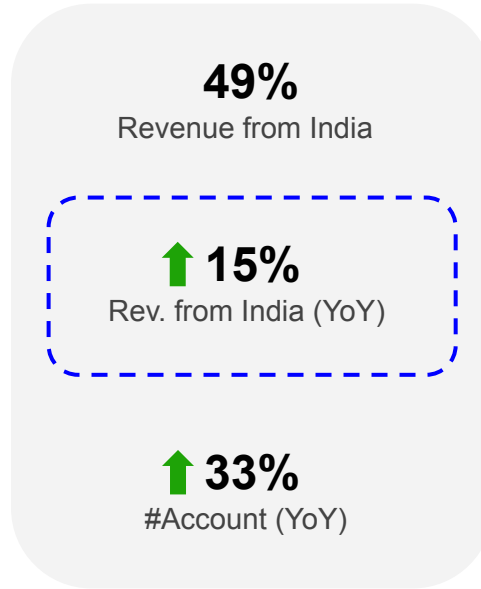
Revenue Growth



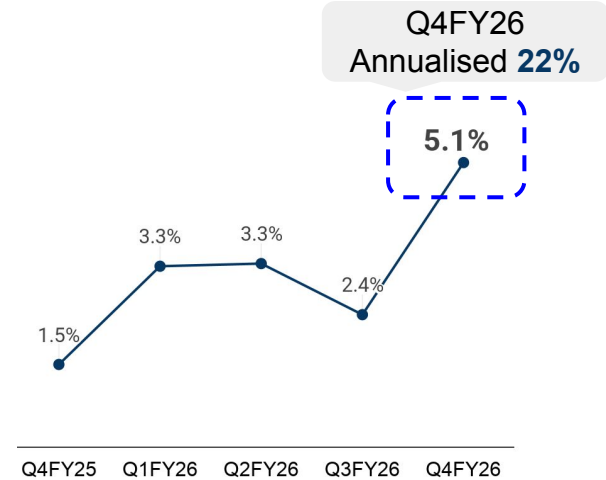
# Customer Accounts Growth



## India Geo - Q4FY26 YoY



## India Geo - Q4FY26 QoQ



**India geo continues to grow, with growth accelerating in Q4**

# 1 India Geo - Significant Recent Data Investments

## Significant investments in expanding datasets & offerings

### Key Highlights

- **Private company financials** coverage grew by >10X in FY26, making Tracxn **best-in-class** in India and globally.
- **Legal Entities** coverage expanded to **3.5M** with detailed data on board members, cross-directorships, risk indicators, loans & charges, filing delays, etc. - Making it **comprehensive coverage** of private limited companies in India.
- **Company** coverage reached **0.7M**, up **41% YoY**, **Captables** on the platform increased **~3x YoY** to 90K - Further **strengthening our lead** globally

**These investments are expected to accelerate India BU growth in the coming quarters.**

## BU Specific Launches

### Banks and Financial Institutions



**Legal Entity report** : Detailed risk indicators & **20+** financial ratios



**Corporate tree structures:**  
Extended to **60K+** entities



**People Database:**  
Added Directors Data - **2.6M**

### Sales



**Pincode data** : Extended coverage for **2.7M** Legal entities



Augmented CXO data  
**120K**

# 1 International BU

Data investments ongoing, likely to improve

## Revenue split by India and International (in INR Cr.)

	FY25	FY26	YoY %
India Revenue	33.5	38.2	14%
International Revenue	51.0	45.8	-10%
<b>Total Revenue</b>	<b>84.5</b>	<b>84.0</b>	<b>-0.6%</b>

Accelerated growth in India driven by the launch of **vertical teams** and, more recently, **expanded datasets**.  
As we extend the same playbook to international geographies, we expect **overall growth rates to improve**.

# 1 Select Recent Growth Initiatives

## International BU - Investing in Data Augmentation & Sales scale-up

**Major push to expand data coverage across international geos**

### **UK:**

Private company financials expanded to 4.6M+ entities (~14x YoY increase). Company coverage increased ~4x, while loans & charges data expanded to 2.6M records in FY26.

### **US:**

Company coverage increased 45% YoY. Funding transactions grew ~5x YoY to 1.2M+, including grants and debt transactions. Headcount data expanded to 850K companies (8x in 2 years).

**Others:** Launched financial reports for geos including Germany, Singapore, and the Czech Republic. Expanded company financials and captables coverage across 20+ and 15+ countries, respectively. Reduced TAT for covering new transactions, enabling more real-time updates.

**Upcoming launches:** Further dataset expansion planned over the coming quarters, including in US - Revenue estimates (augmented), valuation data (actuals), people & CXO datasets. Europe - Expanded headcount and growth-trend datasets, and more.

# Key highlights

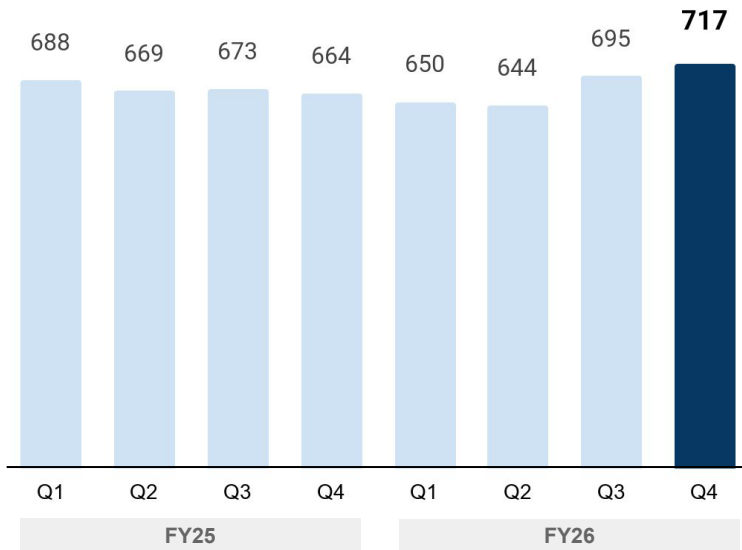
From Q4FY26 and FY26

- 1 India & International growth**  
Accelerating India growth; international rebound expected from Q1
- 2 Scaling Sales & Marketing teams**  
Continued investments in sales capacity and expansion

## 2 Investing in Growth: Scaling GTM Teams

GTM team size and share of total headcount have increased

Ending Headcount (#)



Sales & Marketing  
as % of Total headcount

23%  
FY25

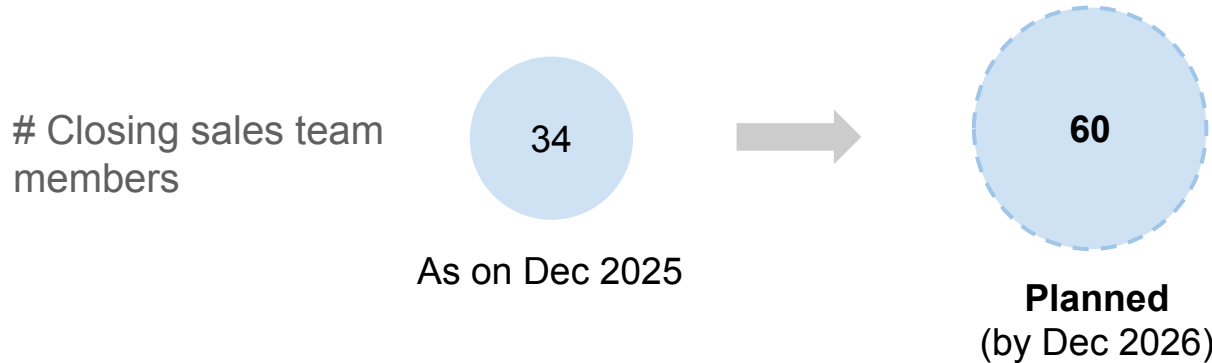


29%  
FY26

- We are investing in growth by **scaling our sales & marketing** (GTM) teams.
- **Sales & marketing** teams now account for **~30% of total headcount**, up from 23% in FY25.
- We believe these investments will **accelerate growth** in the next few quarters

## 2 Investing in Growth: Scaling GTM Teams

Plan to nearly double the closing sales capacity



With our vertical sales playbook gaining traction, we are **scaling our sales organization** and plan to **nearly double** our closing sales team headcount over the next few quarters, across teams serving **India** as well as **international geos** (i.e., India-based teams doing sales for international geographies).

Additionally, our sales partnerships (for eg., with TMX) - will help us penetrate enterprise accounts.

We expect this expansion to drive meaningful **growth** in **new customer acquisition**.

# Key highlights

From Q4FY26 and FY26

- 1 India & International growth**  
Accelerating India growth; international rebound expected from Q1
- 2 Scaling Sales & Marketing teams**  
Continued investments in sales capacity and expansion
- 3 Vertical BU Growth**  
Strong momentum across Investment Banking, Corporate Sales, Debt, etc.

# 3 Specialised BU Teams - accelerated growth continues

## Investment Banks (IB)



- **Data & Offering enrichment:** Expanding key datasets - private co. financials (became **best-in-class in India**), ratios, VC & PE databases - and launching new ones. Startups can flag IB hiring needs, creating a deal pipeline for IBs.
- **Strong FY26 traction:** India logo penetration growing ~1% MoM with 28%+ market share; accounts up 40%+ YoY and **India revenue up 19% YoY**. Scaling to key geos with positive early results - international accounts grew by over 35%+ YoY.
- Expect further acceleration as now leading the market in pvt co financial coverage & as we deepen the push into key international markets.

## Corporate Sales



- Specialized team for corporate sales users — lead gen, market analysis, comps, and BD mandates across sectors and geos.
- **Data & product:** Augmenting datasets (pincodes, CXO profiles), adding tech stack parameters for targeted outreach, rolled out CRM plugins for tighter workflow integration.
- Strong FY26: Accounts grew by 35%; India accounts grew by 45%, **India revenue grew ~30% YoY**.
- Further acceleration expected as we augment data and sales teams.

# 3 Specialised BU Teams - accelerated growth continues

## Universities



- Specialized team with cumulative experience of over 20 years in selling to universities. More than a revenue segment, universities are a good marketing and discovery channel for us
- We are part of courses in major universities like IIMs, ISB, XLRI amongst others
- In FY26: India Customer count\* **increased by over 55%** in this segment and **revenue grew by over 60%** YoY

\* Accounts on library / department pack in this segment

## Startups



- We continue to see high volume of inbound leads from startups. Their key use cases include Fundraising, Competitor analysis, Market research, Business development etc
- Expanding the offerings and use cases for this segment as they scale
- India accounts grew by **more than 45%**, while the revenue grew by more than **20%** YoY

## Accelerators & Incubators

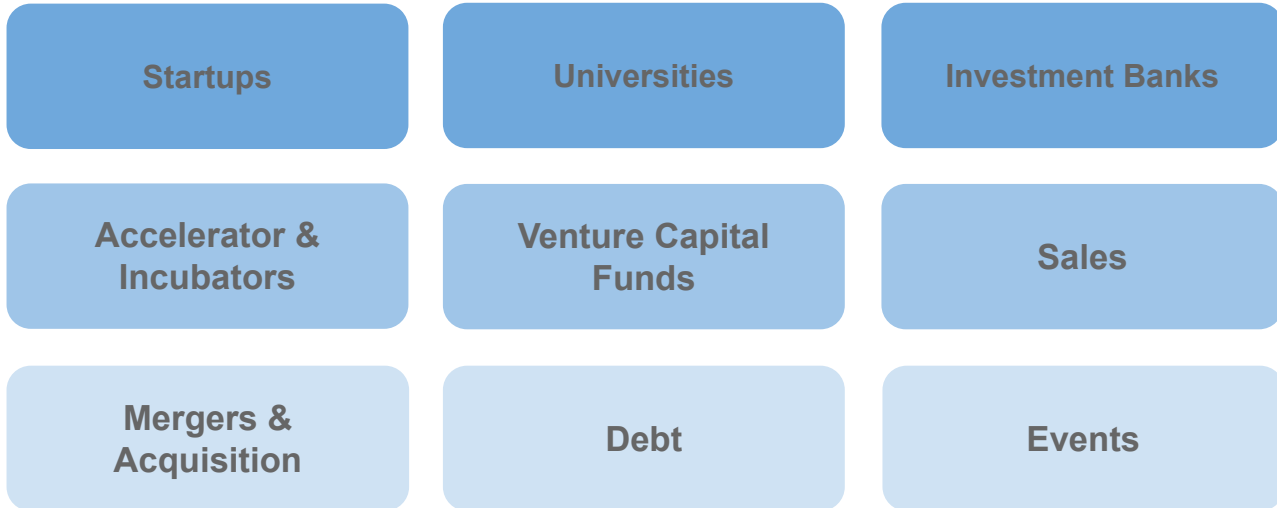


- Focusing on customers across private incubators, government incubators, university and corporate incubators globally
- One key use case is to facilitate fundraising of portfolio companies, supported through relevant features on the platform
- Bringing in Grants data to the platform to help incubator portfolio startups access government funding and support

## 3 Specialised Teams

More verticals expected to mature over time and we expect to increase market share in these respective segments

List of vertical sales units launched



# Key highlights

From Q4FY26 and FY26

- 1 India & International growth**  
Accelerating India growth; international rebound expected from Q1
- 2 Scaling Sales & Marketing teams**  
Continued investments in sales capacity and expansion
- 3 Vertical BU Growth**  
Strong momentum across Investment Banking, Corporate Sales, Debt, etc.
- 4 AI-native access to Tracxn data**  
AI-powered access and standalone AI offerings

# 4 Introducing AI-Native Access to Tracxn Data

**Claude**

Prepare a detailed Excel database of all investment transactions in Global pharmaceutical companies over the last 15 years, where transaction size ranged between USD 10 million and USD 30 million.

For each transaction, provide the following details in Excel format:  
 Transaction Details: Target Company Name/Investor / Acquirer  
 Name/Transaction Date / Year/Deal Size (USD and INR)/Stake Acquired (%)  
 Type of Transaction: Primary Fund Raise, Secondary Sale, Minority Investment, Majority Acquisition, PE Buyout, Strategic Investment, Enterprise

**Investment Transactions, XLSX**

S.No	Target Company	Country / HQ	Investor / Acquirer	Transaction Date	Transaction Type	Deal Size (INR)
1	Biological E	India	IFC International Finance	18 Dec 2020	Conventional Debt	₹2,205,326,699

Find top five AI companies in US, with funding above \$5Bn, sorted by Tracxn score

Rank	Company	Score	Total Equity Funding
01	OpenAI	89.1	\$180.0B
02	Anthropic	82.1	\$72.3B
03	Waymo	80.2	\$27.1B
04	Scale AI	77.8	\$15.9B
05	Cruise	75.2	\$7.7B

One caveat worth noting: these feeds overlap significantly (e.g., a foundation model company can sit in both Generative AI and AI Infrastructure), so the totals shouldn't be summed. The pattern is clear though, the infrastructure and foundation-model layers absorbed the bulk of mega-round capital, while application-layer categories grew fastest off smaller bases.

Find top five AI companies in US, with funding above \$5Bn, sorted by Tracxn score

**AI Assistant**

Top 10 companies with \$1Bn+ funding

Details of top 10 companies with funding more than \$1Bn

**KEY INSIGHT**  
 OpenAI dominates with \$180B in total equity funding – nearly 2.5x the next highest, Anthropic at \$72.3B – underscoring the extraordinary capital concentration in the AI sector.

35,882 companies have raised more than \$1B in total equity funding. Here are the top 10 by total funding:

Company	Founded	Stage	Total Equity Funding	Latest Valuation	Employ
OpenAI	2015	Series G	\$180.0B	\$730.0B	8,821
Anthropic	2021	Series G	\$72.3B	\$380.0B	5,028
xAI	2023	Acquired	\$45.0B	\$113.0B	5,395
Waymo	2009	Series D	\$27.1B	\$126.0B	4,233
DiDi	2012	Public	\$20.8B	–	33,155
Ant Group	2004	Series D	\$20.6B	\$313.0B	10,453
Databricks	2013	Series K	\$20.2B	\$134.0B	15,335
Jio	2010	Series G	\$20.1B	\$120.0B	59,448
Vantage Data Center Services	2010	Acquired	\$17.3B	–	–
Scale AI	2016	Series G	\$15.9B	\$29.0B	6,547

Ask a question. Type @ to reference an entity.

## Launched Tracxn MCP for Claude\*

Paid users can now access reliable, real-time company intelligence from Tracxn's proprietary database directly within Claude and their AI workflows.

## Upcoming: AI-Assistant on Tracxn Platform

Launching an AI-chat based assistant on the platform for data querying as well as complex tasks like company due diligence, competitive landscaping, market analysis & more.

\* Launched post Mar 31, 2026

# Key highlights

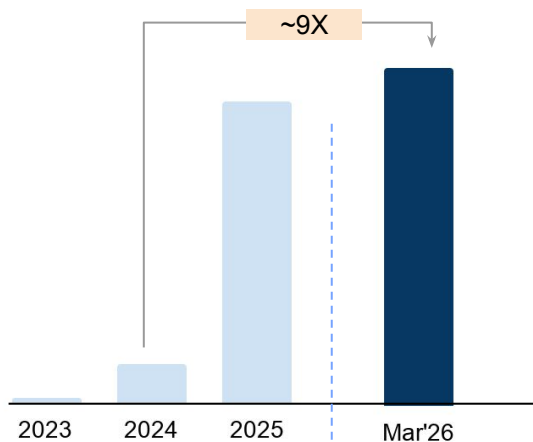
From Q4FY26 and FY26

- 1 India & International growth**  
Accelerating India growth; international rebound expected from Q1
- 2 Scaling Sales & Marketing teams**  
Continued investments in sales capacity and expansion
- 3 Vertical BU Growth**  
Strong momentum across Investment Banking, Corporate Sales, Debt, etc.
- 4 AI-native access to Tracxn data**  
AI-powered access and standalone AI offerings
- 5 Expanding Regulatory Data Coverage**  
Deeper coverage across private co. financials, legal entities, valuations & captables

# 5 Data Expansion: Increased Regulatory datasets

**9X growth in Company Financials** - now covering over 6 million companies across **20+ countries**

## # Financials Covered by Year



**2.8M+**  
Companies with  
revenue data

**6.7M+**  
Companies with  
detailed financials

**20+**  
Countries  
covered

## Major countries by coverage

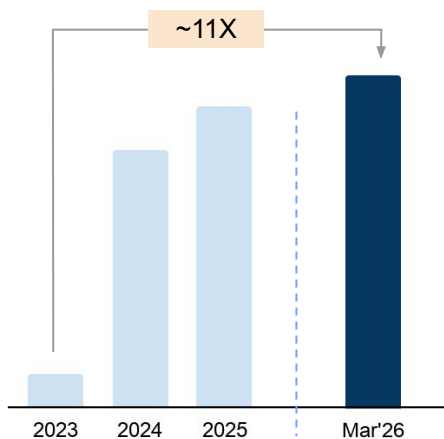
- Germany
- Japan
- India
- United Kingdom
- France
- Italy
- South Korea
- Australia
- Poland
- Belgium
- Ireland
- Sweden
- Thailand
- Singapore
- Austria
- Norway
- Malaysia
- Denmark
- Czech Republic
- Finland
- New Zealand
- Croatia
- Latvia
- Estonia
- Brazil
- Luxembourg
- Philippines
- Greece
- Russia
- & more.



# 5 Data Expansion: Increased Regulatory datasets

Over 10X growth in Company Captables in ~2 years - now covering over 770K+ companies across 15+ countries

## # Companies with Captables



**770K**

Companies with detailed shareholdings

**15+**

Countries covered

## Major countries by coverage

- United States
- Germany
- India
- United Kingdom
- France
- Canada
- South Korea
- Australia
- Ireland
- Sweden
- Singapore
- Israel
- Malaysia
- Norway
- Denmark
- Czech Republic
- New Zealand
- Estonia
- Finland
- Indonesia
- Thailand
- Latvia
- Slovakia
- Malta



# 5 Data Expansion: Increased Regulatory datasets

## Launched Legal Entities Database

Currently covering ~66M legal entities across key geographies

### Major countries by coverage

- United States
- Germany
- Japan
- India
- United Kingdom
- France
- Canada
- Brazil
- Australia
- Belgium
- Singapore
- Romania



# Legal Entities  
(in millions)



(as on Mar'26)

Increasing coverage and addition of new datasets  
- loans and charges, patent data, legal cases,  
trademarks, cross-directorships, etc.

# Key highlights

From Q4FY26 and FY26

- 1 India & International growth**  
Accelerating India growth; international rebound expected from Q1
- 2 Scaling Sales & Marketing teams**  
Continued investments in sales capacity and expansion
- 3 Vertical BU Growth**  
Strong momentum across Investment Banking, Corporate Sales, Debt, etc.
- 4 AI-native access to Tracxn data**  
AI-powered access and standalone AI offerings
- 5 Expanding Regulatory Data Coverage**  
Deeper coverage across private co. financials, legal entities, valuations & captables
- 6 PLG & customer acquisition**  
Growing organic traffic, Tracxn Lite, and press visibility

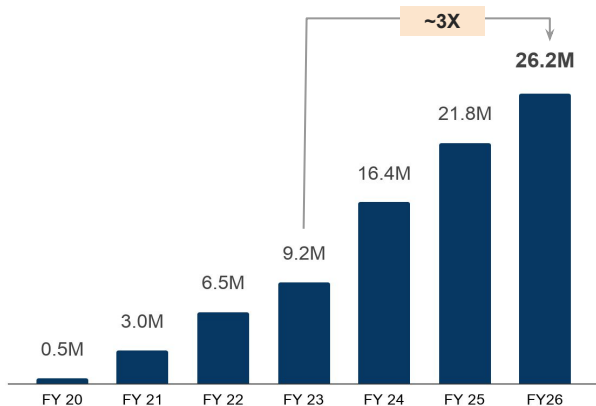
# 6 Scaling Organic Search Traffic and Tracxn Lite

A PLG flywheel: **26.2M organic visits** & **285K Tracxn Lite signups** in FY26, creating a high volume leads pipeline

**26M**

Organic Traffic in FY26.  
3X in 3 years

## Organic Search Traffic<sup>1</sup>

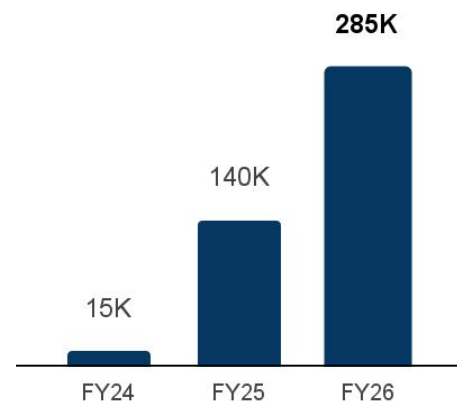


Scaling organic traffic & inbound leads pipeline with a large and steadily growing inbound traffic funnel.  
Top 5 countries: India, US, UK, Canada, Germany.

**285K**

Tracxn Lite sign-ups  
till date.

## #Tracxn Lite Signups<sup>2</sup>



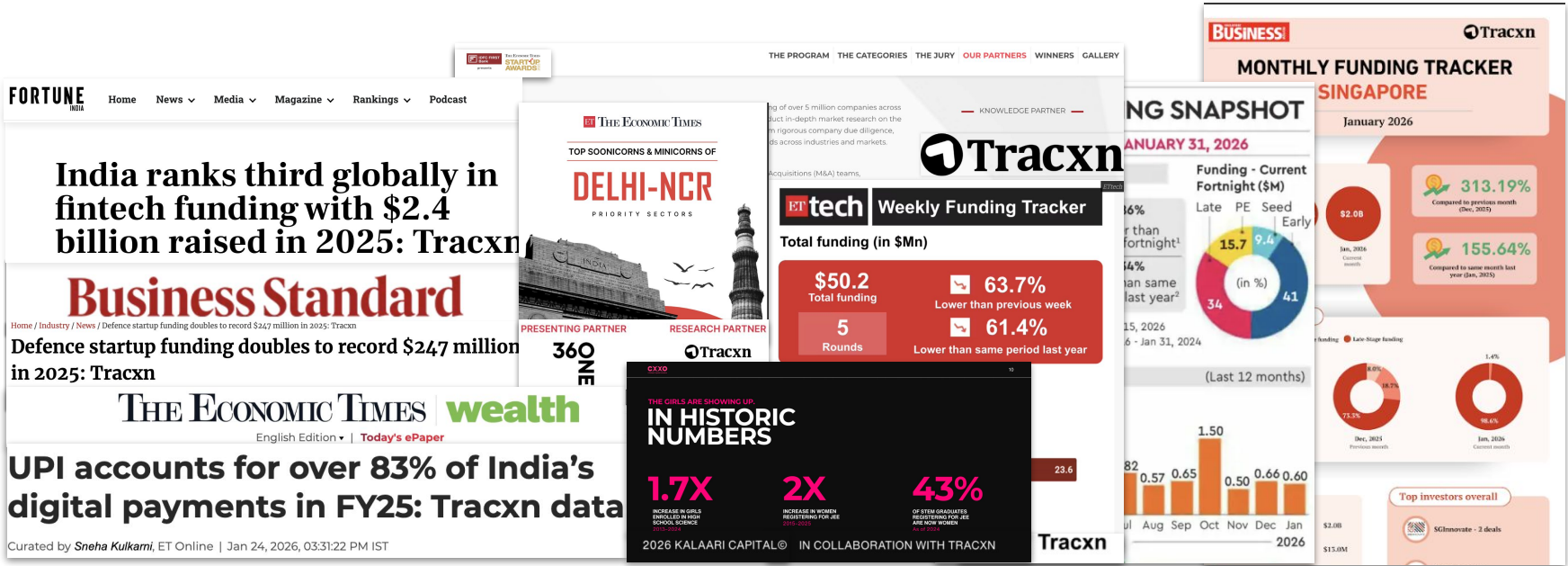
Tracxn Lite, part of our PLG strategy, offers limited-access platform usage to drive product-led acquisition. FY26 saw growth in organic sign-ups, users hitting credit limits, upgrades requests/demos.

# 6 Press Mentions

**4000+**  
Press Mentions in FY26

**37%**  
Increase in YoY coverage

**Increased coverage**  
across International media



eg. Report coverage

eg. Partnerships

eg. Regular Columns in newspapers

eg. Others

# Key Growth Areas (FY27) - Summary

## 1. India geo — investing in continued and accelerated growth

- Cemented our lead in private market data; now best-in-class in private market financial coverage as well.
- Increasing market share in newer segments like Corporate Sales and Banks & Financial Institutions on the back of augmented offerings.
- Vertical teams gaining traction; doubling down on scaling. Closing sales team to grow from ~25 to 40
- Overall growth expected to accelerate.

## 2. International — impact expected from Q1 onwards

- Major dataset investments underway - including valuation & revenue data (esp. US) and CXO data (US & Europe). Multiple launches planned in FY27.
- Closing sales team to more than double from <10 to ~25, complemented by partnerships.

## 3. AI-native access to Tracxn data — beginning to contribute to revenue

- Launching MCP connector to Claude, AI-Assistant on Tracxn Platform, partnerships with AI-native platforms.
- Expected to begin contributing to revenue in FY27.

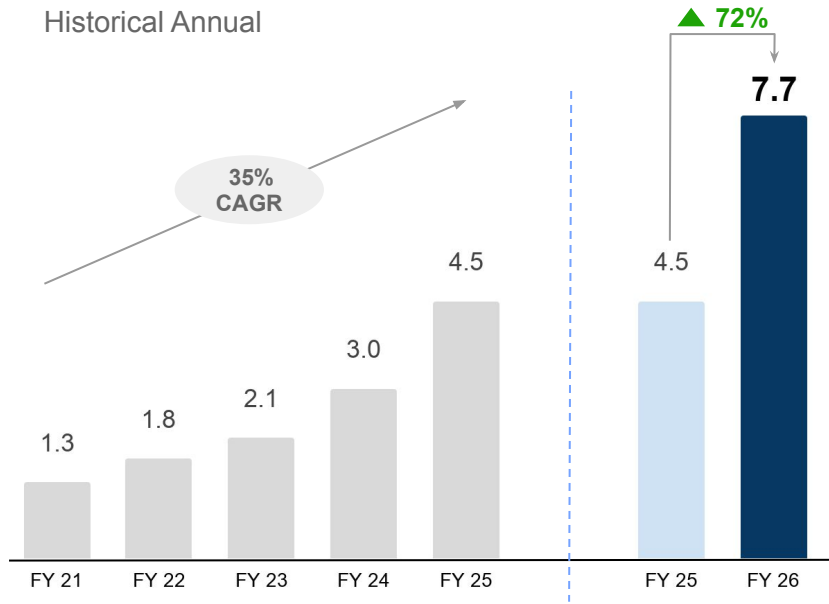
## 4. Expanding regulatory & other data coverage — deeper private-company data in key geos

- Deepening coverage across financials, captables, transactions, LP data & other private market datasets.

# FY26: Other KPIs

## Entities Profiled, on platform (in millions)

Historical Annual



The coverage of companies added on the platform have increased by **72%** on YoY basis.

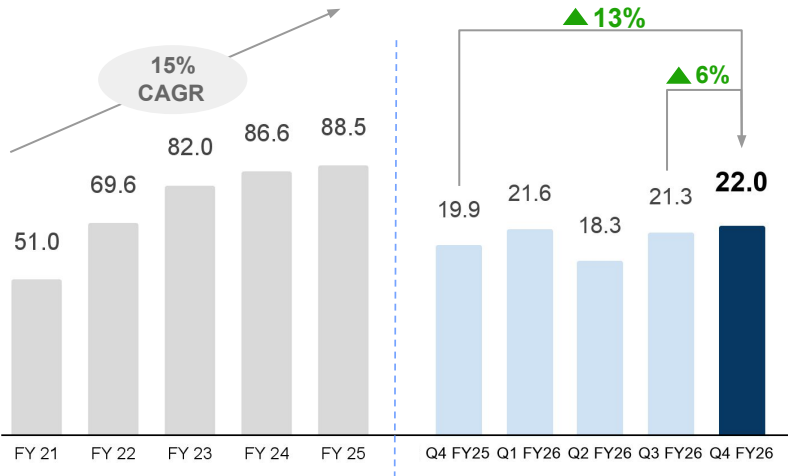
Increased coverage in **US, UK and Germany** region

# FY26: Other KPIs

## Contract Price

(in INR Cr.)

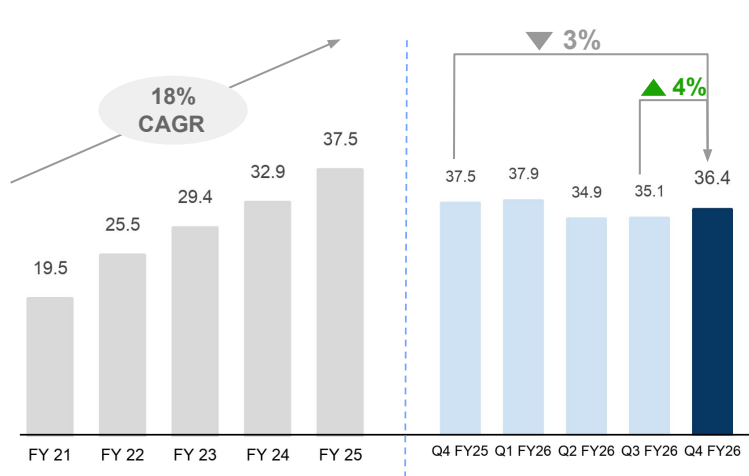
Historical Annual



## Deferred Revenue

(in INR Cr.)

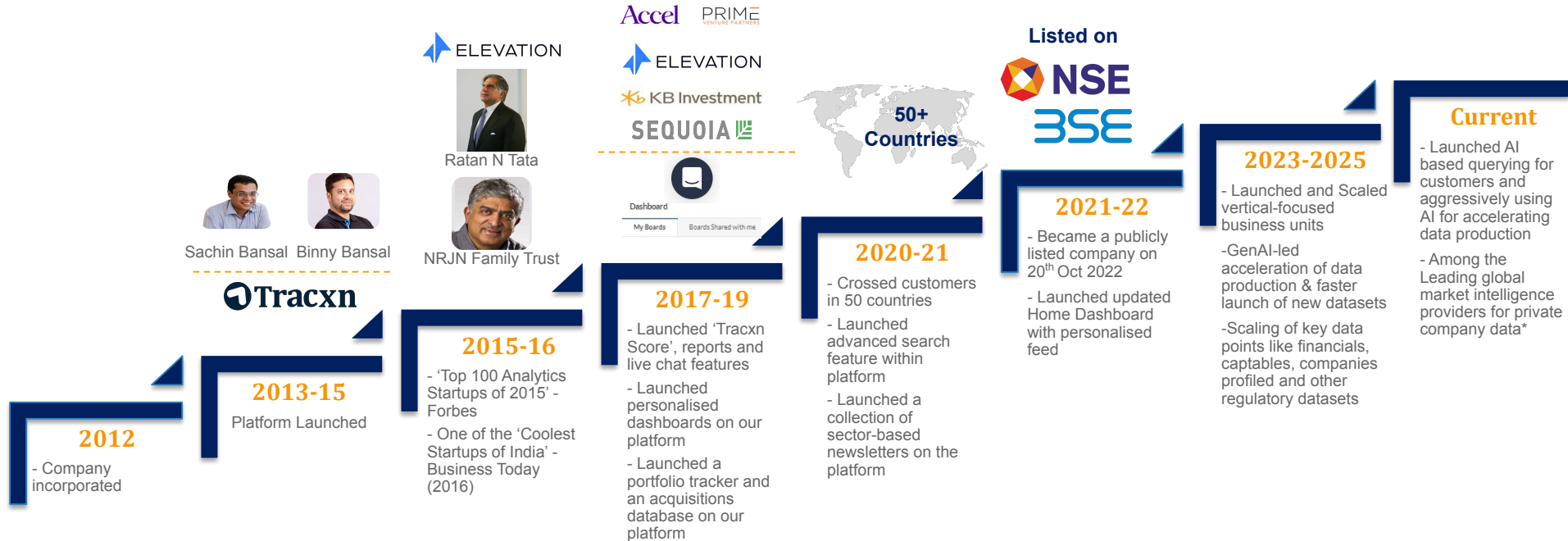
Historical Annual



Note: Contract Price and Deferred Revenue include proforma bills wherein invoice is to be raised after payment is received

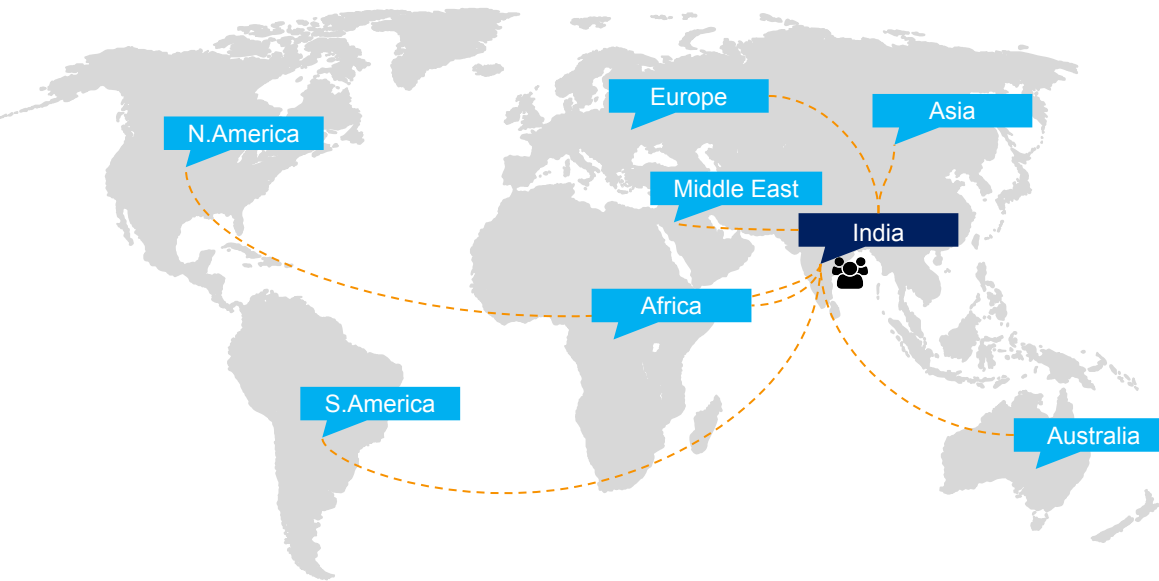
# Business Overview

# Our Journey



\*According to "Global Information Services Market" report by Frost & Sullivan. Note: Timeline is in 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)



**Nishant Verma\***

Independent Director

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



**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)



**Payal Goel**

Independent Director

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



**Brij Bhushan**

Independent Director

- B.Tech. from **Maharshi Dayanand University** & PGP from **IIM Bangalore**
- Partner at **Prime Venture Partners**
- Co-Founder of **Samast Technologies**
- Worked previously at **Bain, Infosys & Nexus India**



**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**



**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

# Large & Growing Market

Multiple large companies have been created in the financial data markets



**\$40B+**

Cumulative Revenue of Financial Market Data Companies for 2025\*

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

# 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

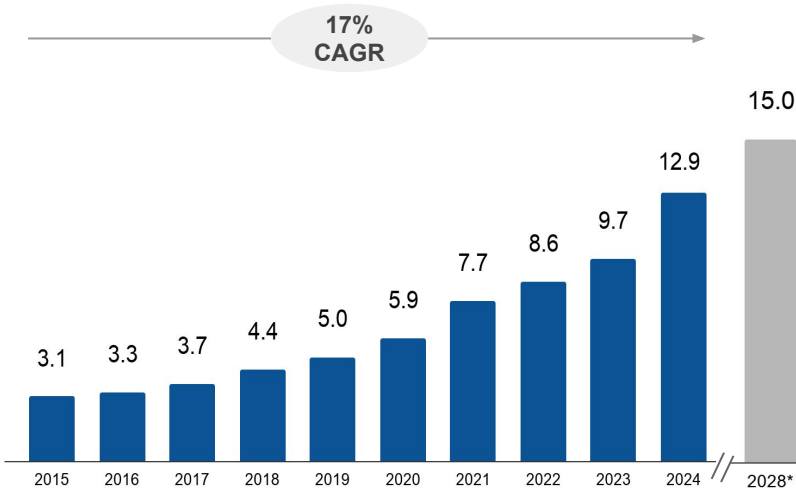
**In-house data mining engine** – automated discovery of new-age companies by tracking 980M+ domains across emerging technology sectors and sector classification of entities tracked

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

# Large & Growing Market

## Private Market AUM Growth<sup>1</sup>

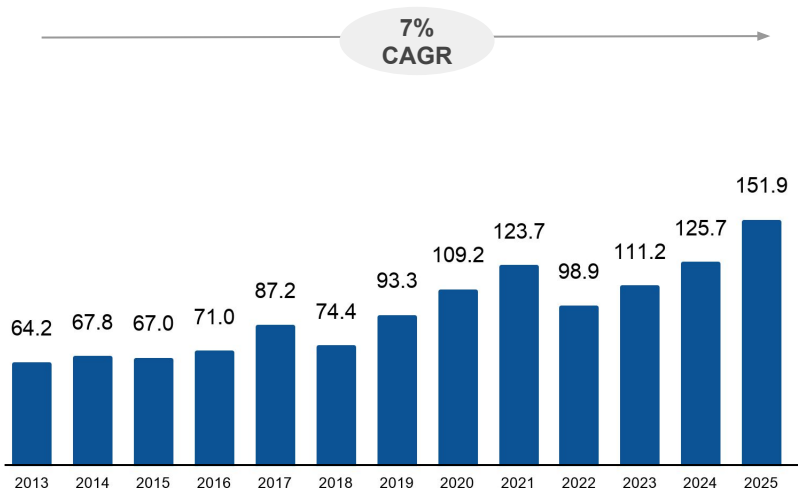
(in USD trillion)



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

## Public Market Capitalization<sup>2</sup>

(in USD trillion)



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

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

# **FY26 Detailed Financial Statements**

# Profit & Loss Statement (1/2)

Particulars	Q4 FY26	Q3 FY26	Q4 FY25	FY26	FY25
<b>Income</b>					
Revenue from operations	20.49	21.04	21.14	83.97	84.47
Other income	0.13	0.21	0.03	0.52	0.28
Other gains/(losses) - net	1.54	1.36	1.55	5.65	5.62
<b>Total Income</b>	<b>22.15</b>	<b>22.61</b>	<b>22.72</b>	<b>90.14</b>	<b>90.37</b>
<b>Expenses</b>					
Employee benefit expense	21.61	20.07	19.36	79.67	73.87
Depreciation expense	0.07	0.05	0.04	0.19	0.11
Other expenses	2.95	2.67	2.59	10.85	9.76
<b>Total Expenses</b>	<b>24.63</b>	<b>22.79</b>	<b>21.99</b>	<b>90.71</b>	<b>83.75</b>
Profit / (Loss) before tax and exceptional items	(2.48)	(0.17)	0.73	(0.57)	6.62
Exceptional Items - Statutory impact of new Labour Codes	0.36	0.94	-	1.30	-
Profit / (Loss) before tax	(2.84)	(1.12)	0.73	(1.88)	6.62
Current tax (including relating to prior years)	(0.60)	0.06	0.24	0.00	0.46
Deferred tax (credit) / expense	0.39	(0.36)	8.07	6.01	15.71
<b>Profit / (loss) for the period</b>	<b>(2.63)</b>	<b>(0.81)</b>	<b>(7.58)</b>	<b>(7.89)</b>	<b>(9.54)</b>
<b>PAT Margin</b>	<b>-12.86%</b>	<b>-3.87%</b>	<b>-35.86%</b>	<b>-9.40%</b>	<b>-11.30%</b>

# Profit & Loss Statement (2/2)

Particulars	Q4 FY26	Q3 FY26	Q4 FY25	FY26	FY25
<b>Profit / (loss) for the period</b>	(2.63)	(0.81)	(7.58)	(7.89)	(9.54)
Less: Other Income	0.13	0.21	0.03	0.52	0.28
Less: Other gains/(losses) - net	1.54	1.36	1.55	5.65	5.62
Add: Depreciation expense	0.07	0.05	0.04	0.19	0.11
Add: Current tax	(0.60)	0.06	0.24	0.00	0.46
Add: Deferred tax (credit) / expense	0.39	(0.36)	8.07	6.01	15.71
<b>EBITDA</b>	<b>(4.43)</b>	<b>(2.64)</b>	<b>(0.82)</b>	<b>(7.85)</b>	<b>0.83</b>
<b>EBITDA Margin</b>	<b>-21.64%</b>	<b>-12.57%</b>	<b>-3.86%</b>	<b>-9.35%</b>	<b>0.99%</b>
Exceptional Items - Statutory impact of new Labour Codes	0.36	0.94	-	1.30	-
<b>EBITDA excl Exceptional Items</b>	<b>(4.07)</b>	<b>(1.70)</b>	<b>(0.82)</b>	<b>(6.55)</b>	<b>0.83</b>
<b>EBITDA Margin excl Exceptional Items</b>	<b>-19.87%</b>	<b>-8.09%</b>	<b>-3.86%</b>	<b>-7.80%</b>	<b>0.99%</b>
<b>Profit / (loss) for the period</b>	<b>(2.63)</b>	<b>(0.81)</b>	<b>(7.58)</b>	<b>(7.89)</b>	<b>(9.54)</b>
Add: Deferred tax adjustments (DTA)	-	-	8.12	6.02	14.47
Add: Exceptional Items - Statutory impact of new Labour Codes	0.36	0.94	-	1.30	-
<b>PAT excl Exceptional Items and DTA</b>	<b>(2.27)</b>	<b>0.13</b>	<b>0.54</b>	<b>(0.56)</b>	<b>4.93</b>
<b>PAT Margin excl Exceptional Items and DTA</b>	<b>-11.09%</b>	<b>0.60%</b>	<b>2.56%</b>	<b>-0.67%</b>	<b>5.83%</b>

# Balance Sheet (1/2)

Particulars	As at March 31, 2026	As at March 31, 2025
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	0.45	0.20
Intangible assets	-	-
Income tax assets (net)	4.63	6.23
Deferred Tax Asset	-	5.67
<b>Total non-current assets</b>	<b>5.08</b>	<b>12.10</b>
<b>Current assets</b>		
Financial assets		
i. Investments	87.15	89.58
ii. Trade receivables	2.50	1.67
iii. Cash and cash equivalents	1.87	3.64
iv. Other financial assets	0.79	2.88
Other current assets	0.80	0.86
<b>Total current assets</b>	<b>93.12</b>	<b>98.63</b>
<b>Total assets</b>	<b>98.20</b>	<b>110.73</b>

# Balance Sheet (2/2)

Particulars	As at March 31, 2026	As at March 31, 2025
<b>EQUITY</b>		
Equity share capital	10.67	10.65
<b>Other equity</b>		
Reserves and surplus	41.88	55.15
<b>Total equity</b>	<b>52.55</b>	<b>65.80</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Employee benefit obligations	5.85	4.56
Contract liabilities	0.72	0.56
Deferred Tax Liability	0.32	-
<b>Total non-current liabilities</b>	<b>6.89</b>	<b>5.13</b>
<b>Financial liabilities</b>		
Current liabilities		
Financial liabilities		
i. Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises; and	<b>0.12</b>	<b>0.15</b>
(b) Total outstanding dues other than (a) above	0.57	0.41
ii. Other financial liabilities	0.17	0.10
Contract liabilities	33.21	34.19
Employee benefit obligations	2.88	2.17
Other current liabilities	1.81	2.79
<b>Total current liabilities</b>	<b>38.76</b>	<b>39.81</b>
<b>Total liabilities</b>	<b>45.65</b>	<b>44.93</b>
<b>Total equity and liabilities</b>	<b>98.20</b>	<b>110.73</b>

# Cash Flow Statement (1/2)

Particulars	Year ended 31 March 2026	Year ended 31 March 2025
<b>Cash Flow from Operating Activities:</b>		
Net profit/ (loss) before Income Tax	(1.88)	6.62
Adjustment for:		
Depreciation expense	0.19	0.11
Net (gain)/ loss on disposal of Property, plant and equipment	0.01	-
Net gains on sale of investments	(3.78)	(1.76)
Net fair value gains on financial assets measured at fair value through profit or loss	(1.87)	(4.03)
Interest on income tax refund	(0.49)	(0.11)
Interest income from bank deposits measured at amortised cost	(0.01)	(0.12)
Employee stock option expense	3.10	4.64
(Reversal)/allowance for expected credit loss (net)	(0.02)	(0.24)
Bad debts write off	-	0.41
Unrealised Exchange Difference (net)	(0.00)	(0.01)
<b>Operating Profit / (Loss) before working capital changes</b>	<b>(4.76)</b>	<b>5.52</b>
Adjustment for:		
(Increase)/ decrease in trade receivables	(0.81)	6.48
(Increase)/ decrease in other financial assets	(0.15)	1.77
(Increase)/ decrease in other assets	0.06	(0.07)
Increase / (decrease) in trade payables	0.13	(0.03)
Increase / (decrease) in contract liabilities	(0.82)	2.98
Increase / (decrease) in employee benefit obligations	1.88	0.26
Increase / (decrease) in other financial liabilities	0.07	(0.18)
Increase / (decrease) in other liabilities	(0.98)	(0.95)
<b>Cash generation from Operations</b>	<b>(5.39)</b>	<b>15.78</b>
Income taxes paid (net of refunds received, including interest thereon)	2.09	(1.21)
<b>Net Cash Flow from/ (used in) Operating Activities</b>	<b>(3.30)</b>	<b>14.57</b>

# Cash Flow Statement (2/2)

Particulars	Year ended 31 March 2026	Year ended 31 March 2025
<b>Cash Flow from Investing Activities:</b>		
Payments for purchase of property, plant and equipment	(0.46)	(0.12)
Proceeds from sale of property, plant and equipment	0.01	-
Funds invested in bank deposits	1.94	(0.11)
Proceeds from sale of investments	82.14	73.75
Payments for purchase of investments in mutual funds	(73.75)	(89.48)
Advance for investment in mutual funds	-	(0.30)
Interest received	0.01	0.23
<b>Net cash inflow /(outflow) from investing activities</b>	<b>9.89</b>	<b>(16.03)</b>
<b>Cash Flow from Financing Activities:</b>		
Application money received for exercise of stock options	0.09	0.26
Application money pending allotment	0.00	0.04
Payment towards buy back of equity shares (including transaction costs)	(8.46)	-
<b>Net cash inflow from financing activities</b>	<b>(8.36)</b>	<b>0.30</b>
Net Increase/(Decrease) in Cash and Cash Equivalents	(1.77)	(1.16)
Cash and Cash Equivalents as at beginning of the year	3.64	4.78
Effects of exchange rate changes on cash and cash equivalents	(0.00)	0.02
<b>Cash and cash equivalents as at end of the year</b>	<b>1.87</b>	<b>3.64</b>

# 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 refund liabilities, till the time of measurement
- (4) **Entities Profiled** refer to the profiles curated 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) **PAT excluding deferred tax adjustments and Statutory impact of new Labour Codes** is calculated as Profit/(loss) for the period plus Deferred Tax adjustments plus Statutory impact of new Labour Codes
- (7) **PAT excluding IPO expense, Deferred Tax, Statutory impact of new Labour Codes and CCPS** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax plus Statutory impact of new Labour Codes 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 FY21 in this presentation
- (8) **Free Cash Flow** is calculated as Net Cash Flow from/ (used in) Operating Activities less Capex (payments for purchase of property, plant and equipment)
- (9) **Organic Search Traffic** - Traffic originating from an organic search result
- (10) **Existing Customer** - An account which had also contributed to the accrued revenue prior to the given financial year/ reporting period.
- (11) **New Customer** - An account contributing to the accrued revenue for the first time in the given financial year/ reporting period
- (12) **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](mailto:investor.relations@tracxn.com)

[www.tracxn.com/investor-relations](http://www.tracxn.com/investor-relations)