

May 26, 2025

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, 2025.

This is in continuation to our letter dated May 21, 2025 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Monday, May 26, 2025 at 5:00 P.M. (IST) to discuss the Audited Financial Results for the quarter and year ended March 31, 2025.

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



Private Market Intelligence Platform

**Q4 FY25 Investor Presentation
26th May 2025**

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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 & FY25 Financial Performance

Q4 FY25: Financial Performance Summary

Continued growth in Volume and Deferred Revenue

REVENUE	PROFITABILITY	OTHER
Revenue from Operations 21.1 Cr. ▲ 4.1% YoY	EBITDA (EBITDA Margin) -0.8 Cr. (-3.9%) ▼ 1.5 Cr. YoY	Customer Accounts (#) 1,926 ▲ 46.8% YoY
Total Income 22.7 Cr. ▲ 5.3% YoY	PAT¹ (PAT Margin¹) 0.5 Cr. (2.6%) ▼ 0.9 Cr. YoY	Deferred Revenue* 37.5 Cr. ▲ 14.0% YoY

In INR

Note: (1) PAT for Q4 FY25 is excluding deferred tax adjustments

(*) Including proforma bills wherein invoice is to be raised after payment is received

FY25: Financial Performance Summary

Continued growth in Volume, Deferred Revenue and Cash

REVENUE	PROFITABILITY	CASH	OTHER
Revenue from Operations 84.5 Cr. ▲ 2.1% YoY	EBITDA (EBITDA Margin) 0.8 Cr. (1.0%) ▼ 3.8 Cr. YoY	Free Cash Flow¹ 14.3 Cr. ▲ 4.1 Cr. YoY, up from FY24	Customer Accounts (#) 1,926 ▲ 46.8% YoY
Total Income 90.4 Cr. ▲ 3.8% YoY	PAT³ (PAT Margin³) 4.9 Cr. (5.8%) ▼ 1.6 Cr. YoY	Cash & Cash Equivalent^{1,2} 94.6 Cr. ▲ 25.7 % YoY ▲ 19.4 Cr. YoY	Deferred Revenue* 37.5 Cr. ▲ 14.0% 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 2025

(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs as on 31st Mar 2025

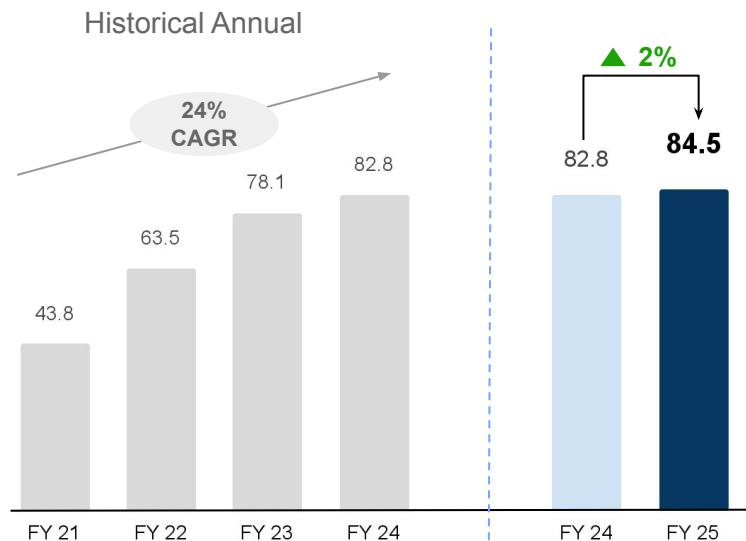
(3) PAT for FY25 is excluding deferred tax adjustments

(*) Including proforma bills wherein invoice is to be raised after payment is received

FY25: Revenue Growth

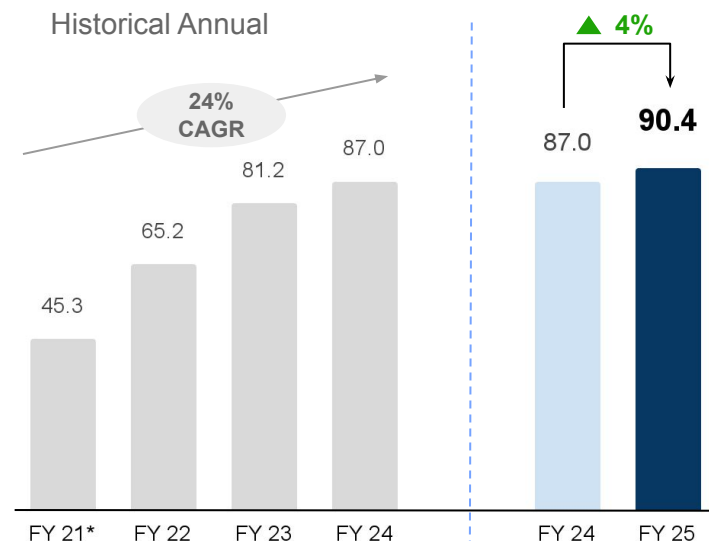
Revenue from Operations

(in INR Cr.)



Total Income

(in INR Cr.)



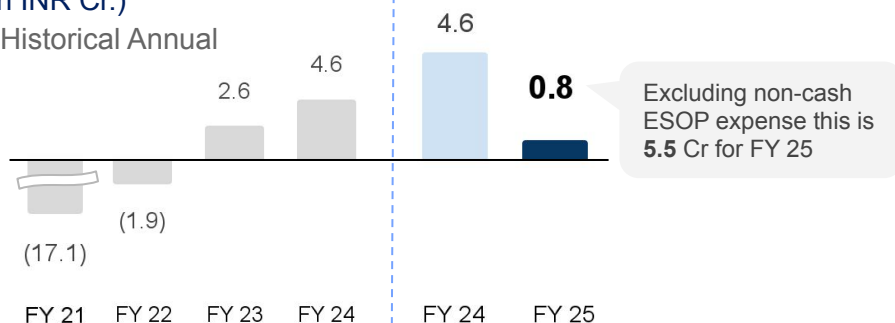
Note: (*) Total Income excludes Fair value gain/ (loss) on CCPS for FY21

FY25: Profitable Operations - EBITDA & PAT

EBITDA

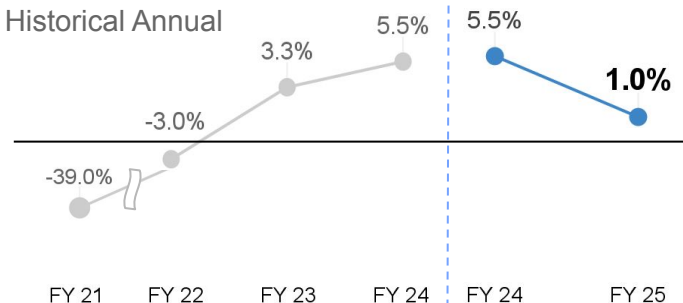
(in INR Cr.)

Historical Annual



EBITDA Margin

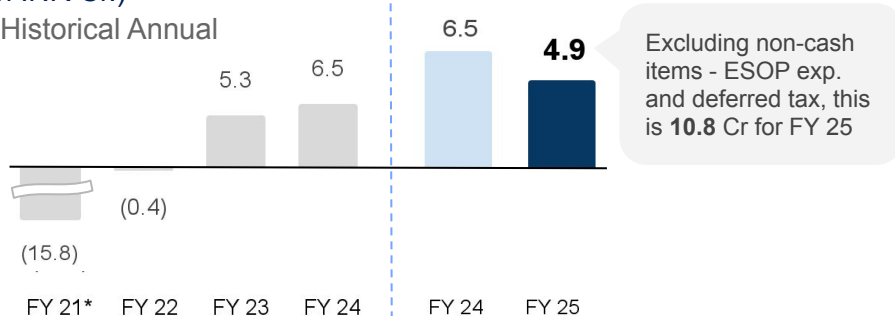
Historical Annual



PAT¹

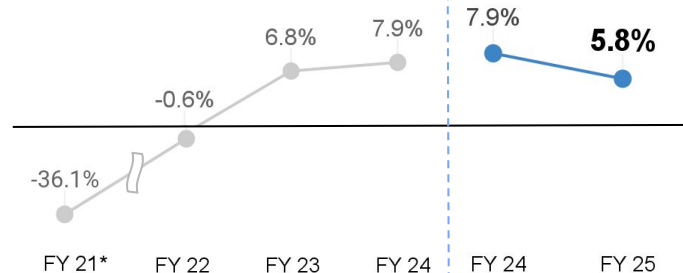
(in INR Cr.)

Historical Annual



PAT Margin¹

Historical Annual



Incremental Revenue going into Bottomline

		Historical Annual:			
	FY 25	FY 21	FY 22*	FY 23*	FY 24
Revenue from operations	84.5	43.8	63.5	78.1	82.8
Incremental Revenue from Operations (Δ)	+1.7	+6.4	+19.7	+14.7	+4.7
EBITDA	0.8	(17.1)	(1.9)	2.6	4.6
Incremental EBITDA (Δ)	(3.8)	+5.4	+15.1	+4.5	+2.0
Incremental EBITDA as a % of Incremental Revenue from Operations	-	84%	77%	31%	43%

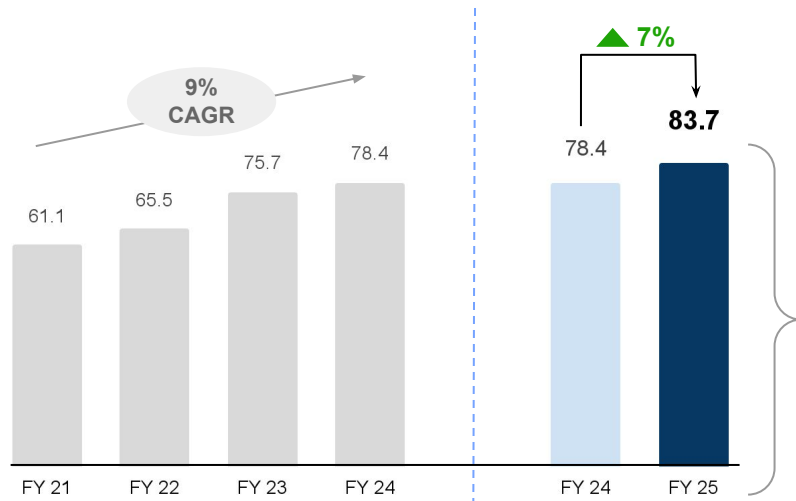
(in INR Cr.)

Incremental revenue offset by increase in cost
Investing aggressively across various growth initiatives

FY25: Expense Breakup

Total Expense (in INR Cr.)

Historical Annual



Total Expense - Breakup (for FY25)

(in INR Cr.)

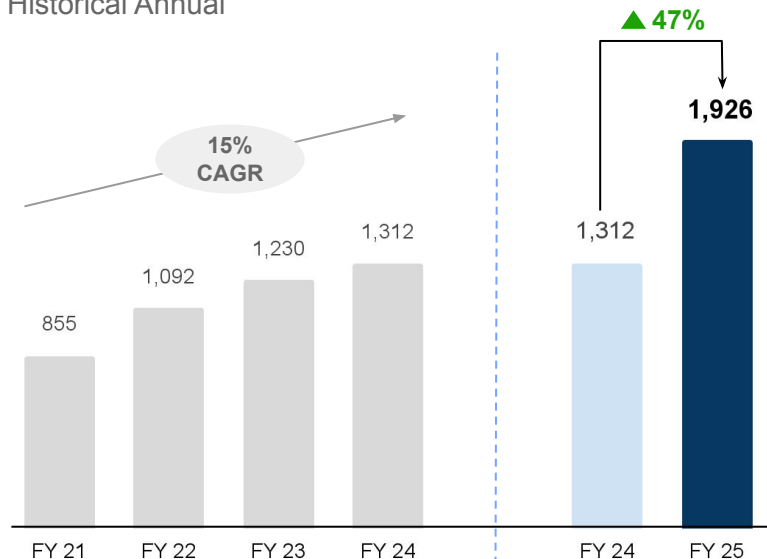
	FY25	% of Total Expense
Employee Benefit Expenses	73.9 Cr.	88.2%
<i>Salaries, Wages & Bonus</i>	67.2 Cr.	80.3%
<i>Employee Stock Option Expense</i>	4.6 Cr.	5.5%
<i>Other Employee Benefit Expenses</i>	2.0 Cr.	2.4%
Depreciation Expense	0.1 Cr.	0.1%
Other Expenses	9.8 Cr.	11.7%
<i>Cloud Hosting Charges</i>	2.4 Cr.	2.9%
<i>Rent for Building</i>	2.1 Cr.	2.5%
<i>Remaining Other Expenses</i>	5.2 Cr.	6.2%
Total Expenses	83.7 Cr.	100%

- Bulk or 88% of total expense is **emp. cost** (89% in FY22, 88% in FY23 & FY24)
- **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)

FY25: Accelerated Volume Growth

Customer Accounts (#)

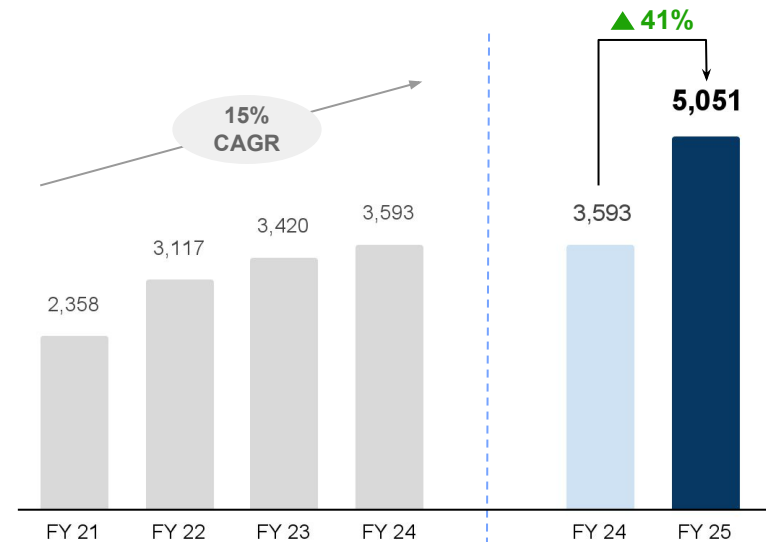
Historical Annual



FY25 was the highest net account additions,
due to various growth initiatives

Users (#)

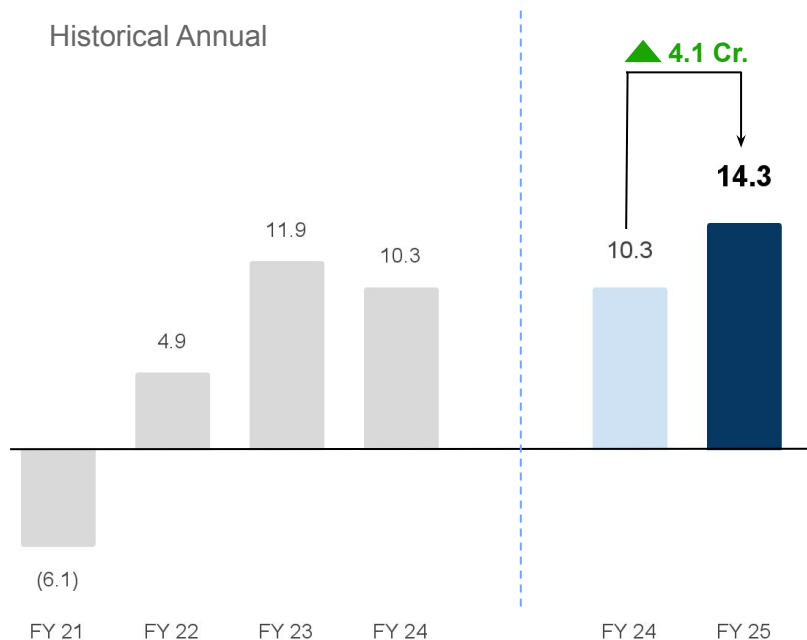
Historical Annual



FY25 was the highest net user additions

FY25: FCF and Cash & Cash Equiv.

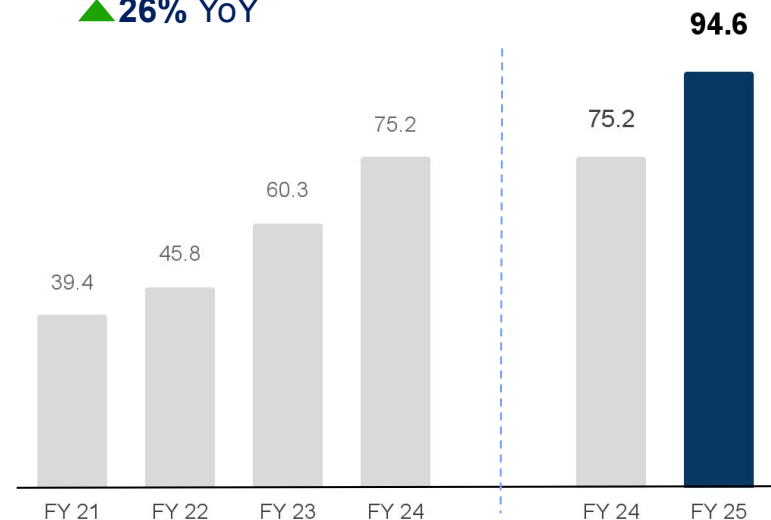
FCF (Free Cash Flow)¹ (in INR Cr.)



Cash & Cash Equivalents^{1,2} (in INR Cr.)

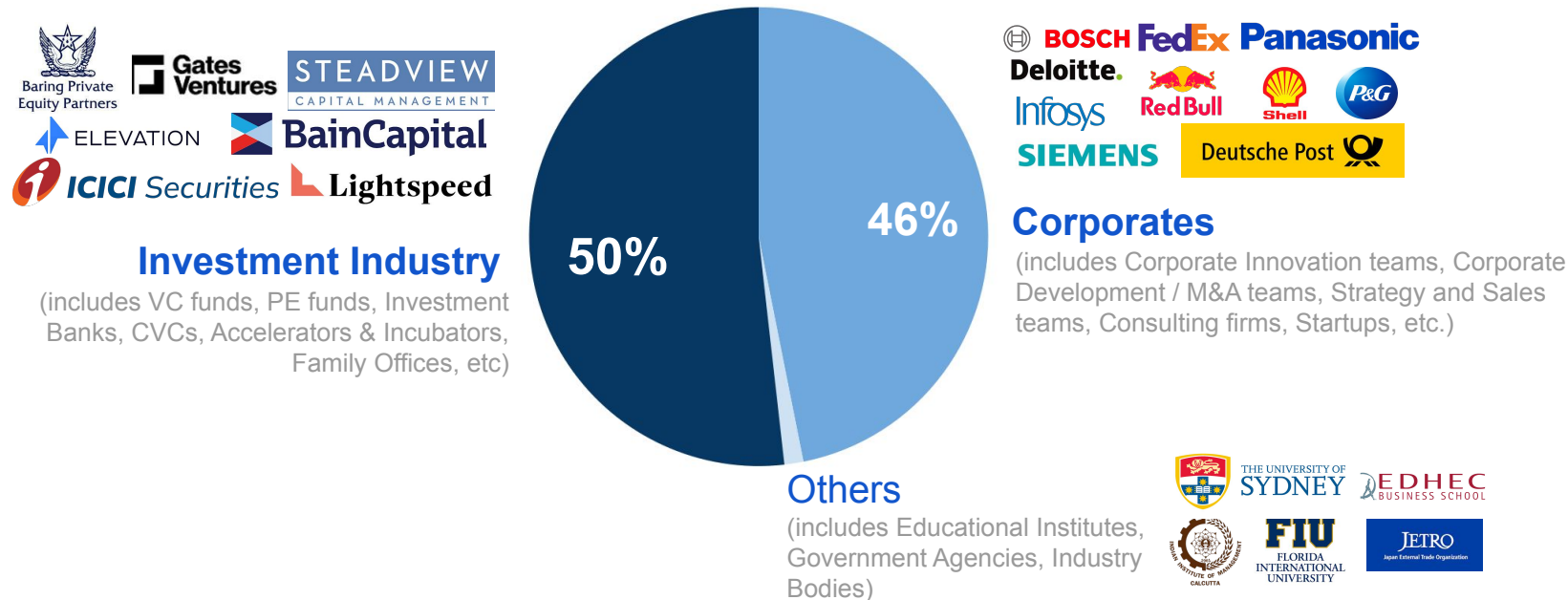
94.6 Cr.

- ▲ Added 19.4 Cr. YoY
- ▲ 26% 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 in FY23 and FY24

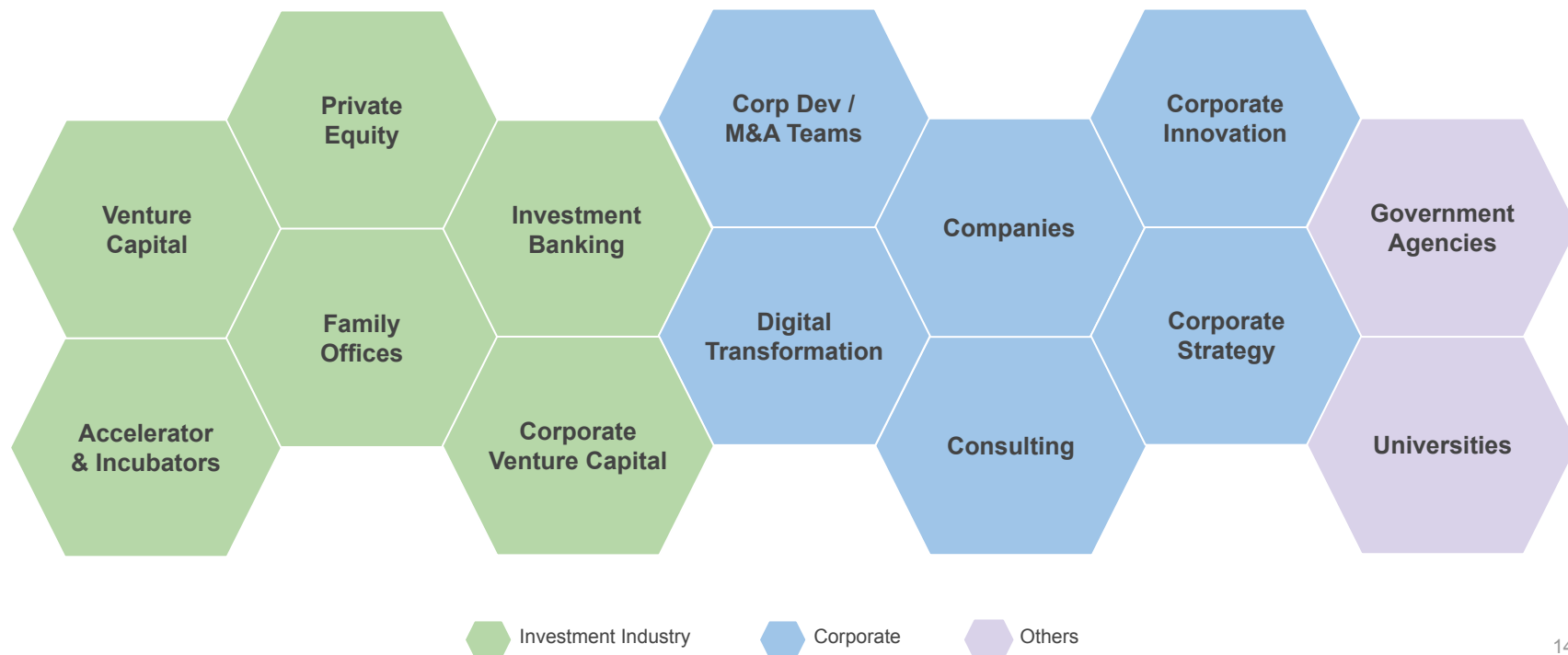
FY25: Split by Customer Type



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

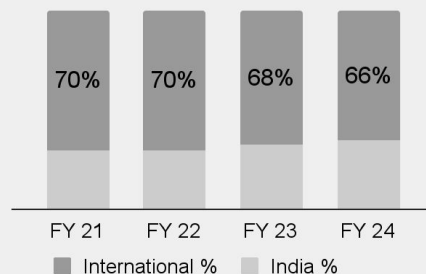
60% International revenue in FY25



International Revenue
60%

Historical annual

International Revenue Share



Customers span over **50+ countries***

Top 5 countries by #customer accounts*:

India, USA, UK, Singapore, Germany



Note: (*) Based on customer accounts as on end of period

FY25: Revenue Growth

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

	FY23	FY24	FY25	YoY %
India Revenue	25.0	28.4	33.5	18%
International Revenue	53.1	54.3	51.0	-6%
Total Revenue	78.1	82.8	84.5	2%

Accelerated growth in India due to launch of vertical teams

Continued Growth in Large Accounts*

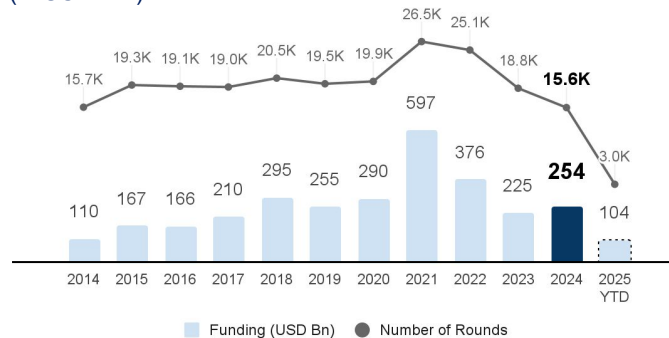
Revenue	FY 21	FY 22	FY 23	FY 24	FY 25
INR 20L+ accounts	13	26	33	40	46
INR 30L+ accounts	5	11	22	23	22
INR 40L+ accounts	3	6	12	16	19

Indicates continued headroom for growth in ASP

Private Markets - Quick snapshot (1/2)

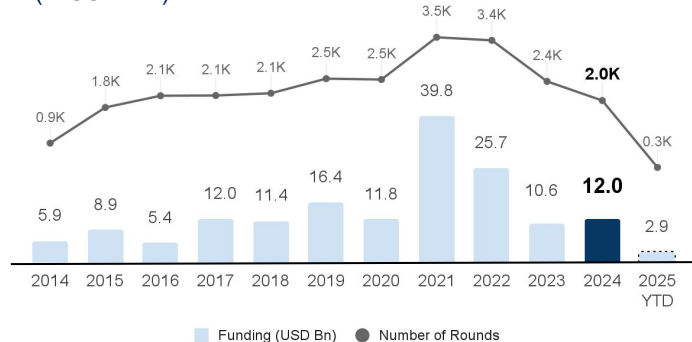
Global Tech Funding

(in USD Bn.)



India Tech Funding

(in USD Bn.)



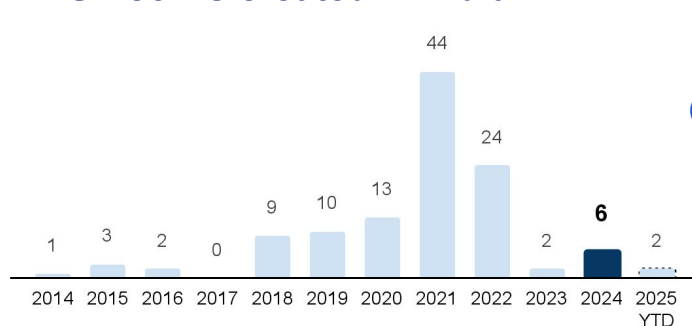
GLOBAL TECH FUNDING:

CY24 had **2nd lowest deal value** in last the 7 years and **lowest deal volume** in the last 10 years

Unicorns created globally



Unicorns created in India



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

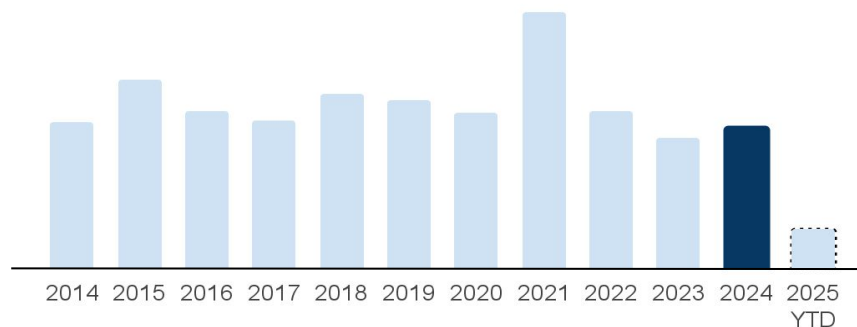
CY24 was **2nd lowest** in the last 7 years

Private Markets - Quick snapshot (2/2)

Recovery in Global M&A deal value and IB fees

Global M&A

(in USD Tn.)

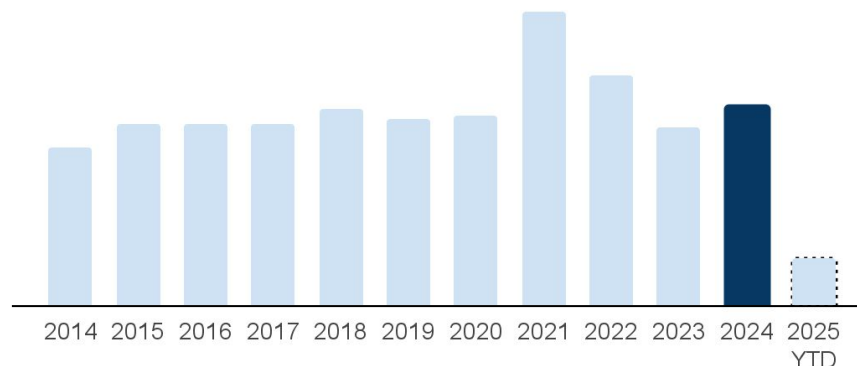


GLOBAL M&A:

CY24 was second lowest in 10yr

M&A advisory fees

(in USD Bn.)



IB M&A ADVISORY FEES:

CY24 saw some recovery

Q4 FY25: Greenshoots (1/5)

Growth has accelerated for the India geo due to vertical BU teams

India Geo - Q4 & FY25 Revenue & Account Growth

India (FY25)

33.5 Cr

Rev from Ops
(40% overall FY25 revenue)

↑ **18%**

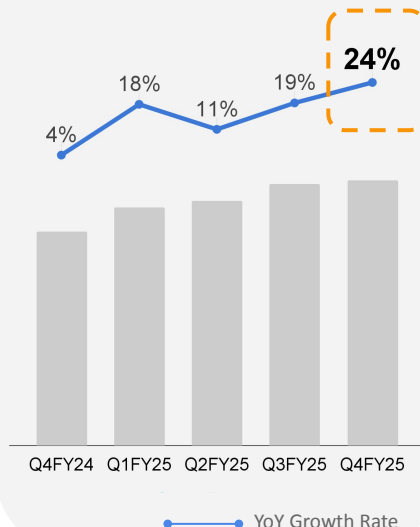
YoY Rev. from Ops

↑ **65%**

YoY #Accounts

India (Q4 FY25)

India - Quarterly Revenue Growth

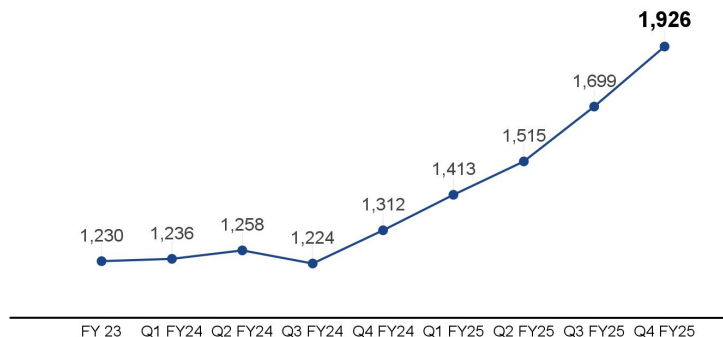


- **India BU growth accelerated** from 14% in FY24 to **18% in FY25**. In Q4FY25, growth was higher at 24% YoY
- Primarily due to the growth initiatives mainly - launch of **vertical BU teams**
- We have started **replicating this strategy internationally** and plan to scale the vertical teams to the key regions

Q4 FY25: Greenshoots (2/5)

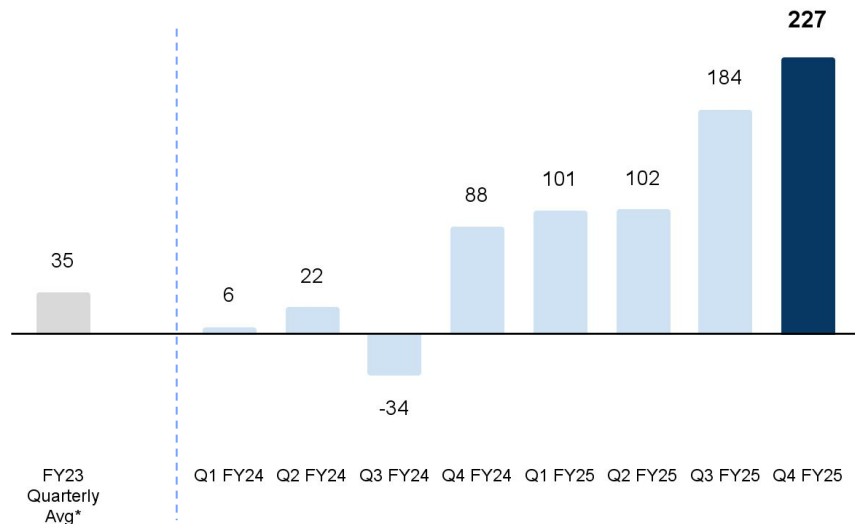
Continued high overall volume growth

Customer Accounts (#)



Q4 FY25 addition highest
due to various growth initiatives

Customer Accounts - Net Addition

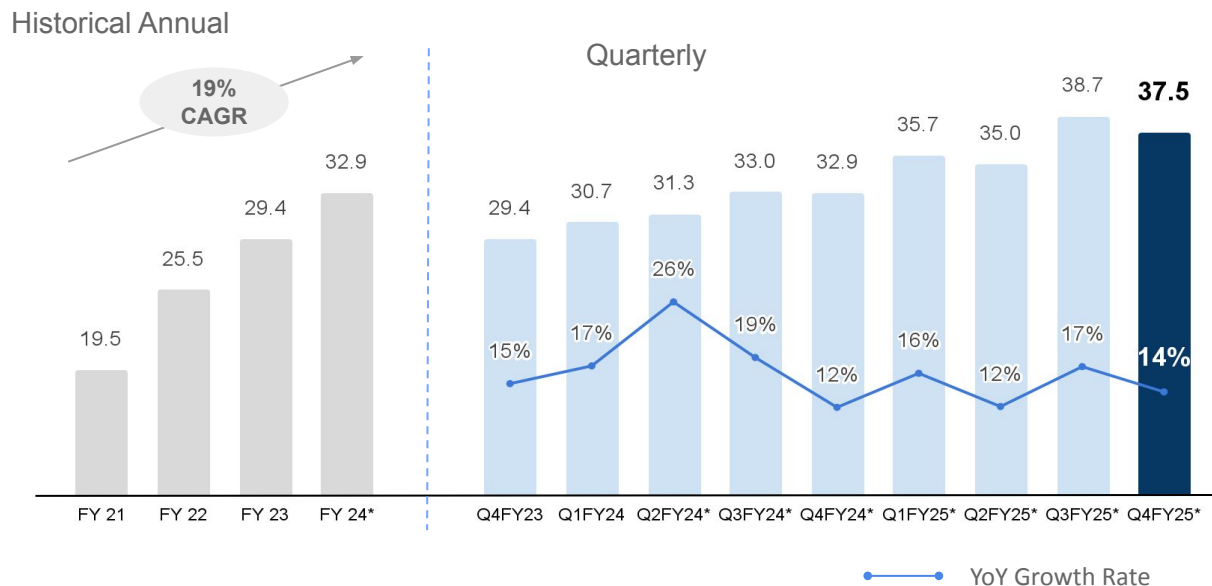


Q4 FY25: Greenshoots (3/5)

Deferred revenue continues to hold

Deferred Revenue

(in INR Cr.)



Note: (*) Including proforma bills wherein invoice is to be raised after payment is received

Q4 FY25: Greenshoots (4/5)

Volume growth starting in international customer segments as well

Revenue split by India and International, & Account growth
(in INR Cr.)

	FY24			FY25		
	FY24 Revenue	Revenue YoY %	#Accounts YoY%	FY25 Revenue	Revenue YoY %	#Accounts YoY%
India	28.4	14%	20%	33.5	18%	65%
International	54.3	2%	-5%	51.0	-6%	26%
Total	82.8	6%	7%	84.5	2%	47%

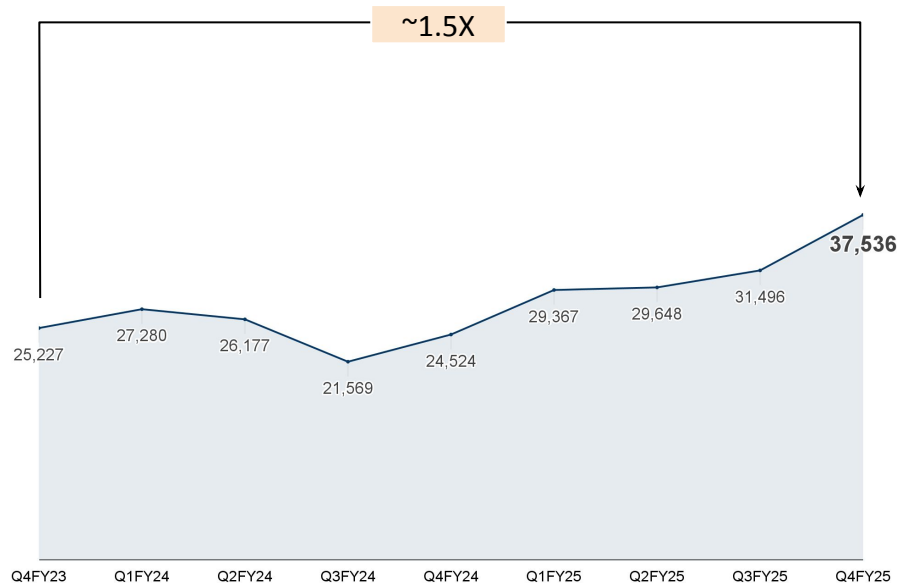
In India, the volume growth accelerated from 20% YoY in FY24 to 65% YoY in FY25 which subsequently saw revenue growth accelerate.

Similarly, we are seeing volume growth starting to happen in international customers.

Q4 FY25: Greenshoots (5/5)

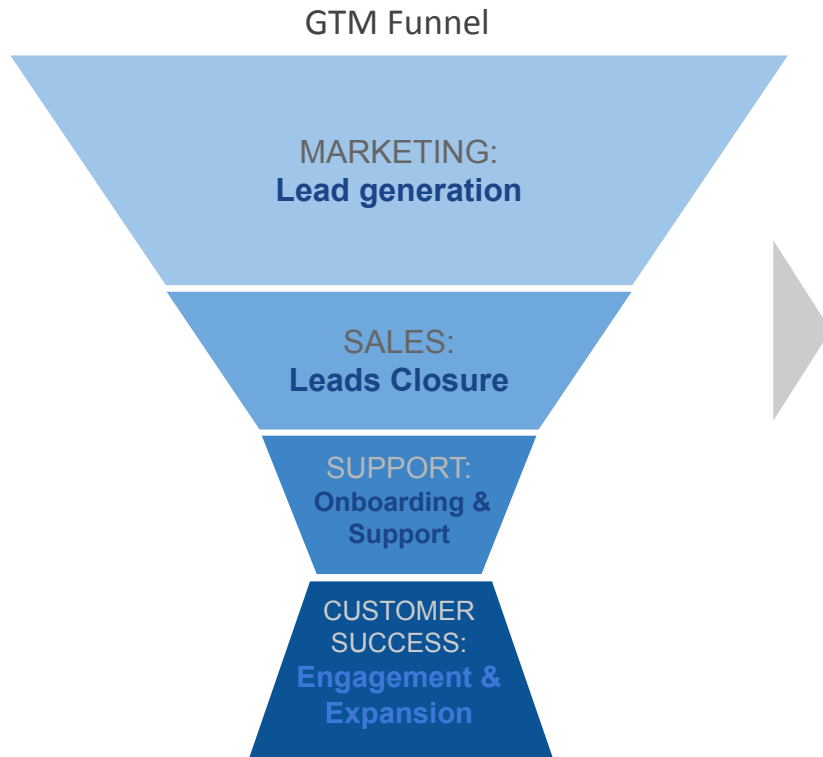
Platform Engagement continues to increase

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



Customers' platform engagement continues to increase - customer exports & myanalyst queries have grown **~1.5X** over the last 2 yrs

Growth Initiatives

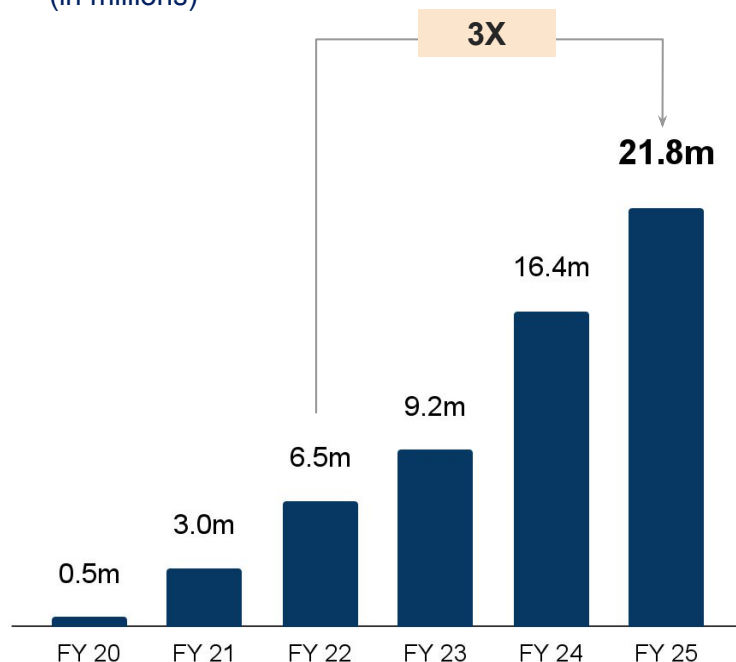


Over the last few quarters, we have been investing heavily across various growth initiatives spanning across sales, marketing and account expansion.

The following slides give an overview of some of the key initiatives launched where we are seeing good results and expect further acceleration.

Select Recent Growth Initiatives

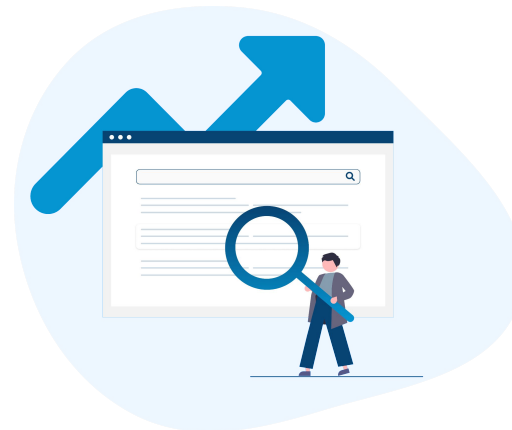
Organic Search Traffic* (in millions)



Note: (*) Source: Search Console & Internal Estimates

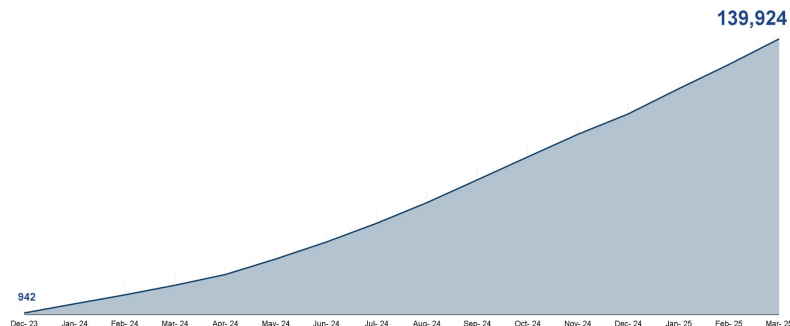
1 Scaling Organic Traffic & Inbound Leads Pipeline

- We have built a large organic inbound traffic funnel, & it continues to increase
- **Over 21 Million** visits in FY25
- This is a 3x increase in the last 3 years

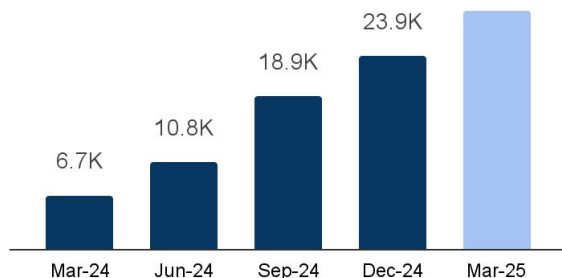


Select Recent Growth Initiatives

#Tracxn Lite Signups¹



#Avg. Monthly Active Users²



2 Tracxn Lite

- Had launched **Tracxn Lite** ~last year 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)
- **Great traction** - in just a little over one year since launch, more than **1,39,000 sign ups** for Tracxn Lite, with pace of acquisition increasing QoQ. Monthly active users have crossed **30,000**
- Very good **increase** in **overall sales acquisition pipeline**. For instance - Q4FY24 v/s Q4FY25
 - #Organic sign-ups have **almost tripled** (2.7X)
 - Avg monthly actives have **quadrupled** (4.4X)
 - Avg. #users / day hitting the credit limit **almost tripled**
 - Increase in upgrade requests, demos, etc.

Note: (1) Cumulative #, does not include ~2L old unpaid users migrated to Tracxn Lite (2) Quarterly average, Includes users from organic signups and old unpaid users that were migrated to Tracxn Lite

Select Recent Growth Initiatives

3 Specialized Teams - Universities



- Specialized 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 very good success: Customer count* has **increased over 300%** in this segment and **revenue has increased 100%** in FY25 YoY
- Added many top-university accounts as customers (eg. 3 IIMs, 5 IITs, BITs)
- Tracxn has been introduced into some of the top B-school courses (eg. IIMs, ISB, XLRI)
- Lot of work on increasing engagement - eg. through inclusion in relevant courseworks, on-campus onboarding sessions for incoming students, etc.

Select University Accounts:



UK



Australia



USA



Germany



France



Mumbai



IIT Kanpur



Calcutta



Lucknow



ISB

Note: (*) Accounts on library / department pack in this segment

Select Recent Growth Initiatives

Specialized teams for:

4 Startups



- We continue to see high volume of inbound leads from startups
- Though they are served by the same platform, they have a differentiated use case and workflow requirements
- Some of the uses cases that are particularly interesting for startups are Fundraising, Competitor analysis, Market research & Business development
- FY25 saw over 100% volume growth YoY with ~60% revenue from international customers

5 Accelerators & Incubators

UNTERNEHMER
TUM



- Focusing on customers across private incubators, government incubators, universities and corporates globally
- Good initial success: Increased pace of acquisition in this segment
- Over 50% revenue from new accounts in this segment was from international customers in Q4FY25

Select Recent Growth Initiatives

Specialized teams for:

6 Investment Bank



- Specialised team for selling to IBs through both inbound & outbound
- Coupled with augmenting the platform coverage for this segment. For instance, increased coverage of private company financials and key ratios, VC & PE databases for their outreach efforts, etc.
- Launched additional features - for eg. startups can mention if they are looking to hire an IB on our platform, which becomes a sales pipeline for the investment banks
- Seeing very good initial success:
 - Continued logo penetration in India by ~1% MoM
 - Pace of new customer acquisition has ~tripled
 - India #accounts grew by 70% & revenue by ~30% YoY
- Started scaling this to other key geos, and expect further acceleration in this segment

7 Corporate Sales

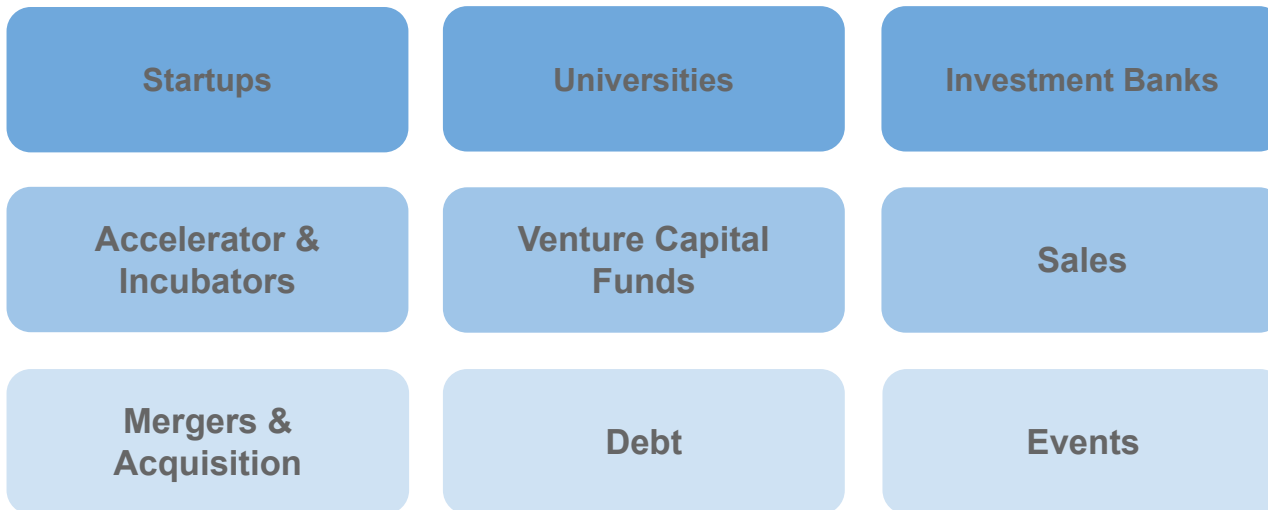


- New specialized team focussed on users with corporate sales focus, typically looking to scout and analyze companies across sectors and geos for lead generation, market analysis, comps benchmarking, business development mandates, and more
- Augmenting data for this segment - for eg. pincodes data, CXO profiles etc.
- #Accounts grew by over 100% YoY in FY25
- Over 50% revenue in this segment was from international customers in FY25

Select Recent Growth Initiatives

8 Seeing good results from the specialised teams

List of launched vertical sales units



We expect further acceleration in pace of customer growth and market share increase through these additionally launched teams

Select Recent Growth Initiatives

9

Increasing Coverage of Private Company Financials

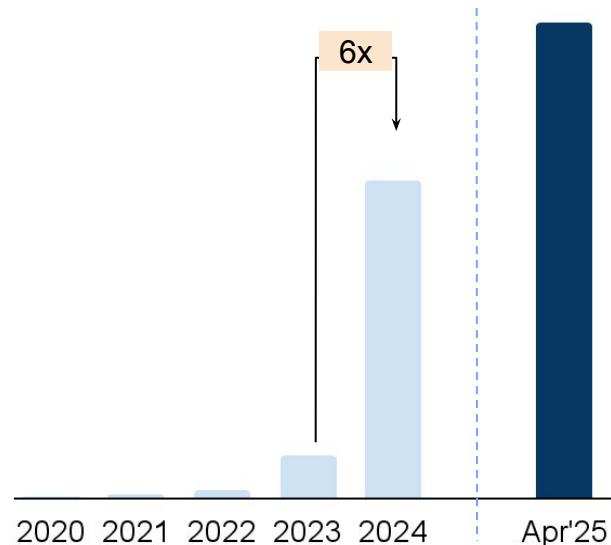
Currently cover private company financials across **20+** countries

Major countries by coverage

- | | | |
|------------------|------------------|----------------|
| • India | • Norway | • Australia |
| • United Kingdom | • Denmark | • Italy |
| • Croatia | • Czech Republic | • South Korea |
| • Germany | • Sweden | • New Zealand |
| • Belgium | • France | • Ireland |
| • Thailand | • Austria | • Brazil* |
| • Singapore | • Latvia | • Malta* |
| • Poland | • Finland | • Philippines* |
| • Malaysia | • Estonia | • Slovakia* |



Financials Covered



1.6Mn+ companies with revenue data &
1.1Mn+ companies with detailed financials
available on the platform[#]

Note: (*) New countries added in 2025, (#) As on 30th April 2025

YoY growth is excluding the changes on account of one-time refactoring of first year financials

Select Recent Growth Initiatives

9

Increasing Coverage of Private Company Captables

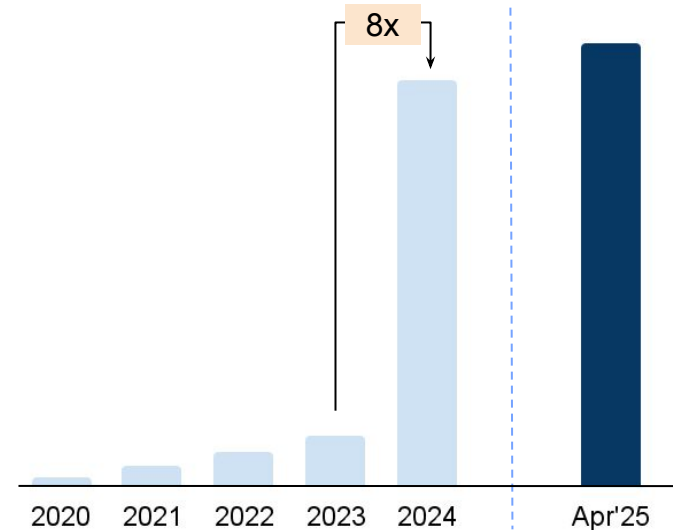
Currently cover private company captables across **15+** countries

Major countries by coverage

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



Companies with Captables



341K+ companies with detailed shareholding available on the platform[#]

Select Recent Growth Initiatives

9

Launched Legal Entities Database

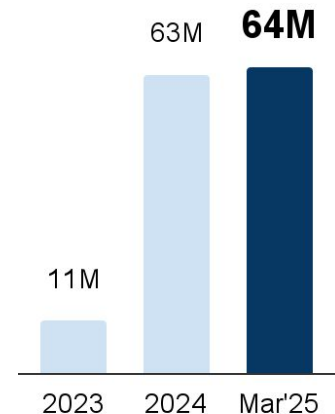
Currently cover **60M+** legal entities across key geographies

Major countries by coverage

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



Legal Entities (in millions)



Seeing good customer usage with legal entities page views increasing QoQ

Select Recent Growth Initiatives

9 Building deeper coverage of Regulatory Data on private companies & legal entities

Examples of a few regulatory datasets live as well as in pipeline

Loans and Charges	Patent Data	Legal Cases
Trademarks Data	Related Party Transactions	Bankruptcy Filings
FDA Approval Data	Fund & AIF Data	Taxation Data
Govt Procurement Data	EXIM Data	.. and more

This helps us increase penetration in existing and new customer segments

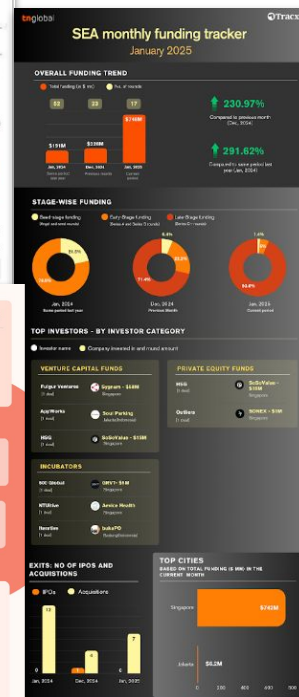
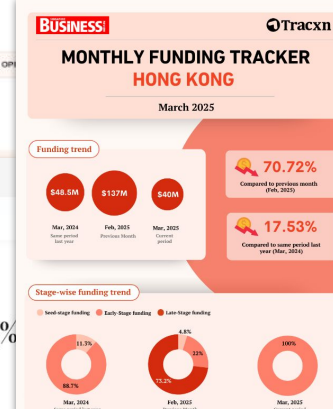
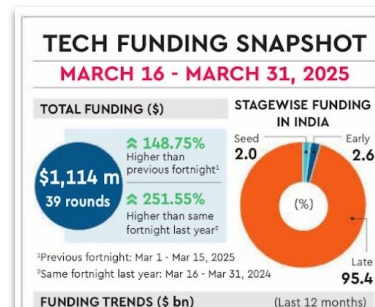
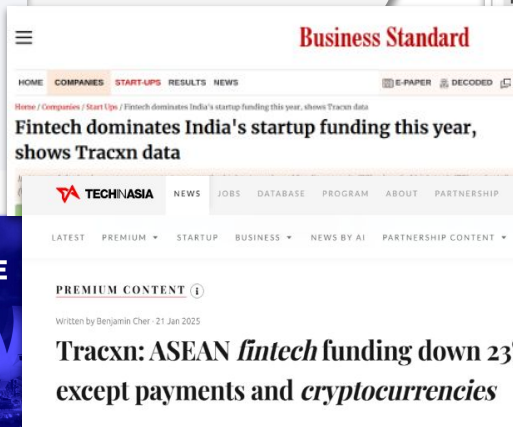
Select Recent Growth Initiatives

10

Increased Press Mentions

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

3,000+
Press Mentions
across media*



eg. Partnerships

eg. Report coverage

eg. Regular Columns in newspapers

eg. Others

Note: (*) in FY25

AI in Data Production

We continue to harness GenAI in data production yielding significant and promising results. We have been able to multiply our datasets while reducing manual intervention, which is a great testimony to our use of automation and intelligence in data production.

- In 2024, we increased the coverage of key data points on the platform **over 5X** with **~10% reduction in data production team's headcount**
- Additionally in the last quarter (Q4 FY25), our data production headcount was further optimized by another ~10%, indicating increased efficiency in the data production through automation, while the throughput further accelerated

We are leveraging AI in several stages of our data production and others:

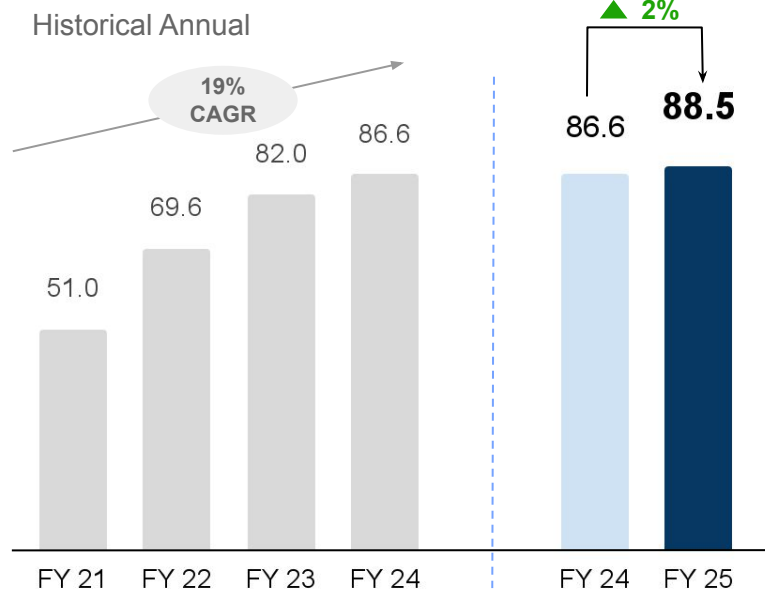
- **Identification** of upcoming private companies, **data extraction** from unstructured data & documents including in non-English languages, enabling massive scalability to accelerate the pace of data addition; industry **classification**, & more
- **Data production:** for company profiling and for augmenting transaction data sets (including funding, acquisitions, etc.) as well as improving data accuracy
- **Engagement & Outreach:** Empowering our **GTM teams** by refining lead profiling, sentiment analysis of interactions, and optimizing engagement strategies

We expect continued **optimization** in the data production units and the **throughput** of the systems to further **accelerate**. We are excited about the possibilities with GenAI technology and its potential to help build data on private companies globally.

FY25: Other KPIs

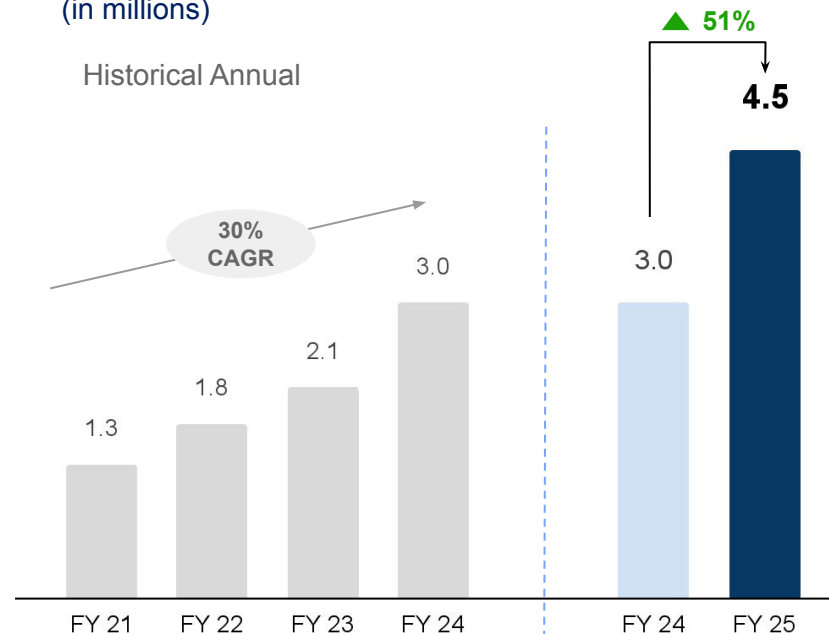
Contract Price*

(in INR Cr.)



Entities Profiled, on platform

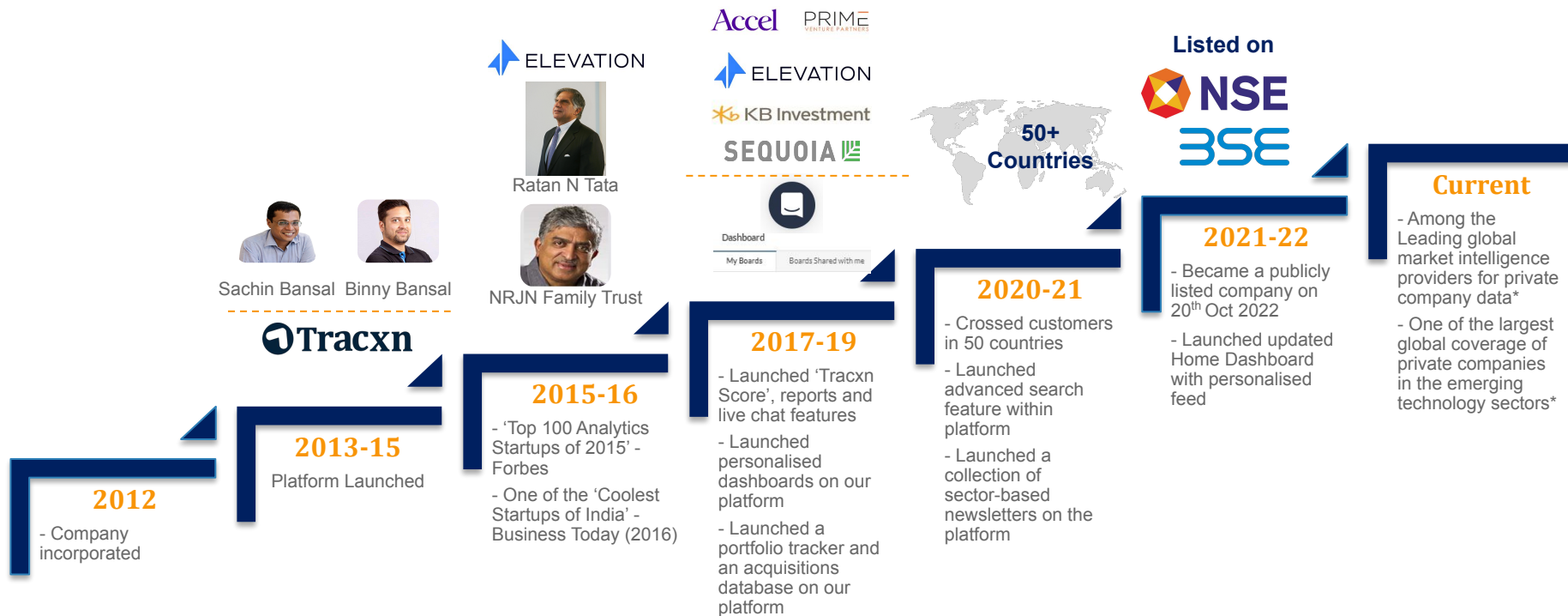
(in millions)



Note: Entities Profiled are as on respective end of period (*) Including proforma bills wherein invoice is to be raised after payment is received

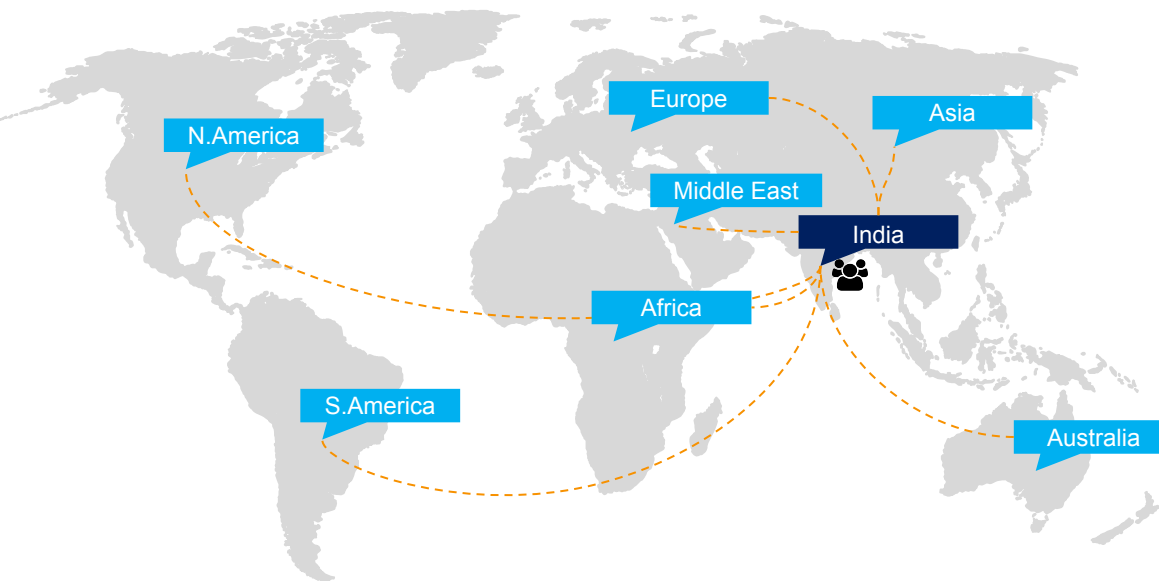
Business Overview

Our Journey



Note: (*) According to "Global Information Services Market" report by Frost & Sullivan
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)



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**
- Venture Partner at **Prime Venture Partners**
- Co-Founder of **Samast Technologies**
- Worked previously at **Bain, 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 **Flipkart, Aspada Investment & Peepul Capital**



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 2024***

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

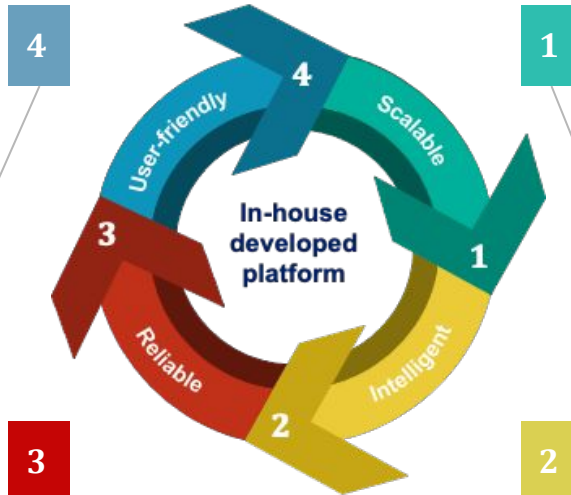
Hosted on cloud servers – ensures minimum downtime

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

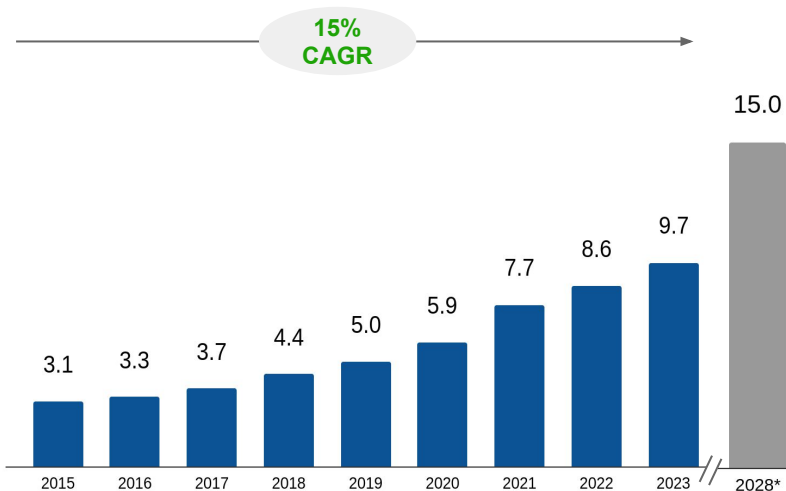
In-house data mining engine – automate discovery of new-age companies by tracking 836 mn+ domains across emerging technology sectors and sector classification of entities tracked

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

Large & Growing Market

Private Market AUM Growth¹

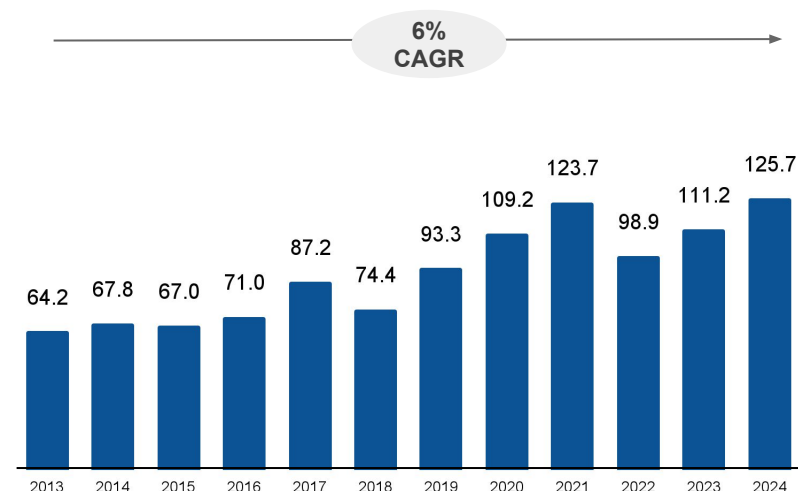
(in USD trillion)



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

Public Market Capitalization²

(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

FY25 Detailed Financial Statements

Profit & Loss Statement (1/2)

Particulars	Q4 FY25	Q3 FY25	Q4 FY24	FY25	FY24
Income					
Revenue from operations	21.14	21.39	20.32	84.47	82.77
Other income	0.03	0.05	0.03	0.28	0.31
Other gains/(losses) - net	1.55	1.45	1.23	5.62	3.96
Total Income	22.72	22.90	21.57	90.37	87.04
Expenses					
Employee benefit expense	19.36	18.64	17.78	73.87	69.26
Depreciation expense	0.04	0.04	0.04	0.11	0.17
Other expenses	2.59	2.31	1.87	9.76	8.93
Total Expenses	21.99	20.98	19.68	83.75	78.35
Profit / (Loss) before tax	0.73	1.91	1.89	6.62	8.68
Current tax (including relating to prior years)	0.24	0.09	0.05	0.46	0.18
Deferred tax (credit) / expense	8.07	0.41	0.42	15.71	2.00
Profit / (loss) for the period	(7.58)	1.42	1.43	(9.54)	6.50
PAT Margin	-35.86%	6.64%	7.02%	-11.30%	7.85%

Profit & Loss Statement (2/2)

Particulars	Q4 FY25	Q3 FY25	Q4 FY24	FY25	FY24
Profit / (loss) for the period	(7.58)	1.42	1.43	(9.54)	6.50
Less: Other Income	0.03	0.05	0.03	0.28	0.31
Less: Other gains/(losses) - net	1.55	1.45	1.23	5.62	3.96
Add: Depreciation expense	0.04	0.04	0.04	0.11	0.17
Add: Current tax	0.24	0.09	0.05	0.46	0.18
Add: Deferred tax (credit) / expense	8.07	0.41	0.42	15.71	2.00
EBITDA	(0.82)	0.45	0.67	0.83	4.59
EBITDA Margin	-3.86%	2.09%	3.31%	0.99%	5.54%
Profit / (loss) for the period	(7.58)	1.42	1.43	(9.54)	6.50
Add: Deferred tax adjustments	8.12	-	-	14.47	
PAT excl Deferred tax adjustments	0.54	1.42	1.43	4.93	6.50
PAT Margin excl Deferred tax adjustments	2.56%	6.64%	7.02%	5.83%	7.85%

Balance Sheet (1/2)

Particulars	As at March 31, 2025	As at March 31, 2024
ASSETS		
Non-current assets		
Property, plant and equipment	0.20	0.20
Intangible assets	-	-
Income tax assets (net)	6.23	5.47
Deferred Tax Asset	5.67	21.21
Total non-current assets	12.10	26.88
Current assets		
Financial assets		
i. Investments	89.58	68.05
ii. Trade receivables	1.67	8.34
iii. Cash and cash equivalents	3.64	4.78
iv. Other financial assets	2.88	4.23
Other current assets	0.86	0.80
Total current assets	98.63	86.20
Total assets	110.73	113.08

Balance Sheet (2/2)

Particulars	As at March 31, 2025	As at March 31, 2024
EQUITY		
Equity share capital	10.65	10.35
Other equity		
Reserves and surplus	55.15	60.53
Total equity	65.80	70.89
LIABILITIES		
Non-current liabilities		
Employee benefit obligations	4.56	3.38
Contract liabilities	0.56	0.41
Total non-current liabilities	5.13	3.79
Financial liabilities		
Current liabilities		
i. Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises; and	0.15	0.05
(b) Total outstanding dues other than (a) above	0.41	0.54
ii. Other financial liabilities	0.10	0.27
Employee benefit obligations	2.17	2.44
Contract liabilities	34.19	31.36
Other current liabilities	2.79	3.74
Total current liabilities	39.81	38.41
Total liabilities	44.93	42.20
Total equity and liabilities	110.73	113.08

Cash Flow Statement (1/2)

Particulars	Year ended 31 March 2025	Year ended 31 March 2024
Cash Flow from Operating Activities:		
Net profit/ (loss) before Income Tax	6.62	8.68
Adjustment for:		
Depreciation expense	0.11	0.17
Net (gain)/ loss on disposal of Property, plant and equipment	-	0.00
Net gains on sale of investments	(1.58)	(0.41)
Net fair value gains on financial assets measured at fair value through profit or loss	(4.21)	(3.64)
Interest on income tax refund	(0.11)	0
Interest income from bank deposits measured at amortised cost	(0.12)	(0.29)
Employee stock option expense	4.64	4.77
Bad debts written off	0.41	0.22
Impairment loss/ (reversal) on financial assets	(0.24)	0.06
Unrealised Exchange Difference (net)	(0.01)	0.02
Operating Profit / (Loss) before working capital changes	5.52	9.58
Adjustment for:		
(Increase)/ decrease in trade receivables	6.47	1.17
(Increase)/ decrease in other financial assets	1.47	(0.49)
(Increase)/ decrease in other assets	(0.07)	(0.37)
Increase / (decrease) in trade payables	(0.03)	(0.32)
Increase / (decrease) in contract liabilities	2.98	2.35
Increase / (decrease) in employee benefit obligations	0.26	0.61
Increase / (decrease) in other financial liabilities	(0.18)	0.03
Increase / (decrease) in other liabilities	(0.95)	1.36
Cash generation from Operations	15.48	13.92
Income taxes paid (net of refunds received, including interest thereon)	(1.21)	(2.67)
Net Cash Flow from/ (used in) Operating Activities	14.27	11.25

Cash Flow Statement (2/2)

Particulars	Year ended 31 March 2025	Year ended 31 March 2024
Cash Flow from Investing Activities:		
Payments for purchase of property, plant and equipment	(0.12)	(0.04)
Proceeds from sale of property, plant and equipment	-	0.03
Funds invested in bank deposits	(0.11)	16.94
Proceeds from sale of investments	73.75	59.11
Payments for purchase of investments in mutual funds	(89.48)	(85.73)
Interest received	0.23	0.29
Net cash inflow /(outflow) from investing activities	(15.73)	(9.41)
Cash Flow from Financing Activities:		
Application money received for exercise of stock options	0.26	0.36
Application money pending allotment	0.04	-
Net cash inflow from financing activities	0.30	0.36
Net Increase/(Decrease) in Cash and Cash Equivalents	(1.16)	2.20
Cash and Cash Equivalents as at beginning of the year	4.78	2.63
Effects of exchange rate changes on cash and cash equivalents	0.02	(0.05)
Cash and cash equivalents as at end of the year	3.64	4.78

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) **PAT excluding deferred tax adjustments** is calculated as Profit/(loss) for the period plus Deferred Tax adjustments
- (7) **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
- (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

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Bangalore - 560102

CIN : L72200KA2012PLC065294

Corporate Presentation: [Link](#)

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www.tracxn.com/investor-relations