

February 07, 2025

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

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

Dear Sir/Madam,

Sub: Earnings Presentation on the Unaudited Financial Results for the quarter and nine months ended December 31, 2024.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we have enclosed herewith the Earnings Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024, that will be circulated to the Investors/ Analysts for the Earnings Call scheduled on February 07, 2025, at 05.30 p.m. IST.

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

This is for your information and records.

Thanking you,

For Latent View Analytics Limited

P. Srinivasan

Company Secretary and Compliance Officer

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



Q3FY25

Investor Presentation

07 FEBRUARY 2025

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



Global footprint at
over 1600



Growth from existing
customers **17.5%(YTD)**



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



Adjusted EBITDA (YTD FY25)
23.5%



Consistent CSAT
8.5+

* - Including Decision point effective from Q2 FY25



INDUSTRY RECOGNITION OF OUR WORK

FORRESTER®

Customer Analytics
2024 Landscape

*ISG®

Supply Chain Analytics
2024 Leader

QIM | RESEARCH

Data Science Services
2024 Leader



Partner of the Year
2024



Best Brand of the Year
2024



Great Place to Work
2024-25

KEY TECHNOLOGY PARTNERSHIPS



Driving success across the globe for our clients and their subsidiaries across the globe



Our **1,600+** workforce across **NORTH AMERICA, LATAM, APAC, UK, and EU**, seamlessly supporting our clients through a combination of **Onshore, Nearshore, and Offshore** delivery models.

Organizational growth through **key evolutionary stages**



Key Focus areas over next 3 years



Expand Marketing Analytics for deeper client insights

Drive a Data-Driven Marketing Model to enhance product, channel, and customer experience strategies.



Continue Driving Impact through Scalable GenAI Solutions

Empower Business Transformation with LatentView's RAISE, delivering GenAI-driven solutions.



Enhance Data Engineering through Databricks partnership

Foster data engineering innovation and best practices in partnership with Databricks, empowering clients with cutting-edge cloud data solutions.



Grow Nearshore Centers for improved client support

Strengthen client proximity and support through expanded nearshore centers at Canada, Mexico and LATAM, enhancing delivery efficiency and client responsiveness.



Increase APAC presence with GCC to capture regional demand

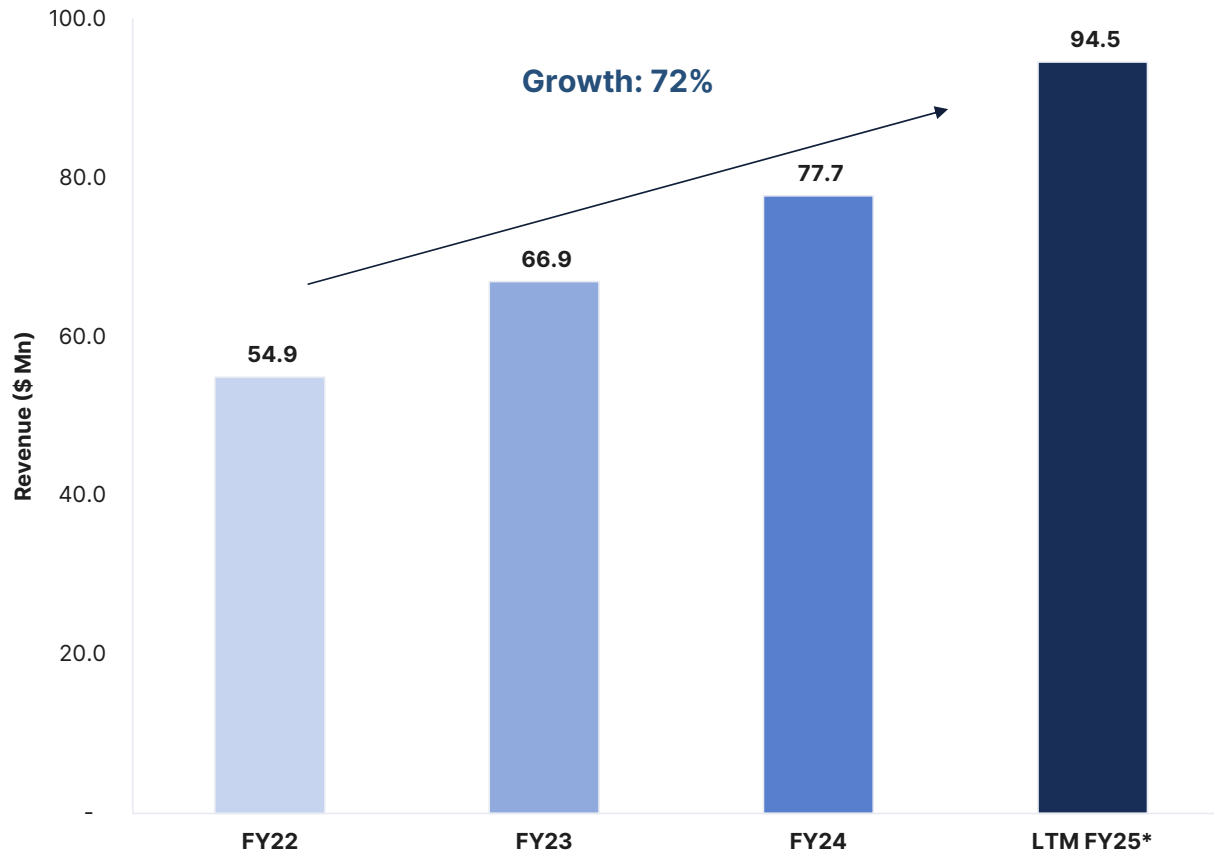
Expand India GCC hubs with a focused charter for rapid scaling, meeting growing demand, & enhancing regional expertise to support client need.



Invest in Talent Upskilling for advanced analytics and AI

Accelerate talent growth with L&D partnerships and in-house bootcamps, building a skilled, scalable workforce for future.

Revenue growth from year of listing (in \$ Mn)



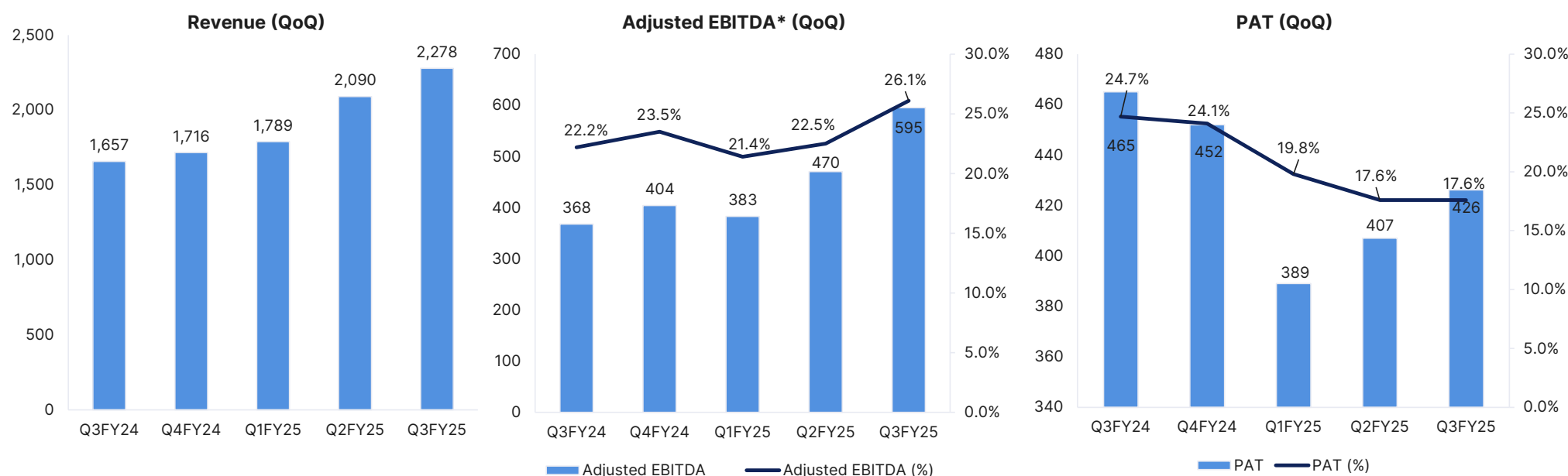
Growth of **1.6 times** delivered from since FY22, driven by strong relationships with **our top customers**.

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

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

* - Including Decision point effective from Q2 FY25

Comparison: Quarter-on-Quarter (5 quarters) & Year Ended (2 fiscal years) (figures In ₹ Million)



FY23	5,388
FY24	6,407

FY23	1,451	26.9%
FY24	1,360	21.2%

FY23	1,554	26.1%
FY24	1,587	22.2%

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

Consolidated Financial Summary Q3FY25

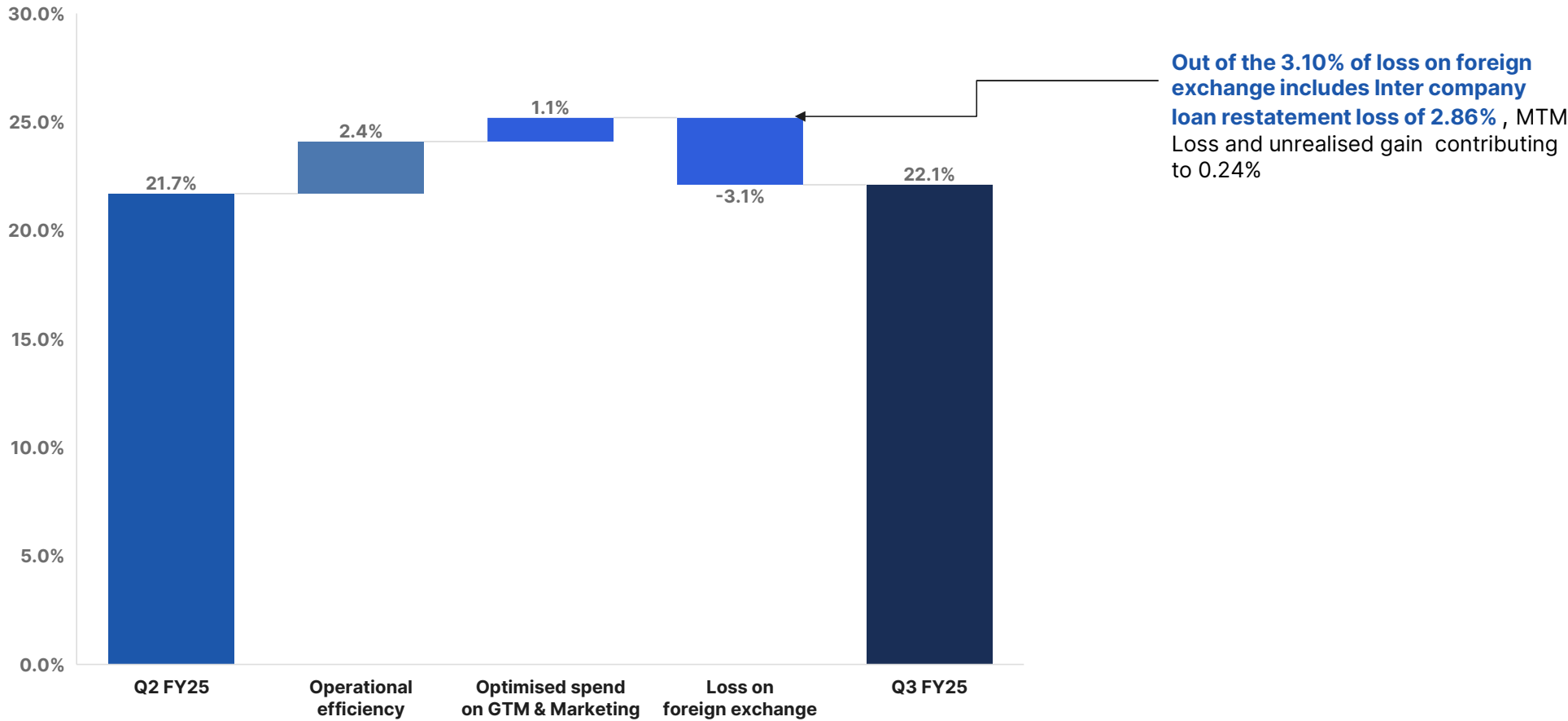
In ₹ Mn

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

Note:

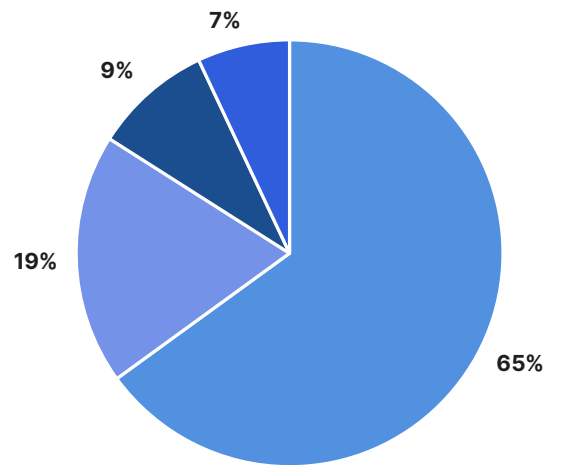
1. Amortization of intangible assets of Decision Point - 53 million.
2. Acquisition related expenses include retention bonus payable to employees of Decision Point.

EBITDA Margin Movement Q2FY25 to Q3FY25



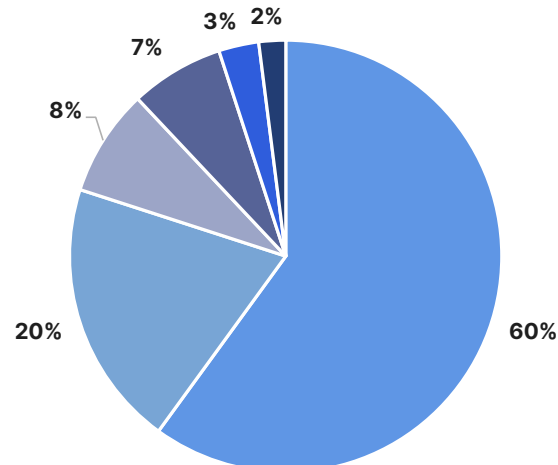
Revenue by Industry and Functions

REVENUE BY INDUSTRY



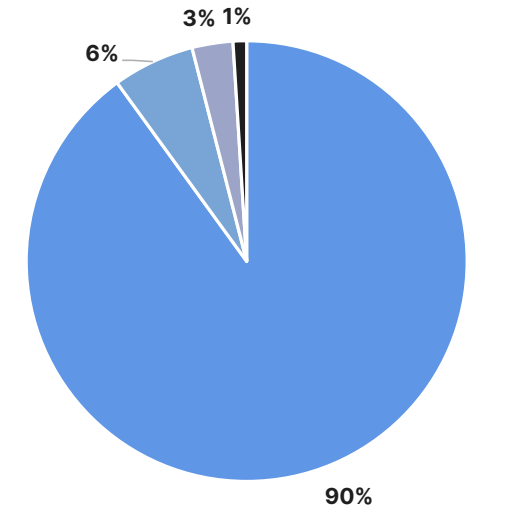
Technology Consumer & Retail
Financial services Industrial

REVENUE BY OFFERINGS



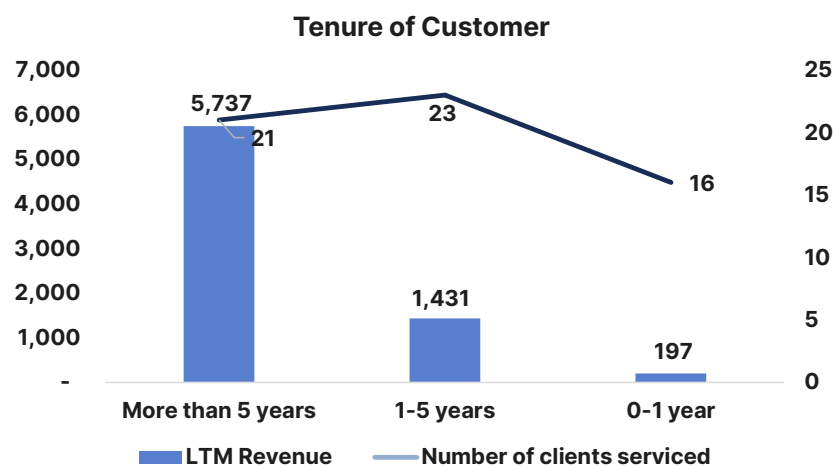
Diagnostic Data Engineering
Predictive analysis RGM
Consulting Others

REVENUE BY GEOGRAPHY



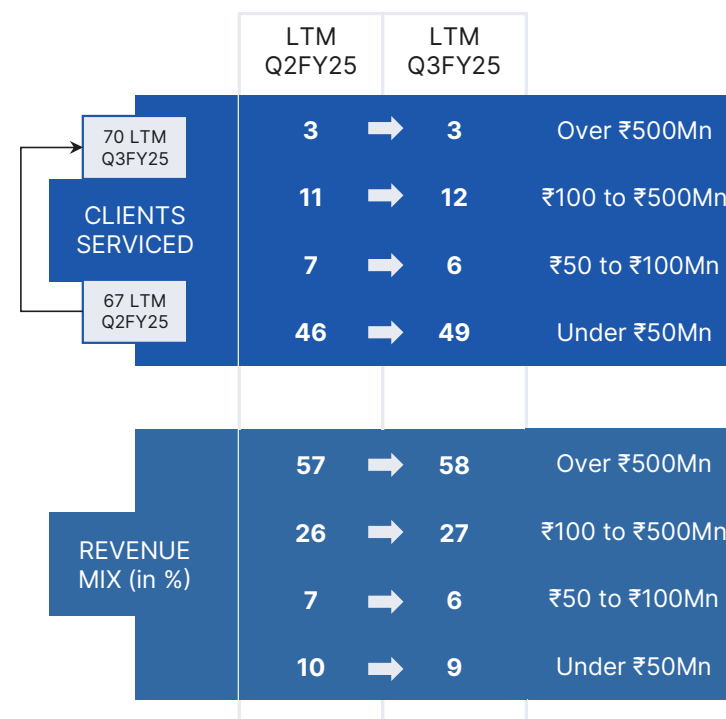
USA APAC LATAM Europe

Operating Metrics



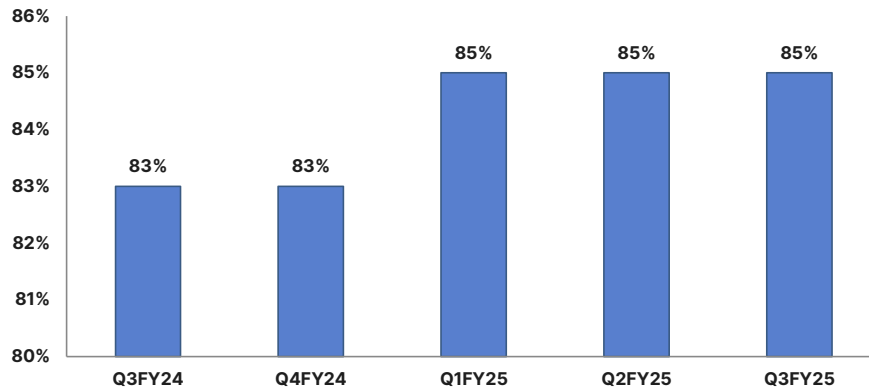
Client Concentration	Q2 FY25*	Q3 FY25*
Top 5 Clients	59%	60%
Top 10 clients	71%	71%
Top 20 clients	85%	84%

* - including clients of acquired company

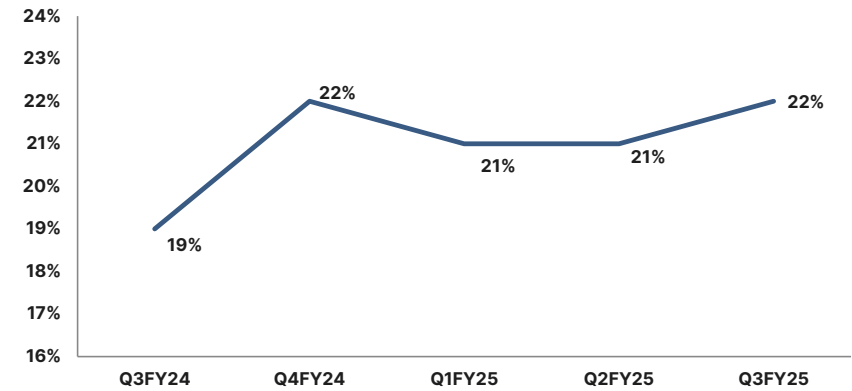


Employee Metrics

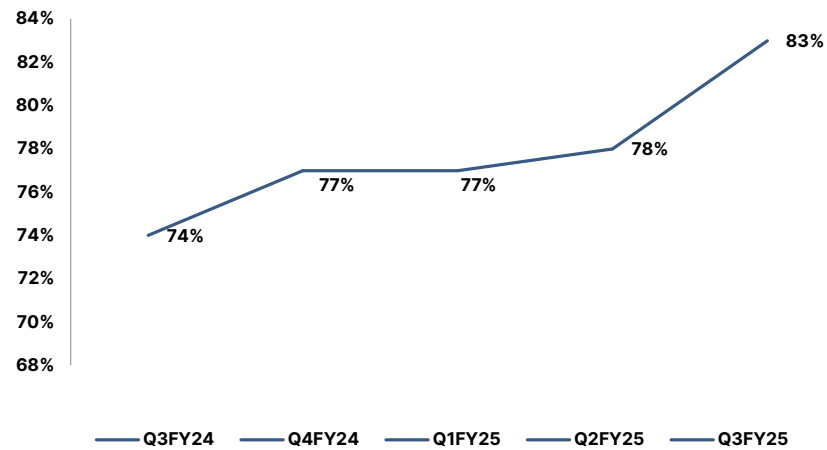
Offshore as % of Total Delivery head count



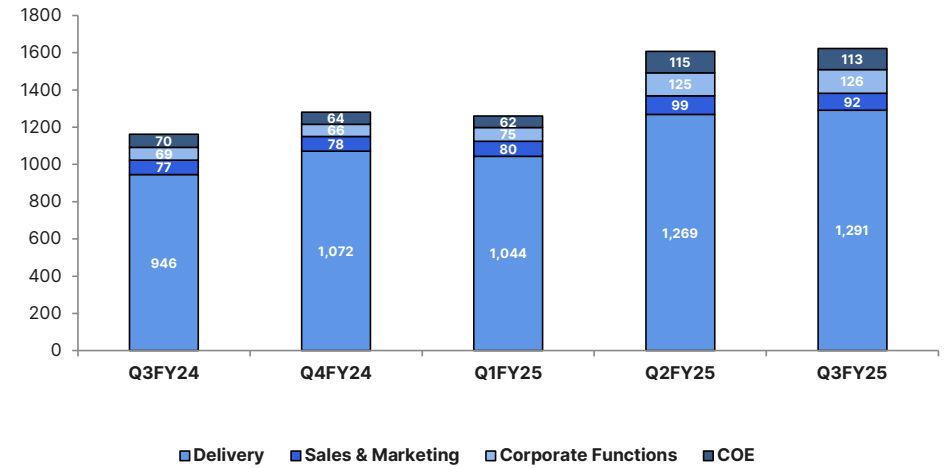
LTM Attrition rate (%)



Utilisation Rate



Employee Split by Function



Fueled by Strong Governance



VENKAT VISWANATHAN

Chairperson & Executive Director
PGDM, IIM Calcutta | B.Tech., IIT Madras



PRAMADWATHI JANDHYALA

Executive Director
PGDM, IIM Calcutta | B.E. BITS Pilani



DIPALI SHETH

Independent Director
B.A. (Honours), University of Delhi



MUKESH BUTANI

Independent Director
CA, LL.B. | B.Com., University of Bombay



RAGHUTTAMA RAO

Independent Director
PGDM, IIM Ahmedabad | B.Tech., IIT Madras, CWA



REED CUNDIFF

Independent Director
B.A., Wesleyan University

- Founder of LatentView Analytics
- Several years of experience across IT services, credit analysis, and business consulting

- Founder of LatentView Analytics
- Several years of experience across corporate finance, and credit ratings

- Ex-Country Head of HR, RBS Services India
- Directorships: Lloyds Offshore Global services, Welspun Corp Ltd, UTI AMC

- Founder of BMR Legal Advocates
- Directorships: Schloss Bangalore Ltd, Bata India Ltd, United Spirits Ltd

- CEO GDC, IIT Madras
- Directorships: Sundaram Finance, Wheels India, Sundaram AMC, TVS Training & Services

- Ex-CEO of Sago Group(formerly known as Schlesinger Group)
- Ex-GM of Global Insights, Microsoft

Experience behind the wheel



**RAJAN
SETHURAMAN**

Chief Executive Officer



**KRISHNAN
VENKATA**

Chief Client Officer



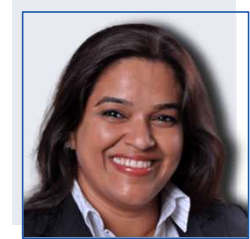
**RAJAN BALA
VENKATESAN**

Chief Financial Officer



**SANJAY
ANNADATE**

Business Head,
Europe & APAC



**REMADEVI
THOTTATHIL**

Chief Human Resources
Officer

Thank You

Latent View Analytics Limited

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07 FEBRUARY 2025

