

May 02, 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 Audited Financial Results for the quarter and year ended March 31, 2025.**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we have enclosed herewith the Earnings Presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2025, that will be circulated to the Investors/ Analysts for the Earnings Call scheduled on May 02, 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.

CIN No. L72300TN2006PLC058481 | +91 44 4344 1700 Phone | +91 44 4344 1701 Fax | [www.latentview.com](http://www.latentview.com)



# Q4FY25

## Investor Presentation

02 MAY 2025

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# Safe Harbor

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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 **18.8%**



Revenue (FY25)  
**INR 8,479 Mn\***  
(32.3% growth from FY24)



Adjusted EBITDA (FY25)  
**23.7%**

\*Including Decision Point effective from Q2 FY25



### INDUSTRY RECOGNITION OF OUR WORK IN FY25

**FORRESTER**

Customer Analytics  
**2024 Landscape**

**\*ISG**

Supply Chain Analytics  
**2024 Leader**

**PwC** | 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



### **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.



### **Expand Marketing Analytics for deeper client insights**

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



### **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**

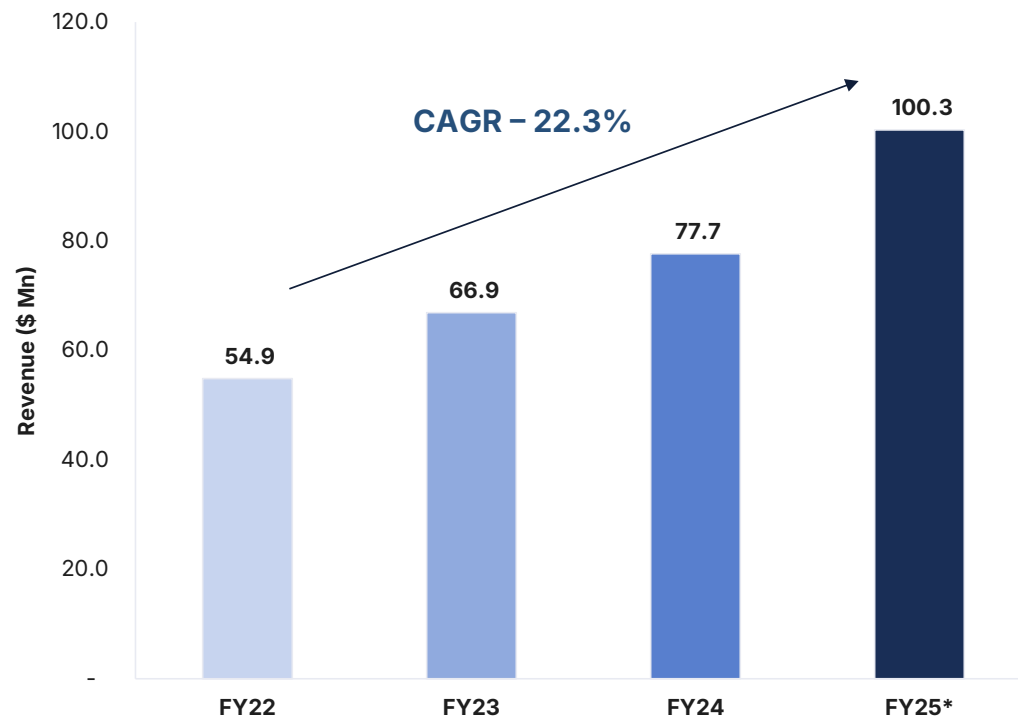
Expand India GCC hubs with a focused charter for rapid scaling, meeting growing demand, & enhancing regional expertise to support client need.



### **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)



\* - Including Decision point effective from Q2 FY25

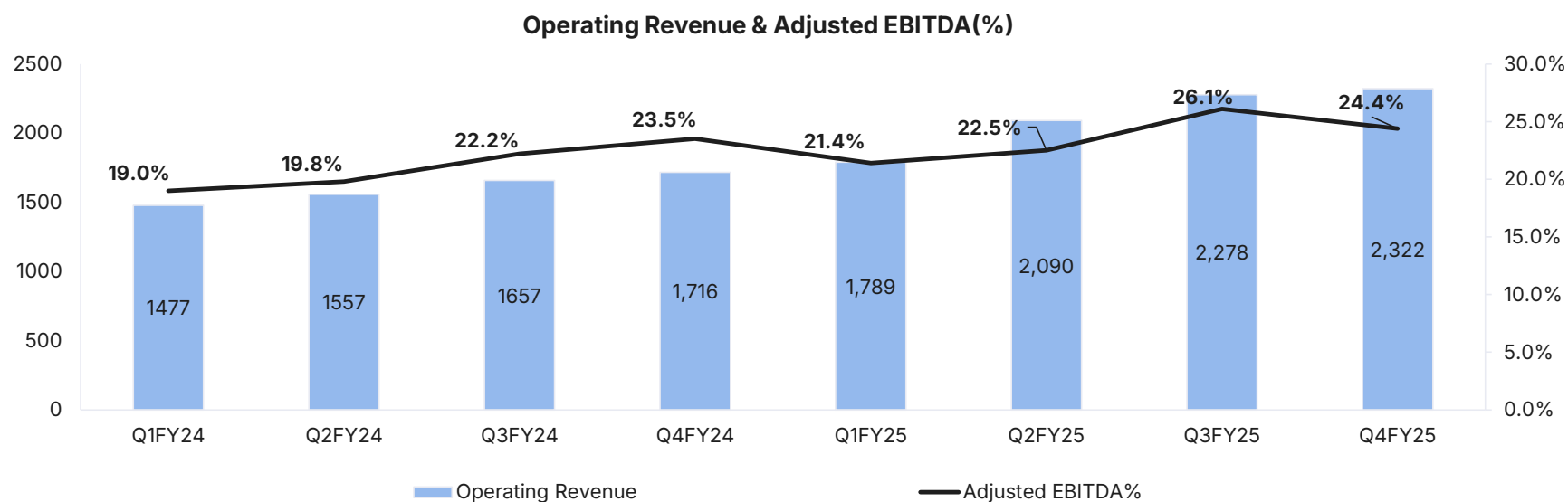
Growth of **180 %** delivered from since FY22, driven by strong relationships with **our top customers**.

**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 vertical** grew by **64%** on a YoY basis.



## Comparison: Quarter-on-Quarter (8 quarters) & Year Ended (3 fiscal years) (figures in ₹Million)



Period	Operating Revenue (₹Mn)	Adjusted EBITDA	Adjusted EBITDA (%)	Reported PAT	Reported PAT (%)	Basic EPS
FY25	8,479	2,012	23.7%	1,735	18.9%	8.45
FY24	6,407	1,360	21.2%	1,587	22.2%	7.73
FY23	5,388	1,451	26.9%	1,554	26.1%	7.71

\* Adjusted for acquisition related expenses in relation to retention bonus payable to employees of Decision Point.

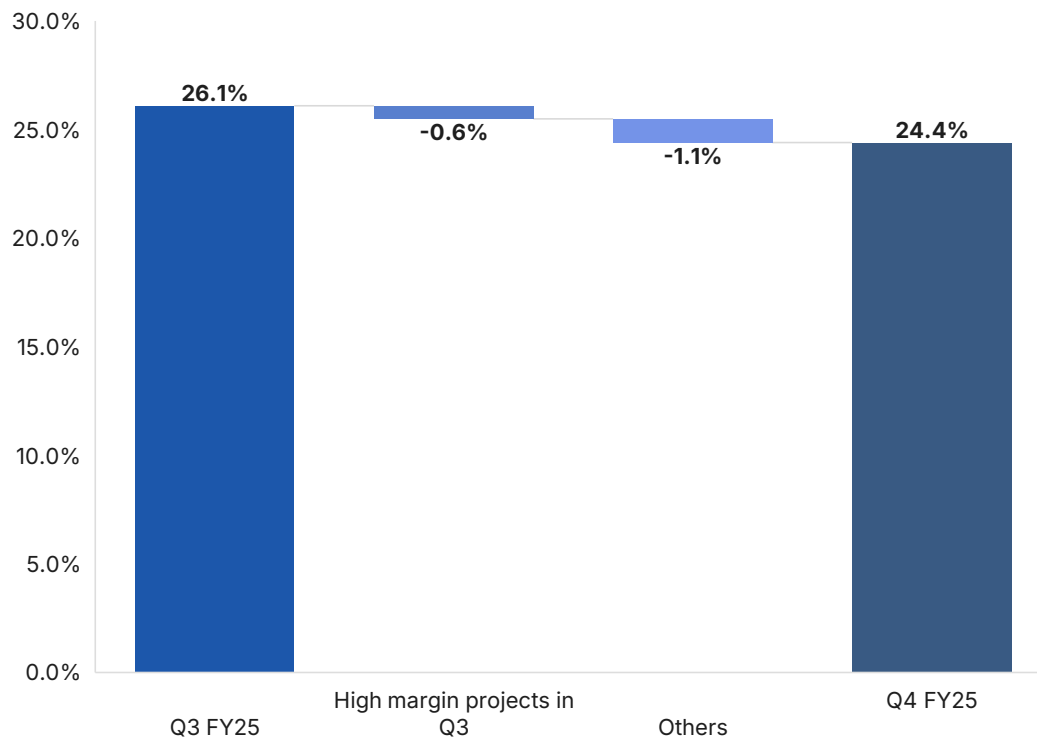
## Consolidated Financial Summary Q4FY25

Key Performance Metric	Q4 FY24	Q3 FY25	Q4 FY25	On a quarterly basis		FY24	FY25	YoY Growth (%)
				YoY Growth (%)	QoQ Growth (%)			
Revenue from Operations								
• LatentView	1,716	2,041	2,130	24.1%	4.4%	6,407	7,834	22.3%
• Decision Point	-	237	192	-	(19.1%)	-	645	-
<b>Total Revenue from Operations</b>	<b>1,716</b>	<b>2,278</b>	<b>2,322</b>	<b>35.3%</b>	<b>1.9%</b>	<b>6,407</b>	<b>8,479</b>	<b>32.3%</b>
Other Income	158	147	211	33.7%	43.7%	737	689	(6.5%)
<b>Total Income</b>	<b>1,874</b>	<b>2,425</b>	<b>2,533</b>	<b>35.2%</b>	<b>4.4%</b>	<b>7,144</b>	<b>9,168</b>	<b>28.3%</b>
Adjusted EBITDA	404	595	568	40.5%	(4.6%)	1,360	2,012	47.8%
<b>Adjusted EBITDA(%)</b>	<b>23.5%</b>	<b>26.1%</b>	<b>24.4%</b>	<b>0.9%</b>	<b>(1.7%)</b>	<b>21.1%</b>	<b>23.7%</b>	<b>2.5%</b>
Less: Transaction related expense	-	(19)	(18)	-	-	-	-	-
Less: Loss on foreign exchange	-	(73)	-	-	-	-	-	-
Reported EBITDA	404	503	549	36.0%	9.1%	1,360	1,957	43.8%
<b>Reported EBITDA(%)</b>	<b>23.5%</b>	<b>22.1%</b>	<b>23.7%</b>	<b>0.1%</b>	<b>1.6%</b>	<b>21.1%</b>	<b>23.1%</b>	<b>1.8%</b>
Reported PBT	530	561	623	(0.7%)	11.0%	1,970	2,287	16.1%
<b>Reported PBT(%)</b>	<b>28.3%</b>	<b>23.1%</b>	<b>24.6%</b>	<b>(3.7%)</b>	<b>1.4%</b>	<b>27.6%</b>	<b>25.0%</b>	<b>(2.6%)</b>
Reported PAT	452	426	513	(8.4%)	20.3%	1,586	1,735	9.4%
<b>Reported PAT(%)</b>	<b>24.1%</b>	<b>17.6%</b>	<b>20.2%</b>	<b>(3.9%)</b>	<b>2.7%</b>	<b>22.2%</b>	<b>18.9%</b>	<b>(3.3%)</b>
<b>Reported Basic EPS</b>	<b>2.20</b>	<b>2.03</b>	<b>2.59</b>	<b>17.7%</b>	<b>27.4%</b>	<b>7.73</b>	<b>8.45</b>	<b>9.3%</b>
<b>Reported Diluted EPS</b>	<b>2.18</b>	<b>2.02</b>	<b>2.58</b>	<b>18.3%</b>	<b>27.5%</b>	<b>7.68</b>	<b>8.41</b>	<b>9.5%</b>

**Note:**

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

## Adjusted EBITDA Margin Movement Q3FY25 to Q4FY25

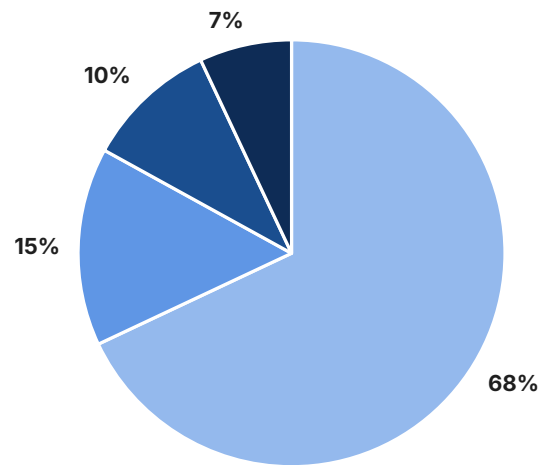


Executed **higher margin projects** in Q3

**Cyclical visa cost & strategic initiatives** in Q4

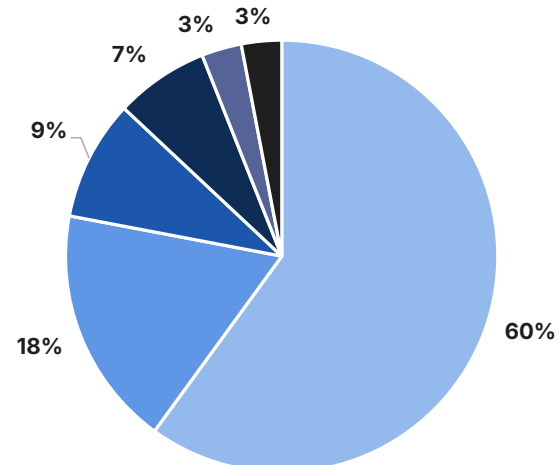
## Revenue by Industry and Functions

REVENUE BY INDUSTRY



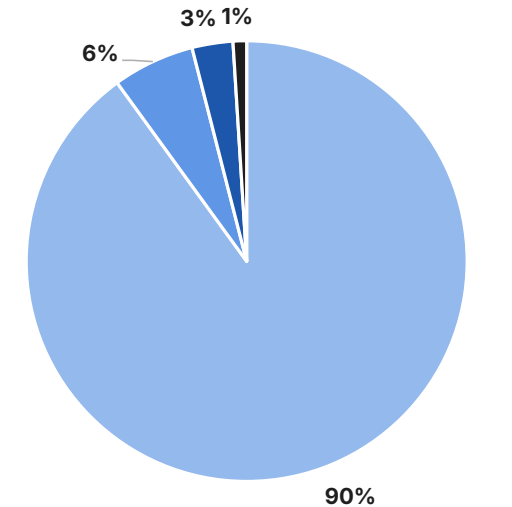
Technology  
Consumer & Retail  
Financial services  
Industrial

REVENUE BY OFFERINGS



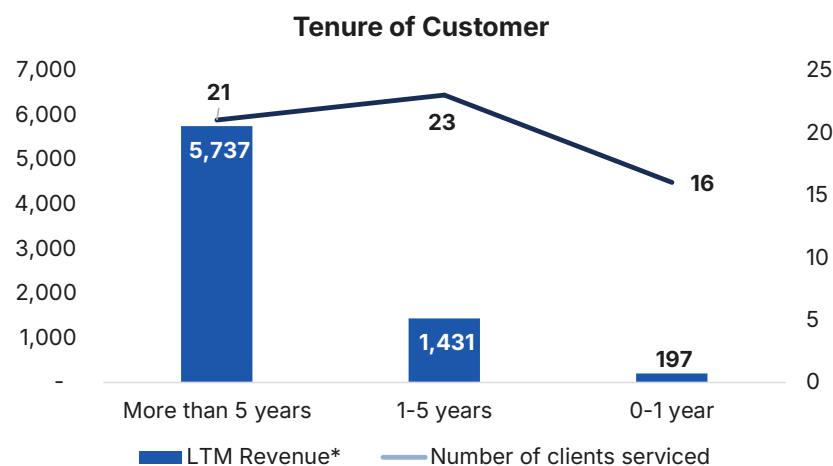
Diagnostic  
Data Engineering  
Predictive analysis  
Consulting  
RGM  
Others

REVENUE BY GEOGRAPHY



USA  
APAC  
LATAM  
Europe

## Operating Metrics



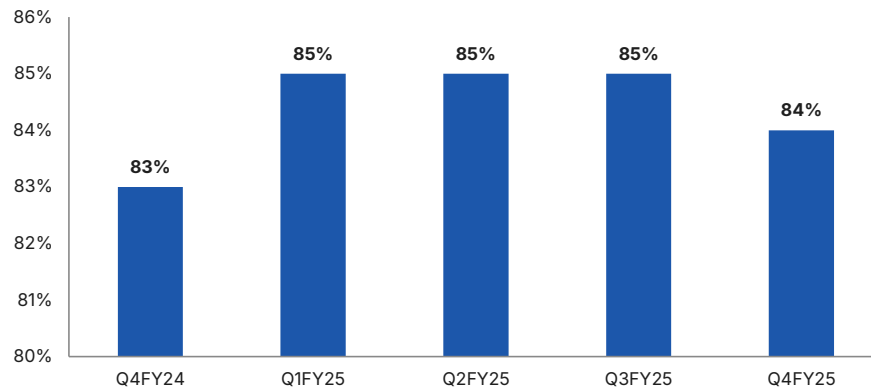
Client Concentration	Q3 FY25	Q4 FY25
Top 5 Clients	60%	62%
Top 10 clients	71%	72%
Top 20 clients	84%	84%

	LTM Q3FY25*	LTM Q4FY25*	
CLIENTS SERVICED	77 LTM Q4FY25		
	3	3	Over ₹500Mn
	12	11	₹100 to ₹500Mn
	6	7	₹50 to ₹100Mn
	70 LTM Q3FY25		
	49	56	Under ₹50Mn
REVENUE MIX (in %)			
	58	59	Over ₹500Mn
	27	26	₹100 to ₹500Mn
	6	6	₹50 to ₹100Mn
	9	9	Under ₹50Mn

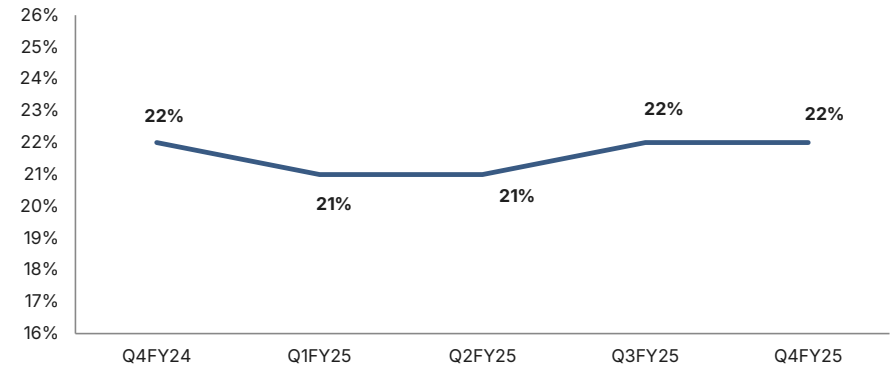
\*Includes only LatentView organic business

# Employee Metrics

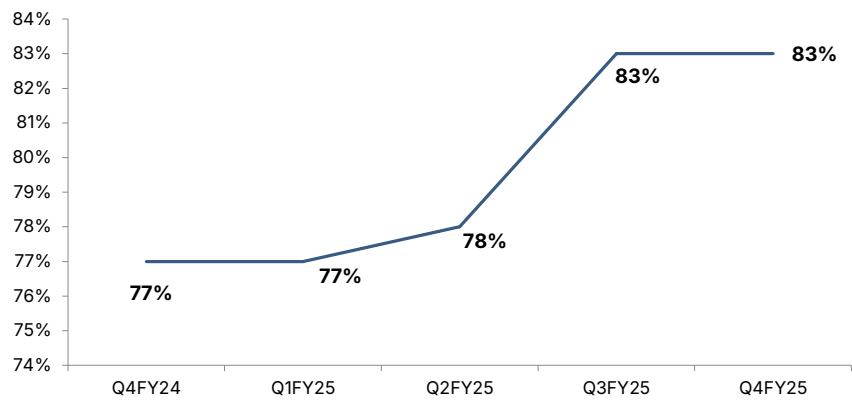
Offshore as % of Total Delivery Headcount



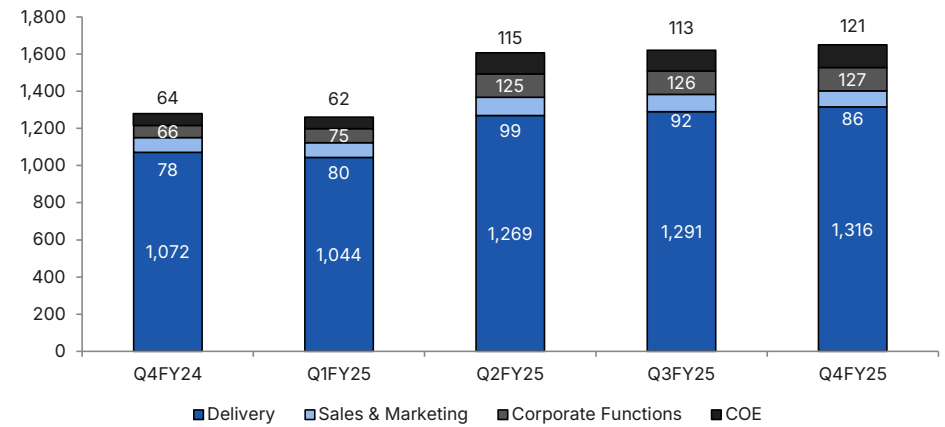
LTM Attrition Rate (%)



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

\*Governance status as at 31st March, 2025

## Experience behind the wheel



**RAJAN  
SETHURAMAN**

Chief Executive Officer



**KRISHNAN  
VENKATA**

Chief Client Officer



**RAJAN BALA  
VENKATESAN**

Chief Financial Officer



**REMADEVI  
THOTTATHIL**

Chief Human Resources  
Officer





# Thank You

## **Latent View Analytics Limited**

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02 MAY 2025

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