



October 24, 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: Investor Presentation on the Unaudited Financial Results for the quarter and half year ended September 30, 2025.**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we have enclosed herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2025, that will be circulated to the Investors/ Analysts for the Earnings Call scheduled on October 27, 2025 at 09:30 AM IST.

This announcement is also made 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**



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# Q2FY26 Investor Presentation

24 October 2025



# Safe Harbour

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# Turning Back the Clock



# Organizational growth through key evolutionary stages

**2007 - 2014**

**Established foundational projects and strategic partnership with Microsoft**

Leadership strengthened with the appointment of a growth-focused CEO to drive strategic direction.

**Deloitte.**

Technology Fast 500 Asia Pacific 2009 & Technology Fast 50 India 2012

**2015 - 2020**

**Develop industry specific verticals to enhance relevance and expertise**

Enhanced operational maturity and expanded client offerings through specialized services.

FROST & SULLIVAN

Analytics Solutions Provider of the Year 2017

**2021 - Present**

**Transitioned to a public company, unlocking new growth opportunities and enhancing brand visibility.**

Strengthened data and AI capabilities through strategic acquisitions, positioning for future innovation.

THE MOST SUBSCRIBED IPO EVER

**Latent View Gets ₹1.2-Lakh cr Bids for ₹600-cr Public Offer**

**DECISION POINT**  
A LATENTVIEW COMPANY

**\$100 Mn**  
milestone  
reached in FY25

# Key strategic positions for the next 3 years



## Deepening Client Relationships

Identification of diamond accounts based on potential value tiers, working on deepening client relationships to enable accelerated growth.



## 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.



## AI Strategy

Core team driving the embedding all facets of AI into business processes, with investment in talent upskilling for advanced analytics and AI.

# 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.



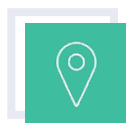
## Enhance Data Engineering through Databricks partnership

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.



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# Recognition & Impact Across Borders



# Preferred data and analytics partner to Fortune 500 companies



**Over 1600**  
Global Footprint

**4.2%**  
Yearly revenue growth from existing customers

**4**  
New logos added

**7.2% (QoQ)**  
Growth in USD

## INDUSTRY RECOGNITION OF OUR WORK IN FY25

**FORRESTER**

Marketing Measurement & Optimization Services  
**2025 Landscape**

**\*ISG**

Retail-CPG & Supply Chain Analytics  
**2025 Leader**

**PIM RESEARCH**

Agentic AI Service Providers  
**2025 Leader**  
PeMa Quadrant

 **CSCMP edge**

CSCMP EDGE  
3Vs Business Innovation Award  
**2025 Finalist**

**PIM CYPHER**

Most Innovative Use of AI in Service Delivery  
**Minsky Award @ Cypher 2025**

**Great Place To Work.**

Great Place to Work  
**2025-26**

## KEY TECHNOLOGY PARTNERSHIPS

 **databricks**

 **NVIDIA.**

 **Microsoft**

# Driving success for our clients across the globe



Our **1,650+** workforce across **NORTH AMERICA, LATAM, APAC, UK, and EU**, seamlessly supporting our clients through a combination of **Onshore, Nearshore, and Offshore** delivery models.

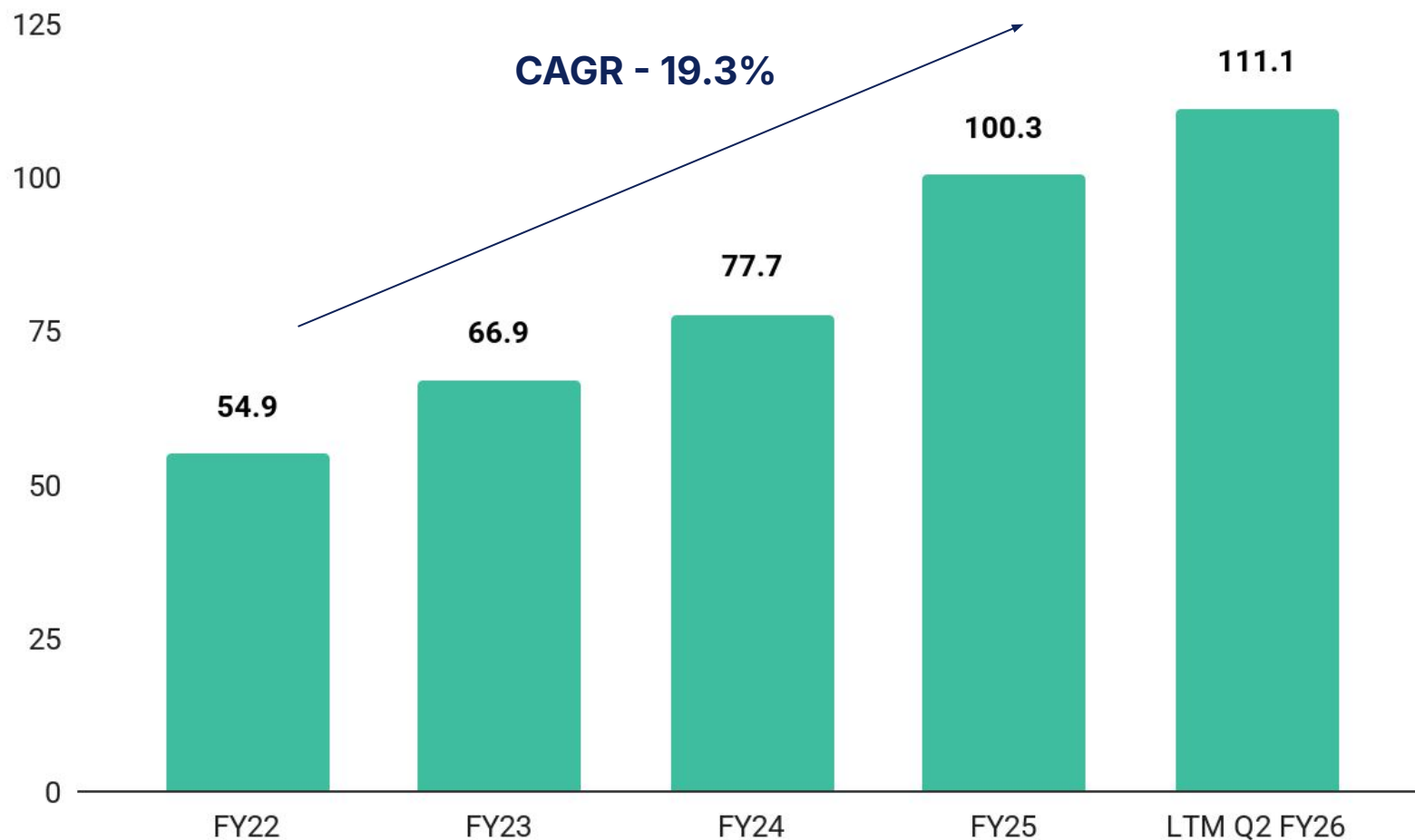


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# Financial Momentum & Outlook



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



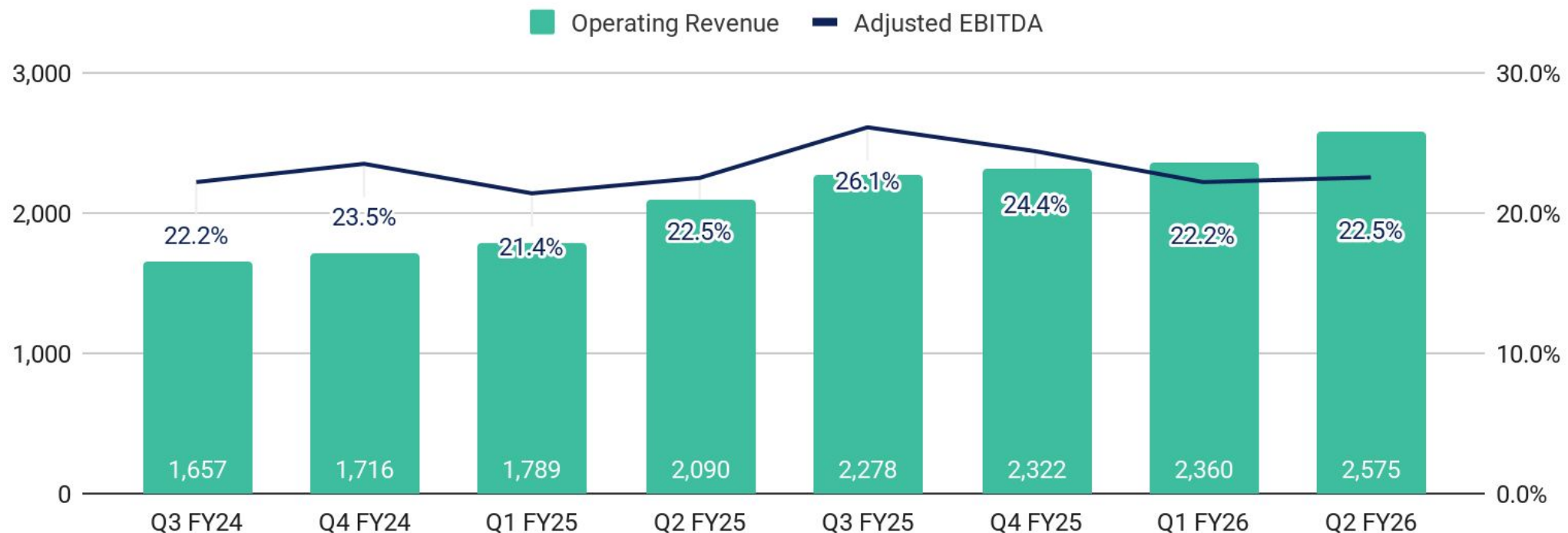
Grown by **2.02x** since FY22, driven by strong relationships with **our top customers**.

**76%** of our revenue today comes from clients we have been served for over **5 years**.

Our **Financial Services and Consumer** verticals grew in revenue by **94%** and **23%** YoY respectively.

# Comparison

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

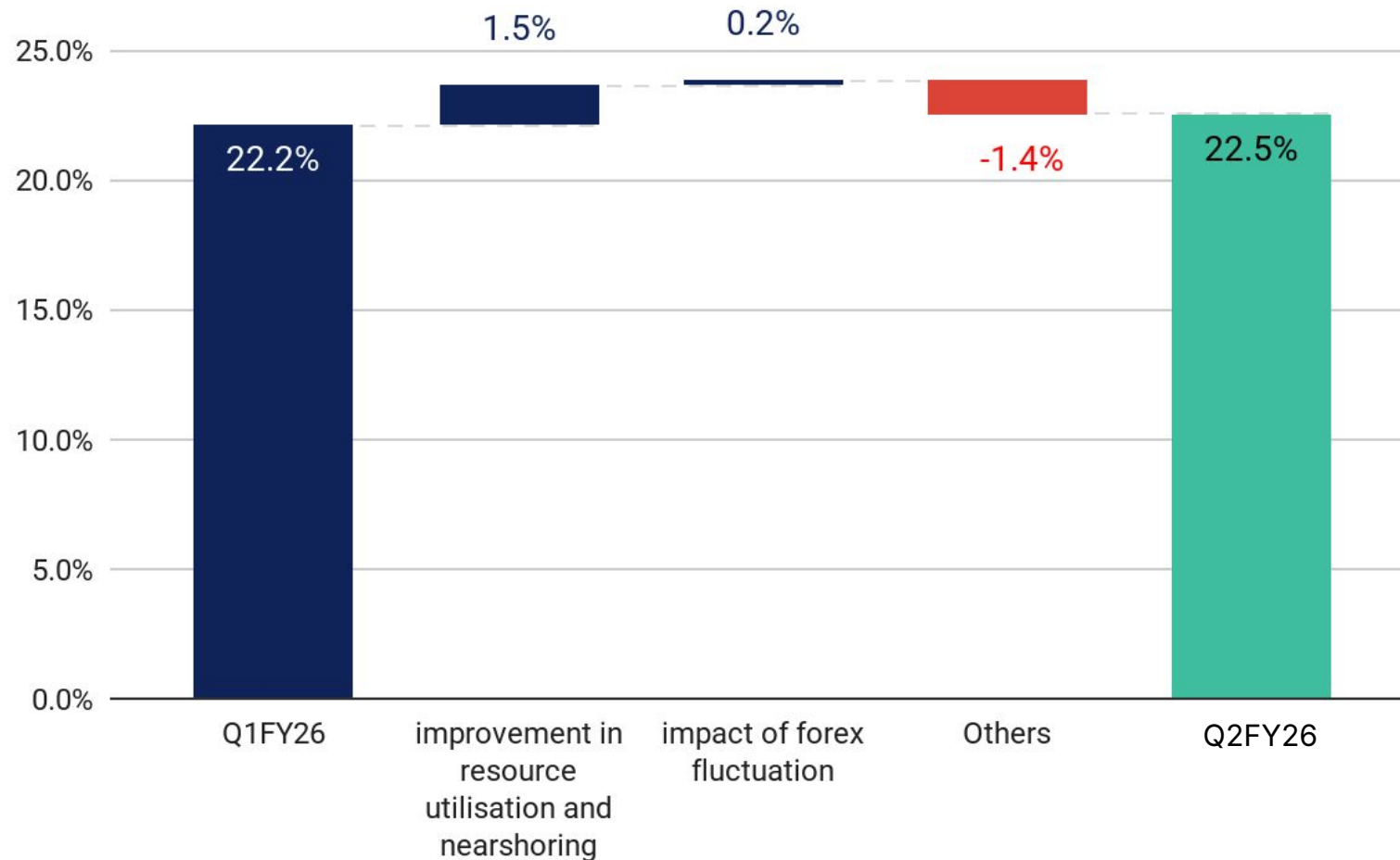


Period	Operating Revenue (₹Mn)	Adjusted EBITDA	Adjusted EBITDA (%)	Reported PAT	Reported PAT (%)	Basic EPS
FY25	8,479	2,012	23.7%	1,735	18.9%	8.45
FY24	6,407	1,360	21.2%	1,587	22.2%	7.73
FY23	5,388	1,451	26.9%	1,554	26.1%	7.71

# Consolidated Financial Summary Q2FY26

Key Performance Metric	Q2FY25	Q1FY26	Q2FY26	On a quarterly basis		FY24	FY25	YoY Growth (%)
				YoY Growth (%)	QoQ Growth (%)			
<b>Revenue in \$ Mn</b>	<b>24.9</b>	<b>27.6</b>	<b>29.6</b>	<b>18.8%</b>	<b>7.2%</b>	<b>77.7</b>	<b>100.3</b>	<b>29.1%</b>
<b>Total Revenue from Operations</b>	<b>2,090</b>	<b>2,360</b>	<b>2,575</b>	<b>23.2%</b>	<b>9.1%</b>	<b>6,407</b>	<b>8,479</b>	<b>32.3%</b>
Other Income	226	234	186	-17.7%	-20.5%	737	689	-6.5%
<b>Total Income</b>	<b>2,316</b>	<b>2,594</b>	<b>2,761</b>	<b>19.2%</b>	<b>6.5%</b>	<b>7,144</b>	<b>9,168</b>	<b>28.3%</b>
Adjusted EBITDA	470	523	580	23.5%	11.0%	1,360	2,012	47.8%
<b>Adjusted EBITDA(%)</b>	<b>22.5%</b>	<b>22.2%</b>	<b>22.5%</b>	<b>0.0%</b>	<b>0.4%</b>	<b>21.1%</b>	<b>23.7%</b>	<b>2.5%</b>
Less: Transaction related expense	-17	-19	-19	-	-	-	-	-
Reported EBITDA	453	504	561	23.9%	11.4%	1,360	1,957	43.8%
<b>Reported EBITDA(%)</b>	<b>21.7%</b>	<b>21.4%</b>	<b>21.8%</b>	<b>0.1%</b>	<b>0.4%</b>	<b>21.1%</b>	<b>23.1%</b>	<b>1.8%</b>
Reported PBT	583	620	617	5.9%	-0.4%	1,970	2,287	16.1%
<b>Reported PBT(%)</b>	<b>25.2%</b>	<b>23.9%</b>	<b>22.3%</b>	<b>-2.8%</b>	<b>-1.5%</b>	<b>27.6%</b>	<b>25.0%</b>	<b>-2.6%</b>
Reported PAT	399	506	457	14.6%	-9.6%	1,586	1,735	9.4%
<b>Reported PAT(%)</b>	<b>17.2%</b>	<b>19.5%</b>	<b>16.6%</b>	<b>-0.7%</b>	<b>-2.9%</b>	<b>22.2%</b>	<b>18.9%</b>	<b>-3.3%</b>
<b>Reported Basic EPS</b>	<b>1.94</b>	<b>2.46</b>	<b>2.15</b>	<b>10.8%</b>	<b>-12.6%</b>	<b>7.73</b>	<b>8.45</b>	<b>9.3%</b>
<b>Reported Diluted EPS</b>	<b>1.92</b>	<b>2.45</b>	<b>2.14</b>	<b>11.5%</b>	<b>-12.7%</b>	<b>7.68</b>	<b>8.41</b>	<b>9.5%</b>

# Adjusted EBITDA Margin Movement - Q1 to Q2FY26



Others include:  
Higher spends in **visa** and **marketing costs** during the quarter.

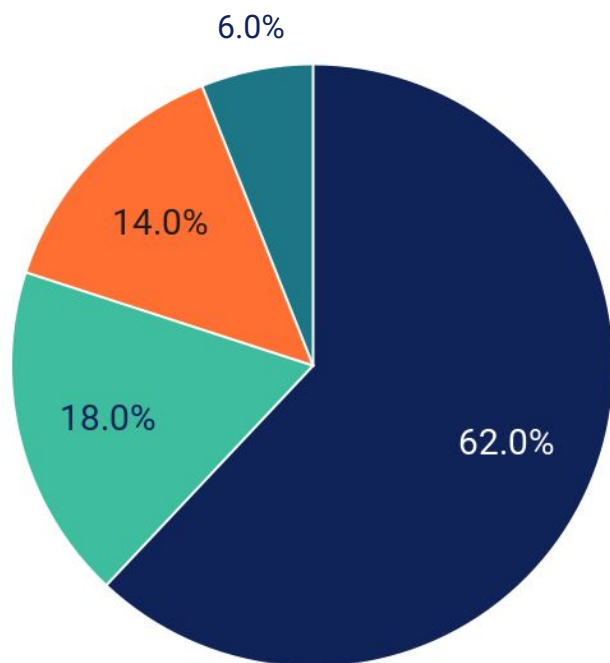


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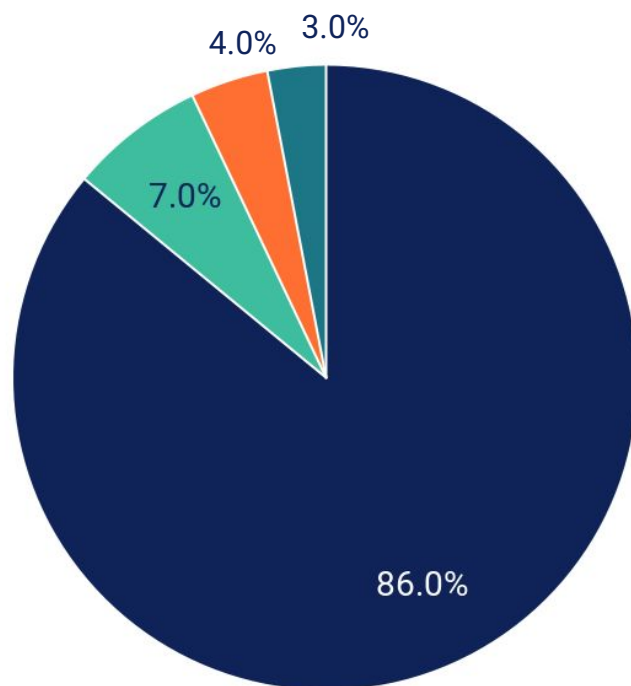
# Performance Pulse: Revenue, Workforce & Client Success



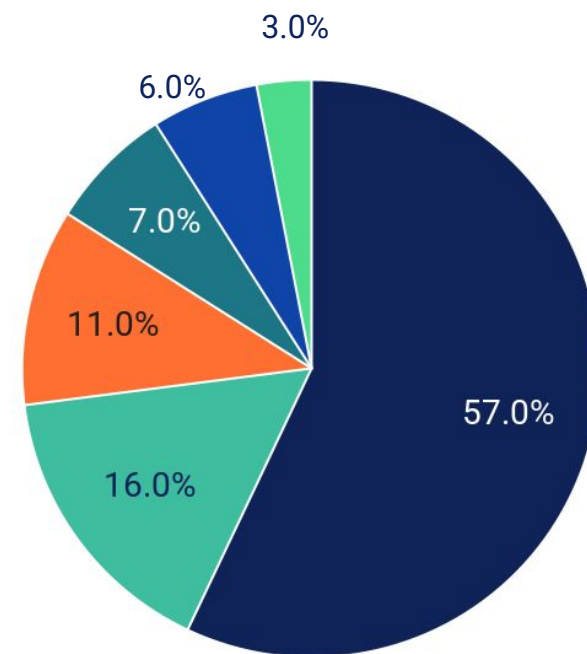
# Revenue by Industry and Functions



- Technology
- Consumer & Retail
- Financial services
- Industrials

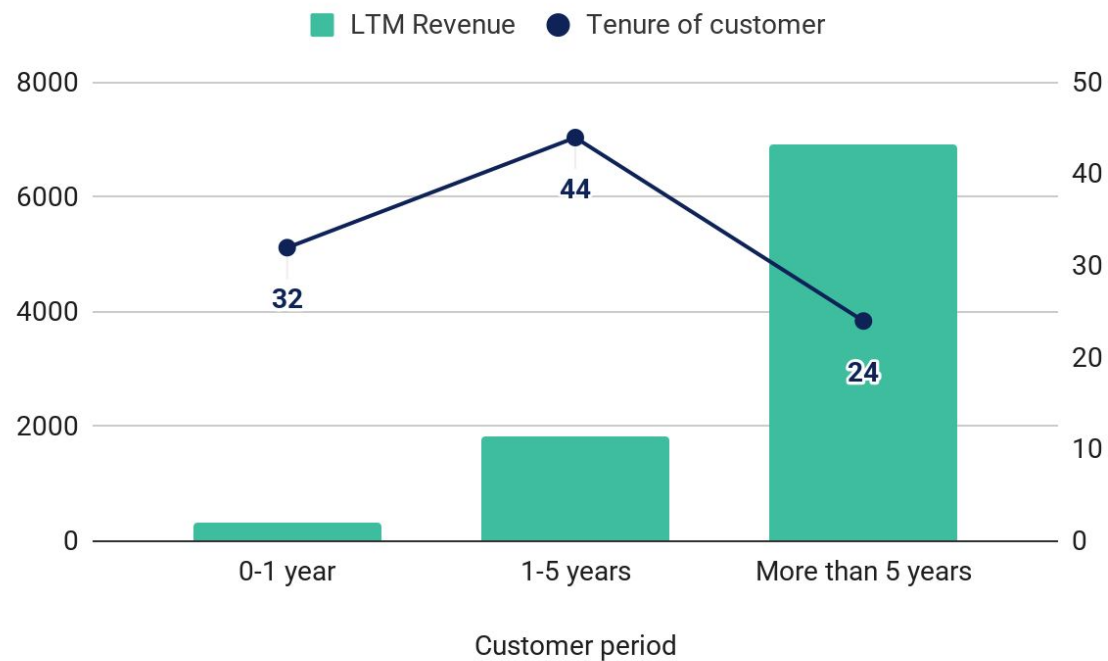


- USA
- APAC
- Latam
- Europe



- Diagnostic
- Data engineering
- Predictive analysis
- RGM
- Consulting
- Others

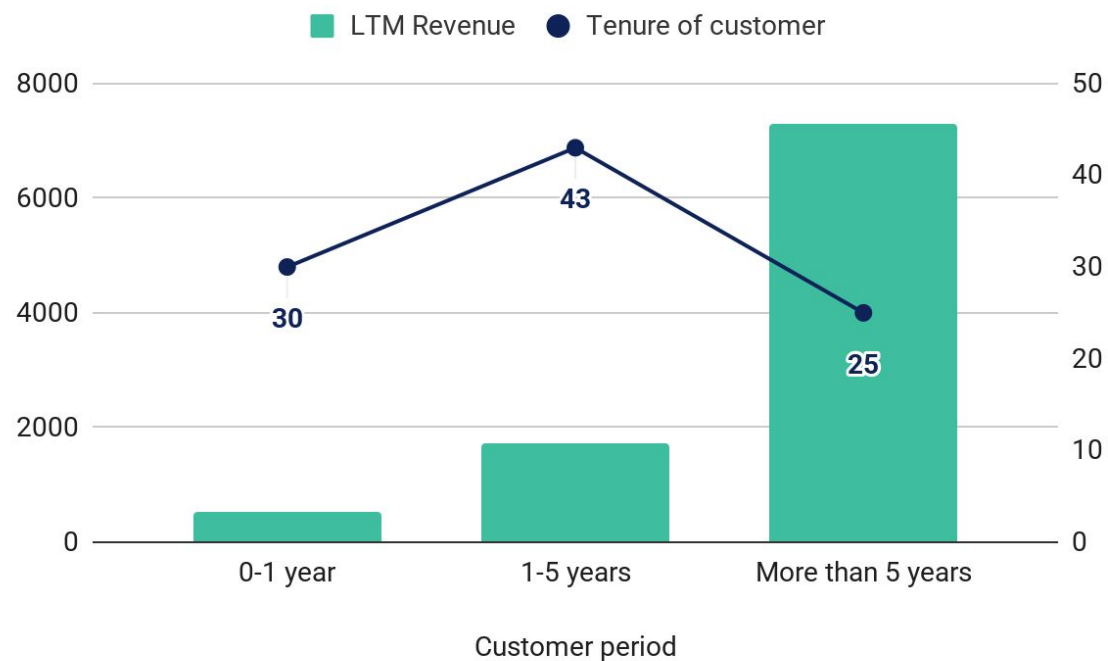
# Operating Metrics



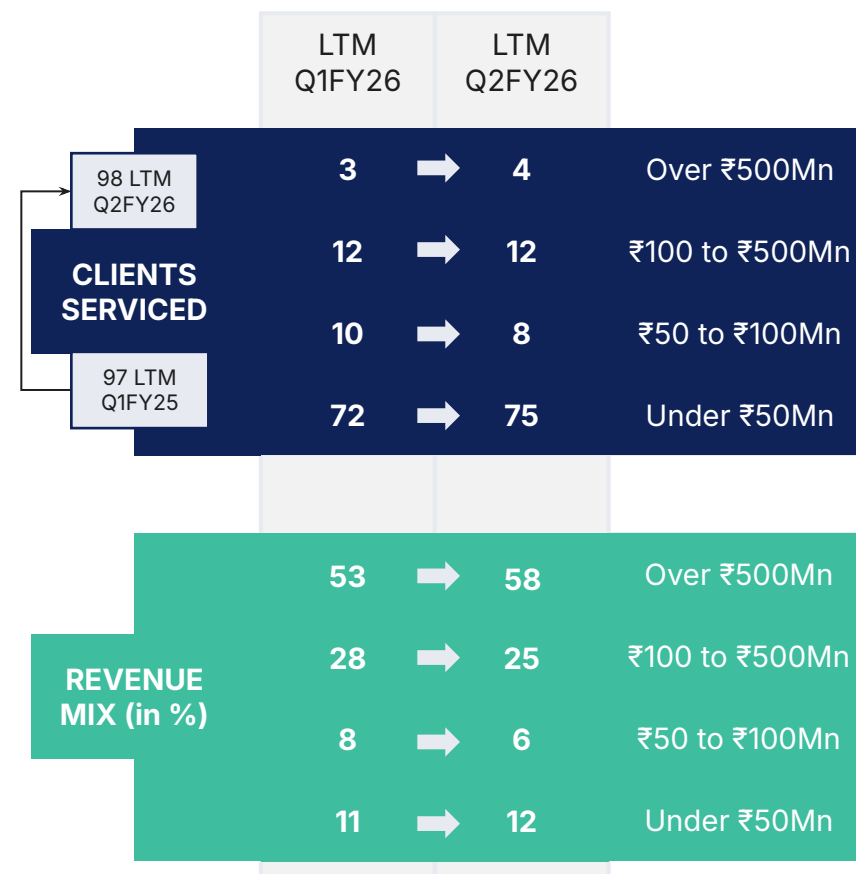
Client Concentration	Q1FY26
Top 5 Clients	62%
Top 10 clients	75%
Top 20 clients	86%



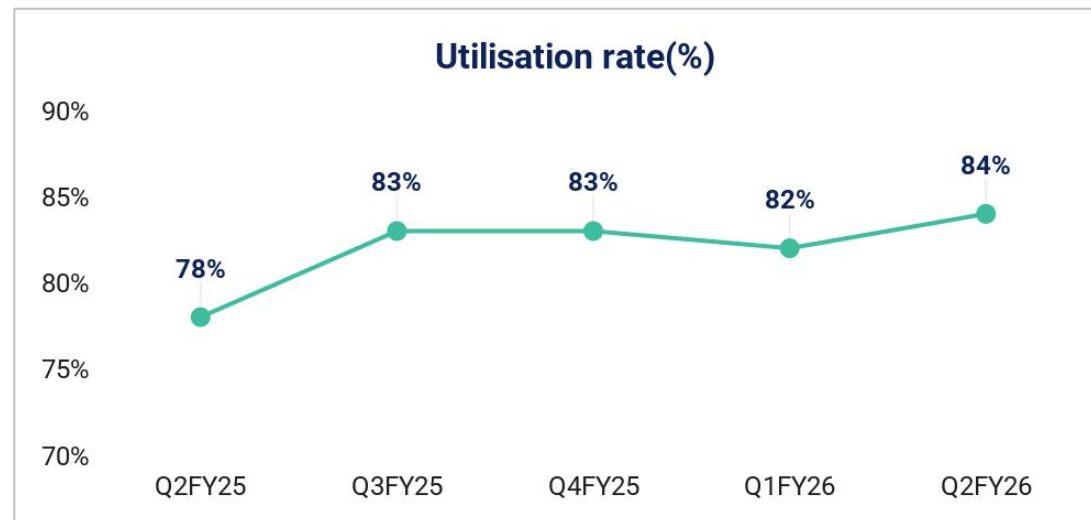
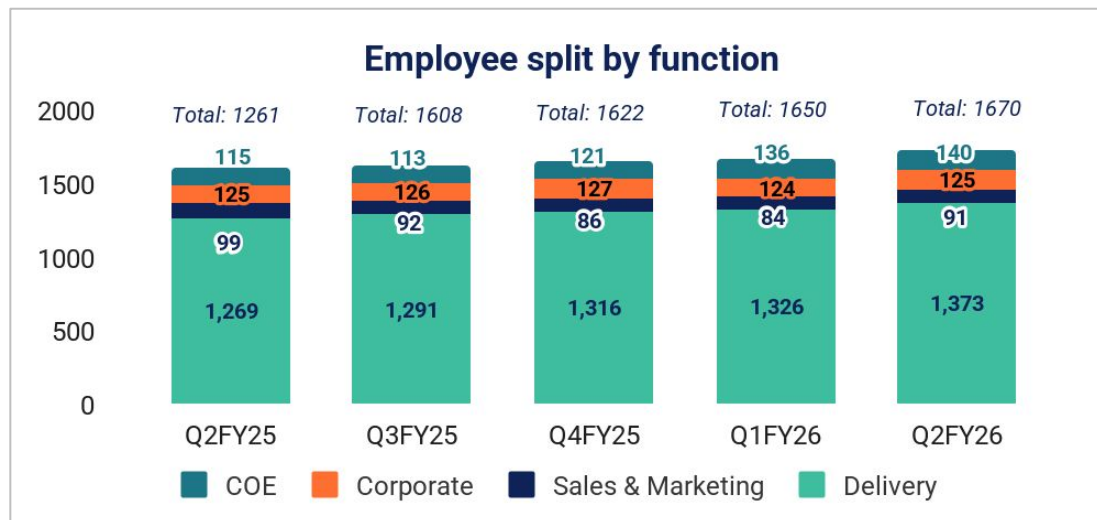
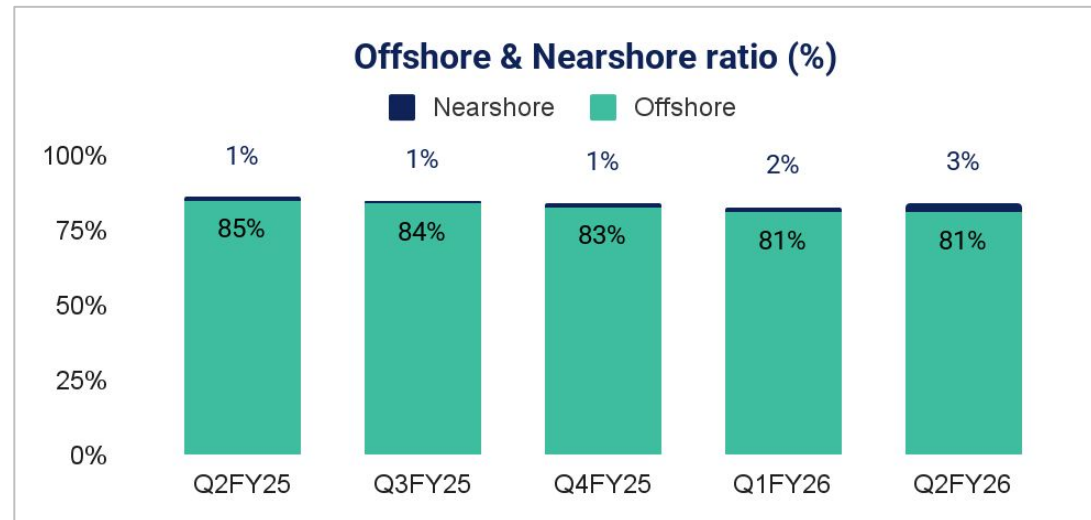
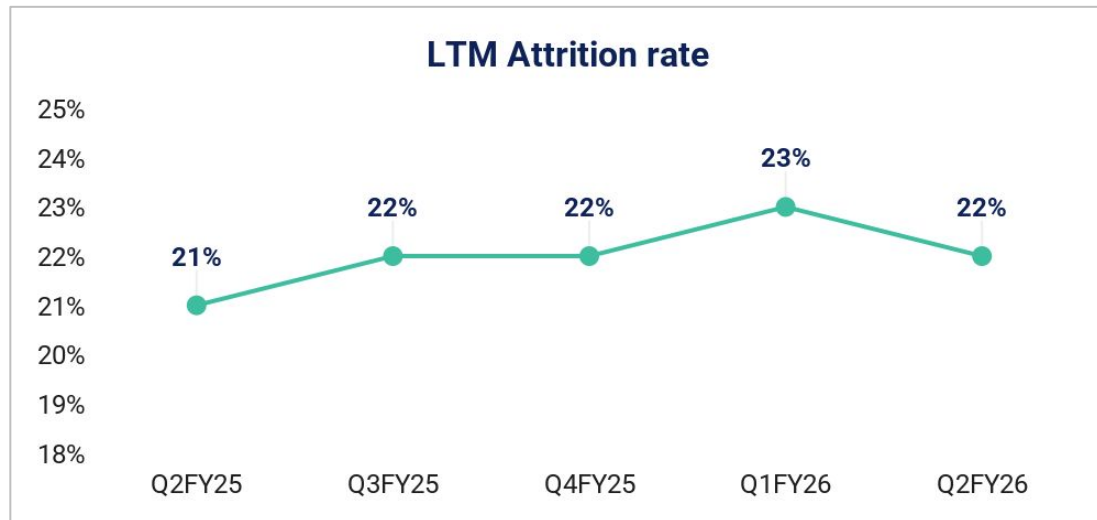
# Operating Metrics



Client Concentration	Q1FY26	Q2FY26
Top 5 Clients	62%	60%
Top 10 clients	75%	74%
Top 20 clients	86%	85%



# Employee Metrics





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# Leading the way for our growth



# Fueled by Strong Governance

## Executive Directors



**VENKAT  
VISWANATHAN**

Chairperson



**PRAMADWATHI  
JANDHYALA**

## Independent Directors



**ANINDYA  
GHOSE**



**DIPALI  
SHETH**



**MUKESH  
BUTANI**



**RAGHUTTAMA  
RAO**



**REED  
CUNDIFF**



# Experience behind the wheel



**RAJAN  
SETHURAMAN**

Chief Executive Officer



**RAJAN BALA  
VENKATESAN**

Chief Financial Officer



**REMADEVI  
THOTTATHIL**

Chief Human Resources Officer





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# Thank You

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