

February 05, 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  
**Company Code: TRACXN**

**Dear Sir/Madam,**

**Sub: Intimation of Investor Presentation for the quarter and nine months ended December 31, 2025**

This is in continuation to our letter dated January 30, 2026 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Thursday, February 05, 2026 at 4:30 P.M. (IST) to discuss the Unaudited Financial Results for the quarter and nine months ended December 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**

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

Encl. A/a



**Private Market Intelligence Platform**

**Q3 FY26 Investor Presentation**

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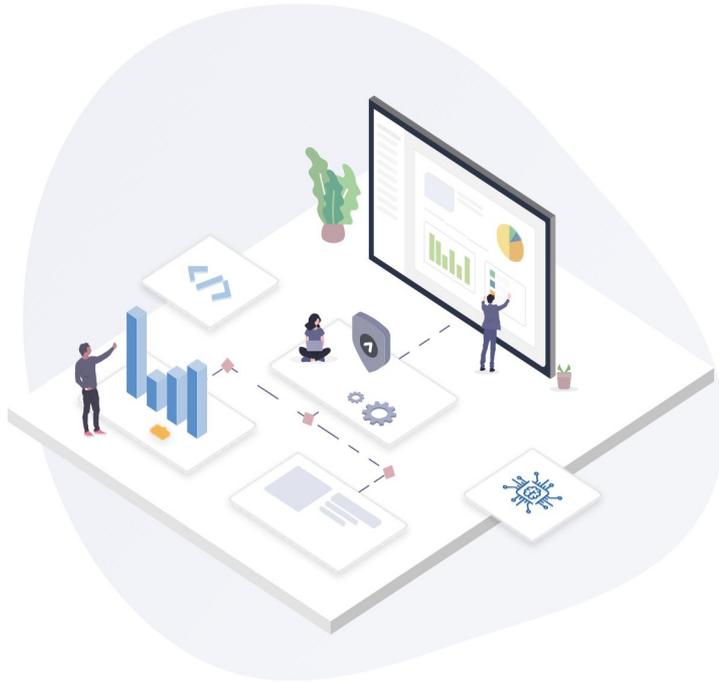
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The operating metrics reported in this Presentation are calculated using internal Company data based on the operational activities. While these numbers are based on what the Company believes to be reasonable estimates for the applicable period of measurement, 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 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

## Q3 FY26 Financial Performance

# Financial Performance Summary

## Continued growth in Volume

### REVENUE

#### Revenue from Operations

Q3FY26	9MFY26
<b>21.0 Cr.</b>	<b>63.5 Cr.</b>
-1.7% YoY	0.3% YoY

### PROFITABILITY

#### EBITDA (EBITDA Margin)

Q3FY26	9MFY26
<b>-1.7 Cr. (-8%)</b>	<b>-2.5 Cr. (-4%)</b>
-2.2 Cr. YoY	-4.1 Cr. YoY

### OTHER

#### Customer Accounts (#)

Q3FY26/ 9MFY26
<b>2,246</b>
32% YoY

#### Total Income

Q3FY26	9MFY26
<b>22.6 Cr.</b>	<b>68.0 Cr.</b>
-1.2% YoY	0.5% YoY

#### PAT (PAT Margin)<sup>2</sup>

Q3FY26	9MFY26
<b>0.1 Cr. (1%)</b>	<b>1.7 Cr. (3%)</b>
-1.3 Cr. YoY	-2.7 Cr. YoY

#### Cash & Cash Equivalent<sup>1</sup>

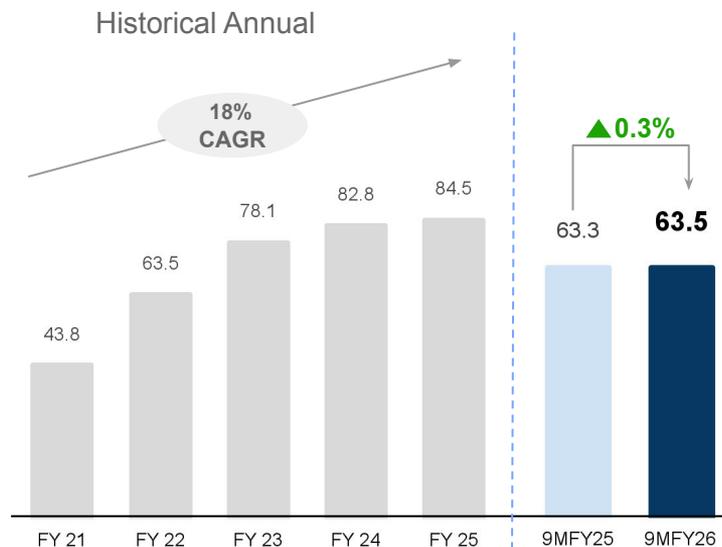
Q3FY26/ 9MFY26
<b>90.2 Cr.</b>
-0.9% YoY

In INR

# 9M FY26: Revenue

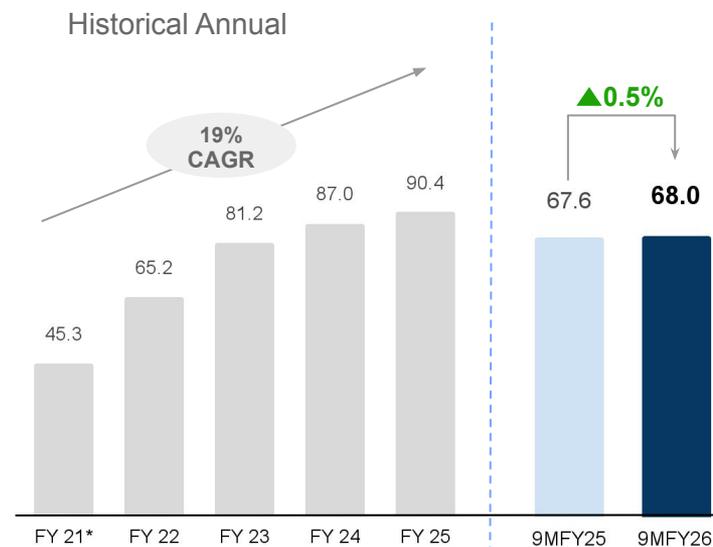
## Revenue from Operations

(in INR Cr.)



## Total Income

(in INR Cr.)

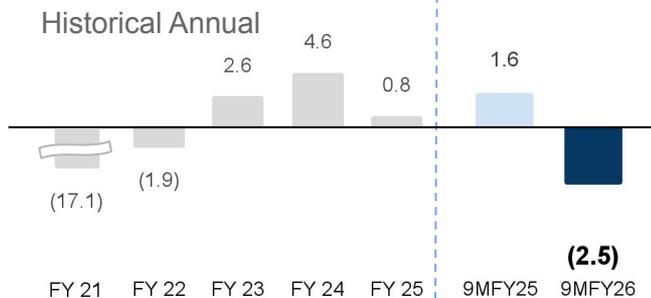


Note: (\*) Total Income excludes Fair value gain/ (loss) on CCPS for FY21

# 9M FY26: Profitability

## EBITDA

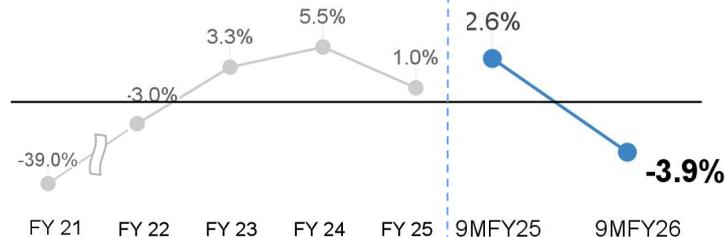
(in INR Cr.)



Excluding non-cash ESOP expense this is -0.1 Cr. for 9MFY26

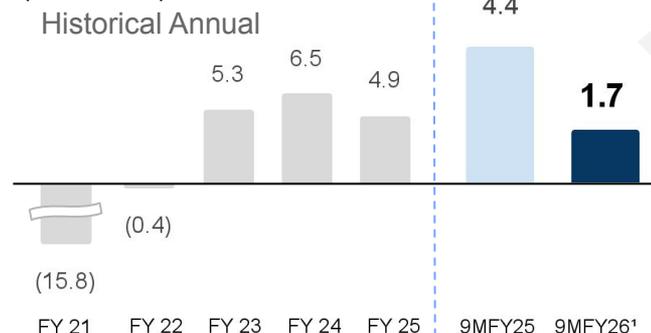
## EBITDA Margin

Historical Annual



## PAT\*

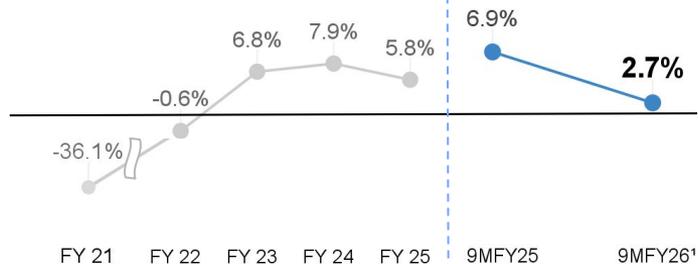
(in INR Cr.)



Excluding non-cash items - ESOP exp. and deferred tax, this is 3.7 Cr. for 9MFY26

## PAT Margin\*

Historical Annual



Note: (\*) Excluding Fair value gain/ (loss) on CCPS and adjustment to deferred tax provisions  
 (1) PAT for 9M FY26 is excluding statutory impact of new Labour Codes

# Incremental Revenue going into Bottomline

		Historical Annual:				
	9MFY26	FY 21	FY 22*	FY 23*	FY 24	FY 25
<b>Revenue from operations</b>	63.5	43.8	63.5	78.1	82.8	84.5
Incremental Revenue from Operations ( $\Delta$ )	+0.2	+6.4	+19.7	+14.7	+4.7	+1.7
<b>EBITDA</b>	(2.5)	(17.1)	(1.9)	2.6	4.6	0.8
Incremental EBITDA ( $\Delta$ )	(4.1)	+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>	<b>-</b>

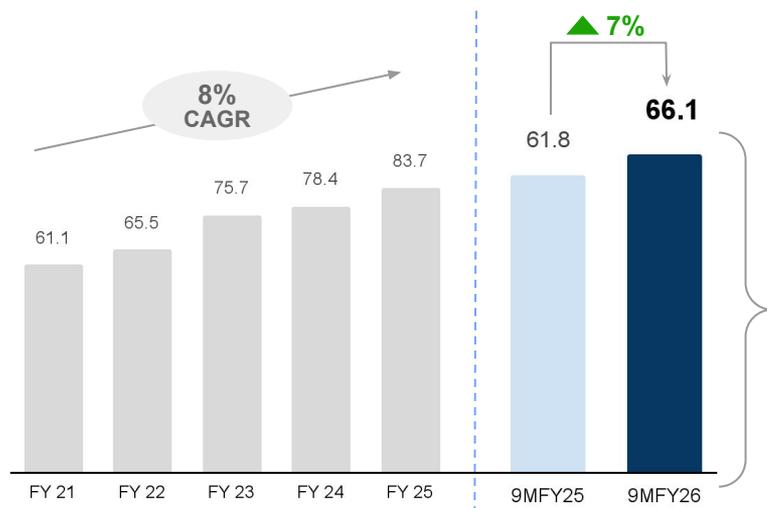
(in INR Cr.)

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

# 9M FY26: Expense Breakup

## Total Expense (in INR Cr.)

Historical Annual



## Total Expense - Breakup (for 9MFY26)

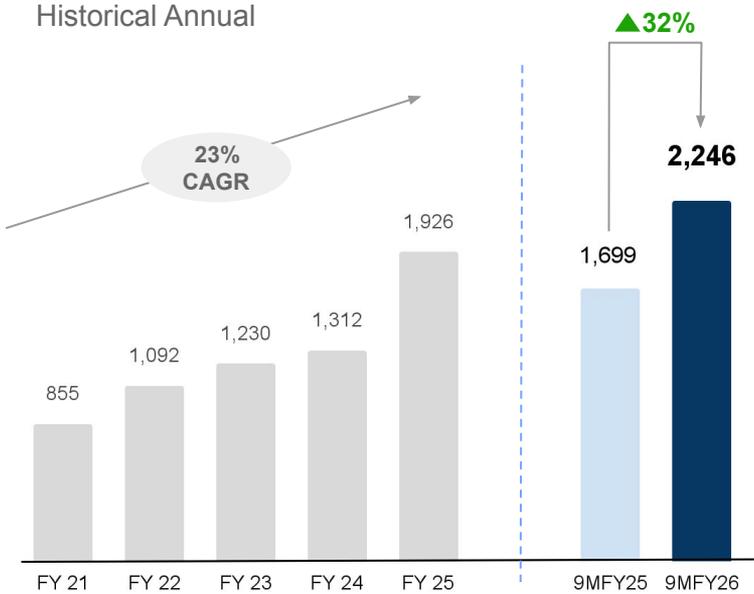
(in INR Cr.)

	9MFY26	% of Total Expense
<b>Employee Benefit Expenses</b>	<b>58.1 Cr.</b>	<b>87.9%</b>
<i>Salaries, Wages &amp; Bonus</i>	54.2 Cr.	82.1%
<i>Employee Stock Option Expense</i>	2.4 Cr.	3.6%
<i>Other Employee Benefit Expenses</i>	1.5 Cr.	2.2%
<b>Depreciation Expense</b>	<b>0.1 Cr.</b>	<b>0.2%</b>
<b>Other Expenses</b>	<b>7.9 Cr.</b>	<b>12.0%</b>
<i>Cloud Hosting Charges</i>	2 Cr.	3.0%
<i>Rent for Building</i>	1.7 Cr.	2.6%
<i>Remaining Other Expenses</i>	4.2 Cr.	6.3%
<b>Total Expenses</b>	<b>66.1 Cr.</b>	<b>100%</b>

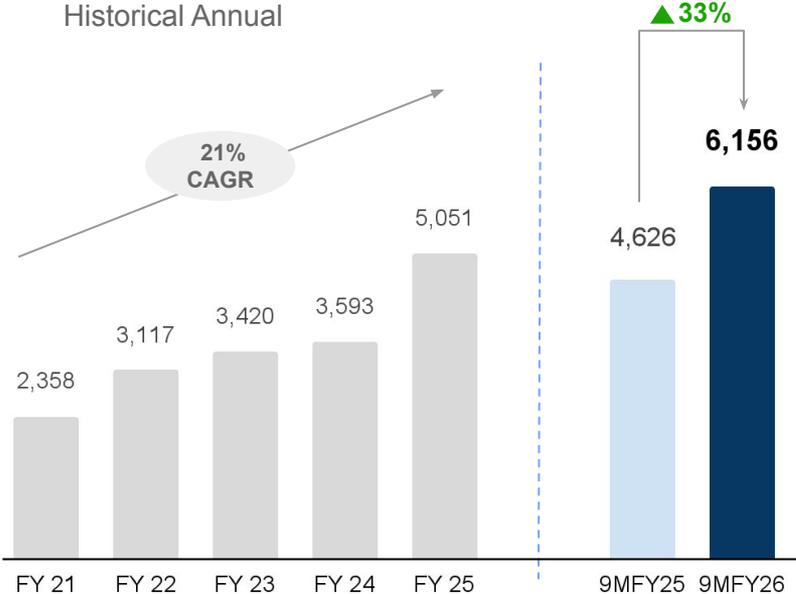
- **Bulk** or 88% of total expense is **emp. cost** (89% in FY22, 88% in FY23, FY24 & FY25)
- **Cloud Hosting** charges are the 2<sup>nd</sup> **largest expense** after emp. benefit expenses
- **No large digital marketing spend** for customer acquisition (since we are a data company, we are able to use in-house content to generate organic traffic)

# 9M FY26: Accelerated Volume Growth

## Customer Accounts (#)



## Users (#)



**Continued growth in accounts and users**

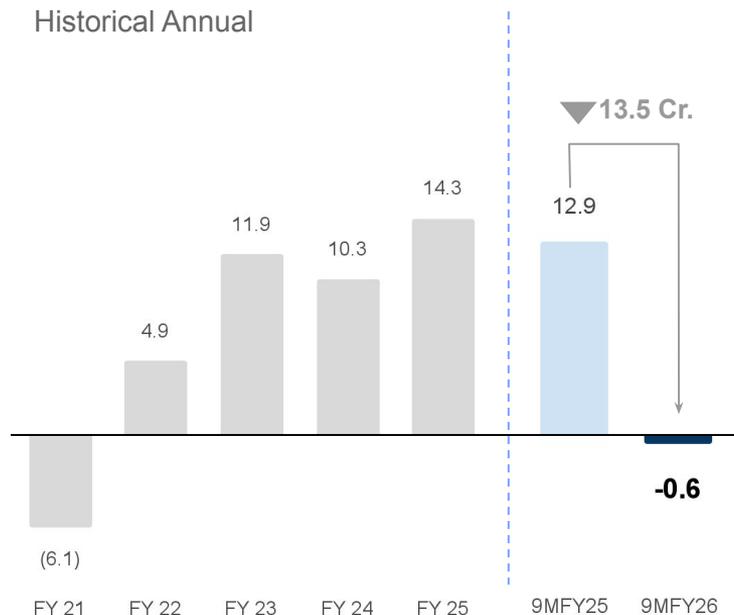
Note: Customer Accounts and Users are as on respective end of period

# 9M FY26: FCF and Cash & Cash Equiv.

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

(in INR Cr.)

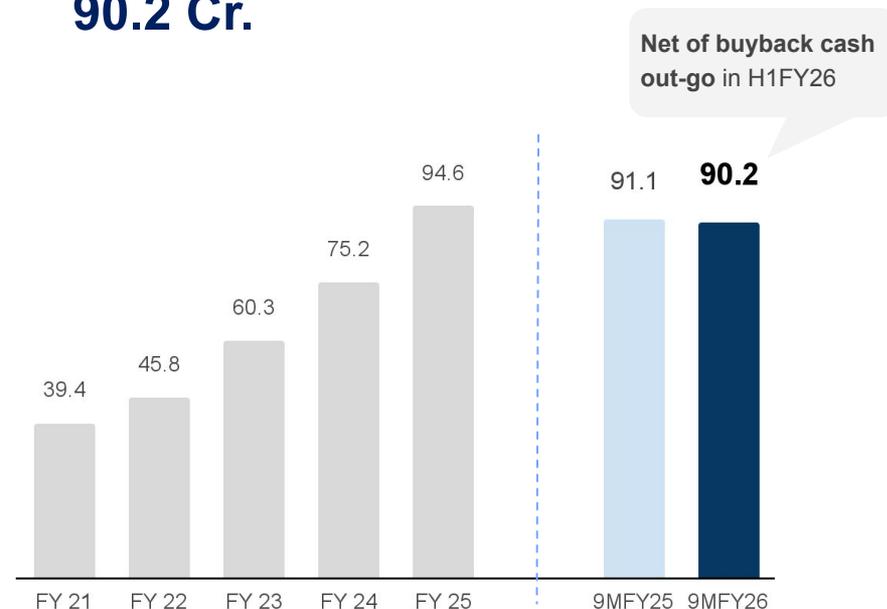
Historical Annual



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

(in INR Cr.)

**90.2 Cr.**



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

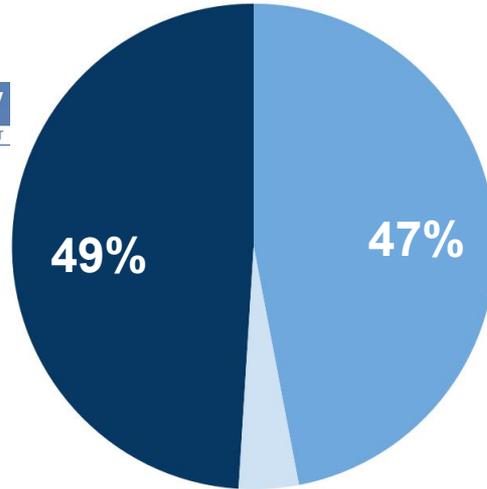
(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing in FY23 and FY24

# 9M FY26: Split 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

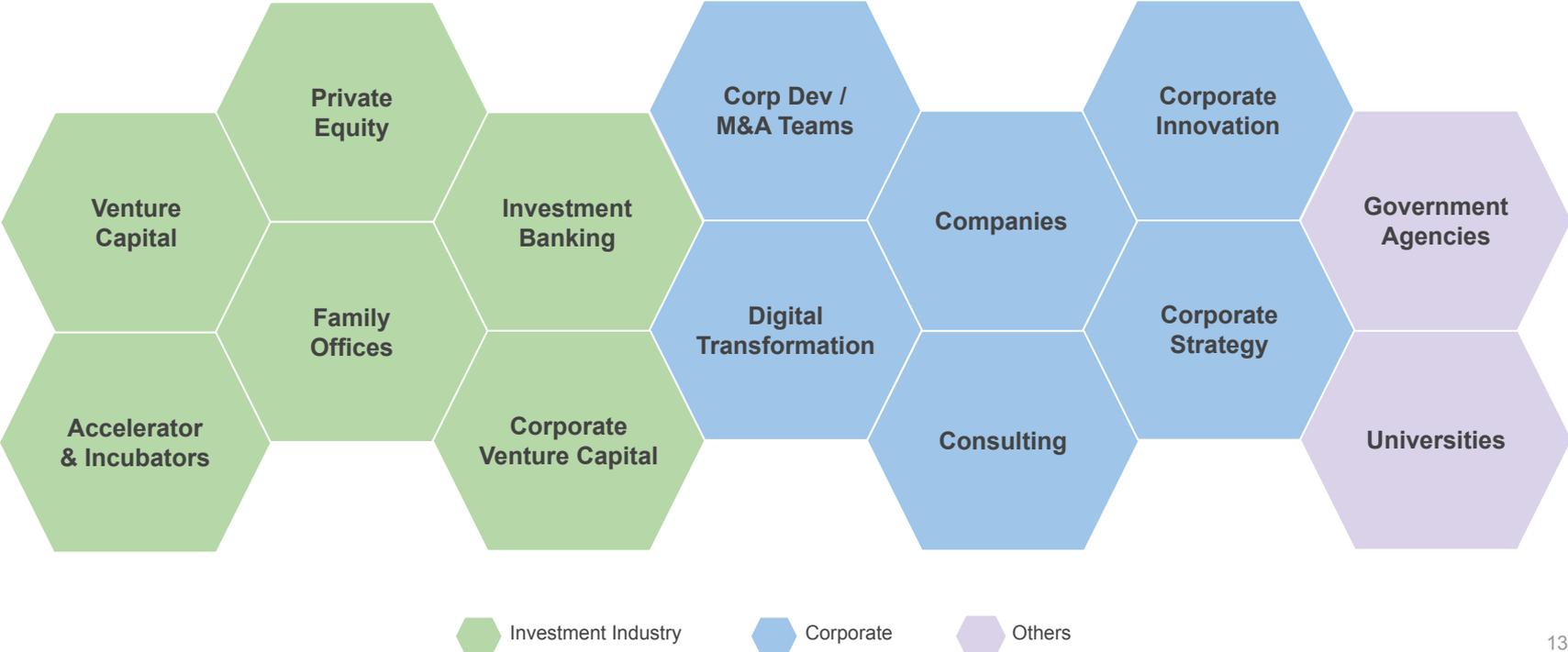
(includes Educational Institutes, Government Agencies, Industry Bodies)



**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

56% International revenue in 9MFY26



Customers span over 50+ countries\*

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

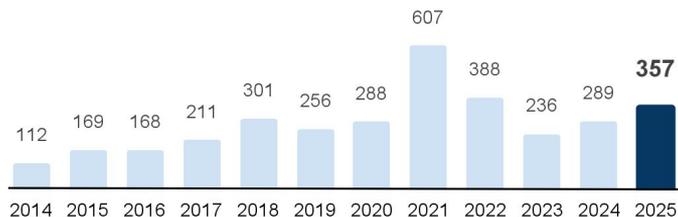


Note: (\*) Based on customer accounts as on end of period

# Private Markets - Quick snapshot (1/2)

## Global Tech Funding

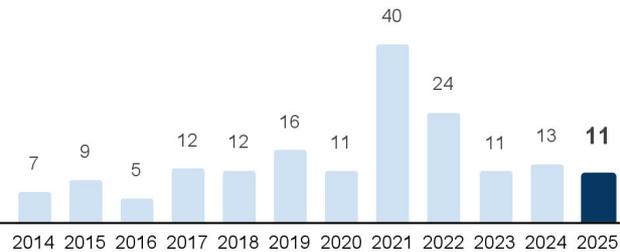
(in USD Bn.)



■ Funding (USD Bn) ● Number of rounds

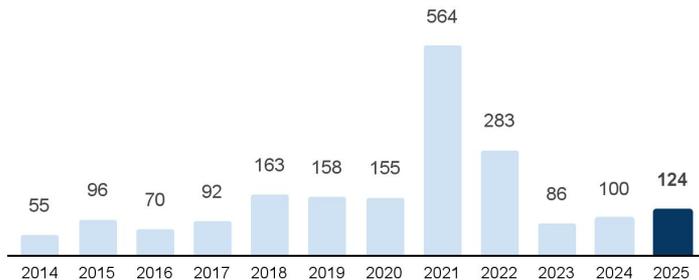
## India Tech Funding

(in USD Bn.)

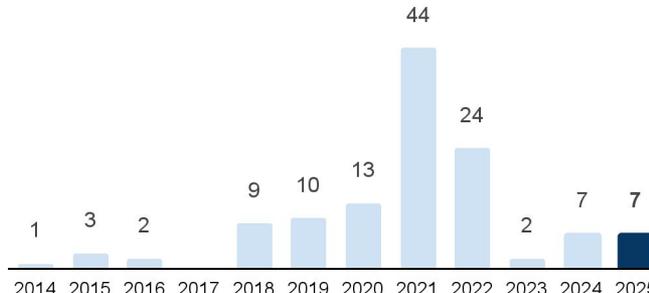


■ Funding (USD Bn) ● Number of rounds

## # Unicorns created globally



## # Unicorns created in India



**GLOBAL TECH FUNDING:**

CY25 seeing improvement in global tech funding value

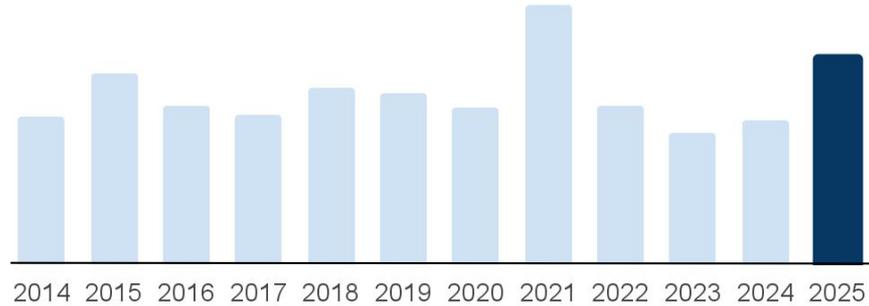
**LATE-STAGE FUNDING:**  
(proxy # new unicorn rounds)

CY25 shows continued recovery

# Private Markets - Quick snapshot (2/2)

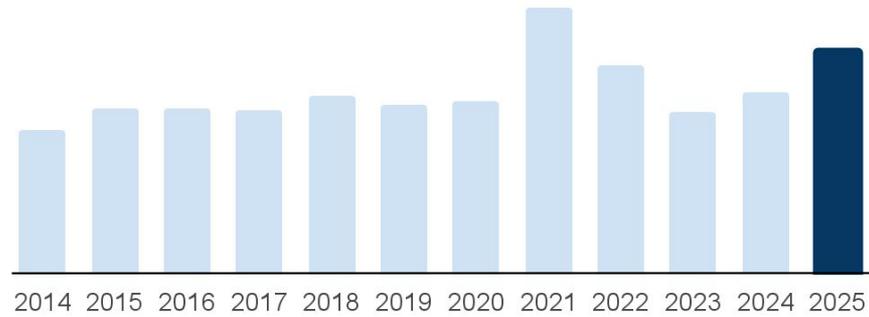
## Recovery in Global M&A deal value and IB fees

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



**GLOBAL M&A:**  
Recovery in M&A value  
CY25 shows continued recovery

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

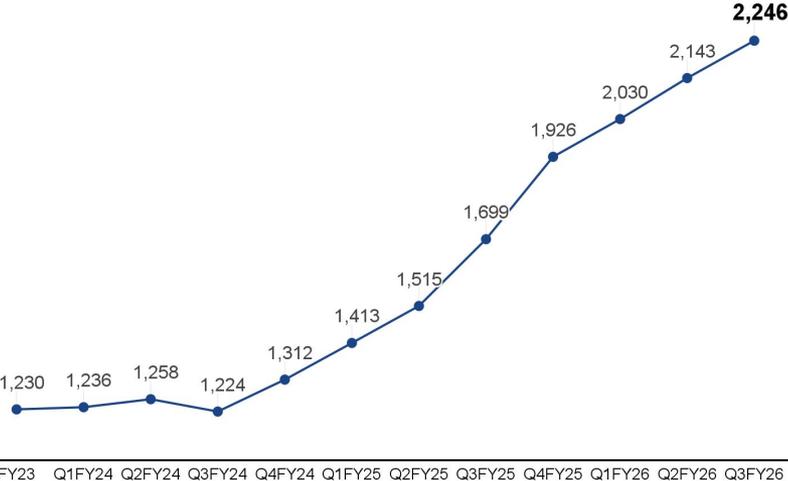


**IB M&A ADVISORY FEES:**  
CY25 shows continued recovery

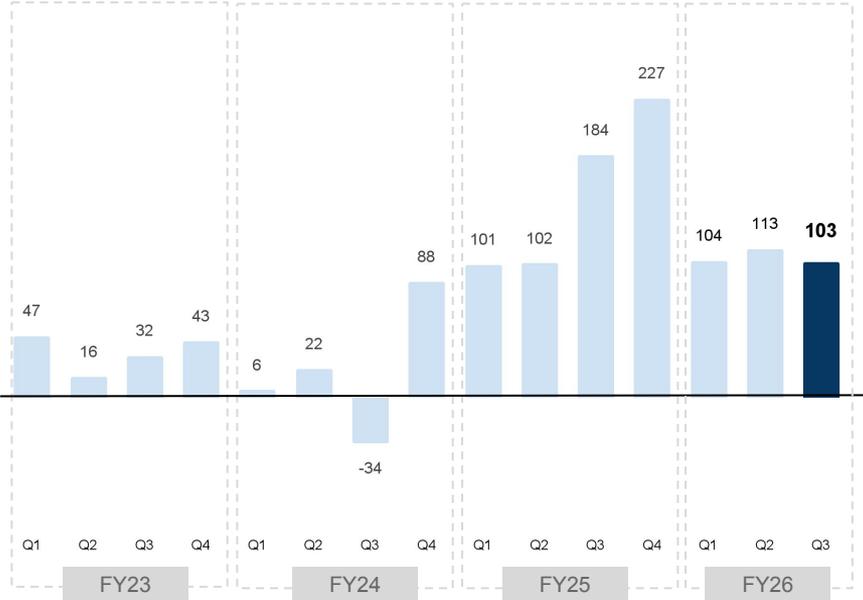
# 9M FY26: Growth Metrics (1/3)

Continued high overall volume growth

### Customer Accounts (#)



### Customer Accounts - Net Addition



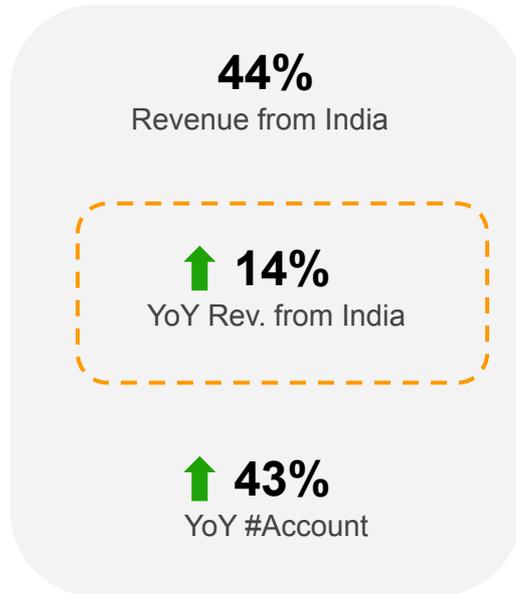
**Volume growth continues to be high**

Note: Customer Accounts are as on respective end of period.

# 9M FY26: Growth Metrics (2/3)

Accelerated India Growth due to vertical BU teams

## India Geo - 9MFY26 Account & Revenue Growth



- **India BU growth continues to be robust**
- In 9MFY26, # India accounts grew by 43% YoY and revenue grew by 14% YoY
- Primarily due to the growth initiatives mainly - launch of **vertical BU teams**
- We are in process of **replicating this strategy internationally** and scaling the vertical teams to other key regions

# 9M FY26: Growth Metrics (3/3)

India & International segments

	Revenue Growth YoY	Account Growth YoY
India	14%	43%
International	-8%	17%
Overall	0.3%	32%

Impact in the international segments. As we augment datasets and extend the vertical sales teams in these geographies to more customer segments, we expect the overall growth rates to improve.

# Q3 FY26: Investing in Growth Initiatives

## Ending Headcount (#)



We are investing in **growth initiatives**, primarily across GTM - Sales, sales support & Marketing.

These investments led to a net increase in headcount and a temporary reduction in profitability.

We believe these investments will accelerate growth and lead to higher profitability within the next few Qs.

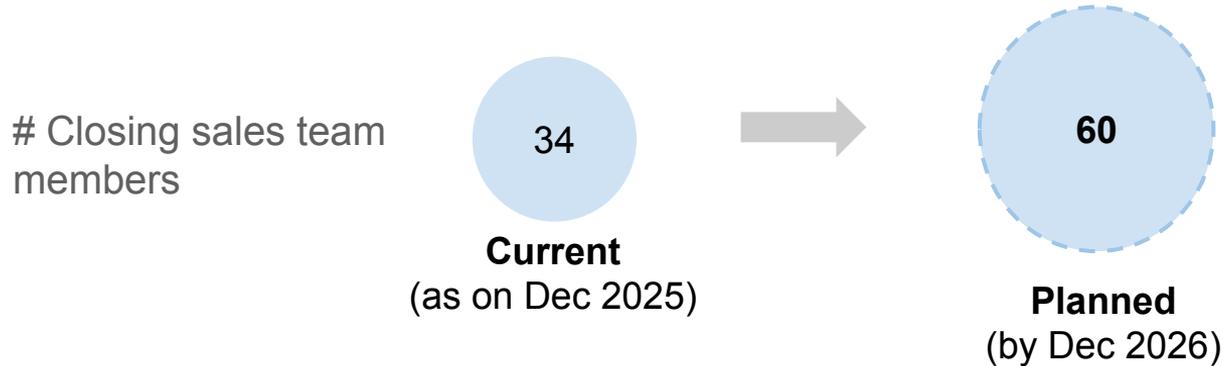
# Select Recent Growth Initiatives

Additionally, we have been investing heavily across various growth initiatives spanning across sales, marketing and account expansion. Select initiatives where we are seeing good results and expect further acceleration are as follows:

- 1 Scaling the Sales Team
- 2 **India BU** - Significant data investments undertaken in FY26
- 3 **International BU** - Investing in Data Augmentation & Sales scale-up
- 4 Scaling with **Specialised Teams**
- 5 Expanding Leads Funnel by increasing **Organic Search Traffic** and **Tracxn Lite**
- 6 Increasing **Regulatory Data** coverage
- 7 Leveraging **AI in Data Production**
- 8 Marketing through **Press Mentions**

# 1 Select Recent Growth Initiatives

## Scaling the Sales Teams



With our vertical sales playbook gaining traction, we are scaling our sales teams and plan to nearly double our closing sales team headcount this calendar year (including those based out of India but catering to the international geos)

We expect this to have a meaningful impact on the new customer acquisition.

## 2 Select Recent Growth Initiatives

### India BU - Significant data investments undertaken in FY26

Revenue from India grew at 14% YoY in 9M FY26 (& over 40% YoY account growth). Further in Q3FY26, significant investments made in expanding datasets and offering, including:

- **Private Company Financials** coverage: Grew by over 10X in 2025, making us **best-in-class** across all platforms in India
- **Comprehensive coverage of Private Limited companies:** Legal Entity DB now over **3.4M**, with details including board members, cross-directorships, risk indicators, loans and charges, filing delays, etc. Covers over **2.5M Directors**. Added over **54,000 Corporate Structure trees**.
- **Others:**
  - **Loans and charges data:** Increased from less than 50K in Dec 2024 to **2M** in Q3 FY26
  - **New data products:** Including 'Newly registered LEs feed' needed for sales teams. 'Legal Entity report' having detailed risk indicators & 20+ financial ratios.
  - **Augmented datasets:** For Sales Vertical, augmented pincode data, CXO data (in pipeline)

We expect this will **further accelerate** customer acquisition, **revenue growth** and significantly increase **our market share** within existing segments (like IB, PE). Also help us break into **newer customer segments** like debt market (NBFCs, other financial institutions) & procurement teams

## 3 Select Recent Growth Initiatives

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

- The number of accounts added grew by ~17% in Q3FY26 YoY
- Major push for expanding our **data coverage** in international geos:
  - **UK:** Added more than **4.2M private co. financials** (>50X increase). Cos. covered increased by **~4X**. Augmented **loans and charges** data in Q3FY26 to 2.6M
  - **US:** Companies covered increased by 35% YoY. Funding transactions increased by **4X** to over 1M
  - Planned new/augmented datasets: Headcount data, Revenue estimates, People & CXO data. More Growth trends.
- In Q3 FY26, we entered into a **key partnership** with **TMX Datalinx**, the information services division of TMX Group, which owns & operates Canada's largest stock exchange. This collaboration enables broader reach to financial institutions across N. America, and helping us accelerate rev. growth in the region.
- Investment Banking and VC vertical teams made live in UK and US regions to replicate India playbook
- **UK geo revenue growth increased from -3% in FY25 to 7% in 9M FY26**. By continuing above playbook, we expect to increase growth in other international geos, which should strengthen overall growth.

## 4 Specialised Teams (1/4)

### Investment Banks



- Specialised team for selling to IBs through both inbound & outbound
- Continue to enrich data for this customer segment by **increasing coverage of relevant datasets** such as coverage of private company financials, key ratios, VC & PE databases; and by **launching more relevant data sets**.
- In Q3 FY26, our coverage of private company financials (one of the most critical datasets for this segment) became best-in-class in India. We expect this to further accelerate new customer acquisitions.
- Had launched additional features - eg. startups can mention if they are looking to hire an IB on our platform, which becomes a sales pipeline for the investment banks, etc.
- Seeing good success:
  - Continued logo penetration in India by ~1% MoM
  - **India #accounts** grew by over 50% & **revenue** by ~16% YoY
- We have started scaling this to other key geos internationally and are seeing good initial success there as well, **International #accounts** grew by **more than 60%** YoY
- We expect further acceleration in this segment as we expand our efforts to key geos

## 4 Specialised Teams (2/4)

### Corporate Sales



- Specialized team focussed on users from corporate sales, typically looking to scout and analyze companies across sectors and geos for lead generation, market analysis, comps benchmarking, business development mandates, and more
- In addition to augmenting data for this segment - for eg., **pincodes** and **CXO profiles** - we are also adding new parameters such as **company tech stacks**, helping users identify companies by the technology they use for more targeted outreach. On the product side, we are adding CRM plugins for tighter workflow integration.
- We have started scaling this to other key geos internationally and are seeing good initial success. In Q3 FY26:
  - **# Accounts** grew by **over 80%** in this segment overall
  - **Revenue** grew by **~23% YoY**
  - **50% revenue** in this segment was from **international customers**
- We expect further acceleration in this segment as we augment both data and sales teams.

## 4 Specialised Teams (3/4)

### 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
- In Q3 FY26: Customer count\* **increased by ~60%** in this segment and **revenue grew by 15%** YoY
- India #accounts grew by ~70% & revenue by over 50% YoY

Note: (\*) 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
- ~50% revenue in this segment was from international customers in Q3FY26

### Accelerators & Incubators

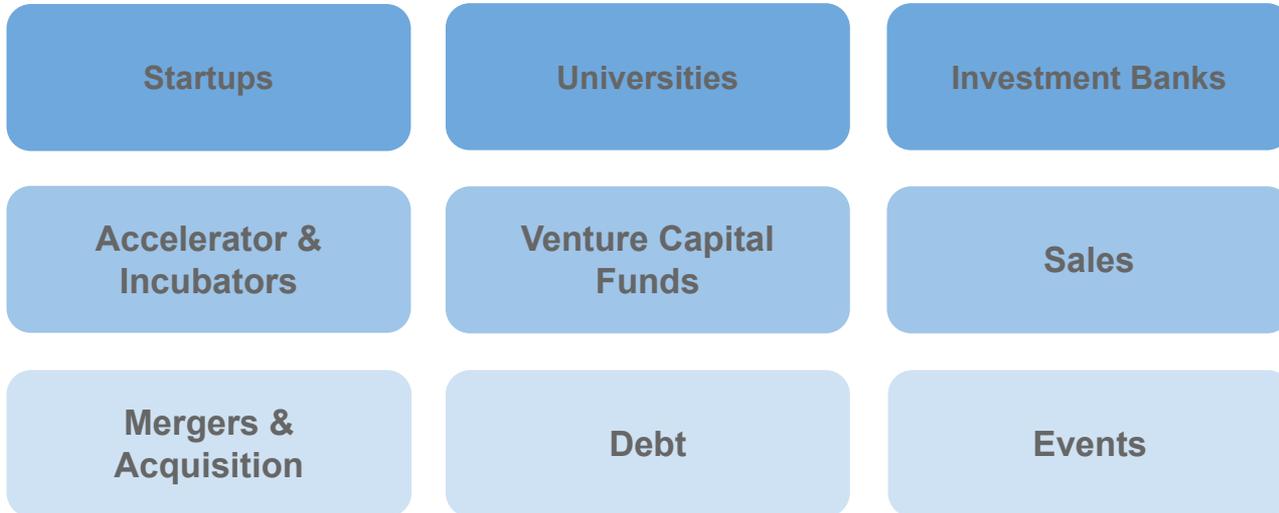


- Focusing on customers across private incubators, government incubators, university and corporate incubators globally
- One key use case is to facilitate fundraising of portfolio companies, supported through relevant features on the platform
- Bringing in Grants data to the platform to help incubator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

## 4 Specialised Teams (4/4)

### Seeing good results from the specialised teams

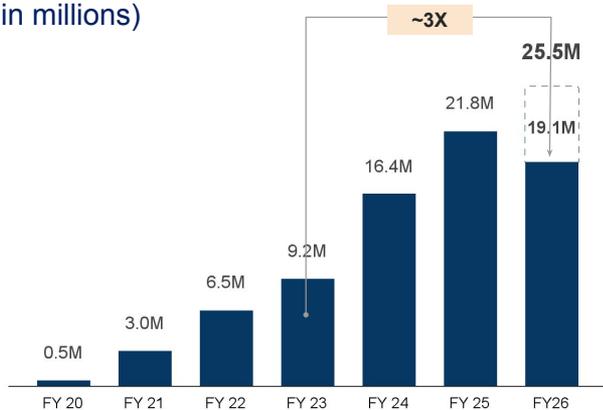
List of launched vertical sales units



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

# 5 Scaling Organic Search Traffic and Tracxn Lite

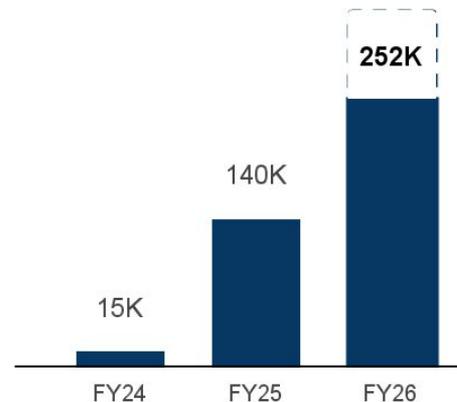
Organic Search Traffic\*  
(in millions)



## Scaling Organic Traffic & Inbound Leads Pipeline

- We have built a large organic inbound traffic funnel, & it continues to increase
- Had **over 21 Million** visits in FY25
- In 9MFY26, this was more than **19 million** visits (~3x increase in 3 years)

#Tracxn Lite Signups<sup>1</sup>



- Had launched **Tracxn Lite** 2 years ago 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 profile views, exports and certain platform modules)
- Very good **increase** in **overall sales acquisition pipeline**.  
For instance - 9MFY25 v/s 9MFY26
  - #Organic sign-ups **continue to increase** (1.3X)
  - Avg. #users / day hitting the credit limit have increased
  - Increase in upgrade requests, demos, etc.

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

(1) Cumulative #, does not include ~2L old unpaid users migrated to Tracxn Lite

# 6 Increased Regulatory Data Coverage (1/3)

## Increasing Coverage of Private Company Financials

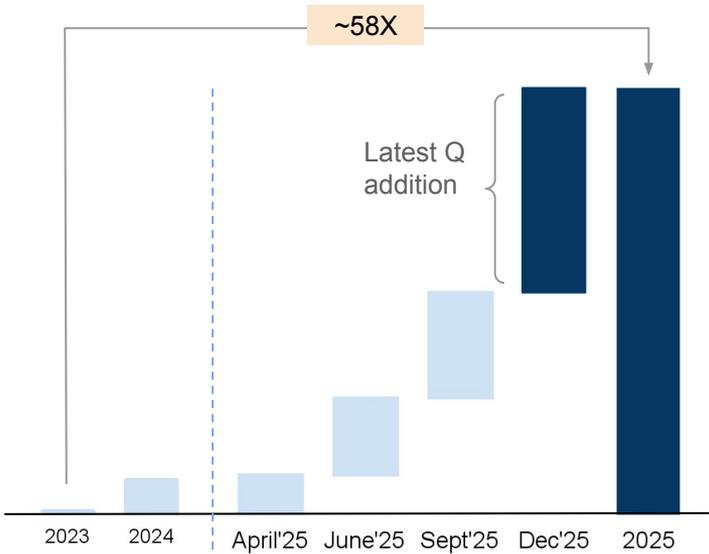
Currently cover private company financials across **20+** countries

### Major countries by coverage

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



### # Financials Covered



**2.3M+** companies with revenue data & **6.3M+** companies with detailed financials available on the platform<sup>#</sup>

Note: (\*) New countries added in 2025, (#) As on 31st Dec 2025  
YoY growth is excluding the changes on account of one-time refactoring of first year financials

# 6 Increased Regulatory Data Coverage (2/3)

## Increasing Coverage of Private Company Captables

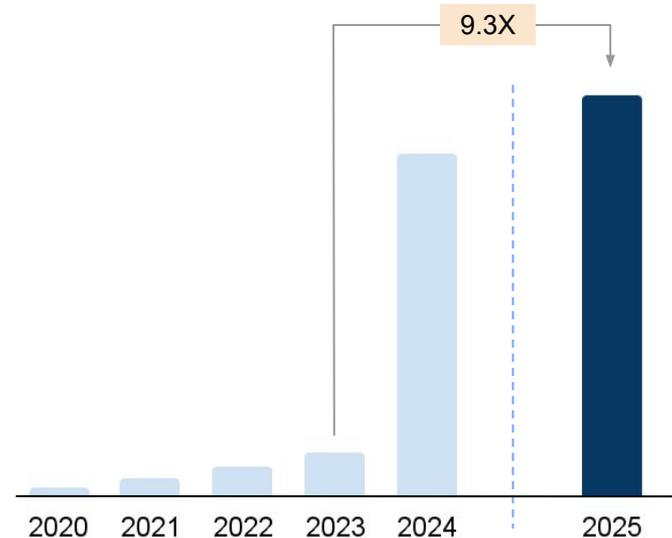
Currently cover private company captables across **15+** countries

### Major countries by coverage

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



### # Companies with Captables



**366K+** companies with detailed shareholding available on the platform<sup>#</sup>

# 6 Increased Regulatory Data Coverage (3/3)

## Launched Legal Entities Database

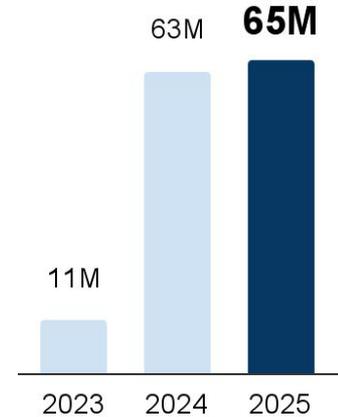
Currently covering ~**65M** legal entities across key geographies

### Major countries by coverage

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



### # Legal Entities (in millions)



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

# 7 AI in Data Production

We continue to harness GenAI in data production yielding significant and promising results. We have been able to multiply & augment our datasets while reducing manual intervention and even shrinking headcount, which is a strong testament to our use of automation and intelligence in data production.

## Accelerated Throughput with Leaner Data Production Teams

- **2024:** Expanded coverage of key data points by 5X while **reducing** data production team size **by ~10%**.
- **2025:** Further multiplied data coverage by over 4X with an **additional ~20% optimization** of data production team's headcount

To expand further, we have been able to enhance the pace of additions with high accuracy:

- **Increased pace** of data processing in existing processes: Reduced manual overhead and increased throughput (eg., The monthly capacity for adding companies to the Tracxn platform has increased by approximately 15X)
- **Expanded coverage** across multiple datasets: Achieved through faster processing of unstructured documents (eg., accelerated extraction of financials and company information from regulatory filings across 20+ countries).
- **Faster launch of new datasets:** Able to launch new datasets at a much faster pace than before (eg., area-pincode mapping for sales teams launched in a fairly short time period).

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

# 8 Press Mentions

Increased Press Mentions by 55% in 9MFY26 YoY

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

**3,000+**  
Press Mentions  
across media\*

**Maharashtra tech companies raise \$2 billion in 9M 2025 as early-stage funding explodes: Tracxn**

UAE tech funding climbs to \$2 billion in first nine months of 2025, Tracxn report shows

SEA TECH FIRMS FUNDING FALLS 7 PERCENT TO \$2.6B IN FIRST NINE MONTHS OF 2025 - TRACXN

eg. Report coverage

**DELHI-NCR**  
PRIORITY SECTORS

360 2 Tracxn

eg. Partnerships

**TECH FUNDING SNAPSHOT**  
DECEMBER 1-DECEMBER 15, 2025

Total funding (\$): \$272.5 mn (31 rounds)

Funding - Current Fortnight (\$M): 46.3 (Late), 8.5 (Seed), 45.2 (Early)

Higher than previous fortnight! (+13.77%)  
Lower than same year? (-51.33%)

UK Tech 2025 - Year-End Wrap

Total funding in 2025: \$15.7B	Funding Rounds: 1K	Mega Rounds: 27	New Unicorn: 6
Seed stage: \$2B	Early stage: \$6.2B	Last stage: \$7.5B	IPOs: 5
Acquisitions: 445	Top Deals: \$1.1B (NICOLE)	Top Sectors: Enterprise Apps (\$8.7B), FinTech (\$4.2B), Life Sciences (\$2.1B)	Top Cities: London (\$2.4B)

Leading VC Investors: Early Stage - BGF, ID CAPITAL, AltaviaVC; Late Stage - G/ ip group, RL

eg. Regular Columns in newspapers

**MONTHLY FUNDING TRACKER SINGAPORE**  
December 2025

Funding trend: \$469.8M (Dec 2024), \$204.7M (Nov 2025), \$491.1M (Dec 2025)

139.89% Compared to previous month (Nov 2025)

0.26% Compared to same month last year (Dec 2024)

**SEA Monthly funding tracker**  
November 2025

Overall Funding Trend: Total funding (\$ mn) and No. of rounds

21.91% Compared to previous month (Oct 2025)

204.25% Compared to same period last year (Nov 2024)

**STAGE-WISE FUNDING**

Seed stage funding (38.4%), Early-Stage funding (58.4%), Late-Stage funding (3.2%)

Seed stage funding (78.1%), Early-Stage funding (19.2%), Late-Stage funding (2.7%)

Seed stage funding (44.2%), Early-Stage funding (48.8%), Late-Stage funding (6.0%)

eg. Others

Note: (\*) in 9MFY26

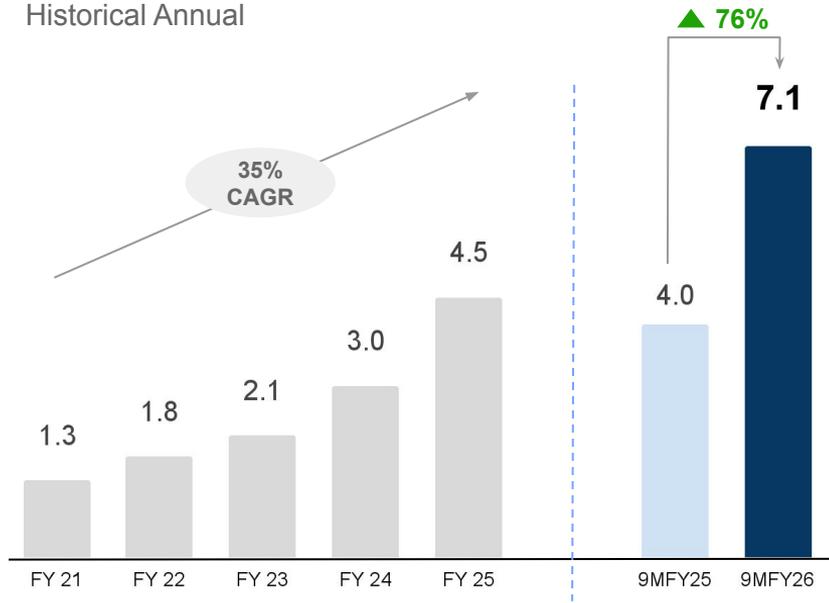
# Key Growth Areas (2026) - Summary

- **India BU: Scale the Sales Teams across verticals from ~25 to ~40**  
*(Vertical teams are working well, doubling down on scaling them. Market leadership for most data modules, was lagging in private co financials earlier - relevant for IB, PE, Banks. Augmented that in Q3 FY26, making it best-in-class. Expect further acceleration due to that)*
- **International BU: Augmenting datasets** (especially in US like revenue estimates, headcount, valuation) + **scale sales from <10 to ~25 + Scale sales-partnerships**  
*(Data augmentation required for certain datasets to improve conversion and retention. Sales team fairly small, scaling that. Scaling partnership closed in North America, add in 1-2 other non-English geos)*
- **AI in Data production:** Using AI to accelerate data augmentation to cover gap with international peers as well as launch new datasets for prioritized segments (eg. pincode data, People and CXO data, LP data)
- **Regulatory Data:** Build comprehensive coverage on private co data available for the legal entities - mainly related to financial, transactions, headcount, IP - in key geos (US, UK; India - already done)

# 9M FY26: Other KPIs (1/2)

## Entities Profiled, on platform (in millions)

Historical Annual



This coverage of companies added on the platform have increased by **76%** on YoY basis, and **30%** on QoQ basis

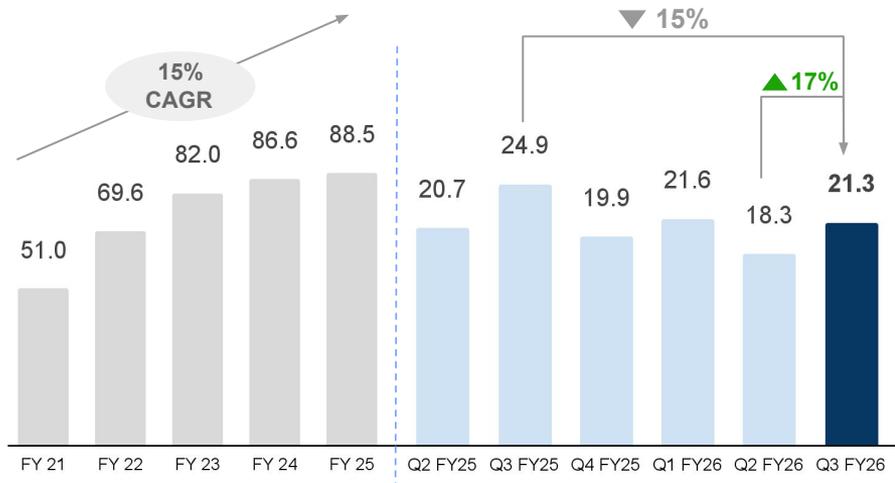
This was majorly due to increased coverage in **US, UK and Germany region**

# 9M FY26: Other KPIs (2/2)

## Contract Price

(in INR Cr.)

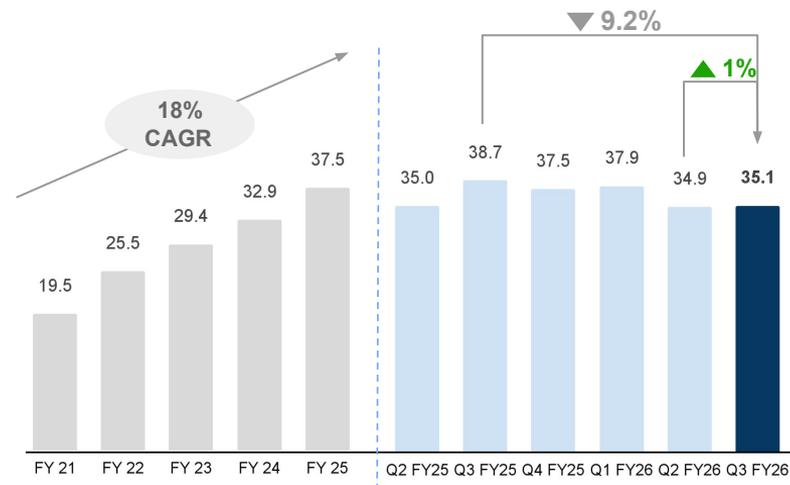
Historical Annual



## Deferred Revenue

(in INR Cr.)

Historical Annual



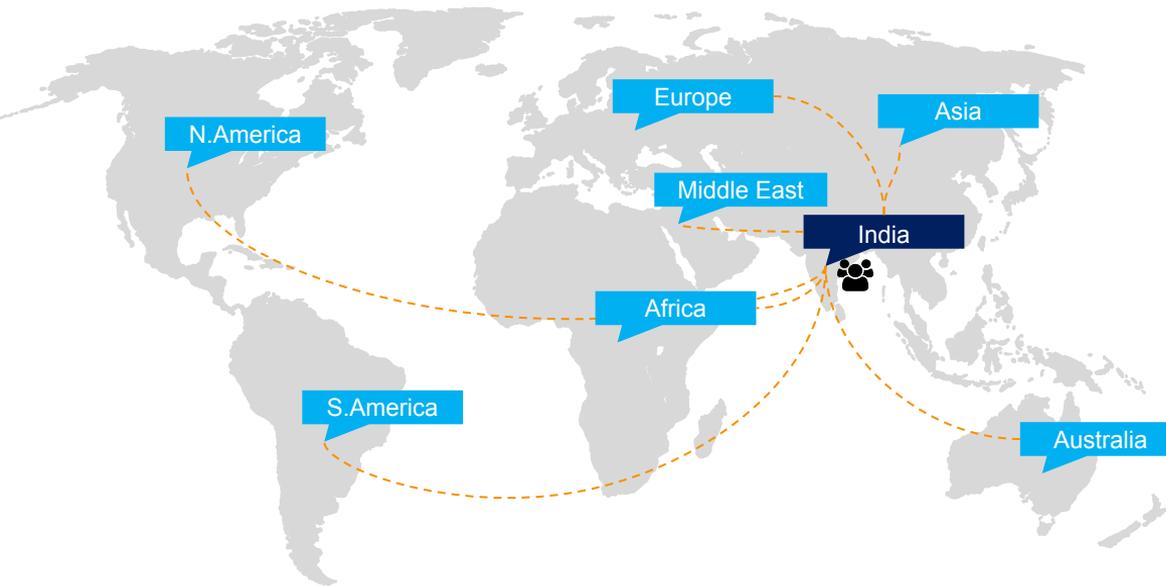
# Business Overview

# 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**
- 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\***

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

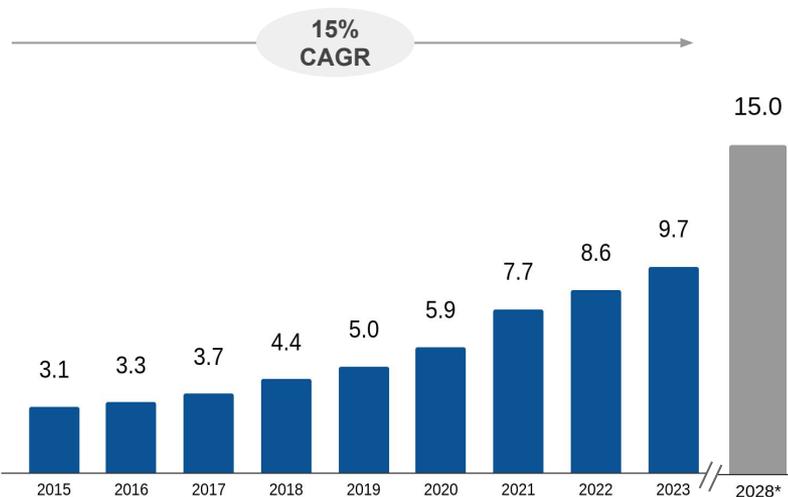
**In-house data mining engine** – automated discovery of new-age companies by tracking 900M+ domains across emerging technology sectors and sector classification of entities tracked

**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>

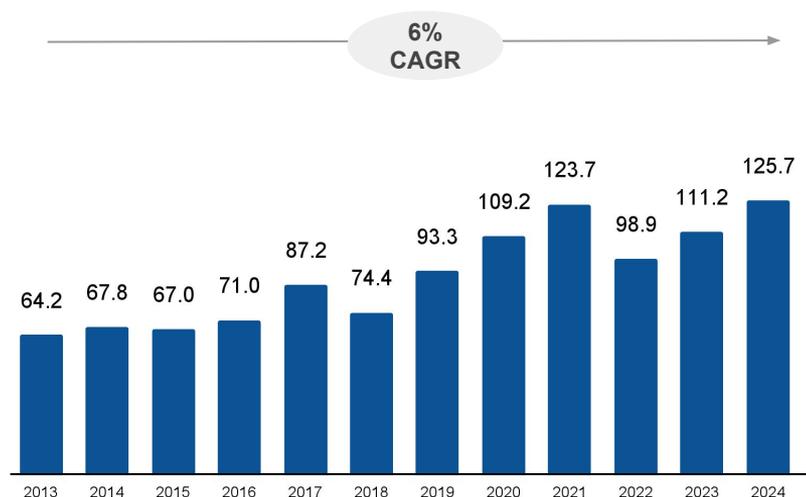
(in USD trillion)



**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

## **Q3 FY26 Detailed Financial Statements**

# Profit & Loss Statement (1/2)

Particulars	Q3 FY26	Q2 FY26	Q3 FY25	9M FY26	9M FY25	FY25
<b>Income</b>						
Revenue from operations	21.04	21.25	21.39	63.49	63.33	84.47
Other income	0.21	0.01	0.05	0.38	0.25	0.28
Other gains/(losses) - net	1.36	1.23	1.45	4.12	4.07	5.62
<b>Total Income</b>	<b>22.61</b>	<b>22.49</b>	<b>22.90</b>	<b>67.99</b>	<b>67.65</b>	<b>90.37</b>
<b>Expenses</b>						
Employee benefit expense	20.07	19.04	18.64	58.07	54.51	73.87
Depreciation expense	0.05	0.04	0.04	0.12	0.08	0.11
Other expenses	2.67	2.78	2.31	7.90	7.17	9.76
<b>Total Expenses</b>	<b>22.79</b>	<b>21.86</b>	<b>20.98</b>	<b>66.08</b>	<b>61.76</b>	<b>83.75</b>
Profit / (Loss) before tax and exceptional items	(0.17)	0.62	1.91	1.90	5.89	6.62
Exceptional Items - Statutory impact of new Labour Codes	0.94	-	-	0.94	-	-
Profit / (Loss) before tax	(1.12)	0.62	1.91	0.96	5.89	6.62
Current tax (including relating to prior years)	0.06	0.42	0.09	0.60	0.22	0.46
Deferred tax (credit) / expense	(0.36)	5.77	0.41	5.62	7.64	15.71
<b>Profit / (loss) for the period</b>	<b>(0.81)</b>	<b>(5.56)</b>	<b>1.42</b>	<b>(5.26)</b>	<b>(1.96)</b>	<b>(9.54)</b>
<b>PAT Margin</b>	<b>-3.87%</b>	<b>-26.18%</b>	<b>6.64%</b>	<b>-8.28%</b>	<b>-3.10%</b>	<b>-11.30%</b>

In INR Cr.

# Profit & Loss Statement (2/2)

Particulars	Q3 FY26	Q2 FY26	Q3 FY25	9M FY26	9M FY25	FY25
<b>Profit / (loss) for the period</b>	(0.81)	(5.56)	1.42	(5.26)	(1.96)	(9.54)
Less: Other Income	0.21	0.01	0.05	0.38	0.25	0.28
Less: Other gains/(losses) - net	1.36	1.23	1.45	4.12	4.07	5.62
Add: Depreciation expense	0.05	0.04	0.04	0.12	0.08	0.11
Add: Current tax	0.06	0.42	0.09	0.60	0.22	0.46
Add: Deferred tax (credit) / expense	(0.36)	5.77	0.41	5.62	7.64	15.71
<b>EBITDA</b>	<b>(2.64)</b>	<b>(0.58)</b>	<b>0.45</b>	<b>(3.42)</b>	<b>1.65</b>	<b>0.83</b>
<b>EBITDA Margin</b>	<b>-12.57%</b>	<b>-2.71%</b>	<b>2.09%</b>	<b>-5.39%</b>	<b>2.61%</b>	<b>0.99%</b>
Exceptional Items - Statutory impact of new Labour Codes	0.94	-	-	0.94	-	-
<b>EBITDA excl Exceptional Items</b>	<b>(1.70)</b>	<b>(0.58)</b>	<b>0.45</b>	<b>(2.48)</b>	<b>1.65</b>	<b>0.83</b>
<b>EBITDA Margin excl Exceptional Items</b>	<b>-8.09%</b>	<b>-2.71%</b>	<b>2.09%</b>	<b>-3.90%</b>	<b>2.61%</b>	<b>0.99%</b>
<b>Profit / (loss) for the period</b>	<b>(0.81)</b>	<b>(5.56)</b>	<b>1.42</b>	<b>(5.26)</b>	(1.96)	(9.54)
Add: Deferred tax adjustments (DTA)	-	6.02	-	6.02	6.35	14.47
Add: Exceptional Items - Statutory impact of new Labour Codes	0.94	-	-	0.94	-	-
<b>PAT excl Exceptional Items and DTA</b>	<b>0.13</b>	<b>0.46</b>	<b>1.42</b>	<b>1.71</b>	<b>4.39</b>	<b>4.93</b>
<b>PAT Margin excl Exceptional Items and DTA</b>	<b>0.60%</b>	<b>2.17%</b>	<b>6.64%</b>	<b>2.69%</b>	<b>6.93%</b>	<b>5.83%</b>

In INR Cr.

# 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**

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Sector 6, HSR Layout,  
Bangalore - 560102

CIN : L72200KA2012PLC065294

**Corporate Presentation:** [Link](#)

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