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Ph: +91 90360 90116
Website: www.tracxn.com

**August 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
**Scrip Code: TRACXN**

**Dear Sir/Madam,**

**Sub: Intimation of Investor Presentation for the quarter ended June 30, 2026.**

This is in continuation to our letter dated July 31, 2026 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Wednesday, August 05, 2026 at 4:30 P.M. (IST) to discuss the Unaudited Financial Results for the quarter ended June 30, 2026.

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
Digitally signed by MEGHA TIBREWAL
Date: 2026.08.05 15:37:07 +05'30'

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

Encl. A/a

# Tracxn

Private Market Intelligence Platform

Q1 FY27 Investor Presentation

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This Presentation may contain, words or phrases that are forward-looking statements that involve risks and uncertainties and are based on certain beliefs, plans, and expectations of the Company. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Actual future performance, outcomes, and results may differ materially from those expressed in forward-looking statements because of several risks, uncertainties including but not limited to our ability to implement our strategy successfully, the market acceptance of and demand for our offering, technological changes, volatility in global capital markets, pandemic and international and domestic events having a bearing on the Company’s business. You must not place undue reliance on these forward-looking statements, which are based on the current views of the Company’s management.

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

# Q1 FY27 Financial Performance

# Q1 FY27: Financial Performance Summary

| Revenue from Operations | EBITDA | Customer Accounts (#) | Revenue by Segment |
|---|---|---|---|
| 21.1 Cr. | -4.2 Cr. | 2,350 | India 10.6 Cr. |
| ▲ 2.9% QoQ | ▼ 0.2 Cr. QoQ | ▲ 2.7% QoQ | ▲ 4.4% QoQ |
| -0.6% YoY | | 16% YoY | International 10.5 Cr. |
| | | | ▲ 1.4% QoQ |

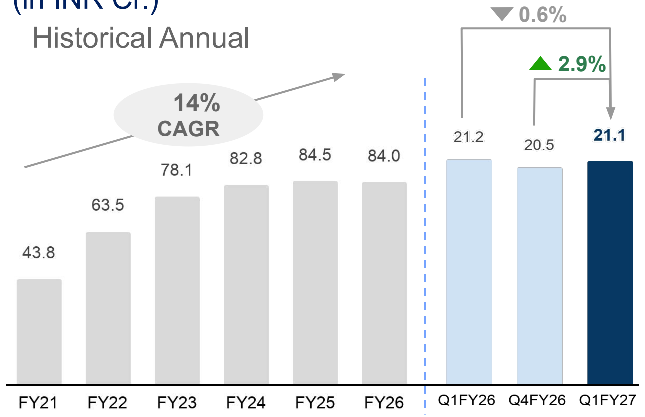
| Total Income | PAT | Deferred Revenue | Cash & Cash Equivalents* |
|---|---|---|---|
| 22.6 Cr. | -3.0 Cr. | 38.8 Cr. | 88.2 Cr. |
| ▲ 2.0% QoQ | ▼ 0.7 Cr. QoQ | ▲ 6.4% QoQ | ▼ 1.0 Cr. QoQ |
| -1.3% YoY | | 2.2% YoY | |

In INR

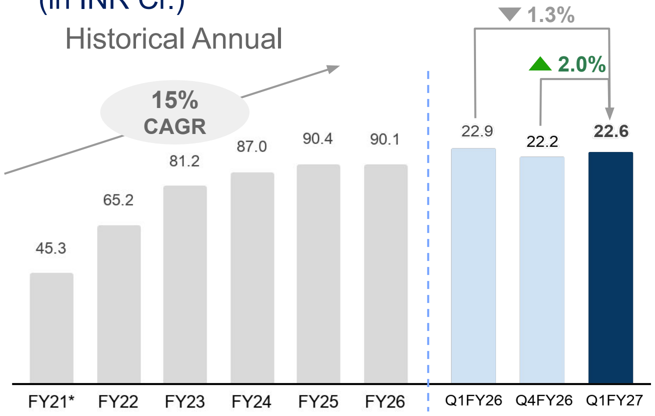
Note: Cash & Cash equiv. = Cash & Cash equiv. and Investments as on 30th June 2026, net of tax amounts received from employees against ESOP exercise

# Q1 FY27: Revenue & Profitability

## Revenue from Operations
(in INR Cr.)



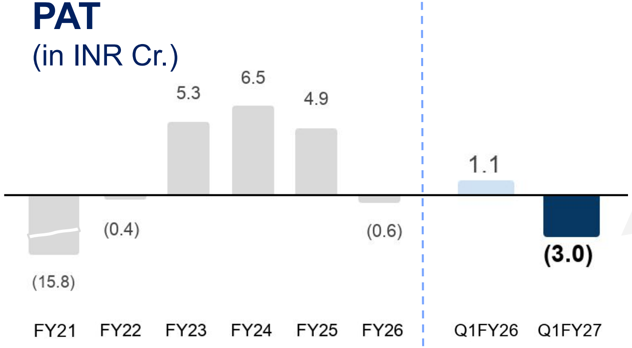

## Total Income
(in INR Cr.)




## EBITDA
(in INR Cr.)


Adj. EBITDA: -3.7 Cr. Excluding non-cash ESOP exp.

## PAT
(in INR Cr.)




Adj. PAT: -2.2 Cr. Excluding non-cash items - ESOP exp. and deferred tax

*Excluding Fair value gain/ (loss) on CCPS. Note: PAT is excluding deferred tax adjustments and provision towards exceptional items

# Incremental Revenue going into Bottomline

(in INR Cr.)

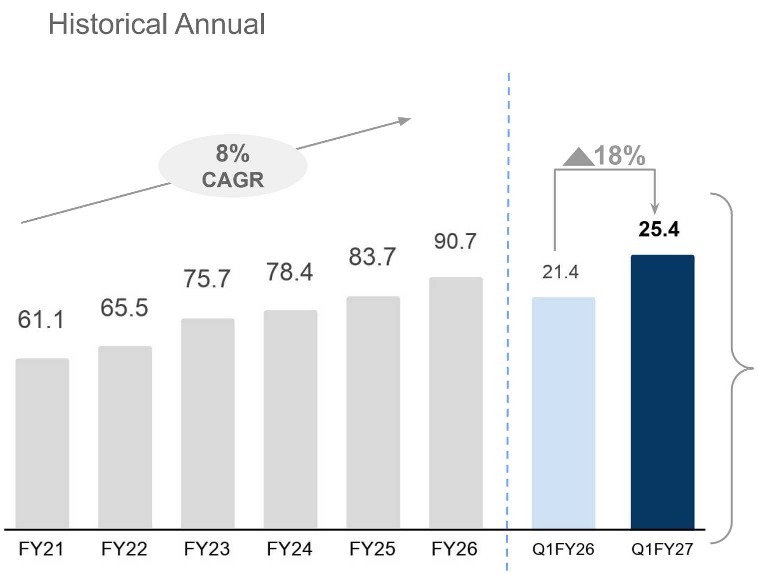
| | Q1FY27 | Historical Annual: FY21 | FY22 | FY23 | FY24 | FY25 | FY26 |
|---|---|---|---|---|---|---|---|
| **Revenue from operations** | 21.1 | 43.8 | 63.5 | 78.1 | 82.8 | 84.5 | 84.0 |
| Incremental Revenue from Operations (Δ) | (0.1) | +6.4 | +19.7 | +14.7 | +4.7 | +1.7 | (0.5) |
| **EBITDA** | (4.2) | (17.1) | (1.9) | 2.6 | 4.6 | 0.8 | (6.6) |
| Incremental EBITDA (Δ) | (4.0) | +5.4 | +15.1 | +4.5 | +2 | (3.8) | (7.4) |
| **Incremental EBITDA as a % of Incremental Revenue from Operations** | - | **84%** | **77%** | **31%** | **43%** | **-** | **-** |

**High gross margin business**
**Potential to drive non-linear increase in EBITDA**

Note: EBITDA exclusive of exceptional expenses/provisions (FY22, FY23: IPO Expenses, FY26: Provision towards impact due to new Labour Codes)

# Q1 FY27: Expense Breakup

## Total Expense
(in INR Cr.)




## Total Expense - Breakup (for Q1FY27)
(in INR Cr.)

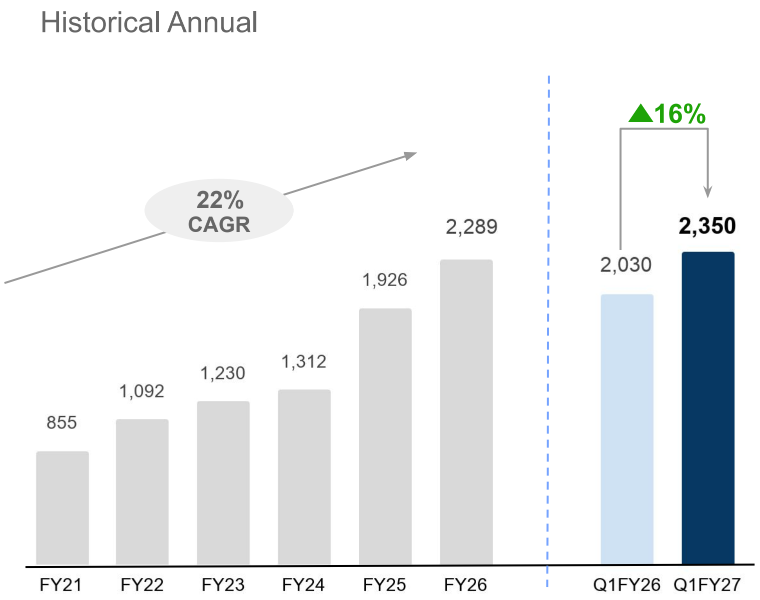
| | Q1FY27 | % of Total Expense |
|---|---|---|
| **Employee Benefit Expenses** | **22 Cr.** | **86.7%** |
| *Salaries, Wages & Bonus* | 20.9 Cr. | 82.2% |
| *Employee Stock Option Expense* | 0.6 Cr. | 2.3% |
| *Other Employee Benefit Expenses* | 0.6 Cr. | 2.2% |
| **Other Expenses** | **3.3 Cr.** | **13.1%** |
| *Cloud Hosting Charges* | 1 Cr. | 3.8% |
| *Rent for Building* | 1 Cr. | 3.8% |
| *Remaining Other Expenses* | 1.4 Cr. | 5.6% |
| **Depreciation Expense** | **0.1 Cr.** | **0.2%** |
| **Total Expenses** | **25.4 Cr.** | **100%** |

- **Bulk** or 87% of total expense is **emp. cost**.
- **No large digital marketing spend** for customer acquisition (Being a data company, we are able to use in-house content to generate organic traffic).

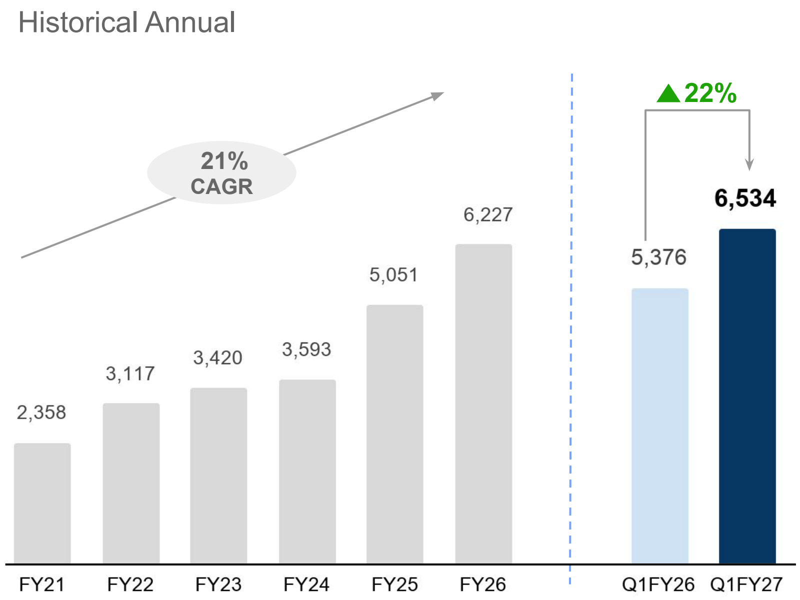
Note: Salaries, Wages & Bonus includes statutory contributions like EPF

# Q1 FY27: Continued Volume Growth

## Customer Accounts (#)




## Users (#)

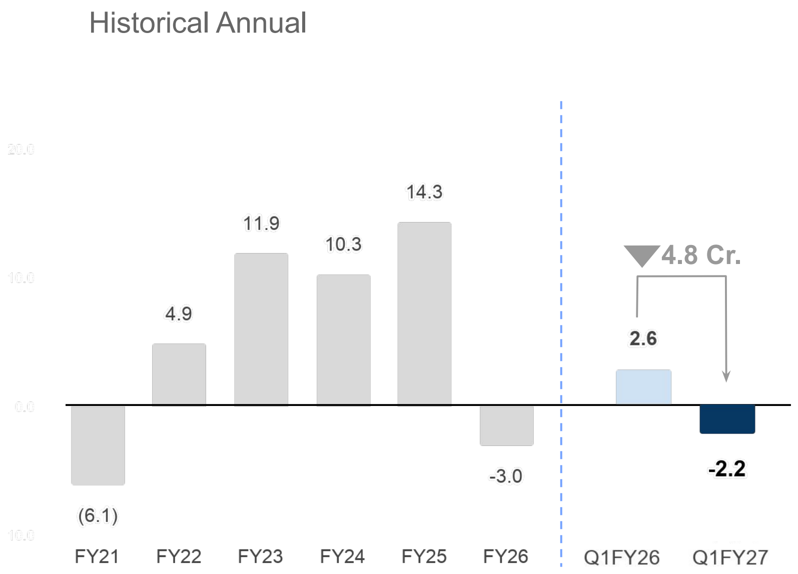



**Continuing to acquire customers & penetrate existing accounts at a healthy pace**

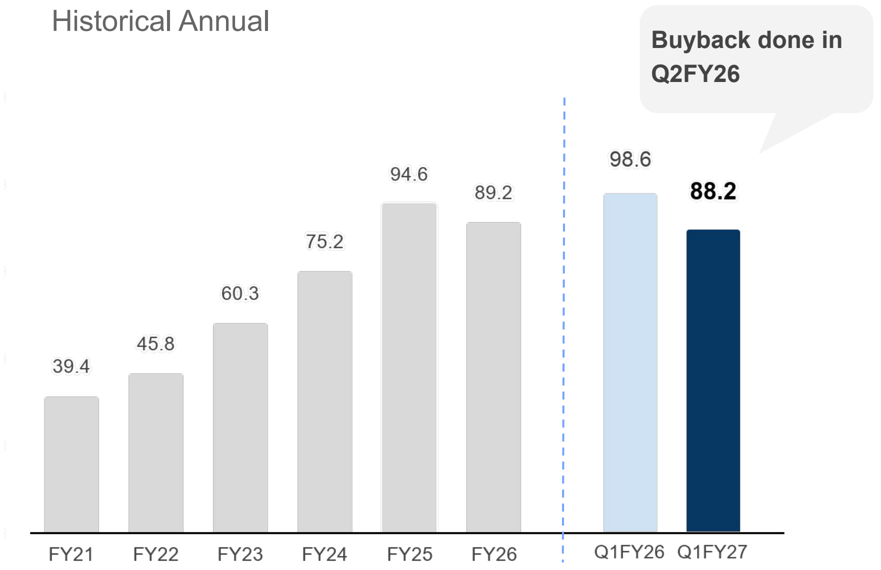
Note: As at the end of each reporting period

# Q1 FY27: FCF and Cash & Cash Equiv.

## FCF (Free Cash Flow)[1]
(in INR Cr.)



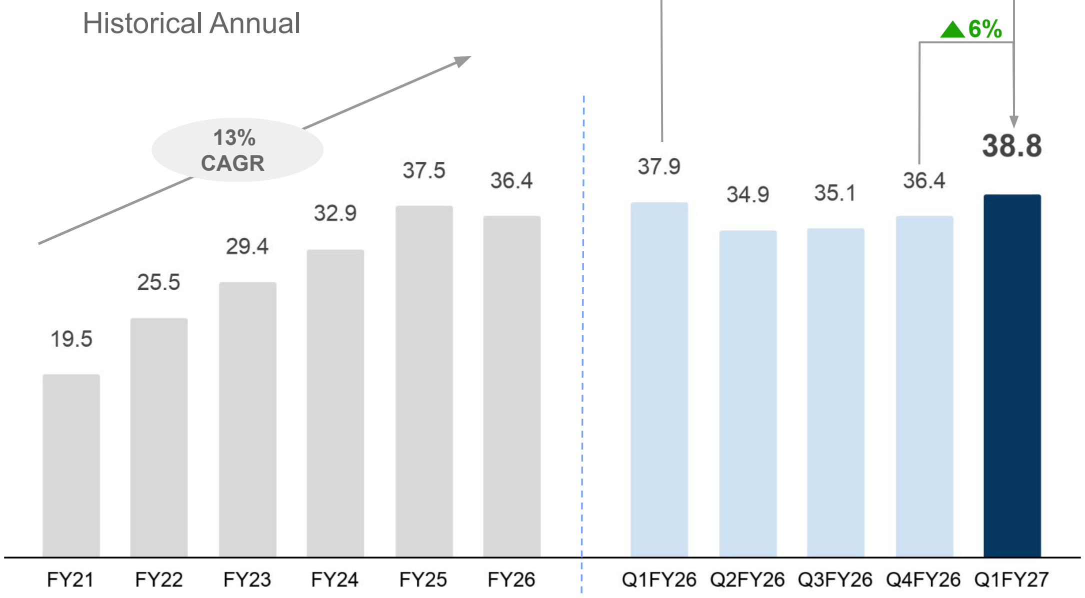

## Cash & Cash Equivalents[1,2]
(in INR Cr.)




Note: (1) Excluding tax amounts received from employees against ESOP exercise as on the respective end of period
(2) Cash & cash equiv. includes security deposit towards listing in FY23 and FY24

# Q1 FY27: Healthy increase in Deferred Revenue

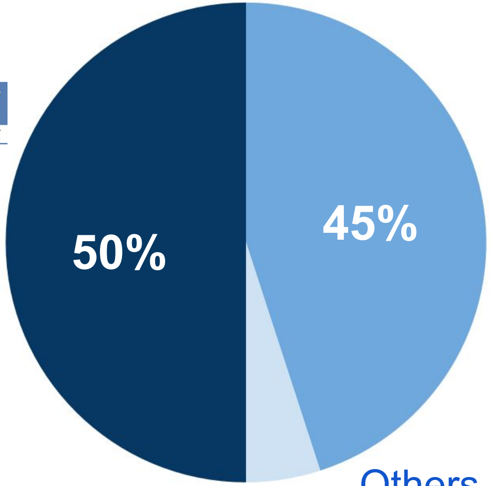
**Deferred Revenue**
(in INR Cr.)




Deferred revenue increased on a QoQ and YoY basis, reaching an all-time high

Note: Deferred Revenue includes proforma bills wherein invoice is to be raised after payment is received

# Q1 FY27: Accounts 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

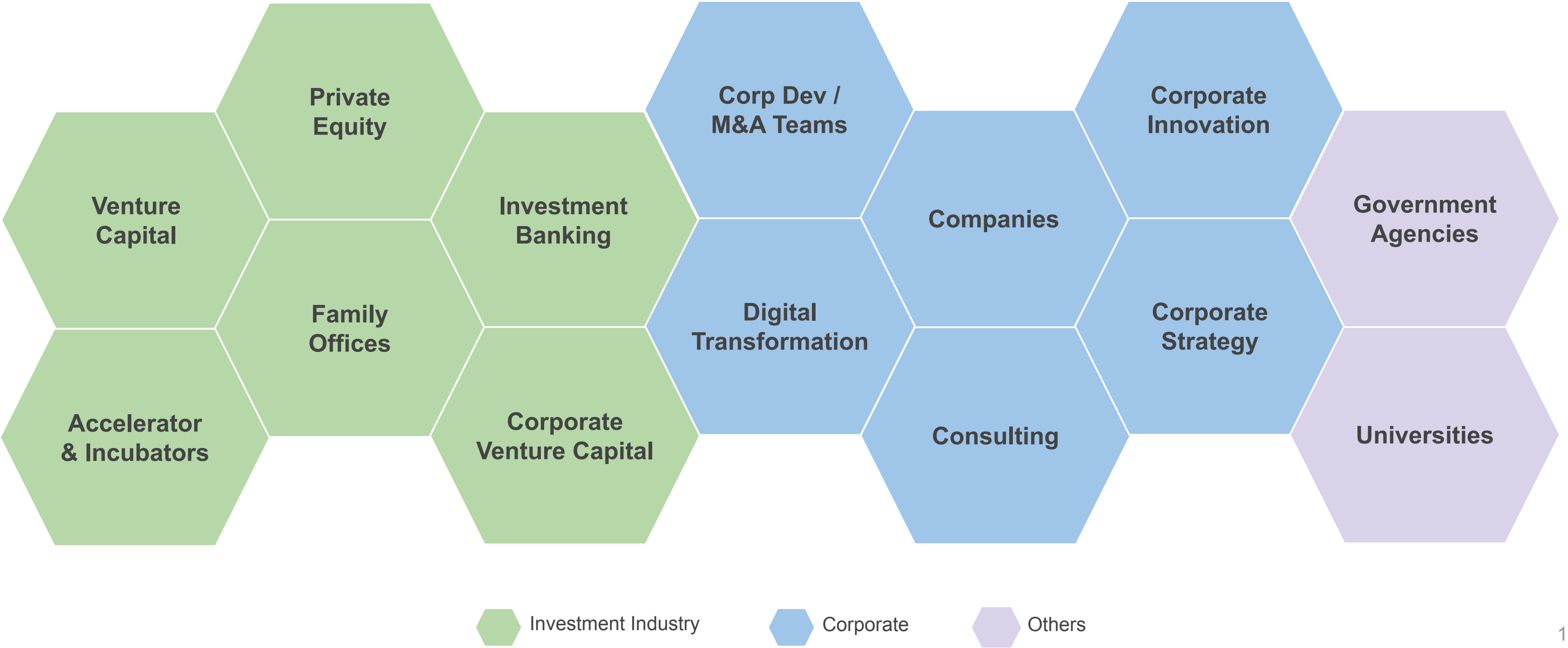
(includes Educational Institutes, Government Agencies, Industry Bodies)

**Healthy spread across Investment Industry and Corporates**

Note: As on end of period

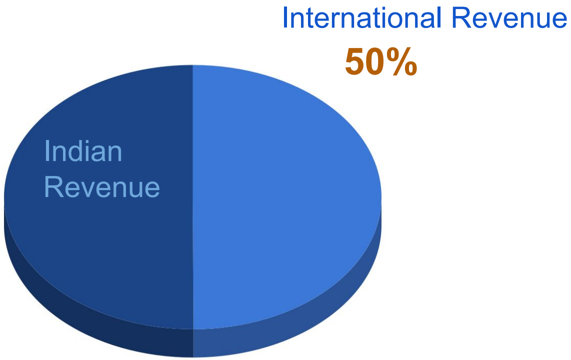
# Diverse Customer Base

Customer segments & departments that we work with, within the key customer types



# Global Customer Base

## 50% International revenue in Q1FY27




## Customers span over 50+ countries*

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

*As on end of period

# Revenue split by India and International

Tracxn

(in INR Cr.)

| | FY26 Revenue | | Q1FY27 Revenue | | Q1FY27 Share of Revenue |
|---|---|---|---|---|---|
| India | 38.2 | 14.0% YoY | 10.6 | 4.4% QoQ | 50% |
| International | 45.8 | -10.2% YoY | 10.5 | 1.4% QoQ | 50% |
| Total | 84.0 | -0.6% YoY | 21.1 | 2.9% QoQ | |

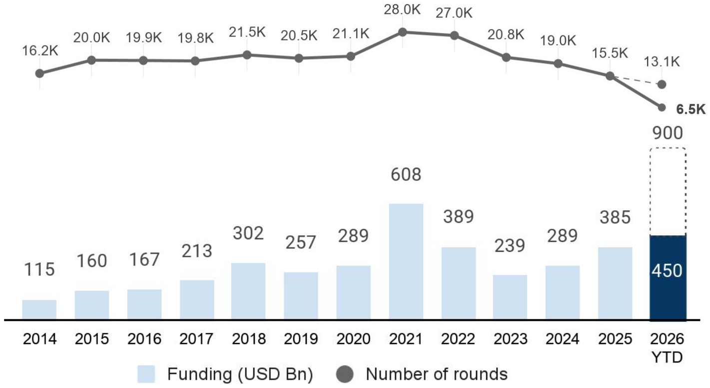
**India - continues to accelerate**
QoQ run-rate annualized to **19%** YoY

**International - QoQ turned positive**

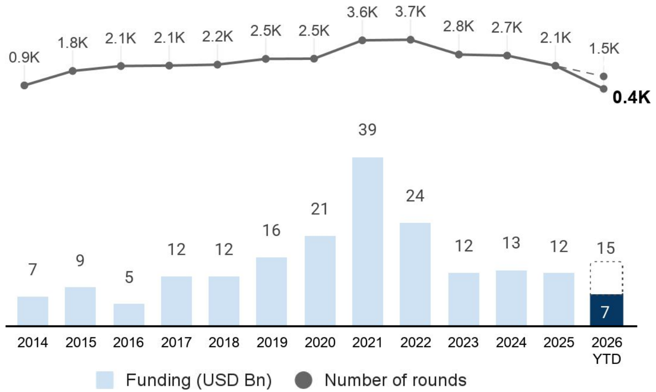
**Acceleration across both India & International**

# Private Markets - Quick snapshot (1/2)

## Global Tech Funding



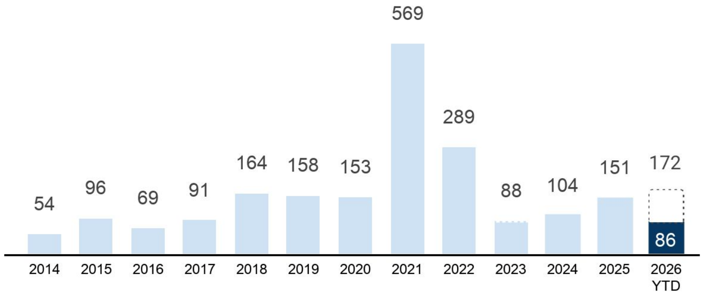

## India Tech Funding



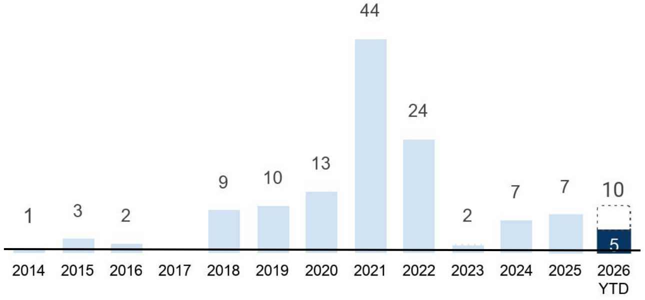

**GLOBAL TECH FUNDING:**

Dollars invested are rising - 2026 global tech funding is on track to be the decade's highest, driven by mega AI rounds. Deal volume, however, is at a 10-year low.

## Global Unicorns Created (#)




## India Unicorns Created (#)




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

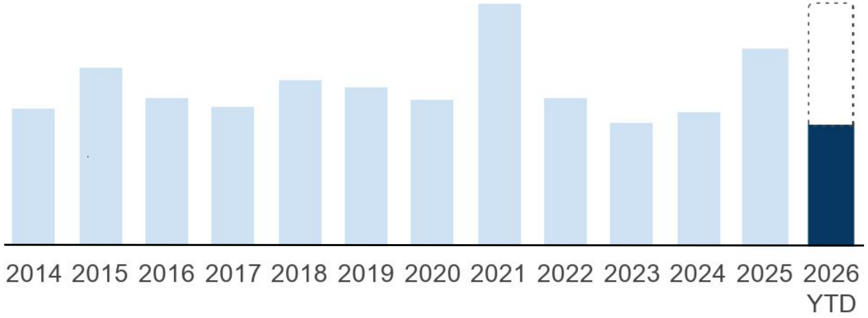
Global late-stage funding saw continued YoY improvement

Source: Internal Estimates

# Private Markets - Quick snapshot (2/2)

## Strong rebound in global M&A deal value and IB fees

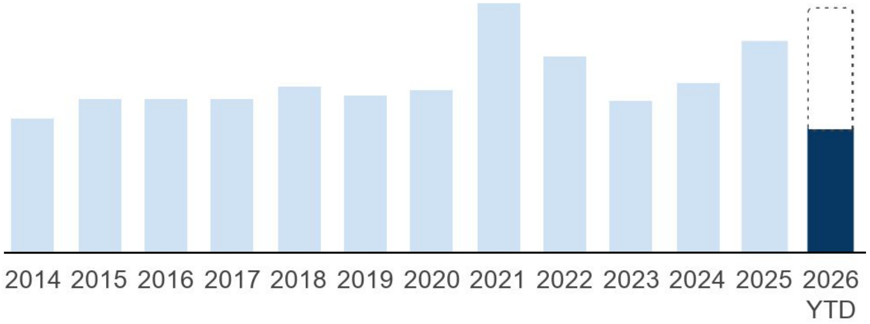
**Global M&A**
(in USD Tn.)




**GLOBAL M&A:**

**2026 YTD** continues to show **strong momentum**. Current run-rate indicates 2026 could become the second-highest year after the 2021 peak.

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




**IB M&A ADVISORY FEES:**

**2026 YTD** advisory fees are off to a **strong start** with the current run-rate tracking close to the 2021 peak.

Source: Report on Global Mergers and Acquisitions Review and Report on Global Investment Banking Review

# Key highlights

## From Q1FY27

1. **Growth playbook across key BUs**
2. Sales scale-up
3. Exponential increase in datasets and coverage
4. Specialised BU teams continuing accelerated growth
5. AI-native access to Tracxn data
6. PLG and customer acquisition

# 1 India - Continues to grow and accelerate

Tracxn

## India Geo - FY26 YoY

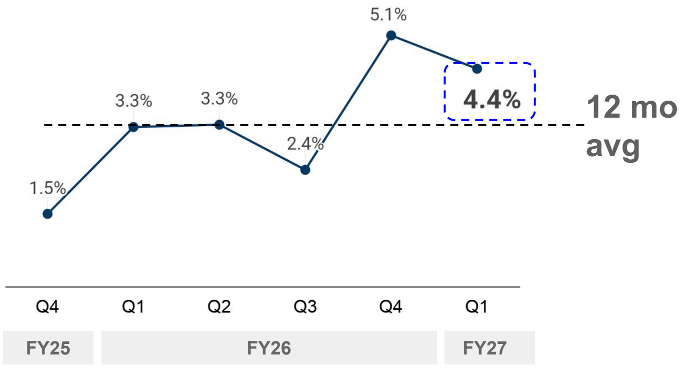
**14%**
FY26 YoY growth rate

33%
#Account (YoY)

45%
of overall Revenue

## India Geo - Q1FY27 QoQ

Q1FY27 - 4.4% QoQ
**19%** Annualized



# 1 Predictable (3-phase) Playbook for Growth

Tracxn

| Specialized BU (Sales) Team | Build Best-in-Class Offering | Sales Scale-up |
|---|---|---|

**PHASE I**

**Launch specialized BU Team**

- Setup BU teams aligned to each customer segment, within the existing customer base
- These teams drive early sales momentum and surface unmet customer needs

← ~2 quarters →

**Customer growth**

**New acquisition increases by ~50%**

**PHASE II**

**Augment data to best-in-class**

- Sharpen product capabilities and data using signals from the vertical teams
- A best-in-class offering lifts win rates and conversion across the pipeline

← ~3-4 quarters →

**Increased win-rates**

**PHASE III**

**Scale the sales team**

- Expand sales capacity across the higher conversion BUs
- This accelerates customer acquisition and expansion, steadily growing the market share

← ~2 quarters →

**Revenue acceleration & Market Leadership**

**~4x increase in sales team;**
**1-2% market share increase/mo**

Tracxn

# 1 Predictable (3-phase) Playbook for Growth

## Case study: “**Investment Banks (IB) - India**” BU

| **Specialized BU (Sales) Team** — Done | **Build Best-in-Class Offering** — Done | **Sales Scale-up** — Ongoing |
|---|---|---|
| • Launched Investment Banks - India team in **Q3 FY25** | • **Live deals** for IBs to source M&A and Fund-raise ready companies (Q3FY25)<br>• **Investor database** - to enable outreach efforts for IBs (Q1FY26)<br>• **Private company financials coverage** - made best-in-class (Q3FY26) | • **~4X Sales team size**: Growing from 2 → 4 (current) → 8 productive reps<br>• **Upgrades:** Separate team setup for upgrading existing customers to full-team plan |

**IMPACT: IB-India**

| | | |
|---|---|---|
| **9/mo → 13/mo** (FY26) new closures | **13/mo → 20/mo** (Q1FY27) new closures | **20/mo → 30/mo** (planned) new closures<br>Acquiring 1% market share MoM for the last 12+ months |
| | **~20%**<br>FY26 YoY rev growth | **>30%**<br>Q1FY27 QoQ annualized rev growth |

UBS | kotak | o3 capital | MIZUHO | motilal oswal | Avendus

# 1 Different BUs are in different phases of growth

| Specialized BU (Sales) Team | Build Best-in-Class Offering | Sales Scale-up |
|---|---|---|
| PE - India | Sales - India | Investment Banks - India |
| Sales - International | VC - International | VC Funds - India |
| Innovation - International | IB - International | |
| M&A - International | Innovation - India | |
| Startups | M&A - India | |
| Debt | MFO & Wealth - India | |

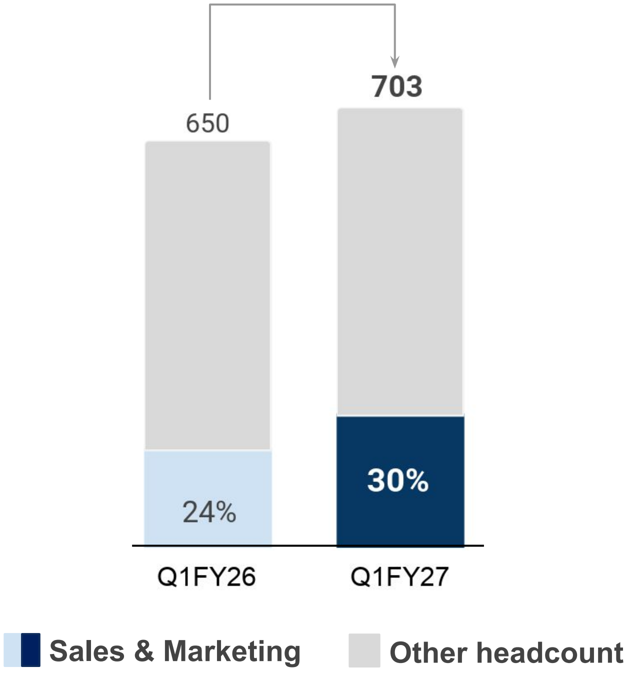
**As more BU teams graduate to the scale-up phase, overall growth rates to improve**

# Key highlights

## From Q1FY27

1. Growth playbook across key BUs
2. **Sales scale-up**
3. Exponential increase in datasets and coverage
4. Specialised BU teams continuing accelerated growth
5. AI-native access to Tracxn data
6. PLG and customer acquisition

# 2 Investing in Growth: Scaling GTM Teams




**GTM team size** as well as **share** of **total headcount** have **increased**

**Sales & marketing** teams now account for **30% of total headcount**, up from 24% in Q1FY26.

# 2 Investing in Growth: Scaling GTM Teams

Closing sales team members

34

As on Dec 2025

60

**Planned**
by Dec 2026

Within the GTM team, we plan to ~**double** the **closing sales capacity**

- from 34 members (Dec ‘25) to 60 (Dec ‘26)
- Including across teams serving India and teams serving international geographies (India-based, selling internationally).

We expect this expansion to drive meaningful **growth** in **new customer acquisition**.

# Key highlights

## From Q1FY27

1. Growth playbook across key BUs
2. Sales scale-up
3. **Exponential increase in datasets and coverage**
4. Specialised BU teams continuing accelerated growth
5. AI-native access to Tracxn data
6. PLG and customer acquisition

# 3 India - Significant Recent Data Investments

Key launches in last 12m

### For **Investment Banks** (India)

**Private Company Financials** : Coverage grew by >10X YoY to **near full coverage**, best-in-class globally

**Legal Entities :** expanded to **3.6M** with detailed data including board members, cross-directorships, loans & charges, filing delays, etc., - Making it **comprehensive coverage** of Indian private limited companies

### For **Venture Capital Funds** (India)

**Top-tier background:** Founders from top colleges, companies, and serial entrepreneurs

**Early-stage:** broader coverage of recently founded companies

**Captables:** 5X growth in captables and shareholding data - further strengthening our global lead to **near complete coverage**

### For **Banks and Financial Institutions**

**Legal Entity report** : Detailed risk indicators & **20+** financial ratios

**Corporate tree structures:** Extended to ~**60K** entities

**People Database:** Added Directors Data **- 2.6M**

**Legal case data:** coverage across SC, HCs, NCLT, ITAT, etc.

### For **Sales Teams**

**Pincode data** : Extended coverage for 2.8M Legal entities

**Augmented CXO data:** To 74K+

Launched or significant updates in Q1FY27

# 3 International Geos - Recent & Upcoming Data Launches

Key launches in last 12m

## For **Venture Capital Funds** (International)

**Stealth mode:** surfaces founders and companies before they've publicly launched, giving VCs a head start on sourcing deals early *(recently launched)*

**Early-stage:** Expanded coverage of recently founded companies

**Revenue** exact: from news, fund filings, etc., for geos like US not having regulatory filings *(upcoming)*

## For **Investment Banks** (International)

**Estimated Revenue:** For millions of private companies for effective scouting *(upcoming)*

**Valuation** exact across M&A deals & funding rounds *(upcoming)*

## Others Data Updates

**Headcount data:** Expanded dataset & monthly growth trends for over 3.4M entities

**UK Financials:** Private company financials expanded to 4.7M+ entities (~14x from Mar '25)

**US Funding transactions:** Grew ~4.5x YoY to 1.4M+, including grants and debt transactions. Also more real-time coverage of transactions

**Company coverage: UK** coverage increased 3X YoY. **US** coverage increased more than 50% YoY

**UK Loans & charges** data expanded to 2.6M records in FY26

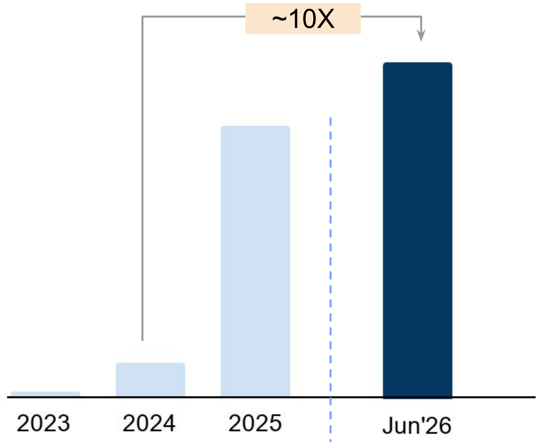
Launched financial reports for geos including Germany, Singapore, Thailand and more.

Launched or significant updates in Q1FY27

# 3 Private Company Financials

**10X growth** in **company financials** - now covering over 7 million companies across **20+ countries**

# Financials covered by year




**3.1M+**
Companies with revenue data

**7.2M+**
Companies with detailed financials

**20+**
Countries covered

## Major countries by coverage

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

& more.

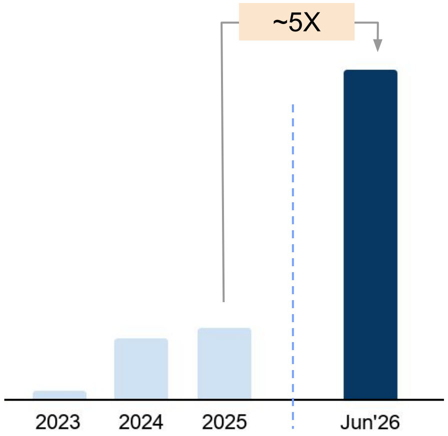

...

Note: Data as on 30th June 2026. YoY growth is excluding the changes on account of one-time refactoring of first year financials

# 3 Private Company Cap Tables and Shareholding

**~5X growth** in companies with captables over the past 6 months - now covering over 1.7M+ companies across 15+ countries

# Companies with Captables




**1.7M+**
Companies with detailed shareholdings

**15+**
Countries covered

## Major countries by coverage

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

...

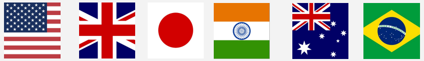
Note: Data as on 30th June 2026.

# 3 Global Legal Entity Database

Legal entities database now covering **~66M** 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)

**66M**

(as on Jun’26)

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

# Key highlights

## From Q1FY27

1. Growth playbook across key BUs
2. Sales scale-up
3. Exponential increase in datasets and coverage
4. **Specialised BU teams continuing accelerated growth**
5. AI-native access to Tracxn data
6. PLG and customer acquisition

# 4 Specialised BU Teams - accelerated growth continues

Tracxn

## Corporate Sales

- Lead gen, market research and competitive intelligence for corporate sales teams
- **Data & product:** Augmenting datasets (pincodes, CXO profiles), adding tech stack parameters for targeted outreach, rolled out CRM plugins for tighter workflow integration
- Q1 FY27: India accounts grew 20%+ & **revenue ~30% YoY**

## Mergers & Acquisitions

- M&A teams at large corporates - scouting targets, conducting due diligence
- Q1 FY27: Overall accounts grew by 20% YoY; India accounts grew ~30% YoY

## Universities

- Good penetration among top-tier MBA and graduate schools. Also a great marketing channel for us
- Part of courses in major universities including IIMs, ISB, XLRI
- Q1FY27: India accounts grew 48% & **revenue >45% YoY**

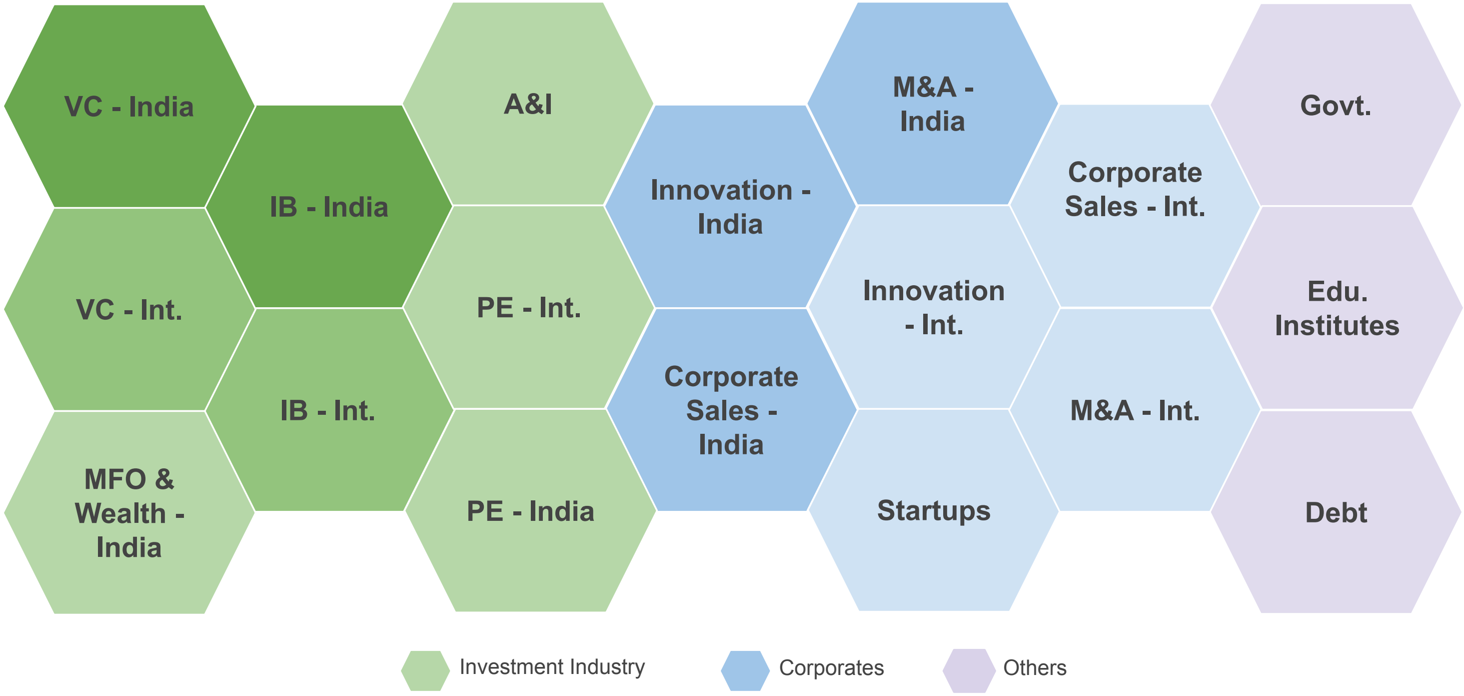
## Startups

- Fundraising, competitor analysis, market research & sales for Startups
- Q1FY27: Overall accounts grew >20% YoY; India accounts grew ~45% YoY & revenue >15% YoY

Note: Universities include accounts on library / department pack in this segment

# 4 Specialised BU Teams

List of select BU teams:




Note: Shade gradient within each colour reflects the ~BU's phase.

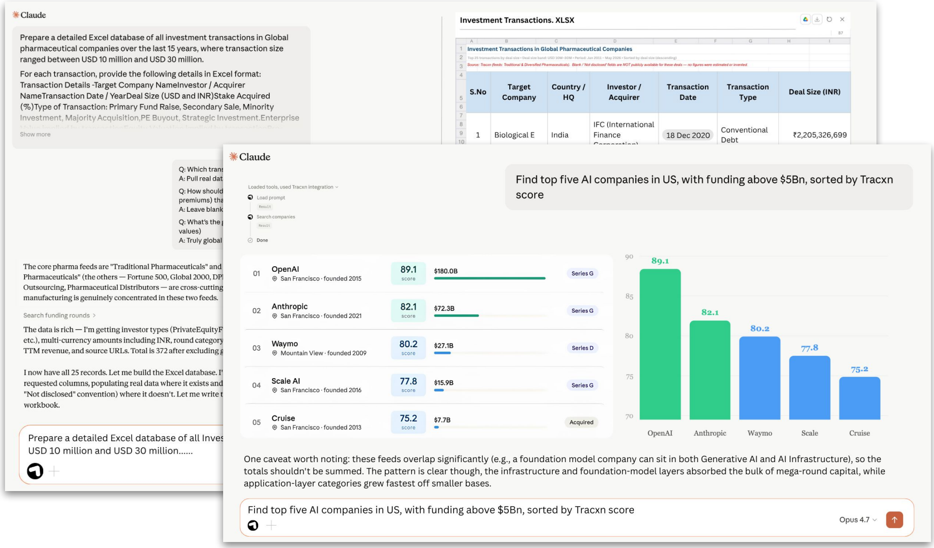
# Key highlights

From Q1FY27

1. Growth playbook across key BUs
2. Sales scale-up
3. Exponential increase in datasets and coverage
4. Specialised BU teams continuing accelerated growth
5. **AI-native access to Tracxn data**
6. PLG and customer acquisition

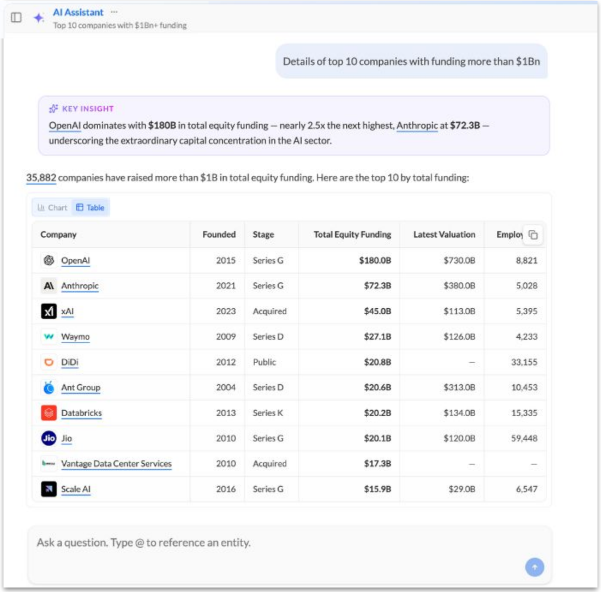
# 5 Introduced AI-Native Access to Tracxn Data

Tracxn




## Tracxn MCP for LLMs

Paid users can now access reliable, real-time company intelligence from Tracxn's proprietary database directly within their AI workflows - across Claude, ChatGPT, Gemini, Cursor.




## AI-Assistant on Tracxn Platform

Launched an AI-chat based assistant on the platform for data querying as well as complex tasks like company due diligence, competitive landscaping, market analysis & more.

# 5 Introduced AI-Native Access to Tracxn Data

Tracxn

### Agentic Workflow for Investors (beta)

Ready-to-use agents for the tasks investors do most often like deal diligence, competition benchmarking, sector landscaping, building a scouting list and more - which can also be customised to a fund's internal processes and templates.

Takes us deeper into the workflows of a fund's investment process.

# Key highlights

## From Q1FY27

1. Growth playbook across key BUs
2. Sales scale-up
3. Exponential increase in datasets and coverage
4. Specialised BU teams continuing accelerated growth
5. AI-native access to Tracxn data
6. **PLG and customer acquisition**

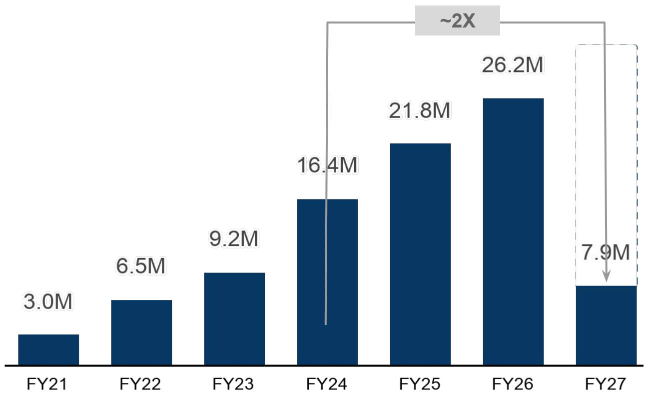
# 6 Scaling Organic Search Traffic and Tracxn Lite

A PLG flywheel: **7.9M organic visits** (Q1FY27) & **Tracxn Lite signups** creating a high volume leads pipeline

**>30M**
Q1FY27 Annualized
**Organic Traffic,** 2X in 3yrs

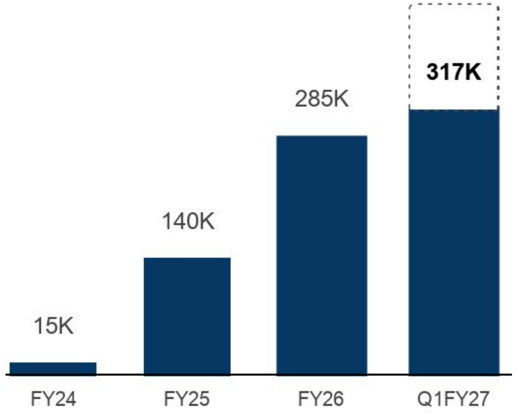
**317K**
Tracxn Lite sign-ups
till date

## Organic Search Traffic[1]




Scaling organic traffic & inbound leads pipeline with a large and steadily growing funnel. Top 5 countries: India, US, UK, Canada, Germany.

## #Tracxn Lite Signups[2]




Tracxn Lite, part of our PLG strategy, offers limited-access platform usage to drive product-led acquisition. Q1FY27 saw growth in organic sign-ups, users hitting credit limits, upgrades requests/demos.



Note: (1) Source: Search Console & Internal Estimates. (2) Cumulative #, does not include ~2L old unpaid users migrated to Tracxn Lite.

# 6 Press Mentions

**900+**
Press Mentions in Q1 FY27

**5%**
Increase in QoQ coverage

**Increased coverage**
across International media


*eg. Report coverage*

*eg. Regular Columns in newspapers*

*eg. Others*

# Key Growth Areas (FY27) - Summary

1. **Acceleration across India & International**
   India accelerated to 19% annualised (4.4% QoQ in Q1FY27), up from 14% YoY in FY26. International QoQ turned positive.

2. **Repeatable growth playbook, now applied across BUs**
   Repeatable 3-step playbook: specialised teams per BU (customer segment) → frontline signals sharpen the product into a best-in-class offering (higher win-rates) → scale sales. Proven in IB India (growing at >30% annualised, Q1FY27 QoQ), now being replicated across BUs.

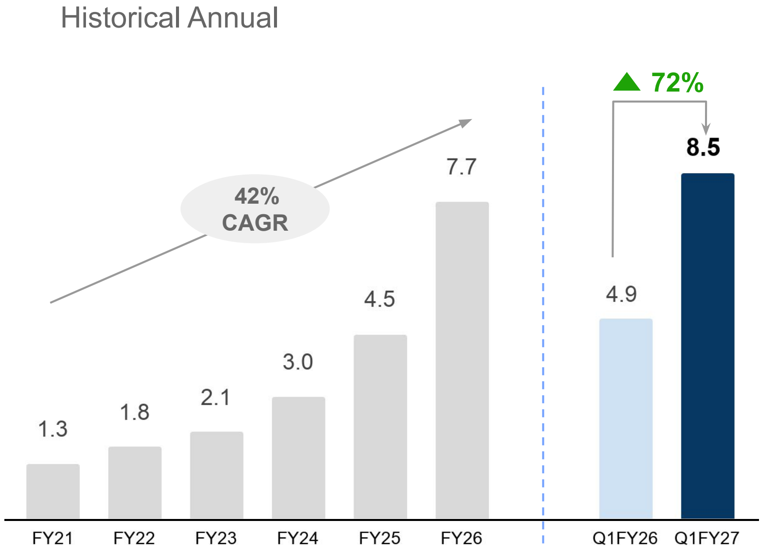
3. **Data - growing at exponential pace**
   India: cemented our lead in private market data; now best-in-class in private market financial coverage. International: stealth & early-stage founder coverage launched, with several more launches in the pipeline (e.g. est. revenue, valuations).

4. **Scaling sales:** Nearly doubling closing sales capacity from 34 to ~60 by end-CY2026, to accelerate new customer acquisition.

5. **AI-native access to Tracxn data**
   Launched MCP connectors (Claude, ChatGPT), an AI assistant on the Tracxn platform, and partnerships with AI-native platforms. Agentic workflow skills launching for longer, multi-step investor tasks. Expected to begin contributing to revenue in FY27.

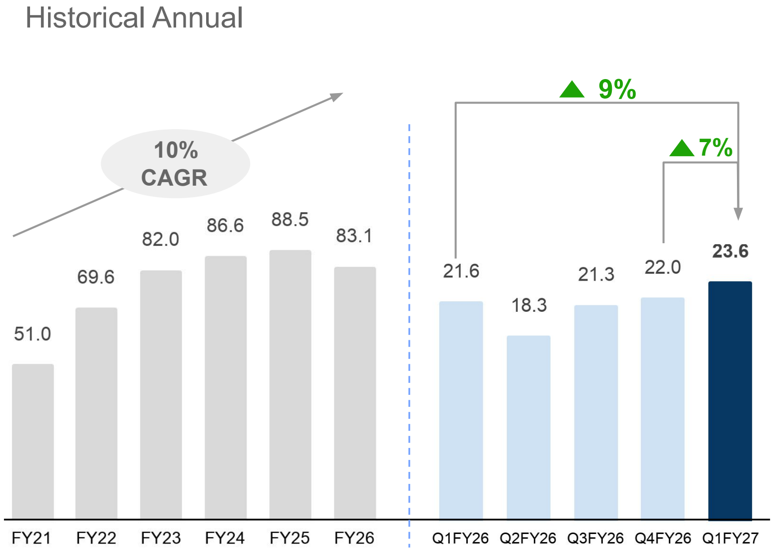
# Q1 FY27: Other KPIs

**Entities Profiled,** on platform
(in millions)




Coverage of companies added on the platform increased by 72% YoY

**Contract Price**
(in INR Cr.)




Increase in Contract Price on a QoQ and YoY basis

Note: Entities Profiled are as on end of period
Contract Price includes proforma bills wherein invoice is to be raised after payment is received

# Business Overview

# Our Journey

Tracxn

## 2012

- Company incorporated


Sachin Bansal


Binny Bansal

Tracxn

## 2013-15

Platform Launched

ELEVATION


Ratan N Tata


NRJN Family Trust

## 2015-16

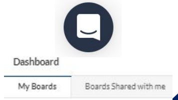
- ‘Top 100 Analytics Startups of 2015’ - Forbes
- One of the ‘Coolest Startups of India’ - Business Today (2016)

Accel PRIME VENTURE PARTNERS

ELEVATION

KB Investment

SEQUOIA




## 2017-19

- Launched ‘Tracxn Score’, reports and live chat features
- Launched personalised dashboards on our platform
- Launched a portfolio tracker and an acquisitions database on our platform


## 2020-21

- Crossed customers in 50 countries
- Launched advanced search feature within platform
- Launched a collection of sector-based newsletters on the platform

Listed on

NSE

BSE

## 2021-22

- Became a publicly listed company on 20th Oct 2022
- Launched updated Home Dashboard with personalised feed

## 2023-2025

- Launched and Scaled vertical-focused business units

-GenAI-led acceleration of data production & faster launch of new datasets

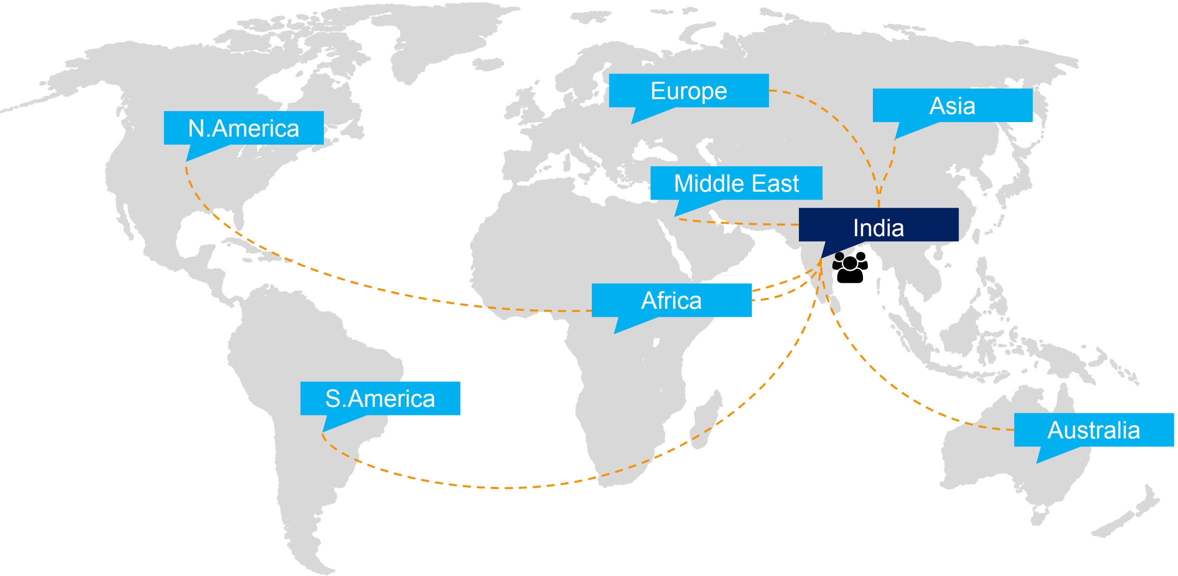
-Scaling of key data points like financials, captables, companies profiled and other regulatory datasets

## Current

- Launched AI-native search, AI connector for LLMs, and AI-powered querying for customers, while leveraging AI across data production
- Among the Leading global market intelligence providers for private company data*

*According to “Global Information Services Market” report by Frost & Sullivan. Note: 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** happen from India (sales & support teams work across multiple 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)

**Akshay Bhushan**

Independent Director

- B.S. from **Georgia Institute of Technology** & MBA from **The Wharton School**
- Managing Partner at **ACM Holdings**
- Advisor **CRE Venture Capital**
- Previously Partner at **Lightspeed Venture Partners**
- Worked previously at **Bain**, **Accel** & **Flipkart**

**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**

**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**

Tracxn

# 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**

ELEVATION

SEQUOIA

PRIME VENTURE PARTNERS

KB Investment

Accel

**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 Rajaraman**

*Milliways Fund*

*Founder - Junglee*

**Amit Ranjan**

*Founder - Slideshare*

## Investors who backed us in **IPO Anchor Book**

| | |
|---|---|
| Abakkus | Motilal Oswal |
| BNP Paribas | Nippon |
| ICICI Prudential | Reliance General Insurance |
| Kotak Mahindra MF | Tara Emerging Fund |
| Kotak Mahindra Life Insurance | 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 2025*

Note: (*) Revenue of key public market data companies has been calculated based on the publicly available sources and internal estimates

# Robust Technology Platform

4

**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

1

**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


3

**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

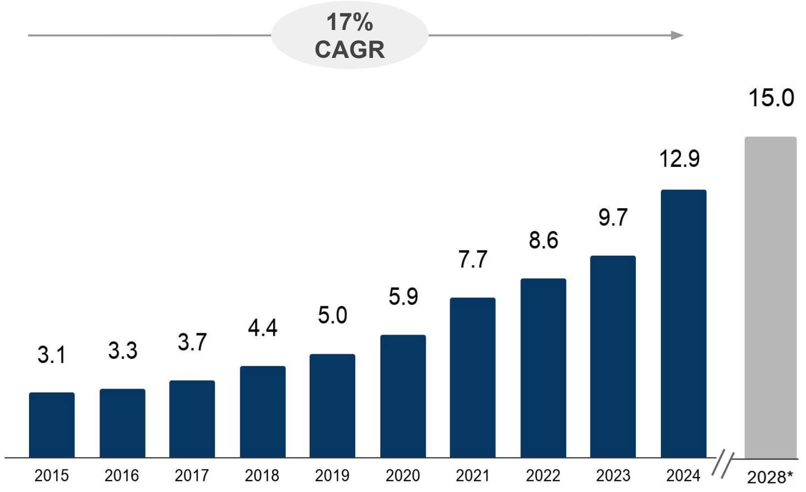
2

**In-house data mining engine -** automated discovery of new-age companies by tracking more than 1 billion 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

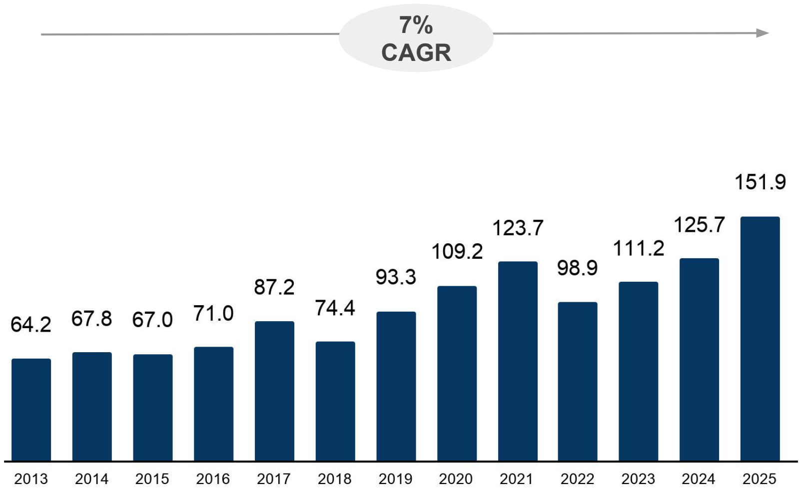
# Large & Growing Market

## Private Market AUM Growth[1]
(in USD trillion)




Private market AUM expected to cross $15T by 2028

## Public Market Capitalization[2]
(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

# Q1 FY27 Detailed Financial Statements

# Profit & Loss Statement (1/2)

| Particulars | Q1FY27 | Q4FY26 | Q1FY26 | FY26 | FY25 |
|---|---|---|---|---|---|
| **Income** | | | | | |
| Revenue from operations | 21.08 | 20.49 | 21.20 | 83.97 | 84.47 |
| Other income | 0.08 | 0.13 | 0.16 | 0.52 | 0.28 |
| Other gains/(losses) - net | 1.44 | 1.54 | 1.52 | 5.65 | 5.62 |
| **Total Income** | **22.60** | **22.15** | **22.89** | **90.14** | **90.37** |
| **Expenses** | | | | | |
| Employee benefit expense | 21.98 | 21.61 | 18.95 | 79.67 | 73.87 |
| Depreciation expense | 0.06 | 0.07 | 0.03 | 0.19 | 0.11 |
| Other expenses | 3.33 | 2.95 | 2.45 | 10.85 | 9.76 |
| **Total Expenses** | **25.37** | **24.63** | **21.43** | **90.71** | **83.75** |
| Profit / (Loss) before tax and exceptional items | (2.77) | (2.48) | 1.45 | (0.57) | 6.62 |
| Exceptional Items - Statutory impact of new Labour Codes | - | 0.36 | - | 1.30 | - |
| Profit / (Loss) before tax | (2.77) | (2.84) | 1.45 | (1.88) | 6.62 |
| Current tax (including relating to prior years) | - | (0.60) | 0.12 | 0.00 | 0.46 |
| Deferred tax (credit) / expense | 0.24 | 0.39 | 0.21 | 6.01 | 15.71 |
| **Profit / (loss) for the period** | **(3.01)** | **(2.63)** | **1.12** | **(7.89)** | **(9.54)** |
| **PAT Margin** | **-14.28%** | **-12.86%** | **5.28%** | **-9.40%** | **-11.30%** |

In INR Cr.

# Profit & Loss Statement (2/2)

| Particulars | Q1FY27 | Q4FY26 | Q1FY26 | FY26 | FY25 |
|---|---|---|---|---|---|
| **Profit / (loss) for the period** | (3.01) | (2.63) | 1.12 | (7.89) | (9.54) |
| Less: Other Income | 0.08 | 0.13 | 0.16 | 0.52 | 0.28 |
| Less: Other gains/(losses) - net | 1.44 | 1.54 | 1.52 | 5.65 | 5.62 |
| Add: Depreciation expense | 0.06 | 0.07 | 0.03 | 0.19 | 0.11 |
| Add: Current tax | - | (0.60) | 0.12 | 0.00 | 0.46 |
| Add: Deferred tax (credit) / expense | 0.24 | 0.39 | 0.21 | 6.01 | 15.71 |
| **EBITDA** | **(4.23)** | **(4.43)** | **(0.20)** | **(7.85)** | **0.83** |
| **EBITDA Margin** | **-20.08%** | **-21.64%** | **-0.94%** | **-9.35%** | **0.99%** |
| Exceptional Items - Statutory impact of new Labour Codes | - | 0.36 | - | 1.30 | - |
| **EBITDA excl Exceptional Items** | **(4.23)** | **(4.07)** | **(0.20)** | **(6.55)** | **0.83** |
| **EBITDA Margin excl Exceptional Items** | **-20.08%** | **-19.87%** | **-0.94%** | **-7.80%** | **0.99%** |
| **Profit / (loss) for the period** | **(3.01)** | **(2.63)** | **1.12** | **(7.89)** | (9.54) |
| Add: Deferred tax adjustments (DTA) | **-** | - | - | 6.02 | 14.47 |
| Add: Exceptional Items - Statutory impact of new Labour Codes | - | 0.36 | - | 1.30 | - |
| **PAT excl Exceptional Items and DTA** | **(3.01)** | **(2.27)** | **1.12** | **(0.56)** | **4.93** |
| **PAT Margin excl Exceptional Items and DTA** | **-14.28%** | **-11.09%** | **5.28%** | **-0.67%** | **5.83%** |

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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