

May 09, 2023

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

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

Dear Sir/Madam,

**Sub: Earnings Presentation on the financial results for the quarter and year ended  
March 31, 2023 (Q4 & FY 2022-23)**

Pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Earnings Presentation on the financial results of the Company for the quarter and year ended March 31, 2023 that will be circulated to the Investors/ Analysts for the Earnings Call scheduled on May 09, 2023.

This is for your information and records.

Yours Sincerely,

Thanking you,  
For **Latent View Analytics Limited**

**P. Srinivasan**  
**Company Secretary and Compliance Officer**

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

# LatentView Analytics Ltd.

Investor Presentation



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# Agenda Items



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Responsible Business



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# Company Overview



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# Inspiring and transforming businesses to excel in the digital world

 <p><b>1<sup>st</sup> Analytics company</b> listed on BSE/NSE</p>	 <p>Clients Supported <b>30+ Fortune 500</b></p>	 <p>Presence <b>3 regions</b> (US, Europe and APAC)</p>
 <p>Revenue (FY23) <b>INR 5,388 Mn</b> (32% growth from FY 22)</p>	 <p>Profit after tax % <b>26.1 %</b></p>	 <p>Passionate Workforce <b>1100+</b></p>
 <p>Voice of Customer score - FY23 <b>8.5</b></p>		



## Awards & Recognition



2022-2023



Netherlands  
Conference 2017

**NASSCOM** AI Award Winner 2018



Analytics Solutions Provider  
of the Year 2017



Market Guide for Data &  
Analytics Service Providers 2019

**Deloitte**. Deloitte technology fast 50



## Key Partnerships



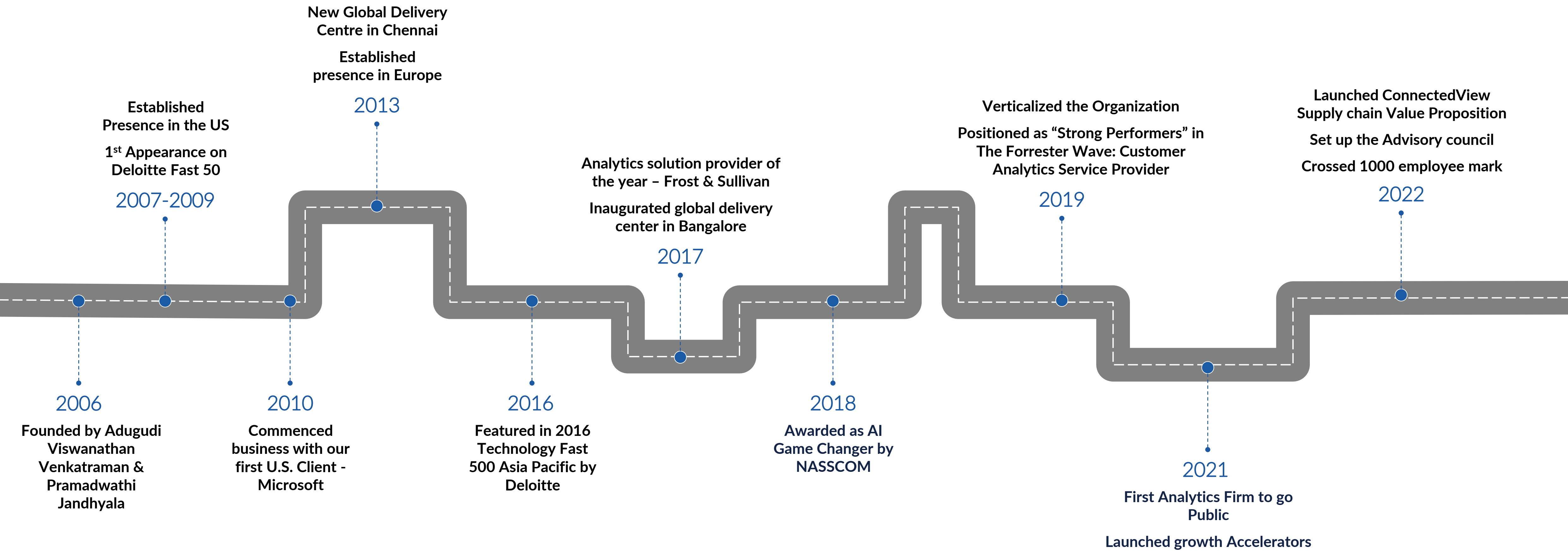
service delivery



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# Driving data driven business decisions from last 16 years





# Globalized thoughts, Global footprints

## Vision Statement

- Inspire and transform businesses to excel in the digital world by harnessing the power of data and analytics

## Mission Statement

- Help clients win by creating holistic and sustainable impact powered by data
- Become a talent magnet by empowering employees through a culture of fun, collaboration and learning
- Drive excellence through thought leadership by ingraining innovation and insight into our DNA

## Cultural Values

*We Live by a Simple Rule. At LatentView, People Come First*

- Happiness
- Trust
- Autonomy
- Diversity & Inclusion
- Equity, Equality and Collaboration

## Delivered Analytics Solutions across 3 Continents

As of 31<sup>st</sup> March 2023



● Global Subsidiaries ● Global Delivery Centres

## Q4 FY23 Revenue

USA	Europe	RoW
95.1%	2.2%	2.7%



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# Expertise across the various industries

## Offerings by Industry

Technology



Industrial



Consumer & Retail



Financial Services



Revenue Mix (FY23)

68.9%

12.5%

10.2%

8.5%

Overview

- Customer analytics is being used to uncover insights from app/software data
- Marketing analytics to increase ROI from campaigns and plan budget
- Forecasting demand & supply chain solutions
- Predictive maintenance of machines & equipment
- Social Media Listening
- Product innovation and development
- Product assortment, channel strategy & marketing spend
- Fraud & risk analytics
- Customer analytics supporting new products



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# Expertise across the various business functions

## Offerings by **Function**



### Customer Analytics

- > Facilitates targeted business offering, potential for upselling & cross-selling



### Marketing Analytics

- > Identifying channel strategy & optimizing marketing spend



### Supply Chain Analytics

- > Collection & evaluation of data generated across the supply chain



### Financial & Risk Analytics

- > Platform to detect fraud, manage risk and enhance portfolio performance



### HR Analytics

- > Enables companies to make data-driven decisions on critical people matters



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# Doubling down on organic talent development (FY23)

## Skilling at Scale

### Domain & Industry Expertise

Supply Chain, Consumer, Finance, Industrials

### Data Analytics

Data Engineering, Data Science, BI

### Cloud Tools & Technologies

Snowflake, GCP, AWS

### Soft Skills

Narrative Thinking, Leading with trust, Effective communication

## Talent Development

1200

Udemy Courses Completed

5+

Learning Platform Partnerships

61

Employees Onboarded

11000+

Learning Hours

19%

Annual Attrition Reduced

55%

Diversity Ratio

8.1

Employee Engagement Score



Silver Award for Excellence in R&R strategy



Best Blended Learning Strategy Award

### Academic Partnerships



### India's Best Workplaces™ in IT & IT-BPM 2022 WALL OF FAME

VOIS	accenture	Adobe	Akamai	cadence	cisco	encora	GlobalLogic
H&M Global	HashedIn	hp	Iris	nvidia	gigamon	Rakuten	servicenw
wipro	247.ai	Acquia	StarTek	Altmetrix	CGI	citrix	Bluebird
IMPETUS	Infosys	JADE	mindbody	Opcito	Best Workplaces™ in IT & IT-BPM 2022	Red Hat	S&P Global
TO THE NEW	T	vu am	Allianz	Allianz	allud	AsstOx	aspire
CACTUS	CEPAL	Chegg	DiskusTech	thing	espar	esper	esper
esri india	evolent	Fligint	ABInBev	GENESYS	III	infogain	khora
motadata	mindtick	netScout	netScout	REALPAPER	RVQ	SABRA	SLK



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# Financial Performance



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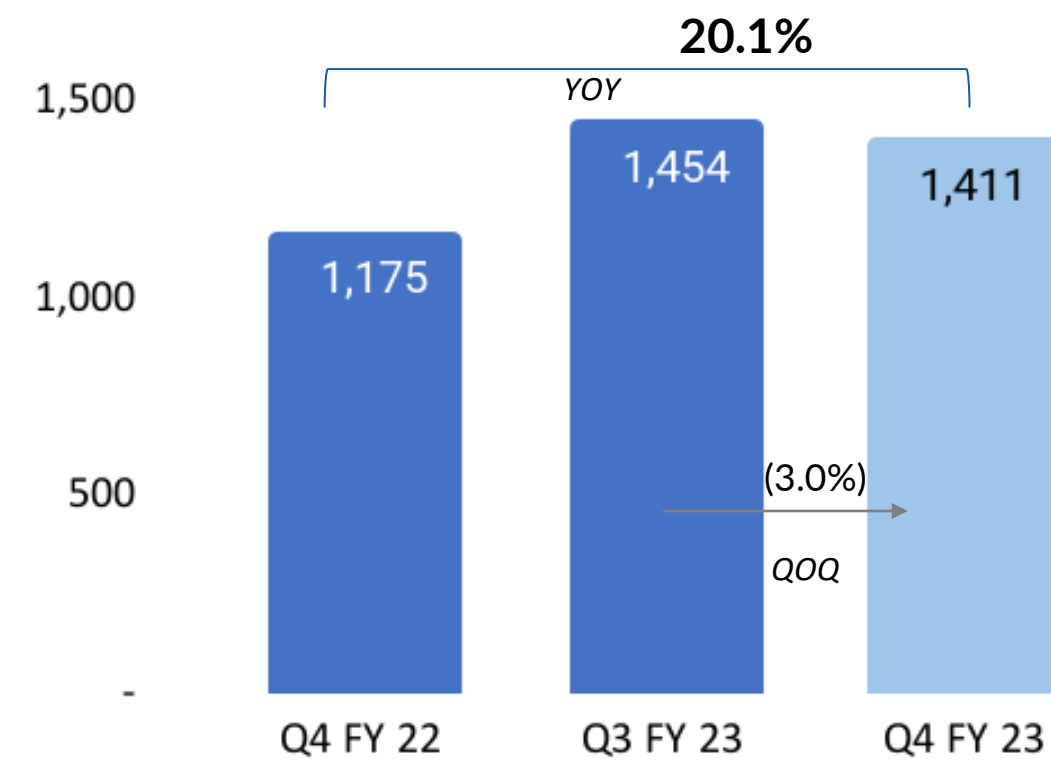
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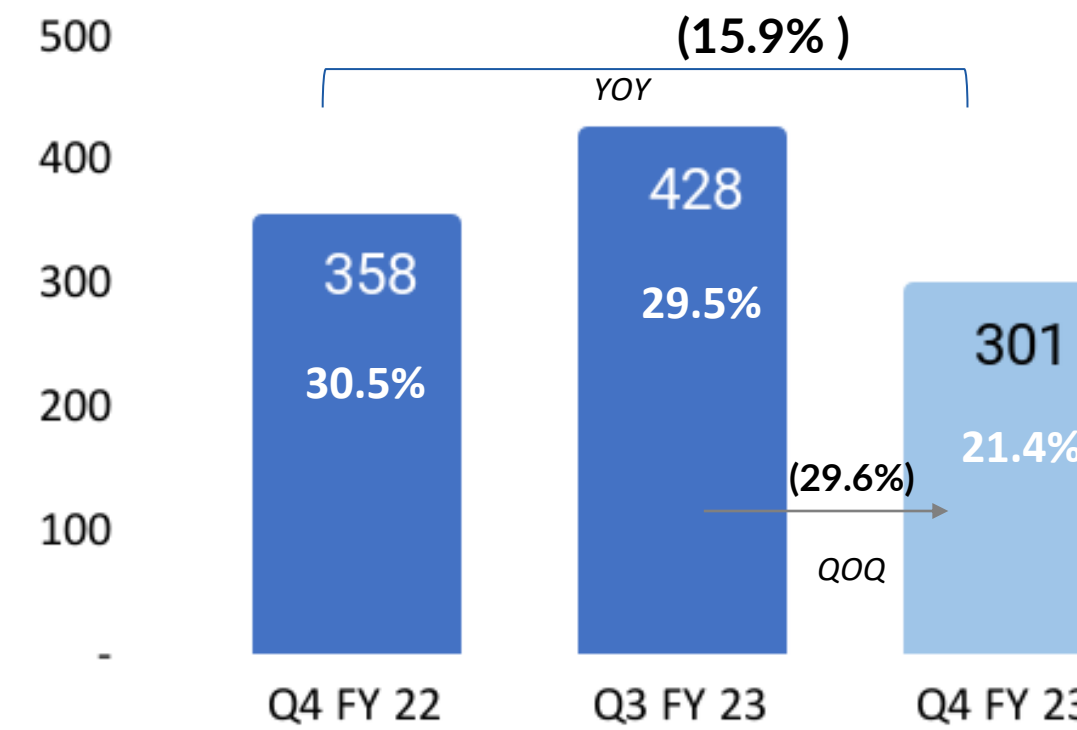
# Financial Information

Comparison: Quarter-on-quarter & Year-on-year (Figures In ₹ Million)

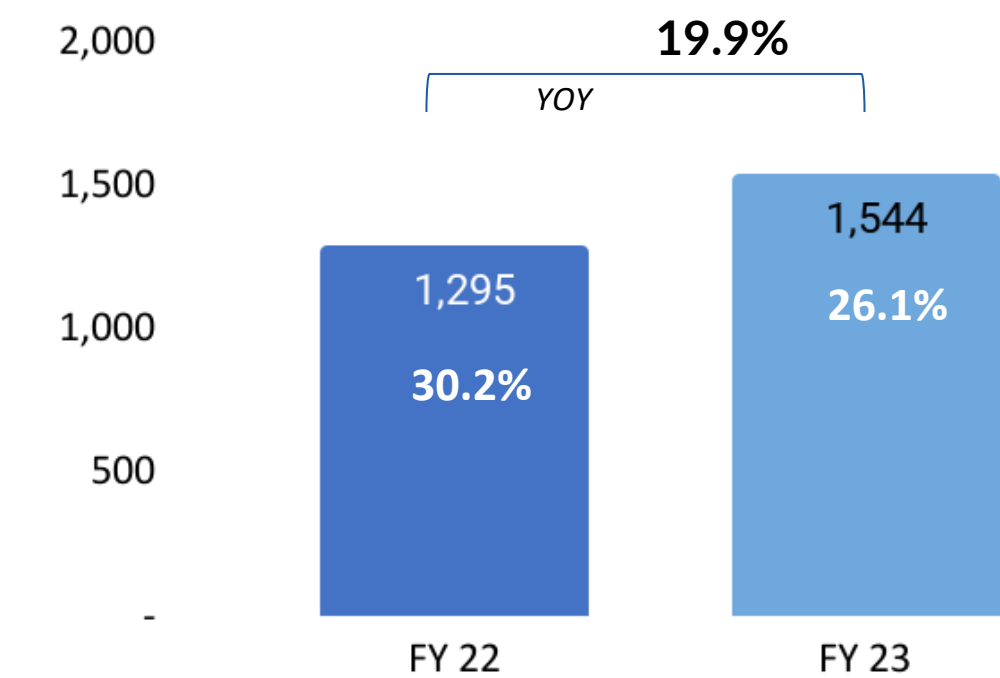
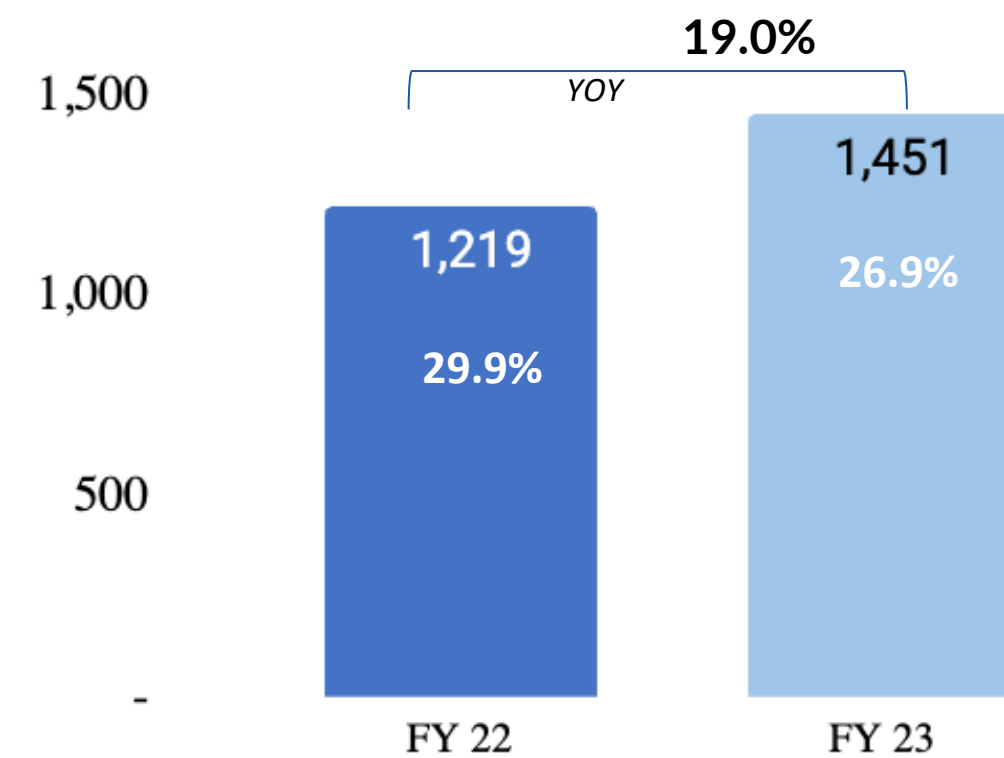
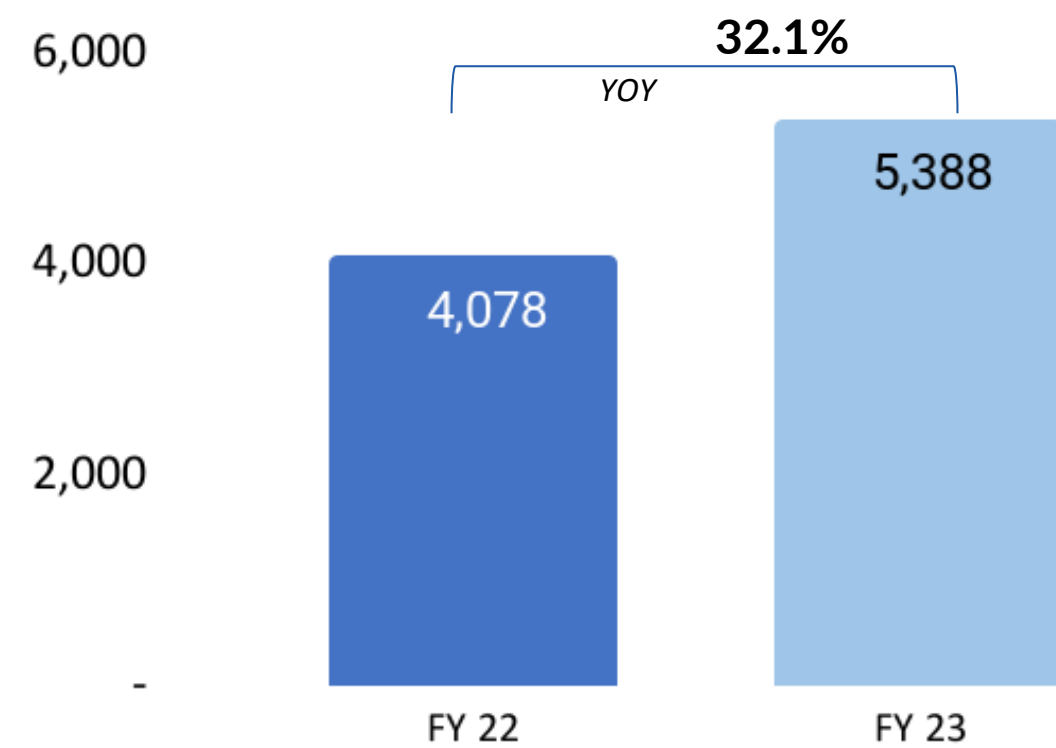
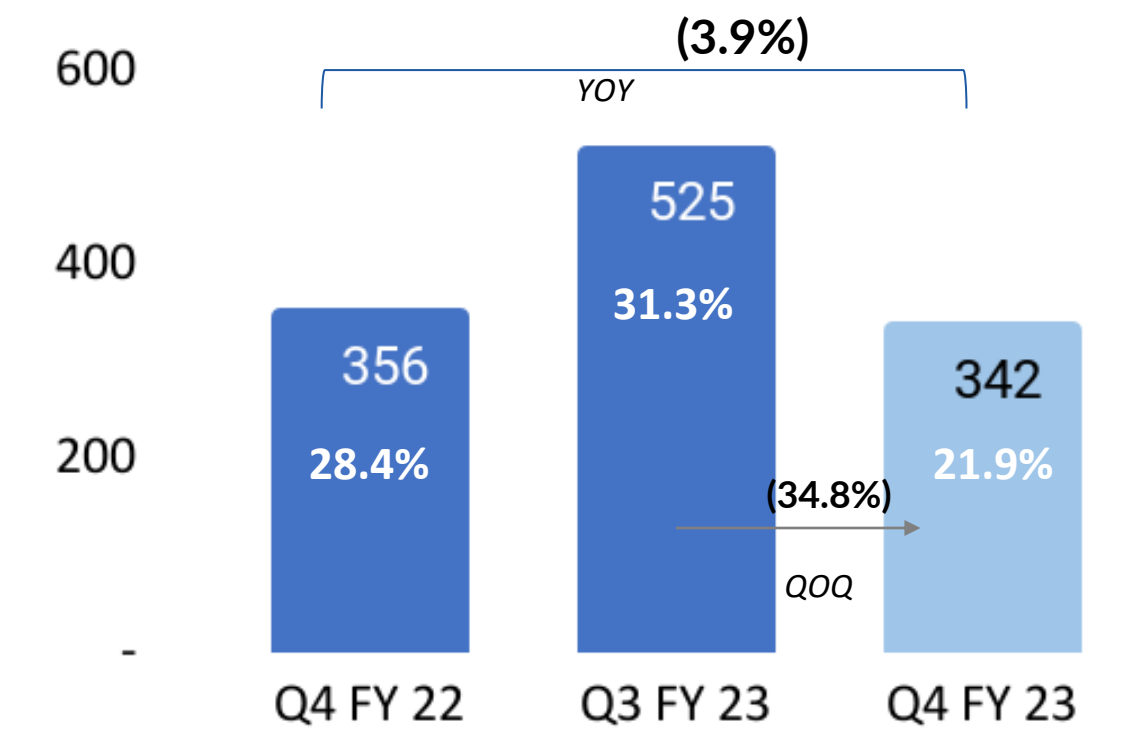
## Operating Revenue



## EBITDA & Margin (%)

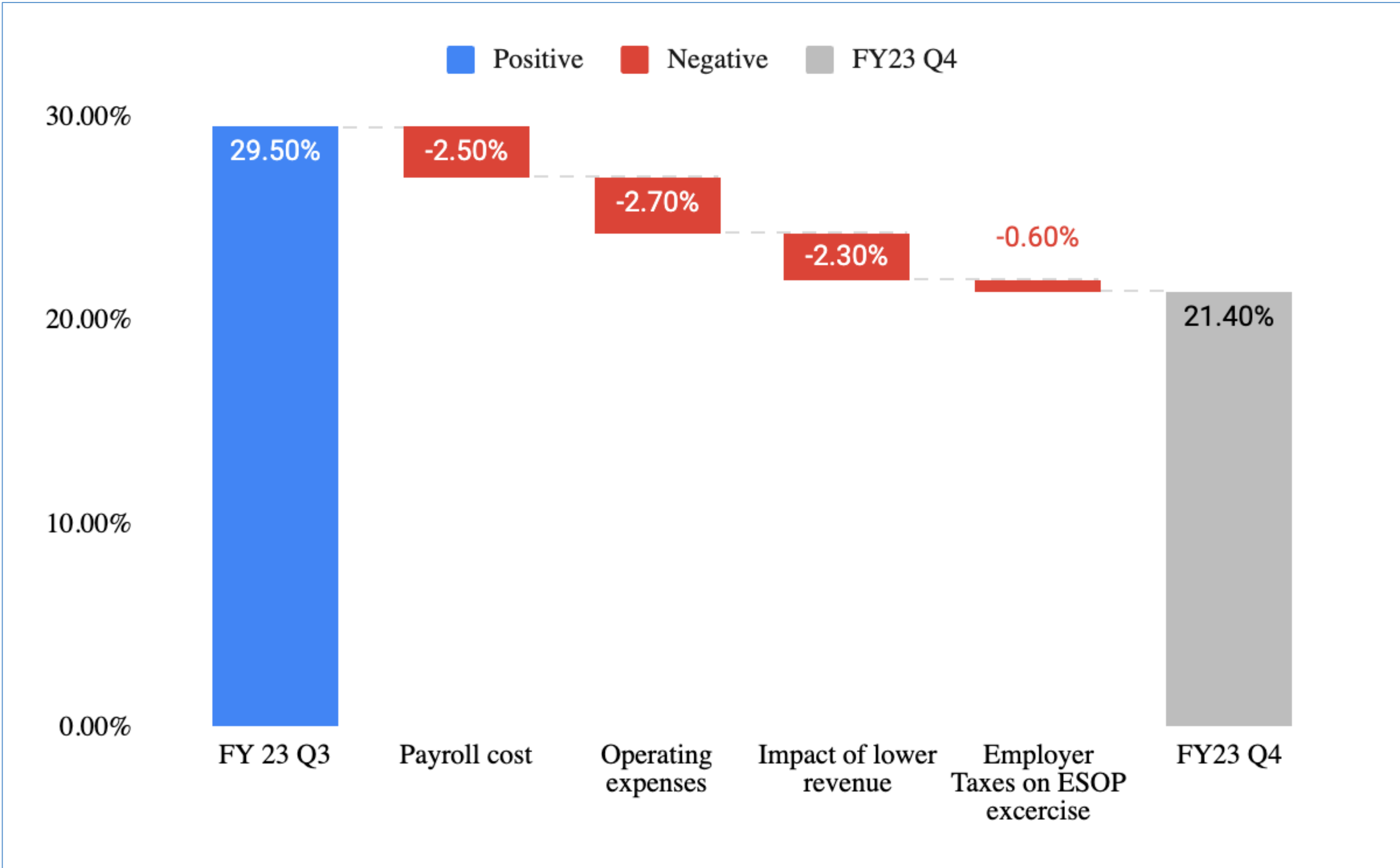


## PAT & Margin (%)\*



\*PAT for FY22 includes exceptional item of 226.2 Mn INR

# EBITDA Margin Movement : FY23 Q3 – FY23 Q4



**1. Payroll Cost**  
 Augmented GTM with 12 new hires in Europe and USA which led to an increase in cost (EBITDA impact ~2%)

**2. Operating Expenses**  
 Organised 4 events and participated in 3 industry events which lead to an increase in operating expenses (EBITDA impact ~2%)

**3. Impact of lower revenue**  
 Q3 is seasonally the strongest quarter. Follow on work based on projects executed in Q3 was delayed/pushed out resulting in lower revenue.



# Consolidated Financial Summary – FY23 Q3 & FY23

Key Performance Metrics		FY22 Q4	FY23 Q3	FY23 Q4	Growth YoY	Growth QoQ	FY 22	FY 23	Growth YoY
Revenue (₹ Million)	Revenue From Operations	1,175	1,454	1,411	20.1%	(3.0%)	4,078	5,388	32.1%
	Other Income	79	221	150	89.9%	(32.1%)	210	558	165.7%
	<b>Total Income</b>	<b>1,254</b>	<b>1,675</b>	<b>1,561</b>	<b>24.5%</b>	<b>(6.8%)</b>	<b>4,288</b>	<b>5,945</b>	<b>38.6%</b>
Margin (₹ Million)	EBITDA	358	428	301	(15.9%)	(29.7%)	1,219	1,451	19.1%
	PBT After Exceptional	403	619	423	5.0%	(31.7%)	1,542	1,894	22.8%
	PAT	356	525	342	(3.9%)	(34.9%)	1,296	1,554	19.9%
Margin (%)	EBITDA	30.5%	29.5%	21.4%			29.9%	26.9%	
	PBT After Exceptional	32.2%	37.0%	27.1%			36.0%	31.9%	
	PAT	28.4%	31.3%	21.9%			30.2%	26.1%	
EPS (₹)	Basic	1.79	2.60	1.68	(6.1%)	(35.4%)	7.09	7.71	8.7%
	Diluted	1.73	2.55	1.66	(4.0%)	(34.9%)	6.84	7.63	11.5%



# Operating Metrics – FY23 Q4

Client Metrics		FY22		FY23	
		Number	% of Revenue	Number	% of Revenue
Client Mix by Category	Less than INR 50 mn	37	13.1%	38	11.9%
	Between INR 50 mn – INR 100 mn	11	19.7%	12	18.0%
	Between INR 100 mn – INR 500 mn	6	32.7%	8	31.2%
	Above INR 500 mn	2	34.6%	2	38.8%
		FY22		FY23	
Client Concentration	Top 5 Clients	55%		57%	
	Top 10 Clients	70%		71%	
	Top 20 Clients	86%		88%	
Employee Metrics		FY22 Q4		FY23 Q4	
Employees Split by Qualification	Engineers	579		676	
	Management Graduates	137		177	
	Post Graduates & PhDs	98		209	
	Statisticians	13		15	
	Others	33		39	
Employees Split by Function	Delivery	770		969	
	Sales & Marketing	38		74	
	Corporate Functions	52		73	



# Our Growth Strategy



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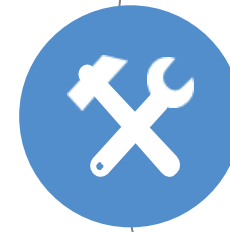
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# Our growth strategies to strengthen our position in market

Leverage our Supply chain expertise and solution



Continue evolution to 'Analytics Thought Partner' through our Consulting arm



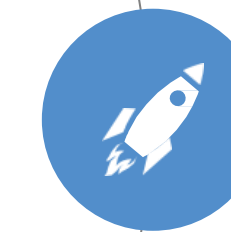
Build technical expertise with focus on Data Engineering



Build functional expertise with focus on BFSI & Retail



Expand Europe and APAC presence



Strengthen position through select inorganic opportunities



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## Strategy to grow our three major horizontals

### Leverage our Supply chain expertise and solution

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- Enhance end-to-end service line offerings using partnerships channel (AWS, Snowflake)
- Evolve 'ConnectedView' solution for Retail and Hi-tech Industry
- Synergetic with existing operations & complement data engineering, data science and BI capabilities

### 'Analytics Thought Partner' through our Consulting arm

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- Focus on building and evolving Marketing analytics as a core offering
- Strengthen Discovery Engagements To improve our presence as "Thought Leader"
- Build a strong advisor network of domain and technological experts

### Build technical expertise with focus on Data Engineering

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- Focus on developing and launching new solutions in Migration (Product Migrate Mate) and Data activation (Data Tray)
- Leveraging technology & cloud Partnerships to co-build solutions
- Capability building through industry best certification courses and programs



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# Building expertise through Diversification and Capability building

## Build functional expertise with focus on BFSI & Retail

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- Focus on developing new solutions in Fraud analytics & Insurance analytics
- Focused on potential opportunities in BFSI & Retail verticals to strengthen domain capabilities
- Strategic hires of personnel with extensive experience in industry verticals to drive go-to market strategy

## Expand Europe and APAC presence

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- Pilot projects with existing & potential clients to gain access to new geographies
- Continued presence in these geographies through subsidiaries driven by market opportunities & client referrals
- To grow client base by focusing on industry leaders and leveraging existing client relationships

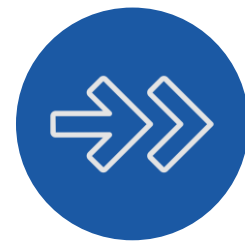


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# Examples of success stories with our clients



## Smart Innovation

### Leading FMCG Company

**Problem :** Failure rate of 65% for new product launches due to difficulty in detecting trends early and setting the innovation agenda

**Solution:** Developed a consumer centric framework to discover consumer preferences and its underlying drivers, finding the best attributes

**Impact:** 25% increase in innovation success rate & 5x reduction in innovation cycle time



## Parts Recommendation

### Global technology Company

**Problem :** ~250K Onsite visits end with no complete resolutions annually. ~500K Unused Parts and ~50M\$ Inefficiency cost (annually)

**Solution:** Built a Touchless ML Platform for Parts Recommendation System [ Real-time Inferencing]

**Impact:** ~ \$3M per year saved due to better recommendation



## Demand Forecasting

### Leading Toy Manufacturer

**Problem:** Poor accuracy & high bias for new product introductions and Inability to consider effect of multiple factors

**Solution:** Delivered a decrease in Forecast variance measured as MAD/Mean on-time with improved explainability of factors impacting demand

**Impact:** 18% cumulative MAD/Mean reduction in Before Toy Launch & 22% MAD reduction in After Toy Launch



# Investment Rationale



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# Investment Rationale

## Strong financial model



**Compelling, Durable & Consistent cash flow**  
*974 Mn in annual operating cash flows*

**Healthy margin expansion**  
*Full year PAT in excess of 25%*

**Sustainable growth**  
*Profitable, double digit growth*



## Strong business model

**Engaged with Blue chip Companies**  
*30+ Fortune 500 clients, Blue Chip Companies*

**Strong technological and Digitally native**  
*Math + Technology + Business*

**Focused on creating business impact**  
*Delivered 433 Impactful solutions in FY23*

## SOURCES OF ADVANTAGE



*Market Consolidation | Analytics Industry Growth | Supply chain excellence | Long standing relationship with clients | Experienced management team*



# Responsible Business



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# Commitment towards giving back to society

At LatentView, we have an unwavering commitment towards giving back to society, and pride ourselves on inclusive and sustainable development. This year, we have contributed towards education, sporting talent development, environment and sustainability.

S.No.	#	NGO	Initiative(s)	Beneficiaries
1		AID India	Remedial Education, Salary Support & Infrastructure Support	590 children, 10 tutors
2		Agastya Foundation	Infrastructure Support	500 students, 10+ teachers
3		Indus Action	Awareness and Access to Right to Education (RTE)	8000 eligible children
4		Madras Dyslexia Association (MDA)	Teacher Training on Dyslexic Education and Awareness	906 teachers, 5100 students
5		Saahas	Waste Segregation and Awareness	10409 residents
6		Sevalaya	Higher Education & Middle School Scholarship Support	797 students
7		Sportz Village	Sports Talent Scouting and Development	180 Government schools, 5000+ students
8		Teach For India (TFI)	Infrastructure Support	1750 Government school students
9		Yuva Unstoppable	Infrastructure Support	390 Government school students, 16 teachers

## Key Highlights in FY'22-'23

Partnered with 9 NGOs | Initiated 13 projects | Rs. 1.63 crores contribution



# Fueled by strong governance

Name	Experience	Qualification
 <p><b>Adujudi Viswanathan Venkatraman</b> <i>Chairperson &amp; ED</i></p>	<ul style="list-style-type: none"> <li>• Founder of LatentView Analytics</li> <li>• Several years of experience across IT services, credit analysis and business consulting</li> </ul>	<ul style="list-style-type: none"> <li>• PGDM, IIM Calcutta</li> <li>• B.Tech, IIT Madras</li> </ul>
 <p><b>Pramadwathi Jandhyala</b> <i>Executive Director</i></p>	<ul style="list-style-type: none"> <li>• Founder of LatentView Analytics</li> <li>• Several years of experience across corporate finance &amp; credit ratings</li> </ul>	<ul style="list-style-type: none"> <li>• PGDM, IIM Calcutta</li> <li>• BE, BITS Pilani</li> </ul>
 <p><b>Dipali Sheth</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Ex Country head of HR RBS services India</li> <li>• Directorships: UTI AMC, Adani Wilmar, DFM &amp; Centrum</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. (Honours), University of Delhi</li> </ul>
 <p><b>Mukesh Butani</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Founder of BMR Legal Advocates</li> <li>• Directorships: Dabur India, ABB Power Products &amp; Systems India &amp; BMR Business Solutions</li> </ul>	<ul style="list-style-type: none"> <li>• CA, LL.B.</li> <li>• B.Com. (University of Bombay)</li> </ul>
 <p><b>Raghuttama Rao</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• CEO GDC, IIT Madras</li> <li>• Directorships: Sundaram Finance, Wheels India, Sundaram AMC, TVS Training &amp; Services</li> </ul>	<ul style="list-style-type: none"> <li>• PGDM, IIM Ahmdabad</li> <li>• B.Tech, IIT Madras, CWA</li> </ul>
 <p><b>Reed Cundiff</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>• Ex CEO Americas for Kantar</li> <li>• EX GM of Global Insights Microsoft</li> </ul>	<ul style="list-style-type: none"> <li>• BA Wesleyan University</li> </ul>



## Experience behind the wheel

Name 	Designation 
Rajan Sethuraman	Chief Executive Officer
Krishnan Venkata	Chief Client Officer
Rajan Bala Venkatesan	Chief Financial Officer
Prashant Ramanujan	Chief Growth Officer
Sanjay Annadate	Head - Europe Business
Sumit Mishra	Head - Data Engineering
Annu Baral	Head - Consulting Business



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**Thank You**



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