

Private Market Intelligence Platform

Q2FY27 Investor Presentation

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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

Q2FY27 Financial Performance

Q2 & H1FY27: Financial Performance Summary

Revenue from Operations
Q2FY27
21.3 Cr
▲ 1.1% QoQ
(H1FY27: **42.4 Cr**, -0.2% YoY)

EBITDA
Q2FY27
-5.9 Cr
▼ 1.7 Cr QoQ
(H1FY27: **-10.2 Cr**, -9.4 Cr YoY)

Customer Accounts (#)
2,419
▲ 13% YoY

Revenue by Segment
Q2FY27
India **11.3 Cr**
▲ 6.9% QoQ
Intl. **10.0 Cr**
▼ 4.8% QoQ

Total Income
Q2FY27
22.7 Cr
▲ 0.4% QoQ
(H1FY27: **45.3 Cr**, -0.2% YoY)

PAT
Q2FY27
-4.1 Cr
▼ 1.1 Cr QoQ
(H1FY27: **-7.1 Cr**, -8.7 Cr YoY)

Deferred Revenue
38.1 Cr
▲ 9.0% YoY

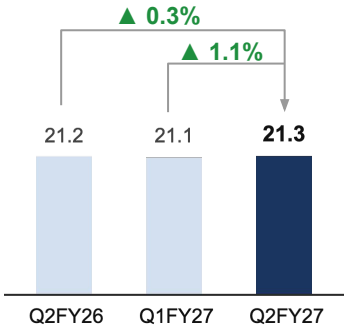
Cash & Cash Equivalents
Q2FY27
85.9 Cr
▼ 2.4 Cr QoQ

In INR

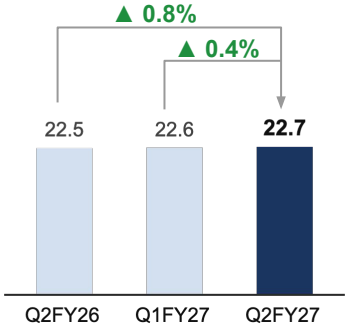
Note: Cash & Cash equiv. = Cash & Cash equiv. and Investments as on 30th Sep 2026, net of tax amounts received from employees against ESOP exercise
PAT for H1FY26 is excluding deferred tax adjustments.

Q2FY27: Revenue & Profitability

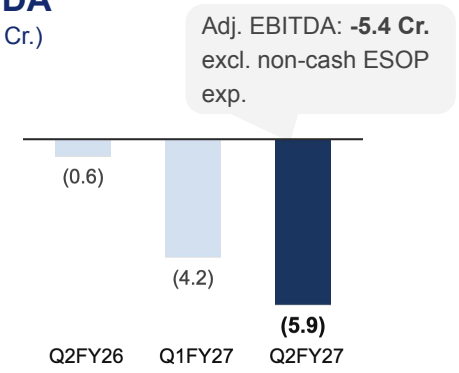
Revenue from Operations
(in INR Cr.)



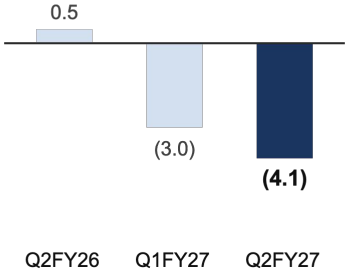
Total Income
(in INR Cr.)



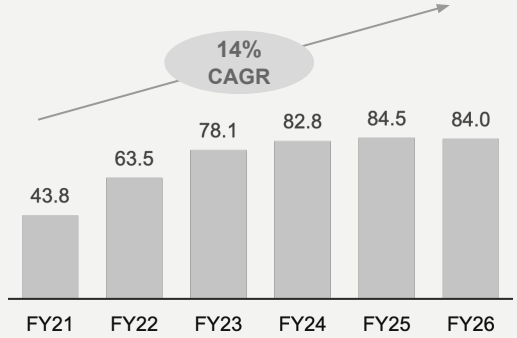
EBITDA
(in INR Cr.)



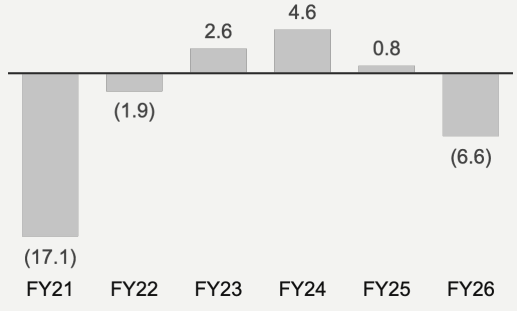
PAT
(in INR Cr.)



Revenue from Operations
Historical annual (in INR Cr.)



EBITDA
Historical annual (in INR Cr.)



Incremental Revenue going into Bottomline

(in INR Cr.)

		Historical Annual:					
	H1FY27	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**
Revenue from operations	42.4	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	(10.2)	(17.1)	(1.9)	2.6	4.6	0.8	(6.6)
Incremental EBITDA (Δ)	(9.4)	+5.4	+15.1	+4.5	+2.0	(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

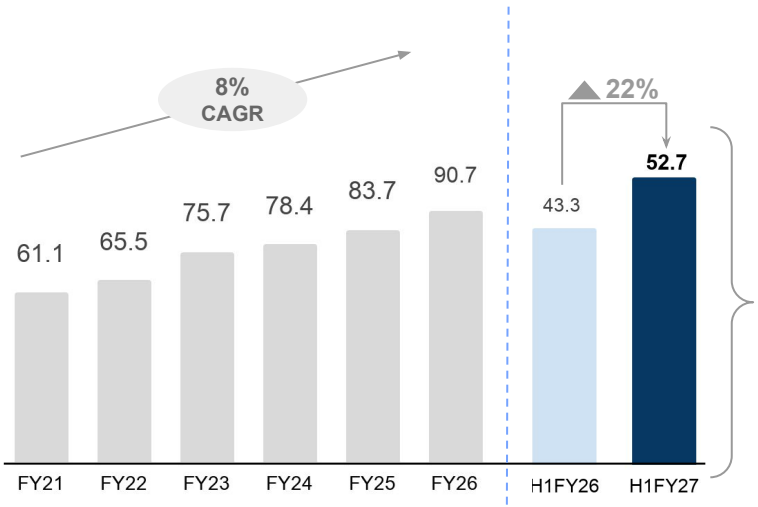
Note: EBITDA exclusive of exceptional expenses/provisions (FY22, FY23: IPO Expenses, FY26: Provision towards impact due to new Labour Codes)

H1FY27: Expense Breakup

Total Expense

(in INR Cr.)

Historical Annual



Total Expense - Breakup (for H1FY27)

(in INR Cr.)

	H1FY27	% of Total Expense
Employee Benefit Expenses	**45.3 Cr.**	**86.0%**
Salaries, Wages & Bonus	43.0 Cr.	81.7%
Employee Stock Option Expense	1.2 Cr.	2.2%
Other Employee Benefit Expenses	1.1 Cr.	2.1%
Other Expenses	**7.2 Cr.**	**13.8%**
Cloud Hosting Charges	2.1 Cr.	4.0%
Rent for Building	1.9 Cr.	3.6%
Remaining Other Expenses	3.3 Cr.	6.2%
Depreciation Expense	**0.1 Cr.**	**0.2%**
Total Expenses	**52.7 Cr.**	**100%**

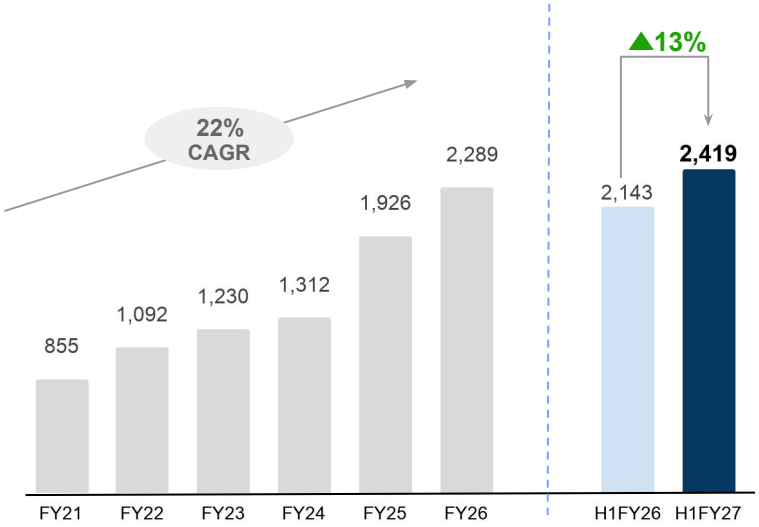
- **Bulk** or 86% of total expense is **emp. cost**.
- **Cloud Hosting** charges are the **2nd largest** expense after emp. benefit expenses.
- **No large digital marketing spend** for customer acquisition (Being a data company, we are able to use in-house content to generate organic traffic).

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

H1FY27: Continued Volume Growth

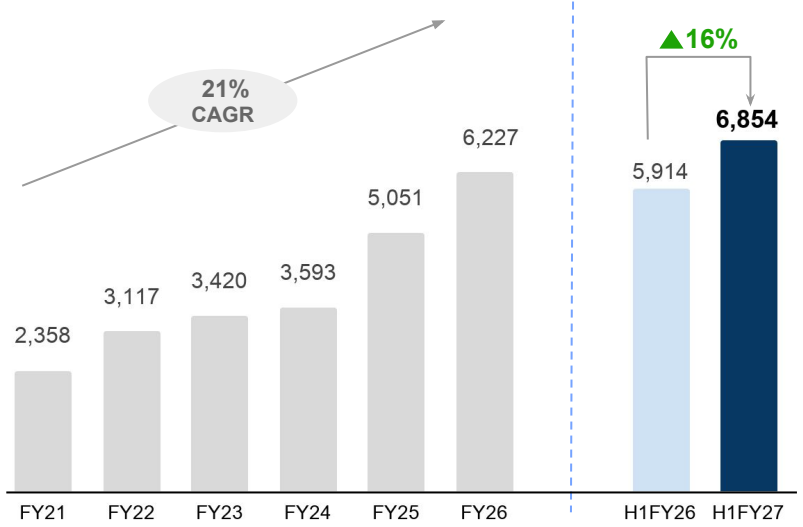
Customer Accounts (#)

Historical Annual



Users (#)

Historical Annual



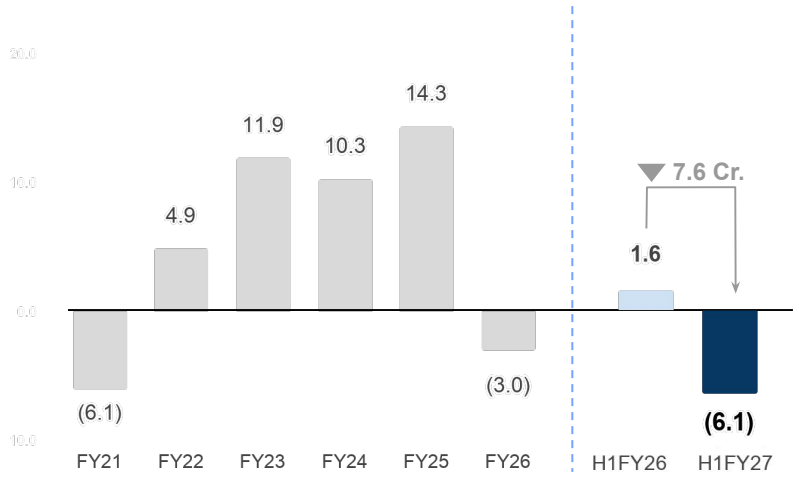
Continuing to acquire customers & penetrate existing accounts at a healthy pace

Note: As at the end of each reporting period

H1FY27: FCF and Cash & Cash Equiv.

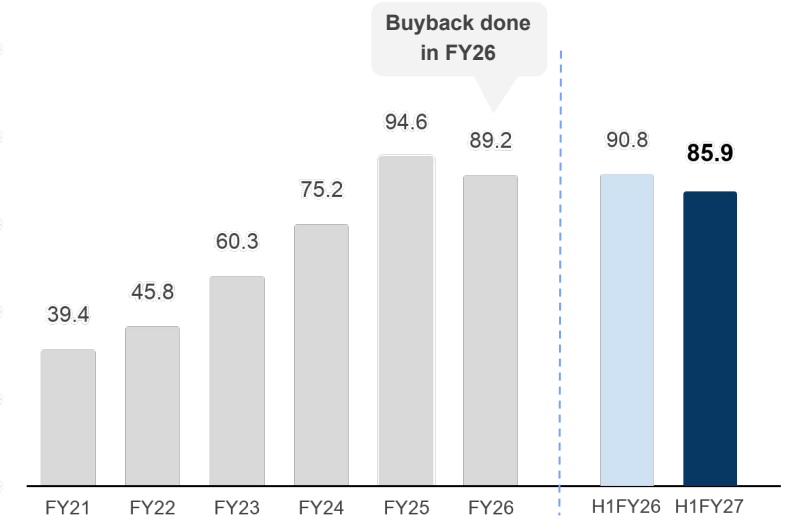
FCF (Free Cash Flow)[1]
(in INR Cr.)

Historical Annual



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

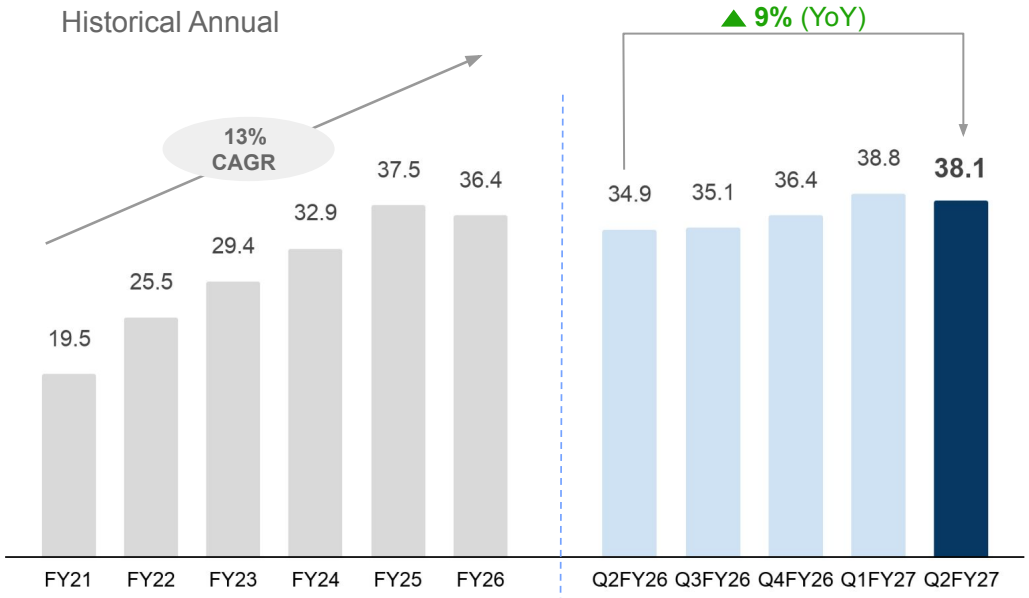
Historical Annual



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

Q2FY27: Healthy increase in Deferred Revenue

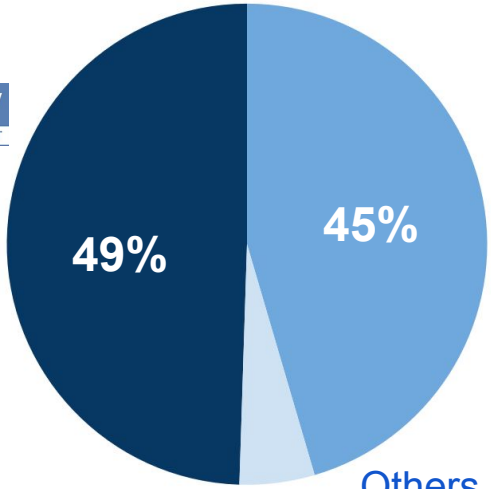
Deferred Revenue
(in INR Cr.)



Deferred revenue for Q2FY27 increased 9% YoY

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

Q2FY27: 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

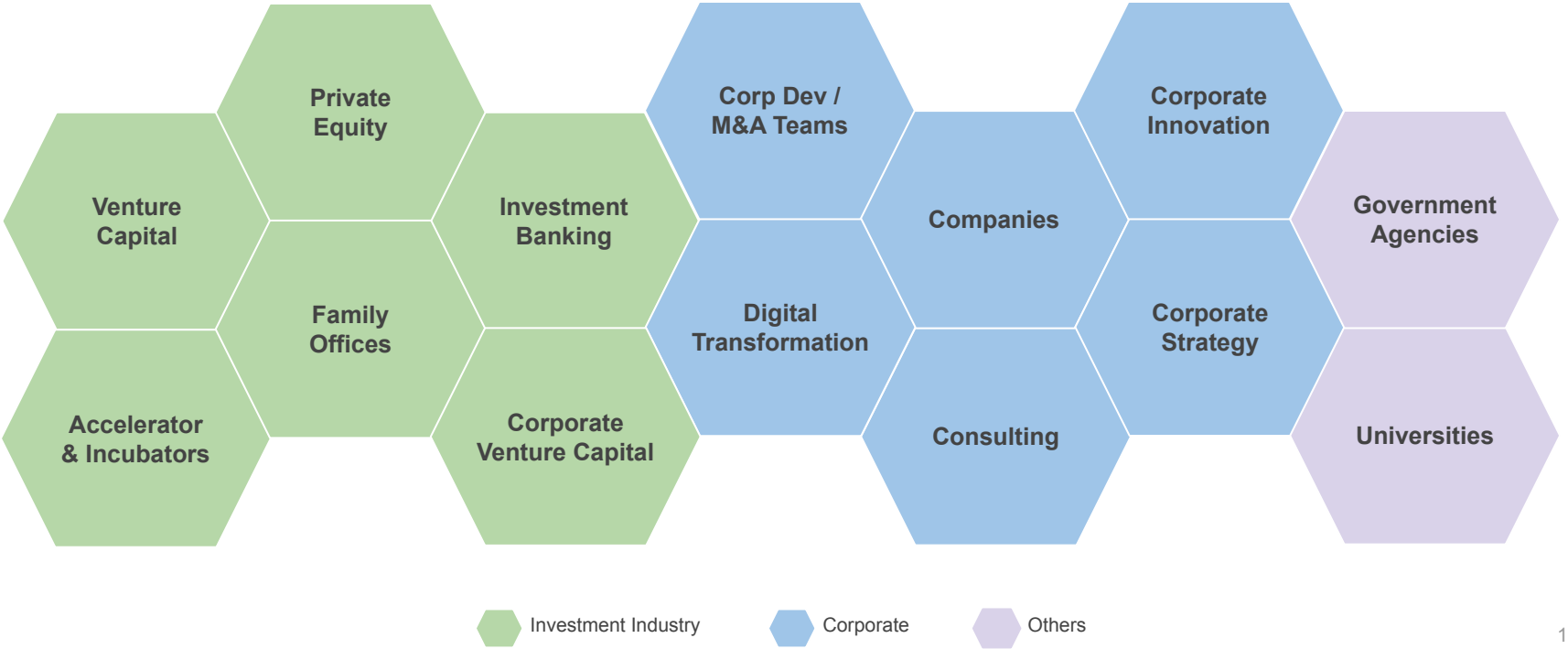
(includes Educational Institutes, Government Agencies, Industry Bodies)

Healthy spread across Investment Industry and Corporates

Note: As on end of period

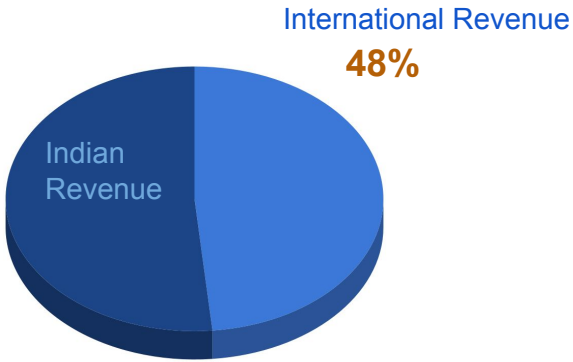
Diverse Customer Base

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



Global Customer Base

48% International revenue in H1FY27



Customers span over 50+ countries*

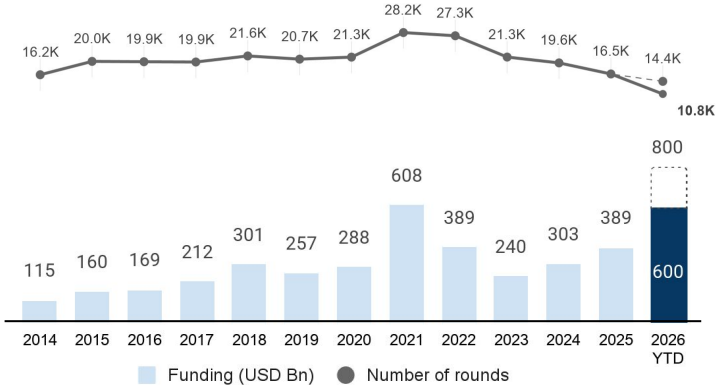
Top 5 countries by #customer accounts
India, USA, UK, Singapore, Germany



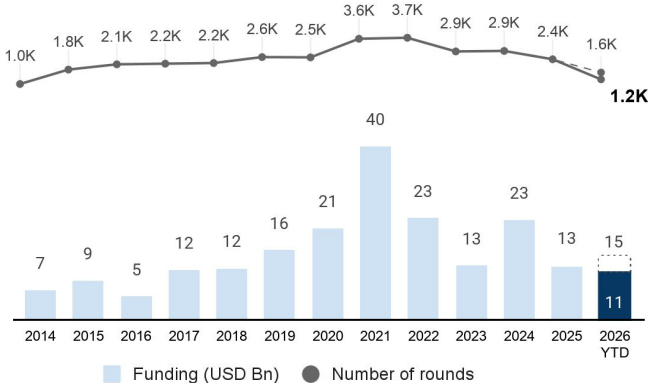
*As on end of period

Private Markets - Quick snapshot (1/2)

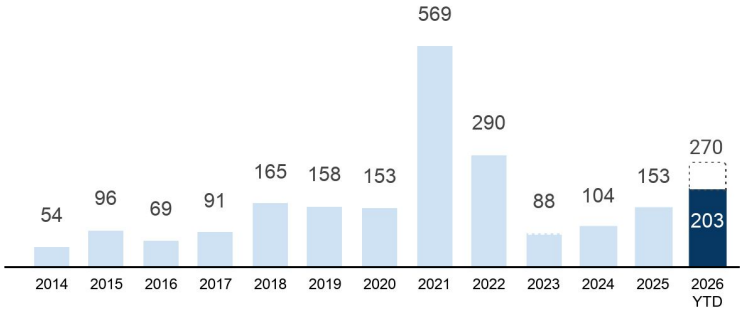
Global Tech Funding



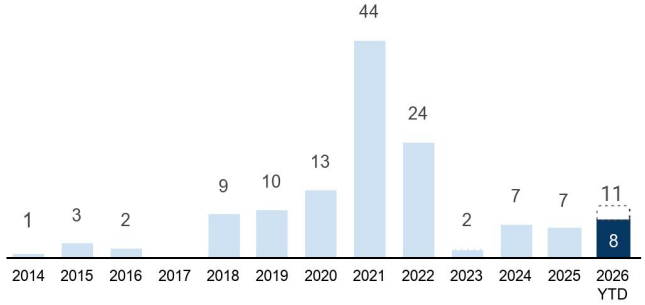
India Tech Funding



Global Unicorns Created (#)



India Unicorns Created (#)



Source: Internal Estimates

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.

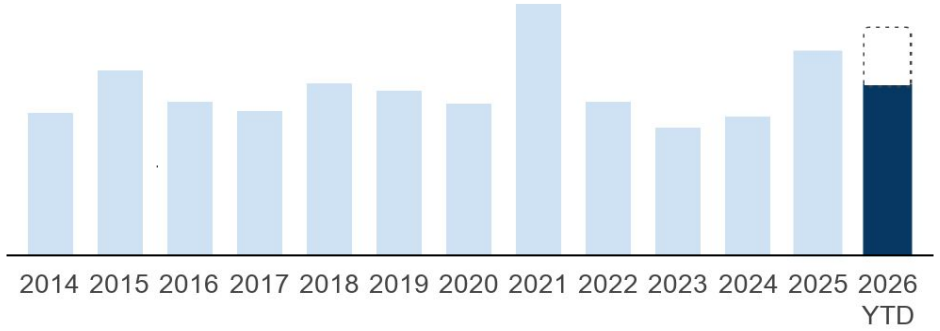
LATE-STAGE FUNDING:
(proxy # new unicorn rounds)

Global late-stage funding saw continued YoY improvement

Private Markets - Quick snapshot (2/2)

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

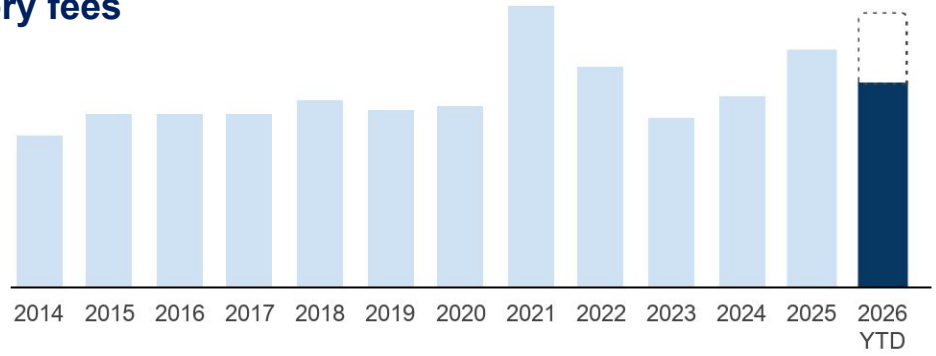
Global M&A
(in USD Tn.)



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 Q2FY27

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 - Revenue growth is accelerating

India Geo

Q2FY27 Growth run-rate

~30%

annualised, from **6.9%** QoQ

Share of Revenue

53%

in Q2FY27

India Geo: QoQ Revenue growth trend



India (53% of revenue) is accelerating: Q2FY27 growth reached a **~30% annualised run-rate**

1 Predictable (3-phase) Playbook for Growth

Tracxn

Specialised BU (Sales) Team

Build Best-in-Class Offering

Sales Scale-up

PHASE I

Launch specialised 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

1 Predictable (3-phase) Playbook for Growth

Case study: "**Investment Banks (IB) - India**" BU

Specialised BU (Sales) Team — Done

- Launched Investment Banks - India team in **Q3FY25**

Build Best-in-Class Offering — Done

- **Live deals** for IBs to source M&A and Fund-raise ready companies (Q3FY25)
- **Investor database** - to enable outreach efforts for IBs (Q1FY26)
- **Private company financials coverage** - made best-in-class (Q3FY26)

Sales Scale-up — Ongoing

- **~4X Sales team size**: Growing from 2 → 7 (current) → 8 productive reps
- **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 (Q1 FY27) new closures

20/mo → 30/mo (planned) new closures
Acquiring 1% market share MoM for the last 12+ months

~20%
FY26 YoY rev growth

>40%
Q2FY27 annualised rev growth

UBS kotak o3 capital MIZUHO motilal oswal Avendus^

1 Different BUs are in different phases of growth

Specialised 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	

1 Proven in India, now scaling internationally

1. India: sustained investment is driving accelerating growth
Over the last 2–3 years, we have invested in data and sales in India. Growth has steadily accelerated, reaching a ~30% annualised run-rate, and we expect further acceleration.

2. International: same playbook, earlier stage
We are now making similar investments in data and sales across International BUs, driving a one-time cost step-up. We expect these to accelerate International growth over the coming quarters.

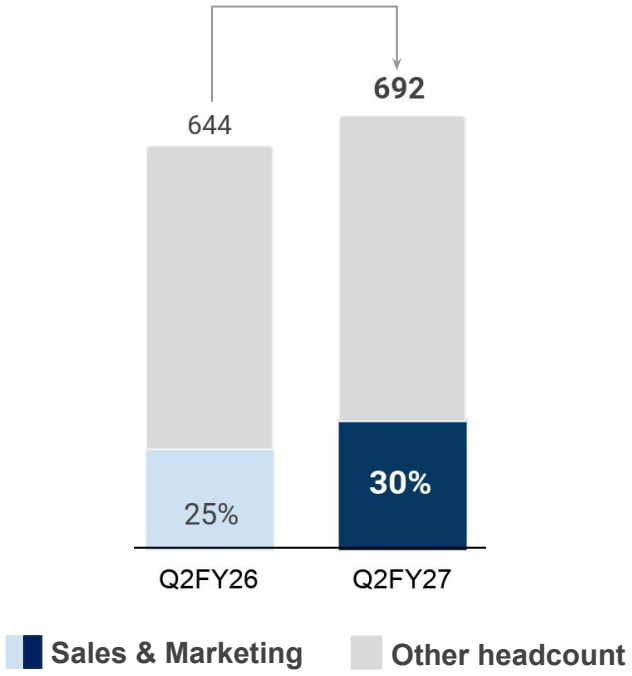
3. Profitability to follow
Thereafter, we expect low single-digit annual cost growth, aided by AI steadily lowering data production costs, putting us on a path back to profitability.

Key highlights

From Q2FY27

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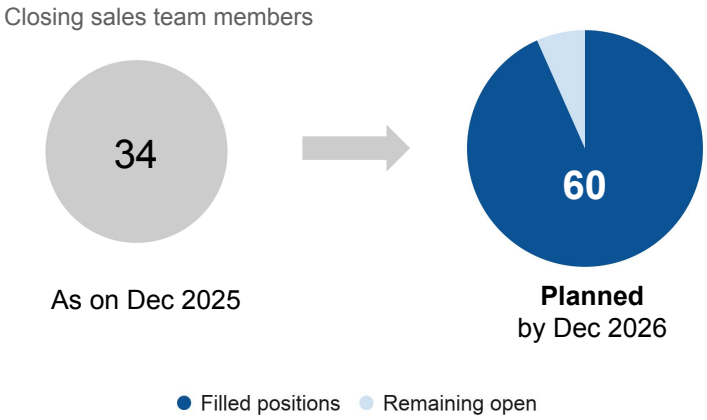
2 Investing in Growth: Scaling GTM Teams



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

Sales & marketing teams now account for **30% of total headcount**, up from 25% in Q2FY26.

2 Investing in Growth: Scaling GTM Teams



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).
- Bulk of the team expansion (56 out of 60 planned) already done as on Sep ‘26.

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

Key highlights

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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. Introduced **proprietary industry taxonomy** for ~3M entities, enabling deeper sector-wise benchmarking

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 (Directors Data): Coverage increased to **3.3M.**

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

For **Sales Teams**

Pincode data : Extended coverage for 3.3M Legal entities

Augmented CXO data: To 400K+

Launched or significant updates in H1FY27

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 covering ~63K companies

Early-stage: Expanded coverage of recently founded companies

Talent Signals: Highlights founders from top colleges, top companies & serial founders

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

For **Investment Banks** (International)

Estimated Revenue: For private companies to enable effective scouting

Valuation exact across M&A deals & funding rounds

Other Data Updates

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

UK Financials: Private company financials expanded to 5.2M+ entities (~16x from Mar '25)- *near-complete coverage*

US Funding transactions: Grew by 2X YoY to 1.5M+, including grants and debt transactions. Also more real-time coverage of transactions

Company coverage: UK coverage increased 3X YoY. **US** coverage increased by ~50% YoY

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

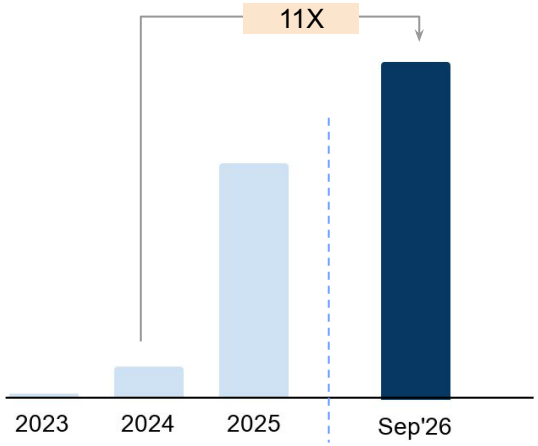
Launched financial reports for geos including Germany, Singapore, Thailand and more.

Launched or significant updates in H1FY27

3 Private Company Financials

11X growth in **company financials** - now covering over 7 million companies across **20+ countries**

Financials covered by year



3.1M+
Companies with revenue data

7.5M+
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

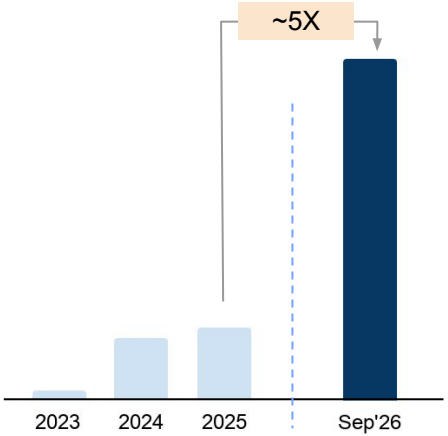
& more.

Note: Data as on 30th Sep 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 9 months - now covering over 1.8M companies across 15+ countries

Companies with Captables



1.8M
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 Sep 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)



(as on Sep'26)

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

Key highlights

From Q2FY27

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

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
- Q2FY27: India accounts grew **15% YoY** & **revenue 23% YoY**

Mergers & Acquisitions

- M&A teams at large corporates - scouting targets, conducting due diligence
- Q2FY27: Overall accounts grew by **20%+ YoY**; India accounts grew **30%+** & revenue grew by **25%** YoY

Universities

- Good penetration among top-tier MBA and graduate schools. Also a great marketing channel for us
- Part of **40+** courses in **20+** major universities including IIMs, ISB, XLRI
- Q2FY27: India accounts grew **>35%** & **revenue >45% YoY**

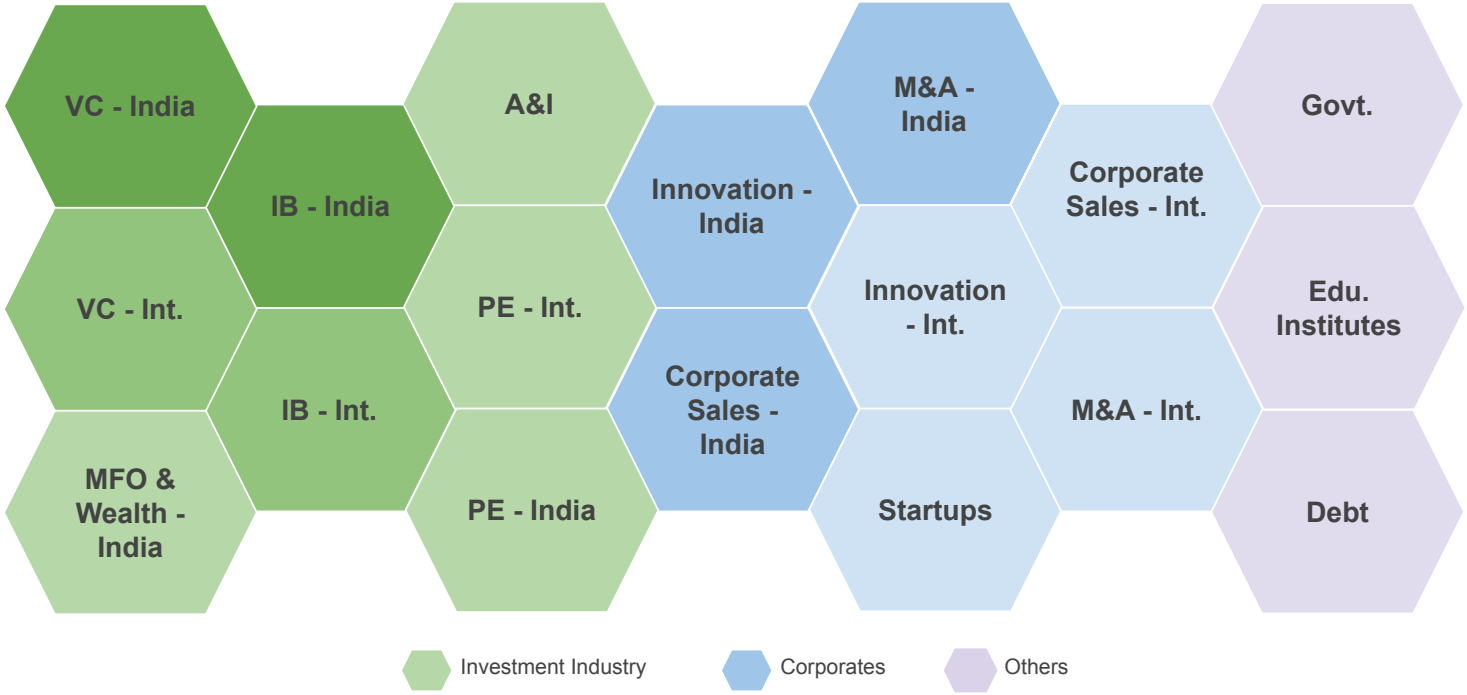
Venture Capital

- Sourcing and doing diligence on high-potential startups
- In India: **~50% market share** at account level; Q2FY27: Ac/s grew **~20% YoY** & revenue grew by **12% YoY**

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

4 Specialised BU Teams

List of select BU teams:



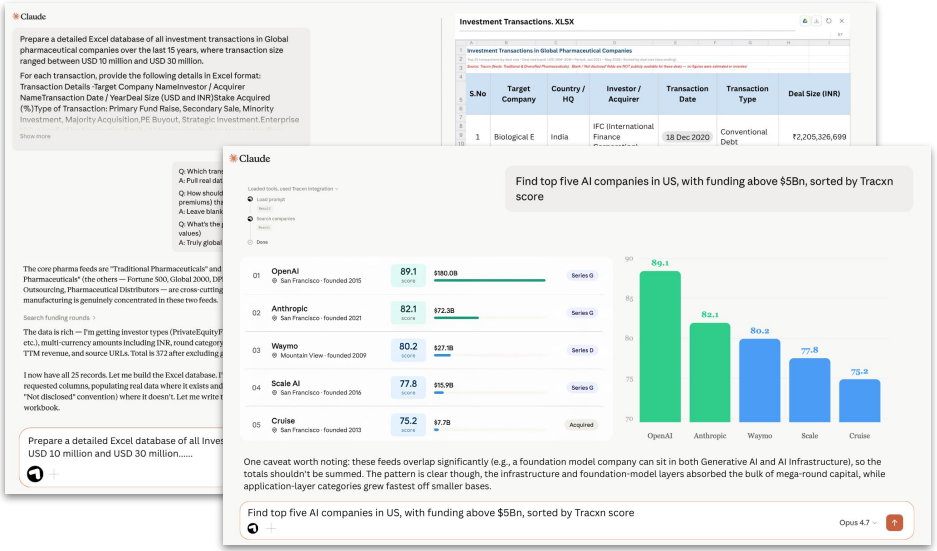
Note: Shade gradient within each colour reflects the ~BU's phase.

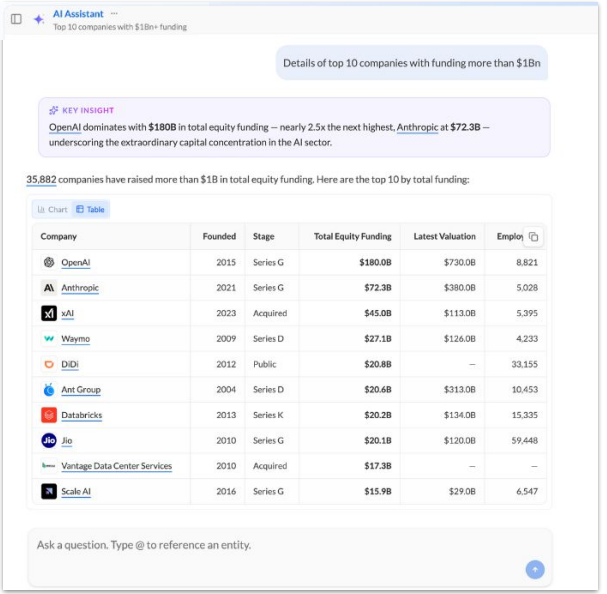
Key highlights

From Q2FY27

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 MCP for LLMs

Paid users can access reliable, real-time company intelligence from Tracxn's proprietary database directly within their AI workflows.

The MCP is now listed on the Claude and ChatGPT marketplaces and also works with other LLMs like Gemini and Cursor, with faster responses and lower token usage.

AI-Assistant on Tracxn Platform

AI-chat based assistant on the platform that lets users ask about Tracxn's data in plain English, handling everything from data querying to complex tasks like company due diligence, competitive landscaping, market analysis & more.

5 Introduced AI-Native Access to Tracxn Data

Agentic Workflow for Investors

Ready-to-use agents for the tasks investors do most often like company one-pager, 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 (with many more workflows upcoming).

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



Key highlights

From Q2FY27

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**

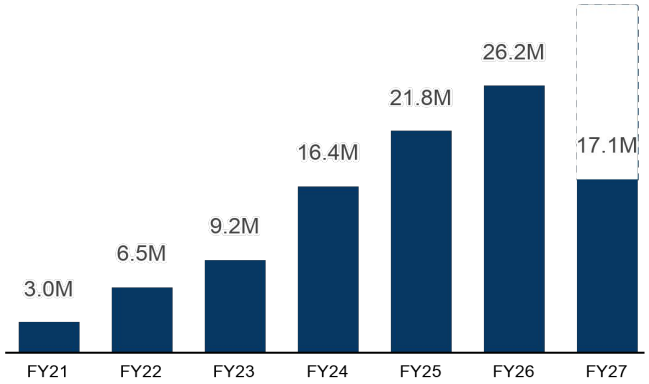
6 Scaling Organic Search Traffic and Tracxn Lite

A PLG flywheel: **17.1M organic visits** (Q2FY27) & **Tracxn Lite signups** creating a high volume leads pipeline

>30M
Q2FY27 annualised
Organic Traffic

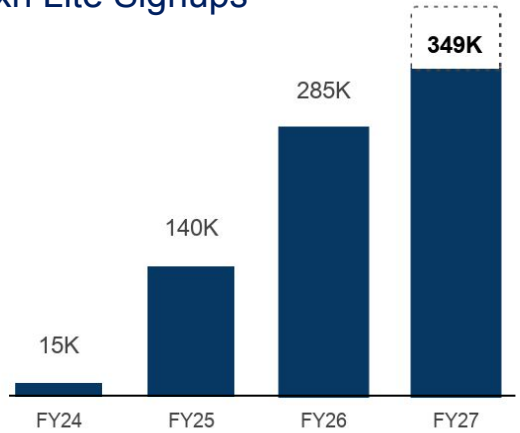
349K
Tracxn Lite sign-ups
till date

Organic Search Traffic[1]



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

#Tracxn Lite Signups[2]



Tracxn Lite, part of our PLG strategy, offers limited-access platform usage to drive product-led acquisition. Q2FY27 saw growth in organic sign-ups, users hitting credit limits, upgrades requests/demos.

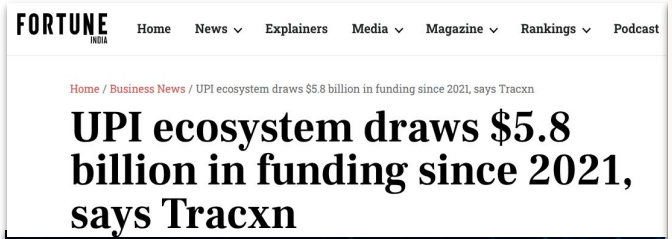
Note: (1) Source: Search Console & Internal Estimates. (2) Cumulative #, does not include ~2L old unpaid users migrated to Tracxn Lite.

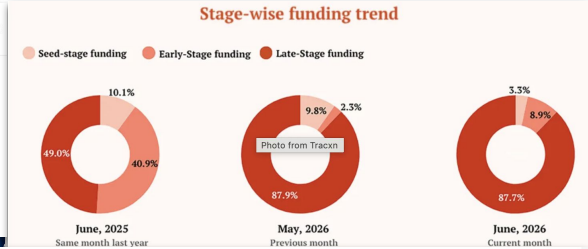
6 Press Mentions

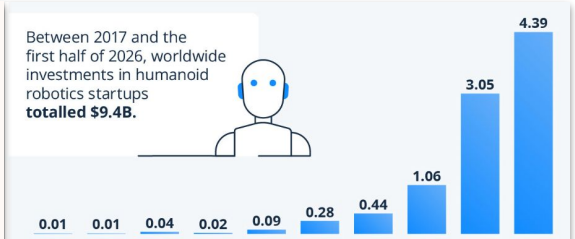
2100+
Press Mentions in H1FY27

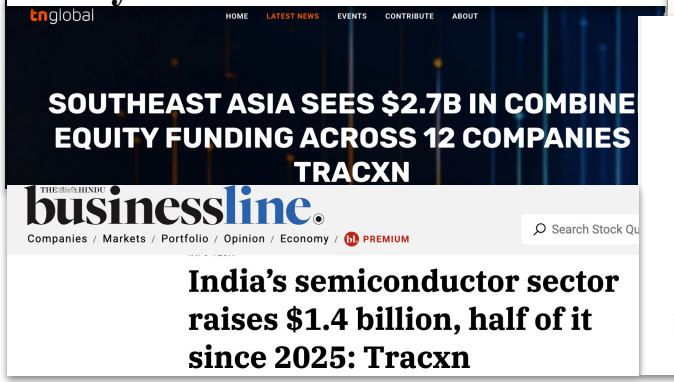
>30%
Increase in QoQ coverage

Increased coverage
across International media











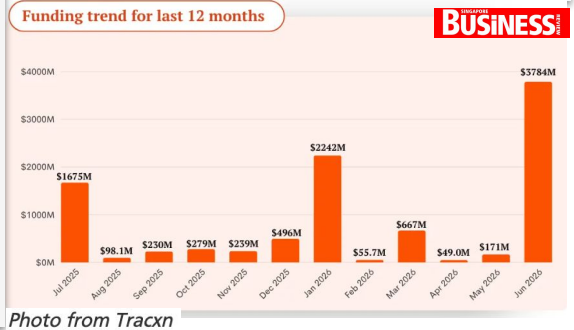


Photo from Tracxn

eg. Report coverage

eg. Partnership

eg. Regular Columns in newspapers

eg. Others

Key Growth Areas (FY27) - Summary

1. **India growth accelerates, now >50% of revenue**
   India growth accelerated to 30% annualised run-rate (6.9% QoQ in Q2FY27), up from 14% YoY growth in FY26. We're applying the same playbook to International.

2. **Repeatable growth playbook, applied across Business Units**
   Repeatable 3-step playbook: specialised teams per customer segment → frontline signals sharpen the product into a best-in-class offering (higher win-rates) → scale sales. Proven in Investment Banks (IB) India, now growing at >40% annualised run-rate (Q2FY27 QoQ), and being replicated across BUs.

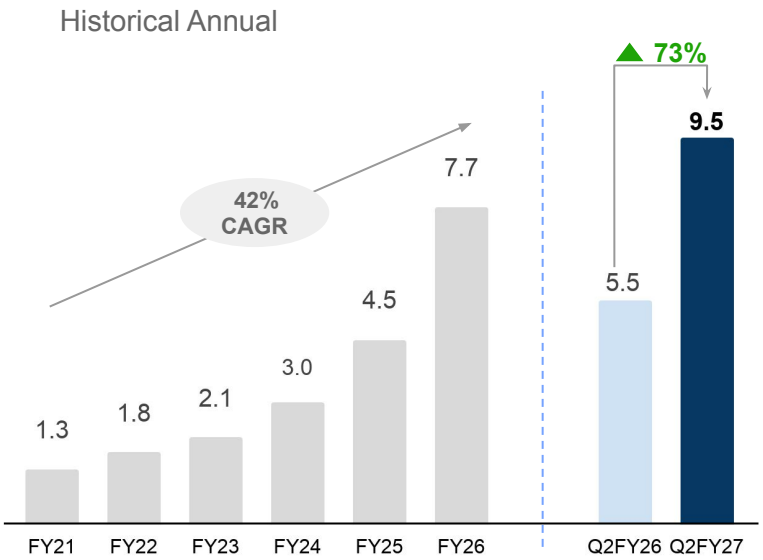
3. **Scaling sales:** On track to nearly double closing sales capacity from 34 (Dec'25) to ~60 (Dec'26), to accelerate new customer acquisition.

4. **Data - building best-in-class in prioritised segments**
   India: cemented our lead in private market data; and are now best-in-class in private-company financials.
   International: Launched coverage on stealth & early-stage founders, with several more launches in the pipeline (eg. deeper talent signals, M&A and innovation scouting, etc.)

5. **AI-native access to Tracxn data**
   MCP connectors (for Claude, ChatGPT, Gemini), an AI assistant on the Tracxn platform, and partnerships with AI-native platforms. Skills and agentic workflows for longer, multi-step investor tasks.

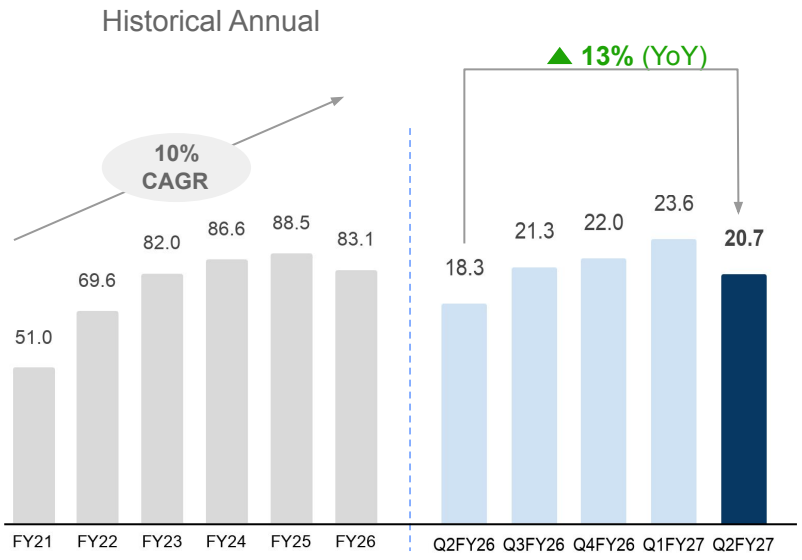
Q2FY27: Other KPIs

Entities Profiled, on platform
(in millions)



Coverage of companies added on the platform increased by 73% YoY

Contract Price
(in INR Cr.)



Increase in Contract Price on a 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

2012
- Company incorporated

2013-15
Platform Launched




Sachin Bansal Binny Bansal

Tracxn

2015-16
- 'Top 100 Analytics Startups of 2015' - Forbes
- One of the 'Coolest Startups of India' - Business Today (2016)

ELEVATION



Ratan N Tata



NRJN Family Trust

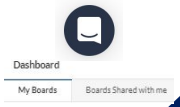
2017-19
- Launched 'Tracxn Score', reports and live chat features
- Launched personalised dashboards on our platform
- Launched a portfolio tracker and an acquisitions database on our platform

Accel PRIME VENTURE PARTNERS

ELEVATION

KB Investment

SEQUOIA



2020-21
- Crossed customers in 50 countries
- Launched advanced search feature within platform
- Launched a collection of sector-based newsletters on the platform



2021-22
- Became a publicly listed company on 20th Oct 2022
- Launched updated Home Dashboard with personalised feed

Listed on

NSE

BSE

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*

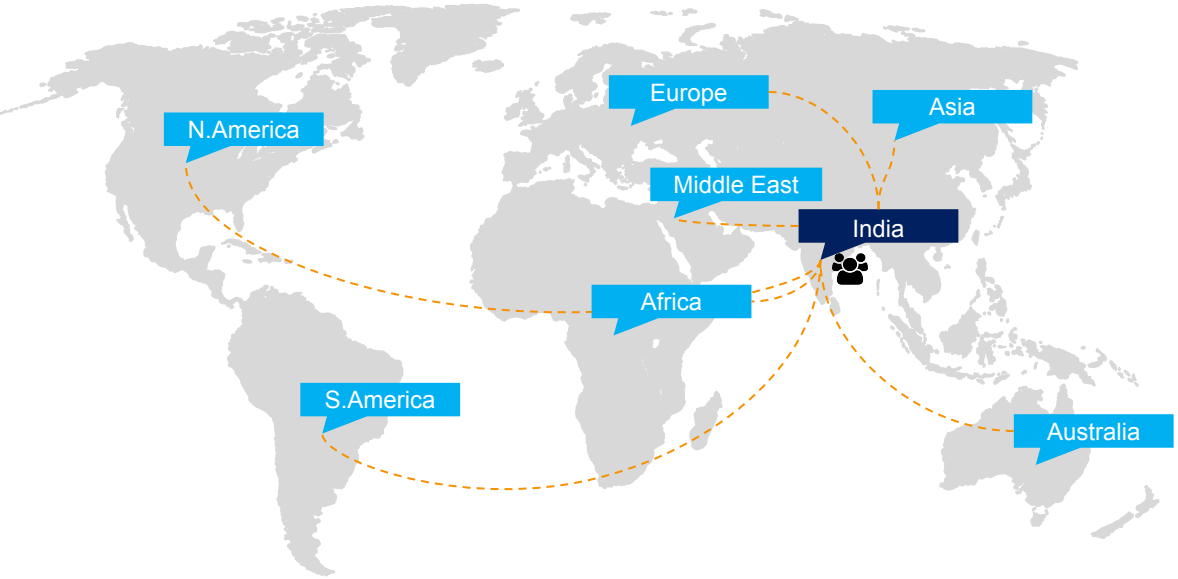
Tracxn AI Assistant BETA

Tracxn MCP

Claude ChatGPT Gemini Cursor

*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**

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

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 personalised support over chat, email and instant messaging applications



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

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

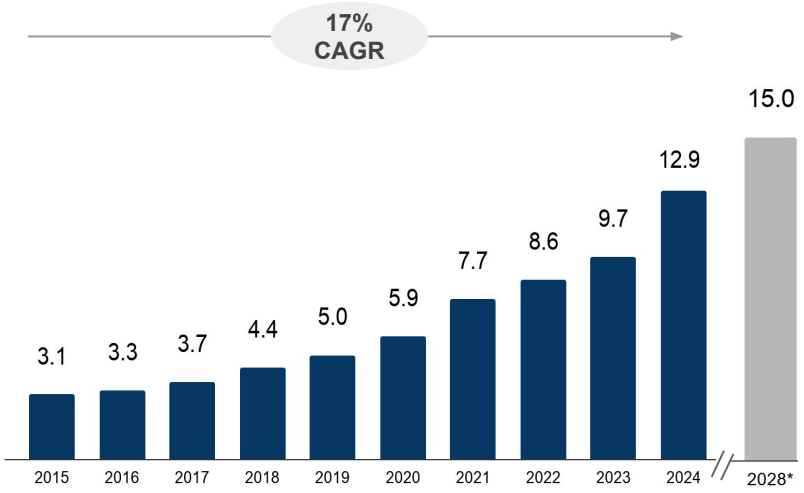
Periodic checks - tools to periodically check on potential security threats

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, personalised dashboards, Tracxn Score, live chat, and others

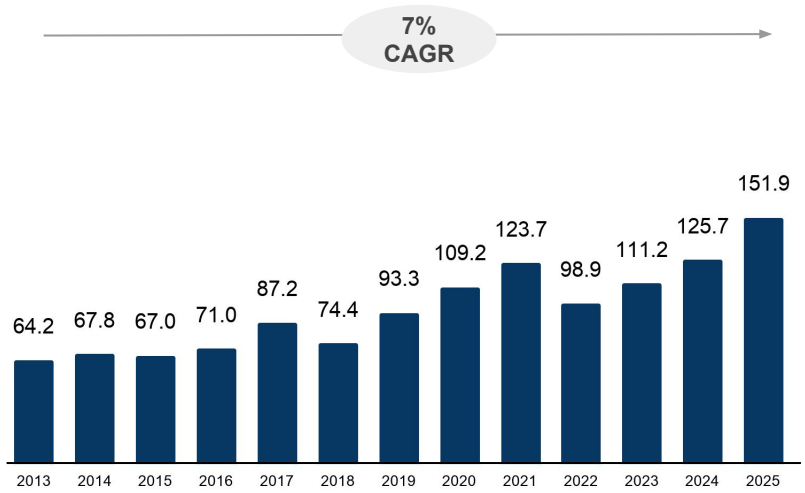
Large & Growing Market

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

Q2FY27 Detailed Financial Statements

Profit & Loss Statement (1/2)

Particulars	Q2FY27	Q1FY27	Q2FY26	H1FY27	FY26	FY25
Income						
Revenue from operations	21.30	21.08	21.25	42.38	83.97	84.47
Other income	0.01	0.08	0.01	0.09	0.52	0.28
Other gains (net)	1.36	1.44	1.23	2.80	5.65	5.62
Total Income	**22.68**	**22.60**	**22.49**	**45.27**	**90.14**	**90.37**
Expenses						
Employee benefits expense	23.33	21.98	19.04	45.31	79.67	73.87
Depreciation and amortization expense	0.07	0.06	0.04	0.13	0.19	0.11
Other expenses	3.92	3.33	2.78	7.25	10.85	9.76
Total Expenses	**27.32**	**25.37**	**21.86**	**52.69**	**90.71**	**83.75**
Profit / (Loss) before exceptional items and tax	(4.65)	(2.77)	0.62	(7.42)	(0.57)	6.62
Exceptional Items - Statutory impact of new Labour Codes	-	-	-	-	1.30	-
Profit / (Loss) before tax	(4.65)	(2.77)	0.62	(7.42)	(1.88)	6.62
Current tax (including relating to prior years)	-	-	0.42	-	0.00	0.46
Deferred tax expense/(credit)	(0.52)	0.24	5.77	(0.28)	6.01	15.71
Profit / (loss) for the period	**(4.13)**	**(3.01)**	**(5.56)**	**(7.14)**	**(7.89)**	**(9.54)**
PAT Margin	**-19.37%**	**-14.28%**	**-26.18%**	**-16.84%**	**-9.40%**	**-11.30%**

In INR Cr.

Profit & Loss Statement (2/2)

Particulars	Q2FY27	Q1FY27	Q2FY26	H1FY27	FY26	FY25
Profit / (loss) for the period	(4.13)	(3.01)	(5.56)	(7.14)	(7.89)	(9.54)
Less: Other Income	0.01	0.08	0.01	0.09	0.52	0.28
Less: Other gains (net)	1.36	1.44	1.23	2.80	5.65	5.62
Add: Depreciation and amortisation expense	0.07	0.06	0.04	0.13	0.19	0.11
Add: Current tax	-	-	0.42	-	0.00	0.46
Add: Deferred tax expense/(credit)	(0.52)	0.24	5.77	(0.28)	6.01	15.71
EBITDA	**(5.95)**	**(4.23)**	**(0.58)**	**(10.18)**	**(7.85)**	**0.83**
EBITDA Margin	**-27.92%**	**-20.08%**	**-2.71%**	**-24.02%**	**-9.35%**	**0.99%**
Exceptional Items - Statutory impact of new Labour Codes	-	-	-	-	1.30	-
EBITDA excl Exceptional Items	**(5.95)**	**(4.23)**	**(0.58)**	**(10.18)**	**(6.55)**	**0.83**
EBITDA Margin excl Exceptional Items	**-27.92%**	**-20.08%**	**-2.71%**	**-24.02%**	**-7.80%**	**0.99%**
Profit / (loss) for the period	**(4.13)**	**(3.01)**	**(5.56)**	**(7.14)**	**(7.89)**	**(9.54)**
Add: Deferred tax adjustments (DTA)	**-**	-	6.02	-	6.02	14.47
Add: Exceptional Items - Statutory impact of new Labour Code	-	-	-	-	1.30	-
PAT excl Exceptional Items and DTA	**(4.13)**	**(3.01)**	**0.46**	**(7.14)**	**(0.56)**	**4.93**
PAT Margin excl Exceptional Items and DTA	**-19.37%**	**-14.28%**	**2.17%**	**-16.84%**	**-0.67%**	**5.83%**

In INR Cr.

Balance Sheet (1/2)

Particulars	As at September 30, 2026	As at March 31, 2026
ASSETS		
Non-current assets		
Property, plant and equipment	0.44	0.45
Income tax assets (net)	6.55	4.63
Total non-current assets	**6.98**	**5.08**
Current assets		
Financial assets		
i. Investments	84.73	87.15
ii. Trade receivables	1.59	2.50
iii. Cash and cash equivalents	1.04	1.87
iv. Other financial assets	0.66	0.79
Other current assets	0.64	0.80
Total current assets	**88.68**	**93.12**
Total assets	**95.66**	**98.20**

In INR Cr.

Balance Sheet (2/2)

Particulars	As at September 30, 2026	As at March 31, 2026
EQUITY		
Equity share capital	10.70	10.67
Other equity		
Reserves and surplus	35.79	41.87
Share application money pending allotment	0.00	0.00
Total equity	**46.48**	**52.55**
LIABILITIES		
Non-current liabilities		
Provision for employee benefits	6.10	5.85
Contract liabilities	2.05	0.72
Deferred tax liability (net)	-	0.32
Total non-current liabilities	**8.15**	**6.89**
Current liabilities		
Financial liabilities		
i. Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises; and	0.11	0.12
(b) Total outstanding dues of creditors other than micro and small enterprises	0.53	0.57
ii. Other financial liabilities	0.36	0.17
Contract liabilities	34.01	33.21
Provision for employee benefits	4.24	2.88
Other current liabilities	1.79	1.81
Total current liabilities	**41.03**	**38.76**
Total liabilities	**49.18**	**45.65**
Total equity and liabilities	**95.66**	**98.20**

In INR Cr.

Cash Flow Statement (1/2)

Particulars	Six months ended 30 Sep 2026	Six months ended 30 Sep 2025
Cash Flow from Operating Activities:		
Net profit/ (loss) before Tax	(7.42)	2.08
Adjustment for:		
Depreciation and amortisation expense	0.13	0.07
Net (gain)/ loss on disposal of Property, plant and equipment	-	0.01
Net gains on sale of investments	(0.34)	(2.29)
Net fair value gains on financial assets measured at fair value through profit or loss	(2.48)	(0.57)
Interest income on income tax refund	-	(0.15)
Interest income from bank deposits measured at amortised cost	-	(0.01)
Employee stock option expense	1.16	1.46
(Reversal)/allowance for expected credit loss (net)	(0.00)	(0.02)
Unrealised Exchange Difference (net)	0.00	0.02
Operating profit/(loss) before working capital changes	**(8.95)**	**0.59**
Adjustment for:		
(Increase)/ decrease in trade receivables	0.91	0.47
(Increase)/ decrease in other financial assets	0.13	0.23
(Increase)/ decrease in other assets	0.16	0.23
Increase / (decrease) in trade payables	(0.05)	0.05
Increase / (decrease) in contract liabilities	2.13	(0.61)
Increase / (decrease) in provisions for employee benefits	1.45	0.70
Increase / (decrease) in other financial liabilities	0.19	0.15
Increase / (decrease) in other liabilities	(0.02)	(1.40)
Cash generated from operations	**(4.05)**	**0.39**
Income taxes (paid)/refunded (net)	(1.92)	0.63
Net Cash Flow from/ (used in) Operating Activities	**(5.96)**	**1.02**

In INR Cr.

Cash Flow Statement (2/2)

Particulars	Six months ended 30 Sep 2026	Six months ended 30 Sep 2025
Cash Flow from Investing Activities:		
Payment towards purchase of property, plant and equipment	(0.12)	(0.20)
Proceeds from sale of property, plant and equipment	-	0.01
Redemption of bank deposits	-	1.94
Proceeds from sale of investments in mutual fund units	39.76	44.27
Investments in mutual fund units	(34.52)	(39.48)
Advance for investment in mutual funds	-	(0.91)
Interest received	-	0.01
Net cash flows from investing activities	**5.12**	**5.63**
Cash Flow from Financing Activities:		
Receipts from shares allotment pursuant to exercise of employee stock options	0.02	0.05
Proceeds from share application money pending allotment	0.00	0.00
Payment towards buy back of equity shares including transaction costs	-	(8.45)
Net cash flow from/ (used in) financing activities	**0.02**	**(8.40)**
Net Increase/(Decrease) in Cash and Cash Equivalents	(0.83)	(1.74)
Cash and cash equivalents as at beginning of period	1.87	3.64
Effect of exchange differences on translation of foreign currency cash and cash equivalents	0.00	(0.01)
Cash and cash equivalents as at end of the period	**1.04**	**1.89**

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 amortisation 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) **Free Cash Flow** is calculated as Net Cash Flow from/ (used in) Operating Activities less Capex (payments for purchase of property, plant and equipment).
(8) **Organic Search Traffic** - Traffic originating from an organic search result.
(9) **Existing Customer** - An account which had also contributed to the accrued revenue prior to the given financial year/ reporting period.
(10) **New Customer** - An account contributing to the accrued revenue for the first time in the given financial year/ reporting period.
(11) **Headcount** - Number of employees on the company payroll as on the date of measurement.

Thank You

Company Information

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Corporate Presentation: Link

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