



Private Market Intelligence Platform

**Q3 FY25 Investor Presentation
10th Feb 2025**

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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 the Private Markets globally

We work with Venture Capital Firms, Private Equity Firms, Investment Banks - as well as M&A & Innovation teams of large Corporates

Global Platform, customers span 50+ countries

Q3 FY25 Financial Performance

Q3 FY25: Financial Performance Summary

Continued growth in Volume and Deferred Revenue

REVENUE	PROFITABILITY	OTHER
Revenue from Operations 21.4 Cr. ▲ 1.2% YoY	EBITDA (EBITDA Margin) 0.4 Cr. (2.1 %) ▼ 1.4 Cr. YoY	Customer Accounts (#) 1,699 ▲ 38.8% YoY
Total Income 22.9 Cr. ▲ 3.0% YoY	PAT (PAT Margin) 1.4 Cr. (6.6 %) ▼ 0.8 Cr. YoY	Deferred Revenue* 38.7 Cr. ▲ 17.4% YoY

In INR

9M FY25: Financial Performance Summary

Continued growth in Volume, Deferred Revenue and Cash

REVENUE	PROFITABILITY	CASH	OTHER
Revenue from Operations 63.3 Cr. ▲ 1.4% YoY	EBITDA (EBITDA Margin) 1.6 Cr. (2.6 %) ▼ 2.3 Cr. YoY	Free Cash Flow¹ 13.0 Cr. ▲ 6.3 Cr. YoY, up from 9M FY24	Customer Accounts (#) 1,699 ▲ 38.8% YoY
Total Income 67.6 Cr. ▲ 3.3% YoY	PAT³ (PAT Margin³) 4.4 Cr. (6.9 %) ▼ 0.7 Cr. YoY	Cash & Cash Equivalent^{1,2} 91.4 Cr. ▲ 30.0% YoY ▲ 21.1 Cr. YoY	Deferred Revenue* 38.7 Cr. ▲ 17.4% YoY

In INR

Note: (1) Free Cash Flow and Cash & Cash equiv. excludes tax amounts received from employees against ESOP exercise as on 31st Dec 2024

(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs as on 31st Dec 2024

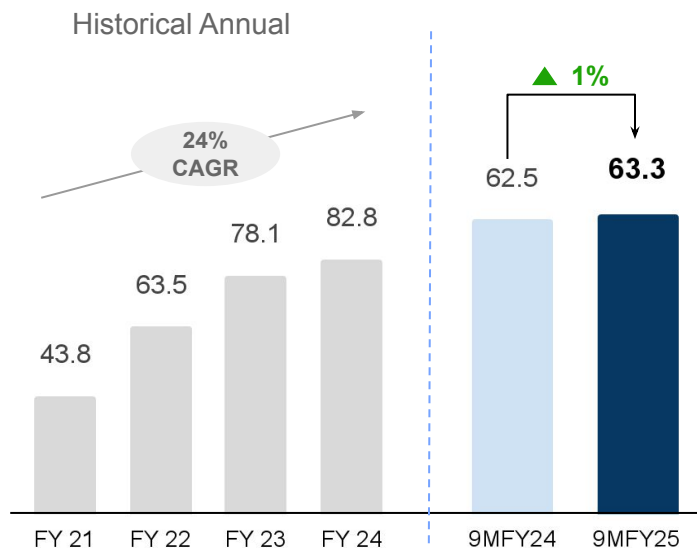
(3) PAT for 9MFY25 is excluding deferred tax adjustments in Q2FY25

(*) Including proforma bills wherein invoice is to be raised after payment is received

9M FY25: Revenue Growth

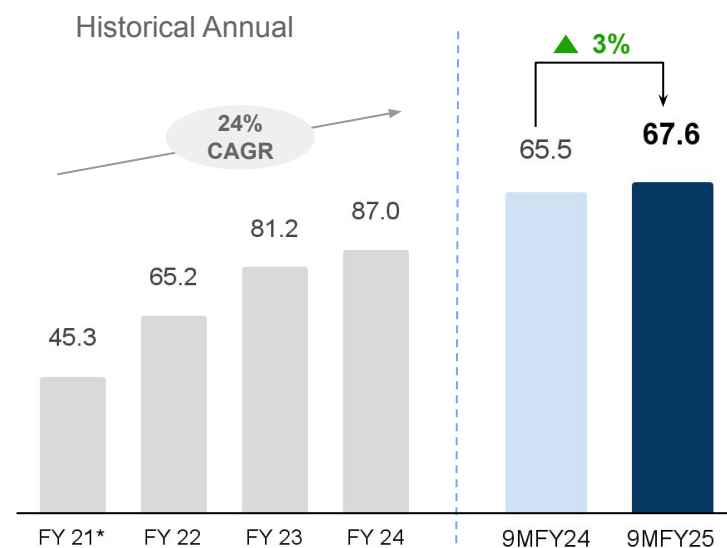
Revenue from Operations

(in INR Cr.)



Total Income

(in INR Cr.)



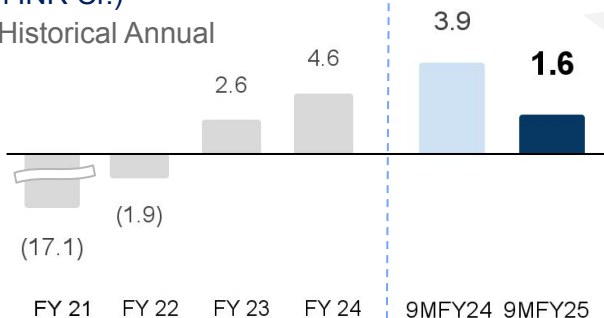
Note: (*) Total Income excludes Fair value gain/ (loss) on CCPS for FY21

9M FY25: Profitable Operations - EBITDA & PAT

EBITDA

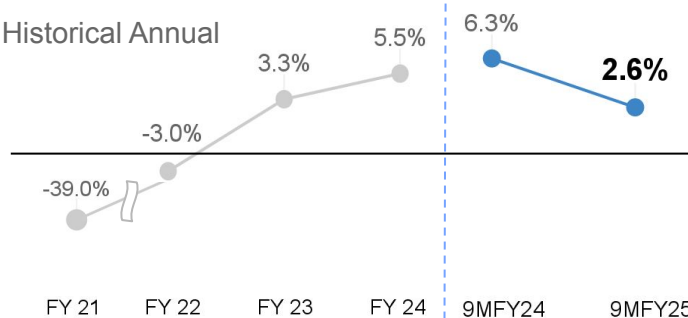
(in INR Cr.)

Historical Annual



EBITDA Margin

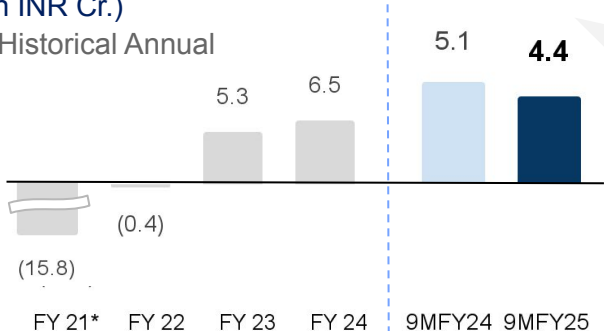
Historical Annual



PAT¹

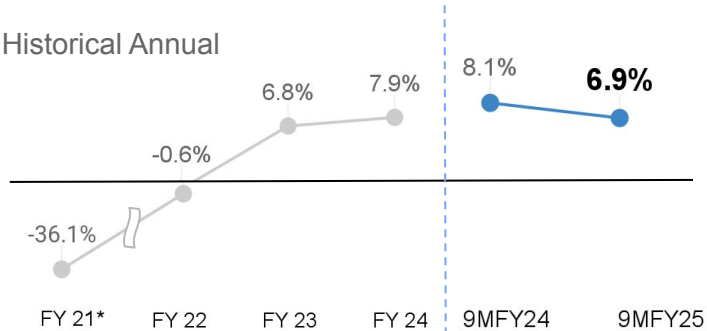
(in INR Cr.)

Historical Annual



PAT Margin¹

Historical Annual



Incremental Revenue going into Bottomline

	9MFY24	9MFY25	Historical Annual:			
			FY 21	FY 22*	FY 23*	FY 24
Revenue from operations	62.5	63.3	43.8	63.5	78.1	82.8
Incremental Revenue from Operations (Δ)		0.9	+6.4	+19.7	+14.7	+4.7
EBITDA	3.9	1.6	(17.1)	(1.9)	2.6	4.6
Incremental EBITDA (Δ)		(2.3)	+5.4	+15.1	+4.5	+2.0
Incremental EBITDA as a % of Incremental Revenue from Operations		-	84%	77%	31%	43%

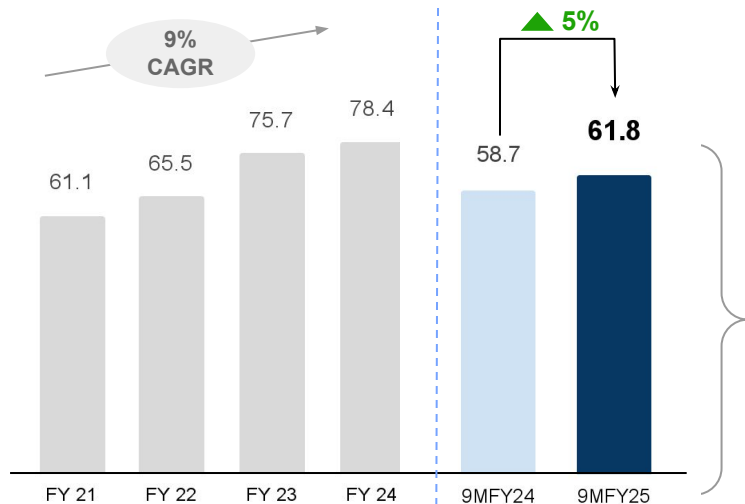
(in INR Cr.)

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

9M FY25: Expense Breakup

Total Expense (in INR Cr.)

Historical Annual



Total Expense - Breakup (for 9M FY25)

(in INR Cr.)

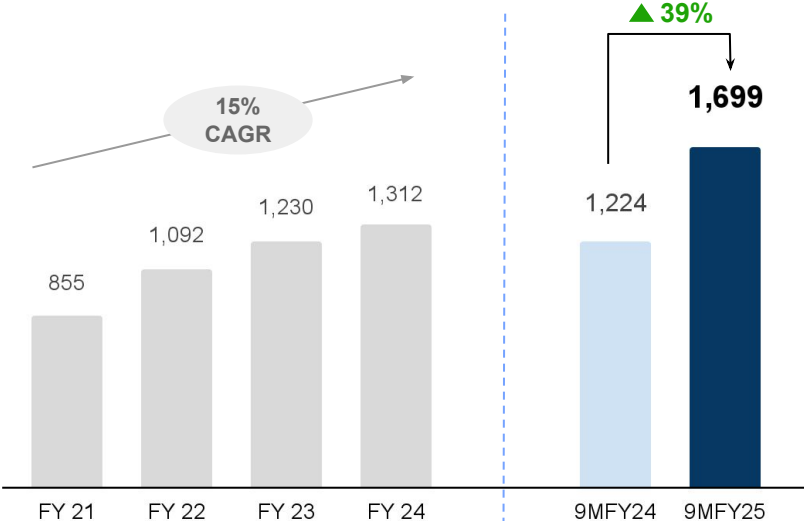
	9M FY25	% of Total Expense
Employee Benefit Expenses	54.5 Cr.	88.3%
<i>Salaries, Wages & Bonus</i>	49.6 Cr.	80.4%
<i>Employee Stock Option Expense</i>	3.3 Cr.	5.4%
<i>Other Employee Benefit Expenses</i>	1.5 Cr.	2.5%
Depreciation Expense	0.08 Cr.	0.1%
Other Expenses	7.2 Cr.	11.6%
<i>Cloud Hosting Charges</i>	1.8 Cr.	2.9%
<i>Rent for Building</i>	1.6 Cr.	2.6%
<i>Remaining Other Expenses</i>	3.8 Cr.	6.1%
Total Expenses	61.8 Cr.	100%

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

9M FY25: Accelerated Volume Growth

Customer Accounts (#)

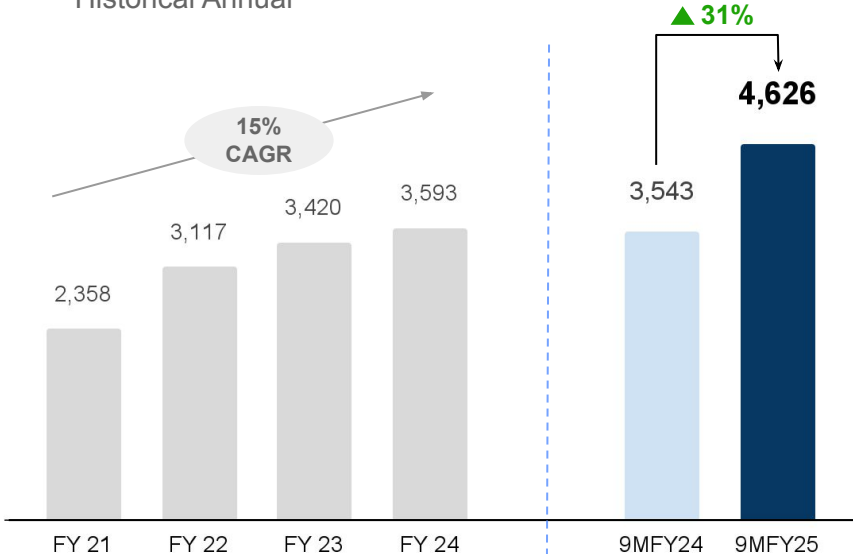
Historical Annual



Q3 FY25 was the highest net account additions, due to various growth initiatives

Users (#)

Historical Annual

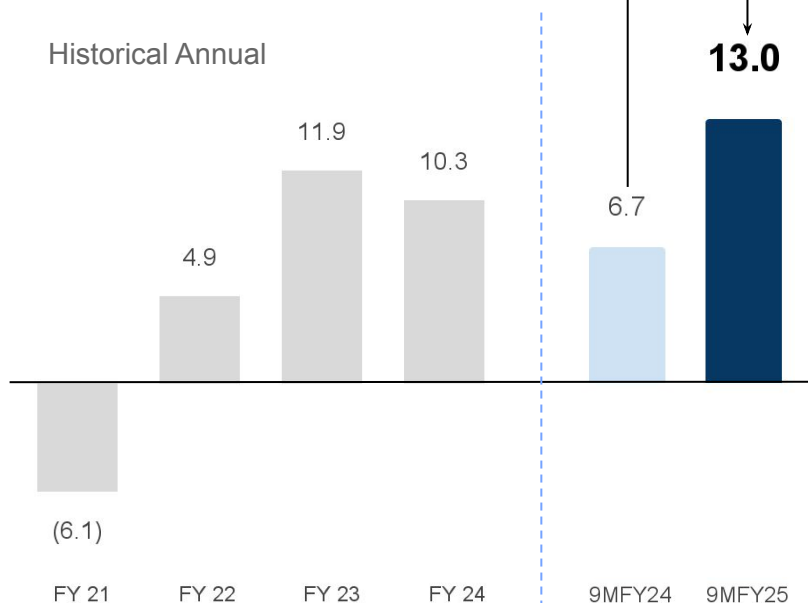


Q3 FY25 was the highest user additions

Note: Customer Accounts and Users are as on respective end of period. QoQ comparison limited to last 12 quarters

9M FY25: FCF and Cash & Cash Equiv.

FCF (Free Cash Flow)¹ (in INR Cr.)

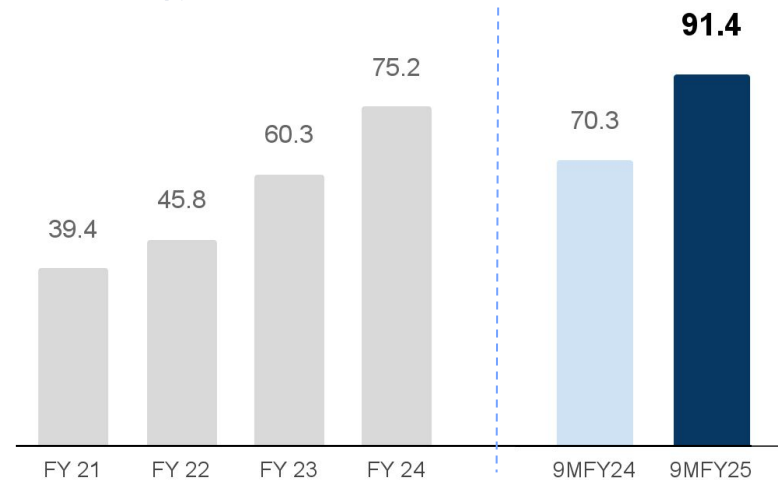


Cash & Cash Equivalents^{1,2} (in INR Cr.)

91.4 Cr.

▲ Added 21.1 Cr. YoY

▲ 30% YoY



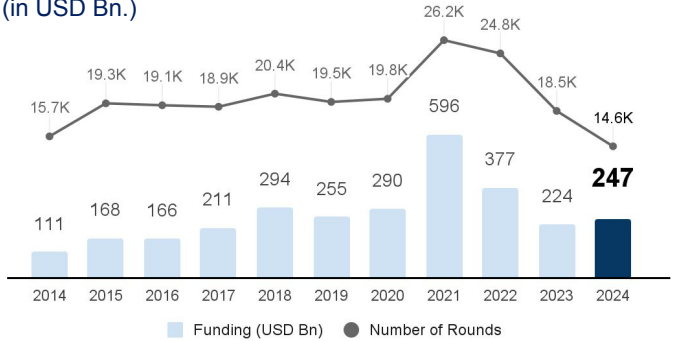
Note: (1) Free Cash Flow and Cash & Cash equiv. excludes tax amounts received from employees against ESOP exercise as on the respective end of period

(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing in FY23, FY24 and 9MFY24

Private Markets - Quick snapshot (1/2)

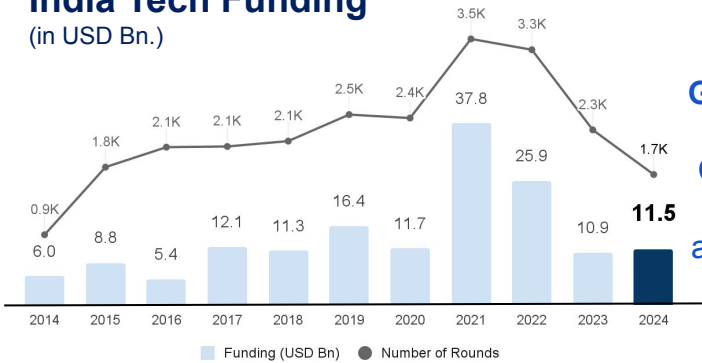
Global Tech Funding

(in USD Bn.)



India Tech Funding

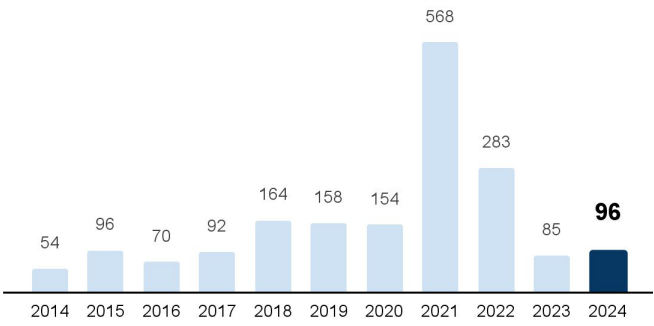
(in USD Bn.)



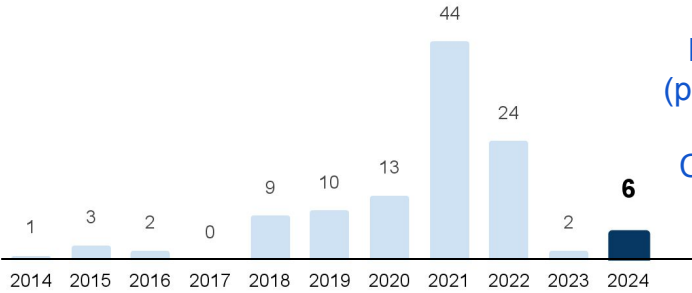
GLOBAL TECH FUNDING:

CY24 had **2nd lowest deal value** in last the 7 years and **lowest deal volume** in the last 10 years

Unicorns created globally



Unicorns created in India



LATE-STAGE FUNDING:

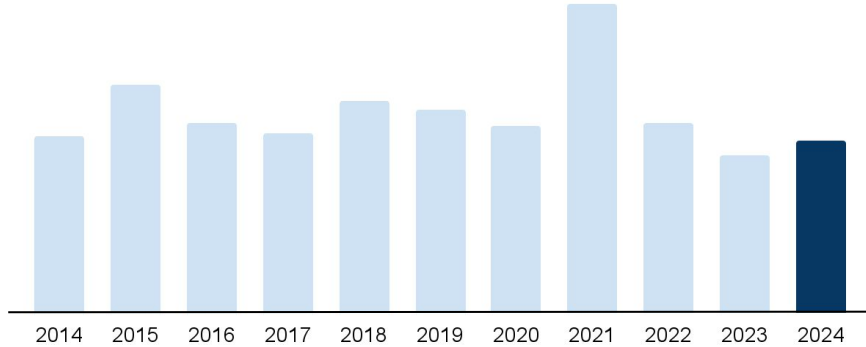
(proxy # new unicorn rounds)

CY24 was **2nd lowest** in the last 7 years

Private Markets - Quick snapshot (2/2)

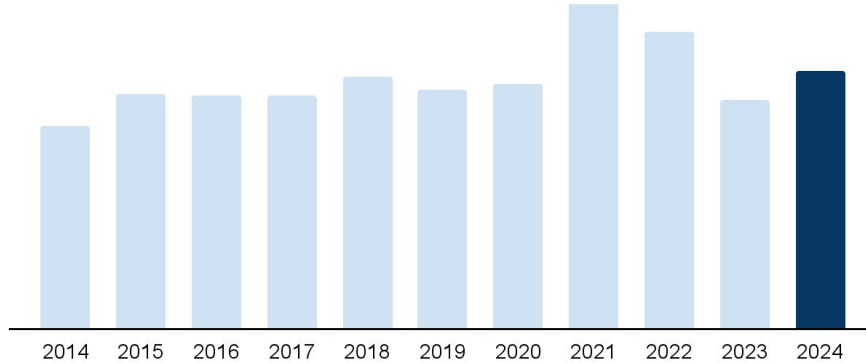
Recovery in Global M&A deal value and IB fees

Global M&A
(in USD Tn.)



GLOBAL M&A:
CY24 was second lowest in 10yr

M&A advisory fees
(in USD Bn.)



IB M&A ADVISORY FEES:
CY24 saw some recovery

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

Q3 FY25: Greenshoots (1/5)

Accelerated growth in India due to vertical sales teams

Revenue split by India and International

(in INR Cr.)

	FY24	YoY %	9M FY25	YoY %
India Revenue	28.4	14%	24.7	16%
International Revenue	54.3	2%	38.6	-6%
Total Revenue	82.8	6%	63.3	1%

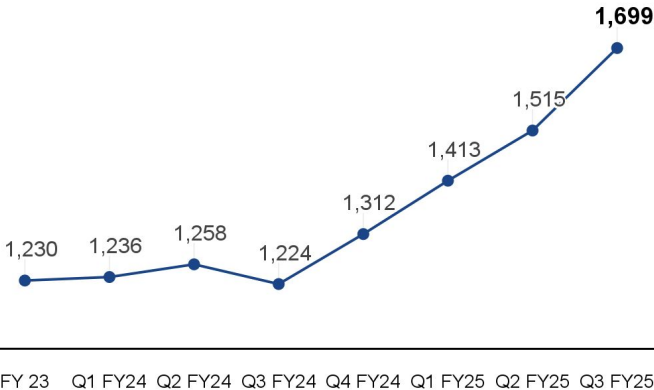
India **growth accelerated** from 14% in FY24 to **16% in 9M FY25** - primarily due to the growth initiatives including launch of vertical teams.

Plan to **replicate the same strategy internationally** - scale the vertical teams to top countries.

Q3 FY25: Greenshoots (2/5)

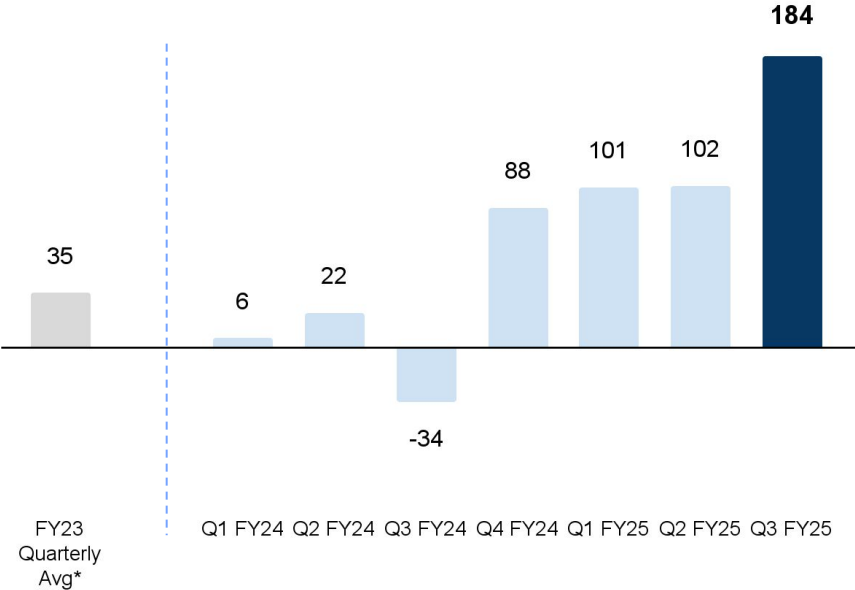
Continued high overall volume growth

Customer Accounts (#)



Q3 FY25 addition highest
due to various growth initiatives

Customer Accounts - Net Addition

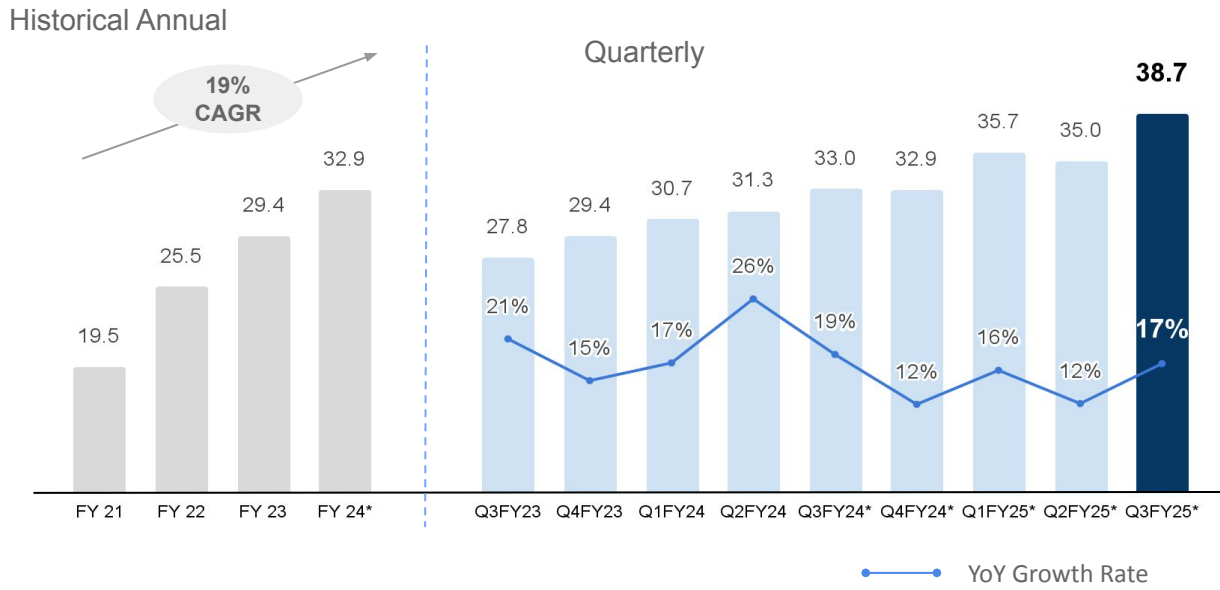


Note: (*) FY23 Quarterly Avg. is provided for like to like comparison. Customer Accounts are as on respective end of period. QoQ comparison limited to last 12 quarters

Q3 FY25: Greenshoots (3/5)

Deferred revenue also saw good expansion

Deferred Revenue (in INR Cr.)



Note: (*) Including proforma bills wherein invoice is to be raised after payment is received

Q3 FY25: Greenshoots (4/5)

Volume growth starting in international customer segments as well

Revenue split by India and International, & Account growth
(in INR Cr.)

	FY24			9M FY25		
	FY24 Revenue	Revenue YoY %	#Accounts YoY%	9M FY25 Revenue	Revenue YoY %	#Accounts YoY%
India	28.4	14%	20%	24.7	16%	55%
International	54.3	2%	-5%	38.6	-6%	21%
Total	82.8	6%	7%	63.3	1%	39%

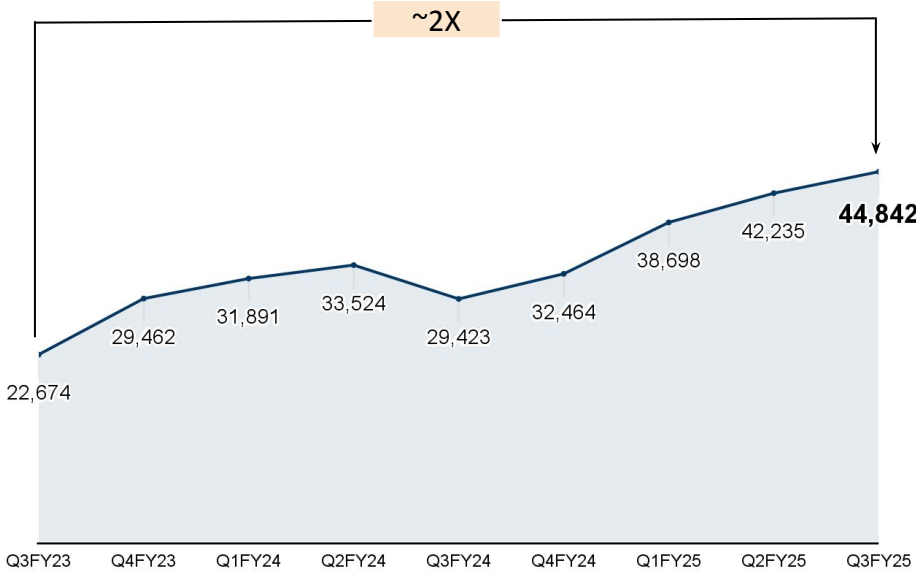
In India, the volume growth accelerated from 20% YoY in FY24 to 55% YoY in 9M FY25 which subsequently saw revenue growth accelerate.

Similarly, we are seeing volume growth starting to happen in international customers.

Q3 FY25: Greenshoots (5/5)

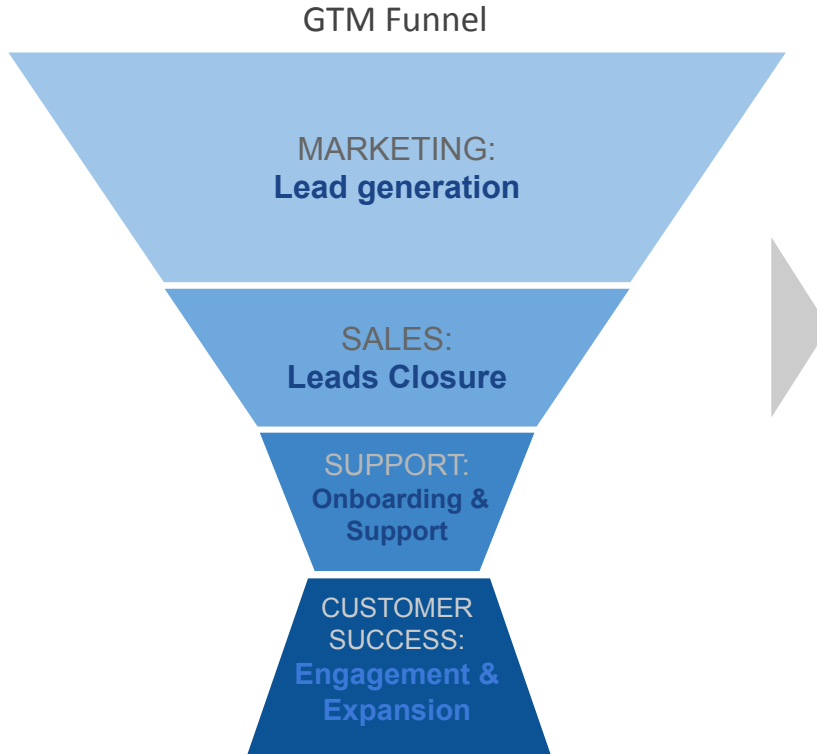
Platform Engagement continues to increase

Trend of platform usage metrics in terms of # of Exports and Myanalyst queries



Customers' platform engagement continues to increase - customer exports & myanalyst queries have grown ~2X over the last 2 yrs

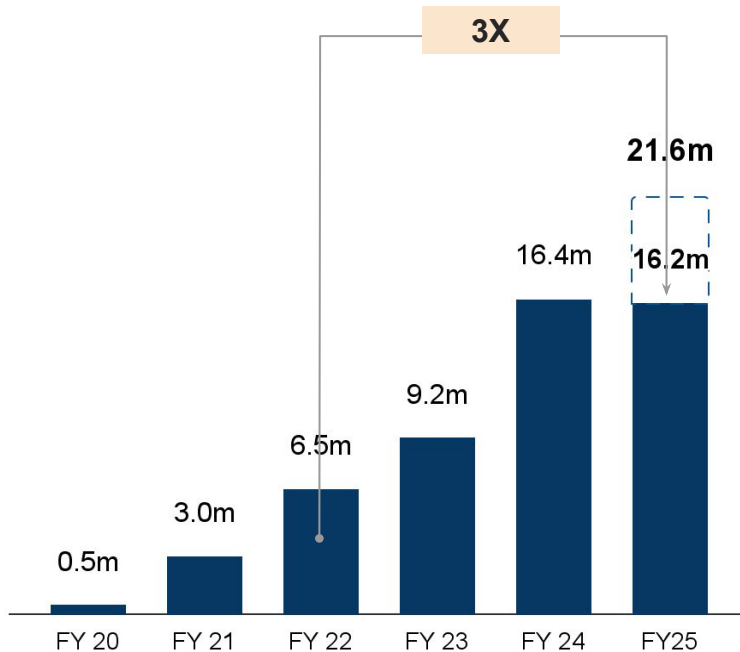
Growth Initiatives



We have been investing across various growth initiatives - spanning across sales, marketing and account expansion. The following slides give an overview of some of the recent initiatives where we are seeing good results and hence expect further acceleration to happen.

Select Recent Growth Initiatives

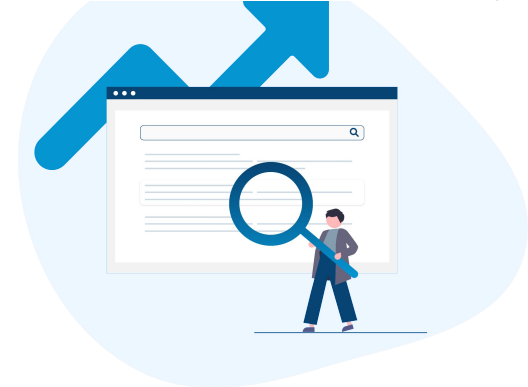
Organic Search Traffic* (in millions)



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

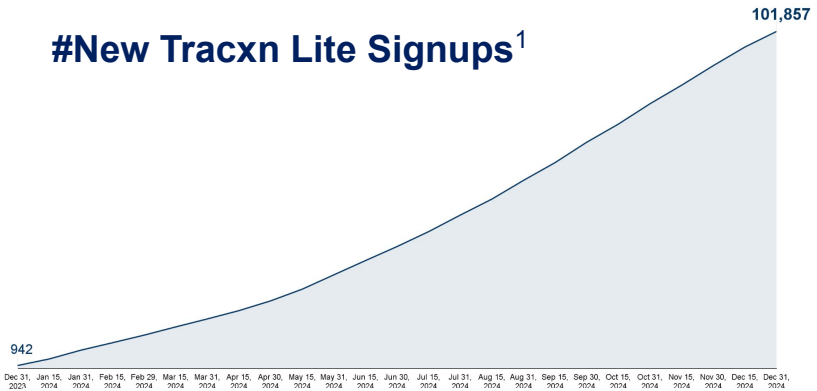
1 Scaling Organic Traffic & Inbound Leads Pipeline

- We have built a large organic inbound traffic funnel, & it continues to increase
- **Over 16 Million** visits in the first 9M of FY25
- Current annualized run-rate of **20 Million+** which is more than double of that 2 yrs back

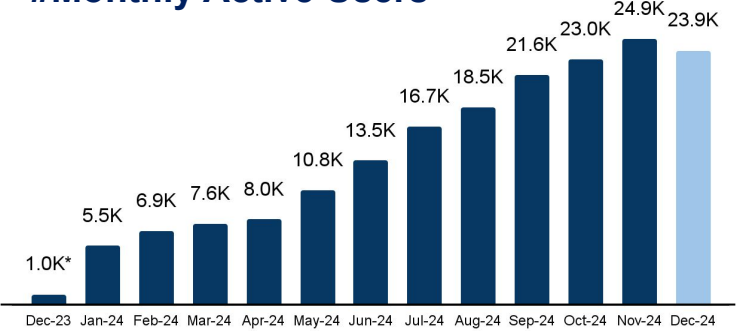


Select Recent Growth Initiatives

#New Tracxn Lite Signups¹



#Monthly Active Users²



2 Tracxn Lite

- Had launched **Tracxn Lite** ~last year for **PLG** (Product-Led Growth) to make the customers aware of the richness of the platform and drive product led growth
- Users get full platform access (with limitations such as restricted daily hits for profile views, exports and certain platform modules)
- **Great traction** - in just one year since launch, more than **1,00,000 sign ups** for Tracxn Lite, with pace of acquisition increasing QoQ. Monthly active users have crossed **23,000**
- Very good **increase in overall sales acquisition pipeline**. For instance - Q1 v/s Q4 2024
 - #Organic sign-ups have **more than doubled** (2.4X)
 - Avg monthly actives have **more than tripled** (3.6X)
 - Avg. #users / day hitting the credit limit **more than tripled**
 - Increase in upgrade requests, demos, etc.

Note: (*) For the partial period since the launch of Tracxn Lite in Dec'23.

(1) Does not include ~2L old unpaid users migrated to Tracxn Lite, (2) Includes users from organic signups and old unpaid users that were migrated to Tracxn Lite

Select Recent Growth Initiatives

3 Specialized Teams - Universities



- Specialized team with cumulative experience of over 20 years in selling to universities
- Bulk of our relevant customer segments come from top universities globally. More than a revenue segment, universities are a good marketing and discovery channel for us
- Seeing very good success: Customer count* has **more than tripled** in this segment and **revenue has more than doubled** in just the last 12 months
- Continuing to increase penetration, while also working towards increasing engagement - eg. through inclusion in relevant courseworks, on-campus activation sessions & more

Select University Accounts:



UK



Australia



USA



Netherlands



France



Mumbai



Lucknow



Calcutta



IIT Kanpur



ISB

Note: (*) Accounts on library / department pack in this segment

Select Recent Growth Initiatives

Specialized teams for:

4 Startups



- We continue to see high volume of inbound leads from startups
- Though they are served by the same platform, they have a differentiated use case and workflow requirements
- Some of the uses cases that are particularly interesting for startups are Fundraising, Competitor analysis, Market research & Business development
- ~50% revenue from new accounts in this segment is from international customers

5 Accelerators & Incubators



- This is a new team, only a few months old
- Focusing on customers across private incubators, government incubators, universities and corporates
- We are seeing good initial success in India and plan to expand this internationally as well

Select Recent Growth Initiatives

6 Specialized Teams - Investment Banks



- Specialised team for selling to IBs through both inbound & outbound reach outs
- Coupled with augmenting the platform coverage for this segment. For instance, increased coverage of private company financials, VC & PE databases for their outreach efforts, etc.
- Also launching additional features - for eg. startups can mention if they are looking to hire an IB on our platform, which becomes a sales pipeline for the investment banks
- Seeing very good initial success:
 - Increasing logo penetration in India by ~1% MoM
 - Pace of new customer acquisition has ~tripled
- Plan to scale across geographies

Select Recent Growth Initiatives

7 Seeing good results from the specialised teams

List of launched vertical sales units

Startups

Universities

Investment Banks

Accelerator &
Incubators

Venture Capital
Funds

Sales

Mergers &
Acquisition

Debt

Events

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

Select Recent Growth Initiatives

8 Increasing Coverage of Private Company Financials

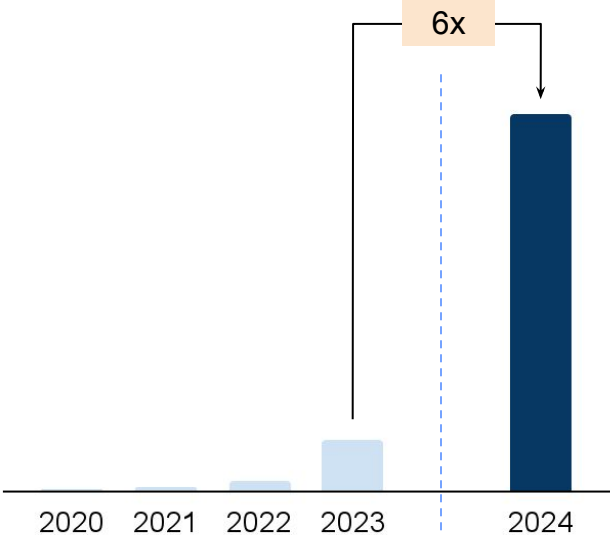
Currently cover private company financials across **20+** countries

Major countries by coverage

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



Financials Covered



1.5Mn+ companies with revenue data & **560K+** companies with detailed financials available on the platform[#]

Note: (*) New countries added in 2024, (#) As on 31st December 2024
YoY growth is excluding the changes on account of one-time refactoring of first year financials

Select Recent Growth Initiatives

8 Increasing Coverage of Private Company Captables

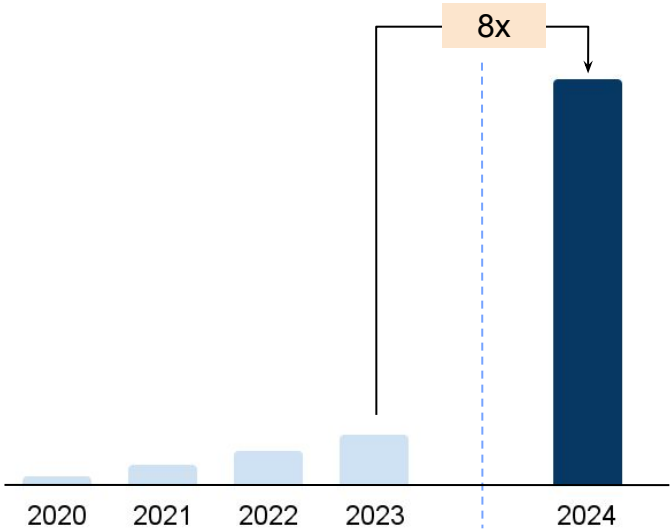
Currently cover private company captables across **15+** countries

Major countries by coverage

- India
- United States
- Greece*
- United Kingdom
- Australia
- Belgium*
- Germany
- Malaysia
- Switzerland*
- Singapore
- South Korea
- Canada*
- New Zealand
- Sweden
- Austria*
- Denmark
- Ireland
- Mauritius*
- Czech Republic
- France
- Italy*
- Estonia
- Japan*
- Taiwan*



Companies with Captables



313K+ companies with detailed shareholding available on the platform[#]

Note: (*) New countries added in 2024, (#) As on 31st December 2024

Select Recent Growth Initiatives

8 Launched Legal Entities Database

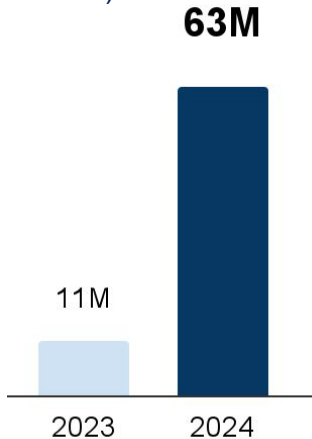
Currently cover **60M+** legal entities across key geographies

Major countries by coverage

- United States
- United Kingdom
- Japan
- India
- Australia
- Brazil



Legal Entities (in millions)



Have started seeing good customer usage with legal entities page views increasing QoQ

Select Recent Growth Initiatives

8 Building deeper coverage of Regulatory Data on private companies & legal entities

Examples of a few regulatory datasets live as well as in pipeline

Loans and Charges	Legal Cases	Patent Data
FDA Approval Data	Fund & AIF Data	Taxation Data
Govt. Procurement Data	EXIM Data	Bankruptcy Filings

.. and more

This helps us increase penetration in existing and new customer segments

Select Recent Growth Initiatives

9 Account Expansion & Engagement

Various initiatives are underway for improving paid customer engagement as well as account expansion to enhance growth from existing customers.

For account expansion, we had setup a separate team to work on increasing penetration of licenses within existing accounts moving from reactive to more proactive account upgrades. This has led to account expansions through user addition as well as increased data on the platform.

- **Curbing login sharing** continues to be one of the ways for account expansion
- We have also seen some initial success in city trips and **on-site onboarding sessions** etc.
- Recently launched initiative includes proactive reach-outs to **under penetrated accounts**

We're also working on initiatives to boost engagement at both user and account levels. These include specialized engagement teams, regular touchpoints, personalized dashboards, alerts based on customer investment mandates, and analyzing user behavior to help them use the platform more effectively.



Select Recent Growth Initiatives

10 Increased Press Mentions

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

2100+
Press Mentions
across media*



Indian FinTech Ecosystem Secures \$778M in Q3 2024, Achieving 66% Year-on-Year Growth: Tracxn Geo Report

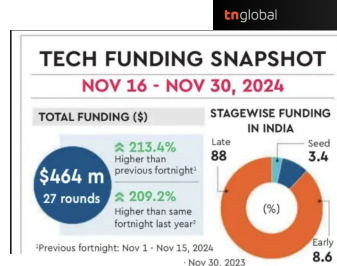
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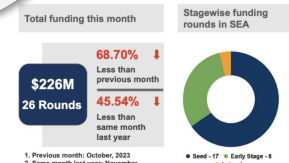
- India ranks 2nd after the United States in terms of fintech funding raised in Q3 2024
- \$778M funding secured in Q3 2024, a 66% increase from Q3 2023 and 165% growth from Q2 2024
- Since 2023, Q1 2023 has been the highest-funded quarter with overall funding of \$1.16B followed by Q3 2024
- The top-performing sectors in Q3 2024 included Alternative Lending, Investment Tech, and Payments.



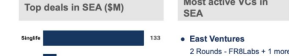
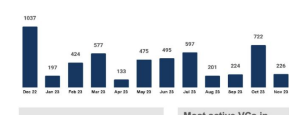
eg. Partnerships



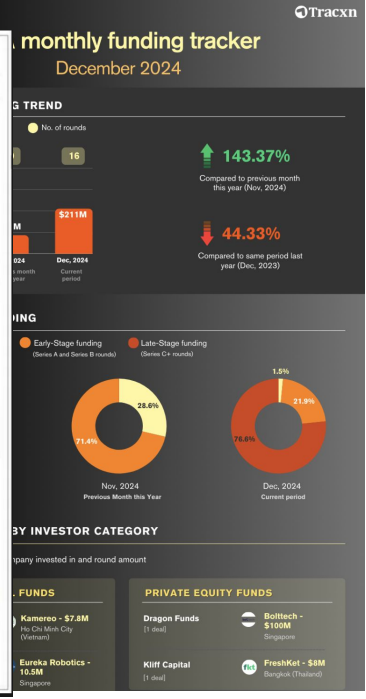
EAST ASIA TECH FUNDING SNAPSHOT November 01 - November 30, 2023



Funding trends (\$M) (Last 12 months)



eg. Regular Columns in newspapers



eg. Others

Eg. Report coverage

Note: (*) in 9MFY25

AI in Data Production

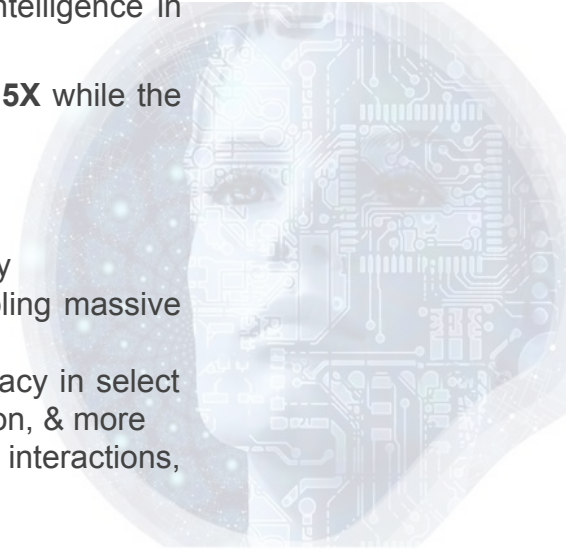
We continue to harness GenAI for key initiatives in data production yielding significant and promising results. We have been able to multiply our datasets while reducing manual intervention & shrinking headcount, which is a great testimony to our use of automation and intelligence in data production.

- In 2024, we increased the coverage of key data points on our platform **over 5X** while the **data production headcount reduced by ~10%**

Some interesting ways in which we are leveraging AI:

- In company profiling, transactions data, data updation, improving data accuracy
- Extracting relevant data points from **unstructured data & documents**, enabling massive scalability to accelerate the pace of data addition
- **Training the models on our internal historical data**, to achieve high accuracy in select modules, such as identifying upcoming private companies, industry classification, & more
- Empowering our **GTM teams** by refining lead profiling, sentiment analysis of interactions, and optimizing engagement strategies

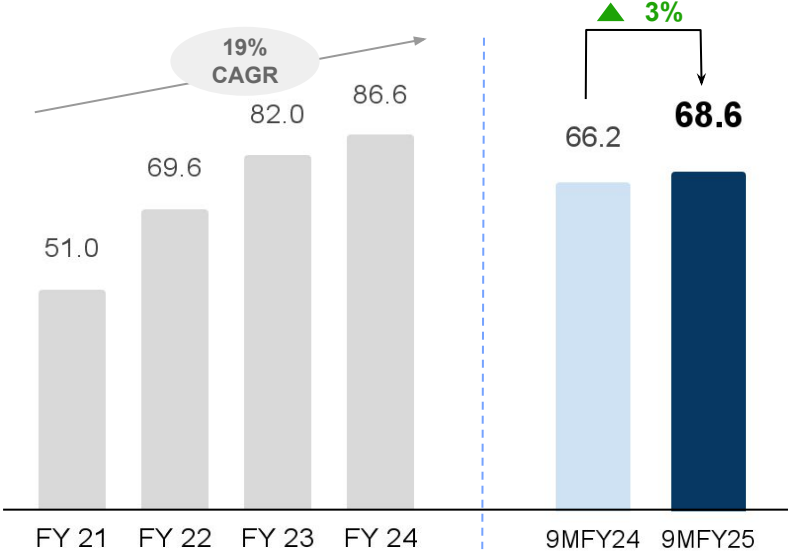
In the coming year, we expect significantly **more optimization** in the data production units while we expect the **throughput** of the systems to further **accelerate**. We are excited about the possibilities with GenAI technology and its potential to help build data on private companies globally.



9M FY25: Other KPIs

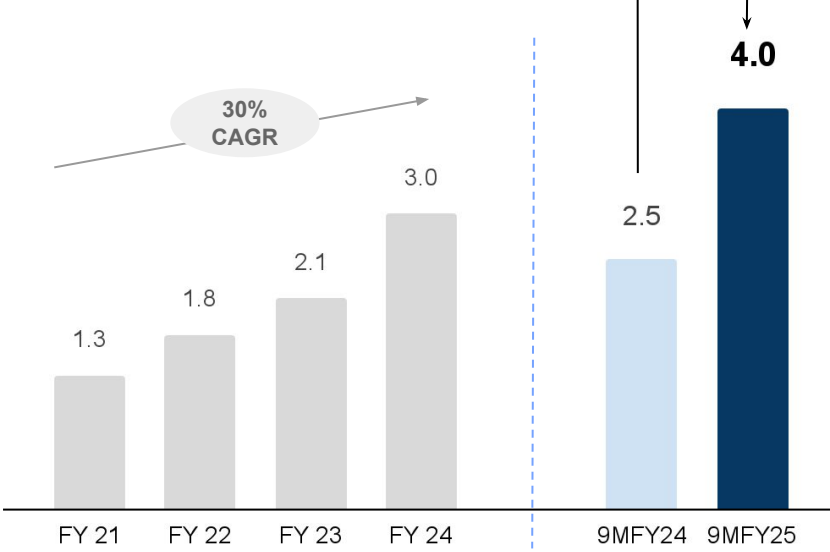
Contract Price* (in INR Cr.)

Historical Annual



Entities Profiled, on platform (in millions)

Historical Annual

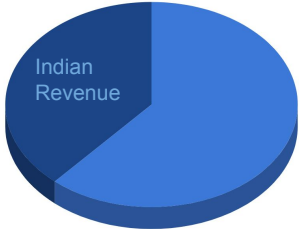


Note: Entities Profiled are as on respective end of period (*) Including proforma bills wherein invoice is to be raised after payment is received

Business Overview

Global Customer Base

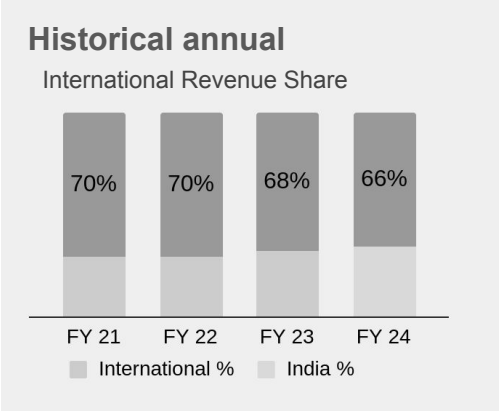
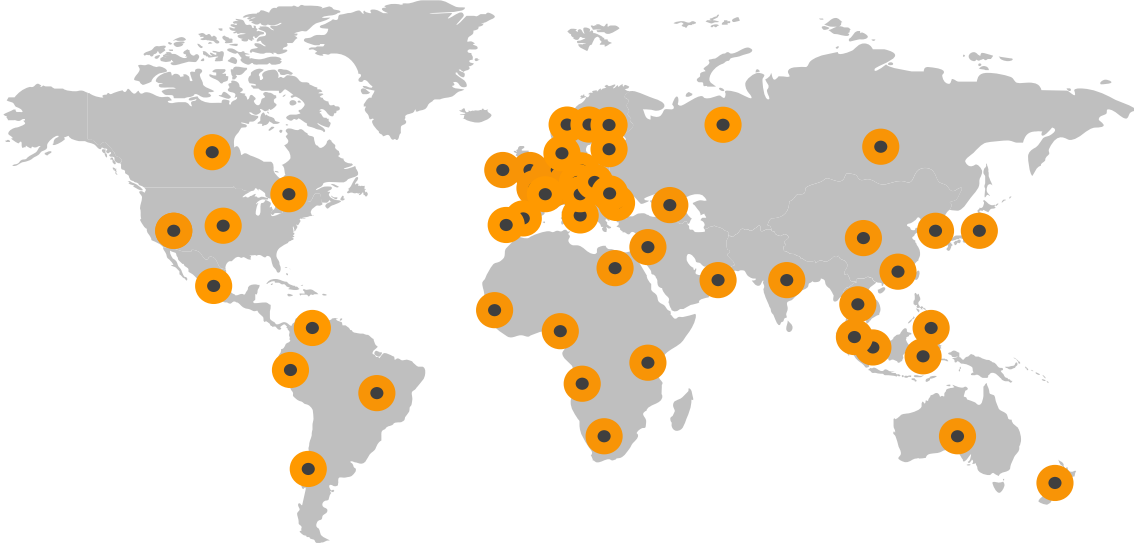
61% International revenue in 9M FY25



International Revenue
61%

Customers span over **50+ countries***

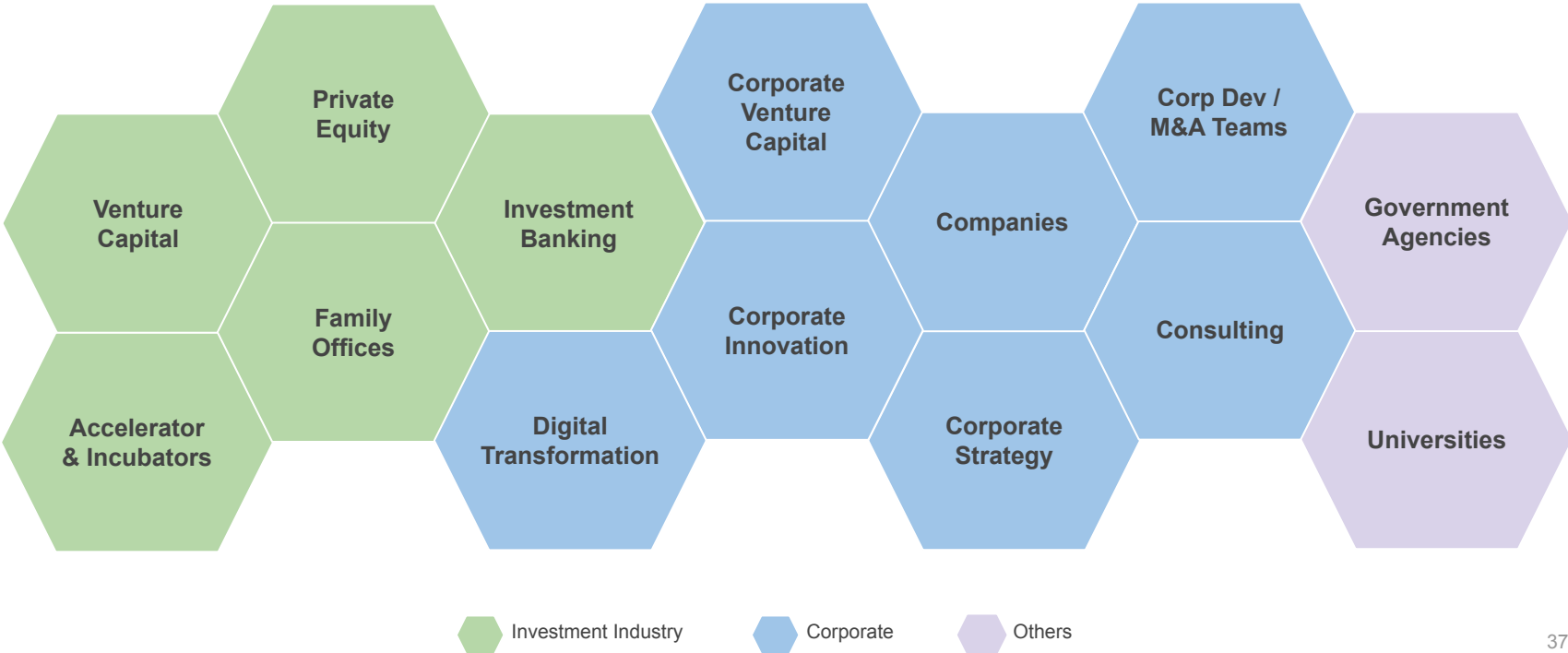
Top 5 countries by #customer accounts*:
India, USA, Singapore, UK, Germany



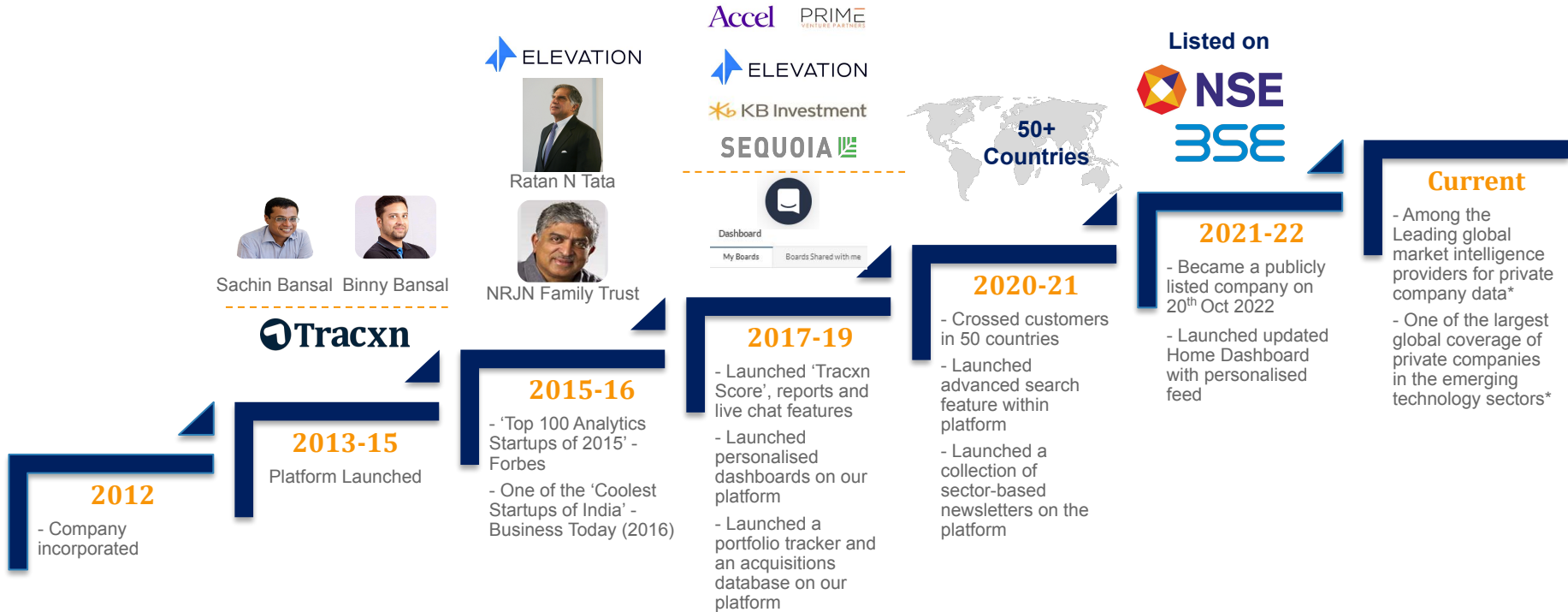
Note: (*) Based on customer accounts as on end of period

Diverse Customer Base

Customer segments & departments that we work with

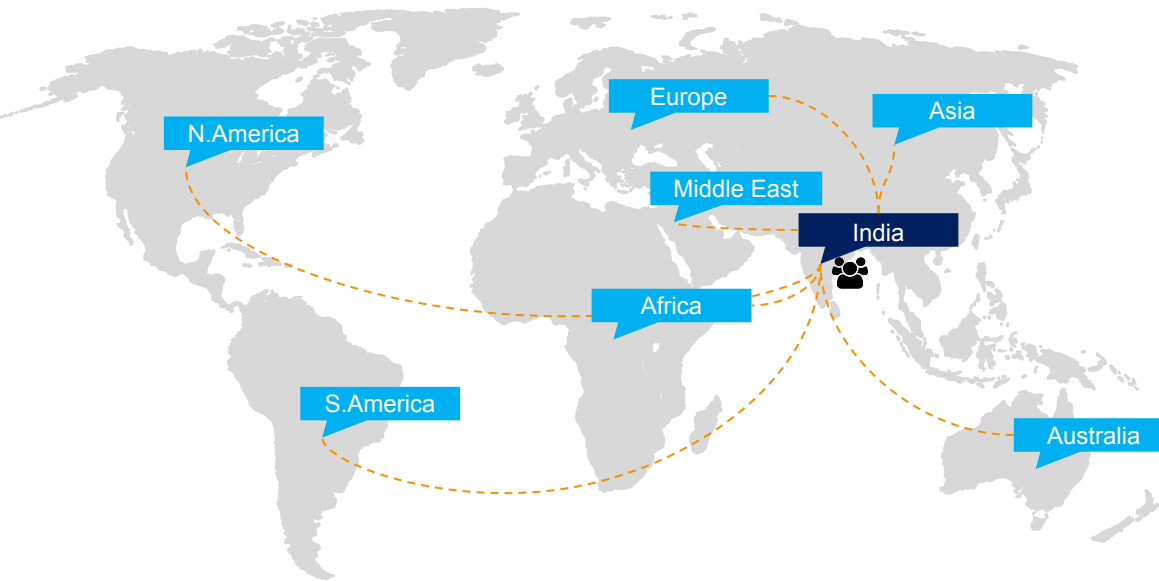


Our Journey



Note: (*) According to "Global Information Services Market" report by Frost & Sullivan
Timeline is in calendar years

Significant cost advantages from India-based operations



Significant cost advantage due to **make-in-India**. Especially:

- **Data-production & technology platform** is built from India
- **Global sales** happens from India (sales & support teams work across all time zones)
- Very efficient content-driven **customer acquisition flywheel**

These give us a significant and long-lasting cost advantage

Experienced Promoters & Board of Directors



Neha Singh

Chairperson and Managing Director

- B.Tech. & M.Tech. from **IIT Bombay** & MBA from **Stanford Graduate School of Business**
- Worked previously at **BCG & Sequoia Capital**
- Recognitions
 - Outstanding Woman (Business Outlook – 2016)
 - 'The 40 who matter in the Indian start-up ecosystem' (Mint – 2016)
 - Part of '40 under 40' (Fortune India - 2018 & 2019)



Abhishek Goyal

Vice Chairman and Executive Director

- B.Tech. from **IIT Kanpur**
- Worked previously at **Accel, 3i Infotech, Amazon, Yahoo, Andale & Erasmic**
- Recognitions
 - Part of '40 under 40' (Fortune India - 2018 & 2019)



Brij Bhushan

Independent Director

- B.Tech. from **Maharshi Dayanand University** & PGP from **IIM Bangalore**
- Venture Partner at **Prime Venture Partners**
- Co-Founder of **Samast Technologies**
- Worked previously at **Bain, Flextronics, Infosys & Nexus India**



Nishant Verman

Independent Director

- B.S. from **University of Michigan** & MBA from **Northwestern University**
- CEO of **Overleap Networks**
- Worked previously at **Flipkart & Canaan Advisors**



Payal Goel

Independent Director

- BA from **University of Delhi** & PGPM from **ISB, Hyderabad**
- Corporate Development Manager at **Google India**
- Worked previously at **Peepul Capital, Aspada Investment & Flipkart**



Rohit Jain

Independent Director

- B.Tech. from **IIT Delhi** & MS from **University of North Carolina** at Chapel Hill
- Managing Partner at **JSM Advisors**
- Worked previously at **Microsoft, IBM, Google & SAIF Partners**

Supported by Senior Management Team Backed by Marquee Investors



Prashant Chandra
Chief Financial Officer

- B.Tech. from IIT Kanpur & MBA from IIM Lucknow
- Worked previously at Infosys & Amdocs



Amit Agarwal
Chief Operating Officer

- B.Tech. from MNNIT-Allahabad & MBA from XLRI
- Worked previously at Amba research, Emanation, GS & Centrum



Neeraj Chopra
Chief Technology Officer

- MS from University of Pune
- Worked previously at Amazon, Decho, Arcot & Roam Space



Bhaskar Sharma
Chief Product Officer

- B.Tech. from IIT Kharagpur & PGPM from ISB
- Worked previously at CEAT, Nomura & FlexAlgo

Investors who backed us in private journey



Ratan N Tata



NRJN Family Trust



Sachin Bansal
Co-Founder - Flipkart



Binny Bansal
Co-Founder - Flipkart



Girish Mathrubootham
Founder & CEO - Freshworks



Neeraj Arora
VH Capital
Ex-Whatsapp



Anand Rajaramnan
Milliways Fund
Founder - Jungle



Amit Ranjan
Founder - Slideshare

Investors who backed us in IPO Anchor Book

Abakkus

BNP Paribas

ICICI Prudential

Kotak Mahindra MF

Kotak Mahindra Life Insurance

Motilal Oswal

Nippon

Reliance General Insurance

Tara Emerging Fund

WhiteOak Capital

Large & Growing Market

Multiple large companies have been created in the financial data markets



\$35B+

Cumulative Revenue of Financial Market Data Companies for 2023*

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

Robust Technology Platform

Wide range of business and workflow tools –

Inbuilt CRM tool, custom dashboard builder, tools for sourcing, tracking companies, portfolio tracking, API support, browser extensions, ability to save searches and provide alerts and export tools

Enterprise grade support – for customer queries with personalized support over chat, email and instant messaging applications

Hosted on cloud servers – ensures minimum downtime

Advanced security – in-built security features provided by the cloud infrastructure provider

Virtual private cloud – allows to establish a secure internal network & a safe gateway to enable communication of internal resources

Industry grade HTTPS – for encrypted communication over the internet

Periodic checks – tools to periodically check on potential security threats



Scalable backend framework – based on open source technologies

Automated – based on web crawling and data engine to track millions of web domains, track data points across digital footprint of entities and add several companies to database

Flexible platform – aids launching of new features

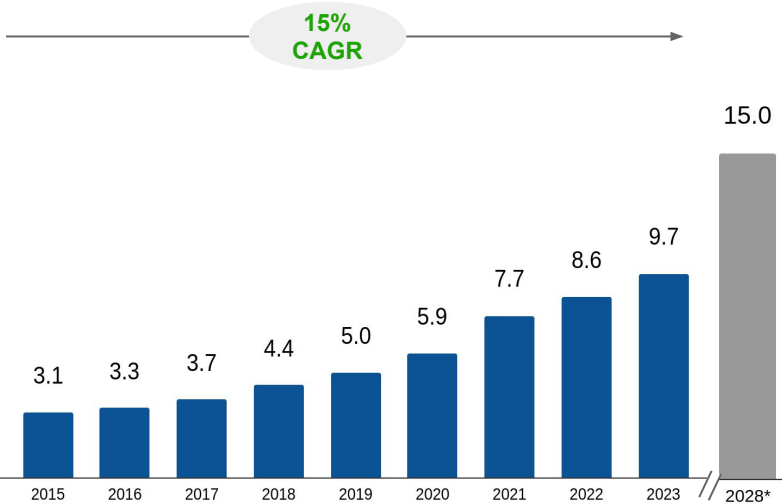
In-house data mining engine – automate discovery of new-age companies by tracking 820 mn+ domains across emerging technology sectors and sector classification of entities tracked

Multiple products introduced on platform since inception – soonicorn coverage, personalized dashboards, Tracxn Score, live chat, and others

Large & Growing Market

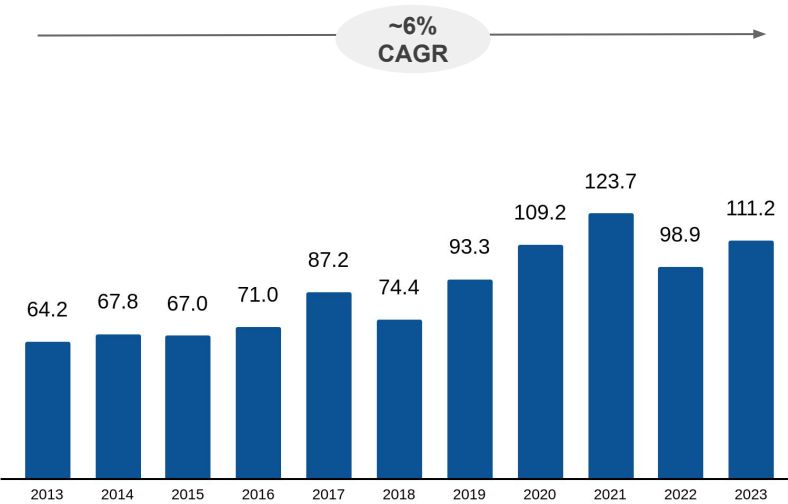
Private Market AUM Growth¹

(in USD trillion)



Public Market Capitalization²

(in USD trillion)



across all the countries converted to USD

Private market AUM expected to cross \$15T by 2028

Note: (1) According to internal estimates (2) Source: World Federation of Exchanges; public market cap is of as on end of year
 (*) Estimated private market AUM numbers as per internal estimates

Q3 FY25 Detailed Financial Statements

Profit & Loss Statement (1/2)

Particulars	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24	FY24
Income						
Revenue from operations	21.39	21.39	21.14	63.33	62.46	82.77
Other income	0.05	0.04	0.05	0.25	0.28	0.31
Other gains/(losses) - net	1.45	1.37	1.02	4.07	2.73	3.96
Total Income	22.90	22.80	22.22	67.65	65.47	87.04
Expenses						
Employee benefit expense	18.64	18.20	17.00	54.51	51.48	69.26
Depreciation expense	0.04	0.02	0.04	0.08	0.13	0.17
Other expenses	2.31	2.27	2.28	7.17	7.06	8.93
Total Expenses	20.98	20.50	19.32	61.76	58.67	78.35
Profit / (Loss) before tax	1.91	2.31	2.89	5.89	6.80	8.68
Current tax (including relating to prior years)	0.09	0.07	0.04	0.22	0.13	0.18
Deferred tax (credit) / expense	0.41	6.89	0.63	7.64	1.59	2.00
Profit / (loss) for the period	1.42	(4.66)	2.22	(1.96)	5.08	6.50
PAT Margin	6.64%	-21.77%	10.50%	-3.10%	8.13%	7.85%

Profit & Loss Statement (2/2)

Particulars	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24	FY24
Profit / (loss) for the period	1.42	(4.66)	2.22	(1.96)	5.08	6.50
Less: Other Income	0.05	0.04	0.05	0.25	0.28	0.31
Less: Other gains/(losses) - net	1.45	1.37	1.02	4.07	2.73	3.96
Add: Depreciation expense	0.04	0.02	0.04	0.08	0.13	0.17
Add: Current tax	0.09	0.07	0.04	0.22	0.13	0.18
Add: Deferred tax (credit) / expense*	0.41	6.89	0.63	7.64	1.59	2.00
EBITDA	0.45	0.92	1.86	1.65	3.91	4.59
EBITDA Margin	2.09%	4.30%	8.80%	2.61%	6.27%	5.54%
Profit / (loss) for the period	1.42	(4.66)	2.22	(1.96)	5.08	6.50
Add: Deferred tax adjustments	-	6.35	-	6.35	-	-
PAT excl Deferred tax adjustments	1.42	1.69	2.22	4.39	5.08	6.50
PAT Margin excl Deferred tax adjustments	6.64%	7.91%	10.50%	6.93%	8.13%	7.85%

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 unbilled revenue for the period, till the time of measurement
- (4) **Entities Profiled** refer to the profiles published 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** is calculated as Profit/(loss) for the period plus Deferred Tax adjustments
- (7) **PAT excluding IPO expense, Deferred Tax and CCPS** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax 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 FY20 & 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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Bangalore - 560102

CIN : L72200KA2012PLC065294

Corporate Presentation: [Link](#)

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