Tracxn

Private Market Intelligence Platform

Corporate Presentation
Aug 2026

Tracxn Overview

Tracxn is a Data & Software platform for the <u>Private Markets</u> 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

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The operating metrics reported in this Presentation are calculated using internal Company data based on the operational activities. While these numbers are based on what the Company believes to be reasonable estimates for the applicable period of measurement, there are inherent challenges in measuring across some operational metrics. The methodologies used to measure these metrics require considerable judgment and are also susceptible to an algorithm or other technical errors. The Company systematically reviews its processes for calculating these metrics from time to time and may discover inaccuracies in the metrics or may make adjustments to improve their accuracy, which can result in adjustments to previously disclosed metrics. In addition, the Company metrics may differ from estimates published by third parties due to differences in methodology.

To facilitate understanding, some non-GAAP metrics are used and financial amounts are converted from ₹ Lakhs into ₹ Crores for this Presentation hence, there could be some totalling anomalies in the numbers.

Our Founders

Neha Singh

Chairperson and Managing Director

- **IIT Bombay** (received Silver Medal from President of India Mrs. Pratibha Patil)
- MBA from **Stanford GSB**
- Consultant at **BCG**
- Investor at **Sequoia Capital** (investing in private markets)
- Awarded **Fortune 40under40**, Outstanding Women by Outlook Business

Abhishek Goyal

Executive Director

- **IIT Kanpur** (top 100 rankers in IIT JEE)
- Started career at tech firms **Yahoo** (part of AI team) and **Amazon**
- Investor at **Accel Partners**, part of the deal team which wrote the first cheque in Flipkart
- Awarded **Fortune 40under40**, Livemint's - 40 who matter in Indian Startup Ecosystem

Tracxn – Leading global Private Market Intelligence SaaS Platform[#]

KEY HIGHLIGHTS

Platform scale (30th June, 2026)	**8.5 million+** Entities profiled	**79,600+** Investor profiles	**2,280,000+** Transactions covered^
Customer scale (30th June, 2026)	**50+** Countries of presence	**2,350** # of customer accounts	**6,534** # of users
Key financials (FY26)	**84.0 Cr.** Revenue from operations	**89.2 Cr.** Cash & Cash Equivalent	**14.0% Operating Revenue CAGR** v/s **8.2% Total cost CAGR** (FY21-26)

INVESTORS

VC Investors: Accel, ELEVATION, KB Investment, PRIME VENTURE PARTNERS, SEQUOIA

Angel Investors:

Ratan Tata	NRJN Family Trust	Neeraj Arora	Sachin Bansal	Binny Bansal
Amit Ranjan	Girish Mathrubootham	Anand Rajaraman	Amit Singhal	Ashish Gupta

Note: (#) According to "Global Information Services Market" report by Frost & Sullivan
(^) includes 2,054,000 + funding rounds and 229,000+ acquisition rounds
CAGR represents Compounded Annual Growth Rate and has been calculated based on the numbers disclosed in the RHP

Our Journey

2012

- Company incorporated

Sachin Bansal Binny Bansal

Tracxn

2013-15

Platform Launched

ELEVATION

Ratan N Tata

NRJN Family Trust

2015-16

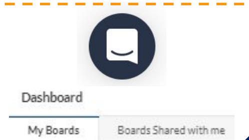
- 'Top 100 Analytics Startups of 2015' - Forbes
- One of the 'Coolest Startups of India' - Business Today (2016)

Accel PRIME VENTURE PARTNERS

ELEVATION

KB Investment

SEQUOIA



2017-19

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

2020-21

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

Listed on

NSE

BSE

2021-22

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

2023-2025

- Launched and Scaled vertical-focused business units
- GenAI-led acceleration of data production & faster launch of new datasets
- Scaling of key data points like financials, captables, companies profiled and other regulatory datasets

Tracxn AI Assistant BETA

Tracxn MCP

Claude ChatGPT Gemini Cursor

Current

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

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

Our Platform (1/2)

Amongst Top 5 globally

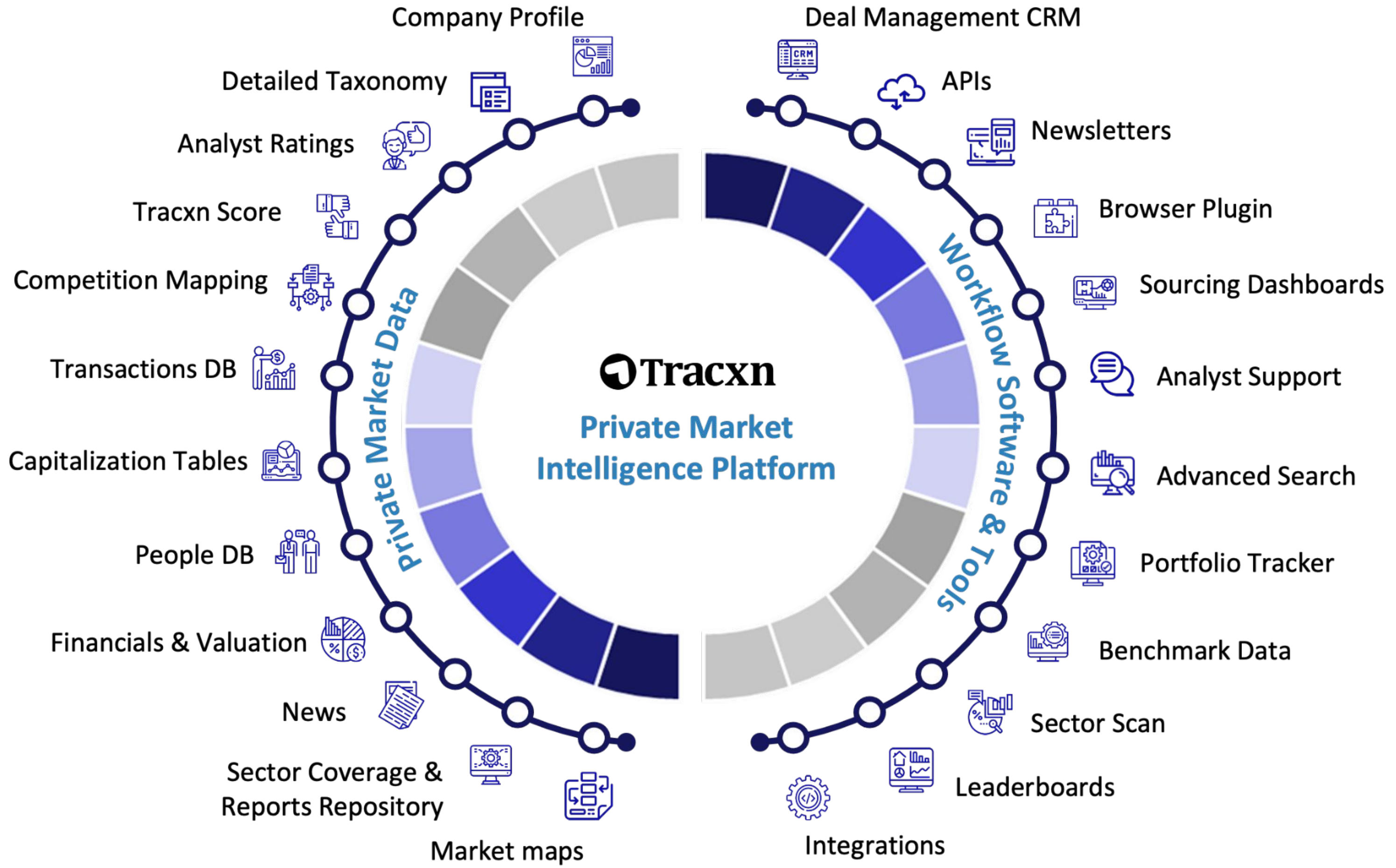
in terms of number of companies profiled^

One of the largest coverage of private companies

in emerging technology sectors including IoT, artificial intelligence, virtual reality, robotics, blockchain and electric vehicles^

One of the few

Private market data service providers to have a proprietary taxonomy for technology sector companies and prepare market maps^



Use Cases

- Deal sourcing
- Identifying M&A targets
- Deal diligence
- Thematic analysis
- Tracking emerging themes

Note: (^) According to "Global Information Services Market" report by Frost & Sullivan

Our Platform (2/2)

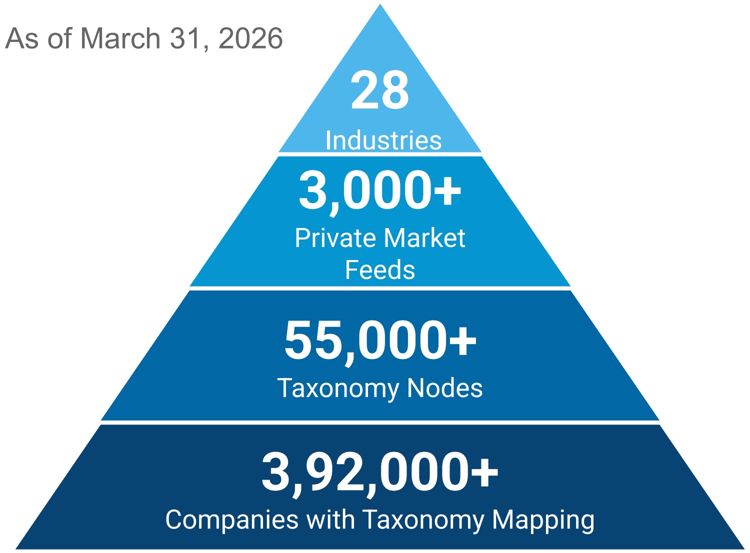
28 industries tracked across the globe

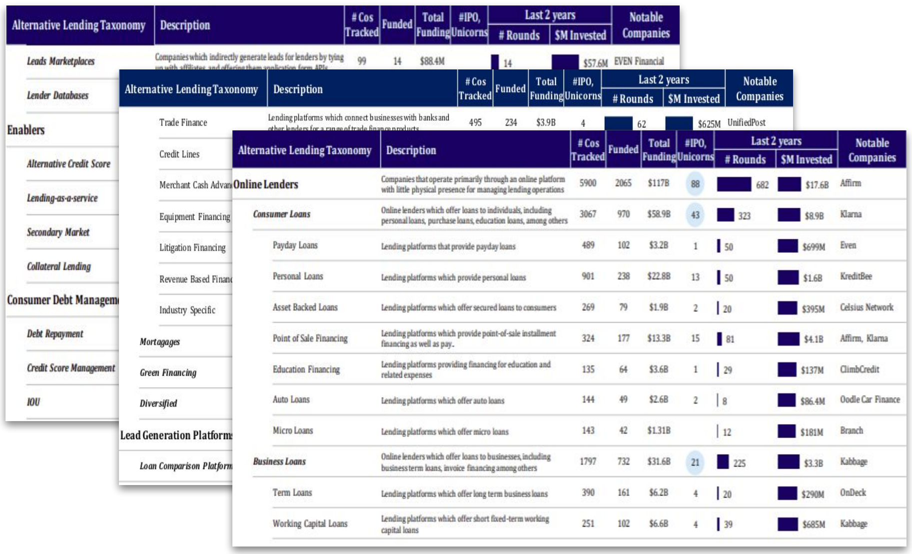
- Auto
- Consumer Goods
- Media & Entertainment
- Healthcare
- Financial Services
- Food
- Education
- Business Services
- IT Infrastructure & Services
- Retail
- Logistics
- Energy & Utilities

Detailed taxonomy tree

Organized into proprietary taxonomy nodes

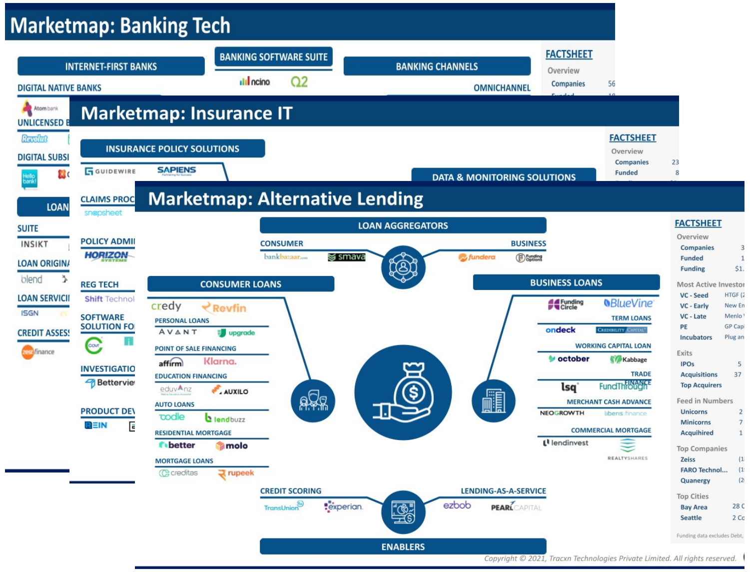
As of March 31, 2026



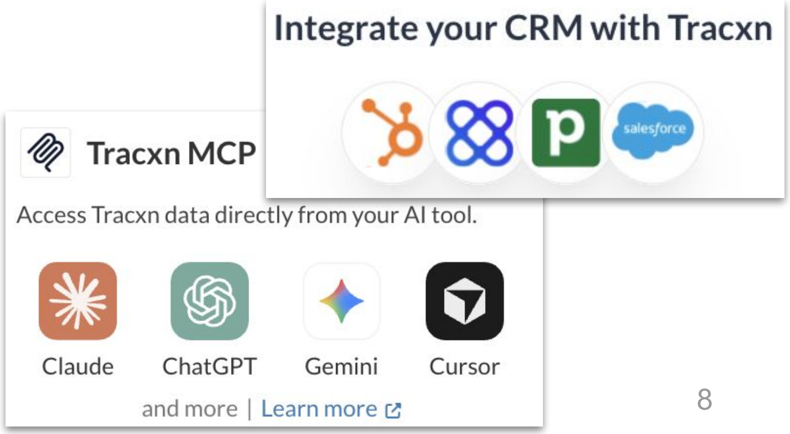


Alternative Lending Taxonomy	Description	# Cos Tracked	Funded	Total Funding	#IPO, Unicorns	Last 2 years # Rounds	Last 2 years $M Invested	Notable Companies
Online Lenders	Companies that operate primarily through an online platform with little physical presence for managing lending operations	5900	2065	$117B	88	682	$17.6B	Affirm
Consumer Loans	Online lenders which offer loans to individuals, including personal loans, purchase loans, education loans, among others	3067	970	$58.9B	43	323	$8.9B	Klarna
Payday Loans	Lending platforms that provide payday loans	489	102	$3.2B	1	50	$699M	Even
Personal Loans	Lending platforms which provide personal loans	901	238	$22.8B	13	50	$1.6B	KreditBee
Asset Backed Loans	Lending platforms which offer secured loans to consumers	269	79	$1.9B	2	20	$395M	Celsius Network
Point of Sale Financing	Lending platforms which provide point-of-sale installment financing as well as pay.	324	177	$13.3B	15	81	$4.1B	Affirm, Klarna
Education Financing	Lending platforms providing financing for education and related expenses	135	64	$3.6B	1	29	$137M	ClimbCredit
Auto Loans	Lending platforms which offer auto loans	144	49	$2.6B	2	8	$86.4M	Oodle Car Finance
Micro Loans	Lending platforms which offer micro loans	143	42	$1.31B		12	$181M	Branch
Business Loans	Online lenders which offer loans to businesses, including business term loans, invoice financing among others	1797	732	$31.6B	21	225	$3.3B	Kabbage
Term Loans	Lending platforms which offer long term business loans	390	161	$6.2B	4	20	$290M	OnDeck
Working Capital Loans	Lending platforms which offer short fixed-term working capital loans	251	102	$6.6B	4	39	$685M	Kabbage

Quick visual market maps



MCP+ CRM Integrations



Large & Growing Market

Multiple large companies have been created in the financial data markets

$40B+

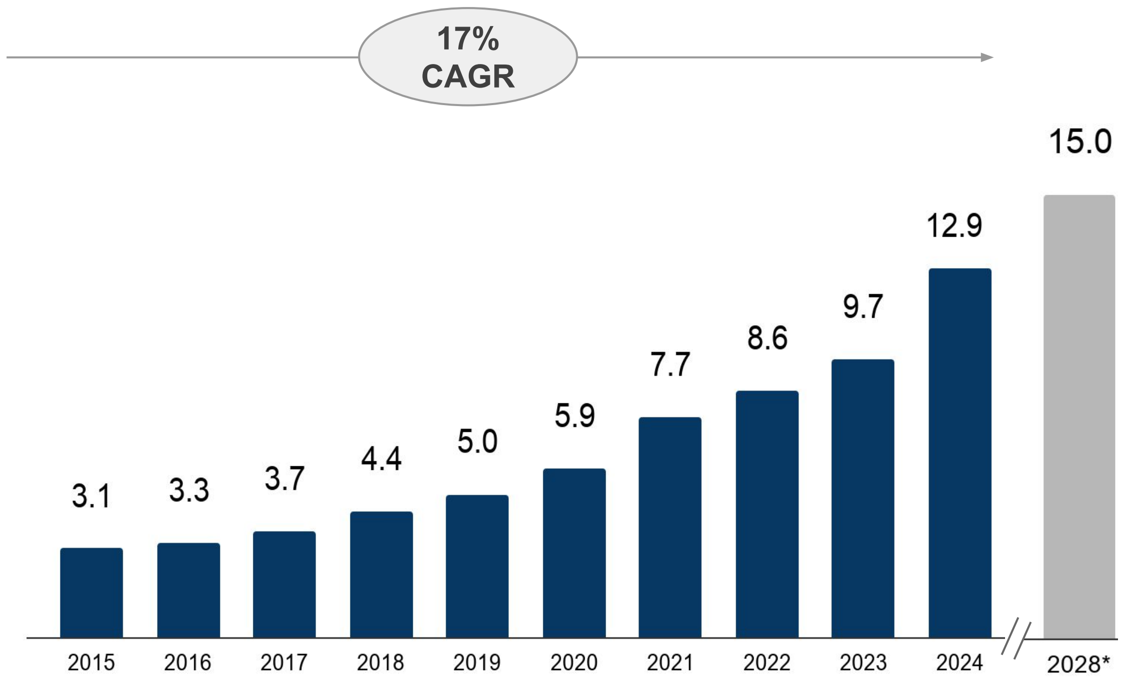
Cumulative Revenue and of Financial Market Data Companies for 2025*

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

Large & Growing Market

Private Market AUM Growth[1]

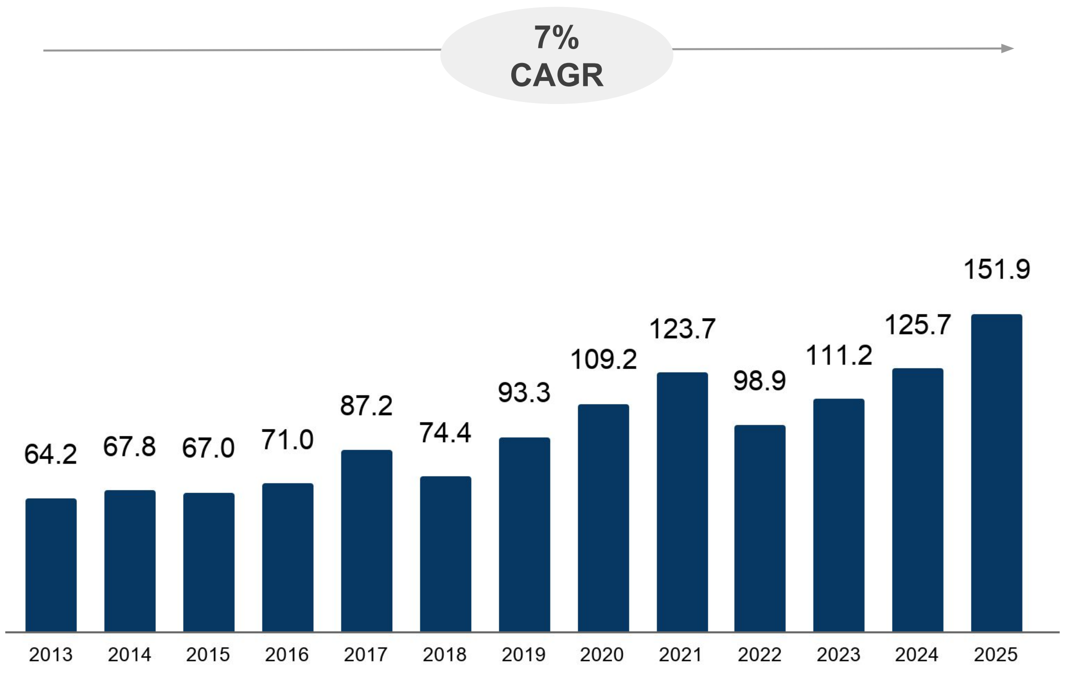
(in USD trillion)



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

Large and Growing Market of Private Market Data

Private Market Data Key User segments - Large & Growing

~300,000 addressable organizations*

Investment Industry

39,000
Venture Capital Funds

27,900
Private Equity Firms

16,800
Investment Banks

11,000
Accelerators & Incubators

4,300
Family Offices

1,500
Angel Network

Corporate

59,900
Listed Entities

90,000
Large Corporate[1]

18,000
Late-stage Startups[2]

Others

500
Educational Institutions

2,900
Limited Partners

1,900
Debt Funds

250
Industry Body

250
Government Body

Note: (1) Large corporates are companies with more than 10,000 employees. (2) Late-stage startups includes companies with Series-C and above funding
* Numbers have been rounded up based on publicly available sources and internal estimates

Key Highlights

Global Customer Base

50% International revenue in Q1FY27

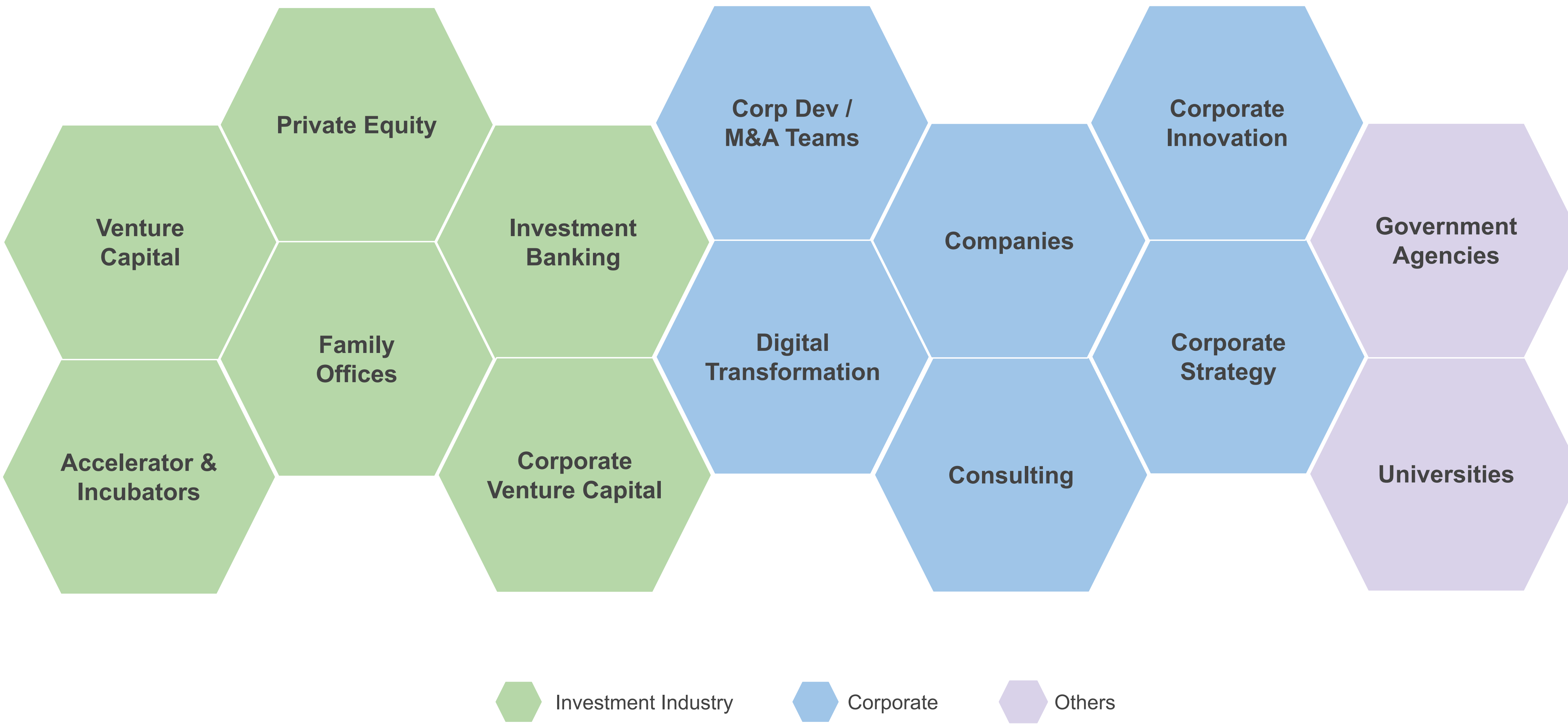
Customers span over 50+ countries*

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

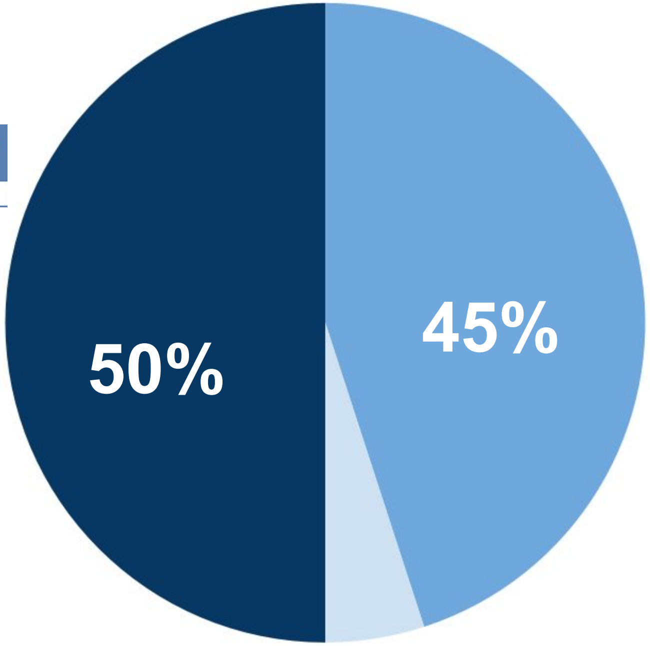
*As on end of period

Diverse Customer Base

Customer segments & departments that we work with



Q1 FY27: Accounts by Customer Type



Investment Industry

(includes VC funds, PE funds, Investment Banks, CVCs, Accelerators & Incubators, Family Offices, etc)

Corporates

(includes Corporate Innovation teams, Corporate Development / M&A teams, Strategy and Sales teams, Consulting firms, Startups, etc.)

Others

(includes Educational Institutes, Government Agencies, Industry Bodies)

Healthy spread across Investment Industry and Corporates

Note: As on end of period

Robust Technology Platform

4

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

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

1

Scalable backend framework – based on open source technologies

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

Flexible platform – aids launching of new features

3

Hosted on cloud servers – ensures minimum downtime

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

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

Industry grade HTTPS – for encrypted communication over the internet

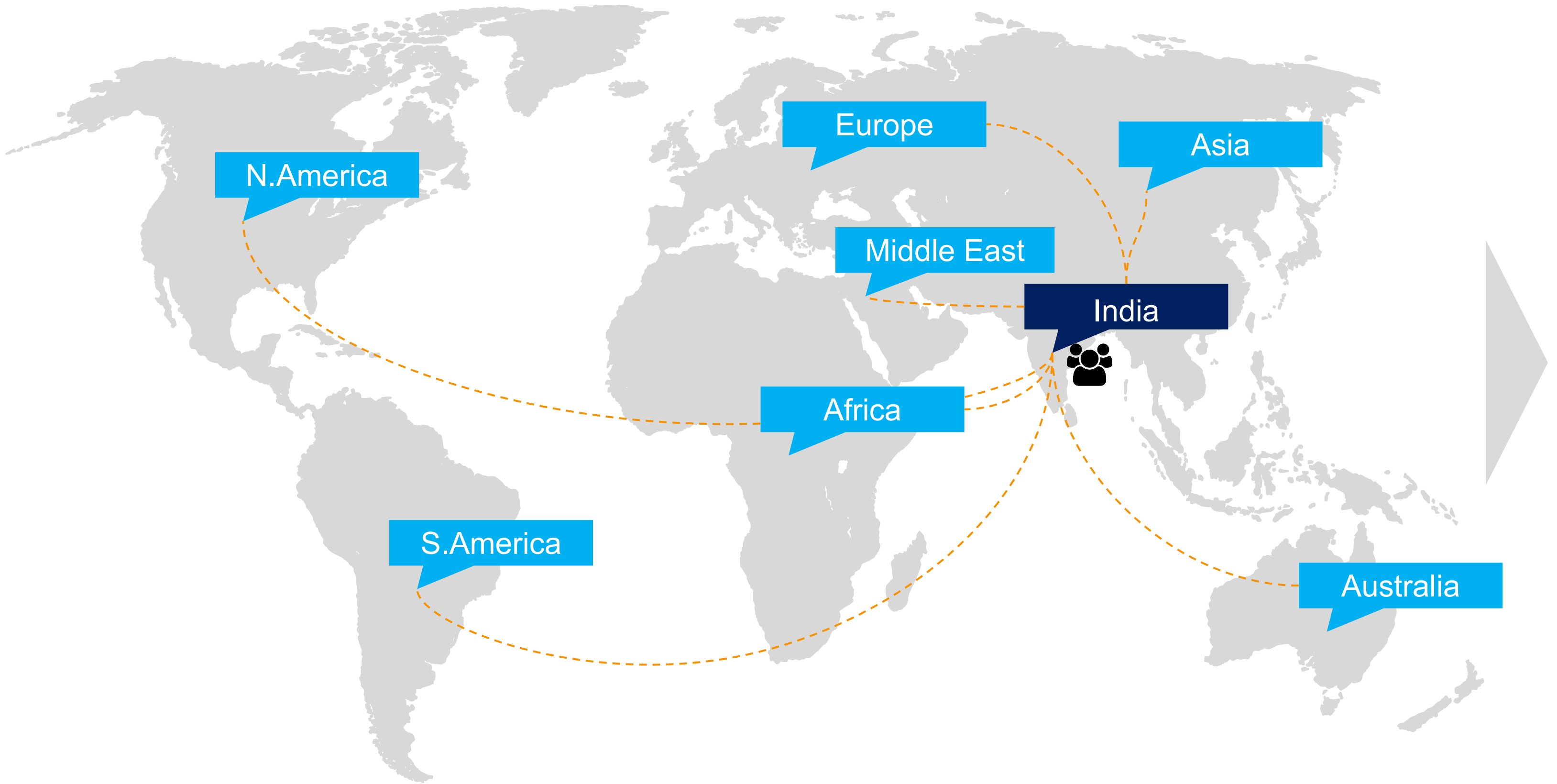
Periodic checks – tools to periodically check on potential security threats

2

In-house data mining engine – automate discovery of new-age companies by tracking more than 1 billion domains across emerging technology sectors and sector classification of entities tracked

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

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)

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,** Prior CFO of a startup- backed by Accel Partners and Tiger Global

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

Chairman Emeritus - TATA Sons

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**

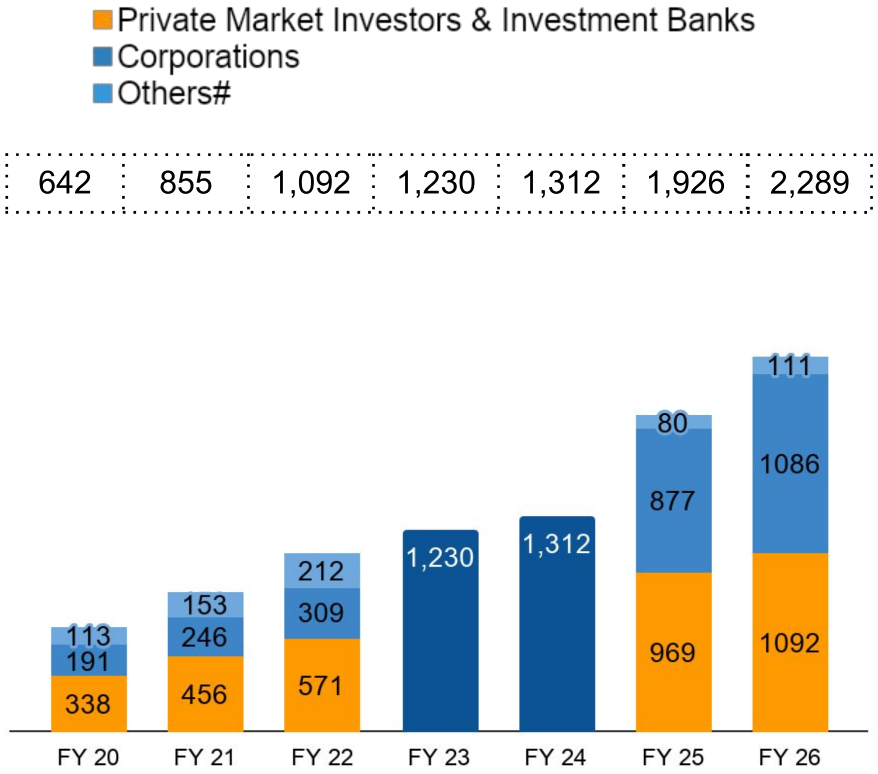
Abakkus	Motilal Oswal
BNP Paribas	Nippon
ICICI Prudential	Reliance General Insurance
Kotak Mahindra MF	Tara Emerging Fund
Kotak Mahindra Life Insurance	WhiteOak Capital

Financial Performance

Snapshot – Operational Performance

Customer Accounts

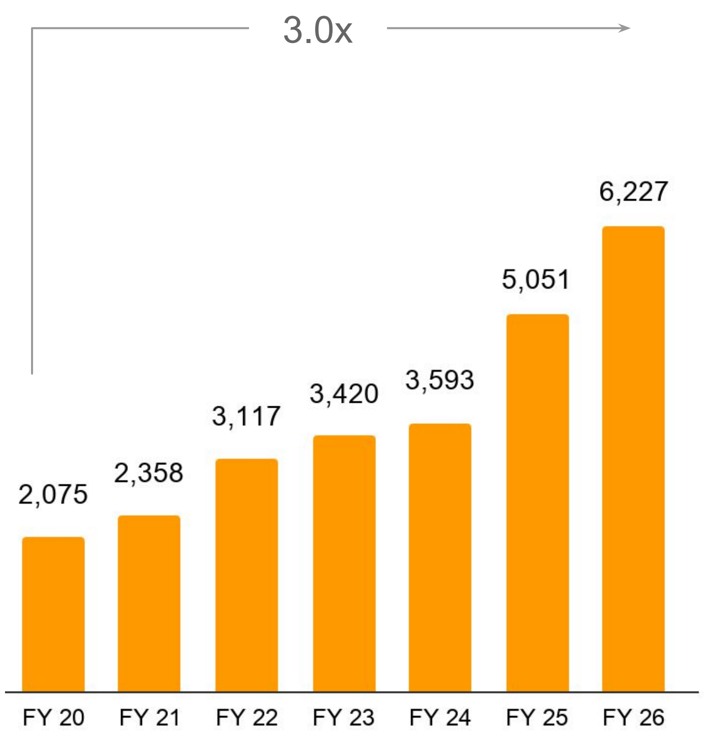
(Nos)



Customer Accounts refers to the distinct contracts entered into by our Company with each customer at the time of measurement. Paid subscriptions may include access for a single or multiple number of Users of the customer

Users

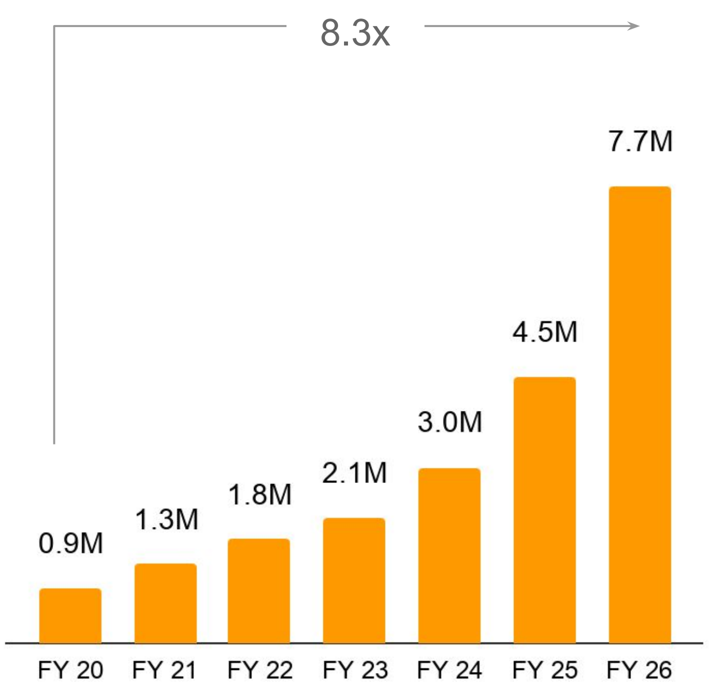
(Nos)



Users refers to the number of user accesses available to a Customer Account on the platform at the time of measurement and does not include educational/student accounts.

Entities Profiled

(Nos)



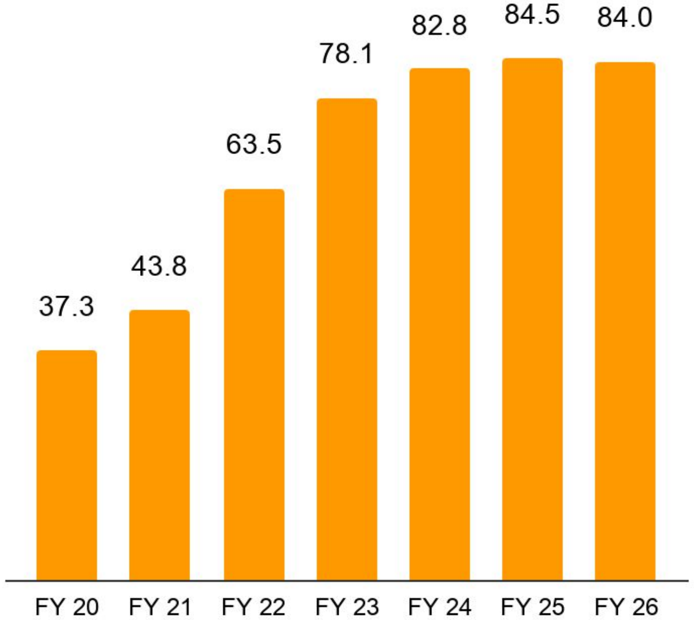
Entities profiled are categorised under more than 55,000 taxonomy nodes on the platform.

Note: (#) Others include government agencies, academic institutions. Split of customer accounts basis category is not available for FY 23 & FY24.

Snapshot – Financial Performance

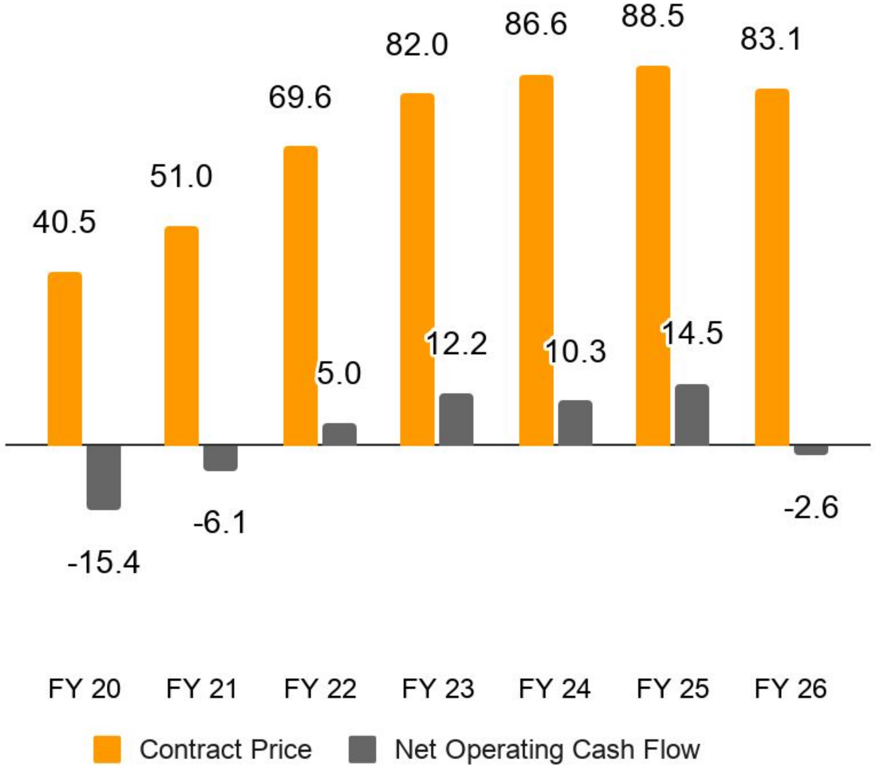
Revenue From Operations

(INR Cr.)



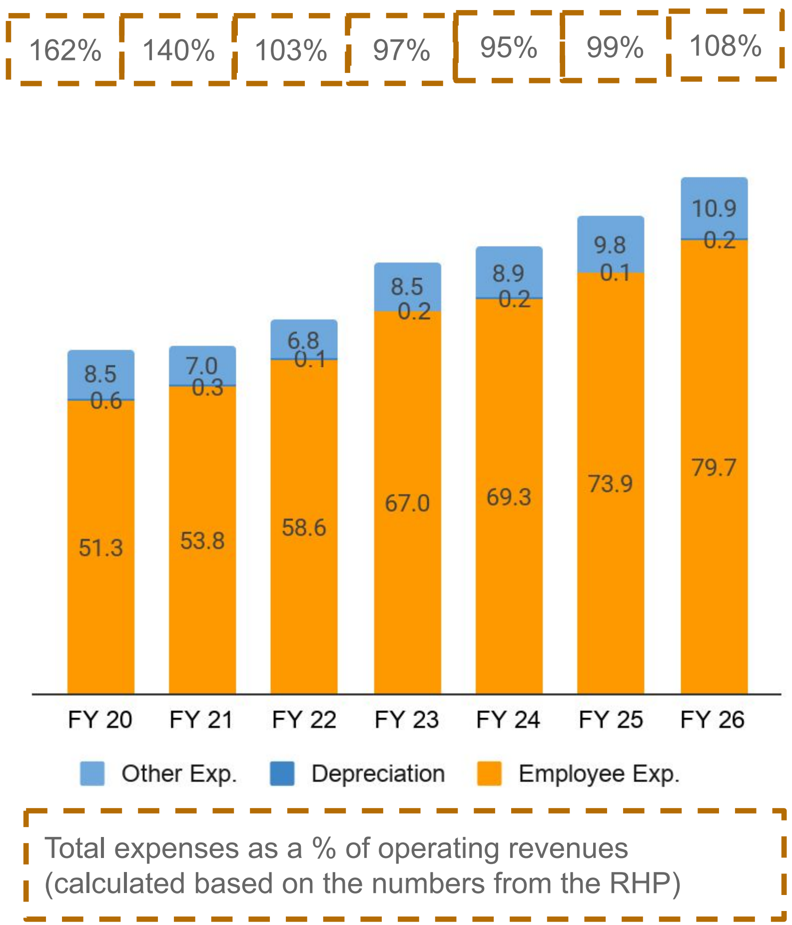
Contract Price^ v/s Net Operating Cash Flow*

(INR Cr.)



Operating Expenses

(INR Cr.)



Note: (^) Contract Price is net invoicing done in a given period adjusted for unbilled revenue for the period, till the time of measurement
(*) Net Operating Cash Flow adjusted for IPO expense reimbursement in FY22

Q1 FY27 Financial Performance

Q1 FY27: Financial Performance Summary

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

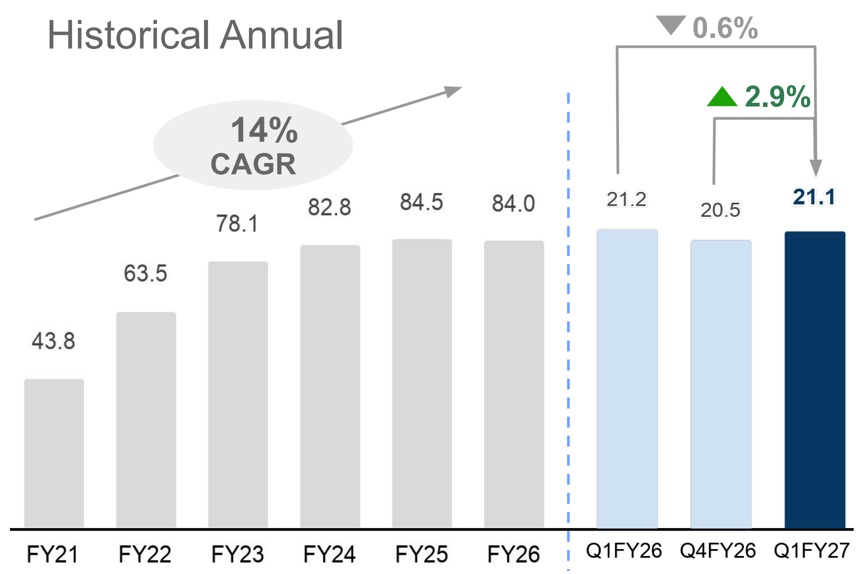
Total Income	PAT	Deferred Revenue	Cash & Cash Equivalents*
22.6 Cr.	**-3.0 Cr.**	**38.8 Cr.**	**88.2 Cr.**
▲ 2.0% QoQ -1.3% YoY	▼ 0.7 Cr. QoQ	▲ 6.4% QoQ 2.2% YoY	▼ 1.0 Cr. QoQ

In INR

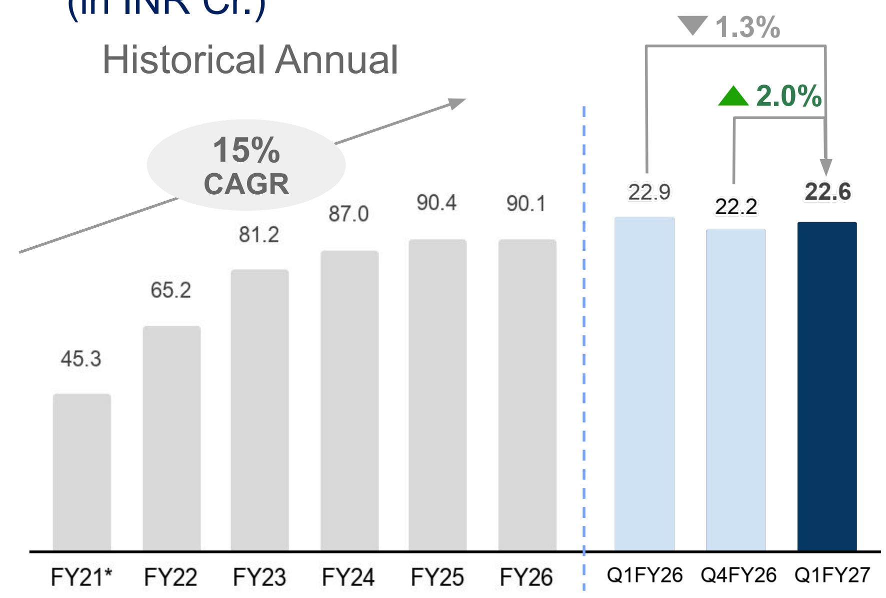
Note: Cash & Cash equiv. = Cash & Cash equiv. and Investments as on 30th June 2026, net of tax amounts received from employees against ESOP exercise

Q1 FY27: Revenue & Profitability

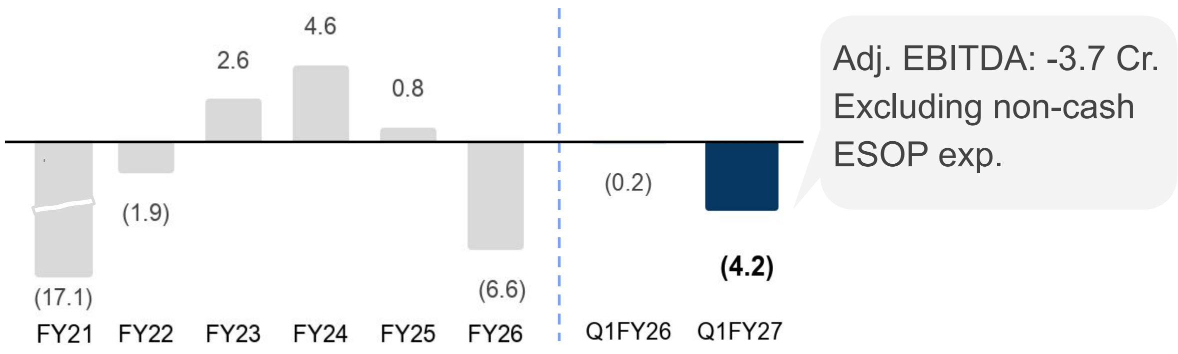
Revenue from Operations
(in INR Cr.)



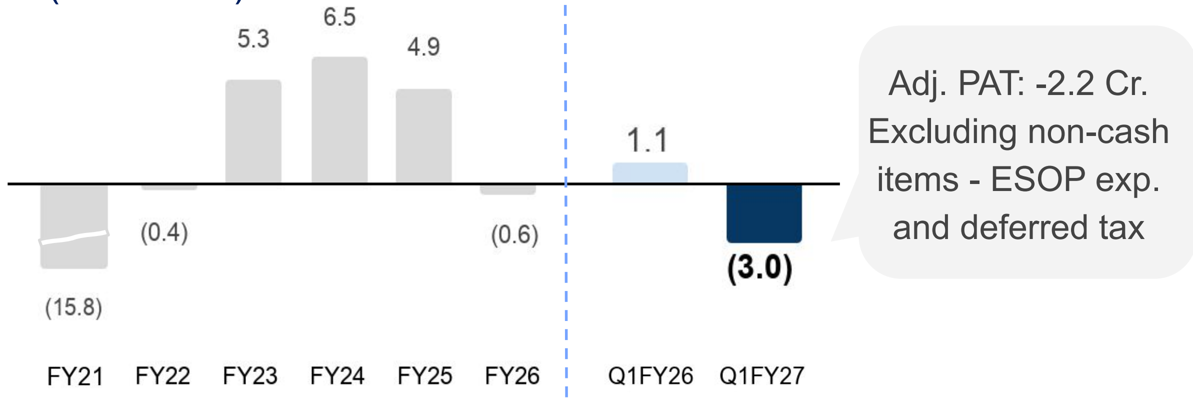
Total Income
(in INR Cr.)



EBITDA
(in INR Cr.)



PAT
(in INR Cr.)



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

Incremental Revenue going into Bottomline

(in INR Cr.)

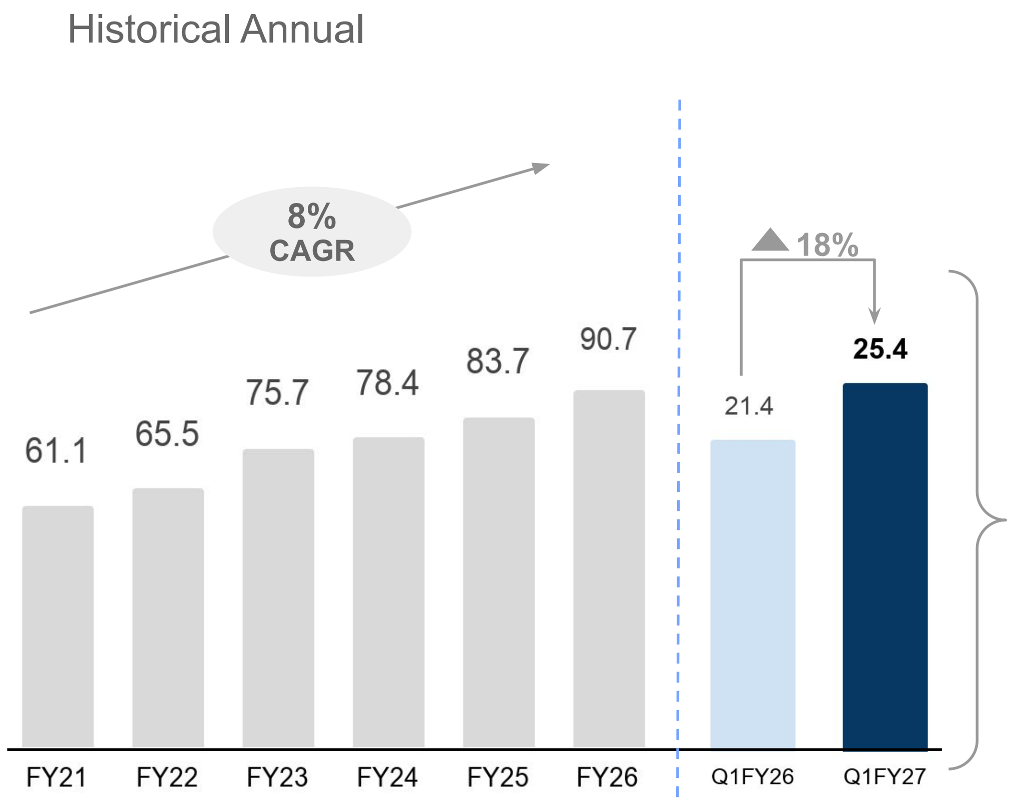
	Q1FY27	Historical Annual: FY21	FY22	FY23	FY24	FY25	FY26
Revenue from operations	21.1	43.8	63.5	78.1	82.8	84.5	84.0
Incremental Revenue from Operations (Δ)	(0.1)	+6.4	+19.7	+14.7	+4.7	+1.7	(0.5)
EBITDA	(4.2)	(17.1)	(1.9)	2.6	4.6	0.8	(6.6)
Incremental EBITDA (Δ)	(4.0)	+5.4	+15.1	+4.5	+2	(3.8)	(7.4)
Incremental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

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

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

Q1 FY27: Expense Breakup

Total Expense
(in INR Cr.)



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

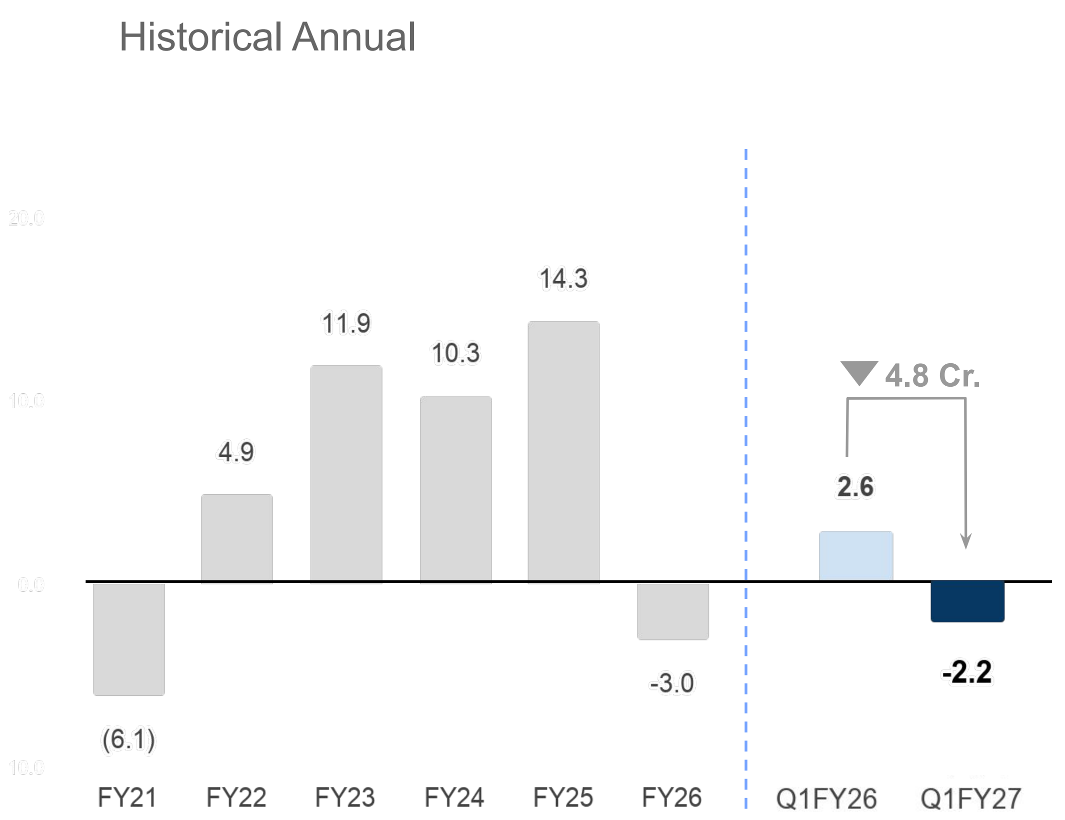
	Q1FY27	% of Total Expense
Employee Benefit Expenses	**22 Cr.**	**86.7%**
Salaries, Wages & Bonus	20.9 Cr.	82.2%
Employee Stock Option Expense	0.6 Cr.	2.3%
Other Employee Benefit Expenses	0.6 Cr.	2.2%
Other Expenses	**3.3 Cr.**	**13.1%**
Cloud Hosting Charges	1 Cr.	3.8%
Rent for Building	1 Cr.	3.8%
Remaining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

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

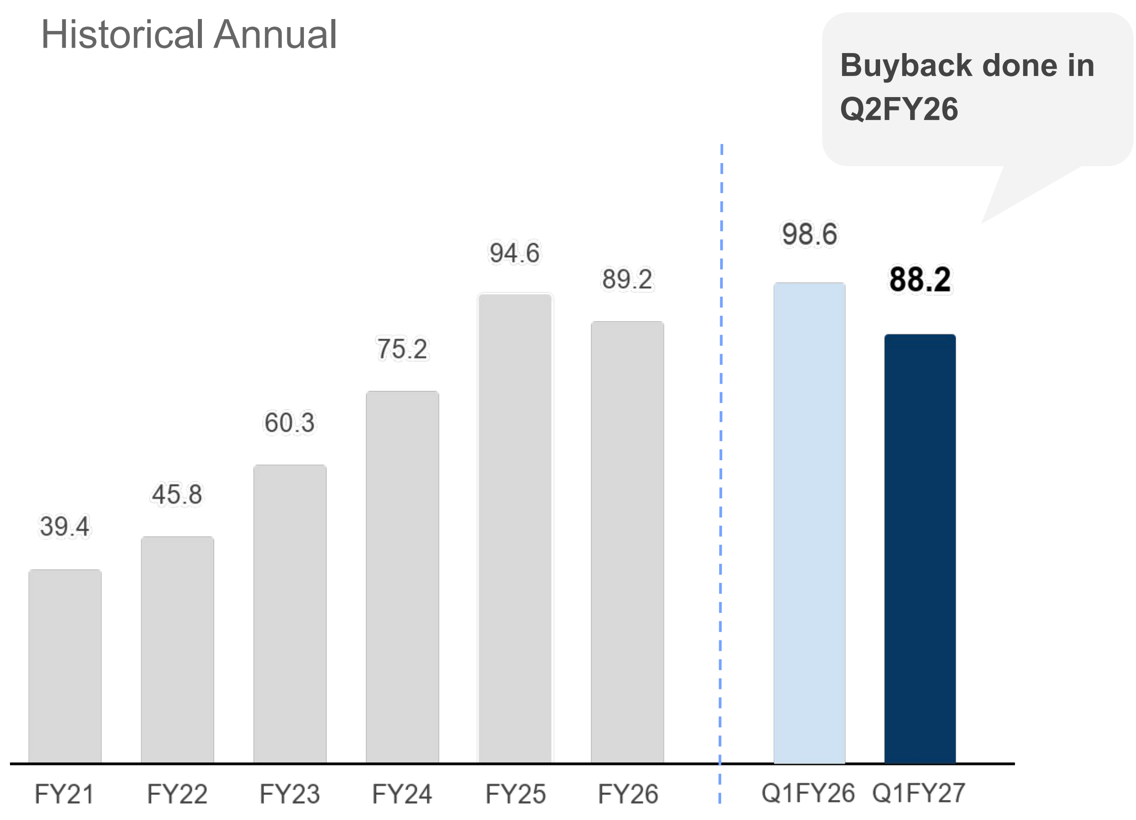
Note: Salaries, Wages & Bonus includes statutory contributions like EPF

Q1 FY27: FCF and Cash & Cash Equiv.

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

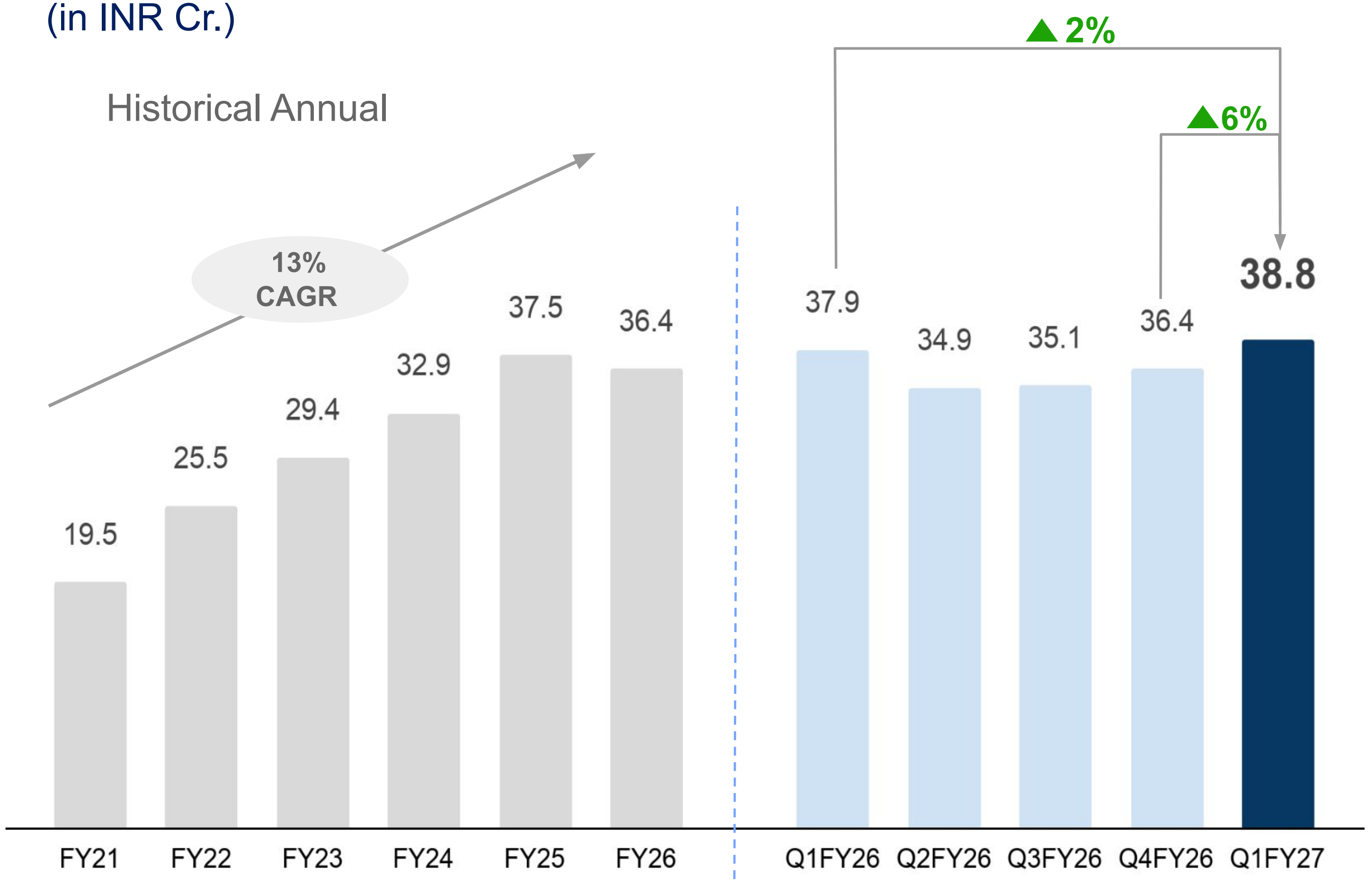


Cash & Cash Equivalents[1,2]
(in INR Cr.)



Q1 FY27: Healthy increase in Deferred Revenue

Deferred Revenue
(in INR Cr.)



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

Key highlights

From Q1FY27

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

1 India - Continues to grow and accelerate

India Geo - FY26 YoY

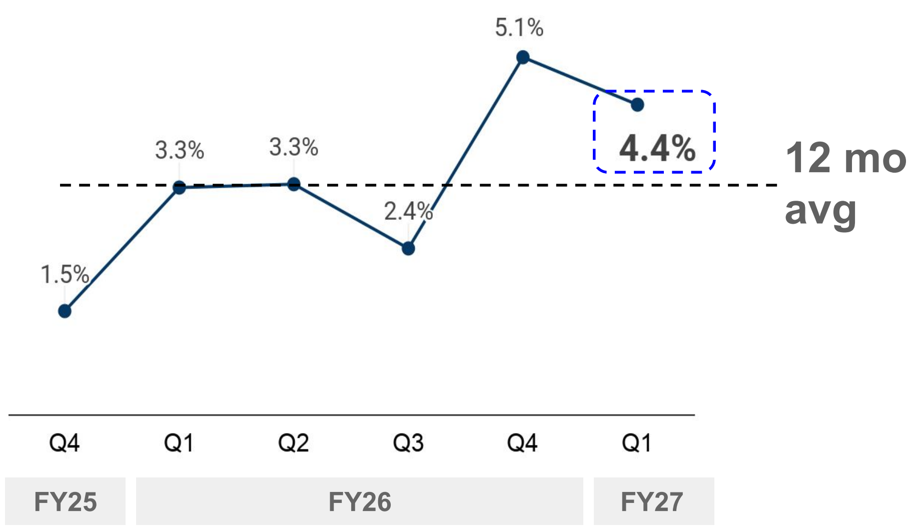
14%
FY26 YoY growth rate

33%
#Account (YoY)

45%
of overall Revenue

India Geo - Q1FY27 QoQ

Q1FY27 - 4.4% QoQ
19% Annualized



1 Predictable (3-phase) Playbook for Growth

Tracxn

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

PHASE I
Launch specialized BU Team

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

← ~2 quarters →

Customer growth
New acquisition increases by ~50%

PHASE II
Augment data to best-in-class

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

← ~3-4 quarters →

Increased win-rates

PHASE III
Scale the sales team

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

← ~2 quarters →

Revenue acceleration & Market Leadership
~4x increase in sales team;
1-2% market share increase/mo

1 Predictable (3-phase) Playbook for Growth

Tracxn

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

Specialized BU (Sales) Team — Done

- Launched Investment Banks - India team in **Q3 FY25**

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 → 4 (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** (Q1FY27) new closures

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

~20%
FY26 YoY rev growth

>30%
Q1FY27 QoQ annualized rev growth

UBS kotak o3 capital MIZUHO motilal oswal Avendus

1 Different BUs are in different phases of growth

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

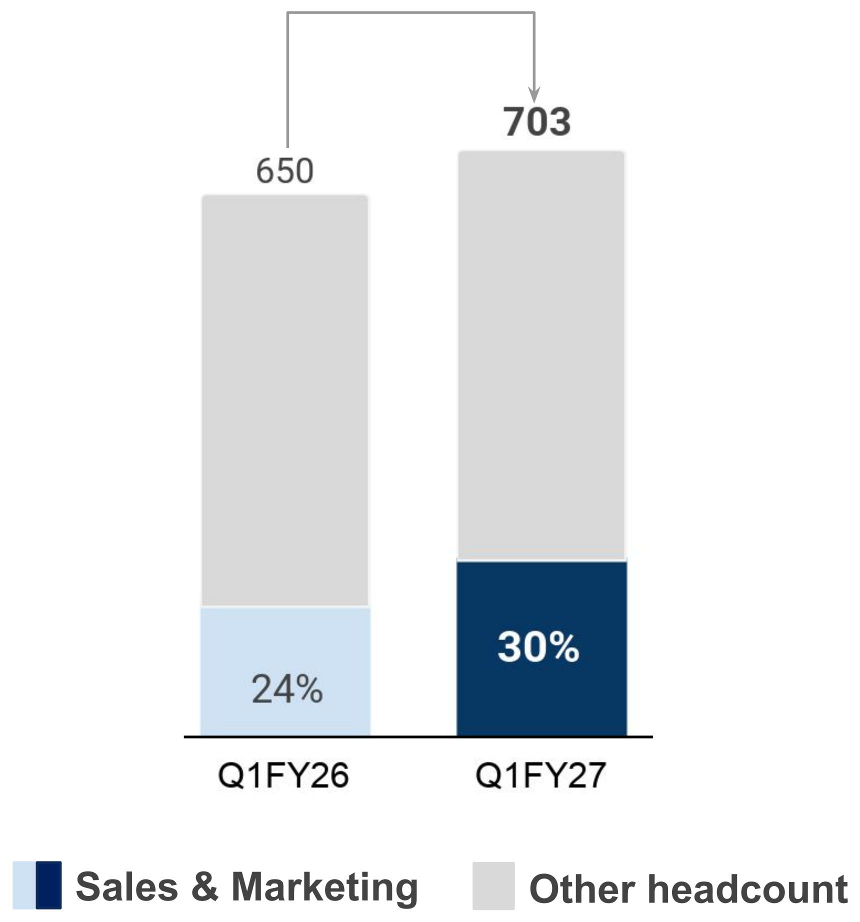
As more BU teams graduate to the scale-up phase, overall growth rates to improve

Key highlights

From Q1FY27

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

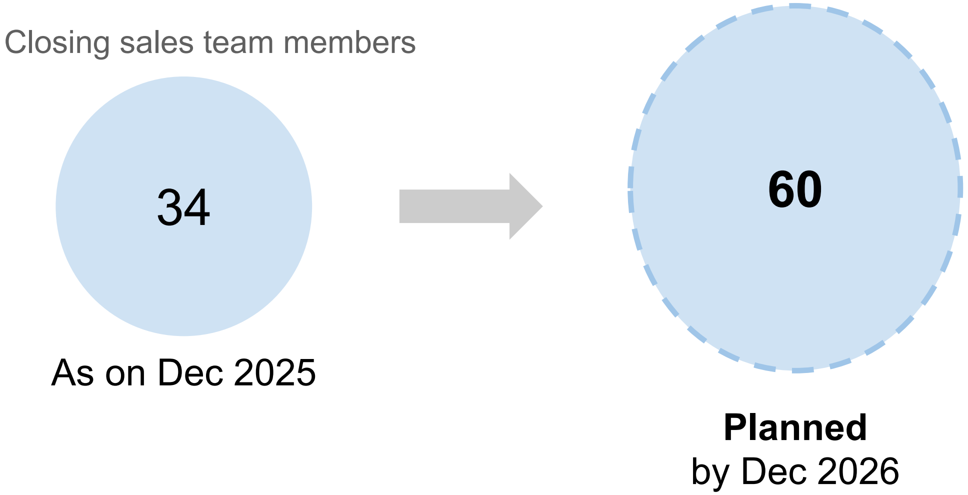
2 Investing in Growth: Scaling GTM Teams



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

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

2 Investing in Growth: Scaling GTM Teams



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

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

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

Key highlights

From Q1FY27

1. Growth playbook across key BUs
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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

For **Venture Capital Funds** (India)

- **Top-tier background:** Founders from top colleges, companies, and serial entrepreneurs
- **Early-stage:** broader coverage of recently founded companies
- **Captables:** 5X growth in captables and shareholding data - further strengthening our global lead to **near complete coverage**

For **Banks and Financial Institutions**

- **Legal Entity report** : Detailed risk indicators & **20+** financial ratios
- **Corporate tree structures:** Extended to **~60K** entities
- **People Database:** Added Directors Data **- 2.6M**
- **Legal case data:** coverage across SC, HCs, NCLT, ITAT, etc.

For **Sales Teams**

- **Pincode data** : Extended coverage for 2.8M Legal entities
- **Augmented CXO data:** To 74K+

Launched or significant updates in Q1FY27

3 International Geos - Recent & Upcoming Data Launches

Key launches in last 12m

For **Venture Capital Funds** (International)

- **Stealth mode:** surfaces founders and companies before they've publicly launched, giving VCs a head start on sourcing deals early *(recently launched)*
- **Early-stage:** Expanded coverage of recently founded companies
- **Revenue** exact**:** from news, fund filings, etc., for geos like US not having regulatory filings *(upcoming)*

For **Investment Banks** (International)

- **Estimated Revenue:** For millions of private companies for effective scouting *(upcoming)*
- **Valuation** exact across M&A deals & funding rounds *(upcoming)*

Others Data Updates

- **Headcount data:** Expanded dataset & monthly growth trends for over 3.4M entities
- **UK Financials:** Private company financials expanded to 4.7M+ entities (~14x from Mar '25)
- **US Funding transactions:** Grew ~4.5x YoY to 1.4M+, including grants and debt transactions. Also more real-time coverage of transactions
- **Company coverage: UK** coverage increased 3X YoY. **US** coverage increased more than 50% YoY
- **UK Loans & charges** data expanded to 2.6M records in FY26
- Launched financial reports for geos including Germany, Singapore, Thailand and more.

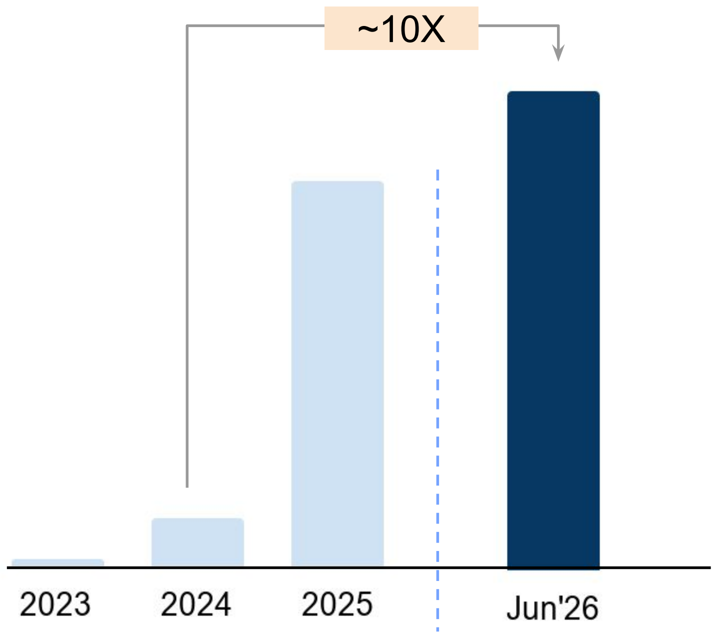
Launched or significant updates in Q1FY27

3 Private Company Financials

Tracxn

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

Financials covered by year



3.1M+
Companies with revenue data

7.2M+
Companies with detailed financials

20+
Countries covered

Major countries by coverage

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

& more.

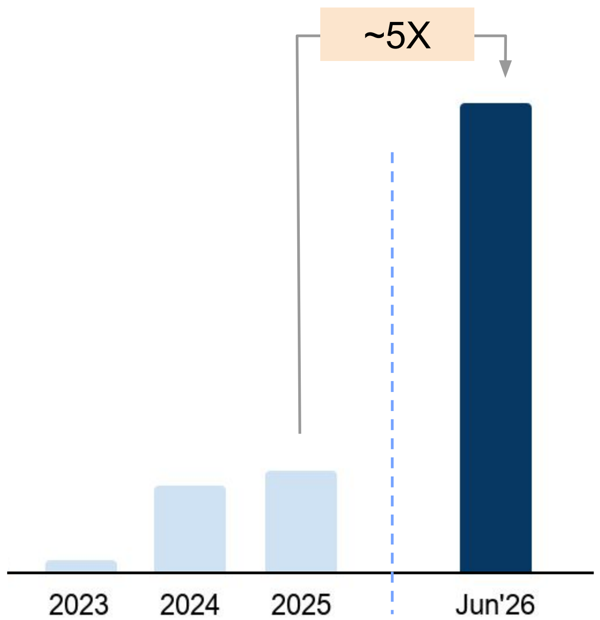
. . .

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

3 Private Company Cap Tables and Shareholding

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

Companies with Captables

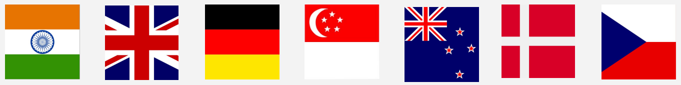


1.7M+
Companies with detailed shareholdings

15+
Countries covered

Major countries by coverage

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



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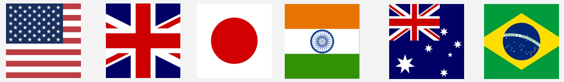
Note: Data as on 30th June 2026.

3 Global Legal Entity Database

Legal entities database now covering **~66M** entities across key geographies

Major countries by coverage

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



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 # Legal Entities
(in millions)

66M

(as on Jun'26)

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

Key highlights

From Q1FY27

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

Tracxn

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
- Q1 FY27: India accounts grew 20%+ & **revenue ~30% YoY**

Google, Vi, Mitsubishi Corporation, SIEMENS, AXIS MAX LIFE INSURANCE

Mergers & Acquisitions

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

BOSCH, standard chartered, cisco

Universities

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

EDHEC BUSINESS SCHOOL, ISB, Bharatiya Vidya Bhavan's SPJIMR, COLUMBIA UNIVERSITY, THE UNIVERSITY OF SYDNEY, UHH Universität Hamburg DER FORSCHUNG | DER LEHRE | DER BILDUNG

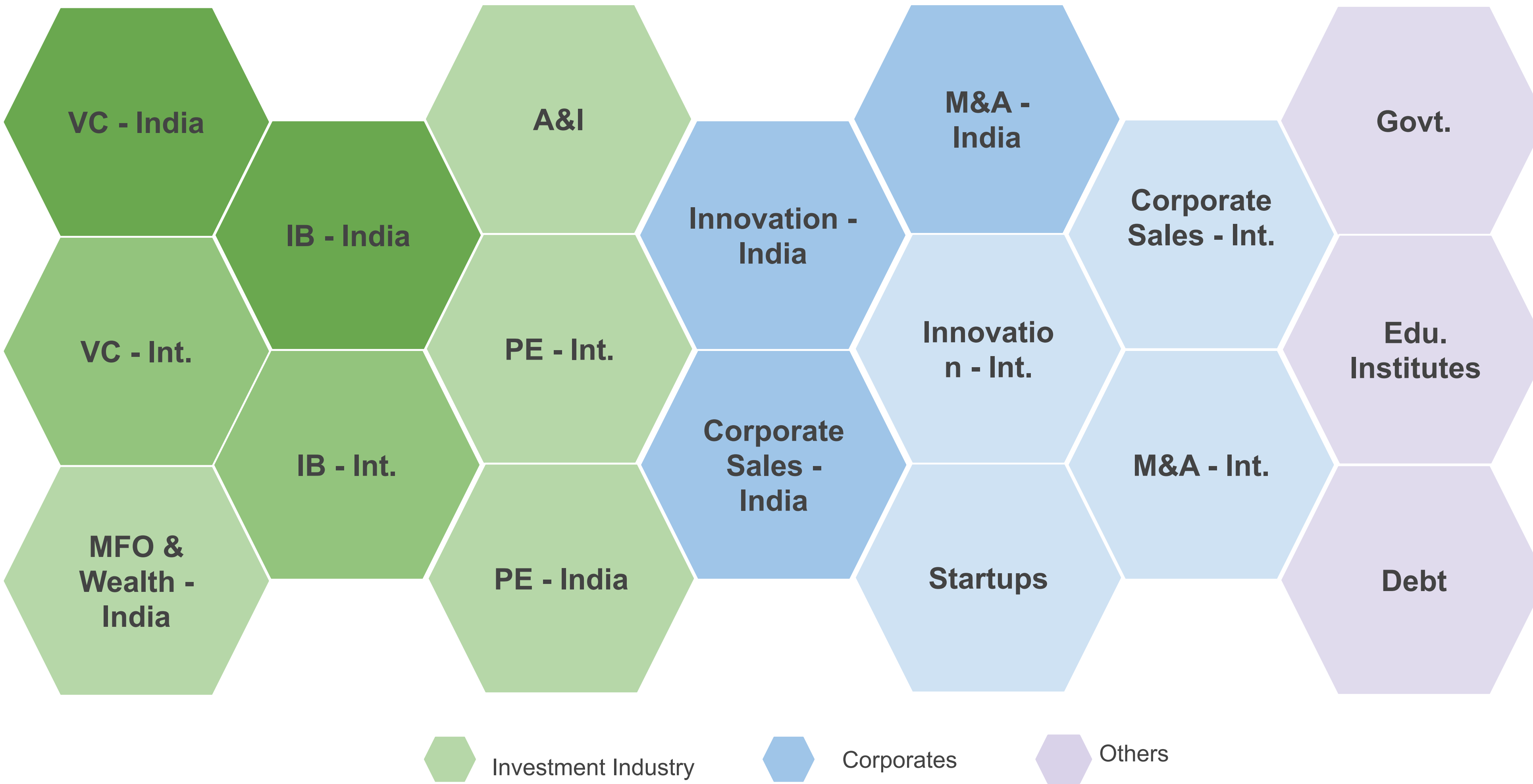
Startups

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

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

4 Specialised BU Teams

List of select BU teams:



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

Key highlights

From Q1FY27

1. Growth playbook across key BUs
2. Sales scale-up
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5. **AI-native access to Tracxn data**
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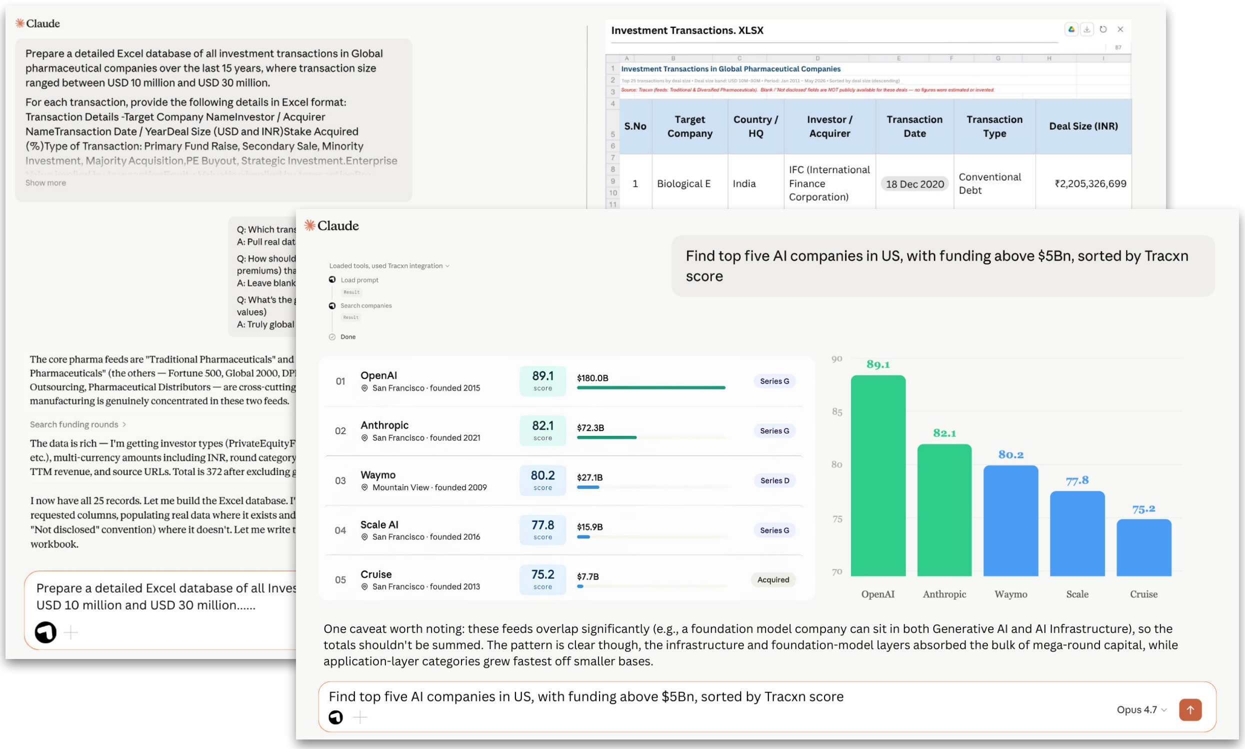
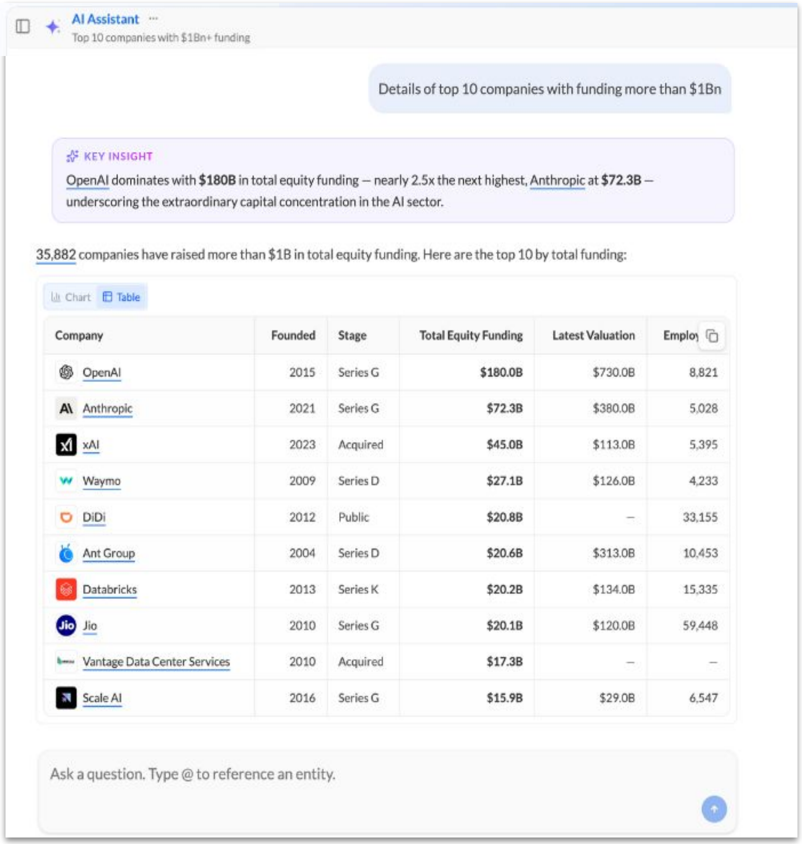
5 Introduced AI-Native Access to Tracxn Data

Tracxn



Tracxn MCP for LLMs

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



AI-Assistant on Tracxn Platform

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

5 Introduced AI-Native Access to Tracxn Data

Tracxn

Agentic Workflow for Investors (beta)

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

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

Key highlights

From Q1FY27

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

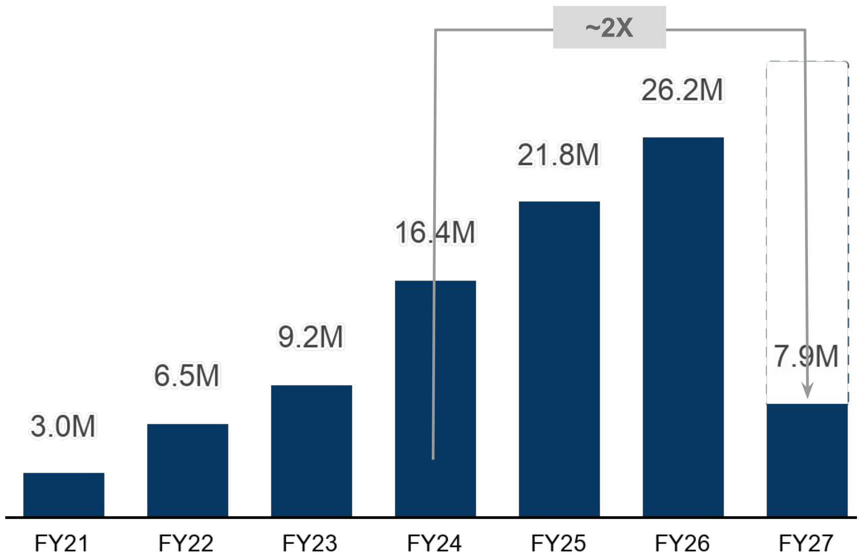
6 Scaling Organic Search Traffic and Tracxn Lite

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

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

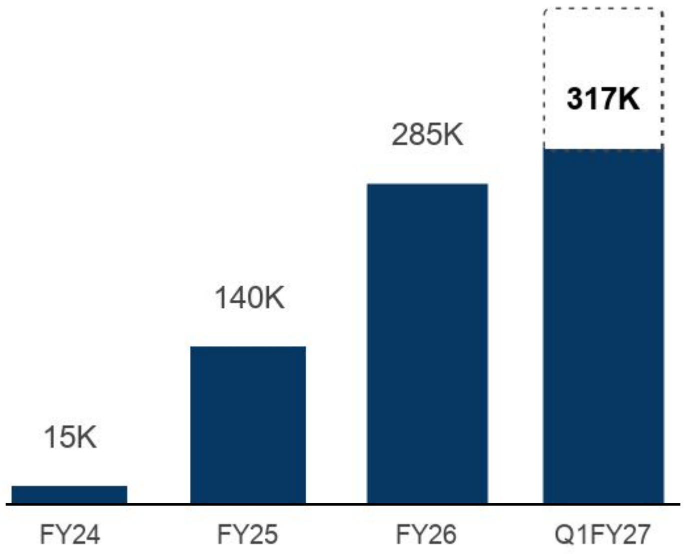
317K
Tracxn Lite sign-ups
till date

Organic Search Traffic[1]



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

#Tracxn Lite Signups[2]



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

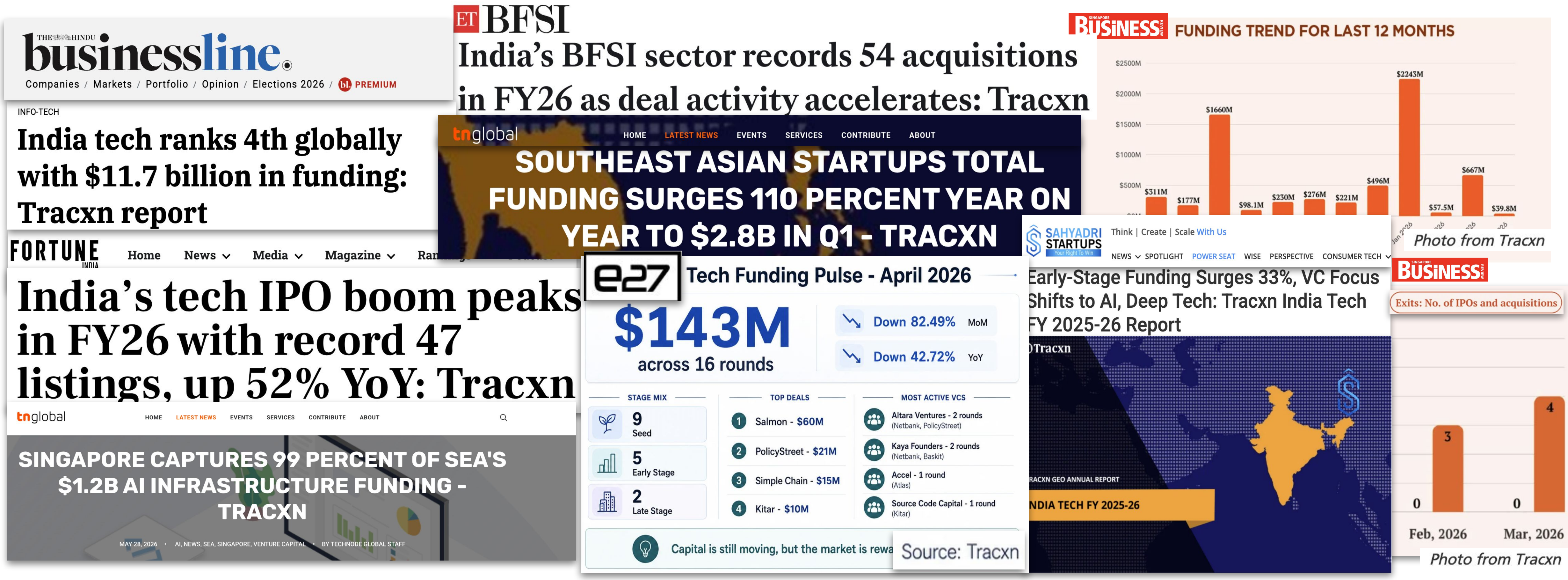
Note: (1) Source: Search Console & Internal Estimates. (2) Cumulative #, does not include ~2L old unpaid users migrated to Tracxn Lite.

6 Press Mentions

900+
Press Mentions in Q1 FY27

5%
Increase in QoQ coverage

Increased coverage
across International media



eg. Report coverage *eg. Regular Columns in newspapers* *eg. Others*

Key Growth Areas (FY27) - Summary

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

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

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

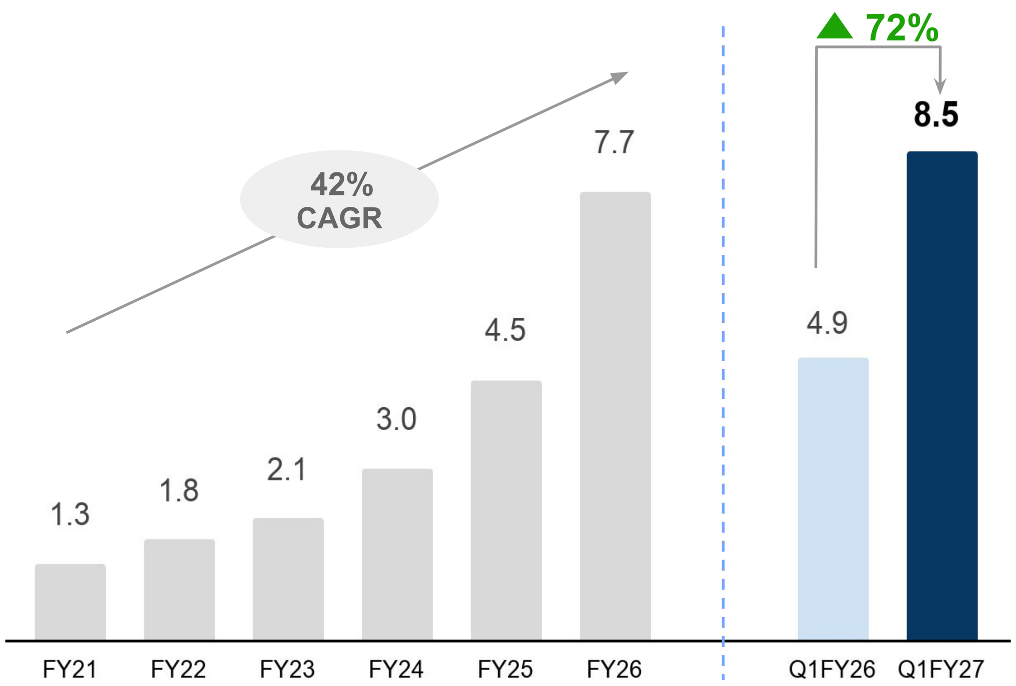
4. **Scaling sales:** Nearly doubling closing sales capacity from 34 to ~60 by end-CY2026, to accelerate new customer acquisition.

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

Q1 FY27: Other KPIs

Entities Profiled, on platform
(in millions)

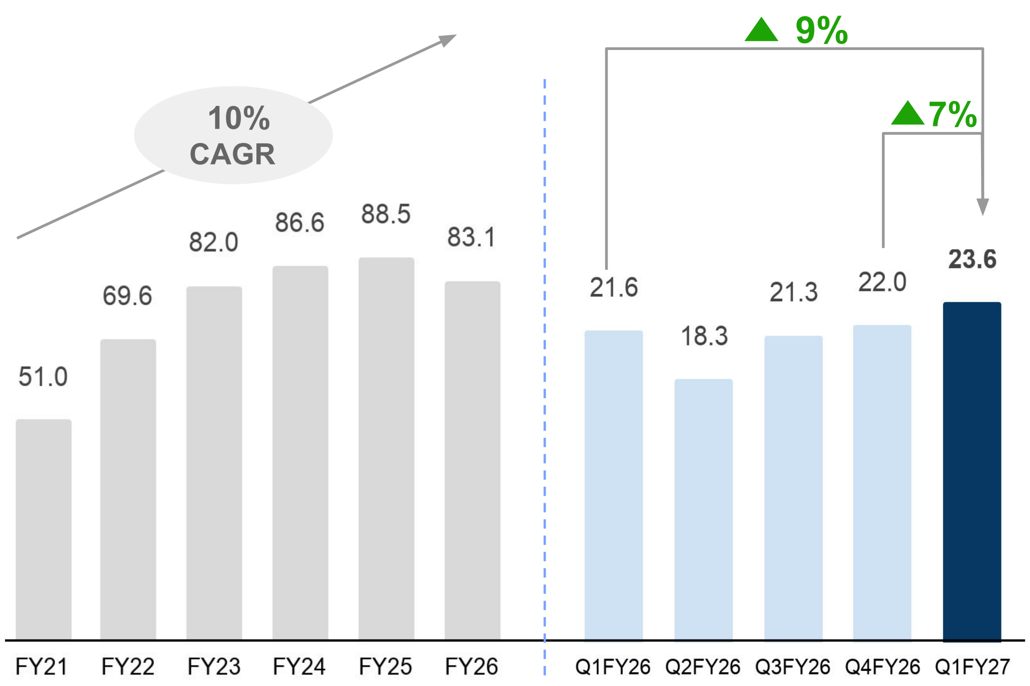
Historical Annual



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

Contract Price
(in INR Cr.)

Historical Annual



Increase in Contract Price on a QoQ and YoY basis

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

Thanks

Annexures

Team Split

As on 30 June, 2026

Function	Number of Employees	
Analysts and Data Operations	271	Data Operations team across various data modules like financials, cap tables, transactions, company data, etc; Sector-focused Analyst team; and MyAnalyst Support team
Product and Technology	122	Engineering and Product team
Sales Marketing and Customer Success	244	GTM engine – Includes Marketing, Sales and Customer success teams
Business Support	66	Business Support team includes Recruitment, Finance, HR, Admin
Total	**703**	

Source of Data

Key sources of data:

1 **Publicly available data about companies (company websites)**
Have build a *Google for Companies* at the backend, where we track & mine data of over a Billion web domains, adding more than 6,00,000 domains every day.

2 **Proprietary Data**
Sector-based coverage, taxonomy. Company business model & sector classification. User panel data.

3 **Regulatory Filings** (across countries)
Filings by companies across countries. eg. Registrar of Company Filings, Transaction filings, Labour filings, etc.

Others: news, social media, fund websites, press releases, etc.

Mining, Curation, Standardization and making it actionable using Technology & People

Technology: Data Mining, Parsing, Extraction using OCRs, Data intelligence & AI.

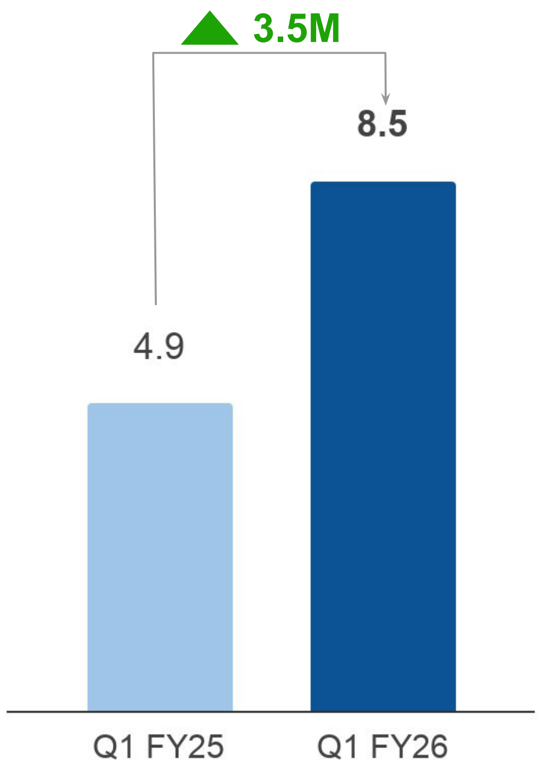
New-age tech stack: Using AWS, Google tech stack, Elastic search, MongoDB, etc.

People: Sector-focused analyst team and data ops team

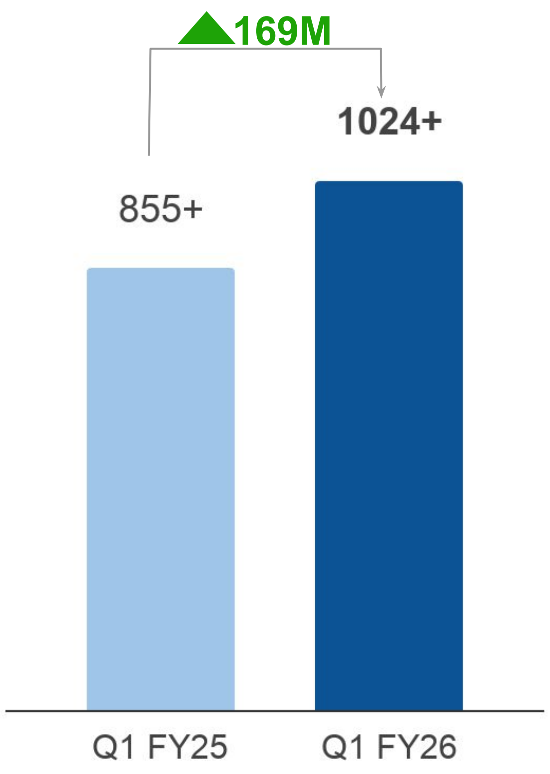
Illustrative data about Private Markets
Private Companies, Industries & Sector coverage, Taxonomy, Market Maps, Funding Transactions, M&A, Company Financials, Captables, Valuations, Key people & Board members, News, Investors, Reports, Rating, Events

Rapid Pace Of Data Addition

Entities Profiled, on platform
(in millions)



Web domains scanned, at backend
(in millions)



Key Business Strengths (1/2)

Large, Growing Market & Rich Customer segment	• Around 3,00,000 addressable organizations • We currently work with small single digit % of this market & remains largely untapped.
High Operating Leverage & Margin Expansion	• Incremental cost to serve customers is very low • Offering is productized & there is no custom servicing work required • Between FY21 to FY26, the revenue grew at a CAGR of 14% while the total expense grew only at 8%
India Cost Advantage	• Significant cost advantage because we make-in-India while selling globally, 50% of revenue comes from international customers.
Profitability and free cash flow	• EBITDA stood at INR -6.6 Cr. in FY26 (0.8 Cr. FY25, 4.6 Cr. FY24), a temporary shrinkage driven by aggressive investment in growth initiatives • FCF stood at INR -3 Cr. and cash & cash equivalents stood at INR 89.2 Cr. at the end of FY26- this is net of Buyback done in H1FY26
Scalable & Proprietary Technology Platform	• In-house platform built on leading technologies and architectures. • Highly agile and scalable, and aggressively leverage the latest technology stacks, machine learning and generative AI capabilities

Key Business Strengths (2/2)

Low cost, content driven acquisition flywheel

- Content-based marketing helps us to acquire a high velocity of leads without having to spend on paid marketing.
- 26 million visits across all our public pages and over 4000 press mentions in prominent news media in FY26.

Debt-free, Asset Light. Negative Working Capital

- Asset-light business, fixed assets on balance sheet of INR 0.5 Crores
- Depreciation expense was INR 0.2Cr & capex of INR 0.5Cr. in FY26
- Capital efficient and able to scale with flexibility
- Debt-free since inception

Strong Team & Experienced Board of directors

- Strong and experienced top management team.
- Board consists of 4 independent directors bringing rich experience from the investment industry and the corporate development.

Strong Focus on Good Governance

- Right from the 3rd year of our operations, we have had our statutory audits conducted by one of the Big4 auditors and we never had any qualifications.
- We continue to work on adopting the best governance practices as much as we focus on growing the business

Key Strategies

Key strategies (1/2)

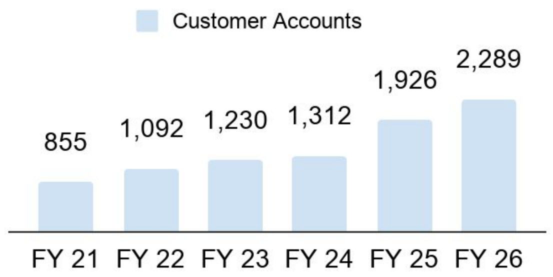
Tracxn

Continue to grow account base

Ways to increase our account base

- Expanding sales, marketing & customer success team
- Referrals from existing customers
- Event partnerships for media and industry events
- Channel partnerships
- Additional sales and marketing representatives in geographies outside India
- Content-based marketing

Historical Growth



Expand share of revenues among existing customers

Tiered Pricing & Upsell features / Subscriptions

to the existing customers through differentiated offerings

Following a Three-pronged approach

- Growing the number of users within an account
- Generating additional data downloads
- Adding more Customer Accounts or different teams within an Org

Continue to grow platform to offer additional services

Devoted substantial resources towards expanding the platform modules & data

Data Added (FY26)	Modules added
3,230,000+ Entities	2019 – Portfolio Tracker & acquisition database
5,540,000+ Financials	2021 – Live Deals
666,000+ News items	2022 – Investors Database
1,159,000+ transactions^	2024 – Legal Entities Database

^includes funding & acquisition transactions

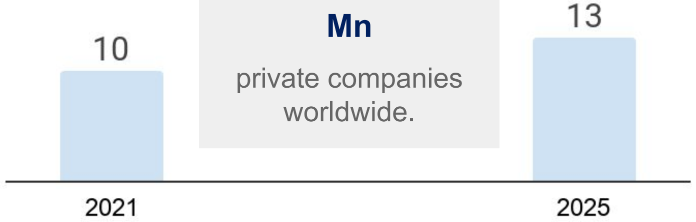
Tools/Features developed to integrate into the workflow

- Automated sourcing tools
- personalized widgets, investor management tools and multi-lingual support
- Generation of mark to market reports for fund performance

Key strategies (2/2)

Capitalize on industry opportunities to expand coverage of our customers

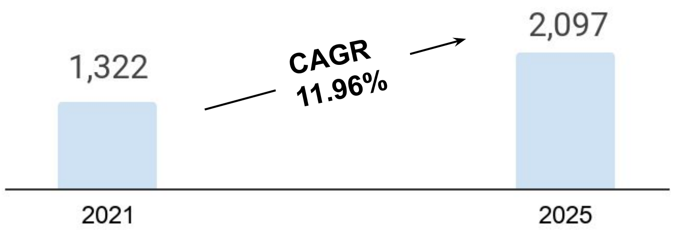
Private Market AUM^ - (US$ Tn)



190 Mn to 200 Mn

private companies worldwide.

Total Addressable Market^ - ($ Mn)



From **52% to 65%**

Combined market penetration of private market data providers in the next 5 years

Expand into adjacent customer segments

Additional use cases of the private market & emerging tech data

- **Product discovery** where customers can search and find vendors for various software, tools and other use cases.
- Limited partners use the platform for **Fund performance data**
- sales personnel rely on our platform for augmenting company information to **improve their sales outreach**.

Tracxn intends to offer such additional features & modules to further expand their total addressable market

Expand our operations through inorganic growth channels

- Tracxn intends to acquire businesses and technologies that complement its existing capabilities
- It may consider investment opportunities to be able to acquire new technologies, or generate cross selling opportunities, in order to grow its platform or to expand its presence internationally.

Acquisition strategy will aid in

- long-term growth
- competitive position
- increasing its market share
- acquiring technical expertise
- achieving greater scale
- increase in shareholder value
- Growth in earnings

Note: (^) According to “Global Information Services Market” report by Frost & Sullivan

Detailed Financial Statements

Profit & Loss Statement (1/2)

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

In INR Cr.

Profit & Loss Statement (2/2)

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

In INR Cr.

Balance Sheet (1/2)

Particulars	As at March 31, 2026	As at March 31, 2025
ASSETS		
Non-current assets		
Property, plant and equipment	0.45	0.20
Intangible assets	-	-
Income tax assets (net)	4.63	6.23
Deferred Tax Asset	-	5.67
Total non-current assets	**5.08**	**12.10**
Current assets		
Financial assets		
i. Investments	87.15	89.58
ii. Trade receivables	2.50	1.67
iii. Cash and cash equivalents	1.87	3.64
iv. Other financial assets	0.79	2.88
Other current assets	0.80	0.86
Total current assets	**93.12**	**98.63**
Total assets	**98.20**	**110.73**

In INR Cr.

Balance Sheet (2/2)

Particulars	As at March 31, 2026	As at March 31, 2025
EQUITY		
Equity share capital	10.67	10.65
Other equity		
Reserves and surplus	41.88	55.15
Total equity	**52.55**	**65.80**
LIABILITIES		
Non-current liabilities		
Employee benefit obligations	5.85	4.56
Contract liabilities	0.72	0.56
Deferred Tax Liability	0.32	-
Total non-current liabilities	**6.89**	**5.13**
Financial liabilities		
Current liabilities		
Financial liabilities		
i. Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises; and	**0.12**	**0.15**
(b) Total outstanding dues other than (a) above	0.57	0.41
ii. Other financial liabilities	0.17	0.10
Contract liabilities	33.21	34.19
Employee benefit obligations	2.88	2.17
Other current liabilities	1.81	2.79
Total current liabilities	**38.76**	**39.81**
Total liabilities	**45.65**	**44.93**
Total equity and liabilities	**98.20**	**110.73**

In INR Cr.

Cash Flow Statement (1/2)

Particulars	Year ended 31 March 2026	Year ended 31 March 2025
Cash Flow from Operating Activities:		
Net profit/ (loss) before Income Tax	(1.88)	6.62
Adjustment for:		
Depreciation expense	0.19	0.11
Net (gain)/ loss on disposal of Property, plant and equipment	0.01	-
Net gains on sale of investments	(3.78)	(1.76)
Net fair value gains on financial assets measured at fair value through profit or loss	(1.87)	(4.03)
Interest on income tax refund	(0.49)	(0.11)
Interest income from bank deposits measured at amortised cost	(0.01)	(0.12)
Employee stock option expense	3.10	4.64
(Reversal)/allowance for expected credit loss (net)	(0.02)	(0.24)
Bad debts write off	-	0.41
Unrealised Exchange Difference (net)	(0.00)	(0.01)
Operating Profit / (Loss) before working capital changes	**(4.76)**	**5.52**
Adjustment for:		
(Increase)/ decrease in trade receivables	(0.81)	6.48
(Increase)/ decrease in other financial assets	(0.15)	1.77
(Increase)/ decrease in other assets	0.06	(0.07)
Increase / (decrease) in trade payables	0.13	(0.03)
Increase / (decrease) in contract liabilities	(0.82)	2.98
Increase / (decrease) in employee benefit obligations	1.88	0.26
Increase / (decrease) in other financial liabilities	0.07	(0.18)
Increase / (decrease) in other liabilities	(0.98)	(0.95)
Cash generation from Operations	**(5.39)**	**15.78**
Income taxes paid (net of refunds received, including interest thereon)	2.09	(1.21)
Net Cash Flow from/ (used in) Operating Activities	**(3.30)**	**14.57**

In INR Cr.

Cash Flow Statement (2/2)

Particulars	Year ended 31 March 2026	Year ended 31 March 2025
Cash Flow from Investing Activities:		
Payments for purchase of property, plant and equipment	(0.46)	(0.12)
Proceeds from sale of property, plant and equipment	0.01	-
Funds invested in bank deposits	1.94	(0.11)
Proceeds from sale of investments	82.14	73.75
Payments for purchase of investments in mutual funds	(73.75)	(89.48)
Advance for investment in mutual funds	-	(0.30)
Interest received	0.01	0.23
Net cash inflow /(outflow) from investing activities	**9.89**	**(16.03)**
Cash Flow from Financing Activities:		
Application money received for exercise of stock options	0.09	0.26
Application money pending allotment	0.00	0.04
Payment towards buy back of equity shares (including transaction costs)	(8.46)	-
Net cash inflow from financing activities	**(8.36)**	**0.30**
Net Increase/(Decrease) in Cash and Cash Equivalents	(1.77)	(1.16)
Cash and Cash Equivalents as at beginning of the year	3.64	4.78
Effects of exchange rate changes on cash and cash equivalents	(0.00)	0.02
Cash and cash equivalents as at end of the year	**1.87**	**3.64**

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 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) **EBITDA excluding IPO expense** is a non-GAAP financial metric, calculated as EBITDA plus Exceptional items - IPO expenses, reimbursable to the company
(7) **PAT excluding IPO expense and Deferred Tax** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax
(8) **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
(9) **Free Cash Flow** is calculated as Net Cash Flow from/ (used in) Operating Activities less Capex (payments for purchase of property, plant and equipment)
(10) **Organic Search Traffic** - Traffic originating from an organic search result
(11) **Existing Customer** - An account which had also contributed to the accrued revenue prior to the given financial year / period.
(12) **New Customer** - An account contributing to the accrued revenue for the first time in the given financial year/ period
(13) **Headcount** - Number of employees on the company payroll as on the date of measurement.

Thank You

Company Information

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