



**Private Market Intelligence Platform**

**Corporate Presentation  
February 2025**

# 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

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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.

# Our speakers today



## 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

*Vice Chairman and 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



## Prashant Chandra

*Chief Financial Officer*

- BTech from **IIT Kanpur**
- MBA from **IIM Lucknow**
- Prior to joining Tracxn, Prashant was the CFO of a startup which was backed by **Accel Partners** and **Tiger Global**
- Has been with Tracxn since the beginning, for the last 10 years

# Tracxn – Leading global Private Market Intelligence SaaS Platform#

## KEY HIGHLIGHTS

Platform scale (31 <sup>th</sup> Dec, 2024)	4.0 million+ Entities profiled	72,900+ Investor profiles	7,86,000+ Transactions covered <sup>^</sup>
Customer scale (31 <sup>th</sup> Dec, 2024)	50+ Countries of presence	1,699 # of customer accounts	4,626 # of users
Key financials (FY24)	82.8 Cr. Revenue from operations	86.6 Cr. Contract Price	23.7% Operating Revenue CAGR v/s 8.7% Total cost CAGR (FY21-24)

## INVESTORS

VC Investors					
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 5,79,500+ funding rounds and 2,06,500+ acquisition rounds  
 CAGR represents Compounded Annual Growth Rate and has been calculated based on the numbers disclosed in the RHP

# Our Journey



Listed on



## Current

- Among the Leading global market intelligence providers for private company data<sup>^</sup>
- One of the largest global coverage of private companies in the emerging technology sectors<sup>^</sup>

## 2021-22

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

## 2020-21

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

## 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

## 2015-16

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

## 2013-15

Platform Launched



Sachin Bansal Binny Bansal



Ratan N Tata



NRJN Family Trust



Ratan N Tata



## 2012

- Company incorporated

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

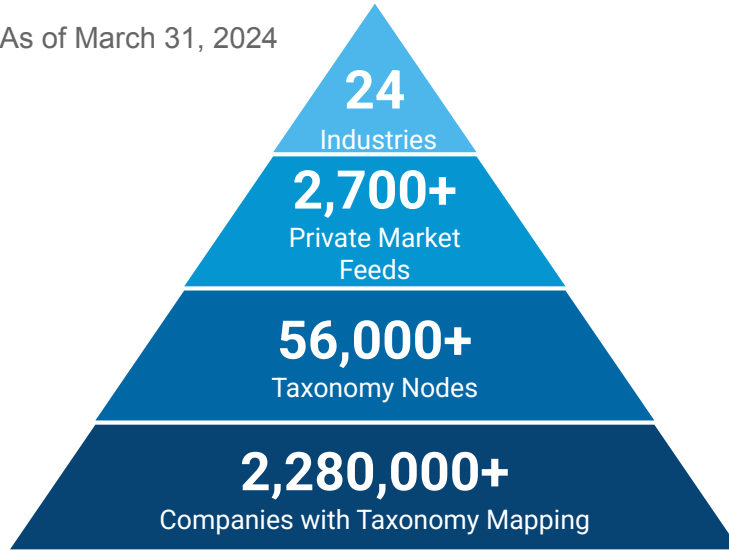
# Our Platform (2/2)

24 industries tracked across the globe

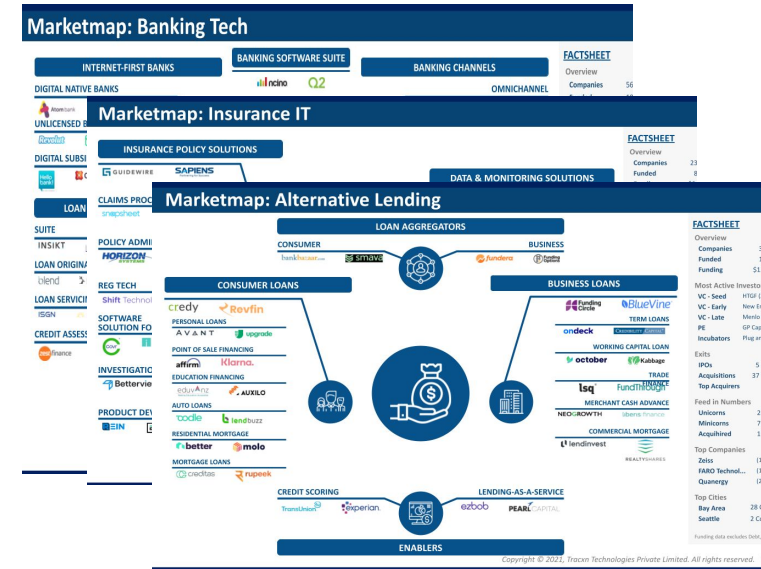
- Auto
- Consumer Goods
- Media & Entertainment
- Healthcare
- Financial Services
- Food
- Education
- Business Services
- IT Infrastructure & Services
- Retail
- Logistics
- Energy & Utilities

Organized into proprietary taxonomy nodes

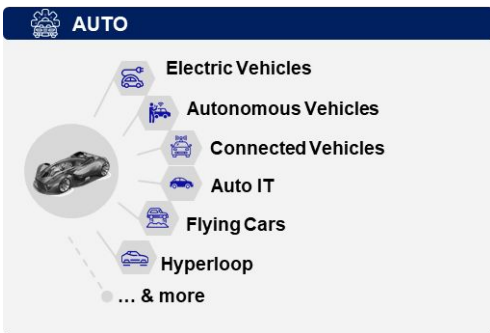
As of March 31, 2024



Quick visual market maps



Detailed taxonomy tree



Alternative Lending Taxonomy	Description	# Cos Tracked	Funded	Total Funding/Unicorns	#IPO	Last 2 years # Rounds	\$M Invested	Notable Companies
Leads Marketplaces	Companies which indirectly generate leads for lenders by tying up with affiliates and affiliates to generate leads for lenders	99	14	\$88.4M	14	14	\$57.6M	EVEN Financial
Lender Databases								
Enablers	Trade Finance	495	234	\$3.9B	4	62	\$635M	UnifedPost
Alternative Credit Score	Credit Lines							
Lending-as-a-service	Merchant Cash Advance							
Secondary Market	Equipment Financing							
Collateral Lending	Litigation Financing							
Consumer Debt Management	Revenue Based Finance							
Debt Repayment	Industry Specific							
Credit Score Management	Mortgages							
ROI	Green Financing							
Lead Generation Platforms	Diversified							
Loan Comparison Platforms	Micro Loans							
	Business Loans							
	Term Loans							
	Working Capital Loans							

Automated report generation

22,000+

Reports generated (FY24)

22

Categories for report generation (FY24)

# Our Platform (1/2)

## Amongst Top 5 globally

in terms of number of companies profiled<sup>^</sup>

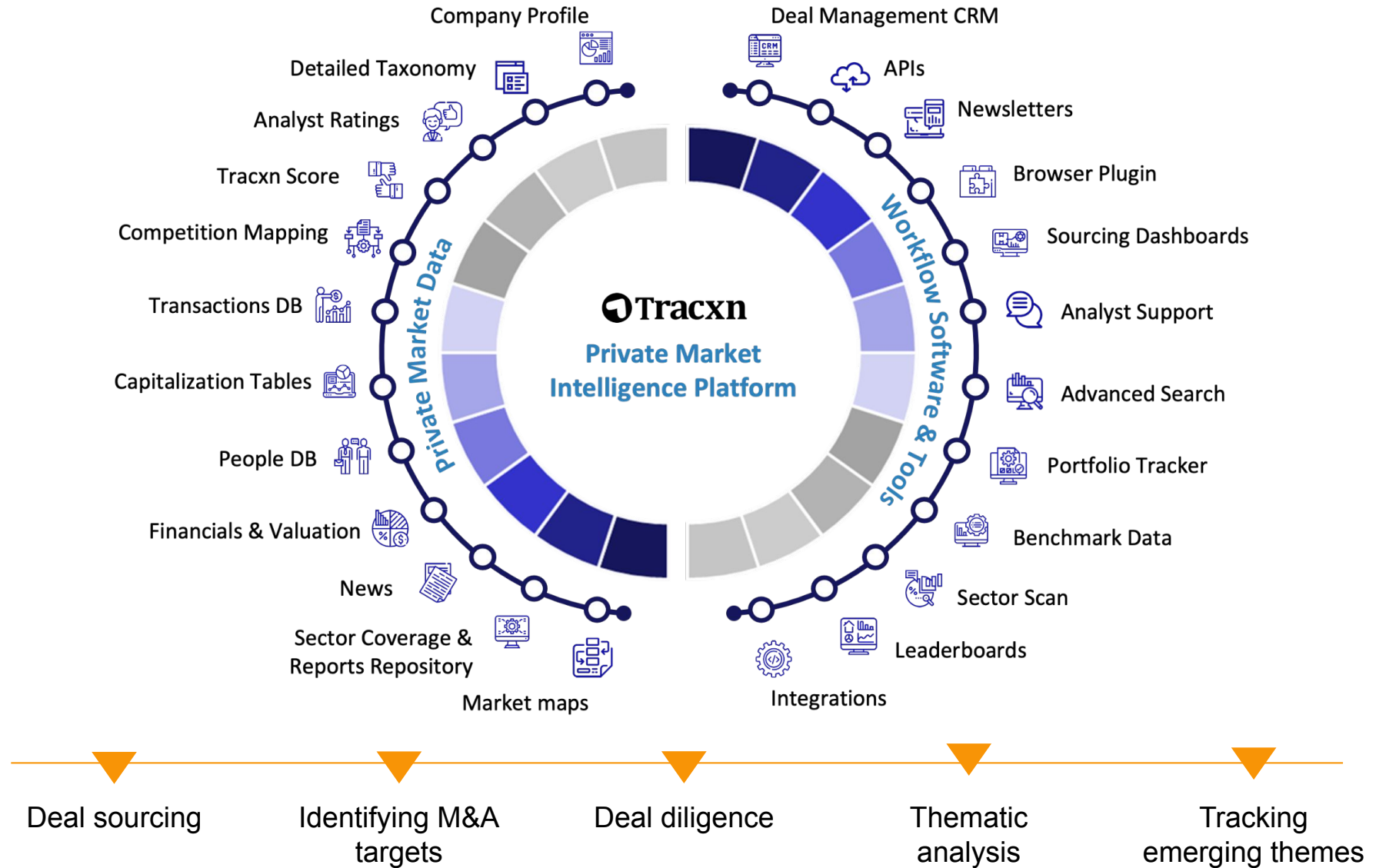
## One of the largest coverage of private companies

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

## One of the few

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

## Use Cases



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

# Large & Growing Market

Multiple large companies have been created in the financial data markets



**\$35B+**

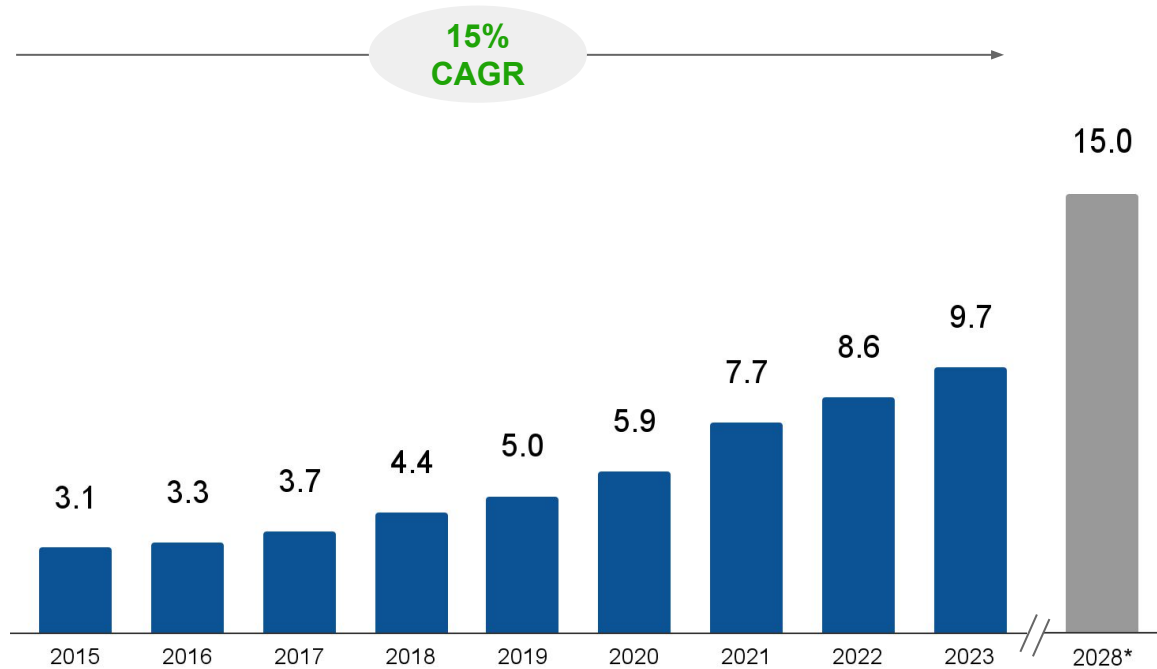
**Cumulative Revenue and  
of Financial Market Data  
Companies for 2023\***

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

# Large & Growing Market

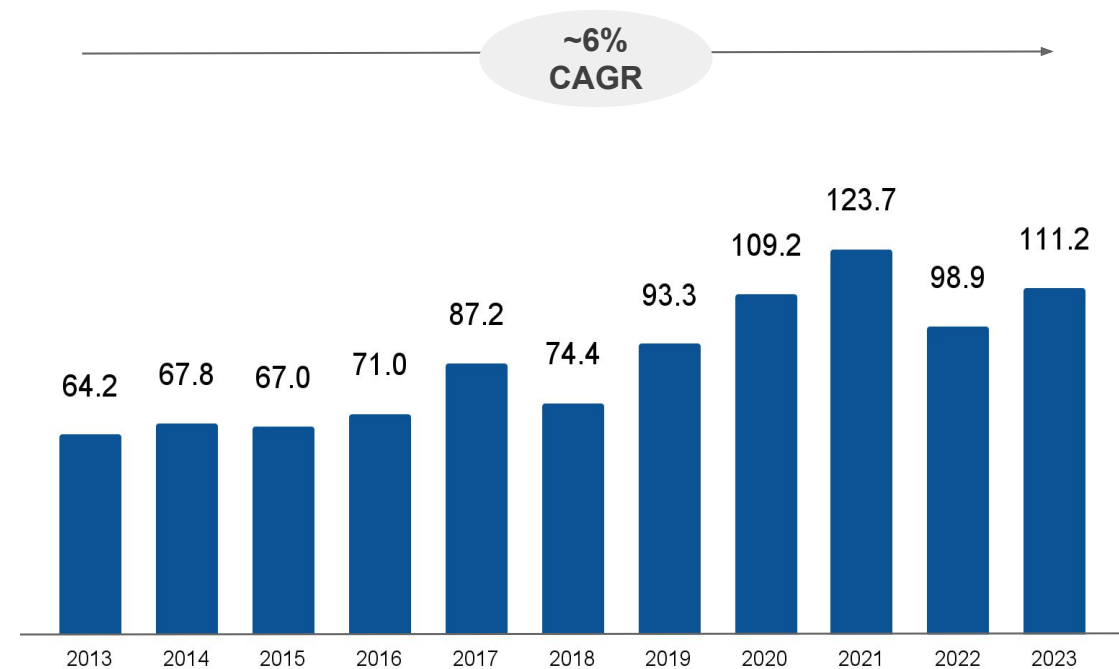
## Private Market AUM Growth<sup>1</sup>

(in USD trillion)



## Public Market Capitalization<sup>2</sup>

(in USD trillion)



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

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

# Private Market Data is a large and expanding industry

Private Market Data Key User segments - Large & Growing  
**~100,000 addressable organizations\***



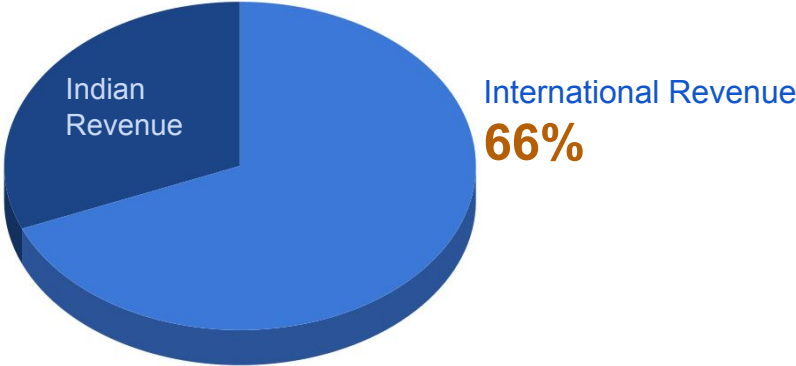
Note: (1) Late-stage startups considered here are of Series-C and above funding  
 (\*) As of 2021, according to "Global Information Services Market" report by Frost & Sullivan, other publicly available sources and internal estimates

# Key Highlights

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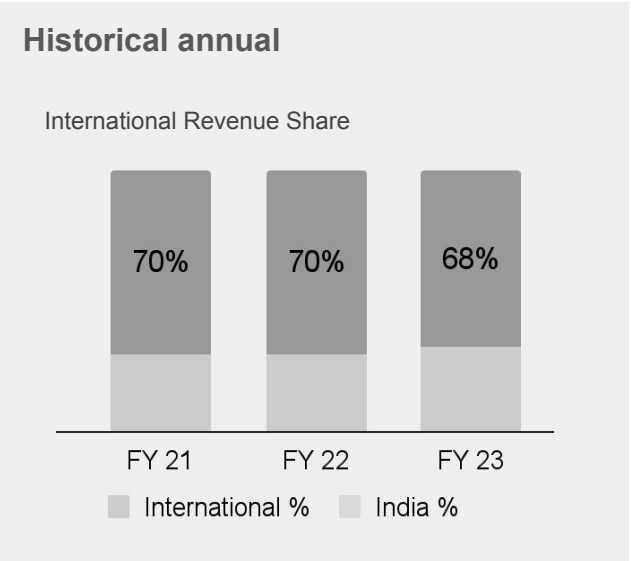
# Global Customer Base

66% international revenue in FY24

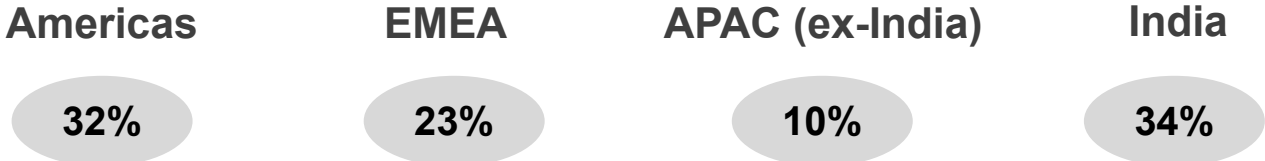


Customers span over 50+ countries

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

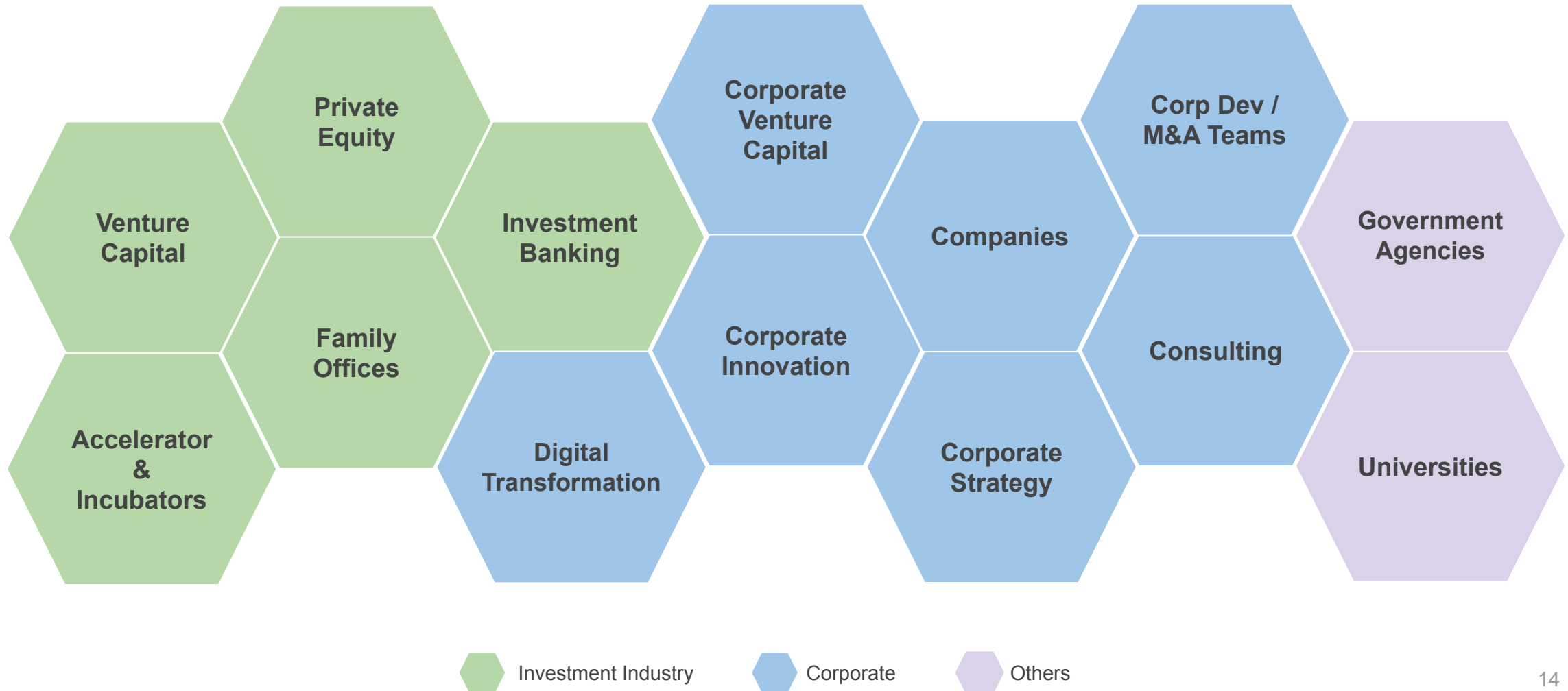


Revenue Contribution by % (FY24)



# Diverse Customer Base

Customer segments & departments that we work with



# FY24: Revenue Growth

## Geo-wise Revenue Split

Geography	FY 21	FY 22	FY 23	FY 24	FY24 Contribution	FY24 YoY Growth
Americas	12.5	18.6	24.1	<b>26.7</b>	32%	<b>11%</b>
APAC (excl. India)	4.8	6.9	8.1	<b>8.3</b>	10%	<b>2%</b>
EMEA	13.6	19.2	20.8	<b>19.3</b>	23%	<b>-7%</b>
India	12.9	18.8	25.0	<b>28.4</b>	34%	<b>14%</b>
Total	43.8	63.5	78.1	<b>82.8</b>	100%	<b>6%</b>



India, Americas grew at 10-15%

## Continued growth in large accounts\*

Revenue	FY 21	FY 22	FY 23	FY 24
INR 20L+ accounts	13	26	33	<b>40</b>
INR 30L+ accounts	5	11	22	<b>23</b>
INR 40L+ accounts	3	6	12	<b>16</b>

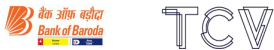
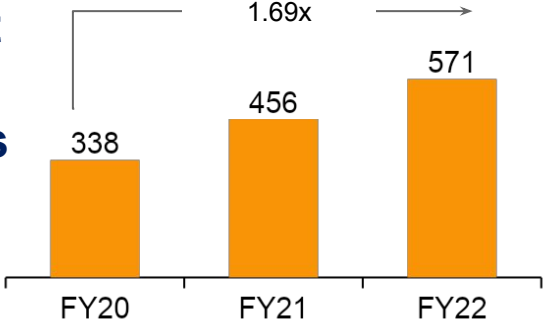


Indicates continued headroom for growth in ASP

# Growing base of longstanding customers

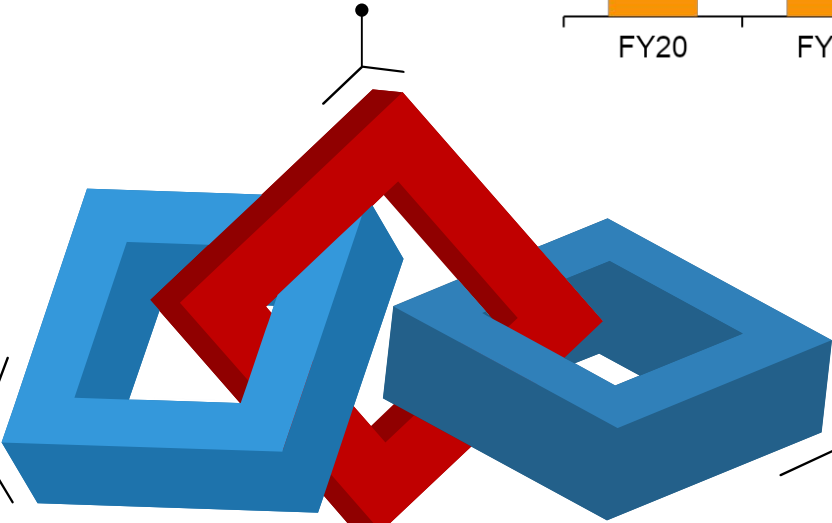
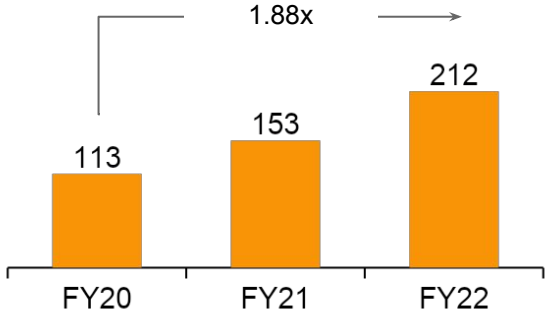


## #1 Private Market Investors & Investment Banks

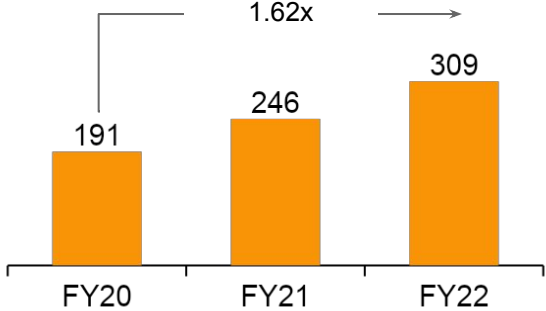


## #3 Other customer categories

(includes government agencies, universities, accelerators and incubators)



## #2 Corporations



(1) Bar charts represent the number of customer accounts in each category (2) FY 23 onwards data is not available for split of accounts by type.

# 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

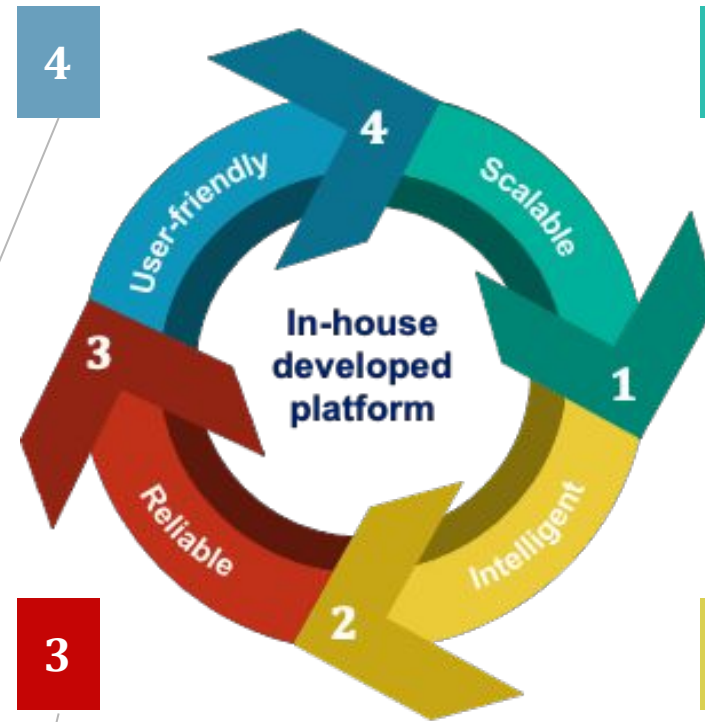
**Hosted on cloud servers** – ensures minimum downtime

**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

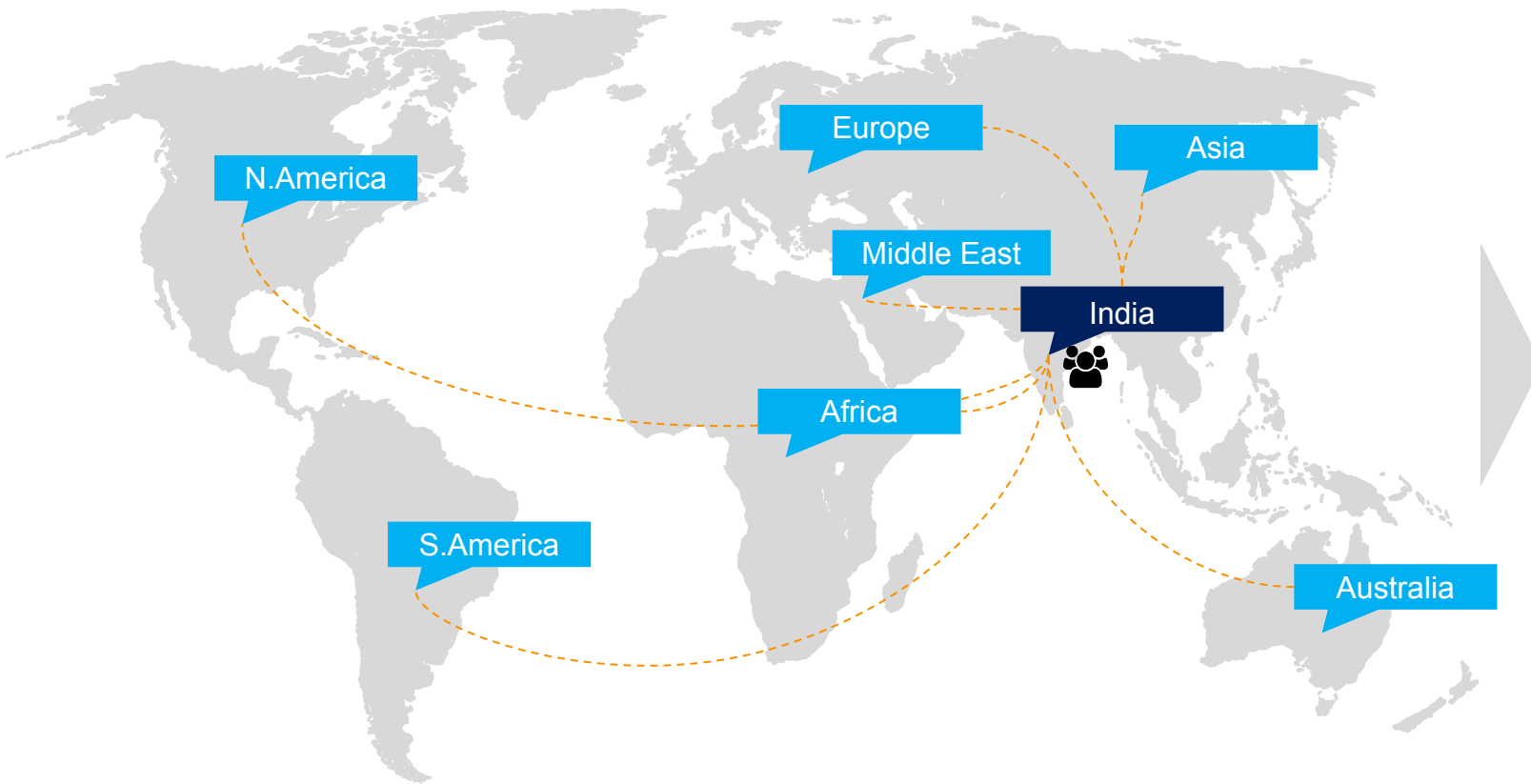
**Automated** – based on web crawling and data engine to track millions of web domains, track data points across digital footprint of entities and add several companies to database

**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

# 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 Verma**

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**  
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 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

# Financial Performance

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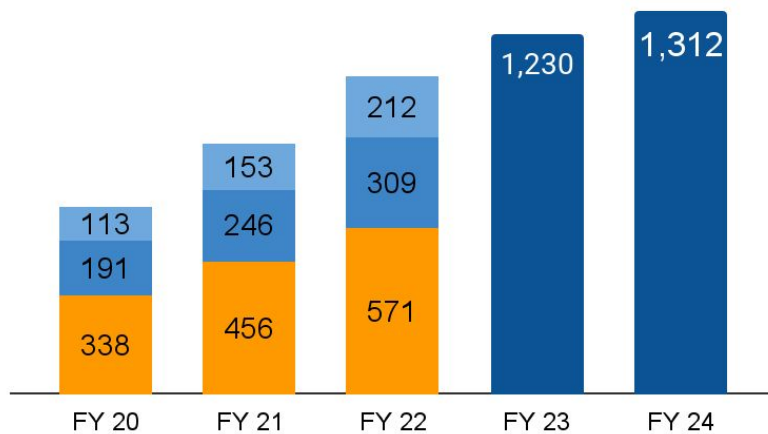
# Snapshot – Operational Performance

## Customer Accounts

(Nos)

- Private Market Investors & Investment Banks
- Corporations
- Others#

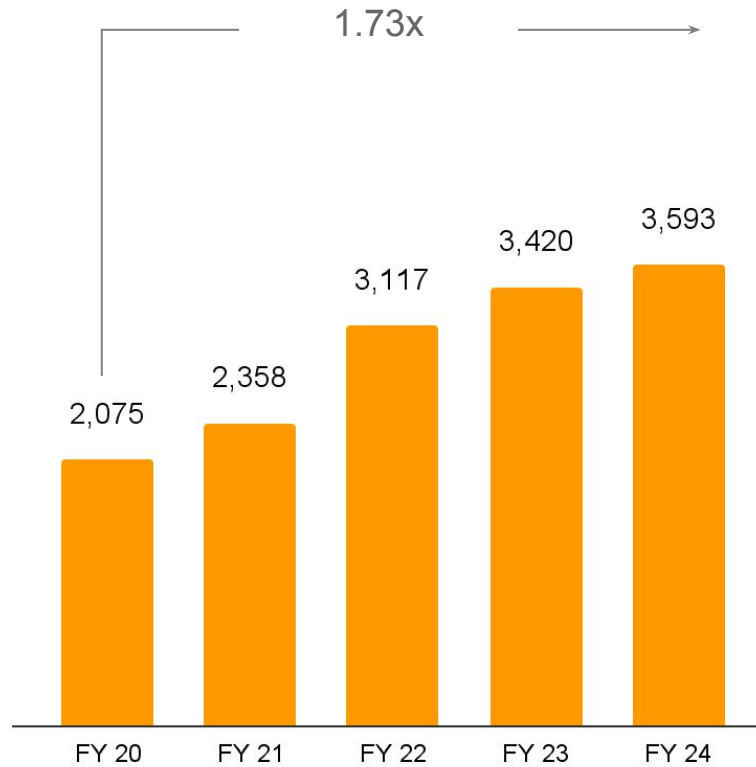
642	855	1,092	1,230	1,312
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Customer Accounts refers to the distinct contracts entered into by our Company with each customer at the time of measurement. Paid subscriptions may include access for a single or multiple number of Users of the customer

## Users

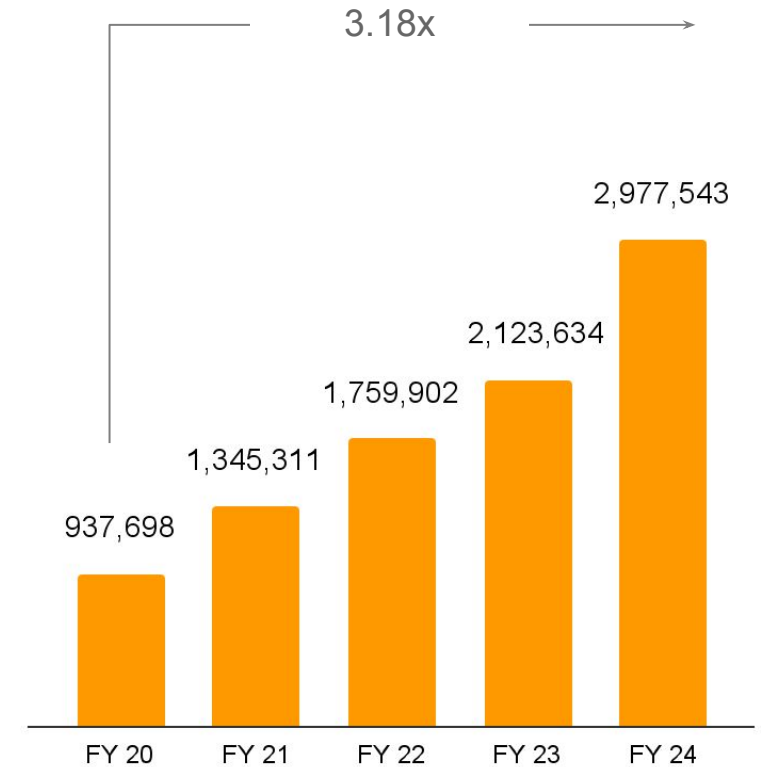
(Nos)



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)



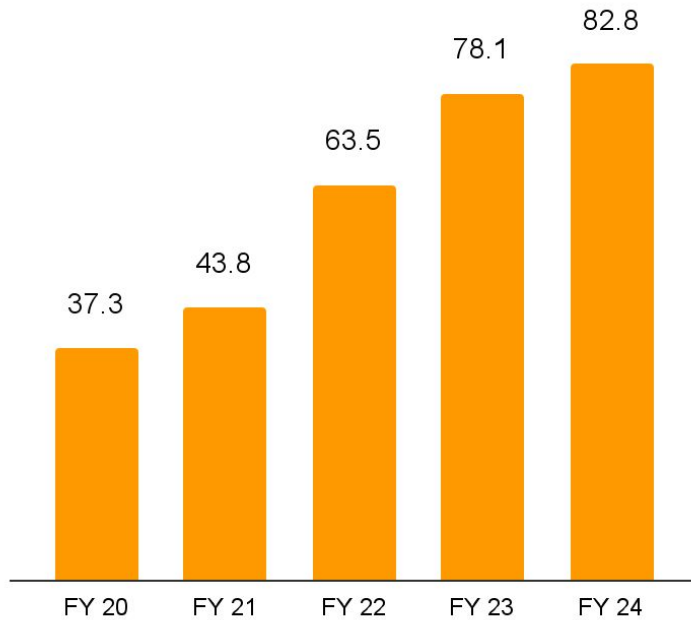
Entities profiled are categorised under 56,000 taxonomy nodes on the platform.

Note: (#) Others include government agencies, academic institutions, start-up accelerators and incubators. Split of customer accounts basis category is not available for FY 23 onwards

# Snapshot – Financial Performance

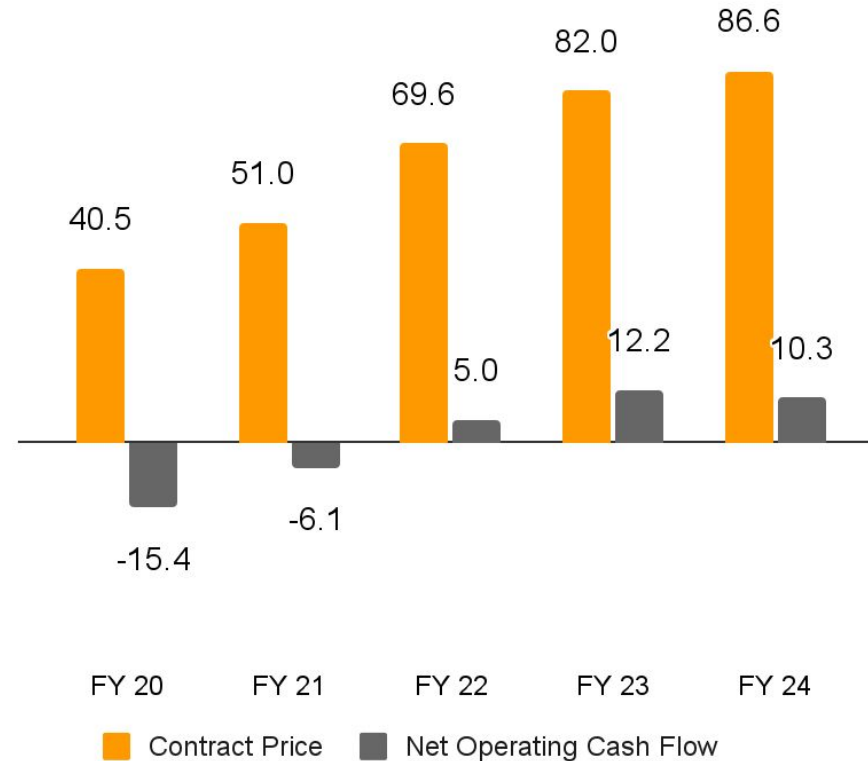
## Revenue From Operations

(INR Cr.)



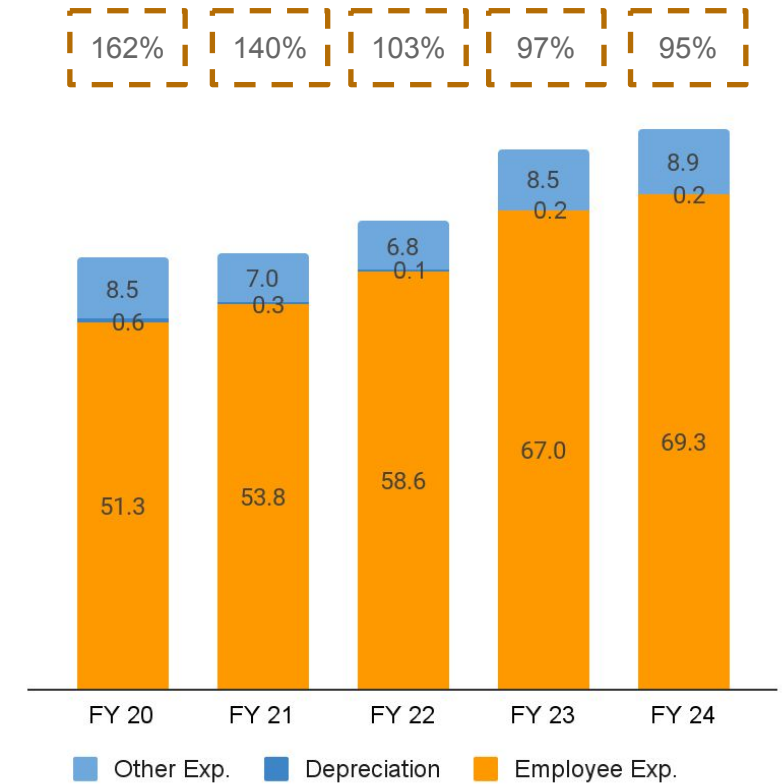
## Contract Price<sup>^</sup> v/s Net Operating Cash Flow\*

(INR Cr.)



## Operating Expenses

(INR Cr.)



Total expenses as a % of operating revenues (calculated based on the numbers from the RHP)

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

# FY24 Financial Performance

# FY24: Financial Performance Summary

Steady growth in Revenue and Profitability

REVENUE	PROFITABILITY		OTHER
<b>Revenue from Operations</b> <b>82.8 Cr.</b> ▲ 6.0% YoY	<b>EBITDA</b> <b>4.6 Cr.</b> ▲ 2.0 Cr. YoY	<b>EBITDA Margin</b> <b>5.5 %</b> ▲ Margin increased by 2.2% from FY23	<b>Free Cash Flow<sup>1</sup></b> <b>10.3 Cr.</b> ▼ 1.7 Cr. YoY, down from FY23
<b>Total Income</b> <b>87.0 Cr.</b> ▲ 7.2% YoY	<b>PAT</b> <b>6.5 Cr.</b> ▲ 1.2 Cr. YoY	<b>PAT Margin*</b> <b>7.9 %</b> ▲ Margin increased by 1.0% from FY23	<b>Cash &amp; Cash Equivalent<sup>1,2</sup></b> <b>75.2 Cr.</b> ▲ 24.7% YoY ▲ 14.9 Cr. YoY

In INR

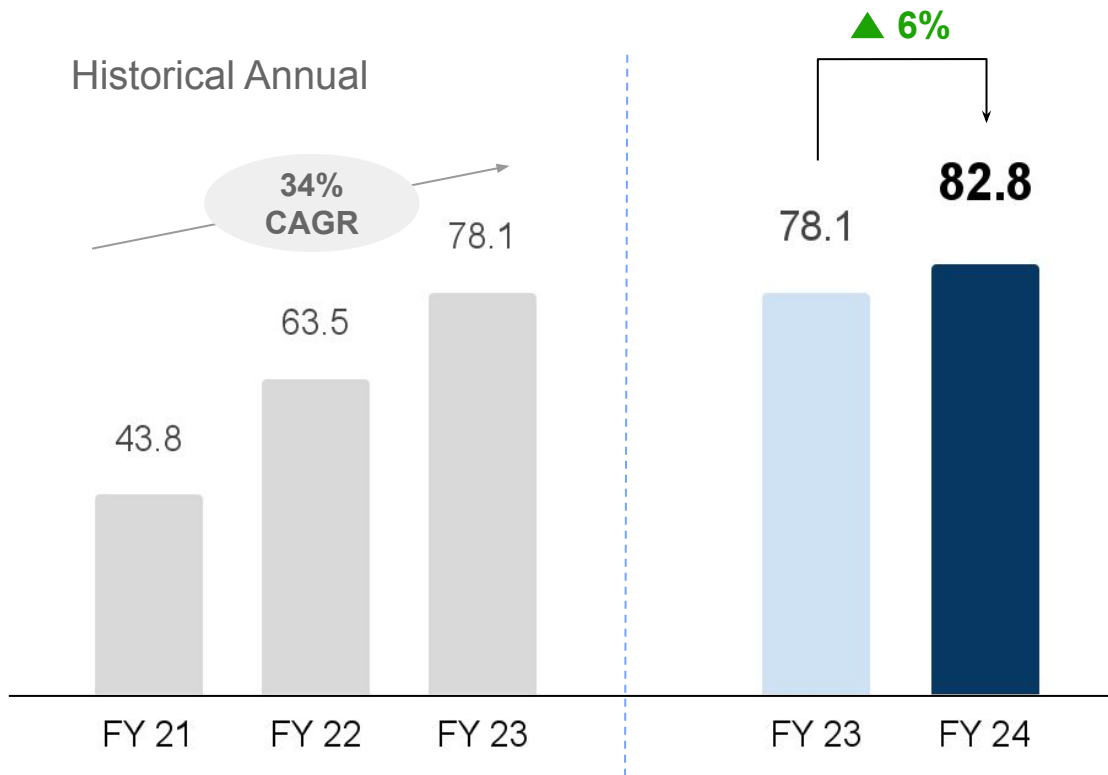
Note: (1) Free Cash Flow and Cash & Cash equiv. excludes tax amounts received from employees against ESOP exercise as on 31st Mar 2024.

(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing as on 31st Mar 2024.

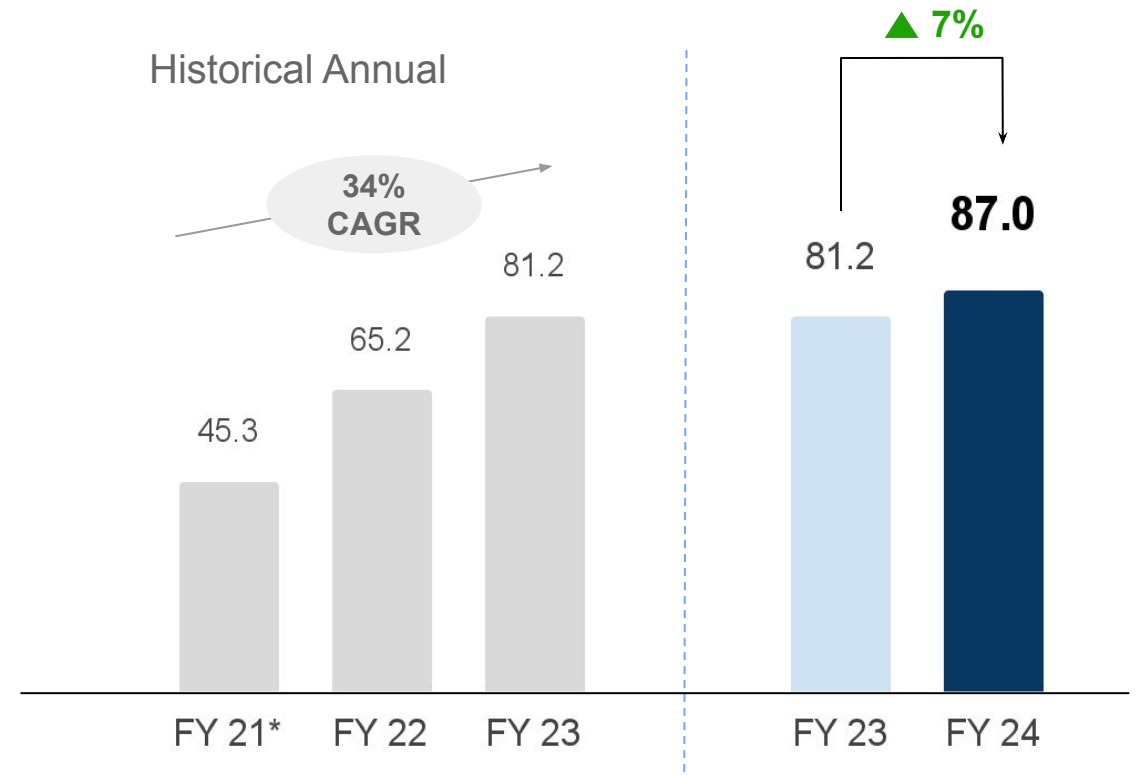
\* YoY analysis is not representative as prior period was not subject to tax. For YoY analysis, FY23 EBITDA and PAT are excluding exceptional items - IPO expense.

# FY24: Continued Revenue Growth Momentum

## Revenue from Operations (in INR Cr.)



## Total Income (in INR Cr.)



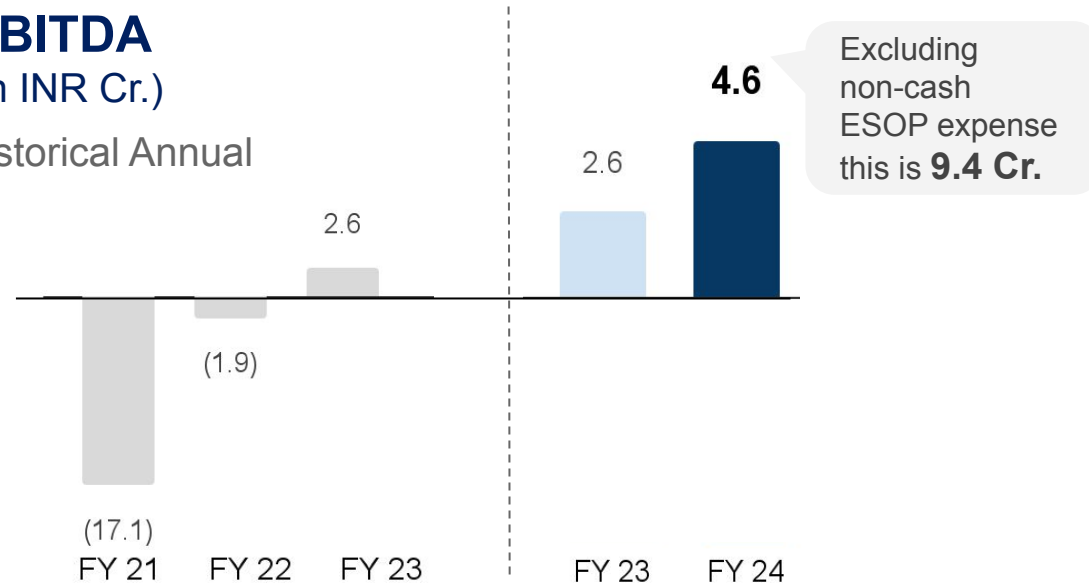
**Revenue from operations grew at 6% YoY for FY24**

# FY24: Profitable Operations - EBITDA & PAT

## EBITDA

(in INR Cr.)

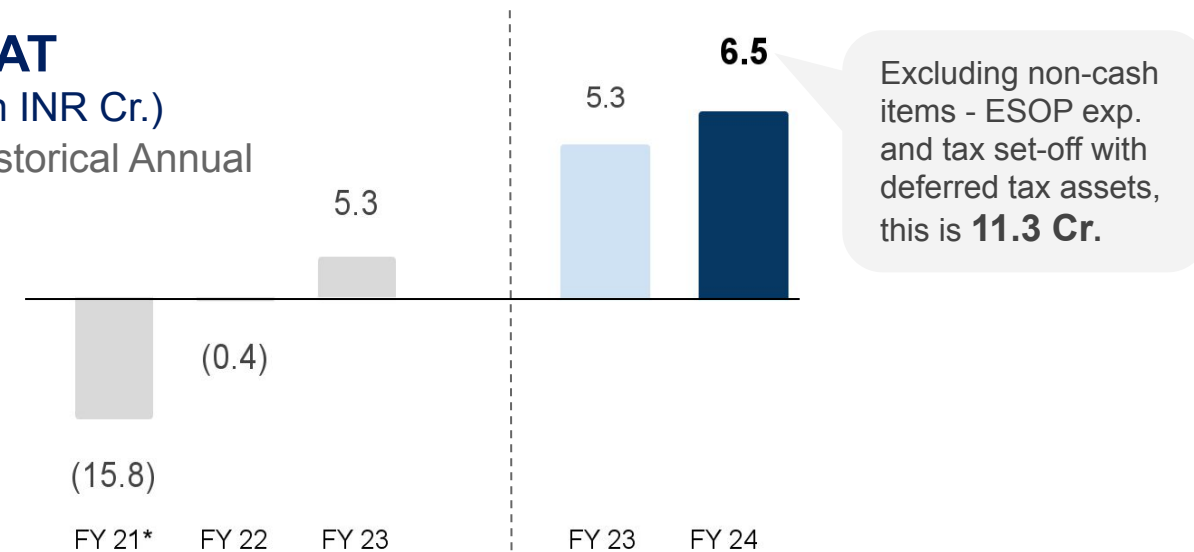
Historical Annual



## PAT

(in INR Cr.)

Historical Annual



**FY24 EBITDA of 4.6 Cr. and PAT of 6.5 Cr.**

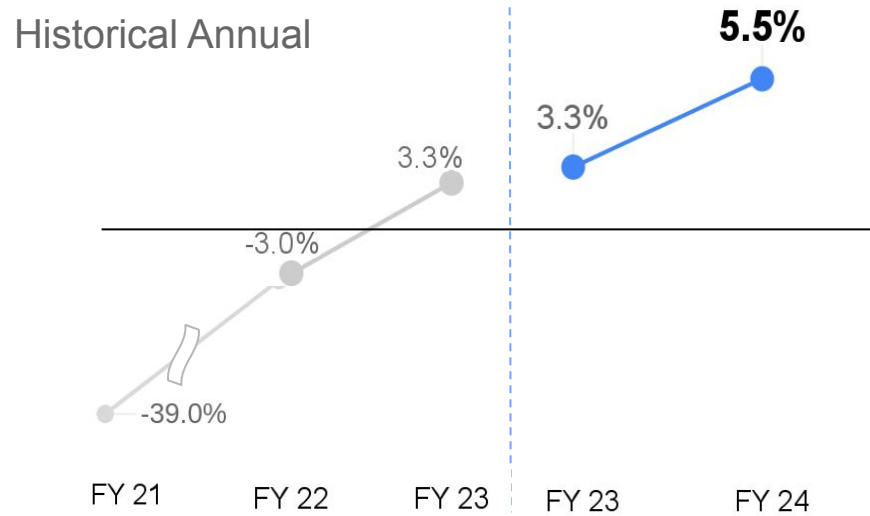
(Note EBITDA & PAT includes non-cash expenses, eg. ESOP exp)

Note: (\*) Net of for Fair value gain/ (loss) on CCPS for FY21

# FY24: Continued Margin Expansion

## EBITDA Margin

Historical Annual

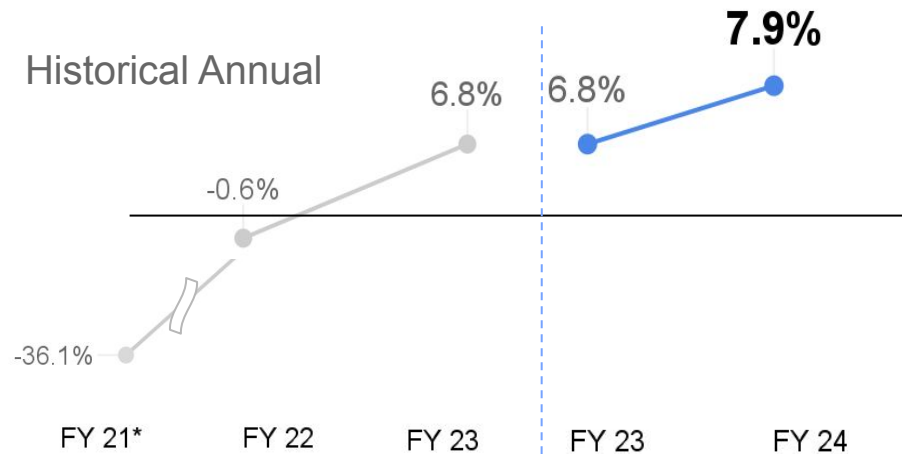


**FY24 EBITDA Margin of 5.5% and PAT Margin of 7.9%.**



## PAT Margin

Historical Annual



**EBITDA Margin expanded by 2.2% YoY**

Note: (\*) Net of for Fair value gain/ (loss) on CCPS for FY21

# Significant Incremental Revenue continues to go into Bottomline

		Historical Annual:		
	FY 24	FY 21	FY 22	FY 23
<b>Revenue from operations</b>	82.8	43.8	63.5	78.1
Incremental Revenue from Operations ( $\Delta$ )	+4.7	+6.4	+19.7	+14.7
<b>EBITDA excl IPO Expense</b>	4.6	(17.1)	(1.9)	2.6
Incremental EBITDA excl IPO Expense ( $\Delta$ )	+2.0	+5.4	+15.1	+4.5
<b>Incremental EBITDA as a % of Incremental Revenue from Operations</b>	<b>43%</b>	<b>84%</b>	<b>77%</b>	<b>31%</b>

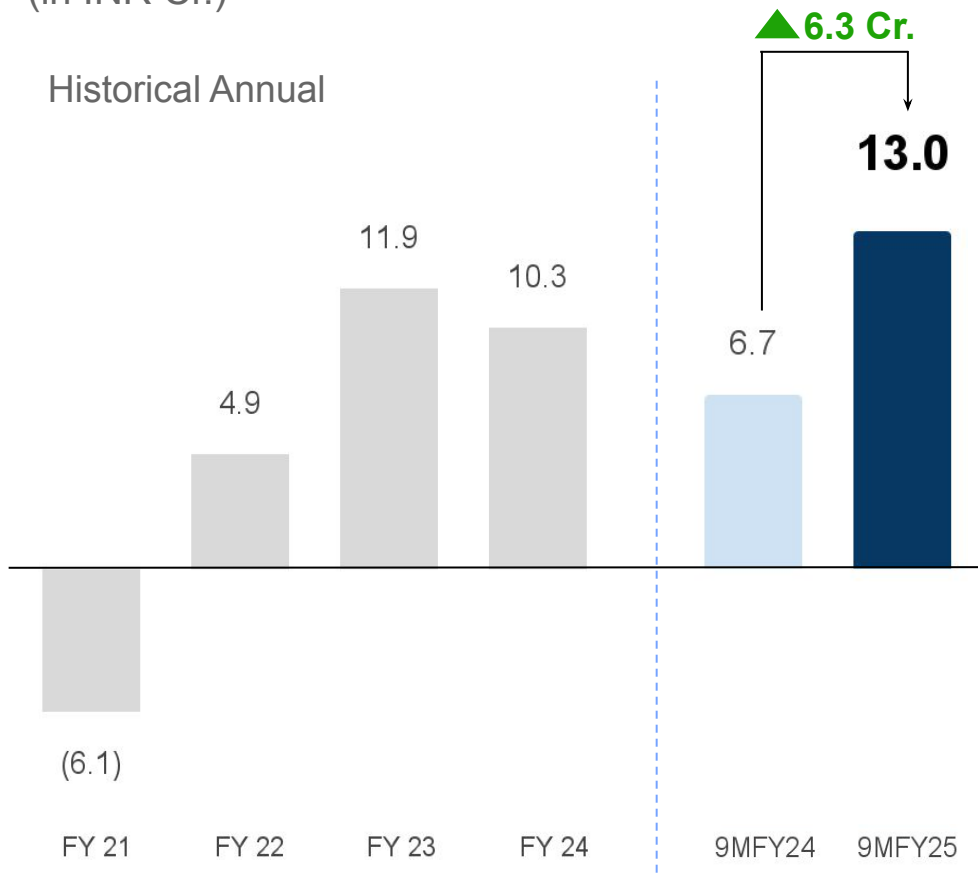
(in INR Cr.)

**Significant incremental revenue went into EBITDA**

# FCF and Cash & Cash Equiv.

## FCF (Free Cash Flow)<sup>1</sup>

(in INR Cr.)



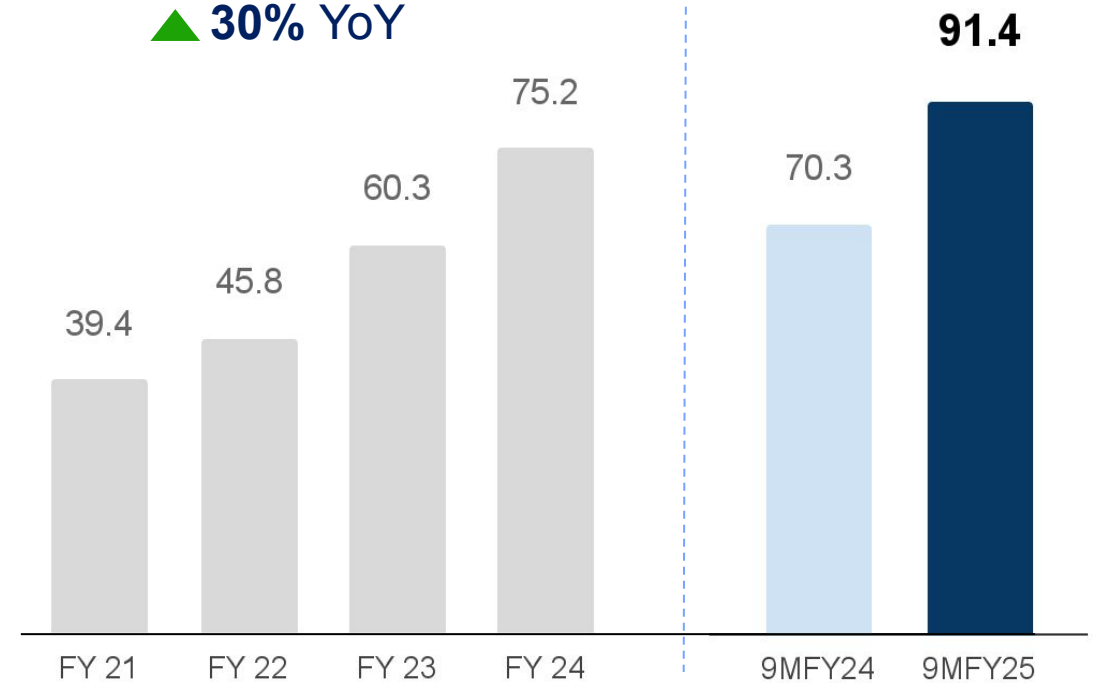
## Cash & Cash Equivalents<sup>1,2</sup>

(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

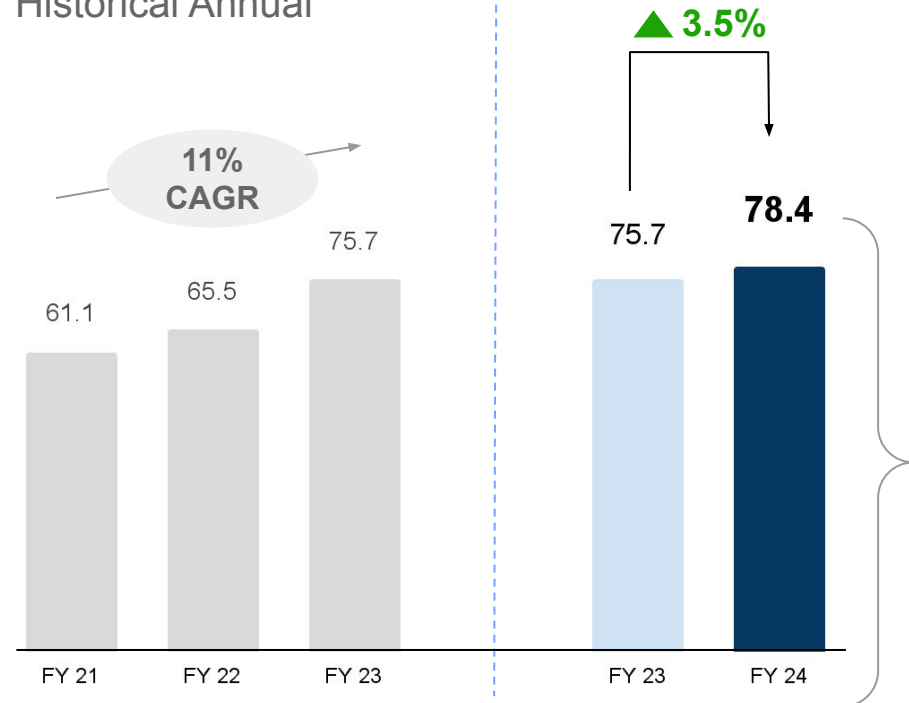
(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing in FY23, FY24 and 9MFY24

# FY24: Expense Breakup

## Total Expense

(in INR Cr.)

Historical Annual



## Total Expense - Breakup (for FY24)

(in INR Cr.)

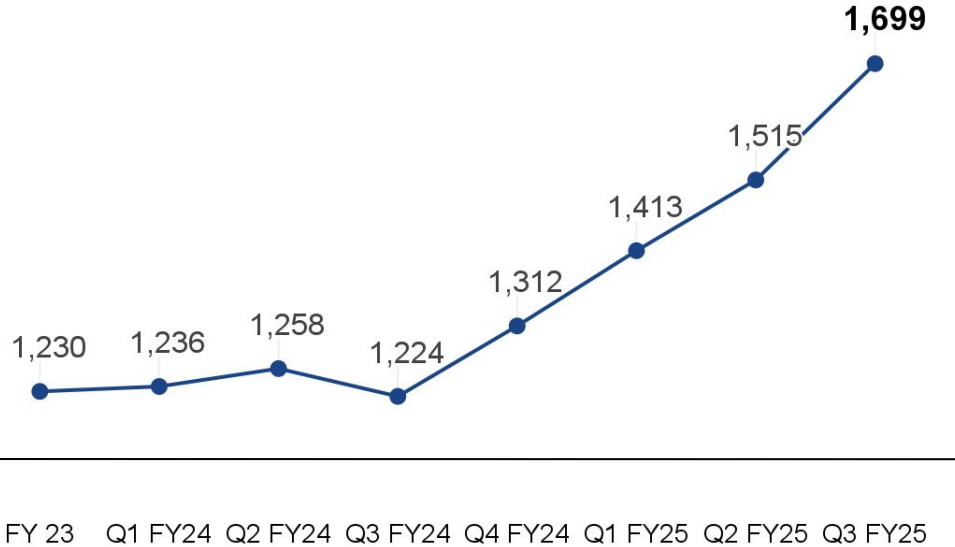
<b>Employee Benefit Expenses</b>	<b>69.3 Cr.</b>	<b>88.4%</b>
<i>Salaries, Wages &amp; Bonus</i>	63.1 Cr.	80.5%
<i>Employee stock option expense</i>	4.8 Cr.	6.1%
<i>Other Employee Benefit Expenses</i>	1.4 Cr.	1.8%
<b>Depreciation Expense</b>	<b>0.17 Cr.</b>	<b>0.2%</b>
<b>Other Expenses</b>	<b>8.9 Cr.</b>	<b>11.4%</b>
<i>Cloud Hosting Charges</i>	2.4 Cr.	3.1%
<i>Rent for Building</i>	2.1 Cr.	2.6%
<i>Remaining Other Expenses</i>	4.4 Cr.	5.7%
<b>Total Expenses</b>	<b>78.4 Cr.</b>	<b>100%</b>

- **Bulk** or 88% of total expense is **emp. cost** (this was 89%, 88% in FY22 & FY23)
- **Cloud Hosting** charges are the 2<sup>nd</sup> **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)

# Q3 FY25: Greenshoots

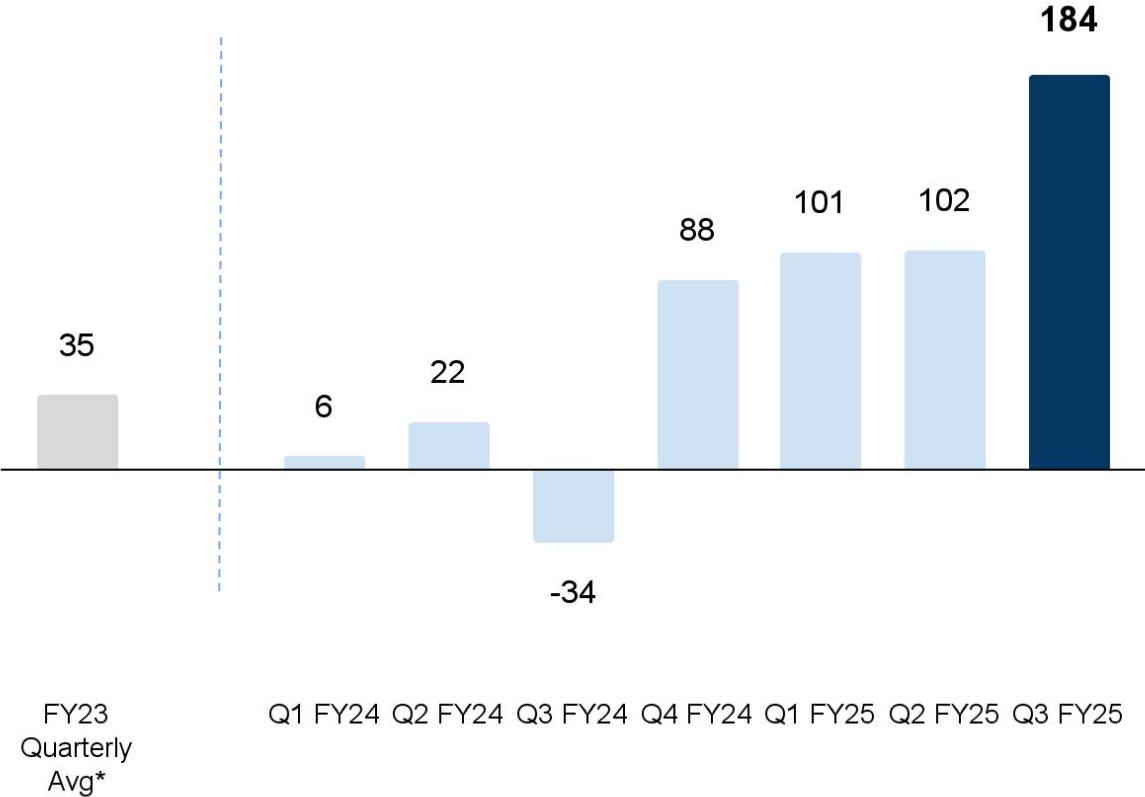
Continued high volume growth

### 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

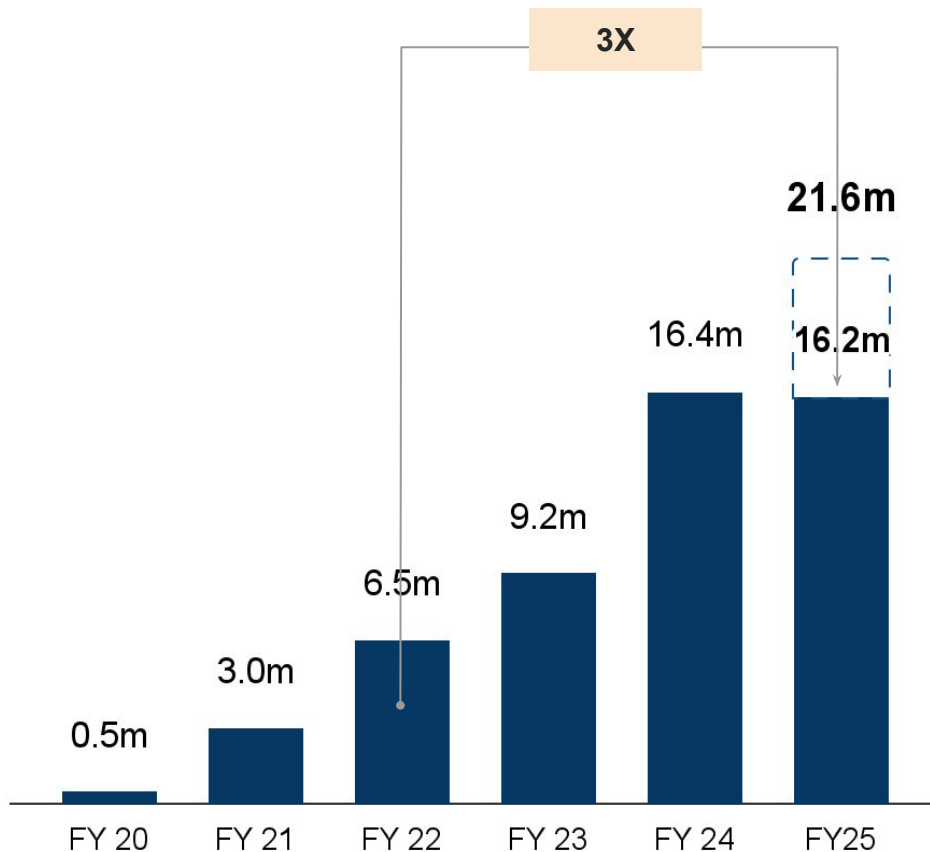
# Growth Initiatives



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)



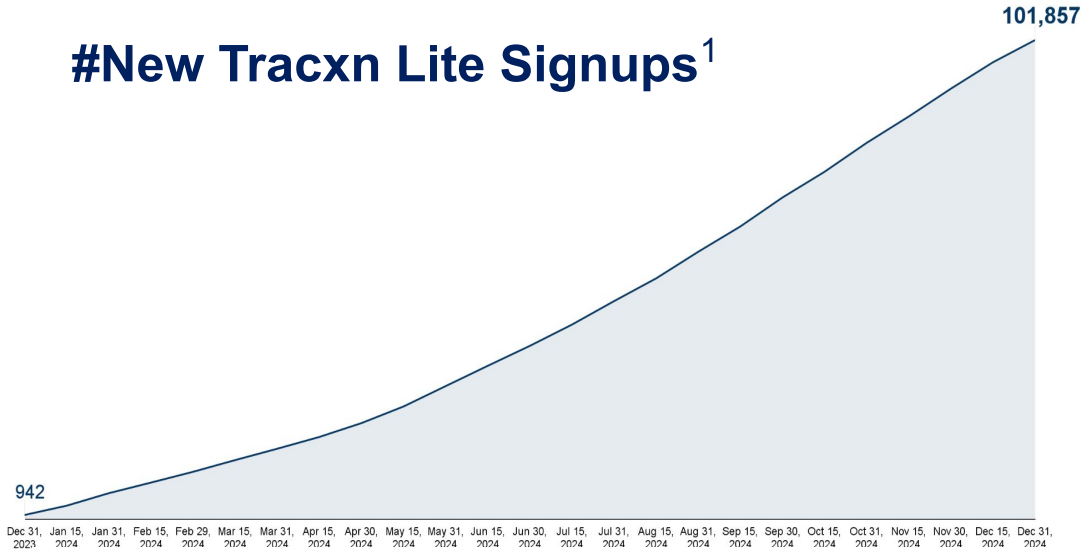
## 1 Scaling Organic Traffic & Inbound Leads Pipeline

- 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

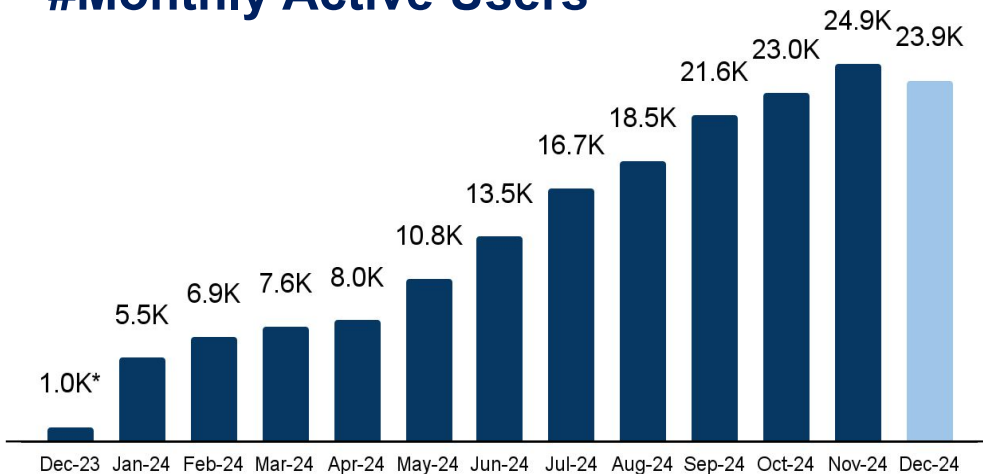


# Select Recent Growth Initiatives

## #New Tracxn Lite Signups<sup>1</sup>



## #Monthly Active Users<sup>2</sup>



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

## 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.

# 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

**Avendus**<sup>^</sup>  
Next is the only level

**ElaraCapital** **IMAP**

Spark Capital + o3 capital

**ICICI Securities**

- 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

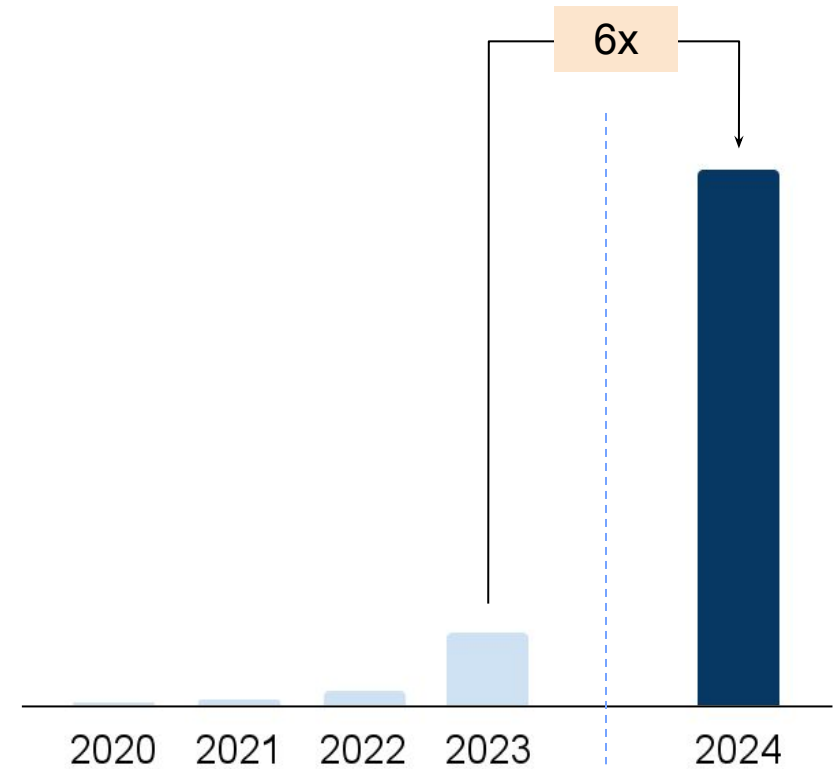
Currently cover private company financials across **20+** countries

### 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<sup>#</sup>

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

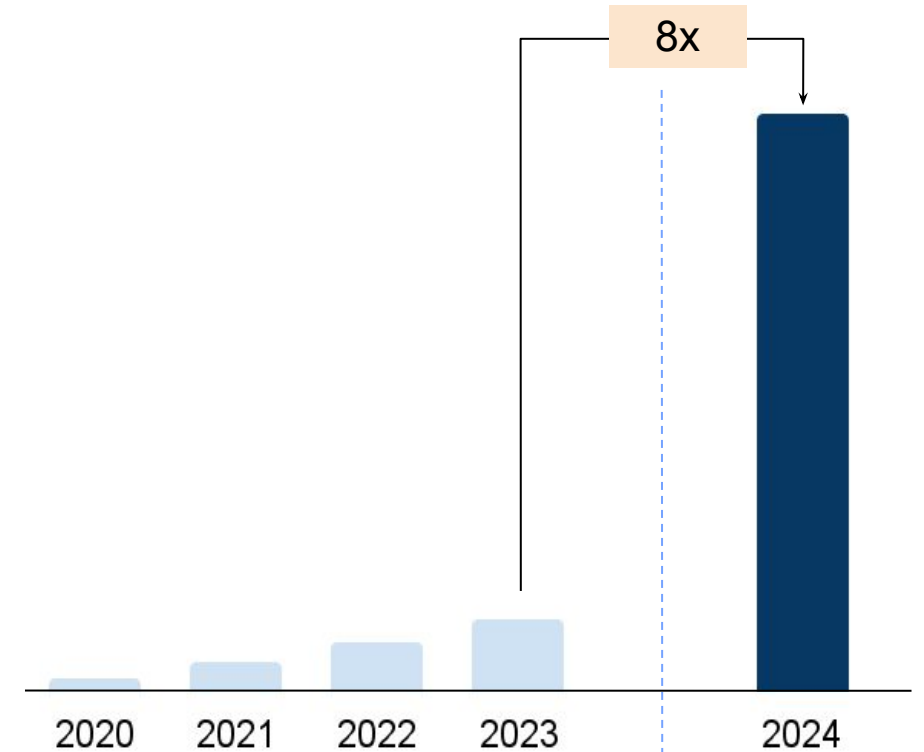
Currently cover private company captables across **15+** countries

### Major countries by coverage

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

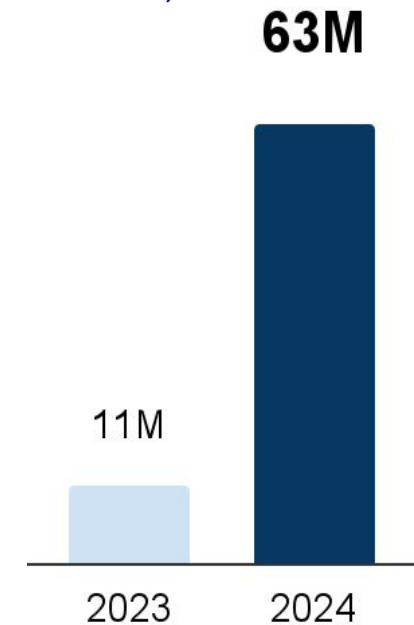
Currently cover **60M+** legal entities across key geographies

### 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.



**3000+**  
Press Mentions  
across media\*

SME

### UAE Tech startups continue to see downward trend; Funding falls 49% in Q3 2023

Tracxn Geo Quarterly Report: UAE Tech - Q3 2023

Press Release

October 4, 2023

- Total funding into UAE Tech startups dropped 49% to \$112 million in Q3 2023, compared with \$219 million in Q3 2022
- No IPOs took place, and no Unicorns emerged in Q3 2023
- Number of acquisitions dip to four in Q3 2023 from 10 in Q3 2022
- FinTech, Enterprise Applications and HealthTech were the top-performing segments
- Dubai takes the lead in terms of total funding in Q3 2023

**UAE:** Tracxn, a leading global SaaS-based market intelligence platform, has released its Geo Quarterly Report: UAE Tech - Q3 2023. The report, based on Tracxn's extensive database, provides insights into the UAE Tech space.

The UAE Tech space is the second highest-funded sector in the Middle East and North Africa (MENA) region, followed by Saudi Arabia and Egypt. Funding in this space saw a peak in 2021 after which it has

### Funding galore in spacetech start-ups; \$62 mn infused this year

**TOP 5 DEALS IN SPACETECH START-UPS SINCE 2020**

SKYROOT	\$51 million
PIXCEL	\$36 million
MTAR	\$24.4 million
AGNIKUL	\$20 million
SATSURE	\$14.5 million

**MOST ACTIVE VCS SINCE 2020**

Speciale Invest	5 rounds (Agnikul, GalaxEye+)
GrowX Ventures	4 rounds (Pixxel, Bellatrix Aerospace)
Blume	4 rounds (Pixxel)

**UMA KANNAN** @Bengaluru  
FROM just \$35 million funds raised between 2010 and 2019, the Indian spacetech sector has already attracted \$62 million in funding so far this year, which is a 60% increase as compared to the same period last year. According to recent insights by Tracxn, India ranks seventh in terms of funding within the international spacetech landscape for the year. In 2020, the sector secured \$28 million in funding and it was \$86 million in 2021. In 2022, the sector witnessed an impressive \$112 million funding. As per experts, after the launch of Chandrayaan-3 mission, venture capital funding and the number of start-ups in this space might increase in the coming years. "The success of Chan-

drayaan-3 is sparking a significant rush of interest among both VCs and start-ups in the space sector. VCs are known for seeking high-potential opportunities and will likely view the space sector as a burgeoning field with substantial growth potential. This will increase funding for these start-ups as investors recognise the viability of innovative projects and solutions related to satellite technology, space research, and interplanetary exploration." Somdutta Singh, founder & CEO, Assidius Global Inc. LP Investor in several marquee funds, said. Awaiz Ahmed, CEO, Pixxel had told this newspaper that ever since the Indian government introduced new space reform initiatives, their support in enabling private companies

to address the gaps has only grown further. Pixxel has so far raised \$97.10 million in funding, followed by Skyroot at \$72.3 million and Agnikul has raised \$34.8 million. Tracxn said in its report that among the thriving business models within the sector, small payload-based launch vehicles have garnered significant attention, securing \$75.6 million in funding over the last two years. Satellite-based Imaging Solutions have also witnessed substantial support, with \$94.2 million in funding secured over the past two years. As per reports, there are at least 140 registered spacetech start-ups in the country. Singh added that over the past few years, funding in Indian space tech start-ups has experienced significant growth.

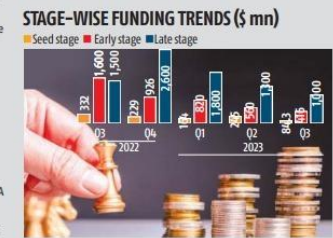
### Startup funding dips to lowest in 5 yrs in Q3 to \$1.5 bn, says report

**ARYAMAN GUPTA**  
New Delhi, 27 September

Funding among Indian startups declined to the lowest in five years in the third quarter of calendar year 2023. Investments fell 54 per cent compared to the same period last year at \$1.5 billion. On a sequential basis, funding fell 29 per cent from the previous quarter, according to a report by market intelligence platform Tracxn.



"Despite facing the challenges of a funding winter, India ranks as the fifth highest funded country in Q3 2023 and maintains its fourth-place position in terms of total funding for the year to date (YTD). It underscores the resilience of India's tech startups and their ability to adapt to changing market conditions," said Neha Singh, co-founder, Tracxn. The quarter saw five funding rounds cross the \$100 million mark, including the likes of Perfios, Zepto, Ola Electric, Ather Energy and Zyber 365. "Despite the decline in funding, India remains among the top-performing tech ecosystems globally. A promising sign in the report is the month-on-month funding growth, with an impressive 91% increase from \$376 million in August 2023 to \$720 million in September 2023," said Abhishek Goyal, co-founder, Tracxn.



### TECH FUNDING SNAPSHOT

FEB 16 - FEB 29, 2024

**TOTAL FUNDING (\$)**

**\$456 m**  
46 rounds

↑ 27.30% Higher than previous fortnight<sup>1</sup>  
↓ 21.27% Lower than same fortnight last year<sup>2</sup>

<sup>1</sup>Previous fortnight: Feb 1 - Feb 15, 2024  
<sup>2</sup>Same fortnight last year: Feb 16 - Feb 28, 2023

**STAGewise FUNDING IN INDIA**

Late: 66.9  
Early: 23.3  
Seed: 9.8

**FUNDING TRENDS (\$ bn)** (Last 12 months)

**TOP DEALS IN INDIA (\$ m)**

Shadowfax	100
Capillary	95
Avail	27.0
Rentomojo	25.3
Xcelerate	25.0
Mswipe	20.0
Yulu	19.2

**Most active VCs in India**

- TPG: 1 Rounds, Shadowfax
- B Capital: 1 Rounds, Mswipe
- Avataar Ventures: 1 Rounds, Capillary

Only Tech companies in India are considered



### INDIAN START-UPS RAISE MORE FUNDS THAN CHINA FOR 2ND STRAIGHT YEAR

India pulled ahead of China in terms of start-up funding for a second consecutive year during the first half (H1) of 2023, raising \$5.5 billion. It attracted the third-highest start-up funding. The US topped the list, raising \$67.4 billion, followed by the UK, which raised \$8.6 billion, according to data from market intelligence platform Tracxn. The last time China got more start-up funding than India was in H1 2021.

**TOP FUNDED COUNTRIES** (\$ bn)

Country	H1 2021	H1 2023
US	148.0	123.8
UK	17.5	18.7
India	8.6	16.5
China	19.5	5.5
	33.7	11.9
	4.6	

**KEY FUNDING ROUNDS IN INDIA (in H1 2023)**

Company	Amount (\$ mn)
Byju's	700
Lenskart	500
PhonePe	350
Ola Electric	300
Serentica Renewables	250

Source: Tracxn

Eg. Report coverage

eg. Regular Columns in newspapers

eg. Others

# AI in Data Production

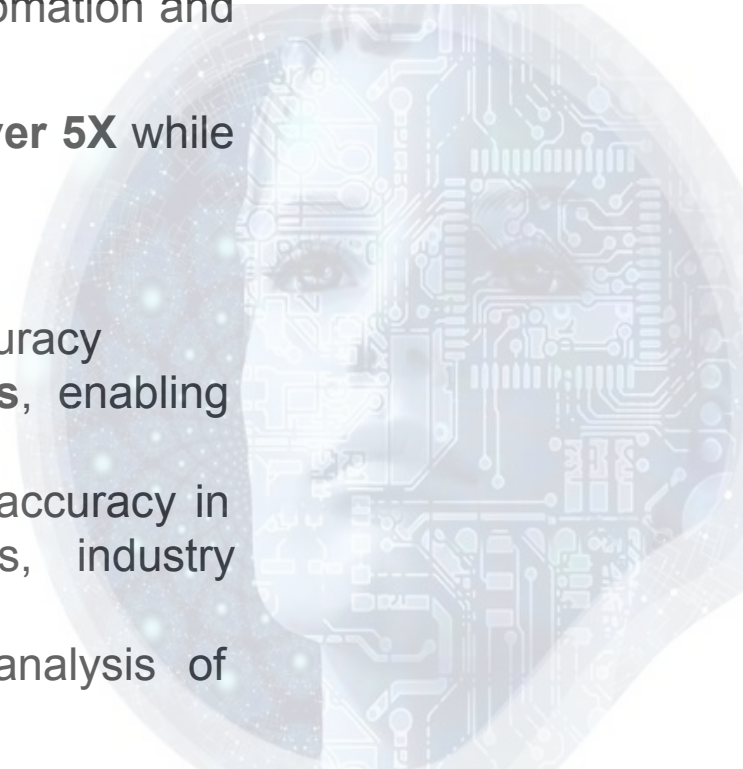
We continue to harness GenAI for key initiatives in data production yielding significant and promising results. We have been able to multiply our datasets while reducing manual intervention & shrinking headcount, which is a great testimony to our use of automation and intelligence in data production.

- 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:

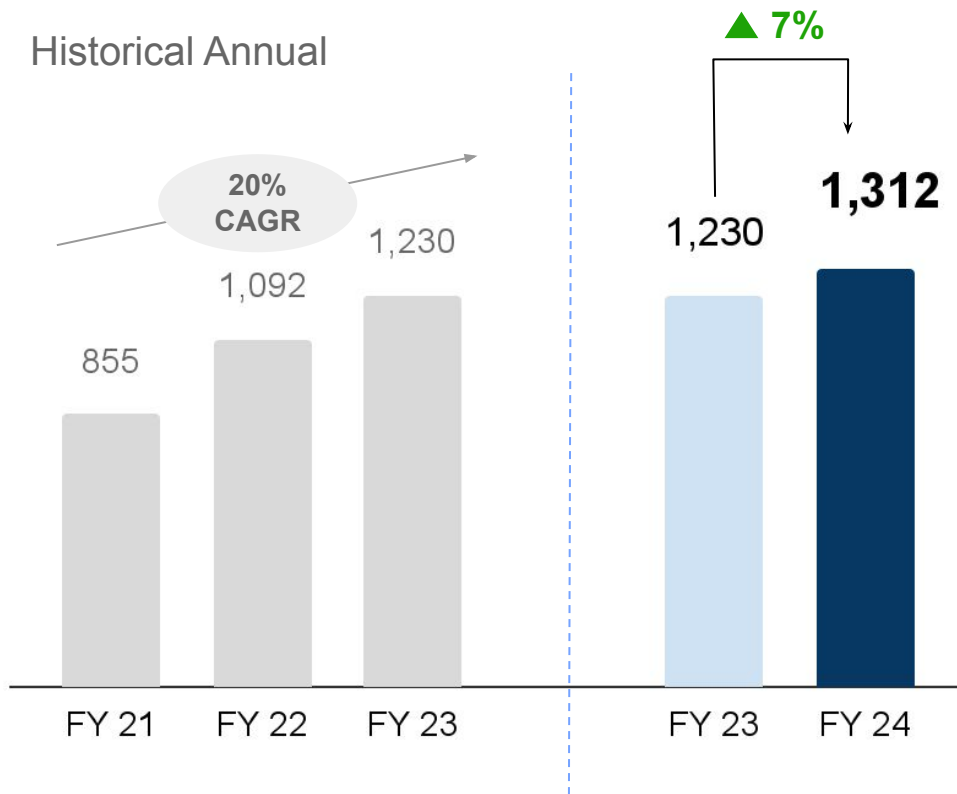
- In company profiling, transactions data, data updation, improving data accuracy
- Extracting relevant data points from **unstructured data & documents**, enabling massive scalability to accelerate the pace of data addition
- **Training the models on our internal historical data**, to achieve high accuracy 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.



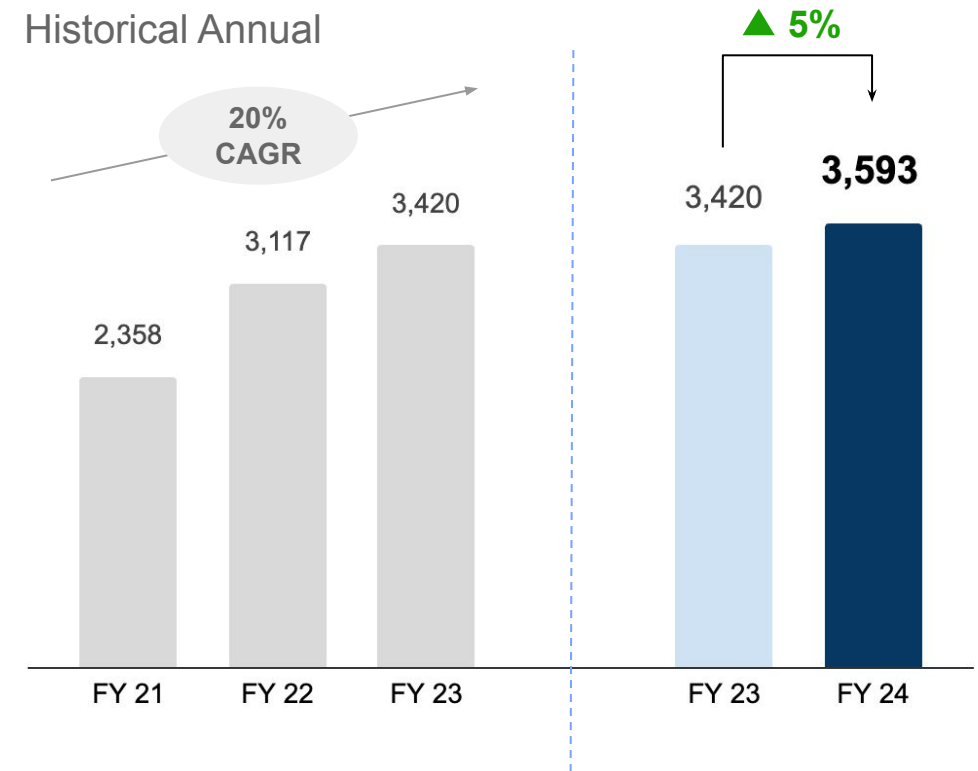
# FY24: Other KPIs (1/2)

## Customer Accounts (#)



Q4 FY24 was the highest within the year and contributed to bulk of the account additions

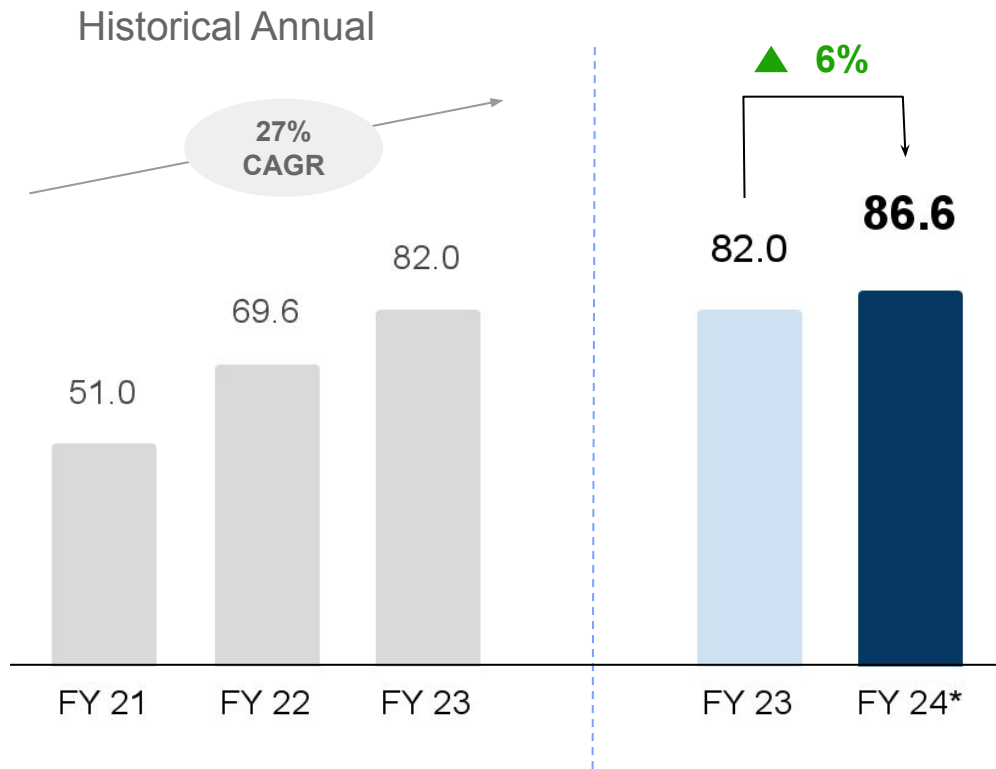
## Users (#)



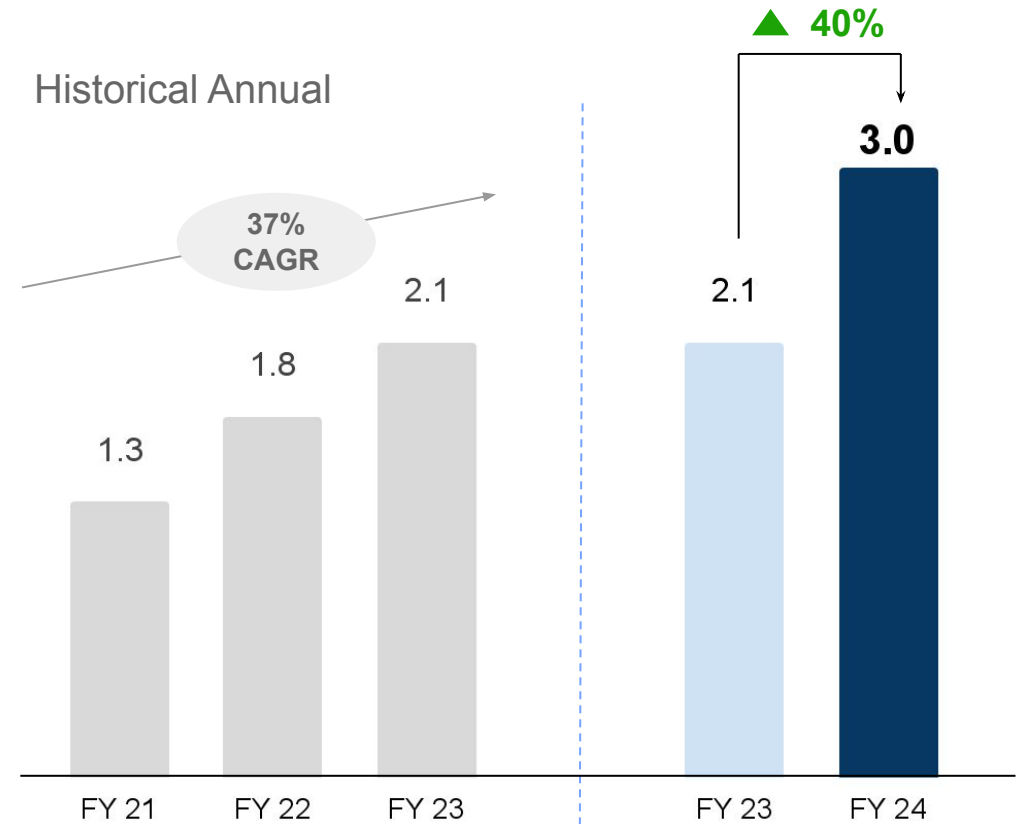
User count got optimized also due to tightening of logins

# FY24: Other KPIs (2/2)

## Contract Price (in INR Cr.)



## Entities Profiled, on platform (in millions)



**Thanks**

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# Annexures

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# Team Split

As on 31 Dec, 2024

Function	Number of Employees
Analysts and Data Operations	333
Product and Technology	115
Sales Marketing and Customer Success	166
Business Support	59
<b>Total</b>	<b>673</b>

Data Operations team across various data modules like financials, cap tables, transactions, company data, etc; Sector-focused Analyst team; and MyAnalyst Support team

Engineering and Product team

GTM engine – Includes Marketing, Sales and Customer success teams

Business Support team includes Recruitment, Finance, HR, Admin

# 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 0.7Billion entities, adding ~79,000 entities 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.



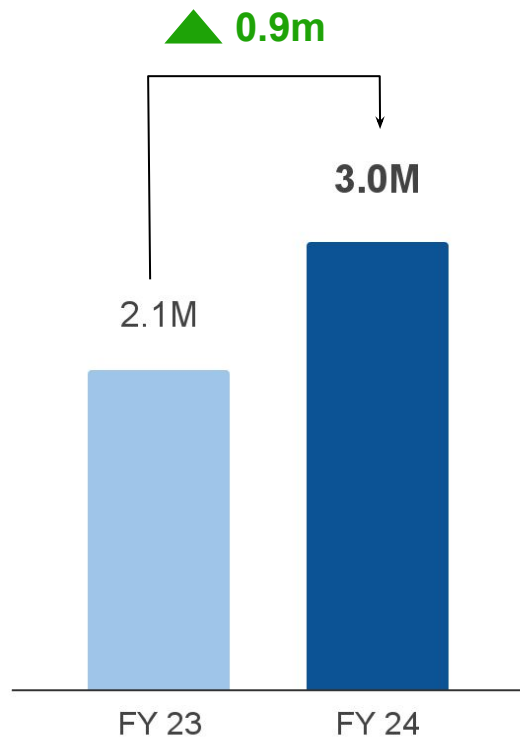
**People:** Sector-focused analyst team and data ops team

## Illustrative data about Private Markets

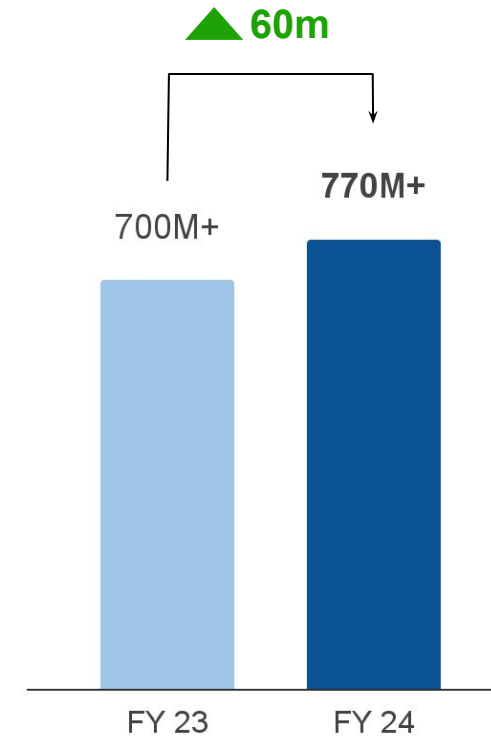
Private Companies, Industries & Sector coverage, Taxonomy, Market Maps, Funding Transactions, M&A, Company Financials, Captables, Valuations, Key people & Board members, News, Investors, Reports, Rating, Events

# Rapid Pace Of Data Addition

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



**Web domains scanned, at backend**  
(in millions)



# Key Business Strengths (1/2)



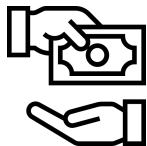
## Large, Growing Market & Rich Customer segment

- More than 1,00,000 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 FY24, the revenue grew at a CAGR of 24% while the total expense grew only at 9%



## India Cost Advantage

- Significant cost advantage because we make-in-India while selling globally, ~ 70% of revenue comes from international customers.



## Profitable operations and increasing free cash flow

- Consistent margin expansion, positive EBITDA of INR 4.6 Cr. and a positive PAT of INR 6.5 Cr. in FY24.
- FCF stood at INR 10.3 Cr. and cash & cash equivalents stood at INR 75.2 Cr. at the end of FY24, a 25% increase, YoY.



## 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.
- 16 million visits across all our public pages and over 3000 press mentions in prominent news media in FY24.



## Debt-free, Asset Light. Negative Working Capital

- Asset-light business, fixed assets on balance sheet of INR 0.2 Crores
- Depreciation expense was INR 0.2Cr & capex of INR 0.01Cr. in FY24
- 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

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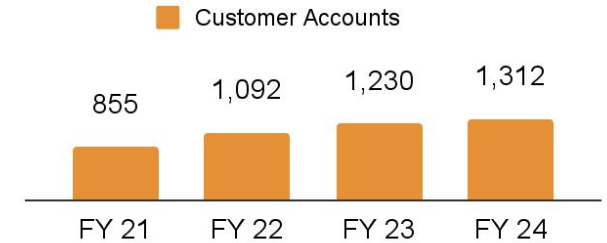
# Key strategies (1/2)

**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 (FY24)

8,50,000+ Entities

22,000+ Reports

6,63,000+ News items

74,000+ transactions<sup>^</sup>

### Modules added

2019 – Portfolio Tracker & acquisition database

2021 – Live Deals

2022 – Investors Database

2024 – Legal Entities Database

**19,000+ updates**  
to the platform (FY24)

<sup>^</sup>includes funding & acquisition transactions

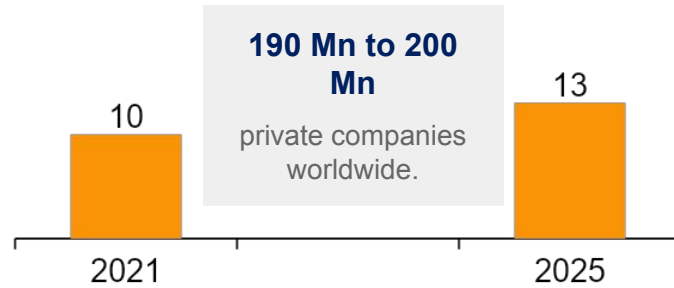
## Tools/Features developed to integrate into the workflow

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

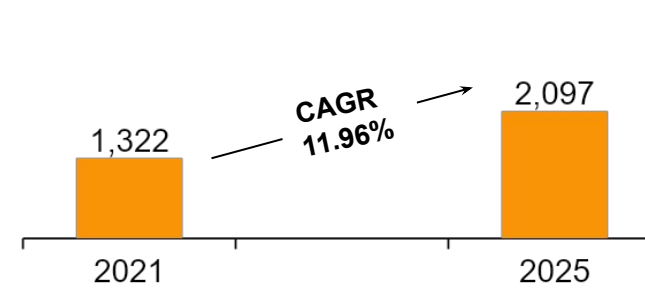
# Key strategies (2/2)

Capitalize on industry opportunities to expand coverage of our customers

Private Market AUM<sup>^</sup> - (US\$ Tn)



Total Addressable Market<sup>^</sup> - (\$ 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
- ↑ Growth in earnings
- ↑ Increase in shareholder value

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

# Detailed Financial Statements

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# Profit & Loss Statement (1/2)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
<b>Income</b>					
Revenue from operations	20.32	21.14	20.34	82.77	78.11
Other income	0.03	0.05	0.24	0.31	1.31
Other gains/(losses) - net	1.23	1.02	0.49	3.96	1.76
<b>Total Income</b>	<b>21.57</b>	<b>22.22</b>	<b>21.07</b>	<b>87.04</b>	<b>81.18</b>
<b>Expenses</b>					
Employee benefit expense	17.78	17.00	17.58	69.26	66.98
Depreciation expense	0.04	0.04	0.07	0.17	0.19
Other expenses	1.87	2.28	2.07	8.93	8.55
<b>Total Expenses</b>	<b>19.68</b>	<b>19.32</b>	<b>19.71</b>	<b>78.35</b>	<b>75.72</b>
Profit / (Loss) before tax and exceptional items	1.89	2.89	1.36	8.68	5.46
Current tax (including relating to prior years)	0.05	0.04	0.12	0.18	0.12
Deferred tax (credit) / expense	0.42	0.63	(23.26)	2.00	(23.26)
Exceptional Items - IPO Expenses	-	-	-	-	(4.49)
<b>Profit / (loss) for the period</b>	<b>1.43</b>	<b>2.22</b>	<b>24.50</b>	<b>6.50</b>	<b>33.09</b>

# Profit & Loss Statement (2/2)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
<b>Profit / (loss) for the period</b>	1.43	2.22	24.50	6.50	33.09
Less: Other Income	0.03	0.05	0.24	0.31	1.31
Less: Other gains/(losses) - net	1.23	1.02	0.49	3.96	1.76
Add: Depreciation expense	0.04	0.04	0.07	0.17	0.19
Add: Current tax	0.05	0.04	0.12	0.18	0.12
Add: Deferred tax (credit) / expense	0.42	0.63	(23.26)	2.00	(23.26)
<b>EBITDA</b>	<b>0.67</b>	<b>1.86</b>	<b>0.69</b>	<b>4.59</b>	<b>7.06</b>
<b>EBITDA Margin</b>	<b>3.31%</b>	<b>8.80%</b>	<b>3.42%</b>	<b>5.54%</b>	<b>9.04%</b>
Add: Exceptional items - IPO expenses, reimbursable	-	-	-	-	(4.49)
<b>EBITDA excl IPO expense</b>	<b>0.67</b>	<b>1.86</b>	<b>0.69</b>	<b>4.59</b>	<b>2.57</b>
<b>EBITDA Margin excl IPO expense</b>	<b>3.31%</b>	<b>8.80%</b>	<b>3.42%</b>	<b>5.54%</b>	<b>3.29%</b>
<b>Profit / (loss) for the period</b>	1.43	2.22	24.50	6.50	33.09
Add: Exceptional items - IPO expenses, reimbursable	-	-	-	-	(4.49)
Add: Recognition of Deferred Tax Credit*	-	-	(23.26)	-	(23.26)
<b>PAT excl IPO expense and Deferred Tax</b>	<b>1.43</b>	<b>2.22</b>	<b>1.25</b>	<b>6.50</b>	<b>5.34</b>
<b>PAT Margin excl IPO expense and Deferred Tax</b>	<b>7.01%</b>	<b>10.50%</b>	<b>6.12%</b>	<b>7.85%</b>	<b>6.84%</b>

# Balance Sheet (1/3)

Particulars	As at March 31, 2024	As at March 31, 2023
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	0.20	0.36
Intangible assets	-	-
Current tax assets (net)	5.47	2.98
Deferred Tax Asset	21.21	23.07
<b>Total non-current assets</b>	<b>26.88</b>	<b>26.41</b>
<b>Current assets</b>		
Financial assets		
i. Investments	68.05	37.38
ii. Trade receivables	8.34	9.77
iii. Cash and cash equivalents	4.78	2.63
iv. Other financial assets	4.23	20.68
Other current assets	0.80	0.43
<b>Total current assets</b>	<b>86.20</b>	<b>70.88</b>
<b>Total assets</b>	<b>113.08</b>	<b>97.30</b>

# Balance Sheet (2/3)

Particulars	As at March 31, 2024	As at March 31, 2023
<b>EQUITY</b>		
Equity share capital	10.35	10.03
Instruments entirely equity in nature	-	-
Reserves and surplus	60.53	49.66
<b>Total equity</b>	<b>70.89</b>	<b>59.69</b>

# Balance Sheet (3/3)

Particulars	As at March 31, 2024	As at March 31, 2023
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Other financial liabilities	-	-
Contract liabilities	0.41	0.26
Employee benefit obligations	3.38	2.79
<b>Total non-current liabilities</b>	<b>3.79</b>	<b>3.05</b>
<b>Current liabilities</b>		
Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises; and	0.05	0.08
(b) Total Outstanding dues other than (a) above	0.54	0.83
Other financial liabilities	0.27	0.25
Contract liabilities	31.36	29.16
Employee benefit obligations	2.44	1.86
Other current liabilities	3.74	2.39
<b>Total current liabilities</b>	<b>38.41</b>	<b>34.56</b>
<b>Total liabilities</b>	<b>42.20</b>	<b>37.61</b>
<b>Total equity and liabilities</b>	<b>113.08</b>	<b>97.30</b>

# Cash Flow Statement (1/2)

Particulars	Year ended 31 March 2024	Year ended 31 March 2023
<b>Cash Flow from Operating Activities:</b>		
Net profit before Income Tax	8.68	9.95
Adjustment for:		
Depreciation expense	0.17	0.19
Net (gain)/ loss on disposal of Property, plant and equipment	0.00	(0.00)
Net gains on sale of investments	(0.41)	(0.97)
Net fair value gains on financial assets measured at fair value through profit or loss	(3.64)	(0.48)
Interest on income tax refund		(0.28)
Interest income from bank deposits measured at amortised cost	(0.29)	(1.02)
Employee stock option expense	4.77	5.41
Loss allowance reversed on account of receivables written off	0.22	0.75
Impairment loss/ (reversal) on financial assets	0.06	(0.43)
Unrealised Exchange Difference (net)	0.02	(0.07)
<b>Operating Profit / (Loss) before working capital changes</b>	<b>9.58</b>	<b>13.03</b>
Adjustment for:		
(Increase)/ decrease in trade receivables	1.17	(2.89)
(Increase)/ decrease in other financial assets	(0.49)	(1.58)
(Increase)/ decrease in other assets	(0.37)	(0.07)
Increase / (decrease) in trade payables	(0.32)	0.24
Increase / (decrease) in contract liabilities	2.35	3.88
Increase / (decrease) in employee benefit obligations	0.61	0.35
Increase / (decrease) in other financial liabilities	0.03	0.06
Increase / (decrease) in other liabilities	1.36	0.44
<b>Cash generation from Operations</b>	<b>13.92</b>	<b>13.45</b>
Income taxes paid (net of refunds received, including interest thereon)	(2.67)	1.71
<b>Net Cash Flow from/ (used in) Operating Activities</b>	<b>11.25</b>	<b>15.16</b>

# Cash Flow Statement (2/2)

Particulars	Year ended 31 March 2024	Year ended 31 March 2023
<b>Cash Flow from Investing Activities:</b>		
Payments for purchase of property, plant and equipment	(0.04)	(0.31)
Proceeds from sale of property, plant and equipment	0.03	0.03
Funds invested in bank deposits	16.94	3.00
Proceeds from sale of investments	59.11	72.94
Payments for purchase of investments in mutual funds	(85.73)	(92.46)
Interest received	0.29	1.02
<b>Net cash inflow /(outflow) from investing activities</b>	<b>(9.41)</b>	<b>(15.77)</b>
<b>Cash Flow from Financing Activities:</b>		
Application money received for exercise of stock options	0.36	-
Net cash inflow from financing activities	0.36	-
Net Increase/(Decrease) in Cash and Cash Equivalents	2.20	(0.61)
<b>Cash and Cash Equivalents as at beginning of the year</b>	<b>2.63</b>	<b>3.19</b>
Effects of exchange rate changes on cash and cash equivalents	(0.05)	0.05
<b>Cash and Cash Equivalents as at end of the year</b>	<b>4.78</b>	<b>2.63</b>

# 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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