**Tracxn Technologies Limited**

14th Annual General Meeting

**August 17, 2026 at 5:00 PM IST**

**Management:**

Neha Singh, Chairperson and Managing Director

Abhishek Goyal, Vice Chairman and Executive Director

Prashant Chandra, Chief Financial Officer

Megha Tibrewal, Company Secretary and Compliance Officer

**Megha Tibrewal:** Good Evening everyone.

I, Megha Tibrewal, Company Secretary and Compliance Officer of Tracxn Technologies Limited, welcome you all to the 14th Annual General Meeting of your Company. I extend a warm welcome to all the shareholders, the Chairperson and Managing Director of the Company, Ms. Neha Singh, the esteemed members of the Board of Directors, the Statutory Auditors, the Secretarial Auditors, the Scrutinizer, and all other invitees to the 14th Annual General Meeting of Tracxn Technologies Limited.

This AGM is being conducted through video conferencing/other audio visual means facility without the physical presence of the members at a common venue in accordance with the circulars issued by the Ministry of Corporate Affairs (MCA) and SEBI regulations. The Company has arranged the video conferencing facility through NSDL to enable the members to participate in the AGM. Members are requested to join the AGM through laptops and use headphones, along with a stable, high speed internet connection for a seamless and uninterrupted experience during the AGM.

All participants joining this AGM have been placed on mute by default to avoid any background disturbance and to ensure smooth and seamless conduct of the meeting. Participants are requested to kindly note that proceedings of this AGM are being recorded.

During the meeting, if you face any technical issues you may kindly call the helpline number of NSDL / CDSL as mentioned in the notice of the AGM. Members may note that Ms. Neha Singh, Chairperson and Managing Director will chair the proceedings of this meeting. Mr. Brij Bhushan, Independent Director and Chairperson of Stakeholder’s Relationship Committee is not able to attend the meeting due to preoccupation. In his absence, Ms. Neha Singh, Managing Director of the company has been authorised to represent the Stakeholder’s Relationship Committee on his behalf. I now request Neha Singh to commence the proceedings of the meeting and call the meeting to order.

**Neha Singh:** Thank you Megha.

Good evening to all our shareholders, our board members, my colleagues at Tracxn, the auditors, scrutinizers and distinguished guests who have joined us today.

I am Neha Singh, Chairperson and Managing Director of Tracxn Technologies Limited. It's my pleasure and privilege to welcome you all to the 14th Annual General Meeting of Tracxn. I hope all of you are doing well.

This AGM is being held through video conferencing in accordance with the circulars issued by the MCA and SEBI. Participation of members through video conferencing is being reckoned for the purpose of quorum as per the circulars issued by MCA, and Section 103 of the Companies Act, 2013.

The requisite quorum being present, I call this meeting to order.

Before we start the main proceedings, I would like to take this opportunity to introduce you to all the members of the Board present at this AGM with me:

- Mr. Abhishek Goyal, Co-founder, Vice Chairman and Executive director of the Company, joining from Bengaluru
- Mr. Akshay Bhushan, Additional Director in the category of Non-Executive Independent Director, joining from Nepal
- Ms. Payal Goel, Independent Director & Chairperson of the Nomination and Remuneration Committee, joining from Bengaluru
- Mr. Rohit Jain, Independent Director & Chairperson of the Audit Committee, joining from Bengaluru

Apart from the Board members, we have Mr. Prashant Chandra, our Chief Financial Officer and Ms. Megha Tibrewal, the Company Secretary and Compliance Officer.

We also have the presence of representatives from

- Price Waterhouse, Chartered accountants - the Statutory Auditors of the Company
- BMP & Co., LLP - the Secretarial Auditors of the Company and
- CS Sandhya Malhotra – Partner at Manish Ghia & Associates who is the scrutinizer for this AGM.

We have provided e-voting facility as per the applicable provisions of law. I now request Megha Tibrewal to read the arrangements made for the Members at this AGM, including the details for e-voting.

**Megha Tibrewal:** Thank You, Neha.

Dear Members of the company

As this AGM is being conducted via Video Conferencing, the deemed venue for this meeting is the Registered Office of the Company, at No. L-248, 2nd Floor, 17th Cross, Sector 6, HSR Layout, Bengaluru, Karnataka, 560102.

In line with the applicable circulars issued by MCA read with the SEBI Circulars, the notice convening the AGM, and the Annual Report of the Company for the Financial Year 2025-26, inter alia, comprising of Directors' Report, the Corporate Governance Report, the Management Discussion and Analysis Report, the Auditor's Report, and the Audited Financial Statements along with relevant notes thereto, were sent electronically to those Members whose email addresses were registered with the Company or Depositories and to all other persons so entitled.

Additionally, in accordance with Regulation 36(1)(b) of the SEBI Listing Regulations, the Company has also sent letters to those shareholders whose e-mail addresses are not registered with Company/RTA/Depository Participants, providing the weblink of Company's website where the Notice of the 14th AGM along with the Annual Report for FY 2025-26 can be accessed.

Please note that since the AGM is being held through video conferencing facility where physical attendance of the members has been dispensed with, the facility to appoint a proxy to attend and cast vote on behalf of the members is not made available for this AGM and therefore, the Proxy Form and Attendance Slip were not annexed to the Notice of the AGM.

The AGM Notice and Annual Report are also available on the Company's website, the websites of the stock exchanges where the shares of the Company are listed, that is, NSE and BSE, and on the website of NSDL.

The Register of Directors and Key Managerial Personnel and their shareholding, the Register of Contracts or Arrangements in which the Directors are interested, and a Certificate issued by BMP & Co. LLP, Secretarial Auditors, pursuant to Regulation 13 of SEBI (Share Based Employee Benefits and Sweat Equity) Regulations, 2021 are available for inspection on NSDL's e-voting platform during the duration of the AGM.

Members may kindly note that pursuant to the applicable provisions of the Companies Act and SEBI Listing Regulations, the Company has provided the facility to cast votes on all resolutions set forth in the Notice of the 14th AGM using electronic voting system that is, either by remote e-voting or voting during the AGM.

The remote e-voting was open from 9 a.m. IST on Friday, 14th August 2026 to 5 p.m. IST on Sunday, 16th August 2026.

During this period, Members of the Company holding Equity Shares, as on the cut-off date, that is Monday, 10th August 2026, were allowed to cast their vote electronically.

Members who are participating in this AGM and have not cast their vote on the Resolutions through remote e-voting, can accordingly cast their vote through the e-voting system available on the voting page of NSDL at any point during the AGM. The e-voting facility will continue to remain open for an additional 15 minutes after the conclusion of the AGM to enable the eligible members to cast their votes on all the resolutions set out in the notice.

Further, since the AGM is being held through VC, the resolutions mentioned in the notice convening the AGM have already been put to vote through remote e-voting and as the facility of e-voting is also available during the AGM, there is no requirement of proposing or seconding the resolutions.

The voting results will be announced within 2 working days of the conclusion of the AGM by intimating the stock exchanges and the results will also be available on the websites of the Company and NSDL.

The Board of Directors have appointed CS Sandhya R Malhotra, Partner, Manish Ghia & Associates, as Scrutinizer for scrutinizing the voting at the AGM and the remote e-voting in a fair and transparent manner.

I now request Ms. Neha Singh, to kindly address the members.

**Neha Singh:** Thanks Megha.

Dear Shareholders,

It gives me great pleasure, once again, addressing you all at the **14th Annual General Meeting** of Tracxn Technologies Limited. We very much appreciate your support, and I would like to thank you all for taking out time from your busy schedules to join us today.

In terms of format, we will be sharing a short presentation which will take you through the key highlights for the year, right?

So hope you are able to see the presentation on the screen.

I will begin with summarizing a quick background about our company for those who are joining us initially.

So, Tracxn, as you may be aware - is a Data and Software platform for the Private Markets Globally. So if you look at the public markets parallel, you know, it has created multiple large companies, many of which are highly cash-rich, profitable companies. As private markets are becoming large & important, this asset class has become sizable, it will also create platforms like these.

And, we are building a global platform in this space, right? Our vision is to build an iconic global data platform out of India. We build technology infrastructure and data from India and enjoy the make in India cost structure, while selling to a global customer base. If you see our customer base, it includes private market investors, including funds, private equity funds, investment banks, as well as M&A and innovation teams of large fortune 500 corporations.

Also in terms of the coverage and customer base, it's a global platform, so more than 50 % of our revenue is from international customers. I would like to begin by summarizing the financial performance of FY 26.

- Revenue from operations was 84 Cr. for FY26
- EBITDA stood at a negative 6.6 Cr. Cash and cash equivalents were at 89.2 Cr.
- We continue to acquire customers & penetrate existing accounts at a good pace, We serve 2,289 customer accounts, with 6,227 users across 50+ countries.

- Coming to the data additions on our platform: we now profile more than 7.7M companies. The platform additionally covers 2M+ transactions, and 15+ countries covering private company financials & captables

- Finally, on our team, we ended the year with a headcount of 717, of which 42% are women employees, a testament to the depth and breadth of talent on our team

Today Tracxn is one of the leading global private market intelligence platforms. Let me highlight a few key business trends that continue to set us apart. First, we operate in a large and growing market, so we have nearly three lakh addressable organizations. The current registration is a very low single digit percentage leaving a significant headroom for growth

Second is the structural India cost advantage, so we build in India and sell globally and nearly 50 % of our revenue comes from international customers, right? While, you know, this is fully earned on an India based cost structure.

Third is there is a high operating leverage. The incremental cost to serve additional customers is very low as our platform requires limited custom offering, and as we grow, a greater share of the revenue flows into the profitability. And finally an asset light model with minimal infrastructure requirement giving us flexibility to scale our business without significant capital investments by remaining debt free.

Tracxn is a global platform both in terms of data as well as customer base. We track data on private companies globally and have customers in over 50 countries. In terms of revenue split 55% of the revenue in FY 26 came from outside India, and in terms of geography, India contributed to 45% of the revenues, America 25%. EMEA 21% of total revenue and 9% was from the rest of APAC. Our customer base stands across investors and corporates in terms of split by customers, in terms of split of customers by type, if you look at the accounts ending FY 26, the key categories are 49% of the accounts were from investment industry, these includes private market investors like VC funds, PE funds, investment banks, family offices etc. 46% was from corporates, which are primarily your corporate development teams, M&A teams, and innovation teams of these corporations. And then there were others which include your academic institutions, government agencies, and others, right? So as you can see , there's a very healthy spread across the investment ecosystem as well as the corporates. Moving to the customer from the customer scale, you know, the customers continue to grow at a fairly healthy pace. We closed FY26 at over 2200 customer accounts, which is up 19%.

The year on year while the number of users cross 6000 up 23% year on year. So this reflects our continued ability to acquire new customers as well as deepening penetration within the existing accounts. At the same time, if you look at our customer base, it's highly diversified spanning multiple titles across this ecosystem, right? Which is shown on the right. So, this gives us a large addressable market to tap into. Moving on, I'd like to walk you through some of the key focus areas, you know, going forward.

As I've mentioned, we work with a variety of customer segments and we have a growth playbook that is working very well for us, and you will see us repeat across all the business units or the customer segments. In terms of what this playbook is, for each BU, it's a very predictable sort of three phase growth playbook. In phase one, we launched a specialized view team which is aligned to the customer segment. This drives your early customer growth, lifting acquisition pace. In the 2nd phase, based on the inputs received from these vertical teams, our data and product teams augment the data to make it best in class for that particular customer segment, which notably improves the win rates. In the 3rd phase, as the conversions improve, we scale the sales team driving a marked increase in the segment's overall growth upgrade and we are typically able to gain between one to 2% market share every month from then. A good case study is in western Banks India vertical, where the new acquisition more than doubled since its launch and the view's growth rate right now is over 30% annualized based on the latest quarter. So the same growth playbook is being applied to different business units or customer segments and as more of these business units graduate in the scale up phase.

In the coming quarters we expect a substantial improvement in the overall growth rates that you'll see. Another thing that we have been focusing on is scaling our go to market teams, particularly sales teams. So, if you look at our go to market team, it has grown both in terms of size as well as the share of the total headcount. So, sales and marketing today account for nearly 30% of our total headcount, which is up from 24% last year. Building on this momentum of the vertical teams which are now proven, we are also scaling the sales team even further. So, you know, at the end of last year we had nearly 34 closing sales teams and by the end of this year, we plan to nearly double it. Another big area of focus for us has been AI, right? And there are various ways in which you know we have been working on that and let me walk you through the three fronts which we are building. On the 1st front, we have AI at the back end for data production, right? So, AI is now very much embedded across our back-end production and this work flows, support functions and enabling us to process millions of documents and information items and web domains annually and continuously, right? To identify and rich and update the company information at scale. The result is faster, deeper and more reliable data on private markets. Second is enabling AI native access for our customers, so many of our paid customers have asked us how they can access Tracxn data within their existing workflows. So we've launched two things to enable that. One is a Tracxn connector for AI tools like Claude, , ChatGPT, Gemini Cursor. Giving the paid users a very reliable real time company intelligence through our proprietary database directly into their AI workflows. The second thing that we have also launched under this is your AI assistant on the Tracxn platform itself, which is for data querying and more complex tasks like due diligence, competitive landscaping and market analysis.

The Third front being AI agents, so we are also building agentic workflows that combine investors inhouse data with Tracxn data to address the most common use cases. Together, these initiatives enable us to be more deeply embedded into the customer workflows making our data more accessible inside their AI native workflows, and over time become a meaningful revenue segment for us.

We continue to make rapid progress on the private market data coverage to talk about some of the significant points. The number of companies today in our platform grew nearly by more than 70% last year to 7.7 million today, with a very strong addition across the key geographies including India, US, UK. We also expanded our data coverage on regulatory data, which is another big focus for us. To give you some examples within that, the private company financials coverage in India grew more than 10X, which is now best in class, you know, globally across any other platform in India as well as, you know, across all the countries. We also scaled the coverage of cap tables by more than  5X. We also augmented the UK financials to more than 4.7 million entities. Another thing that we have been working on is building vertical specific data sets for each segment. Right? Examples of this include building deeper coverage on early stage companies on stealth companies for the BC funds. Another thing that we have launched is a detailed legal entity report which is needed for banks and financial institutions. Sales is another vertical that we cater to, so we launched much deeper data on companies which is required by the sales team, richer contact data etc. And, one interesting point to note in this regard is that, you know, we have been able to achieve all these augmentations and, you know, sort of a rapid increase in the data coverage without increasing headcount. In fact, we had sort of reduced the data team headcount, which is also a great testament to the automation and the AI driven intelligence that we've been able to build in our data engines. Tracxn data continue to be mentioned very frequently in the press and across leading media outlets. In FY 26, we had over 4000 press mentions, including prominent media outlets both in India as well as internationally.

We were also the knowledge partner for several reports on the startup ecosystem, including ET's top unicorn report, the ET startup awards, and Bangalore innovation report 2025. So, all of these builds our brand as a data company and helps in our sales conversions. So overall, we have a strong set of growth initiatives in place going into FY 27.

Okay, so with that, you know, I'll hand it back to Megha to provide a summary of the agenda forward.

Over to you, Megha.

**Megha Tibrewal:** Sure. Thank you.

Members may note that the Statutory Auditors, Price Waterhouse Chartered Accountants, LLP, have expressed un-qualified opinions in their audit report for the Financial Year 2025-26.

There were no qualifications, observations or adverse comments on the financial statements, and matters which have any material bearing on the functioning of the Company.

With the consent of all shareholders, the Independent Auditor's Report for FY 2025-26 is taken as read.

The Secretarial Auditors, BMP & Company LLP, Company Secretaries have submitted their Secretarial Audit Report for the Financial Year 2025-26.

There were no qualifications, reservations or adverse remarks which have any material adverse effect on the functioning of the Company. As a result, the Secretarial Audit Report for the Financial Year 2025-26 is also taken as read.

As the Notice has already been circulated to all the members whose email addresses are registered and are also available on the website of the company and the stock exchanges, the Notice convening the 14th AGM is taken as read.

We will now take up the following resolutions set forth in the Notice.

1. The first item on the agenda is to receive, consider and adopt the Audited Financial Statements of the Company for the Financial Year ended March 31, 2026, along with the reports of the Board of Directors and Auditors thereon, to be passed as an ordinary resolution
2. The second item on the agenda is to appoint a Director in place of Mr. Abhishek Goyal (DIN: 00423410), who retires by rotation and, being eligible, offers himself for re-appointment, to be passed as an ordinary resolution
3. The third item on the agenda is to approve the appointment of M/s. M S K C & Associates LLP, Chartered Accountants (Firm Registration No.001595S/S000168) as the Statutory Auditors of the Company, to be passed as an ordinary resolution
4. The fourth item on the agenda is to approve the appointment of Mr. Akshay Bhushan (DIN:07213022) as a Non-Executive Independent Director of the Company, to be passed as a special resolution
5. The fifth item on the agenda is to approve the payment of remuneration to Mr. Akshay Bhushan (DIN:07213022), Non-Executive Independent Director of the Company to be passed as an ordinary resolution

The first three agenda items are ordinary business items, and the remaining two agenda items are Special Business items.

For more details on the agenda items, please refer to the explanatory statement that have been provided as part of the AGM notice.

The explanatory statement pertaining to these special business items are outlined in the AGM notice.

- We now invite the shareholders who have registered themselves as speakers.

- I would first like to explain the format of the Q&A session for the benefit of everyone attending this AGM.

- Only those members who are eligible to attend this AGM and have registered themselves as speakers will be allowed to express their views or ask any queries during the meeting.
- The name of the speaker shareholders will be announced one by one and thereafter the host of the meeting will unmute the respective speaker and they will be able to speak.
- The speakers are requested to turn on their video when they are projected on the broadcast screen. If any shareholder is unable to join through video mode due to any reason, they are advised to switch off the camera and speak through audio mode.
- The speakers are also requested to minimize any background noise to avoid disturbance.

- Due to time constraints, speakers are requested to keep their questions brief and specific and avoid any kind of repetitive questions.
- Once a speaker has asked their question, we will invite the next speaker.
- Once all speaker shareholders have had an opportunity to ask their questions, we will answer them in a consolidated manner.

We will now proceed with the question and answer session. The 1st speaker we have today is Mr.Amirali Roshanali Lakdawala . Dear Sir, once the host unmutes, I request you to kindly ask your question.

**Amirali Roshanali Lakdawala:** Am I audible? Can you hear me?

**Megha Tibrewal:** Yes.

**Amirali Roshanali Lakdawala:** Good evening. Co founder company secretary, another is on board. Myself, Amirali Lakdawala attended today's meeting from Mumbai. Thank our company secretary Megha ma'am for allowing me to speak. I congratulate the management on the performance for 25-26, India revenue grew by 14 %. Customer accounts increased 19 % to 2289 and users grew 23% to 6227. I appreciate the company's focus on expanding his global private company data, strengthening its AI capabilities and launching AI native access through Tracxn connector and its upcoming AI assistant. I believe these initiatives along with the expansion of the sales team can support stronger growth in FY 26-27. Based on the company's performance, I would like to ask only one question. It's regarding corporate social responsibility. Could the management please share the key areas where the company is focusing its CSR initiatives? With this, I wish the entire management continued success for the years ahead and wholeheartedly supports all the resolutions proposed in today's AGM. That's all from my side. Thank you.

**Megha Tibrewal:** Thank you sir. Kindly give us a minute to take note of your query.

**Megha Tibrewal:** So, our next speaker is Mr. Dnyaneshwar K Bhagwat. Once the host unmute your audio, I request to switch on your video and ask your question.

**Mr. Dnyaneshwar K Bhagwat:** Can you hear me perfectly? Hello? Yeah, thank you very much. Yeah, thank you very much, ma'am. First of all, good afternoon to all the board members. My name is Dnyaneshwar K Bhagwat . I'm trying to thank Madam Neha Singh and our Company Secretary for sending the soft copy as well the hard copy of the AGM Notice and Annual Report well in advance, which is full of information, easy to understand to and thanks to both of them. And thank you very much for allowing me to speak, myself, DK from Mumbai. First of all I'm thankful to our company secretary for sending me the soft copy which is in advance, which is full of information easy to understand. Again I'm thankful to ma'am, she has drafted such a beautiful. Attending corporate governance and she has added a lot of things which are very interesting to know. So, thanks to her again. So, thirdly I support all the agenda items. Fourth about the opening remarks of Chairperson Neha Singh has given all the details of the financial parts. So, I don't have much of a financial part. I have a few questions. How much new companies are planning to add in this financial year. Secondly, with the help of AI, what measures are available to develop a new project for all the customers like big giants and all that.

And third, what is, what is our Capex, but that is not mentioned but I'm asking the third question. What Capex do you plan? For this financial legal reason, as our tech company, we are learning to know go for a new project and project and all that. So that is my third question. Rest. Thank you very much for the rest. I wish good luck and a bright future and thanks to all the board members that allowed me to speak. This is DK Bhagwat from Mumbai. It's a small request ma'am as a token. My appreciation, please take care well in the time of Diwali festival. It's a request, it's not an order. Please take care of that. Thank you very much for allowing me to speak. Thank you, Ma;am for giving me a chance. Thank you very much ma'am.

**Megha Tibrewal:** Thank you sir. Kindly gives us a minute to take note of your query. Our next speaker is Mr. Ajay Kumar Jain.. Once the host unmutes your audio, I request to switch on your video and ask your question.

**Ajay Kumar Jain:** In the current year’s AGM, you mentioned the Company’s performance for FY 2025-26. Despite the challenging circumstances, the Company has performed very well, and you deserve appreciation for the same, particularly for your strong vision.

The Company’s performance in the current financial year is also progressing well. Despite the difficult circumstances, the management has handled the challenges effectively. Historically, the Company has maintained a track record of creating value for both its shareholders and the Company.

I have a small question: In the upcoming financial year, what are the Company’s plans for expansion through AI, and how much investment or expenditure is the Company planning towards AI initiatives?

**Megha Tibrewal:** Thank you Sir. Kindly gives us a minute to take a note of your query.

Our next speaker is Mr. Atanu Saha. Sir, once the host unmutes your audio, I request you to kindly ask your questions.

**Atanu Saha:** Yes, good evening, it's a really great time you were organizing this 14th annual meeting. Thanks our chairman, Madam, and all our independent directors and company secretary Madam, and all our shareholders present in this meeting which is on 17th August 2026. Thank you very much for giving me a chance to speak. Thanks. It's to everybody. I previously raised their queries. One thing is important which informed us thank you for thinking that please arrange a hard copy if possible ma'am. The market share of 23% in America and 21% in India: do you have any plan in India to arrange a good result through a sales team in the near future? What is the plan till 2030? And a capital expenditure plan. In which area do you have any plans? And please arrange a hard copy. I have already casted my vote on all the resolutions. Thank you very much madam and think about our new occasional program. Thank you our board of directors. Thanks for every beautiful evening. Thank you very much.

**Megha Tibrewal:** Thank you, sir. Kindly gives us a minute to take note of your query. Our next speaker is Mr. Himanshu Trivedi. Once the host unmutes your audio, I request to switch on your video and ask the question.

**Himanshu Trivedi:** Hello, am I audible? Yes sir. Yeah, good evening, all of you respected chairman Neha Singh, other board of directors, and our company secretary Megha, who's been sending the soft copy which is full of information, figures and which is easy to follow, easy to understand. So, I'm thankful to you and your entire secretarial team. The report nicely prepared all parameters covered in the AGM notice, so I don't have much question because I have full faith on board and I have supported all the agenda items. I already sent my question and saved the time of AGM, giving me the opportunity to speak. I give the information full of information speech so I don't have much further query. But still as a speaker, I have a few questions Madam. What is the market share? We have a domestic market as well as an international market. My second query is what would be the projection/plan in the coming financial year? Good luck and Bright future for the coming festival. During the festival Madam, please remember the speaker shareholder is the same as your family member as your employees. Thank you Madam.

**Megha Tibrewal:** Our last speaker is Mr. Santosh Kumar Saraf. Once the host unmutes your audio, I request you to switch on your video and ask your question.

**Santosh Kumar Saraf:** Meri awaz aa rhi hai yes sir we can hear you maninye samanetri adhikari gan , karamchari gan asha krta hu aap sab ache swast mai honge mai megha ji se kahung aaapne mujhe link bheji aap ek baar mujhe bta deti call krke ki aapne link bheji achanak meeting mai rehte hai mene just dekhi aapki link aayi hai aur haatho haath mene join ki mai aapse request krunga ki ek din pehle link bhej dijiyejisse mujhe knowledge rahe link aayi hai ya aap inform kriye kyunki aapko pta hi hai mai regular attend krta hu aapko malum hoga har meeting mai aapke saath rehta hu. Asha krta hu aap sab swasth honge aapko meri id se question mil gye honge toh prasn koi naye nhi hai kyunki aap har din acha kaam kr rhe hai, unnati kr rhe hai sirf share ke dam kuch kam ho gye toh madam dhyan de rhi hongi unko badane ke mereko bhi loss hai to unko bhi loss hai to isme jarur dhyan dijiyega aur jada kuch prasn nhi hai mujhe mauka mila last mai isliye dhyanyawad FY 26-27 ki subhkamnaye deta hu. AI ka kis prakar hmari company mai use kr rhe hai aur 2030 tak hmara kya target hai? Uss target ko pura karne ke liye hum kya kadam utha rhe hai aur uss target ko pura krne mai kya difficulty aa skti hai aur agar ayegi toh usko hum kese tackle krenge ram ram.

**Megha Tibrewal:** Thank you sir. Kindly gives us a minute to take note of your query. With this, we have considered questions from all speaker shareholders. I now request the management to kindly address the queries of all the speaker shareholders

**Prashant Chandra:** Hello. Thanks. Yeah. Should I take the 1st one? I think it's nice to have you on this call. So with respect to your query, on the CSR, so in terms of section 135 of the company's act, the company was not required to undertake CSR spending mandatory. As it did not meet the specified financial thresholds relating to net worth, turnover or net profit. However, the company remains committed to contributing meaningfully to society though in terms of responsible and sustainable business practices. And as and when the opportunity arises, the company will take more steps under the guidance of the Board of Directors and the CSR Committee. Thank you so much.

**Neha Singh:** Thanks Prashant. Thanks, I'll take some of the other questions. So, there was one set of questions on AI, so we have also grouped the similar questions together. So, Mr. DK bhagwat had a question on AI and how that is, you know, going to impact the new projects etc. And Mr.. Santosh also had a similar question on AI and Mr. Ajay Kumar jain You know how we are using AI and also on the cost aspect, how is that going to impact, right? Toh jese mene bataya AI is a big area of focus jese aapne hamari annual report bhi dekhi hogi uski theme is AI abhi it is prevalent across everything from what we do and you know abhi mai batau do teen areas jo hamare company mai jo hum focus kar rahe hai broadly three things one is on the backend. Backend mai aap jo dekhoge data production right abhi bahut saare models ki accuracy has become much better so how we are using it actually to process millions of data around private company. If you compare it with public markets globally you have very structured information about them, Whereas in the private markets you have millions of companies, right? Just retract like 8 million companies on the front end and then more than Million companies in the backend, so there are millions of companies which are there and then there is a lot of information around them, right? So, one is we are using AI for data production, you know, across all the different data points. What it has enabled us to do is basically enable us to produce data at a faster pace, you know, much more reliable you know with higher accuracy, right? And we can build more data sets that we were building earlier, could not be done, right? So, it enables us to sort of build more data sets, you know, for the various customer segments that we work, right? So, that is one big area of focus, so you know all the launches that you saw on the data front, right? We've been able to sort of do it with actually lesser headcount on the data side because there's a lot of automation which is also happening, right? So that is one big area of focus that we are investing in, which is using AI for data production, right? Second is on the front end, right? So what has happened, you know, as you may be aware, a lot of the customers are also using AI platforms like a claude or a chat GPT And now all the request that we get from the customers is that can we also plug in our data into their, you know, when they are using their AI workflows. So we also launched connectors which help you to use, you know, sort of authoritative Tracxn data into your AI workflows, right? That is one thing. And also we have launched an AI chat interface, AI assistant wherein you can actually come to the platform, even if you don't have any subscription to any of the other elements, you know, you can come to the platform. You can actually write queries, you can get more work done so you can get more deeper queries, right? Like if you want a due diligence report, if you want a deeper market analysis, you can actually do that report on our platform using our data, right? So that is another big area of focus which is there. The 3rd area of focus that we're also doing is going more deeper into the Customer workflows, right? So what we are helping our users or private market investors do is, you know, mapping their data and also plug in Tracxn data to actually do a deeper sort of custom templates for their funds, right? So for instance, you know, any of the funds would have a customer. Right, so that can be done now very easily alright, so that is another big area of focus that we are actually working with the customers to launch these sort of workflows to go deeper, right? So, for us, AI is a great you know sort of a tailwind I would say that is helping us do a lot more than we would have other. Why is it done, right? And coming to the other part which had asked, which is on the cost front. So, in terms of the cost, you know, there is a limited cost which is there, but a lot of it is actually based on usage, so we don't have to invest a lot in the Capex that is required for this. So, we use all the latest models which are there and also this space is evolving at a very good pace, so we continue to sort of, you know, change it as well. But the cost has been sort of very limited. I think the benefits that we have been able to sort of get out of it is that and you know the standalone AI projects as well, that products as well that we are launching, we expect that that should also start generating revenue in this coming financial year, right? So, hopefully that answers the question on the AI which multiple speakers, you know, had. I'll move on to the next question, which is on Capex. So, Mr. DK Bhagwat had a question on Capex and also Mr. Atanu Shaha had a question on Capex and what is our plan for this year?

**Prashant Chandra:** Yeah, I'll take that next question. Yeah, sure. Good evening. Thank you for your query on the company. So, as you know, our business is in a SaaS model and has very minimal requirements, which is generally limited to the purchase of IT equipment like laptops and desktops and in terms of the more expensive IT equipments like servers, we use cloud infrastructure, so there is no need to make significant investment for purchase of the physical servers or data centers. And further our office infrastructure we operate for managed office spaces where the vendor provides the turnkey office setup so again there is no significant Capex associated with setting up or maintaining office infrastructure. So as a result, our Capex requirements are, you know, fairly low. So, like in FY 26 we spent about 46 Lakhs and previous year it was 12 Lakhs going forward for the year, we expect this to repeat again along with around the same. I hope that answers your questions.

**Neha Singh:** Yeah, Thanks Prashant. Moving on to the next question, there was one, there was a question from Mr. DK Bhagwat with the new companies and how many do we plan to add this year? So, I'll just give a context. So, today we track more than 8 million companies in the private markets, and this is globally, right? So, this includes a wide set of private companies. For instance, if some investor wants to look at SAS companies, some investors want to look at AI companies, the offline investors want to look at brands, you know, we cover brands, sort of globally hospital chains, you know, if a private equity fund wants to track all the hospital chains, we would cover that, right? So, this would actually include companies across, you know, more than a thousand plus sectors.

So, our endeavor is actually to track the relevant private market companies which are investable for private market investors, right? From the back end we actually track millions of companies and we also make an effort to filter out the irrelevant ones, right? So, last year we added about more than 3 million companies to our coverage by, you know, more than 70%. This year we'll probably end up adding a similar set, right? We have already added more than 1 million companies to our coverage from the end of last financial year and you know you could expect the similar pace of doing as we are sort of going more tracking more sectors or tracking more geography. You know, we would increase our coverage in those respective areas. So, hopefully that answers the question about the new companies. Then there was one question on going forward, you know, sort of what is our plan which is there for the coming financial year, what are the key areas?  So, if I want to talk about the key areas, you know, that you can expect to see in the coming financial year, they are broadly, you know, three. So, one is scaling our business units or customer segment wise units. So, you know, as you mentioned earlier, we actually cater to a very, a dozen different customer segments within the private market investment industry and the corporates, and these are different titles, right? Like we want to cater to a family office, we would cater to a corporate sales team, a corporate M & A team, innovation team, right? So, these are different customer segments.

So ,we cater to nearly a dozen plus customer segments and we have cracked a repeatable playbook, you know, for growth within each of the customer segments that is working very well for us. So it's a three phase playbook that we mentioned about earlier, and this is already proven in quite a lot of verticals that we are catering to give an example Investment Bank India, which is one of our initial vertical teams that we started off with, it's probably a year and a half old. We now have achieved a growth rate of more than 30% annualized based on the latest quarter growth rate, right? So, this is why this playbook is sort of working well for us. We also did it in universities etc . So this is a playbook that you will see us repeat across all the business units or all the customer segments which, which we believe will help us accelerate the growth, increase market share, right? Across all these segments, right? So, that is one thing that you will see us do this year, right?
Which will be across the segments, so we actually prioritized the India segments initially for doing these pilots and now we are also adding the international customer segments for doing this, right? So, this is one area that you'll see us work in the coming financial year. Second is your scaling of the sales team which you mentioned, so you plan to nearly double the sales team from the end of last calendar year, right, which is the closing sales team, which is catering, which is which is basically India based sales team catering to both India customers as well as international customers, right? So, that is, you know, the second area of focus. The third area that we mentioned again is like AI that continues to be an area of focus both on the back end as well as on the front end being a revenue segment for us as well. And the fourth being, you know, continue to sort of invest and augment our coverage of private data. And this, you know, is going to be prioritized by the different vertical segments like we mentioned about that we have prioritized some of the vertical segments and the data launches, the data set launches are also prioritized based on the key ones as required by the customer segment to increase the win rates, right? So, these are probably the four areas that you'll see us, you know, work in the coming financial year and , you know, we already have sort of good results from a lot of it and you'll probably see us, you know, sort of double down on some of these in the coming financial year. So hopefully that answers the question.

And there was one last question: you know our revenue split and how across the Americas and India from Mr. Atanu Saha, which is how we plan and how this will probably be looked at, you know, in the years to come. So, if you look at it currently, India accounts for about 50% of our revenue and international accounts for the remaining 50%. In the international, America being large and Europe being large, in Europe it's the key geographies like UK and Germany which are among the largest. Going forward, you will expect a similar split. So, if you look at the customer segments that we are also working towards, India was obviously the one segment wherein we piloted initially all the customer initiatives that we mentioned about, but we're also replicating that across India, across the other geographies, right? To give you an example like Investment bank is a segment that we cater to.

So, we first prioritize the kind of launches that are required for the Indian customer segment and now we are also doing for the UK and US, right? So, if going forward, you'll probably expect a similar split that you know international will continue to be a large part of our revenue in the year. Which is similar to how you have the large private market investors or the large corporate concentration. So hopefully that answers the question Mr. Atanu Saha. I think with that we have covered most of the key questions.

**Megha Tibrewal:** Thank you Neha for addressing the queries. The question and answer session has now concluded.

I hope all your questions have been answered. In case any shareholder has any additional queries, please email us at investor.relations@tracxn.com and we will respond to you at the earliest. I would again like to remind the shareholders that voting on the NSDL platform will continue to be available for 15 minutes after the conclusion of the AGM and it will be disabled thereafter.

The voting results shall be announced within 2 (Two) working days of the conclusion of the AGM. The same shall be intimated to Stock exchanges and will also be available on the website of the Company and NSDL.

With this, I request Neha to close the proceedings of the AGM. I propose a hearty vote of thanks to the Chairperson, Directors and Members attending the AGM.

I thank all the Shareholders, Directors, Management and Auditors of the Company for attending this meeting. I also thank our Company Secretary and the team for all their efforts on the Annual Report and AGM of the Company.

**Neha Singh:** I convey our sincere thanks to all members for taking the time to join us today and for your continued support and trust.

In case you have any follow-up questions, please do feel free to reach out to any of us or write to our team at investor.relations@tracxn.com .

I hereby declare the proceedings of the 14th AGM as closed. Thank you very much and have a good rest of the day.