



Private Market Intelligence Platform

Q1 FY26 Investor Presentation

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

Tracxn Overview



Tracxn is a Data & Software platform for global Private Markets

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

Global Platform, customers spanning 50+ countries

Q1 FY26 Financial Performance

Q1 FY26: Financial Performance Summary

Continued growth in Volume, Deferred Revenue and Cash

REVENUE	PROFITABILITY	CASH	OTHER
Revenue from Operations 21.2 Cr.  3.2% YoY	EBITDA (EBITDA Margin) -0.2 Cr. (-0.9%)  0.5 Cr. YoY	Free Cash Flow¹ 2.6 Cr.  1.0 Cr. YoY	Customer Accounts (#) 2,030  43.7% YoY
Total Income 22.9 Cr.  4.3% YoY	PAT (PAT Margin) 1.1 Cr. (5.3%)  0.2 Cr. YoY	Cash & Cash Equivalent^{1,2} 98.6 Cr.  22.7% YoY  18.2 Cr. YoY	Deferred Revenue* 37.9 Cr.  6.1% YoY

In INR

Note: (1) Free Cash Flow and Cash & Cash equiv. excludes tax amounts received from employees against ESOP exercise as on 30th Jun 2025

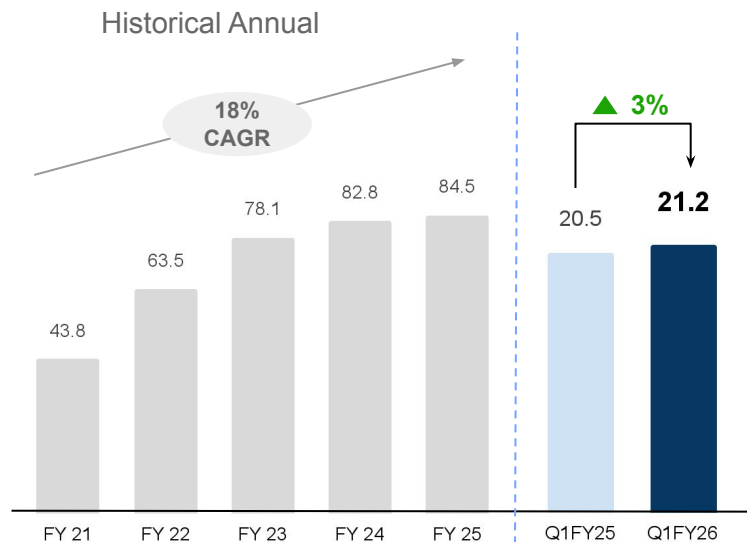
(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs as on 30th Jun 2025

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

Q1 FY26: Revenue Growth

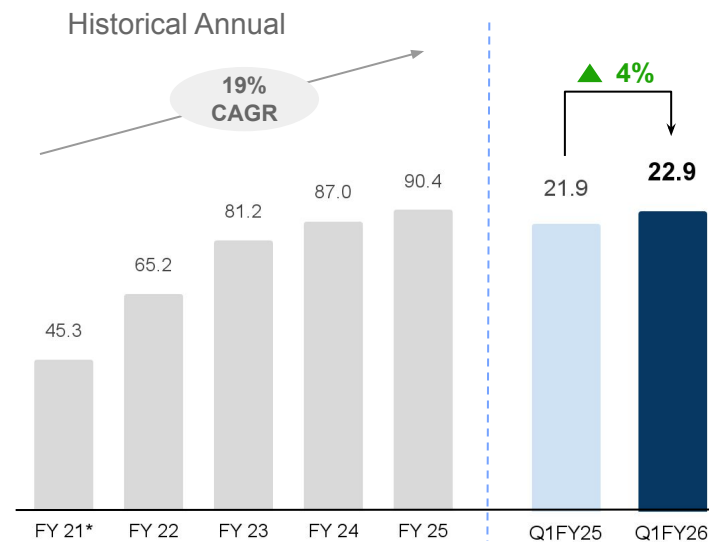
Revenue from Operations

(in INR Cr.)



Total Income

(in INR Cr.)

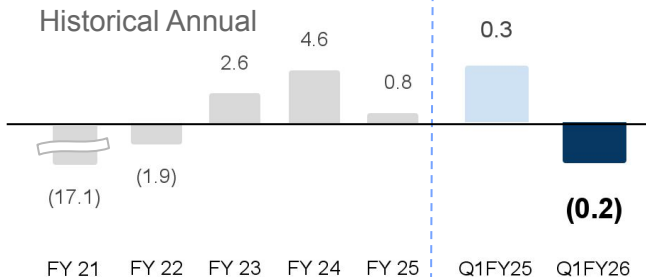


Note: (*) Total Income excludes Fair value gain/ (loss) on CCPS for FY21

Q1 FY26: Profitable Operations - EBITDA & PAT

EBITDA

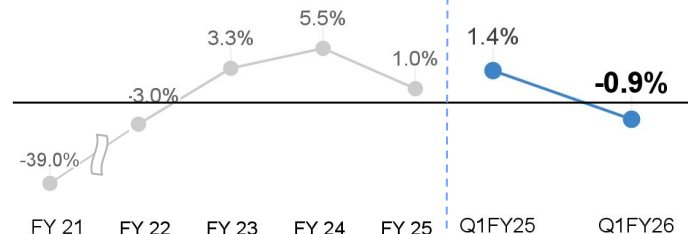
(in INR Cr.)



Excluding non-cash ESOP expense this is **0.4 Cr** for Q1FY26

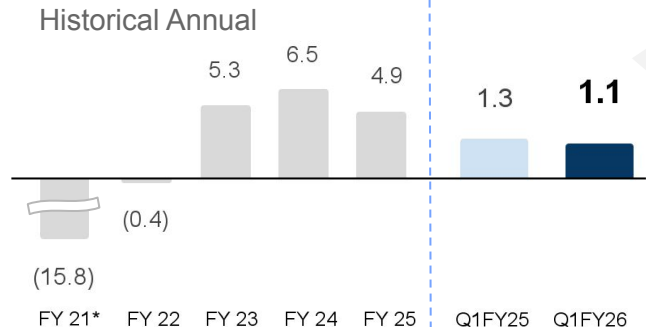
EBITDA Margin

Historical Annual



PAT*

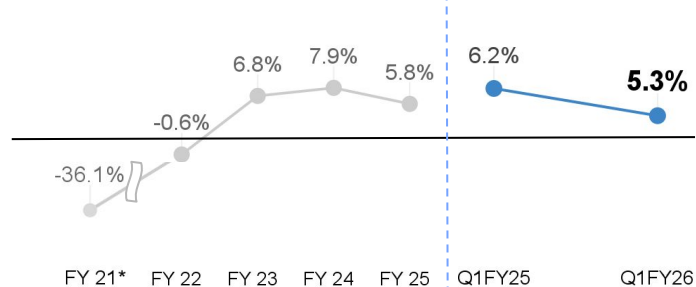
(in INR Cr.)



Excluding non-cash items - ESOP exp. and deferred tax, this is **2.0 Cr** for Q1FY26

PAT Margin*

Historical Annual



Note: (*) Excluding Fair value gain/ (loss) on CCPS and adjustment to Deferred Tax provisions

Incremental Revenue going into Bottomline

		Historical Annual:				
	Q1FY26	FY 21	FY 22*	FY 23*	FY 24	FY 25
Revenue from operations	21.2	43.8	63.5	78.1	82.8	84.5
Incremental Revenue from Operations (Δ)	+0.7	+6.4	+19.7	+14.7	+4.7	+1.7
EBITDA	(0.2)	(17.1)	(1.9)	2.6	4.6	0.8
Incremental EBITDA (Δ)	-0.5	+5.4	+15.1	+4.5	+2.0	-3.8
Incremental EBITDA as a % of Incremental Revenue from Operations	-	84%	77%	31%	43%	-

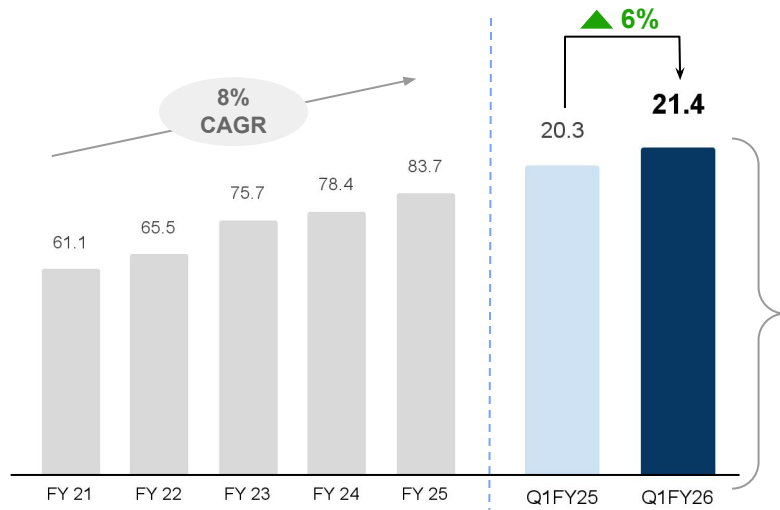
(in INR Cr.)

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

Q1 FY26: Expense Breakup

Total Expense (in INR Cr.)

Historical Annual



Total Expense - Breakup (for Q1FY26)

(in INR Cr.)

	Q1 FY26	% of Total Expense
Employee Benefit Expenses	19.0 Cr.	88.4%
<i>Salaries, Wages & Bonus</i>	17.9 Cr.	83.4%
<i>Employee Stock Option Expense</i>	0.6 Cr.	2.9%
<i>Other Employee Benefit Expenses</i>	0.5 Cr.	2.1%
Depreciation Expense	0.0 Cr.	0.1%
Other Expenses	2.5 Cr.	11.4%
<i>Cloud Hosting Charges</i>	0.6 Cr.	2.7%
<i>Rent for Building</i>	0.6 Cr.	2.7%
<i>Remaining Other Expenses</i>	1.3 Cr.	6.1%
Total Expenses	21.4 Cr.	100%

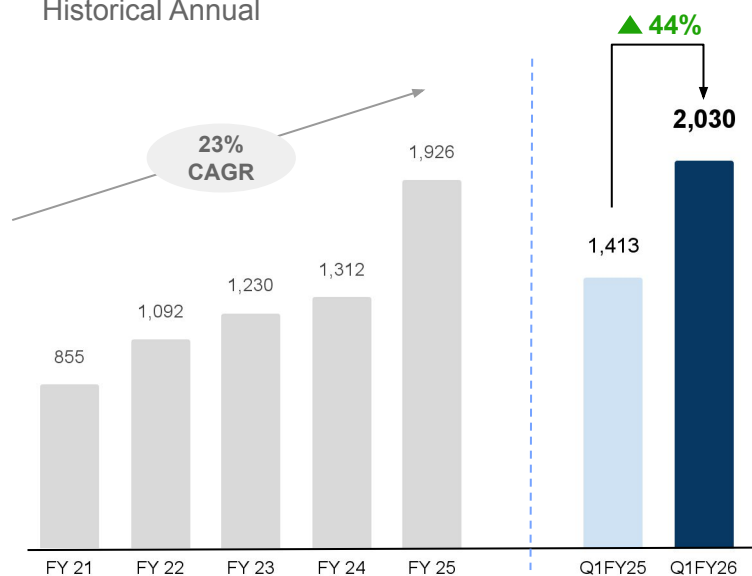
- **Bulk** or 88% of total expense is **emp. cost** (89% in FY22, 88% in FY23, FY24 & FY25)
- **Cloud Hosting** charges are the 2nd **largest expense** after emp. benefit expenses
- **No large digital marketing spend** for customer acquisition (since we are a data company, we are able to use in-house content to generate organic traffic)

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

Q1 FY26: Accelerated Volume Growth

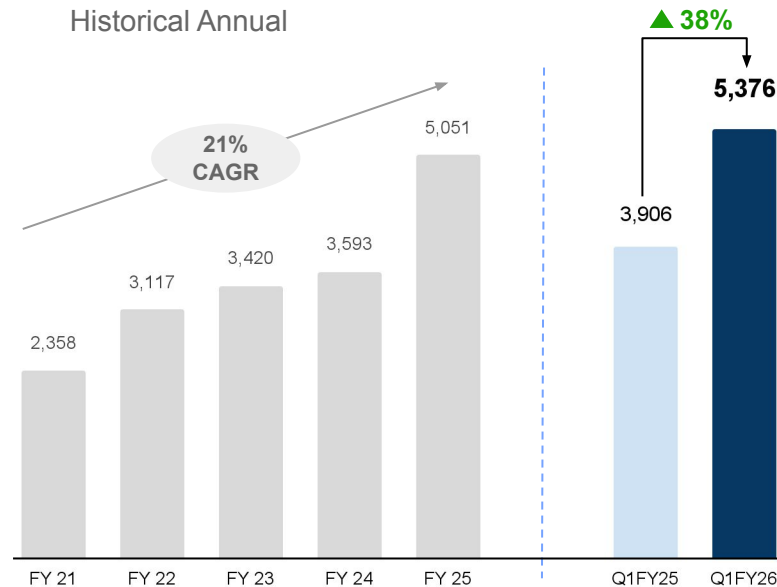
Customer Accounts (#)

Historical Annual



Users (#)

Historical Annual

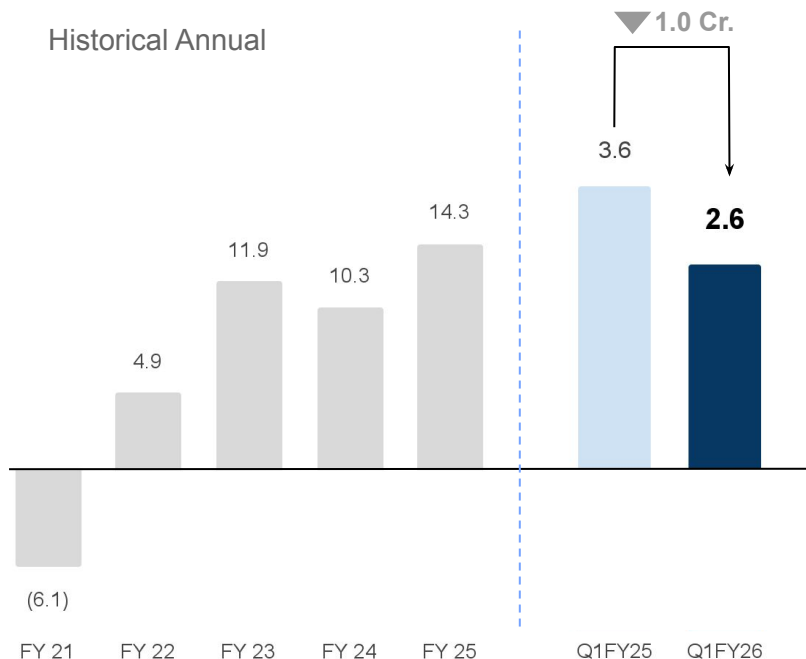


Continued growth in accounts and users

Q1 FY26: FCF and Cash & Cash Equiv.

FCF (Free Cash Flow)¹ (in INR Cr.)

Historical Annual

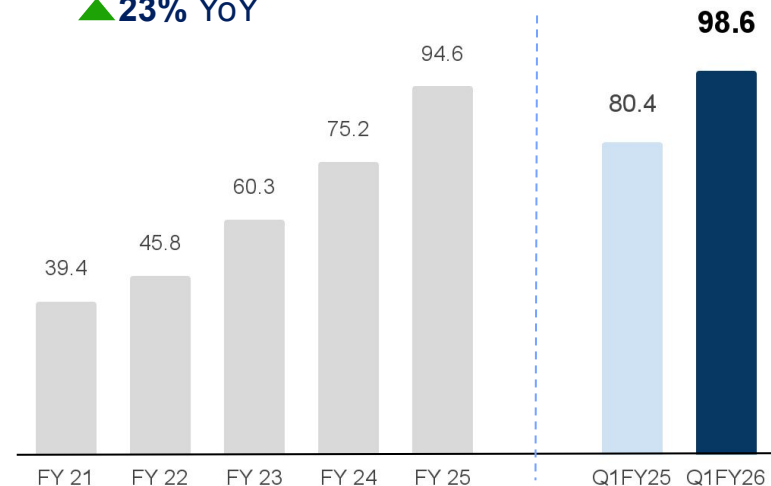


Cash & Cash Equivalents^{1,2} (in INR Cr.)

98.6 Cr.

▲ Added 18.2 Cr. YoY

▲ 23% 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

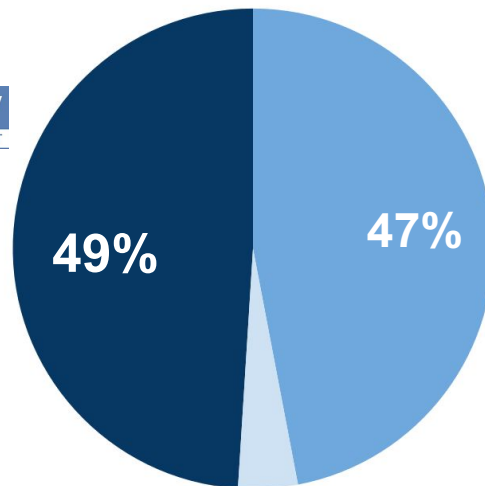
(2) Cash & Cash equiv. = Cash & Cash equiv., Investments & FDs, Security Deposit towards listing in FY23 and FY24

Q1FY26: Split by Customer Type



Investment Industry

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



Corporates

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

Others

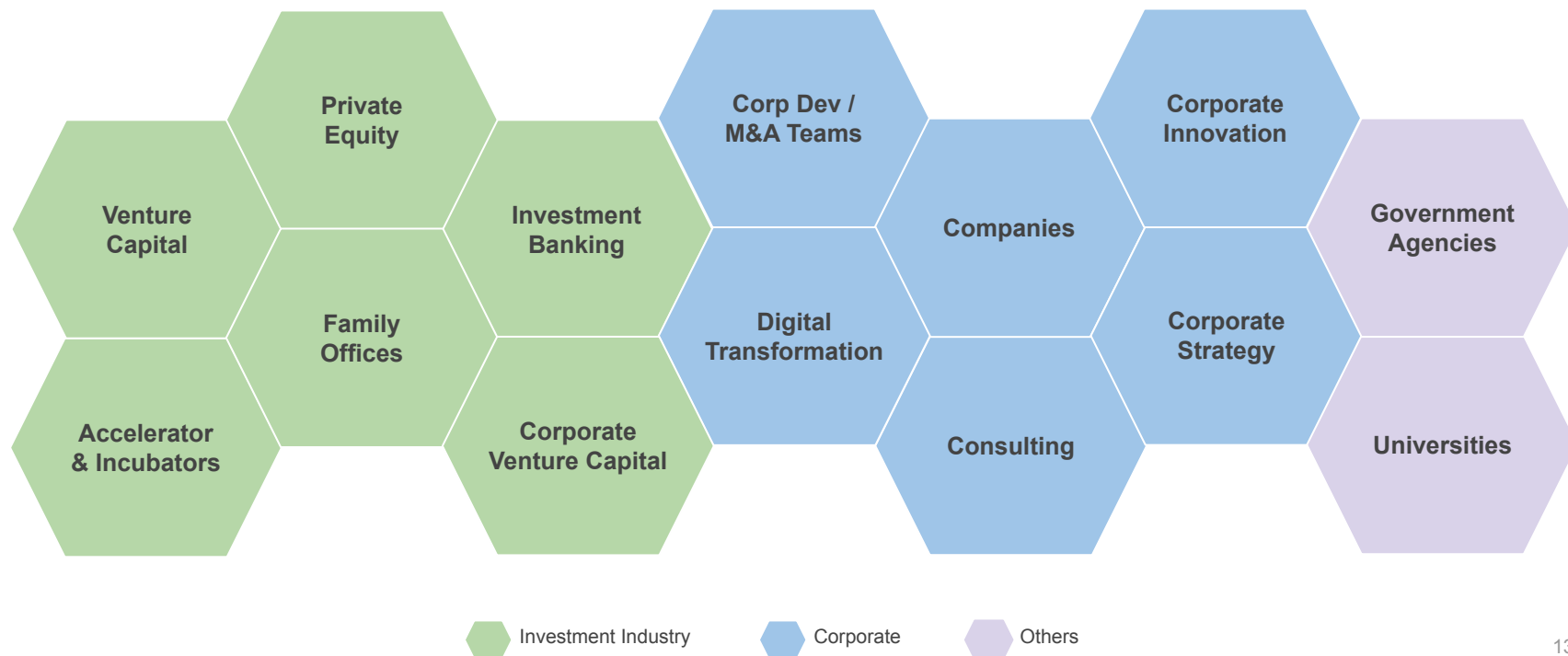
(includes Educational Institutes, Government Agencies, Industry Bodies)



Healthy spread across Investment Industry and Corporates

Diverse Customer Base

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



Global Customer Base

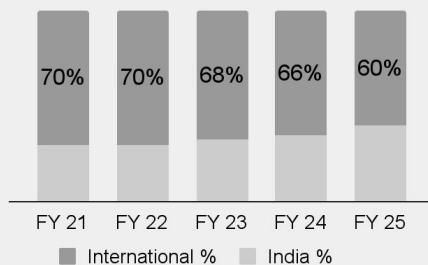
57% International revenue in Q1FY26



International Revenue
57%

Historical annual

International Revenue Share



Customers span over 50+ countries*

Top 5 countries by #customer accounts*:

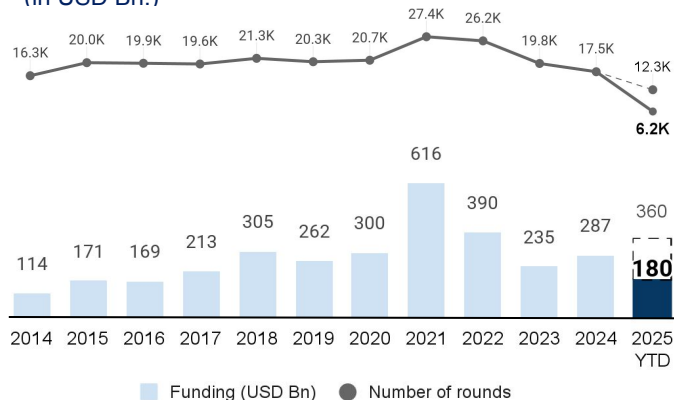
India, USA, UK, Singapore, Germany



Private Markets - Quick snapshot (1/2)

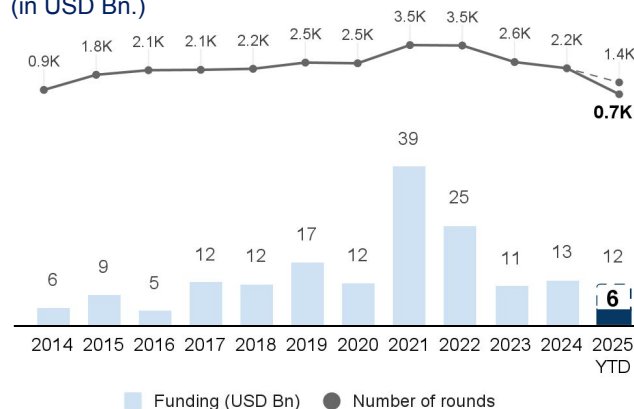
Global Tech Funding

(in USD Bn.)



India Tech Funding

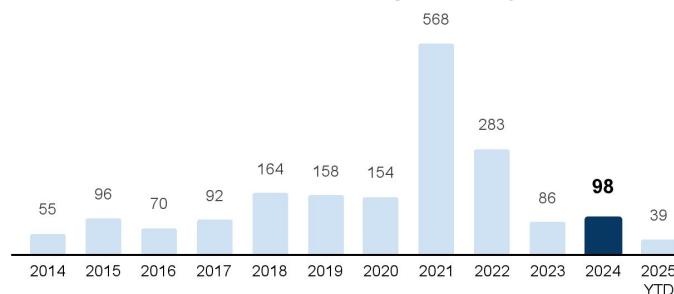
(in USD Bn.)



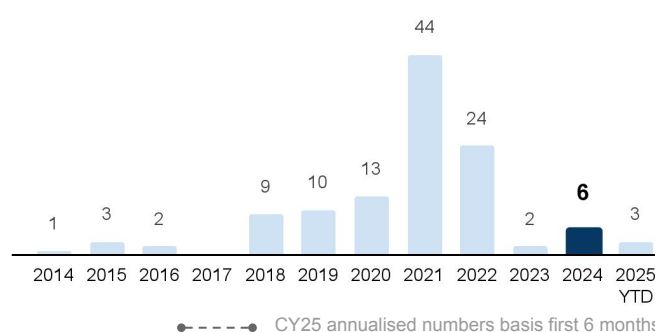
GLOBAL TECH FUNDING:

CY25 seeing improvement in global tech funding value; volume remains low

Unicorns created globally



Unicorns created in India



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

CY25 run-rate currently 2nd lowest in the last 10 years

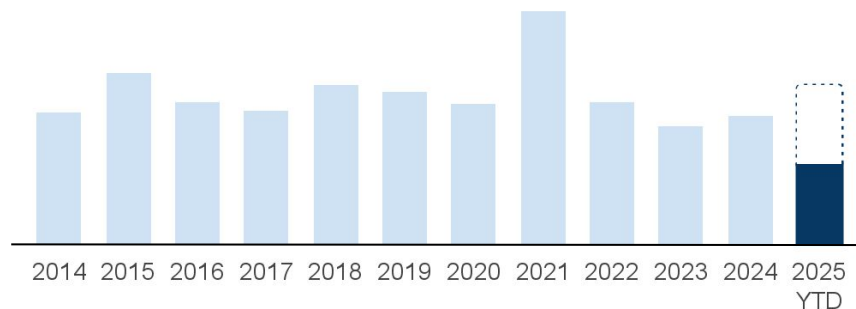
Source: Internal Estimates

Private Markets - Quick snapshot (2/2)

Recovery in Global M&A deal value and IB fees

Global M&A

(in USD Tn.)



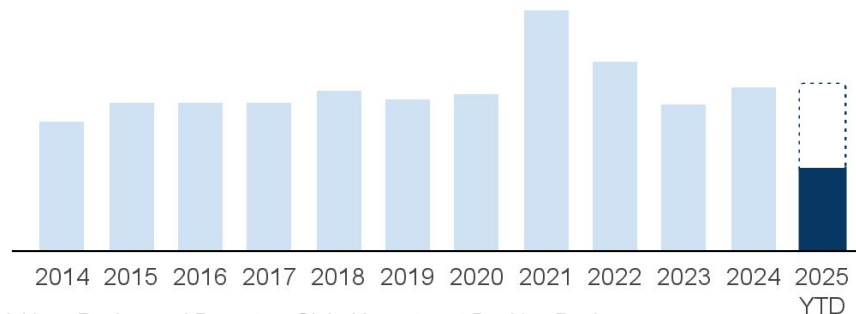
GLOBAL M&A:

Recovery in M&A value

CY25 run-rate shows continued recovery

M&A advisory fees

(in USD Bn.)



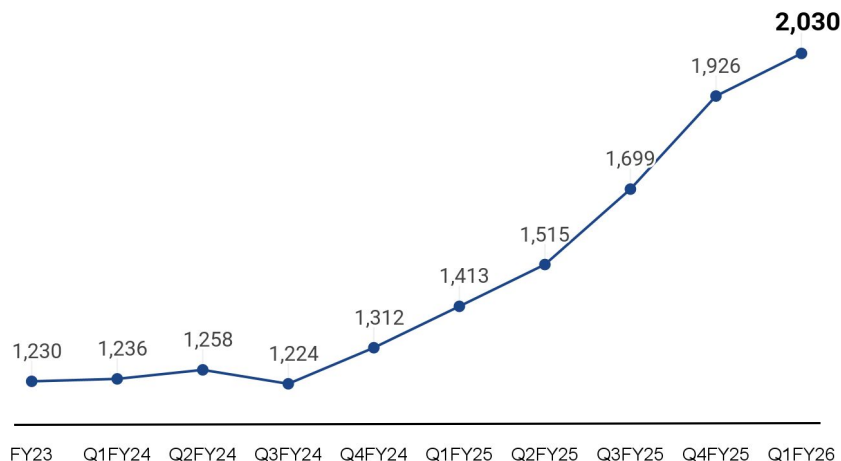
IB M&A ADVISORY FEES:

CY25 run-rate continues to be similar to last year

Q1 FY26: Greenshoots (1/5)

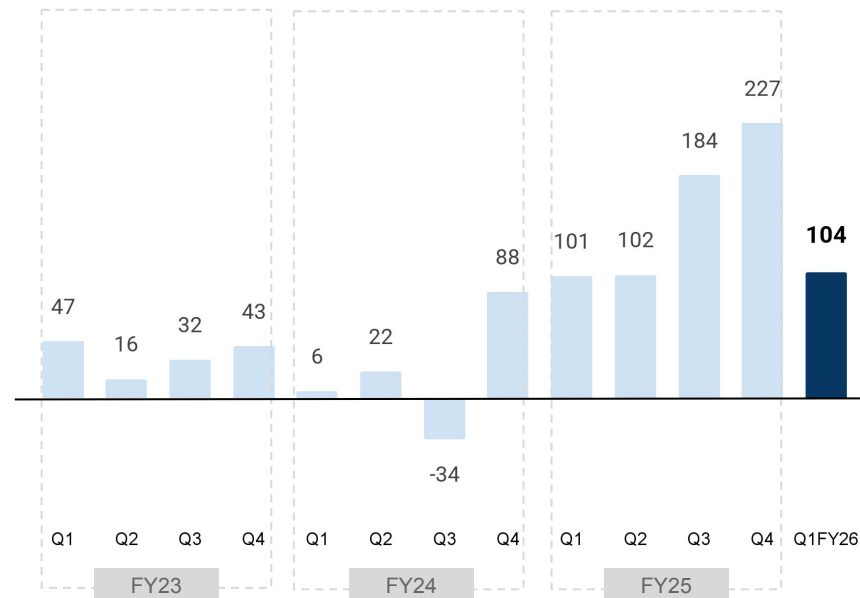
Continued high overall volume growth

Customer Accounts (#)



Volume growth continues to be high

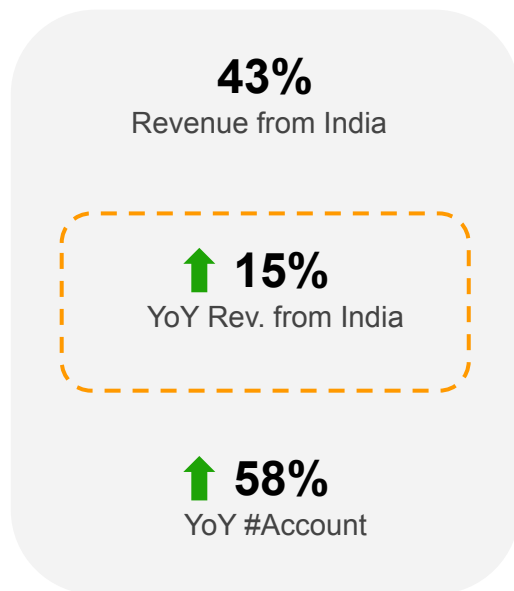
Customer Accounts - Net Addition



Q1 FY26: Greenshoots (2/5)

Accelerated India Growth due to vertical BU teams

India Geo - Q1FY26 Account & Revenue Growth



- **India BU growth continues to be robust**
- In Q1FY26, India accounts grew by 58% YoY and revenue grew by 15% YoY
- Primarily due to the growth initiatives mainly - launch of **vertical BU teams**
- We have started **replicating this strategy internationally** and plan to scale the vertical teams to the key regions

Q1 FY26: Greenshoots (3/5)

Volume growth starting in international customer segments as well

	YoY Revenue Growth			YoY Account Growth		
	FY 24	FY 25	Q1FY26	FY 24	FY 25	Q1FY26
India	14%	18%	15%	20%	65%	58%
International	2%	-6%	-4%	-5%	26%	25%

In India, the volume growth accelerated from 20% YoY in FY24 to 65% YoY in FY25 which subsequently saw revenue growth accelerate.

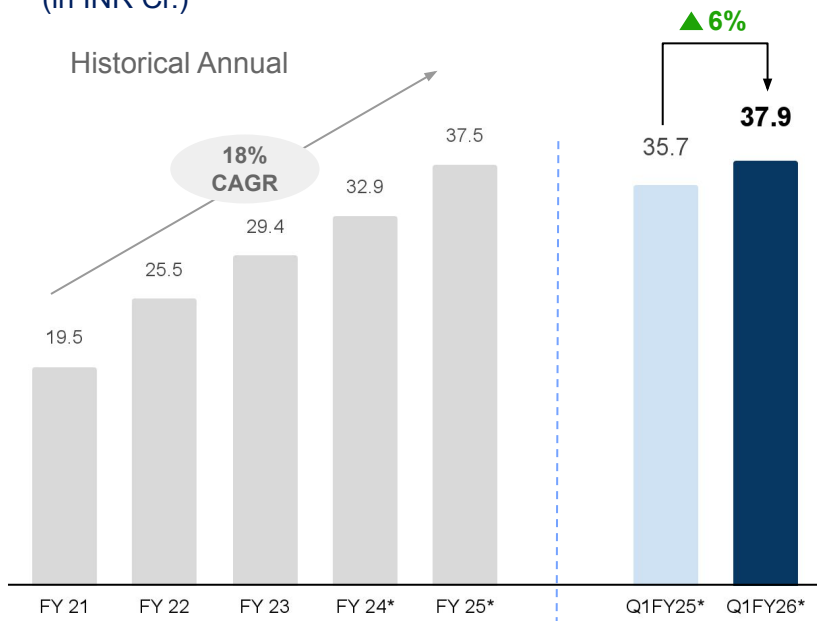
Similarly, we have started seeing volume growth in the international segment. In Q1FY26 we saw a 25% YoY volume growth internationally.

Q1 FY26: Greenshoots (4/5)

Deferred revenue continues to remain steady

Deferred Revenue

(in INR Cr.)



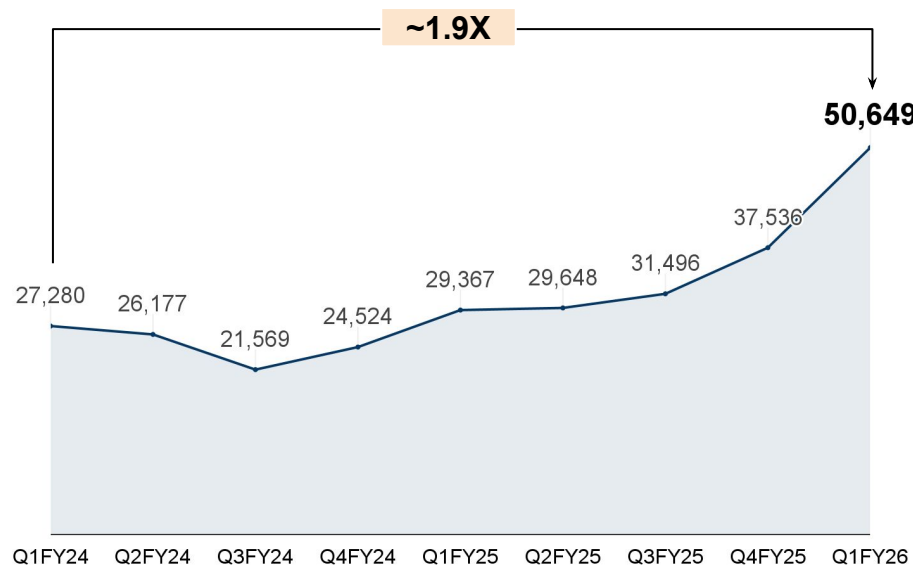
Deferred revenue continues to increase, with steady commitments.

Q1FY26 saw **6% increase YoY**.

Q1 FY26: Greenshoots (5/5)

Platform Engagement continues to increase

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



Customers' platform engagement continues to increase - customer exports & myanalyst queries have grown **~1.9X** over the last 2 yrs

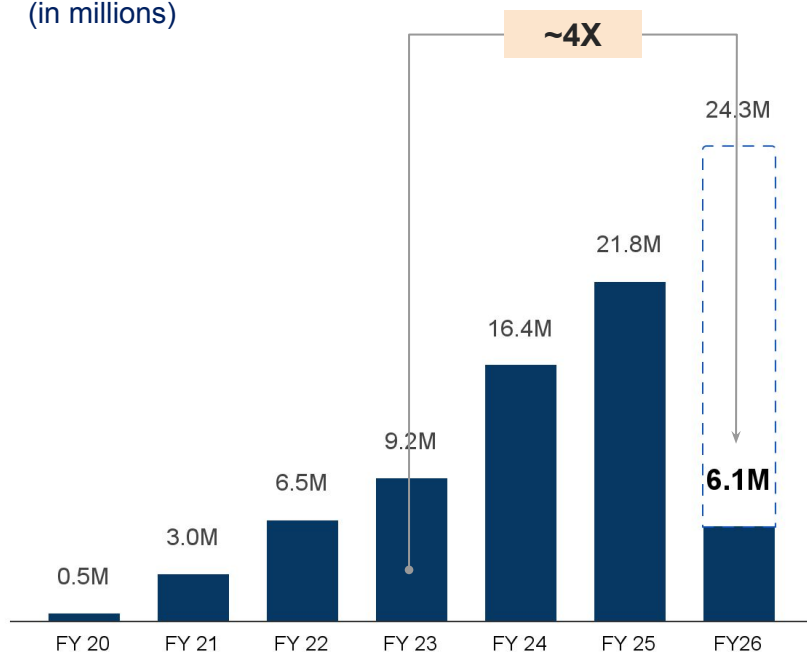
Select Recent Growth Initiatives

Over the last few quarters, we have been investing heavily across various growth initiatives spanning across sales, marketing and account expansion. Select initiatives where we are seeing good results and expect further acceleration are as follows:

- 1 Expanding Leads Funnel by increasing **Organic Search Traffic**
- 2 **Tracxn Lite** driving product-led-growth
- 3 Scaling with **Specialised Teams**
- 4 Increasing **Regulatory Data** coverage
- 5 Leveraging **AI in Data Production**
- 6 Marketing through **Press Mentions**

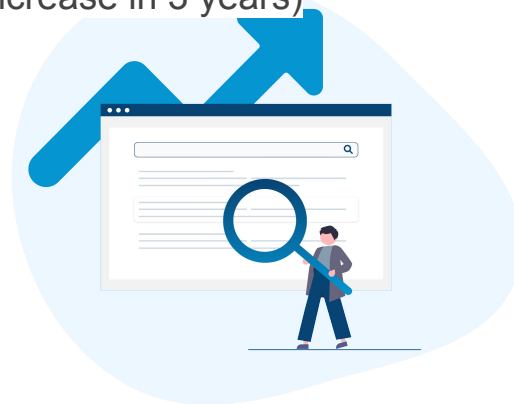
1 Scaling Organic Search Traffic

Organic Search Traffic*
(in millions)



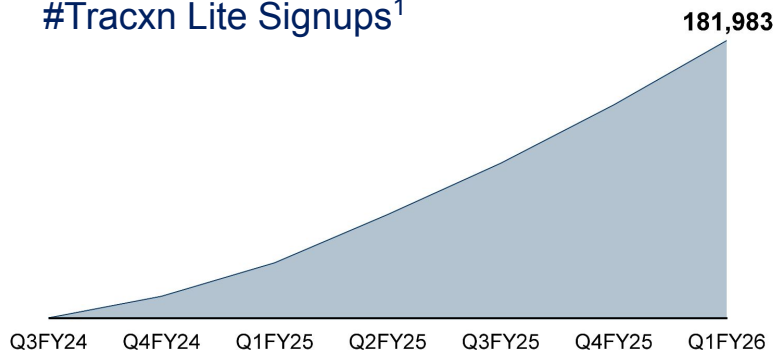
Scaling Organic Traffic & Inbound Leads Pipeline

- We have built a large organic inbound traffic funnel, & it continues to increase
- We had **over 21 Million** visits in FY25
- In Q1FY26, this was **6.1million** visits (~4x increase in 3 years)

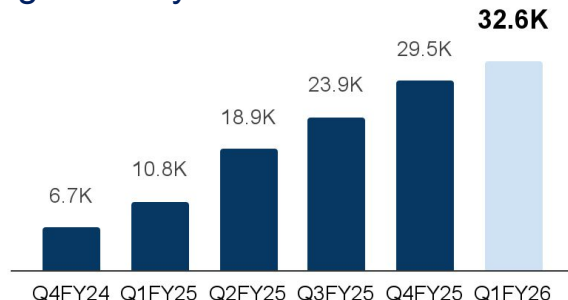


2 Tracxn Lite

#Tracxn Lite Signups¹



#Avg. Monthly Active Users²



- 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 1.5 years since launch, more than **1,81,000 sign ups** for Tracxn Lite, with pace of acquisition increasing QoQ. Monthly active users have crossed **32,000**
- Very good **increase** in **overall sales acquisition pipeline**.
For instance - Q1FY25 v/s Q1FY26
 - #Organic sign-ups have almost **doubled** (1.9X)
 - Avg monthly actives have **tripled** (3.0X)
 - Avg. #users / day hitting the credit limit **doubled**
 - Increase in upgrade requests, demos, etc.

Note: (1) Cumulative #, does not include ~2L old unpaid users migrated to Tracxn Lite

(2) Quarterly average, includes users from organic signups and old unpaid users that were migrated to Tracxn Lite

3 Specialised Teams (1/5)

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
- Customer count* **almost tripled** in this segment and **revenue grew by 100%** in Q1FY26 as compared to the same period last year
- We are planning to expand these efforts and replicate this playbook to key international geos
- In addition to increasing engagement through inclusion in courseworks across universities like IIMs & ISB, on-campus onboarding, etc., we have started **marketing initiatives** for this segment, such as podcast series with relevant stakeholders

Select University Accounts:



UK



Australia



USA



Germany



France



Mumbai



IIT Kanpur



Calcutta



Lucknow



ISB

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

3 Specialised Teams (2/5)

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 such as Fundraising, Competitor analysis, Market research & Business development
- Launched additional features on the platform for this segment - eg. profile views, enabling them to connect with investors visiting their company profiles
- Some interesting updates for Q1FY26:
 - #Accounts doubled in this segment YoY
 - Over 50% international revenue in this segment

Accelerators & Incubators

The logo for UnternehmerTUM, featuring the text "UNTERNEHMER TUM" in blue, with "UNTER" and "TUM" stacked vertically and "NEHMER" in the middle.



- Focusing on customers across private incubators, government incubators, universities and corporates globally
- One key use case is to facilitate fundraising of portfolio companies, supported through relevant features on the platform such as Investors Database, Live Deals, Next-Round Investors, etc.
- Good initial success: Increased pace of acquisition in this segment
- Over 50% revenue from accounts in this segment was from international customers in Q1FY26

3 Specialised Teams (3/5)

Investment Banks



- Specialised team for selling to IBs through both inbound & outbound
- In addition to increased coverage of private company financials and key ratios, VC & PE databases, we have recently launched investor contact details for this segment to further enable their outreach efforts. Additionally, we are also working on augmenting other data points such as coverage of offline sectors, IPO markers etc. which are key for IBs.
- Launched 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, etc.
- Seeing good success:
 - Continued logo penetration in India by ~1% MoM
 - India #accounts grew by over 60% & revenue by over 20% YoY
- We have started scaling this to other key geos internationally and are seeing good initial success there as well with increased pace of account addition
- We expect further acceleration in this segment as we expand our efforts to key geos

3 Specialised Teams (4/5)

Corporate Sales

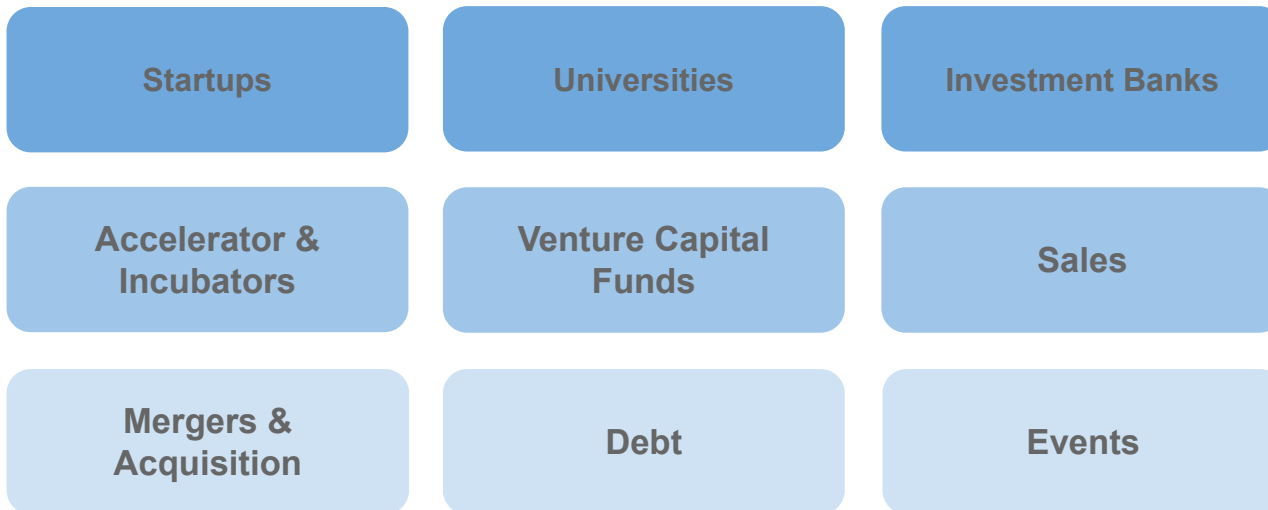


- Specialized team focussed on users with corporate sales focus, typically looking to scout and analyze companies across sectors and geos for lead generation, market analysis, comps benchmarking, business development mandates, and more
- Augmenting data for this segment - for eg. pincodes data, CXO profiles, regular updation of the contact details on the platform to enhance the platform usage for users in this segment
- Some interesting updates:
 - Pace of addition has tripled since the launch of this team
 - 50% revenue in this segment was from international customers in Q1FY26
- We are scaling this to other key geographies and expect similar results

3 Specialised Teams (5/5)

Seeing good results from the specialised teams

List of launched vertical sales units



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

4 Increased Regulatory Data Coverage (1/4)

Increasing Coverage of Private Company Financials

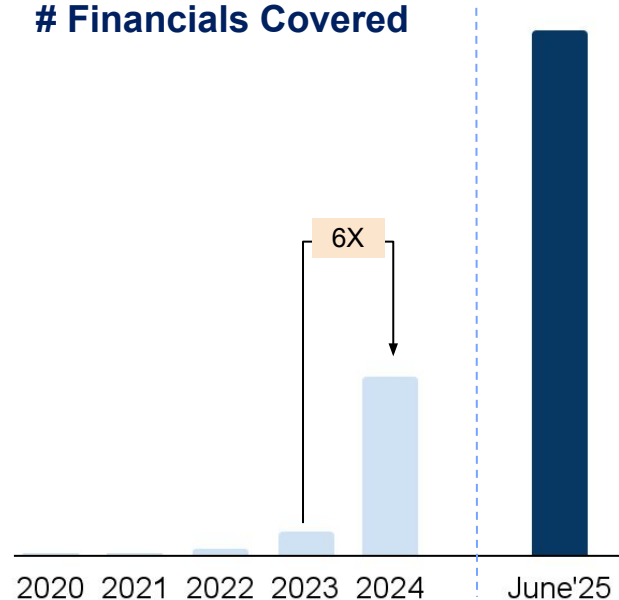
Currently cover private company financials across **20+** countries

Major countries by coverage

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



Financials Covered



1.6M+ companies with revenue data & **2.9M+** companies with detailed financials available on the platform[#]

Note: (*) New countries added in 2025, (#) As on 30th June 2025

YoY growth is excluding the changes on account of one-time refactoring of first year financials

4 Increased Regulatory Data Coverage (2/4)

Increasing Coverage of Private Company Captables

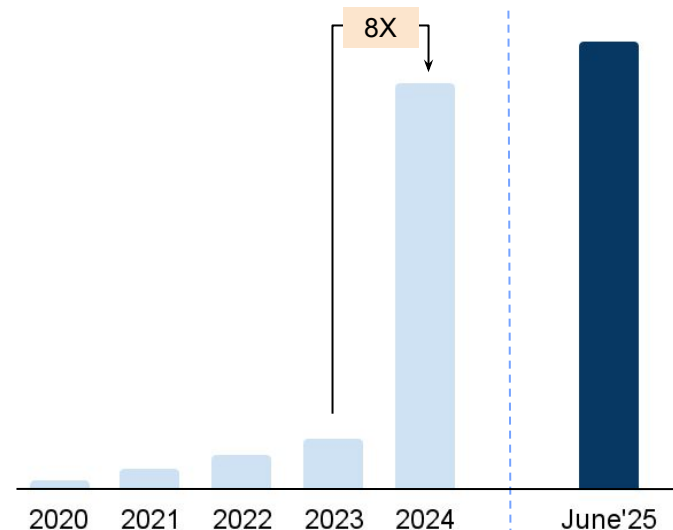
Currently cover private company captables across **15+** countries

Major countries by coverage

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



Companies with Captables



344K+ companies with detailed shareholding available on the platform[#]

4 Increased Regulatory Data Coverage (3/4)

Launched Legal Entities Database

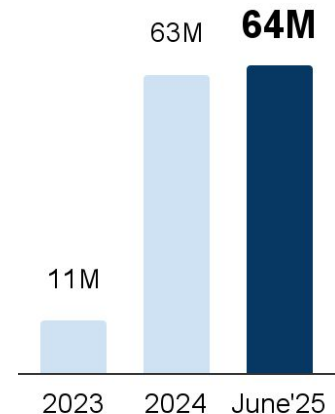
Currently cover **60M+** legal entities across key geographies

Major countries by coverage

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



Legal Entities (in millions)



Augmenting more data for legal entities - increased coverage of financials, captables, loans & charges, patents etc.

4 Increased Regulatory Data Coverage (4/4)

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

Examples of a few regulatory datasets live and in pipeline:

Loans and Charges	Patent Data	Legal Cases
Trademarks Data	Related Party Transactions	Bankruptcy Filings
FDA Approval Data	Taxation Data	... and more

This helps us increase penetration in existing and new customer segments

5 AI in Data Production

We continue to harness GenAI in data production yielding significant and promising results. We have been able to multiply & augment our datasets while reducing manual intervention and even shrinking headcount, which is a strong testament to our use of automation and intelligence in data production.

Accelerated Throughput with Leaner Data Production Teams

- **2024:** Expanded coverage of key data points by 5X while **reducing** data production team size **by ~10%**.
- **H1 2025:** Further multiplied data coverage by over 2X with an **additional ~20% optimization** of data production team's headcount

To expand further, we have been able to enhance the pace of additions with high accuracy:

- **Increased pace** of data processing in existing processes: Reduced manual overhead and increased throughput (eg., companies processed at the top of the funnel increased by 4X)
- **Expanded coverage** across multiple datasets: Achieved through faster processing of unstructured documents (eg., accelerated extraction of financials and company information from regulatory filings across 20+ countries).
- **Faster launch of new datasets:** Able to launch new datasets at a much faster pace than before (eg., area-pincode mapping for sales teams launched in under a week).

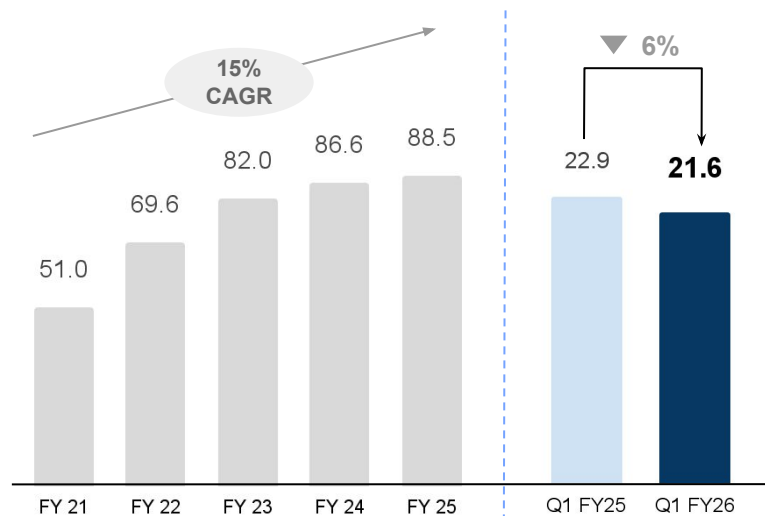
We expect continued **optimization** in the data production units and **accelerated throughput** of the systems. We are excited about the possibilities of GenAI and its potential to help us build data on private companies globally.

Q1 FY26: Other KPIs

Contract Price*

(in INR Cr.)

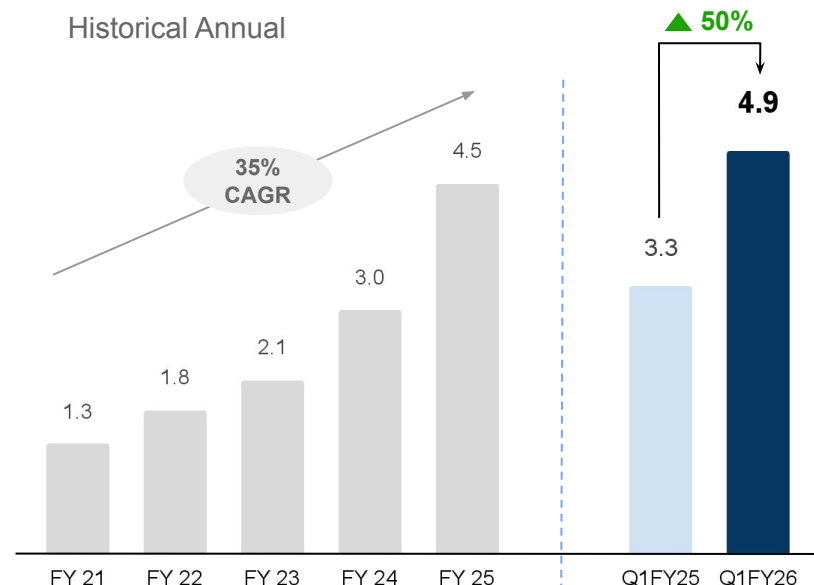
Historical Annual



Entities Profiled, on platform

(in millions)

Historical Annual



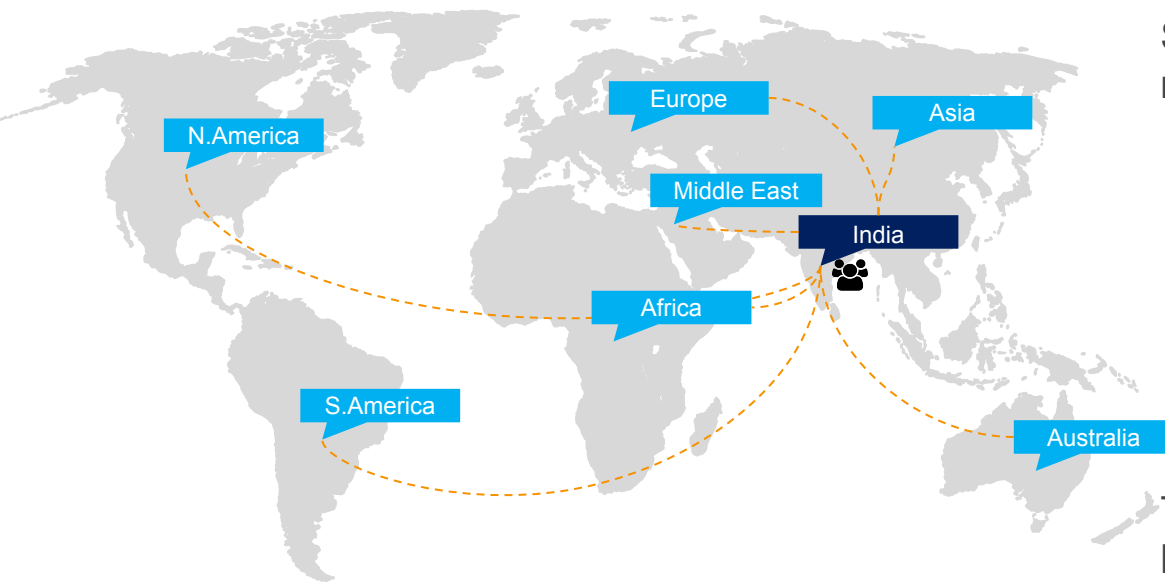
Business Overview

Our Journey



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

Significant cost advantages from India-based operations



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

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

These give us a significant and long-lasting cost advantage

Experienced Promoters & Board of Directors



Neha Singh

Chairperson and Managing Director

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



Abhishek Goyal

Vice Chairman and Executive Director

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



Brij Bhushan

Independent Director

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



Nishant Verman

Independent Director

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



Payal Goel

Independent Director

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



Rohit Jain

Independent Director

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

Supported by Senior Management Team Backed by Marquee Investors



Prashant Chandra
Chief Financial Officer

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



Amit Agarwal
Chief Operating Officer

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



Neeraj Chopra
Chief Technology Officer

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



Bhaskar Sharma
Chief Product Officer

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

Investors who backed us in private journey



Ratan N Tata



NRJN Family Trust



Sachin Bansal
Co-Founder - Flipkart



Binny Bansal
Co-Founder - Flipkart



Girish Mathrubootham
Founder & CEO - Freshworks



Neeraj Arora
VH Capital
Ex-Whatsapp



Anand Rajaramnan
Milliways Fund
Founder - Jungle



Amit Ranjan
Founder - Slideshare

Investors who backed us in IPO Anchor Book

Abakkus

BNP Paribas

ICICI Prudential

Kotak Mahindra MF

Kotak Mahindra Life Insurance

Motilal Oswal

Nippon

Reliance General Insurance

Tara Emerging Fund

WhiteOak Capital

Large & Growing Market

Multiple large companies have been created in the financial data markets



\$40B+

Cumulative Revenue of
Financial Market Data
Companies for 2024*

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

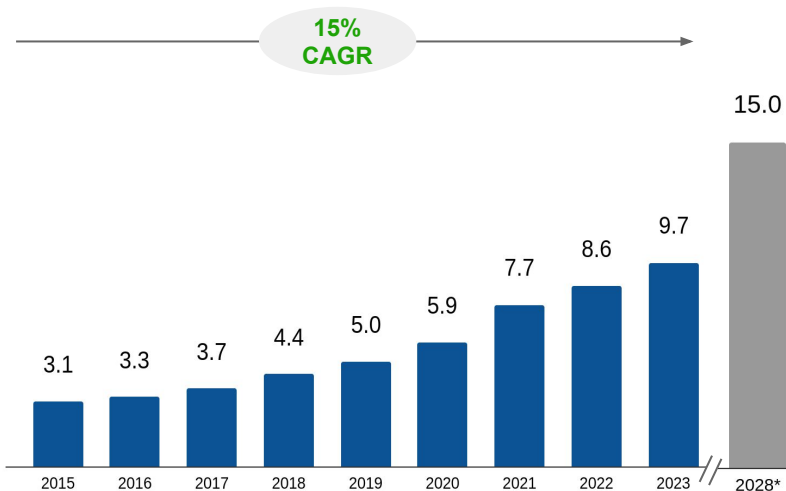
In-house data mining engine – automated discovery of new-age companies by tracking 855M+ domains across emerging technology sectors and sector classification of entities tracked

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

Large & Growing Market

Private Market AUM Growth¹

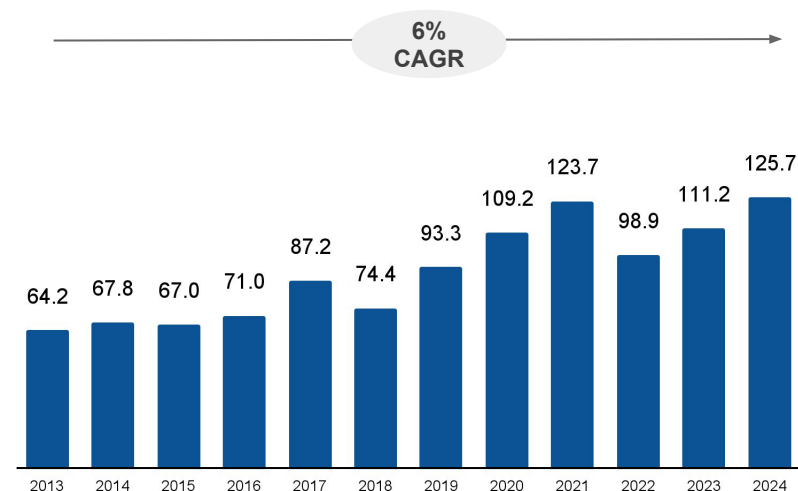
(in USD trillion)



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

Public Market Capitalization²

(in USD trillion)



Cumulative market capitalization of listed domestic companies across all the countries converted to USD

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

(*) Estimated private market AUM numbers as per internal estimates

Q1 FY26 Detailed Financial Statements

Profit & Loss Statement (1/2)

Particulars	Q1 FY26	Q4 FY25	Q1 FY25	FY 25
Income				
Revenue from operations	21.20	21.14	20.54	84.47
Other income	0.16	0.03	0.16	0.28
Other gains/(losses) - net	1.52	1.55	1.24	5.62
Total Income	22.89	22.72	21.95	90.37
Expenses				
Employee benefit expense	18.95	19.36	17.67	73.87
Depreciation expense	0.03	0.04	0.02	0.11
Other expenses	2.45	2.59	2.58	9.76
Total Expenses	21.43	21.99	20.27	83.75
Profit / (Loss) before tax	1.45	0.73	1.68	6.62
Current tax (including relating to prior years)	0.12	0.24	0.06	0.46
Deferred tax (credit) / expense	0.21	8.07	0.34	15.71
Profit / (loss) for the period	1.12	(7.58)	1.27	(9.54)
PAT Margin	5.28%	-35.86%	6.20%	-11.30%

Profit & Loss Statement (2/2)

Particulars	Q1 FY26	Q4 FY25	Q1 FY25	FY 25
Profit / (loss) for the period	1.12	(7.58)	1.27	(9.54)
Less: Other Income	0.16	0.03	0.16	0.28
Less: Other gains/(losses) - net	1.52	1.55	1.24	5.62
Add: Depreciation expense	0.03	0.04	0.02	0.11
Add: Current tax	0.12	0.24	0.06	0.46
Add: Deferred tax (credit) / expense	0.21	8.07	0.34	15.71
EBITDA	(0.20)	(0.82)	0.28	0.83
EBITDA Margin	-0.94%	-3.86%	1.38%	0.99%
Profit / (loss) for the period	1.12	(7.58)	1.27	(9.54)
Add: Deferred tax adjustments	-	8.12	-	14.47
PAT excl Deferred tax adjustments	1.12	0.54	1.27	4.93
PAT Margin excl Deferred tax adjustments	5.28%	2.56%	6.20%	5.83%

Definitions

- (1) **Customer Accounts** refers to the distinct contracts entered into by our Company with each customer, at the time of measurement. A customer account may include access for a single or multiple number of Users.
- (2) **Users** refers to the number of activated user accesses on the platform at the time of measurement and does not include bulk users like university/educational institutes accounts
- (3) **Contract Price** is net invoicing done in a given period adjusted for refund liabilities, till the time of measurement
- (4) **Entities Profiled** refer to the profiles curated and available on the platform to the user at the time of measurement
- (5) **EBITDA** is a non-GAAP financial metric, calculated as Profit/(loss) for the period minus Other Income and Other gains/ (losses) - net, plus Depreciation and Amortization Expenses, plus Finance Costs, if any plus Income Tax Expense.
- (6) **PAT excluding deferred tax adjustments** is calculated as Profit/(loss) for the period plus Deferred Tax adjustments
- (7) **PAT excluding IPO expense, Deferred Tax and CCPS** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax minus Fair value gain/ (loss) on CCPS measured at fair value through profit or loss. Fair value gain/ (loss) on CCPS adjustment has been made only for FY21 in this presentation
- (8) **Free Cash Flow** is calculated as Net Cash Flow from/ (used in) Operating Activities less Capex (payments for purchase of property, plant and equipment)
- (9) **Organic Search Traffic** - Traffic originating from an organic search result
- (10) **Existing Customer** - An account which had also contributed to the accrued revenue prior to the given financial year/ reporting period.
- (11) **New Customer** - An account contributing to the accrued revenue for the first time in the given financial year/ reporting period
- (12) **Headcount** - Number of employees on the company payroll as on the date of measurement.

Thank You

Company Information

Address : 2nd Floor, L-248, 17th Cross,
Sector 6, HSR Layout,
Bangalore - 560102

CIN : L72200KA2012PLC065294

Corporate Presentation: [Link](#)

For any queries, please contact:

Email ID : investor.relations@tracxn.com

www.tracxn.com/investor-relations