



Private Market Intelligence Platform

Q1 FY27 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 FY27 Financial Performance

Q1 FY27: Financial Performance Summary

Revenue from Operations 21.1 Cr.  2.9% QoQ -0.6% YoY	EBITDA -4.2 Cr.  0.2 Cr. QoQ	Customer Accounts (#) 2,350  2.7% QoQ 16% YoY	Revenue by Segment India 10.6 Cr.  4.4% QoQ International 10.5 Cr.  1.4% QoQ
Total Income 22.6 Cr.  2.0% QoQ -1.3% YoY	PAT -3.0 Cr.  0.7 Cr. QoQ	Deferred Revenue 38.8 Cr.  6.4% QoQ 2.2% YoY	Cash & Cash Equivalents* 88.2 Cr.  1.0 Cr. QoQ

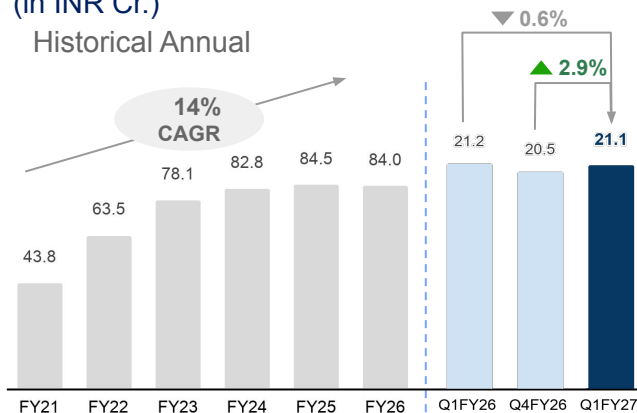
In INR

Q1 FY27: Revenue & Profitability

Revenue from Operations

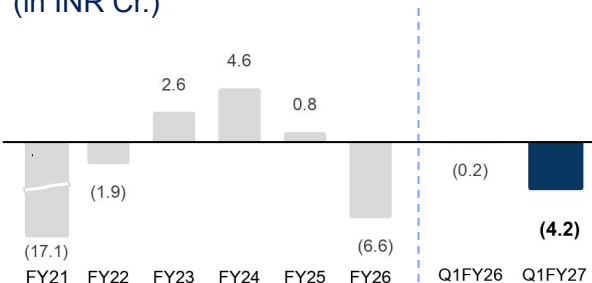
(in INR Cr.)

Historical Annual



EBITDA

(in INR Cr.)

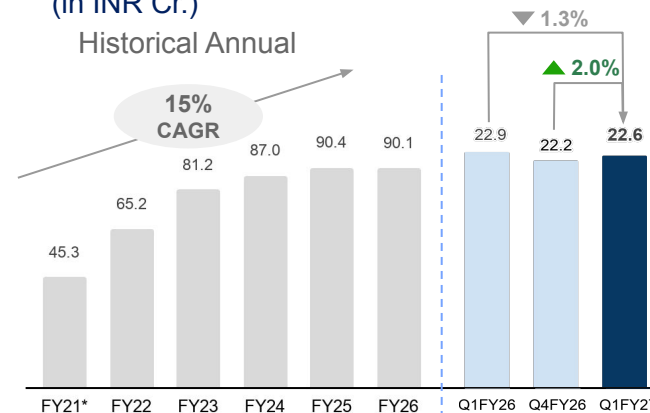


Adj. EBITDA: -3.7 Cr.
Excluding non-cash
ESOP exp.

Total Income

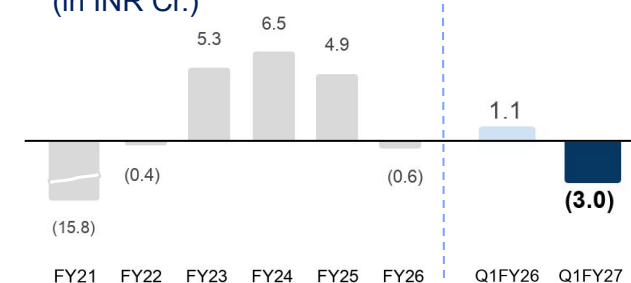
(in INR Cr.)

Historical Annual



PAT

(in INR Cr.)



Adj. PAT: -2.2 Cr.
Excluding non-cash
items - ESOP exp.
and deferred tax

Incremental Revenue going into Bottomline

(in INR Cr.)

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

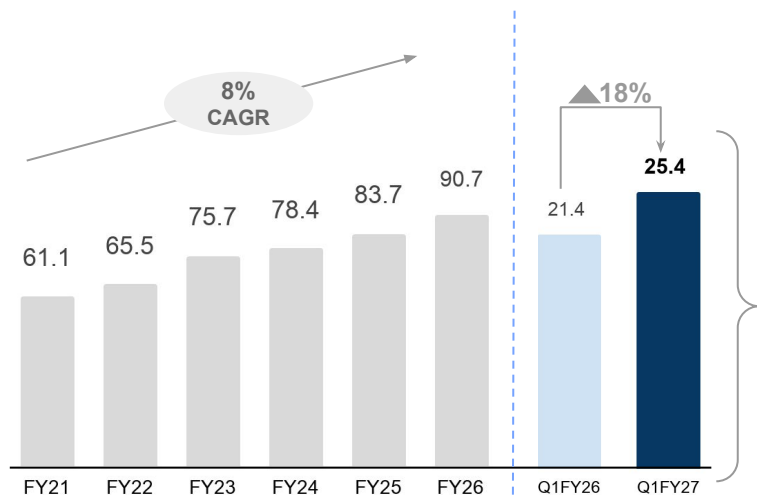
High gross margin business
Potential to drive non-linear increase in EBITDA

Q1 FY27: Expense Breakup

Total Expense

(in INR Cr.)

Historical Annual



Total Expense - Breakup (for Q1FY27)

(in INR Cr.)

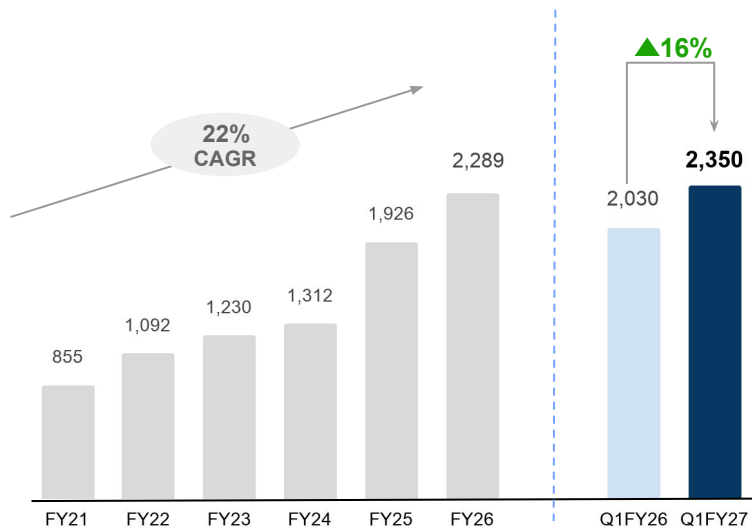
	Q1FY27	% of Total Expense
Employee Benefit Expenses	22 Cr.	86.7%
Salaries, Wages & Bonus	20.9 Cr.	82.2%
Employee Stock Option Expense	0.6 Cr.	2.3%
Other Employee Benefit Expenses	0.6 Cr.	2.2%
Other Expenses	3.3 Cr.	13.1%
Cloud Hosting Charges	1 Cr.	3.8%
Rent for Building	1 Cr.	3.8%
Remaining Other Expenses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

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

Q1 FY27: Continued Volume Growth

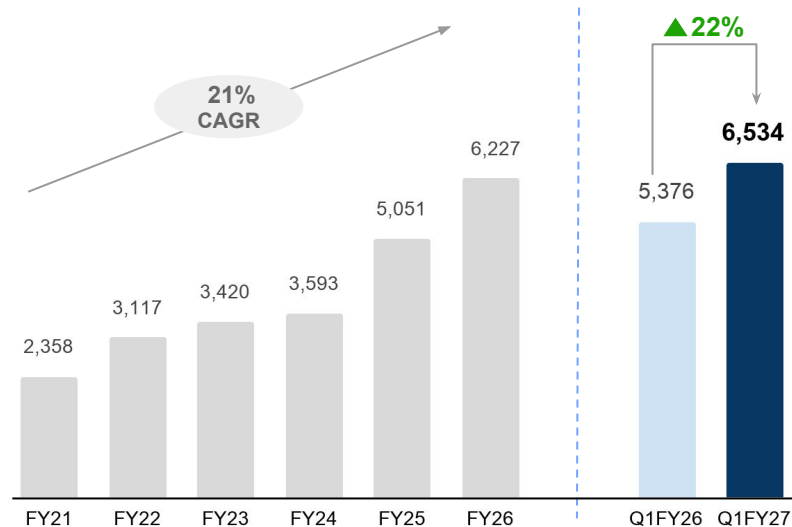
Customer Accounts (#)

Historical Annual



Users (#)

Historical Annual

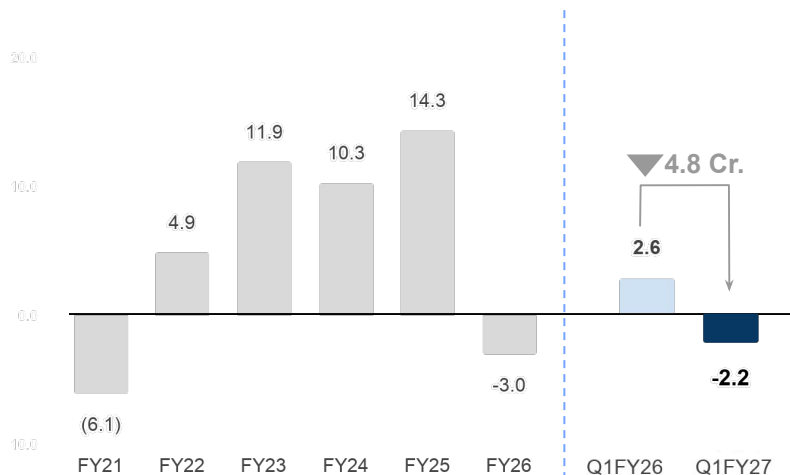


Continuing to acquire customers & penetrate existing accounts at a healthy pace

Q1 FY27: FCF and Cash & Cash Equiv.

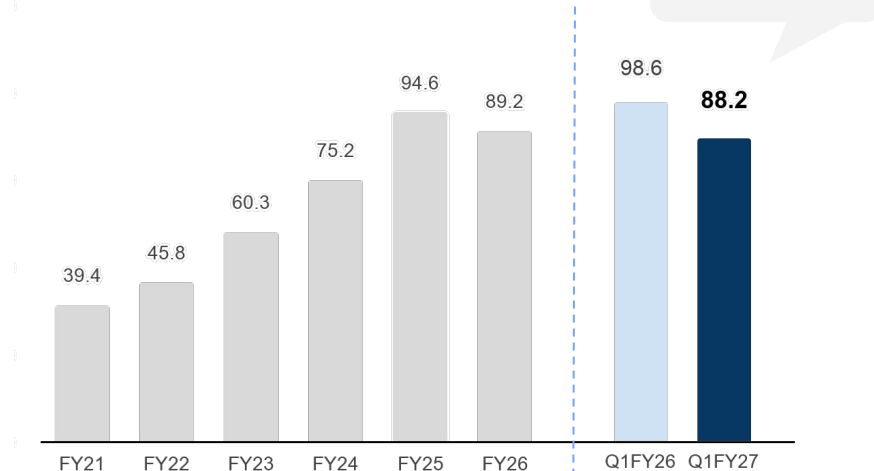
FCF (Free Cash Flow)¹ (in INR Cr.)

Historical Annual



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

Historical Annual



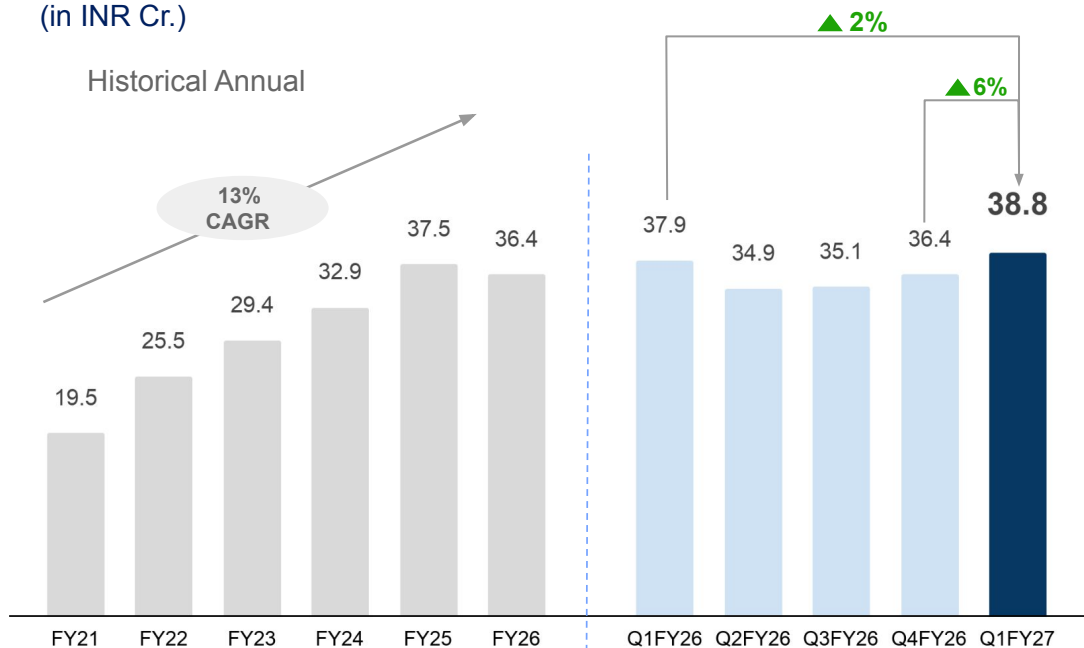
Note: (1) Excluding tax amounts received from employees against ESOP exercise as on the respective end of period

(2) Cash & cash equiv. includes security deposit towards listing in FY23 and FY24

Q1 FY27: Healthy increase in Deferred Revenue

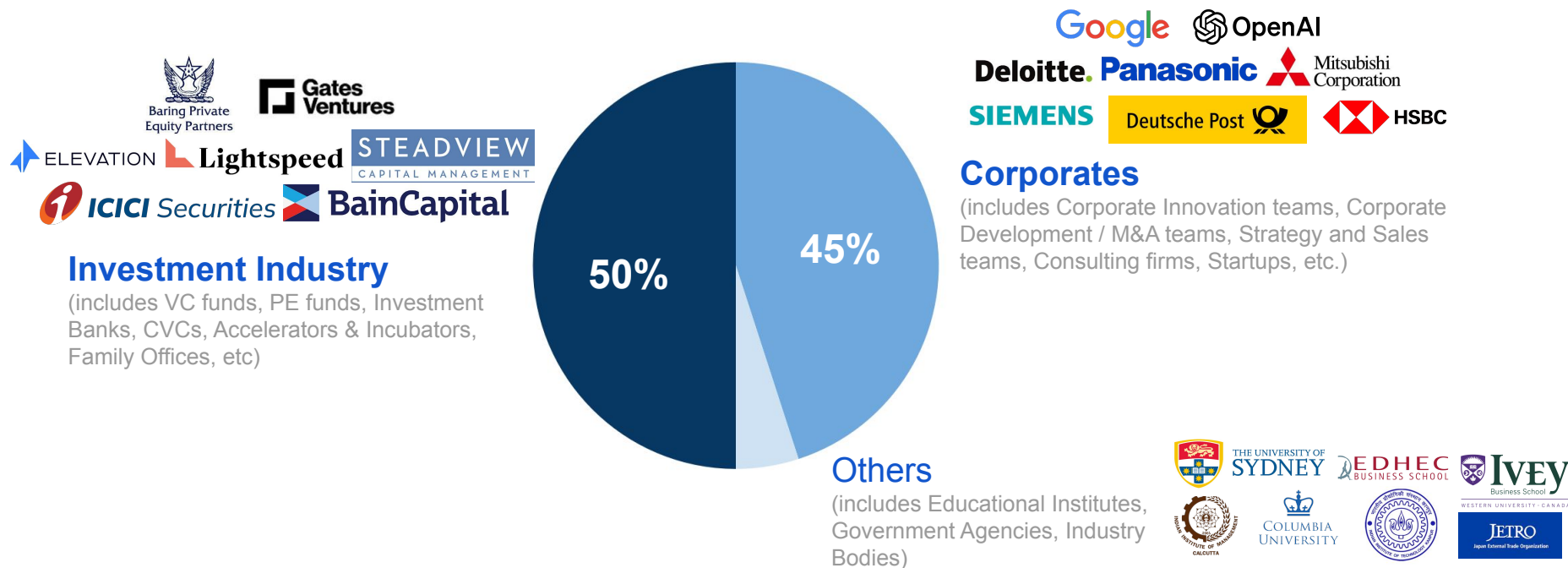
Deferred Revenue

(in INR Cr.)



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

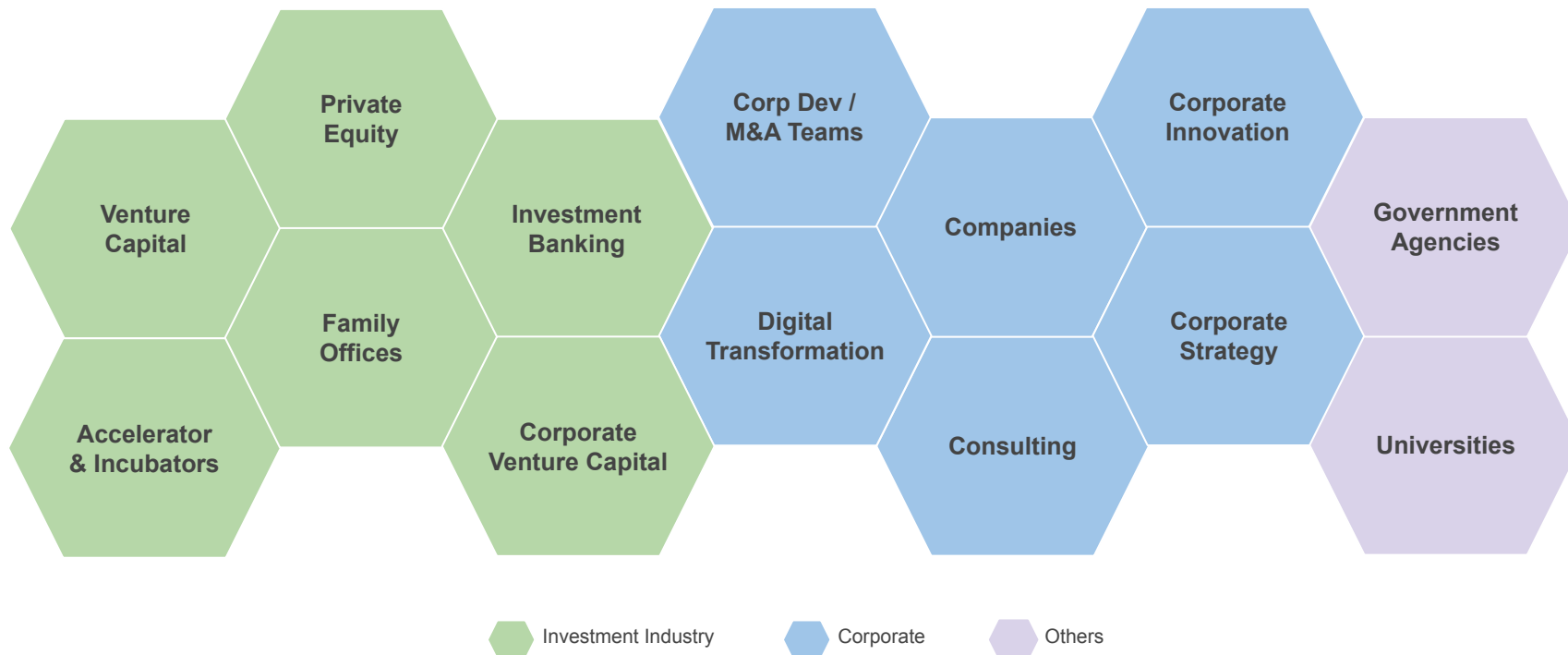
Q1 FY27: Accounts by Customer Type



Healthy spread across Investment Industry and Corporates

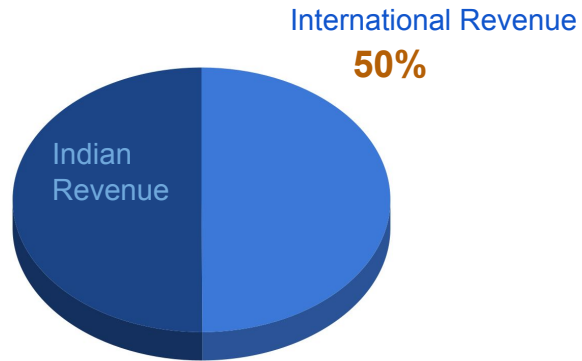
Diverse Customer Base

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



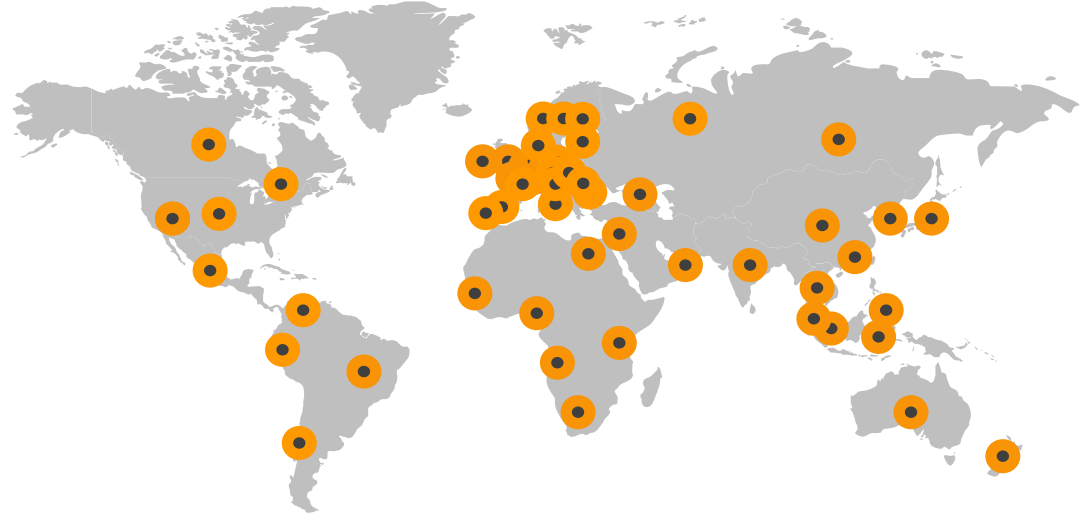
Global Customer Base

50% International revenue in Q1FY27



Customers span over **50+ countries***

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



Revenue split by India and International

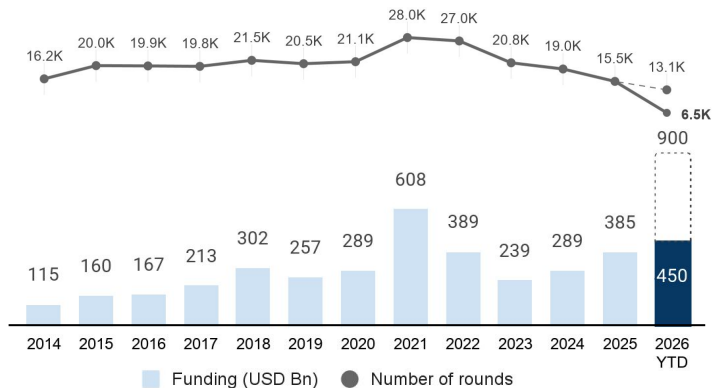
(in INR Cr.)

	FY26 Revenue	Q1FY27 Revenue	Q1FY27 Share of Revenue	
India	38.2 14.0% YoY	10.6 4.4% QoQ	50%	India - continues to accelerate QoQ run-rate annualized to 19% YoY
International	45.8 -10.2% YoY	10.5 1.4% QoQ	50%	International - QoQ turned positive
Total	84.0 -0.6% YoY	21.1 2.9% QoQ		

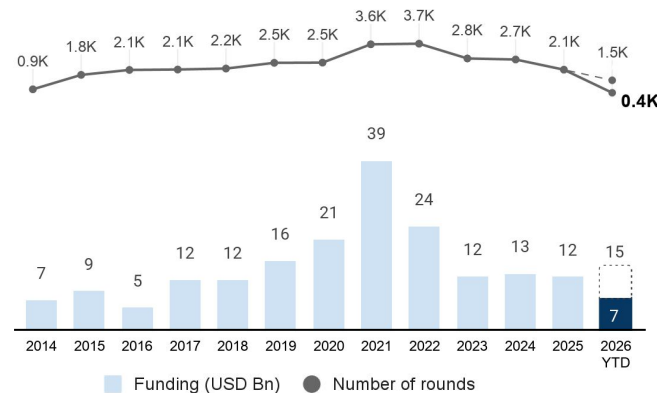
Acceleration across both India & International

Private Markets - Quick snapshot (1/2)

Global Tech Funding



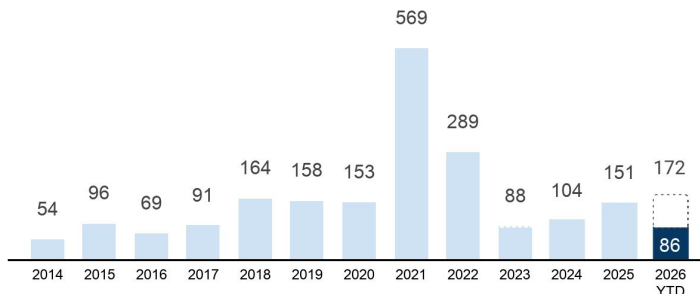
India Tech Funding



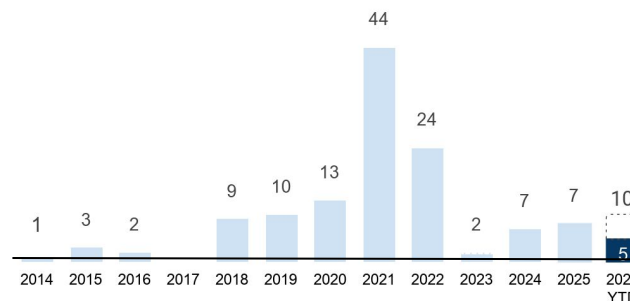
GLOBAL TECH FUNDING:

Dollars invested are rising - 2026 global tech funding is on track to be the decade's highest, driven by mega AI rounds. Deal volume, however, is at a 10-year low.

Global Unicorns Created (#)



India Unicorns Created (#)



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

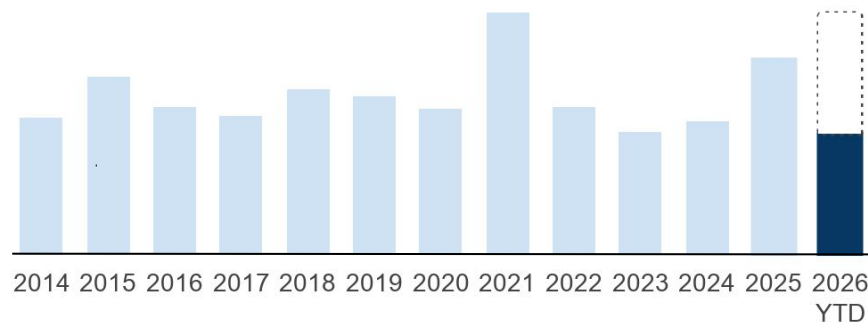
Global late-stage funding saw continued YoY improvement

Private Markets - Quick snapshot (2/2)

Strong rebound in global M&A deal value and IB fees

Global M&A

(in USD Tn.)

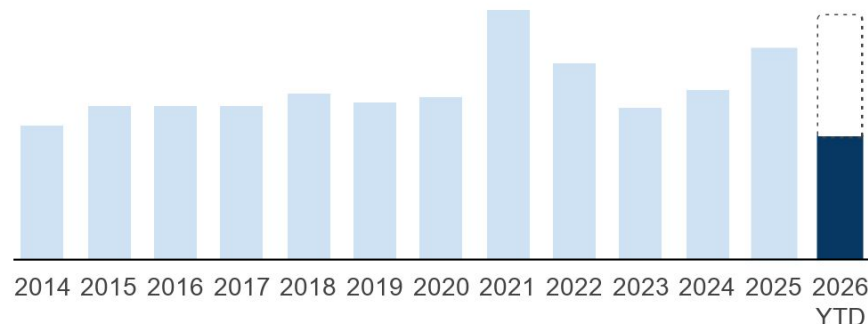


GLOBAL M&A:

2026 YTD continues to show **strong momentum**. Current run-rate indicates 2026 could become the second-highest year after the 2021 peak.

M&A advisory fees

(in USD Bn.)



IB M&A ADVISORY FEES:

2026 YTD advisory fees are off to a **strong start** with the current run-rate tracking close to the 2021 peak.

Key highlights

From Q1FY27

- 1 **Growth playbook across key BUs**
- 2 Sales scale-up
- 3 Exponential increase in datasets and coverage
- 4 Specialised BU teams continuing accelerated growth
- 5 AI-native access to Tracxn data
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1 India - Continues to grow and accelerate

India Geo - FY26 YoY

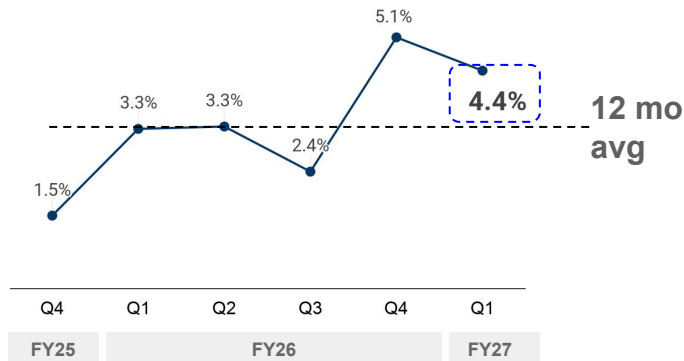
↑ 14%
FY26 YoY growth rate

↑ 33%
#Account (YoY)

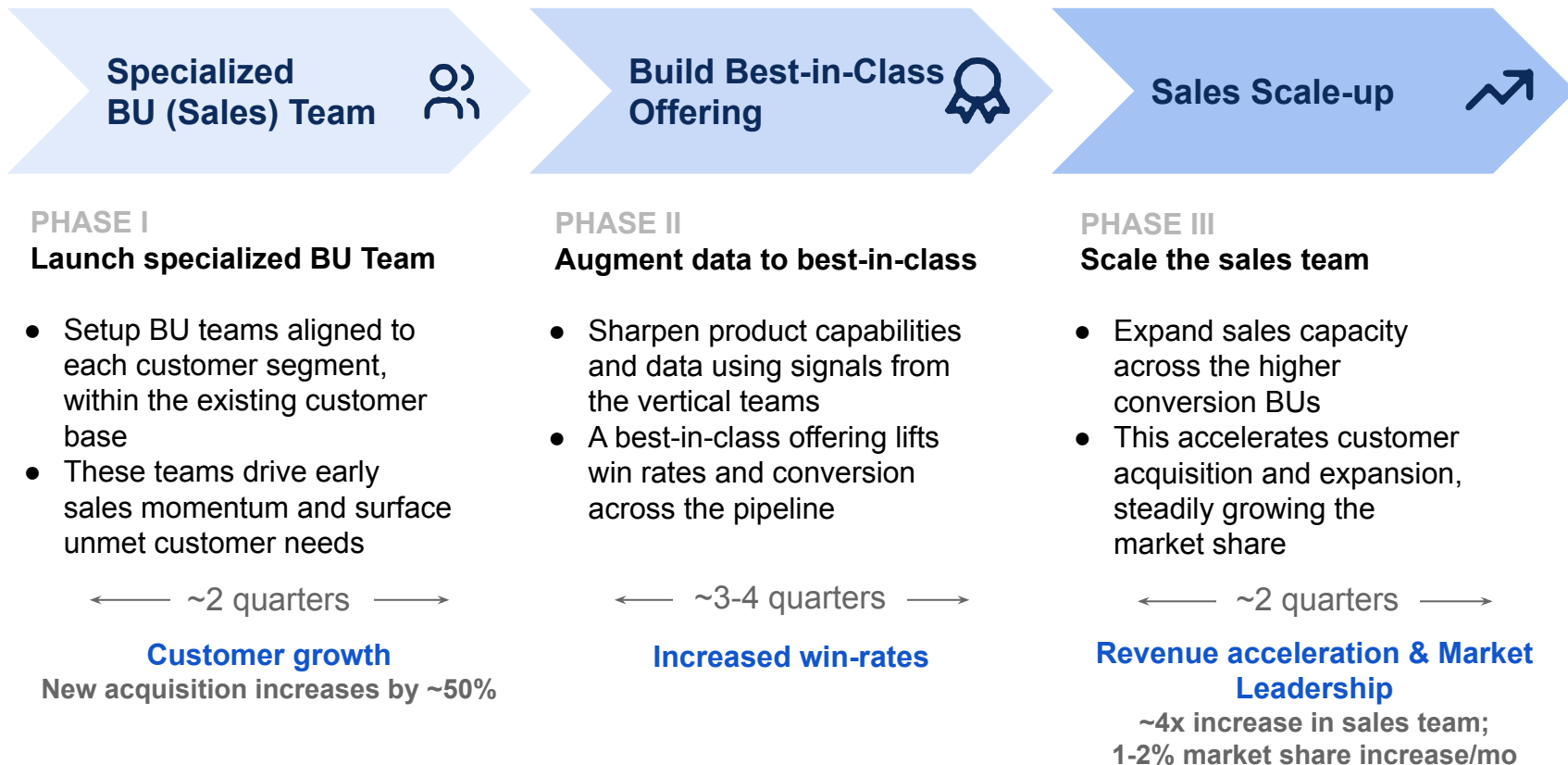
45%
of overall Revenue

India Geo - Q1FY27 QoQ

Q1FY27 - 4.4% QoQ
19% Annualized



1 Predictable (3-phase) Playbook for Growth



1 Predictable (3-phase) Playbook for Growth

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

Specialized BU (Sales) Team



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

Build Best-in-Class Offering



- **Live deals** for IBs to source M&A and Fund-raise ready companies (Q3FY25)
- **Investor database** - to enable outreach efforts for IBs (Q1FY26)
- **Private company financials coverage** - made best-in-class (Q3FY26)

Sales Scale-up



- **~4X Sales team size:** Growing from 2 → 4 (current) → 8 productive reps
- **Upgrades:** Separate team setup for upgrading existing customers to full-team plan

IMPACT: IB-India

9/mo → 13/mo (FY26) new closures

13/mo → 20/mo (Q1FY27) new closures

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

~20%

FY26 YoY rev growth

>30%

Q1FY27 QoQ annualized rev growth

1 Different BUs are in different phases of growth



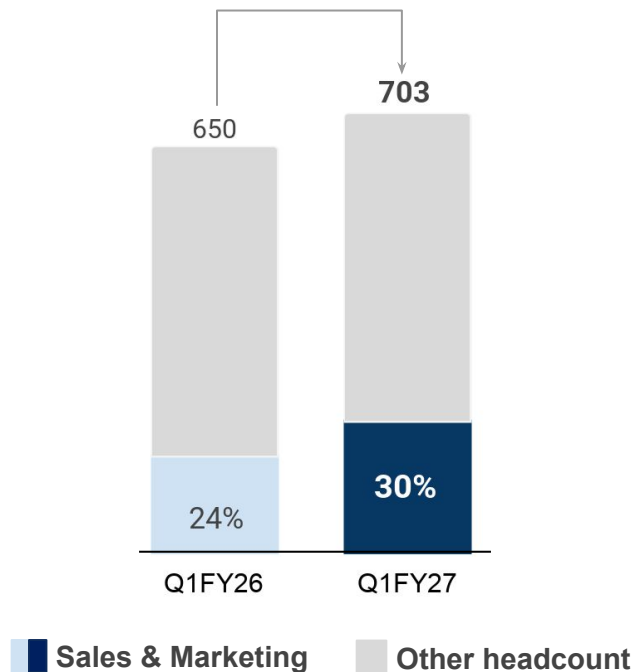
As more BU teams graduate to the scale-up phase, overall growth rates to improve

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2 Investing in Growth: Scaling GTM Teams



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

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

2 Investing in Growth: Scaling GTM Teams

Closing sales team members

34

As on Dec 2025



60

Planned
by Dec 2026

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

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

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

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3 India - Significant Recent Data Investments

Key launches in last 12m

For Investment Banks (India)



Private Company Financials : Coverage grew by >10X YoY to **near full coverage**, best-in-class globally



Legal Entities : expanded to **3.6M** with detailed data including board members, cross-directorships, loans & charges, filing delays, etc., - Making it **comprehensive coverage** of Indian private limited companies

For Venture Capital Funds (India)



Top-tier background: Founders from top colleges, companies, and serial entrepreneurs



Early-stage: broader coverage of recently founded companies



Captables: 5X growth in captables and shareholding data - further strengthening our global lead to **near complete coverage**

For Banks and Financial Institutions



Legal Entity report : Detailed risk indicators & **20+** financial ratios



Corporate tree structures:
Extended to **~60K** entities



People Database:
Added Directors Data - **2.6M**



Legal case data: coverage across SC, HCs, NCLT, ITAT, etc.

For Sales Teams



Pincode data : Extended coverage for 2.8M Legal entities



Augmented CXO data: To 74K+

Launched or significant updates in Q1FY27

International Geos - Recent & Upcoming Data Launches

Key launches in last 12m

For Venture Capital Funds (International)



Stealth mode: surfaces founders and companies before they've publicly launched, giving VCs a head start on sourcing deals early (*recently launched*)



Early-stage: Expanded coverage of recently founded companies



Revenue exact: from news, fund filings, etc., for geos like US not having regulatory filings (*upcoming*)

For Investment Banks (International)



Estimated Revenue: For millions of private companies for effective scouting (*upcoming*)



Valuation exact across M&A deals & funding rounds (*upcoming*)

Others Data Updates



Headcount data: Expanded dataset & monthly growth trends for over 3.4M entities



UK Financials: Private company financials expanded to 4.7M+ entities (~14x from Mar '25)



US Funding transactions: Grew ~4.5x YoY to 1.4M+, including grants and debt transactions. Also more real-time coverage of transactions



Company coverage: UK coverage increased 3X YoY. US coverage increased more than 50% YoY



UK Loans & charges data expanded to 2.6M records in FY26

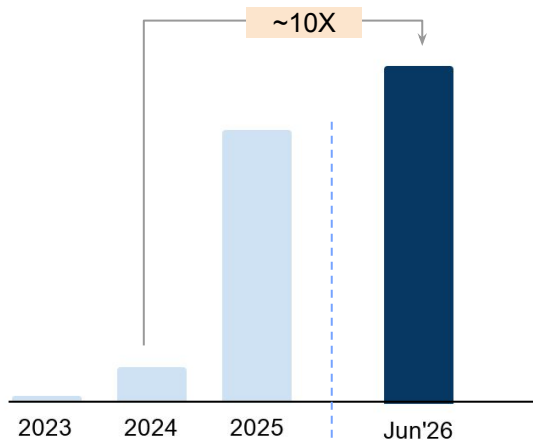


Launched financial reports for geos including Germany, Singapore, Thailand and more.

3 Private Company Financials

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

Financials covered by year



3.1M+

Companies with
revenue data

7.2M+

Companies with
detailed financials

20+

Countries
covered

Major countries by coverage

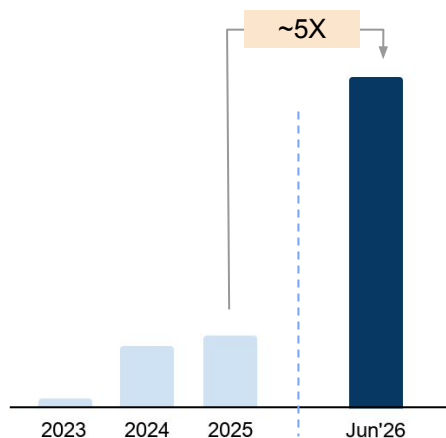
- Germany
- Japan
- India
- United Kingdom
- France
- Italy
- South Korea
- Australia
- Poland
- Belgium
- Ireland
- Sweden
- Thailand
- Singapore
- Austria
- Norway
- Malaysia
- Denmark
- Czech Republic
- Finland
- New Zealand
- Croatia
- Latvia
- Estonia
- Brazil
- Luxembourg
- Philippines
- Greece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



3 Private Company Cap Tables and Shareholding

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

Companies with Captables



1.7M+

Companies with detailed shareholdings

15+

Countries covered

Major countries by coverage

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



Global Legal Entity Database

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

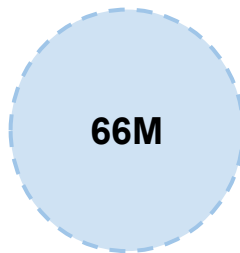
Major countries by coverage

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



Legal Entities

(in millions)



(as on Jun'26)

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

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Specialised BU Teams - accelerated growth continues

Corporate Sales

- Lead gen, market research and competitive intelligence for corporate sales teams
- **Data & product:** Augmenting datasets (pincodes, CXO profiles), adding tech stack parameters for targeted outreach, rolled out CRM plugins for tighter workflow integration
- Q1 FY27: India accounts grew 20%+ & **revenue ~30% YoY**



Mergers & Acquisitions

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



Universities

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

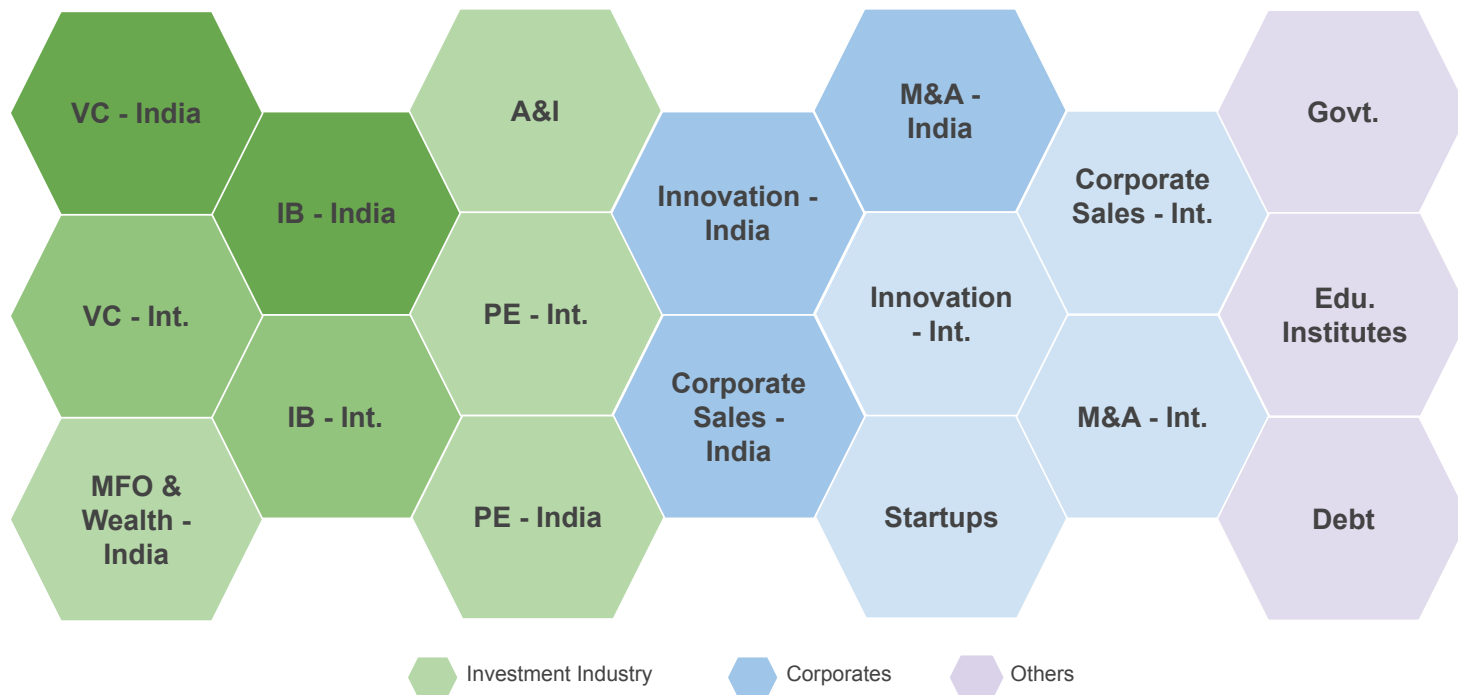


Startups

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

4 Specialised BU Teams

List of select BU teams:



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

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5

Introduced AI-Native Access to Tracxn Data

Claude

Prepare a detailed Excel database of all investment transactions in Global pharmaceutical companies over the last 15 years, where transaction size ranged between USD 10 million and USD 30 million.

For each transaction, provide the following details in Excel format:
Transaction Details: Target Company Name/Investor / Acquirer
Name/Transaction Date / Year/Deal Size (USD and INR)/Stake Acquired
(%)Type of Transaction: Primary Fund Raise, Secondary Sale, Minority Investment, Majority Acquisition, PE Buyout, Strategic Investment, Enterprise

Investment Transactions, XLSX

S.No	Target Company	Country / HQ	Investor / Acquirer	Transaction Date	Transaction Type	Deal Size (INR)
1	Biological E	India	IFC International Finance	18 Dec 2020	Conventional Debt	₹2,205,326,699

Claude

Find top five AI companies in US, with funding above \$5Bn, sorted by Tracxn score

Rank	Company	Score	Total Equity Funding (\$Bn)
01	OpenAI	89.1	\$180.08
02	Anthropic	82.1	\$72.38
03	Waymo	80.2	\$27.18
04	Scale AI	77.8	\$15.98
05	Crusie	75.2	\$7.79

One caveat worth noting: these feeds overlap significantly (e.g., a foundation model company can sit in both Generative AI and AI Infrastructure), so the totals shouldn't be summed. The pattern is clear though, the infrastructure and foundation-model layers absorbed the bulk of mega-round capital, while application-layer categories grew fastest off smaller bases.

Find top five AI companies in US, with funding above \$5Bn, sorted by Tracxn score

AI Assistant

Top 10 companies with \$1Bn+ funding

Details of top 10 companies with funding more than \$1Bn

KEY INSIGHT
OpenAI dominates with \$180B in total equity funding – nearly 2.5x the next highest, Anthropic at \$72.3B – underscoring the extraordinary capital concentration in the AI sector.

35,882 companies have raised more than \$1B in total equity funding. Here are the top 10 by total funding:

Company	Founded	Stage	Total Equity Funding	Latest Valuation	Empl.
OpenAI	2015	Series G	\$180.08	\$730.08	8,821
Anthropic	2021	Series G	\$72.38	\$380.08	5,028
xAI	2023	Acquired	\$45.08	\$113.08	5,395
Waymo	2009	Series D	\$27.18	\$126.08	4,233
DiDi	2012	Public	\$20.88	–	33,155
Ant Group	2004	Series D	\$20.68	\$313.08	10,453
Databricks	2013	Series K	\$20.28	\$134.08	15,335
Alibab	2010	Series G	\$20.18	\$120.08	59,448
Vantage Data Center Services	2010	Acquired	\$17.38	–	–
Scale AI	2016	Series G	\$15.98	\$29.08	6,547

Ask a question. Type @ to reference an entity.

Tracxn MCP for LLMs

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

AI-Assistant on Tracxn Platform

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

5 Introduced AI-Native Access to Tracxn Data

Agentic Workflow for Investors (beta)

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

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



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

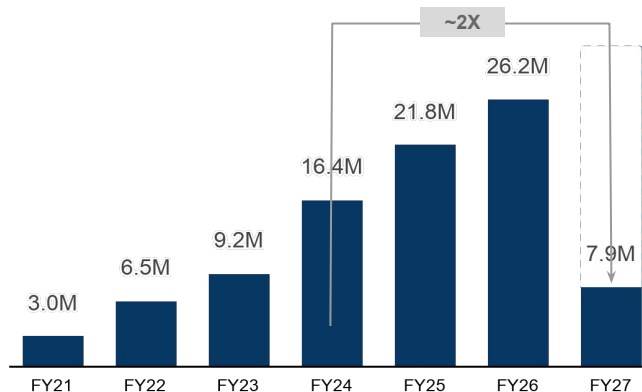
Scaling Organic Search Traffic and Tracxn Lite

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

>30M

Q1FY27 Annualized
Organic Traffic, 2X in 3yrs

Organic Search Traffic¹

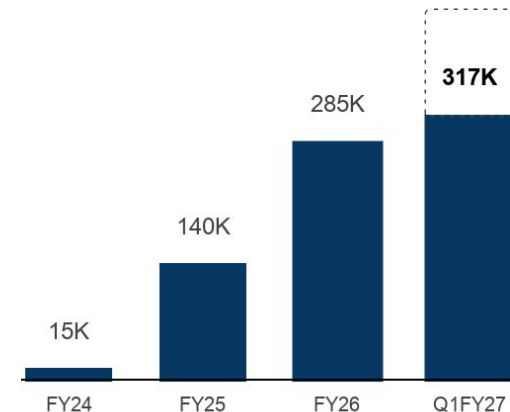


Scaling organic traffic & inbound leads pipeline with a large and steadily growing funnel. Top 5 countries: India, US, UK, Canada, Germany.

317K

Tracxn Lite sign-ups
till date

#Tracxn Lite Signups²



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

Press Mentions

900+

Press Mentions in Q1 FY27

5%

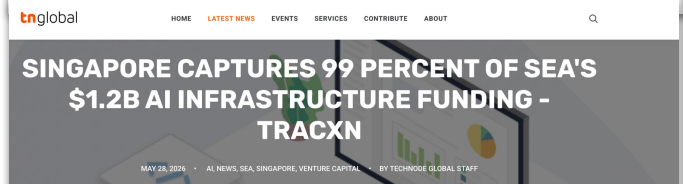
Increase in QoQ coverage

Increased coverage
across International media


India tech ranks 4th globally with \$11.7 billion in funding: Tracxn report



India's tech IPO boom peaks in FY26 with record 47 listings, up 52% YoY: Tracxn

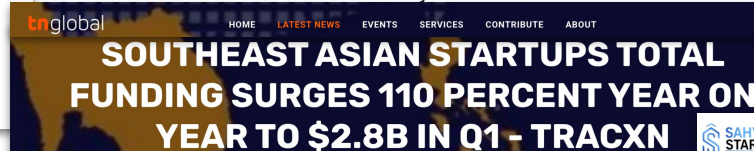


SINGAPORE CAPTURES 99 PERCENT OF SEA'S \$1.2B AI INFRASTRUCTURE FUNDING - TRACXN

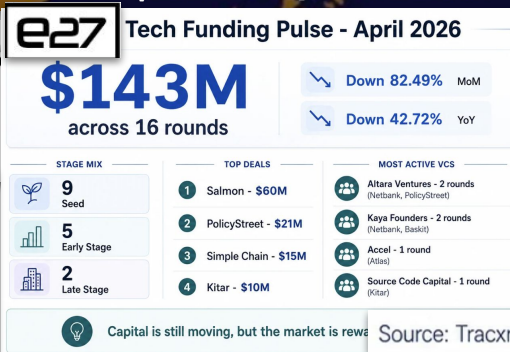
eg. Report coverage

ET BFSI

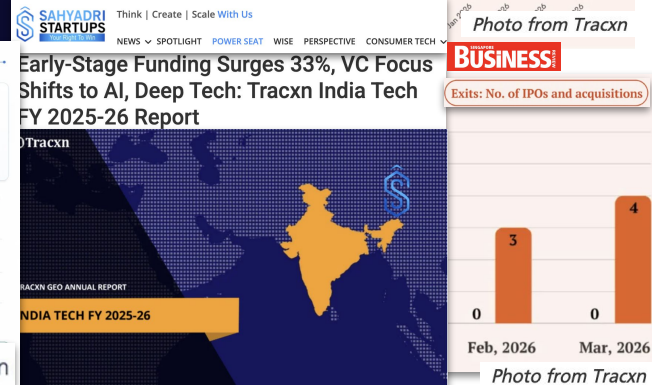
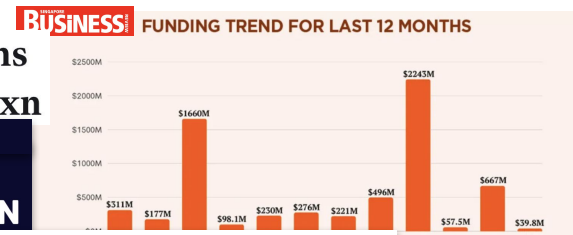
India's BFSI sector records 54 acquisitions in FY26 as deal activity accelerates: Tracxn



SOUTHEAST ASIAN STARTUPS TOTAL FUNDING SURGES 110 PERCENT YEAR ON YEAR TO \$2.8B IN Q1 - TRACXN



eg. Regular Columns in newspapers



eg. Others

Key Growth Areas (FY27) - Summary

1. Acceleration across India & International

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

2. Repeatable growth playbook, now applied across BUs

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

3. Data - growing at exponential pace

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

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

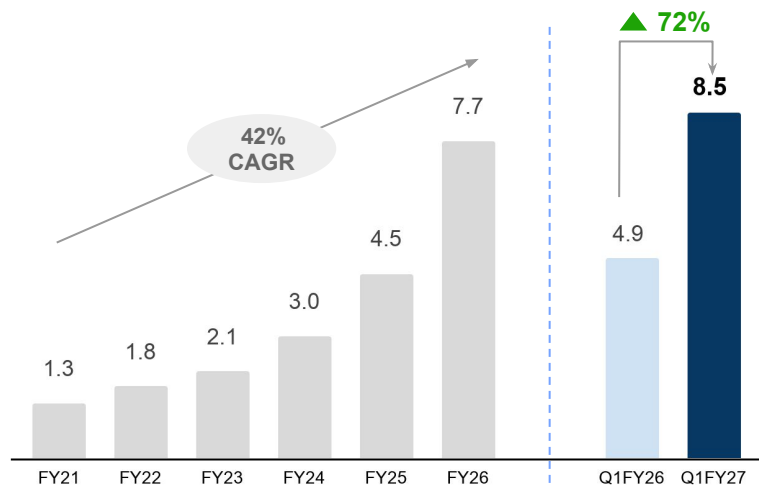
5. AI-native access to Tracxn data

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

Q1 FY27: Other KPIs

Entities Profiled, on platform (in millions)

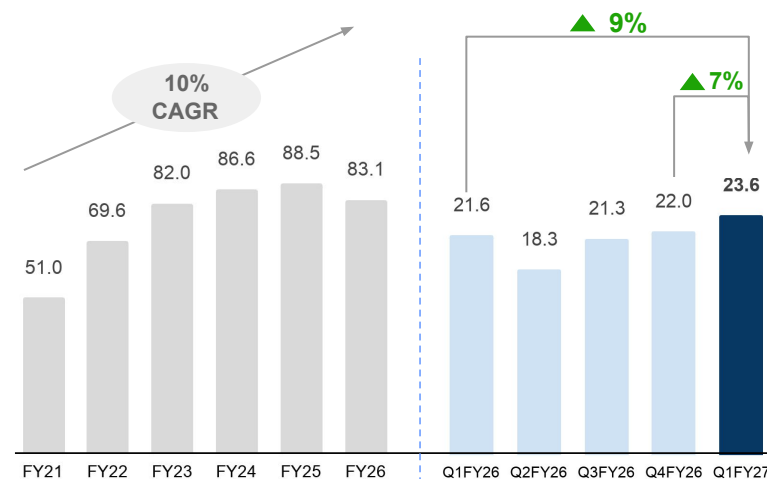
Historical Annual



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

Contract Price (in INR Cr.)

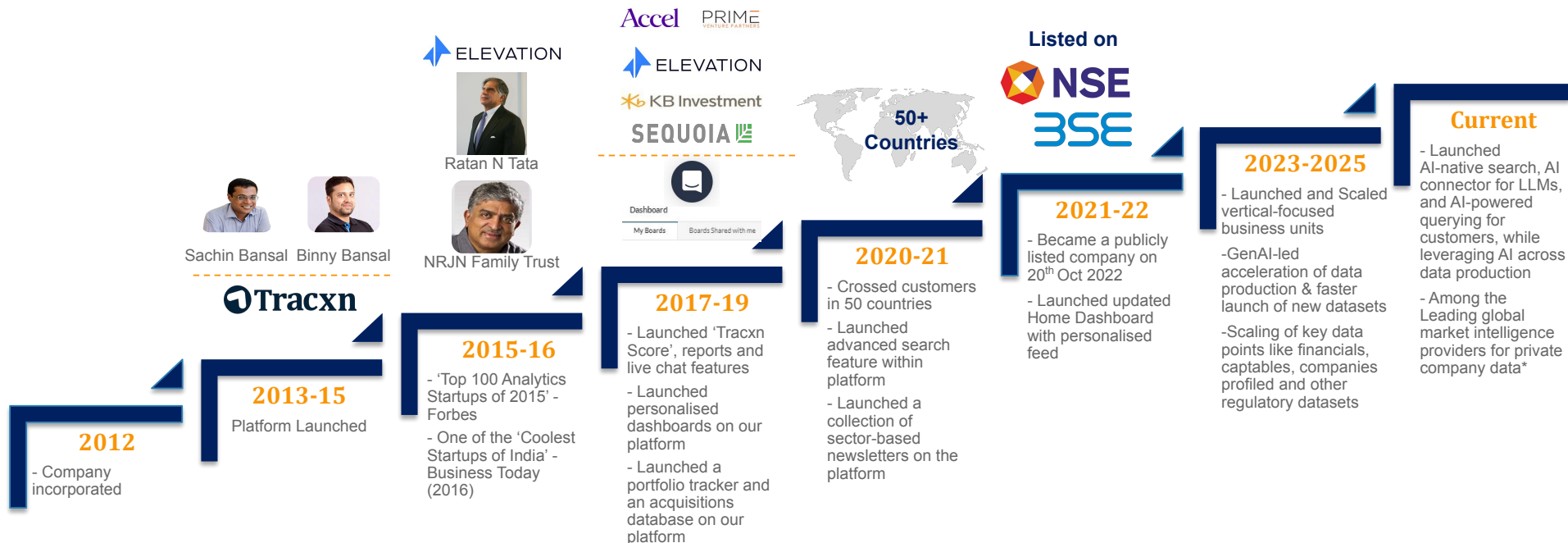
Historical Annual



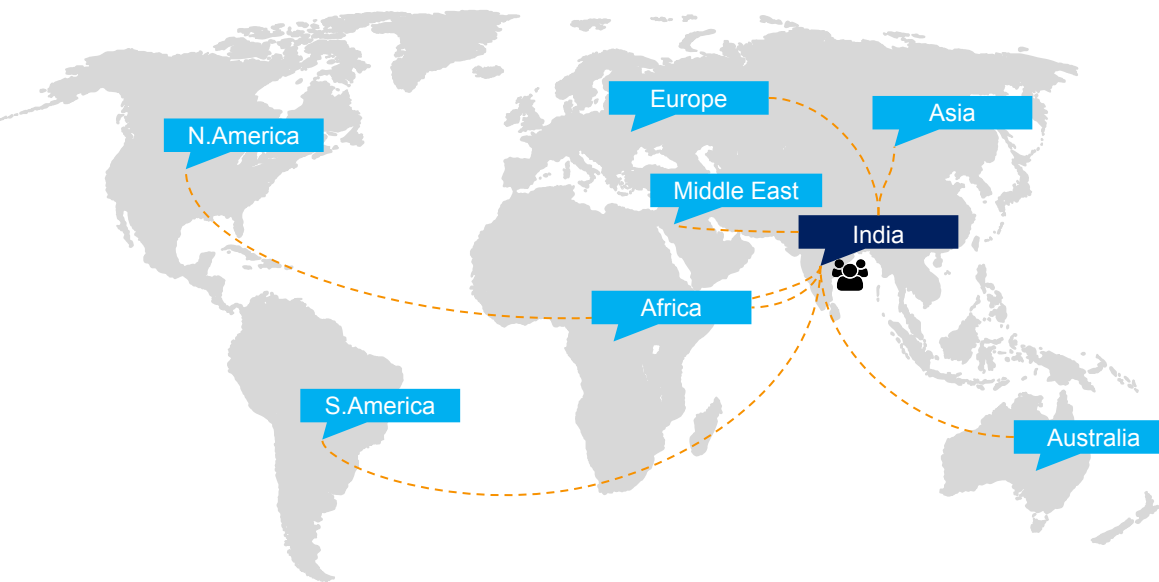
Increase in Contract Price on a QoQ and YoY basis

Business Overview

Our Journey



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** happen from India (sales & support teams work across multiple time zones)
- Very efficient content-driven **customer acquisition flywheel**

These give us a significant and long-lasting cost advantage

Experienced Promoters & Board of Directors



Neha Singh

Chairperson and Managing Director

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



Abhishek Goyal

Vice Chairman and Executive Director

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



Akshay Bhushan

Independent Director

- B.S. from **Georgia Institute of Technology** & MBA from **The Wharton School**
- Managing Partner at **ACM Holdings**
- Advisor **CRE Venture Capital**
- Previously Partner at **Lightspeed Venture Partners**
- Worked previously at **Bain, Accel & Flipkart**



Brij Bhushan

Independent Director

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



Payal Goel

Independent Director

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



Rohit Jain

Independent Director

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

Supported by Senior Management Team

Backed by Marquee Investors



Prashant Chandra
Chief Financial Officer

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



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 Rajaraman
Milliways Fund
Founder - Jungle



Amit Ranjan
Founder - Slideshare

Investors who backed us in IPO Anchor Book

Abakus

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 2025*

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

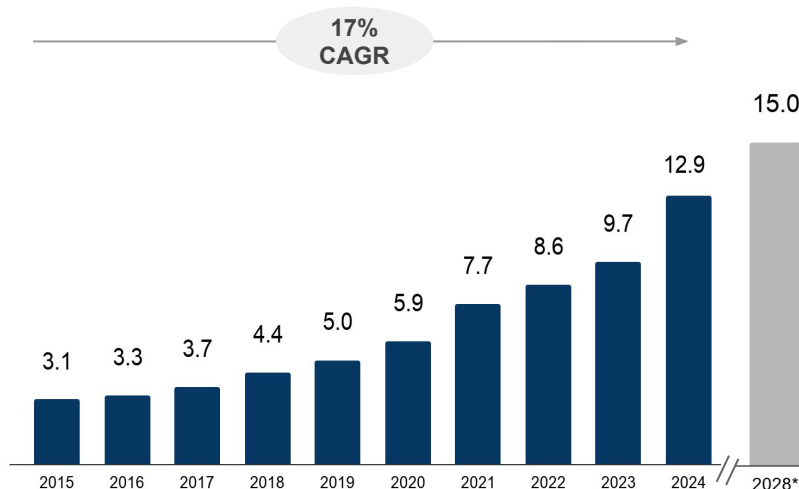
In-house data mining engine - automated discovery of new-age companies by tracking more than 1 billion domains across emerging technology sectors and sector classification of entities tracked

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

Large & Growing Market

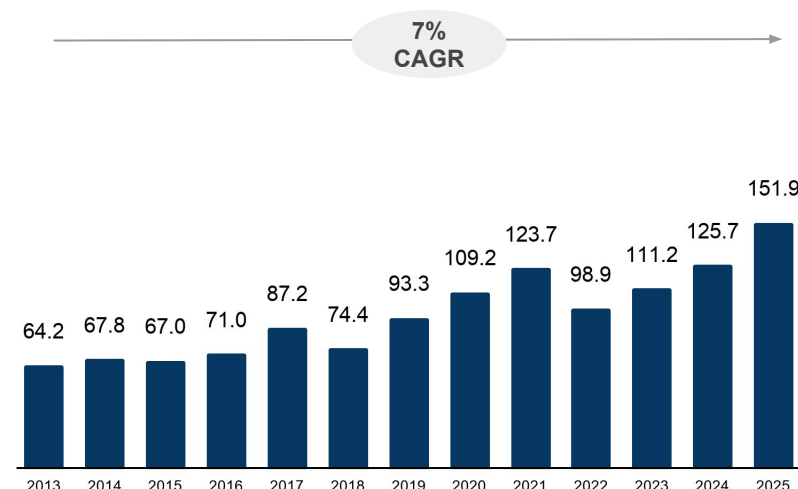
Private Market AUM Growth¹

(in USD trillion)



Public Market Capitalization²

(in USD trillion)



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

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

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

* Estimated private market AUM numbers as per internal estimates

Q1 FY27 Detailed Financial Statements

Profit & Loss Statement (1/2)

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

Profit & Loss Statement (2/2)

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

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 and Statutory impact of new Labour Codes** is calculated as Profit/(loss) for the period plus Deferred Tax adjustments plus Statutory impact of new Labour Codes.
- (7) **PAT excluding IPO expense, Deferred Tax, Statutory impact of new Labour Codes and CCPS** is calculated as Profit/(loss) for the period plus Exceptional items - IPO expenses, reimbursable to the company plus Deferred Tax plus Statutory impact of new Labour Codes 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

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Bangalore - 560102

CIN : L72200KA2012PLC065294

Corporate Presentation: [Link](#)

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www.tracxn.com/investor-relations