

NORTHWIND ANALYTICS PVT. LTD.

ANNUAL REPORT

Northwind Analytics Pvt. Ltd.

Annual Report 2025–26

REPORTING PERIOD **Financial year ended 31 March 2026**

REGISTERED OFFICE **Bengaluru, Karnataka**

REGISTRATION **CIN: U00000KA0000PTC000000 (sample)**

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ABOUT US

Northwind Analytics builds data and AI tools that help mid-sized Indian businesses forecast demand, manage inventory and understand their customers. We serve clients in retail, logistics and healthcare from offices in Bengaluru and Pune.

Vision	Make data-driven decisions simple for every growing business.
Mission	To deliver practical, affordable analytics products backed by excellent support.
Founded	2017
Where we work	Clients in 14 states; offices in Bengaluru and Pune

LETTER FROM THE MANAGING DIRECTOR

Dear shareholders, the year 2025–26 was one of disciplined growth. We added new clients across retail and logistics, launched our forecasting product to general availability and improved our margins.

We invested in our people, opening a new Pune office and expanding our customer success team. Client retention remained high, which tells us our products solve real problems.

Looking ahead, we will deepen our healthcare offering, invest in responsible AI and continue to grow profitably.

Rahul Menon

Managing Director & CEO

THE YEAR AT A GLANCE

₹ — revenue (sample)	38% growth in clients	94% client retention	212 employees
3 new products	14 states served	4.6/5 support rating	2 offices

Figures in this report are illustrative sample data for the template; replace them with your audited numbers.

Highlights of the Year

Quarter	Milestone
Q1	Forecast Pro reached general availability
Q2	Pune office opened
Q3	ISO 27001 surveillance audit passed
Q4	Healthcare analytics pilot with two hospital groups

PRODUCTS

Our product portfolio grew from two to five products this year, all built on a shared data platform.

What we did

- Forecast Pro for demand planning
- StockSense for inventory optimisation
- CustomerLens for segmentation
- A shared data connector library

Results (sample data)

Indicator	Target	Achieved	Status
Product releases	10	12	Achieved
Platform uptime	99.5%	99.8%	Achieved
Active client users	—	—	Add figure

Story of change

A regional grocery chain reduced stock-outs significantly in its first season with Forecast Pro (client-reported).

CLIENTS AND MARKETS

We focused on mid-sized retail, logistics and healthcare companies where analytics has the most immediate impact.

What we did

- Added clients in five new states
- Partnered with two system integrators
- Ran 18 client workshops
- Launched a client community forum

Results (sample data)

Indicator	Target	Achieved	Status
New clients	40	46	Achieved
Client retention	92%	94%	Achieved
Net promoter score	50	54	Achieved

Story of change

A logistics client used StockSense to rebalance warehouse stock across three cities and cut emergency shipments.

PEOPLE AND CULTURE

Our team grew to 212 people. We invested in learning, wellbeing and an inclusive workplace.

What we did

- Opened Pune office
- Launched a learning budget for every employee
- Mentorship programme for new joiners
- Quarterly wellbeing days

Results (sample data)

Indicator	Target	Achieved	Status
Employees	200	212	Achieved
Women in workforce	35%	37%	Achieved
Training hours per employee	30	34	Achieved

Story of change

Our first cohort of graduate trainees from tier-2 colleges all moved into full-time roles.

PEOPLE AND GOVERNANCE

The Board of Directors meets at least four times a year. The Audit Committee and the Nomination and Remuneration Committee oversee financial reporting and leadership appointments.

Board / Governing Council

Name	Role	Since
Rahul Menon	Managing Director & CEO	2017
Priya Nair	Director, Technology	2017
Arvind Kapoor	Independent Director	2021
Leena D’Souza	Independent Director	2023

Our Team

Function	Headcount (sample)
Engineering and data science	118
Customer success and sales	56
Product and design	18
Corporate functions	20

FINANCIAL SUMMARY

The summary below is presented in a format that is easy to compare year on year. All amounts are sample figures for the template.

Income

Source	2025–26 (₹ lakh)	Previous year (₹ lakh)
Subscription revenue	—	—
Services revenue	—	—
Other income	—	—
Total income	—	—

Expenditure

Head	2025–26 (₹ lakh)	Previous year (₹ lakh)
Employee costs	—	—
Cloud and technology	—	—
Sales and marketing	—	—
Other expenses	—	—
Profit before tax	—	—

ACKNOWLEDGEMENTS

We thank our clients, partners, employees and shareholders for their trust and support.

Category	Partners (replace with your own)
Cloud partners	Partner A
System integrators	Partner B, Partner C
Academic partners	University D

CONTACT US

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