

Annual Report 2023 — SoftQuotient Ltd.

SoftQuotient Ltd.

Executive Summary

A record year for top-line growth and market penetration in enterprise analytics.

1 Financial Performance

Year	Revenue	Growth	R&D Spend	% Revenue
2023	\$2.8B	15%↑	\$530M	19%

Table 1: Key Financial Metrics

Net margin: \$295M. Highest gross margin in history.

2 R&D Investments

- \$530M to AI and cloud analytics.
- Major patent filings in explainable AI.

3 Market Position and Competitive Strategy

- Market leader in enterprise analytics (NA, EMEA).
- Expanded AI-driven product portfolio.
- Stronger APAC reseller network.

4 Leadership Team

- CEO: Raj Patel
- CTO: Dr. Emily Chu (2023 appointment)
- Focus: leadership development, transparency.

5 Vision for 2024

Launch cloud-native analytics, grow R&D to 20%, advance sustainability.