



# **DATAMATICS GLOBAL SERVICES LIMITED**

## **Lumina Demerger – Proposed Scheme of Arrangement**

DECEMBER 2018

Subject to Regulatory Approvals

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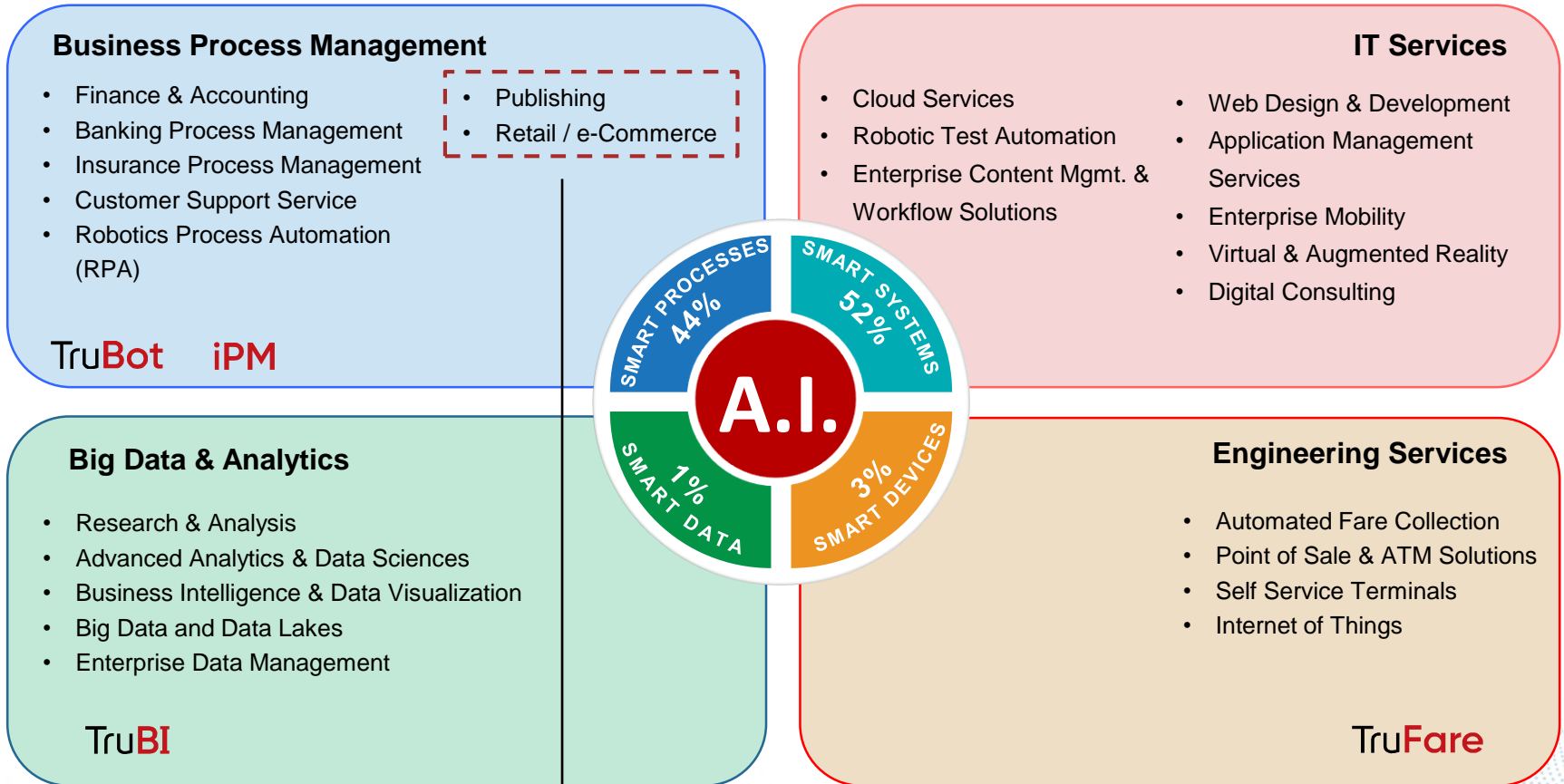
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# DATAMATICS GLOBAL SERVICES LIMITED – OVERVIEW



# LUMINA DATAMATICS LIMITED – OVERVIEW

Lumina Datamatics is a trusted partner to many large global Publishers and Online Retailers, catering to their requirements in content, technology and commerce.

## Content Services

- Development & Editorial
- Design & Layout
- Print & Digital
- Assessments
- Accessibility
- Photo Research & Permissions
- Product Content
- Item Setup
- Taxonomy Services



  
 Content Authoring | Publishing System


 RightsPlatform



## Workflow Development & Management

- Design
- Enhance
- Deploy
- Automation



**BPM  
Framework**

## Analytical Solutions

- Pricing Intelligence
- Assortment Analysis
- Seller Analysis
- Dynamic Pricing
- Big Data

**MarketWatch**

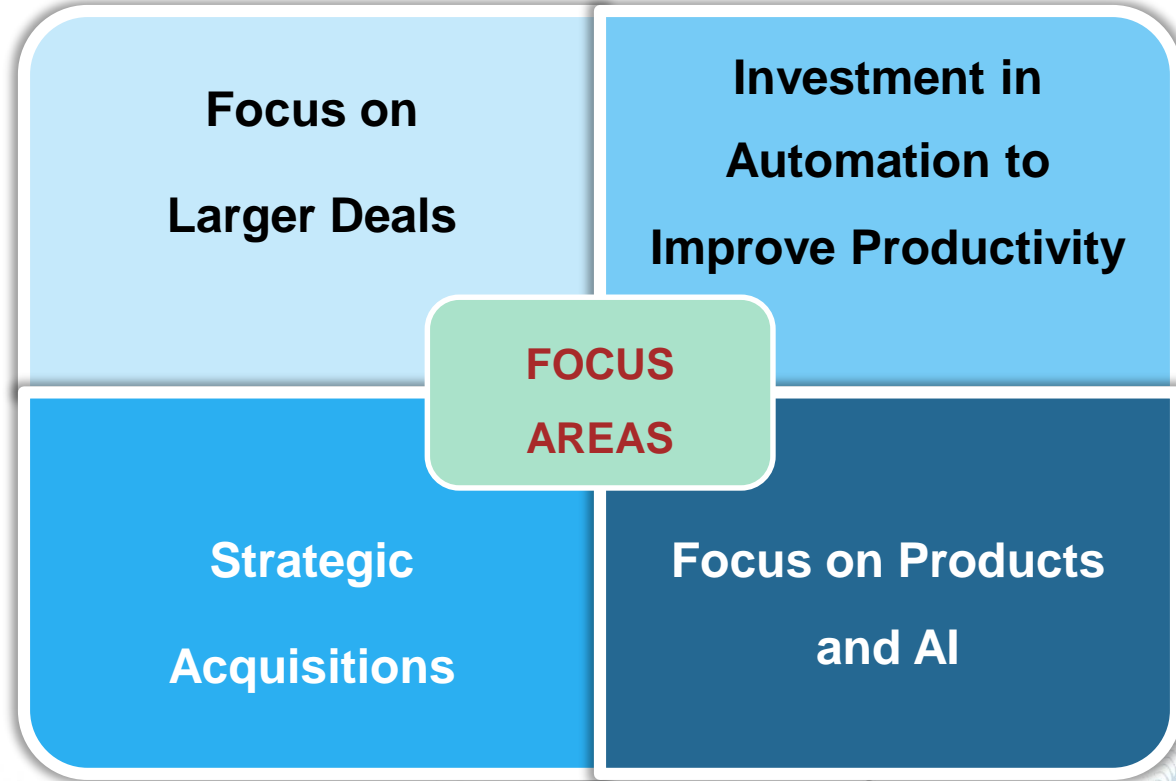
Mastering the content play



## New Media Services

- Digital Transformation (eBooks/EPUB3)
- Image processing
- 2D-3D Rendering / Walk through
- HTML5 Asset Development
- A/V Production & Editing
- Reality Technologies (AR/VR)
- Interactive 3D Learning

# LUMINA – KEY FOCUS AREAS – SUSTAINABLE GROWTH



## DEMERGER SPECIFICS

Step 1:

Currently owns 98.04%



**Lumina Datamatics will be merged with Datamatics Global Services Limited**

Step 2:

Vertically Split as per businesses

**DATAMATICS GLOBAL SERVICES LIMITED**  
(ex-Publishing & Retail / E-commerce)

**LDR E-RETAIL LIMITED**  
To be renamed as Lumina Datamatics Limited  
Will be Separately listed

# DEMERGER RATIONALE

## ADVANTAGE MANAGEMENT

### Diversified Offerings

The businesses of the two companies, serve completely different market segments and have varied offerings.

### Enhanced Visibility

Give direct visibility in terms of opportunities for both the companies, which will aid the management mould business strategies, accordingly.

### Renewed Focus

Allow the managements of the each Company to focus on and pursue growth strategies tailored to the segments they serve.

## ADVANTAGE SHAREHOLDERS

### Value Unlocking

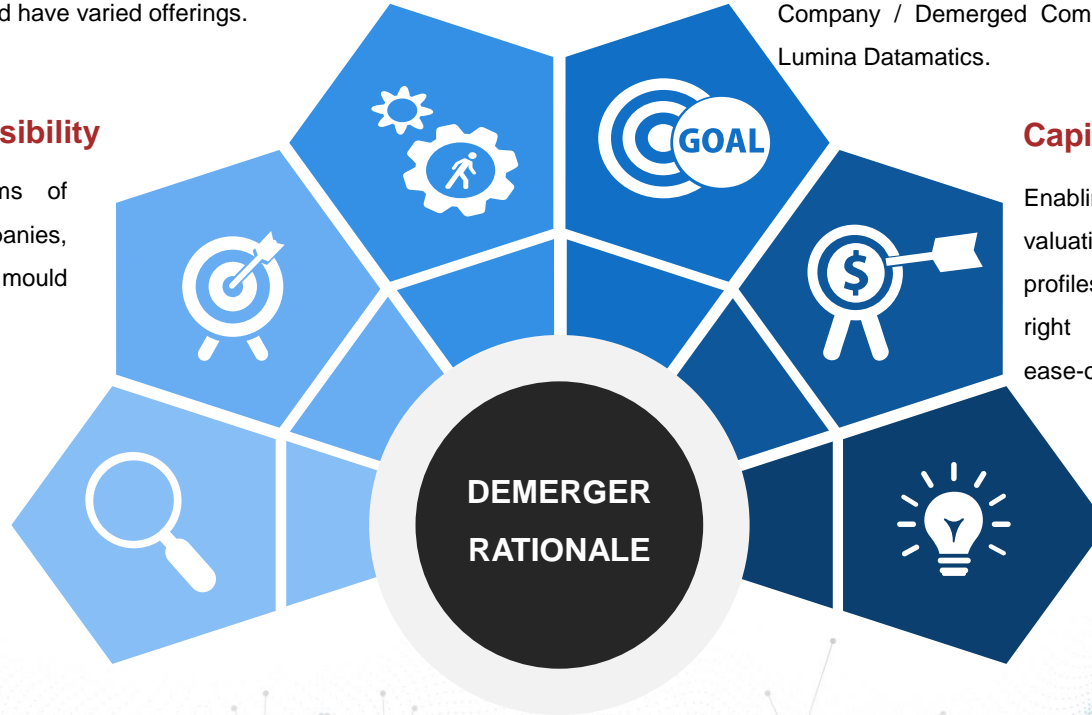
Unlock the value for the shareholders of the Transferee Company / Demerged Company by listing of the shares of Lumina Datamatics.

### Capital Access

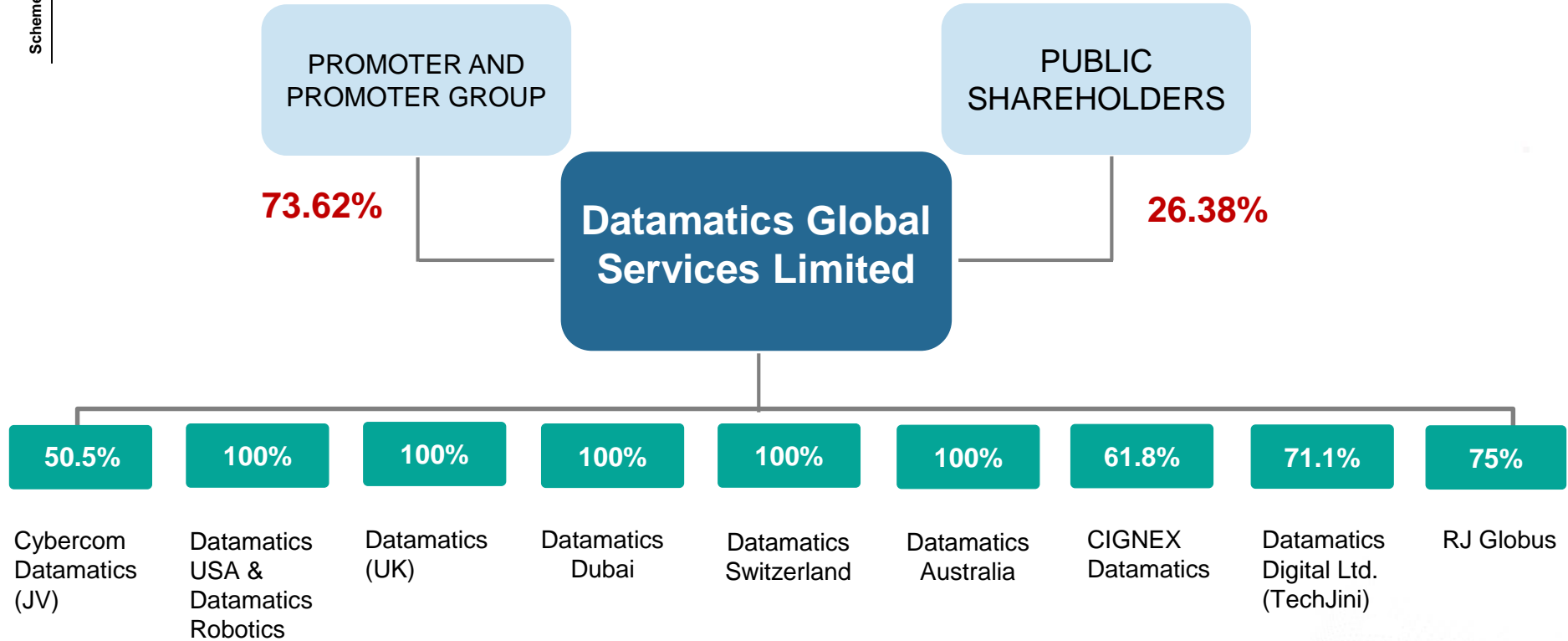
Enabling achievement of expected valuation based on respective risk-return profiles and cash flows, attracting the right investors and thereby granting ease-of-access to capital.

### Shareholders' Interests

Enhancing liquidity of the ESOPs held by Key Management Personnel and other shareholders.



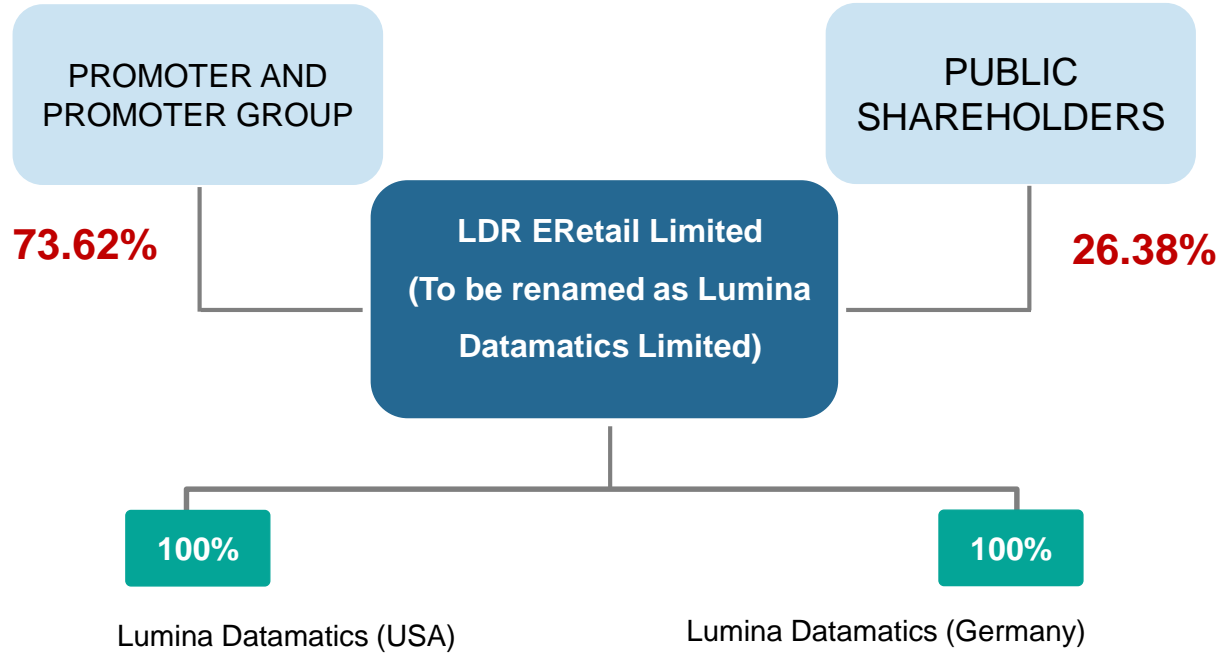
# DGSL – PROPOSED HOLDING STRUCTURE – POST DEMERGER



- Note:**
1. The above structure includes direct and indirect subsidiaries and is not a complete legal structure.
  2. The above structure is based on shareholding pattern as on 14 December 2018.
  3. The structure is based on effective holding of DGSL in various entities.



# LUMINA – PROPOSED HOLDING STRUCTURE – POST DEMERGER



- Note:**
1. The above structure includes direct and indirect subsidiaries and is not a complete legal structure.
  2. The above structure is based on shareholding pattern as on 14 December 2018.
  3. The structure is based on effective holding of Lumina in the two entities.

## INDICATIVE TIMELINE



★ Board Approves Scheme

★ Filing Scheme to Exchanges & Regulators

★ Receipt of Exchanges Approval

Filing with NCLT

★ Shareholder / Creditor Meeting

NCLT Approval Processes

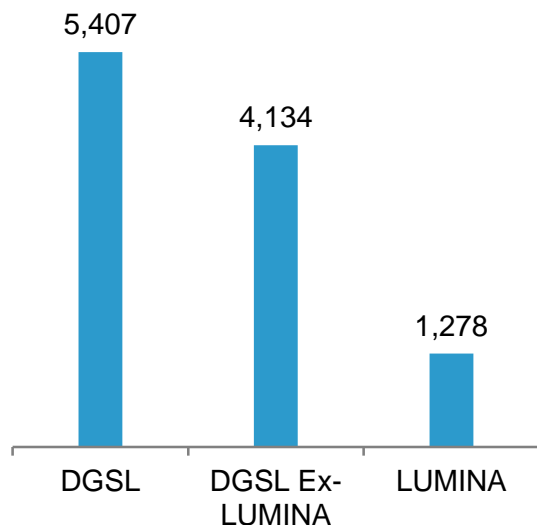
★ NCLT Approval

Listing of Lumina Datamatics

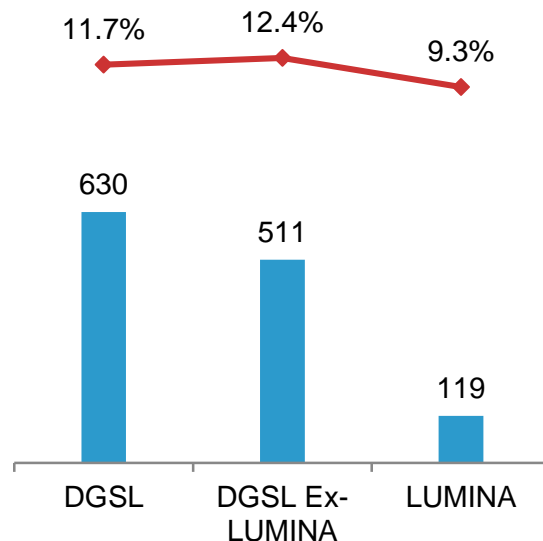
## FINANCIAL SUMMARY – H1 FY 2018-19

In Rs Mn

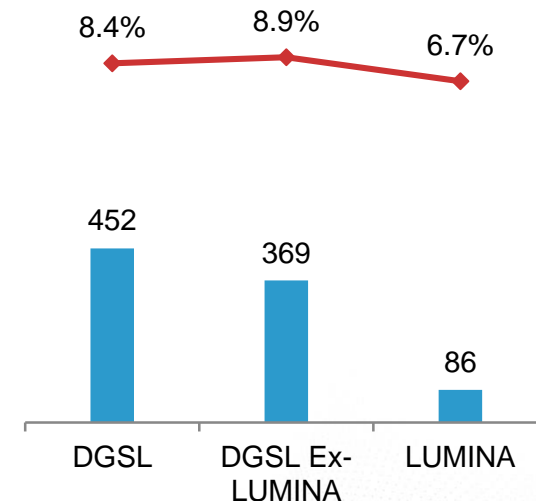
## Revenues \*\*



## EBITDA &amp; EBITDA Margin % ^



## PAT &amp; PAT Margin % #



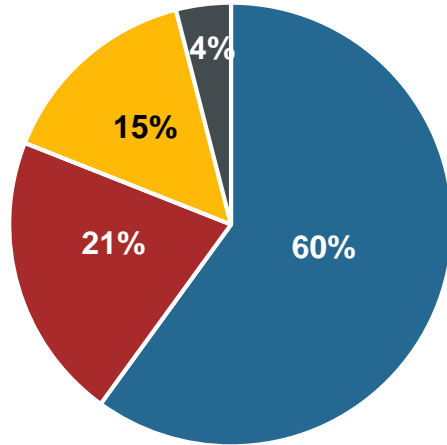
\*\* Operating Revenue

^ EBITDA excl. Other Income

# PAT Before Minority Interest

## OPERATIONAL HIGHLIGHT

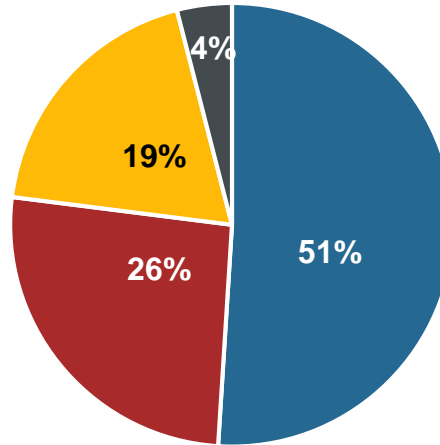
## REGION-WISE REVENUE BREAK-UP



■ USA ■ Europe ■ India & ME ■ RoW

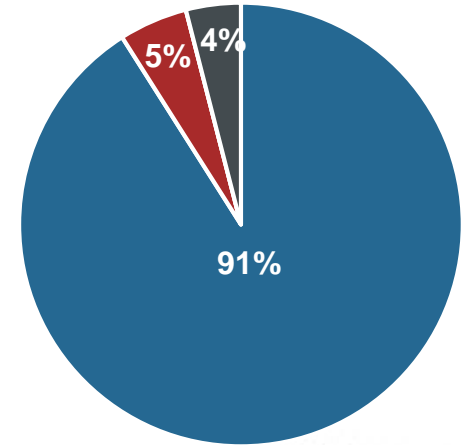
**500+ Global Customers**

## DGSL Ex-LUMINA



■ USA ■ Europe ■ India & ME ■ RoW

**400+ Global Customers**



■ USA ■ Europe ■ RoW

**90+ Global Customers**

## FOR FURTHER QUERIES



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