





DISCLAIMER

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These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond DGS' control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of DGS.

In particular, such statements should not be regarded as a projection of future performance of DGS. It should be noted that the actual performance or achievements of DGS may vary significantly from such statements.



DISCUSSION SUMMARY

- Company Overview
- Financial Overview
- Business Strategy & Outlook



COMPANY OVERVIEW



We build intelligent solutions for data-driven businesses to enhance their productivity and customer experience

Customers **450+**

Employees **10,000+**

Across 4
Continents

Revenue
INR 910.3 Cr
INR 9,103 Mn

EBITDA
INR 82 Cr
INR 820 Mn
(9%)

PAT INR 71.5 Cr INR 715 Mn (7.9%)

Ratios ROCE 13.7% ROE 12.6%

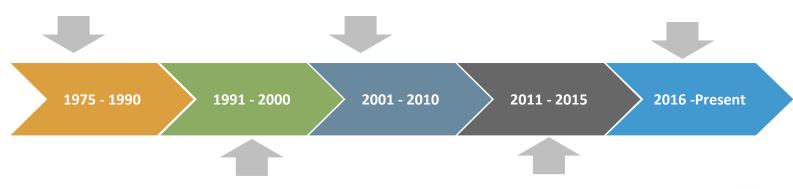
KEY MILESTONES

DATAMATICS®
Data to Intelligence

- Datamatics incorporated (1975)
- India's 1st offshore development centre for Wang Labs, USA (1983)
- 1st to develop & export S/W via satellite to Bell Labs (1989)

- Acquired Saztec (USA,2003)
- Acquired Corpay for Accounts Payable solutions (USA, 2003)
- BUPA on boarded as customer (2003)
- IPO (2004)
- JV with Cybercom (2006)
- Launch of iPM & iQ (2007)

- Opened new delivery centre in USA
- Acquired TechJini, boutique mobile & web technology provider (India, 2017)
- Acquired RJGlobus Solutions, voice & text based customer service provider (2018)
- TruBot debut in Everest Group's PEAK Matrix for RPA (2018)



- India's 1st e-publishing co. (1992)
- 1st in India & 2nd in the world to obtain ISO 9002 certification in e-publishing (1998)
- Most innovative S/W product awarded by the Prime Minister of India (1999)

- Launched DataLabs (2011)
- Acquired Cignex, open source ECM (USA, 2011)
- Acquired PMG, publishing service provider (India, 2013)
- Launched own RPA product TruBot (2014)
- Acquired TruBI from MAIA Intelligence (India, 2015)

OUR PORTFOLIO



Business Process Management

- Finance & Accounting
- Banking Process Management
- **Insurance Process Management**
- Research & Analysis
- **Customer Support Service**
- **Robotics Process Automation (RPA)**

- **Publishing**
- Retail /e-Commerce
- BPaaS

IT Services

- **Cloud Services**
- **Robotic Test Automation**
- Enterprise Content Mgmt. & Workflow Solutions
- Web Design & Development
- Application Management Services
- **Enterprise Mobility**
- Virtual & Augmented Reality
- **Digital Consulting**

TruBot **iPM**

Big Data & Analytics

- **Advanced Analytics & Data Sciences**
- **Business Intelligence & Data Visualization**
- **Big Data and Data Lakes**
- **Enterprise Data Management**

TruBI



Engineering Services

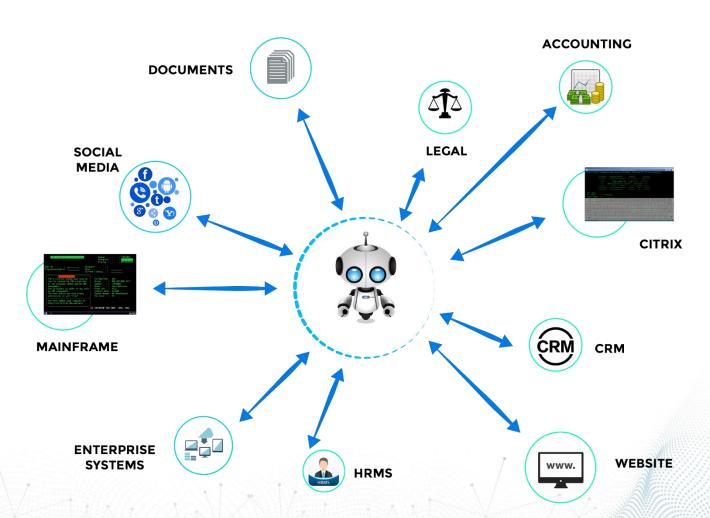
- Automated Fare Collection
- Point of Sale & ATM Solutions
- **Self Service Terminals**
- · Internet of Things

TruFare



ROBOTICS - OVERVIEW







TruBot – ROBOTIC PROCESS AUTOMATION SOLUTION





2300+ active TruBots

An active customer base of **75 globally**

Over 23 million documents processed through OCR

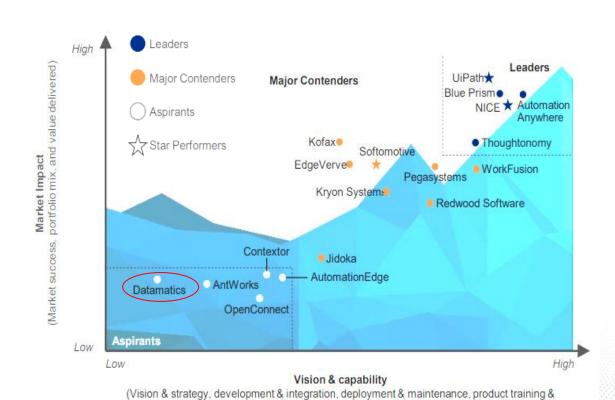
70% clients with over\$5 billion revenue

Catering to customers across Banking, Healthcare, Insurance, Manufacturing and Logistics



DEBUT IN EVEREST GROUP'S PEAK MATRIX FOR RPA 2018





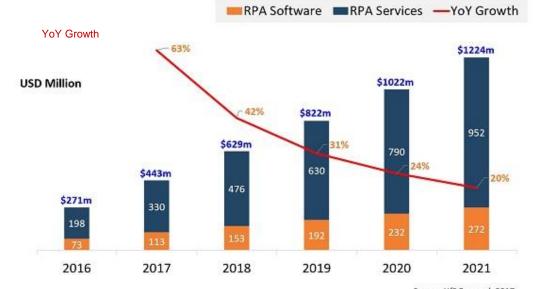
support, and commercial model)



ROBOTIC PROCESS AUTOMATION MARKET SIZE



Global Robotic Process Automation (RPA) Market, 2016-2021



Source: HfS Research 2017

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BUSINESS PROCESS MANAGEMENT



CLIENT	ENGAGEMENT	BENEFITS/IMPACT		
A large private bank in India	Deployed TruBot for new account opening process	 Accounts opened per day grew from 3,000 to 15,000 with the same workforce 		
		 Enhanced productivity by 500% 		
		 Reduced processing time by 70% from 12 min to 3 min 		
A leading provider of rental homes in USA	Automated the Accounts Payable process using iPM	 Scaled-up processing from 5,000 to 65,000 invoices and 30,000 auto-uploads per month 		
		 Enhanced productivity and reduced TAT by 40% 		
		 Improved payable accuracy to 99.8% 		
		 Achieved 100% process transparency and audit trails 		
A leading bank in Norway	Automated the process of capturing data from Import Collection Documents using TruBot	800% faster than manual process		
		Overall 80% automation		
		 Process time improved from 12 min to 1.30 min 		
		Reduction in manual errors		
A Global Manufacturing Company in USA	End-to-end automation of the Order-to- Cash process	Enhanced productivity by 75% and reduced cycle time from 4 days to 1 day		
		 Decreased Days Sales Outstanding by 24% from 68 days to 52 days 		



IT SERVICES



CLIENT	ENGAGEMENT	BENEFITS/IMPACT		
	Developed Android, iOS and Windows mobile apps for Riders and Drivers	 More than 96% transactions and booking requests are from the mobile app 		
A leading Indian online cab aggregator		 Mobile app ride hailing increased by 100% Q-o-Q 		
		 USD 2.1 to USD 2.7 million - gross transaction value per month 		
An online furniture store in India	Developed a mobile app to boost sales and create a differentiated and persuasive user experience	User install base doubling every 6 months		
		Over 1 million downloads so far		
		 Revenue grew at 200-300% (Y-o-Y) since the launch of its mobile app 		
		Digitized 901,025 pages and saved 1,802 reams of paper		
A Government owned NBFC	Implemented e-Office across 28 offices and subsidiaries in India	 Saved stationery items in 1000s and associated costs in millions Q-o-Q 		
		Saved monthly efforts of 112 employees		
A leading international agency	Migrated the existing Business Intelligence solution to a cloud platform	 Enhanced flexibility in the processing schedule to add additional data for business users 		
		 Reduced cost of hardware, software, and infrastructure support by 35% 		
VII.		Reduction in end-to-end processing time by 40%		



AUTOMATED FARE COLLECTION (AFC) SOLUTION





- Market Scenario
 - Global AFC market is growing at 13.2% and expected to reach \$11.95 Bn by 2021.
 - Growing demand in emerging economies 25 metro rail projects in India over the next 5 years
- Datamatics has delivered over 20 global projects for cities including London, New York, Dubai, Melbourne, Hong Kong, etc.
- The only Indian company to offer this solution; advantage in 'Make in India' initiative
- Datamatics has developed its own product in AFC TruFare
 - Implemented Lucknow Metro Rail Contract (LMRC) Phase 1
 - Implementing AFC for Vaishno Devi ropeway







Delivered an end-to-end Automatic Fare Collection (AFC) system for Phase 1 of the Lucknow Metro Rail Project

Impact:

- State-of-the-art contact less smart card based ticketing solution
- Supports multi-channel, multi-modal transit interface
- Scalable and can handle 10x capacities for future proofing
- The fastest rolled-out AFC system in India till date



BIG DATA & ANALYTICS

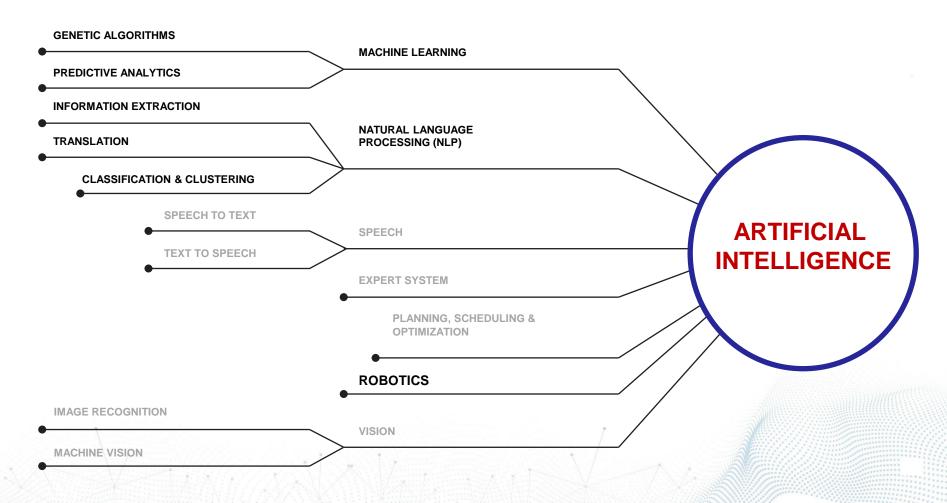


CLIENT	ENGAGEMENT	BENEFITS/IMPACT
India's leading rural NBFC	Reduced collection outstanding and strengthened cash flow through stronger integrated dashboards and MIS	 Average collection reduced from 90+ from due date to <5 days after due date Increased productivity from 3 person months to a few minutes 94% reduction in overdue days
A diversified financial services firm in India	Automated business reporting and reduced time from 4 weeks to few days	 Centralized data repository for better insights into business performance Reports & dashboards available on T+1 basis with over 99% data accuracy
		 93% reduction in report preparation timelines
A multinational shoes maker	Implemented an operational data store for real time data exchange between retail stores and the head office	 Reduced operational data exchange time from 3- 7 days to real time
A German personal care company	Deployed the sales analytics tool that reduced data gathering time	 Reduced sales review time from 3-5 days to less than 3 hours Improved efficiency by over 95% Reduced manual errors and improved data accuracy



SNAPSHOT: ARTIFICIAL INTELLIGENCE

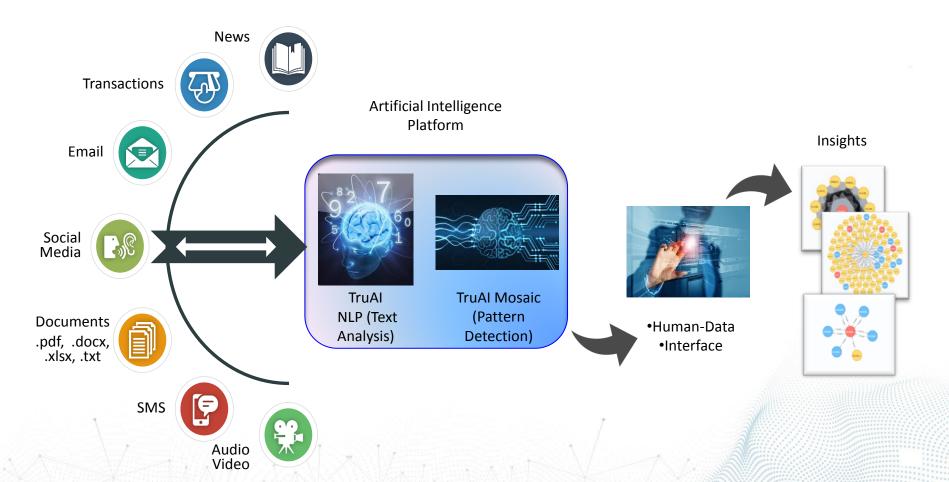






TruAI - ARTIFICIAL INTELLIGENCE PLATFORM

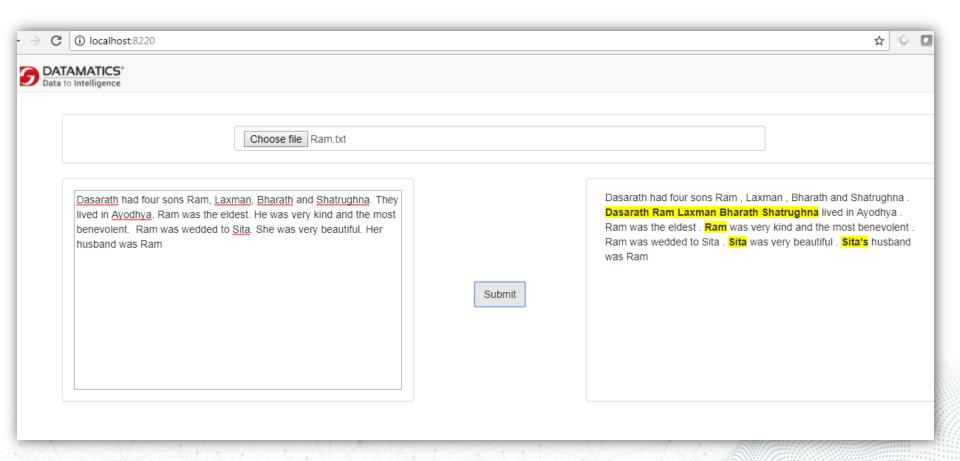






ARTIFICIAL INTELLIGENCE: NLP







USE CASE: Extract intelligence in Multilingual Environment DATAMATICS® Data to Intelligence



Original Source





TruAl **Context Analysis**

Social Lookup

Prof. Dr. Hamdy El-Maaz



أستاذ إدارة الأعمال والموارد البشرية بطية التجارة جامعة القاهرة رئيس وحدة كيم لإدارة الموارد البشرية ستشار التنظيم ولاازة الموارد البشرية بهيئة الرؤابة الإداريا عضو اللجنة القومية للتخيم العالى - جمهورية مصر العربية

فيير استثنارك نظم إدارة الموارد البشرية بمصر والوطن العربى

Named Entity Recognition (NER)

'PERSON': ['Kim', 'Kim', 'Arab', 'Kim', 'Hamdy El-Maaz', 'Kim', 'Kim Center', 'Kim Certificate', 'Kim', 'Kim', 'Kim', 'Kim'].

'LOCATION': ['Cairo', 'Doha', 'America', 'England', 'Cairo', 'Cairo', 'Arab Republic of Egypt', 'Egypt', 'Egypt', 'Egypt', 'Cairo', 'Cairo Retaj Al Rayyan Hotel - Doha', 'US', 'US', 'Qatar'],

'ORGANIZATION': ['Ain Shams University', 'Meridian Heliopolis Hotel', 'University Ain Shams - Faculty of Commerce - Center Research and Business Studies', 'Cairo University', 'Ain Shams University', 'First Party Kim Business Management Unit Business', 'Center for Administrative and Accounting', 'Faculty of Commerce', 'Administrative Control Authority Member of the National Committee for Higher Education', 'Second Party Ain-Shams University Commerce College BRSC Center for Commercial and Statistical Studies and Research Ain Shams University', 'Ain Shams University', 'Center for Research', 'Faculty of Commerce', 'Ain Shams University', 'University of Ain Shams University', 'Small Business Administration', 'Kim Training Center', 'Faculty of Commerce', 'Ain Shams University', 'Faculty of Commerce', 'Ain Shams University', 'Center for Business and Statistical Studies', 'Faculty of Commerce Ain Shams University', 'Ain Shams University', 'Cairo', 'Doha Duration', 'Master of Business Administration', 'Ain Shams University Le Meridien Heliopolis Hotel', 'University Ain Shams -Faculty of Commerce - Center Research and Business Studies', 'Faculty of Commerce', 'Cairo University', 'Ain Shams University']

Summary

This implements. Certified Certificate. Specialized professional units affiliated to the Center of Administrative and Accounting Expertise / Kim Training and Consultancy, which includes a distinguished team of elite experts from Egyptian universities such as Cairo University, Ain Shams University, major Egyptian, American and international universities, senior experts and professional advisors in all administrative and financial fields.

Side Master's degree Certified Mini Business Administration: First Party Kim Business Management Unit Business administration unit CAME-BAU Is a research unit of a special nature of the Center for Administrative and Accounting Experience (CAME), which includes elite experts and business administration professors in major Arab and

It works to contribute to the overall development of managers and all employees in the fields of business administration, In particular, the CAME-BAU is responsible for scientific and academic supervision of the contents, training curricula, followup of the implementation of the certificates and the certification of Kim's customers...

Dr. Hamdy El-Maaz Professor of Business Administration and Human Resources, Faculty of Commerce, Cairo University Head of Kim's Human Resources Management Unit Organizational Consultant and Human Resource Management at the Administrative Control Authority Member of the National Committee for Higher Education - Arab Republic of Egypt Expert consulting systems of human resources management in Egypt and the Arab world Party Ain-Shams University Commerce College BRSC Center for Commercial and Statistical Studies and Research Ain Shams University is the third oldest university in Egypt.

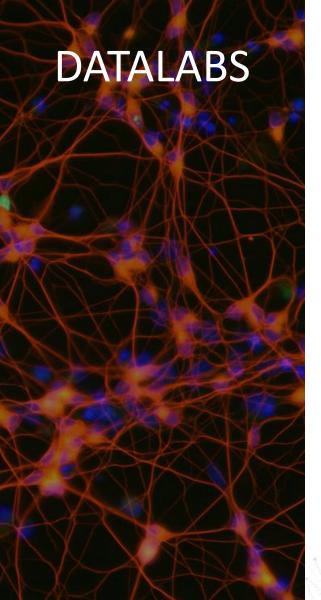
The BSRC is a faculty The University of Ain Shams University adopts the professional certificates provided by the Kim Center to the customer audience in accordance with the standards of scientific and academic supervision on the contents and training curricula and the lecturers and follow up the implementation of the programs and ensure the validity of the results of tests and attendance rates.



ARTIFICIAL INTELLIGENCE



CLIENT	ENGAGEMENT	BENEFITS/IMPACT
A leading Bank in USA	Deployed TruBot Neuro to digitize, summarize and classify documents for easy archival and retrieval	 Processed over 30 million documents within 42 days Enhanced productivity and decreased search time from 2 days to few mins Improved accuracy by 87% Reduced operational expenditure by 50%
Government Agency	Implemented Artificial Intelligence and Advanced Analytics based solution to ingest data from multiple sources	 Intuitive visualization to graphically depict relations between seemingly unrelated entities A 360-degree view of candidates Reduced analysis cycle time from 7 days to a few minutes
A global Banking & Financial Services company	Deployed Text Analytics solution to enhance productivity and reduce cycle time	 Process time for balance sheets and KPIs comparison from 90 person days to 4 person days – 96% reduction in turnaround time
A large multi- national retail bank	Implemented TruBot Neuro, an Artificial Intelligence based solution to improve customer service	 Auto-analysis and auto-routing of service request emails to concerned departments Improved speed of processing service requests by 75% from 4 days to less than 1 day





RESEARCH AREAS

ARTIFICIAL INTELLIGENCE & COGNITIVE CAPTURE

AUGMENTED & VIRTUAL REALITY

ROBOTICS PROCESS AUTOMATION

INTERNET OF THINGS

EXPERIENCED MANAGEMENT TEAM





DR. LALIT KANODIA Chairman



RAHUL KANODIA Vice-Chairman & CEO



SANDEEP MANTRI VP & Chief Financial Officer



BRAJESH UGRA
President – Global Head - Sales



NAVIN GUPTA EVP & Global Head BPO Services



SANJEEV SUBHEDAR EVP & Global Head -Engineering Solutions



SACHIN RANE EVP & Global Head -Software Solutions



SANJEET BANERJI EVP & Global Head – Al & Cognitive Sciences



SHASHI BHARGAVA EVP & Global Head -Solutions Group



SANDEEP ARORA
EVP & Global Head – Consulting &
Advisory Practice



RAJESH AGARWAL Head – Robotic Process Automation



MITUL MEHTA
SVP & Global Head - Marketing
& Communications



DIVYA KUMATEVP, Chief Legal Officer
& Company Secretary



ALOK KUMAR JHA EVP & CHRO



GOPAL RANJAN Global Head Quality

CERTIFICATIONS















Certified ISO 27001-2013





Certified ISO 9001-2008





SSAE 16 SOC 1 & SOC II with HITRUST

HIPAA Compilant





RECENT AWARDS & RECOGNITIONS





CIO Choice 2018 – Artificial Intelligence, Business Intelligence & Doc. Mgmt.



GT-CII India Meets Britain Tracker 2017 - Fastest Growing Indian Company in the UK



7th Global Economic Summit 2018 – Services Category



ICICI Prudential Annual TATVA Awards 2017 - Best Service Provider

NASSCOM®

NASSCOM Analytics Challenge 2018 – Fraud Detection Solution



Asian Banker Technology Innovation Award 2017





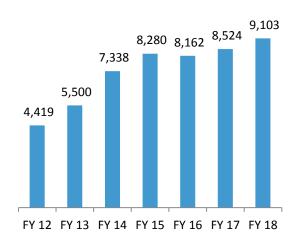
STEADY GROWTH OVER LAST 7 YEARS



In Rs Mn

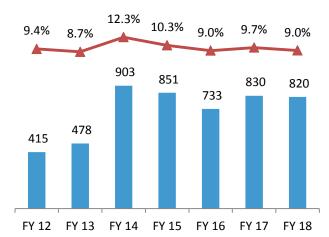
Revenues

CAGR 12.8%



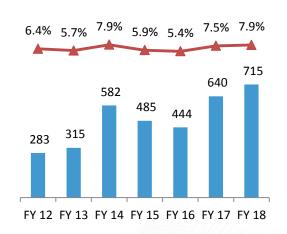
EBITDA & EBITDA Margin %

CAGR 12.02%



PAT & PAT Margin %

CAGR 16.74%

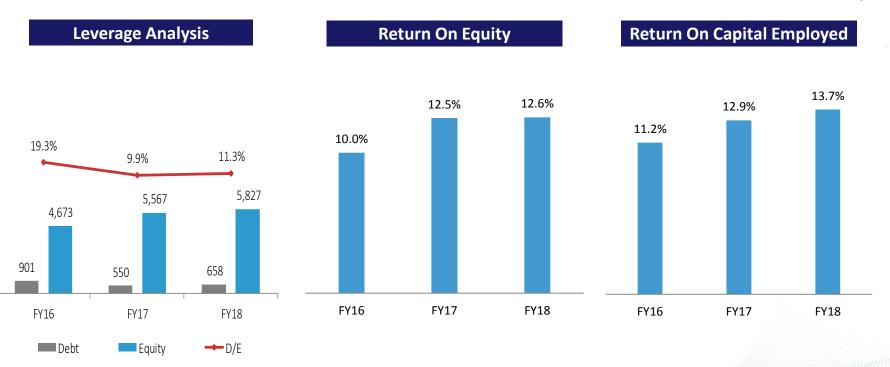


*PAT Before Minority Interest PAT Margin % to Revenue

HEALTHY BALANCE SHEET POSITION

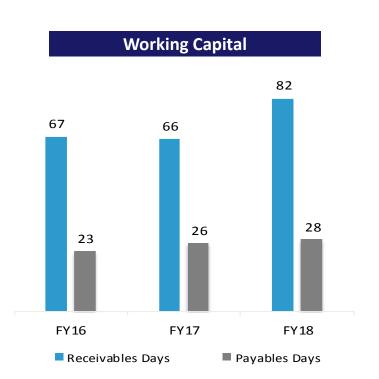


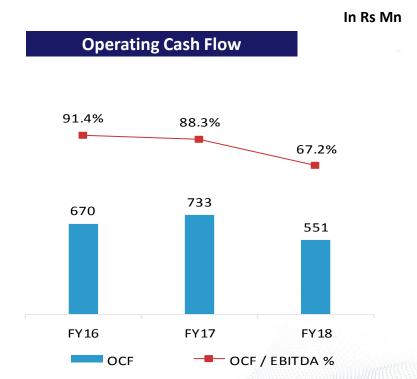
In Rs Mn



CASH FLOW







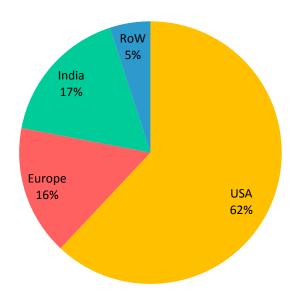


CUSTOMERS

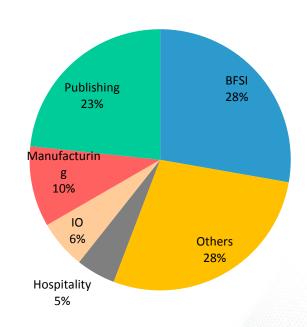
REVENUE CONTRIBUTION



BY GEOGRAPHY

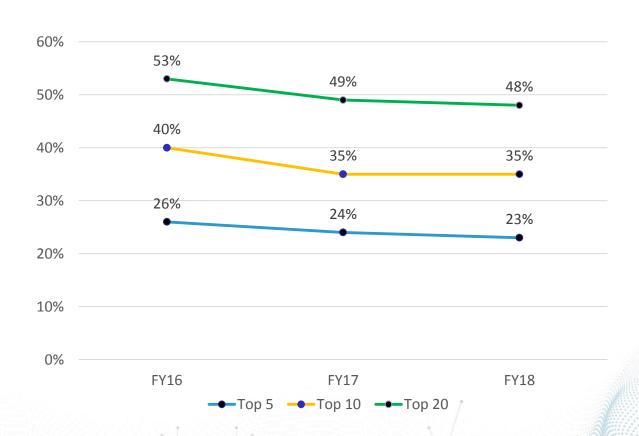


BY INDUSTRY



DECREASING DEPENDENCY ON TOP 20 CUSTOMERS

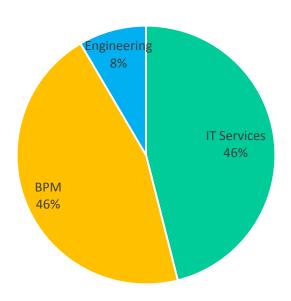




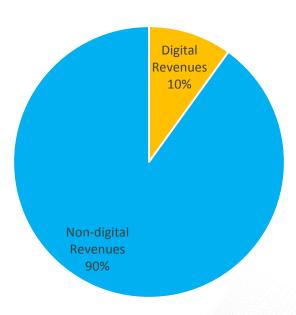
REVENUE CONTRIBUTION



LINE OF SERVICE



DIGITAL VS NON DIGITAL



PEER COMPARISON



Key Ratios		Peers	Datamatics
Revenue Size		< 1,000 Cr.	910 Cr.
Profit after Tax / Total Revenue		7.2%	1.9%
EBIDTA / Revenue from operation		10.6%	9.0%
Revenue Growth Ratio		9.4%	6.8%
Debt / Equity Ratio		0.23	0.11
Days Sales Outstanding		99.00	82.00
ROE		11.9%	1 2.6%
ROCE		13.2%	1 3.7%
Market Capitalisation / Total Revenue		1.34	0.68
P/E Ratio		18.53	8.66

NOTE

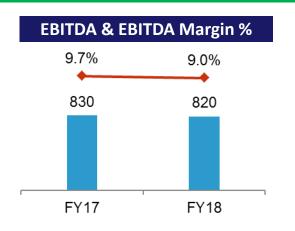
^{1.} The above information is based on a representative sample of companies selected and may not completely represent the industry of this size

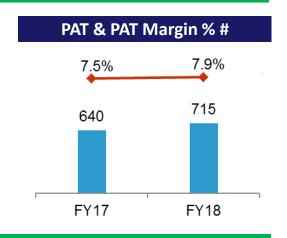
FY18 & Q4 RESULTS



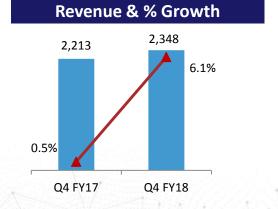


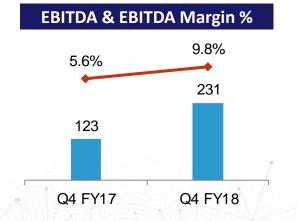


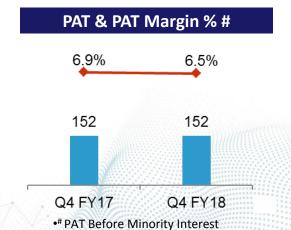














STRATEGY OUTLOOK

SWOT ANALYSIS



- Boutique firm with comprehensive offerings in IT, BPM & Digital
- Customers across multiple industries
- Global delivery centres
- BPaaS based outsourcing services
- · Established products in RPA, BI and AFC
- Focus on R&D and Innovation
- Stable financial lineage (Crisil rating "A1")
- · Experienced management team
- De-globalization & protectionist regime
- Rising minimum wages
- Currency fluctuations
- Growth of SaaS products leading to low growth in traditional IT & BPO businesses

- Brand visibility & perception
- Pricing & margin pressures
- Account penetration
- Large deals pipeline
- Unestablished reseller channel



- High growth technology markets like RPA and AFC
- Strong player in the growing domestic
 IT & BPM market
- Growing importance of digital and mobility
- Rising demand for IT products



KEY FOCUS AREAS



1 YEAR

2 YEARS & MORE

Account Penetration & Focus on larger deals

Invest in Automation to improve productivity

AFC opportunity – Focus on Indian Metro Rail Projects

Strategic Acquisitions

Digital

Establish Partners & Reseller Channel

Focus on Products – Robotics & Advance Analytics

Artificial Intelligence

FOR FURTHER QUERIES







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