DATAMATICS®
Data to Intelligence

DATAMATICS GLOBAL SERVICES LIMITED

Business Update

NOVEMBER 2018

DISCUSSION SUMMARY

- COMPANY OVERVIEW
- QUARTERLY UPDATE
- AWARDS & CERTIFICATIONS

COMPANY
OVERVIEW

OUR BRIEF PROFILE

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

500+

Customers Worldwide

10,000+

Employees

Offices in

6 Countries

Global Delivery Centers in

4 Regions

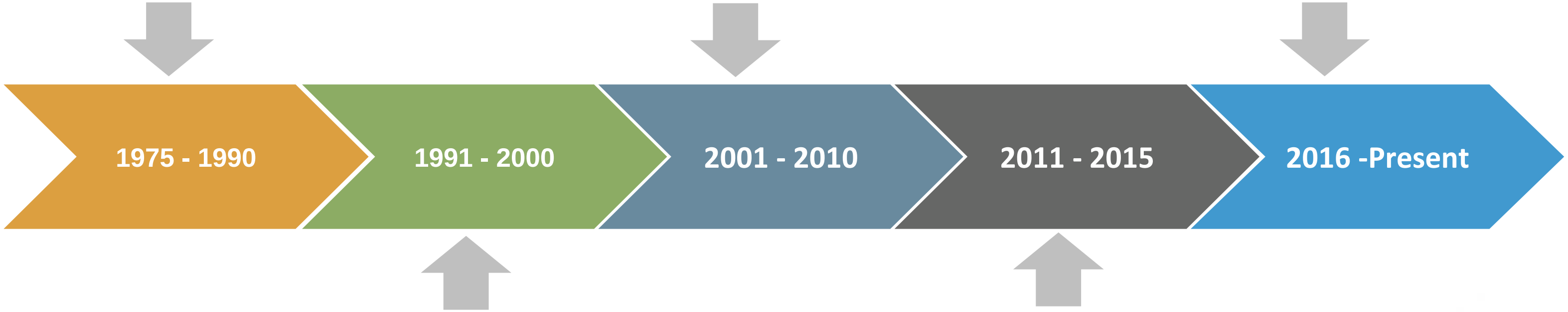
₹ 5,407 Mn

H1 FY19 Revenue
(+23% YoY)

₹ 452 Mn

H1 FY19 PAT
(+20% YoY)

KEY MILESTONES



1975 - 1990

- 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)

1991 - 2000

- 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)

2001 - 2010

- 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)

2011 - 2015

- 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)

2016 -Present

- 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)

OUR PORTFOLIO

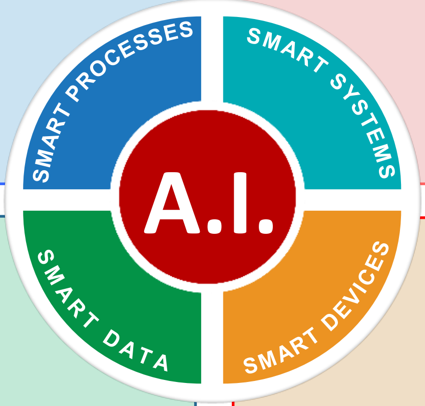
Business Process Management

- Finance & Accounting
- Banking Process Management
- Insurance Process Management
- Customer Support Service
- Robotics Process Automation (RPA)
- Publishing
- Retail /e-Commerce
- BPaaS

TruBot **iPM**

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



Big Data & Analytics

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

TruBI

Engineering Services

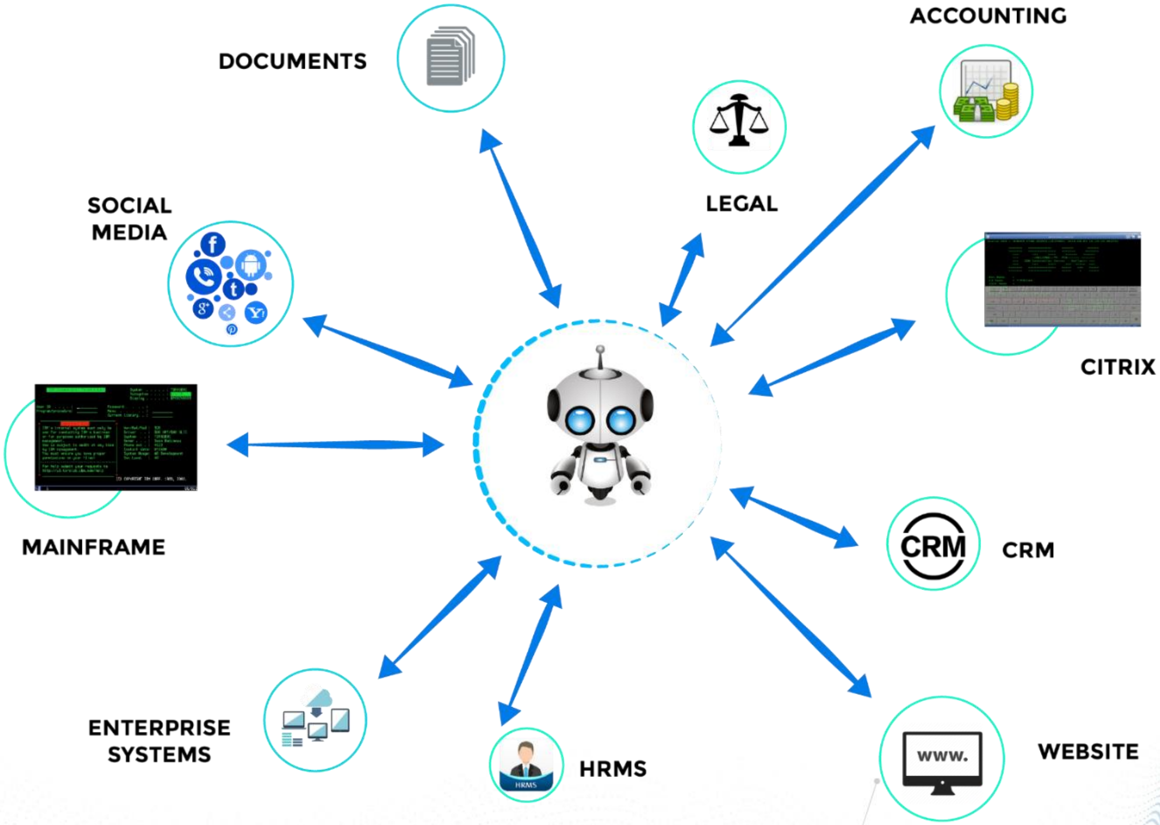
- Automated Fare Collection
- Point of Sale & ATM Solutions
- Self Service Terminals
- Internet of Things

TruFare

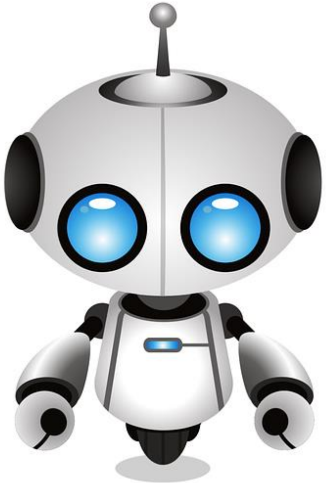
AUTOMATED FARE COLLECTION (AFC) SOLUTION

- **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
  - Implemented AFC for Vaishno Devi ropeway

ROBOTIC PROCESS AUTOMATION (RPA) OVERVIEW



ROBOTIC PROCESS AUTOMATION – TRUBOT



2300+
active TruBots

An active customer base of **75 globally**

Over **23 million documents** processed through OCR

70% clients with over **$5 billion** revenue

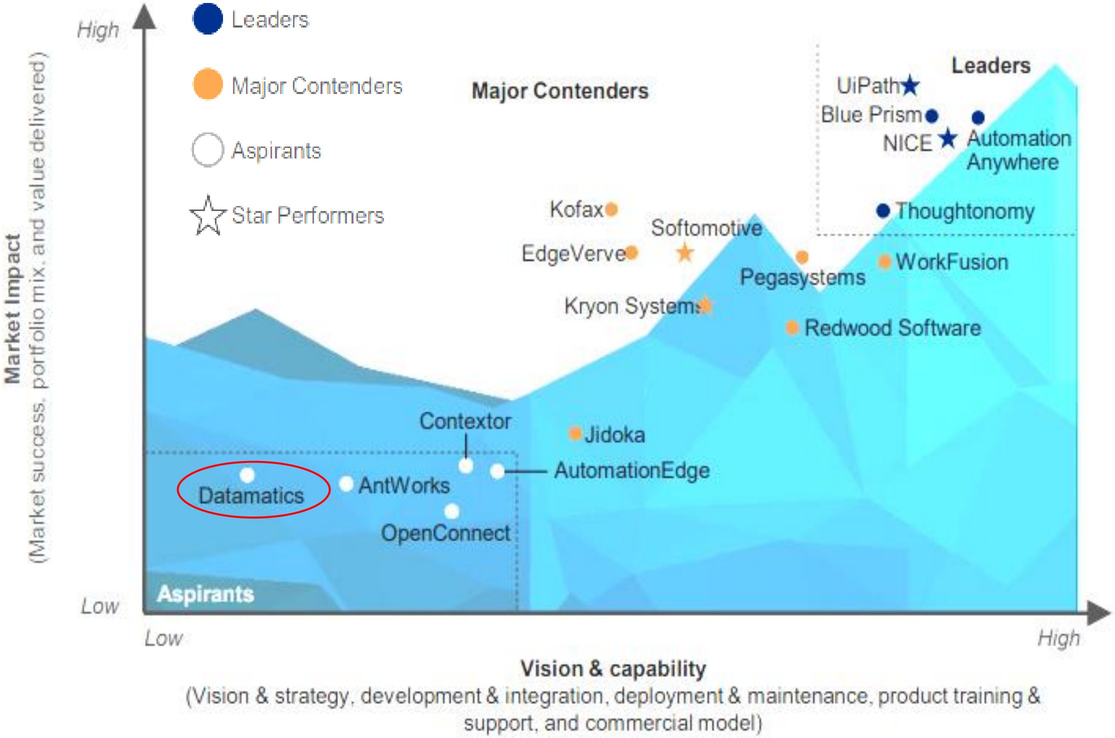
Catering to customers across Banking, Healthcare, Insurance, Manufacturing and Logistics

TRUBOT RECOGNISED IN GARTNER, IDC AND EVEREST REPORTS

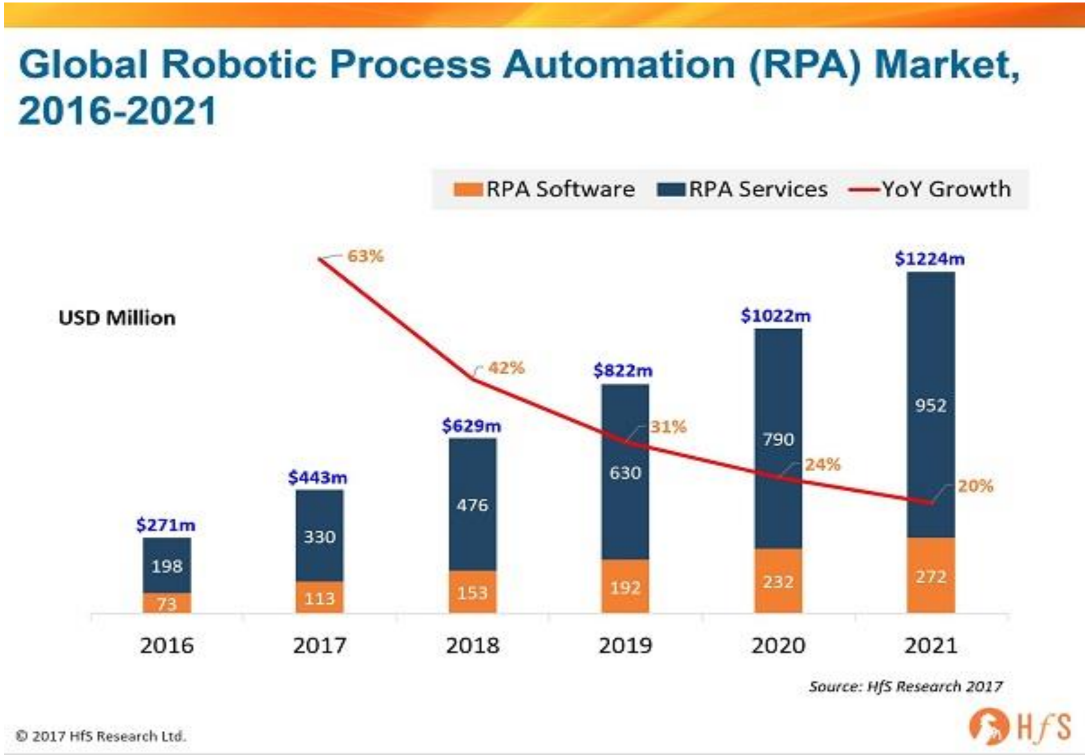
“Our extensive research on various RPA vendors, done as part of ‘The Future of Work and Robotic Process Automation Vendor Assessment 2018 for Asia Pacific (Excluding Japan)’ report suggests that Datamatics effectively leverages its heritage in document processing-related business process services to encode its deep domain expertise into ready-to-use, cognitive-enabled bot offerings such as the TruBot Neuro.

Another interesting differentiator is that a single TruBot can be trained in multiple processes so the same bot can perform different activities at different times, allowing customers to optimize their bot license costs.”

Mr. Pushkaraksh Shanbag
IDC Analyst



ROBOTIC PROCESS AUTOMATION MARKET SIZE



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

Source: HfS Research 2017

HfS

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

QUARTERLY UPDATE

Q2 & H1 FY19 KEY HIGHLIGHTS – YoY Analysis

SUMMARY FINANCIALS

Description (In Rs. Mn.)	Q2 18-19	Q2 17-18	Growth %	H1 18-19	H1 17-18	Growth %
Revenue	2,799	2,321	20.6%	5,407	4,407	22.7%
EBITDA	313	191	63.9%	630	382	65.1%
PAT	236	217	8.7%	452	378	19.6%
EBITDA as % of Revenue	11.2%	8.2%	3.0%	11.7%	8.7%	3.0%

BUSINESS UPDATE

- 50 new customers added in Q2 FY19.
- Focus on growing the partnership and re-seller program; signed 4 partners (3 in Q1 FY19) for TruBot and TruBI products, taking the total partner strength to 15.

RECOGNITIONS

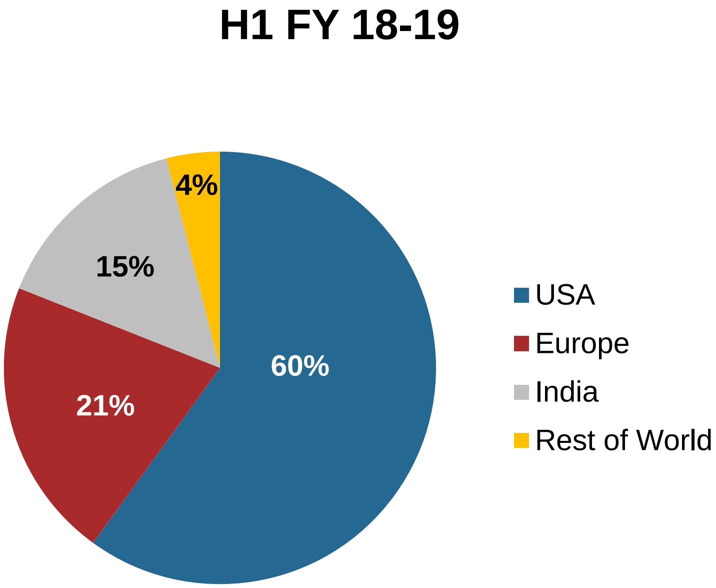
- Named in the Aspirant category in Everest Group's PEAK Matrix™ Assessment 2018 for F&A service providers based on DAS (Digital Augmentation Suite) solutions.
- Named in Gartner Report as one of the leading RPA C&SI service providers.
- Honoured with Future Tech Leader Award at CIO100 Awards 2018, by IDG.

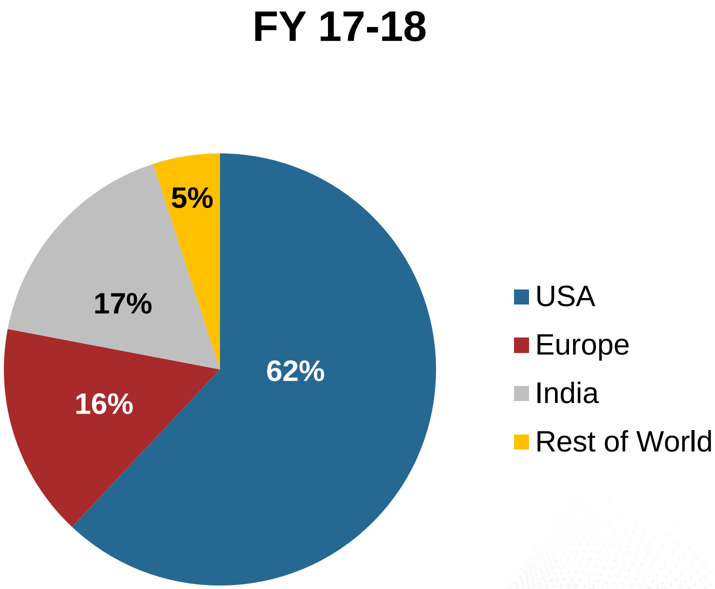
EVENTS

- Hosted Datamatics Headway BFSI summit 2018 on 'Embracing Digital Transformation & Digital Culture' in Mumbai.
- The summit showcased ideas and experiences, exploring challenges, opportunities and best practices around Digital Transformation in the BFSI sector.

REGION-WISE REVENUE

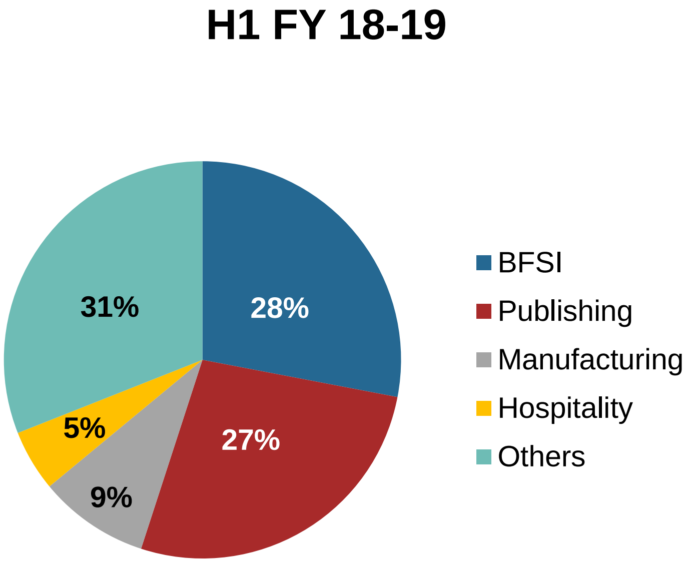
STEADY REVENUE GENERATION ACROSS CORE REGIONS

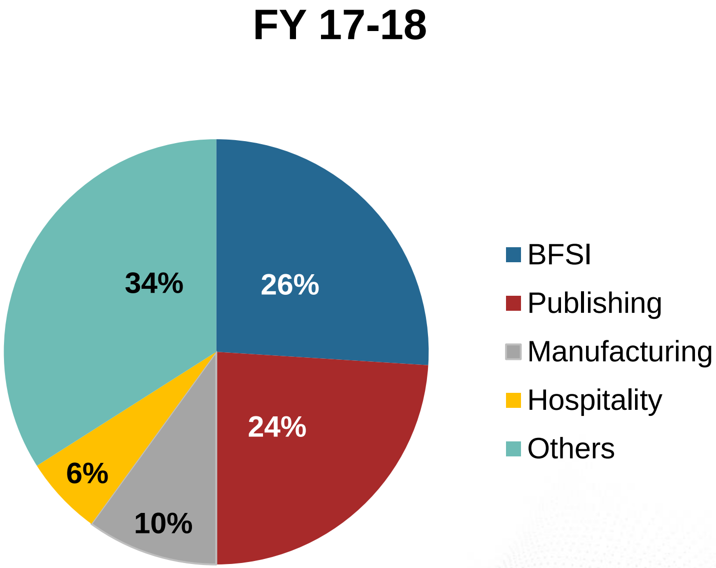




SECTOR-WISE REVENUE

BFSI AND PUBLISHING SECTORS CONTINUE TO DRIVE GROWTH AT THE GROUP LEVEL

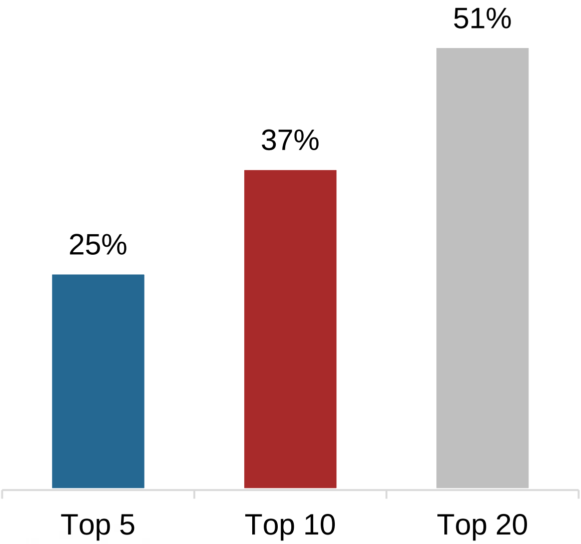




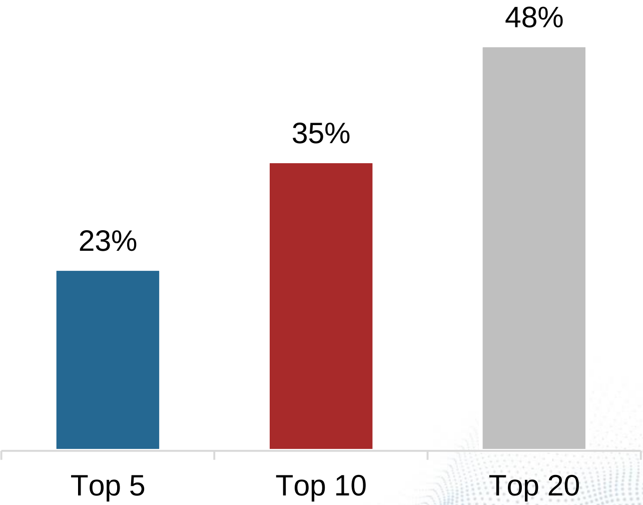
CLIENT REVENUE CONTRIBUTION

CLIENT CONCENTRATION MAINTAINED AT A COMFORTABLE LEVEL

H1 FY 18-19



FY 17-18



CONSOLIDATED PROFIT AND LOSS

Particulars (Rs in Mn)	Q2 FY19	Q2 FY18	YoY %	Q1 FY19	QoQ %	H1 FY19	H1 FY18	YoY%
Revenue from Operations	**2,799.0**	**2,321.0**	**20.6%**	**2,608.0**	**7.3%**	**5,407.1**	**4,406.6**	**22.7%**
Purchase of Products and Licences	40.3	24.8	62.6%	16.9	137.8%	57.2	39.2	45.9%
Employee Benefits Expenses	1,740.0	1,435.1	21.2%	1,626.9	7.0%	3,366.8	2,724.0	23.6%
Other Expenses	705.5	670.0	5.3%	647.3	9.0%	1,352.8	1,261.6	7.2%
EBITDA	**313.3**	**191.2**	**63.9%**	**317.0**	**-1.2%**	**630.2**	**381.8**	**65.1%**
EBITDA Margin %	**11.2%**	**8.2%**	**296 bps**	**12.2%**	**-96 bps**	**11.7%**	**8.7%**	**299 bps**
Depreciation/Amortization	68.4	44.7	53.0%	61.3	11.7%	129.7	88.1	47.2%
EBIT	**244.9**	**146.5**	**67.2%**	**255.7**	**-4.2%**	**500.6**	**293.7**	**70.4%**
EBIT Margin %	**8.7%**	**6.3%**	**244 bps**	**9.8%**	**-106 bps**	**9.3%**	**6.7%**	**259 bps**
Finance Costs	14.3	11.8	20.6%	11.4	25.3%	25.6	17.9	43.5%
Other Income	89.9	115.6	-22.2%	23.3	285.5%	113.2	166.5	-32.0%
Share of Profits of JVs	5.9	6.9	-13.5%	5.5	8.2%	11.4	13.8	-17.1%
PBT	**326.4**	**257.1**	**27.0%**	**273.1**	**19.5%**	**599.6**	**456.1**	**31.4%**
PBT Margin %	**11.7%**	**11.1%**	**59 bps**	**10.5%**	**119 bps**	**11.1%**	**10.4%**	**74 bps**
Tax Expense	90.7	40.1	125.9%	57.1	58.9%	147.8	78.5	88.2%
% Tax Rate	27.8%	15.6%	-	20.9%	-	24.6%	17.2%	-
PAT	**235.8**	**216.9**	**8.7%**	**216.1**	**9.1%**	**451.8**	**377.6**	**19.6%**
PAT Margin %	**8.4%**	**9.3%**	**-92 bps**	**8.3%**	**14 bps**	**8.4%**	**8.6%**	**-21 bps**
Non-controlling interests	32.0	8.7	-	31.0	-	62.9	17.4	-
PAT after Minority Interest	**203.8**	**208.3**	**-2.1%**	**185.1**	**10.1%**	**388.9**	**360.3**	**8.0%**
EPS (Basic) (Rs)	**3.46**	**3.53**	**-2.0%**	**3.14**	**10.2%**	**6.60**	**6.11**	**8.0%**

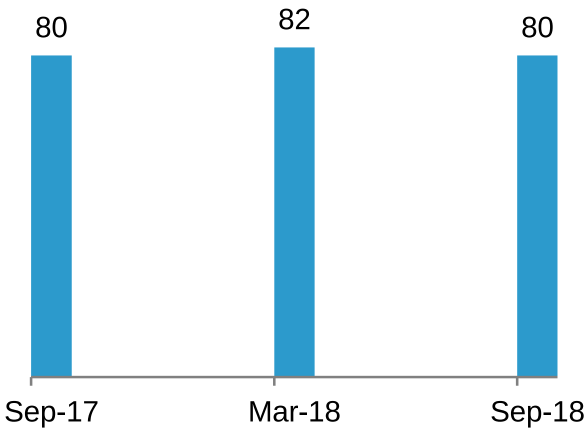
CONSOLIDATED BALANCE SHEET

Particulars (Rs In Mn)	Sep-18	Mar-18
Equity and Liabilities		
Equity		
Equity Share Capital	294.8	294.8
Other Equity	5,725.1	5,169.1
Equity attributable to owners	**6,019.9**	**5,463.8**
Non-controlling interests	473.1	363.6
Total Equity	**6,493.0**	**5,827.4**
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
i. Other financial liabilities	272.8	161.4
Provisions	191.3	174.1
Total Non-Current Liabilities	**464.2**	**335.5**
Current Liabilities		
Financial Liabilities		
i. Borrowings	547.9	658.0
ii. Trade payables	749.6	689.6
iii. Other financial liabilities	71.3	19.9
Provisions	41.3	37.9
Current tax liabilities	11.4	4.1
Other current liabilities	274.7	191.2
Total Current Liabilities	**1,696.3**	**1,600.6**
Total Liabilities	**2,160.4**	**1,936.0**
Total Equity and Liabilities	**8,653.4**	**7,763.5**

Particulars (Rs in Mn)	Sep-18	Mar-18
Assets		
Non-Current Assets		
Property, Plant and Equipment	1,140.3	1,112.1
Capital work-in-progress	71.2	49.9
Goodwill	1,982.0	1,911.4
Other intangible assets	457.7	237.5
Financial Assets		
i. Investments	115.2	115.3
ii. Loans	2.8	3.7
iii. Other financial assets	128.8	134.9
Deferred tax assets	188.3	139.9
Non-current tax assets	35.9	96.9
Other non-current assets	99.5	69.9
Total Non-Current Assets	**4,221.8**	**3,871.7**
Current Assets		
Financial Assets		
i. Investments	446.6	213.0
ii. Trade receivables	2,373.6	2,047.9
iii. Cash and cash equivalents	665.0	817.8
iv. Bank balances other than (iii)	7.8	25.7
v. Loans & Advances	4.5	16.0
vi. Other financial assets	759.3	646.5
Other current assets	174.8	124.9
Total Current Assets	**4,431.7**	**3,891.8**
Total Assets	**8,653.4**	**7,763.5**

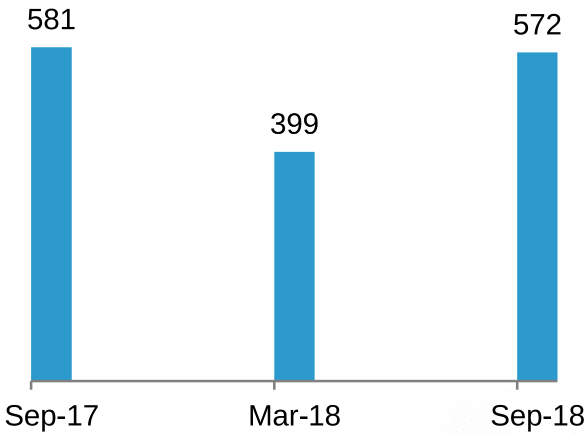
RECEIVABLES AND NET CASH POSITION

DAYS SALES OUTSTANDING (DSO)



Note: Sep-17 and Sep-18 DSO calculated on annualised H1 FY18 and H1 FY19 Revenues, respectively.

NET CASH



Note: Net Cash = Cash & Bank + Current Investments - Borrowings

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 – AI &
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 KUMAT
EVP, Chief Legal Officer
& Company Secretary

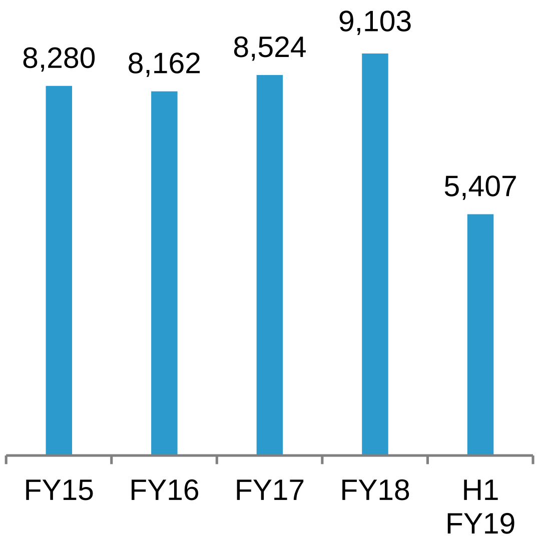
ALOK KUMAR JHA
EVP & CHRO

GOPAL RANJAN
Global Head
Quality

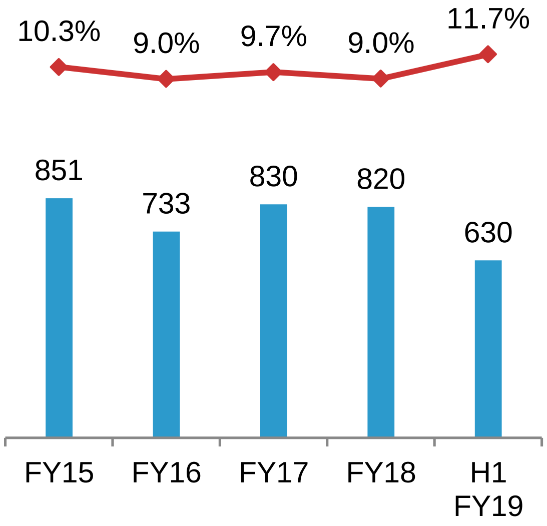
STEADY GROWTH OVER LAST 5 YEARS

In Rs Mn

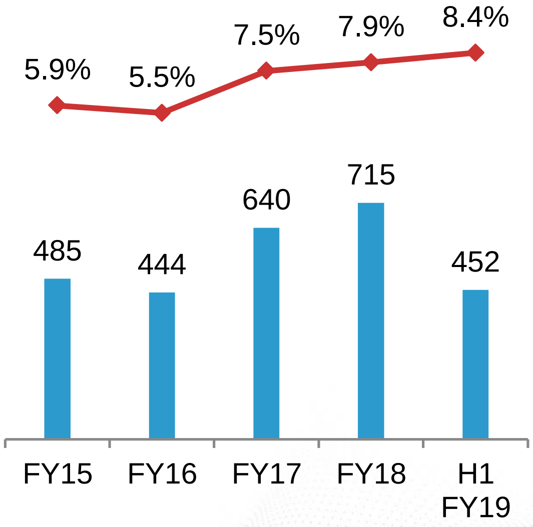
Revenues **



EBITDA & EBITDA Margin % ^



PAT & PAT Margin % #



** Operating Revenue

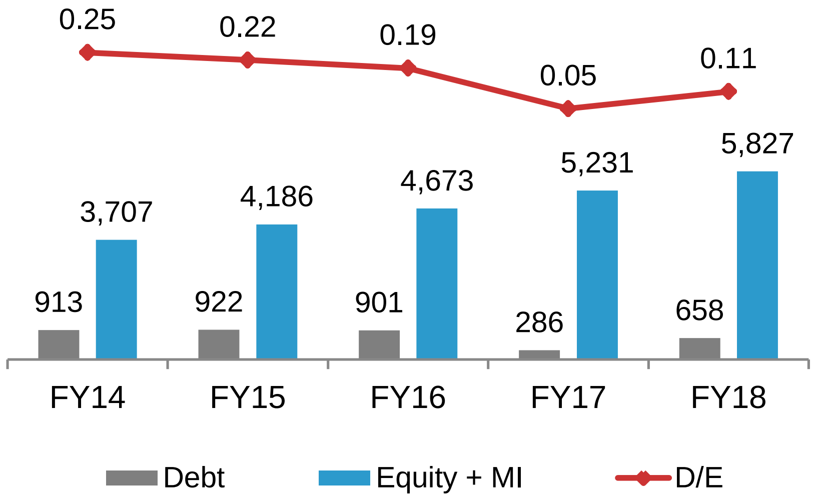
^ EBITDA excl. Other Income

# PAT Before Minority Interest

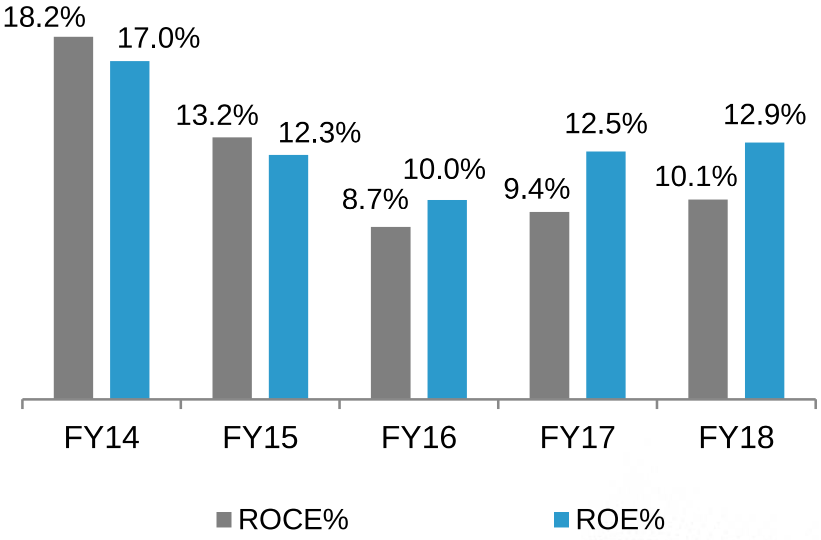
HEALTHY BALANCE SHEET POSITION

In Rs Mn

Leverage Analysis



Return Ratio Analysis

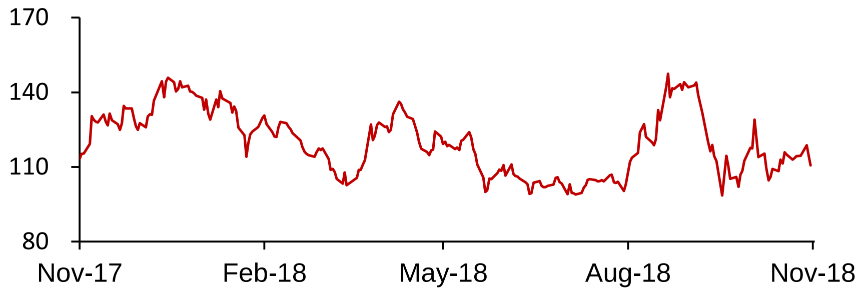


FY14 to FY16 Equity and Debt Figures are as per I-GAAP and FY17 & FY18 are as per IND-AS standards.

FY14 to FY17 Return Ratios calculated on I-GAAP figures and FY18 as per IND-AS standards.

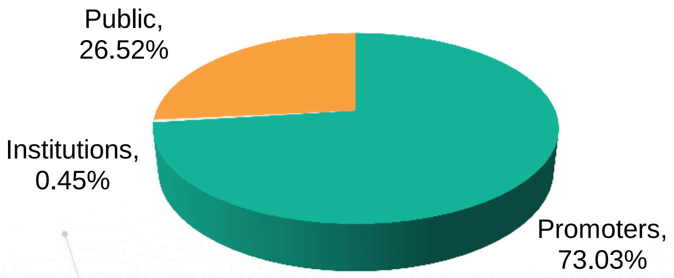
SHAREHOLDING SUMMARY

SHARE PRICE PERFORMANCE



MARKET DATA	AS ON 19th NOVEMBER 2018
Market Capitalization (Rs Cr)	654.3
Price (Rs)	111.0
No. of Shares Outstanding (Cr)	5.9
Face Value (Rs)	5.0
52 Week Low-High (Rs)	99.1 / 146.0

SHAREHOLDING – 30th SEPTEMBER 2018



KEY INVESTORS – 30th SEPTEMBER 2018	% Holding
Shaunak Jagdish Shah	1.69%
Jagdish Amritlal Shah	1.27%

Source – BSE

AWARDS & CERTIFICATIONS

CERTIFICATIONS

A1 Rating (S&P) Financial Stability

CRISIL
RATED COMPANY

Certified SEI CMMI Level 4, V 1.3

CMMI

Certified ISO 27001-2013

ISO
27001:2013

Certified ISO 9001-2008

CERTIFIED COMPANY
ISO
9001:2008

SSAE 16 SOC 1 & SOC II with HiTRUST

HIPAA Compilant

SSAE 16
SOC I TYPE II
CERTIFIED

HIPAA
COMPLIANT

RECENT AWARDS & RECOGNITIONS

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

7th Global Economic Summit 2018 – Services Category

NASSCOM Analytics Challenge 2018 – Fraud Detection Solution

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

ICICI Prudential Annual TATVA Awards 2017 - Best Service Provider

Asian Banker Technology Innovation Award 2017

FOR FURTHER QUERIES

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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.