

DATAMATICS

August 10, 2023

To,
Corporate Communication Department
BSE Limited
Phiroze Jeejeeboy Towers,
Dalal street, Mumbai - 400 001.
BSE Scrip Code: 532528

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051.
Symbol: DATAMATICS

Sub.: Investor Presentation on Unaudited Financial Results for Q1 FY24

With reference to the captioned regulation, please find attached presentation on the Unaudited Financial Results of the Company for the quarter and three months ended June 30, 2023.

The presentation will also be hosted on website of the Company www.datamatics.com.

Kindly take the above on your record.

Thanking you,

For Datamatics Global Services Limited

Divya Kumat
EVP, Chief Legal Officer and Company Secretary
(FCS: 4611)
Encl.: As above

DATAMATICS GLOBAL SERVICES LTD.

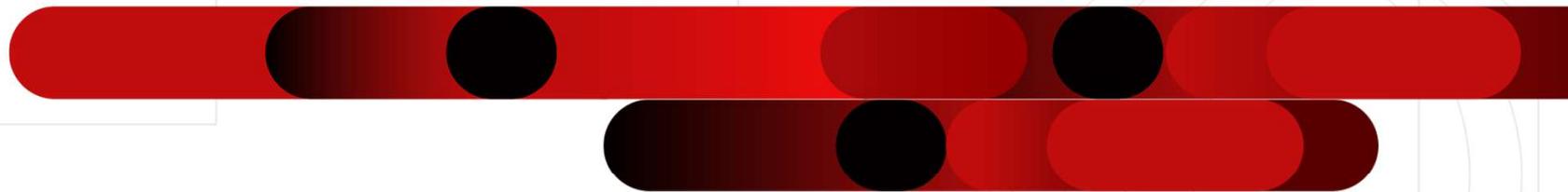
Knowledge Centre, Plot 58, Street No. 17, MIDC, Andheri (East), Mumbai - 400 093. INDIA | Tel: +91 (22) 6102 0000/1/2
| Fax : +91 (22) 2834 3669 | CIN: L72200MH1987PLC045205 | business@datamatics.com | www.datamatics.com

DATAMATICS

Investor Presentation

Q1FY24

10th August 2023





Disclaimer

This presentation and the following discussion may contain “forward looking statements” by Datamatics Global Services (“DGS” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of DGS about the business, industry and markets in which DGS operates.

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.

Agenda

- 
- 1 • About Datamatics
 - 2 • Growth Strategy & Investment Rationale
 - 3 • Financial Performance
 - 4 • Awards & Recognition



About

Datamatics

Datamatics Overview

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



Strong Revenue and PAT Growth

Q1FY24 Revenue INR 391 Crore
10.2% revenue CAGR and 19.4% PAT
CAGR for the last decade



Healthy Financials

Total Cash and Investments
INR 555 Crore



Products

TruCap+, TruBot, iPM, TruBI, TruAI,
TruFare



Clientele

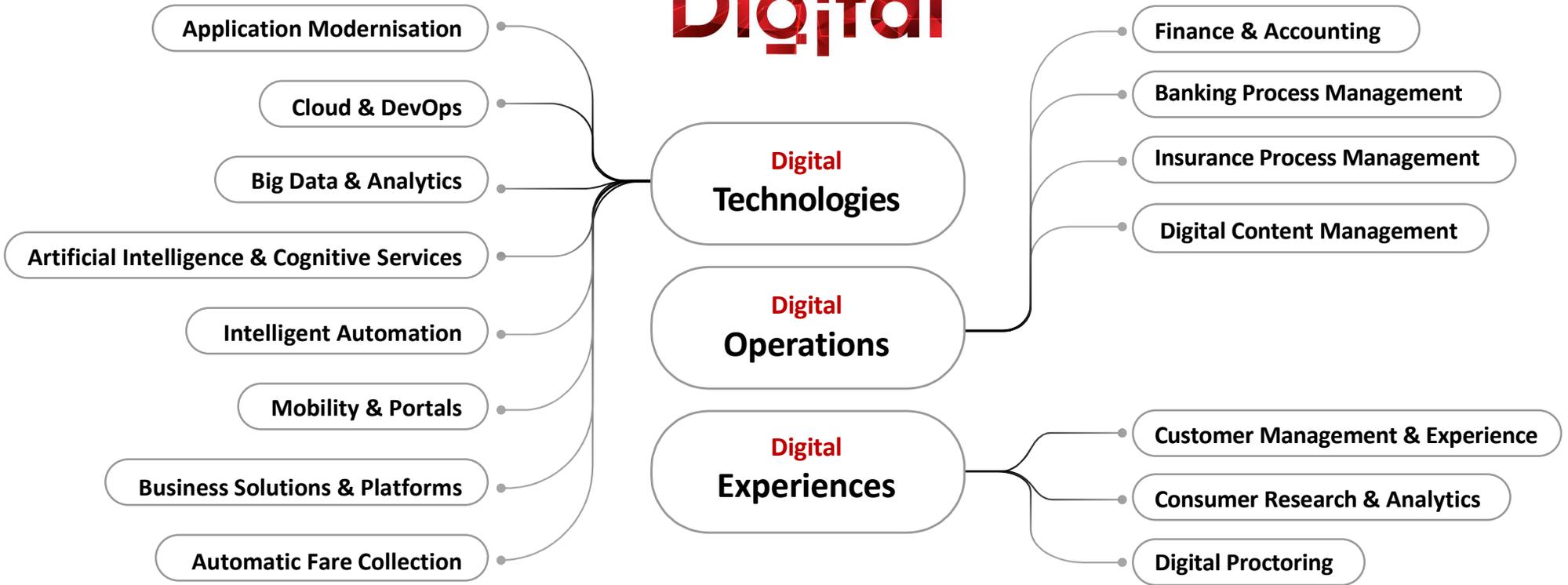
300+ Significant Customers
Worldwide
Added 14 new clients in Q1 FY24



Attrition

5.2% (Quarterly)

Deep in Digital



TruBot

TruCap⁺

TruAI

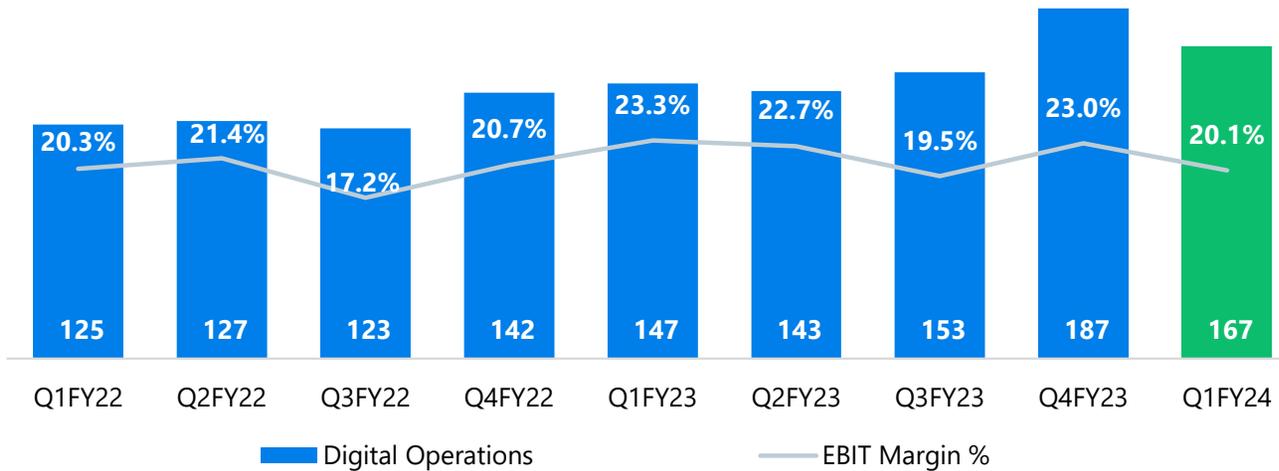
TruBI

iPM

TruFare



Digital Operations (Figures in INR Crore)



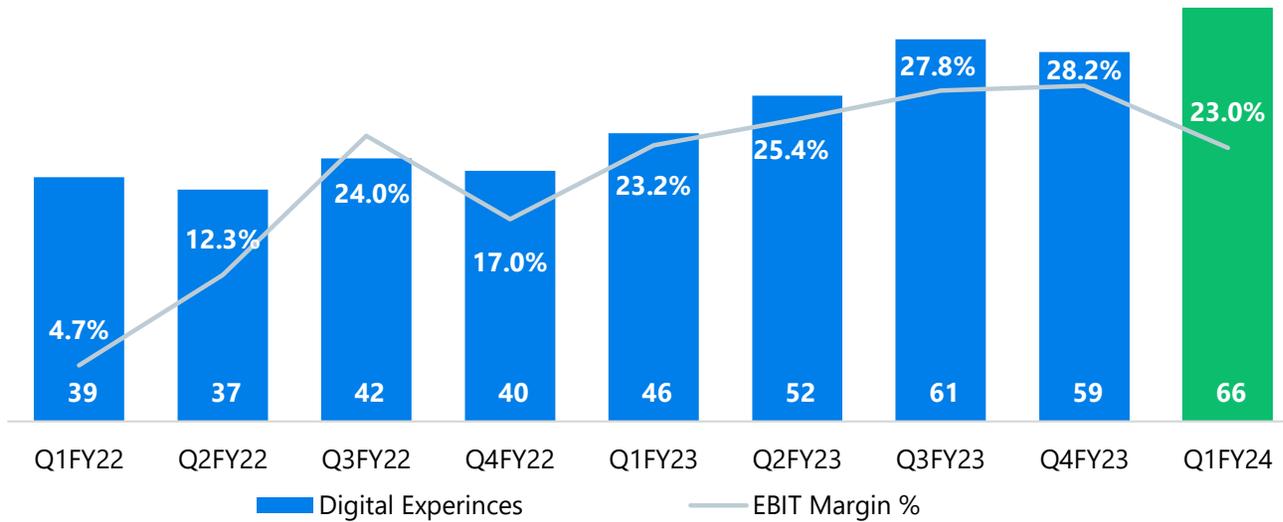
Happy with the value addition by Datamatics to our organisation in terms of Procure to Pay function and also continuing with the add on developments.

Financial Controller
A Leading Home Appliances Company

- 43% of total revenue
- Grew at 13.2% YoY in Q1FY24
- 20.1% EBIT margin in Q1FY24



Digital Experiences (Figures in INR Crore)

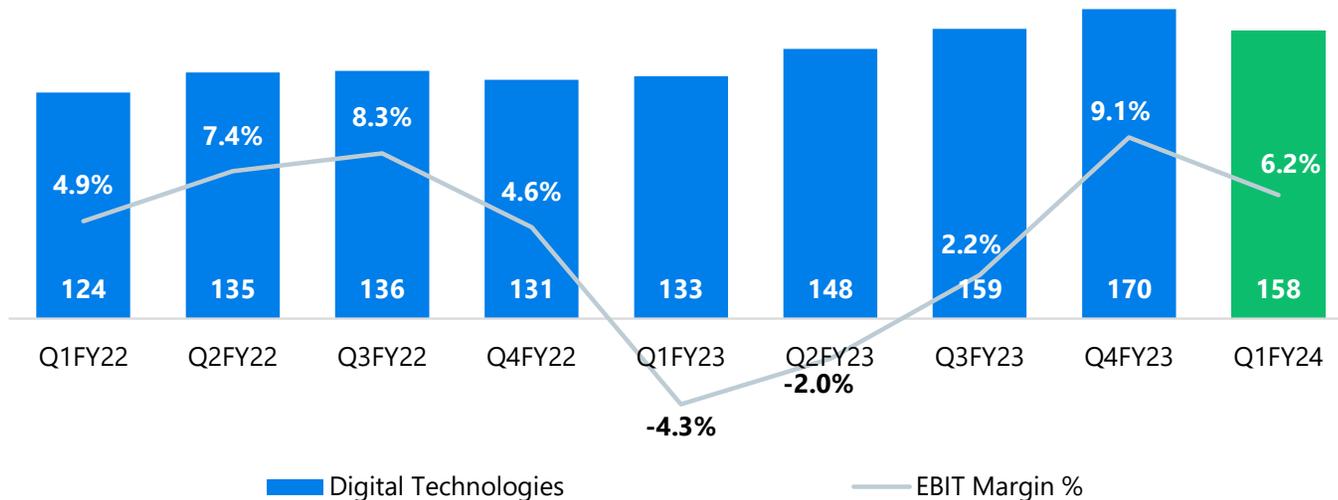


“Datamatics helped us implement a new proctoring platform. One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do.”

President, Global Operations
A Global Provider of Testing
Services & Talent Assessment
Solutions

- 17% of total revenue
- Grew at 43.2% YoY and 11.3% QoQ in Q1FY24
- 23.0% EBIT margin in Q1FY24

Digital Technologies (Figures in INR Crore)



“Datamatics has a unique ability to find us the right results at the right time and have adapted to our needs. We have also challenged them in quite lot of different ways and they have been able to react to us very rapidly.”

Head IT,
A Global Health Insurance &
Healthcare Company

- 40% of total revenue
- Grew at 18.6% YoY in Q1FY24
- 6.2% EBIT margin in Q1FY24, up 1,054 bps YoY

Journey So Far...

1975 Datamatics incorporated

1983 India's 1st offshore development centre for Wang Labs, USA

1989 1st to develop & export S/W via satellite to Bell Labs

2003 Acquired Saztec USA

2003 Acquired Corpay for Accounts Payable solutions USA

2003 BUPA on boarded as customer

2004 IPO

2006 JV with Cybercom

2007 Launch of iPM & iQ

2017 Acquired TechJini, boutique mobile & web technology provider India

2018 Acquired RJGlobus Solutions, voice & text based customer service provider

2019 Gartner Peer Insights Customer choice for TruBot

2020 Launched TruBot 4.0

2021 Divested stake in Cignex

2022 Featured in Gartner Magic Quadrant for F&A BPO Services

1975 - 1990

1991 - 2000

2001 - 2010

2011 - 2015

2016 - Present

1992 India's 1st e-publishing co

1998 1st in India & 2nd in the world to obtain ISO 9002 certification in e-publishing

1999 Most innovative S/W product awarded by the Prime Minister of India

2011 Launched DataLabs

2011 Acquired Cignex, open source ECM (USA)

2013 Acquired PMG, publishing service provider (India)

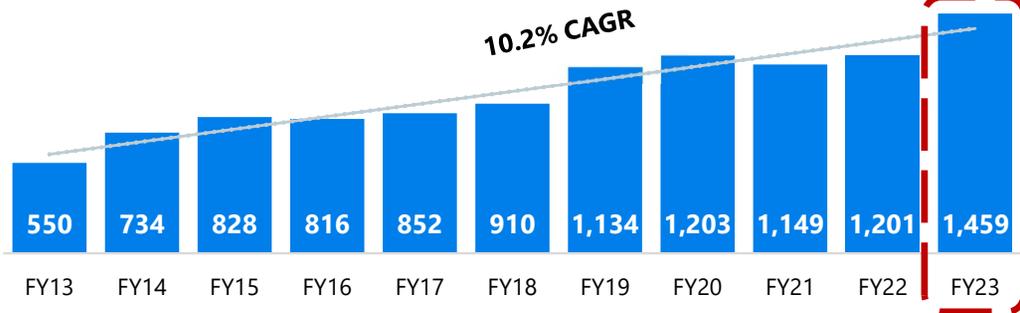
2014 Launched own RPA product – TruBot

2015 Acquired TruBI from MAIA Intelligence (India)

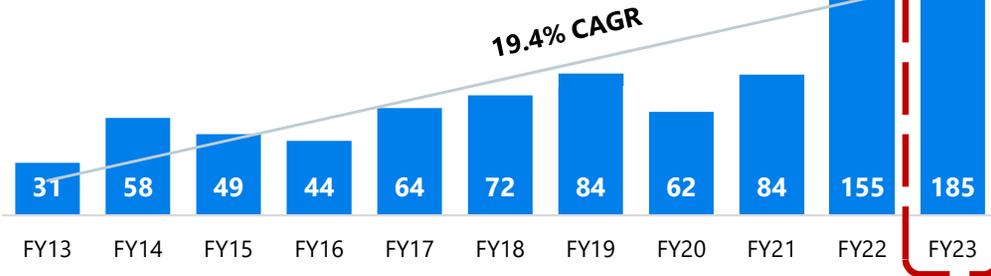


Our Growth Performance (Figures in INR Crore)

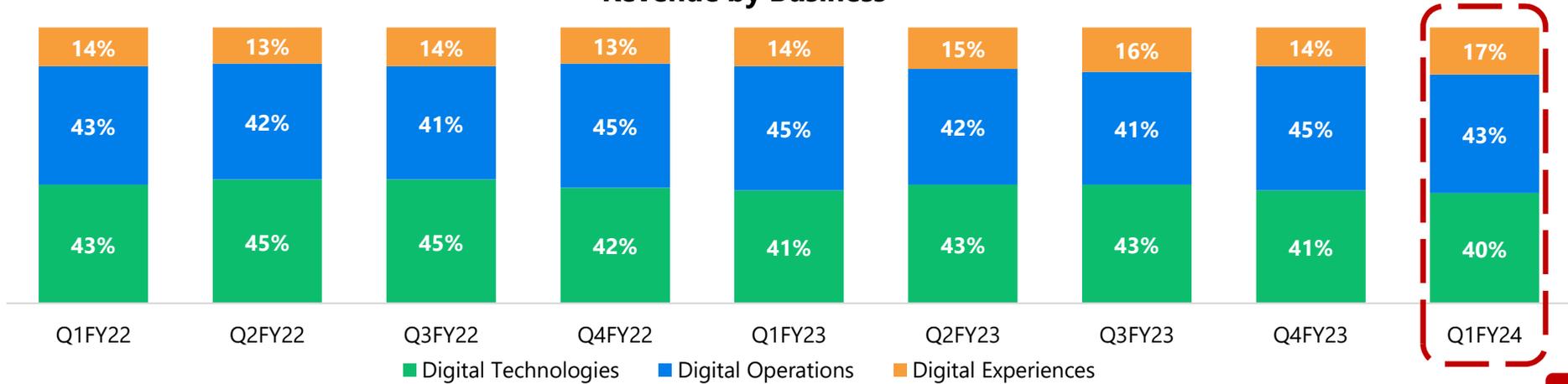
Consolidated Revenue



Consolidated PAT



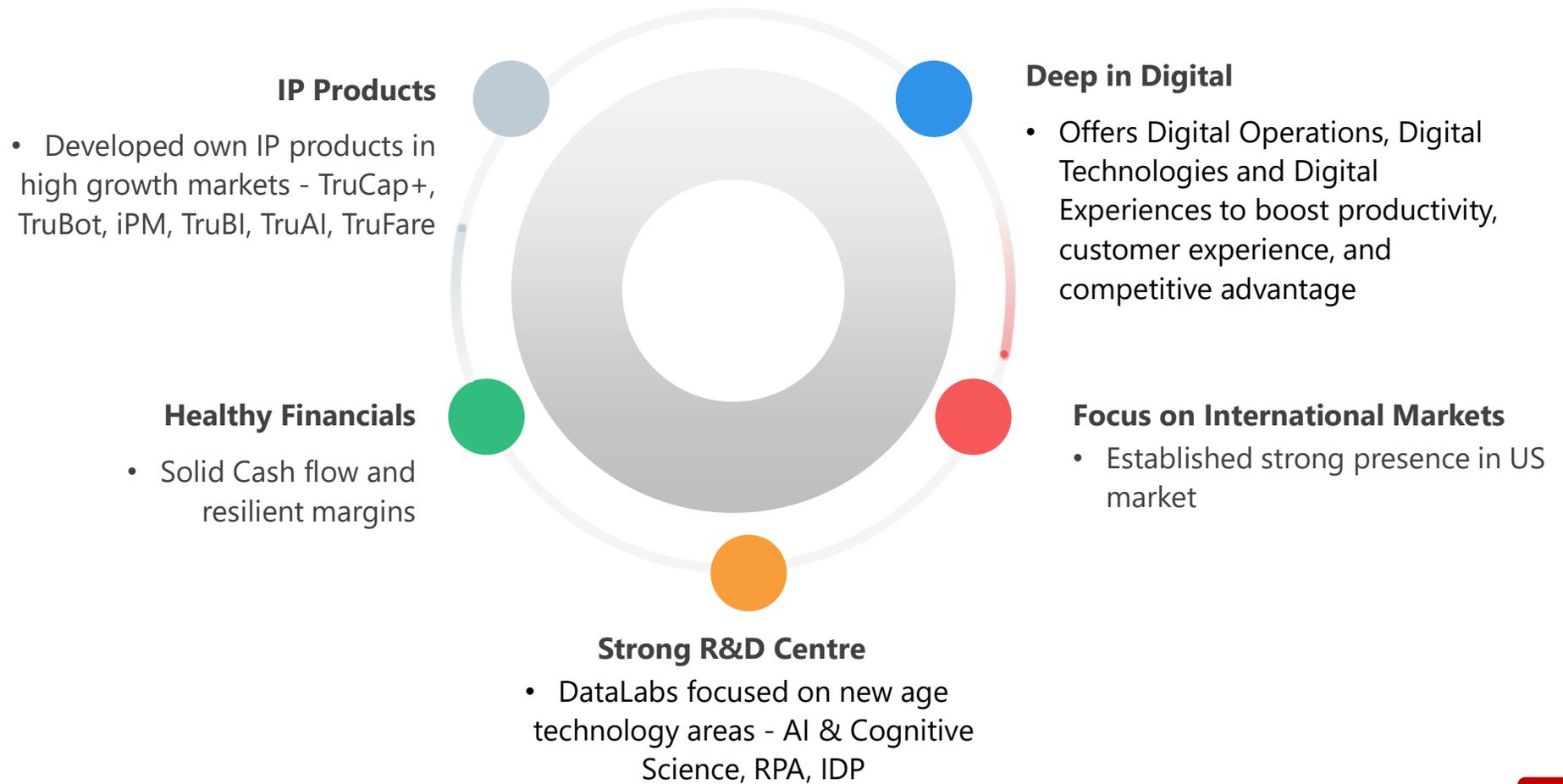
Revenue by Business





Growth Strategy & Investment Rationale

Investment Rationale: Business

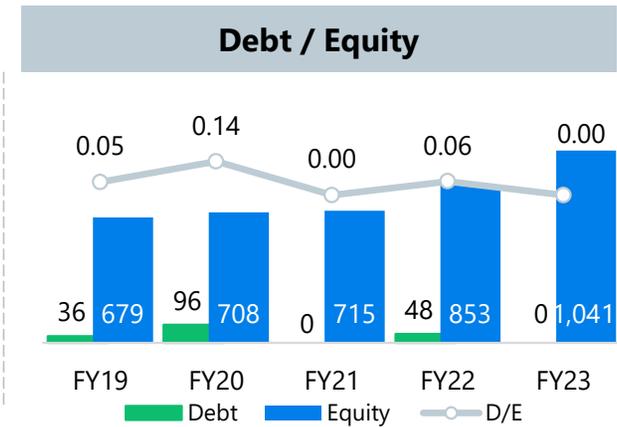
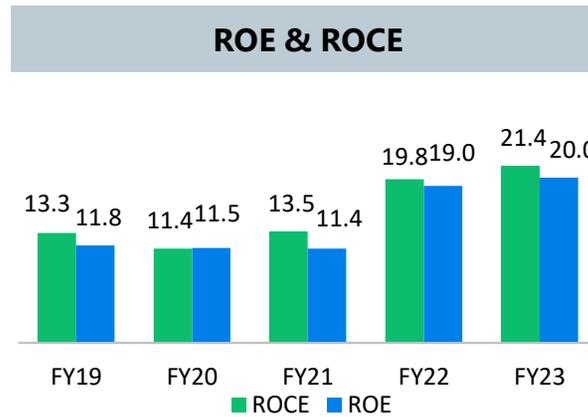
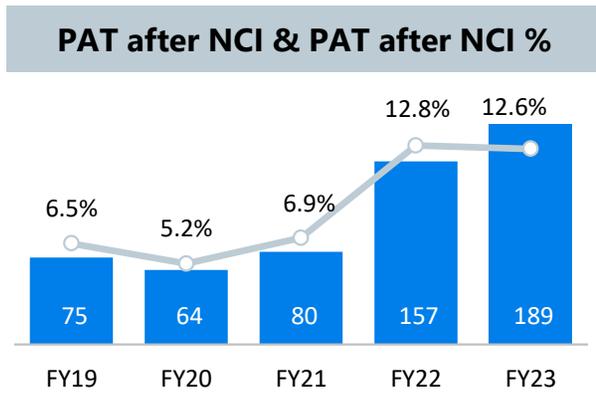
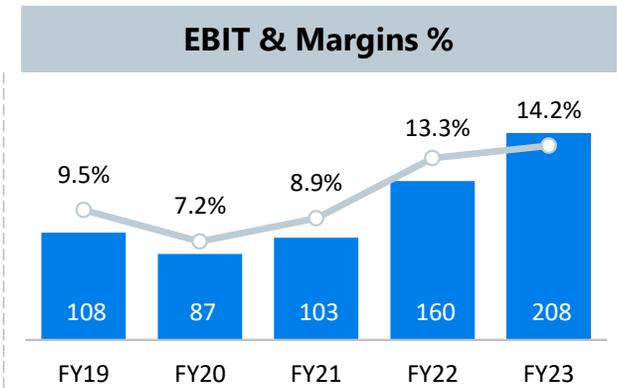
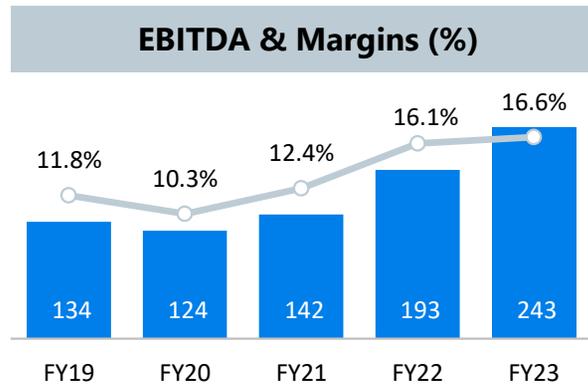
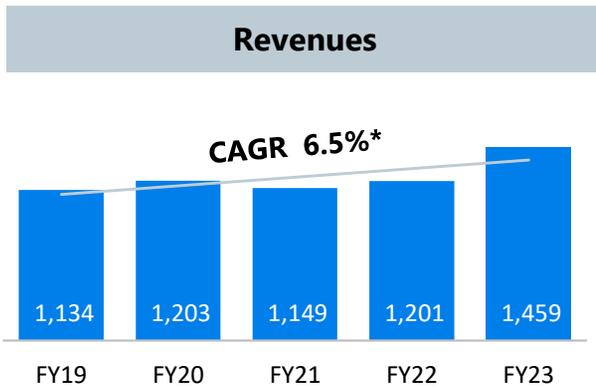




Financial Performance

Key Performance Indicators

(Figures in INR Crore)



* Revenues CAGR without Cignex 11.7%

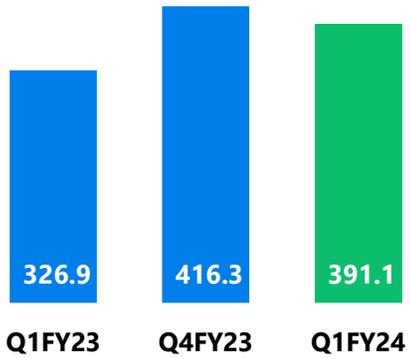
Consolidated Financial Summary – Q1FY24

Particulars (in INR Crore)	Q1FY24	Q4FY23	QoQ Growth	Q1FY23	YoY Growth
Revenue from Operations	391.1	416.3	(6.1%)	326.9	19.6%
Other Income	9.1	5.3	72.2%	13.2	(30.9%)
Total Revenue	400.2	421.6	(5.1%)	340.1	17.7%
EBITDA	67.8	84.1	(19.4%)	47.8	41.8%
EBITDA Margin (%)	17.3%	20.2%	(288Bps)	14.6%	270Bps
EBIT	58.6	75.3	(22.2%)	39.3	49.2%
EBIT Margin (%)	15.0%	18.1%	(310Bps)	12.0%	297Bps
PBT	67.2	80.1	(16.1%)	51.6	30.3%
PBT Margin (%)	16.8%	19.0%	(221Bps)	15.2%	163Bps
PAT (After non-controlling interest)	55.1	59.7	(7.8%)	43.4	26.9%
PAT Margin (%)	13.8%	14.2%	(40Bps)	12.8%	100Bps
Basic & Diluted EPS (INR)	9.34	10.13	(7.8%)	7.36	26.9%

Consolidated Financial Highlights – Q1FY24

(Figures in INR Crore)

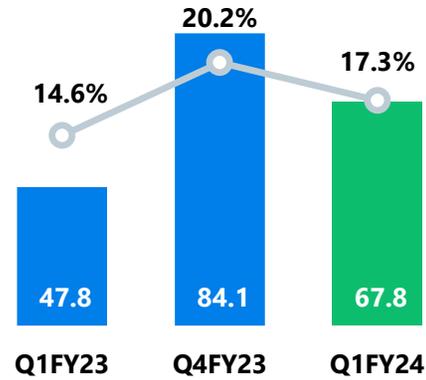
Operating Revenues



▲ 19.6% YoY

▼ 6.1% QoQ

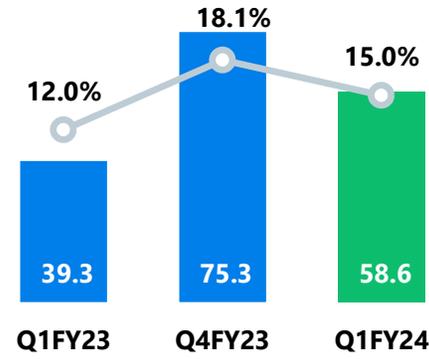
EBITDA & EBITDA %



▲ 41.8% YoY

▼ 19.4% QoQ

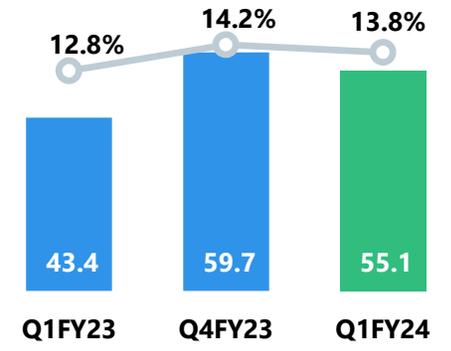
EBIT & EBIT %



▲ 49.2% YoY

▼ 22.2% QoQ

PAT after NCI & PAT after NCI %



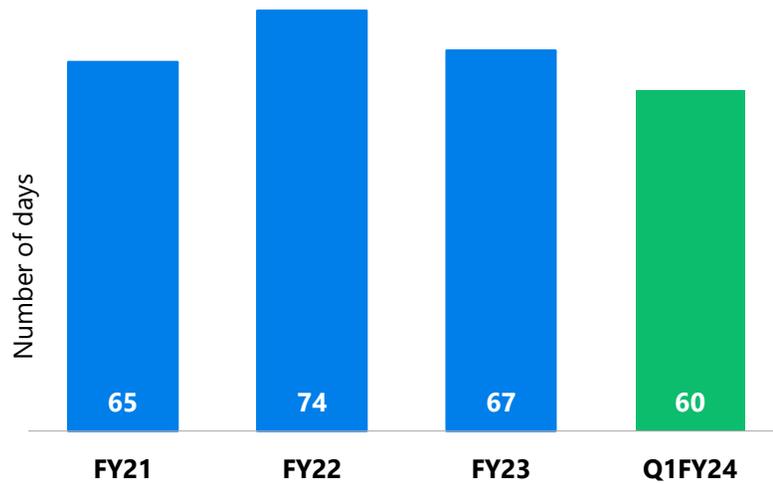
▲ 26.9% YoY

▼ 7.8% QoQ

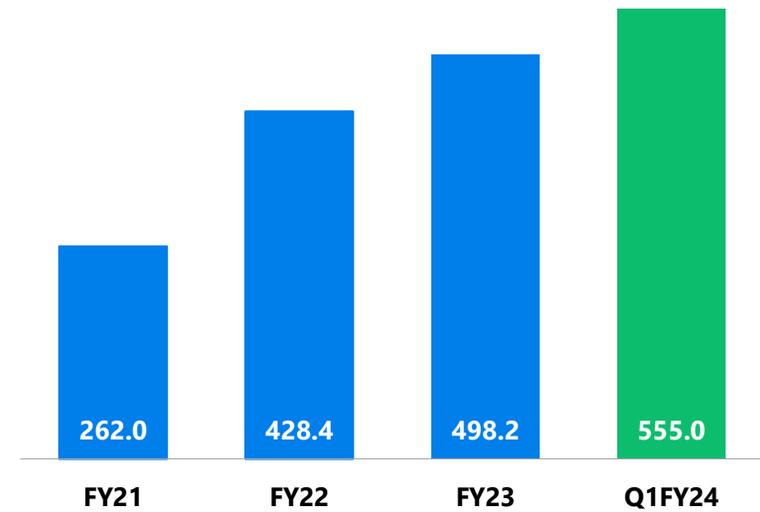
Balance Sheet Metrics – Q1FY24

(Figures in INR Crore)

Days Sales Outstanding (DSO)



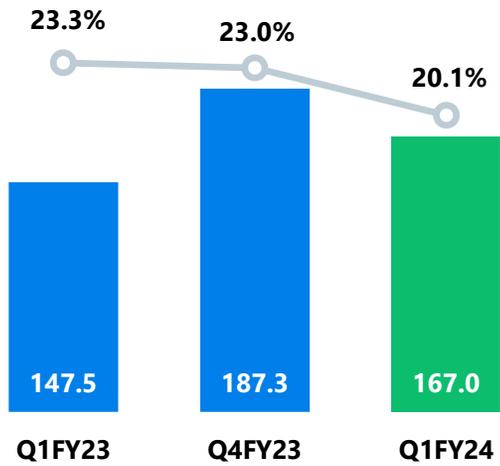
Total Cash & Investments (Net of debt)



Revenue Segment Analysis – Q1FY24

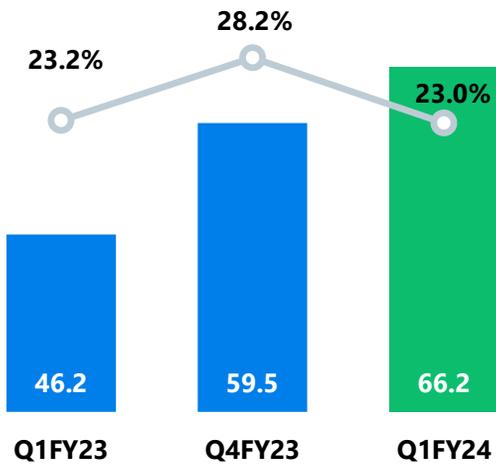
(Figures in INR Crore)

Digital Operations Revenue & EBIT Margin (%)



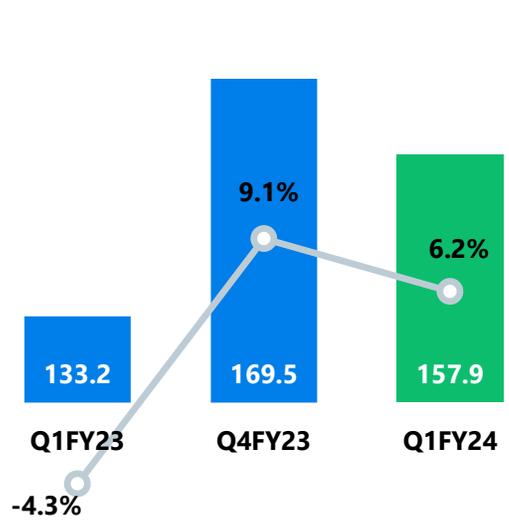
▲ 13.2% YoY
▼ 10.9% QoQ

Digital Experiences Revenue & EBIT Margin (%)



▲ 43.2% YoY
▲ 11.3% QoQ

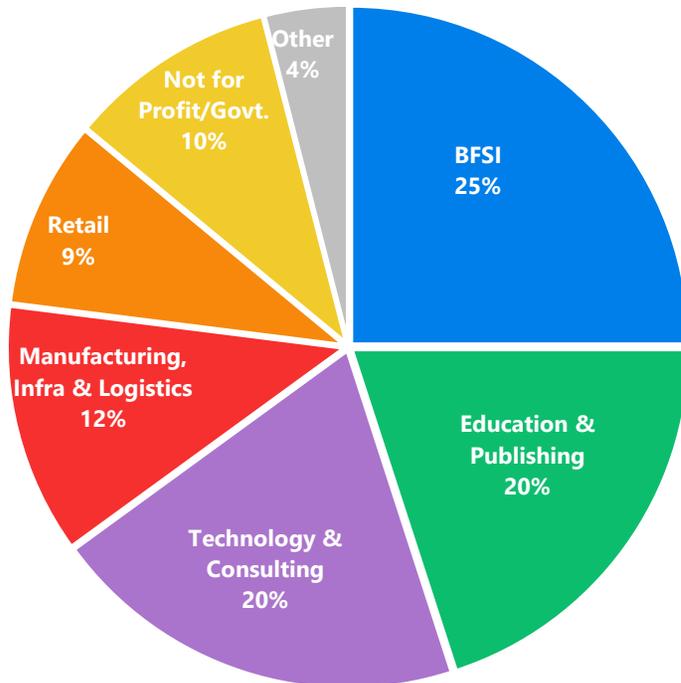
Digital Technologies Revenue & EBIT Margin (%)



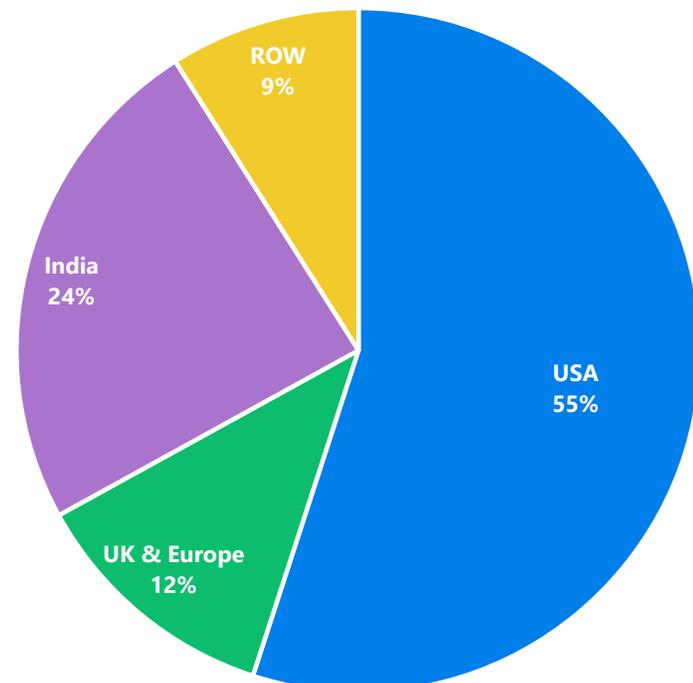
▲ 18.6% YoY
▼ 6.8% QoQ

Revenue Segment Analysis – Q1FY24

Revenue by Industry



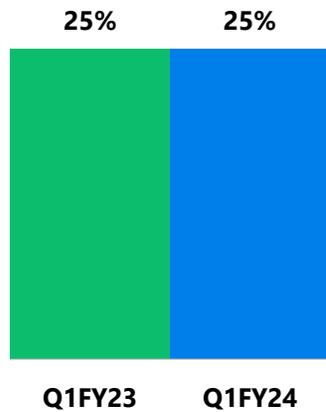
Revenue by Geography



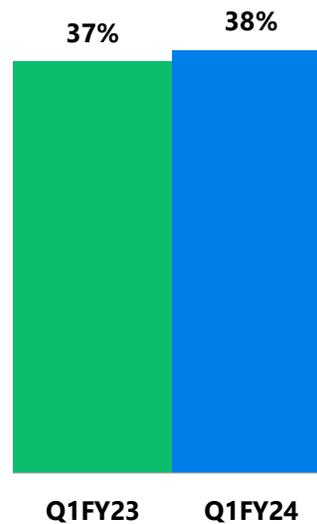
Client Concentration – Q1FY24

Client concentration maintained at a comfortable level

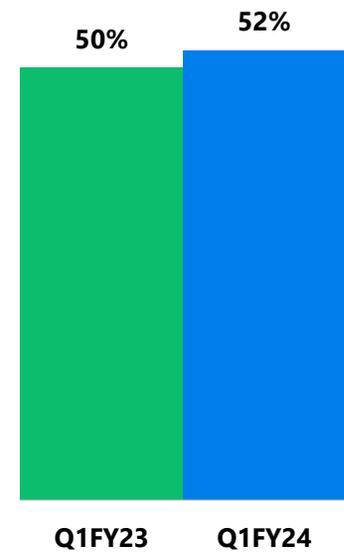
Top 5



Top 10



Top 20



Key Deal Wins – Q1FY24

A leading private bank in Middle East selects Datamatics for next-generation digital services

A multinational conglomerate selects Datamatics for digital transformation

A global fashion accessories manufacturer and retailer selects Datamatics Intelligent Automation platform for automating data collection process

A leading European health service provider selects Datamatics for a multi-year contract for Datamatics Intelligent Automation platform

A leading International organization selects Datamatics for legacy application modernization

A European leader in quality assurance services selects Datamatics for Salesforce implementation

One of the fastest growing Insurance companies selects Datamatics for insurance process management



Recognition

Key Recognition – Q1FY24



Major Contender

Intelligent Document Processing & Unstructured Document Processing Products PEAK Matrix® Assessment 2023



Niche Player

2023 Gartner Magic Quadrant for Finance & Accounting BPO Services



Major Player

MarketScape: Worldwide Finance & Accounting Business Process Services in the cloud 2023 Vendor Analysis



Major Contender

Life and Annuities (L&A) Insurance BPS and Third-Party Administrator (TPA) PEAK Matrix® Assessment 2023



Major Contender

Banking Operations – Services PEAK Matrix® Assessment 2023



Strong Contender

SPARK Matrix: Contact Center Outsourcing Services, Q2 2023

DATAMATICS

Thank You

For Further Queries Contact:

Mr. Sandeep Mantri

Chief Financial Officer

✉ investorrelations@datamatics.com



Pratik Jagtap / Asha Gupta

✉ pratik.jagtap@in.ey.com

✉ asha.gupta@in.ey.com

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