

January 19, 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 Q3FY23.

Ref.: Regulation 30 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the captioned regulation, please find attached presentation on the unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2022.

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

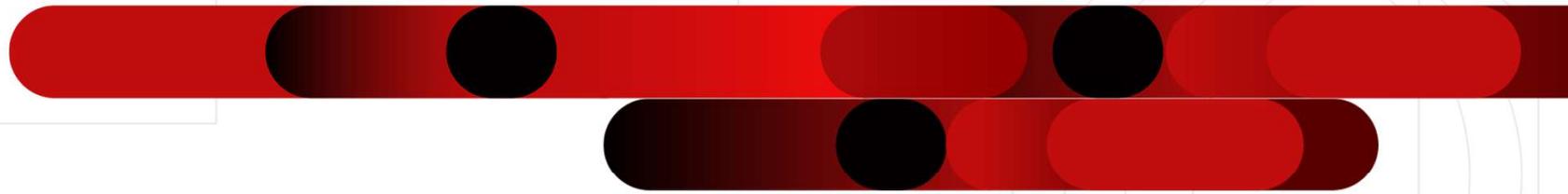
Divya Kumat
EVP, Chief Legal Officer and Company Secretary
(FCS: 4611)
Encl.: As above.

DATAMATICS

Investor Presentation

Q3FY23

19th January 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 9MFY23

Revenue INR 1,043 Crore up by 17.5%;
PAT INR 129 Crore up by 15.5%



Key Focus Areas

Digital Transformation
Intelligent Automation
Automatic Fare Collection (AFC)



Own IP Products

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



Clientele

300+ Significant Customers
Worldwide
Added 13 new clients in Q3FY23



Attrition

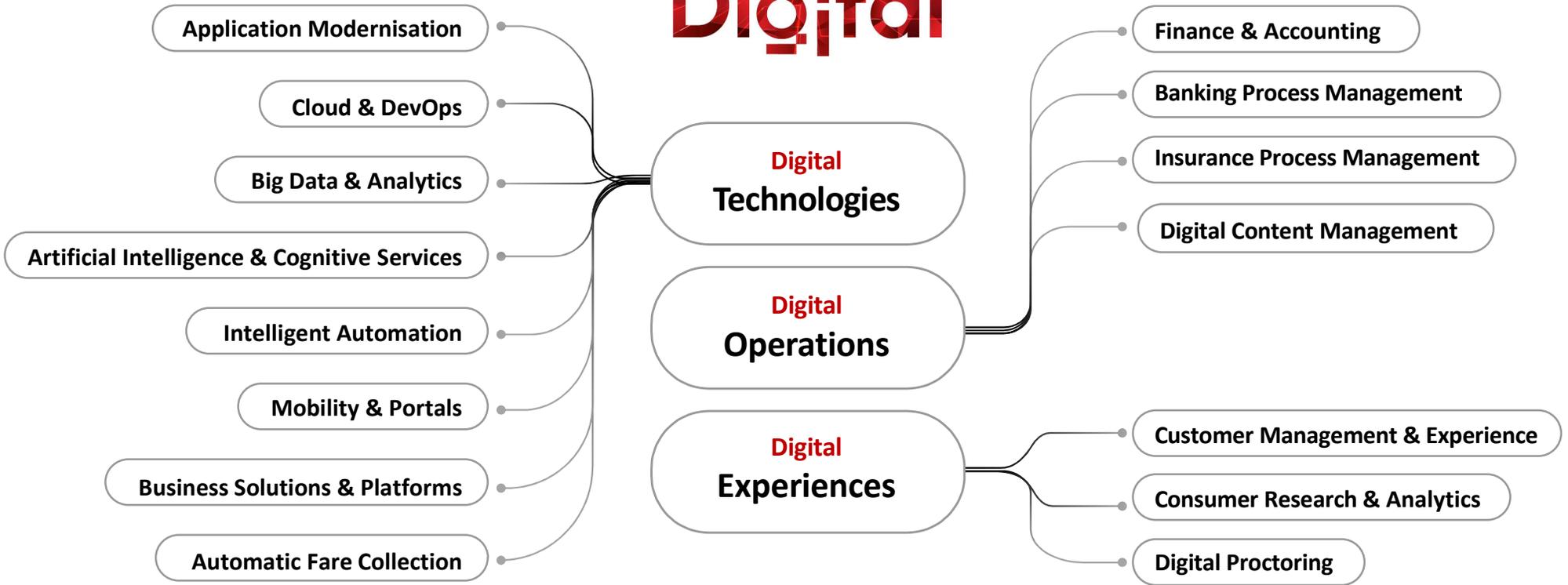
24.9%



Healthy Financials

INR 455 Crore
Total Cash and Investments (Zero
Debt)

Deep in Digital



TruBot

TruCap⁺

TruAI

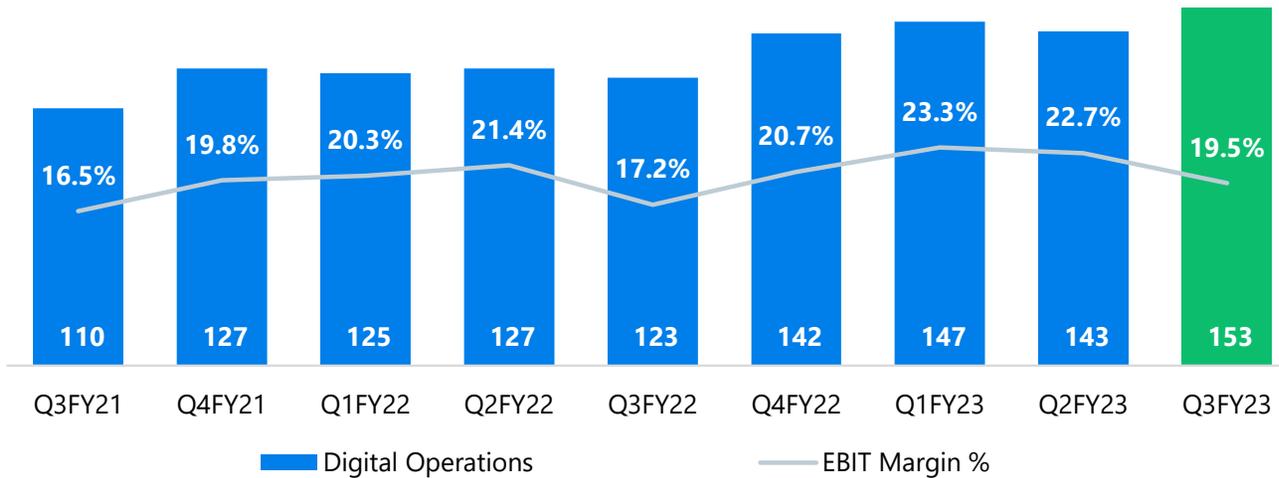
TruBI

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.

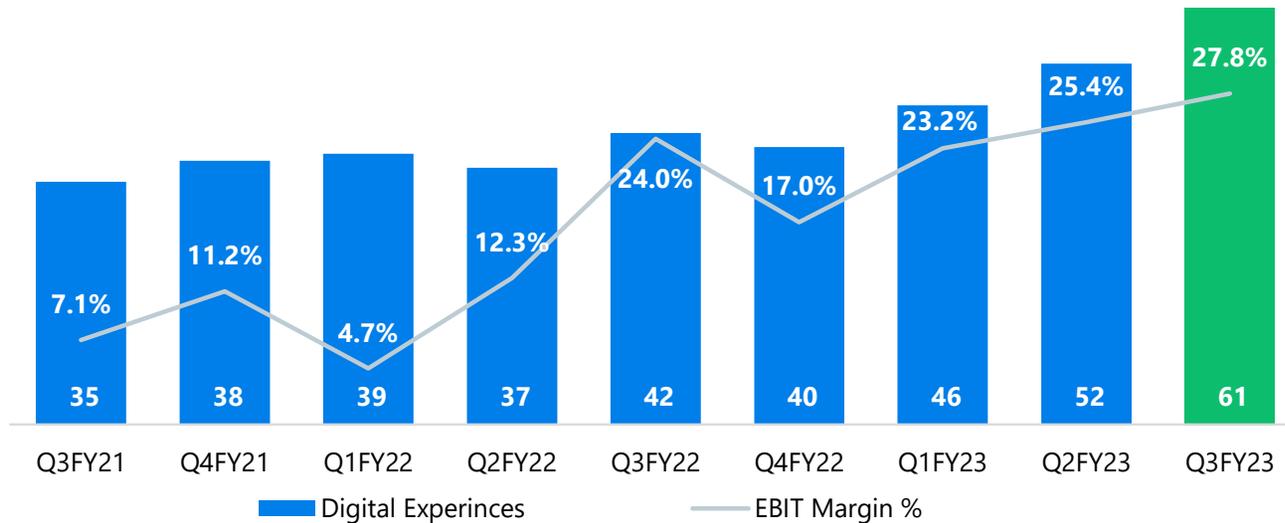
Regional Finance Controller,
A leading cooling appliances
company

- 41% of total revenue contribution
- Grew at 24.2% YoY and 6.7% QoQ in Q3FY23
- 19.5% EBIT margin in Q3FY23, up 225 bps YoY
- In Digital Operations industry-vertical-oriented operations and enterprise back-office operations segments are expected to witness the highest volume of new work in next 5 years. Finance & Accounting Operations are expected to grow at 9-10% CAGR over the next couple of years and is estimated to reach \$14.5Bn in 2025 (Source: Everest Group, NASSCOM)

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.



Digital Experiences (Figures in INR Crore)



“We are confident with this strategic partnership that we will see immense transformational value added to our global premium services.”

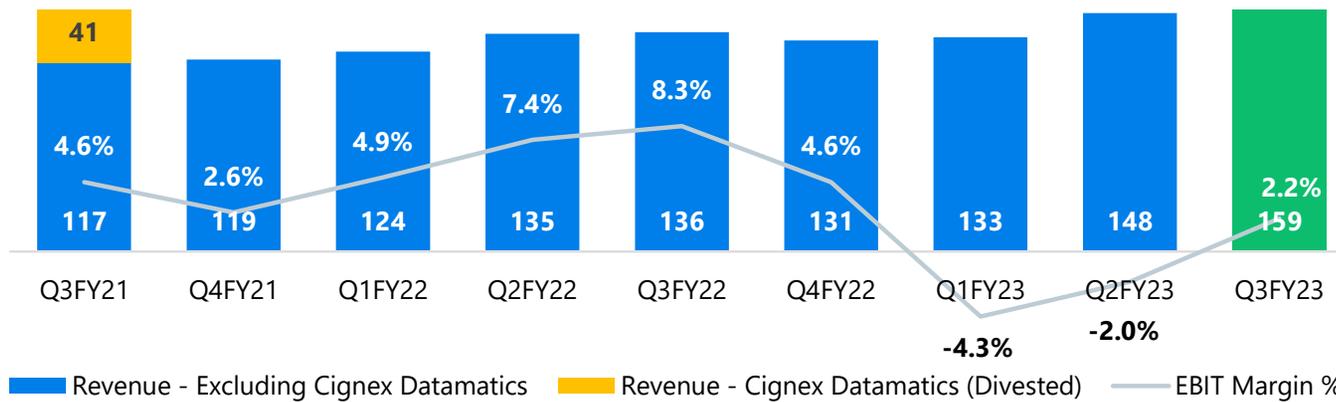
Managing Partner,
A leader in premium international airfares

- 16% of total revenue contribution
- Grew at 46.9% YoY and 16.7% QoQ in Q3FY23
- 27.8% EBIT margin in Q3FY23, up 380 bps YoY
- Digital Experiences market is estimated to grow at CAGR of 14% to reach \$160 Billion in 2025 (Source: Everest Group)

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.



Digital Technologies (Figures in INR Crore)



“Datamatics’ flexible approach and their culture of adoption has made them a tremendously valuable partner.”

Vice President - IT,
A global automotive services & management solutions company

- 43% of total revenue contribution
- Grew at 16.6% YoY and 7.4% QoQ in Q3FY23
- 2.2% EBIT margin in Q3FY23, down 614 bps YoY
- In Digital Technologies, in IT there is foundational shift to the growth of cloud over on-premises for new IT spending. Overall IT spending is estimated to grow at CAGR of 5% to \$5.3 Bn in 2025. Intelligent Process Automation market is growing at CAGR of 20-25% and is estimated to reach \$12Bn in 2025. (Source: Everest Group, Gartner).

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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 Datamatics featured in 2022 Gartner Magic Quadrant for F&A

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)

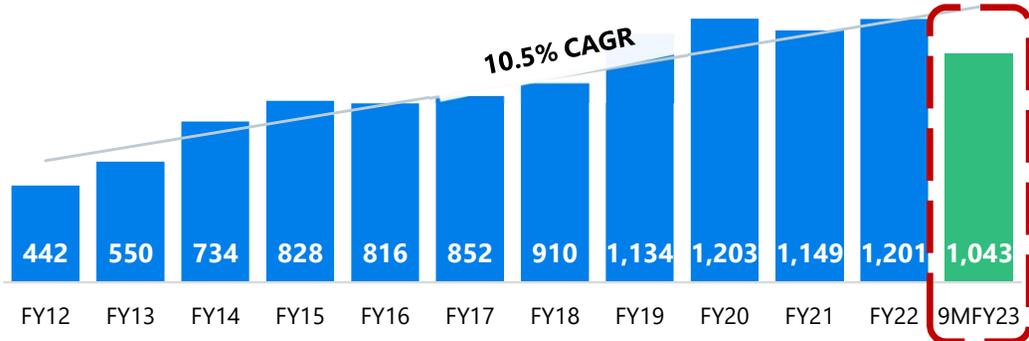
2014 Launched own RPA product – TruBot

2015 Acquired TruBI from MAIA Intelligence (India)

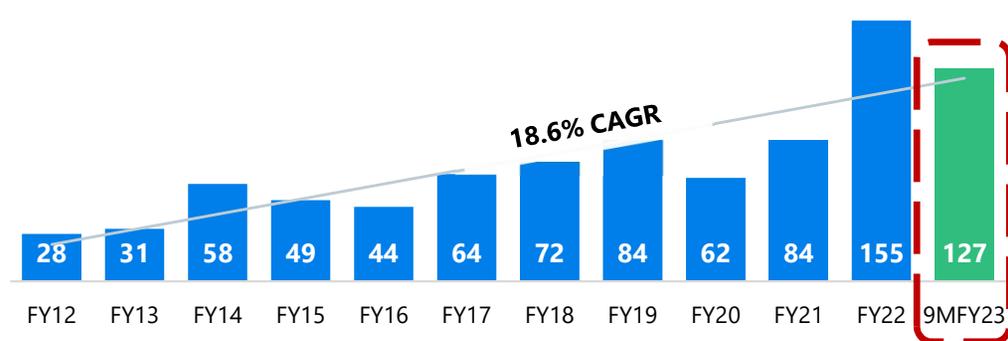


Our Growth Performance (Figures in INR Crore)

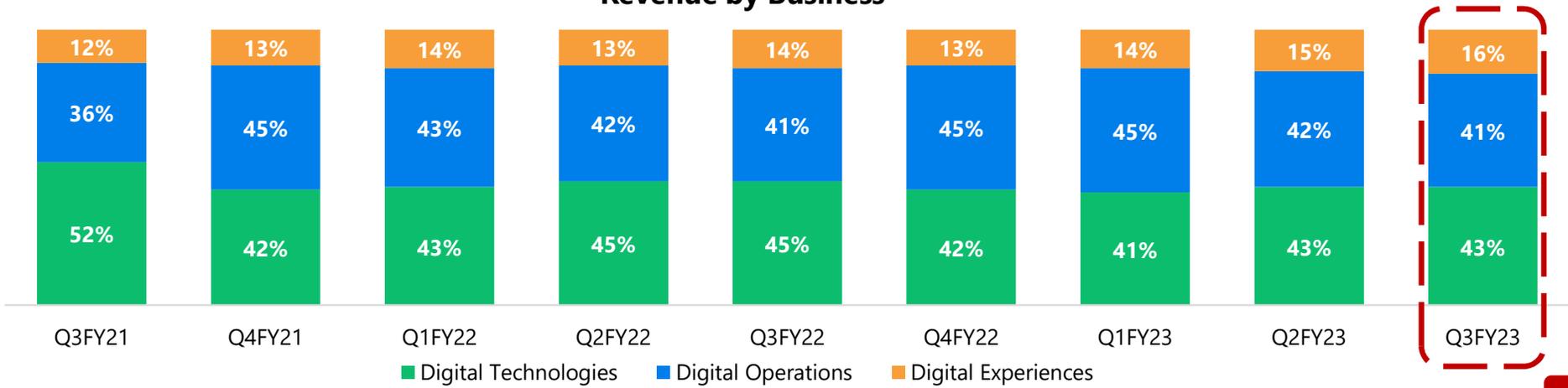
Consolidated Revenue



Consolidated PAT



Revenue by Business





Growth Strategy & Investment Rationale

Growth Strategy



Deep in Digital



Focus on
Product
and Platforms



Automatic Fare
Collection (AFC)

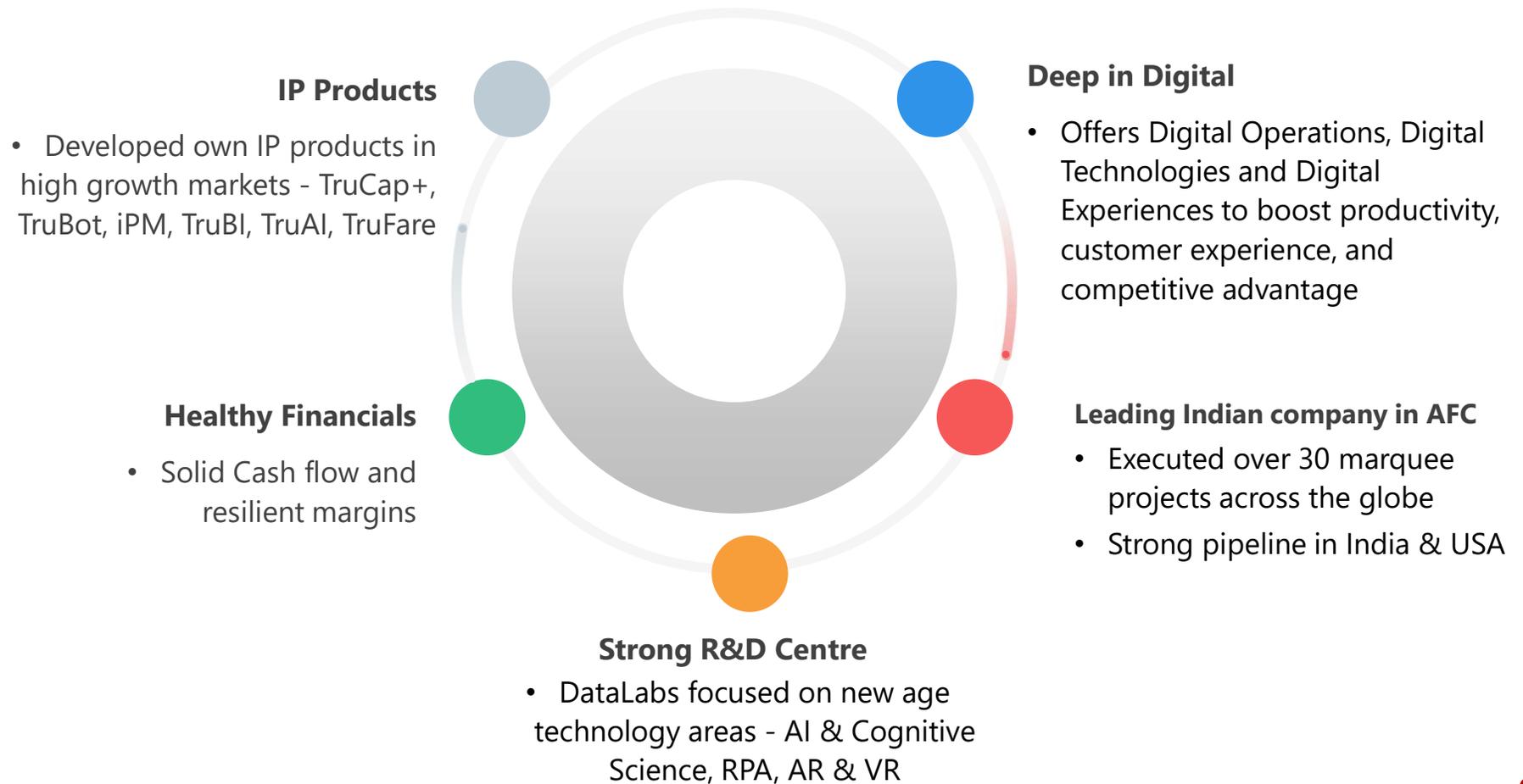


Increase
Account
Penetration



Invest in
Branding and
Marketing

Investment Rationale: Business

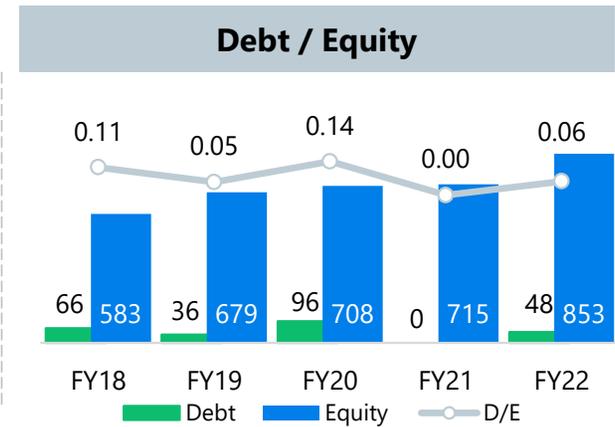
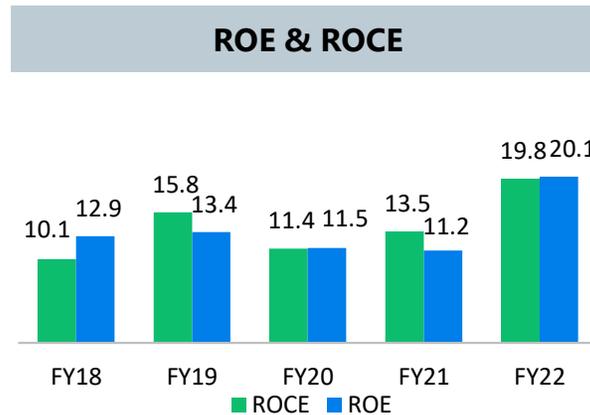
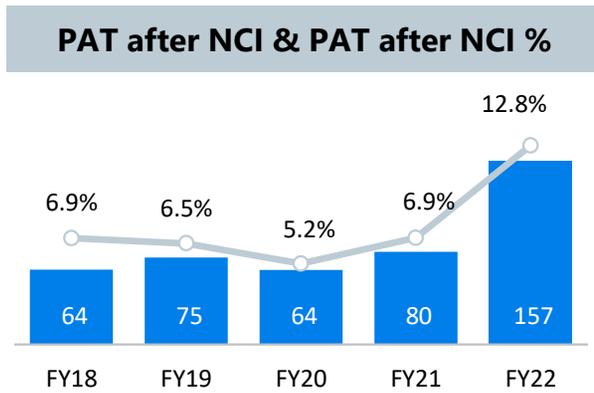
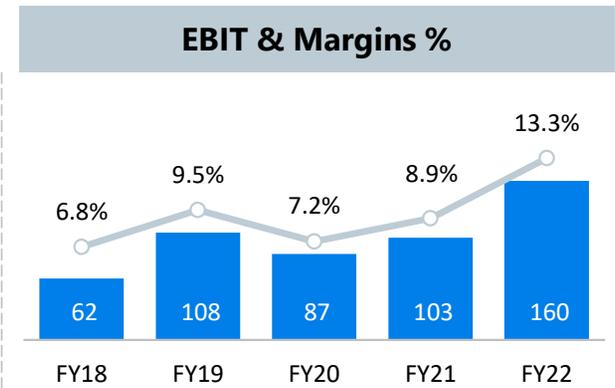
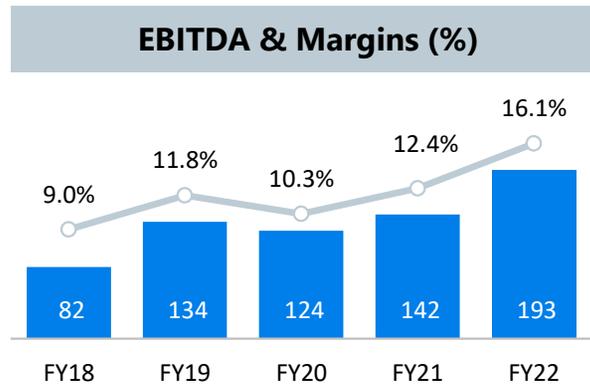
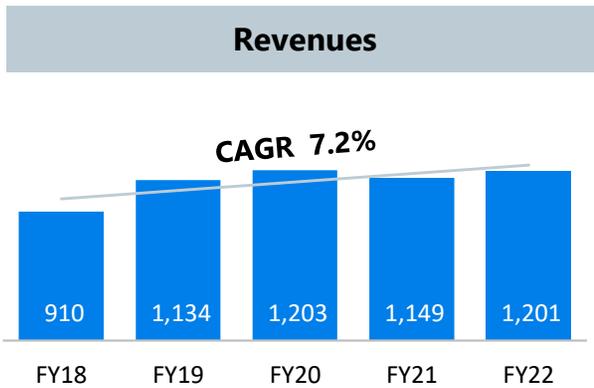




Financial Performance

Key Performance Indicators

(Figures in INR Crore)





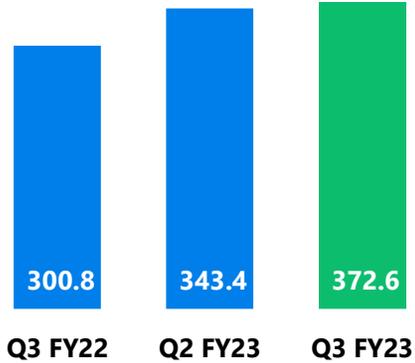
Consolidated Financial Summary – Q3FY23

| Particulars (in INR Crore) | Q3FY23 | Q2FY23 | QoQ Growth | Q3FY22 | YoY Growth | 9MFY23 | 9MFY22 | YoY Growth |
|--------------------------------------|--------------|--------------|-------------|--------------|--------------|----------------|--------------|--------------|
| Revenue from Operations | 372.6 | 343.4 | 8.5% | 300.8 | 23.9% | 1042.9 | 887.8 | 17.5% |
| Other Income | 10.6 | 9.6 | 10.0% | 5.7 | 86.9% | 33.4 | 14.2 | 135.6% |
| Total Revenue | 383.2 | 353.0 | 8.6% | 306.4 | 25.1% | 1,076.3 | 902.0 | 19.3% |
| EBITDA | 59.0 | 51.7 | 14.2% | 50.5 | 16.7% | 158.4 | 141.8 | 11.7% |
| EBITDA Margin (%) | 15.8% | 15.0% | 78Bps | 16.8% | (97Bps) | 15.2% | 16.0% | (78Bps) |
| EBIT | 50.2 | 42.9 | 17.1% | 42.5 | 18.1% | 132.3 | 117.7 | 12.5% |
| EBIT Margin (%) | 13.5% | 12.5% | 99Bps | 14.1% | (66Bps) | 12.7% | 13.3% | (57Bps) |
| PBT (Before Exceptional Item) | 60.2 | 51.5 | 16.9% | 47.6 | 26.6% | 163.3 | 130.4 | 25.3% |
| PBT Margin (%) | 15.7% | 14.6% | 113Bps | 15.5% | 19Bps | 15.2% | 14.5% | 72Bps |
| PBT (After Exceptional Item) | 60.2 | 51.5 | 16.9% | 47.6 | 26.6% | 163.3 | 140.6 | 16.2% |
| PAT (After non-controlling interest) | 45.9 | 40.0 | 14.8% | 37.0 | 24.1% | 129.2 | 111.9 | 15.5% |
| PAT Margin (%) | 12.0% | 11.3% | 65Bps | 12.1% | (10Bps) | 12.0% | 12.4% | (40Bps) |
| Basic & Diluted EPS (INR) | 7.78 | 6.78 | 14.8% | 6.27 | 24.1% | 21.92 | 18.98 | 15.5% |

Consolidated Financial Highlights – Q3FY23

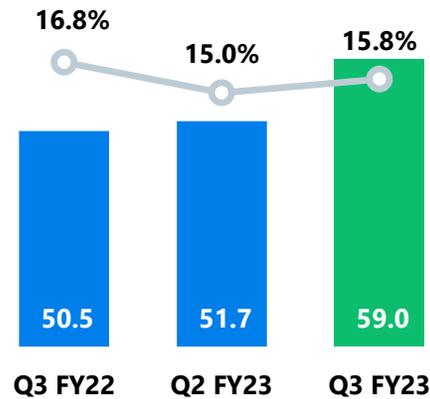
(Figures in INR Crore)

Operating Revenues



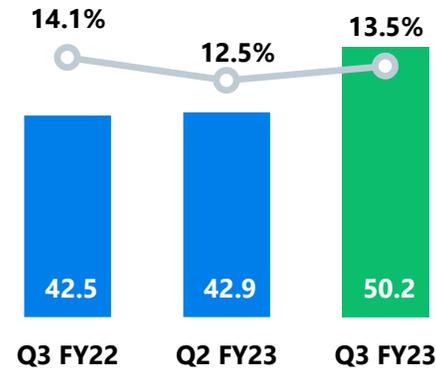
▲ 8.5% QoQ
▲ 23.9% YoY

EBITDA & EBITDA %



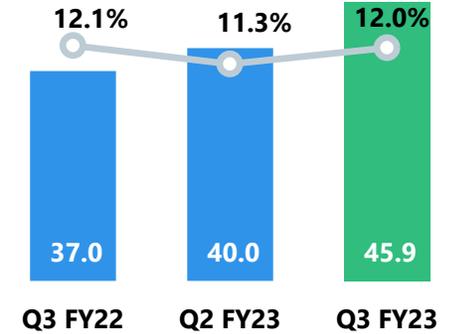
▲ 14.2% QoQ
▲ 16.7% YoY

EBIT & EBIT %



▲ 17.1% QoQ
▲ 18.1% YoY

PAT after NCI & PAT after NCI %

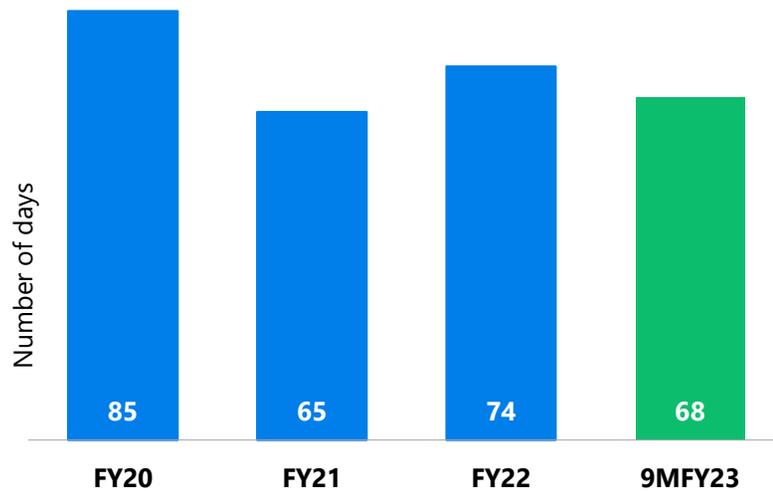


▲ 14.8% QoQ
▲ 24.1% YoY

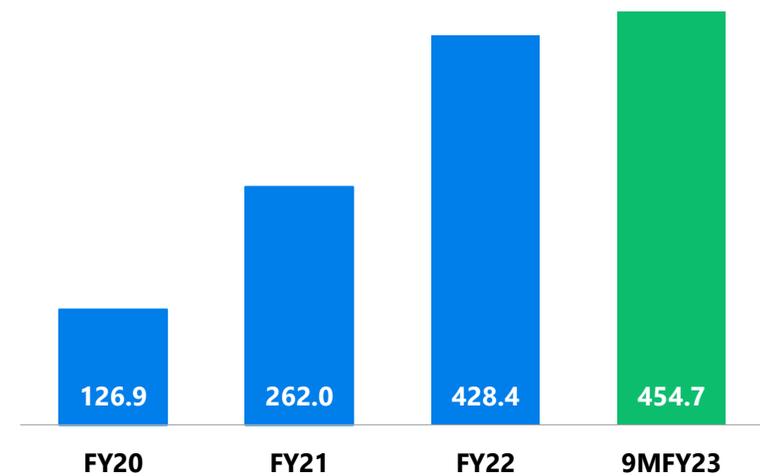
Balance Sheet Metrics – 9MFY23

(Figures in INR Crore)

Days Sales Outstanding (DSO)



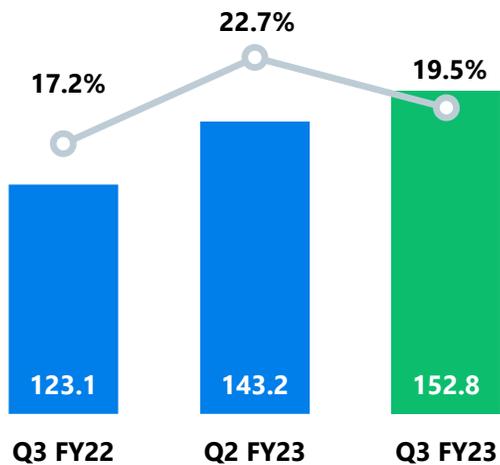
Total Cash & Investments (Net of debt)



Revenue Segment Analysis – Q3FY23

(Figures in INR Crore)

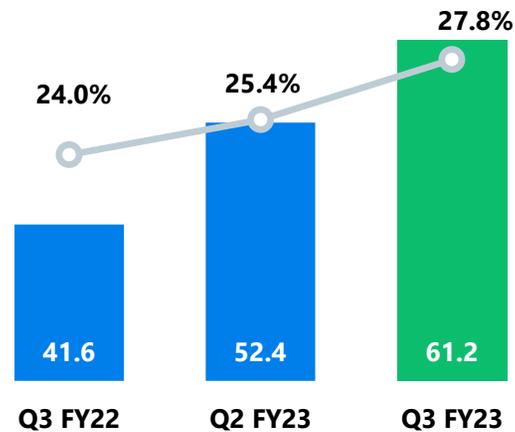
Digital Operations Revenue & EBIT Margin (%)



▲ 6.7% QoQ

▲ 24.2% YoY

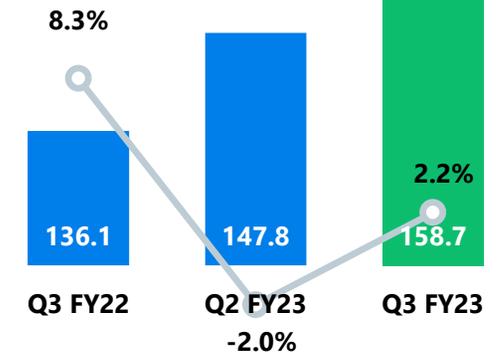
Digital Experiences Revenue & EBIT Margin (%)



▲ 16.7% QoQ

▲ 46.9% YoY

Digital Technologies Revenue & EBIT Margin (%)



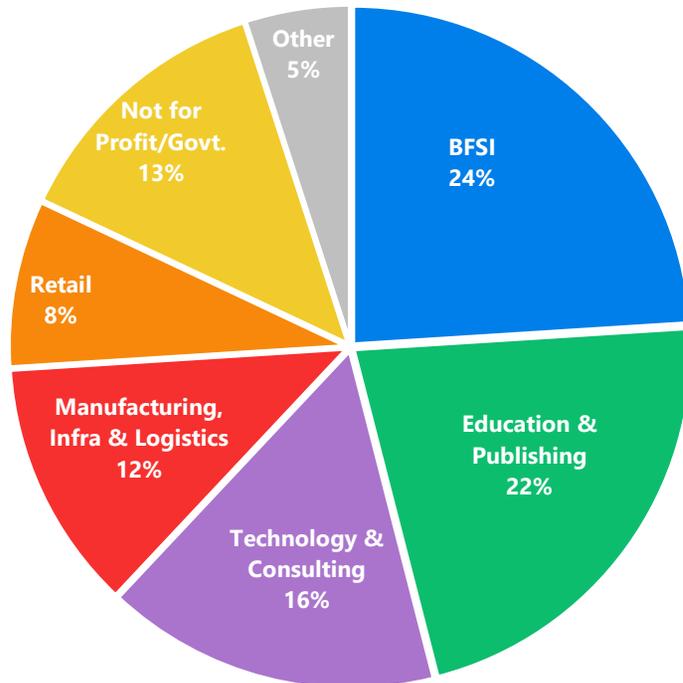
▲ 7.4% QoQ

▲ 16.6% YoY

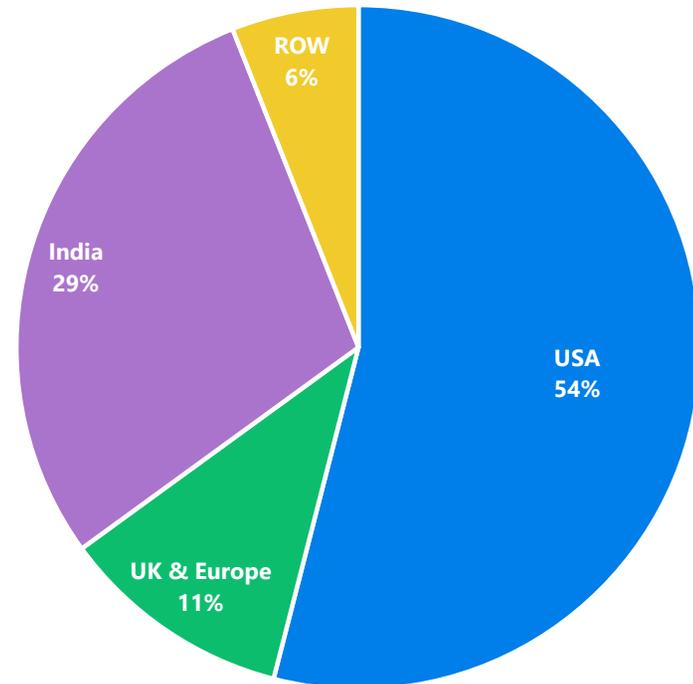
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Revenue Segment Analysis – Q3FY23

Revenue by Industry



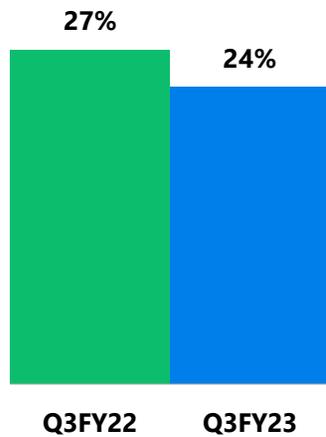
Revenue by Geography



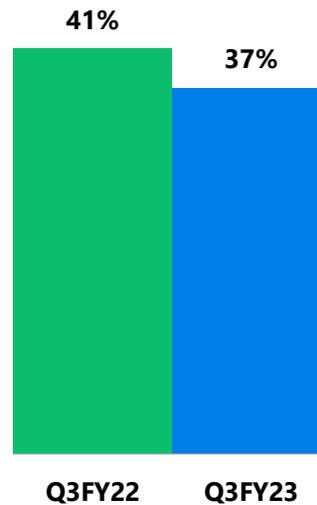
Client Concentration – Q3FY23

Client concentration maintained at a comfortable level

Top 5



Top 10



Top 20





Key Deal Wins – Q3FY23

A **US based Fortune 500 engineering company** selects Datamatics for **digitizing Finance & Accounting operations**

A **US based electric utility company** selects Datamatics for **Digital Business Automation**

A **leading general insurance company** selects Datamatics for **digitizing health and motor claim process**

A **UN health agency** selects Datamatics for **legacy application modernization**

A **leading International Organisation** selects Datamatics for **digital transformation**

A **US based contact center** selects Datamatics for **next-generation digital services**

World's **leading manufacturer of wheels for vehicles** selects Datamatics for **next-generation digital services**

A **US based leading logistics company** to automate data collection process using **intelligent automation platform**



Recognition

Key Analyst Coverage



Niche Player

2022 Gartner Magic Quadrant for Finance & Accounting BPO Services



Major Contender

Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2022



Product Challenger

Provider Lens™ – IA Services and Solutions 2022



Featured in Robotic Process Automation (RPA) State of the Market Report 2023



Major Contender

Intelligent Document Processing (IDP) Products PEAK Matrix – 2022



Featured in Transforming Financial Services with Cloud, SaaS, and BPaaS Services



Major Contender

Robotic Process Automation (RPA) Products PEAK Matrix – 2022



Recognized Datamatics among 44 Global IDP Vendors in “unlock the data in your documents to transform processing”



Featured in Customer Experience Management (CXM) in the America- Provider Compendium 2023



Challengers

SPARK Matrix – Data Management & Analytics Services, 2022



Strong Performer

Gartner Peer Insights ‘Voice of the Customer’: Robotic Process Automation



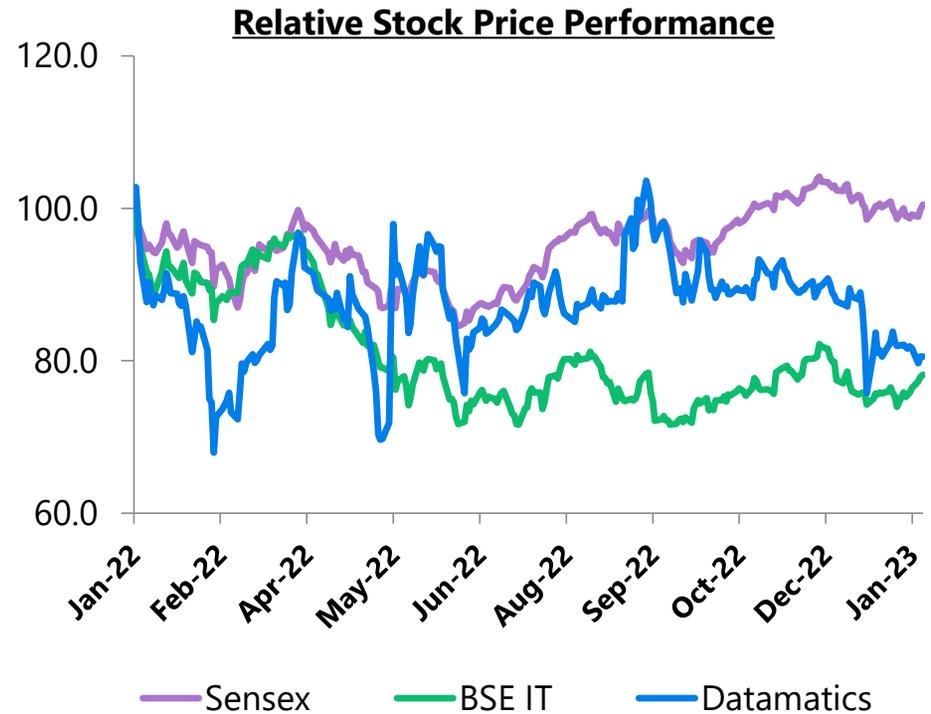
Strong Performer

SPARK Matrix – “Application Transformation Services, 2022

Shareholder Value Creation

Total Shareholder Return

| Returns | Datamatics | BSE IT | Sensex |
|---------|------------|--------|--------|
| 1 Year | -19.4% | -21.8% | 0.5% |
| 3 Year | 251.3% | 85.3% | 47.0% |
| 5 Year | 110.6% | 142.7% | 73.1% |



DATAMATICS

Thank You

For Further Queries Contact:

Mr. Sandeep Mantri

Chief Financial Officer

✉ investorrelations@datamatics.com



Pratik Jagtap / Asha Gupta

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