

May 15, 2025

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

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

**Sub.: Investor Presentation on Audited Financial Results for Q4 & FY25**

With reference to the captioned regulation, please find attached the presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2025.

The presentation will also be hosted on the website of the Company [www.datamatics.com](http://www.datamatics.com).

Kindly take the above on your record.

Thanking you,

**For Datamatics Global Services Limited**

**Divya Kumat**  
**President, Chief Legal Officer and Company Secretary**  
**(FCS: 4611)**

**Encl.: As above**

# Investor Presentation

Q4FY25

An abstract graphic on the right side of the slide. It features a large, solid red shape that tapers from the bottom left towards the top right. To the right of this shape is a complex, multi-layered structure of translucent red and orange rectangular blocks, some of which are stacked or offset, creating a sense of depth and architectural complexity. The overall color palette is dominated by reds and oranges, with some white highlights.

**DATAMATICS**



# 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.



01

**Company  
at Glance**

02

**Offerings**

03

**Financial  
Performance**

04

**Deal Wins**

05

**Recognition**

# Company at Glance

DATAMATICS

## FY25 Overview

Datamatics is a **Digital Technologies, Operations, and Experiences** company that enables global enterprises to deploy digital technologies to enhance their productivity and customer experience to create a sustainable competitive advantage.



### Revenue and PAT Growth

Revenue INR **1,723** Crore  
**7.6%** revenue CAGR and **16.8%** PAT  
After NCI CAGR for the last decade



### Healthy Financials

Net Cash and Investments  
INR **415** Crore



### AI-powered IP

TruCap+, TruBot, FINATO,  
TruBI, TruAI



### Clientele

**300+** Significant Customers  
Worldwide  
Added **7** new clients in Q4FY25



### Employee Attrition

**16.4%**

The Board of Directors has recommended final dividend of ₹ 5/- per share (i.e. 100%) of the face value of ₹ 5/- each for the year ended in March 2025.



## Leadership Team



**RAHUL L. KANODIA**  
VICE CHAIRMAN  
& CHIEF EXECUTIVE  
OFFICER



**SAMEER L. KANODIA**  
DIRECTOR  
& MANAGING DIRECTOR &  
CHIEF EXECUTIVE OFFICER  
OF LUMINA DATAMATICS



**DINESH KUMAR VK**  
EXECUTIVE VICE PRESIDENT  
& GLOBAL SALES HEAD



**MITUL N. MEHTA**  
EXECUTIVE VICE PRESIDENT  
& CHIEF MARKETING OFFICER



**BALA  
GOPALAKRISHNAN**  
PRESIDENT & GLOBAL HEAD -  
DIGITAL TECHNOLOGIES



**NAVIN GUPTA**  
EXECUTIVE VICE PRESIDENT  
& GLOBAL HEAD - DIGITAL  
OPERATIONS



**SANDEEP ARORA**  
PRESIDENT & GLOBAL HEAD  
- DIGITAL EXPERIENCES



**SHASHI BHARGAVA**  
EXECUTIVE VICE PRESIDENT  
& HEAD INTELLIGENT  
AUTOMATION PRODUCTS



**ANKUSH AKAR**  
SENIOR VICE PRESIDENT  
& CHIEF FINANCE OFFICER



**DIVYA KUMAT**  
PRESIDENT, CHIEF LEGAL  
OFFICER & COMPANY  
SECRETARY



**DR. RIMA CHOWDHURY**  
PRESIDENT, CHIEF HUMAN  
RESOURCES OFFICER & CSR  
LEADER

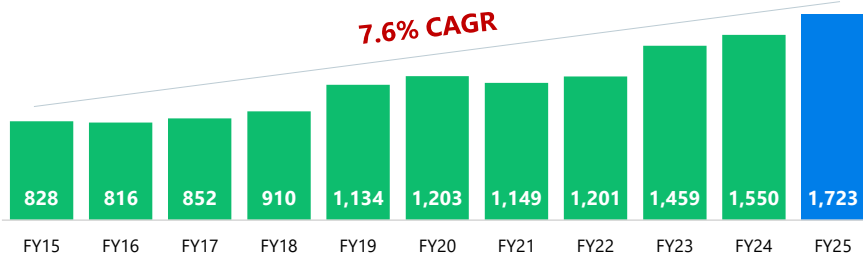


**SANJEET BANERJI**  
EXECUTIVE VICE PRESIDENT  
& HEAD - ARTIFICIAL  
INTELLIGENCE & COGNITIVE  
SCIENCES

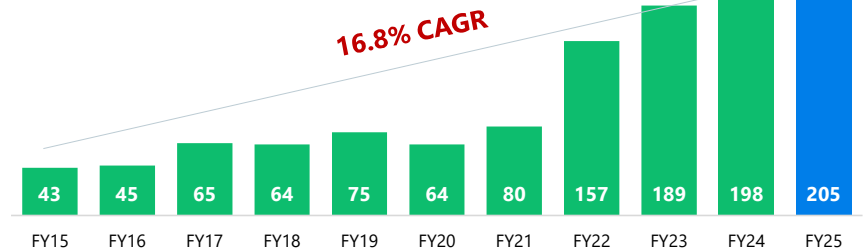


## Our Growth Performance (Figures in INR Crore)

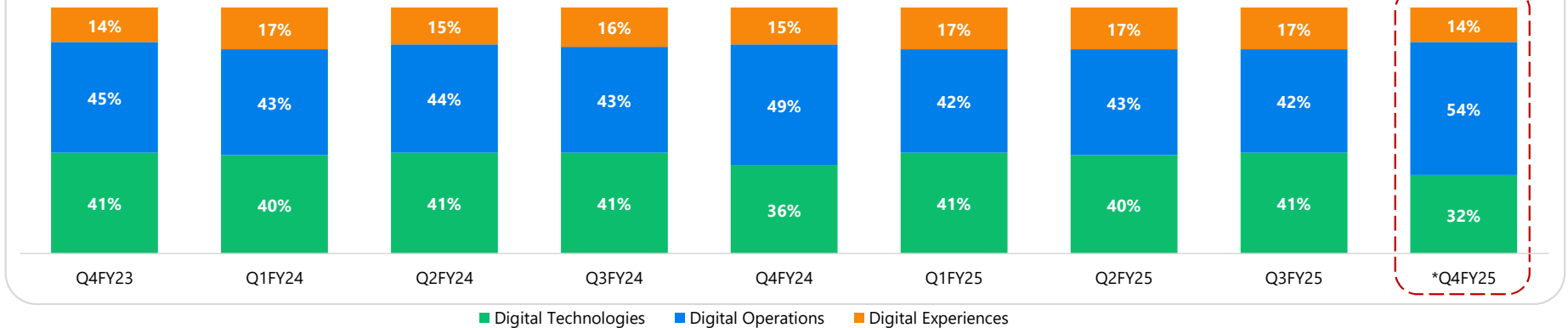
### Consolidated Revenue



### Consolidated PAT (After NCI)



### Revenue by Business



\*Note: Revenue from Digital Operations includes full quarter revenue of TNQ Tech Private Limited acquired on 31<sup>st</sup> December 2024.



# Offerings

DATAMATICS

# Deep in Digital

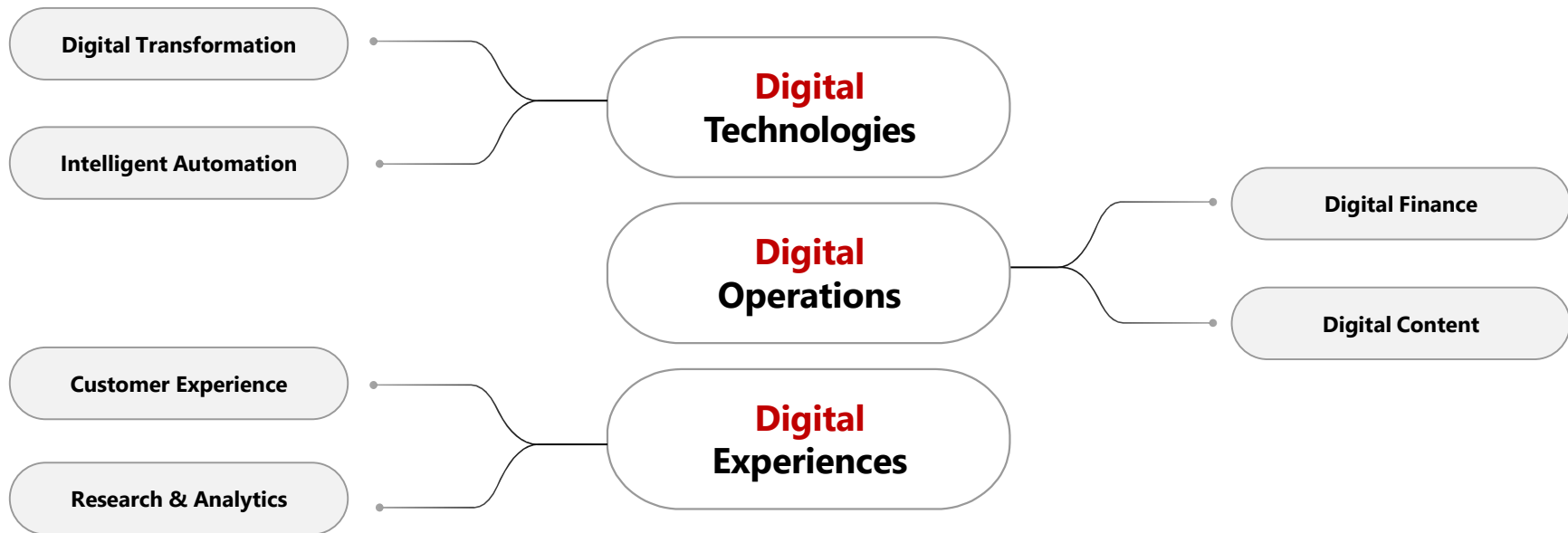


Artificial Intelligence

| Data

| Automation

| Cloud



TruBot

TruCap<sup>+</sup>

TruAI

TruBI

FINATO



## AI Services

- AI Strategy & Consulting
- Data Management
- AI Solution Development & Integration
- Generative AI
- Model Development
- MS Copilot Integration & Development

## AI Solutions

- Financial Statement Analysis (TruAI)
- Fraud Analytics
- Contract Management
- Credit Risk Analysis (TruAI)
- Video & Image Analytics
- Sentiment Analysis
- Software Development Lifecycle Optimization (KaiSDLC)
- Business Rule Extraction Engine (KaiBRE)
- Digital Interventions for superior CX (SuperCX)

## AI-Powered Products

- TruBot (RPA)
- TruCap+ (IDP)
- TruBI (Business Intelligence)
- FINATO (Finance Transformation)

- Delivered 40+ AI projects
- Processing 15M+ balance sheet pages annually
- Small language model & copilot developed in collaboration with Microsoft and Google.
- Partner On-boarding Copilot App featured by Microsoft among the top copilots
- 30+ Customers using GenAI powered TruBot, TruCap+, TruBI

## Recognition



One of the first companies globally certified for ISO 42001:2023 for Artificial Intelligence Management System

# Digital Technologies

Enterprises partner with Datamatics for their technology transformation, leveraging the latest digital technology advancements to maximize potential. Datamatics offers deep expertise in Digital Technologies like Data & AI, Cloud, Intelligent Automation, Application Modernization, and low-code/no-code platforms. They enhance enterprise agility by reimagining applications and collaborating with Hyperscalers like Microsoft, Google, Salesforce, and AWS to deliver innovative solutions.

"Datamatics was very agile and proactive in their approach and worked as an extended team of Harris Teeter. Datamatics helped us in our Digital Transformation journey by enabling us to go deep in digital with its solutions."

Stephen Ramsey

**Sr. Director, Information Services,  
Harris Teeter**

"Datamatics acts as a key partner in our journey. They look to solve a business problem and not just provide a technical solution. They have helped us scale by learning our processes and this is what sets Datamatics apart. Datamatics will continue to be our valued partner in our digital transformation journey."

David Friedman

**Head of Intelligent Automation Centre of Excellence,  
Ryder Systems**



## Digital Operations

Enterprises partner with Datamatics to transform their mid-office and back-office operations. Through its proprietary platforms, process expertise, and global delivery, it achieves global benchmarks of productivity and operational efficiency. Their digitally augmented platforms are powered by Artificial Intelligence, Intelligent Automation, Smart Workflows and Analytics. Datamatics is recognized as a top 10 global Finance Transformation Provider by several leading analyst firms like Gartner, IDC, and Everest."

"We collaborated with Datamatics to help process our accounts payable invoices for our customers, predominantly across Europe. I have to say it was transformational; Datamatics has done a great job of recognizing our challenges and Enhancing the process."

Tony McMurray  
**Managing Director,**  
**Ingram Micro Global Business Services**

"Since Finato came in, we've had great feedback from the whole organization. We found it to be a lot more intuitive, and the look and feel are also really fresh. We appreciate the involvement of the Datamatics team and thank them for providing a modern, updated system."

Jonathan Stevenson  
**Finance Transformation Director,**  
**Incora**





# Digital Experiences

Datamatics Digital Experiences integrates AI to enhance customer experience. Its multilingual, omnichannel contact centers in the Philippines, India, and the USA feature 'Super Agents' who embody the client's brand ethos and deliver superior customer experiences, enhancing satisfaction, loyalty, and business growth. Service offerings include CX Consulting, Management, Transformation, and Analytics embedded across all customer touchpoints and channels.

"Datamatics has worked with us very closely over the years in terms of helping us and implementing a new proctoring platform. Datamatics brings a level of professionalism and support. They're more like a partner to us than a vendor. One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do. I can only see this partnership growing over the years to come."

Raashid Siddique  
**President, Global Operations,  
PSI**

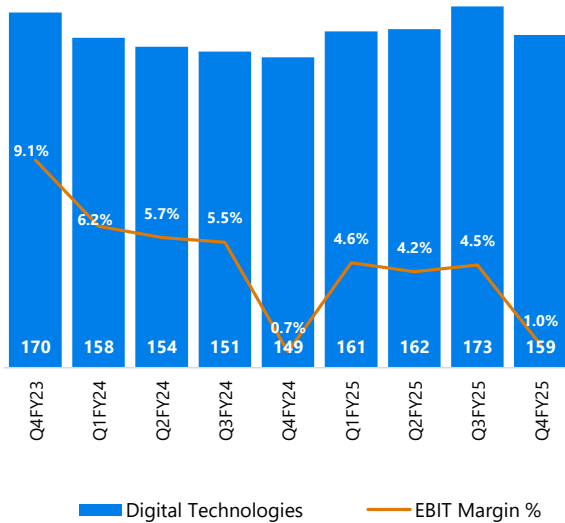
"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed the transition process. We look forward to many shared successes in the future."

Mark Lowery  
**Managing Partner,  
AccessFares**

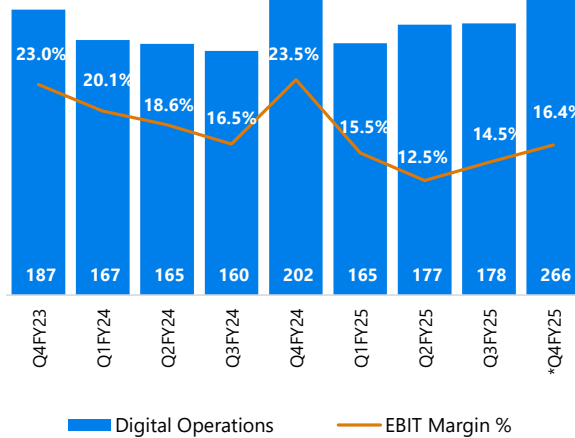


## Business Segment Revenue Trend (Figures in INR Crore)

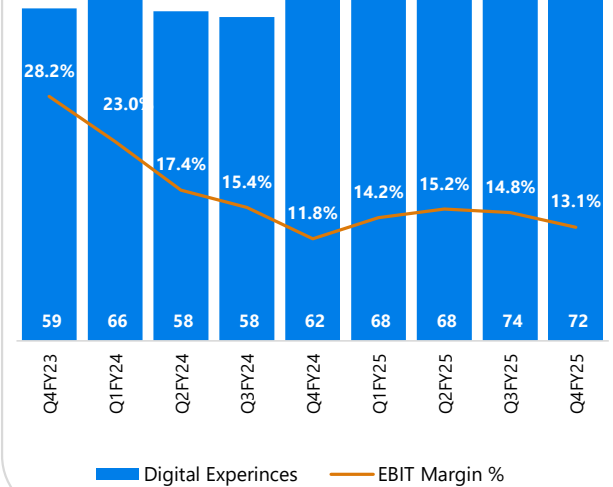
### Digital Technologies



### Digital Operations








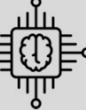
### Digital Experiences



\*Note: Revenue from Digital Operations includes full quarter revenue of TNQ Tech Private Limited acquired on 31<sup>st</sup> December 2024.



## Growth Strategy

	Strengthen customer relationships	Strengthen Management team	
	Increase market presence and awareness in US and Europe	Collaboration with Hyperscalers	
	Focus on proprietary products and platforms	Investment in AI based services	

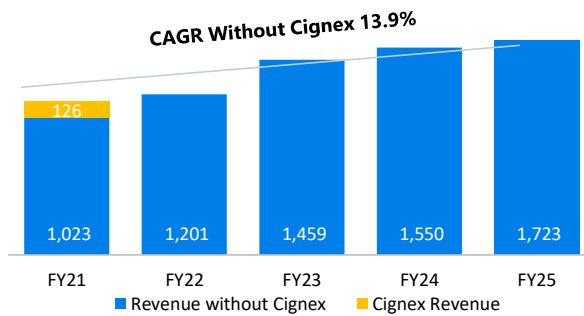
# Financial Performance

DATAMATICS

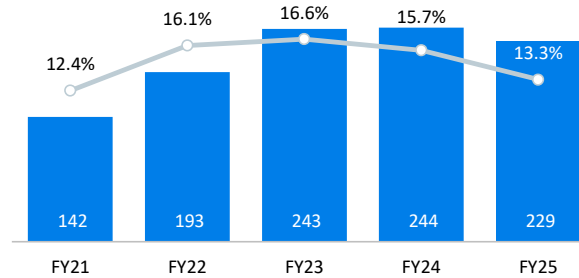
# Key Performance Indicators

(Figures in INR Crore)

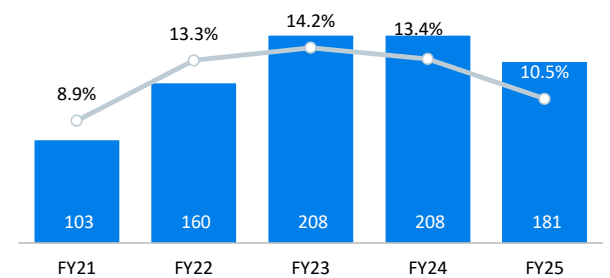
## Revenues



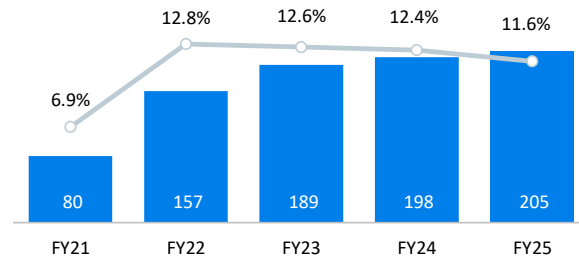
## EBITDA & Margins (%)



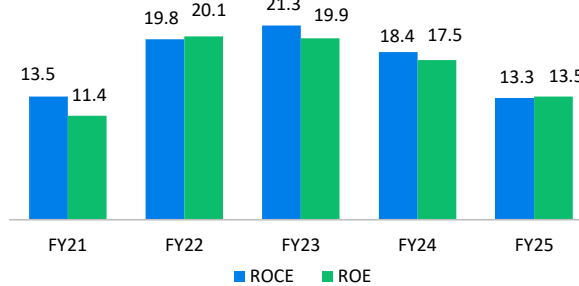
## EBIT & Margins %



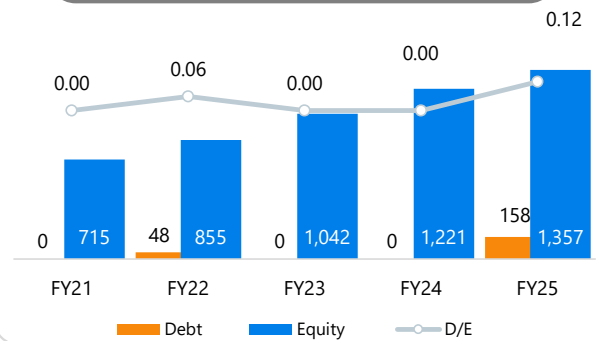
## PAT after NCI & PAT after NCI %



## ROE & ROCE



## Debt / Equity



## Consolidated Financial Summary – Q4FY25

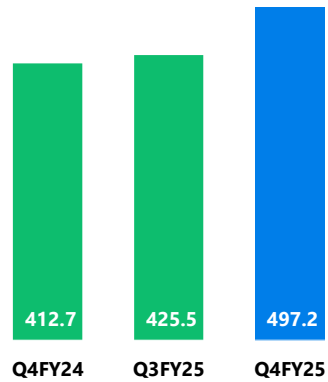
Particulars		Q4FY25	Q3FY25	QoQ Growth	Q4FY24	YoY Growth	FY25	FY24	YoY Growth
<b>Revenue (INR Crore)</b>	Revenue from Operations (INR Crore)	497.2	425.5	16.8%	412.7	20.5%	1723.4	1,549.9	11.2%
	Other Income (INR Crore)	8.1	10.7	-23.8%	15.9	-48.7%	46.4	45.1	3.0%
	Total Income (INR Crore)	<b>505.3</b>	<b>436.2</b>	<b>15.9%</b>	<b>428.6</b>	<b>17.9%</b>	<b>1,769.8</b>	<b>1,595.0</b>	<b>11.0%</b>
<b>Margins (INR Crore)</b>	EBITDA	74.5	54.6	36.6%	64.7	15.3%	229.3	244.0	(6.0%)
	EBIT	54.5	44.7	21.9%	55.9	(2.3%)	181.2	207.7	(12.8%)
	PBT before exceptional item	55.7	53.3	4.5%	71.3	(21.9%)	217.7	250.8	(13.2%)
	PBT after exceptional item	55.5	88.1	(37.0%)	71.3	(22.1%)	249.3	250.8	(0.6%)
	PAT (After non-controlling interest)	44.9	74.3	(39.6%)	52.5	(14.6%)	205.0	198.2	3.4%
<b>Margin (%)</b>	EBITDA Margin (%)	15.0%	12.8%	217Bps	15.7%	(67Bps)	13.3%	15.7%	(244Bps)
	EBIT Margin (%)	11.0%	10.5%	46Bps	13.5%	(256Bps)	10.5%	13.4%	(289Bps)
	PBT Margin before exceptional item (%)	11.0%	12.2%	(120Bps)	16.6%	(561Bps)	12.3%	15.7%	(342Bps)
	PBT Margin after exceptional item (%)	11.0%	20.2%	(922Bps)	16.6%	(564Bps)	14.1%	15.7%	(164Bps)
	PAT Margin (%)	8.9%	17.0%	(816Bps)	12.3%	(338Bps)	11.6%	12.4%	(84Bps)
<b>EPS (INR)</b>	Basic & Diluted EPS (INR)	7.60	12.58	(39.6%)	8.90	(14.7%)	34.71	33.60	3.3%

\*Note: The exceptional item represents exchange gain arising from buy back of equity share capital held in overseas subsidiary and expenses incurred on acquisition of subsidiaries.

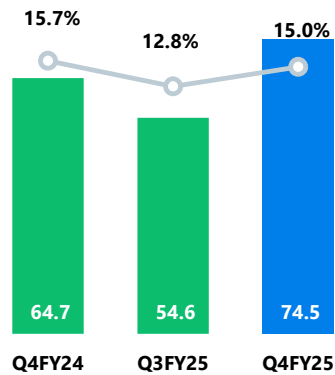
# Consolidated Financial Highlights – Q4FY25

(Figures in INR Crore)

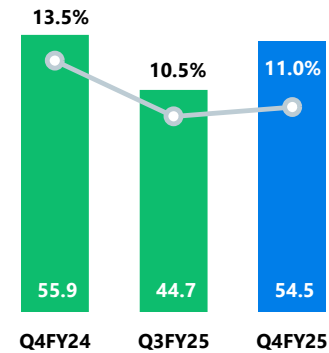
## Operating Revenues



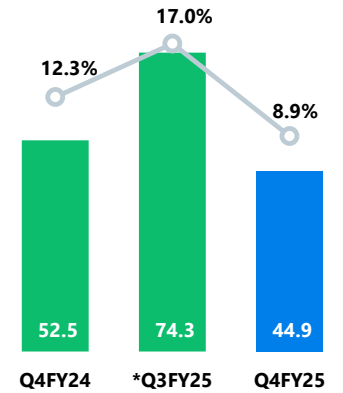
## EBITDA & EBITDA %



## EBIT & EBIT %



## PAT after NCI & PAT after NCI %



**QoQ 16.8%**



**YoY 20.5%**



**QoQ 36.6%**



**YoY 15.3%**



**QoQ 21.9%**



**YoY 2.3%**



**QoQ 39.6%**



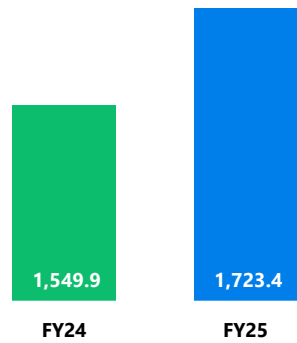
**YoY 14.6%**

\*Note: PAT after NCI includes exceptional items on account of exchange gains arising from the buy-back of equity share capital held in overseas subsidiary and expenses incurred on the acquisition of subsidiary.

# Consolidated Financial Highlights – FY25

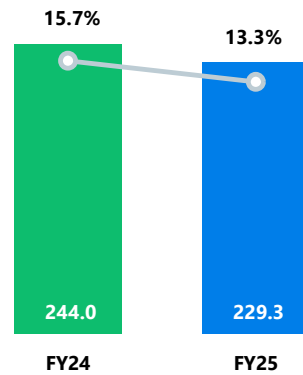
(Figures in INR Crore)

## Operating Revenues



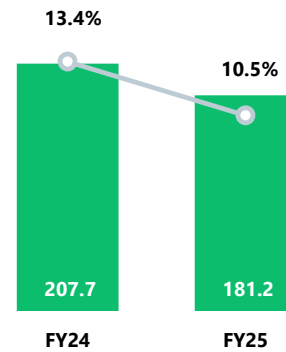
YoY 11.2%

## EBITDA & EBITDA %



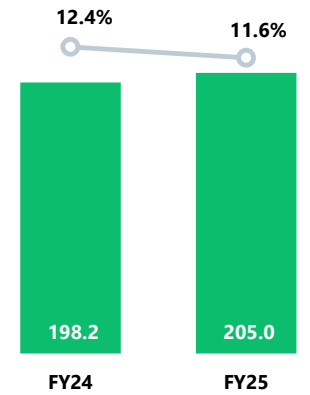
YoY 6.0%

## EBIT & EBIT %



YoY 12.8%

## PAT after NCI & PAT after NCI %

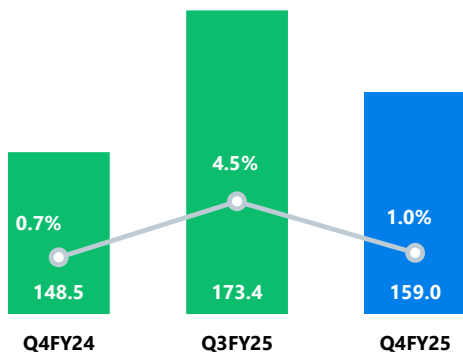


YoY 3.4%

## Revenue Segment Analysis – Q4FY25

(Figures in INR Crore)

### Digital Technologies Revenue & EBIT Margin (%)

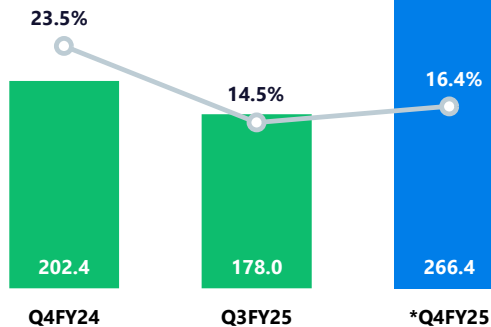


**QoQ 8.3%**



**YoY 7.1%**

### Digital Operations Revenue & EBIT Margin (%)

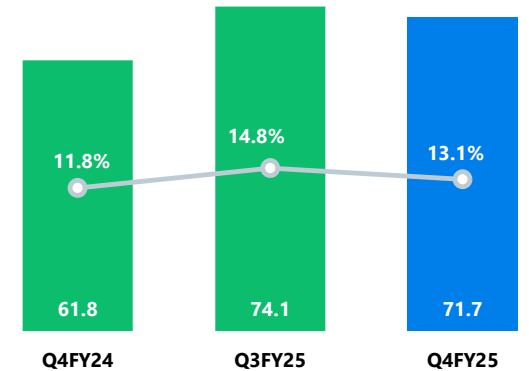


**QoQ 49.7%**



**YoY 31.6%**

### Digital Experiences Revenue & EBIT Margin (%)



**QoQ 3.3%**



**YoY 16.1%**

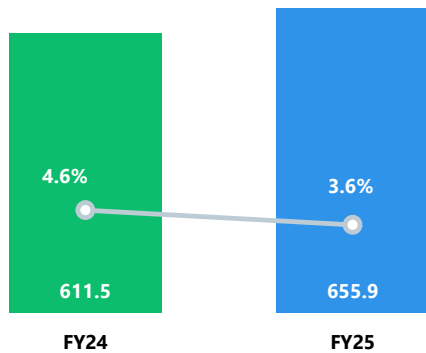
\*Note: Revenue from Digital Operations includes full quarter revenue of TNQ Tech Private Limited acquired on 31<sup>st</sup> December 2024.



## Revenue Segment Analysis – FY25

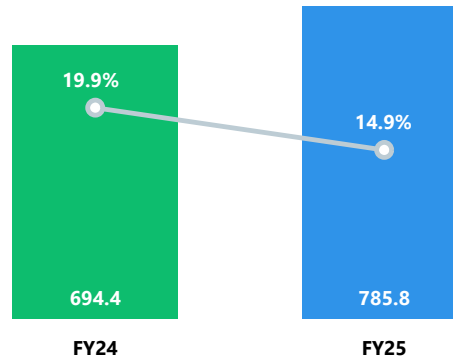
(Figures in INR Crore)

### Digital Technologies Revenue & EBIT Margin (%)



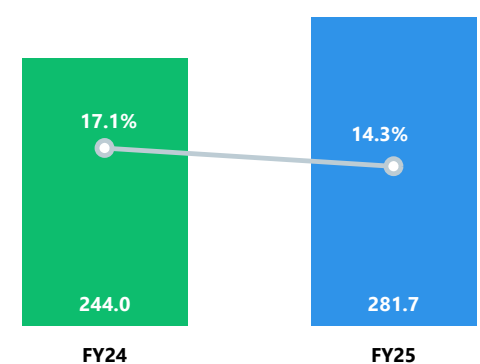
▲ YoY 7.3%

### Digital Operations Revenue & EBIT Margin (%)



▲ YoY 13.2%

### Digital Experiences Revenue & EBIT Margin (%)

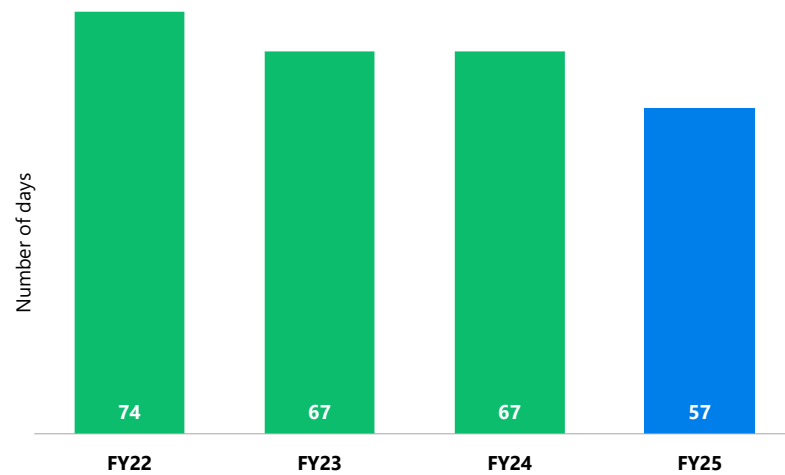


▲ YoY 15.4%

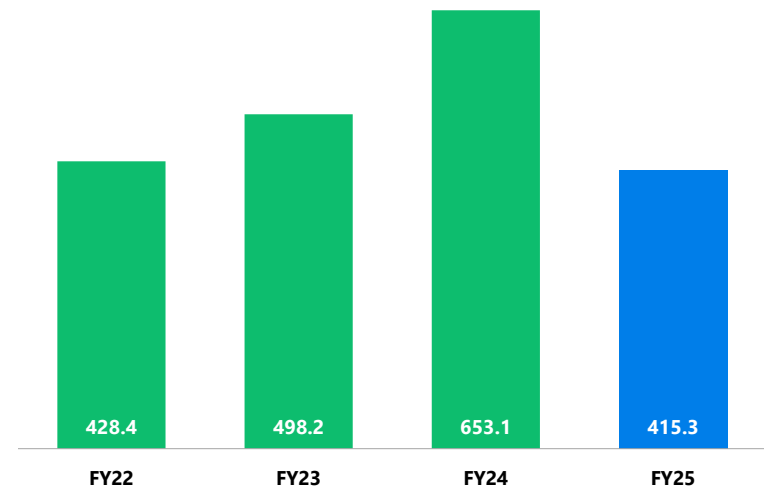
## Balance Sheet Metrices – FY25

(Figures in INR Crore)

### Days Sales Outstanding (DSO)

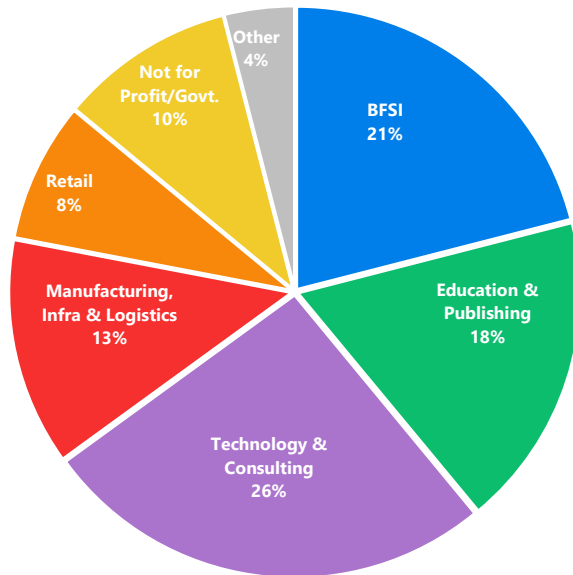


### Net Cash & Investments

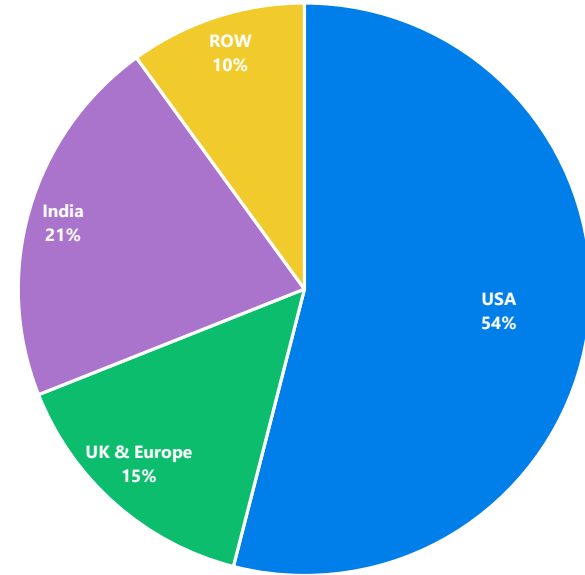


## Revenue Segment Analysis – FY25

Revenue by Industry



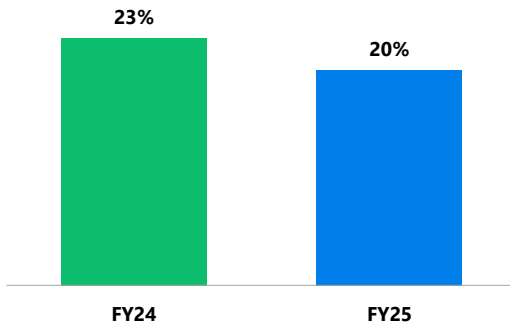
Revenue by Geography



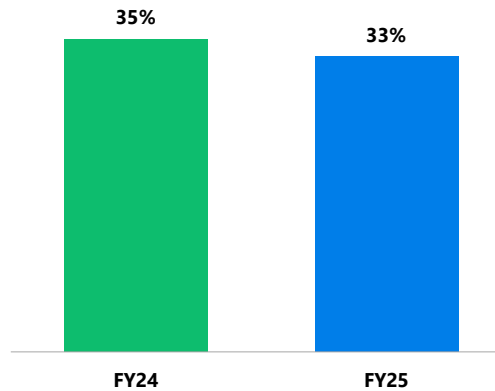
## Client Concentration – FY25

Client concentration maintained at a comfortable level

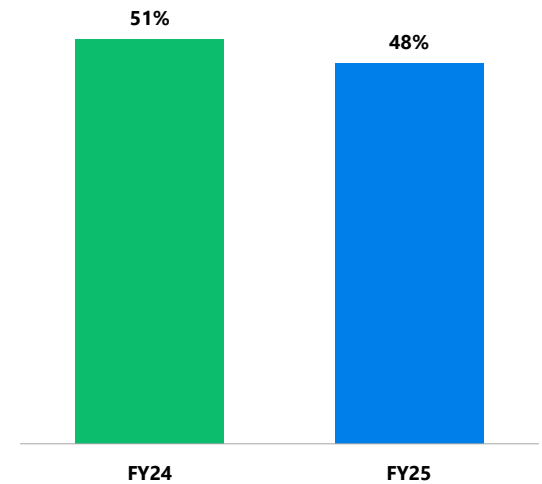
Top 5



Top 10



Top 20



**Deal Wins**

A hand holding a glowing digital device, possibly a smartphone or tablet, with various data visualizations and network patterns overlaid on the screen. The background is dark with blue and orange light effects, suggesting a high-tech or digital environment.

**DATAMATICS**



## Key Deal Wins – Q4FY25

### Client

**One of the largest heavy equipment financing Enterprises in North America**

Datamatics has been chosen to automate background verification processes using AI-powered MS Copilot, streamlining compliance workflows and enhancing processing accuracy.

**A leading European manufacturer and supplier of analytical instruments for laboratory applications**

Datamatics is selected to upgrade Salesforce systems, boosting integration, data consistency, and platform scalability. This will streamline sales and service operations through enhanced system performance.

**An American tech-enabled company specializing in credit and customer operations**

Datamatics is selected to modernize the enterprise application stack, transforming legacy systems into scalable, future-ready platforms. The engagement aims to enhance performance, agility, and operational efficiency.

**A leading American global specialty chemicals manufacturer**

Datamatics will implement AI-powered FINATO for finance transformation enabling end-to-end automation of the CFO back-office

**A global fintech company providing a comprehensive operating system and payment platform for multiple retailers**

Datamatics is selected to provide AI-powered customer support, delivering efficient and personalized voice assistance to enhance customer experience and accelerate acquisition.

### About the deal

# Recognition



**DATAMATICS**



## Key Analyst Recognition – Q4FY25



### Niche Players

Gartner Magic Quadrant for Finance and Accounting Business Process Outsourcing, 2025

**Recognized among Top 16 Global Vendors**



### Major Contenders

Intelligent Document Processing (IDP) PEAK Matrix® Assessments 2025

**Recognized among Top 15 Global Vendors**



### Product Challengers

Global Capability Center (GCC) Services 2025-Optimization and Enhancement ISG Provider Lens™ Study'

**Recognized among Top 15 Global Vendors**



### Major Contenders

Intelligent Process Automation (IPA) Solutions PEAK Matrix® Assessment 2025

**Recognized among Top 15 Global Vendors**



### Recognized

Gartner Critical Capabilities for Finance and Accounting Business Process Outsourcing, 2025

**Recognized among Top 16 Global Vendors**



### Major Contenders

Life and Annuities (L&A) Insurance BPS and Third-Party Administrator (TPA) PEAK Matrix® Assessment 2025

**Recognized among Top 15 Global Vendors**



### Recognized

Software Providers' Performance Snapshot, 3Q24

**Recognized among Top 20 Global Vendors**



### Recognized

Robotic Process Automation (RPA) – Technology Provider Compendium 2025

**Recognized among Top 15 Global Vendors**



### Challengers

Avasant's F&A Business Process Transformation 2024-2025 RadarView report

**Recognized among Top 15 Global Vendors**

\*Datamatics Market Rank as per understanding of the Analyst Report

# Thank you!

## For Further Queries Contact:

**Mr. Ankush Akar**

Senior Vice President & Chief Finance Officer

✉ [investors@datamatics.com](mailto:investors@datamatics.com)

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✉ [asha.gupta@in.ey.com](mailto:asha.gupta@in.ey.com)

**DATAMATICS**