

February 09, 2024

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 Q3 FY24

With reference to the captioned regulation, please find attached the presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2023.

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

Kindly take the above on your record.

Thanking you,

For Datamatics Global Services Limited

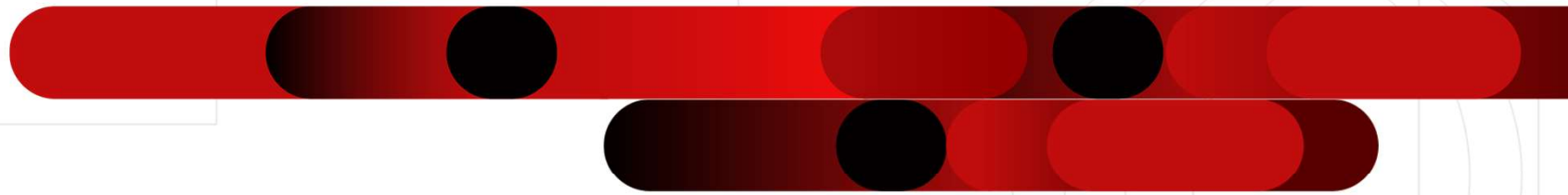
Divya Kumat
EVP, Chief Legal Officer and Company Secretary
(FCS: 4611)
Encl.: As above

DATAMATICS

Investor Presentation

Q3FY24

9th February 2024





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 enable enterprises to go Deep in Digital to boost their productivity, customer experience, and competitive advantage.



Healthy Revenue and PAT Growth

9MFY24 Revenue INR 1,137 Crore
10.2% revenue CAGR and 19.4% PAT
CAGR for the last decade



Healthy Financials

Total Cash and Investments
INR 595 Crore



Products

TruCap+, TruBot, FINATO, TruBI,
TruAI, TruFare



Clientele

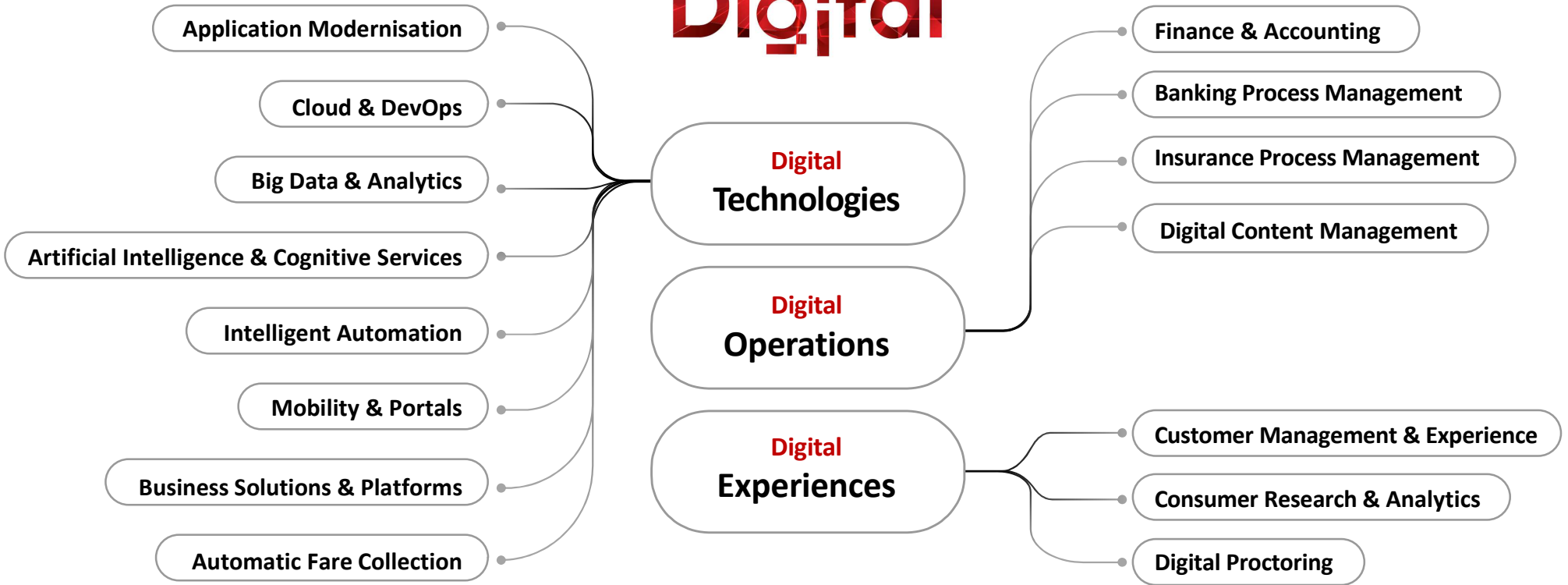
300+ Significant Customers
Worldwide
Added 12 new clients in Q3FY24



Attrition

12.2%

Deep in Digital



TruBot

TruCap⁺

TruAI

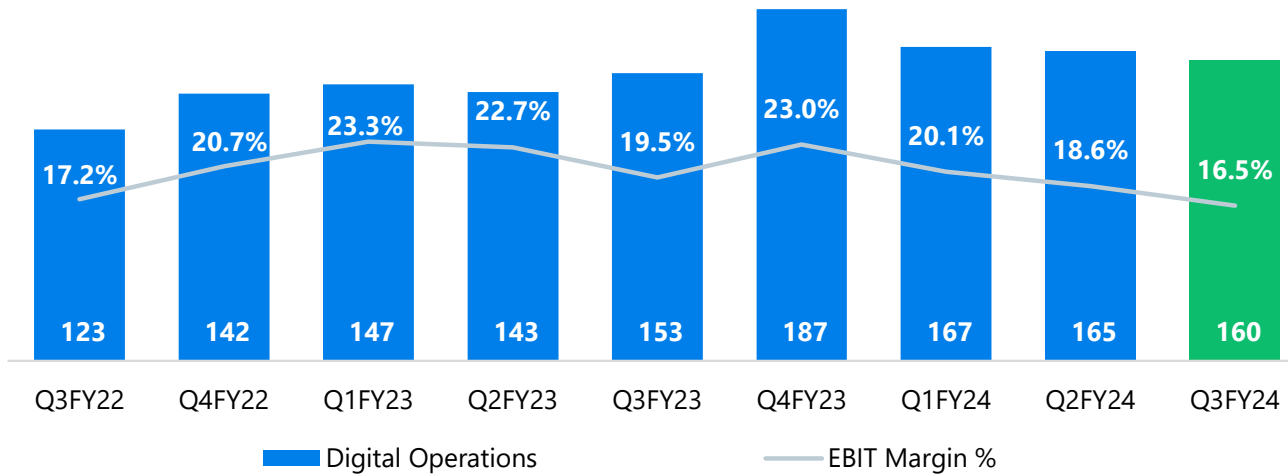
TruBI

FINATO

TruFare



Digital Operations (Figures in INR Crore)



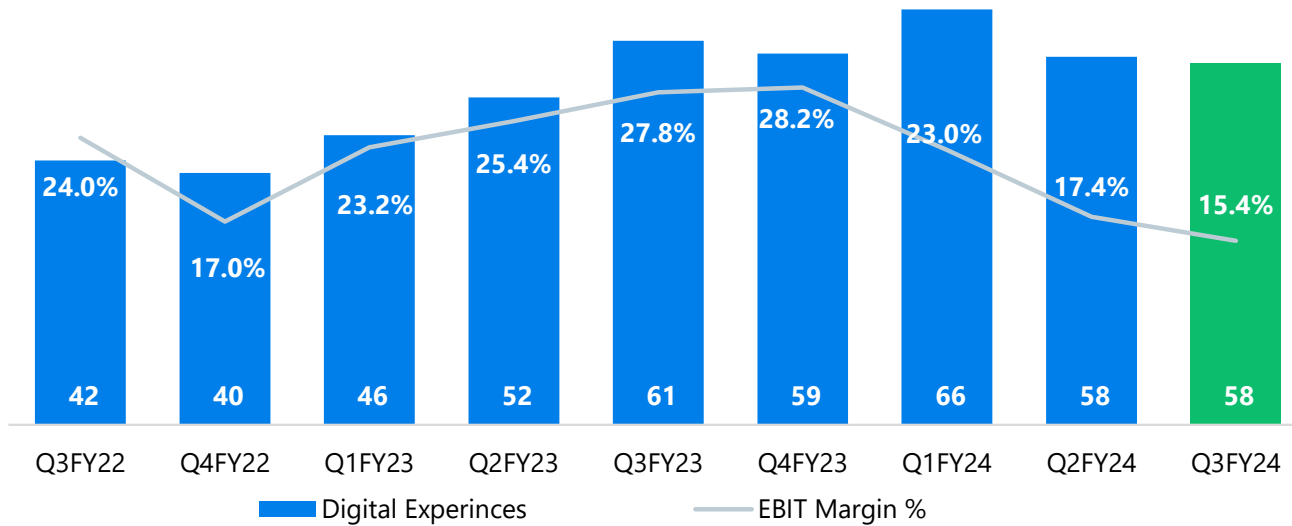
“ We found Datamatics FINATO to be a lot more intuitive, the look and feel is also really fresh. We appreciate the involvement by the Datamatics team and thanks to them for providing a modern updated system.”

Group CFO,
Global Insurance Company

- 43% of total revenue
- Grew at 4.9% YoY in Q3FY24
- 16.5% EBIT margin in Q3FY24



Digital Experiences (Figures in INR Crore)

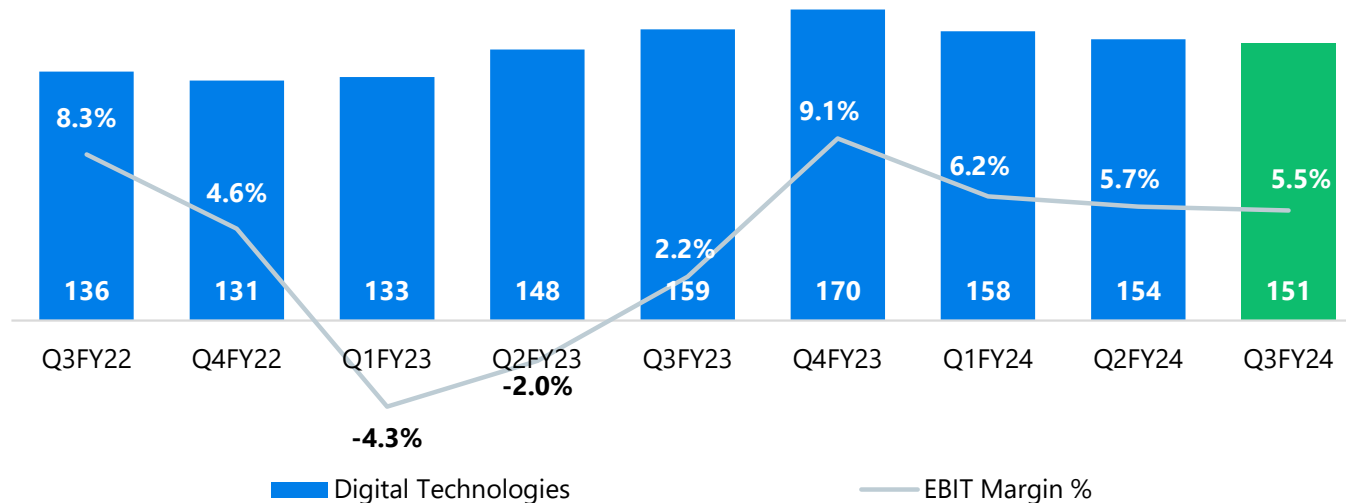


With our strategic partnership with Datamatics we see immense transformational value added to our global premium services.

Managing Partner
A US based premium international airfare platform

- 16% of total revenue
- Declined 6.0% YoY in Q3FY24
- 15.4% EBIT margin in Q3FY24

Digital Technologies (Figures in INR Crore)

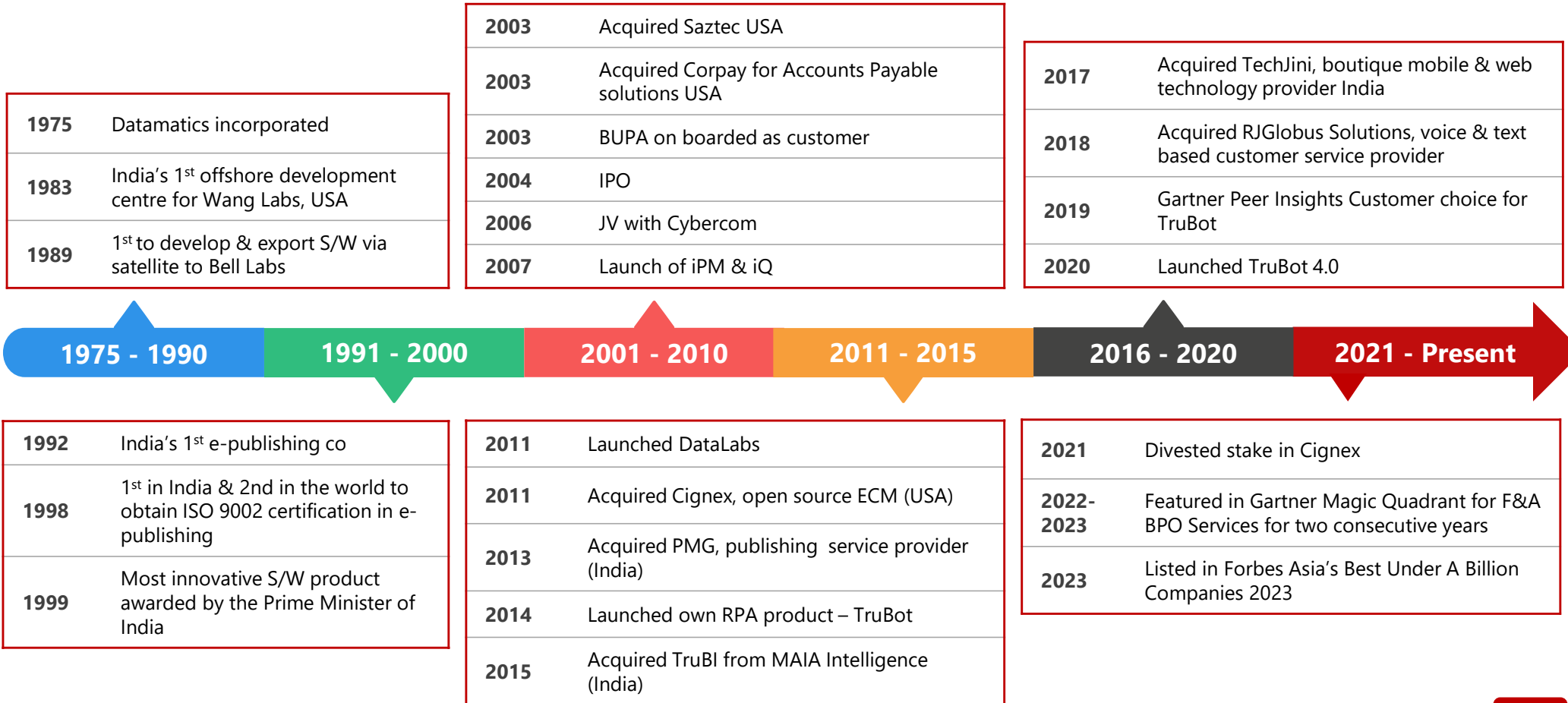


“Before Datamatics, we didn't understand visualizations, trend analysis & how you could look at data in a different way than just columns of data. The Datamatics journey has enabled us to really transform ourselves to get deep in digital transformation.”

Chief IT Officer,
A Global BPO Service Provider

- 41% of total revenue
- Declined 4.6% YoY in Q3FY24
- 5.5% EBIT margin in Q3FY24

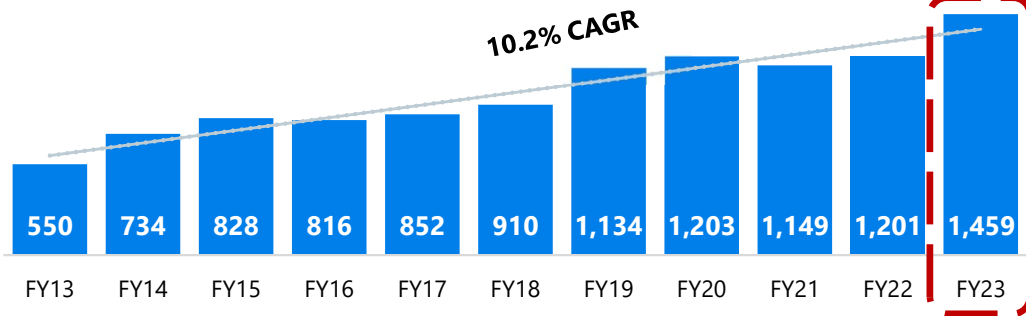
Journey So Far...



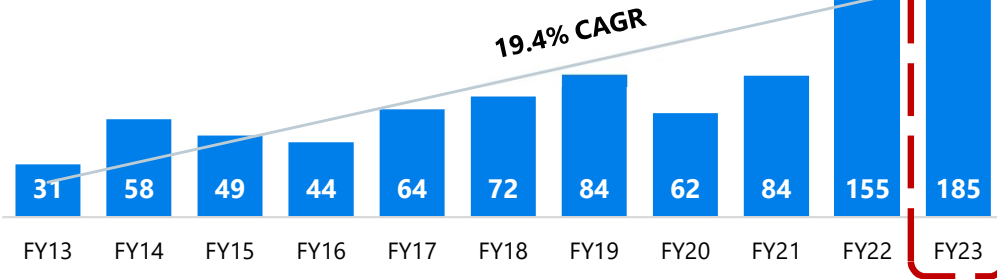


Our Growth Performance (Figures in INR Crore)

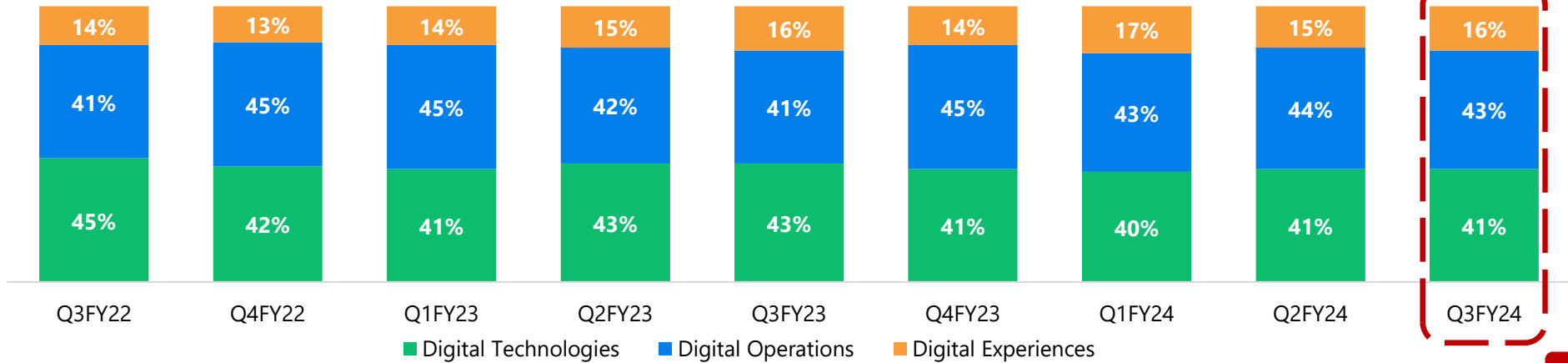
Consolidated Revenue



Consolidated PAT



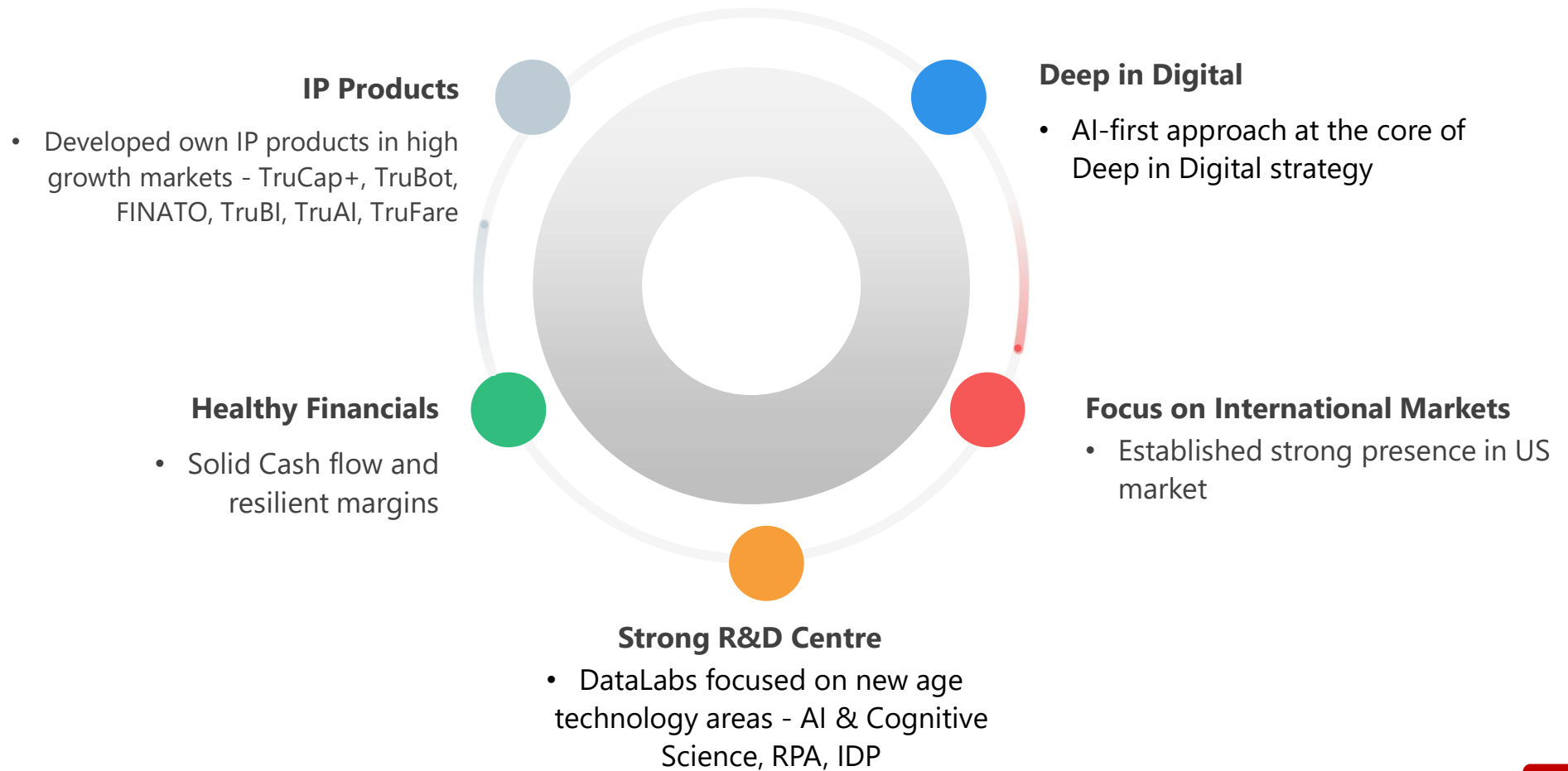
Revenue by Business





Growth Strategy & Investment Rationale

Investment Rationale: Business

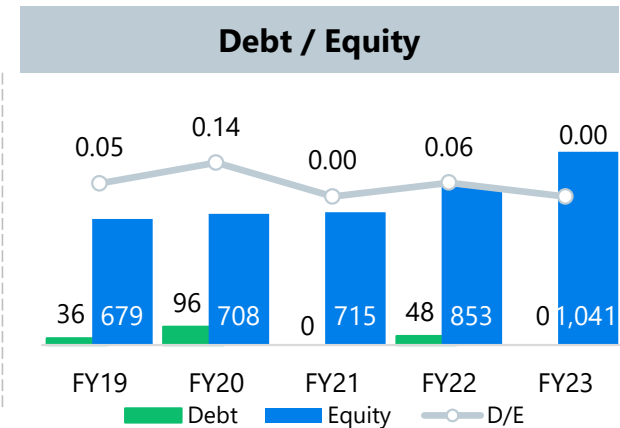
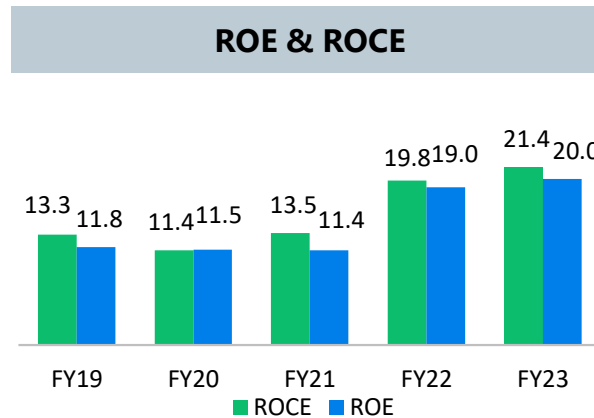
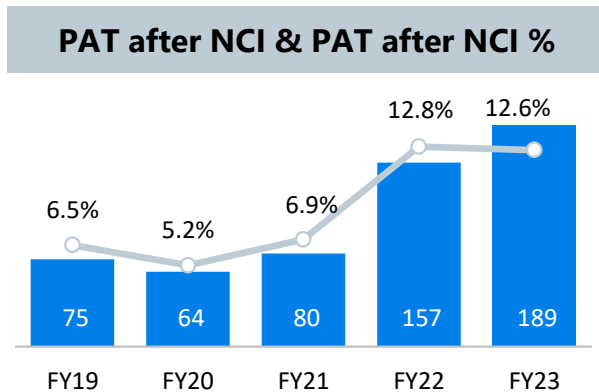
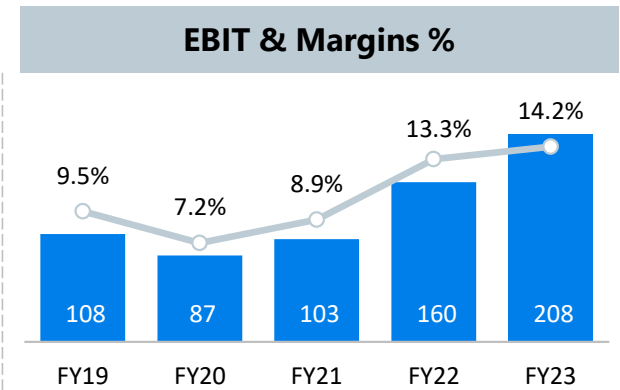
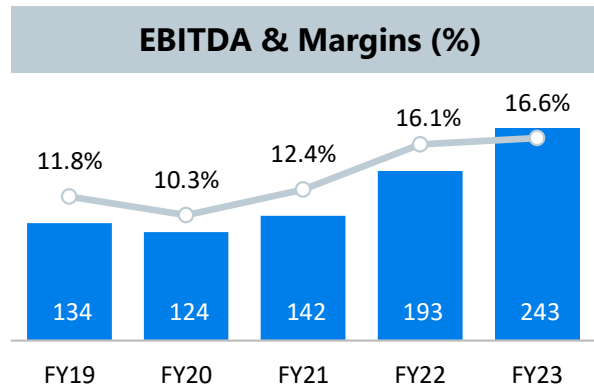
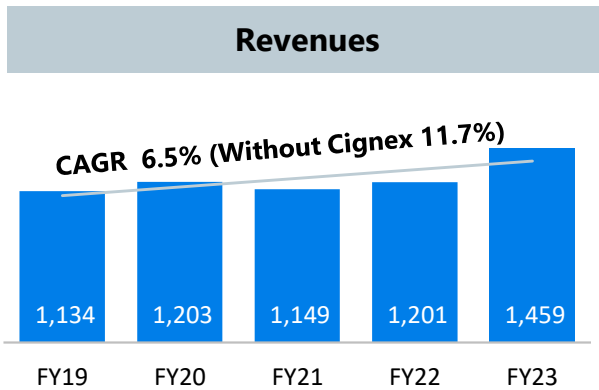




Financial Performance

Key Performance Indicators

(Figures in INR Crore)





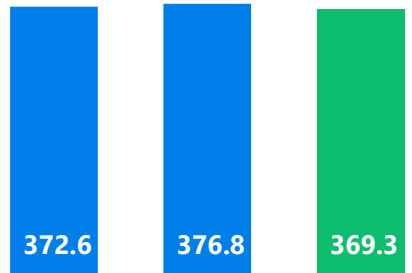
Consolidated Financial Summary – Q3FY24

Particulars (in INR Crore)	Q3FY24	Q2FY24	QoQ Growth	Q3FY23	YoY Growth	9MFY24	9MFY23	YoY Growth
Revenue from Operations	369.3	376.8	(2.0%)	372.6	(0.9%)	1,137.2	1042.9	9.0%
Other Income	10.6	9.4	12.5%	10.6	0.1%	29.2	33.4	(12.8%)
Total Revenue	379.9	386.2	(1.6%)	383.2	(0.9%)	1,166.3	1,076.3	8.4%
EBITDA	52.6	58.9	(10.7%)	59.0	(10.7%)	179.3	158.4	13.2%
EBITDA Margin (%)	14.3%	15.6%	(138Bps)	15.8%	(157Bps)	15.8%	15.2%	58Bps
EBIT	43.7	49.6	(11.9%)	50.2	(12.9%)	151.9	132.3	14.8%
EBIT Margin (%)	11.8%	13.2%	(133Bps)	13.5%	(164Bps)	13.4%	12.7%	67Bps
PBT	53.8	58.6	(8.2%)	60.2	(10.8%)	179.5	163.3	9.9%
PBT Margin (%)	14.2%	15.2%	(101Bps)	15.7%	(157Bps)	15.4%	15.2%	22Bps
PAT (After non-controlling interest)	41.3	49.3	(16.2%)	45.9	(10.0%)	145.6	129.2	12.7%
PAT Margin (%)	10.9%	12.8%	(188Bps)	12.0%	(110Bps)	12.5%	12.0%	48Bps
Basic & Diluted EPS (INR)	7.01	8.36	(16.2%)	7.78	(10.0%)	24.71	21.92	12.7%

Consolidated Financial Highlights – Q3FY24

(Figures in INR Crore)

Operating Revenues

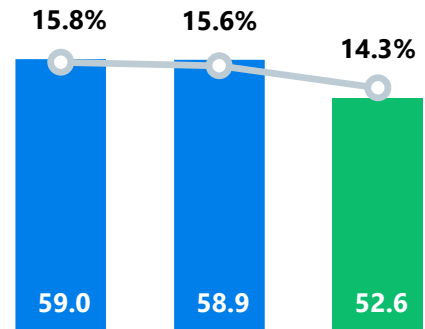


Q3FY23 Q2FY24 Q3FY24

▼ 0.9% YoY

▼ 2.0% QoQ

EBITDA & EBITDA %

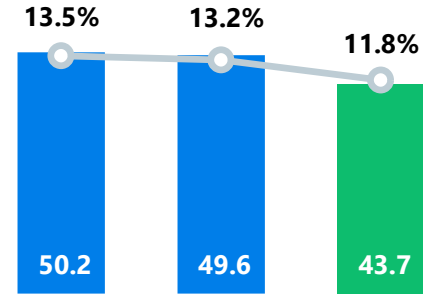


Q3FY23 Q2FY24 Q3FY24

▼ 10.7% YoY

▼ 10.7% QoQ

EBIT & EBIT %

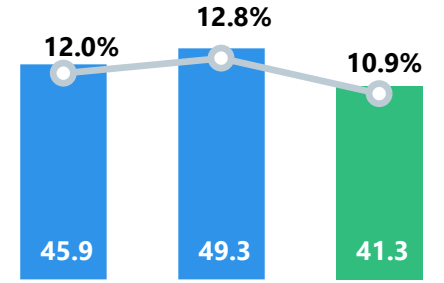


Q3FY23 Q2FY24 Q3FY24

▼ 12.9% YoY

▼ 11.9% QoQ

PAT after NCI & PAT after NCI %



Q2FY23 Q2FY24 Q3FY24

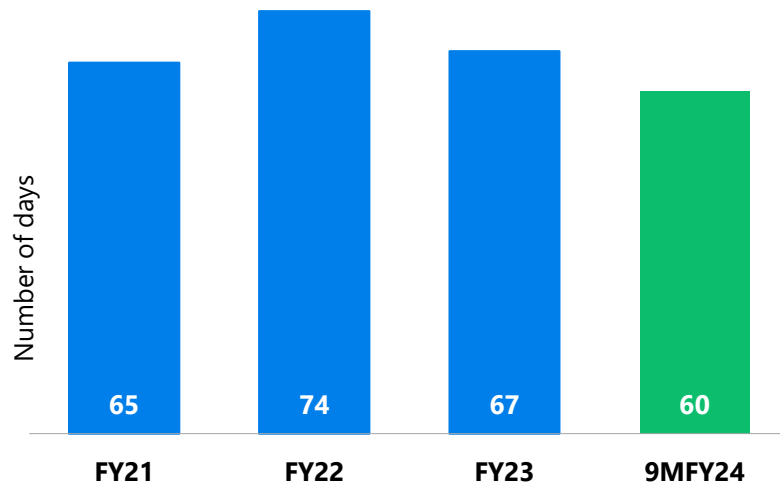
▼ 10.0% YoY

▼ 16.2% QoQ

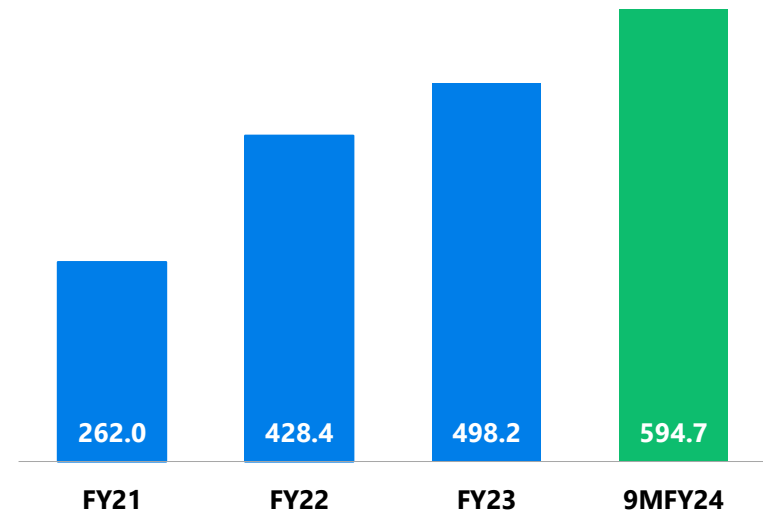
Balance Sheet Metrics – Q3FY24

(Figures in INR Crore)

Days Sales Outstanding (DSO)



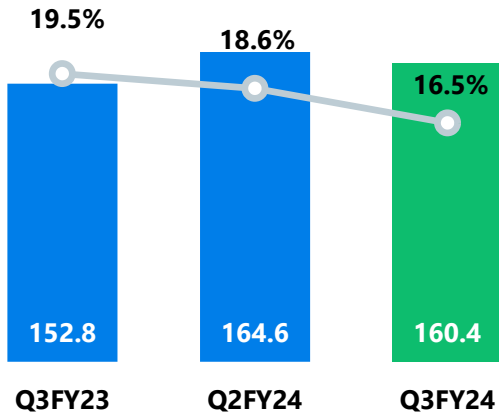
Total Cash & Investments (Net of debt)



Revenue Segment Analysis – Q3FY24

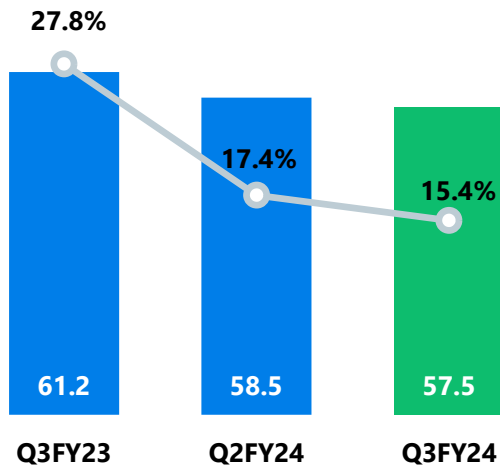
(Figures in INR Crore)

Digital Operations Revenue & EBIT Margin (%)



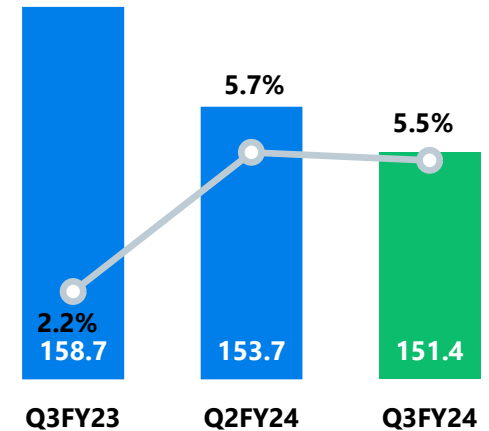
▲ 4.9% YoY
▼ 2.6% QoQ

Digital Experiences Revenue & EBIT Margin (%)



▼ 6.0% YoY
▼ 1.7% QoQ

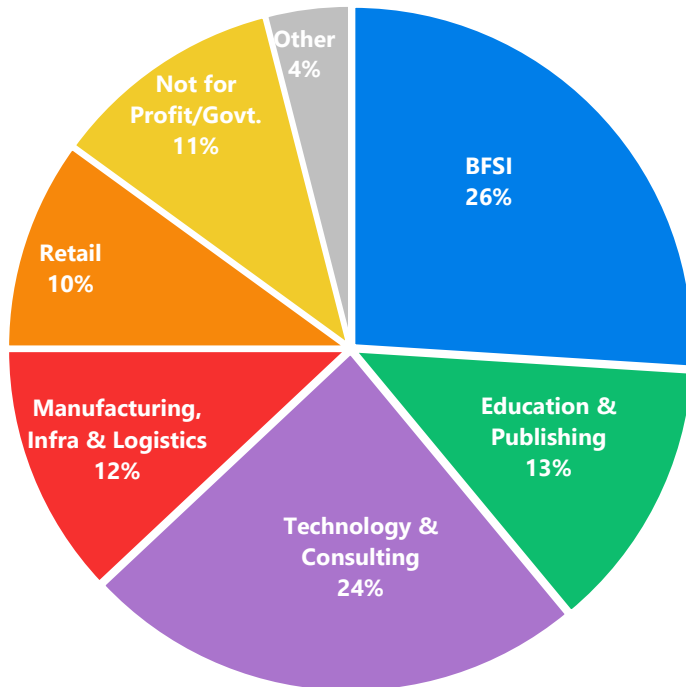
Digital Technologies Revenue & EBIT Margin (%)



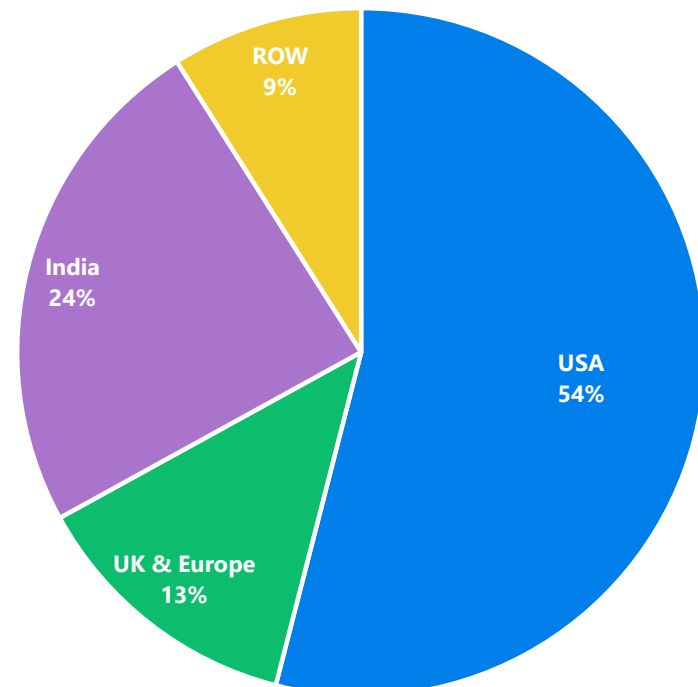
▼ 4.6% YoY
▼ 1.5% QoQ

Revenue Segment Analysis – Q3FY24

Revenue by Industry*



Revenue by Geography

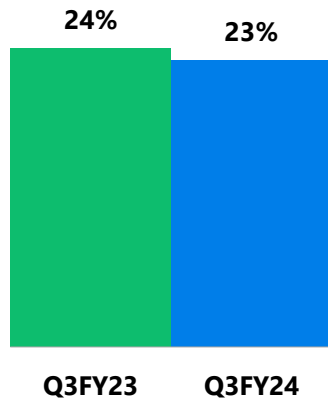


*For a few clients, the industry segment was reclassified from Education & Publishing to Technology & Consulting

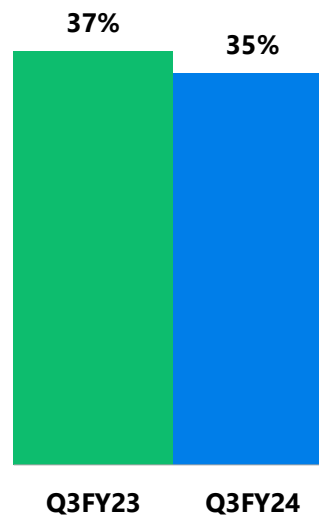
Client Concentration – Q3FY24

Client concentration maintained at a comfortable level

Top 5



Top 10



Top 20



Key Deal Wins – Q3FY24

A US-based financial services company selects Datamatics to enable them to go deep into digital experiences with cutting-edge technology

A US based market research firm selects Datamatics for data management and analytics services.

A US-based digital solutions company chooses Datamatics to provide customer management services by leveraging digital technologies

A global healthcare company selects Datamatics to transform digital finance operations

A global engineering company selects Datamatics for legacy application modernization



Recognition

Key Recognitions – Q3FY24



Major Player

IDC MarketScape: 2023 Worldwide Intelligent Document Processing (IDP) Software Vendors

Recognized among Top 15 Global Vendors

FORRESTER®

Recognized

Forrester's Cash Management Solutions Landscape, Q4 2023

Recognized among Top 10 Global Vendors



Recognized

Robotic Process Automation (RPA) – Technology Provider Compendium 2023

Recognized among Top 15 Global Vendors



Technology Leader

Quadrant SPARK Matrix™: Robotic Process Automation (RPA), 2023

Recognized among Top 5 Global Vendors



Major Contender

Data & Analytics Services for Mid-Market Enterprises Peak Matrix assessment

Recognized among Top 15 Global Vendors



Technology Leader

Quadrant SPARK Matrix™: Intelligent Document Processing (IDP), Q4 2023

Recognized among Top 5 Global Vendors

DATAMATICS

Thank You

For Further Queries Contact:

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Chief Financial Officer

✉ investorrelations@datamatics.com



Pratik Jagtap / Asha Gupta

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