

Investor Presentation

Q2FY26

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.



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at Glance**

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Company at Glance

DATAMATICS

DATAMATICS

50-YEAR JOURNEY

AN ENTIRELY AI-GENERATED
EXPERIENCE.

WATCH NOW 



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

Q2FY26 Revenue INR **490** Crore
13.9%* revenue CAGR and **26.6%**
PAT (after NCI) CAGR for the last five
years



Healthy Financials

Net Cash and Investments
(Net of Debts)
INR **509** Crore



AI-powered Products

TruCap+, TruBot, FINATO,
TruBI, TruAI, TruDiscovery



Clientele

300+ Significant Customers
Worldwide
Added **6** new clients in Q2FY26



Employee Attrition

7.58% (For Half Year)

Leadership Team



RAHUL L. KANODIA
VICE CHAIRMAN
& CHIEF EXECUTIVE
OFFICER



SAMEER L. KANODIA
DIRECTOR
& MANAGING DIRECTOR &
CHIEF EXECUTIVE OFFICER
OF LUMINA DATAMATICS &
VICE CHAIRMAN & CEO
TNQTECH



DINESH KUMAR VK
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



PRAVEER CHADHA
EXECUTIVE VICE 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

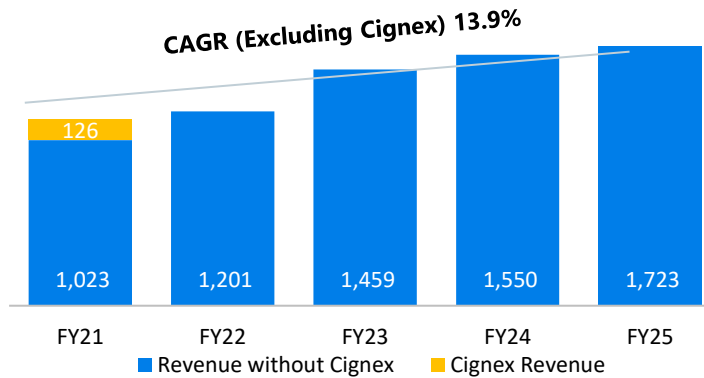


SANJEET BANERJI
EXECUTIVE VICE PRESIDENT
& HEAD - ARTIFICIAL
INTELLIGENCE & COGNITIVE
SCIENCES

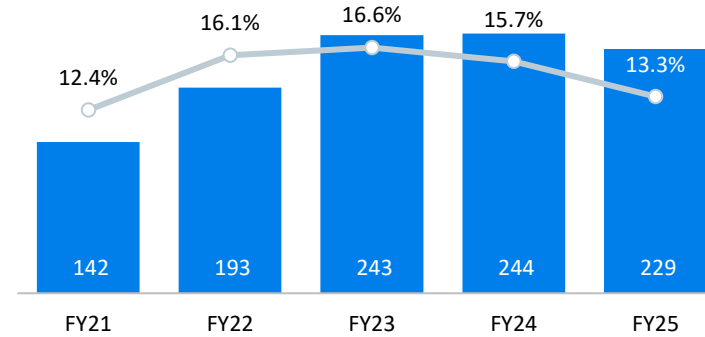
Key Performance Indicators

(Figures in INR Crore)

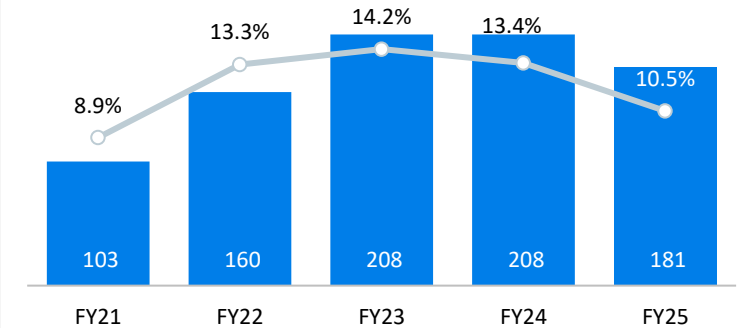
Revenues



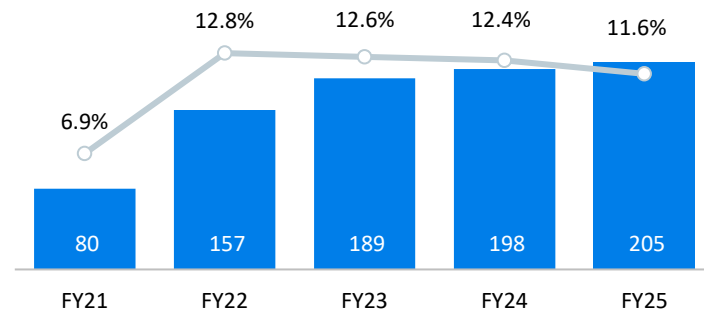
EBITDA & Margins (%)



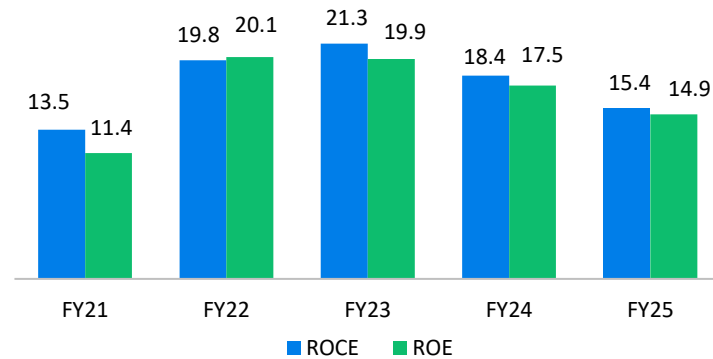
EBIT & Margins %



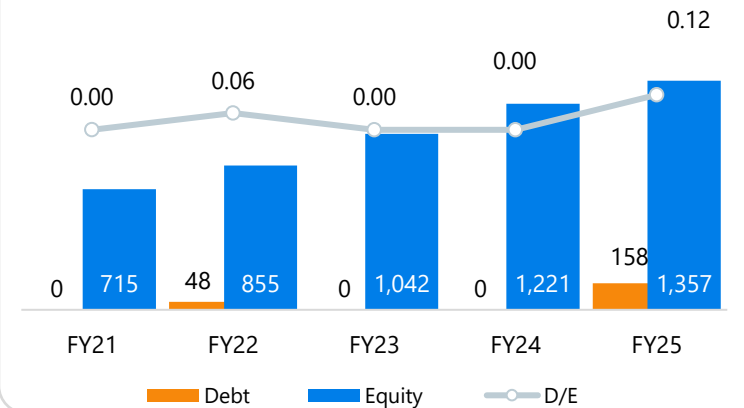
PAT after NCI & PAT after NCI %



ROE & ROCE



Debt / Equity



Offerings

DATAMATICS

Deep in Digital

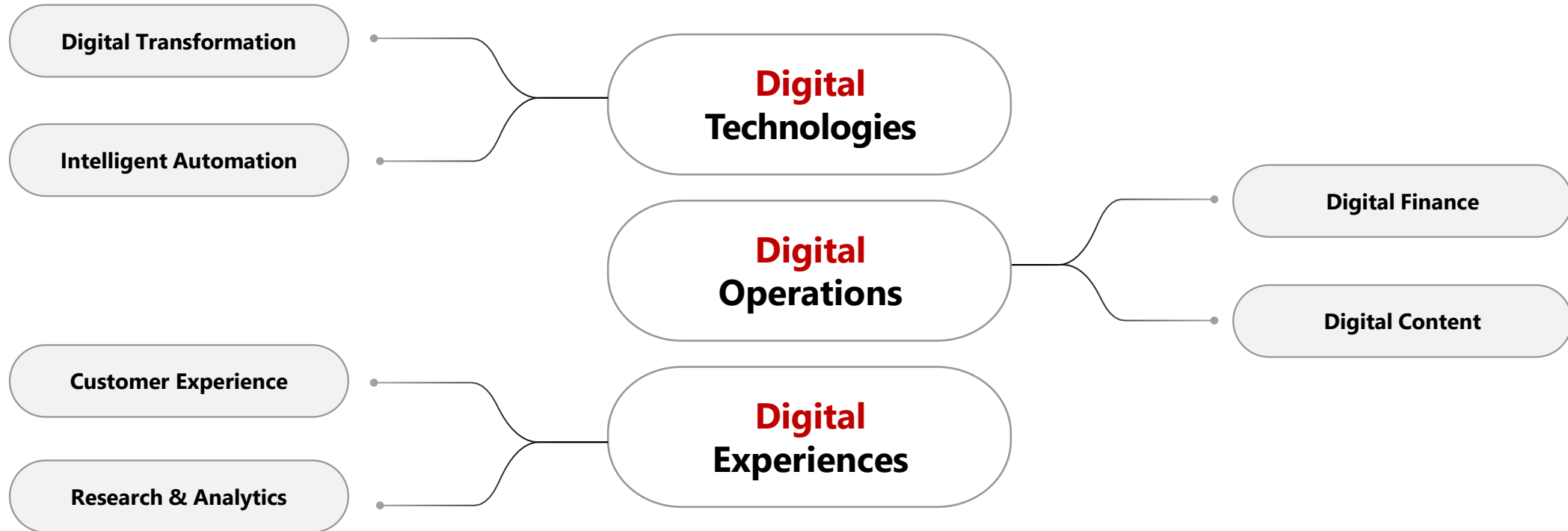


Artificial Intelligence

| Data

| Automation

| Cloud



TruBot

TruCap⁺

TruAI

TruBI

FINATO

AI Solutions

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

AI-Powered Products

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

- Delivered 65+ AI projects
- Processing 15M+ balance sheet pages annually
- Small language model & copilot developed in collaboration with Microsoft and Google
- Built AI Agents for Insurance, Banking, and Logistics; enabling autonomous workflow orchestration, smarter decision-making, and enterprise-wide productivity at scale
- 40+ 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, and Salesforce 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.

- Powering digital content for 3 of the top 5 Fortune 500 retailers
- Trusted by 9 of the top 10 global publishers.
- 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."

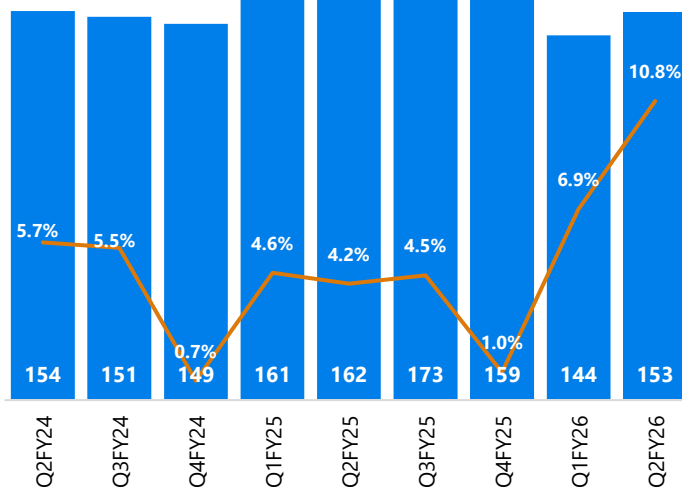
Mark Lowery
Managing Partner,
AccessFares



Business Segment Revenue Trend

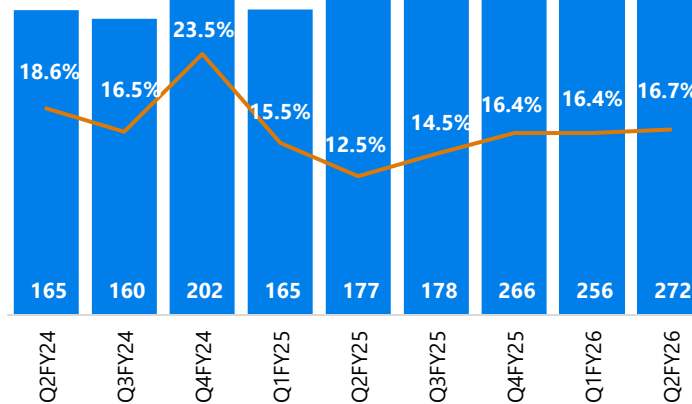
(Figures in INR Crore)

Digital Technologies



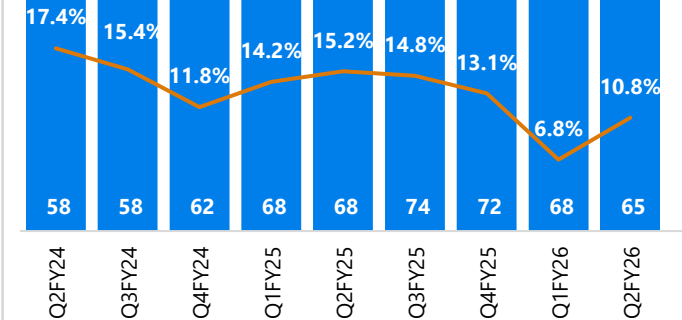
Digital Technologies EBIT Margin %

Digital Operations








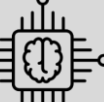
Digital Operations EBIT Margin %

Digital Experiences



Digital Experiences EBIT Margin %

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

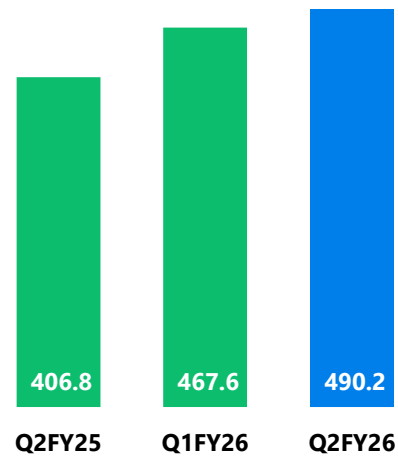
Consolidated Financial Summary – Q2FY26

	Particulars	Q2FY26	Q1FY26	QoQ Growth	Q2FY25	YoY Growth	H1FY26	H1FY25	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	490.2	467.6	4.8%	406.8	20.5%	957.8	800.7	19.6%
	Other Income (INR Crore)	15.7	12.4	27.0%	13.8	13.9%	28.0	27.6	1.5%
	Total Income (INR Crore)	505.9	479.9	5.4%	420.5	20.3%	985.8	828.4	19.0%
Margins (INR Crore)	EBITDA	88.8	75.9	17.0%	48.8	82.2%	164.8	100.2	64.5%
	EBIT	68.9	56.4	22.1%	39.3	75.2%	125.4	81.9	53.0%
	PBT before exceptional item	80.5	63.9	26.0%	52.7	52.8%	144.4	108.8	32.8%
	PBT after exceptional item	80.5	63.9	26.0%	52.7	52.8%	144.4	105.7	36.7%
	PAT (After non-controlling interest)	63.2	50.4	25.5%	42.4	49.3%	113.6	85.9	32.3%
Margin (%)	EBITDA Margin (%)	18.1%	16.2%	188bps	12.0%	613bps	17.2%	12.5%	469bps
	EBIT Margin (%)	14.1%	12.1%	199bps	9.7%	439bps	13.1%	10.2%	285bps
	PBT Margin before exceptional item (%)	15.9%	13.3%	260bps	12.5%	338bps	14.6%	13.1%	152bps
	PBT Margin after exceptional item (%)	15.9%	13.3%	260bps	12.5%	338bps	14.6%	12.8%	189bps
	PAT Margin (%)	12.5%	10.5%	200bps	10.1%	243bps	11.5%	10.4%	116bps
EPS (INR)	Basic & Diluted EPS (INR)	10.70	8.52	25.5%	7.18	49.1%	19.22	14.54	32.2%

Consolidated Financial Highlights – Q2FY26

(Figures in INR Crore)

Operating Revenues

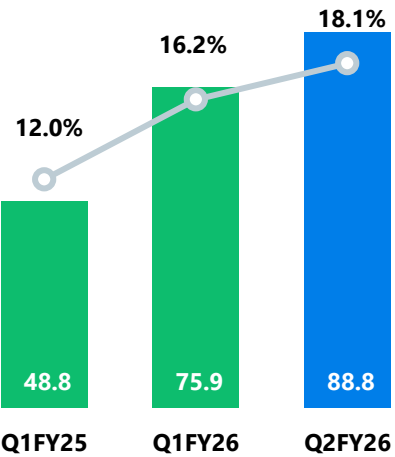


QoQ 4.8%



YoY 20.5%

EBITDA & EBITDA %

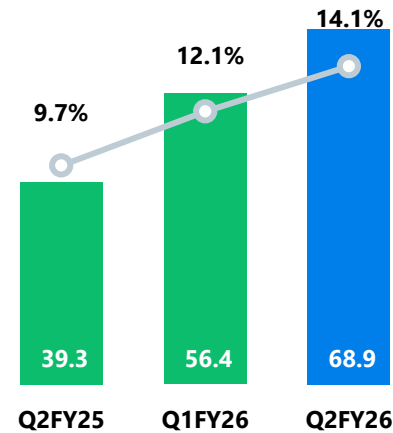


QoQ 17.0%



YoY 82.2%

EBIT & EBIT %

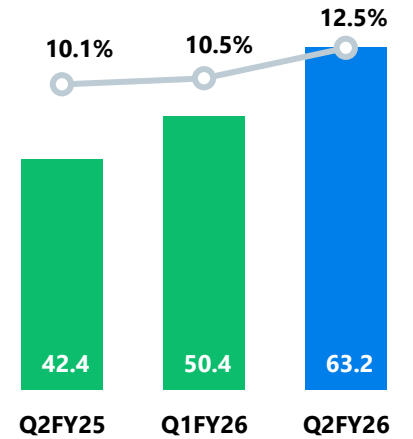


QoQ 22.1%



YoY 75.2%

PAT after NCI & PAT after NCI %



QoQ 25.5%

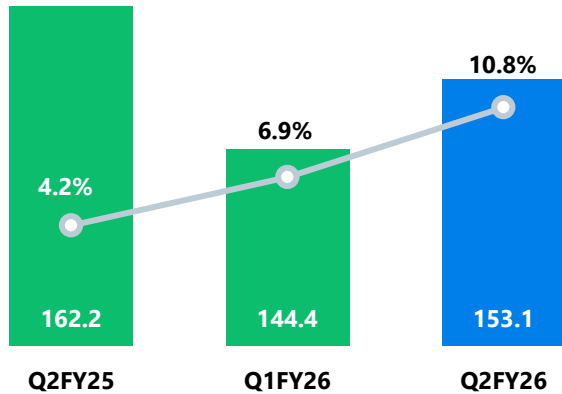


YoY 49.3%

Revenue Segment Analysis – Q2FY26

(Figures in INR Crore)

Digital Technologies Revenue & EBIT Margin (%)

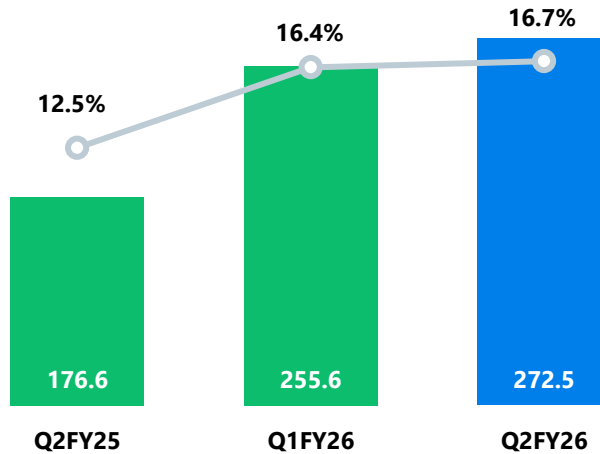


QoQ 6.1%



YoY 5.6%

Digital Operations Revenue & EBIT Margin (%)

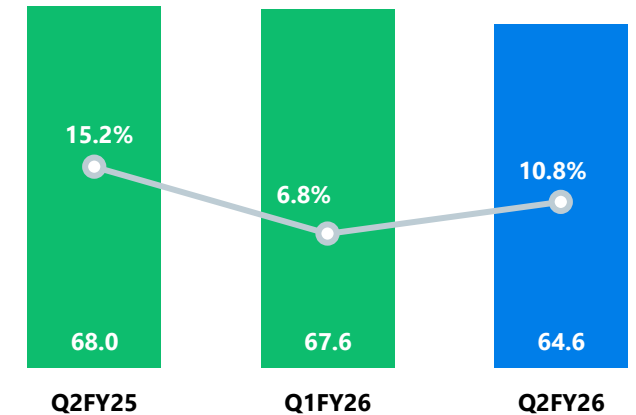


QoQ 6.6%



YoY 54.3%

Digital Experiences Revenue & EBIT Margin (%)



QoQ 4.4%

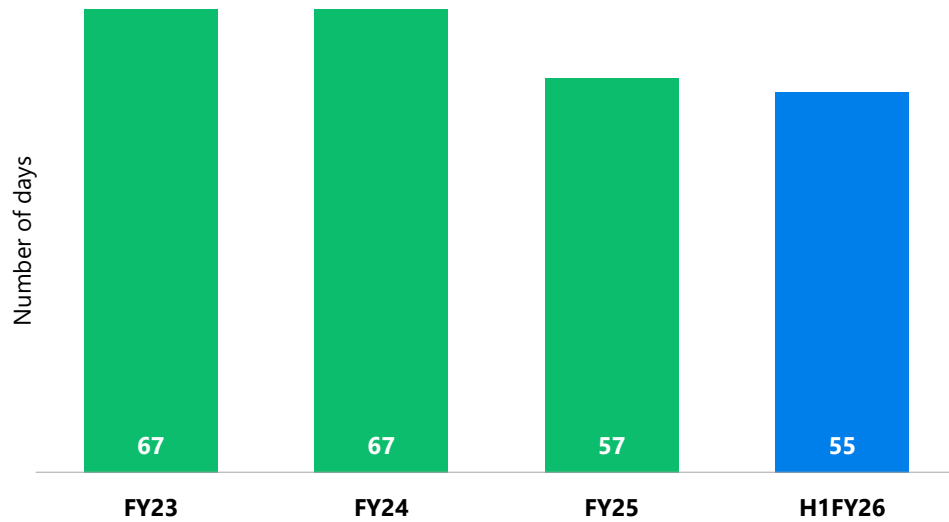


YoY 4.9%

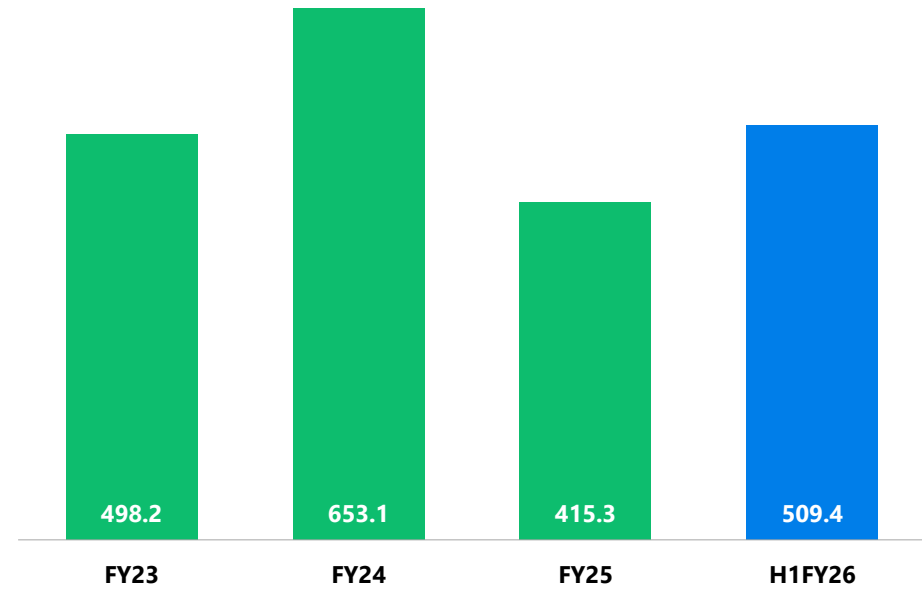
Balance Sheet Metrics – Q2FY26

(Figures in INR Crore)

Days Sales Outstanding (DSO)

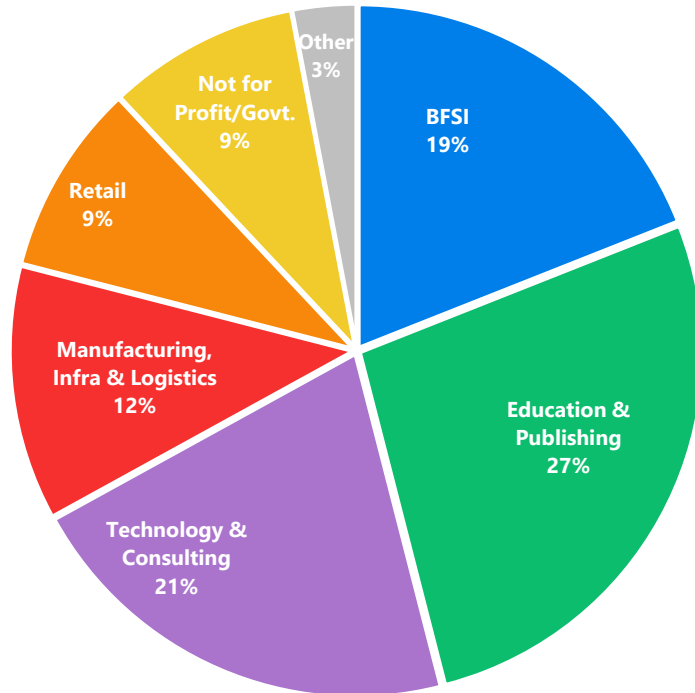


Net Cash & Investments (Net of Debts)

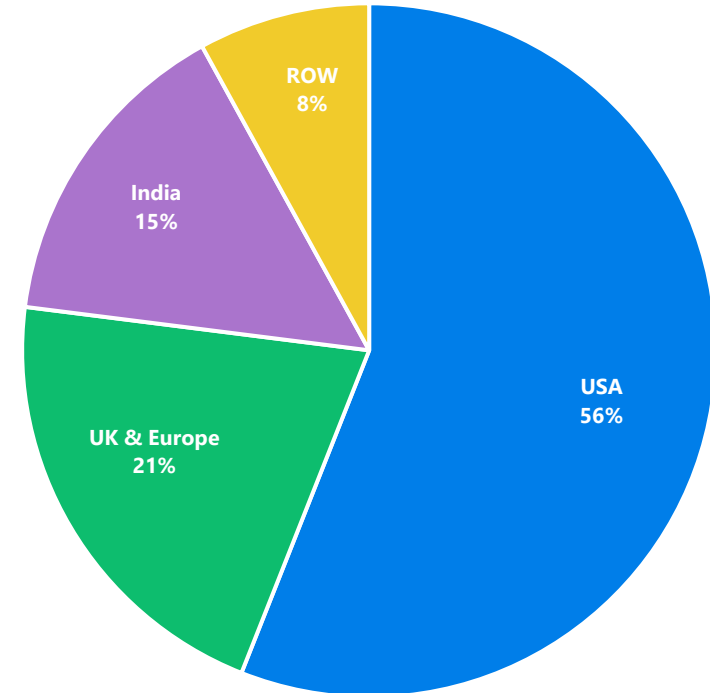


Revenue Segment Analysis – Q2FY26

Revenue by Industry



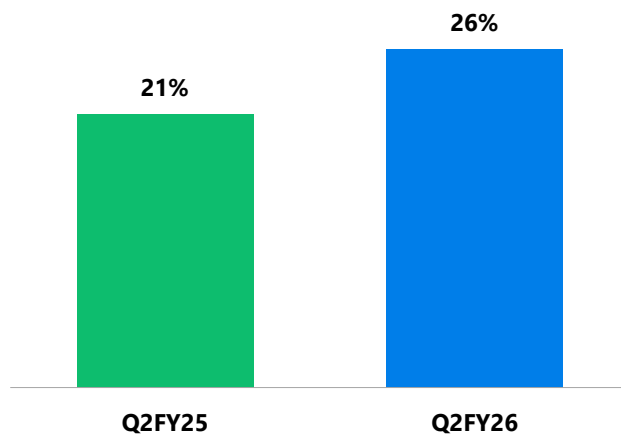
Revenue by Geography



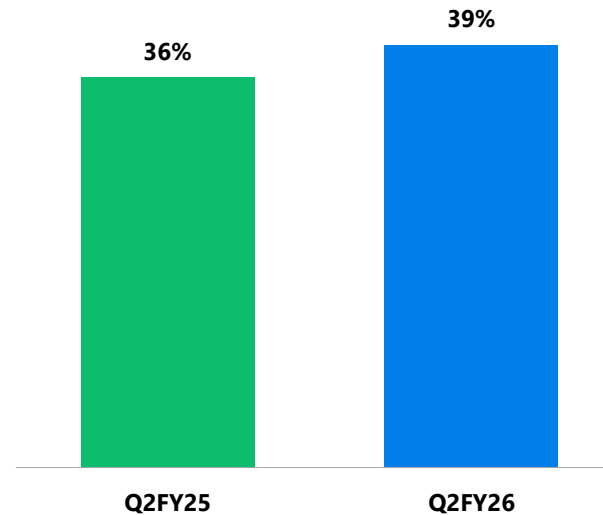
Client Concentration – Q2FY26

Client concentration maintained at a comfortable level

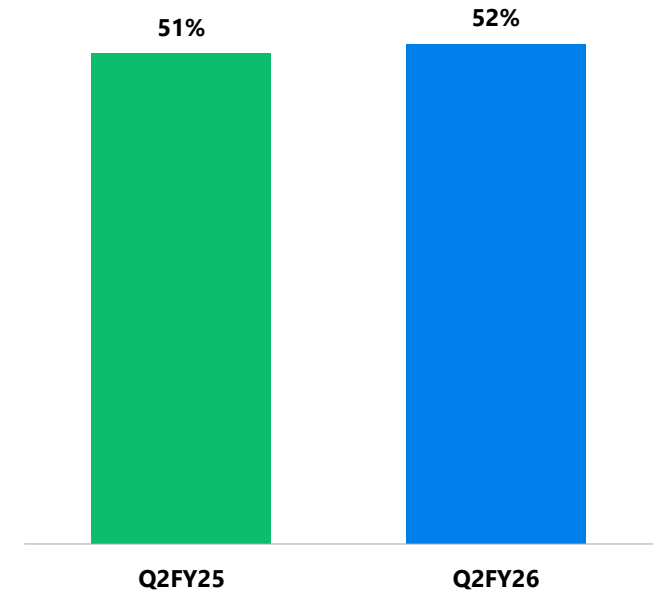
Top 5



Top 10



Top 20



Deal Wins



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Key Deal Wins – Q2FY26

Client

Well Pharmacy, UK's largest independent pharmacy chain, operating 650+ pharmacies across the country

Datamatics is selected to automate the Medication Administration Record (MAR) process using its intelligent automation solutions, enabling faster, error-free documentation and improved patient safety

A US-based global leader in fleet management and vehicle leasing services

Datamatics has been entrusted with a new engagement to deliver expert Salesforce support, improving data access, optimizing operations, and ensuring efficient and scalable platform performance across diverse business functions.

An international organization providing relief and humanitarian services to refugees

Datamatics is selected to develop a comprehensive web portal, enhancing communication, engagement, and transparency through digital innovation.

A leading US-based business advisory, tax, and accounting firm

Datamatics is selected to implement an AI-powered solution for intelligent tax return processing, enhancing accuracy, speed, and compliance through automation.

One of the leading US-based financial research company

Datamatics has been selected to deliver AI-powered customer management services. The engagement focuses on driving scalability, responsiveness, and operational efficiency through automation.

A leading UK-based publishing company

Lumina Datamatics is selected for content management by the large British publishing house

About the deal

Recognition



DATAMATICS

Key Analyst Recognition – Q2FY26



Major Contenders

Application Transformation Services for AI
Applications PEAK Matrix® 2025

Recognized among Top 20 Global Vendors



Challengers

Data Management and Advanced Analytics
Services RadarView 2025

Recognized among Top 15 Global Vendors



Challengers

Salesforce Services Radarview 2025

Recognized among Top 15 Global Vendors



Major Contenders

Finance And Accounting Outsourcing (FAO)
PEAK Matrix® 2025

Recognized among Top 20 Global Vendors



Major Contenders

Order-to-Cash (O2C)
Product PEAK Matrix® 2025

Recognized among Top 15 Global Vendors



Product Challengers

Provider Lens Study 'Contact Center -
Customer Experience Services 2025

Recognized among Top 20 Global Vendors

Thank you!

For Further Queries Contact:

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