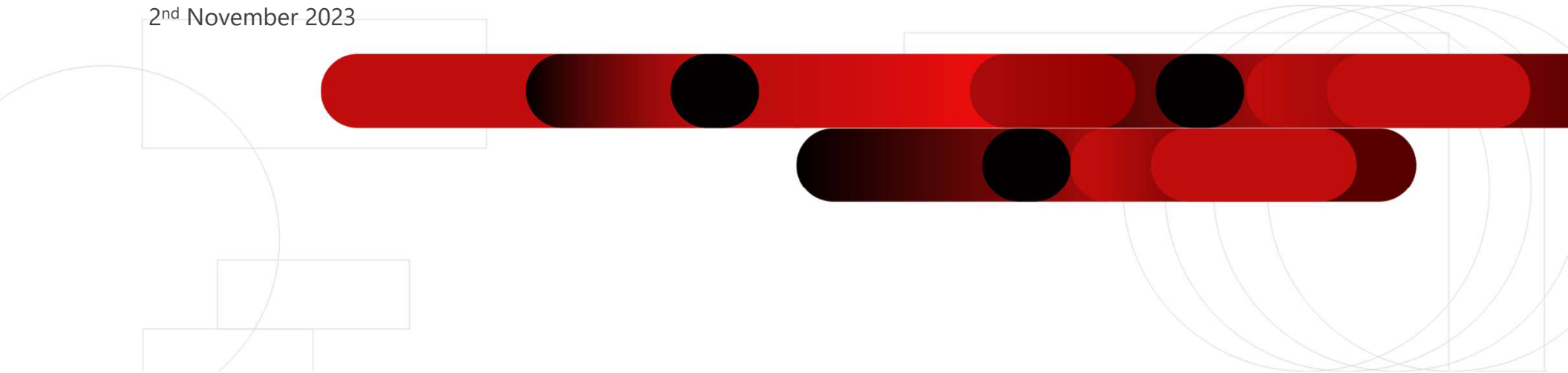

DATAMATICS

Investor Presentation

Q2FY24

2nd November 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 enable enterprises to go Deep in Digital to boost their productivity, customer experience, and competitive advantage.



Strong Revenue and PAT Growth

H1FY24 Revenue INR 768 Crore
10.2% revenue CAGR and 19.4% PAT
CAGR for the last decade



Healthy Financials

Total Cash and Investments
INR 581 Crore



Products

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



Clientele

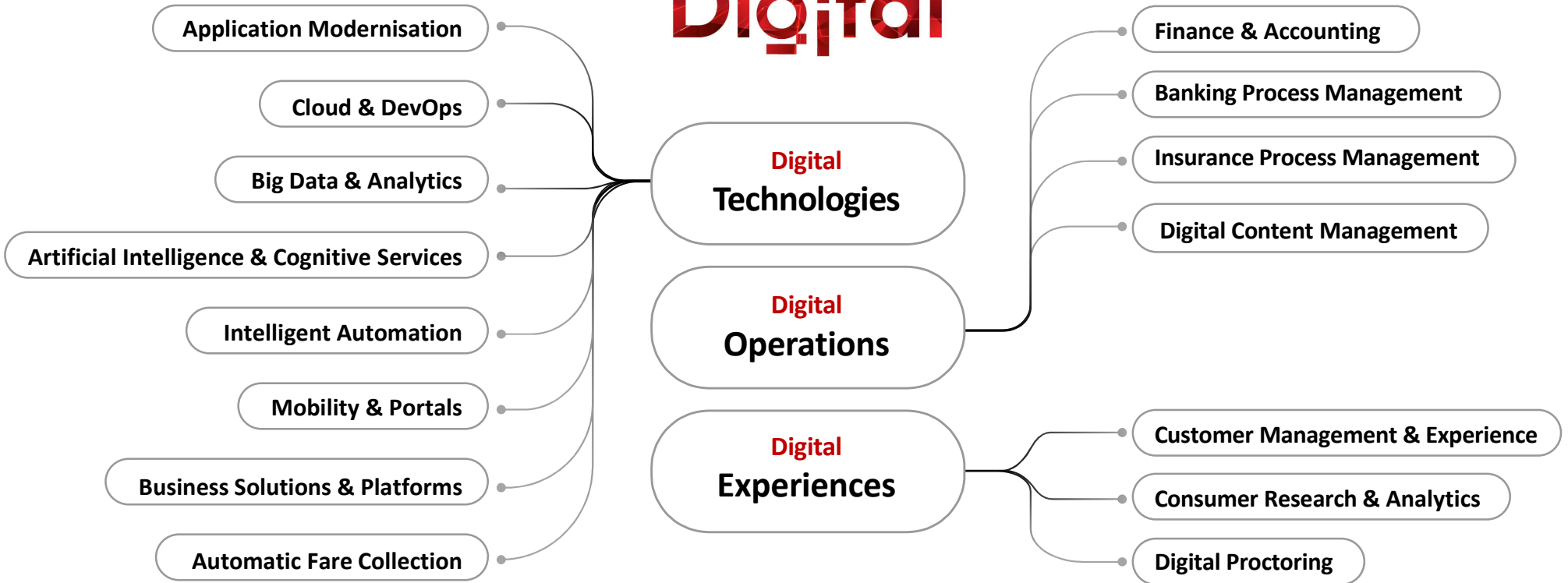
300+ Significant Customers
Worldwide
Added 15 new clients in Q2 FY24



Attrition

8.5% (half-yearly)

Deep in Digital



TruBot

TruCap⁺

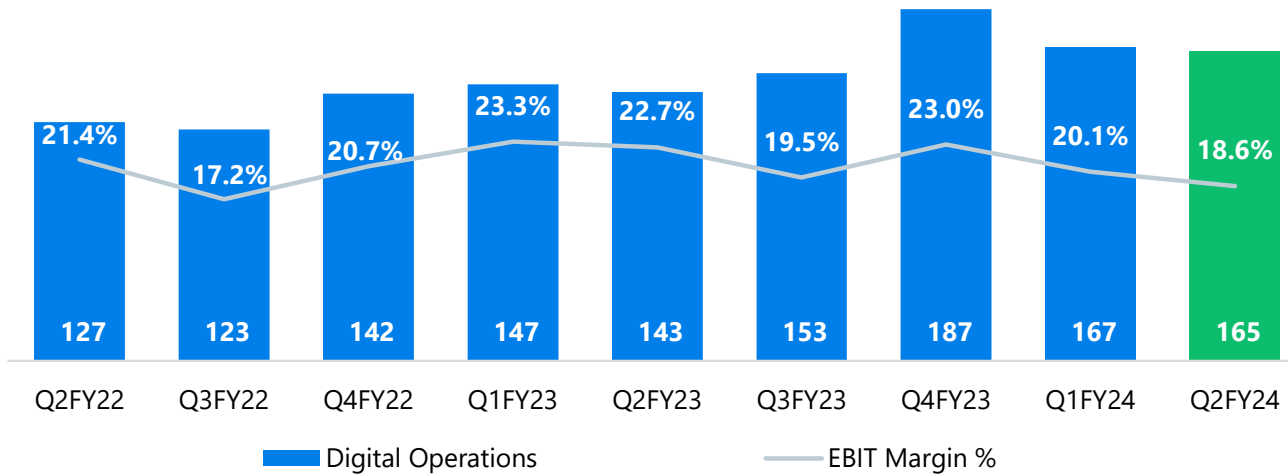
TruAI

TruBI

FINATO

TruFare

Digital Operations (Figures in INR Crore)



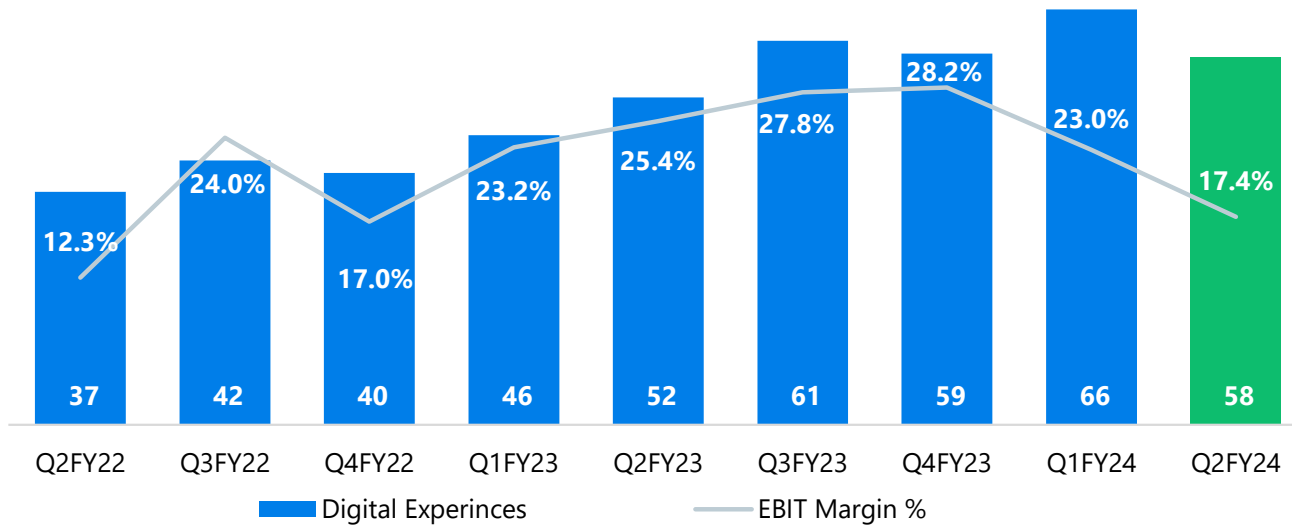
“ In the true spirit of partnership, we never had a feeling that Datamatics is a vendor or a service provider. We have co-owned and had joint accountability over transformation of our procure-to-pay process ”

Group CFO,
A Multi-national Home
Appliances Company

- 44% of total revenue
- Grew at 15% YoY in Q2FY24
- 18.6% EBIT margin in Q2FY24



Digital Experiences (Figures in INR Crore)

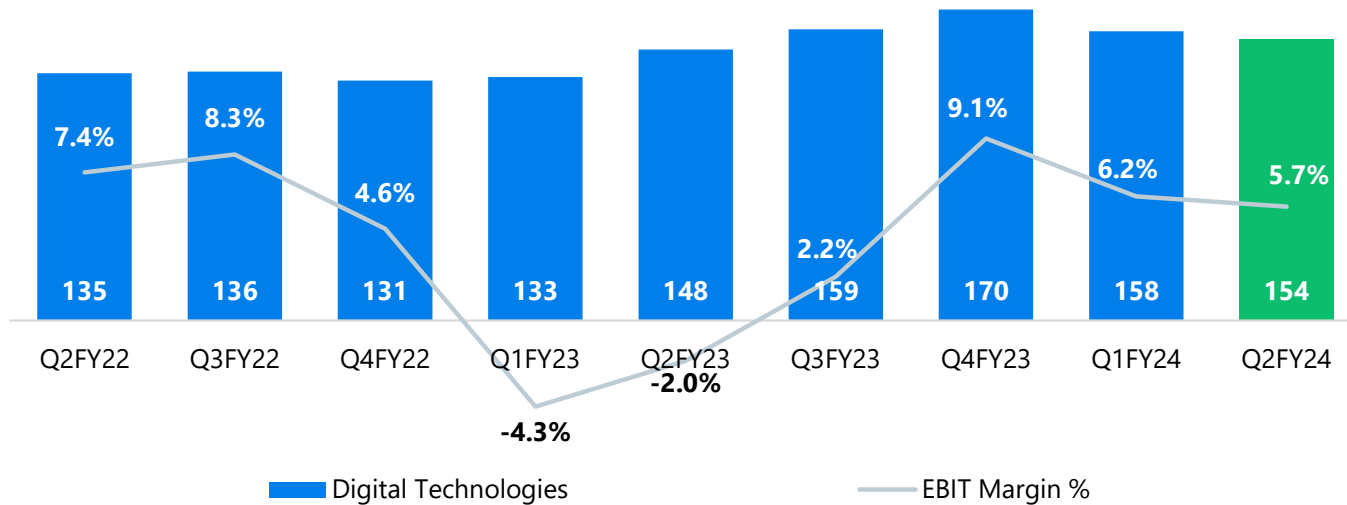


“Datamatics helped us implement a new proctoring platform. One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do.”

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

- 15% of total revenue
- Grew at 11.6% YoY in Q2FY24
- 17.4% EBIT margin in Q2FY24

Digital Technologies (Figures in INR Crore)



“ We collaborated with Datamatics to automate customer invoice processing. Datamatics has done a great job of recognizing our challenges and enhancing the process. ”

Managing Director,
A Global Leading Distributor of IT
Products & Services

- 41% of total revenue
- Grew at 4.0% YoY in Q2FY24
- 5.7% EBIT margin in Q2FY24

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)

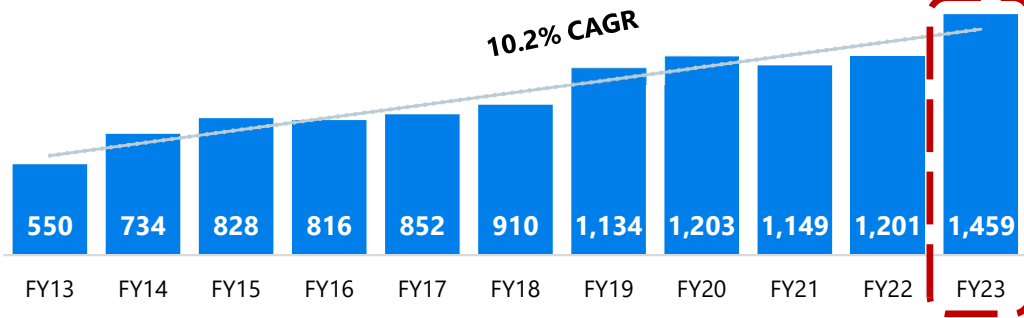
2014 Launched own RPA product – TruBot

2015 Acquired TruBI from MAIA Intelligence (India)

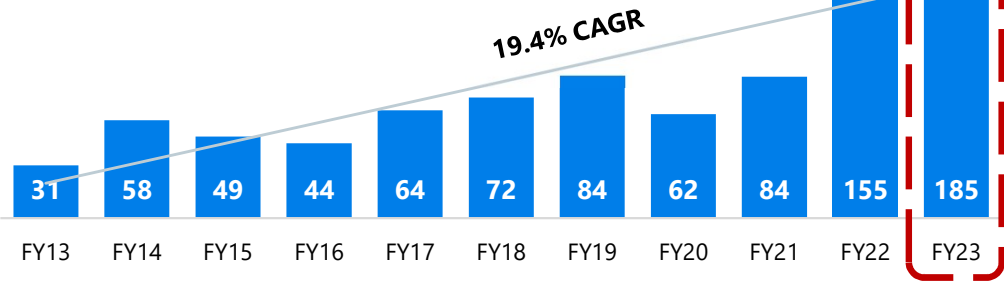


Our Growth Performance (Figures in INR Crore)

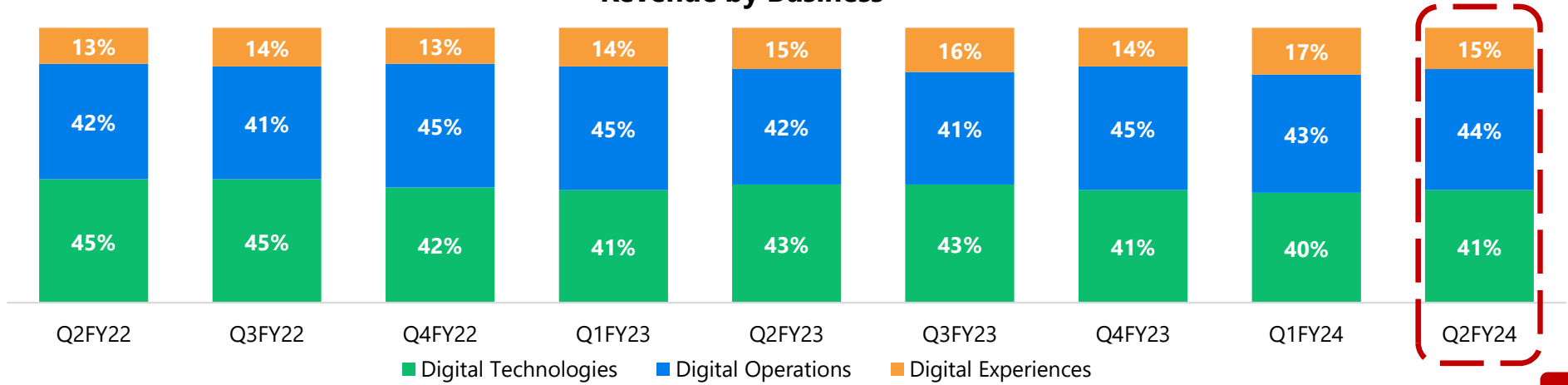
Consolidated Revenue



Consolidated PAT



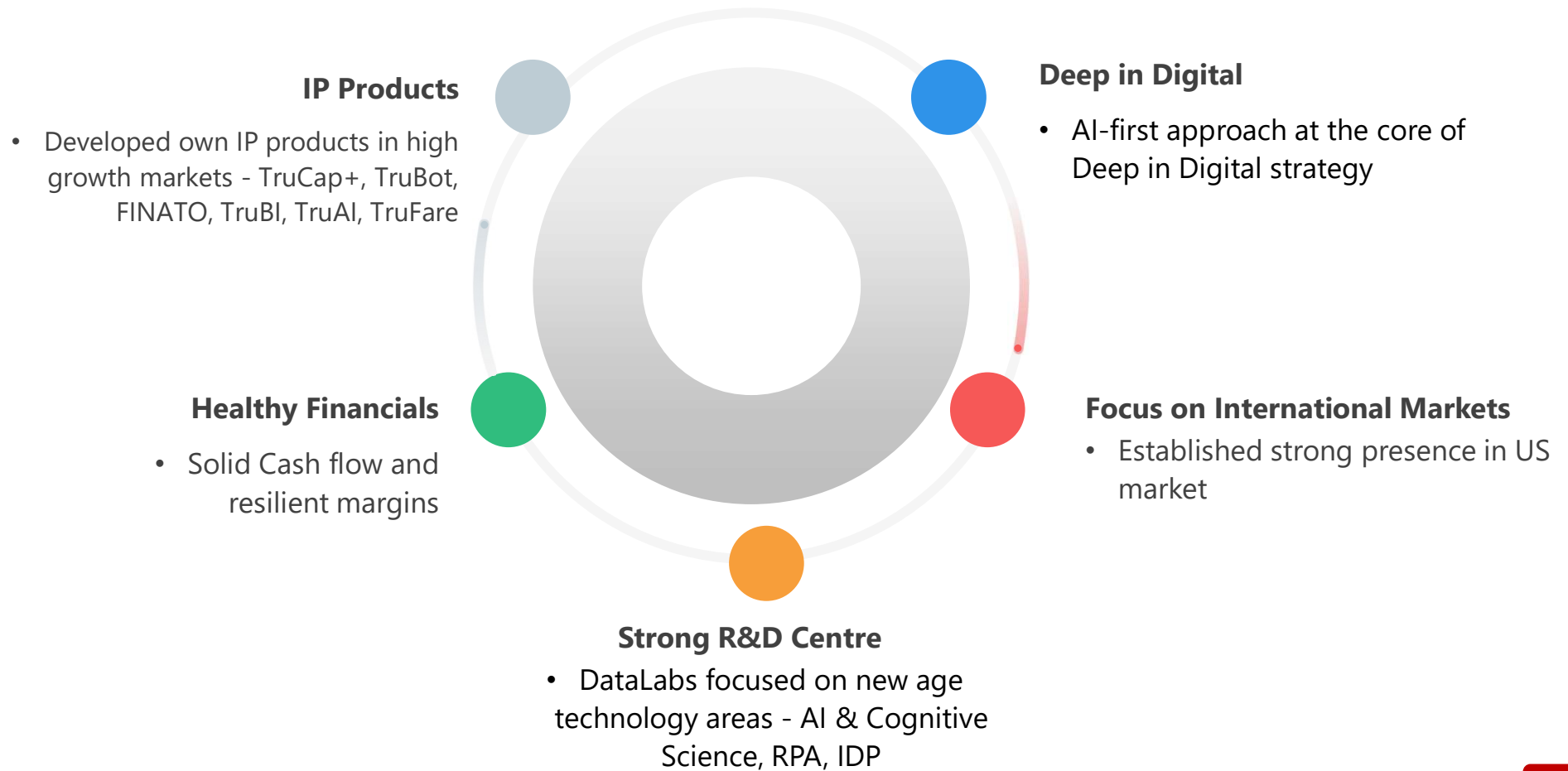
Revenue by Business





Growth Strategy & Investment Rationale

Investment Rationale: Business

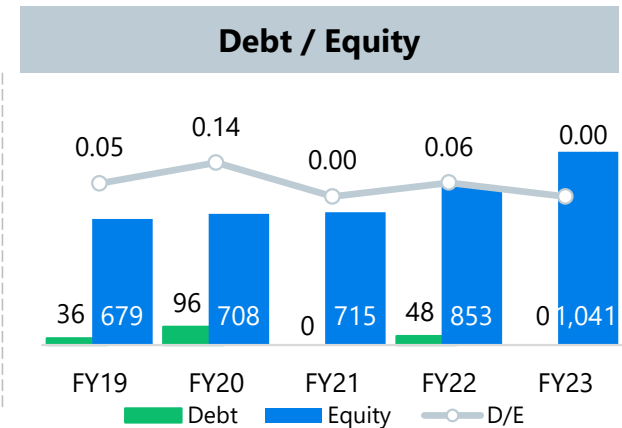
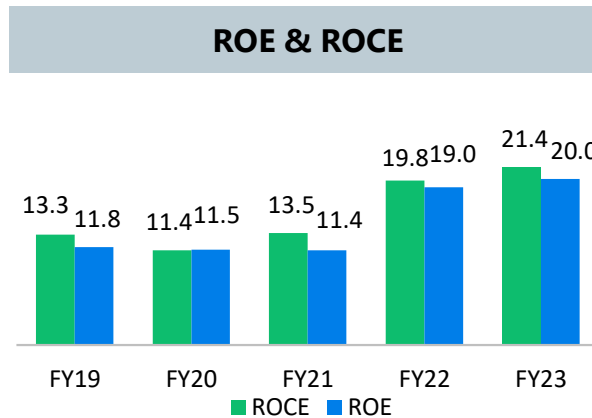
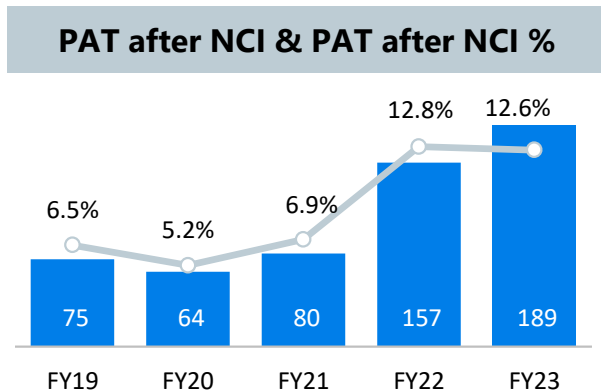
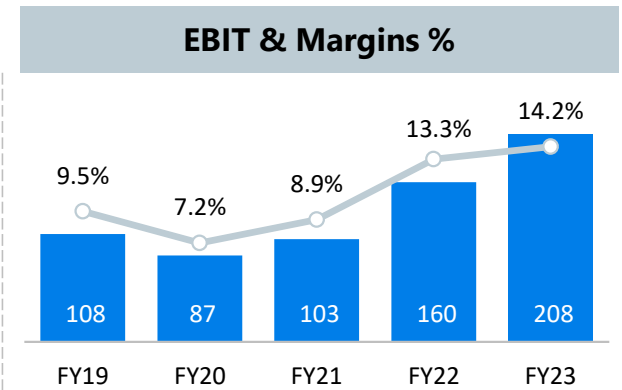
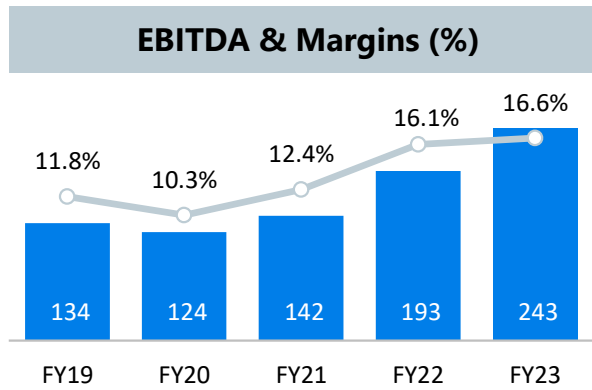
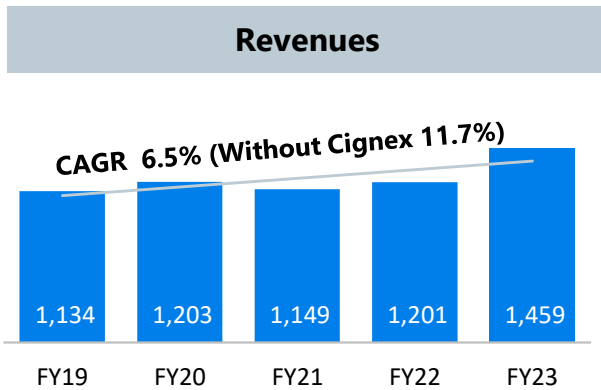




Financial Performance

Key Performance Indicators

(Figures in INR Crore)





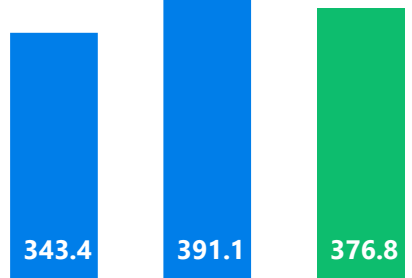
Consolidated Financial Summary – Q2FY24

Particulars (in INR Crore)	Q2FY24	Q1FY24	QoQ Growth	Q2FY23	YoY Growth	H1FY24	H1FY23	YoY Growth
Revenue from Operations	376.8	391.1	(3.7%)	343.4	9.7%	767.9	670.3	14.6%
Other Income	9.4	9.1	3.5%	9.6	(2.2%)	18.5	22.8	(18.8%)
Total Revenue	386.2	400.2	(3.5%)	353.0	9.4%	786.4	693.1	13.5%
EBITDA	58.9	67.8	(13.1%)	51.7	14.1%	126.7	99.5	27.4%
EBITDA Margin (%)	15.6%	17.3%	(169Bps)	15.0%	60Bps	16.5%	14.8%	166Bps
EBIT	49.6	58.6	(15.4%)	42.9	15.7%	108.2	82.1	31.7%
EBIT Margin (%)	13.2%	15.0%	(183Bps)	12.5%	68Bps	14.1%	12.3%	183Bps
PBT	58.6	67.2	(12.9%)	51.5	13.6%	125.8	103.1	22.0%
PBT Margin (%)	15.2%	16.8%	(163Bps)	14.6%	57Bps	16.0%	14.9%	112Bps
PAT (After non-controlling interest)	49.3	55.1	(10.6%)	40.0	23.3%	104.3	83.4	25.2%
PAT Margin (%)	12.8%	13.8%	(101Bps)	11.3%	144Bps	13.3%	12.0%	124Bps
Basic & Diluted EPS (INR)	8.36	9.34	(10.6%)	6.78	23.3%	17.70	14.14	25.2%

Consolidated Financial Highlights – Q2FY24

(Figures in INR Crore)

Operating Revenues

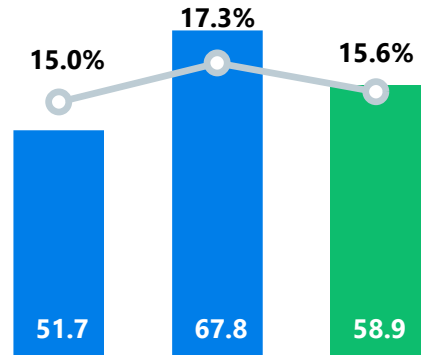


Q1FY23 Q1FY24 Q2FY24

▲ 9.7% YoY

▼ 3.7% QoQ

EBITDA & EBITDA %

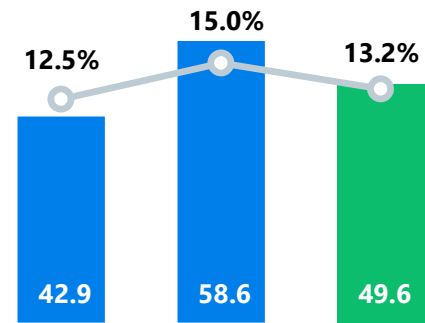


Q2FY23 Q1FY24 Q2FY24

▲ 14.1% YoY

▼ 13.1% QoQ

EBIT & EBIT %

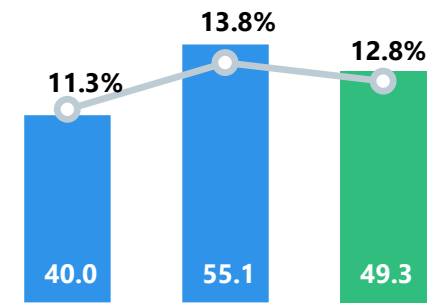


Q2FY23 Q1FY24 Q2FY24

▲ 15.7% YoY

▼ 15.4% QoQ

PAT after NCI & PAT after NCI %



Q2FY23 Q1FY24 Q2FY24

▲ 23.3% YoY

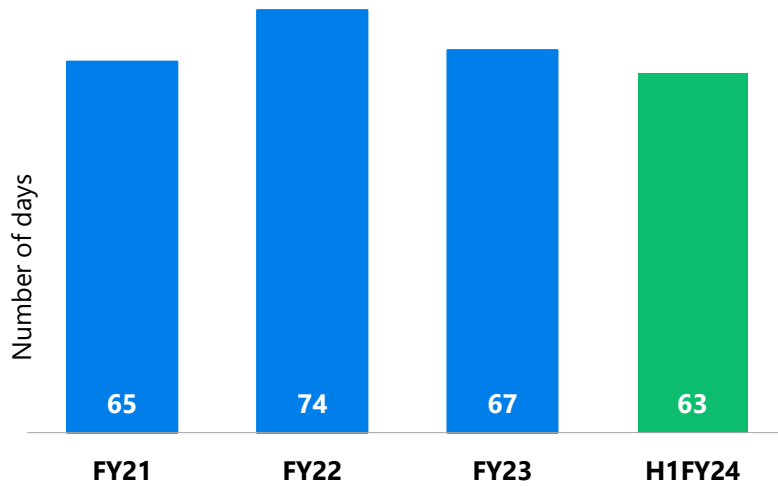
▼ 10.6% QoQ



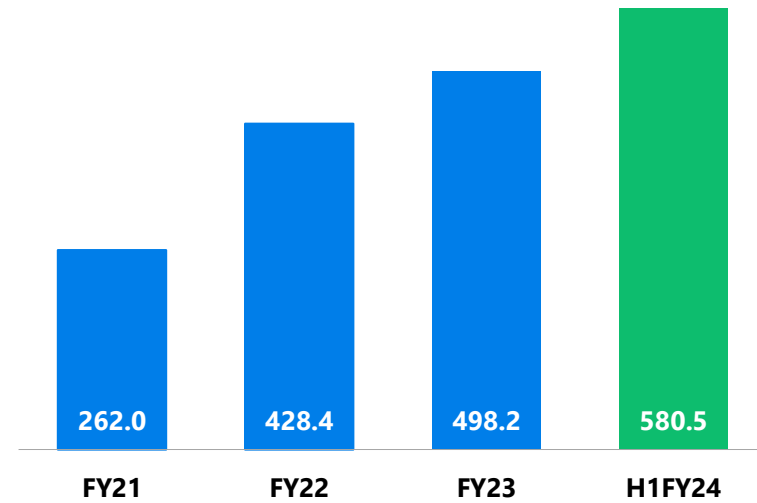
Balance Sheet Metrics – Q2FY24

(Figures in INR Crore)

Days Sales Outstanding (DSO)



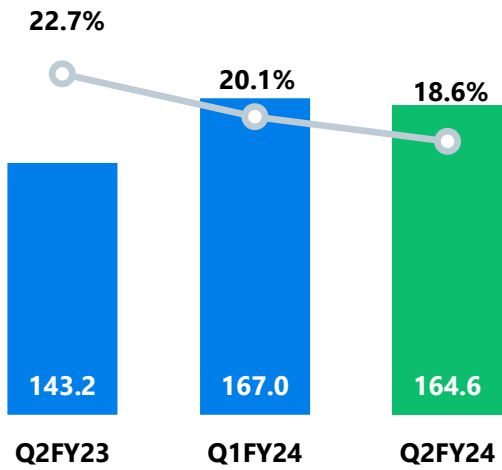
Total Cash & Investments (Net of debt)



Revenue Segment Analysis – Q2FY24

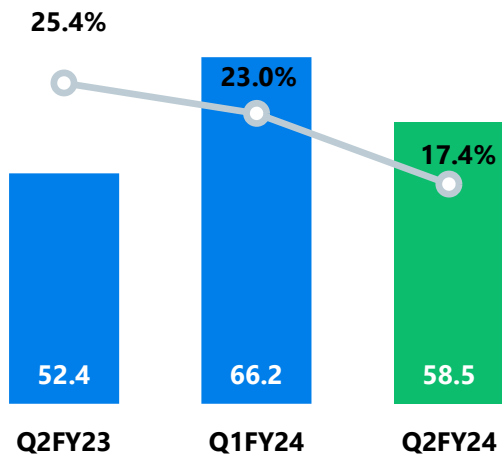
(Figures in INR Crore)

Digital Operations Revenue & EBIT Margin (%)



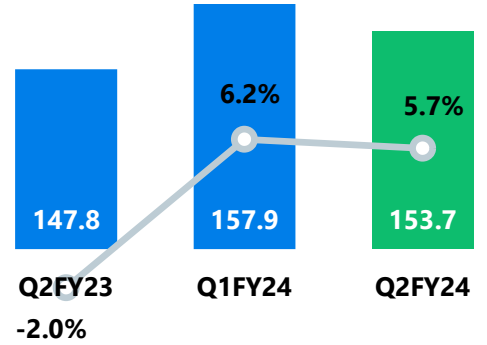
▲ 15.0% YoY
▼ 1.4% QoQ

Digital Experiences Revenue & EBIT Margin (%)



▲ 11.6% YoY
▼ 11.7% QoQ

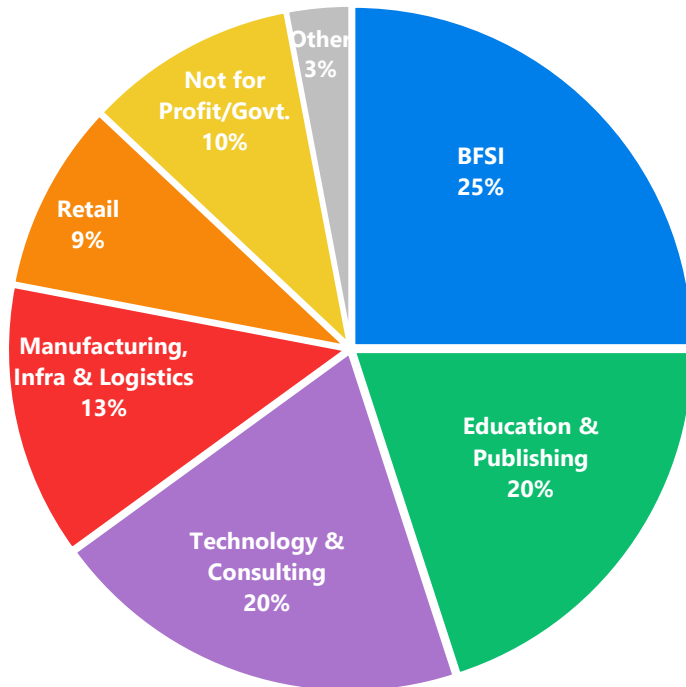
Digital Technologies Revenue & EBIT Margin (%)



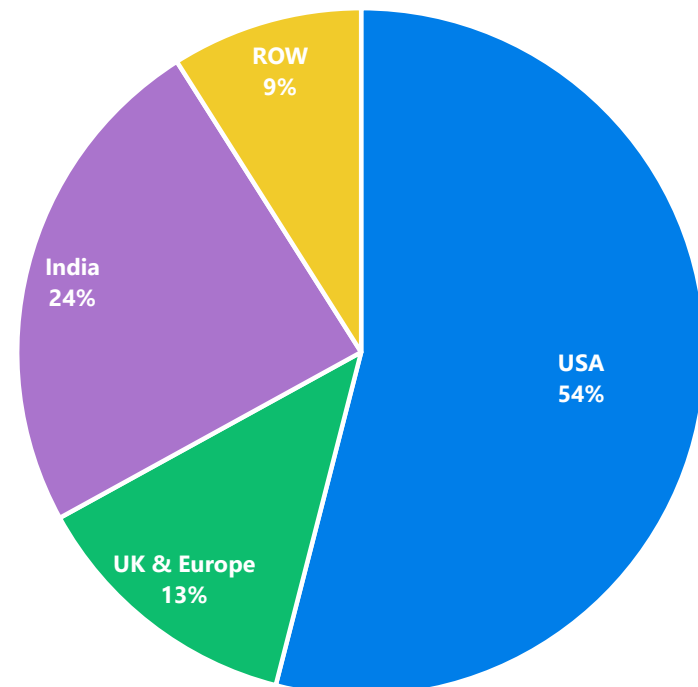
▲ 4.0% YoY
▼ 2.7% QoQ

Revenue Segment Analysis – Q2FY24

Revenue by Industry



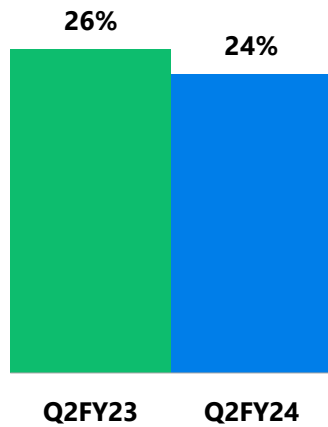
Revenue by Geography



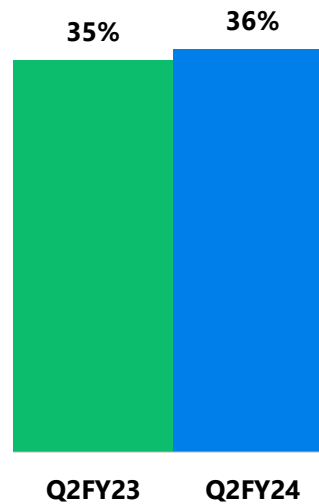
Client Concentration – Q2FY24

Client concentration maintained at a comfortable level

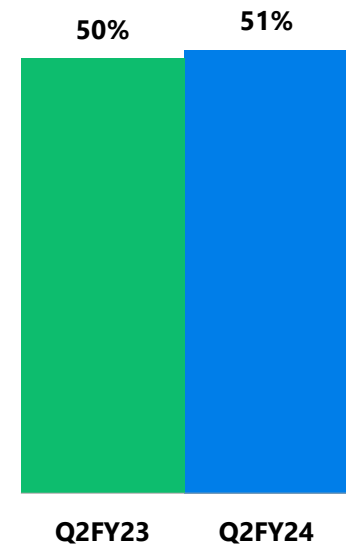
Top 5



Top 10



Top 20





Key Deal Wins – Q2FY24

A leading US based logistics provider selects Datamatics for Digital Finance

A multinational automotive manufacturing company selects Datamatics for automating finance function

An engineering and applied technology company in US selects Datamatics for low-code enterprise application development

A US based quality assurance company selects Datamatics for next generation digital services

A leading manufacturer of electric goods selects Datamatics for transforming CFO backoffice operations

A leading marketer of wines and spirits selects Datamatics for Intelligent Automation solutions



Recognition

Key Recognition – Q2 FY24



Major Contender

Finance and Accounting Outsourcing (FAO)
PEAK Matrix® Assessment 2023



Disruptors

HFS Horizons: F&A Service Providers, 2023



Technology Leader

Quadrant SPARK Matrix™: Intelligent
Process Automation (IPA) Services, 2023



Major Players

Intelligent Automation in Banking NEAT



Technology Leaders

Quadrant SPARK Matrix™: Data
Management and Analytics Services, 2023



Challengers

Application Modernization Services 2023
RadarView™



Aspirants

Customer Experience Management (CXM)
Services PEAK Matrix® Assessment 2023-
Americas

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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