

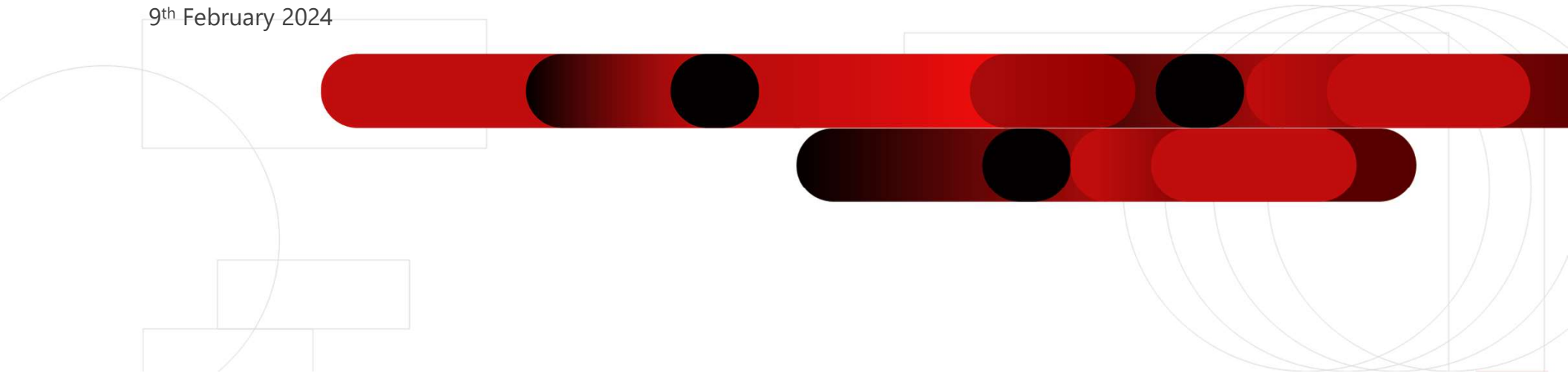
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**DATAMATICS**

# Investor Presentation

Q3FY24

9th February 2024





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## 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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# Agenda

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- 1 • About Datamatics
  - 2 • Growth Strategy & Investment Rationale
  - 3 • Financial Performance
  - 4 • Awards & Recognition



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About

Datamatics

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# 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

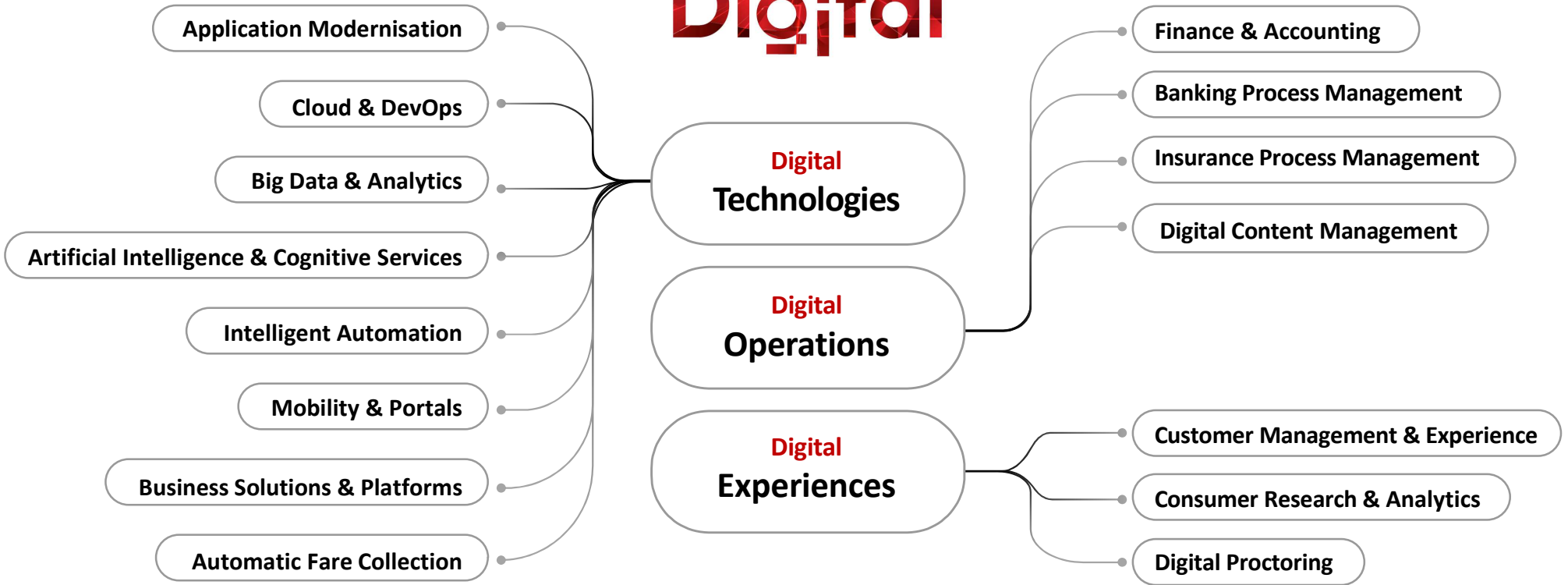
300+ Significant Customers  
Worldwide  
Added 12 new clients in Q3FY24



## Attrition

12.2%

# Deep in Digital



TruBot

TruCap<sup>+</sup>

TruAI

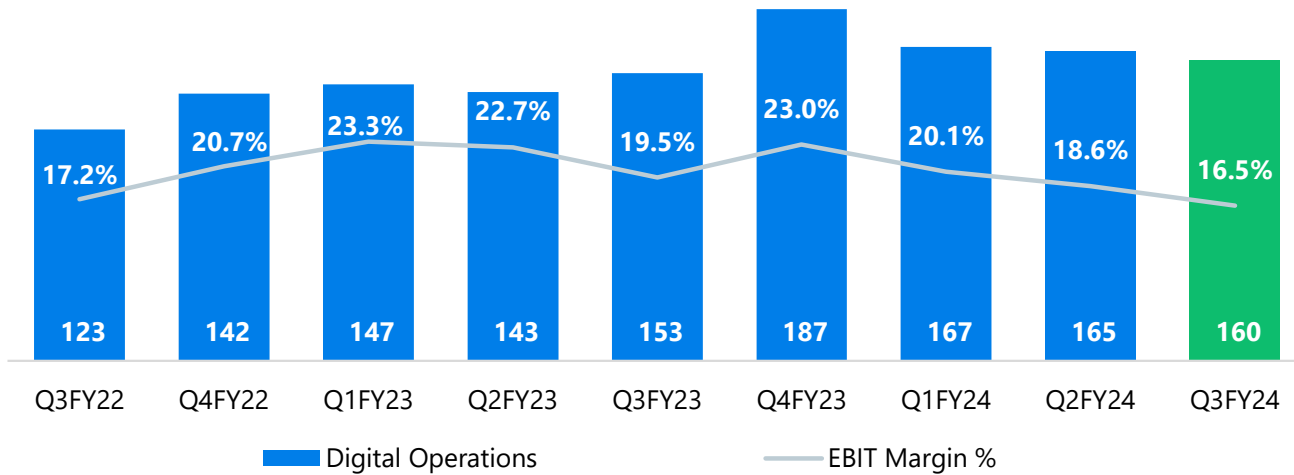
TruBI

FINATO

TruFare



# Digital Operations (Figures in INR Crore)



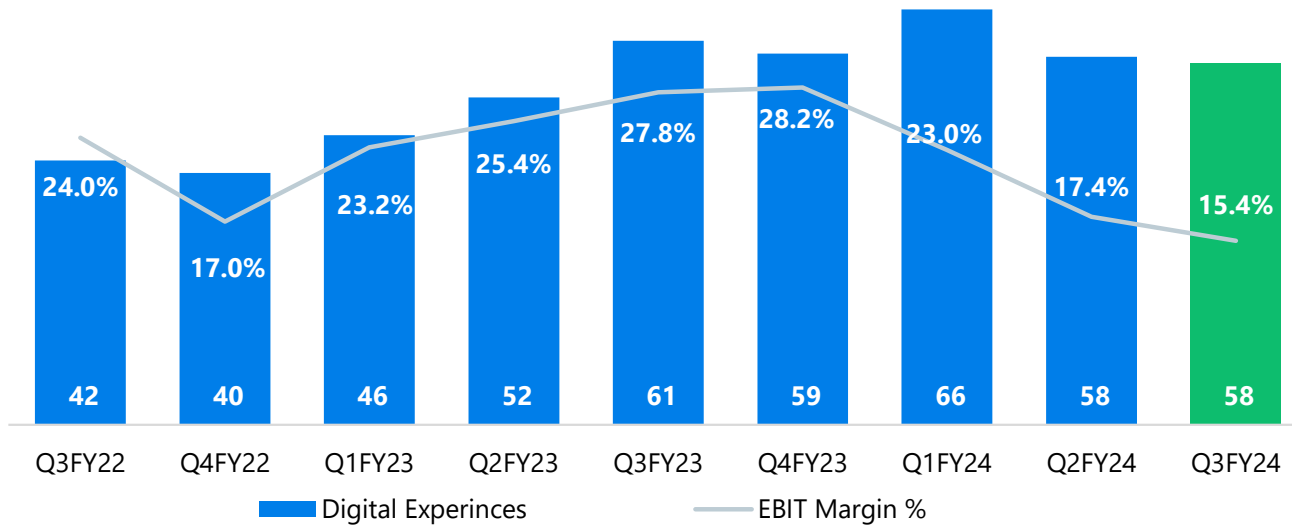
“ We found Datamatics FINATO to be a lot more intuitive, the look and feel is also really fresh. We appreciate the involvement by the Datamatics team and thanks to them for providing a modern updated system.”

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)



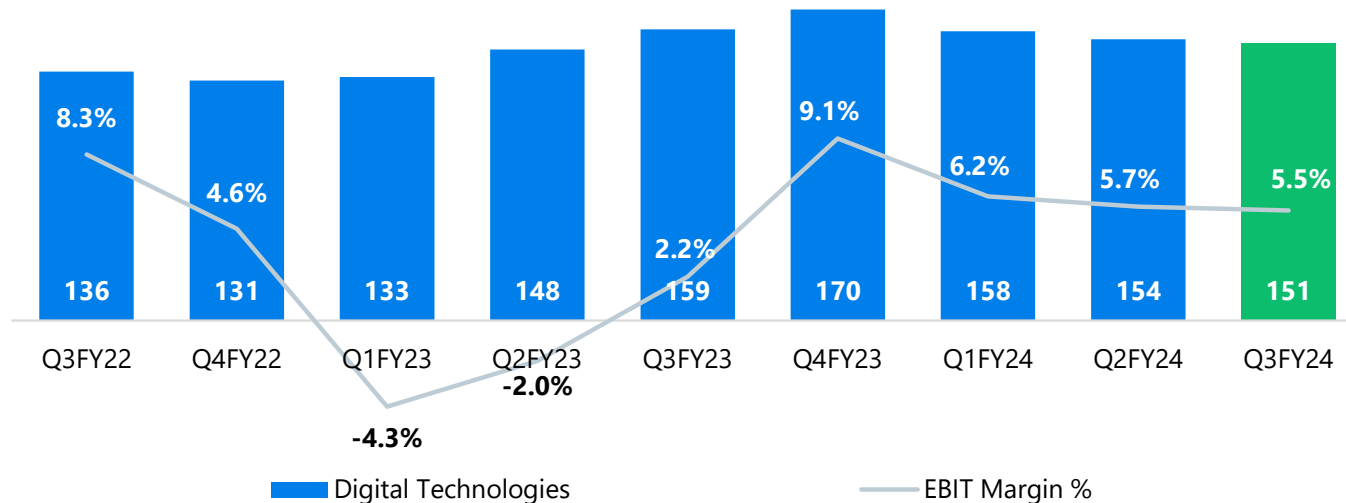
With our strategic partnership with Datamatics we see immense transformational value added to our global premium services.

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)

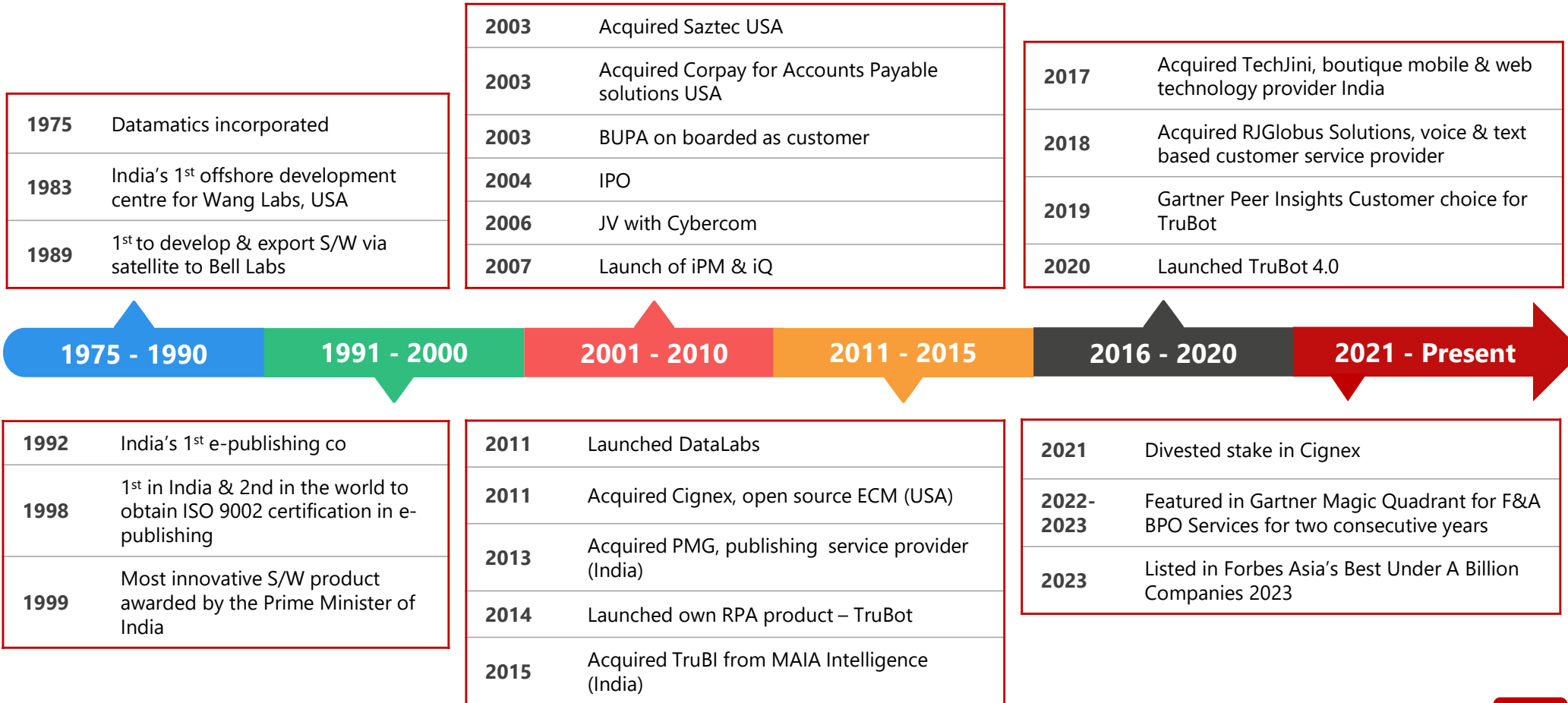


“Before Datamatics, we didn't understand visualizations, trend analysis & how you could look at data in a different way than just columns of data. The Datamatics journey has enabled us to really transform ourselves to get deep in digital transformation.”

Chief IT Officer,  
A Global BPO Service Provider

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

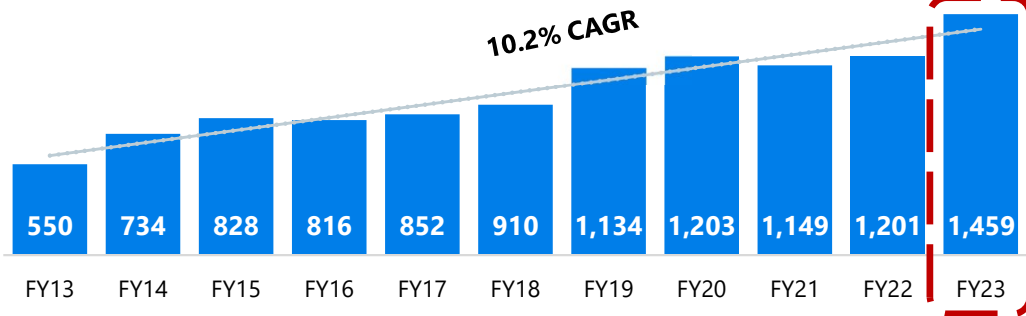
# Journey So Far...



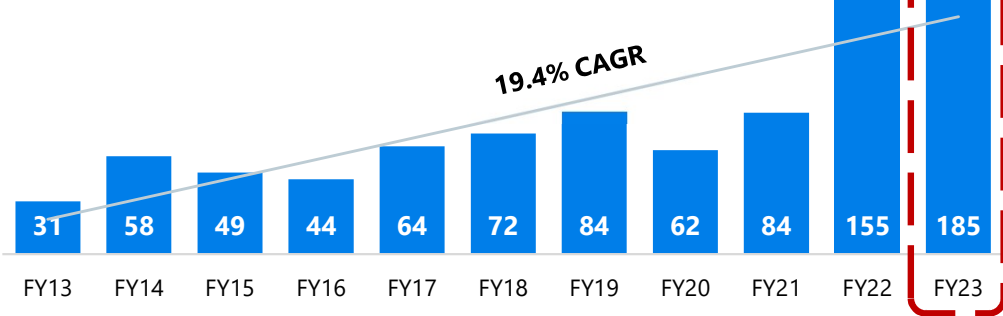


# Our Growth Performance (Figures in INR Crore)

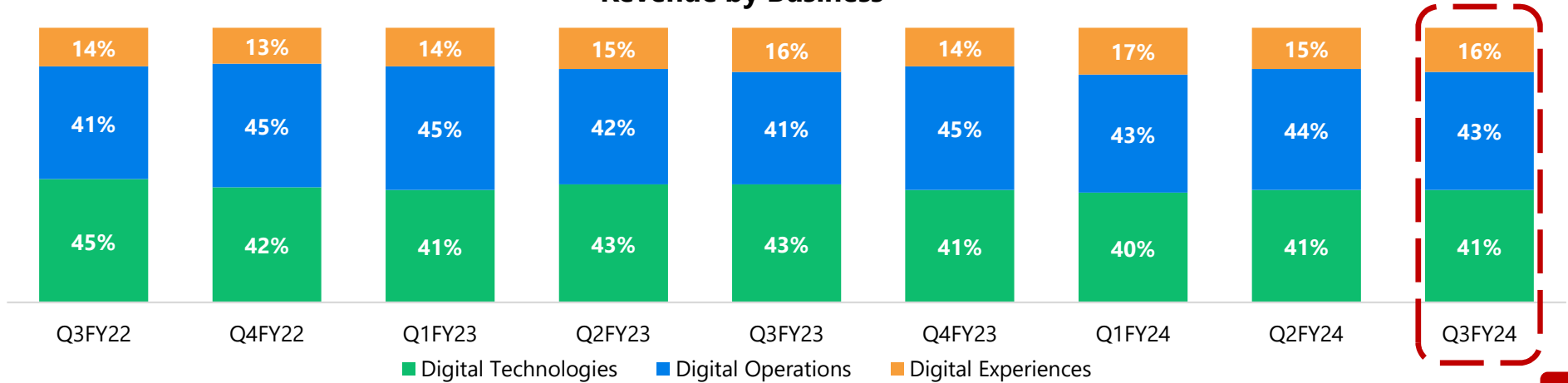
## Consolidated Revenue



## Consolidated PAT



## Revenue by Business





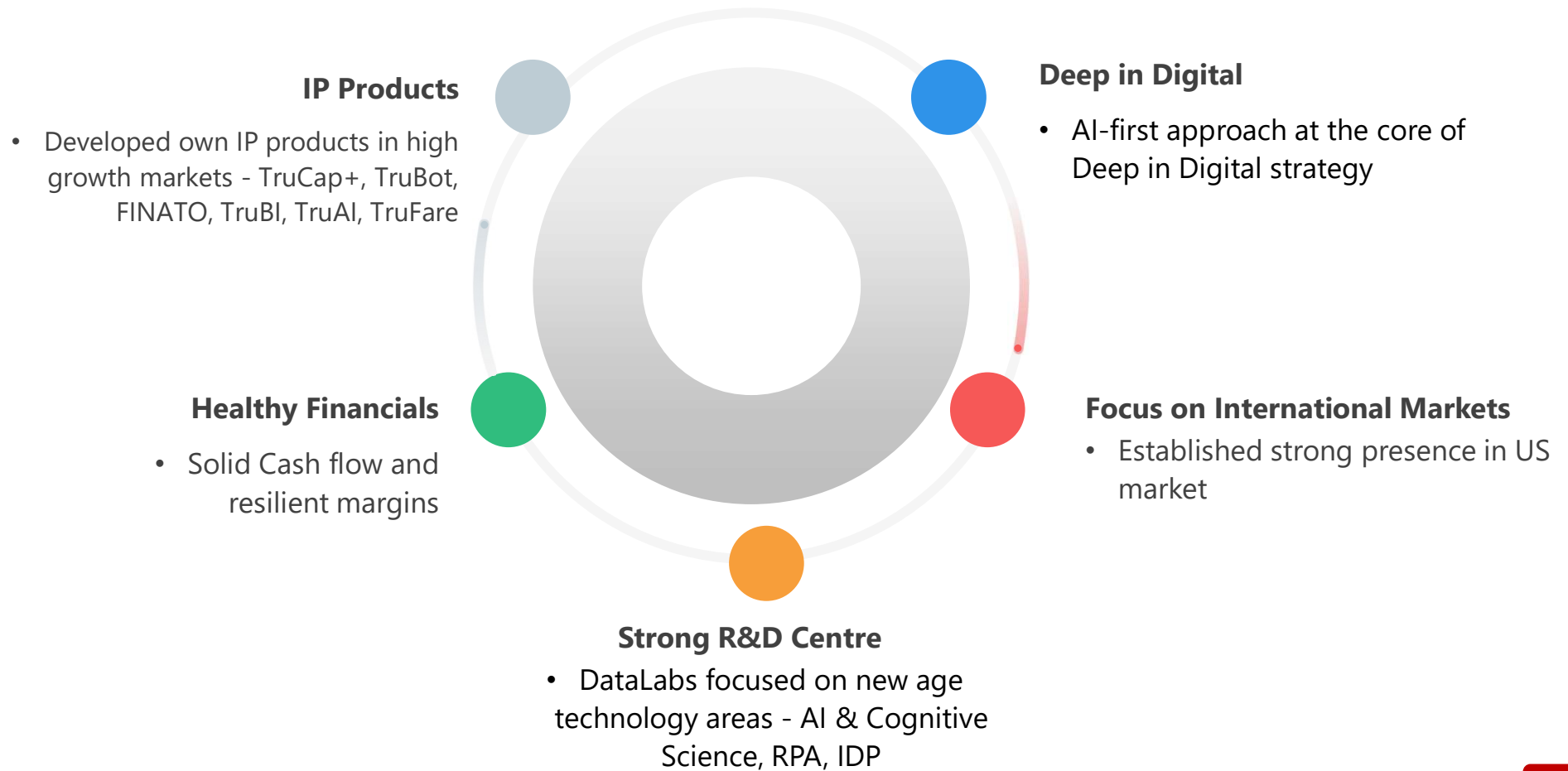
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# Growth Strategy & Investment Rationale

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## Investment Rationale: Business





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# Financial Performance

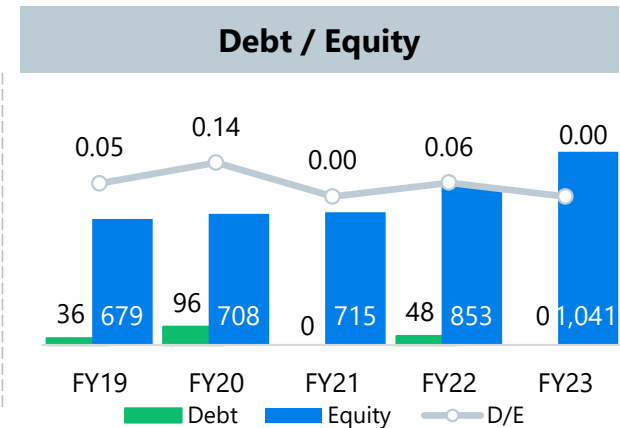
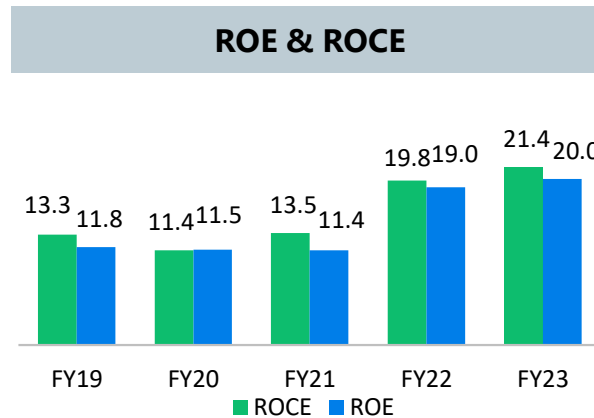
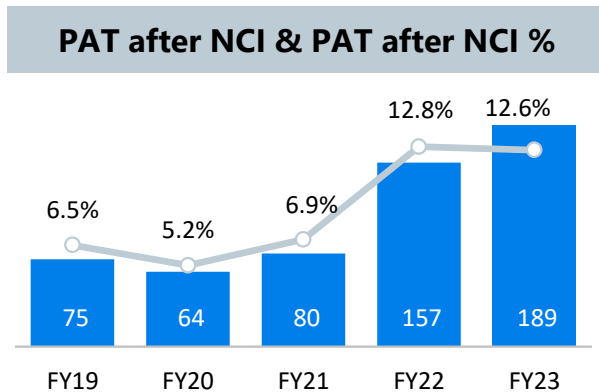
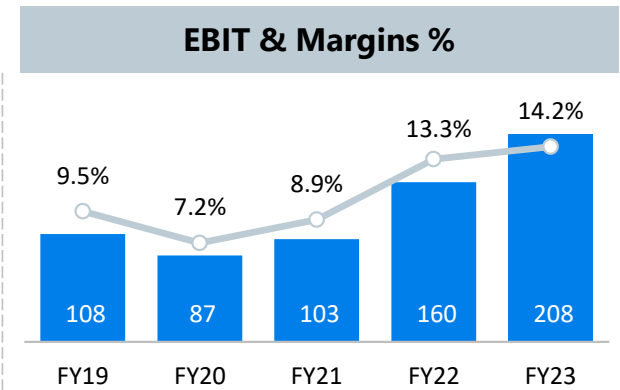
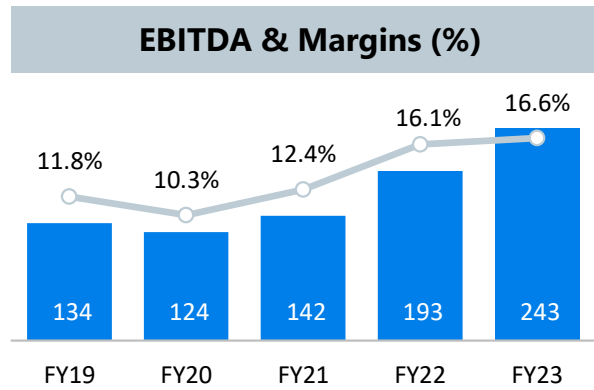
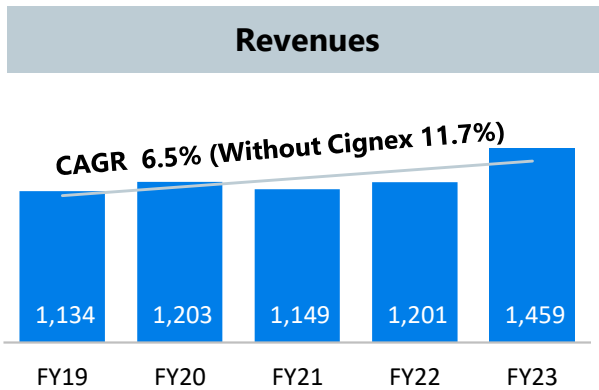
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# Key Performance Indicators

(Figures in INR Crore)





## Consolidated Financial Summary – Q3FY24

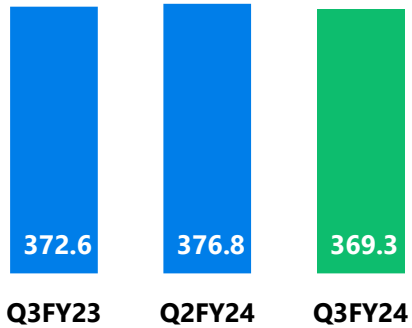
Particulars (in INR Crore)	Q3FY24	Q2FY24	QoQ Growth	Q3FY23	YoY Growth	9MFY24	9MFY23	YoY Growth
<b>Revenue from Operations</b>	<b>369.3</b>	<b>376.8</b>	<b>(2.0%)</b>	<b>372.6</b>	<b>(0.9%)</b>	<b>1,137.2</b>	<b>1042.9</b>	<b>9.0%</b>
Other Income	10.6	9.4	12.5%	10.6	0.1%	29.2	33.4	(12.8%)
Total Revenue	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
<b>EBIT</b>	<b>43.7</b>	<b>49.6</b>	<b>(11.9%)</b>	<b>50.2</b>	<b>(12.9%)</b>	<b>151.9</b>	<b>132.3</b>	<b>14.8%</b>
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

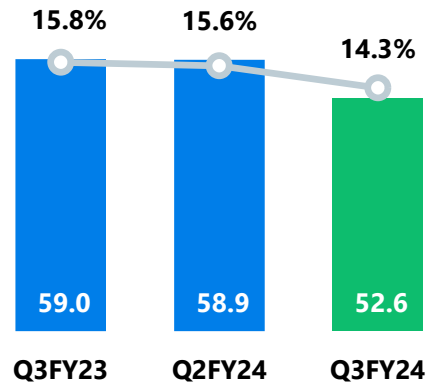
(Figures in INR Crore)

## Operating Revenues



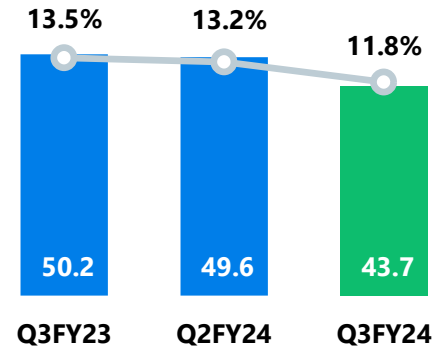
▼ 0.9% YoY  
▼ 2.0% QoQ

## EBITDA & EBITDA %



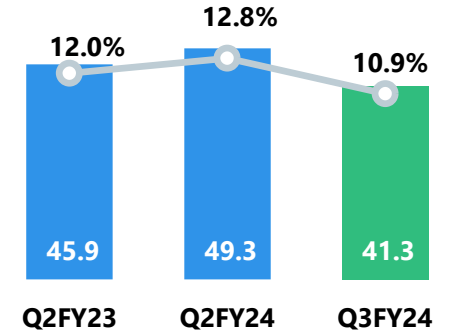
▼ 10.7% YoY  
▼ 10.7% QoQ

## EBIT & EBIT %



▼ 12.9% YoY  
▼ 11.9% QoQ

## PAT after NCI & PAT after NCI %

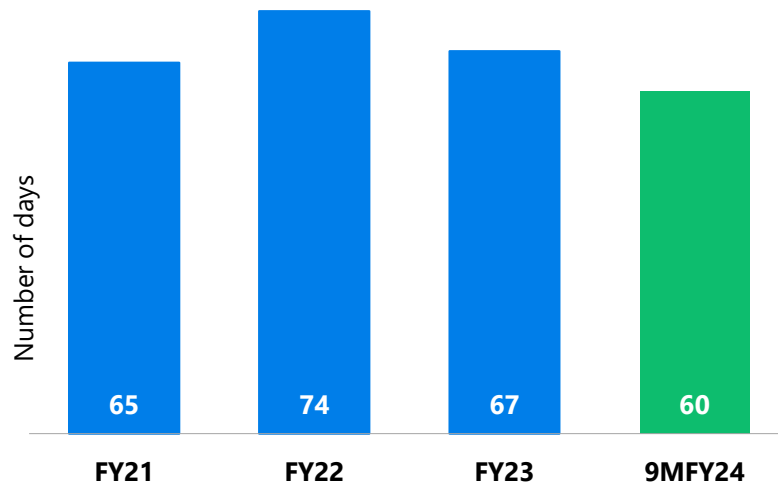


▼ 10.0% YoY  
▼ 16.2% QoQ

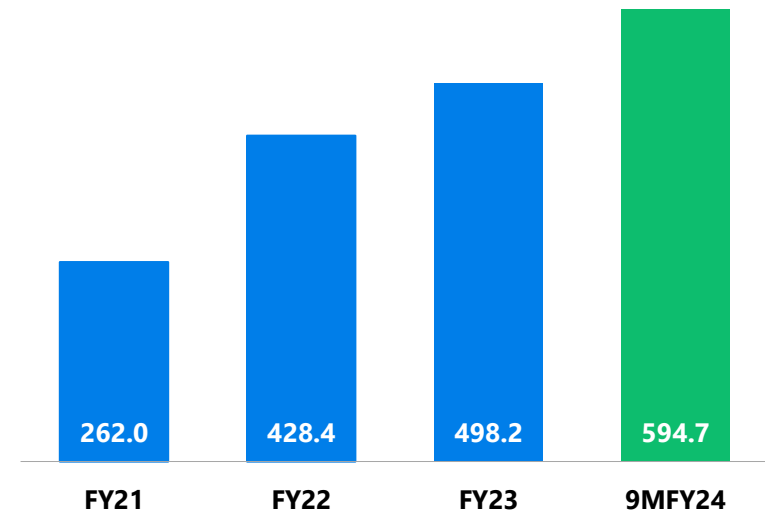
## Balance Sheet Metrics – Q3FY24

(Figures in INR Crore)

### Days Sales Outstanding (DSO)



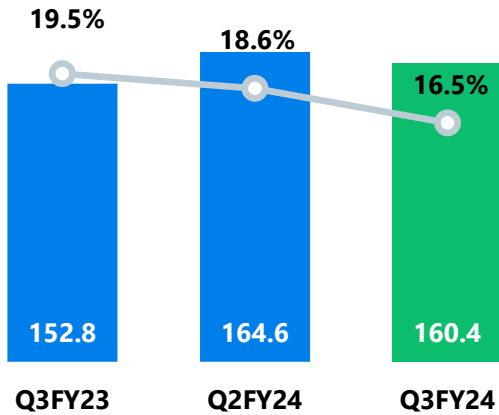
### Total Cash & Investments (Net of debt)



# Revenue Segment Analysis – Q3FY24

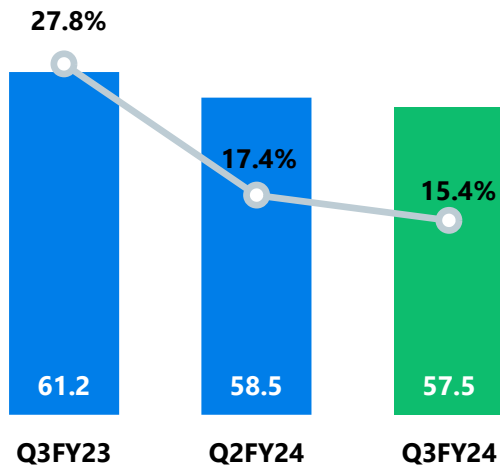
(Figures in INR Crore)

## Digital Operations Revenue & EBIT Margin (%)



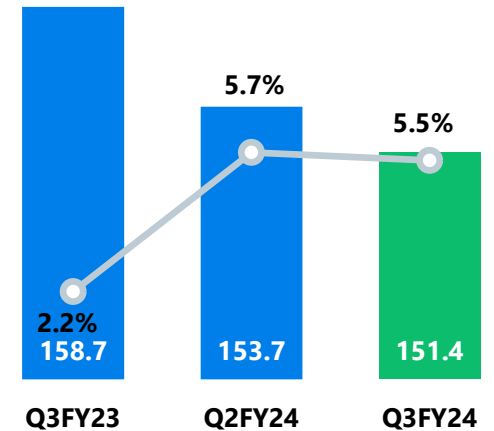
▲ 4.9% YoY  
▼ 2.6% QoQ

## Digital Experiences Revenue & EBIT Margin (%)



▼ 6.0% YoY  
▼ 1.7% QoQ

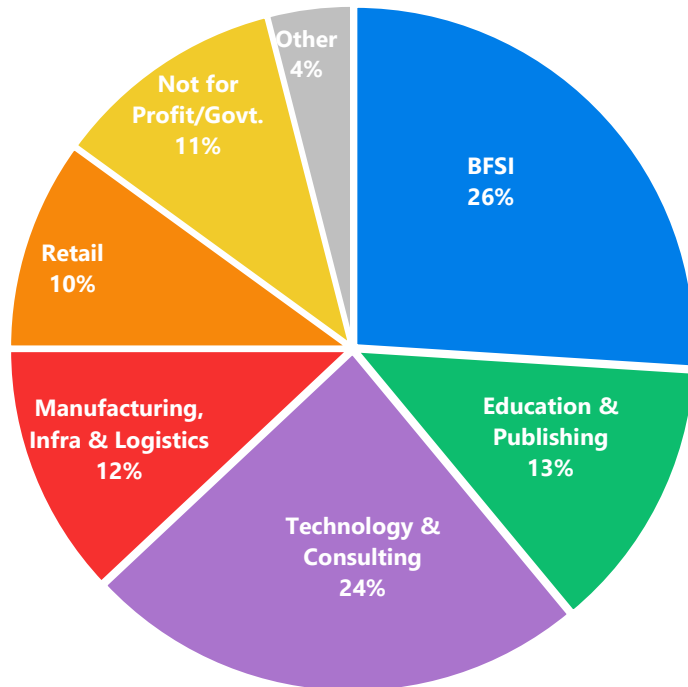
## Digital Technologies Revenue & EBIT Margin (%)



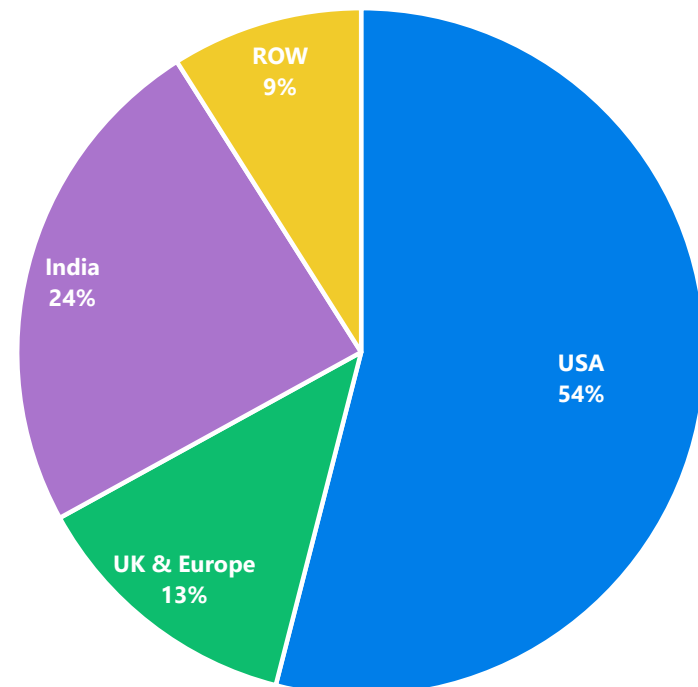
▼ 4.6% YoY  
▼ 1.5% QoQ

## Revenue Segment Analysis – Q3FY24

Revenue by Industry\*



Revenue by Geography

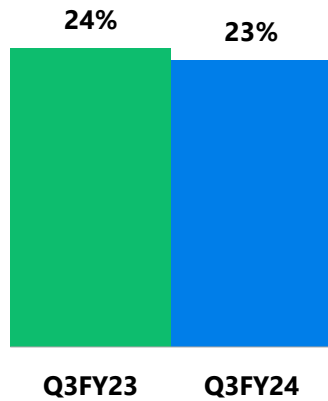


\*For a few clients, the industry segment was reclassified from Education & Publishing to Technology & Consulting

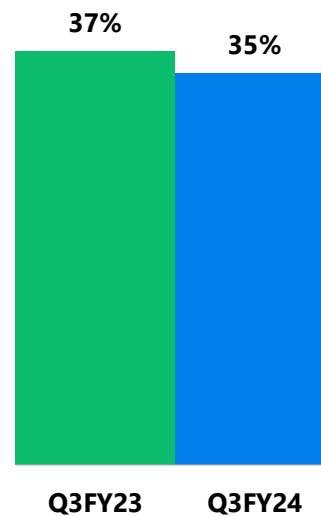
## Client Concentration – Q3FY24

Client concentration maintained at a comfortable level

Top 5



Top 10



Top 20



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## 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



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# Recognition

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## 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**



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**DATAMATICS**

# Thank You

**For Further Queries Contact:**

**Mr. Sandeep Mantri**

Chief Financial Officer

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



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