Investor Presentation

Q1FY26

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

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

Q1FY26 Revenue INR 468 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 457 Crore

AI-powered Products

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

Clientele

300+ Significant Customers Worldwide

Added 12 new clients in Q1FY26

Employee Attrition

3.61% (Quarterly)

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
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

SHASHI BHARGAVA
EXECUTIVE VICE PRESIDENT & HEAD INTELLIGENT AUTOMATION PRODUCTS

ANKUSH AKAR
SENIOR VICE PRESIDENT & CHIEF FINANCE OFFICER

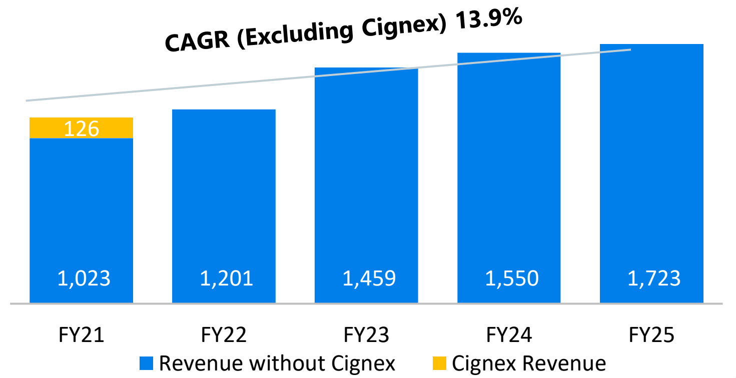
DIVYA KUMAT
PRESIDENT, CHIEF LEGAL OFFICER & COMPANY SECRETARY

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

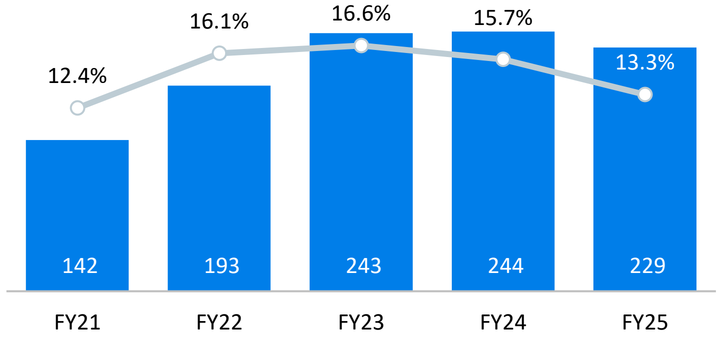
SANJEET BANERJI
EXECUTIVE VICE PRESIDENT & HEAD - ARTIFICIAL INTELLIGENCE & COGNITIVE SCIENCES

Key Performance Indicators
(Figures in INR Crore)

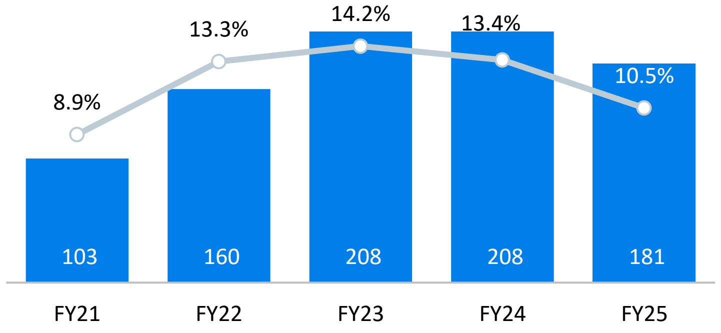
Revenues



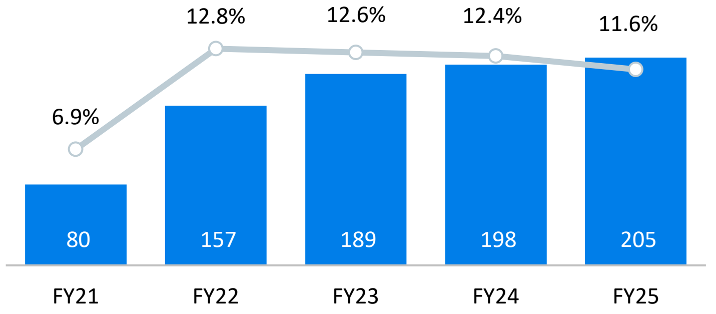
EBITDA & Margins (%)



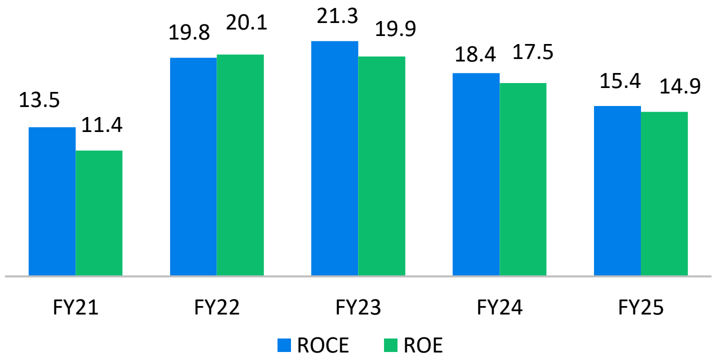
EBIT & Margins %



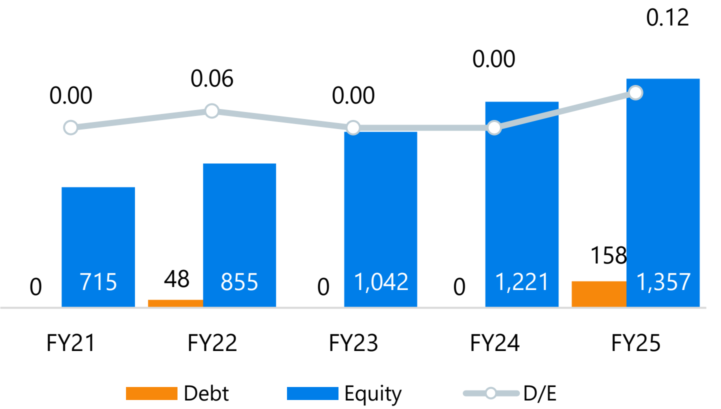
PAT after NCI & PAT after NCI %



ROE & ROCE



Debt / Equity



Offerings

DATAMATICS

Deep in Digital

Artificial Intelligence | Data | Automation | Cloud

Digital Technologies
- Digital Transformation
- Intelligent Automation

Digital Operations
- Digital Finance
- Digital Content

Digital Experiences
- Customer Experience
- Research & Analytics

TruBot TruCap+ TruAI TruBI FINATO

AI Services

- AI Strategy & Consulting
- GenAI/ Core AI/ Agentic AI
- AI Solution Development & Integration
- Model Development
- Agentic AI-enabled Transformation
- MS Copilot Integration & Development

AI Solutions

- Financial Statement Analysis (TruAI)
- Fraud Analytics
- Contract Management
- Credit Risk Analysis (TruAI)
- Video & Image Analytics (KaiVISION)
- Testing Automation (KaiTest)
- 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)
- 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

AI FIRST MOVERS

AI MANAGEMENT SYSTEM ISO

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. The 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.“

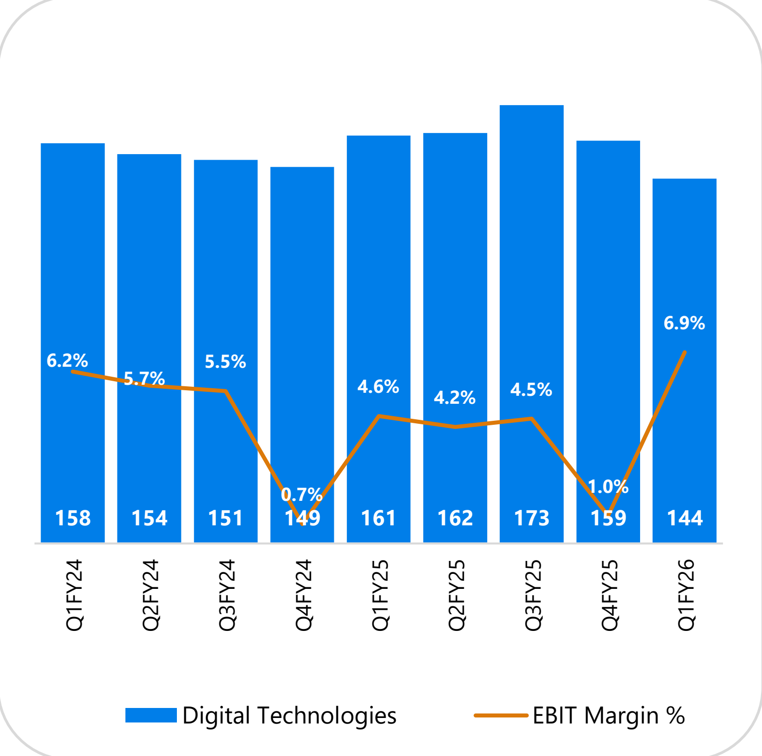
Mark Lowery

Managing Partner,

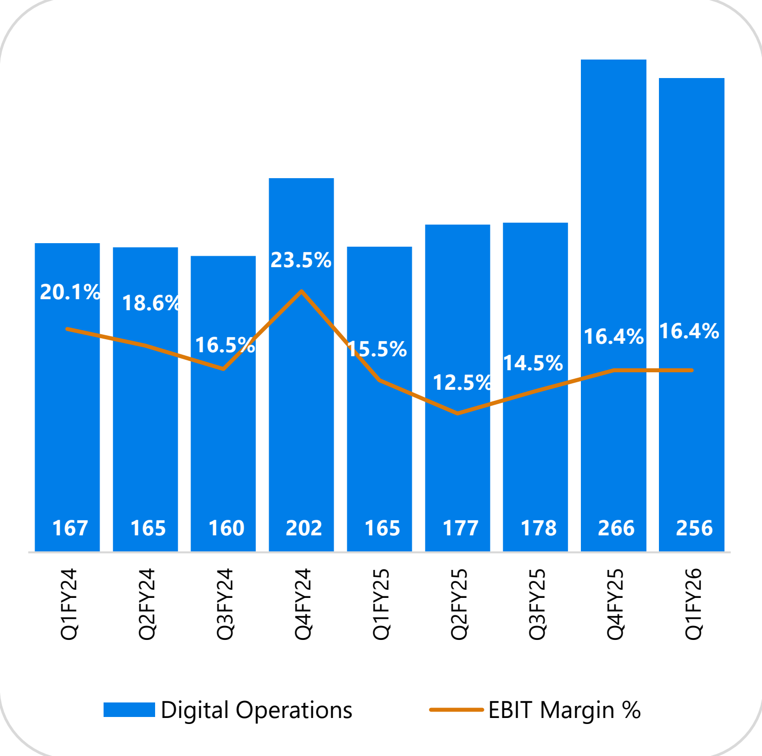
AccessFares

Business Segment Revenue Trend
(Figures in INR Crore)

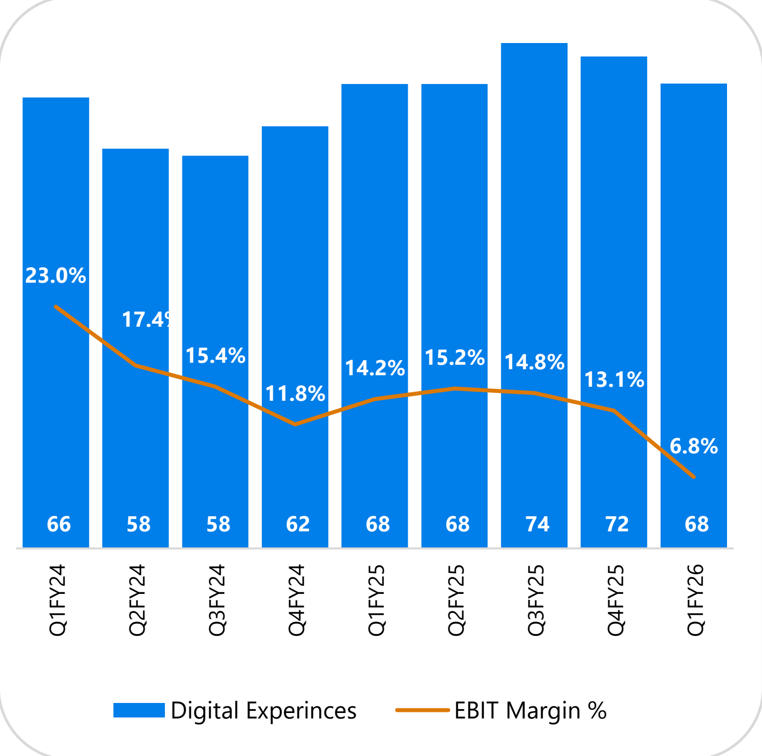
Digital Technologies



Digital Operations



Digital Experiences



Growth Strategy

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

Financial Performance

DATAMATICS

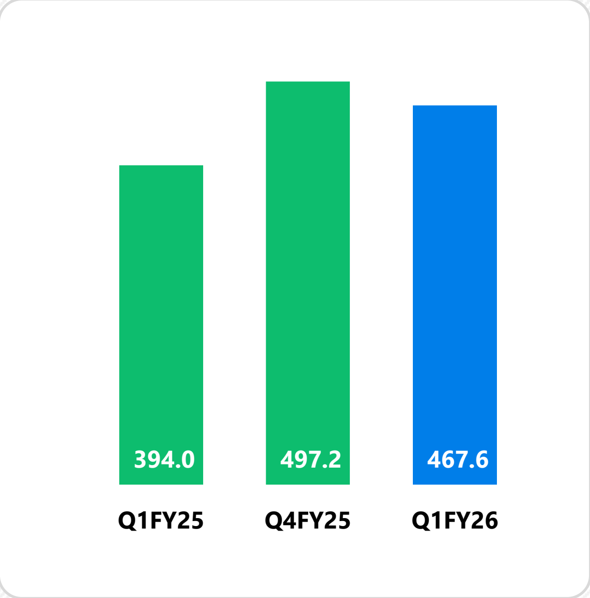
Consolidated Financial Summary – Q1FY26

Particulars		Q1FY26	Q4FY25	QoQ Growth	Q1FY25	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	467.6	497.2	-6.0%	394.0	18.7%
	Other Income (INR Crore)	12.4	8.1	51.7%	13.9	-10.8%
	Total Income (INR Crore)	480.0	505.3	-5.0%	407.9	17.7%
Margins (INR Crore)	EBITDA	75.9	74.5	1.9%	51.4	47.7%
	EBIT	56.4	54.5	*3.5%*	42.6	32.5%
	PBT before exceptional item	63.9	55.7	14.8%	56.1	13.9%
	PBT after exceptional item	63.9	55.5	15.1%	53.0	20.7%
	PAT (After non-controlling interest)	50.4	44.9	12.3%	43.5	15.8%
Margin (%)	EBITDA Margin (%)	16.2%	15.0%	125bps	13.0%	319bps
	EBIT Margin (%)	12.1%	11.0%	110bps	10.8%	126bps
	PBT Margin before exceptional item (%)	13.3%	11.0%	230bps	13.7%	(44bps)
	PBT Margin after exceptional item (%)	13.3%	11.0%	233bps	13.0%	33bps
	PAT Margin (%)	10.5%	8.9%	162bps	10.7%	(17bps)
EPS (INR)	Basic & Diluted EPS (INR)	8.52	7.60	12.2%	7.37	15.7%

Consolidated Financial Highlights – Q1FY26

(Figures in INR Crore)

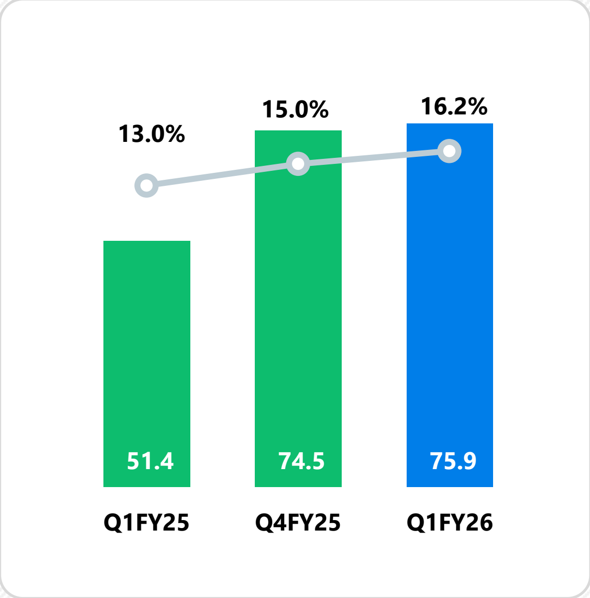
Operating Revenues



QoQ 6.0%

YoY 18.7%

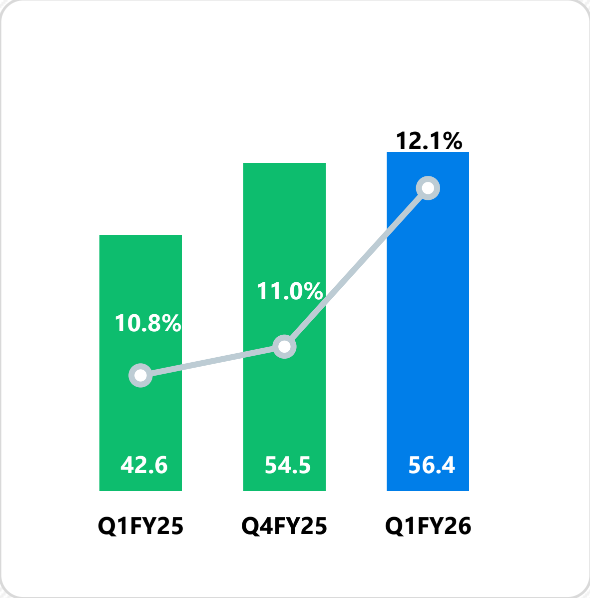
EBITDA & EBITDA %



QoQ 1.9%

YoY 47.7%

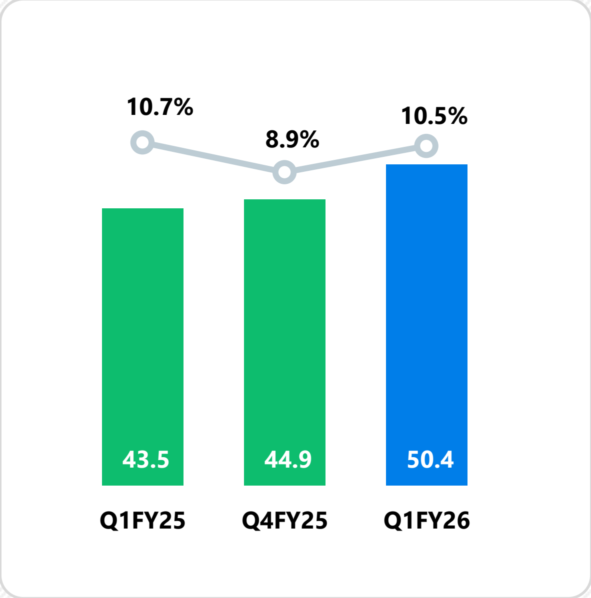
EBIT & EBIT %



QoQ 3.5%

YoY 32.5%

PAT after NCI & PAT after NCI %



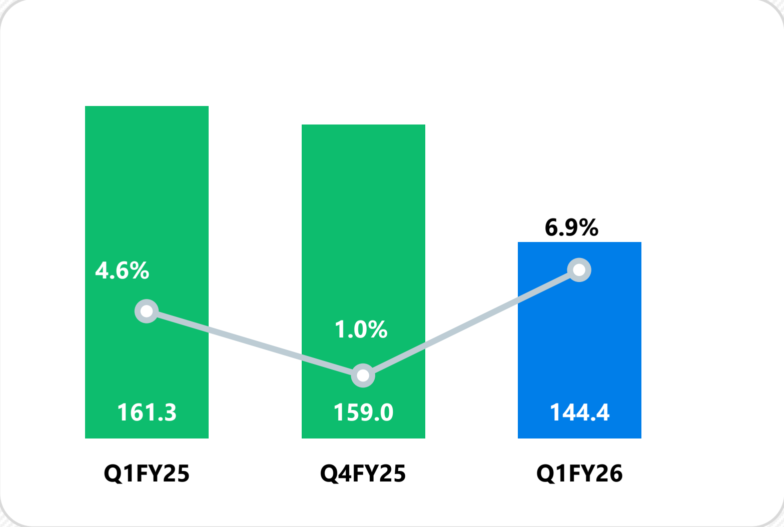
QoQ 12.3%

YoY 15.8%

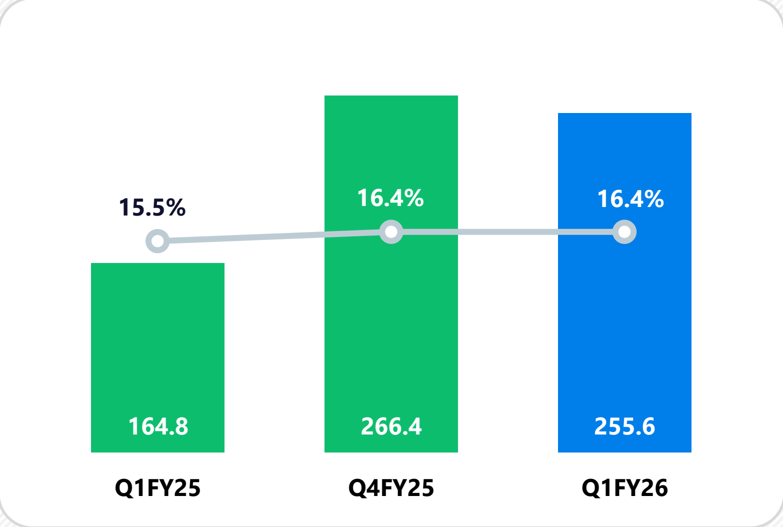
Revenue Segment Analysis – Q1FY26

(Figures in INR Crore)

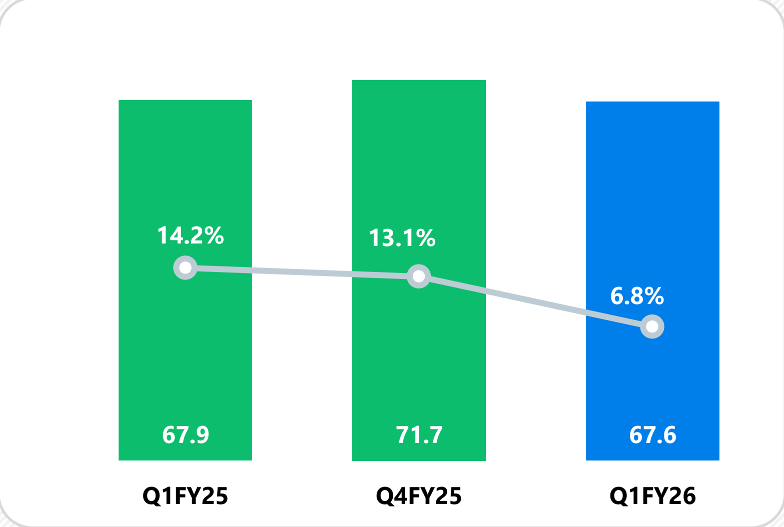
Digital Technologies Revenue & EBIT Margin (%)



Digital Operations Revenue & EBIT Margin (%)



Digital Experiences Revenue & EBIT Margin (%)



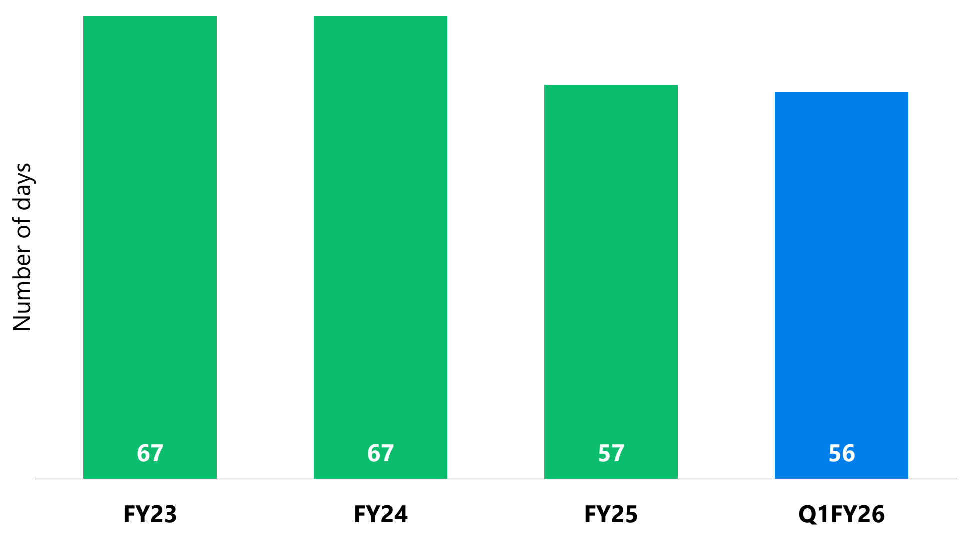
Digital Technologies
- ▼ QoQ 9.2%
- ▼ YoY 10.5%

Digital Operations
- ▼ QoQ 4.1%
- ▲ YoY 55.1%

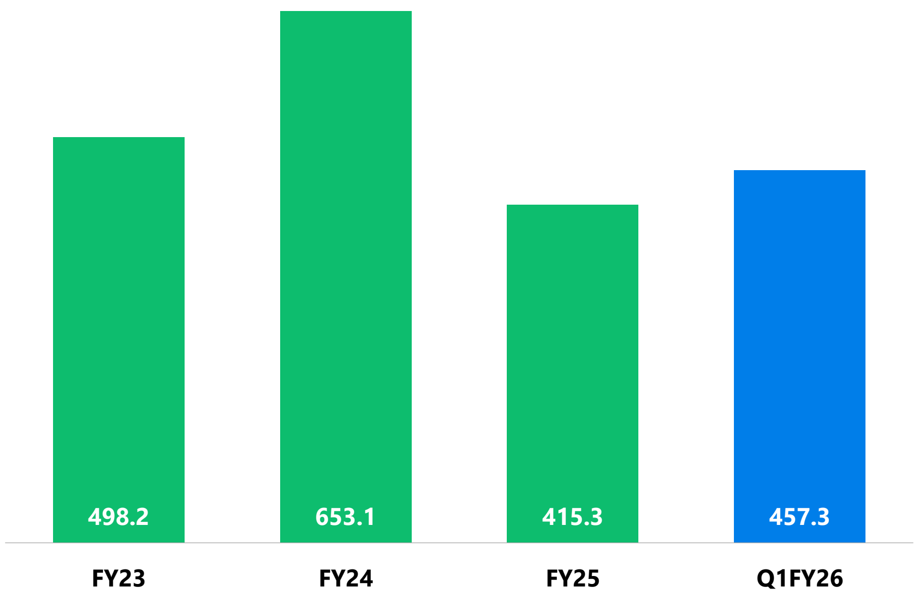
Digital Experiences
- ▼ QoQ 5.7%
- ▼ YoY 0.4%

Balance Sheet Metrices – Q1FY26
(Figures in INR Crore)

Days Sales Outstanding (DSO)

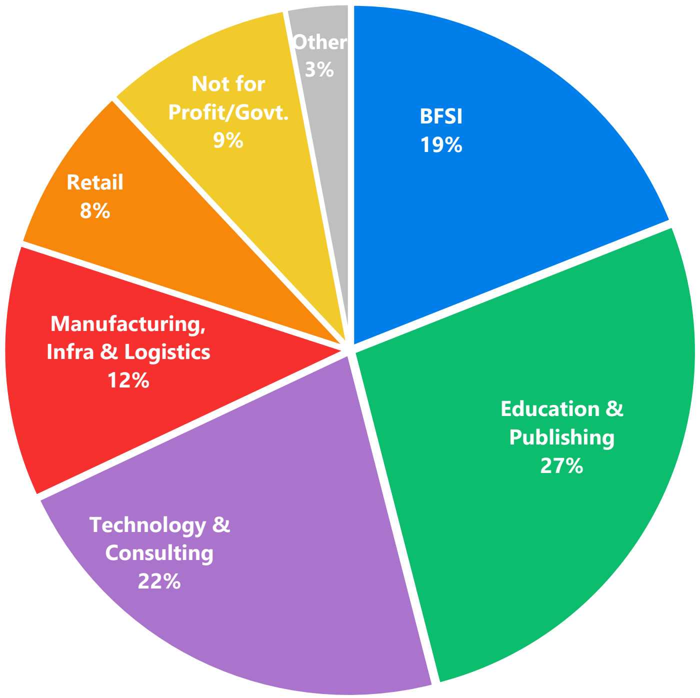


Net Cash & Investments (Net of Debts)

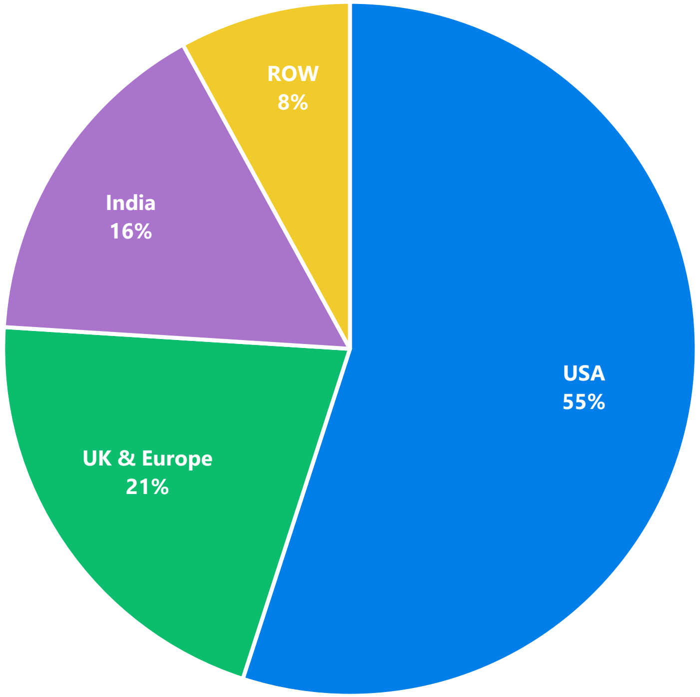


Revenue Segment Analysis – Q1FY26

Revenue by Industry



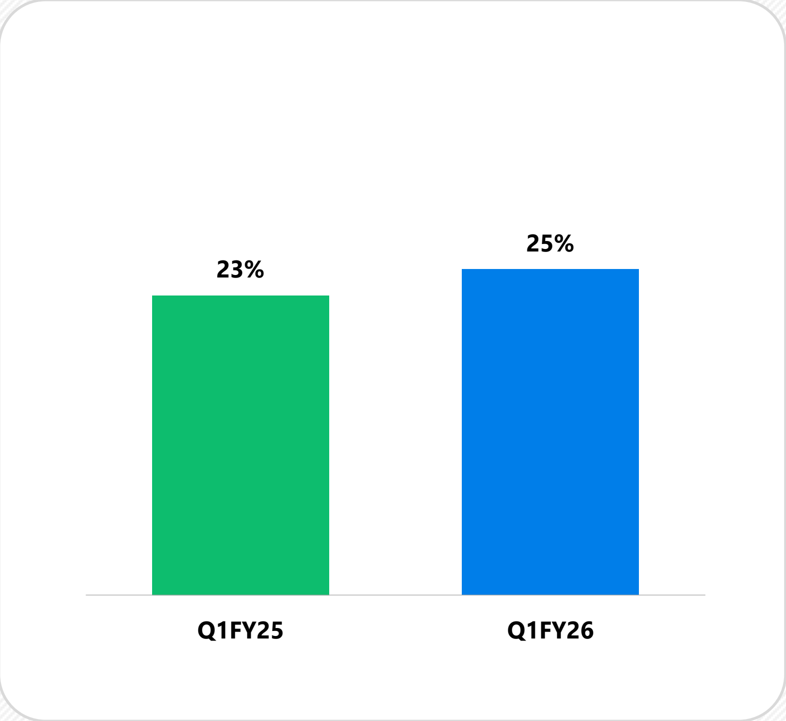
Revenue by Geography



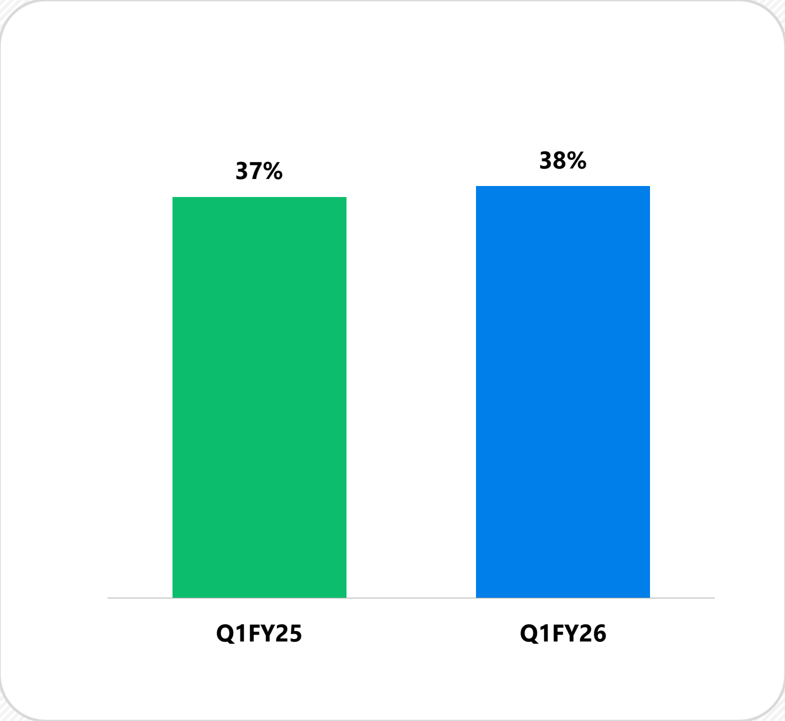
Client Concentration – Q1FY26

Client concentration maintained at a comfortable level

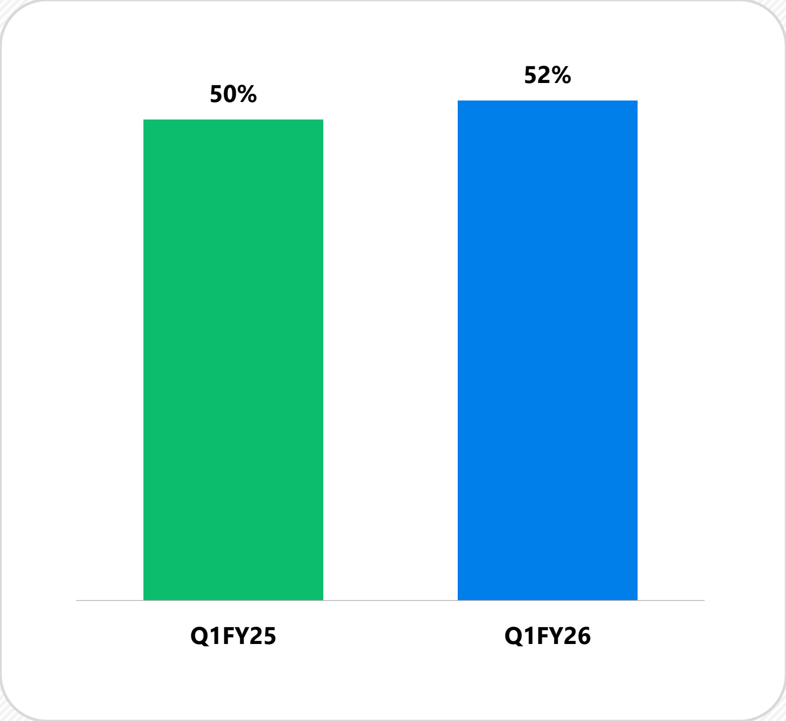
Top 5



Top 10



Top 20



Deal Wins

DATAMATICS

Key Deal Wins – Q1FY26

Client	**A Fortune 1000 American trucking and logistics leader**	**A prominent optical retailer in the USA**	**A global leader in consumer electronics**	**A US-based manufacturer delivering advanced material solutions for diverse industrial applications**	**A leading Indian insurer offering innovative, customer-centric life insurance solutions.**	**A large British publishing house.**
About the deal	Datamatics has been entrusted with a new engagement to modernize the enterprise application stack, transforming legacy systems into scalable, future-ready platforms and enhancing agility, performance, and operational efficiency	Datamatics is selected to implement AI-powered customer support solutions, transforming service operations across 1,200+ stores. The engagement focuses on driving scalability, responsiveness, and operational efficiency through automation.	Datamatics is selected to deploy its TruCap+ Intelligent Document Processing solution to improve efficiency and accuracy across document processing	Datamatics is selected for delivering expert Salesforce support to improve data access, optimize operations, and ensure efficient, scalable platform performance across diverse business functions.	Datamatics' existing engagement expanded to enhance insurance processes management, leveraging AI to drive efficiency, accuracy, and superior customer experience at scale.	Lumina Datamatics is selected for content management by the large British publishing house

Recognition

DATAMATICS

Key Analyst Recognition – Q1FY26

ISG

Contenders

AI-driven ADM Services 2025 Provider Lens™

Recognized among Top 20 Global Vendors

Everest Group®

Seekers

Innovation Watch: Agentic AI Products 2025

Recognized among Top 20 Global Vendors

ISG

Product Challengers

Finance & Accounting Outsourcing Provider Lens™ Study' Global 2025

Recognized among Top 20 Global Vendors

Everest Group®

Recognized

Intelligent Process Automation (IPA) Solutions – Provider Compendium 2025

Recognized among Top 15 Global Vendors

Quadrant Knowledge Solutions

Leaders

Contact Center Outsourcing Services Spark Matrix 2025

Recognized among Top 15 Global Vendors

AVASANT

Challengers

Avasant's Application Management Services 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:

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