

Investor Presentation

Q1FY27

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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**Company
at Glance**

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Offerings

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Performance**

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Recognition

Company at Glance

DATAMATICS

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 EBIT Growth

Q1FY27 Revenue INR **513.9** Crore

5-year revenue CAGR **14.2%***

5-year PAT (after NCI) CAGR **19.5%**



Healthy Financials

Net Cash and Investments
(Net of Debts)

INR **710** Crore



AI-powered Products

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



Clientele

300+ Significant Customers
Worldwide



Employee Attrition

5% (For Q1FY27)
Quarterly

* CAGR (Excluding Cignex)

Leadership Team



RAHUL L. KANODIA
VICE CHAIRMAN
& CHIEF EXECUTIVE
OFFICER



SAMEER L. KANODIA
DIRECTOR
& VICE CHAIRMAN &
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



PRAVEER CHADHA
EXECUTIVE VICE PRESIDENT
& GLOBAL HEAD - DIGITAL
EXPERIENCES & DIGITAL
OPERATIONS



SHASHI BHARGAVA
EXECUTIVE VICE PRESIDENT
& HEAD PRE-SALES &
SOLUTIONS GROUP



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



ANKUSH AKAR
EXECUTIVE VICE PRESIDENT
& CHIEF FINANCE OFFICER



DIVYA KUMART
PRESIDENT, CHIEF LEGAL
OFFICER & COMPANY
SECRETARY



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

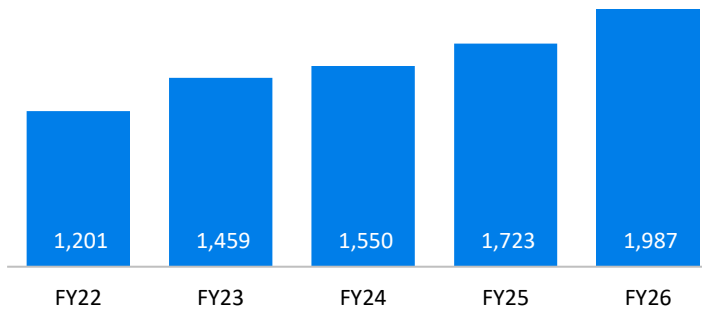
Offerings

DATAMATICS

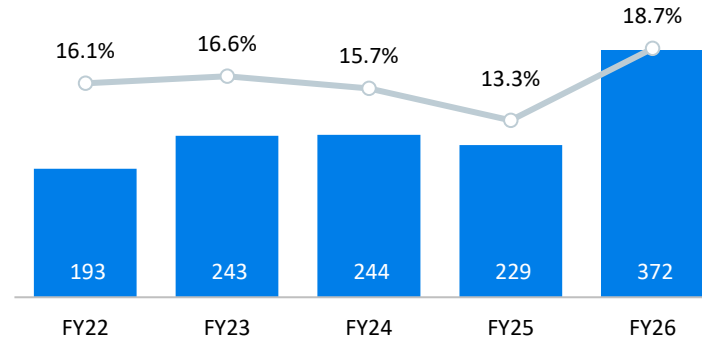
Key Performance Indicators

(Figures in INR Crore)

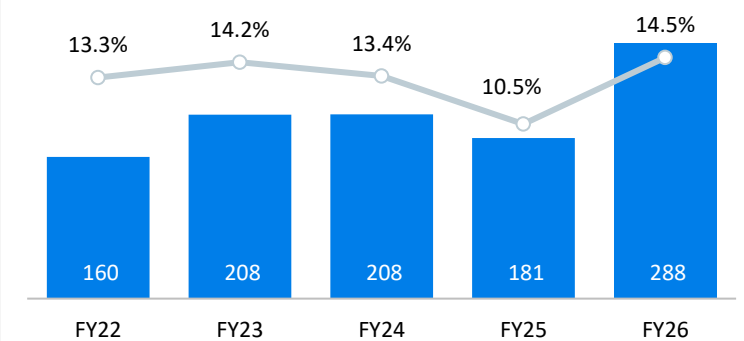
Revenues



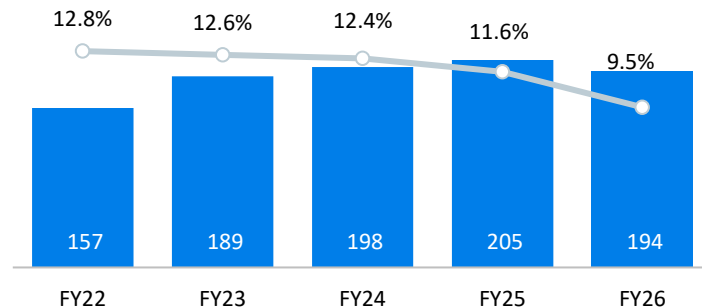
EBITDA & Margins (%)



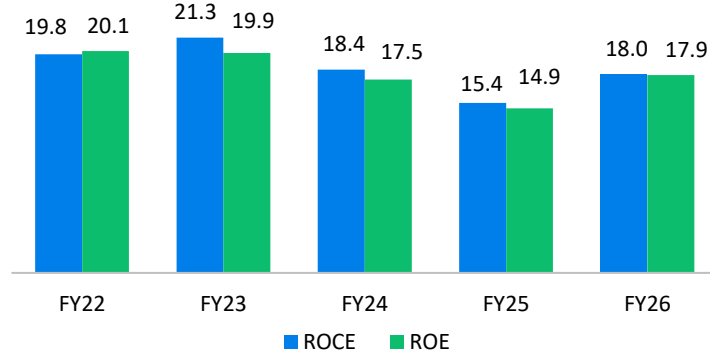
EBIT & Margins %



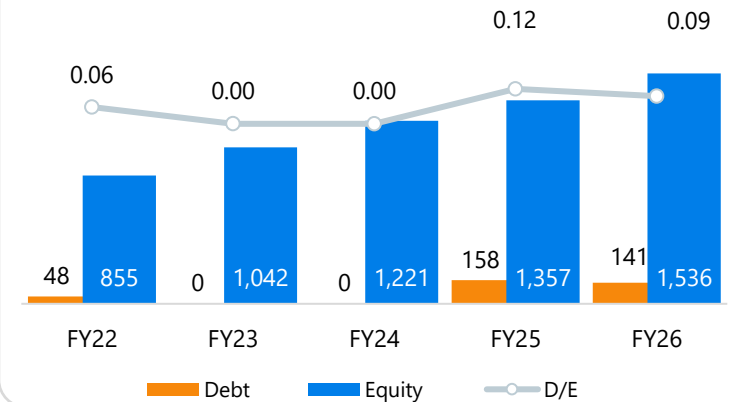
PAT after NCI & PAT after NCI %



ROE* & ROCE



Debt / Equity



*Adjusted for Exceptional items.

Deep in Digital

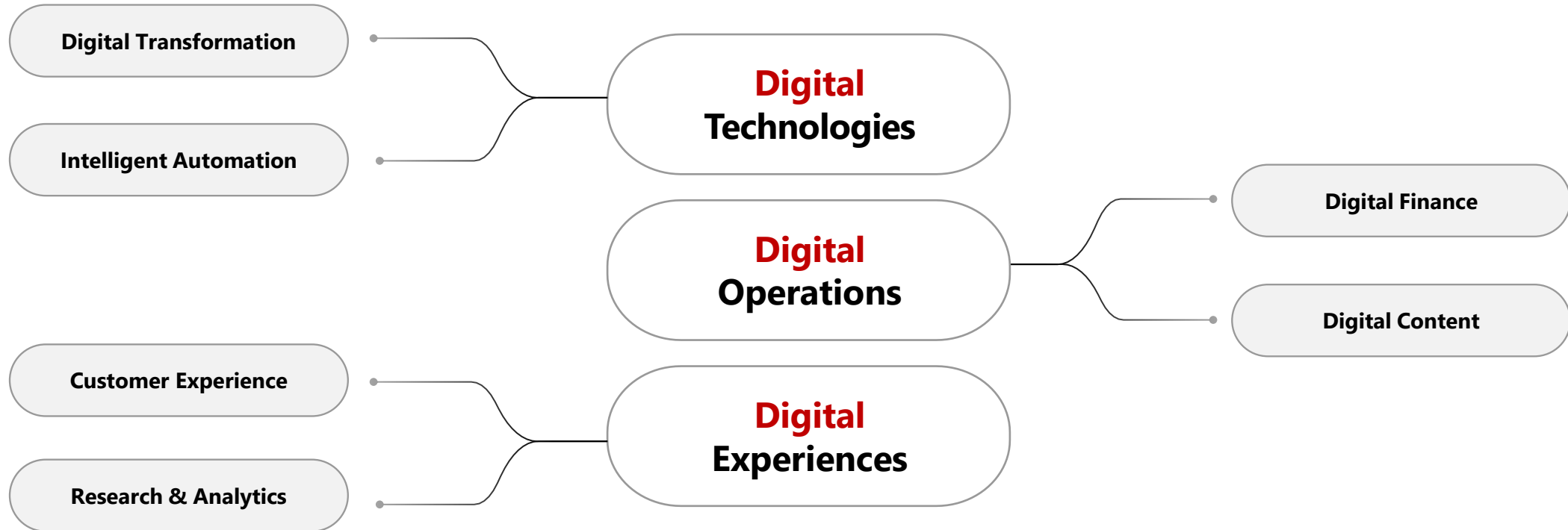


Artificial Intelligence

| Data

| Automation

| Cloud



TruBot

TruCap⁺

TruAI

TruBI

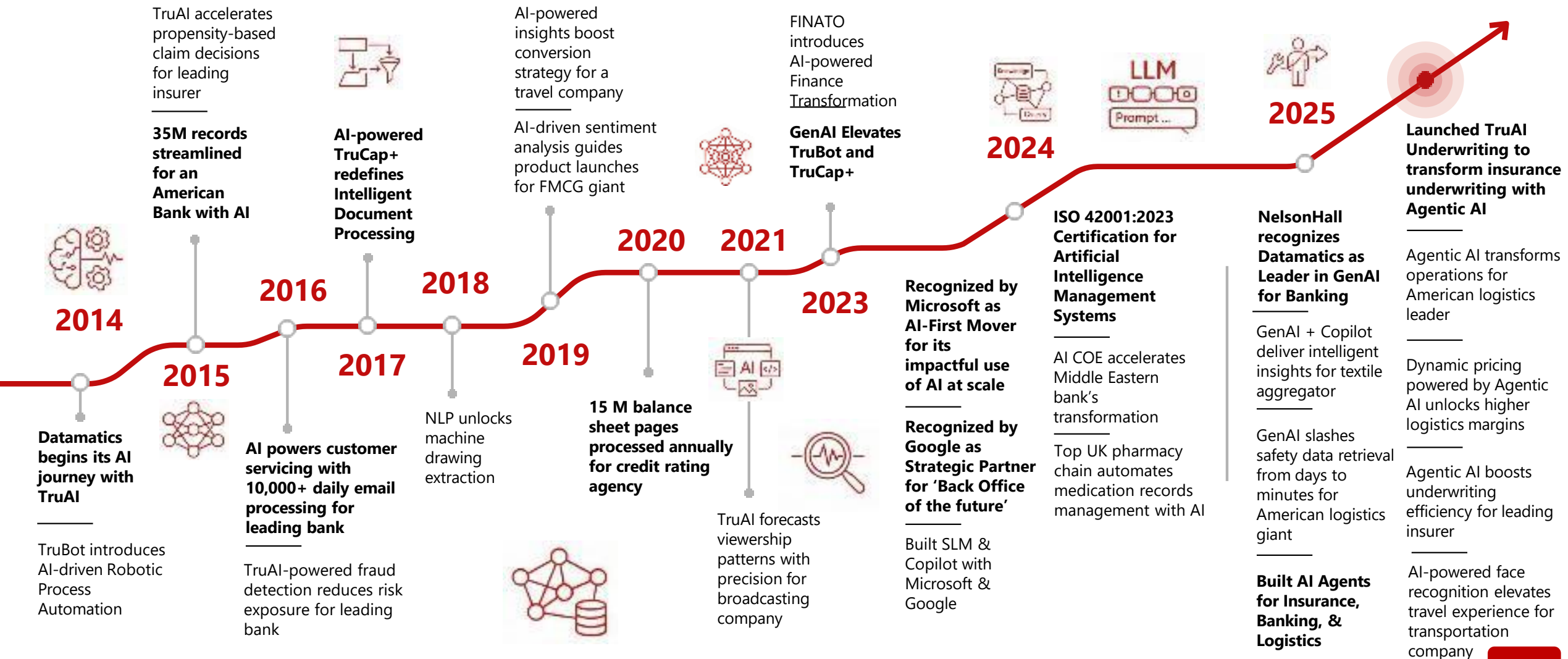
FINATO

Datamatics AI Journey

CLASSIC AI (ML+DATA SCIENCE)

GENERATIVE AI

AGENTIC AI





Navigating the Ocean of AI

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)
- TruAI Underwriting
- 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 75+ 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.

"My journey with Datamatics has been one of growth. Whenever a process involves AI, automation, or advanced technologies to help organizations work smarter, I would confidently recommend Datamatics. Their team is highly efficient and always ready to support."

Pablo Benitez
**Head of Finance Operations,
ECU Worldwide**

"Since working with Datamatics, they really have helped us challenge our internal processes and deepen our understanding of the underlying Procure-to-Pay processes."

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."

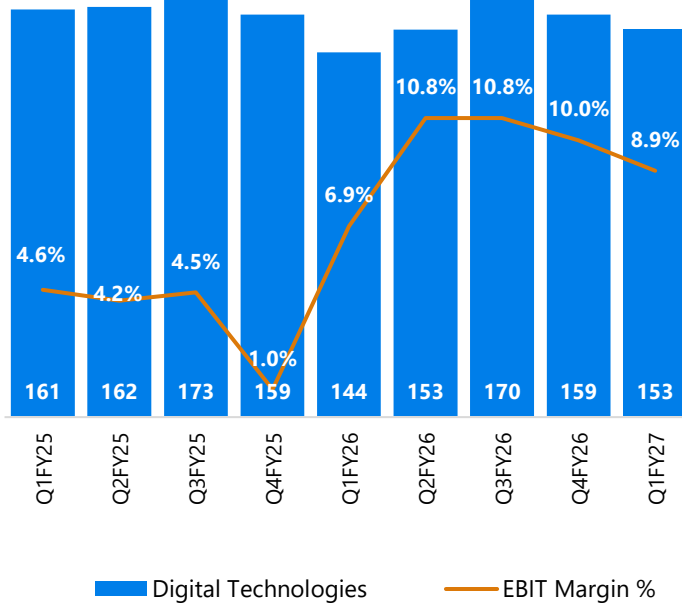
Mark Lowery
**Managing Partner,
AccessFares**



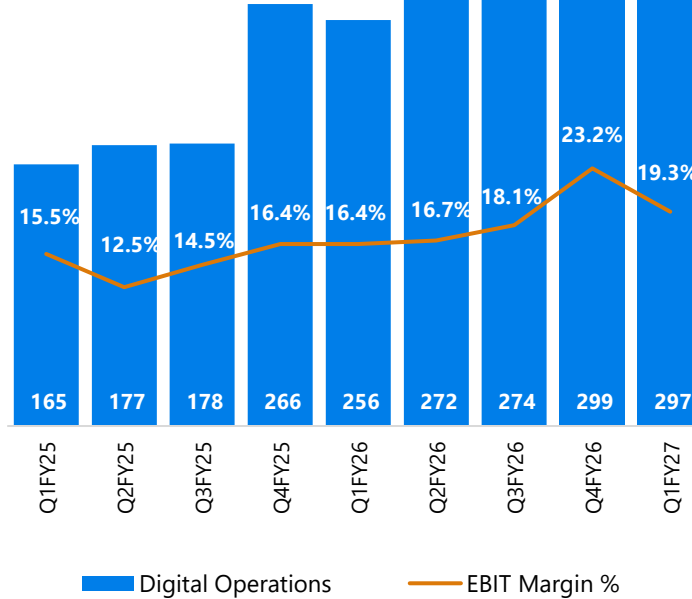
Business Segment Revenue Trend

(Figures in INR Crore)

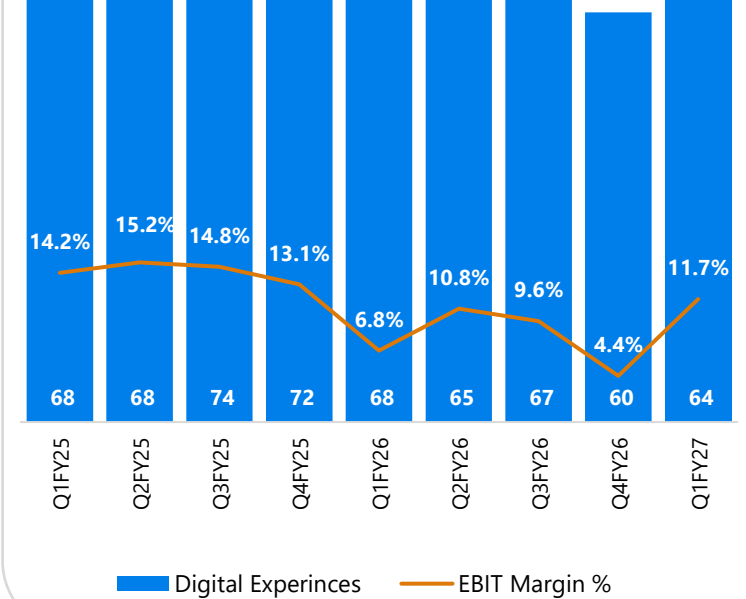
Digital Technologies



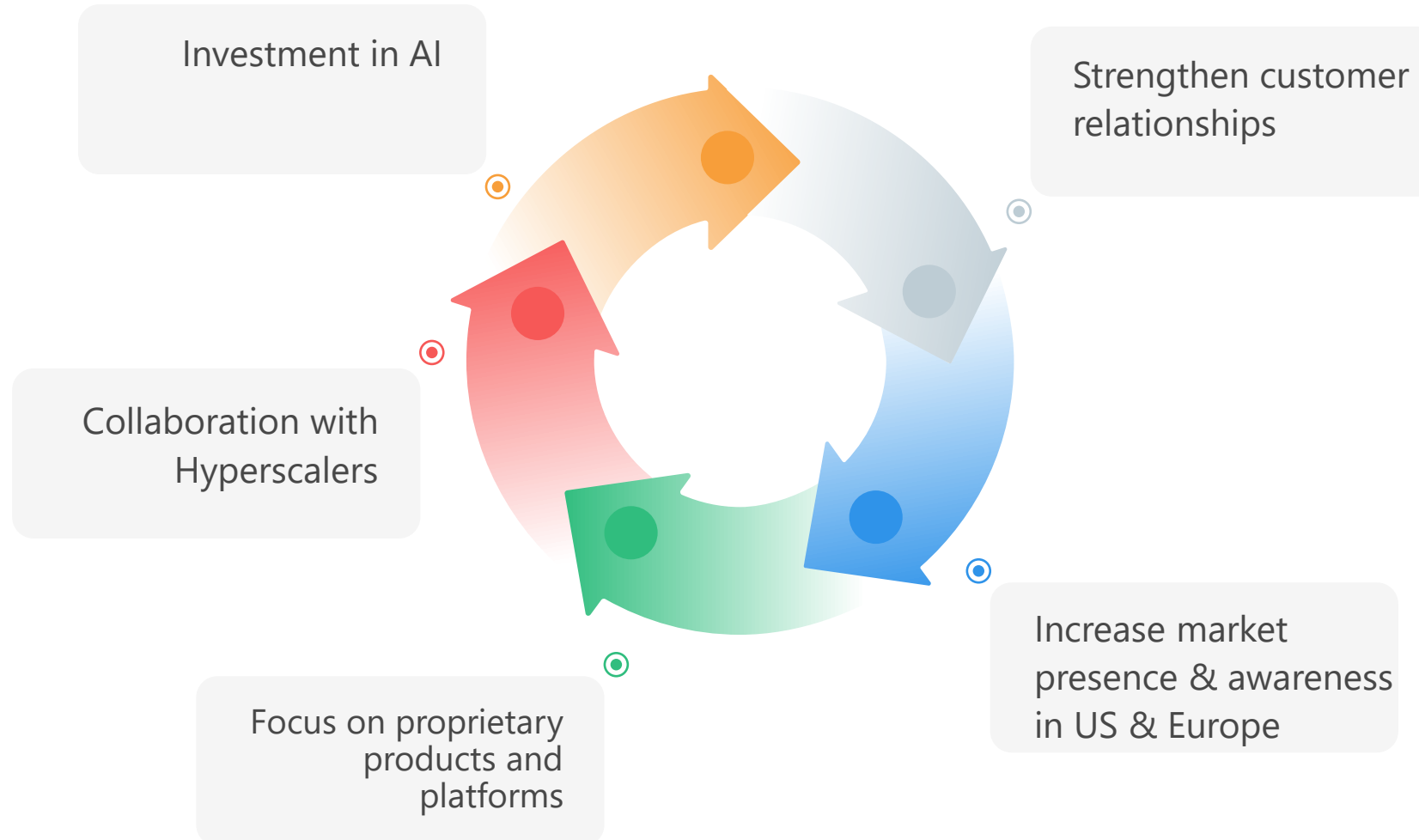
Digital Operations



Digital Experiences



Growth Strategy



Financial Performance

An abstract graphic featuring a large, solid red shape in the bottom left corner that tapers towards the center. To the right, there is a series of vertical orange bars of varying heights, resembling a bar chart, set against a background of white and light orange geometric planes and lines.

DATAMATICS

Consolidated Financial Summary – Q1FY27

Particulars		Q1FY27	Q4FY26	QoQ Growth	Q1FY26	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	513.9	519.3	(1.0%)	467.6	9.9%
	Other Income (INR Crore)	18.2	15.6	16.9%	12.3	47.6%
	Total Income (INR Crore)	532.1	534.8	(0.5%)	479.9	10.9%
Margins (INR Crore)	EBITDA	101.1	110.6	(8.6%)	75.9	33.1%
	EBIT	78.4	88.0	(10.9%)	56.4	39.0%
	PBT before exceptional item	92.0	98.4	(6.5%)	63.9	44.0%
	PBT after exceptional item*	92.0	73.8	24.7%	63.9	44.0%
	PAT (After non-controlling interest)	72.3	44.2	63.6%	50.4	43.5%
Margin (%)	EBITDA Margin (%)	19.7%	21.3%	(163bps)	16.2%	343bps
	EBIT Margin (%)	15.3%	16.9%	(169bps)	12.1%	319bps
	PBT Margin before exceptional item (%)	17.3%	18.4%	(111bps)	13.3%	397bps
	PBT Margin after exceptional item (%)	17.3%	13.8%	350bps	13.3%	397bps
	PAT Margin (%)	13.6%	8.3%	532bps	10.5%	309bps
EPS (INR)	Basic & Diluted EPS (INR)	12.24	7.48	63.5%	8.52	43.5%

*Exceptional items:

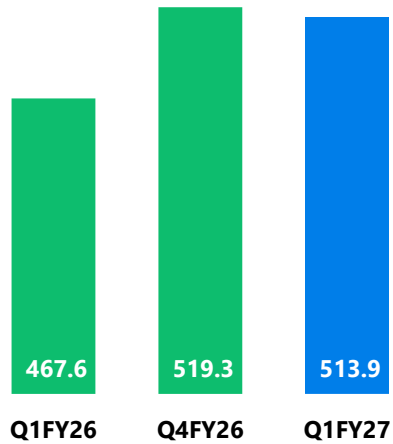
1. One-time exceptional impact arising from the change in Labour Codes was (-) ₹16.23 Cr for Q4FY26. The impact has been taken considering the restructuring being undertaken in alignment with the provisions of the Labour Codes.

2. ₹ 40.85 crore for the Q4FY26 represents the fair value changes of contingent consideration payable towards acquisition of subsidiaries

Consolidated Financial Highlights – Q1FY27

(Figures in INR Crore)

Operating Revenues

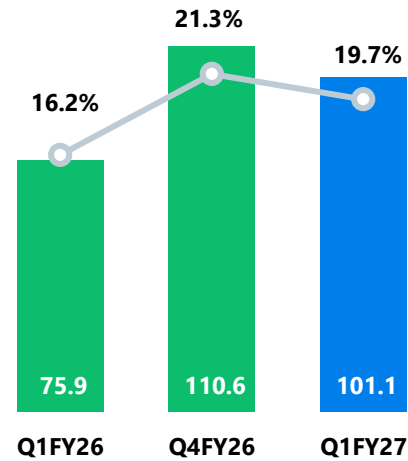


QoQ 1.0%



YoY 9.9%

EBITDA & EBITDA %

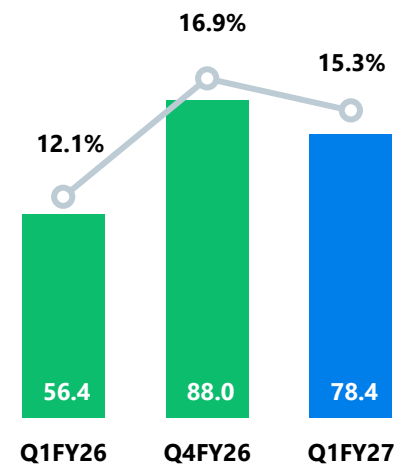


QoQ 8.6%



YoY 33.1%

EBIT & EBIT %

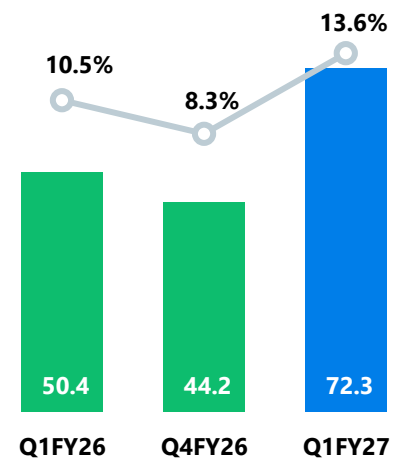


QoQ 10.9%



YoY 39.0%

PAT after NCI & PAT after NCI %



QoQ 63.6%

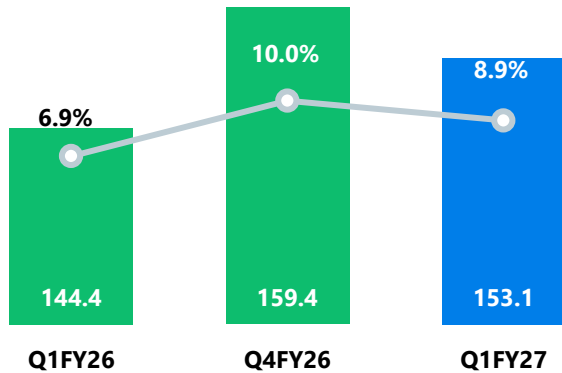


YoY 43.5%

Revenue Segment Analysis – Q1FY27

(Figures in INR Crore)

Digital Technologies Revenue & EBIT Margin (%)

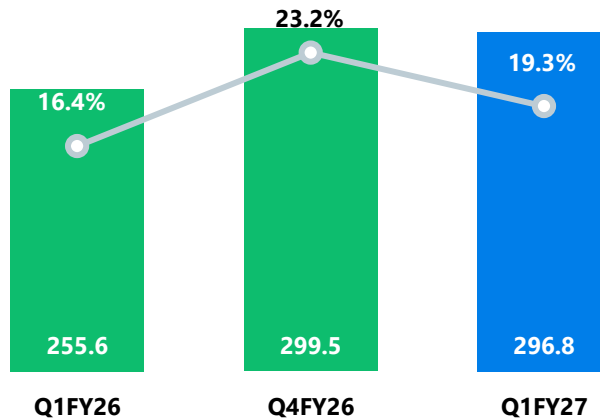


QoQ 3.9%



YoY 6.1%

Digital Operations Revenue & EBIT Margin (%)

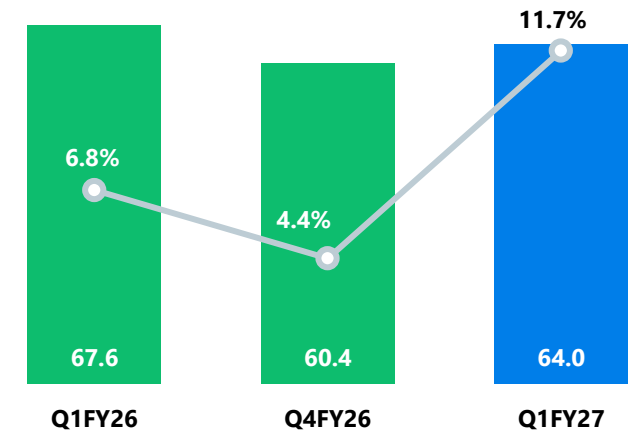


QoQ 0.9%



YoY 16.1%

Digital Experiences Revenue & EBIT Margin (%)



QoQ 6.1%

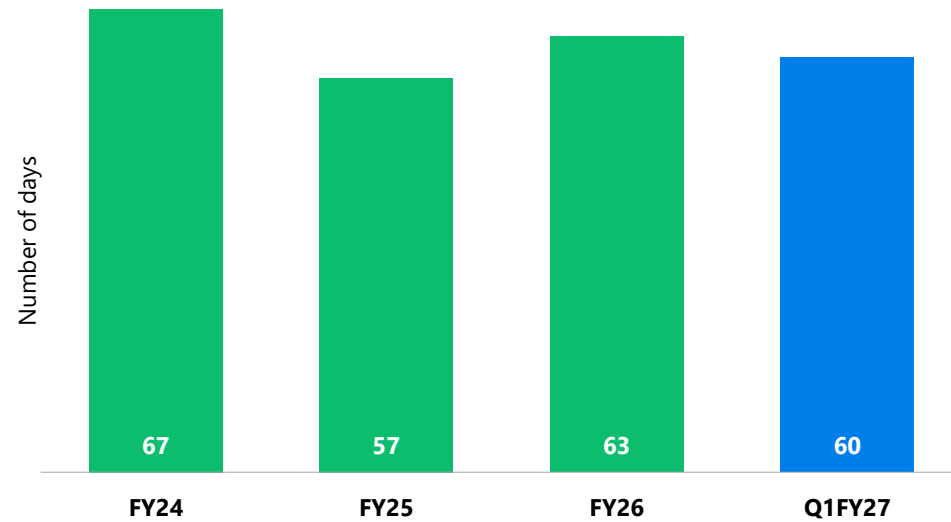


YoY 5.3%

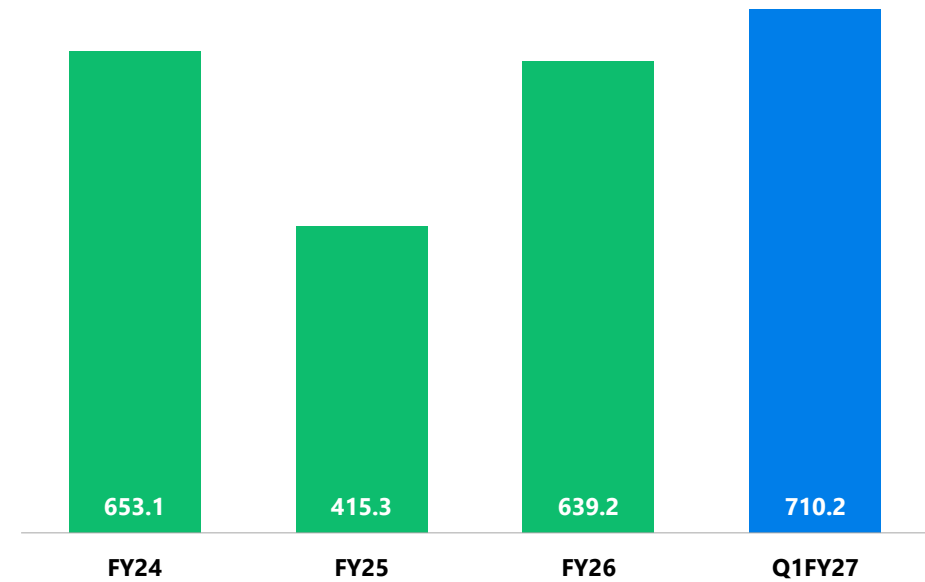
Balance Sheet Metrics – Q1FY27

(Figures in INR Crore)

Days Sales Outstanding (DSO)

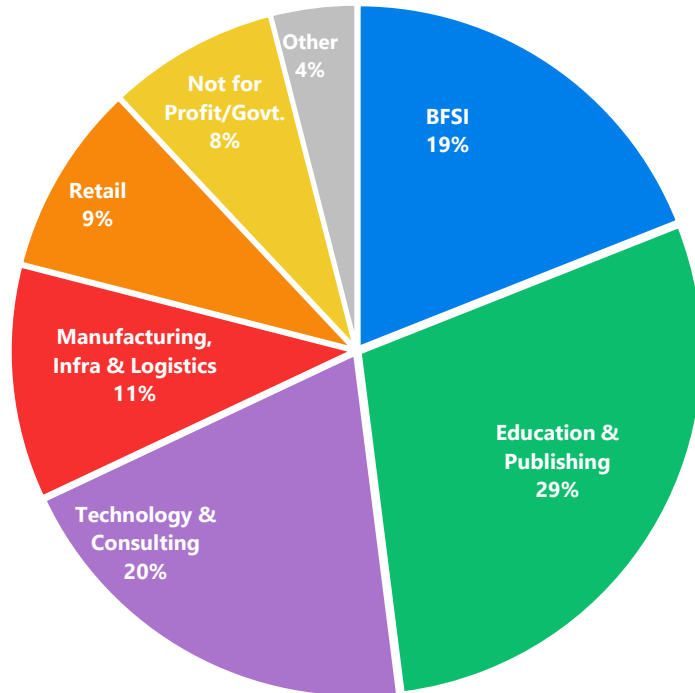


Net Cash & Investments (Net of Debts)

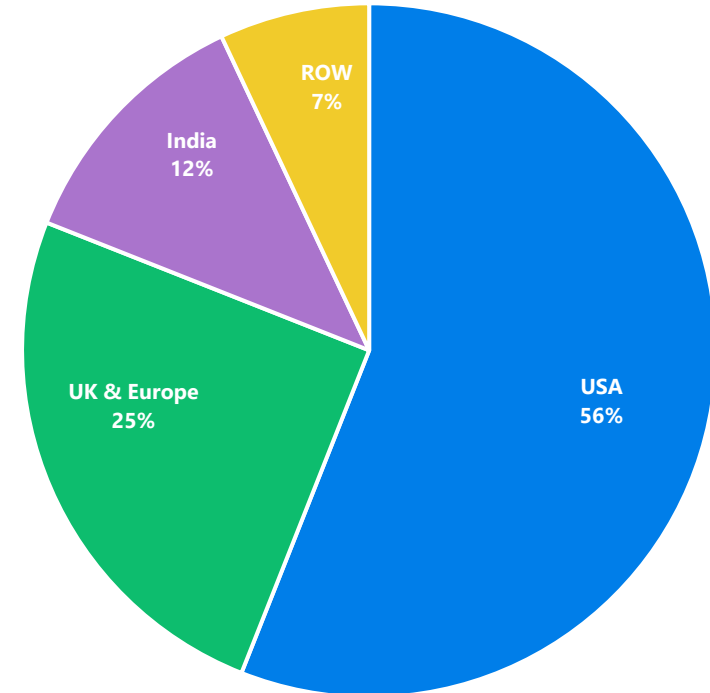


Revenue Segment Analysis – Q1FY27

Revenue by Industry



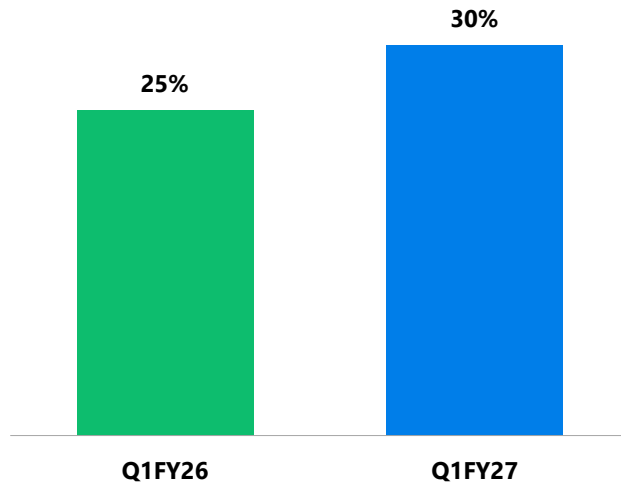
Revenue by Geography



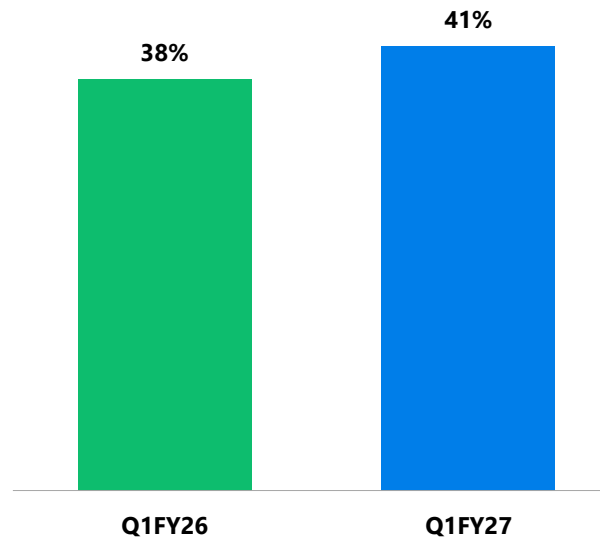
Client Concentration – Q1FY27

Client concentration maintained at a comfortable level

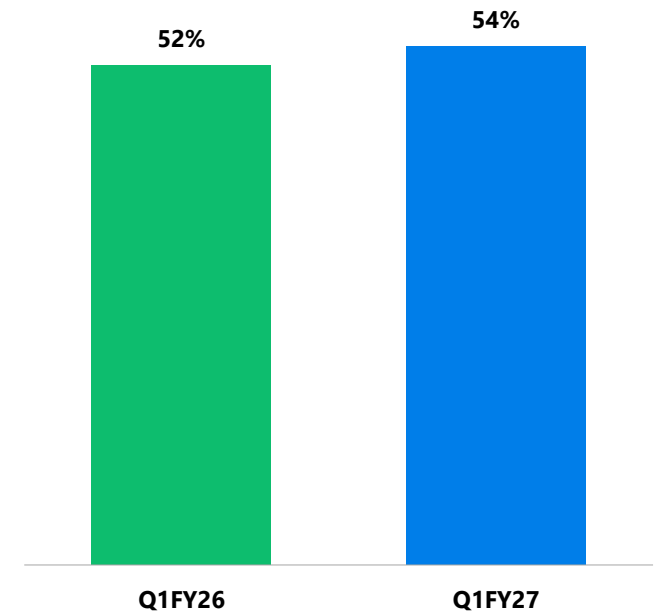
Top 5



Top 10

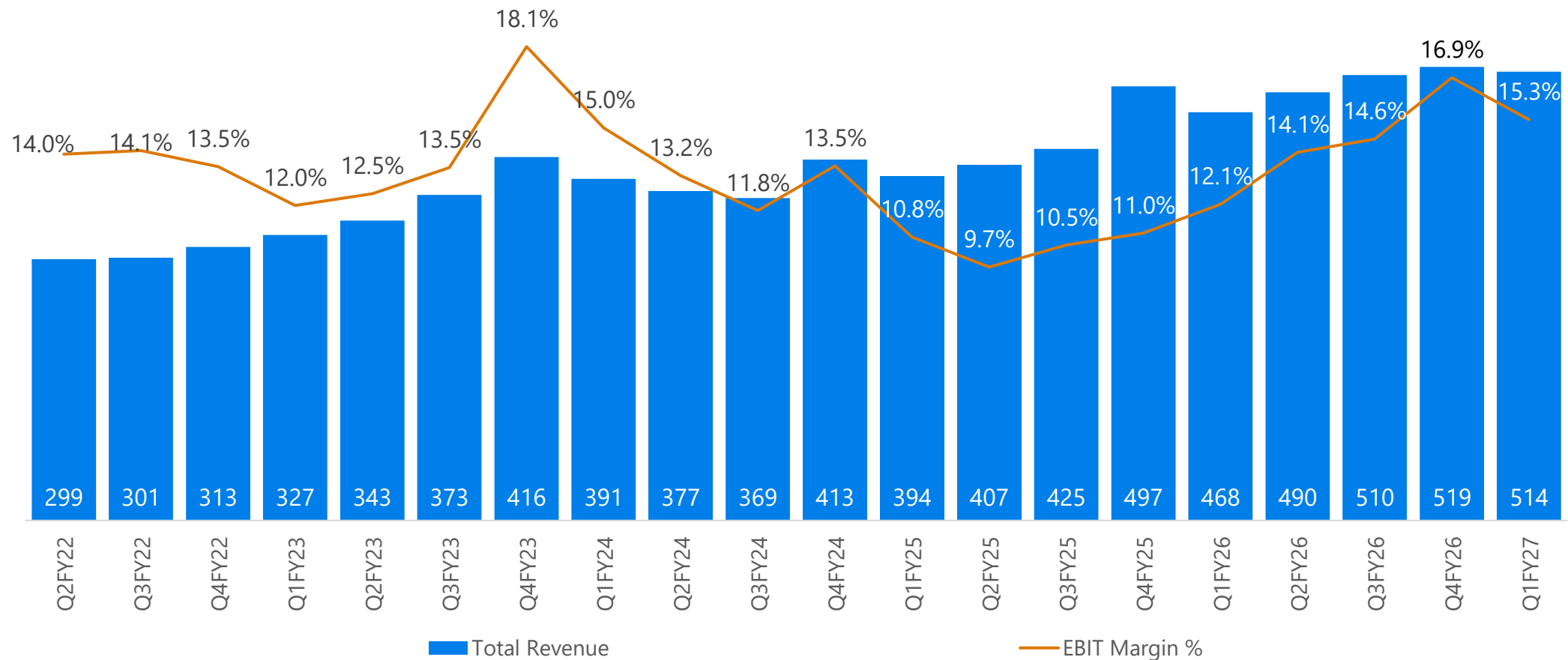


Top 20



Revenue & EBIT Margin Trend

(Figures in INR Crore)



Deal Wins



DATAMATICS

Key Deal Wins – Q1FY27

Client

SBI Life Insurance, one of India's most trusted life insurers

A global engineering solutions provider serving energy, defense, aerospace, and industrial sectors

An American pet wellness and veterinary care provider

A leading American pharmaceutical patient support organization

A renowned UK-based university for excellence in economics, politics, law & public policy

A leading US based consumer products company

About the deal

Selected Datamatics' TruAI Underwriting solution to assist underwriters in handling complex medical underwriting cases with greater speed, consistency and insights

Expanded Datamatics relationship to modernize legacy platforms and enable a future-ready technology landscape through AI-powered application transformation.

Extended Datamatics engagement for an AI-powered voice agent solution to elevate customer experience by delivering natural conversations, reducing response times, and enhancing customer satisfaction.

Selected Datamatics to leverage AI-powered customer support, delivering intelligent, context-aware responses to general inquiries with greater speed, accuracy, and operational efficiency

Selected Datamatics to modernize and manage enterprise applications, delivering secure, scalable, and resilient operations while enhancing business performance and operational efficiency.

Selected Datamatics to modernize legacy applications through a strategic transformation initiative, improving application performance, scalability, and reliability.

Recognition



DATAMATICS

Key Analyst Recognition – Q1FY27



Niche Players

Magic Quadrant for Finance and
Accounting Business Process
Outsourcing

**Recognized among Top 15 Global
Vendors**



Challengers

F&A Banking Process Transformation
2024-2025 RadarView report

**Recognized among Top 15 Global
Vendors**



Innovators

Salesforce Services NEAT assessment

**Recognized among Top 10 Global
Vendors**



Disruptors

Data modernization and AI: The three
horizons of enterprise transformation
maturity assessment 2026.

**Recognized among Top 10 Global
Vendors**



Contenders

AI-Driven ADM Services 2026: Application
Quality Assurance - Europe

**Recognized among Top 15 Global
Vendors**

Thank you!

For Further Queries Contact:

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