

Investor Presentation

Q2FY25

An abstract graphic composed of various red geometric shapes, including rectangles and triangles, some of which are transparent and layered. These shapes are arranged to form a large, upward-pointing arrow-like structure that originates from the bottom left and extends towards the top right. The background is white.

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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Offerings

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**Financial
Performance**

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Deal Wins

05

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 PAT Growth

Q2FY25 Revenue INR **407** Crore
7.8% revenue CAGR and **13%** PAT
CAGR for the last decade



Healthy Financials

Net Cash and Investments
INR **615** Crore



AI-powered IP

TruCap+, TruBot, FINATO,
TruBI, TruAI



Clientele

300+ Significant Customers
Worldwide
Added **12** new clients in Q2FY25



Employee Attrition

8.28% (Half Year)



Leadership Team



RAHUL L. KANODIA
VICE CHAIRMAN
& CHIEF EXECUTIVE
OFFICER



SAMEER L. KANODIA
DIRECTOR
& MANAGING DIRECTOR &
CHIEF EXECUTIVE OFFICER
OF LUMINA DATAMATICS



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



SANDEEP ARORA
PRESIDENT & GLOBAL HEAD
- DIGITAL EXPERIENCES



SHASHI BHARGAVA
EXECUTIVE VICE PRESIDENT
& HEAD INTELLIGENT
AUTOMATION PRODUCTS



ANKUSH AKAR
SENIOR VICE PRESIDENT
& CHIEF FINANCE OFFICER



DIVYA KUMAT
EXECUTIVE VICE PRESIDENT,
CHIEF LEGAL OFFICER &
COMPANY SECRETARY



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

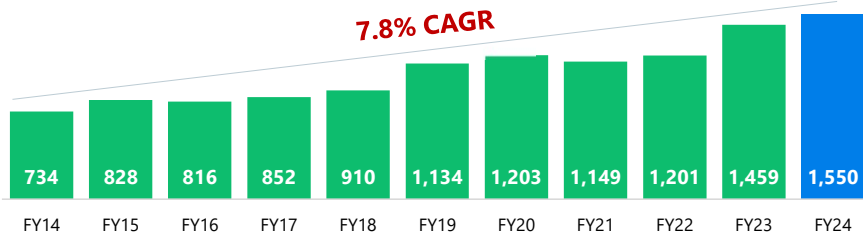


SANJEET BANERJI
EXECUTIVE VICE PRESIDENT
& HEAD - ARTIFICIAL
INTELLIGENCE & COGNITIVE
SCIENCES

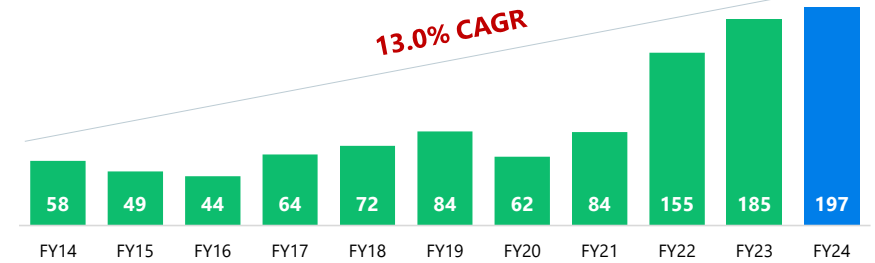
Our Growth Performance

(Figures in INR Crore)

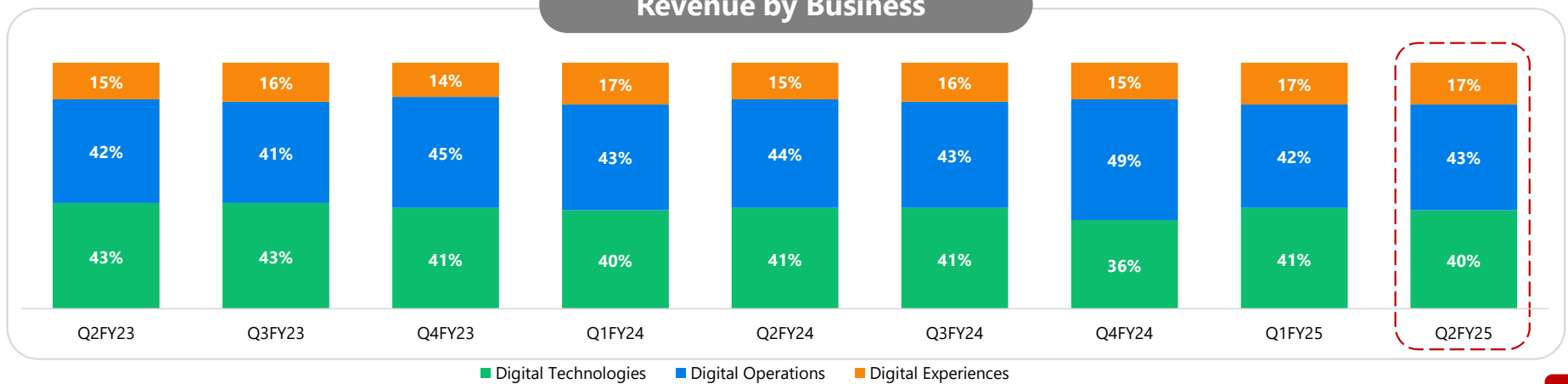
Consolidated Revenue



Consolidated PAT



Revenue by Business



Offerings

DATAMATICS

Deep in Digital

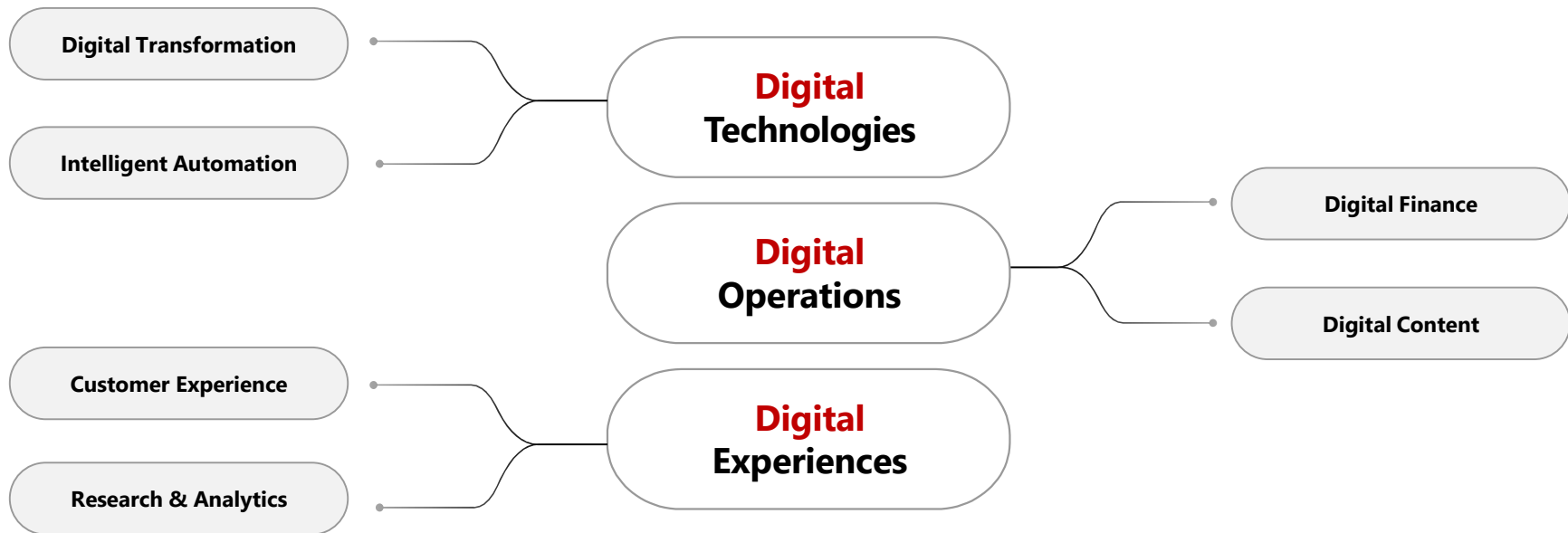


Artificial Intelligence

| Data

| Automation

| Cloud



TruBot

TruCap⁺

TruAI

TruBI

FINATO



Navigating the Ocean of AI

AI Services

- AI Strategy & Consulting
- Data Management
- AI Solution Development & Integration
- Generative AI
- Model Development
- MS Copilot Integration & Development

AI Solutions

- Financial Statement Analysis (TruAI)
- Fraud Analytics
- Contract Management
- Credit Risk Analysis (TruAI)
- Video & Image Analytics
- Sentiment Analysis
- 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)

- Delivered 40+ AI projects
- Processing 15M+ balance sheet pages annually
- Small language model & copilot developed in collaboration with Microsoft and Google.
- Partner On-boarding Copilot App featured by Microsoft among the top copilots
- 30+ 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, Salesforce, and AWS 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. Datamatics is 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**

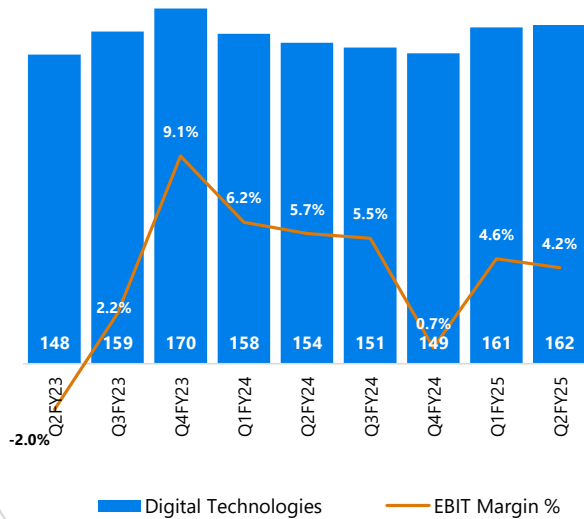
"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed the transition process. We look forward to many shared successes in the future."

Mark Lowery
**Managing Partner,
AccessFares**

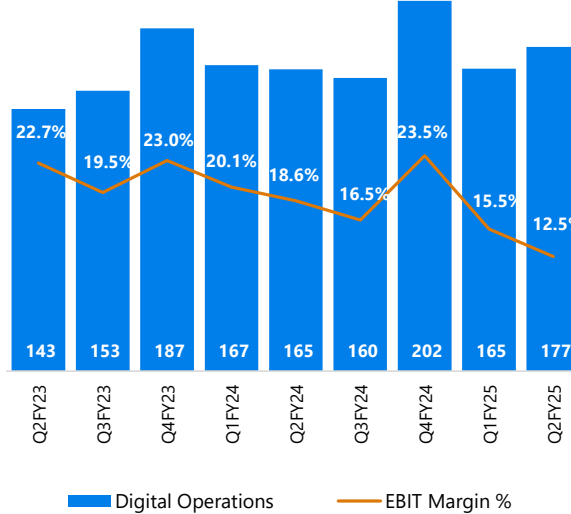


Business Segment Revenue Trend (Figures in INR Crore)

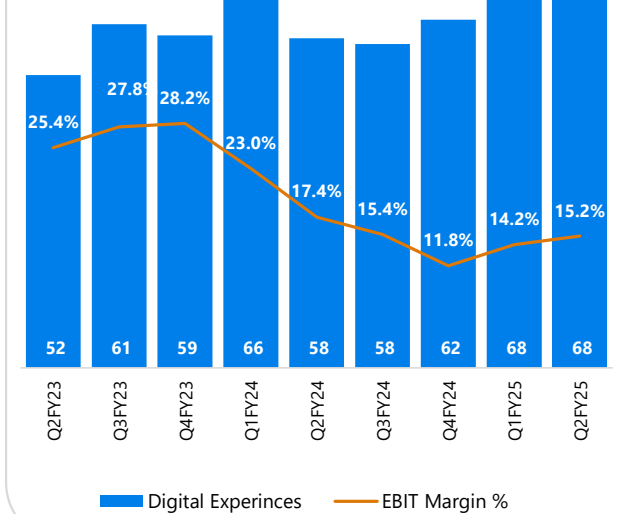
Digital Technologies








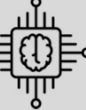
Digital Operations



Digital Experiences



Growth Strategy

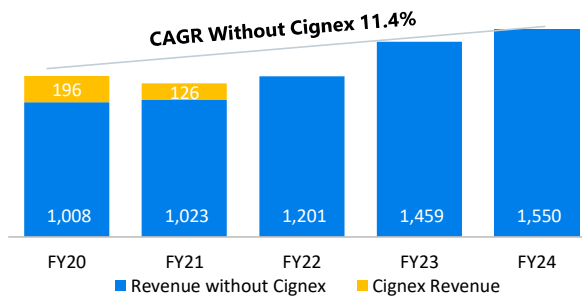
	Strengthen customer relationships	Strengthen Management team	
	Increase market presence and awareness in US and Europe	Collaboration with Hyperscalers	
	Focus on proprietary products and platforms	Investment in AI based services	

Financial Performance

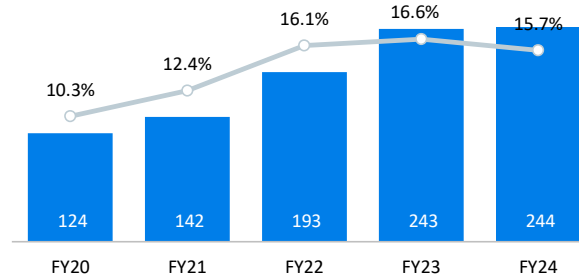
DATAMATICS

Key Performance Indicators (Figures in INR Crore)

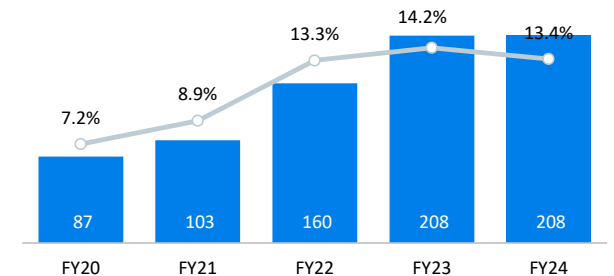
Revenues



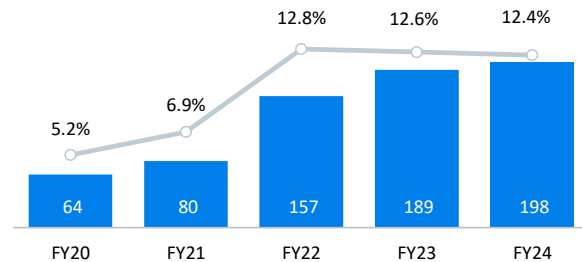
EBITDA & Margins (%)



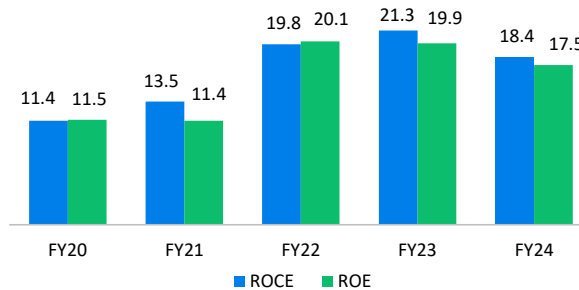
EBIT & Margins %



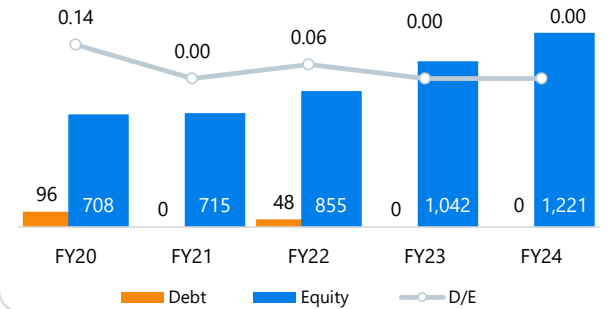
PAT after NCI & PAT after NCI %



ROE & ROCE



Debt / Equity



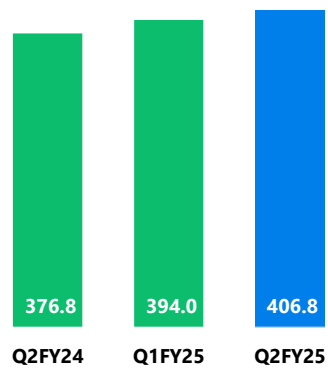
Consolidated Financial Summary – Q2FY25

Particulars		Q2FY25	Q1FY25	QoQ Growth	Q2FY24	YoY Growth	H1FY25	H1FY24	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	406.8	394.0	3.2%	376.8	8.0%	800.7	767.9	4.3%
	Other Income (INR Crore)	13.8	13.9	(0.6%)	9.4	46.1%	27.6	18.6	48.7%
	Total Income (INR Crore)	420.5	407.8	3.1%	386.2	8.9%	828.4	786.5	5.3%
Margins (INR Crore)	EBITDA	48.8	51.4	(5.1%)	58.9	(17.2%)	100.2	126.7	(20.9%)
	EBIT	39.3	42.6	(7.7%)	49.6	(20.7%)	81.9	108.2	(24.3%)
	PBT before exceptional item	52.7	56.1	(6.0%)	58.5	(10.0%)	108.8	125.8	(13.5%)
	PBT after exceptional item	52.7	53.0	(0.5%)	58.5	(10.0%)	105.7	125.8	(16.0%)
	PAT (After non-controlling interest)	42.4	43.5	(2.6%)	49.3	(14.0%)	85.9	104.4	(17.7%)
Margin (%)	EBITDA Margin (%)	12.0%	13.0%	(106Bps)	15.6%	(365Bps)	12.5%	16.5%	(399Bps)
	EBIT Margin (%)	9.7%	10.8%	(114Bps)	13.2%	(349Bps)	10.2%	14.1%	(386Bps)
	PBT Margin before exceptional item (%)	12.5%	13.7%	(121Bps)	15.2%	(262Bps)	13.1%	16.0%	(286Bps)
	PBT Margin after exceptional item (%)	12.5%	13.0%	(45Bps)	15.2%	(262Bps)	12.8%	16.0%	(324Bps)
	PAT Margin (%)	10.1%	10.7%	(59Bps)	12.8%	(268Bps)	10.4%	13.3%	(291Bps)
EPS (INR)	Basic & Diluted EPS (INR)	7.18	7.37	(2.7%)	8.35	(14.1%)	14.54	17.71	(17.9%)

Consolidated Financial Highlights – Q2FY25

(Figures in INR Crore)

Operating Revenues

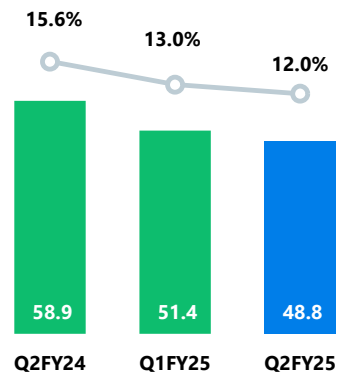


QoQ 3.2%



YoY 8.0%

EBITDA & EBITDA %

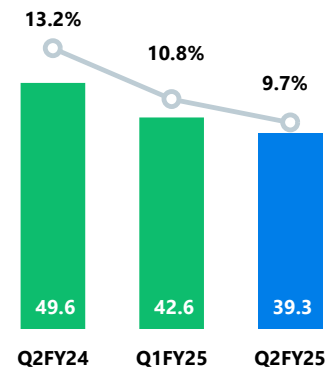


QoQ 5.1%



YoY 17.2%

EBIT & EBIT %

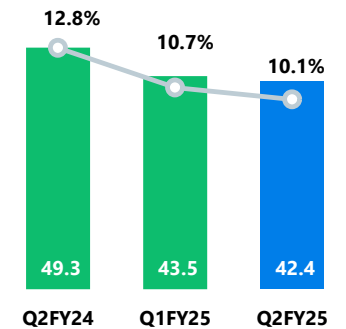


QoQ 7.7%



YoY 20.7%

PAT after NCI & PAT after NCI %



QoQ 2.6%

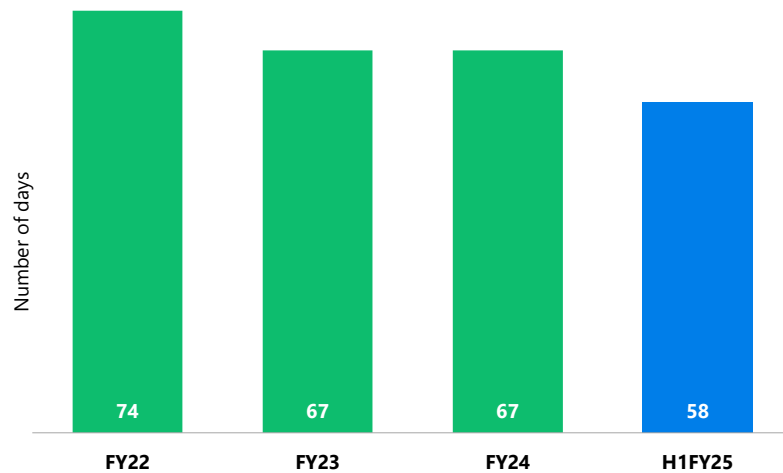


YoY 14.0%

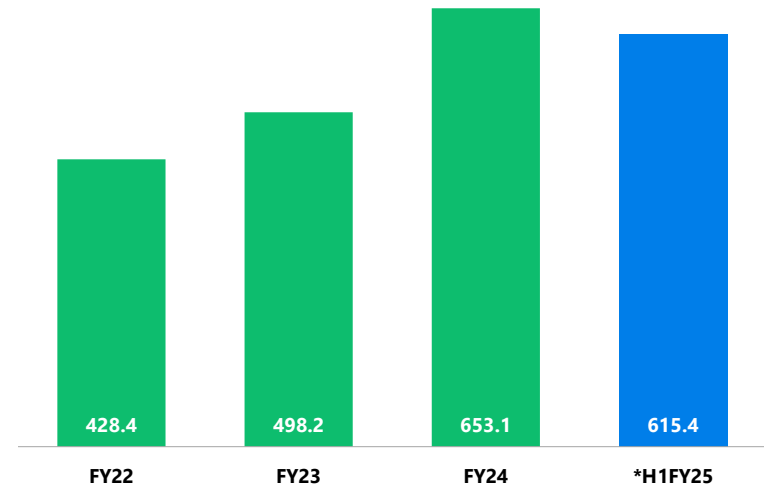
Balance Sheet Metrics – Q2FY25

(Figures in INR Crore)

Days Sales Outstanding (DSO)



Net Cash & Investments

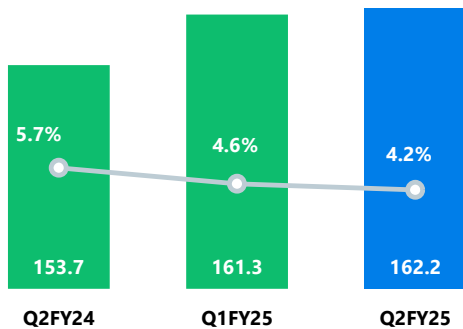


*The company paid INR 113 Cr. towards the acquisition of Dextara Digital Pvt Ltd in April 2024.

Revenue Segment Analysis – Q2FY25

(Figures in INR Crore)

Digital Technologies Revenue & EBIT Margin (%)

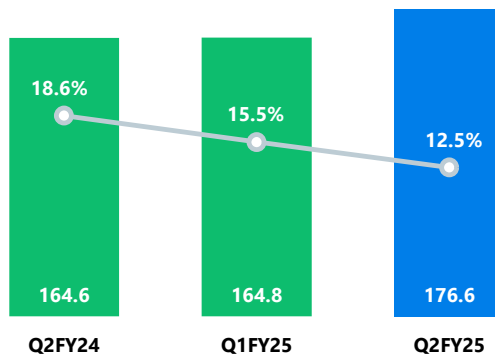


QoQ 0.5%



YoY 5.5%

Digital Operations Revenue & EBIT Margin (%)

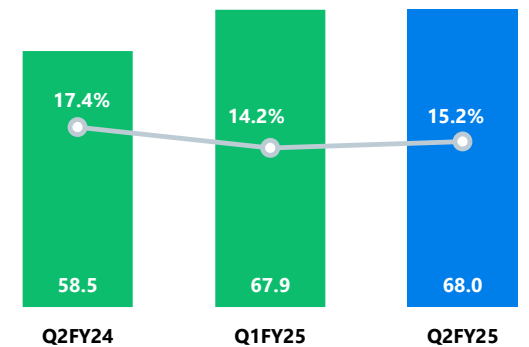


QoQ 7.1%



YoY 7.3%

Digital Experiences Revenue & EBIT Margin (%)



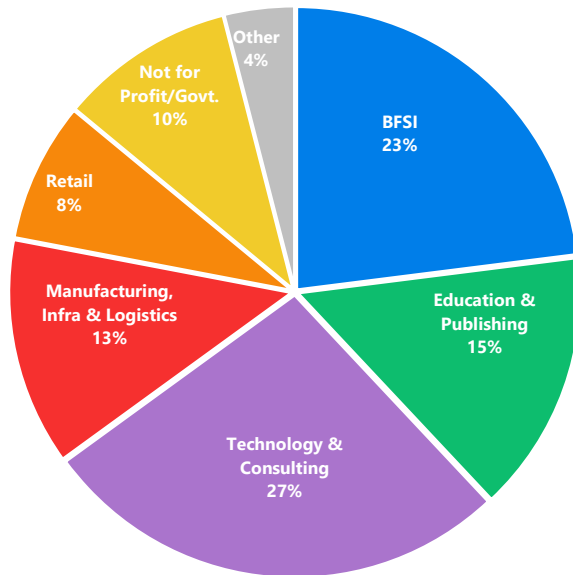
QoQ 0.2%



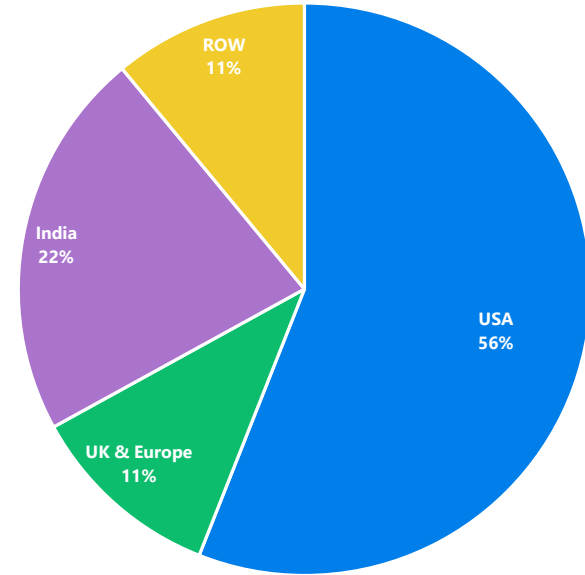
YoY 16.2%

Revenue Segment Analysis – Q2FY25

Revenue by Industry



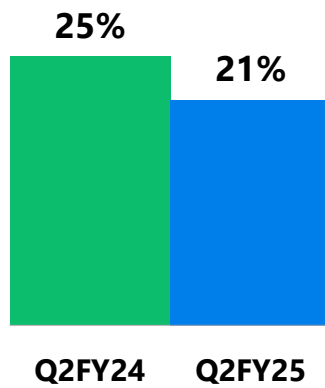
Revenue by Geography



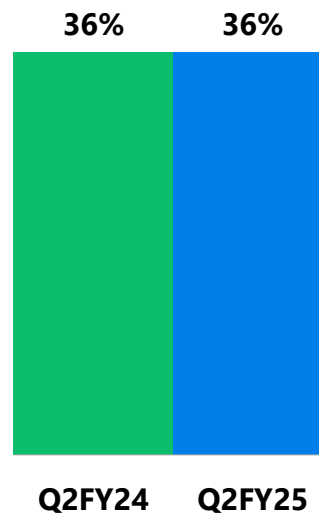
Client Concentration – Q2FY25

Client concentration maintained at a comfortable level

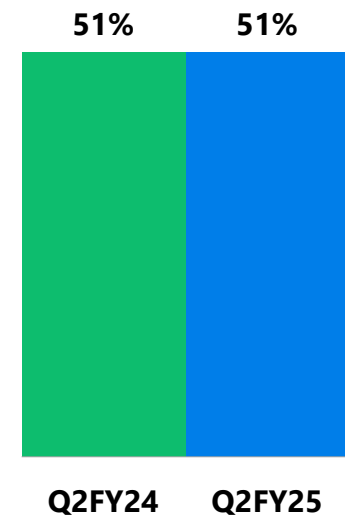
Top 5



Top 10



Top 20



Deal Wins

A hand holding a glowing digital device, possibly a smartphone or tablet, with various data visualizations and network patterns overlaid on the screen. The background is dark with blue and orange light effects, suggesting a high-tech or digital environment.

DATAMATICS

Key Deal Wins – Q2FY25

Client

A global logistics leader handling cargo movements in over 180 countries to digitize its finance operations

Datamatics will implement FINATO to centralize operations across 50+ countries through the finance digital transformation enabling end-to-end automation of the CFO back-office

A leading health tech solutions company to modernize its application stack to future-proof its systems

Datamatics will modernize application stack and ensure cloud adaptability for efficient data management. This will improve the customer experience in the health claim management and also make the application stack scalable and future-ready

One of the big 3 credit rating agencies to leverage AI for credit rating analysis

Datamatics selected to for financial reports processing and credit rating analysis by leveraging AI.

A new-age European bank to automate banking operations

Datamatics selected to digitize and automate critical banking processes to improve operational efficiency and customer experience.

A banking giant in middle east to modernize the reporting for core banking systems

Datamatics to modernize the reporting of the core banking processes for actionable intelligence, efficient data management, and enhanced customer experience

About the deal

Recognition



DATAMATICS

Key Analyst Recognition – Q2FY25



Major Contender

Finance and Accounting Outsourcing (FAO)
PEAK Matrix® Assessment 2024

Recognized among Top 10 Global Vendors



Major Player

IDC MarketScape Worldwide Enterprise
Analytics and AI Business Process Services for
Finance and Accounting, 2024

Recognized among Top 10 Global Vendors



Product Challengers

ISG Provider Lens™ study 'Contact Center -
Customer Experience Services 2024'

Recognized among Top 10 Global Vendors



Major Player

IDC MarketScape Worldwide Enterprise
Analytics and AI Business Process Services for
Procurement Vendor Assessment

Recognized among Top 20 Global Vendors



Challengers

Avasant Salesforce Service 2024 Radarview
Assessment

Recognized among Top 15 Global Vendors



Star Performers- Major Contender

Customer Experience Management (CXM)
Services Peak Matrix, 2024

Recognized among Top 10 Global Vendors



Challengers

Insurance Business Process Transformation
2024 RadarView™

Recognized among Top 15 Global Vendors



Major Contender

Application Management Services for Mid-
market Enterprises PEAK Matrix® Assessment
2024

Recognized among Top 10 Global Vendors



Leaders

SPARK Matrix: Intelligent Document
Processing Q3, 2024

Recognized among Top 5 Global Vendors

*Datamatics Market Rank as per understanding of the Analyst Report

Thank you!

For Further Queries Contact:

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✉ asha.gupta@in.ey.com

DATAMATICS