

Investor Presentation

Q4FY25

An abstract graphic on the right side of the slide. It features a large, solid red shape that tapers from the bottom left towards the top right. To the right of this shape is a complex, multi-layered structure of translucent red and orange rectangular blocks and planes, creating a sense of depth and architectural complexity. The overall color palette is dominated by reds and oranges.

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

DATAMATICS

FY25 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

Revenue INR **1,723** Crore
7.6% revenue CAGR and **16.8%** PAT
After NCI CAGR for the last decade



Healthy Financials

Net Cash and Investments
INR **415** Crore



AI-powered IP

TruCap+, TruBot, FINATO,
TruBI, TruAI



Clientele

300+ Significant Customers
Worldwide
Added **7** new clients in Q4FY25



Employee Attrition

16.4%

The Board of Directors has recommended final dividend of ₹ 5/- per share (i.e. 100%) of the face value of ₹ 5/- each for the year ended in March 2025.



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
PRESIDENT, CHIEF LEGAL
OFFICER & COMPANY
SECRETARY



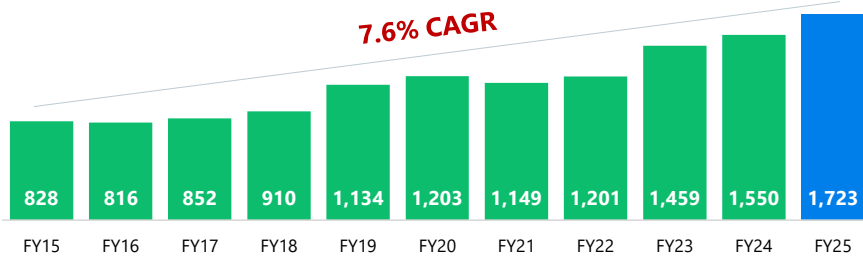
DR. RIMA CHOWDHURY
PRESIDENT, CHIEF HUMAN
RESOURCES OFFICER & CSR
LEADER



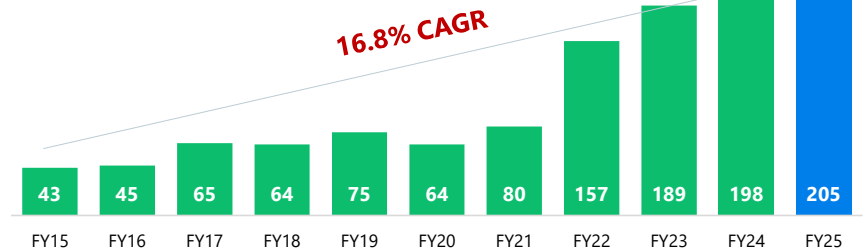
SANJEET BANERJI
EXECUTIVE VICE PRESIDENT
& HEAD - ARTIFICIAL
INTELLIGENCE & COGNITIVE
SCIENCES

Our Growth Performance (Figures in INR Crore)

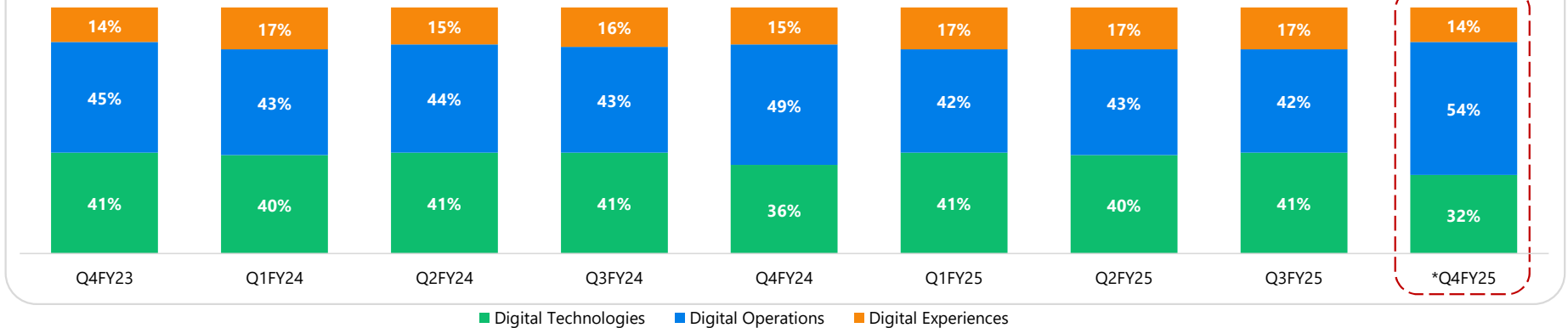
Consolidated Revenue



Consolidated PAT (After NCI)



Revenue by Business



*Note: Revenue from Digital Operations includes full quarter revenue of TNQ Tech Private Limited acquired on 31st December 2024.

Offerings

DATAMATICS

Deep in Digital

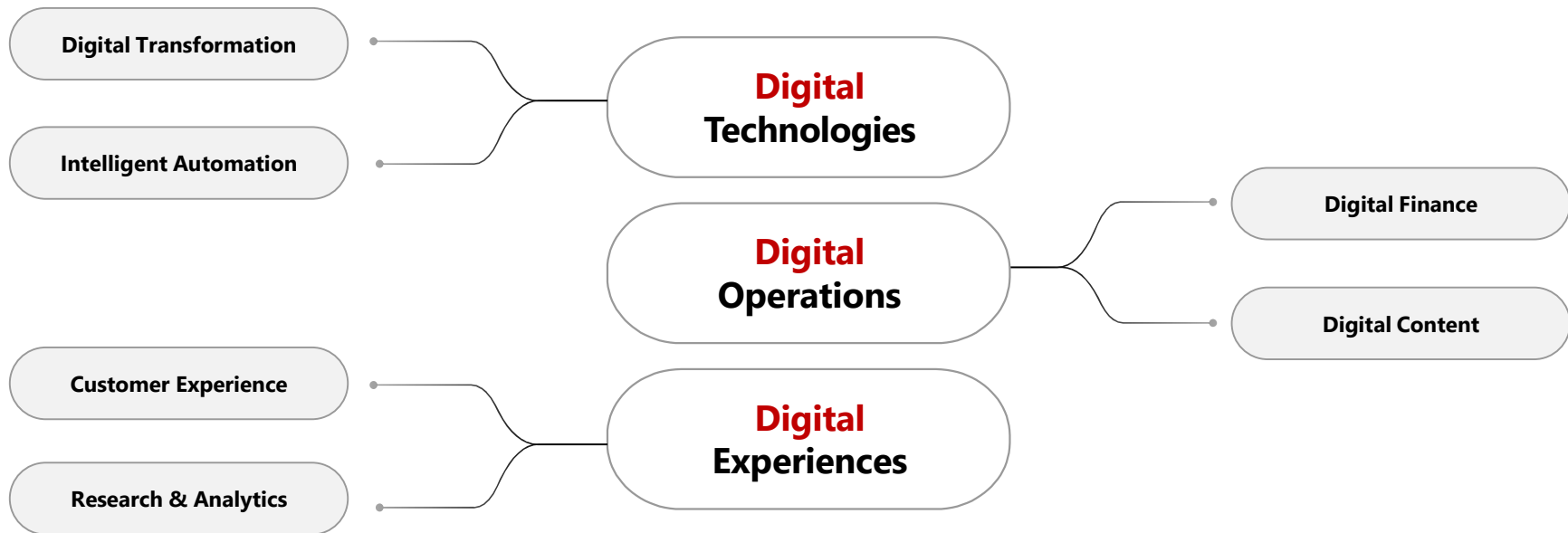


Artificial Intelligence

| 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**

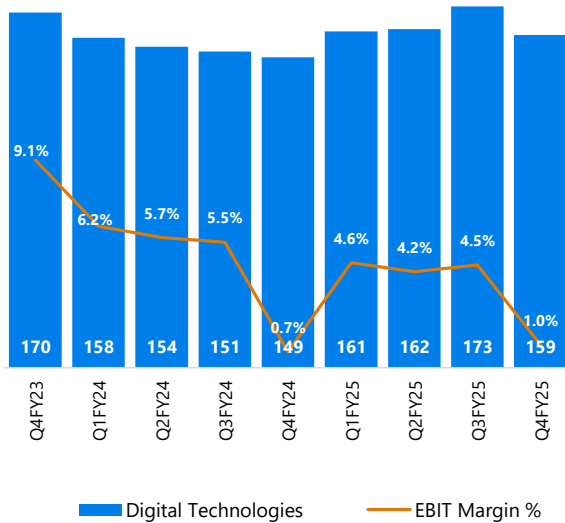
"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed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

Mark Lowery
**Managing Partner,
AccessFares**

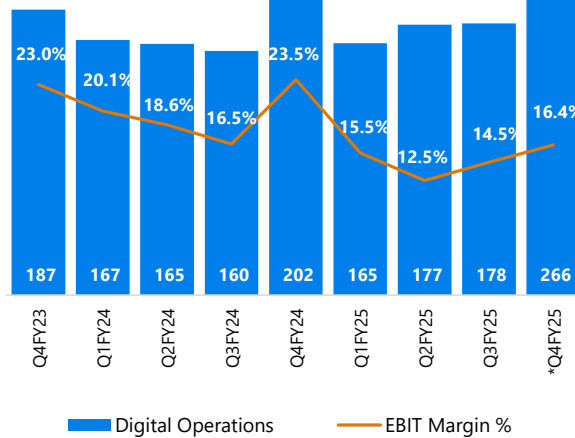


Business Segment Revenue Trend (Figures in INR Crore)

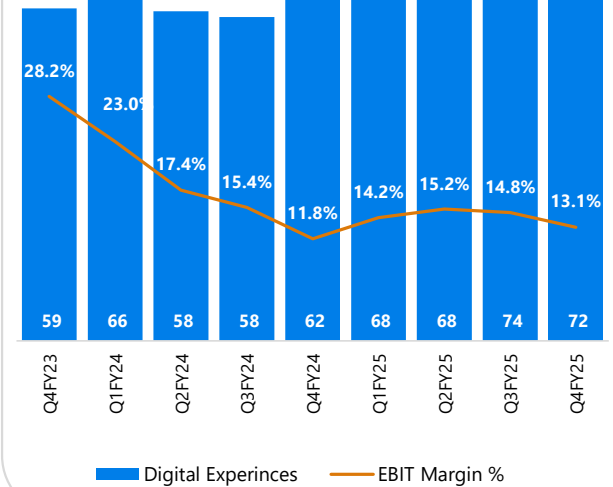
Digital Technologies



Digital Operations









Digital Experiences



*Note: Revenue from Digital Operations includes full quarter revenue of TNQ Tech Private Limited acquired on 31st December 2024.

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

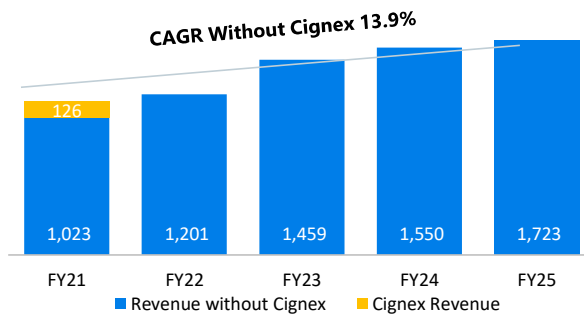
An abstract graphic featuring a thick red diagonal band that runs from the bottom left towards the center. To the right of this band, there is a 3D bar chart with several vertical bars of varying heights, rendered in a translucent orange-red color. The background is a light, neutral tone.

DATAMATICS

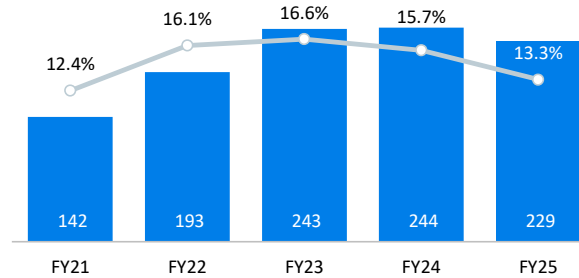
Key Performance Indicators

(Figures in INR Crore)

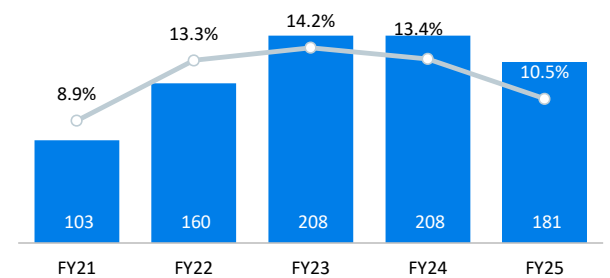
Revenues



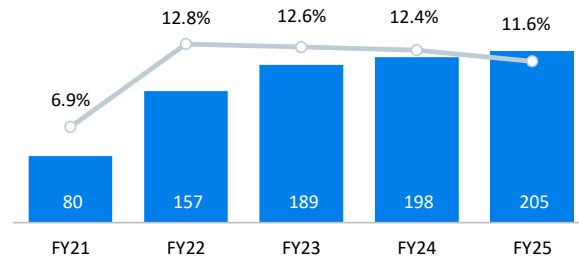
EBITDA & Margins (%)



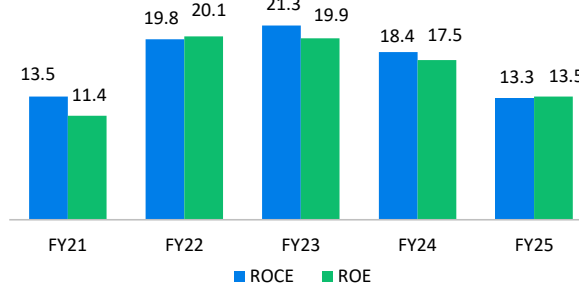
EBIT & Margins %



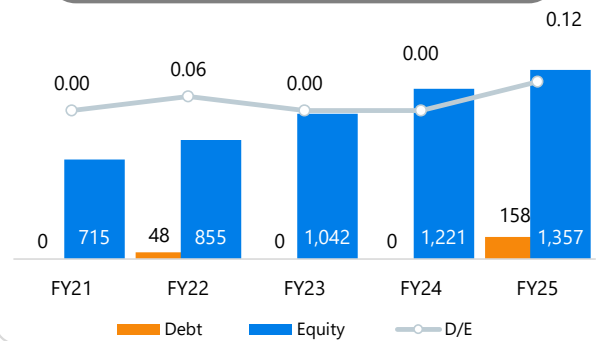
PAT after NCI & PAT after NCI %



ROE & ROCE



Debt / Equity



Consolidated Financial Summary – Q4FY25

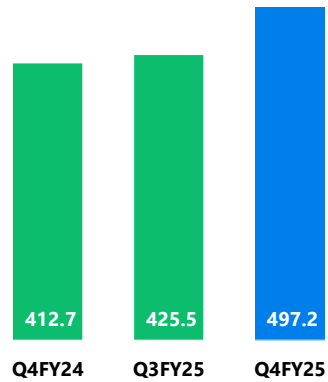
Particulars		Q4FY25	Q3FY25	QoQ Growth	Q4FY24	YoY Growth	FY25	FY24	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	497.2	425.5	16.8%	412.7	20.5%	1723.4	1,549.9	11.2%
	Other Income (INR Crore)	8.1	10.7	-23.8%	15.9	-48.7%	46.4	45.1	3.0%
	Total Income (INR Crore)	505.3	436.2	15.9%	428.6	17.9%	1,769.8	1,595.0	11.0%
Margins (INR Crore)	EBITDA	74.5	54.6	36.6%	64.7	15.3%	229.3	244.0	(6.0%)
	EBIT	54.5	44.7	21.9%	55.9	(2.3%)	181.2	207.7	(12.8%)
	PBT before exceptional item	55.7	53.3	4.5%	71.3	(21.9%)	217.7	250.8	(13.2%)
	PBT after exceptional item	55.5	88.1	(37.0%)	71.3	(22.1%)	249.3	250.8	(0.6%)
	PAT (After non-controlling interest)	44.9	74.3	(39.6%)	52.5	(14.6%)	205.0	198.2	3.4%
Margin (%)	EBITDA Margin (%)	15.0%	12.8%	217Bps	15.7%	(67Bps)	13.3%	15.7%	(244Bps)
	EBIT Margin (%)	11.0%	10.5%	46Bps	13.5%	(256Bps)	10.5%	13.4%	(289Bps)
	PBT Margin before exceptional item (%)	11.0%	12.2%	(120Bps)	16.6%	(561Bps)	12.3%	15.7%	(342Bps)
	PBT Margin after exceptional item (%)	11.0%	20.2%	(922Bps)	16.6%	(564Bps)	14.1%	15.7%	(164Bps)
	PAT Margin (%)	8.9%	17.0%	(816Bps)	12.3%	(338Bps)	11.6%	12.4%	(84Bps)
EPS (INR)	Basic & Diluted EPS (INR)	7.60	12.58	(39.6%)	8.90	(14.7%)	34.71	33.60	3.3%

*Note: The exceptional item represents exchange gain arising from buy back of equity share capital held in overseas subsidiary and expenses incurred on acquisition of subsidiaries.

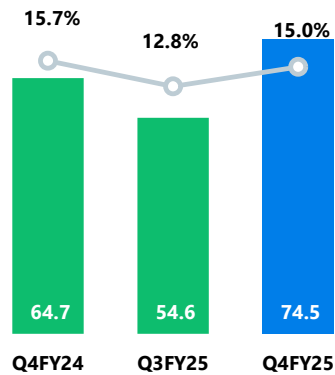
Consolidated Financial Highlights – Q4FY25

(Figures in INR Crore)

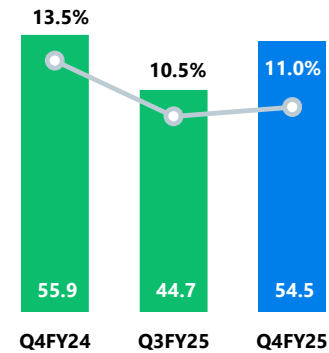
Operating Revenues



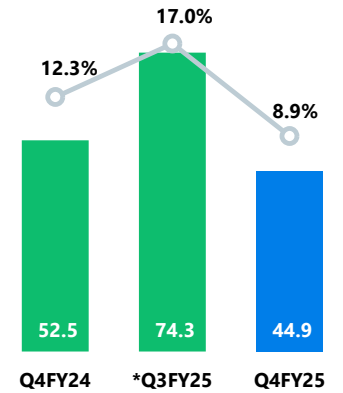
EBITDA & EBITDA %



EBIT & EBIT %



PAT after NCI & PAT after NCI %



QoQ 16.8%



YoY 20.5%



QoQ 36.6%



YoY 15.3%



QoQ 21.9%



YoY 2.3%



QoQ 39.6%



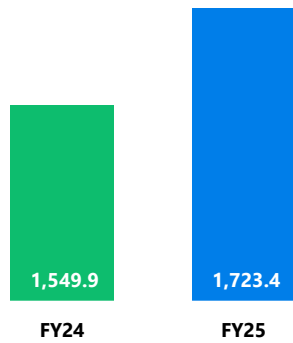
YoY 14.6%

*Note: PAT after NCI includes exceptional items on account of exchange gains arising from the buy-back of equity share capital held in overseas subsidiary and expenses incurred on the acquisition of subsidiary.

Consolidated Financial Highlights – FY25

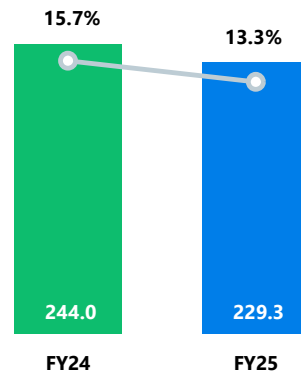
(Figures in INR Crore)

Operating Revenues



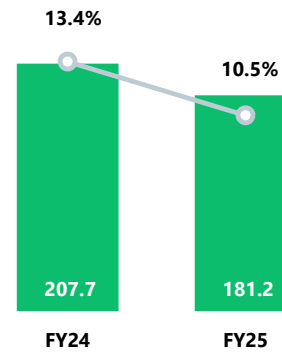
YoY 11.2%

EBITDA & EBITDA %



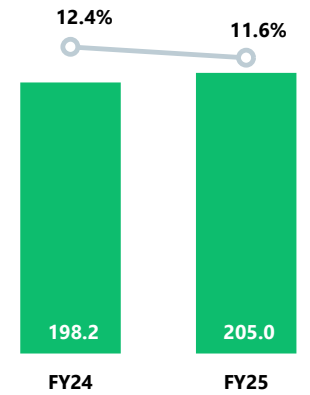
YoY 6.0%

EBIT & EBIT %



YoY 12.8%

PAT after NCI & PAT after NCI %

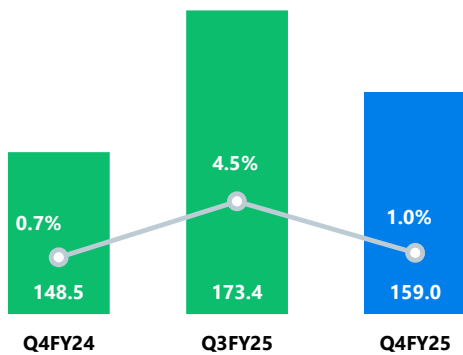


YoY 3.4%

Revenue Segment Analysis – Q4FY25

(Figures in INR Crore)

Digital Technologies Revenue & EBIT Margin (%)

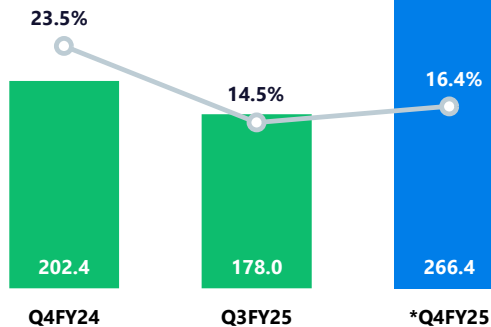


QoQ 8.3%



YoY 7.1%

Digital Operations Revenue & EBIT Margin (%)

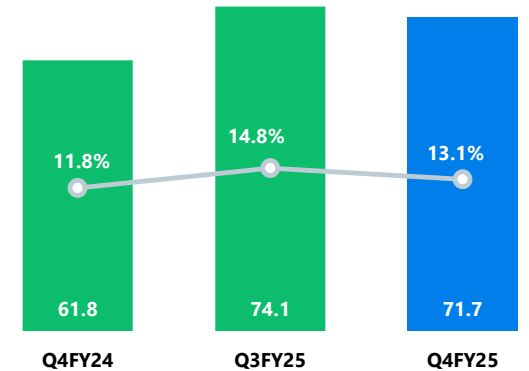


QoQ 49.7%



YoY 31.6%

Digital Experiences Revenue & EBIT Margin (%)



QoQ 3.3%



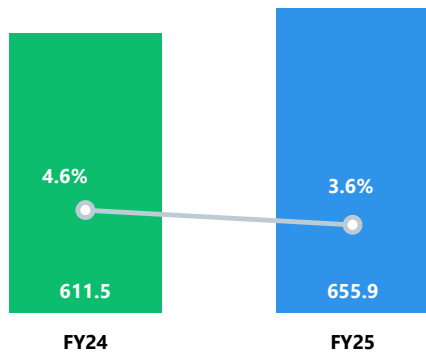
YoY 16.1%

*Note: Revenue from Digital Operations includes full quarter revenue of TNQ Tech Private Limited acquired on 31st December 2024.

Revenue Segment Analysis – FY25

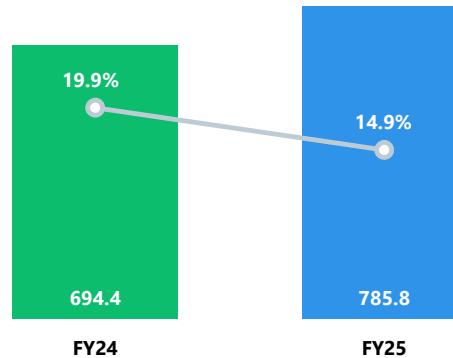
(Figures in INR Crore)

Digital Technologies Revenue & EBIT Margin (%)



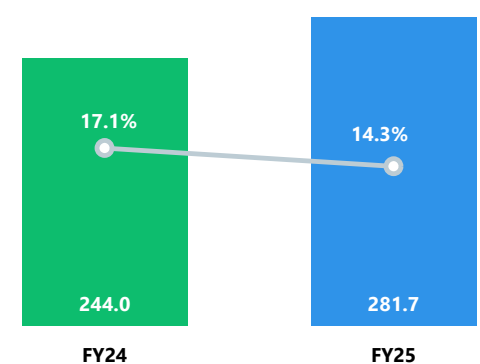
▲ YoY 7.3%

Digital Operations Revenue & EBIT Margin (%)



▲ YoY 13.2%

Digital Experiences Revenue & EBIT Margin (%)

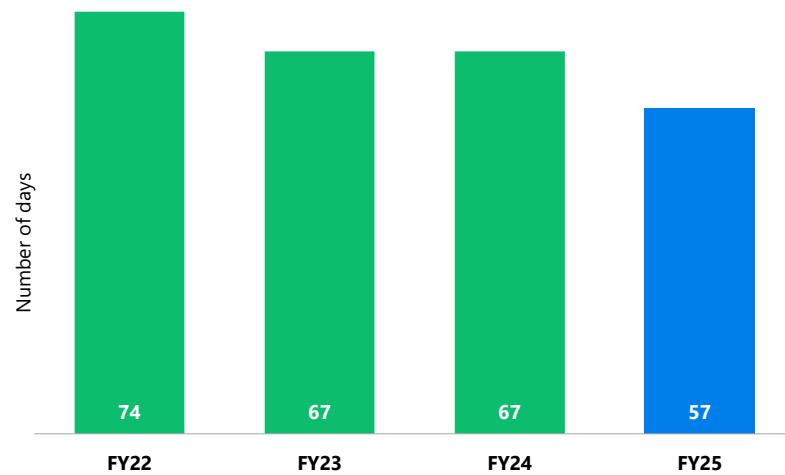


▲ YoY 15.4%

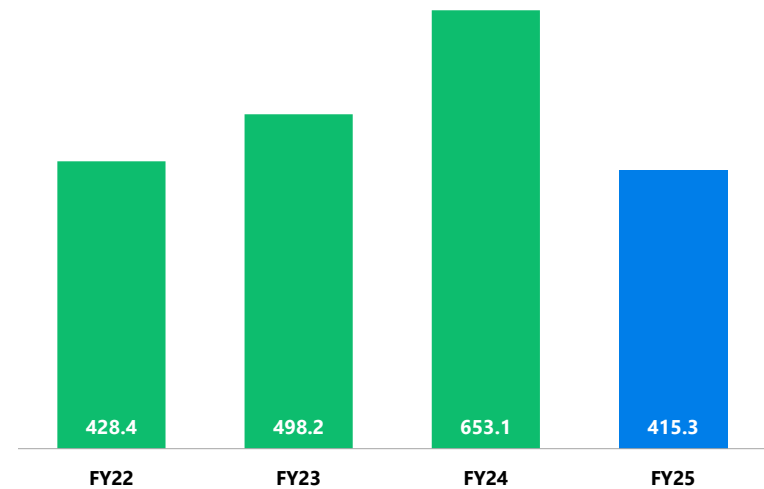
Balance Sheet Metrics – FY25

(Figures in INR Crore)

Days Sales Outstanding (DSO)

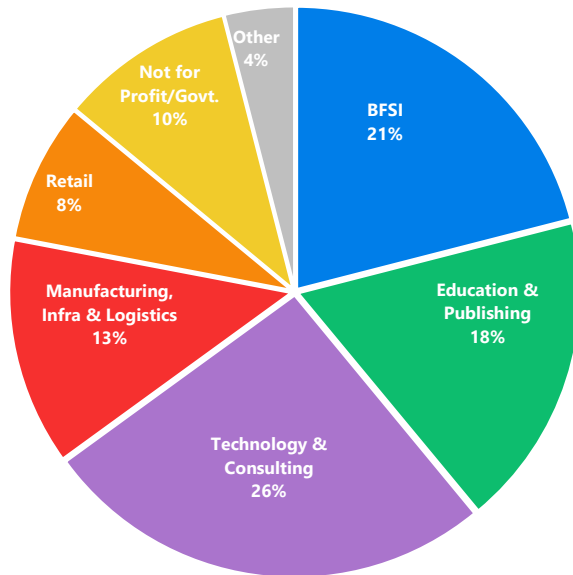


Net Cash & Investments

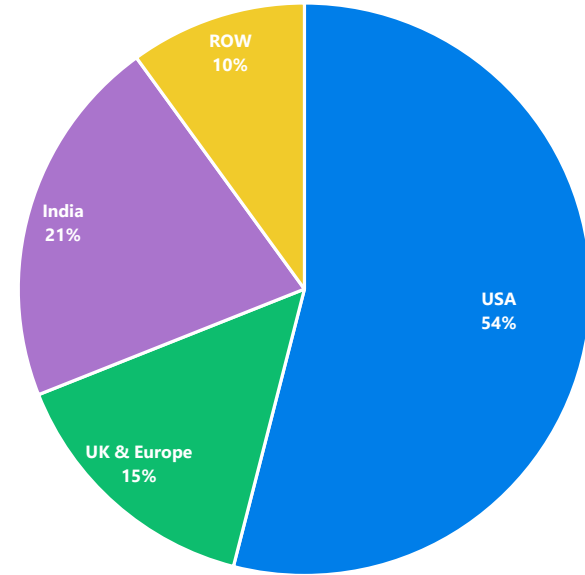


Revenue Segment Analysis – FY25

Revenue by Industry



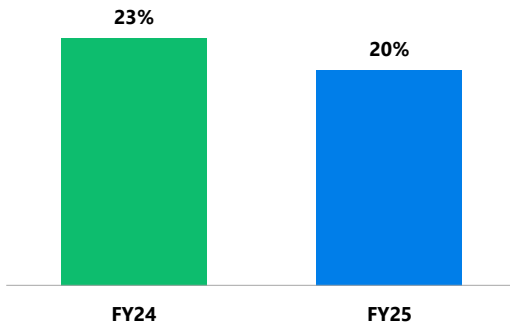
Revenue by Geography



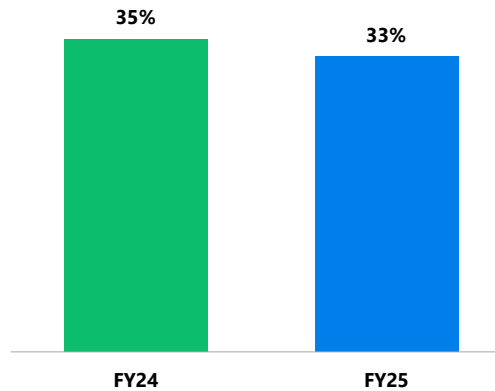
Client Concentration – FY25

Client concentration maintained at a comfortable level

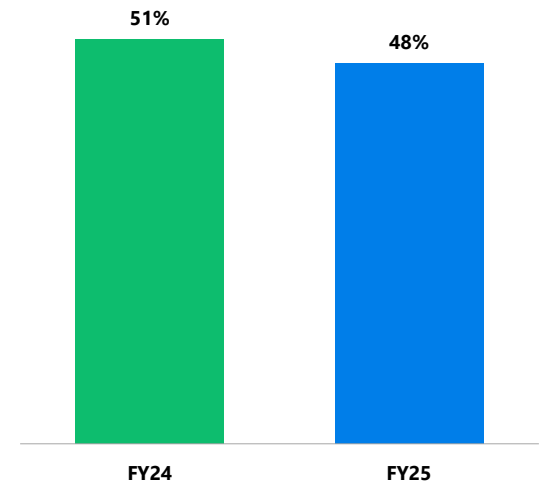
Top 5



Top 10



Top 20



Deal Wins

A hand holding a glowing digital device, possibly a smartphone or tablet, with a futuristic, data-driven interface. The screen displays various charts, graphs, and data points in shades of blue and orange. The background is dark with a network of glowing lines and nodes, suggesting a complex digital or data environment. The overall aesthetic is high-tech and modern.

DATAMATICS



Key Deal Wins – Q4FY25

Client

One of the largest heavy equipment financing Enterprises in North America

Datamatics has been chosen to automate background verification processes using AI-powered MS Copilot, streamlining compliance workflows and enhancing processing accuracy.

A leading European manufacturer and supplier of analytical instruments for laboratory applications

Datamatics is selected to upgrade Salesforce systems, boosting integration, data consistency, and platform scalability. This will streamline sales and service operations through enhanced system performance.

An American tech-enabled company specializing in credit and customer operations

Datamatics is selected to modernize the enterprise application stack, transforming legacy systems into scalable, future-ready platforms. The engagement aims to enhance performance, agility, and operational efficiency.

A leading American global specialty chemicals manufacturer

Datamatics will implement AI-powered FINATO for finance transformation enabling end-to-end automation of the CFO back-office

A global fintech company providing a comprehensive operating system and payment platform for multiple retailers

Datamatics is selected to provide AI-powered customer support, delivering efficient and personalized voice assistance to enhance customer experience and accelerate acquisition.

About the deal

Recognition



DATAMATICS

Key Analyst Recognition – Q4FY25



Niche Players

Gartner Magic Quadrant for Finance and Accounting Business Process Outsourcing, 2025

Recognized among Top 16 Global Vendors



Major Contenders

Intelligent Document Processing (IDP) PEAK Matrix® Assessments 2025

Recognized among Top 15 Global Vendors



Product Challengers

Global Capability Center (GCC) Services 2025-Optimization and Enhancement ISG Provider Lens™ Study'

Recognized among Top 15 Global Vendors



Major Contenders

Intelligent Process Automation (IPA) Solutions PEAK Matrix® Assessment 2025

Recognized among Top 15 Global Vendors



Recognized

Gartner Critical Capabilities for Finance and Accounting Business Process Outsourcing, 2025

Recognized among Top 16 Global Vendors



Major Contenders

Life and Annuities (L&A) Insurance BPS and Third-Party Administrator (TPA) PEAK Matrix® Assessment 2025

Recognized among Top 15 Global Vendors



Recognized

Software Providers' Performance Snapshot, 3Q24

Recognized among Top 20 Global Vendors



Recognized

Robotic Process Automation (RPA) – Technology Provider Compendium 2025

Recognized among Top 15 Global Vendors



Challengers

Avasant's F&A Business Process Transformation 2024-2025 RadarView report

Recognized among Top 15 Global Vendors

*Datamatics Market Rank as per understanding of the Analyst Report

Thank you!

For Further Queries Contact:

Mr. Ankush Akar

Senior Vice President & Chief Finance Officer

✉ investors@datamatics.com

Pratik Jagtap / Asha Gupta

✉ pratik.jagtap@in.ey.com

✉ asha.gupta@in.ey.com

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