

Investor Presentation

Q4FY26

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

The background features a dynamic composition of geometric shapes. A large, solid red shape occupies the bottom-left and bottom-center. To its right, a blue shape with a fine grid pattern of red lines curves upwards and to the right. Further right, another blue shape with a similar grid pattern is visible, partially overlapping the first. The overall effect is one of modern, digital design.

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

FY26 Revenue INR **1987** 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 **639** Crore



AI-powered Products

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



Clientele

300+ Significant Customers
 Worldwide
 Added **5** new clients in Q4FY26



Employee Attrition

16.2% (For FY26)

* CAGR (Excluding Cignex)

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 March 31, 2026.

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
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



SHASHI BHARGAVA
EXECUTIVE VICE PRESIDENT
& HEAD INTELLIGENT
AUTOMATION PRODUCTS



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



ANKUSH AKAR
EXECUTIVE VICE PRESIDENT
& CHIEF FINANCE OFFICER



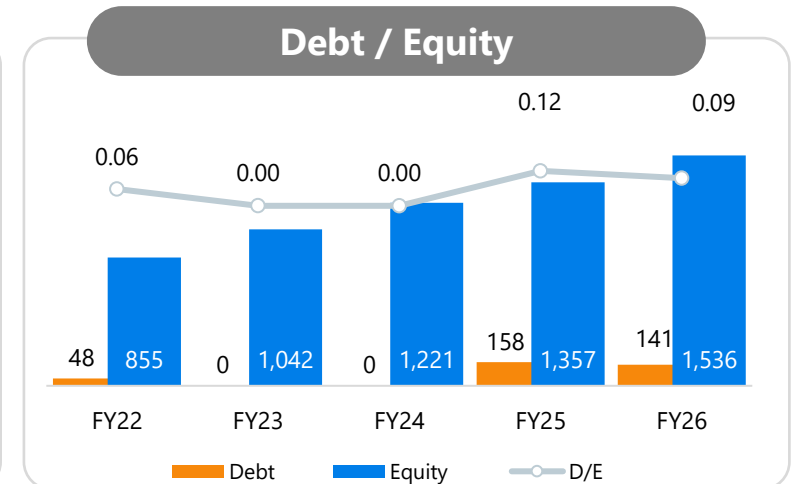
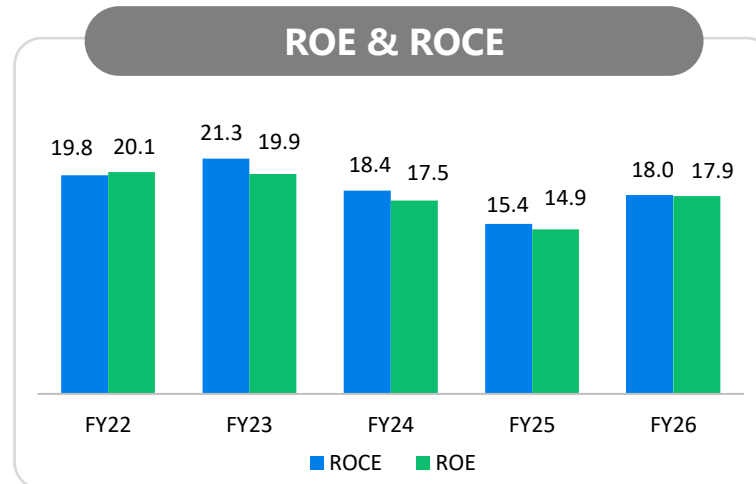
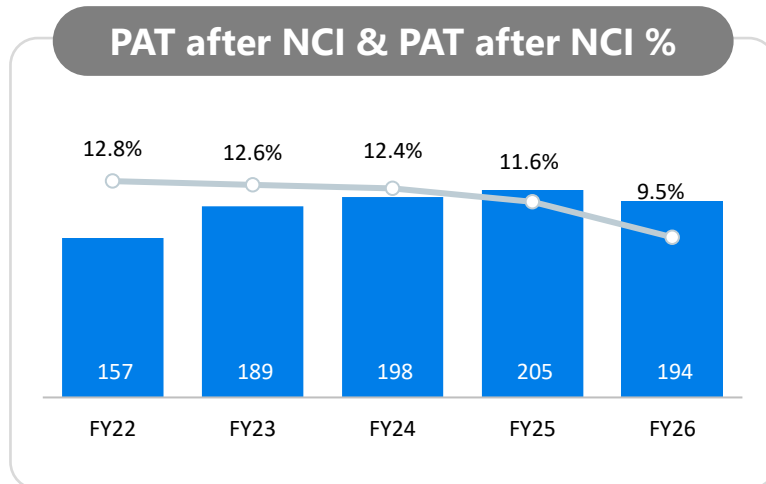
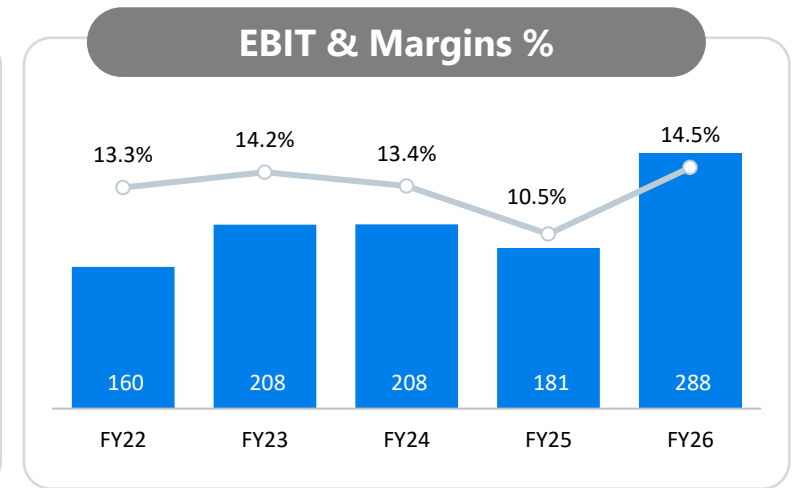
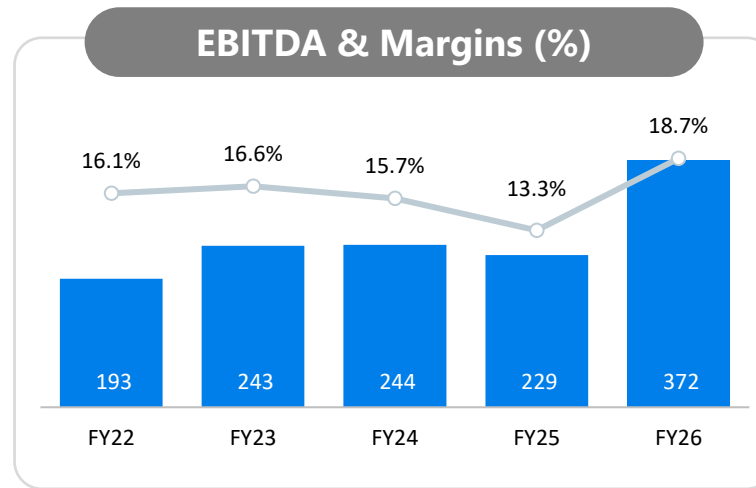
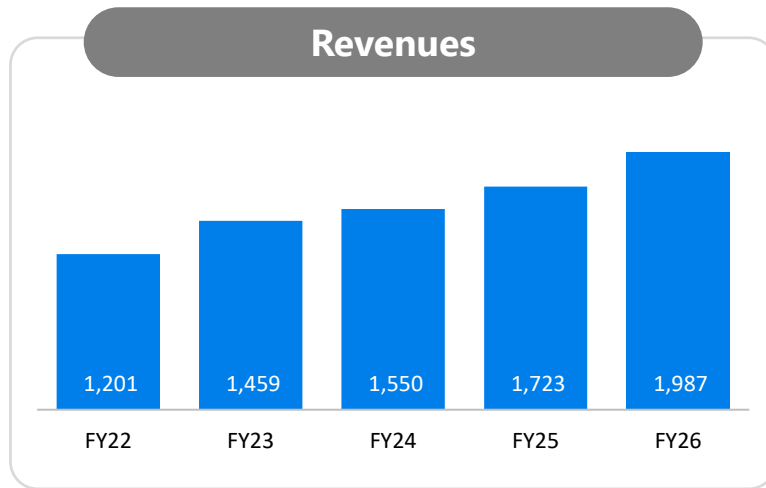
DIVYA KUMAT
PRESIDENT, CHIEF LEGAL
OFFICER & COMPANY
SECRETARY



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

Key Performance Indicators

(Figures in INR Crore)



Offerings

DATAMATICS

Deep in Digital

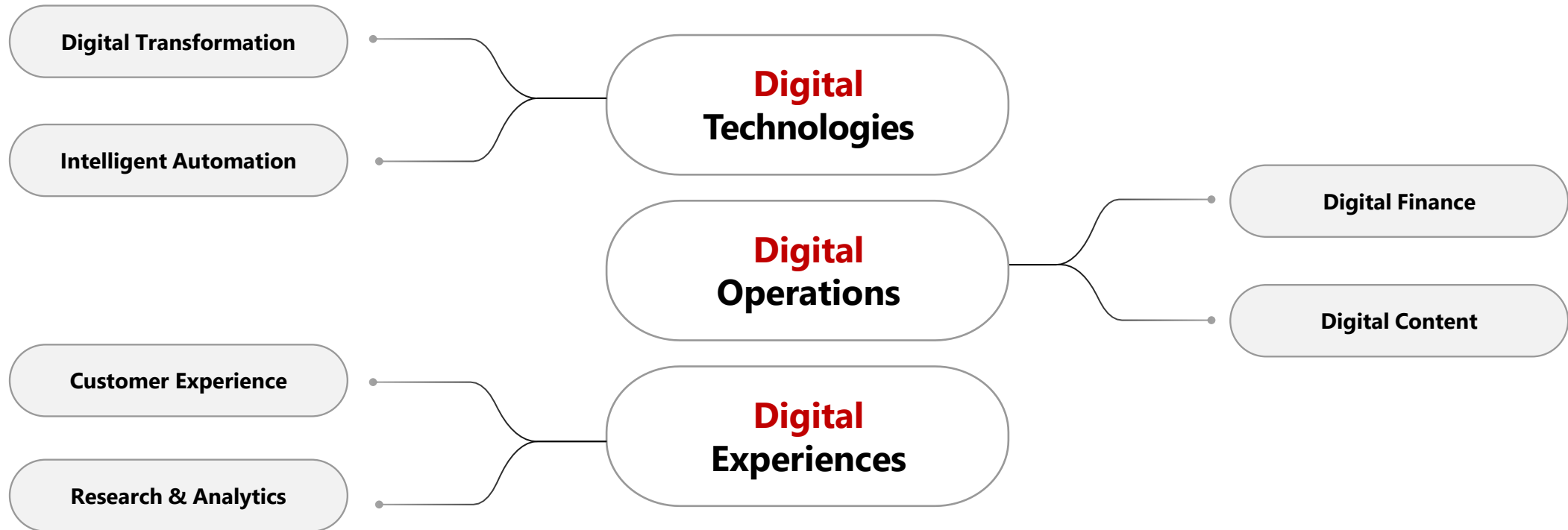


Artificial Intelligence

Data

Automation

Cloud



TruBot

TruCap⁺

TruAI

TruBI

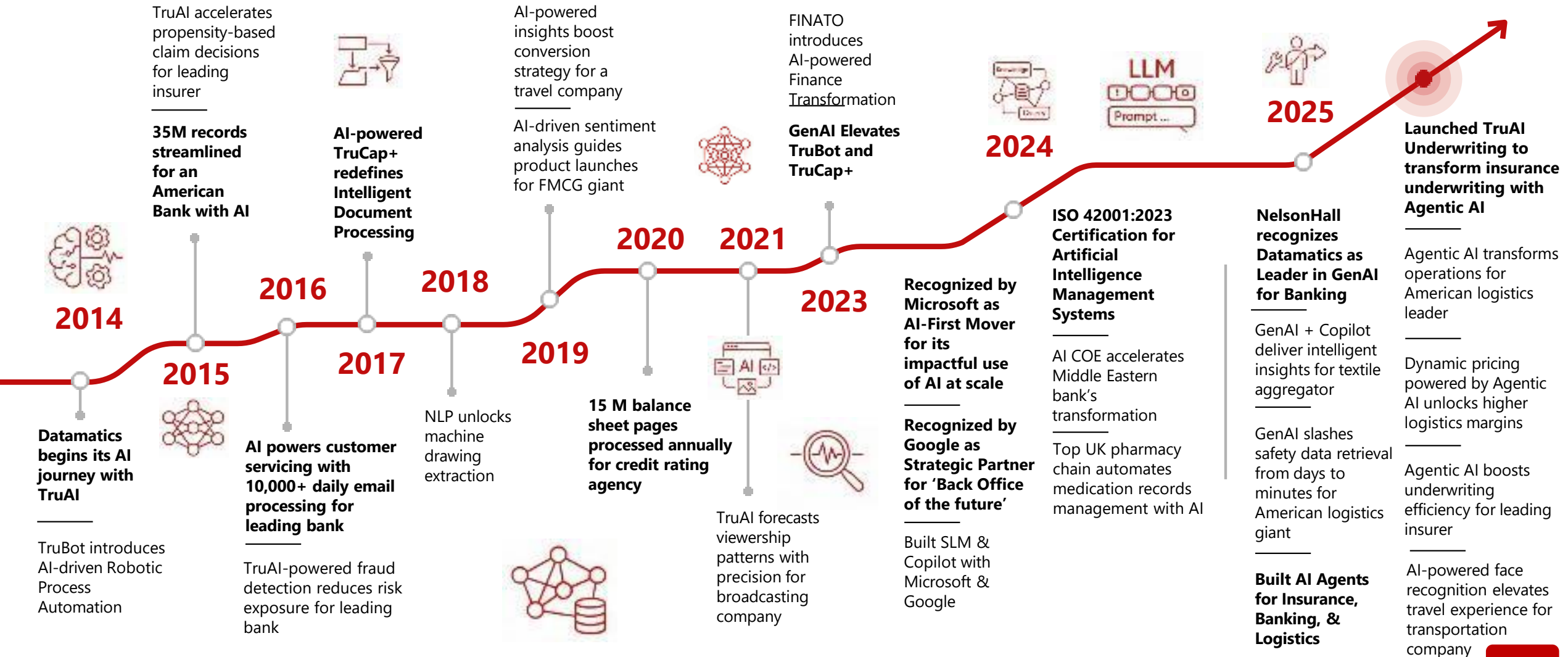
FINATO

Datamatics AI Journey

CLASSIC AI (ML+DATA SCIENCE)

GENERATIVE AI

AGENTIC AI



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 70+ 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

Navigating the Ocean of AI

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.

"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**

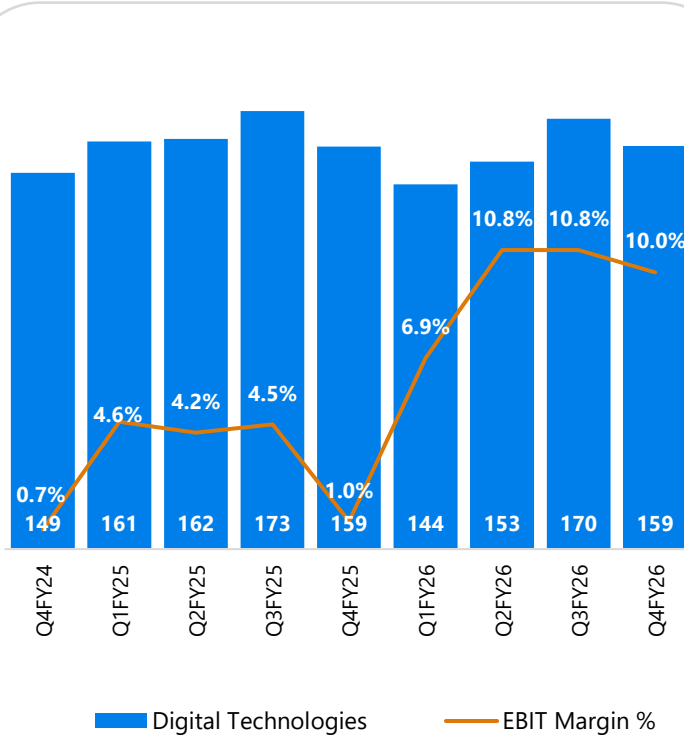
"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed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

Mark Lowery
**Managing Partner,
AccessFares**

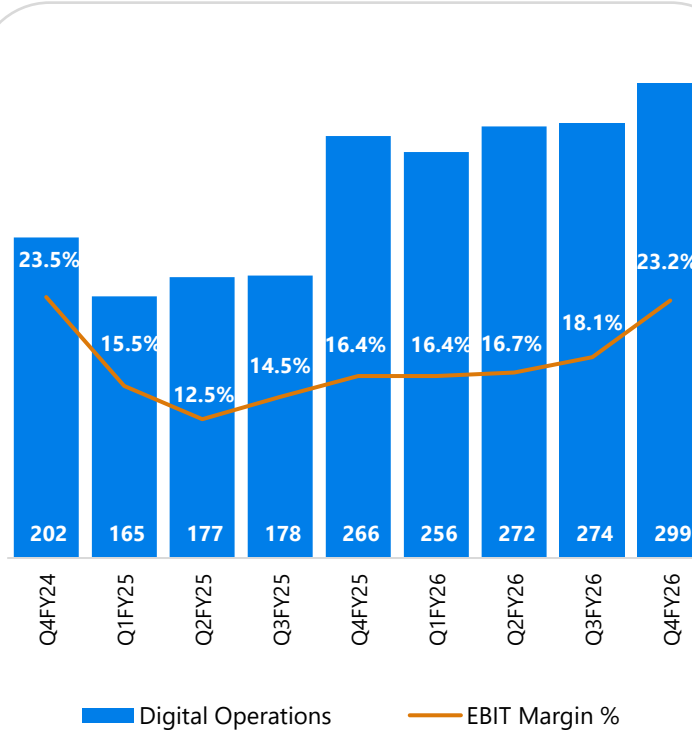


Business Segment Revenue Trend (Figures in INR Crore)

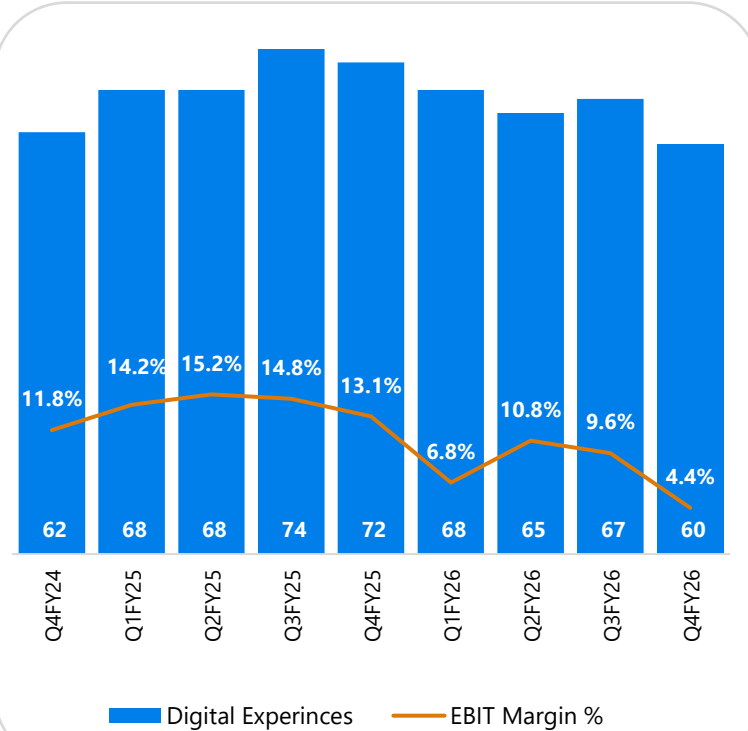
Digital Technologies



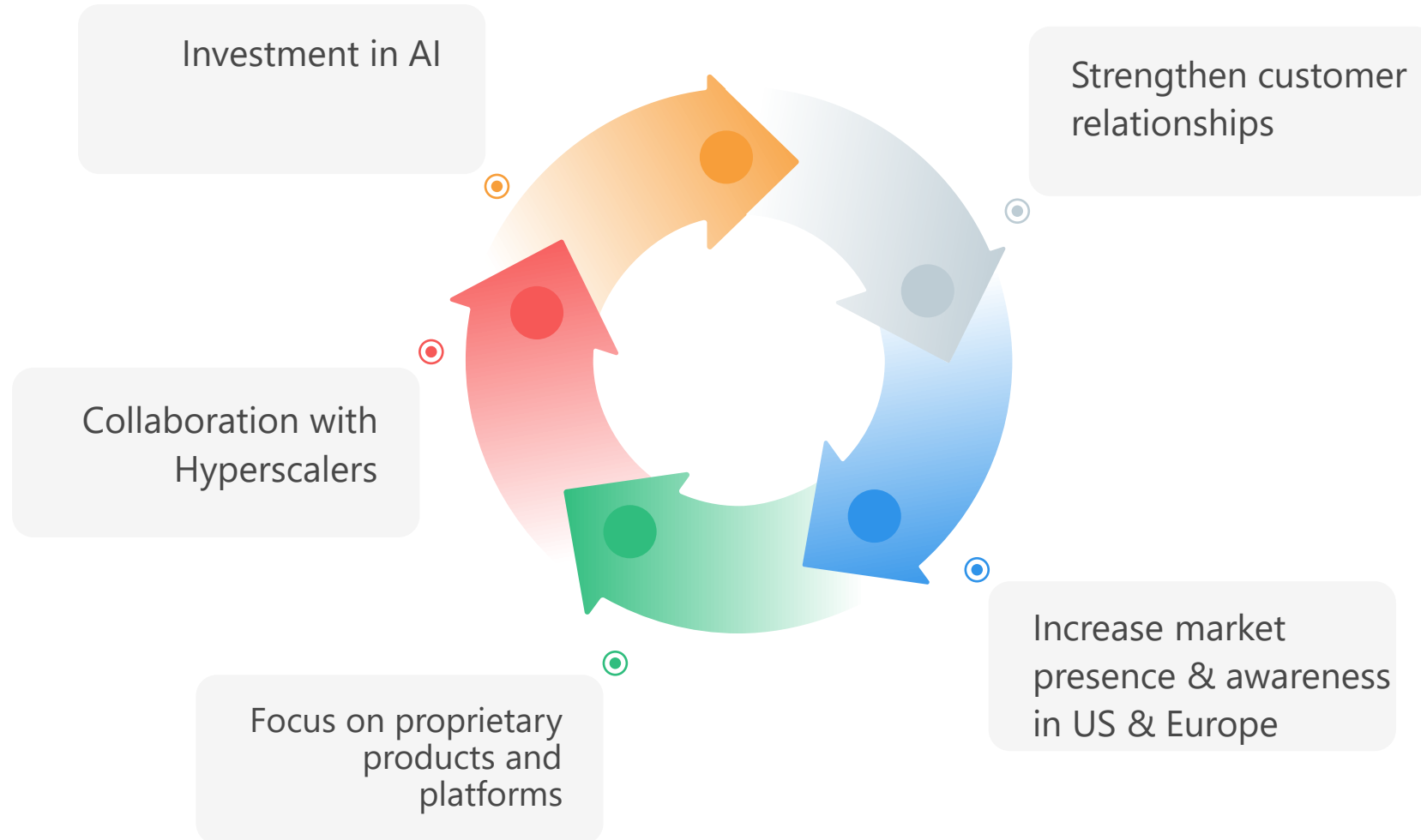
Digital Operations



Digital Experiences



Growth Strategy



Financial Performance

The image features a 3D architectural rendering of a modern building interior. The scene is composed of several glass-walled rooms and corridors, with a prominent red carpet running through the space. The lighting is bright and warm, creating a sense of depth and perspective. The overall aesthetic is clean and professional, suitable for a corporate or financial presentation.

DATAMATICS

Consolidated Financial Summary – Q4FY26

Particulars		Q4FY26	Q3FY26	QoQ Growth	Q4FY25	YoY Growth	FY26	FY25	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	519.3	510.1	1.8%	497.2	4.4%	1,987.2	1723.4	15.3%
	Other Income (INR Crore)	15.6	12.5	24.9%	8.1	91.4%	56.1	46.4	20.8%
	Total Income (INR Crore)	534.8	522.6	2.3%	505.3	5.8%	2,043.2	1,769.8	15.4%
Margins (INR Crore)	EBITDA	110.6	96.2	14.9%	74.5	48.4%	371.6	229.3	62.1%
	EBIT	88.0	74.2	18.5%	54.5	61.3%	287.6	181.2	58.7%
	PBT before exceptional item	98.4	82.2	19.7%	55.7	76.7%	325.0	217.7	49.2%
	PBT after exceptional item*	73.8	41.9	76.0%	55.5	32.9%	260.1	249.3	4.3%
	PAT (After non-controlling interest)	44.2	36.4	21.5%	44.9	(1.5%)	194.2	205.0	(5.3%)
Margin (%)	EBITDA Margin (%)	21.3%	18.9%	243bps	15.0%	631bps	18.7%	13.3%	540bps
	EBIT Margin (%)	16.9%	14.6%	239bps	11.0%	597bps	14.5%	10.5%	396bps
	PBT Margin before exceptional item (%)	18.4%	15.7%	267bps	11.0%	738bps	15.9%	12.3%	360bps
	PBT Margin after exceptional item (%)	13.8%	8.0%	577bps	11.0%	280bps	12.7%	14.1%	(136bps)
	PAT Margin (%)	8.3%	7.0%	130bps	8.9%	(61bps)	9.5%	11.6%	(208bps)
EPS (INR)	Basic & Diluted EPS (INR)	7.48	6.16	21.5%	7.60	(1.5%)	32.86	34.71	(5.3%)

*Exceptional items:

1. One-time exceptional impact arising from the change in Labour Codes was ₹40.25 Cr for Q3FY26, (-) ₹16.23 Cr for Q4FY26, and ₹24.02 Cr for FY26. The impact has been taken considering the restructuring being undertaken in alignment with the provisions of the Labour Codes.

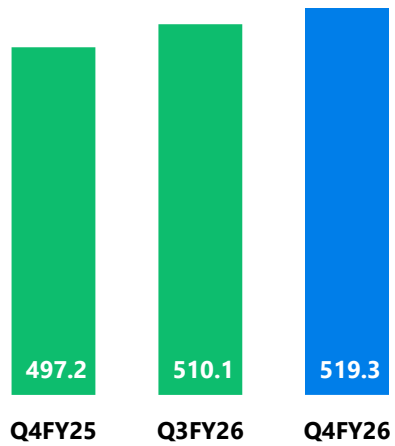
2. ₹ 40.85 crore for the Q4FY26 and FY26 represents the fair value changes of contingent consideration payable towards acquisition of subsidiaries

3. Exceptional gain of ₹31.6 crores in FY25 due to exchange gains arising from buy back of equity share capital held in overseas subsidiary and expenses incurred on acquisition of subsidiaries

Consolidated Financial Highlights – Q4FY26

(Figures in INR Crore)

Operating Revenues

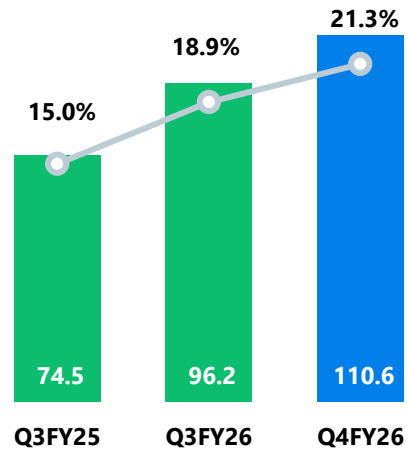


QoQ 1.8%



YoY 4.4%

EBITDA & EBITDA %

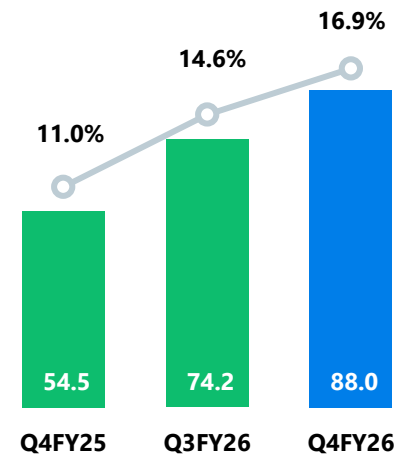


QoQ 14.9%



YoY 48.4%

EBIT & EBIT %

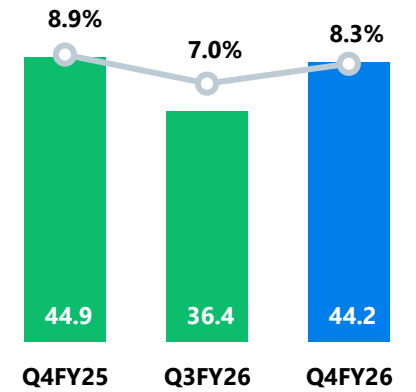


QoQ 18.5%



YoY 61.3%

PAT after NCI & PAT after NCI %



QoQ 21.5%

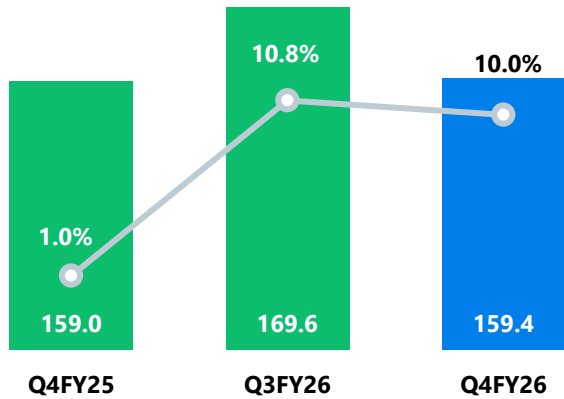


YoY 1.5%

Revenue Segment Analysis – Q4FY26

(Figures in INR Crore)

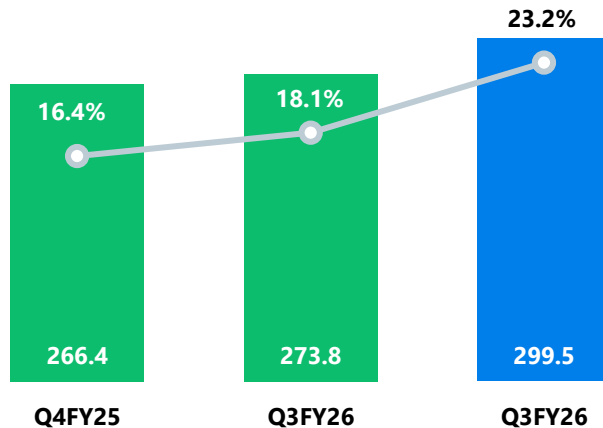
Digital Technologies Revenue & EBIT Margin (%)



▼ QoQ 6.0%

▲ YoY 0.3%

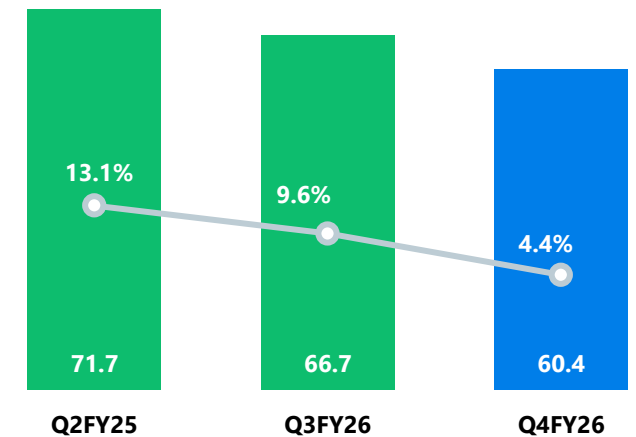
Digital Operations Revenue & EBIT Margin (%)



▲ QoQ 9.4%

▲ YoY 12.4%

Digital Experiences Revenue & EBIT Margin (%)



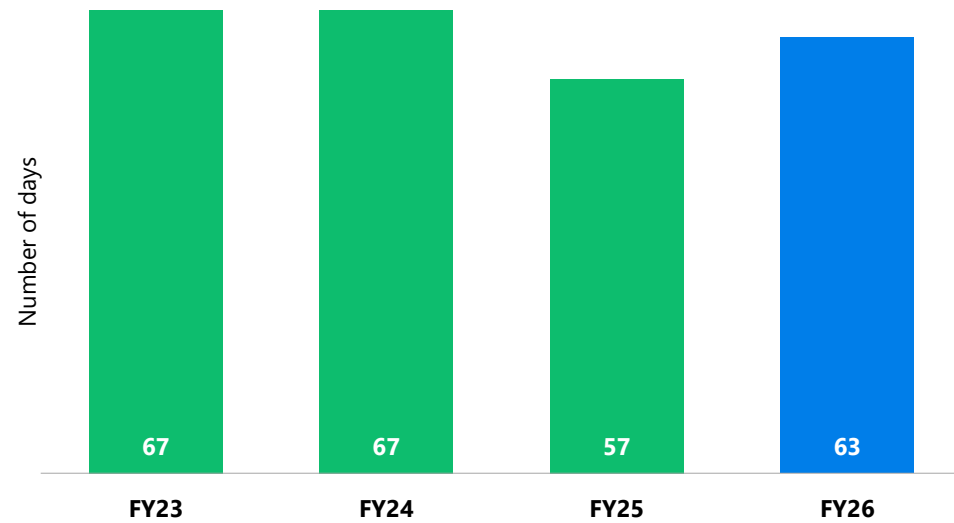
▼ QoQ 9.5%

▼ YoY 15.8%

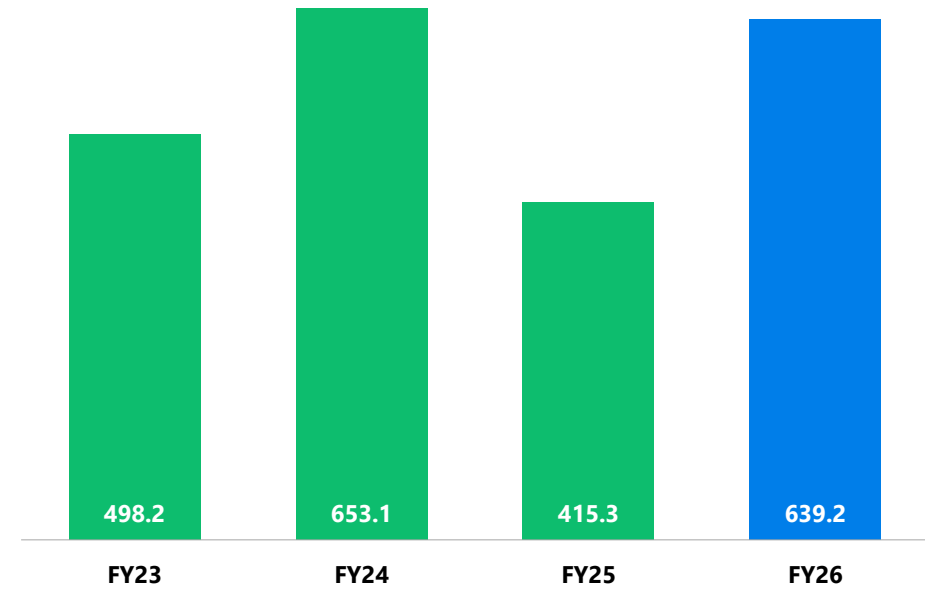
Balance Sheet Metrics – FY26

(Figures in INR Crore)

Days Sales Outstanding (DSO)

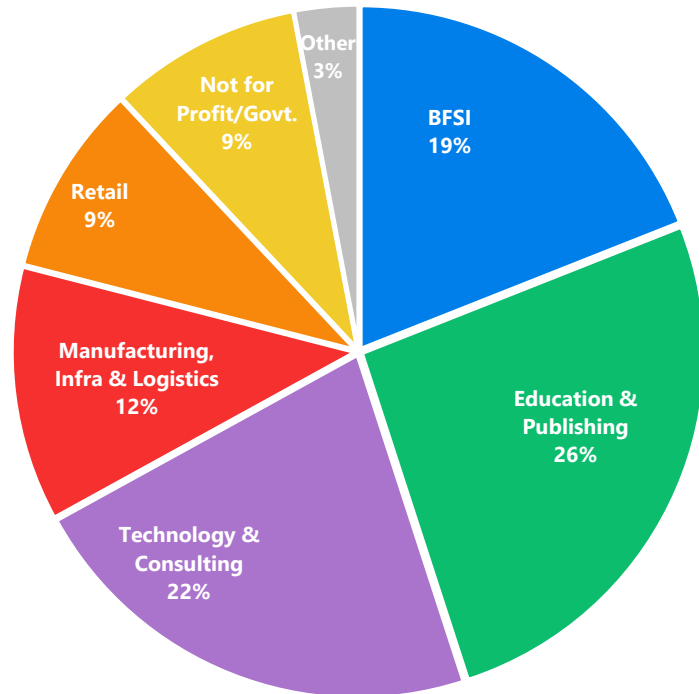


Net Cash & Investments (Net of Debts)

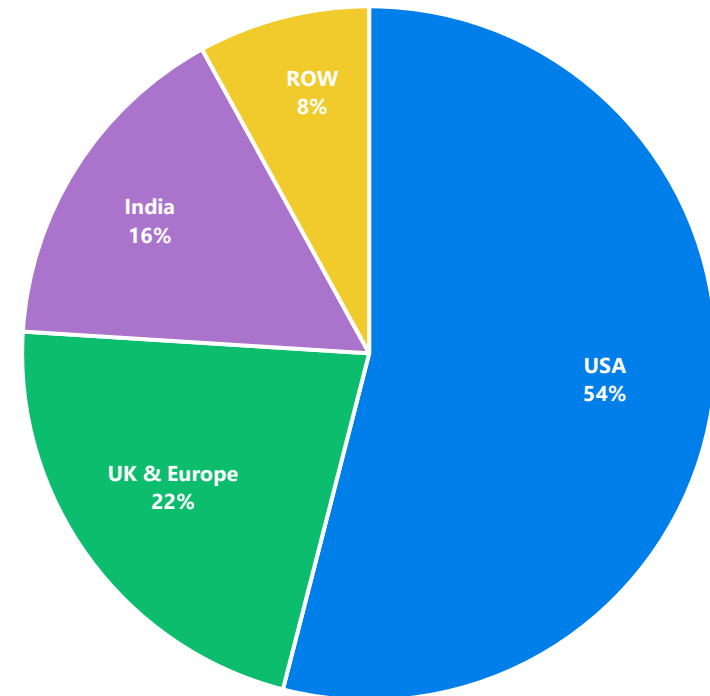


Revenue Segment Analysis – FY26

Revenue by Industry



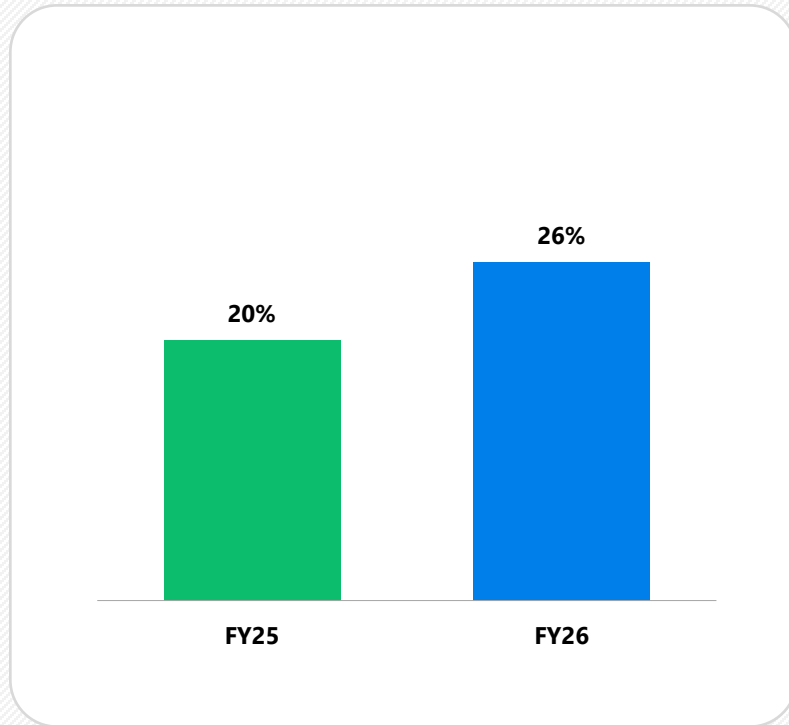
Revenue by Geography



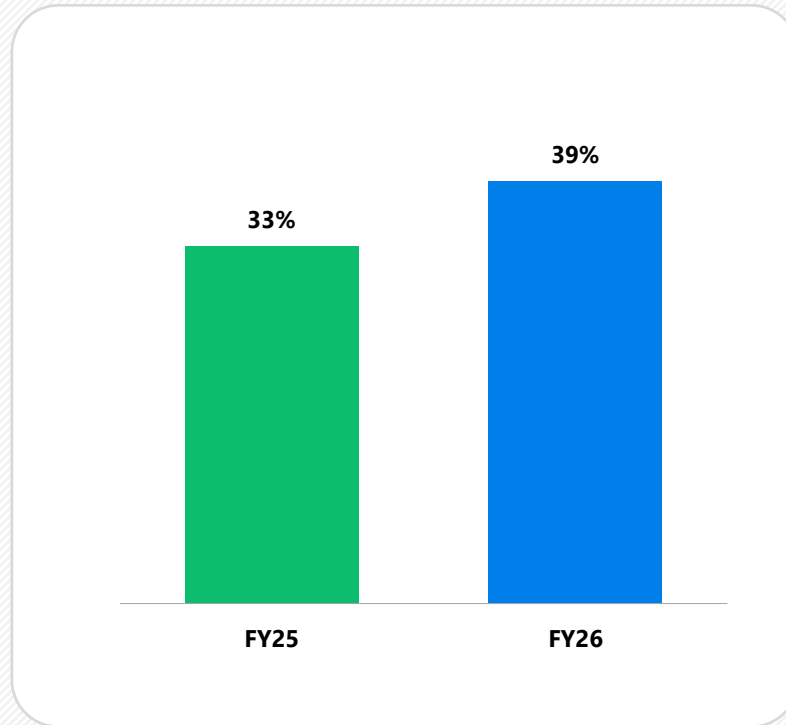
Client Concentration – FY26

Client concentration maintained at a comfortable level

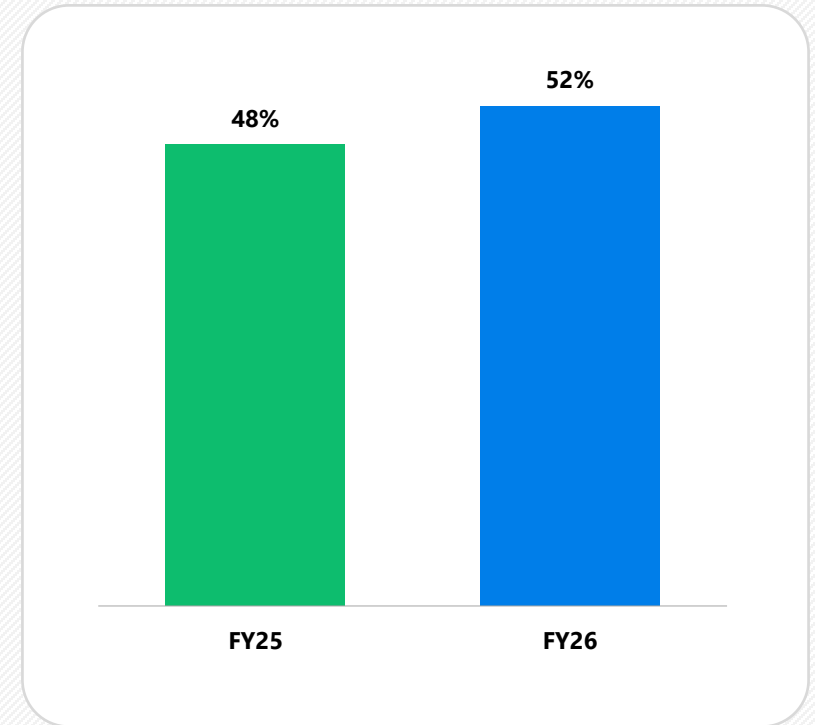
Top 5



Top 10

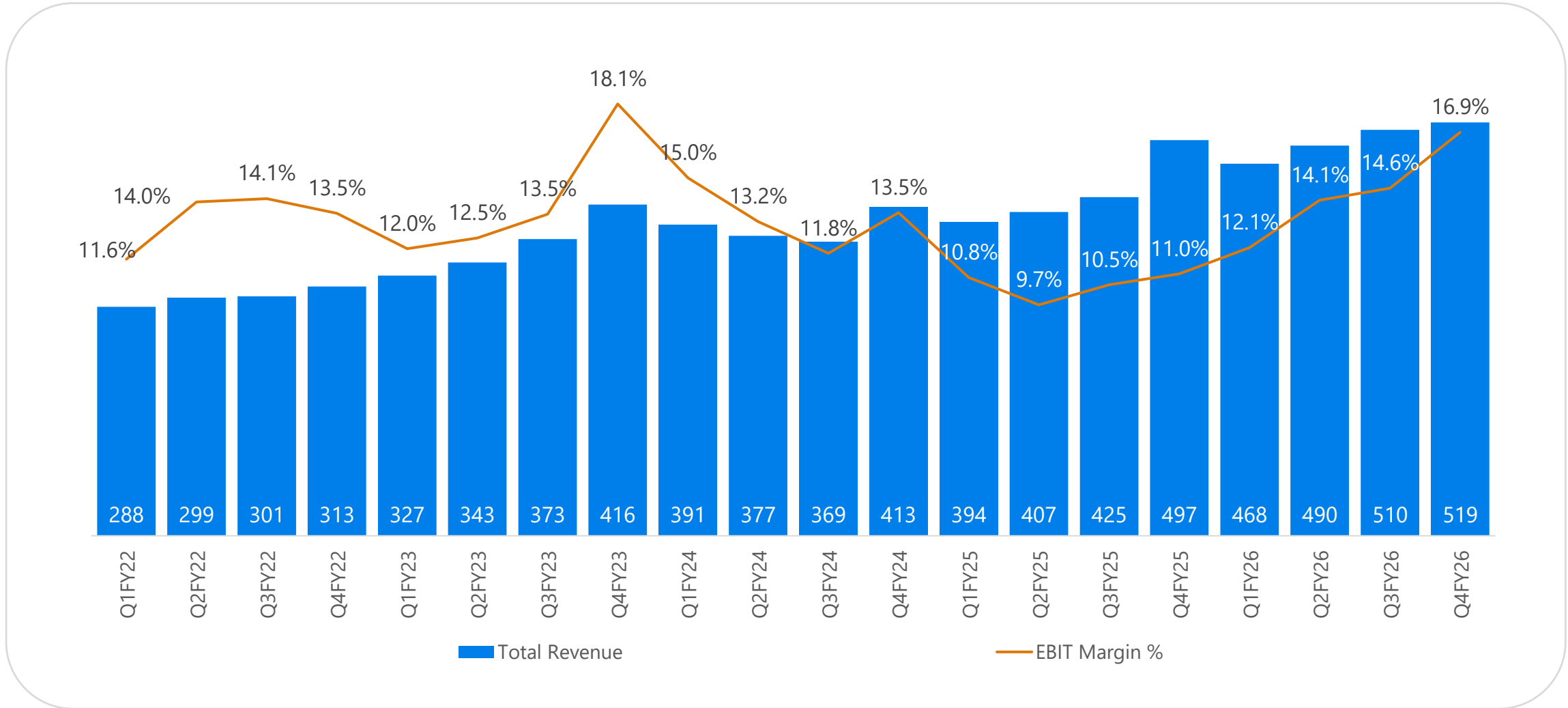


Top 20



Revenue & EBIT Margin Trend

(Figures in INR Crore)



Deal Wins



DATAMATICS

Key Deal Wins – Q4FY26

Client

A Fortune 500 digital experience technology leader

Selected Datamatics for AI-powered proctoring, enabling secure, scalable, and intelligent digital examination experiences.

A leading American pharmaceutical company delivering high-quality healthcare products

Selected Datamatics for outbound sales transformation with AI agent assist and enhanced customer management capabilities.

A Europe-based humanitarian organization supporting migration programs

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

A leading US-based transportation and logistics enterprise

Datamatics has been selected to drive a Salesforce-led CRM transformation, enabling intelligent sales operations and connected customer experiences.

Leading American InsurTech firm specializing in small business insurance

Datamatics expands engagement with an integrated AI-led operating model combining quality assurance, intelligent automation, and workforce optimization for consistent performance.

A global health insurance and healthcare services provider

Datamatics is selected for AI-powered enterprise modernization, enabling modernized platforms, and future-ready digital capabilities.

About the deal

Recognition



DATAMATICS

Key Analyst Recognition – Q4FY26

Major Contenders

Intelligent Document Processing (IDP) Products PEAK Matrix® Assessment 2026

Recognized among Top 10 Global Vendors

Strong Contenders

Finance, Accounting & BPO 2025 SPARK Matrix™

Recognized among Top 15 Global Vendors

Leaders

Data Management & Analytics Services SPARK Matrix™

Recognized among Top 10 Global Vendors

Major Contender

Insurance Specific IDP Products PEAK Matrix® Assessment 2026

Recognized among Top 10 Global Vendors

Product Challengers

Global Capability Center (GCC) Services 2026 – Optimization & Enhancement

Recognized among Top 15 Global Vendors

Thank you!

For Further Queries Contact:

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