

Q1 FY18 RESULTS PRESENTATION

September 2017



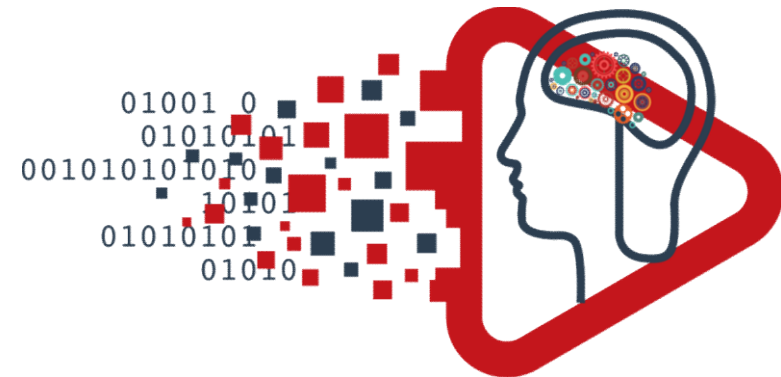
DISCUSSION SUMMARY



COMPANY OVERVIEW



Q1 FY18 RESULTS UPDATE



COMPANY OVERVIEW

BRIEF PROFILE



We are a Global Provider of Information Technology, Data Management, Business Process Management and Consulting services

We support clients in their digital transformation journey through Smart Processes, Smart Systems, Smart Devices and Smart Data



Cater to clients across America, Australia, Asia, Middle east & Europe through customized solutions



9,000+ Employees Globally



660+ customers, some of which are Fortune 500 Companies



FY 2016-17 Summary

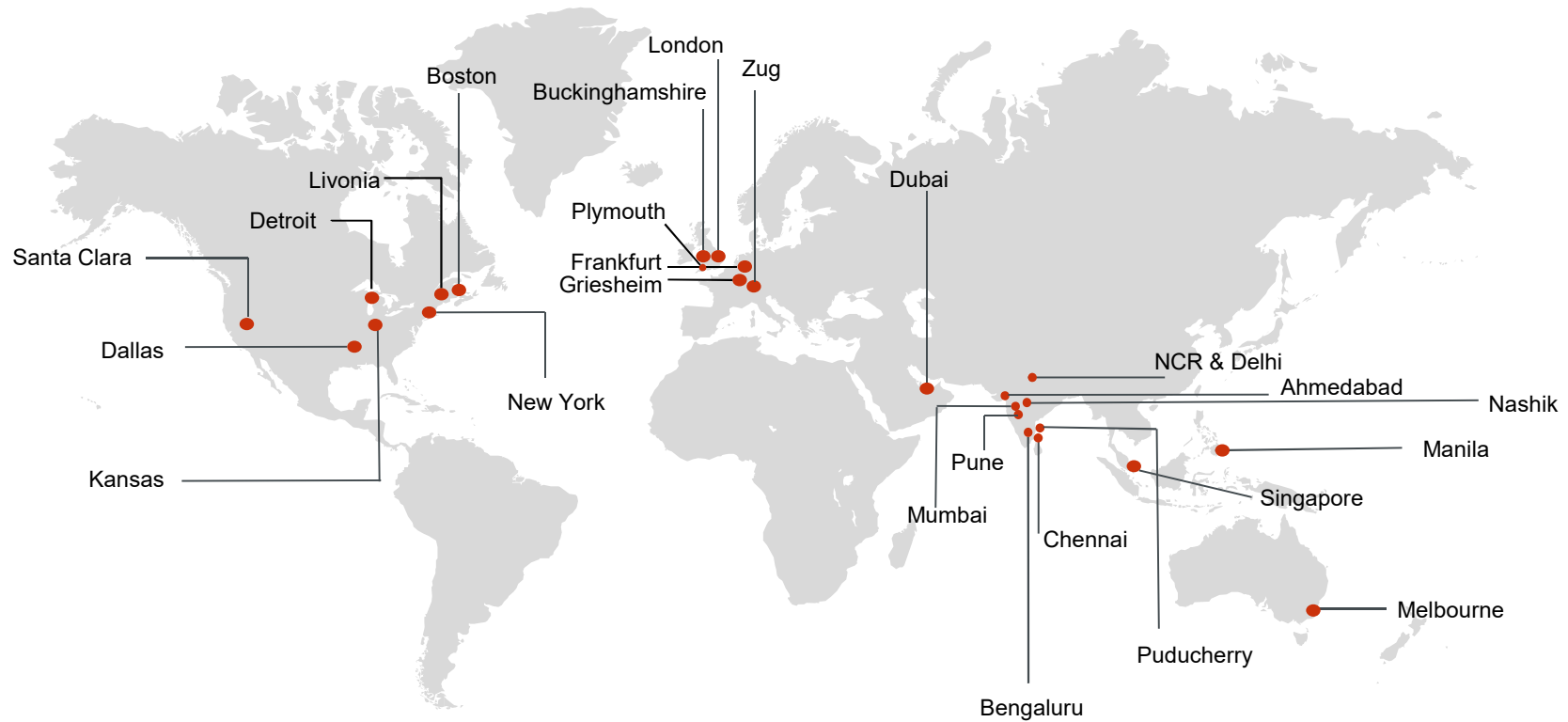
Revenues – Rs. 8,671 Mn (5-Yr CAGR 12%)
EBITDA – Rs. 808 Mn (5-Yr CAGR 14%)
Adj. PAT – Rs. 618 Mn (5-Yr CAGR 18%)

COMPANY OVERVIEW

GLOBAL FOOTPRINT



CATERING TO THE DIVERSE BUSINESS NEEDS OF CUSTOMERS THROUGH OUR GLOBAL PRESENCE

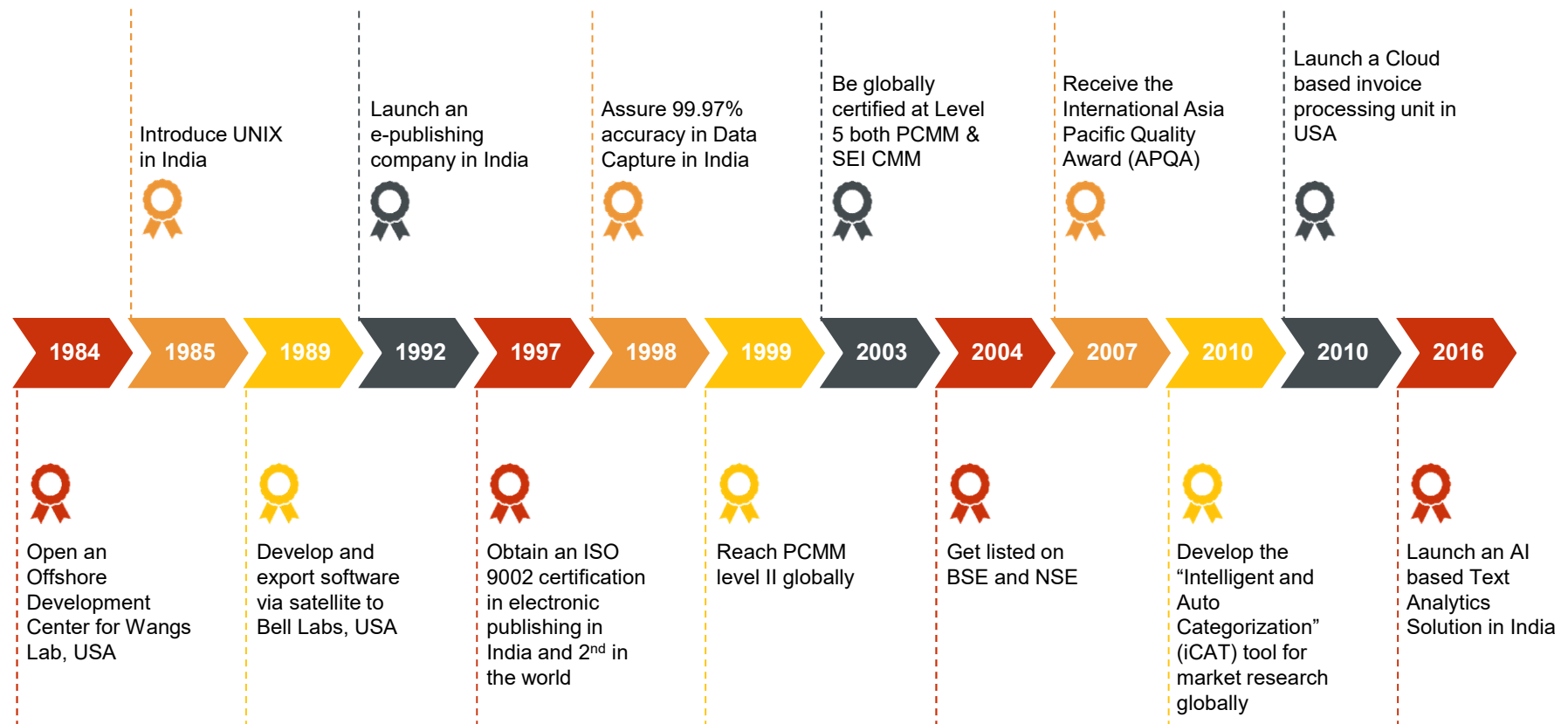


COMPANY OVERVIEW

KEY MILESTONES – THE MANY FIRSTS AT DATAMATICS



DATAMATICS WAS FIRST TO -



COMPANY OVERVIEW

WHY DATAMATICS?



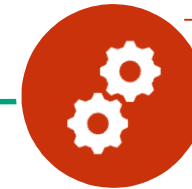
WE SUPPORT OUR CLIENTS IN THE DATA TO INTELLIGENCE JOURNEY BY LEVERAGING
LATEST TECHNOLOGY TO PROVIDE BUSINESS INSIGHTS

- **Pioneer in RPA** in India
- **Only Company in India with own product along with other IPs** in mobility, analytics, document management and cloud



- **Wide Service Offerings** - Finance & Accounting, Mobility, BI & Analytics, Collaboration & Enterprise Portals, Engineering & Embedded Services, Enterprise Content Management

- **40+ years of expertise** in Information & Process Management
- Highly competent BI & Analytics platform



- **Strong Domain Expertise** across BFSI, Healthcare, Manufacturing, Market Research, Publishing, Retail & International Organizations

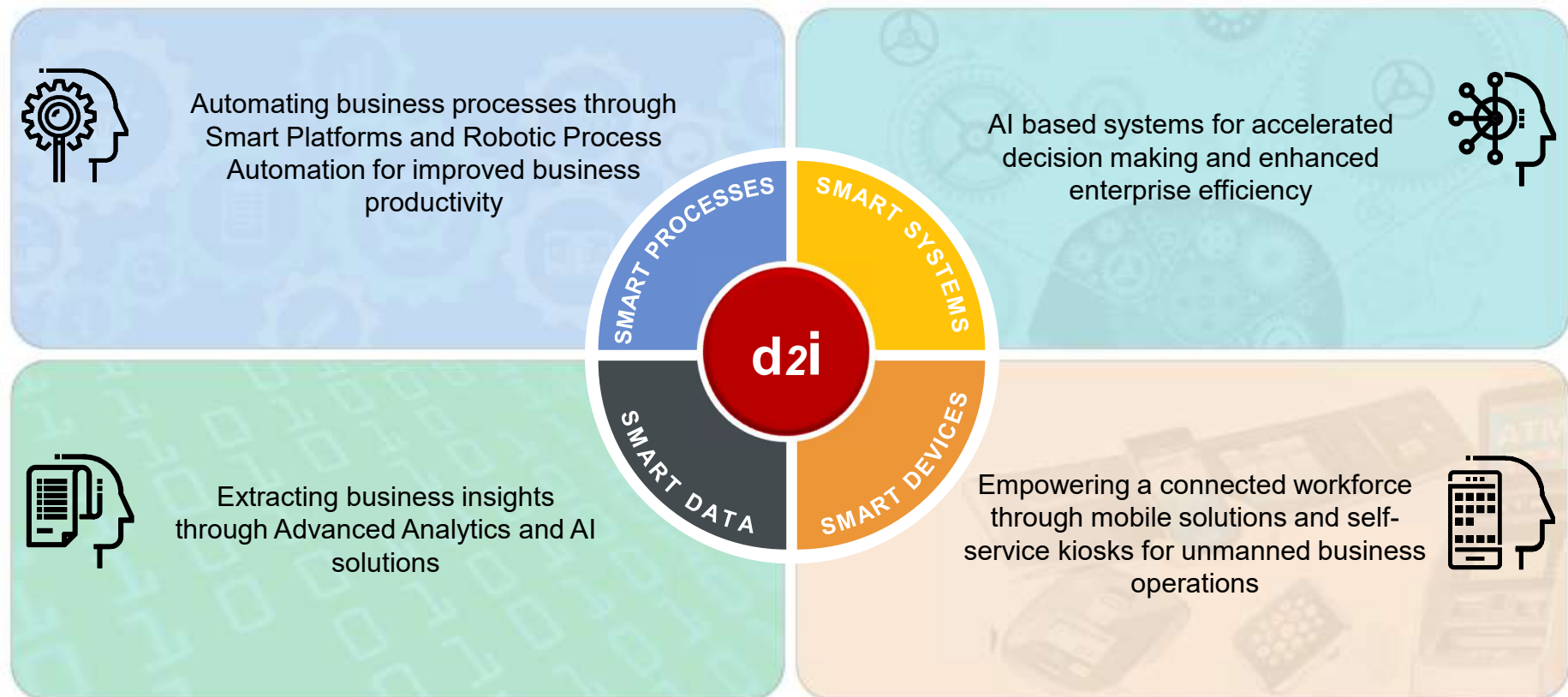
- **Technology Partnerships** with IBM, Microsoft, EMC², Sitecore, Kofax, Tableau



- **Global footprint** across America, Australia, Asia, Europe & Middle East

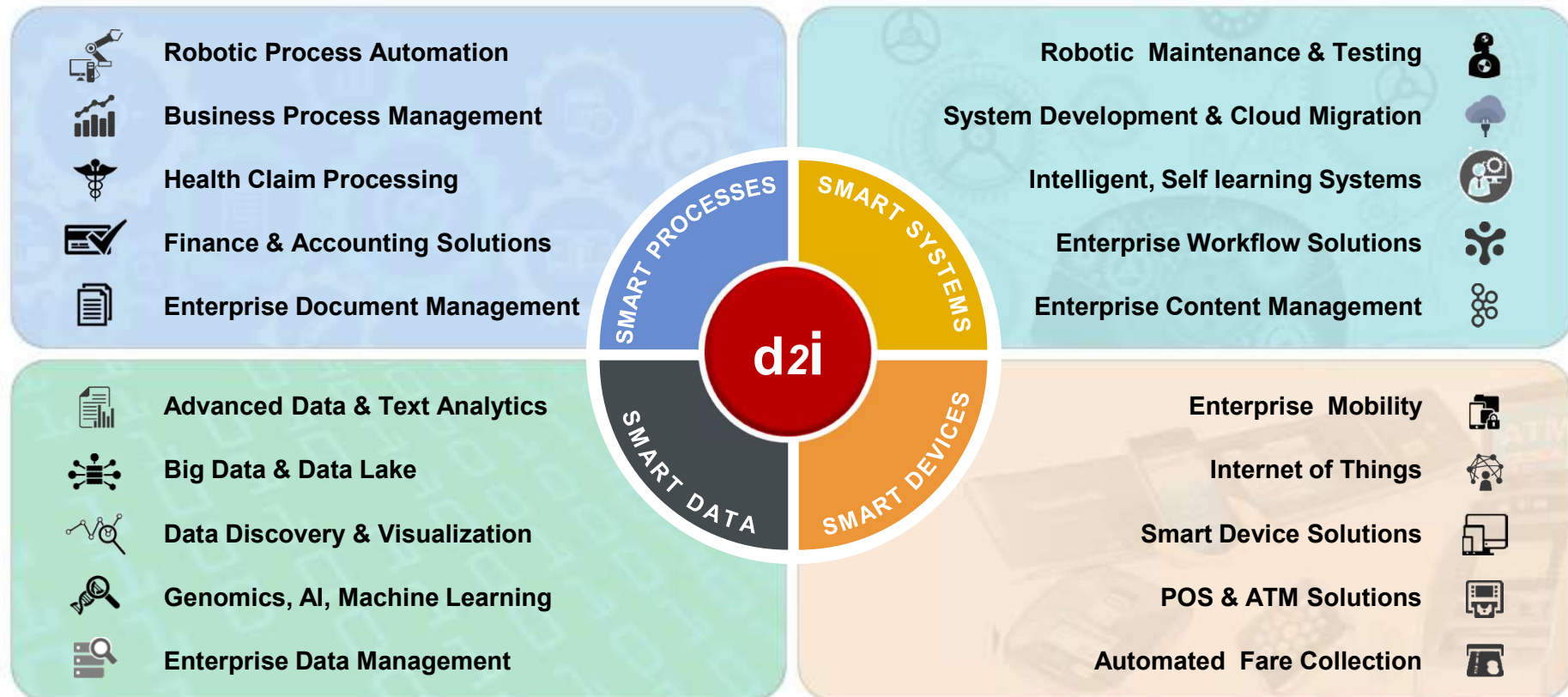
COMPANY OVERVIEW

'DATA TO INTELLIGENCE' – WIDE RANGE OF SMART SOLUTIONS



COMPANY OVERVIEW

‘DATA TO INTELLIGENCE’ – WIDE RANGE OF SMART SOLUTIONS



COMPETITIVE ADVANTAGE

EXPANDING OUR IN-HOUSE IP ASSETS BASE



Smart Processes

TruBot

Enables information retrieval across multiple s/w platforms and two way transfer of information between any two systems without the use of an API

iQ

Path-breaking, intelligent information processing solution driven by Artificial Intelligence

iPM

Sophisticated web based workflow management framework to help enterprises optimize their financial operations

iDART

Smart document archival, retrieval and tracking solution



Smart Data

Synopsis

AI based platform that can ingeniously detect fraudulent transaction patterns

nSights

Point-and-click data visualization solution used to create highly interactive dashboards to drive timely, data based decisions

Lexicon

AI based text analytics platform that intelligently extracts large volumes of static as well as streaming data



Smart Systems

DARTENIUM

High-productivity automation framework for web testing

iBPM

Service-oriented architecture (SOA) enabling easy integration and collaboration across various applications



Smart Devices

iMobile

Mobility platform used to develop end-to-end mobile App & solutions

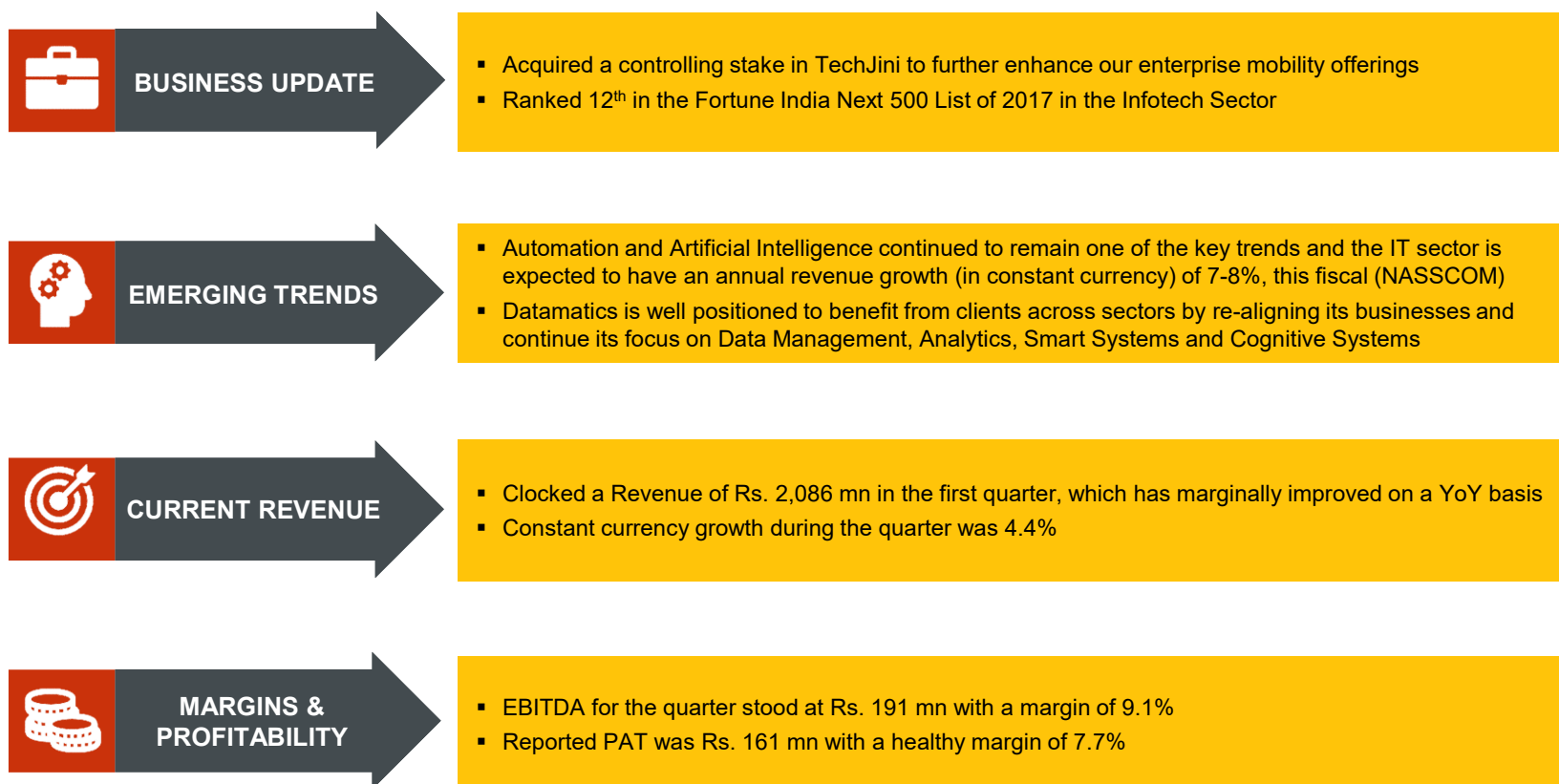
**OUR PROPRIETARY
PRODUCTS FOR CLIENTS'
DIGITAL TRANSFORMATION**

Q1 FY18 RESULTS UPDATE



Q1 FY18 RESULTS

KEY HIGHLIGHTS



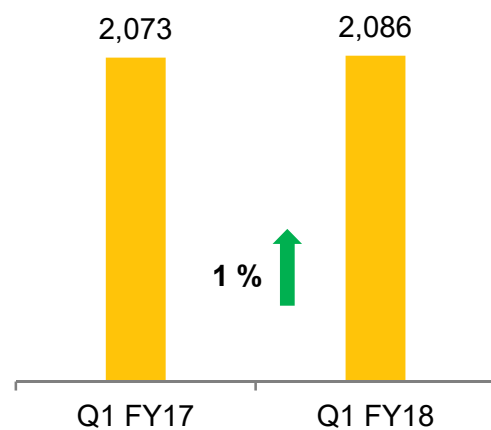
Q1 FY18 RESULTS

KEY HIGHLIGHTS

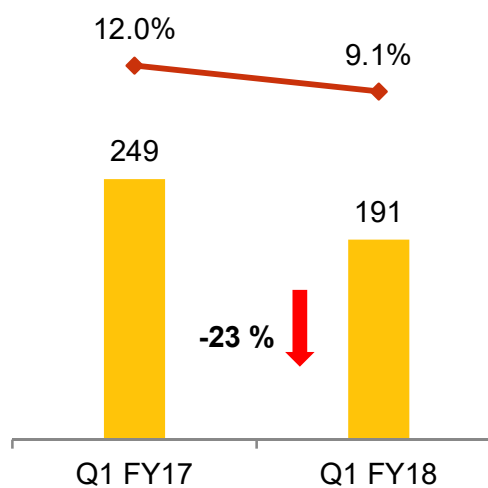
Q1 FY18 YoY ANALYSIS

In Rs Mn

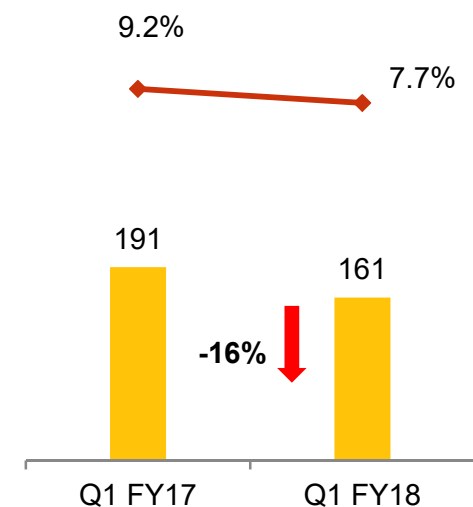
REVENUES



EBITDA & EBITDA MARGIN %



PAT & PAT MARGIN %

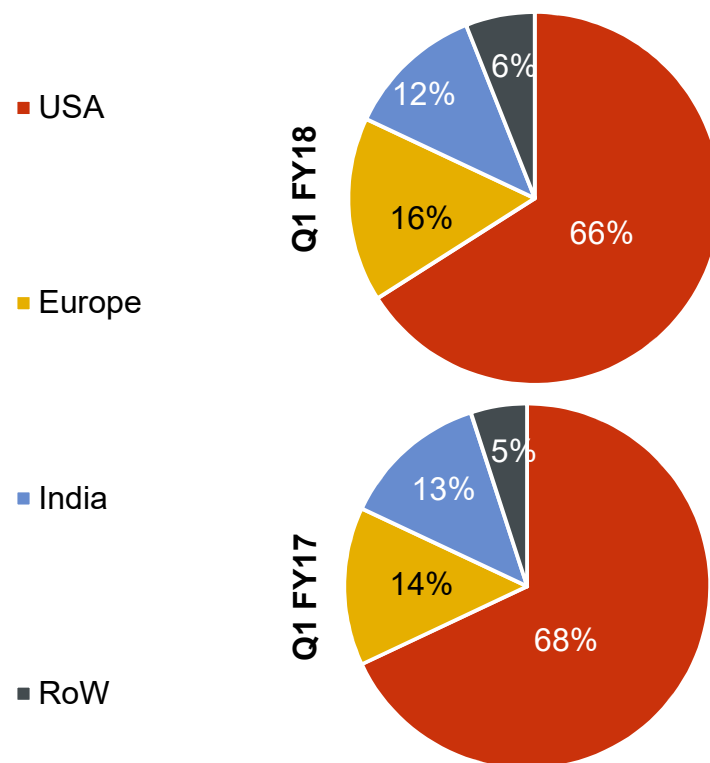


PAT Before Minority Interest

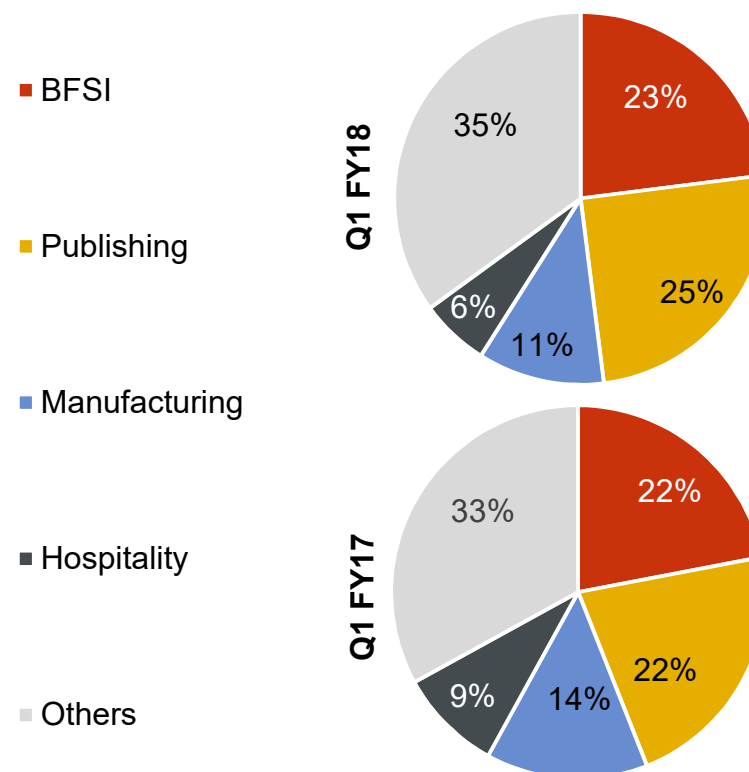
Q1 FY18 RESULTS

REVENUE ANALYSIS

REVENUE BREAKUP – REGION WISE



REVENUE BREAKUP – INDUSTRY WISE



Q1 FY18 RESULTS

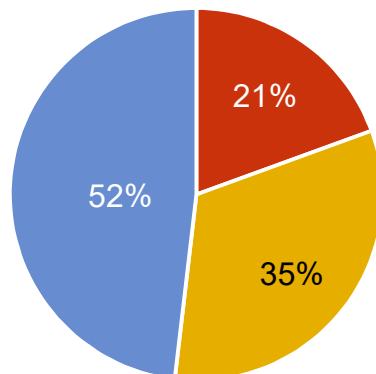
REVENUE ANALYSIS



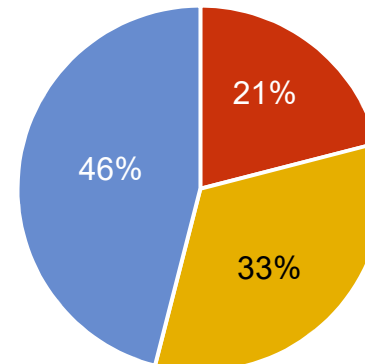
CLIENTS REVENUE CONTRIBUTION

■ Top 5 ■ Top 10 ■ Top 20

Q1 FY18



Q1 FY17



Q1 FY18 RESULTS

CONSOLIDATED PROFIT & LOSS



Particulars (Rs in Mn)	Q1 FY18	Q1 FY17	YoY %
Revenue from Operations	2,085.7	2,073.0	0.6%
Operational Expenses	14.5	24.4	-40.7%
Employee Benefits Expenses	1,288.9	1,238.6	4.1%
Other Expenses	591.7	560.9	5.5%
EBITDA	190.7	249.2	-23.5%
EBITDA Margin %	9.1%	12.0%	-288 bps
Depreciation/Amortization	43.4	64.5	-32.7%
EBIT	147.3	184.6	-20.2%
EBIT Margin %	7.1%	8.9%	-185 bps
Finance Costs	6.1	17.1	-64.6%
Other Income (Incl. Fair Valuation Gain on Investments)	51.0	49.7	2.5%
Share of Net Profits of Associates and JVs	6.9	7.7	-9.8%
PBT	199.1	224.9	-11.5%
PBT Margin %	9.5%	10.8%	-130 bps
Tax Expense	38.4	33.9	13.2%
% Tax Rate	19%	15%	419 bps
PAT	160.7	191.0	-15.8%
PAT Margin %	7.7%	9.2%	-151 bps
EPS (Basic) (Rs)	2.73	3.24	-15.7%

FOR FURTHER QUERIES:



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