DISCUSSION SUMMARY

- COMPANY OVERVIEW
- Q2 & H1 FY18 RESULTS UPDATE
COMPANY OVERVIEW

BRIEF PROFILE

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

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

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%)

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

FY 2016-17
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 -

- Introduce UNIX in India
- Launch an e-publishing company in India
- Assure 99.97% accuracy in Data Capture in India
- Be globally certified at Level 5 both PCMM & SEI CMM
- Receive the International Asia Pacific Quality Award (APQA)
- Launch a Cloud based invoice processing unit in USA


- Open an Offshore Development Center for Wangs Lab, USA
- Develop and export software via satellite to Bell Labs, USA
- Obtain an ISO 9002 certification in electronic publishing in India and 2nd in the world
- Reach PCMM level II globally
- Get listed on BSE and NSE
- Develop the “Intelligent and Auto Categorization” (iCAT) tool for market research globally
- Launch an AI based Text Analytics Solution in India
BUSINESS STRENGTHS
WHY DATAMATICS?

- One of the leading players of RPA in India
- One of the few companies in India to own a product along with other IPs in mobility, analytics, document management and cloud
- 40+ years of expertise in Information & Process Management
- Highly competent BI & Analytics platform
- Technology Partnerships with IBM, Microsoft, EMC®, Sitecore, Kofax, Tableau
- Wide Service Offerings - Finance & Accounting, Mobility, BI & Analytics, Collaboration & Enterprise Portals, Engineering & Embedded Services, Enterprise Content Management
- Strong Domain Expertise across BFSI, Healthcare, Manufacturing, Market Research, Publishing, Retail & International Organizations
- Global footprint across America, Australia, Asia, Europe & Middle East

WE SUPPORT OUR CLIENTS IN THE DATA TO INTELLIGENCE JOURNEY BY LEVERAGING LATEST TECHNOLOGY TO PROVIDE BUSINESS INSIGHTS
COMPANY OVERVIEW
‘DATA TO INTELLIGENCE’ – WIDE RANGE OF SMART SOLUTIONS

Automating business processes through Smart Platforms and Robotic Process Automation for improved business productivity

AI based systems for accelerated decision making and enhanced enterprise efficiency

Extracting business insights through Advanced Analytics and AI solutions

Empowering a connected workforce through mobile solutions and self-service kiosks for unmanned business operations
COMPANY OVERVIEW
‘DATA TO INTELLIGENCE’ – WIDE RANGE OF SMART SOLUTIONS

Robotic Process Automation
Business Process Management
Health Claim Processing
Finance & Accounting Solutions
Enterprise Document Management

Advanced Data & Text Analytics
Big Data & Data Lake
Data Discovery & Visualization
Genomics, AI, Machine Learning
Enterprise Data Management

Robotic Maintenance & Testing
System Development & Cloud Migration
Intelligent, Self learning Systems
Enterprise Workflow Solutions
Enterprise Content Management

Enterprise Mobility
Internet of Things
Smart Device Solutions
POS & ATM Solutions
Automated Fare Collection
COMPETITIVE ADVANTAGE
EXPANDING OUR IN-HOUSE IP ASSETS BASE

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

Synapsis
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

DARTENIUM
High-productivity automation framework for web testing

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

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

OUR PROPRIETARY PRODUCTS FOR CLIENTS’ DIGITAL TRANSFORMATION
Q2 & H1 FY18 RESULTS UPDATE
Q2 & H1 FY18 RESULTS
KEY HIGHLIGHTS

BUSINESS UPDATE
- Featured among the top 100 in the list of 400 Small Cap Companies ranked by Dalal Street Journal.
- Acknowledged at the QualTech Awards 2017 for its contribution towards innovation in the field of Robotics Process Automation.

CURRENT REVENUE
- Clocked a Revenue of Rs. 4,406 mn in the H1 ‘18, which has marginally improved on a YoY basis
- Constant currency growth during the H1 ‘18 was 9.18%

MARGINS & PROFITABILITY
- EBITDA for the H1’18 stood at Rs. 382 mn with a margin of 8.7%
- Reported PAT was Rs. 364 mn with a healthy margin of 8.3%
Q2 & H1 FY18 RESULTS

KEY HIGHLIGHTS

Q2 & H1 FY18 YoY ANALYSIS

**REVENUES**

<table>
<thead>
<tr>
<th></th>
<th>H1 FY17</th>
<th>H1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>In Rs Mn</td>
<td>4,178</td>
<td>4,407</td>
</tr>
</tbody>
</table>

**EBITDA & EBITDA MARGIN %**

<table>
<thead>
<tr>
<th></th>
<th>H1 FY17</th>
<th>H1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>In Rs Mn</td>
<td>489</td>
<td>382</td>
</tr>
<tr>
<td>Margin %</td>
<td>11.7%</td>
<td>8.7%</td>
</tr>
</tbody>
</table>

**PAT & PAT MARGIN %**

<table>
<thead>
<tr>
<th></th>
<th>H1 FY17</th>
<th>H1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>In Rs Mn</td>
<td>352</td>
<td>364</td>
</tr>
<tr>
<td>Margin %</td>
<td>8.4%</td>
<td>8.3%</td>
</tr>
</tbody>
</table>

*PAT Before Minority Interest
Q2 & H1 FY18 RESULTS
REVENUE ANALYSIS

REVENUE BREAKUP – REGION WISE

<table>
<thead>
<tr>
<th>Region</th>
<th>Q2 &amp; H1 FY17</th>
<th>Q2 &amp; H1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>15%</td>
<td>16%</td>
</tr>
<tr>
<td>Europe</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>India</td>
<td>12%</td>
<td>16%</td>
</tr>
<tr>
<td>RoW</td>
<td>4%</td>
<td>64%</td>
</tr>
</tbody>
</table>

REVENUE BREAKUP – INDUSTRY WISE

<table>
<thead>
<tr>
<th>Industry</th>
<th>Q2 &amp; H1 FY17</th>
<th>Q2 &amp; H1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFSI</td>
<td>11%</td>
<td>23%</td>
</tr>
<tr>
<td>Publishing</td>
<td>21%</td>
<td>35%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>12%</td>
<td>8%</td>
</tr>
<tr>
<td>Hospitality</td>
<td>35%</td>
<td>5%</td>
</tr>
<tr>
<td>Others</td>
<td>23%</td>
<td>16%</td>
</tr>
</tbody>
</table>

USA

Europe

India

RoW

BFSI

Publishing

Manufacturing

Hospitality

Others
Q2 & H1 FY18 RESULTS
REVENUE ANALYSIS

CLIENTS REVENUE CONTRIBUTION

- Top 5
- Top 10
- Top 20

Q2 & H1 FY18

- Top 5: 40%
- Top 10: 66%
- Top 20: 53%

Q2 & H1 FY17

- Top 5: 37%
- Top 10: 51%
- Top 20: 66%
## Q2 & H1 FY18 RESULTS
### CONSOLIDATED PROFIT & LOSS

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1 FY18</th>
<th>H1 FY17</th>
<th>YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>4,406.6</td>
<td>4,177.7</td>
<td>5.5%</td>
</tr>
<tr>
<td>Operational Expenses</td>
<td>39.2</td>
<td>33.0</td>
<td>18.9%</td>
</tr>
<tr>
<td>Employee Benefits Expenses</td>
<td>2,724.0</td>
<td>2,519.8</td>
<td>8.1%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>1,261.6</td>
<td>1,135.5</td>
<td>11.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>381.8</td>
<td>489.4</td>
<td>-22.0%</td>
</tr>
<tr>
<td>EBITDA Margin %</td>
<td>8.7%</td>
<td>11.7%</td>
<td>-305 bps</td>
</tr>
<tr>
<td>Depreciation/Amortization</td>
<td>88.1</td>
<td>128.0</td>
<td>-31.1%</td>
</tr>
<tr>
<td>EBIT</td>
<td>293.7</td>
<td>361.5</td>
<td>-18.7%</td>
</tr>
<tr>
<td>EBIT Margin %</td>
<td>6.7%</td>
<td>8.7%</td>
<td>-199 bps</td>
</tr>
<tr>
<td>Finance Costs</td>
<td>17.9</td>
<td>28.6</td>
<td>-37.4%</td>
</tr>
<tr>
<td>Other Income (Incl. Fair Valuation Gain on Investments)</td>
<td>166.5</td>
<td>78.6</td>
<td>111.9%</td>
</tr>
<tr>
<td>Share of Net Profits of Associates and JVs</td>
<td>-3.6</td>
<td>18.5</td>
<td>-119.5%</td>
</tr>
<tr>
<td>PBT</td>
<td>438.8</td>
<td>429.9</td>
<td>2.1%</td>
</tr>
<tr>
<td>PBT Margin %</td>
<td>10.0%</td>
<td>10.3%</td>
<td>-33 bps</td>
</tr>
<tr>
<td>Tax Expense</td>
<td>78.5</td>
<td>59.8</td>
<td>31.4%</td>
</tr>
<tr>
<td>% Tax Rate</td>
<td>17.9%</td>
<td>13.9%</td>
<td>399 bps</td>
</tr>
<tr>
<td>PAT</td>
<td>360.3</td>
<td>370.2</td>
<td>-2.7%</td>
</tr>
<tr>
<td>PAT Margin %</td>
<td>8.2%</td>
<td>8.9%</td>
<td>-69 bps</td>
</tr>
<tr>
<td>EPS (Basic) (Rs)</td>
<td>6.4</td>
<td>6.0</td>
<td>6.2%</td>
</tr>
</tbody>
</table>
FOR FURTHER QUERIES:

Mr. Sandeep Mantri  
Chief Financial Officer  
Email ID: investorrelations@datamatics.com

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