



Q2 FY18 RESULTS PRESENTATION

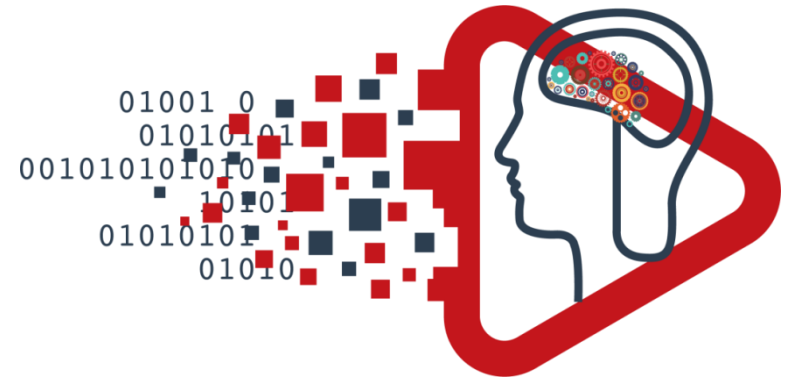
December 2017



COMPANY OVERVIEW



Q2 & H1 FY18 RESULTS UPDATE





**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

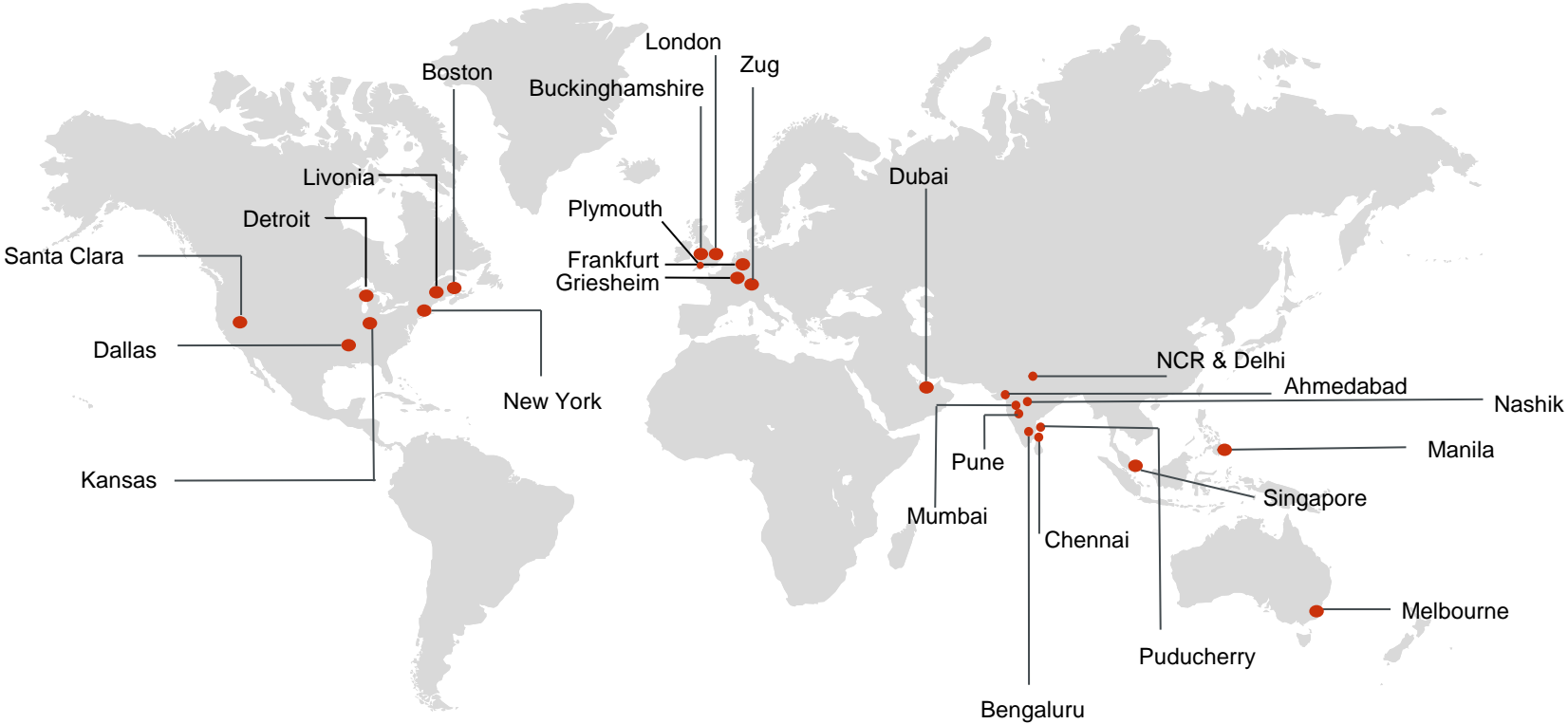


**660+ customers, some of which
are Fortune 500 Companies**

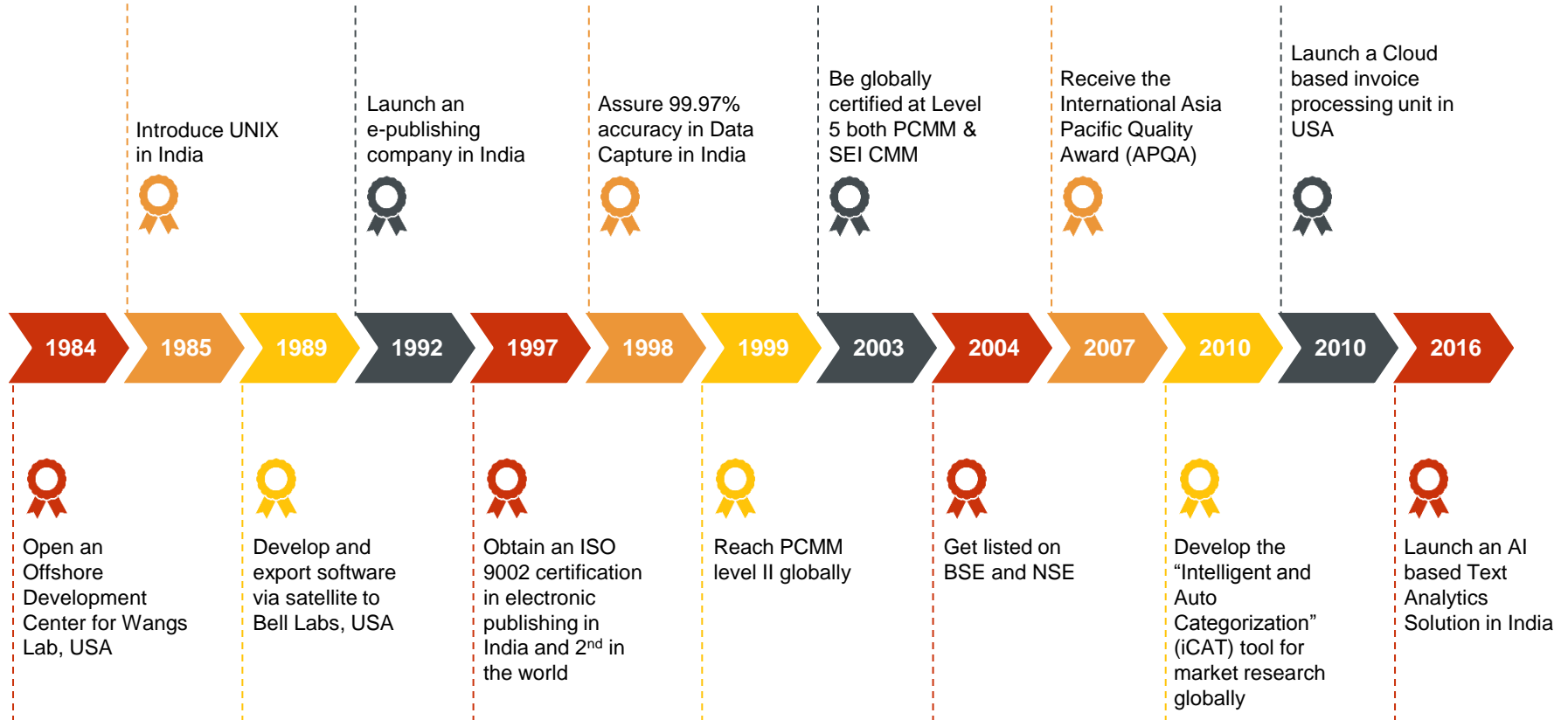


**Revenues – Rs. 8,671 Mn (5-Yr CAGR 12%)
EBITDA – Rs. 808 Mn (5-Yr CAGR 14%)
Adj. PAT – Rs. 618 Mn (5-Yr CAGR 18%)**

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



DATAMATICS WAS FIRST TO -



BUSINESS STRENGTHS

WHY DATAMATICS?

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

- **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

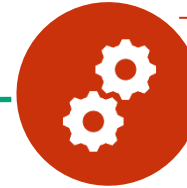


- **Wide Service Offerings** - Finance & Accounting, Mobility, BI & Analytics, Collaboration & Enterprise Portals, Engineering & Embedded Services, Enterprise Content Management

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



DATAMATICS®
Data to Intelligence

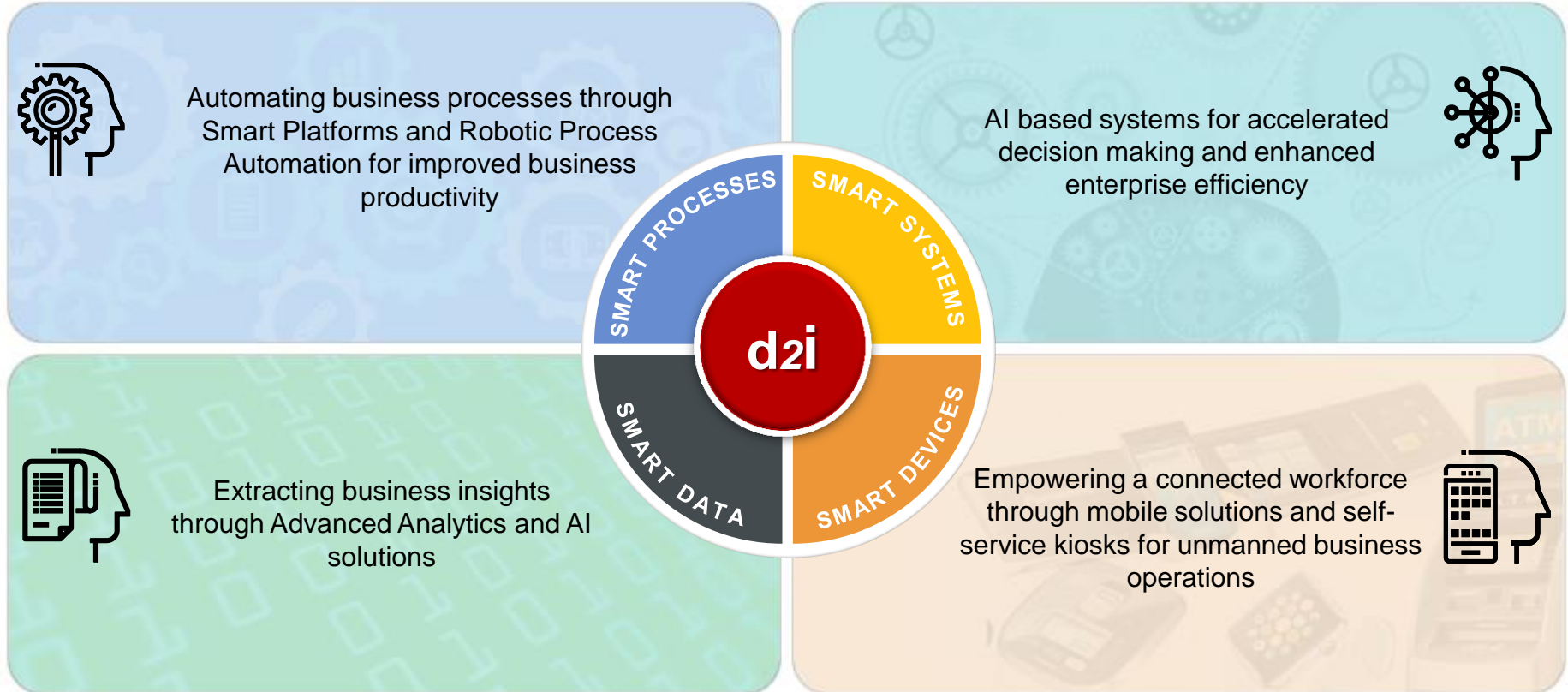


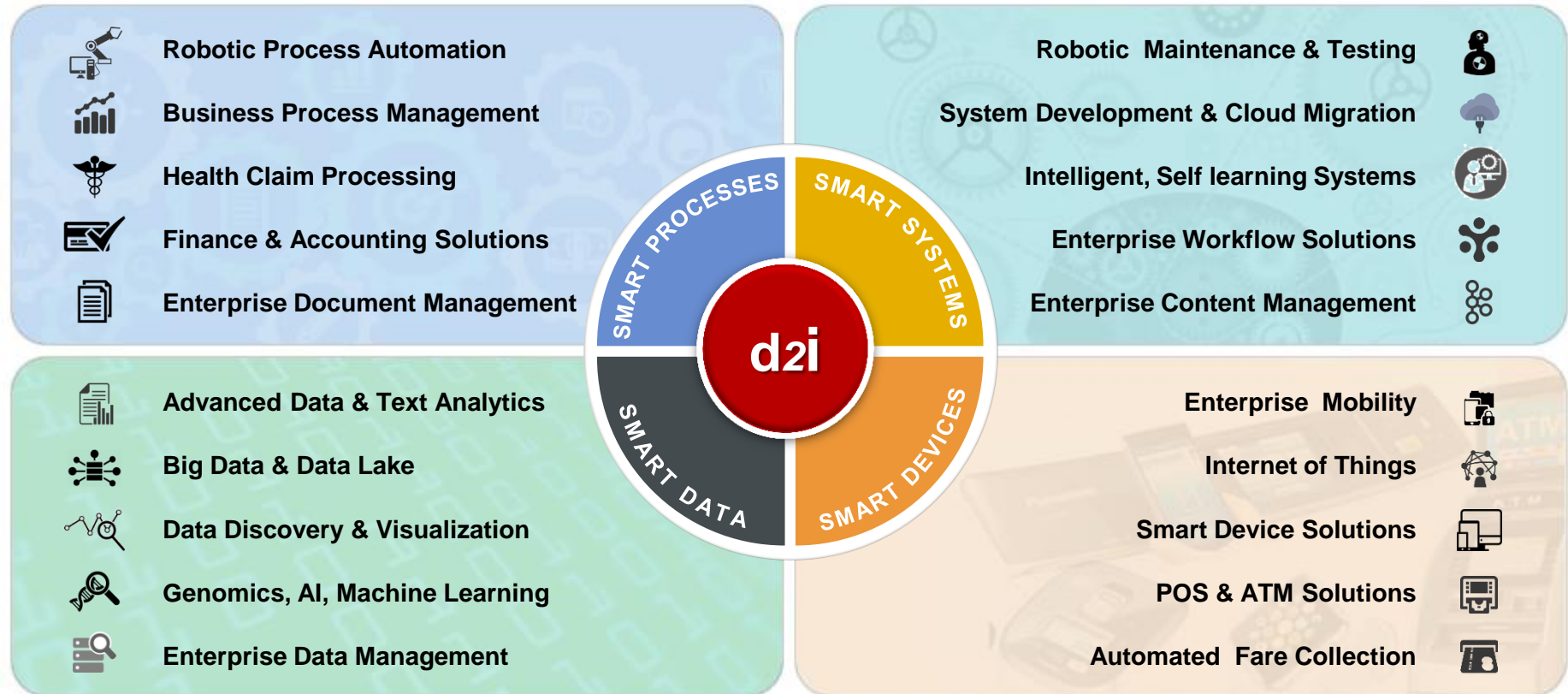
- **Strong Domain Expertise** across BFSI, Healthcare, Manufacturing, Market Research, Publishing, Retail & International Organizations

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



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







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**

Q2 & H1 FY18 RESULTS UPDATE





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

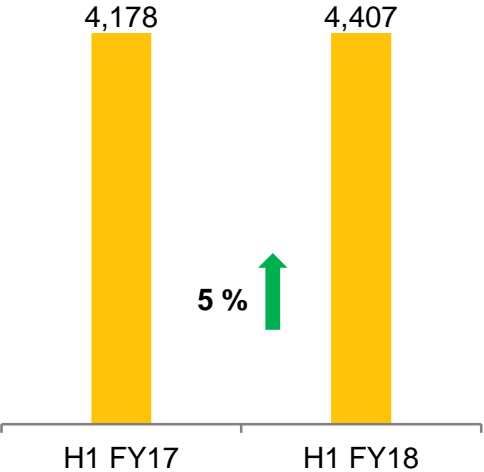
- EBITDA for the H1'18 stood at Rs. 382 mn with a margin of 8.7%
- Reported PAT was Rs. 364 mn with a healthy margin of 8.3%

Q2 & H1 FY18 RESULTS
KEY HIGHLIGHTS

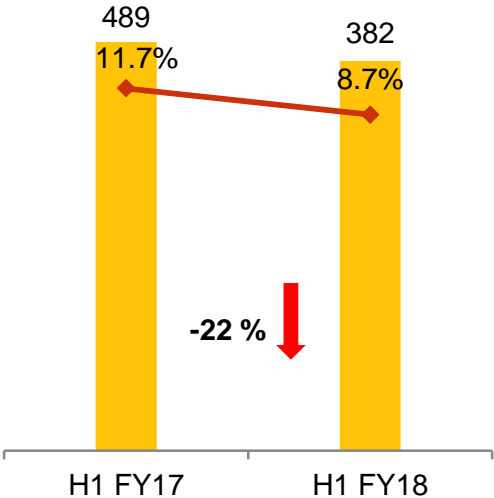
Q2 & H1 FY18 YoY ANALYSIS

In Rs Mn

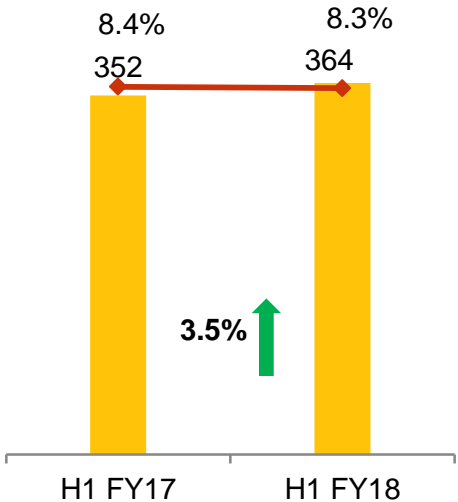
REVENUES



EBITDA & EBITDA MARGIN %



PAT & PAT MARGIN % #

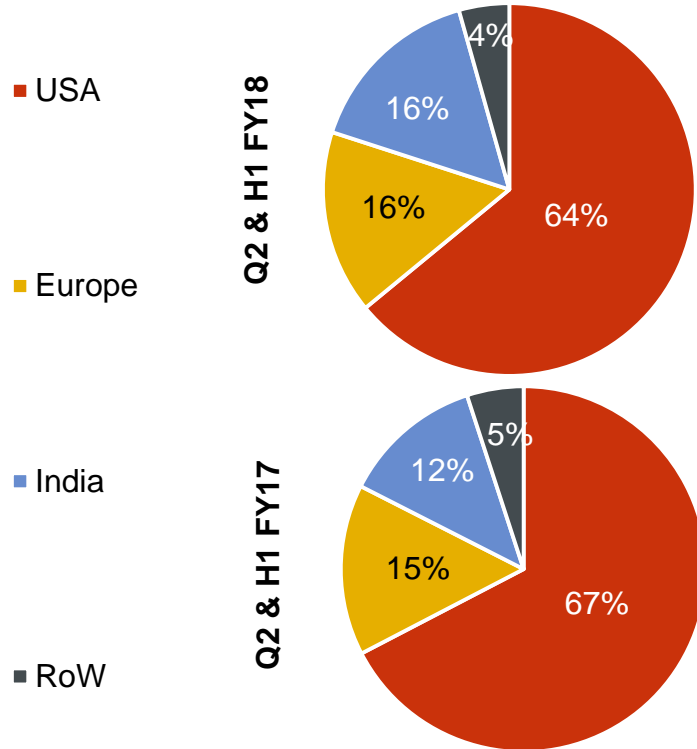


PAT Before Minority Interest

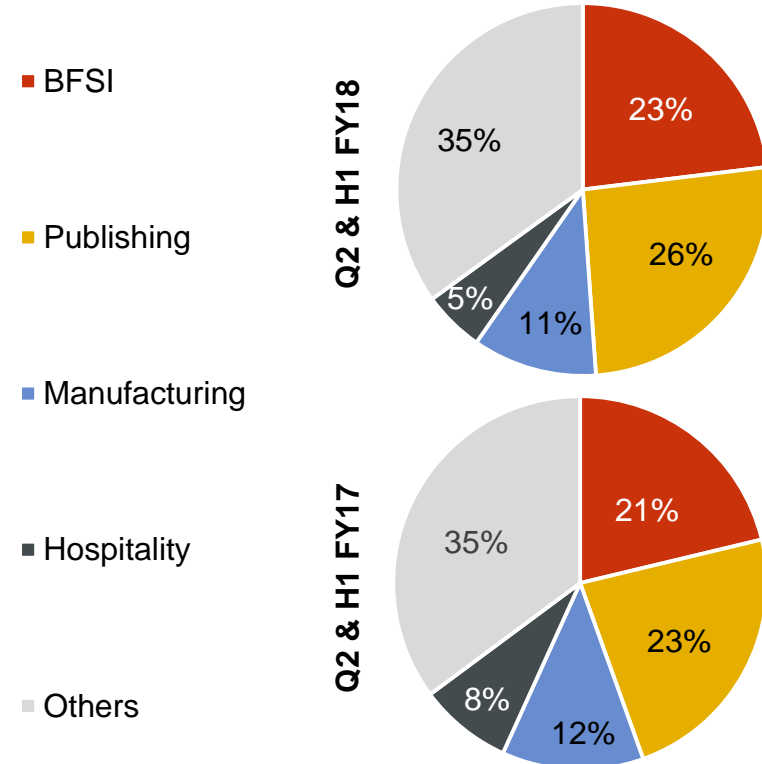
Q2 & H1 FY18 RESULTS

REVENUE ANALYSIS

REVENUE BREAKUP – REGION WISE

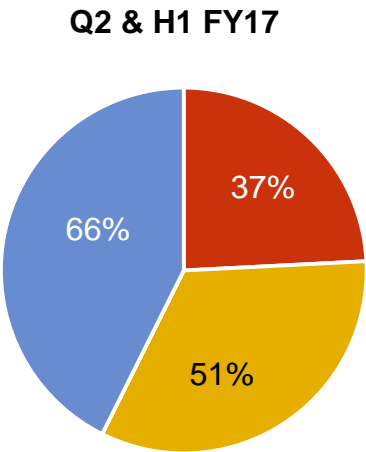
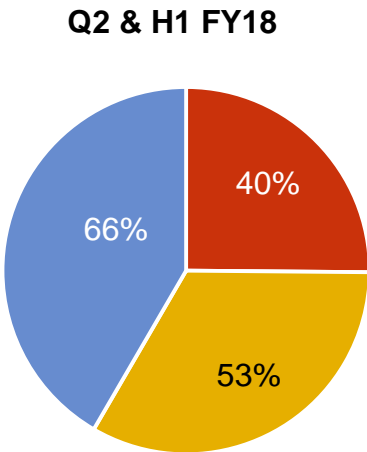


REVENUE BREAKUP – INDUSTRY WISE



CLIENTS REVENUE CONTRIBUTION

■ Top 5 ■ Top 10 ■ Top 20



Q2 & H1 FY18 RESULTS

CONSOLIDATED PROFIT & LOSS

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



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