

DATAMATICS GLOBAL SERVICES LIMITED

Q2 & H1 FY19 Results Update





COMPANY OVERVIEW

QUARTERLY UPDATE

AWARDS & CERTIFICATIONS

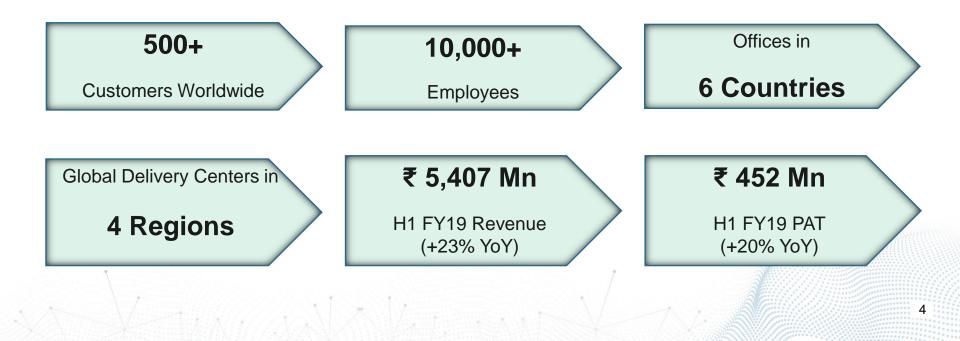
DISCUSSION SUMMARY



COMPANY OVERVIEW



We build intelligent solutions for data-driven businesses to enhance their productivity and customer experience



OUR PORTFOLIO



Business Process Management IT Services Publishing Finance & Accounting **Cloud Services** • Web Design & Development Retail /e-Commerce Banking Process Management Robotic Test Automation • Application Management **BPaaS** Insurance Process Management • Enterprise Content Mgmt. & Services **Customer Support Service** Workflow Solutions **Enterprise Mobility** A PROCESSES **Robotics Process Automation** SMART Virtual & Augmented Reality (RPA) SASTEMS **Digital Consulting** TruBot iPM SH PRI DATA **Engineering Services Big Data & Analytics Research & Analysis** Automated Fare Collection Advanced Analytics & Data Sciences Point of Sale & ATM Solutions **Business Intelligence & Data Visualization** Self Service Terminals **Big Data and Data Lakes** Internet of Things **Enterprise Data Management** TruBI Tru**Fare**

EXPERIENCED MANAGEMENT TEAM





DR. LALIT KANODIA Chairman



RAHUL KANODIA Vice-Chairman & CEO



SANDEEP MANTRI VP & Chief Financial Officer



BRAJESH UGRA President – Global Head -- Sales



NAVIN GUPTA EVP & Global Head BPO Services



SANJEEV SUBHEDAR EVP & Global Head -Engineering Solutions



SACHIN RANE EVP & Global Head -Software Solutions



SANJEET BANERJI EVP & Global Head – Al & Cognitive Sciences



SHASHI BHARGAVA EVP & Global Head -Solutions Group



SANDEEP ARORA EVP & Global Head – Consulting & Advisory Practice



RAJESH AGARWAL Head – Robotic Process Automation



MITUL MEHTA SVP & Global Head - Marketing & Communications



DIVYA KUMAT EVP, Chief Legal Officer & Company Secretary



ALOK KUMAR JHA EVP & CHRO

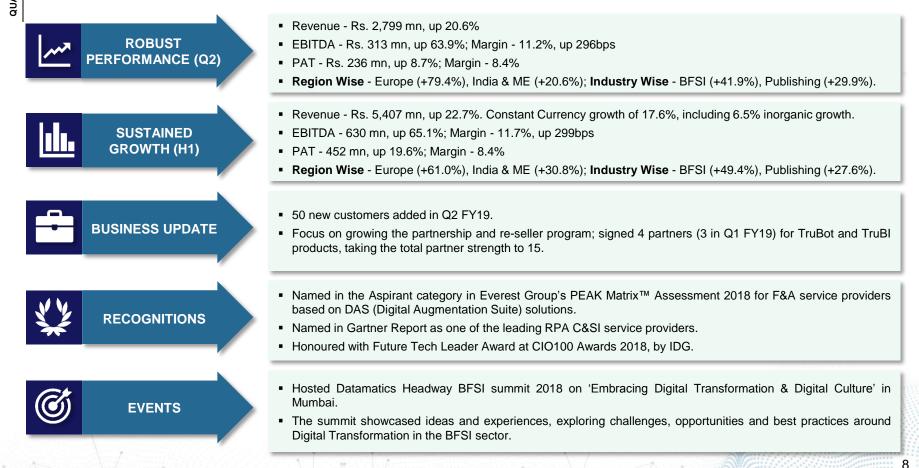




QUARTERLY UPDATE

Q2 & H1 FY19 KEY HIGHLIGHTS – YoY Analysis

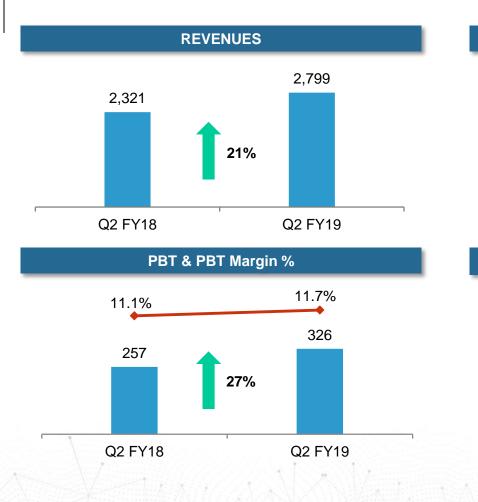


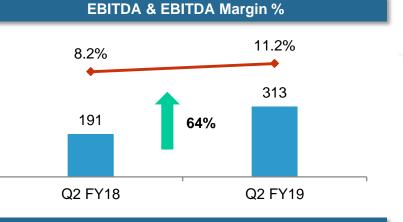


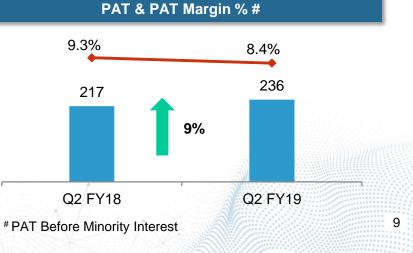
Q2 FY19 KEY HIGHLIGHTS



In Rs Mn



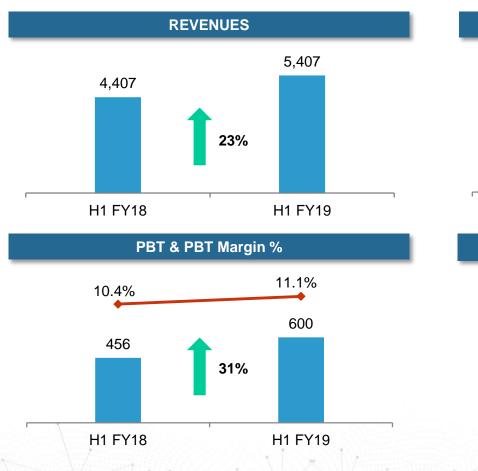


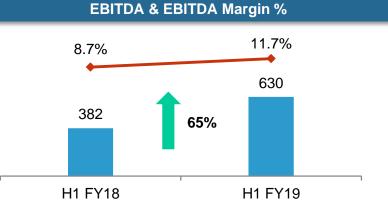


H1 FY19 KEY HIGHLIGHTS

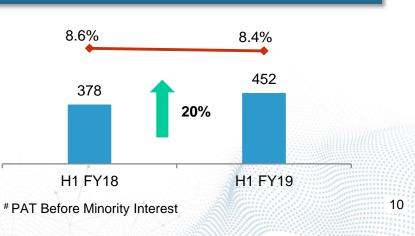


In Rs Mn





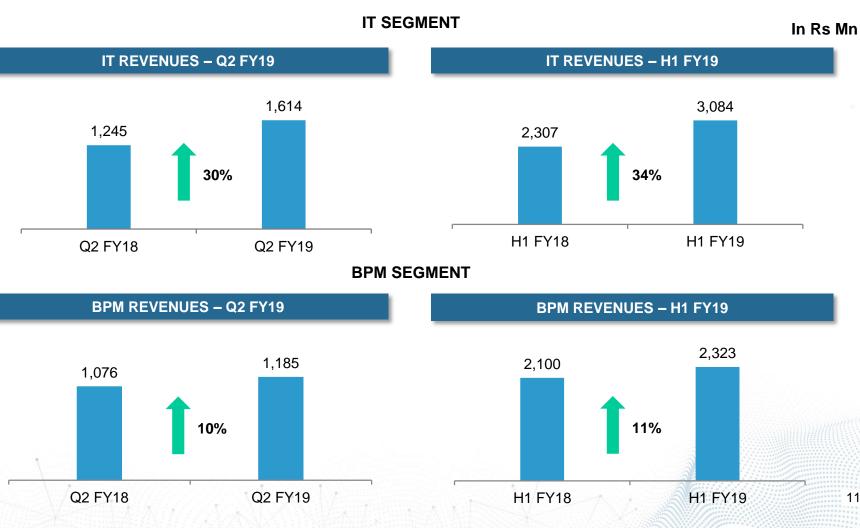
PAT & PAT Margin % #



SEGMENT-WISE REVENUE – YoY ANALYSIS



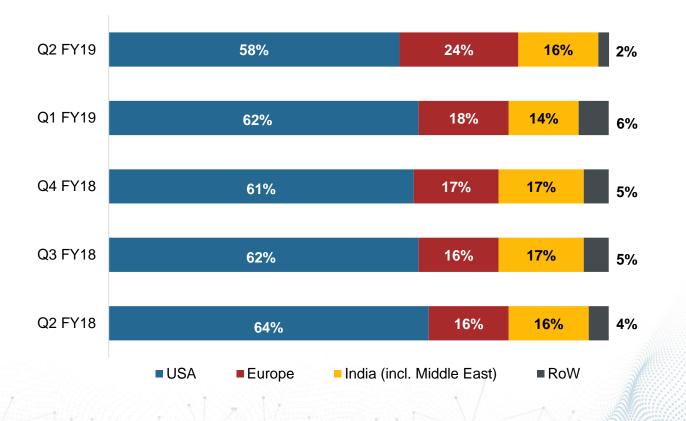




REGION-WISE REVENUE – QUARTERLY TREND



STEADY REVENUE GENERATION ACROSS CORE REGIONS

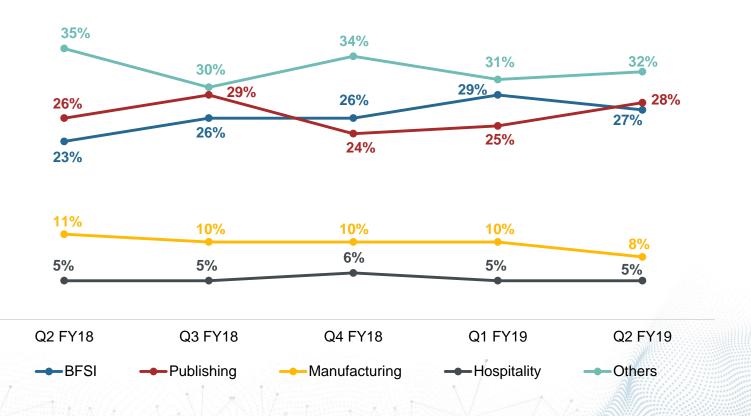


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INDUSTRY-WISE REVENUE – QUARTERLY TREND



BFSI AND PUBLISHING SECTORS CONTINUE TO DRIVE GROWTH AT THE GROUP LEVEL

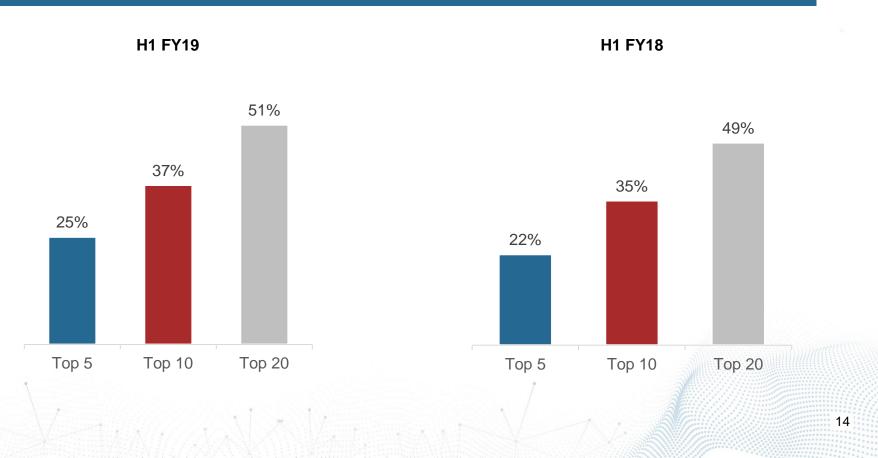


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CLIENT REVENUE CONTRIBUTION



CLIENT CONCENTRATION MAINTAINED AT A COMFORTABLE LEVEL



CONSOLIDATED PROFIT AND LOSS



Particulars (Rs in Mn)	Q2 FY19	Q2 FY18	YoY %	Q1 FY19	QoQ %	H1 FY19	H1 FY18	YoY%
Revenue from Operations	2,799.0	2,321.0	20.6%	2,608.0	7.3%	5,407.1	4,406.6	22.7%
Purchase of Products and Licences	40.3	24.8	62.6%	16.9	137.8%	57.2	39.2	45.9%
Employee Benefits Expenses	1,740.0	1,435.1	21.2%	1,626.9	7.0%	3,366.8	2,724.0	23.6%
Other Expenses	705.5	670.0	5.3%	647.3	9.0%	1,352.8	1,261.6	7.2%
EBITDA	313.3	191.2	63.9%	317.0	-1.2%	630.2	381.8	65.1%
EBITDA Margin %	11.2%	8.2%	296 bps	12.2%	-96 bps	11.7%	8.7%	299 bps
Depreciation/Amortization	68.4	44.7	53.0%	61.3	11.7%	129.7	88.1	47.2%
EBIT	244.9	146.5	67.2%	255.7	-4.2%	500.6	293.7	70.4%
EBIT Margin %	8.7%	6.3%	244 bps	9.8%	-106 bps	9.3%	6.7%	259 bps
Finance Costs	14.3	11.8	20.6%	11.4	25.3%	25.6	17.9	43.5%
Other Income	89.9	115.6	-22.2%	23.3	285.5%	113.2	166.5	-32.0%
Share of Profits of JVs	5.9	6.9	-13.5%	5.5	8.2%	11.4	13.8	-17.1%
РВТ	326.4	257.1	27.0%	273.1	19.5%	599.6	456.1	31.4%
PBT Margin %	11.7%	11.1%	59 bps	10.5%	119 bps	11.1%	10.4%	74 bps
Tax Expense	90.7	40.1	125.9%	57.1	58.9%	147.8	78.5	88.2%
% Tax Rate	27.8%	15.6%	-	20.9%	-	24.6%	17.2%	-
PAT	235.8	216.9	8.7%	216.1	9.1%	451.8	377.6	19.6%
PAT Margin %	8.4%	9.3%	-92 bps	8.3%	14 bps	8.4%	8.6%	-21 bps
Non-controlling interests	32.0	8.7	-	31.0	-	62.9	17.4	
PAT after Minority Interest	203.8	208.3	-2.1%	185.1	10.1%	388.9	360.3	8.0%
EPS (Basic) (Rs)	3.46	3.53	-2.0%	3.14	10.2%	6.60	6.11	8.0%

CONSOLIDATED BALANCE SHEET



Derticulare (De la Ma)	Son 19	Mor 19
Particulars (Rs In Mn) Equity and Liabilities	Sep-18	Mar-18
Equity		
Equity Share Capital	294.8	294.8
Other Equity	5,725.1	294.8 5,169.1
	,	
Equity attributable to owners	6,019.9 473.1	5,463.8
Non-controlling interests		363.6
Total Equity	6,493.0	5,827.4
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
i. Other financial liabilities	272.8	161.4
Provisions	191.3	174.1
Total Non-Current Liabilities	464.2	335.5
Current Liabilities		
Financial Liabilities		
i. Borrowings	547.9	658.0
ii. Trade payables	749.6	689.6
iii. Other financial liabilities	71.3	19.9
Provisions	41.3	37.9
Current tax liabilities	11.4	4.1
Other current liabilities	274.7	191.2
Total Current Liabilities	1,696.3	1,600.6
Total Liabilities	2,160.4	1,936.0
Total Equity and Liabilities	8,653.4	7,763.5

Particulars (Rs in Mn)	Sep-18	Mar-18
Assets		
Non-Current Assets		
Property, Plant and Equipment	1,140.3	1,112.1
Capital work-in-progress	71.2	49.9
Goodwill	1,982.0	1,911.4
Other intangible assets	457.7	237.5
Financial Assets		
i. Investments	115.2	115.3
ii. Loans	2.8	3.7
iii. Other financial assets	128.8	134.9
Deferred tax assets	188.3	139.9
Non-current tax assets	35.9	96.9
Other non-current assets	99.5	69.9
Total Non-Current Assets	4,221.8	3,871.7
Current Assets		
Financial Assets		
i. Investments	446.6	213.0
ii. Trade receivables	2,373.6	2,047.9
iii. Cash and cash equivalents	665.0	817.8
iv. Bank balances other than (iii)	7.8	25.7
v. Loans & Advances	4.5	16.0
vi. Other financial assets	759.3	646.5
Other current assets	174.8	124.9
Total Current Assets	4,431.7	3,891.8
Total Assets	8,653.4	7,763.5

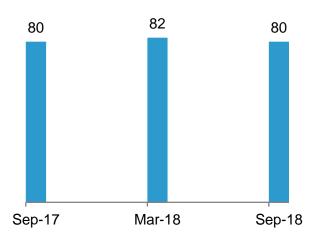
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RECEIVABLES AND NET CASH POSITION

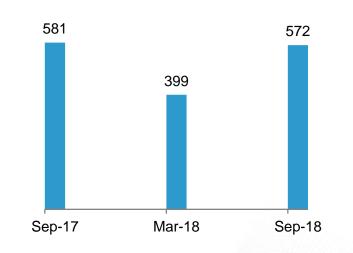


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DAYS SALES OUTSTANDING (DSO)



NET CASH

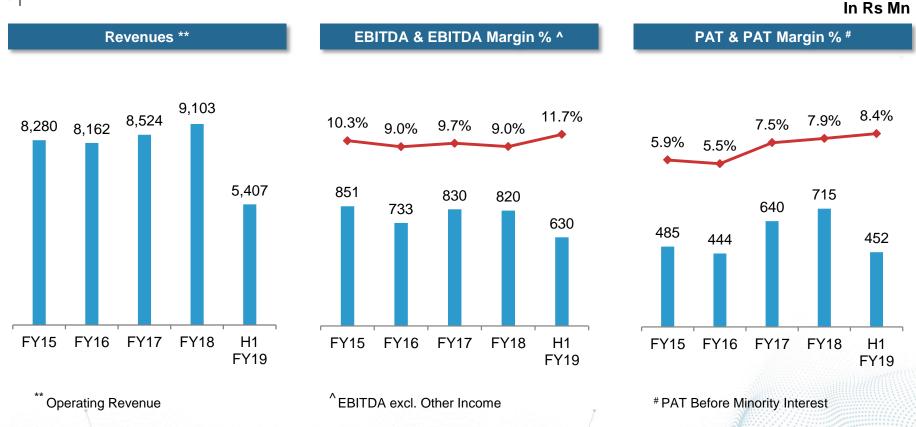


Note: Net Cash = Cash & Bank + Current Investments - Borrowings

Note: Sep-17 and Sep-18 DSO calculated on annualised H1 FY18 and H1 FY19 Revenues, respectively.

STEADY GROWTH OVER LAST 5 YEARS



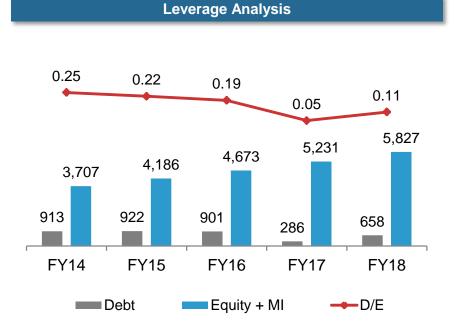


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HEALTHY BALANCE SHEET POSITION



In Rs Mn



18.2% 17.0% 13.2% 12.9% 12.5% 12.3% 10.0% 9.4% 10.1% 8.7% FY14 **FY15 FY16 FY17 FY18** ■ ROCE% ROE%

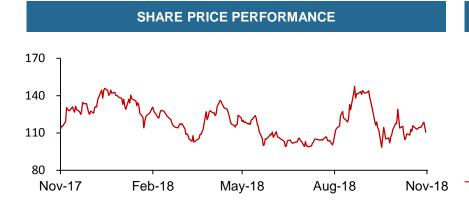
Return Ratio Analysis

FY14 to FY16 Equity and Debt Figures are as per I-GAAP and FY17 & FY18 are as per IND-AS standards.

FY14 to FY17 Return Ratios calculated on I-GAAP figures and FY18 as per IND-AS standards.

SHAREHOLDING SUMMARY





MARKET DATA	AS ON 15 th NOVEMBER 2018
Market Capitalization (Rs Cr)	654.3
Price (Rs)	111.0
No. of Shares Outstanding (Cr)	5.9
Face Value (Rs)	5.0
52 Week Low-High (Rs)	99.1 / 146.0

SHAREHOLDING – 30 th SEPTEMBER 2018				
Public, 26.52%				
Institutions, 0.45%				
	Promoters, 73.03%			
Source – BSE				

KEY INVESTORS – 30 th SEPTEMBER 2018	% Holding
Shaunak Jagdish Shah	1.69%
Jagdish Amritlal Shah	1.27%



AWARDS & CERTIFICATIONS

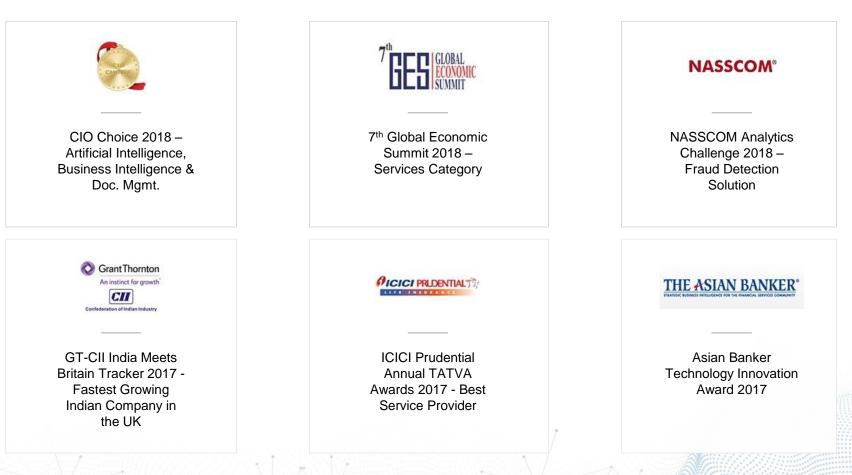
CERTIFICATIONS





RECENT AWARDS & RECOGNITIONS





FOR FURTHER QUERIES



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