DISSCUSSION SUMMARY

COMPANY OVERVIEW

Q3 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.

450+ customers, some of which are Fortune 500 Companies.

9,000+ Employees Globally.

We build intelligent solutions using cutting edge technologies like Robotics, Artificial Intelligence and Machine Learning, to enable your business to enhance Productivity and Customer Experience.
CATERING TO THE DIVERSE BUSINESS NEEDS OF CUSTOMERS THROUGH OUR GLOBAL PRESENCE

COMPANY OVERVIEW
GLOBAL FOOTPRINT
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

- 1984
  - Open an Offshore Development Center for Wangs Lab, USA
- 1985
  - Develop and export software via satellite to Bell Labs, USA
- 1989
  - Obtain an ISO 9002 certification in electronic publishing in India and 2nd in the world
- 1992
  - Assure 99.97% accuracy in Data Capture in India
- 1997
  - Reach PCMM level II globally
- 1998
  - Be globally certified at Level 5 both PCMM & SEI CMM
- 1999
  - Get listed on BSE and NSE
- 2003
  - Receive the International Asia Pacific Quality Award (APQA)
- 2004
  - Develop the “Intelligent and Auto Categorization” (iCAT) tool for market research globally
- 2007
  - Launch a Cloud based invoice processing unit in USA
- 2010
  - Be globally certified at Level 5 both PCMM & SEI CMM
- 2010
  - Receive the International Asia Pacific Quality Award (APQA)
- 2016
  - Launch a Cloud based invoice processing unit in USA
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, EMC², 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
• Own incubation hub – DataLabs which analyzes and assimilates market requirements provide innovative solutions

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

Extracting business insights through Advanced Analytics and AI solutions

AI based systems for accelerated decision making and enhanced enterprise efficiency

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

**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**

**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.

**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
Q3 FY18 RESULTS UPDATE
Q3 FY18 RESULTS
KEY HIGHLIGHTS

BUSINESS UPDATE
- Datamatics was acknowledged with the CIO Choice 2018 Honor and Recognition title in 3 categories by the Indian CIO and IT decision maker community.
  - Three years in a row for Business Intelligence and Document Management categories
  - First time in the Emergent Technology category for Artificial Intelligence

CURRENT REVENUE
- Clocked a Revenue of Rs. 2,348 mn in the third quarter, which has improved by 10% on a YoY basis
- Constant currency growth during the period was 10.35%

MARGINS & PROFITABILITY
- EBITDA for YTD Dec’17 stood at Rs. 589.46 mn with a margin of 8.7%
- Reported PAT (YTD Dec’17) was Rs. 563.1 mn with a healthy margin of 8.3%
9M FY18 RESULTS
KEY HIGHLIGHTS

9 month end Dec’17 ANALYSIS

<table>
<thead>
<tr>
<th>REVENUES</th>
<th>EBITDA &amp; EBITDA MARGIN %</th>
<th>PAT &amp; PAT MARGIN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD Dec’16</td>
<td>YTD Dec’17</td>
<td>YTD Dec’16</td>
</tr>
<tr>
<td>6,311</td>
<td>6,755</td>
<td>707</td>
</tr>
<tr>
<td>7 %</td>
<td>-16 %</td>
<td>16%</td>
</tr>
</tbody>
</table>

In Rs Mn

*PAT Before Minority Interest
9M FY18 RESULTS
REVENUE ANALYSIS

REVENUE BREAKUP – REGION WISE

- USA: 17%
- Europe: 16%
- India: 15%
- RoW: 2%

YTD Dec’17

- USA: 16%
- Europe: 17%
- India: 5%
- RoW: 0%

YTD Dec’16

REVENUE BREAKUP – INDUSTRY WISE

- BFSI: 30%
- Publishing: 29%
- Manufacturing: 10%
- Hospitality: 5%
- Others: 31%

YTD Dec’17

- BFSI: 26%
- Publishing: 29%
- Manufacturing: 12%
- Hospitality: 26%
- Others: 8%

YTD Dec’16

Data to Intelligence
9M FY18 RESULTS
REVENUE ANALYSIS

CLIENTS REVENUE CONTRIBUTION

- Top 5
- Top 10
- Top 20

YTD Dec’17

- Top 5: 50%
- Top 10: 30%
- Top 20: 42%

YTD Dec’16

- Top 5: 52%
- Top 10: 29%
- Top 20: 41%
### Q3 & 9M FY18 RESULTS

**CONSOLIDATED PROFIT & LOSS**

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>Q3 FY18</th>
<th>Q3 FY17</th>
<th>% Variance</th>
<th>Ytd Dec'17</th>
<th>Ytd Dec'16</th>
<th>% Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>2,348.4</td>
<td>2,133.7</td>
<td>10.1%</td>
<td>6,755.0</td>
<td>6,311.3</td>
<td>7.0%</td>
</tr>
<tr>
<td>Operational Expenses</td>
<td>23.7</td>
<td>18.3</td>
<td>29.1%</td>
<td>62.9</td>
<td>51.3</td>
<td>22.6%</td>
</tr>
<tr>
<td>Employee Benefits Expenses</td>
<td>1,427.3</td>
<td>1,286.1</td>
<td>11.0%</td>
<td>4,151.2</td>
<td>3,805.9</td>
<td>9.1%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>689.8</td>
<td>612.1</td>
<td>12.7%</td>
<td>1,951.4</td>
<td>1,747.6</td>
<td>11.7%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>207.6</td>
<td>217.2</td>
<td>-4.4%</td>
<td>589.5</td>
<td>706.6</td>
<td>-16.6%</td>
</tr>
<tr>
<td>EBITDA Margin %</td>
<td>8.8%</td>
<td>10.2%</td>
<td>-134 bps</td>
<td>8.7%</td>
<td>11.2%</td>
<td>-247 bps</td>
</tr>
<tr>
<td>Depreciation/Amortization</td>
<td>44.4</td>
<td>59.4</td>
<td>-25.3%</td>
<td>132.5</td>
<td>187.4</td>
<td>-29.3%</td>
</tr>
<tr>
<td>EBIT</td>
<td>163.2</td>
<td>157.8</td>
<td>3.5%</td>
<td>456.9</td>
<td>519.2</td>
<td>-12.0%</td>
</tr>
<tr>
<td>EBIT Margin %</td>
<td>7.0%</td>
<td>7.4%</td>
<td>-44 bps</td>
<td>6.8%</td>
<td>8.2%</td>
<td>-146 bps</td>
</tr>
<tr>
<td>Finance Costs</td>
<td>10.2</td>
<td>30.5</td>
<td>-66.7%</td>
<td>28.0</td>
<td>59.1</td>
<td>-52.5%</td>
</tr>
<tr>
<td>Other Income (Incl. Fair Valuation Gain on Investments)</td>
<td>90.0</td>
<td>55.0</td>
<td>63.7%</td>
<td>256.6</td>
<td>133.6</td>
<td>92.1%</td>
</tr>
<tr>
<td>Share of Net Profits of Associates and JVs</td>
<td>6.2</td>
<td>-0.6</td>
<td>-1101.6%</td>
<td>20.0</td>
<td>3.2</td>
<td>518.9%</td>
</tr>
<tr>
<td>PBT</td>
<td>249.3</td>
<td>181.6</td>
<td>37.3%</td>
<td>705.4</td>
<td>596.9</td>
<td>18.2%</td>
</tr>
<tr>
<td>PBT Margin %</td>
<td>10.6%</td>
<td>8.5%</td>
<td>210 bps</td>
<td>10.4%</td>
<td>9.5%</td>
<td>98 bps</td>
</tr>
<tr>
<td>Tax Expense</td>
<td>63.9</td>
<td>49.4</td>
<td>29.3%</td>
<td>142.4</td>
<td>109.2</td>
<td>30.4%</td>
</tr>
<tr>
<td>% Tax Rate</td>
<td>25.6%</td>
<td>27.2%</td>
<td>158 bps</td>
<td>20.2%</td>
<td>18.3%</td>
<td>189 bps</td>
</tr>
<tr>
<td>PAT</td>
<td>185.4</td>
<td>132.2</td>
<td>40.3%</td>
<td>563.1</td>
<td>487.8</td>
<td>15.4%</td>
</tr>
<tr>
<td>PAT Margin %</td>
<td>7.9%</td>
<td>6.2%</td>
<td>170 bps</td>
<td>8.3%</td>
<td>7.7%</td>
<td>61 bps</td>
</tr>
<tr>
<td>EPS (Basic) (Rs)</td>
<td>3.1</td>
<td>2.2</td>
<td>40.3%</td>
<td>9.6</td>
<td>8.3</td>
<td>15.4%</td>
</tr>
</tbody>
</table>
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