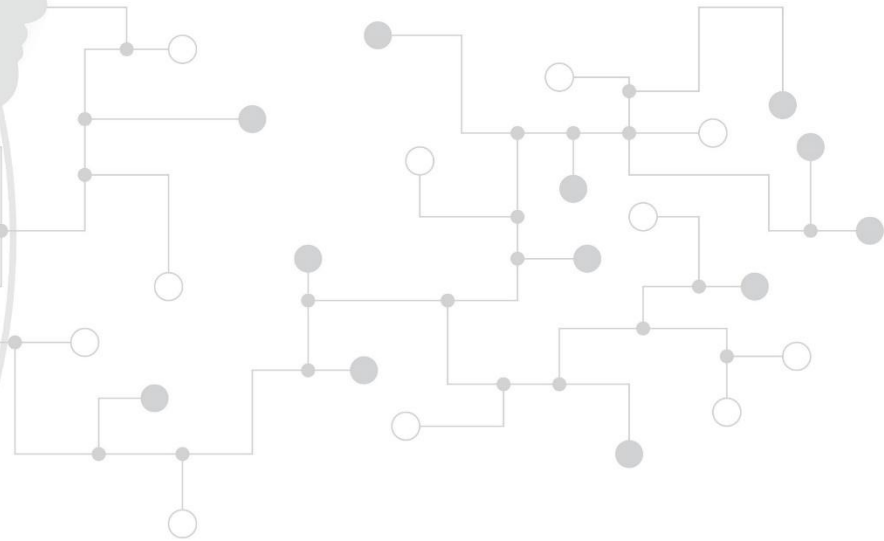




Q3 FY18 RESULTS PRESENTATION

December 2017

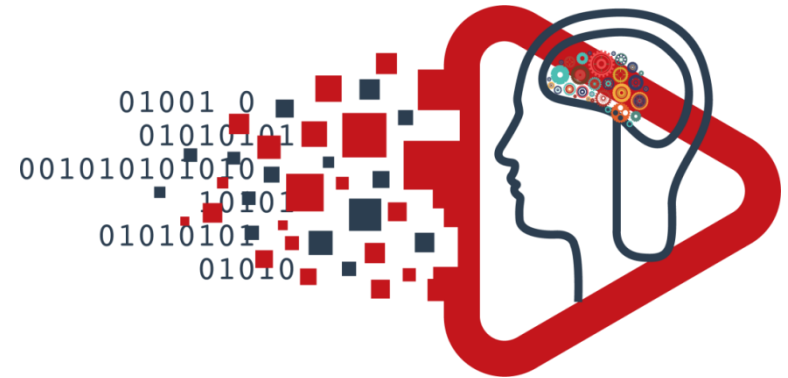




COMPANY OVERVIEW



Q3 FY18 RESULTS UPDATE





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

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



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

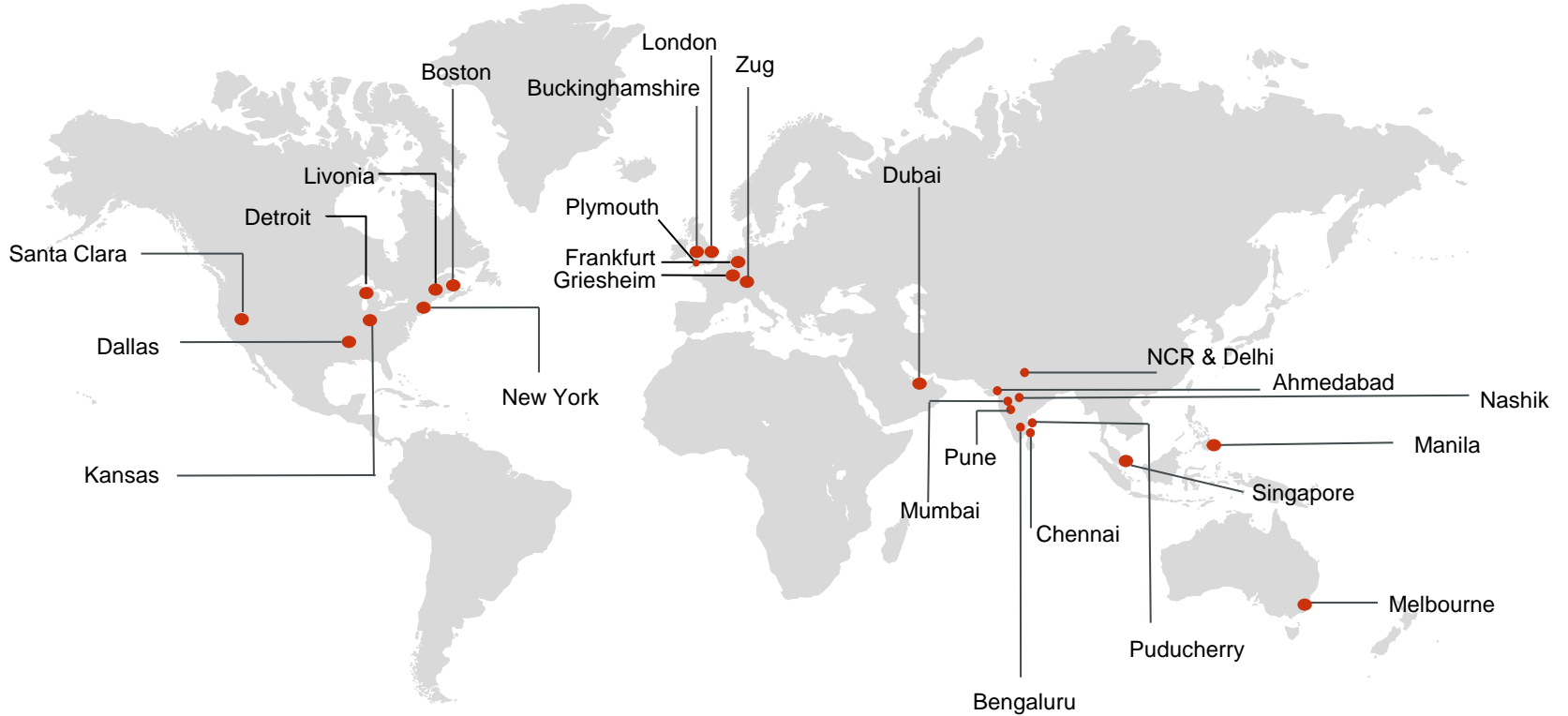


450+ customers, some of which are Fortune 500 Companies

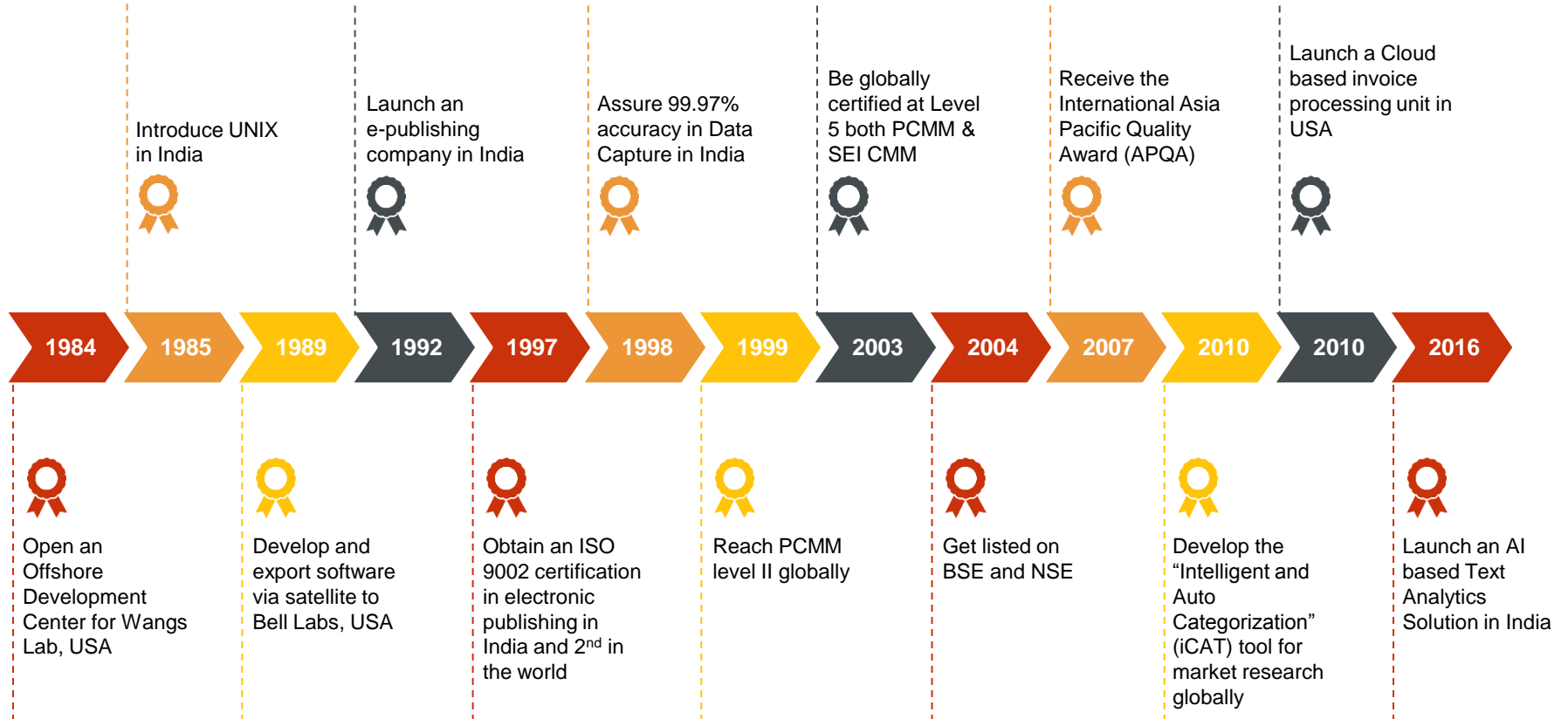


9,000+ Employees Globally

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



DATAMATICS WAS FIRST TO -



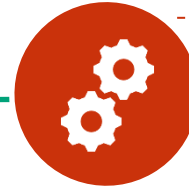
WE SUPPORT OUR CLIENTS IN THE DATA TO INTELLIGENCE JOURNEY BY LEVERAGING LATEST TECHNOLOGY TO PROVIDE BUSINESS INSIGHTS

- **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**

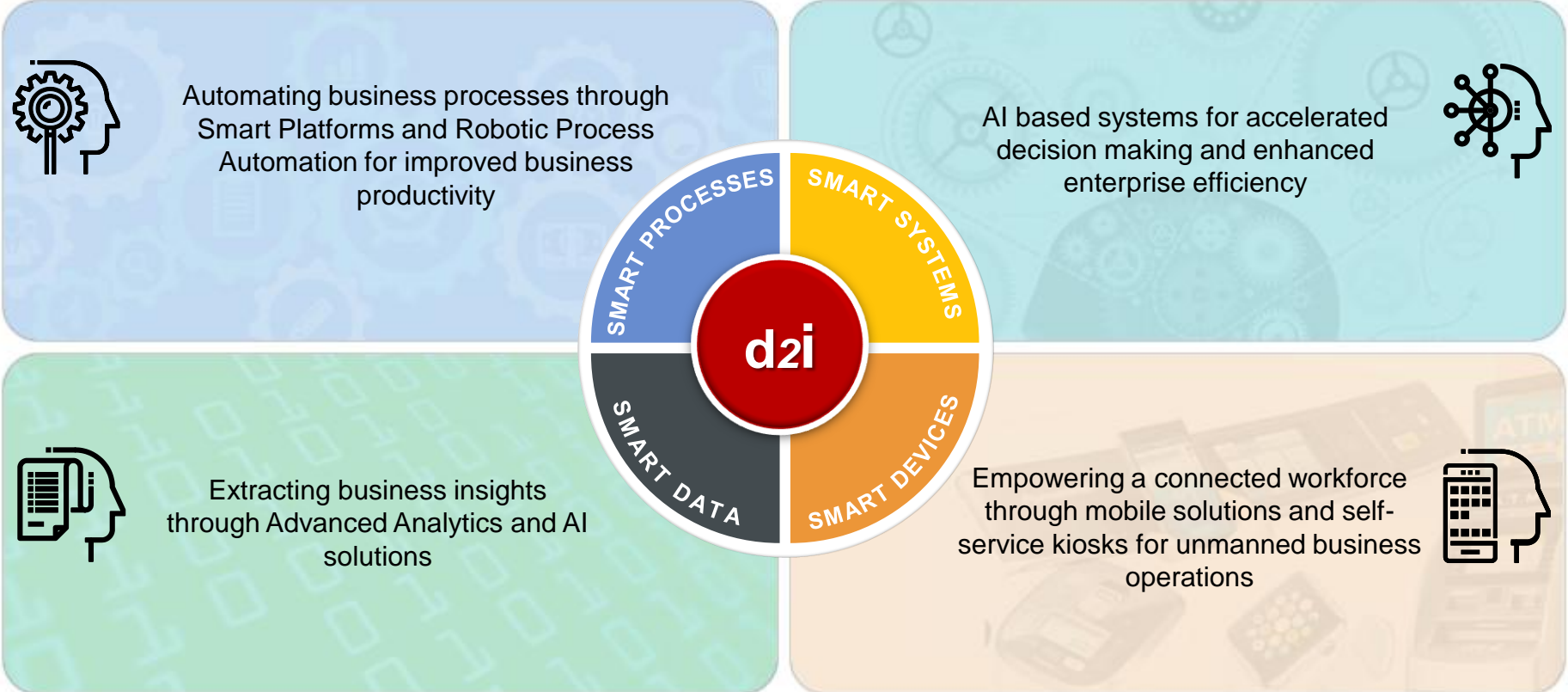


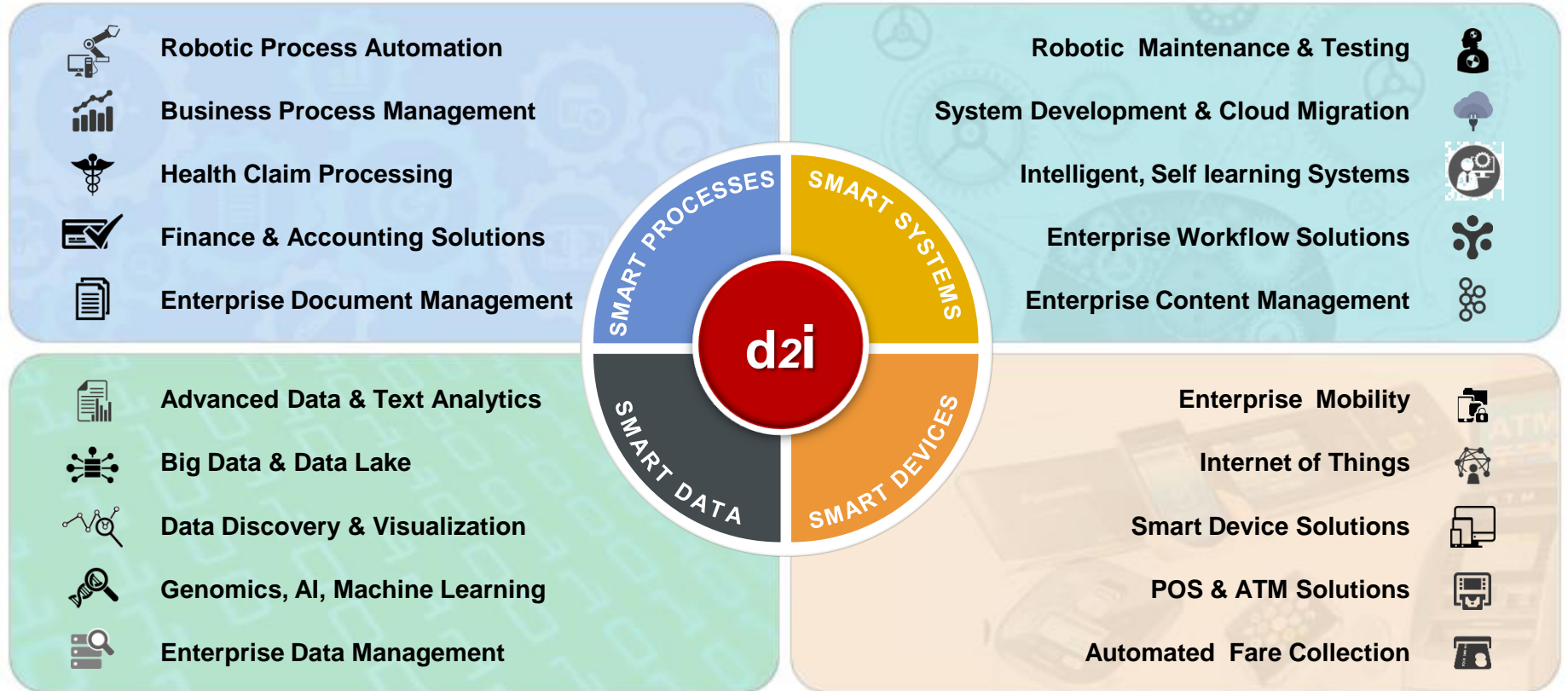
- **Strong Domain Expertise** across BFSI, Healthcare, Manufacturing, Market Research, Publishing, Retail & International Organizations

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



- **Own incubation hub – DataLabs** which analyzes and assimilates market requirements provide innovative 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



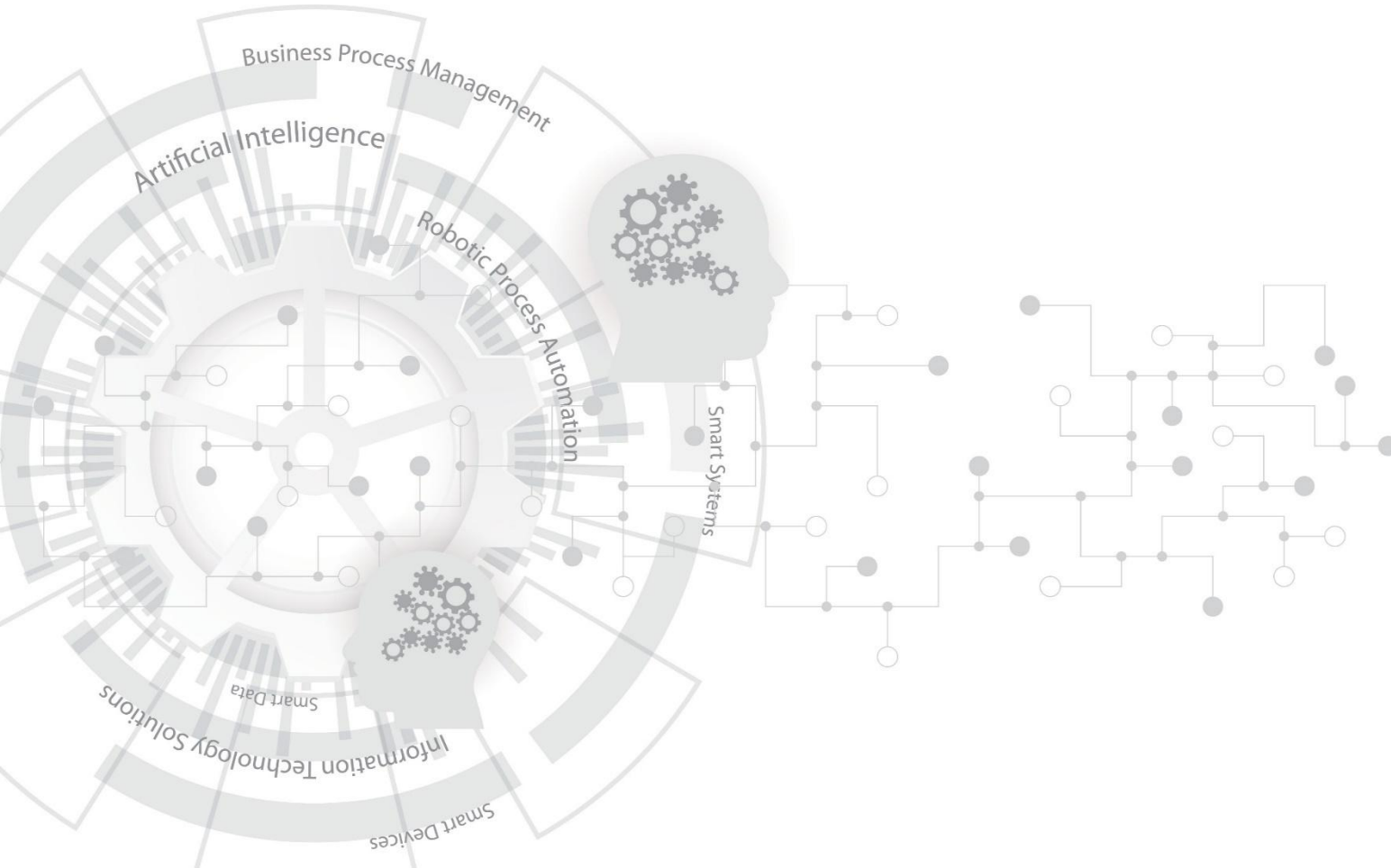
Smart Devices

iMobile

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

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

Q3 FY18 RESULTS UPDATE





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%



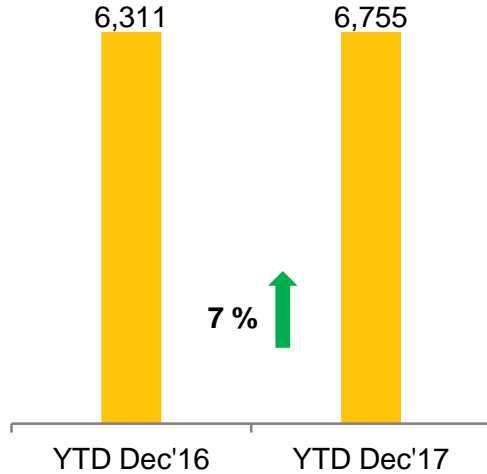
MARGINS & PROFITABILITY

- 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%

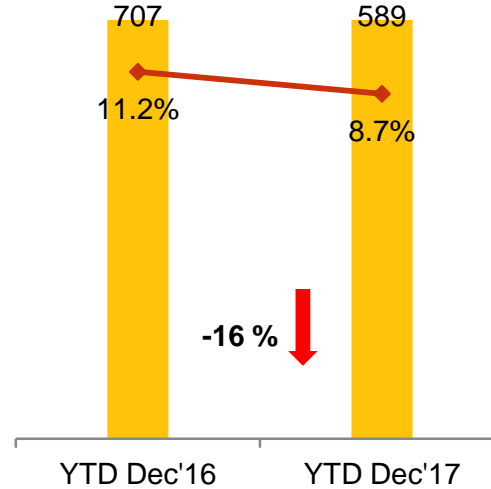
9 month end Dec'17 ANALYSIS

In Rs Mn

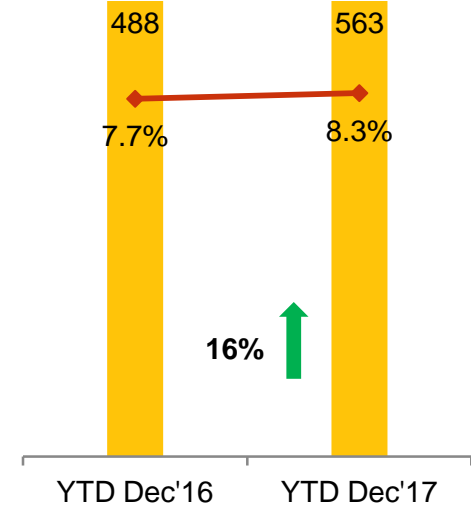
REVENUES



EBITDA & EBITDA MARGIN %

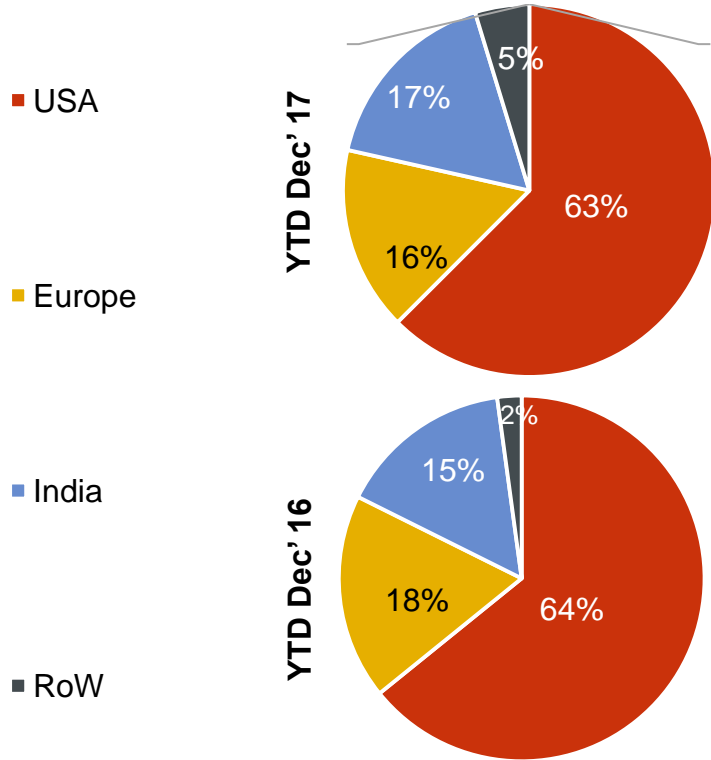


PAT & PAT MARGIN %

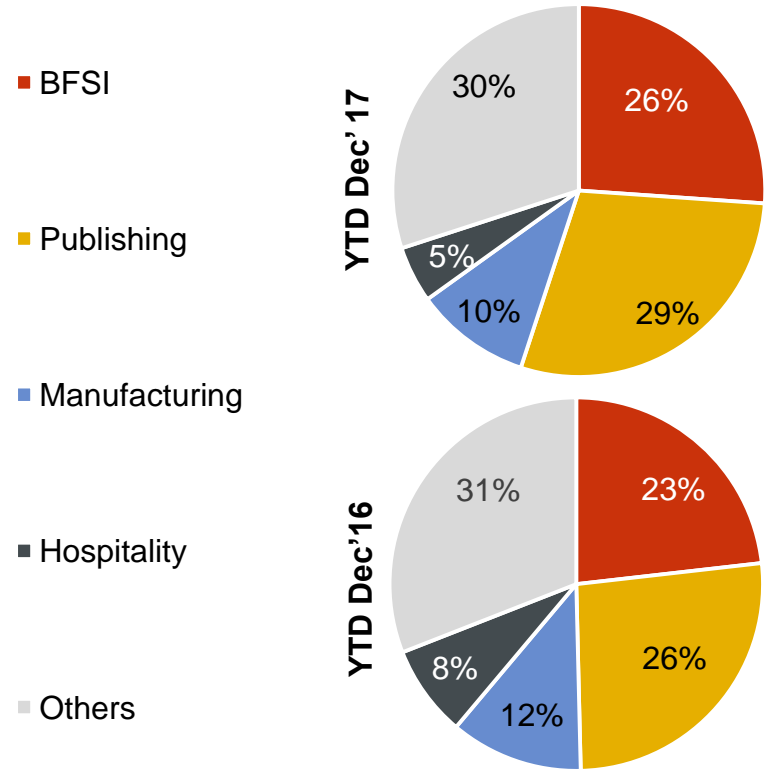


PAT Before Minority Interest

REVENUE BREAKUP – REGION WISE



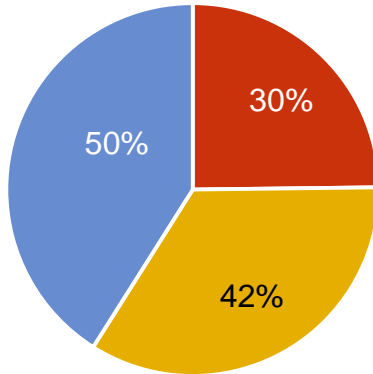
REVENUE BREAKUP – INDUSTRY WISE



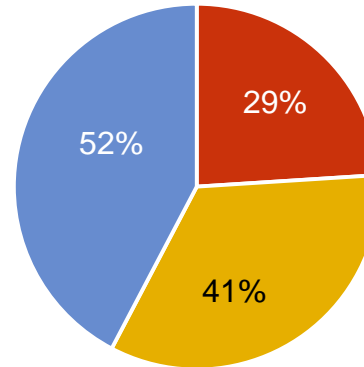
CLIENTS REVENUE CONTRIBUTION

■ Top 5 ■ Top 10 ■ Top 20

YTD Dec'17



YTD Dec' 16



Q3 & 9M FY18 RESULTS

CONSOLIDATED PROFIT & LOSS

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



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

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