

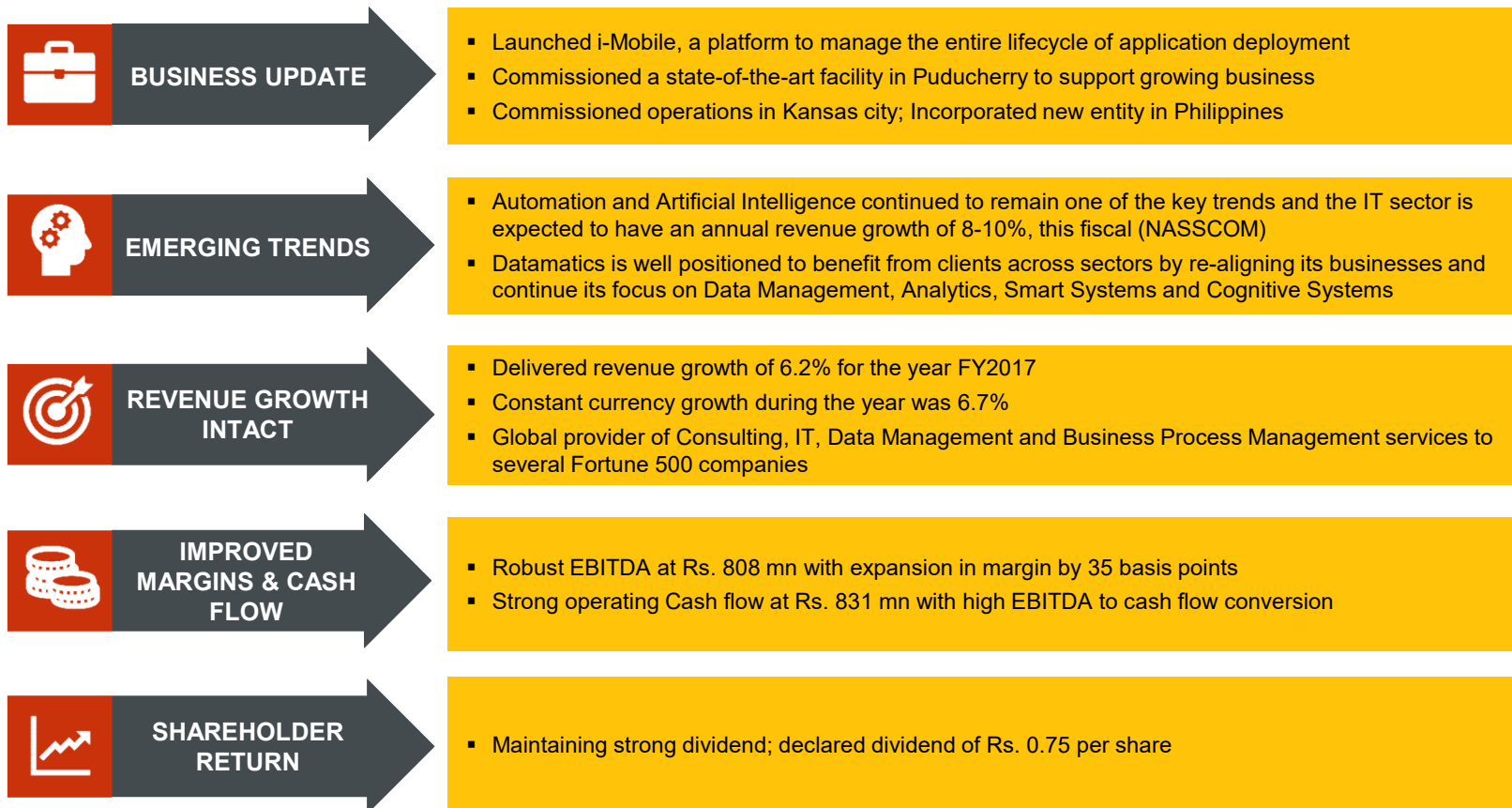
Q4 & FY2017 Results Update May 2017



Q4 & FY2017 RESULTS HIGHLIGHTS



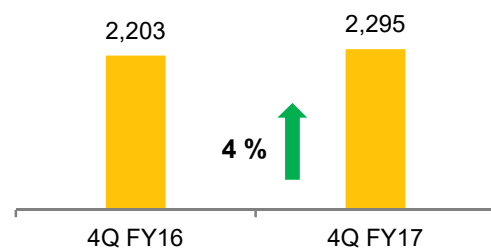
FY2017 – KEY HIGHLIGHTS



Q4 & FY2017 – RESULTS HIGHLIGHTS

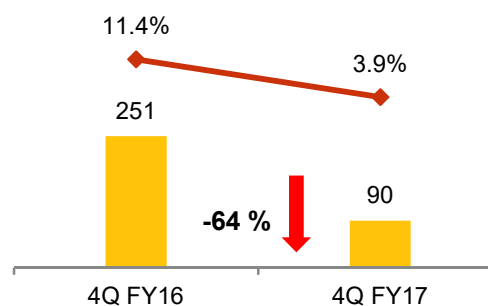
In Rs Mn

REVENUES

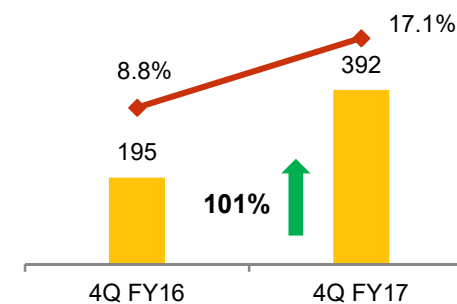


EBITDA & EBITDA MARGIN %

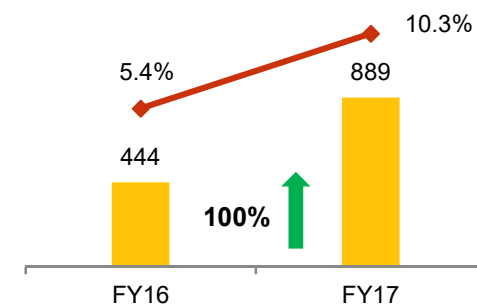
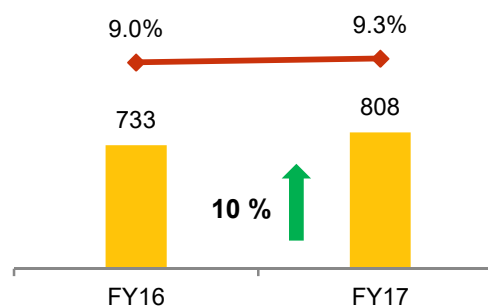
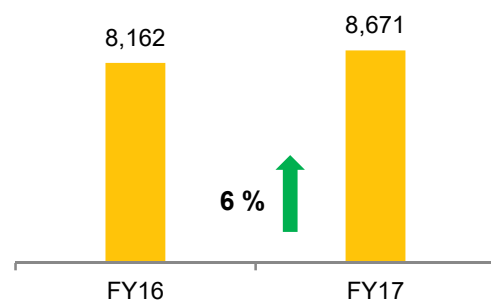
Q4 FY17 YoY ANALYSIS



PAT & PAT MARGIN %



FY17 YoY ANALYSIS

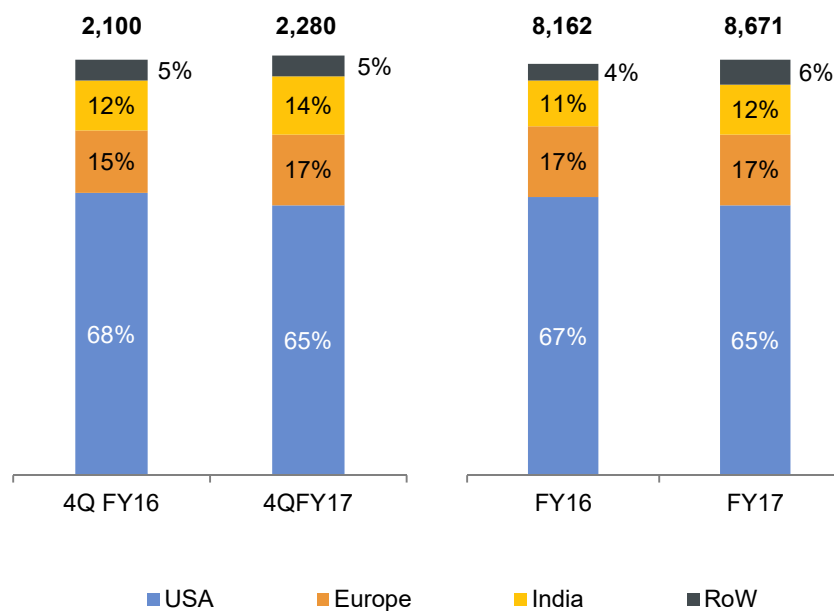


PAT Before Minority Interest

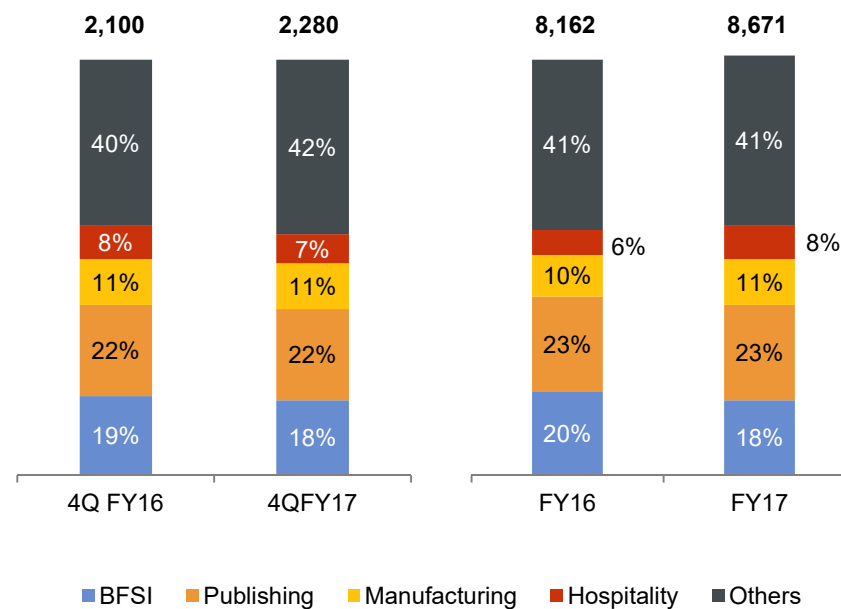
Q4 & FY2017 – REVENUE ANALYSIS

In Rs Mn

REVENUE BREAKUP – REGION WISE

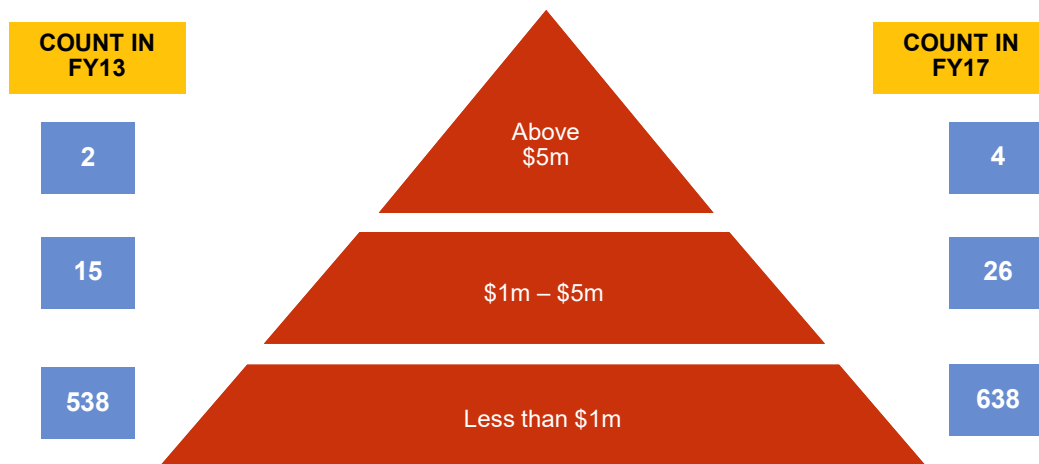


REVENUE BREAKUP – INDUSTRY WISE

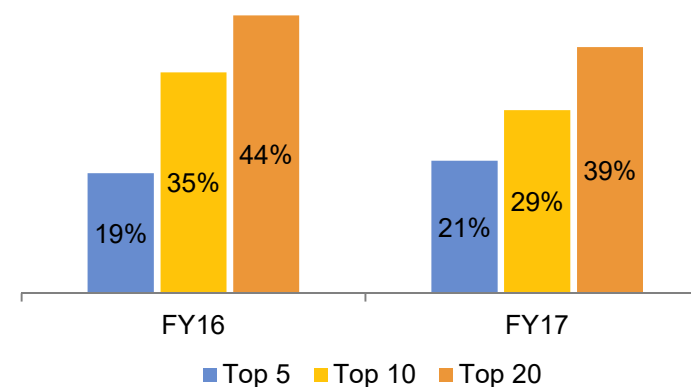


Q4 & FY2017 – REVENUE ANALYSIS

INCREASING CLIENT CONFIDENCE



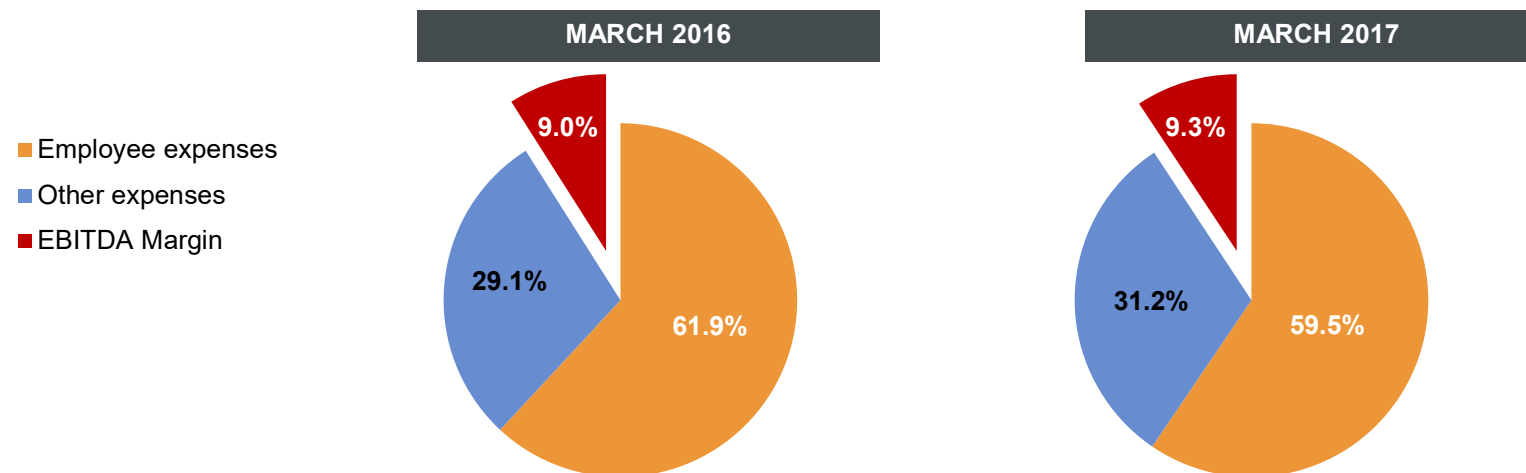
CLIENTS REVENUE CONTRIBUTION



- Datamatics caters to several fortune 500 companies
 - ❑ Low dependency on single client, as top 5 clients contribute only 21% of total revenue
- Launching new products and entering new geographies to further diversify the revenue base
- The company's overall Customer Satisfaction (CSAT) results have gone up to 5.08% from 4.87% the previous year

FY2017 – MARGIN IMPROVEMENT

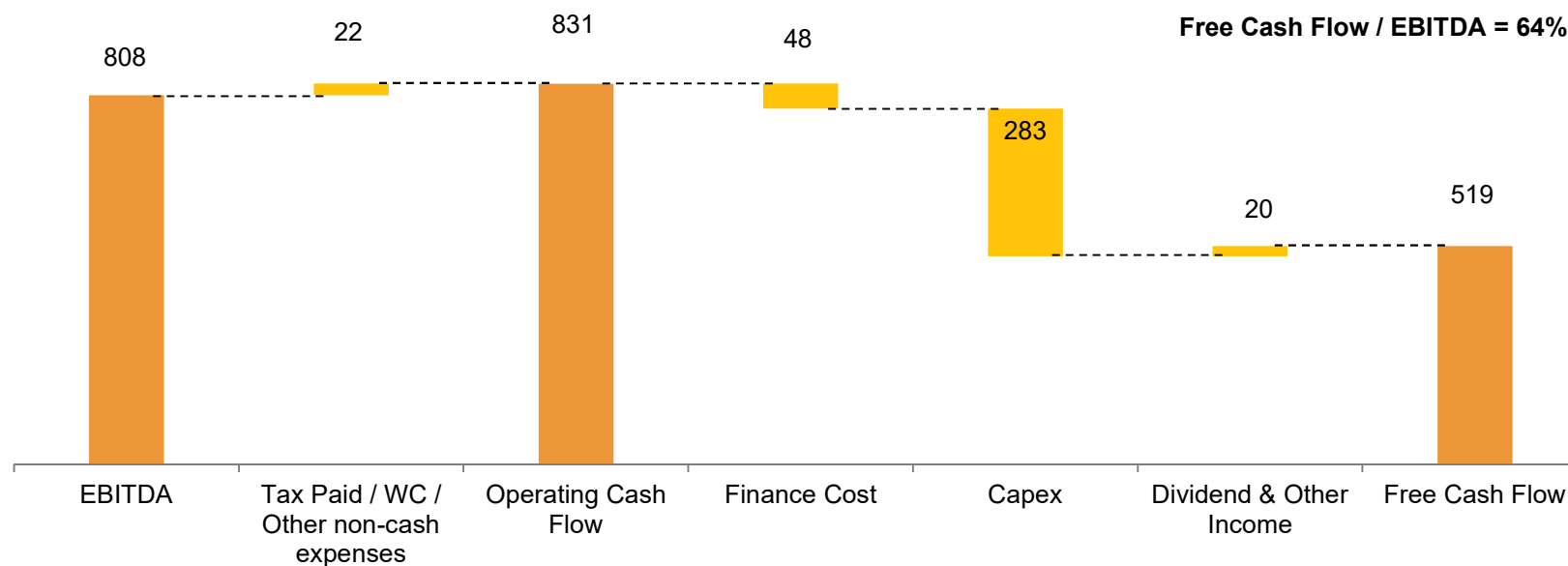
EBITDA MARGIN IMPROVED BY 35 BASIS POINTS IN FY17



FY2017 – STRONG CASH FLOW GENERATION

In Rs Mn

FREE CASH FLOW GENERATED DURING THE YEAR IS 7.8% OF CURRENT MARKET CAP ^



^ Market cap as on 22nd May 2017

Q4 & FY2017 – CONSOLIDATED PROFIT & LOSS



Particulars (In Rs Mn)	Q4 FY17	Q4 FY16	YoY %	Q3 FY17	QoQ %	FY17	FY16	YoY%
Revenue from Operations	2,295	2,203	4%	2,154	7%	8,671	8,162	6%
Employee Benefits Expenses	1,322	1,265	5%	1,297	2%	5,159	5,056	2%
Other Expenses	884	687	29%	634	40%	2,704	2,373	14%
EBITDA	89	251	-64%	223	-60%	808	733	10%
EBITDA Margin %	3.9%	11.4%	-750 bps	10.3%	-645 bps	9.3%	9.0%	35 bps
Depreciation/Amortization	69	93	-25%	65	7%	273	269	2%
EBIT	20	158	-87%	158	-87%	535	463	15%
Finance Costs	2	12	-81%	20	-89%	48	67	-27%
Other Income	61	45	35%	36	67%	195	136	44%
Exceptional Items	(271)	-	-	-	-	(271)	-	-
PBT	349	191	83%	174	101%	953	533	79%
Tax Expense	(42)	45	-195%	48	-187%	64	138	-54%
Extraordinary item	-	49	-100%	-	-	-	49	-100%
PAT	391	195	101%	126	212%	889	444	100%
PAT Margin %	17.1%	8.8%	821 bps	5.8%	1122 bps	10.3%	5.4%	482 bps
Minority Interest	(0)	8	-103%	(5)	-95%	(12)	(5)	167%
PAT after Minority Interest	392	187	109%	131	200%	901	448	101%
EPS (Basic) (Rs)	6.6	3.3	101%	2.1	212%	15.1	7.5	100%

Q4 & FY2017 – CONSOLIDATED BALANCE SHEET



Particulars (In Rs Mn)	FY17	FY16
Equities & Liabilities		
Shareholder's Funds		
Share Capital	295	295
Reserves & Surplus	5,012	3,905
Total Shareholder's Funds	5,307	4,200
Preference share - Subsidiary	-	772
Minority Interest	260	473
Non-Current Liabilities		
Long-term Borrowings	80	346
Deferred Tax Liabilities (net)	2	108
Other Long-term Liabilities	1	0
Long-term Provisions	148	115
Total of Non-current liabilities	231	570
Current Liabilities		
Short-term Borrowings	209	390
Trade Payables	621	531
Other Current Liabilities	489	349
Short-term Provisions	32	92
Total of Current liabilities	1,350	1,362
Total Equity & Liabilities	7,147	7,377

Particulars (In Rs Mn)	FY17	FY16
Assets		
Non-Current Assets		
Fixed Assets	2,819	2,573
Non-Current Investments	123	538
Deferred Tax Assets (net)		
Long-term Loans & Advances	260	341
Other non-current assets	5	2
Total non-current assets	3,207	3,454
Current Assets		
Current Investments	481	765
Trade Receivables	1,915	1,850
Cash & Bank Balance	696	628
Short-term Loans & Advances	341	268
Other Current Assets	507	412
Total Current Assets	3,940	3,922
Total Assets	7,147	7,377

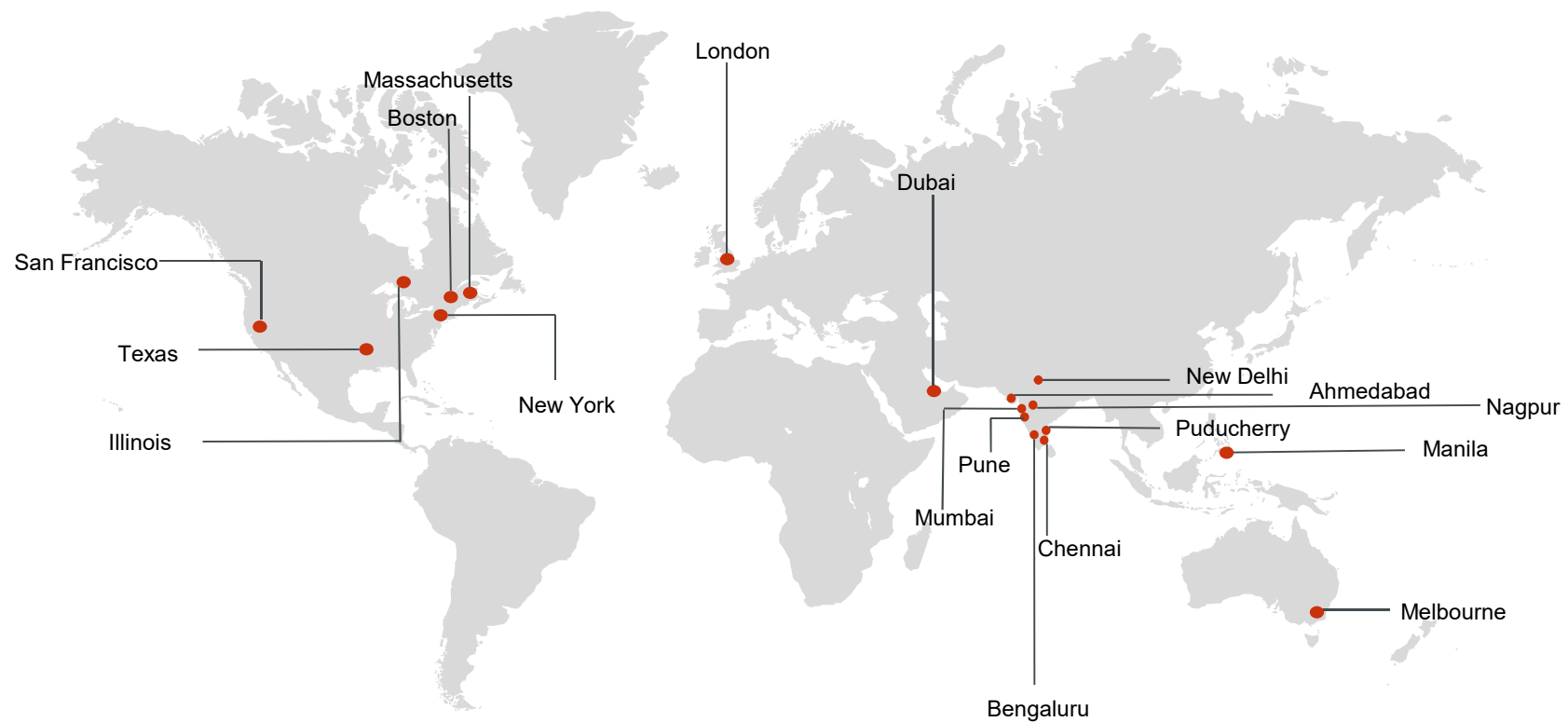
COMPANY OVERVIEW



COMPANY OVERVIEW: GLOBAL FOOTPRINT



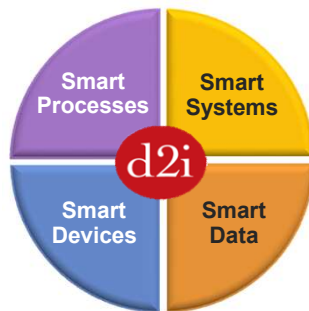
CATERING TO THE DIVERSE BUSINESS NEEDS OF CUSTOMERS THROUGH OUR GLOBAL PRESENCE



COMPANY OVERVIEW: BUSINESS MODEL














Data To Intelligence



Technology Partnerships



-  Finance & Accounting
-  IT Services
-  Mobility
-  BI & Analytics
-  Data Science & Advanced Analytics
-  Collaboration & Enterprise Portals
-  Engineering & Embedded Services
-  Enterprise Content Management

-  Banking
-  Health Insurance
-  International Organizations
-  Manufacturing
-  Market Research
-  Retail
-  Transport

COMPANY OVERVIEW: PRODUCT INTELLECTUAL PROPERTY



Smart Processes

Robotic Process Automation for improved business processes

Mobility, interconnected devices and IoT solutions

Smart Devices

Smart Systems

Artificial Intelligence, Machine Learning based systems to enhance Enterprise Efficiency

Smart Insights through Advanced Analytics, Pattern Detection and Generic Algorithms

Smart Data

i-Bridge

i-DART

i-Mobile



nSights



i-CM

COMPANY OVERVIEW: ADVANTAGE DATAMATICS



Data to Intelligence

- The team has an expertise to manage all kinds of data and enables clients derive intelligence and patterns from their voluminous stacks of structured, semi structured and unstructured data, thereby facilitating smarter and quicker decision making.



Digital Transformation

- Helping clients transform their business and their data intensive processes to make it more efficient through smart digital platforms.



Integrated Solutions

- Helping clients integrate our solutions with their existing processes and realize benefits through a unified service delivery.



Own Intellectual Properties

- Focusing on understanding client requirements and providing smart solutions that support their business growth objectives through our own IPs in mobility, robotics, analytics, document management and cloud.

COMPANY OVERVIEW: KEY MANAGEMENT



Dr. Lalit Kanodia - Founder & Chairman

- He is the Founder and Chairman of Datamatics Group of Companies and was instrumental in the setting up of Tata Consultancy Services in 1967.
- As Chief Mentor at Datamatics, Dr. Kanodia drives all innovation, strategy and focuses on robotics.
- Dr. Kanodia is the President of IMC Chamber of Commerce & Industry.
- After obtaining a degree in engineering from India's premier technology institute, IIT, Bombay, Dr. Kanodia completed his PhD in operations and his MBA in management from MIT (USA).



Rahul Kanodia - Vice Chairman & CEO

- Rahul L. Kanodia leads all strategic and corporate initiatives globally, leading to the long-term growth, profitability and industry leadership of Datamatics Global Services Limited.
- He has over 25 years of experience and has held progressively senior and leadership positions.
- Rahul is responsible for driving the company's strategic process to identify, evaluate and integrate organic and inorganic business growth options including M&As, partnerships and alliances.
- He is a member of NASSCOM's Regional Council. Rahul holds an MBA from Columbia University (USA), with a major in business strategy and marketing. He has bachelor's degrees from H. R. College (India) with a specialization in finance and accounting, and Babson College (USA) with a specialization in management information systems.



Sandeep Mantri – CFO

- He leads the entire finance and accounts function and is responsible for Corporate Finance, Accounts, Mergers & Acquisitions, Corporate Planning, Risk Management, Treasury and Taxation.
- He has over 16 years of experience in various areas, including Corporate Strategy, Mergers & Restructuring, Financial Planning & Analysis, Cost Reductions, Internal Audit, Statutory Compliances, IFRS, Treasury, SAP Implementation and Tax Compliances.

Dr. Lalit Kanodia and Mr. Rahul Kanodia are also board members

COMPANY OVERVIEW: BOARD OF DIRECTORS



Mr. Sameer L. Kanodia – Executive Director

- Received his Master in Business Administration degree from Bryant University, USA, with a major in Finance.
- With over 20 years of experience, he drives various strategic initiatives, expansion plans & go-to-market strategies.



Mr. R.K. Saraswat – Director

- Over 40 years of experience in Project Finance, General Administration and Advanced Accounts.
- He has held the positions of Director (Finance) at Datamatics Limited; President, S. M. Dychem Limited and Senior Vice President, Grasim.



Mr. Sudhir Deshpande – Director

- Over 45 years of experience in engineering design and is an established geotechnical consultant specializing in soil / rock testing techniques.
- He has an M.Phil. (Mechanical Engineering) from King's College, London and a Certificate of Post Graduate Study from University of Cambridge, UK.



Mr. Shahzaad Dalal – Director

- Shahzaad Dalal is the former Vice Chairman, IL&FS Investment Managers Ltd (IIML), one of India's leading Private Equity Fund Managers with AUM of \$3.2 billion.
- He guides corporates on strategic developments, and advises on exits through a range of methods, including IPOs and strategic sales.



Ms. Asha L. Kanodia – Director

- Over 40 years of experience in Interior Designs. She has designed most of the offices of Datamatics.
- She studied Social Psychology at Massachusetts Institute of Technology (MIT), Boston, (USA).



Mr. Dilip D. Dandekar – Director

- Served as the President of the Indian Merchants' Chamber and Maharashtra Chamber of Commerce, Industry and Agriculture.
- Mr. Dandekar is the Chairman of Kokuyo Camlin Ltd and Camlin Fine Sciences Ltd.



Mr. Vinay Aggarwal – Non Executive Independent Director

- After a stint with Unisys in Detroit, he became the Vice President of Tata Unisys Ltd. (1981- 89).
- Was the Chief Financial Officer at TCS for more than a decade, and also worked briefly as CFO of Flag Telecom. He is now an Independent Consultant.

COMPANY OVERVIEW: CERTIFICATIONS



COMPANY OVERVIEW: AWARDS & RECOGNITIONS



** RPA – Robotic Process Automation; BI – Business Intelligence; DMS – Document Management Services

FOR FURTHER QUERIES:



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Chief Financial Officer
Email ID: investorrelations@datamatics.com



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