Investor Presentation

Q2FY27



DATAMATICS

Disclaimer

This presentation and the following discussion may contain “forward looking statements” by Datamatics Global Services (“DGS” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of DGS about the business, industry and markets in which DGS operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond DGS’ control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of DGS.

In particular, such statements should not be regarded as a projection of future performance of DGS. It should be noted that the actual performance or achievements of DGS may vary significantly from such statements.



01 Company at Glance

02 Offerings

03 Financial Performance

04 Deal Wins

05 Recognition

Company at Glance



DATAMATICS

Overview

Datamatics is a **Digital Technologies, Operations, and Experiences** company that enables global enterprises to deploy digital technologies to enhance their productivity and customer experience to create a sustainable competitive advantage.

Revenue and EBIT Growth
H1FY27 Revenue INR 1,060.6 Crore
5-year revenue CAGR 14.2%*
5-year PAT (after NCI) CAGR 19.5%

Healthy Financials
Net Cash and Investments
(Net of Debts)
INR 557 Crore

AI-powered Products
TruAI, TruCap+, TruBot,
TruDiscovery, FINATO, TruBI

Clientele
300+ Significant Customers
Worldwide

Employee Attrition
9.4% (For Half Year)

* CAGR (Excluding Cignex)

Leadership Team



RAHUL L. KANODIA
VICE CHAIRMAN & CHIEF EXECUTIVE OFFICER



SAMEER L. KANODIA
DIRECTOR & VICE CHAIRMAN & CHIEF EXECUTIVE OFFICER OF LUMINA DATAMATICS & VICE CHAIRMAN & CEO TNQTECH



DR. RAJESH GHARPURE
PRESIDENT & CHIEF OPERATING OFFICER



DINESH KUMAR VK
PRESIDENT & GLOBAL SALES HEAD



MITUL N. MEHTA
EXECUTIVE VICE PRESIDENT & CHIEF MARKETING OFFICER



BALA GOPALAKRISHNAN
PRESIDENT & GLOBAL HEAD - DIGITAL TECHNOLOGIES



PRAVEER CHADHA
EXECUTIVE VICE PRESIDENT & GLOBAL HEAD - DIGITAL EXPERIENCES & DIGITAL OPERATIONS



SHASHI BHARGAVA
EXECUTIVE VICE PRESIDENT & HEAD PRE-SALES & SOLUTIONS GROUP



SANJEET BANERJI
EXECUTIVE VICE PRESIDENT & HEAD - ARTIFICIAL INTELLIGENCE & COGNITIVE SCIENCES



ANKUSH AKAR
EXECUTIVE VICE PRESIDENT & CHIEF FINANCE OFFICER



DIVYA KUMAT
PRESIDENT, CHIEF LEGAL OFFICER & COMPANY SECRETARY

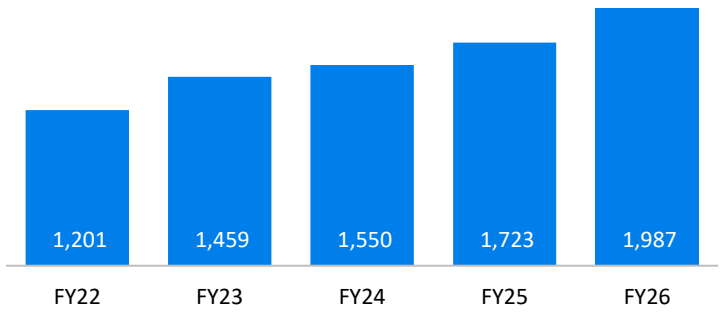


DR. RIMA CHOWDHURY
PRESIDENT, CHIEF HUMAN RESOURCES OFFICER & CSR LEADER

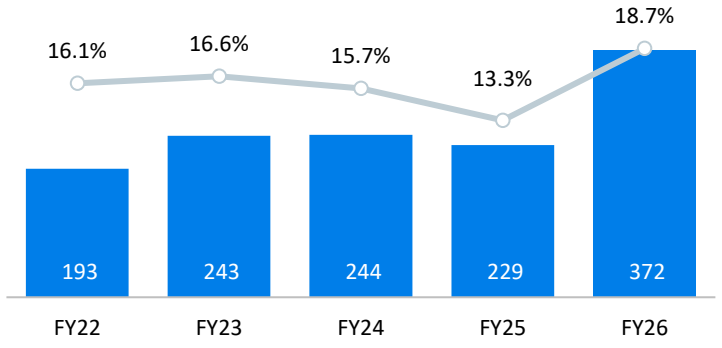
Key Performance Indicators

(Figures in INR Crore)

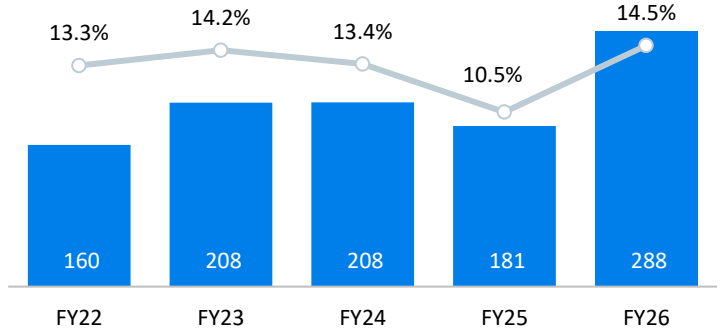
Revenues



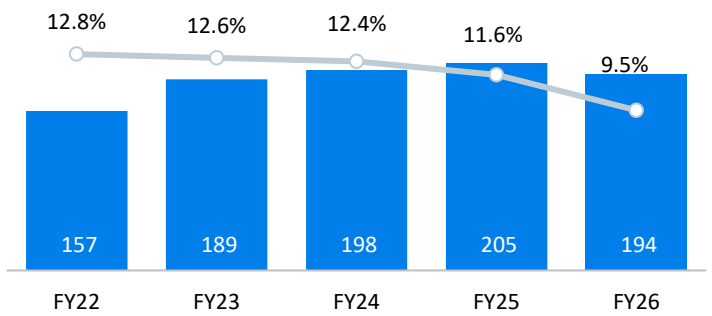
EBITDA & Margins (%)



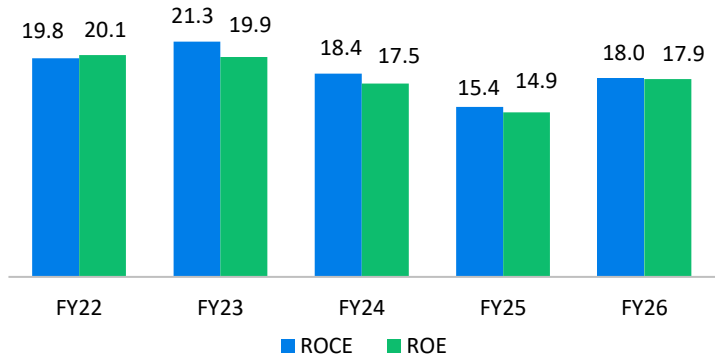
EBIT & Margins %



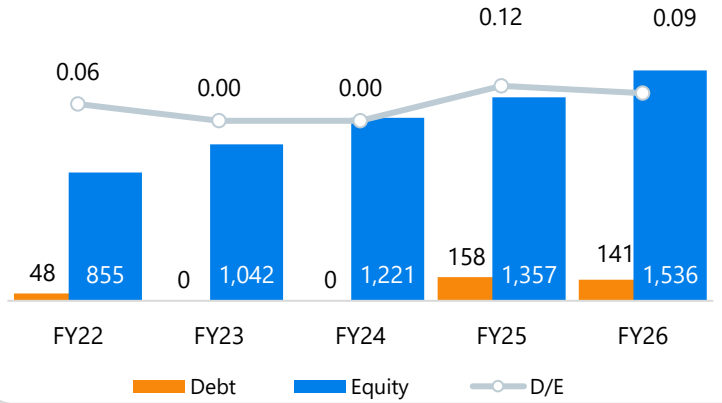
PAT after NCI & PAT after NCI %



ROE* & ROCE



Debt / Equity



Adjusted for Exceptional items.

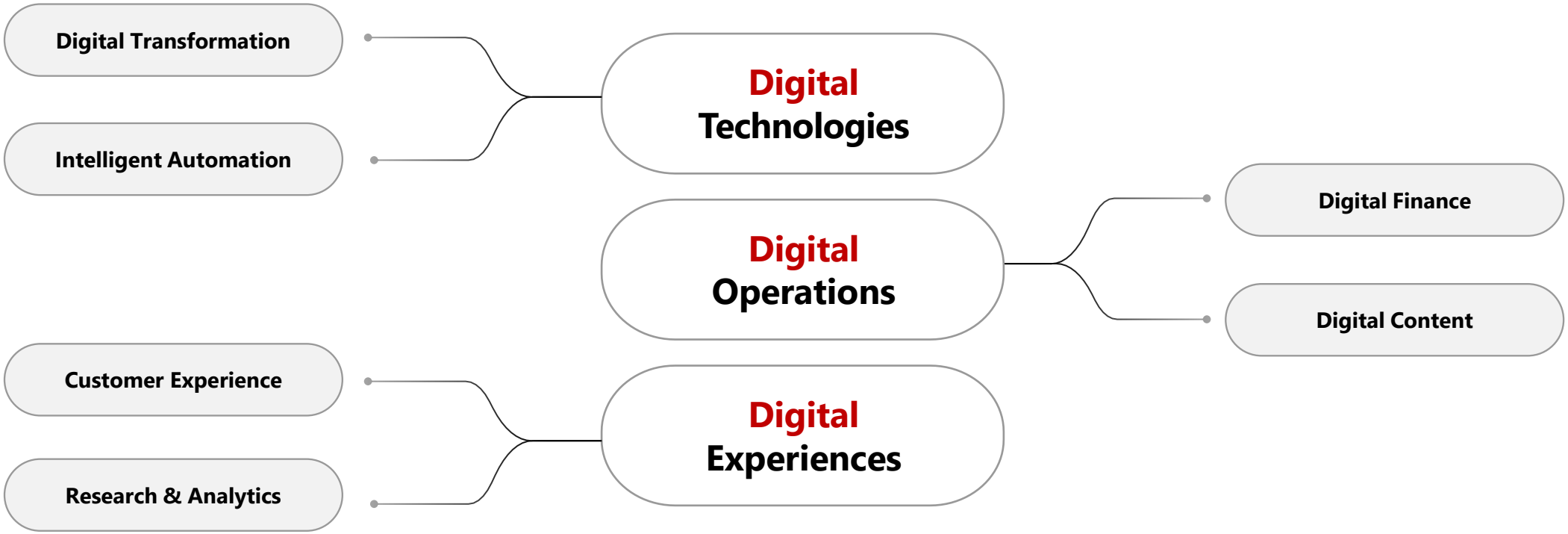
Offerings



DATAMATICS

Deep in Digital

Artificial Intelligence I Data I Automation I Cloud



TruBot TruCap TruAI TruBI FINATO

Datamatics AI Journey

CLASSIC AI (ML+DATA SCIENCE) | **GENERATIVE AI** | **AGENTIC AI**

2014

Datamatics begins its AI journey with TruAI

TruBot introduces AI-driven Robotic Process Automation

2015

TruAI accelerates propensity-based claim decisions for leading insurer

35M records streamlined for an American Bank with AI

2016

AI powers customer servicing with 10,000+ daily email processing for leading bank

TruAI-powered fraud detection reduces risk exposure for leading bank

2017

AI-powered TruCap+ redefines Intelligent Document Processing

2018

NLP unlocks machine drawing extraction

2019

AI-powered insights boost conversion strategy for a travel company

AI-driven sentiment analysis guides product launches for FMCG giant

2020

15 M balance sheet pages processed annually for credit rating agency

2021

TruAI forecasts viewership patterns with precision for broadcasting company

2023

FINATO introduces AI-powered Finance Transformation

GenAI Elevates TruBot and TruCap+

Recognized by Microsoft as AI-First Mover for its impactful use of AI at scale

Recognized by Google as Strategic Partner for 'Back Office of the future'

Built SLM & Copilot with Microsoft & Google

2024

ISO 42001:2023 Certification for Artificial Intelligence Management Systems

AI COE accelerates Middle Eastern bank's transformation

Top UK pharmacy chain automates medication records management with AI

2025

NelsonHall recognizes Datamatics as Leader in GenAI for Banking

GenAI + Copilot deliver intelligent insights for textile aggregator

GenAI slashes safety data retrieval from days to minutes for American logistics giant

Agentic AI transforms operations for American logistics leader

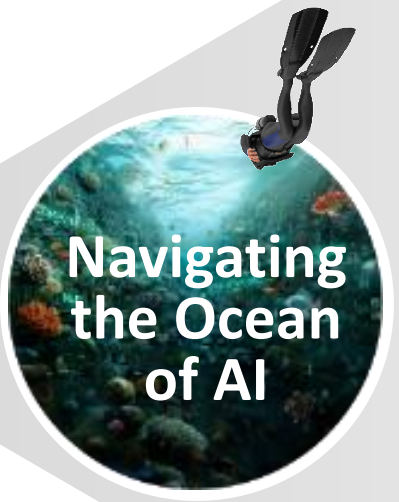
Launched TruAI Underwriting to transform insurance underwriting with Agentic AI

Built AI Agents for Insurance, Banking, & Logistics

Dynamic pricing powered by Agentic AI unlocks higher logistics margins

Agentic AI boosts underwriting efficiency for leading insurer

Digital Technologies business, powered by proprietary KAi suite, enabling faster time-to-value and improved productivity.



AI Services

- AI Strategy & Consulting
- GenAI/ Core AI/ Agentic AI
- AI Solution Development & Integration
- Model Development
- Agentic AI-enabled Transformation
- MS Copilot Integration & Development

AI Solutions

- Financial Statement Analysis (TruAI)
- TruAI Underwriting
- Contract Management
- Credit Risk Analysis (TruAI)
- Video & Image Analytics (KaiVISION)
- Testing Automation (KaiTest)
- Software Development Lifecycle Optimization (KaiSDLC)
- Business Rule Extraction Engine (KaiBRE)
- Digital Interventions for superior CX (SuperCX)

AI-Powered Products

- TruBot (RPA)
- TruCap+ (IDP)
- TruBI (Business Intelligence)
- FINATO (Finance Transformation)
- TruDiscovery (Knowledge Assistant)

- Delivered 75+ AI projects
- Processing 15M+ balance sheet pages annually
- Small language model & copilot developed in collaboration with Microsoft and Google
- Built AI Agents for Insurance, Banking, and Logistics; enabling autonomous workflow orchestration, smarter decision-making, and enterprise-wide productivity at scale
- 40+ Customers using GenAI powered TruBot, TruCap+, TruBI

Recognition

AI First Movers
Recognised by Microsoft

ARTIFICIAL INTELLIGENCE MANAGEMENT SYSTEM
ISO

One of the first companies globally certified for ISO 42001:2023 for Artificial Intelligence Management System

Digital Technologies

Enterprises partner with Datamatics for their technology transformation, leveraging the latest digital technology advancements to maximize potential. Datamatics offers deep expertise in Digital Technologies like Data & AI, Cloud, Intelligent Automation, Application Modernization, and low-code/no-code platforms. They enhance enterprise agility by reimagining applications and collaborating with Hyperscalers like Microsoft, Google, and Salesforce to deliver innovative solutions.

"Datamatics Copilot solution changed the opportunity for our business and the user experience for our subscribers. We were able to expand our market reach from just a few very large global companies to potentially thousands of companies who could now use AI to leverage value from the data within the product."

Mark Jarvis

Chief Strategy Officer,

Fibre2Fashion

"Datamatics was very agile and proactive in their approach and worked as an extended team of Harris Teeter. Datamatics helped us in our Digital Transformation journey by enabling us to go deep in digital with its solutions."

Stephen Ramsey

Sr. Director, Information Services,

Harris Teeter



Digital Operations

Enterprises partner with Datamatics to transform their mid-office and back-office operations. Through its proprietary platforms, process expertise, and global delivery, it achieves global benchmarks of productivity and operational efficiency. Their digitally augmented platforms are powered by Artificial Intelligence, Intelligent Automation, Smart Workflows and Analytics.

- Powering digital content for 3 of the top 5 Fortune 500 retailers
- Trusted by 9 of the top 10 global publishers.
- Recognized as a top 10 global Finance Transformation Provider by several leading analyst firms like Gartner, IDC, and Everest.

"My journey with Datamatics has been one of growth. Whenever a process involves AI, automation, or advanced technologies to help organizations work smarter, I would confidently recommend Datamatics. Their team is highly efficient and always ready to support."

Pablo Benitez

Head of Finance Operations,

ECU Worldwide

"Since working with Datamatics, they really have helped us challenge our internal processes and deepen our understanding of the underlying Procure-to-Pay processes."

Jonathan Stevenson

Finance Transformation Director,

Incora



Digital Experiences

Datamatics Digital Experiences integrates AI to enhance customer experience. Its multilingual, omnichannel contact centers in the Philippines, India, and the USA feature 'Super Agents' who embody the client's brand ethos and deliver superior customer experiences, enhancing satisfaction, loyalty, and business growth. Service offerings include CX Consulting, Management, Transformation, and Analytics embedded across all customer touchpoints and channels.

"As our remote testing operations grow, we need to ensure candidates receive timely support while maintaining the security and integrity of every examination. Datamatics' multilingual, 24/7 delivery model provides the operational scale, flexibility, and resilience needed to deliver a consistent experience across markets."

Joel Beauchamp,
Director - Remote Testing Operations,
Prometric

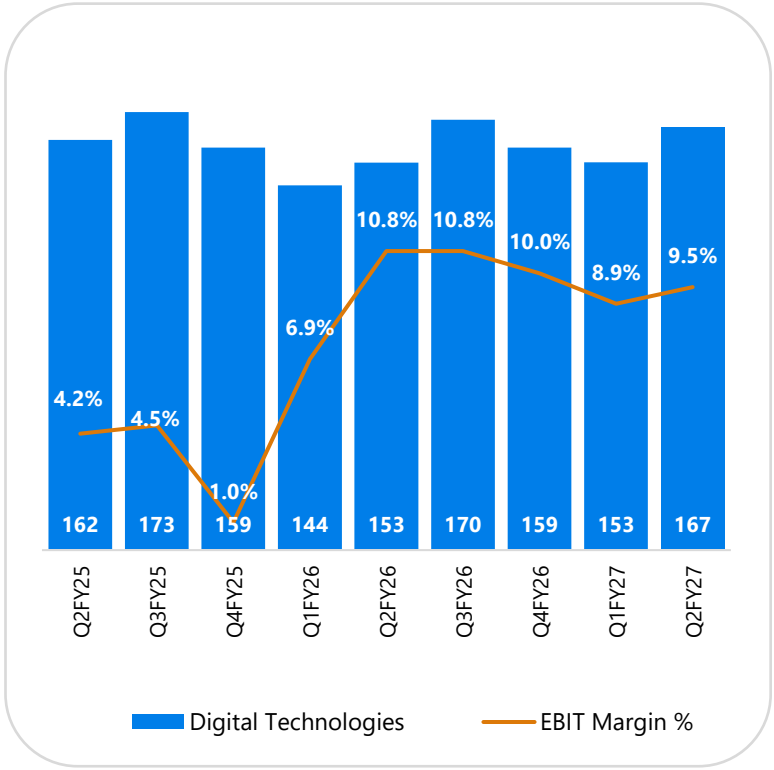
"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed the transition process. We look forward to many shared successes in the future."

Mark Lowery
Managing Partner,
AccessFares

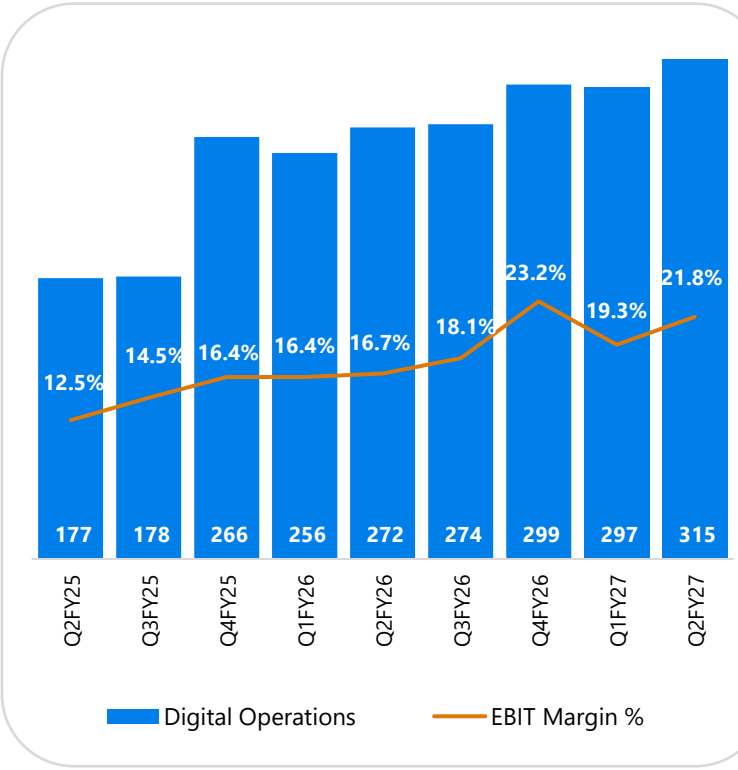


Business Segment Revenue Trend
(Figures in INR Crore)

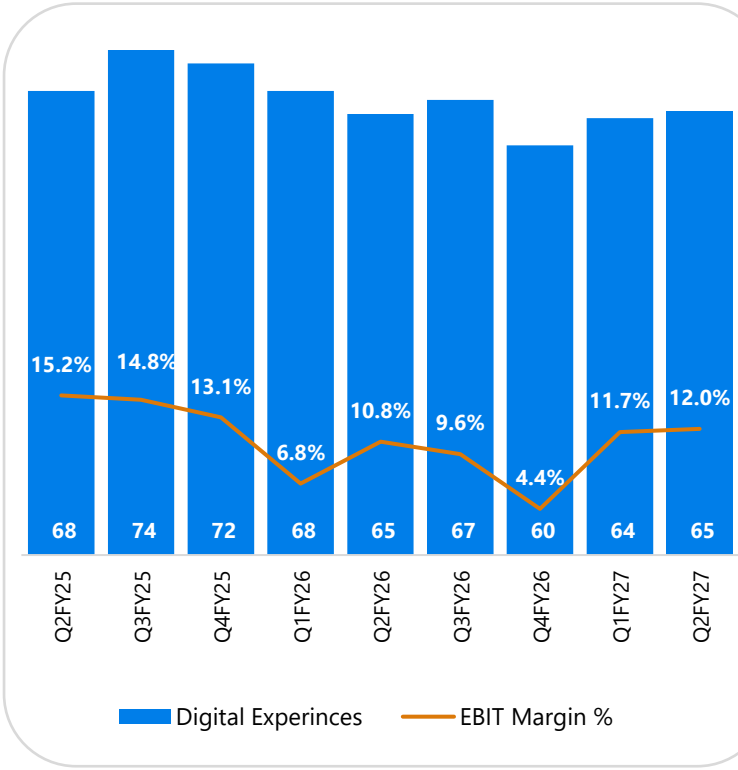
Digital Technologies



Digital Operations



Digital Experiences



Growth Strategy

Investment in AI

Strengthen customer relationships



Collaboration with Hyperscalers

Increase market presence & awareness in US & Europe

Focus on proprietary products and platforms

Financial Performance



DATAMATICS

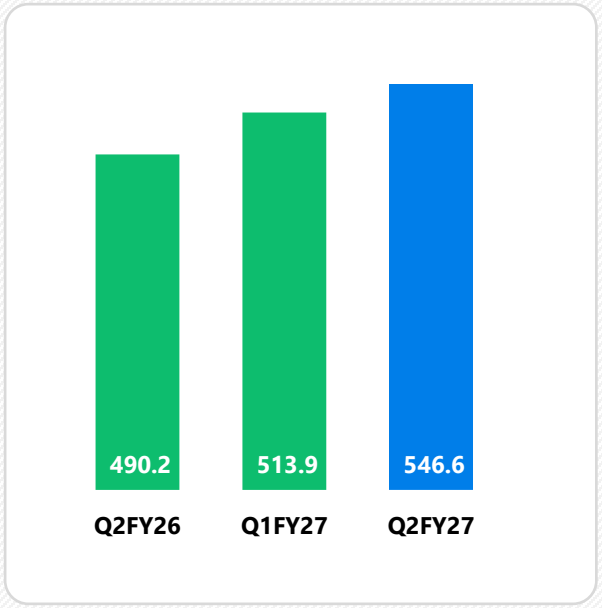
Consolidated Financial Summary – Q2FY27

Particulars		Q2FY27	Q1FY27	QoQ Growth	Q2FY26	YoY Growth	H1FY27	H1FY26	YoY Growth
Revenue (INR Crore)	Revenue from Operations (INR Crore)	546.6	513.9	6.4%	490.2	11.5%	1,060.6	957.8	10.7%
	Other Income (INR Crore)	9.9	18.2	-45.5%	15.7	-36.7%	28.2	28.0	0.4%
	Total Income (INR Crore)	556.6	532.1	4.6%	505.9	10.0%	1,088.7	985.8	10.4%
Margins (INR Crore)	EBITDA	115.5	101.1	14.3%	88.8	30.0%	216.6	164.8	31.4%
	EBIT	92.2	78.4	17.6%	68.9	33.8%	170.6	125.4	36.1%
	PBT	95.8	92.0	4.1%	80.5	18.9%	187.8	144.4	30.0%
	PAT (After non-controlling interest)	73.4	72.3	1.5%	63.2	16.1%	145.8	113.6	28.3%
Margin (%)	EBITDA Margin (%)	21.1%	19.7%	147bps	18.1%	301bps	20.4%	17.2%	322bps
	EBIT Margin (%)	16.9%	15.3%	161bps	14.1%	281bps	16.1%	13.1%	300bps
	PBT Margin (%)	17.2%	17.3%	(8bps)	15.9%	129bps	17.2%	14.6%	260bps
	PAT Margin (%)	13.2%	13.6%	(40bps)	12.5%	69bps	13.4%	11.5%	186bps
EPS (INR)	Basic & Diluted EPS (INR)	12.42	12.24	1.5%	10.70	16.0%	24.66	19.22	28.3%

Consolidated Financial Highlights – Q2FY27

(Figures in INR Crore)

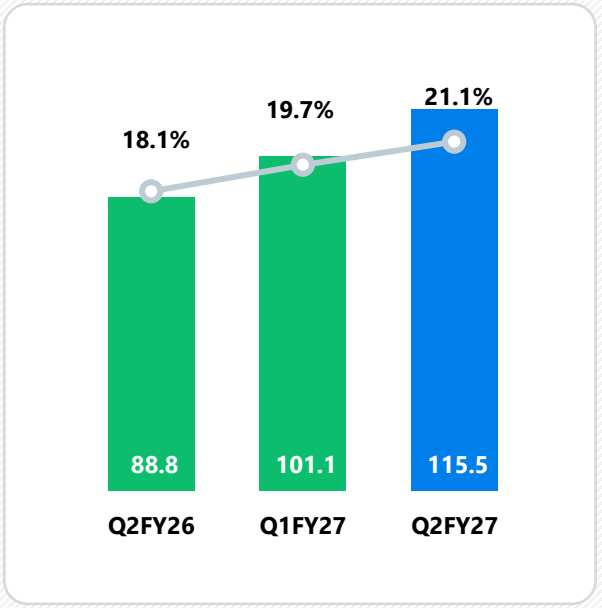
Operating Revenues



▲ QoQ 6.4%

▲ YoY 11.5%

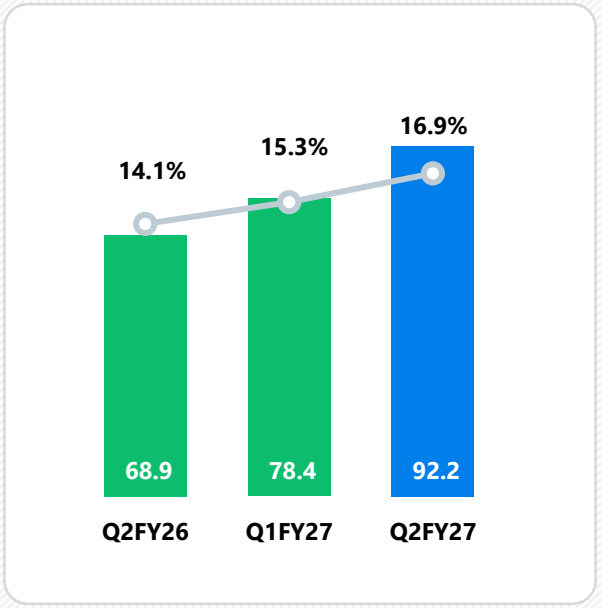
EBITDA & EBITDA %



▲ QoQ 14.3%

▲ YoY 30.0%

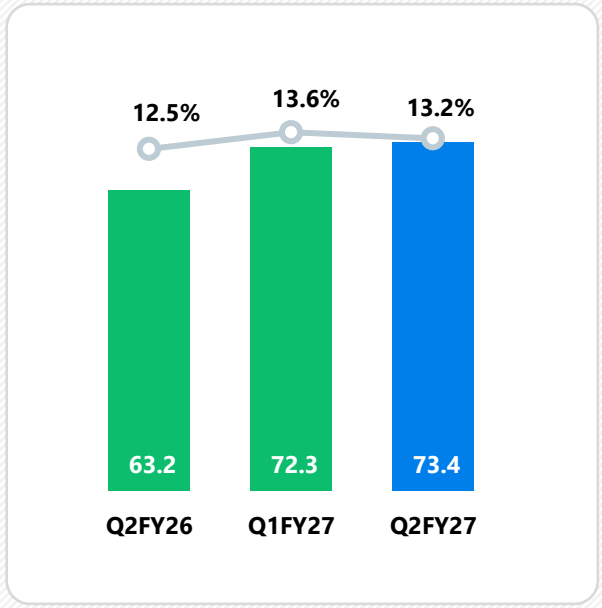
EBIT & EBIT %



▲ QoQ 17.6%

▲ YoY 33.8%

PAT after NCI & PAT after NCI %



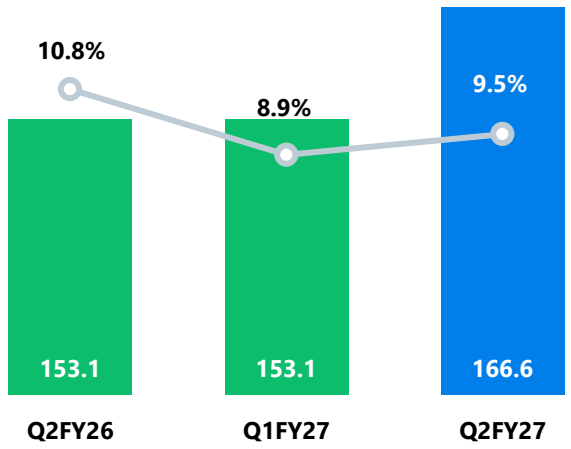
▲ QoQ 1.5%

▲ YoY 16.1%

Revenue Segment Analysis – Q2FY27

(Figures in INR Crore)

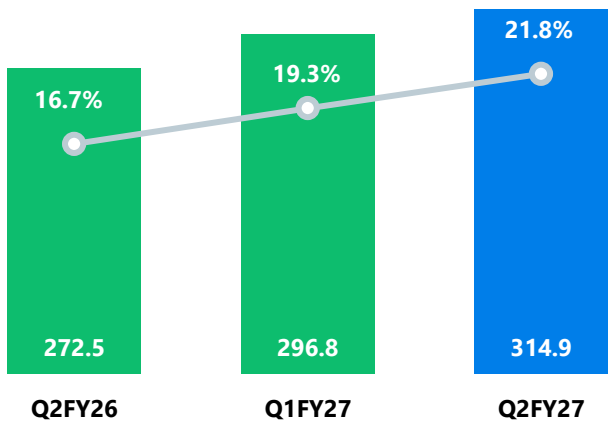
Digital Technologies Revenue & EBIT Margin (%)



▲ QoQ 8.8%

▲ YoY 8.8%

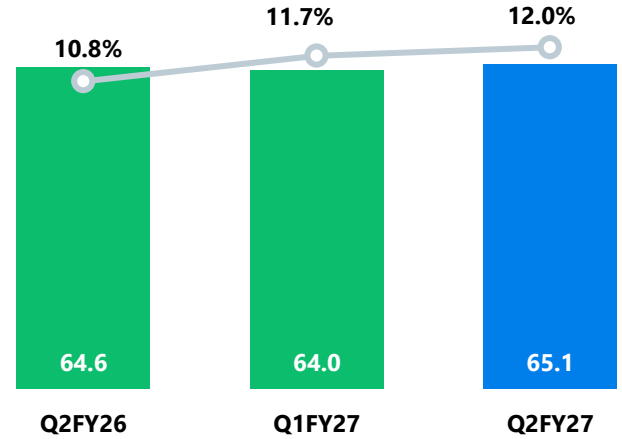
Digital Operations Revenue & EBIT Margin (%)



▲ QoQ 6.1%

▲ YoY 15.6%

Digital Experiences Revenue & EBIT Margin (%)



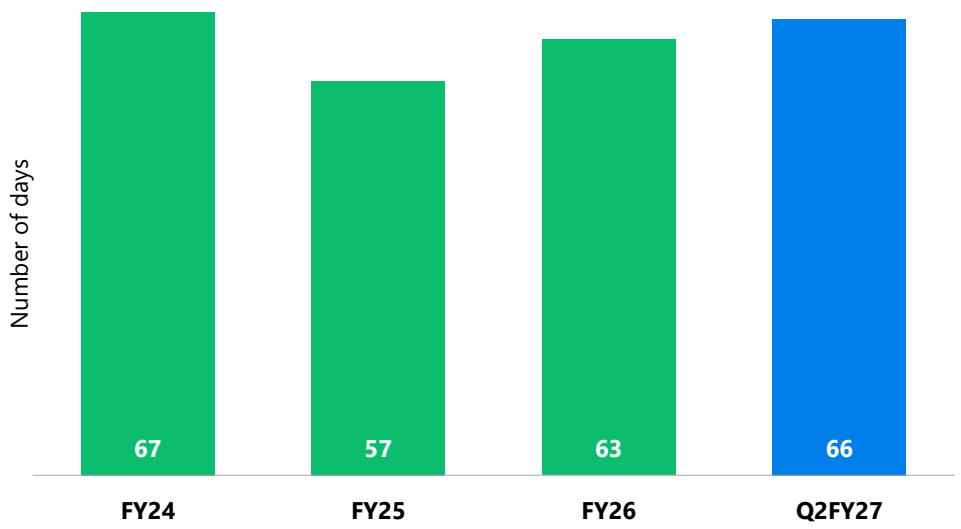
▲ QoQ 1.7%

▲ YoY 0.8%

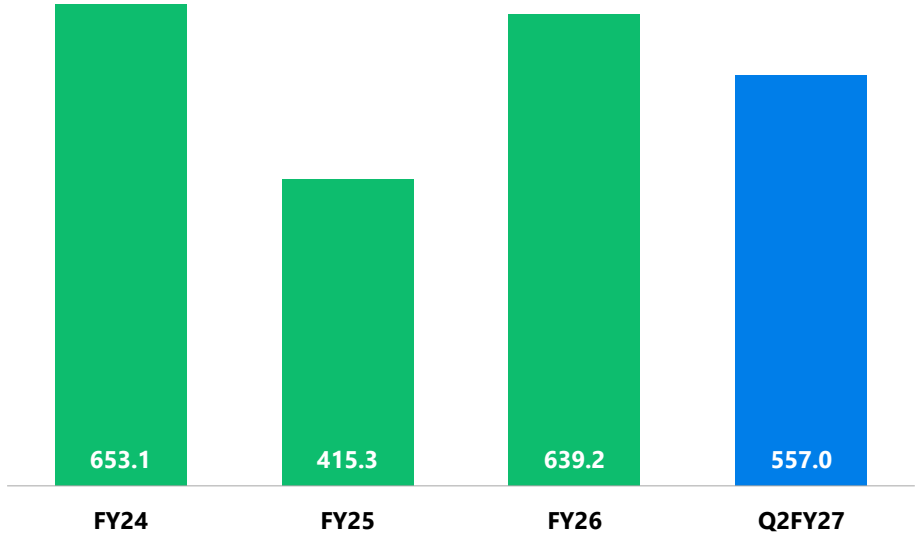
Balance Sheet Metrices – Q2FY27

(Figures in INR Crore)

Days Sales Outstanding (DSO)

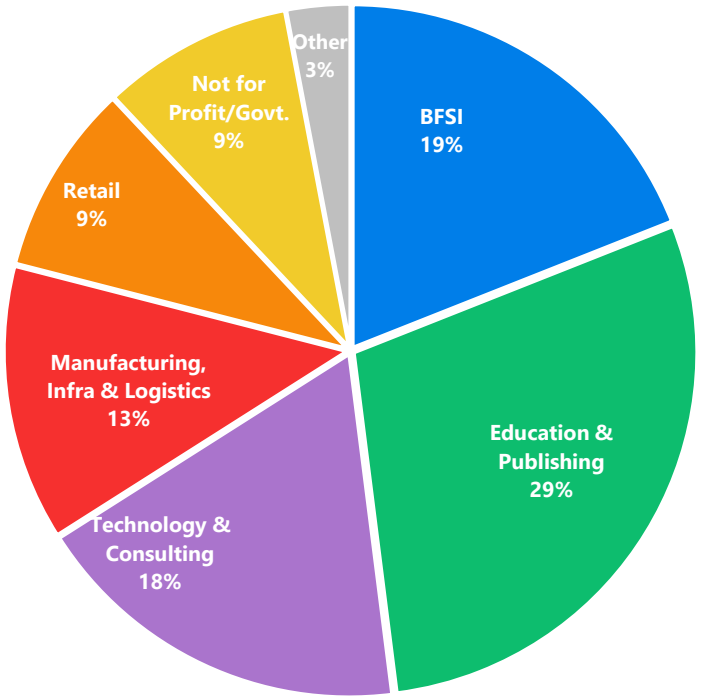


Net Cash & Investments (Net of Debts)

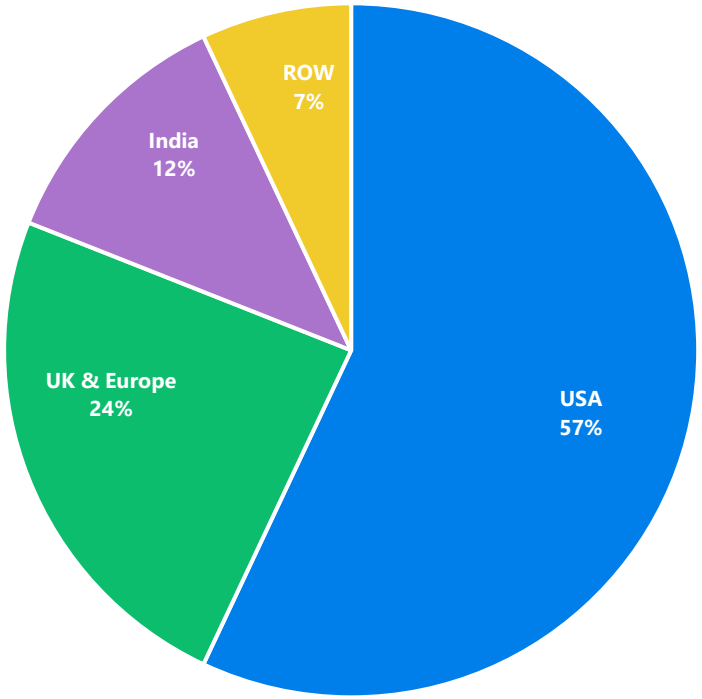


Revenue Segment Analysis – Q2FY27

Revenue by Industry



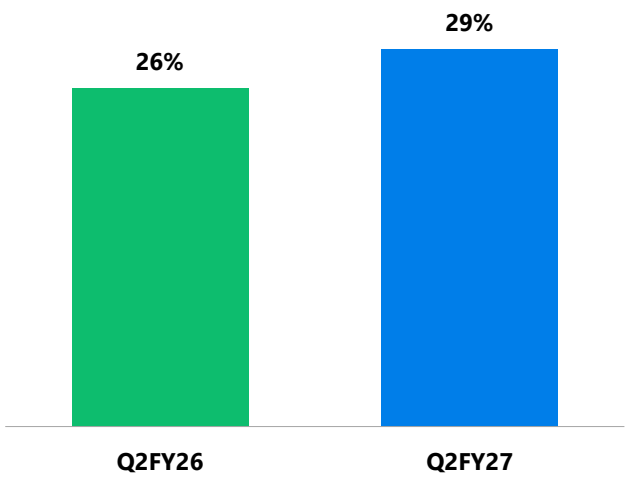
Revenue by Geography



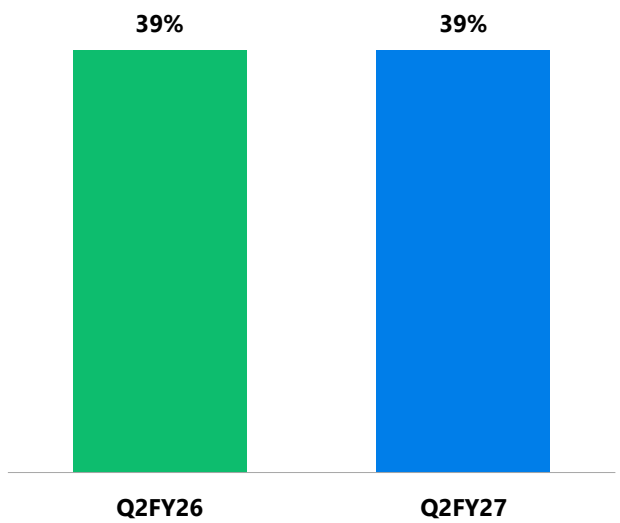
Client Concentration – Q2FY27

Client concentration maintained at a comfortable level

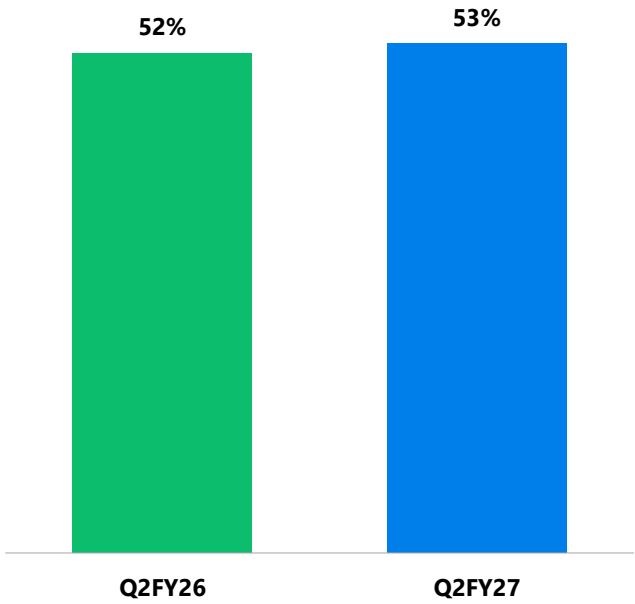
Top 5



Top 10

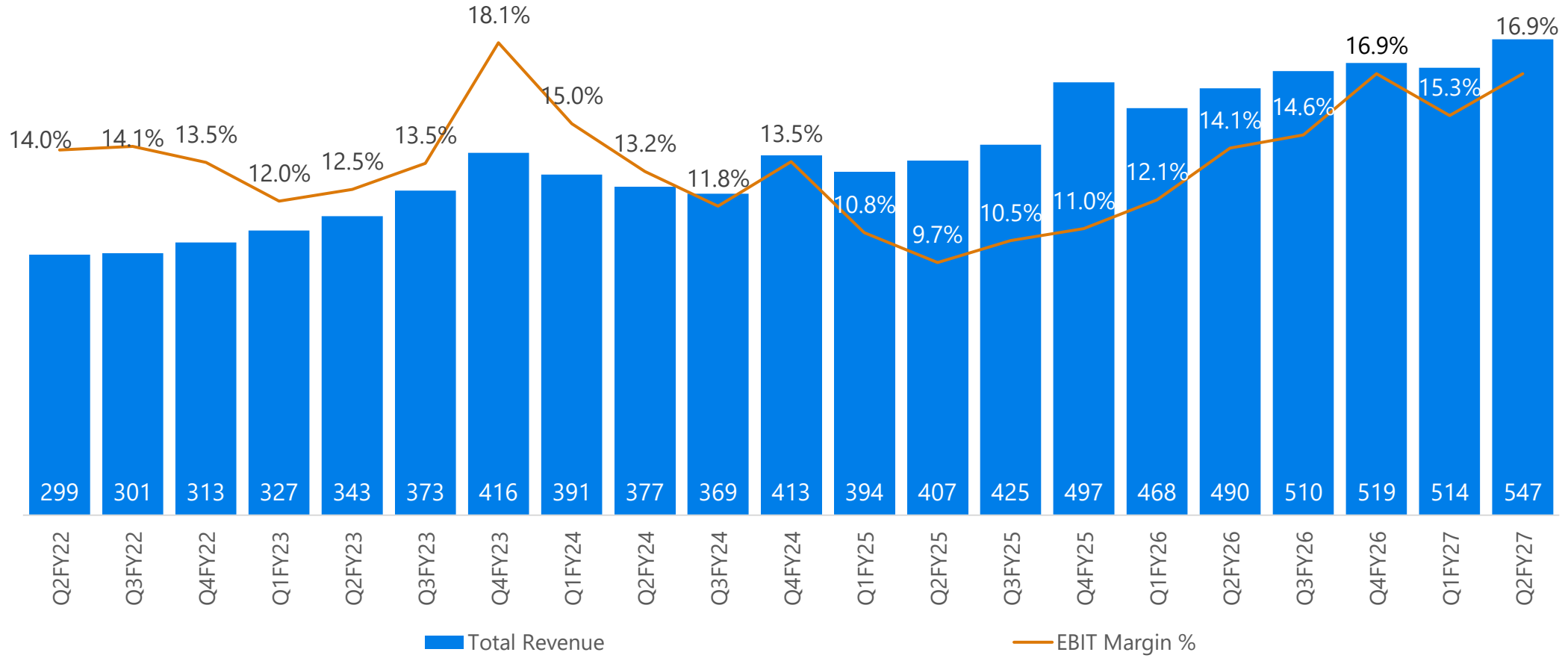


Top 20



Revenue & EBIT Margin Trend

(Figures in INR Crore)



Deal Wins



DATAMATICS

Key Deal Wins – Q2FY27

Client	About the deal
Prometric, a global leader in credentialing and skills development	Expanded scope with Datamatics to deliver end-to-end remote proctoring, covering candidate readiness, exam monitoring, support, security, quality, workforce planning, and performance governance.
A leading healthcare revenue cycle management company	Selected Datamatics for AI-enabled payer mapping, streamlined workflows, and enhanced accuracy and efficiency across revenue cycle operations.
A leading International Organization.	Renewed engagement with Datamatics to enhance enterprise applications and collaboration sites through AI-enabled support, streamlined operations, and improved service reliability.
A leading US-based fraternal financial services organization	Selected Datamatics to enhance underwriting capabilities through AI-driven solutions, supporting streamlined workflows, improved processing efficiency, and more effective operations.
A leading American Insurtech company	Expanded engagement with Datamatics to scale customer service, underwriting, and collections operations through AI-enabled solutions, driving streamlined workflows, greater efficiency, and improved service delivery.
A leading American accounting and advisory firm	Strengthened its engagement with Datamatics for tax processing services, ensuring efficient operations and timely delivery during the 2026 tax season.

Recognition



DATAMATICS

Key Analyst Recognition – Q2FY27

Everest Group PEAK™ MATRIX

Major Contenders

Application Management Services PEAK Matrix® Assessment 2026

Recognized among Top 15 Global Vendors

AVASANT

Challengers

Salesforce Services 2026 RadarView

Recognized among Top 15 Global Vendors

Everest Group PEAK™ MATRIX

Major Conteders

Integrated Finance and Accounting Services (FAS) PEAK Matrix® Assessment 2026

Recognized among Top 10 Global Vendors

Everest Group PEAK™ MATRIX

Major Contenders

Customer-Experience-Management-CXM-Services-PEAK-Matrix-Assessment-2026 - Americas

Recognized among Top 15 Global Vendors

ISG™

Product Challengers

Finance and Accounting Outsourcing (FAO) Provider Lens 2026

Recognized among Top 15 Global Vendors

***Datamatics Market Rank as per understanding of the Analyst Report**

Thank you!

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Pratik Jagtap / Asha Gupta

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asha.gupta@in.ey.com



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