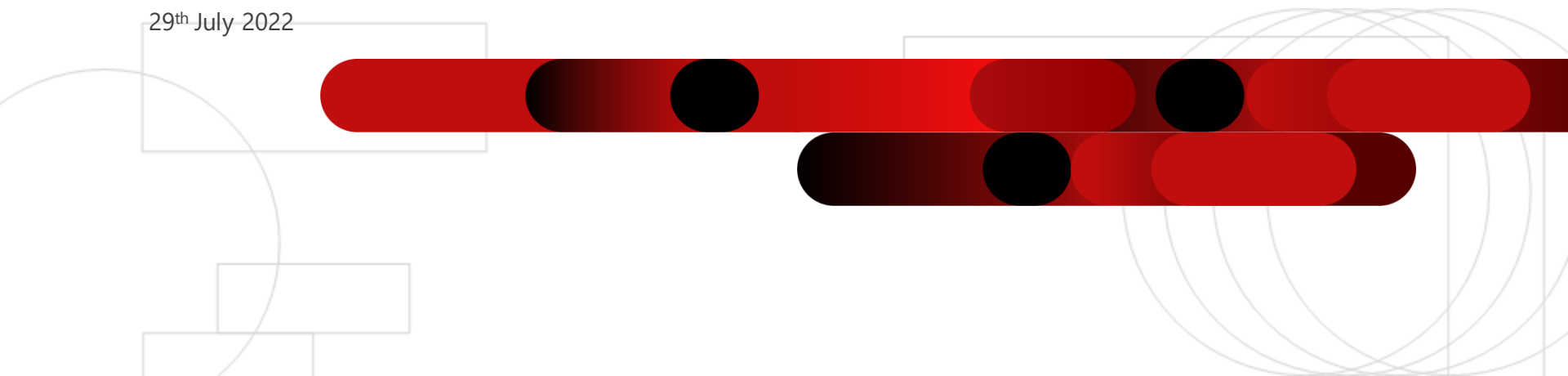


DATAMATICS

Investor Presentation

Q1FY23

29th July 2022



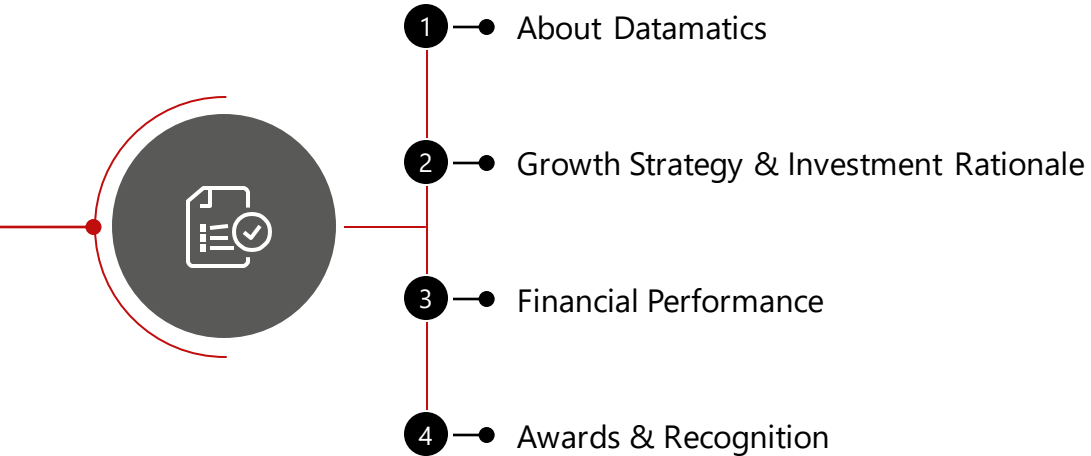
Disclaimer

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.

Agenda



About

Datamatics

Datamatics Overview

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



Strong Revenue Growth

INR 326.9 Crore Revenue Q1FY23
10.5% revenue CAGR for last decade



Key Focus Areas

Digital Transformation
Intelligent Automation
Automatic Fare Collection (AFC)



Own IP Products

TruCap+, TruBot, iPM, TruBI, TruAI,
TruFare



Clientele

300+ Significant Customers
Worldwide
Added 19 new clients in Q1FY23



Total Headcount

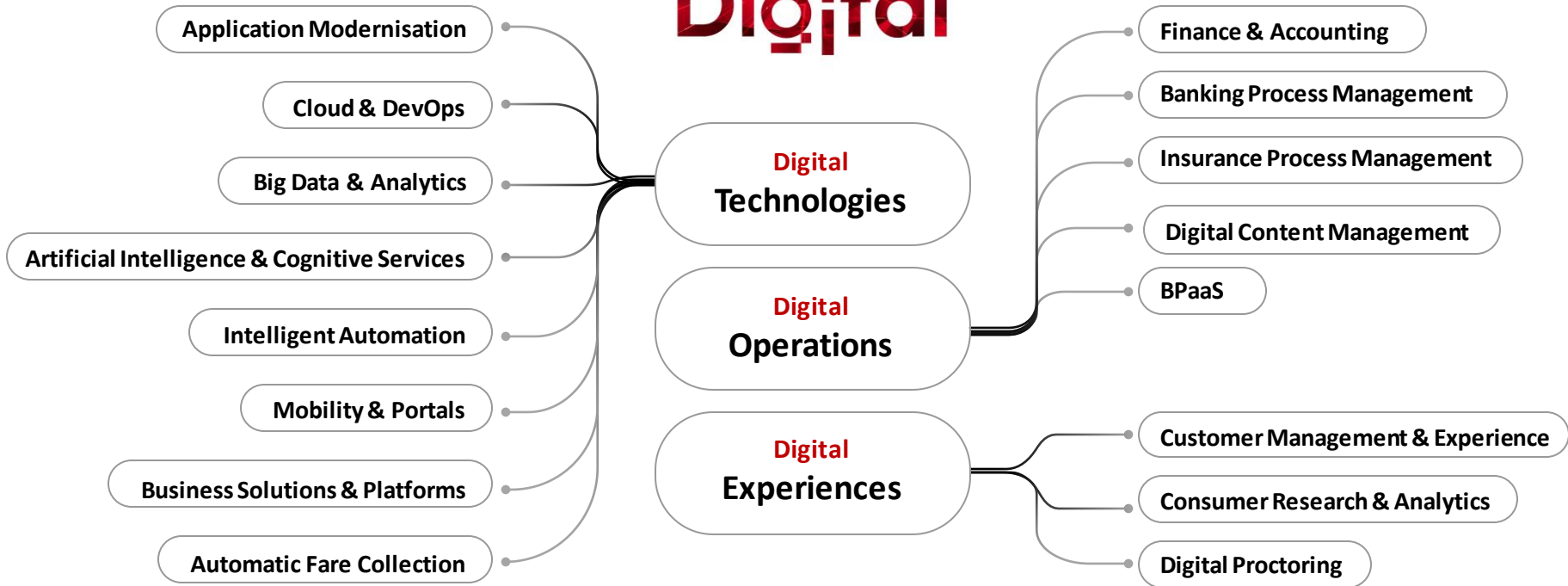
10,907
Attrition (Annualized) 36%



Healthy Financials

INR 388.6 Crore
Total Cash & Cash Equivalent plus
Liquid Investments (net of debt)

Deep in Digital



TruBot

TruCap⁺

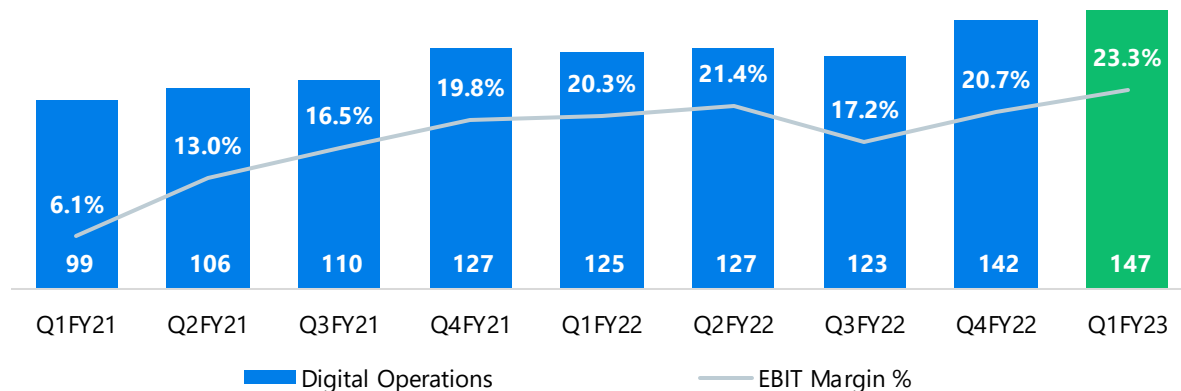
TruAI

TruBI

iPM

TruFare

Digital Operations (Figures in INR Crore)



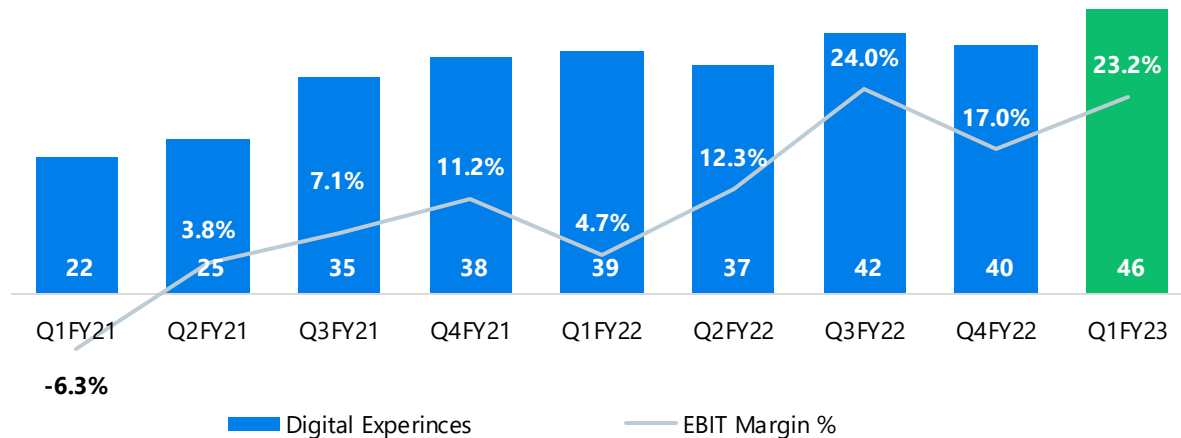
“ We have been working with Datamatics for a very long time. Datamatics has automated our Finance & Accounting Processes. It is always great to work with them. ”

Director of Projects
Leading Global Airline Catering
Solutions Provider

- 23.3% EBIT margin in Q1FY23, up 293 bps YoY
- 45% of total revenue contribution
- Grew at 18.0% YoY and 3.6% QoQ in Q1FY23
- Global market for Digital Operations is projected to total \$290 Billion in 2023, reflecting an increase of ~7% over 2022. Segment is expected to witness the highest volume of new work in next 5 years include industry-vertical-oriented operations and enterprise back-office operations (*Source: Everest Group, NASSCOM*)

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.

Digital Experiences (Figures in INR Crore)



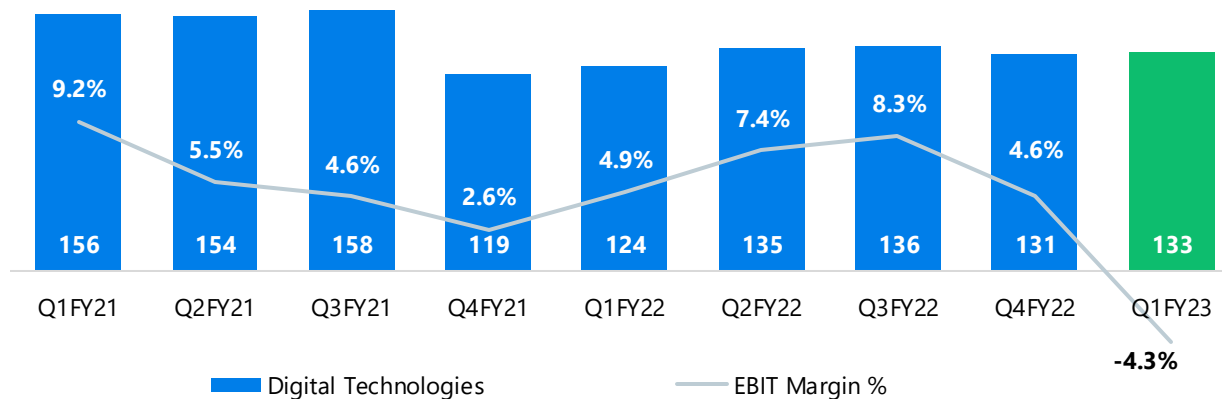
“One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do. I can only see this partnership growing over the years to come.”

President, Global Operations
Global Leader in Workforce
Solutions

- 23.2% EBIT margin in Q1FY23, up 1,848 bps YoY
- 14% of total revenue contribution
- Grew at 18.9% YoY and 15.7% QoQ in Q1FY23
- Digital Experiences market is projected to around \$200 Billion in 2022 increasing at a CAGR of around 15% (Source: Gartner)

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.

Digital Technologies (Figures in INR Crore)



“Datamatics looks to solve a business problem and not just provide a technical solution and works as an extended team of ours. We feel Datamatics will continue to be our valued partner going forward in our digital transformation journey.”

Head of Intelligent Automation
Centre of Excellence,
A Fortune 500 American
Logistics Company

- Digital Technologies grew at 7.5% YoY to INR 133 Cr in Q1FY23
- 41% of total revenue contribution
- EBIT margin dropped to (4.3%) primarily due to higher spend on products/platform development and sales & marketing, as well as shrinkage in one of our large customer business due to a multi vendor strategy.
- Leading Indian company to have highly evolved Automatic Fare Collection (AFC) service offerings

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.

Journey So Far...

1975 Datamatics incorporated

1983 India's 1st offshore development centre for Wang Labs, USA

1989 1st to develop & export S/W via satellite to Bell Labs

2003 Acquired Saztec USA

2003 Acquired Corpay for Accounts Payable solutions USA

2003 BUPA on boarded as customer

2004 IPO

2006 JV with Cybercom

2007 Launch of iPM & iQ

2017 Acquired TechJini, boutique mobile & web technology provider India

2018 Acquired RJGlobus Solutions, voice & text based customer service provider

2019 Gartner Peer Insights Customer choice for TruBot

2020 Launched TruBot 4.0

2021 Divested stake in Cignex

2022 Datamatics featured in 2022 Gartner Magic Quadrant for F&A

1975 - 1990

1991 - 2000

2001 - 2010

2011 - 2015

2016 - Present

1992 India's 1st e-publishing co

1998 1st in India & 2nd in the world to obtain ISO 9002 certification in e-publishing

1999 Most innovative S/W product awarded by the Prime Minister of India

2011 Launched DataLabs

2011 Acquired Cignex, open source ECM (USA)

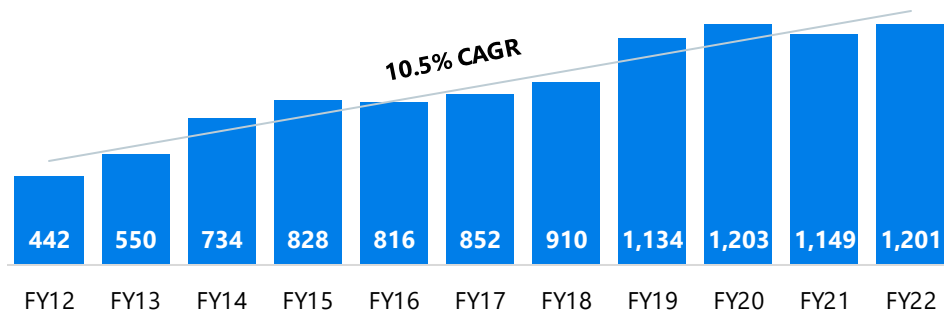
2013 Acquired PMG, publishing service provider (India)

2014 Launched own RPA product – TruBot

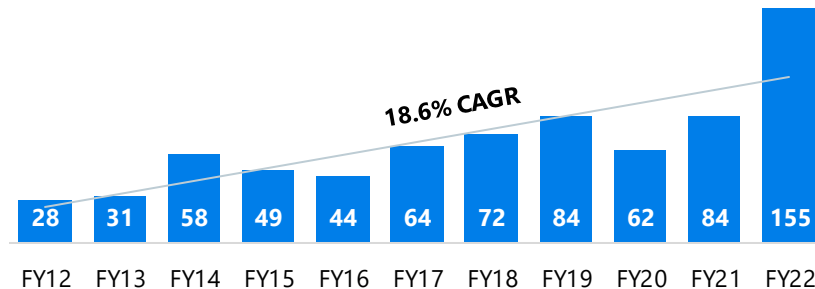
2015 Acquired TruBI from MAIA Intelligence (India)

Our Growth Performance (Figures in INR Crore)

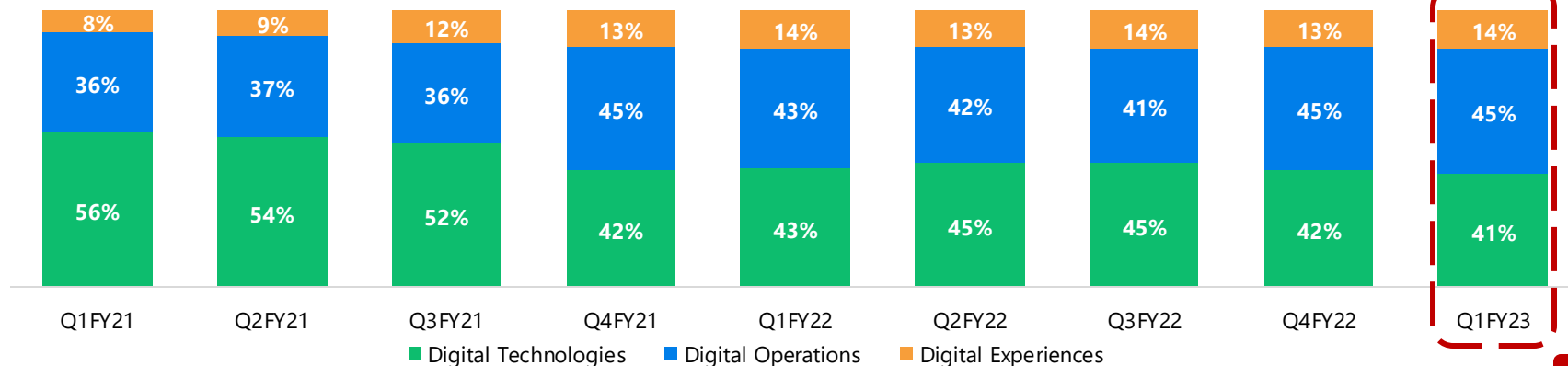
Consolidated Revenue



Consolidated PAT



Revenue by Business



Growth Strategy & Investment Rationale

Growth Strategy



Investment Rationale: Business

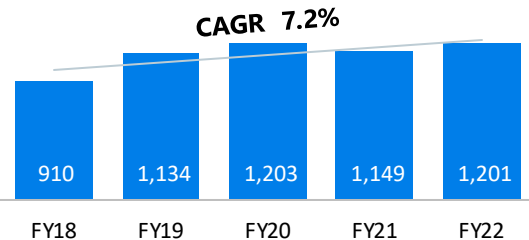


Financial Performance

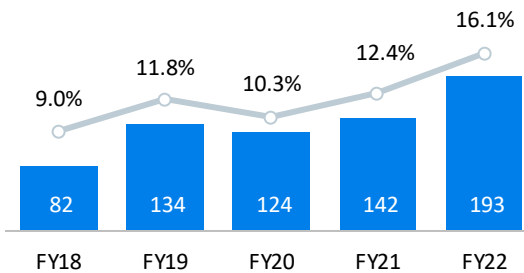
Key Performance Indicators

(Figures in INR Crore)

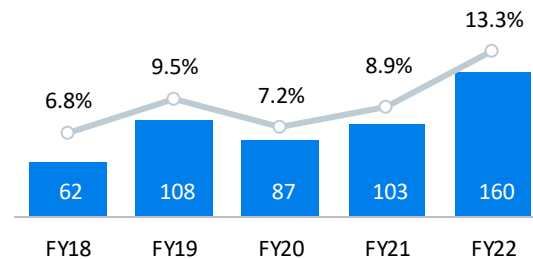
Revenues



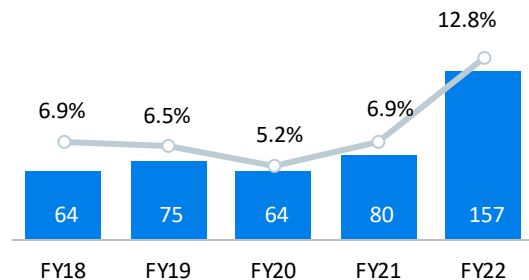
EBITDA & Margins (%)



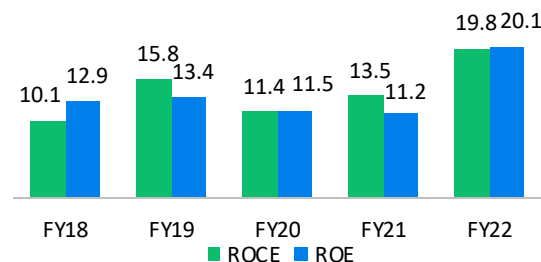
EBIT & Margins %



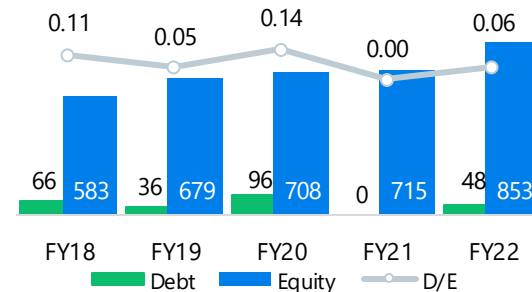
PAT after NCI & PAT after NCI %



ROE & ROCE



Debt / Equity



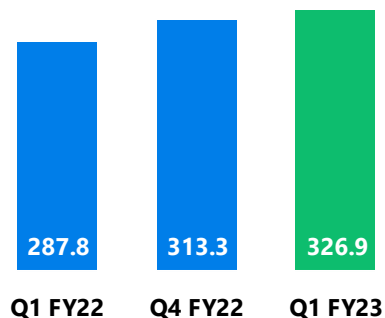
Consolidated Financial Summary – Q1FY23

Particulars (in INR Crore)	Q1FY23	Q4FY22	QoQ Growth	Q1FY22	YoY Growth
Revenue from Operations	326.9	313.3	4.3%	287.7	13.6%
Other Income	13.2	12.1	8.5%	4.0	225.9%
Total Income	340.1	325.4	4.5%	291.8	16.5%
EBITDA	47.8	51.5	(7.1%)	41.4	15.4%
EBITDA Margin (%)	14.6%	16.4%	(180Bps)	14.4%	23Bps
EBIT	39.3	42.3	(7.1%)	33.3	17.9%
EBIT Margin (%)	12.0%	13.5%	(148Bps)	11.6%	43Bps
PBT (Before Exceptional Item)	51.6	53.0	(2.7%)	36.7	40.5%
PBT (After Exceptional Item)	51.6	51.5	0.1%	46.9	10.0%
PAT (After non-controlling interest)	43.4	45.6	(4.9%)	39.6	9.6%
PAT Margin (%)	12.8%	14.0%	(125Bps)	13.6%	(80Bps)
Basic EPS (INR)	7.36	7.73	(4.7%)	6.72	9.6%
Diluted EPS (INR)	7.36	7.73	(4.7%)	6.72	9.6%

Consolidated Financial Highlights – Q1FY23

(Figures in INR Crore)

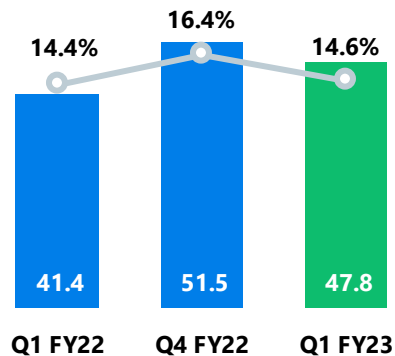
Operating Revenues



▲ 4.3% QoQ

▲ 13.6% YoY

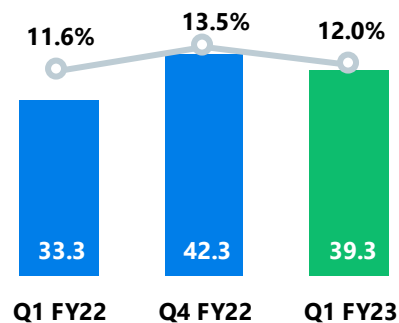
EBITDA & EBITDA %



▼ 7.1% QoQ

▲ 15.4% YoY

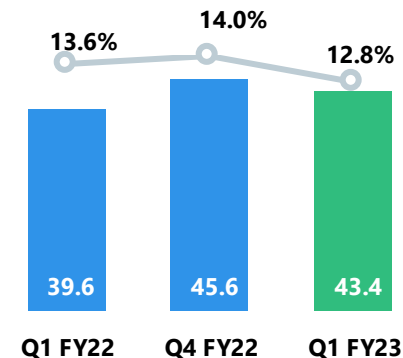
EBIT & EBIT %



▼ 7.1% QoQ

▲ 17.9% YoY

PAT after NCI & PAT after NCI %



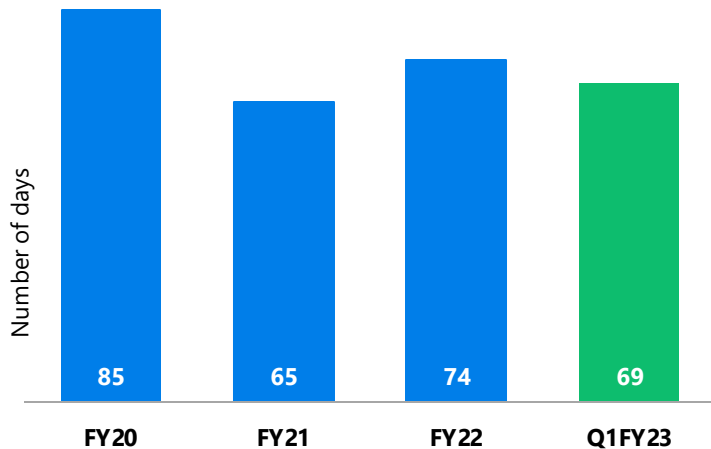
▼ 4.9% QoQ

▲ 9.6% YoY

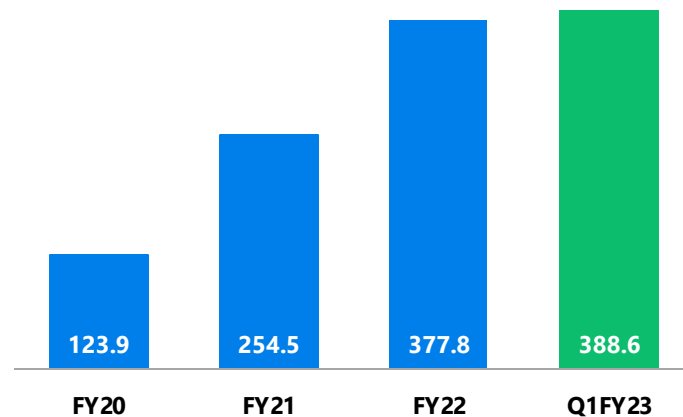
Balance Sheet Metrics – Q1FY23

(Figures in INR Crore)

Days Sales Outstanding (DSO)



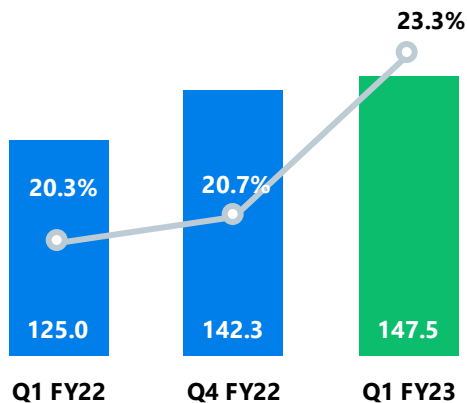
Total Cash & Cash Equivalent plus Liquid Investments (Net of debt)



Revenue Segment Analysis – Q1FY23

(Figures in INR Crore)

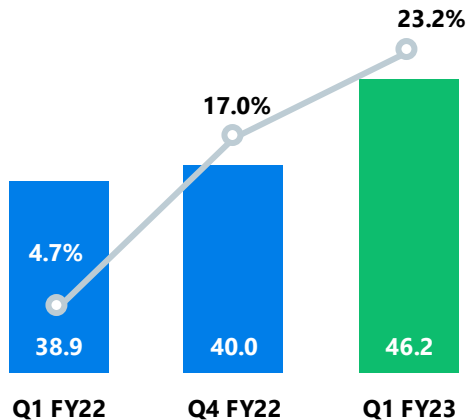
Digital Operation Revenue & EBIT Margin (%)



▲ 3.6% QoQ

▲ 18.0% YoY

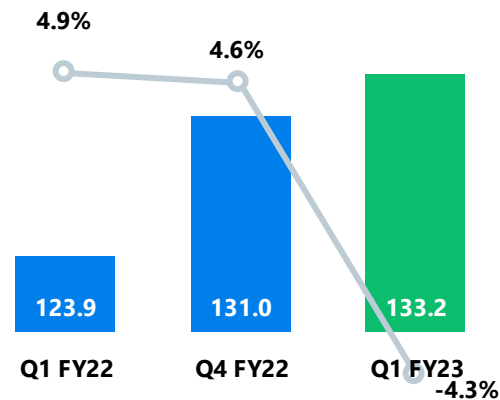
Digital Experiences Revenue & EBIT Margin (%)



▲ 15.7% QoQ

▲ 18.9% YoY

Digital Technologies Revenue & EBIT Margin (%)



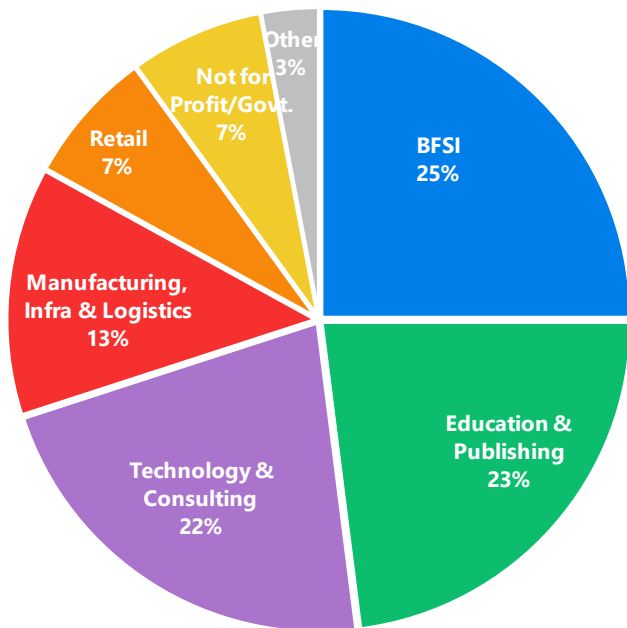
▲ 1.6% QoQ

▲ 7.5% YoY

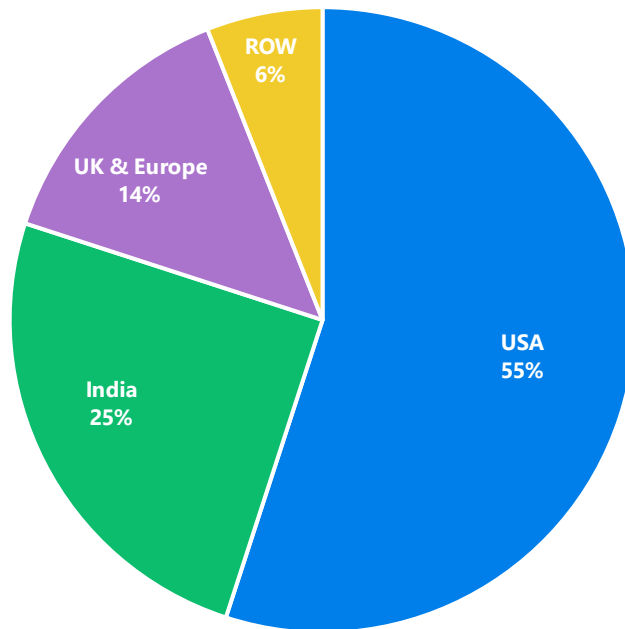
Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.

Revenue Segment Analysis – Q1FY23

Revenue by Industry



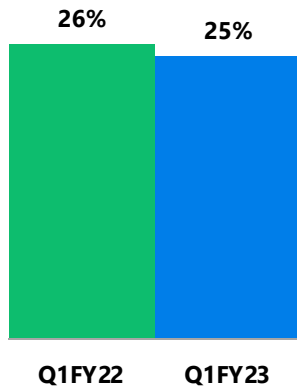
Revenue by Geography



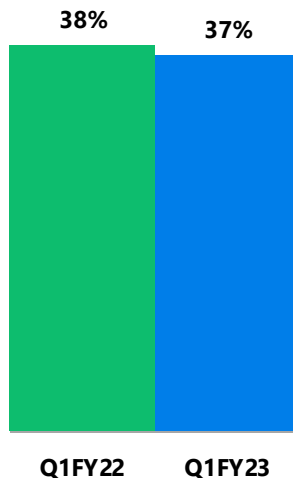
Client Concentration – Q1FY23

Client concentration maintained at a comfortable level

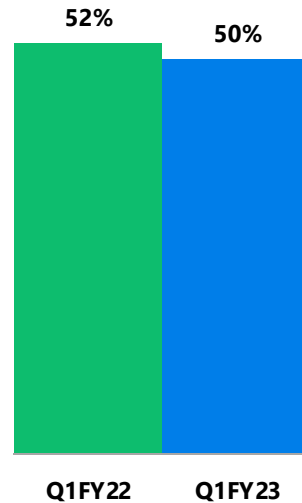
Top 5



Top 10



Top 20



Key Deal Wins – Q1FY23

A **Global Leader in Chemicals**
selects Datamatics for **automating
Digital Finance process**

A **US based global BPO company**
selects Datamatics for
**modernizing their legacy
applications**

A **leading, global provider of
innovative supply chain
solutions** selects Datamatics for
**accounts receivable & Cash
application automation**

A **global FinTech company**
selects Datamatics for **developing
next-generation digital
experiences**

A **UK based Digital Healthcare
Automation company** selects
Datamatics **Intelligent
Automation platform**

A **leading supplier of water
purification systems** selects
Datamatics for **digitising Finance
& Accounting operations**

A **leading Logistics company**
expands relationship with
Datamatics for **digital technology
support**

**One of the fastest growing
Insurance companies** selects
Datamatics for **automating
Underwriting process**

Awards & Recognition

Datamatics recognized in the 2022 Gartner MQ for F&A BPO Services



Key Highlights

- Datamatics included for the 1st time in this Magic Quadrant
- Research profiles 14 of the top global Finance & Accounting (F&A) vendors
- Recognized Datamatics strengths such as,
- Deep manufacturing industry experience
- Modular and customizable proprietary F&A products
- Innovation focus on Intelligent Automation

Key Analyst Coverage



Niche Player

2022 Gartner Magic Quadrant for
Finance & Accounting BPO Services



Strong Performer

Forrester Wave for RPA, Q1 2021



Major Contender and Star Performer

Finance and Accounting Outsourcing
(FAO) Services PEAK Matrix – 2021



Major Contender and Star Performer

Robotic Process Automation
(RPA) Products PEAK Matrix – 2021



Major Contender and Star Performer

Intelligent Document Processing
(IDP) Products PEAK Matrix – 2021



Featured in Market Guide for F&A
Business Process Outsourcing Service
Providers 2021



Major Player

IDC MarketScape Asia/Pacific Intelligent
Automation Services 2021 Vendor Assessment



Strong Performer

Gartner Peer Insights 'Voice of the
Customer': Robotic Process Automation



Profiled Datamatics' RPA-powered
intelligent document processing approach



Technology Leaders

SPARK Matrix: CX Management Services,
2022



Aspirants

Customer Experience Management (CXM)
Services PEAK Matrix – 2021



Technology Leaders

SPARK Matrix: Intelligent Document
Processing, 2021

Shareholder Value Creation

Total Shareholder Return

1 Year
Return

1.1%

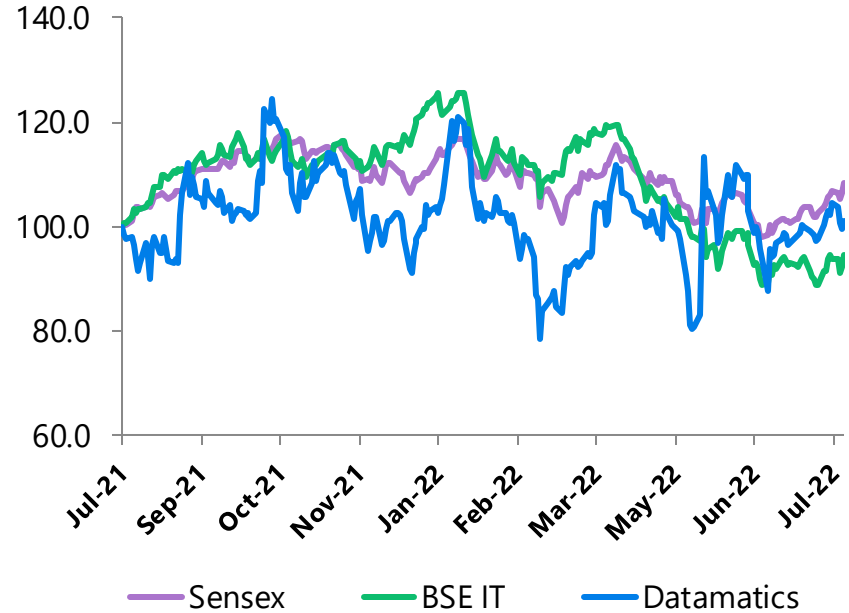
3 Year
Return

287.3%

5 Year
Return

164.7%

Relative Stock Price Performance



DATAMATICS

Thank You

For Further Queries Contact:

Mr. Sandeep Mantri

Chief Financial Officer



investorrelations@datamatics.com



Diwakar Pingle / Asha Gupta



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Asha.Gupta@in.ey.com

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