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

1. About Datamatics
2. Growth Strategy & Investment Rationale
3. Financial Performance
4. Awards & Recognition
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)
Digital Operations (Figures in INR Crore)

- 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.

"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
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)

- 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

"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

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.
<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1975</td>
<td>Datamatics incorporated</td>
</tr>
<tr>
<td>1983</td>
<td>India’s 1st offshore development centre for Wang Labs, USA</td>
</tr>
<tr>
<td>1989</td>
<td>1st to develop &amp; export S/W via satellite to Bell Labs</td>
</tr>
<tr>
<td>1992</td>
<td>India’s 1st e-publishing co</td>
</tr>
<tr>
<td>1998</td>
<td>1st in India &amp; 2nd in the world to obtain ISO 9002 certification in e-publishing</td>
</tr>
<tr>
<td>1999</td>
<td>Most innovative S/W product awarded by the Prime Minister of India</td>
</tr>
<tr>
<td>2003</td>
<td>Acquired Saztec USA</td>
</tr>
<tr>
<td>2003</td>
<td>Acquired Corpay for Accounts Payable solutions USA</td>
</tr>
<tr>
<td>2003</td>
<td>BUPA on boarded as customer</td>
</tr>
<tr>
<td>2004</td>
<td>IPO</td>
</tr>
<tr>
<td>2006</td>
<td>JV with Cybercom</td>
</tr>
<tr>
<td>2007</td>
<td>Launch of iPM &amp; iQ</td>
</tr>
<tr>
<td>2008</td>
<td>Acquired Cignex, open source ECM (USA)</td>
</tr>
<tr>
<td>2008</td>
<td>Acquired PMG, publishing service provider (India)</td>
</tr>
<tr>
<td>2011</td>
<td>Launched own RPA product – TruBot</td>
</tr>
<tr>
<td>2011</td>
<td>Launched DataLabs</td>
</tr>
<tr>
<td>2012</td>
<td>Acquired TruBI from MAIA Intelligence (India)</td>
</tr>
<tr>
<td>2017</td>
<td>Acquired TechJini, boutique mobile &amp; web technology provider India</td>
</tr>
<tr>
<td>2018</td>
<td>Acquired RJGlobus Solutions, voice &amp; text based customer service provider</td>
</tr>
<tr>
<td>2019</td>
<td>Gartner Peer Insights Customer choice for TruBot</td>
</tr>
<tr>
<td>2020</td>
<td>Launched TruBot 4.0</td>
</tr>
<tr>
<td>2021</td>
<td>Divested stake in Cignex</td>
</tr>
<tr>
<td>2022</td>
<td>Datamatics featured in 2022 Gartner Magic Quadrant for F&amp;A</td>
</tr>
</tbody>
</table>
Our Growth Performance (Figures in INR Crore)

**Consolidated Revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>442</td>
<td>550</td>
<td>734</td>
<td>828</td>
<td>816</td>
<td>852</td>
<td>910</td>
<td>1,134</td>
<td>1,203</td>
<td>1,149</td>
<td>1,201</td>
</tr>
</tbody>
</table>

10.5% CAGR

**Consolidated PAT**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAT</td>
<td>28</td>
<td>31</td>
<td>58</td>
<td>49</td>
<td>44</td>
<td>64</td>
<td>72</td>
<td>84</td>
<td>62</td>
<td>84</td>
<td>155</td>
</tr>
</tbody>
</table>

18.6% CAGR

**Revenue by Business**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1FY21</th>
<th>Q2FY21</th>
<th>Q3FY21</th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
<th>Q1FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>8%</td>
<td>9%</td>
<td>12%</td>
<td>13%</td>
<td>14%</td>
<td>13%</td>
<td>14%</td>
<td>13%</td>
<td>14%</td>
</tr>
<tr>
<td>Digital Technologies</td>
<td>36%</td>
<td>37%</td>
<td>36%</td>
<td>45%</td>
<td>43%</td>
<td>42%</td>
<td>41%</td>
<td>45%</td>
<td>45%</td>
</tr>
<tr>
<td>Digital Operations</td>
<td>56%</td>
<td>54%</td>
<td>52%</td>
<td>42%</td>
<td>43%</td>
<td>45%</td>
<td>45%</td>
<td>42%</td>
<td>41%</td>
</tr>
</tbody>
</table>

Q1FY23
Growth Strategy &
Investment Rationale
Growth Strategy

- Digital Solutions
- Intelligent Automation, Digital Experiences, Cloud
- Automatic Fare Collection (AFC)
- Increase Account Penetration
- STRATEGIC PRIORITIES
- Focus on Product and Platforms
- Partner and Reseller Channels
- Invest in Branding and Marketing
Investment Rationale: Business

IP Products
- Developed own IP products in high growth markets - TruCap+, TruBot, iPM, TruBI, TruAI, TruFare

Healthy Financials
- Solid Cash flow and resilient margins

Strong R&D Centre
- DataLabs focused on new age technology areas - AI & Cognitive Science, RPA, AR & VR

Well Diversified Business
- Offers Digital solutions, IT & BPM services

Leading Indian company in AFC
- Executed over 30 marquee projects across the globe incl. New York, London, HK and Dubai
- Strong pipeline in India & USA
Financial Performance
Key Performance Indicators
(Figures in INR Crore)

**Revenues**
- **CAGR 7.2%**

**EBITDA & Margins (%)**
- FY18: 9.0%, FY19: 11.8%, FY20: 10.3%, FY21: 12.4%, FY22: 16.1%

**EBIT & Margins %**
- FY18: 6.8%, FY19: 9.5%, FY20: 7.2%, FY21: 8.9%, FY22: 13.3%

**PAT after NCI & PAT after NCI %**
- FY18: 6.9%, FY19: 6.5%, FY20: 5.2%, FY21: 6.9%, FY22: 12.8%

**ROE & ROCE**
- FY18: 0.11, FY19: 0.05, FY20: 0.14, FY21: 0.00, FY22: 0.06

**Debt / Equity**
- FY18: 6.8%, FY19: 9.5%, FY20: 7.2%, FY21: 8.9%, FY22: 13.3%
## Consolidated Financial Summary – Q1FY23

<table>
<thead>
<tr>
<th>Particulars (in INR Crore)</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>QoQ Growth</th>
<th>Q1FY22</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>326.9</td>
<td>313.3</td>
<td>4.3%</td>
<td>287.7</td>
<td>13.6%</td>
</tr>
<tr>
<td>Other Income</td>
<td>13.2</td>
<td>12.1</td>
<td>8.5%</td>
<td>4.0</td>
<td>225.9%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>340.1</strong></td>
<td><strong>325.4</strong></td>
<td><strong>4.5%</strong></td>
<td><strong>291.8</strong></td>
<td><strong>16.5%</strong></td>
</tr>
<tr>
<td>EBITDA</td>
<td>47.8</td>
<td>51.5</td>
<td>(7.1%)</td>
<td>41.4</td>
<td>15.4%</td>
</tr>
<tr>
<td>EBITDA Margin (%)</td>
<td>14.6%</td>
<td>16.4%</td>
<td>(180Bps)</td>
<td>14.4%</td>
<td>23Bps</td>
</tr>
<tr>
<td>EBIT</td>
<td>39.3</td>
<td>42.3</td>
<td>(7.1%)</td>
<td>33.3</td>
<td>17.9%</td>
</tr>
<tr>
<td>EBIT Margin (%)</td>
<td>12.0%</td>
<td>13.5%</td>
<td>(148Bps)</td>
<td>11.6%</td>
<td>43Bps</td>
</tr>
<tr>
<td>PBT (Before Exceptional Item)</td>
<td>51.6</td>
<td>53.0</td>
<td>(2.7%)</td>
<td>36.7</td>
<td>40.5%</td>
</tr>
<tr>
<td>PBT (After Exceptional Item)</td>
<td>51.6</td>
<td>51.5</td>
<td>0.1%</td>
<td>46.9</td>
<td>10.0%</td>
</tr>
<tr>
<td>PAT (After non-controlling interest)</td>
<td>43.4</td>
<td>45.6</td>
<td>(4.9%)</td>
<td>39.6</td>
<td>9.6%</td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td>12.8%</td>
<td>14.0%</td>
<td>(1258ps)</td>
<td>13.6%</td>
<td>(80Bps)</td>
</tr>
<tr>
<td>Basic EPS (INR)</td>
<td>7.36</td>
<td>7.73</td>
<td>(4.7%)</td>
<td>6.72</td>
<td>9.6%</td>
</tr>
<tr>
<td>Diluted EPS (INR)</td>
<td>7.36</td>
<td>7.73</td>
<td>(4.7%)</td>
<td>6.72</td>
<td>9.6%</td>
</tr>
</tbody>
</table>
## Consolidated Financial Highlights – Q1FY23
(Figures in INR Crore)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenues</td>
<td>287.8</td>
<td>313.3</td>
<td>326.9</td>
</tr>
<tr>
<td>EBITDA &amp; EBITDA %</td>
<td>14.4%</td>
<td>16.4%</td>
<td>14.6%</td>
</tr>
<tr>
<td>EBIT &amp; EBIT %</td>
<td>11.6%</td>
<td>13.5%</td>
<td>12.0%</td>
</tr>
<tr>
<td>PAT after NCI &amp; PAT after NCI %</td>
<td>13.6%</td>
<td>14.0%</td>
<td>12.8%</td>
</tr>
</tbody>
</table>

▲ 4.3% QoQ  ▲ 13.6% YoY
▼ 7.1% QoQ  ▲ 15.4% YoY
▼ 7.1% QoQ  ▲ 17.9% YoY
▼ 4.9% QoQ  ▲ 9.6% YoY
Balance Sheet Metrics – Q1FY23
(Figures in INR Crore)

Days Sales Outstanding (DSO)

- FY20: 85
- FY21: 65
- FY22: 74
- Q1FY23: 69

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

- FY20: 123.9
- FY21: 254.5
- FY22: 377.8
- Q1FY23: 388.6
### Revenue Segment Analysis – Q1FY23
(Figures in INR Crore)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>QoQ</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Digital Operation</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue &amp; EBIT Margin (%)</td>
<td>20.3%</td>
<td>20.7%</td>
<td>23.3%</td>
<td>3.6%</td>
<td>18.0%</td>
</tr>
<tr>
<td><strong>Digital Experiences</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue &amp; EBIT Margin (%)</td>
<td>4.7%</td>
<td>17.0%</td>
<td>23.2%</td>
<td>15.7%</td>
<td>18.9%</td>
</tr>
<tr>
<td><strong>Digital Technologies</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue &amp; EBIT Margin (%)</td>
<td>123.9</td>
<td>131.0</td>
<td>133.2</td>
<td>4.9%</td>
<td>4.6%</td>
</tr>
</tbody>
</table>

**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

Receivables by Industry
- BFSI: 25%
- Technology & Consulting: 22%
- Education & Publishing: 23%
- Manufacturing, Infra & Logistics: 13%
- Retail: 7%
- Not for Profit/Govt.: 3%
- Other: 7%

Receivables by Geography
- USA: 55%
- India: 25%
- UK & Europe: 14%
- ROW: 6%
Client Concentration – Q1FY23

Client concentration maintained at a comfortable level

<table>
<thead>
<tr>
<th>Top 5</th>
<th>Top 10</th>
<th>Top 20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q1FY22</strong></td>
<td><strong>Q1FY23</strong></td>
<td></td>
</tr>
<tr>
<td>26%</td>
<td>38%</td>
<td>52%</td>
</tr>
<tr>
<td>25%</td>
<td>37%</td>
<td>50%</td>
</tr>
<tr>
<td>A Global Leader in Chemicals selects Datamatics for <strong>automating Digital Finance process</strong></td>
<td></td>
<td></td>
</tr>
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<td></td>
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<tr>
<td>A US based global BPO company selects Datamatics for <strong>modernizing their legacy applications</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A leading, global provider of innovative supply chain solutions selects Datamatics for accounts receivable &amp; Cash application automation</td>
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<td></td>
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<tr>
<td>A global FinTech company selects Datamatics for <strong>developing next-generation digital experiences</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A UK based Digital Healthcare Automation company selects Datamatics <strong>Intelligent Automation platform</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A leading supplier of water purification systems selects Datamatics for <strong>digitising Finance &amp; Accounting operations</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A leading Logistics company expands relationship with Datamatics for <strong>digital technology support</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>One of the fastest growing Insurance companies selects Datamatics for <strong>automating Underwriting process</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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

**Profiled**
Datamatics’ RPA-powered intelligent document processing approach

**Gartner**

**Niche Player**
2022 Gartner Magic Quadrant for Finance & Accounting BPO Services

**Forrester**

**Strong Performer**
Forrester Wave for RPA, Q1 2021

**Everest Group**

**PEAK MATRIX**

**Major Contender and Star Performer**
Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2021

**Gartner**

**Major Contender and Star Performer**
Intelligent Document Processing (IDP) Products PEAK Matrix – 2021

**Everest Group**

**PEAK MATRIX**

**Major Contender and Star Performer**
Robotic Process Automation (RPA) Products PEAK Matrix – 2021

**451 Research**

**Technology Leaders**

**Quadrant Research**

**Technology Leaders**
SPARK Matrix: CX Management Services, 2022

**Everest Group**

**PEAK MATRIX**

**Major Player**
IDC MarketScape Asia/Pacific Intelligent Automation Services 2021 Vendor Assessment

**Gartner**

**Strong Performer**
Gartner Peer Insights ‘Voice of the Customer’: Robotic Process Automation

**Quadrant Research**

**Aspirants**
Customer Experience Management (CXM) Services PEAK Matrix – 2021

**Everest Group**

**PEAK MATRIX**

**Technology Leaders**
SPARK Matrix: Intelligent Document Processing, 2021
Shareholder Value Creation

Total Shareholder Return

<table>
<thead>
<tr>
<th>Duration</th>
<th>Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Year Return</td>
<td>1.1%</td>
</tr>
<tr>
<td>3 Year Return</td>
<td>287.3%</td>
</tr>
<tr>
<td>5 Year Return</td>
<td>164.7%</td>
</tr>
</tbody>
</table>

Relative Stock Price Performance

- Sensex
- BSE IT
- Datamatics
Thank You

For Further Queries Contact:

Mr. Sandeep Mantri
Chief Financial Officer

investorrelations@datamatics.com

Diwakar Pingle / Asha Gupta

Diwakar.Pingle@in.ey.com  Asha.Gupta@in.ey.com