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 and PAT Growth**
- Q1FY24 Revenue INR 391 Crore
- 10.2% revenue CAGR and 19.4% PAT CAGR for the last decade

**Healthy Financials**
- Total Cash and Investments INR 555 Crore

**Products**
- TruCap+, TruBot, iPM, TruBI, TruAI, TruFare

**Clientele**
- 300+ Significant Customers Worldwide
- Added 14 new clients in Q1 FY24

**Attrition**
- 5.2% (Quarterly)
Deep in Digital

Digital Technologies
- Application Modernisation
- Cloud & DevOps
- Big Data & Analytics
- Artificial Intelligence & Cognitive Services
- Intelligent Automation
- Mobility & Portals
- Business Solutions & Platforms
- Automatic Fare Collection

Digital Operations

Digital Experiences
- Finance & Accounting
- Banking Process Management
- Insurance Process Management
- Digital Content Management
- Customer Management & Experience
- Consumer Research & Analytics
- Digital Proctoring

TruBot  TruCap+  TruAI  TruBI  iPM  TruFare
Digital Operations (Figures in INR Crore)

- 43% of total revenue
- Grew at 13.2% YoY in Q1FY24
- 20.1% EBIT margin in Q1FY24

"Happy with the value addition by Datamatics to our organisation in terms of Procure to Pay function and also continuing with the add on developments."

Financial Controller
A Leading Home Appliances Company
Digital Experiences (Figures in INR Crore)

- 17% of total revenue
- Grew at 43.2% YoY and 11.3% QoQ in Q1FY24
- 23.0% EBIT margin in Q1FY24

"Datamatics helped us implement a new proctoring platform. One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do."

President, Global Operations
A Global Provider of Testing Services & Talent Assessment Solutions
Datamatics has a unique ability to find us the right results at the right time and have adapted to our needs. We have also challenged them in quite lot of different ways and they have been able to react to us very rapidly.

Head IT, A Global Health Insurance & Healthcare Company

- 40% of total revenue
- Grew at 18.6% YoY in Q1FY24
- 6.2% EBIT margin in Q1FY24, up 1,054 bps YoY
Journey So Far...

1975 - 1990

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

1991 - 2000

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

2001 - 2010

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

2011 - 2015

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)

2016 - Present

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 Featured in Gartner Magic Quadrant for F&A BPO Services
Our Growth Performance  (Figures in INR Crore)

Consolidated Revenue

10.2% CAGR

Consolidated PAT

19.4% CAGR

Revenue by Business

Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24

Digital Technologies | 43% | 45% | 45% | 42% | 41% | 43% | 41% | 45% | 43%

Digital Operations | 14% | 13% | 14% | 13% | 14% | 15% | 16% | 14% | 17%

Digital Experiences | 42% | 41% | 42% | 41% | 41% | 43% | 43% | 41% | 40%
Growth Strategy &
Investment Rationale
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, IDP

**Deep in Digital**
- Offers Digital Operations, Digital Technologies and Digital Experiences to boost productivity, customer experience, and competitive advantage

**Focus on International Markets**
- Established strong presence in US market
Financial Performance
Key Performance Indicators
(Figures in INR Crore)

### Revenues

- **CAGR 6.5%**
- FY19: 1,134
- FY20: 1,203
- FY21: 1,149
- FY22: 1,201
- FY23: 1,459

### EBITDA & Margins (%)

- FY19: 11.8%
- FY20: 10.3%
- FY21: 12.4%
- FY22: 16.1%
- FY23: 16.6%

### EBIT & Margins %

- FY19: 9.5%
- FY20: 7.2%
- FY21: 8.9%
- FY22: 13.3%
- FY23: 14.2%

### PAT after NCI & PAT after NCI %

- FY19: 6.5%
- FY20: 5.2%
- FY21: 6.9%
- FY22: 12.8%
- FY23: 12.6%

### ROE & ROCE

- FY19: 13.3%
- FY20: 11.8%
- FY21: 11.4%
- FY22: 13.5%
- FY23: 19.8

### Debt / Equity

- FY19: 36
- FY20: 679
- FY21: 708
- FY22: 0
- FY23: 0

* Revenues CAGR without Cignex 11.7%
## Consolidated Financial Summary – Q1FY24

<table>
<thead>
<tr>
<th>Particulars (in INR Crore)</th>
<th>Q1FY24</th>
<th>Q4FY23</th>
<th>QoQ Growth</th>
<th>Q1FY23</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue from Operations</strong></td>
<td>391.1</td>
<td>416.3</td>
<td>(6.1%)</td>
<td>326.9</td>
<td>19.6%</td>
</tr>
<tr>
<td><strong>Other Income</strong></td>
<td>9.1</td>
<td>5.3</td>
<td>72.2%</td>
<td>13.2</td>
<td>(30.9%)</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>400.2</td>
<td>421.6</td>
<td>(5.1%)</td>
<td>340.1</td>
<td>17.7%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>67.8</td>
<td>84.1</td>
<td>(19.4%)</td>
<td>47.8</td>
<td>41.8%</td>
</tr>
<tr>
<td><strong>EBITDA Margin (%)</strong></td>
<td>17.3%</td>
<td>20.2%</td>
<td>(288Bps)</td>
<td>14.6%</td>
<td>270Bps</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>58.6</td>
<td>75.3</td>
<td>(22.2%)</td>
<td>39.3</td>
<td>49.2%</td>
</tr>
<tr>
<td><strong>EBIT Margin (%)</strong></td>
<td>15.0%</td>
<td>18.1%</td>
<td>(310Bps)</td>
<td>12.0%</td>
<td>297Bps</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>67.2</td>
<td>80.1</td>
<td>(16.1%)</td>
<td>51.6</td>
<td>30.3%</td>
</tr>
<tr>
<td><strong>PBT Margin (%)</strong></td>
<td>16.8%</td>
<td>19.0%</td>
<td>(221Bps)</td>
<td>15.2%</td>
<td>163Bps</td>
</tr>
<tr>
<td><strong>PAT (After non-controlling interest)</strong></td>
<td>55.1</td>
<td>59.7</td>
<td>(7.8%)</td>
<td>43.4</td>
<td>26.9%</td>
</tr>
<tr>
<td><strong>PAT Margin (%)</strong></td>
<td>13.8%</td>
<td>14.2%</td>
<td>(408Bps)</td>
<td>12.8%</td>
<td>100Bps</td>
</tr>
<tr>
<td><strong>Basic &amp; Diluted EPS (INR)</strong></td>
<td>9.34</td>
<td>10.13</td>
<td>(7.8%)</td>
<td>7.36</td>
<td>26.9%</td>
</tr>
</tbody>
</table>
## Consolidated Financial Highlights – Q1FY24
(Figures in INR Crore)

<table>
<thead>
<tr>
<th></th>
<th>Q1FY23</th>
<th>Q4FY23</th>
<th>Q1FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating Revenues</strong></td>
<td>326.9</td>
<td>416.3</td>
<td>391.1</td>
</tr>
<tr>
<td><strong>EBITDA &amp; EBITDA %</strong></td>
<td>14.6%</td>
<td>20.2%</td>
<td>17.3%</td>
</tr>
<tr>
<td><strong>EBIT &amp; EBIT %</strong></td>
<td>12.0%</td>
<td>18.1%</td>
<td>15.0%</td>
</tr>
<tr>
<td><strong>PAT after NCI &amp; PAT after NCI %</strong></td>
<td>39.3</td>
<td>75.3</td>
<td>58.6</td>
</tr>
</tbody>
</table>

19.6% YoY, 6.1% QoQ

41.8% YoY, 19.4% QoQ

49.2% YoY, 22.2% QoQ

26.9% YoY, 7.8% QoQ
Balance Sheet Metrics – Q1FY24
(Figures in INR Crore)

### Days Sales Outstanding (DSO)

<table>
<thead>
<tr>
<th></th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
<th>Q1FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of days</td>
<td>65</td>
<td>74</td>
<td>67</td>
<td>60</td>
</tr>
</tbody>
</table>

### Total Cash & Investments (Net of debt)

<table>
<thead>
<tr>
<th></th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
<th>Q1FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>262.0</td>
<td>428.4</td>
<td>498.2</td>
<td>555.0</td>
</tr>
</tbody>
</table>
Revenue Segment Analysis – Q1FY24
(Figures in INR Crore)

### Digital Operations
Revenue & EBIT Margin (%)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>EBIT Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1FY23</td>
<td>147.5</td>
<td>23.3%</td>
</tr>
<tr>
<td>Q4FY23</td>
<td>187.3</td>
<td>23.0%</td>
</tr>
<tr>
<td>Q1FY24</td>
<td>167.0</td>
<td>20.1%</td>
</tr>
</tbody>
</table>

### Digital Experiences
Revenue & EBIT Margin (%)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>EBIT Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1FY23</td>
<td>46.2</td>
<td>23.2%</td>
</tr>
<tr>
<td>Q4FY23</td>
<td>59.5</td>
<td>28.2%</td>
</tr>
<tr>
<td>Q1FY24</td>
<td>66.2</td>
<td>23.0%</td>
</tr>
</tbody>
</table>

### Digital Technologies
Revenue & EBIT Margin (%)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>EBIT Margin</th>
</tr>
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<tbody>
<tr>
<td>Q1FY23</td>
<td>133.2</td>
<td>9.1%</td>
</tr>
<tr>
<td>Q4FY23</td>
<td>169.5</td>
<td>6.2%</td>
</tr>
<tr>
<td>Q1FY24</td>
<td>157.9</td>
<td>6.2%</td>
</tr>
</tbody>
</table>

- **13.2% YoY**
- **10.9% QoQ**
- **43.2% YoY**
- **11.3% QoQ**
- **18.6% YoY**
- **6.8% QoQ**
Revenue Segment Analysis – Q1FY24

Revenue by Industry

- BFSI: 25%
- Education & Publishing: 20%
- Technology & Consulting: 20%
- Manufacturing, Infra & Logistics: 12%
- Retail: 9%
- Not for Profit/Govt.: 10%
- Other: 4%

Revenue by Geography

- USA: 55%
- India: 24%
- UK & Europe: 12%
- ROW: 9%
Client Concentration – Q1FY24

Client concentration maintained at a comfortable level

**Top 5**

- Q1FY23: 25%
- Q1FY24: 25%

**Top 10**

- Q1FY23: 37%
- Q1FY24: 38%

**Top 20**

- Q1FY23: 50%
- Q1FY24: 52%
Key Deal Wins – Q1FY24

| A leading private bank in Middle East selects Datamatics for next-generation digital services |
| A multinational conglomerate selects Datamatics for digital transformation |
| A global fashion accessories manufacturer and retailer selects Datamatics Intelligent Automation platform for automating data collection process |
| A leading European health service provider selects Datamatics for a multi-year contract for Datamatics Intelligent Automation platform |
| A leading International organization selects Datamatics for legacy application modernization |
| A European leader in quality assurance services selects Datamatics for Salesforce implementation |
| One of the fastest growing Insurance companies selects Datamatics for insurance process management |
Recognition
Key Recognition – Q1FY24

**Everest Group**
*Major Contender*
Intelligent Document Processing & Unstructured Document Processing Products PEAK Matrix® Assessment 2023

**Gartner**
*Niche Player*
2023 Gartner Magic Quadrant for Finance & Accounting BPO Services

**IDC**
*Major Player*
MarketScape: Worldwide Finance & Accounting Business Process Services in the cloud 2023 Vendor Analysis

**Everest Group®**
*Major Contender*
Life and Annuities (L&A) Insurance BPS and Third-Party Administrator (TPA) PEAK Matrix® Assessment 2023

**Everest Group®**
*Major Contender*
Banking Operations – Services PEAK Matrix® Assessment 2023

**Quadrant**
*Strong Contender*
SPARK Matrix: Contact Center Outsourcing Services, Q2 2023
Thank You

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