

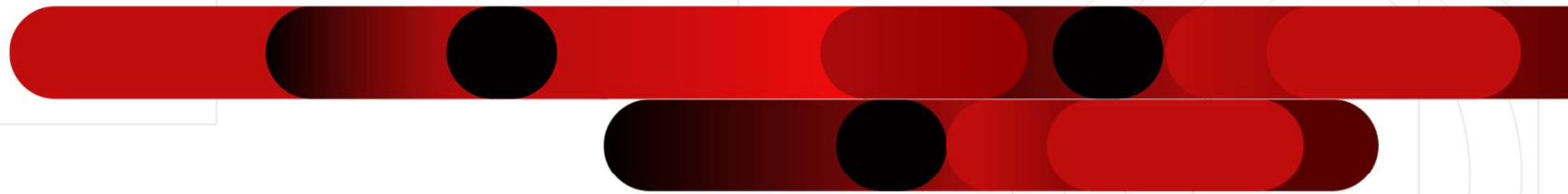
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**DATAMATICS**

# Investor Presentation

Q1FY24

10<sup>th</sup> August 2023





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## 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.

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# Agenda



- 1 • About Datamatics
- 2 • Growth Strategy & Investment Rationale
- 3 • Financial Performance
- 4 • Awards & Recognition



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About

Datamatics

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## 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**

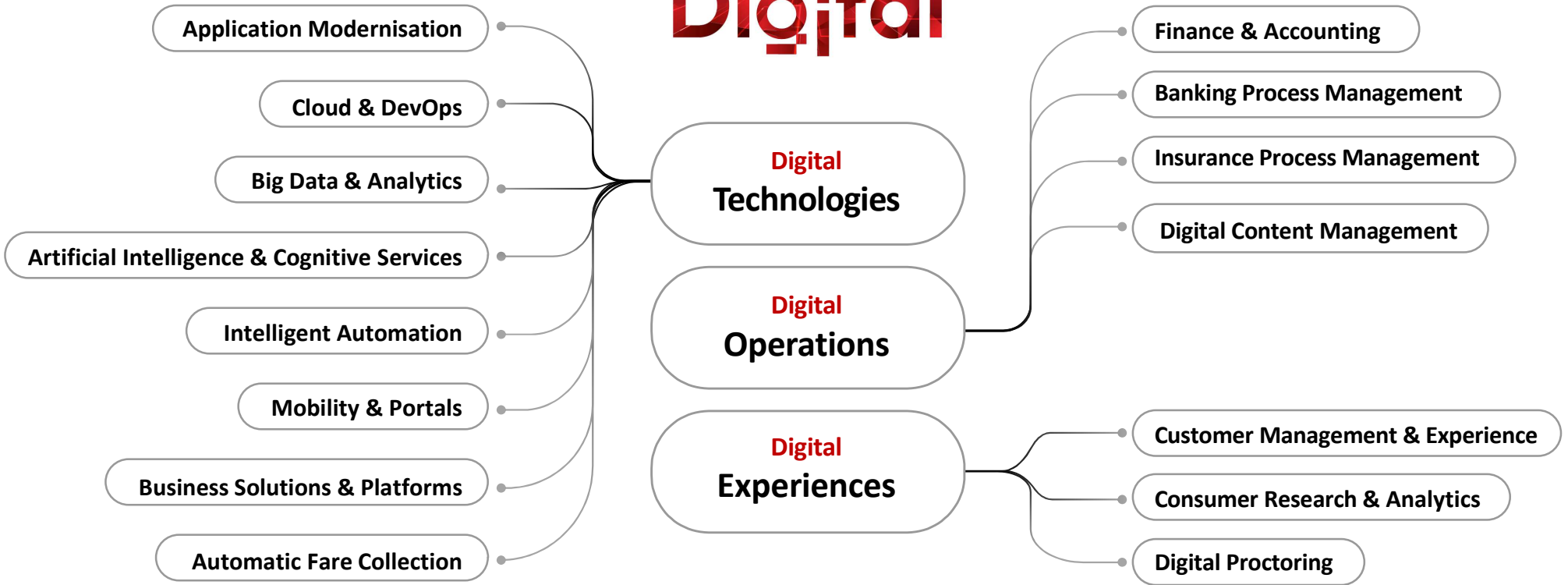
300+ Significant Customers  
Worldwide  
Added 14 new clients in Q1 FY24



### **Attrition**

5.2% (Quarterly)

# Deep in Digital



TruBot

TruCap<sup>+</sup>

TruAI

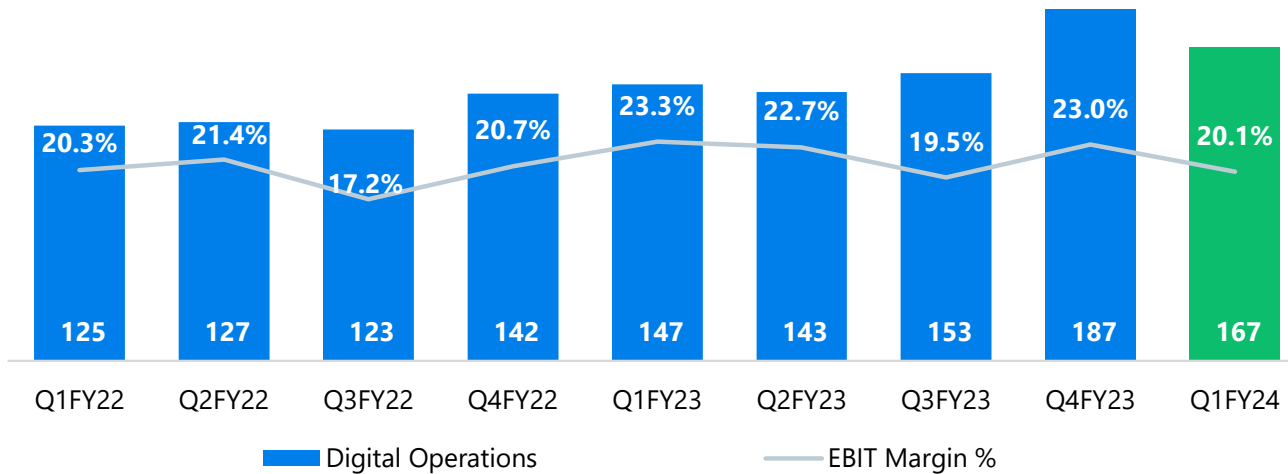
TruBI

iPM

TruFare



## Digital Operations (Figures in INR Crore)



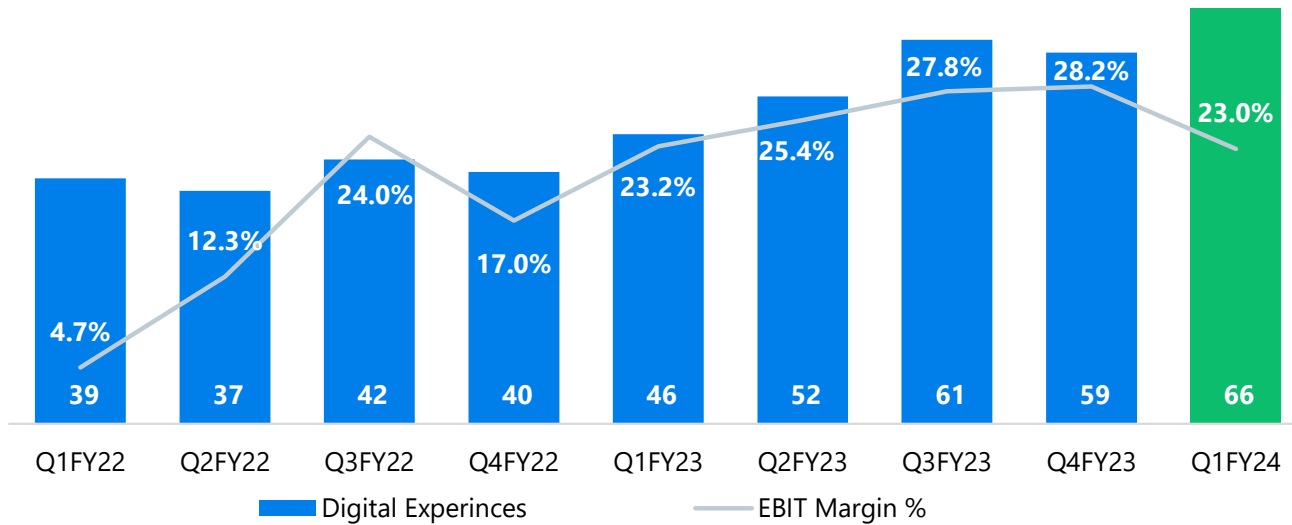
Happy with the value addition by Datamatics to our organisation in terms of Procure to Pay function and also continuing with the add on developments.

Financial Controller  
A Leading Home Appliances Company

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



## Digital Experiences (Figures in INR Crore)



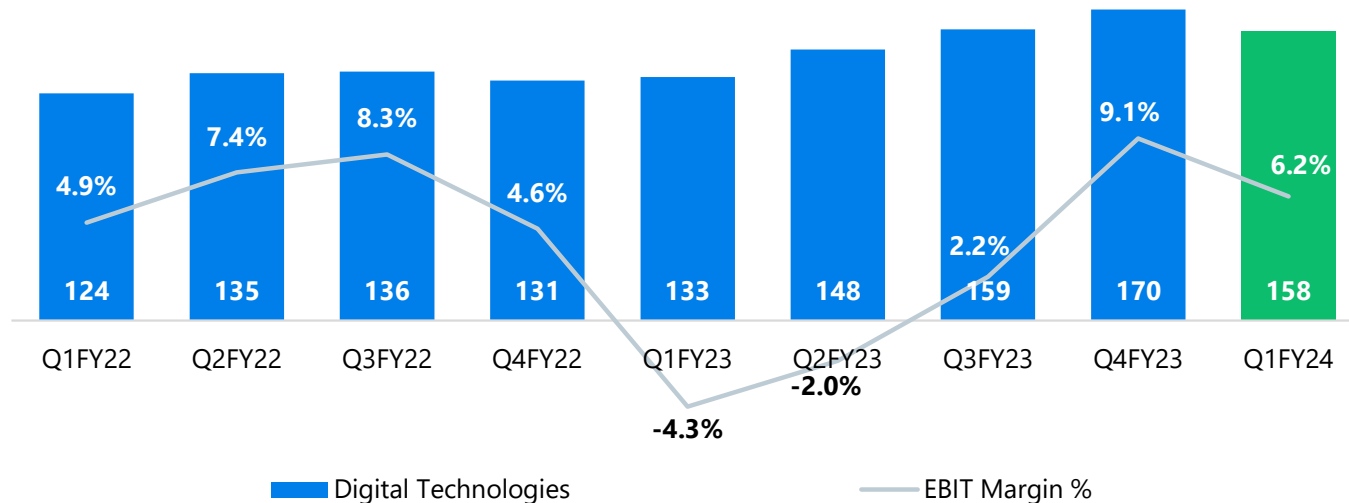
“Datamatics helped us implement a new proctoring platform. One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do.”

President, Global Operations  
A Global Provider of Testing  
Services & Talent Assessment  
Solutions

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



## Digital Technologies (Figures in INR Crore)



“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** Datamatics incorporated

**1983** India's 1<sup>st</sup> offshore development centre for Wang Labs, USA

**1989** 1<sup>st</sup> 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** Featured in Gartner Magic Quadrant for F&A BPO Services

1975 - 1990

1991 - 2000

2001 - 2010

2011 - 2015

2016 - Present

**1992** India's 1<sup>st</sup> e-publishing co

**1998** 1<sup>st</sup> in India & 2<sup>nd</sup> 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)

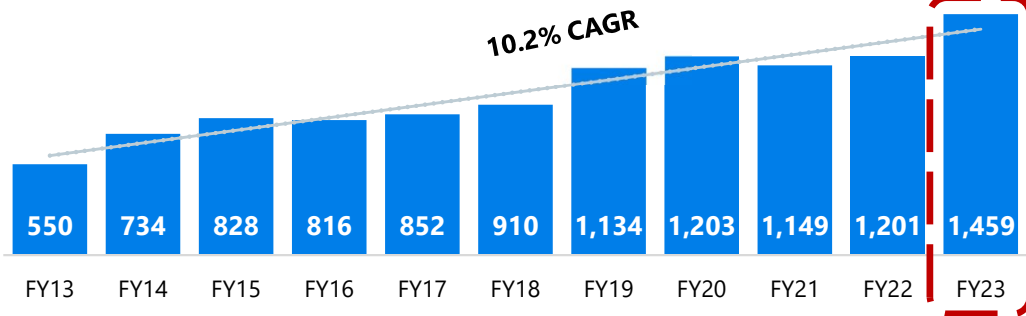
**2014** Launched own RPA product – TruBot

**2015** Acquired TruBI from MAIA Intelligence (India)

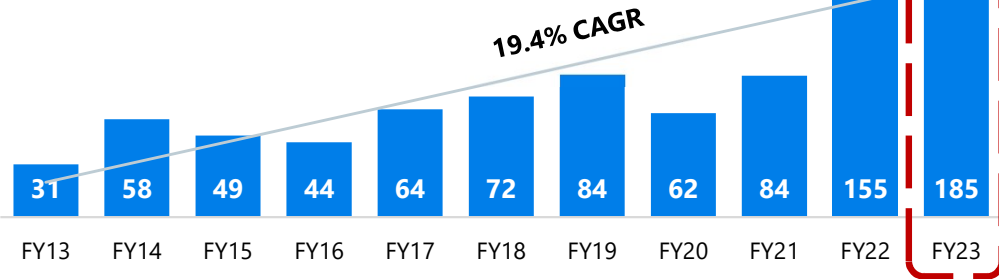


# Our Growth Performance (Figures in INR Crore)

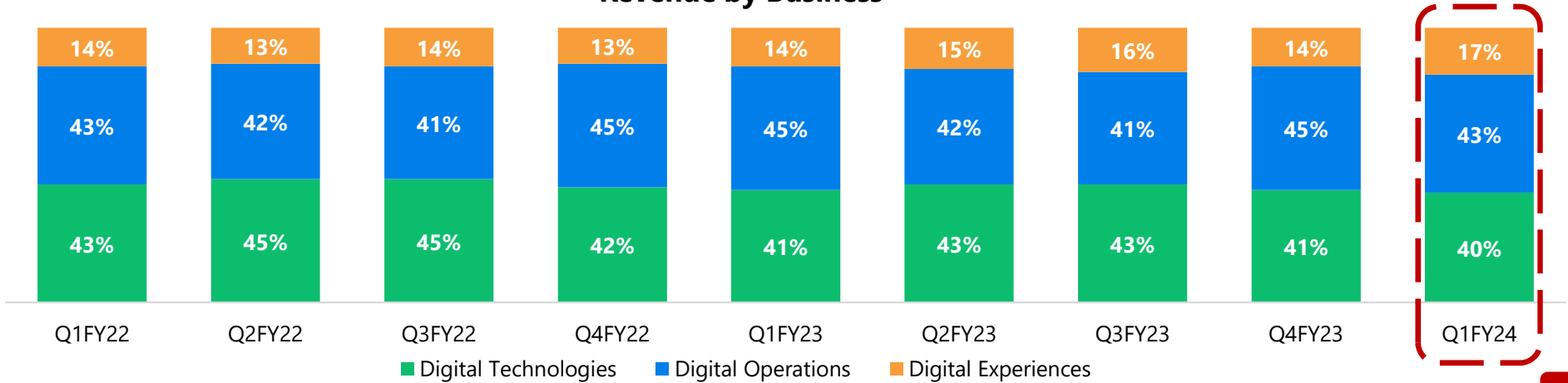
## Consolidated Revenue



## Consolidated PAT



## Revenue by Business





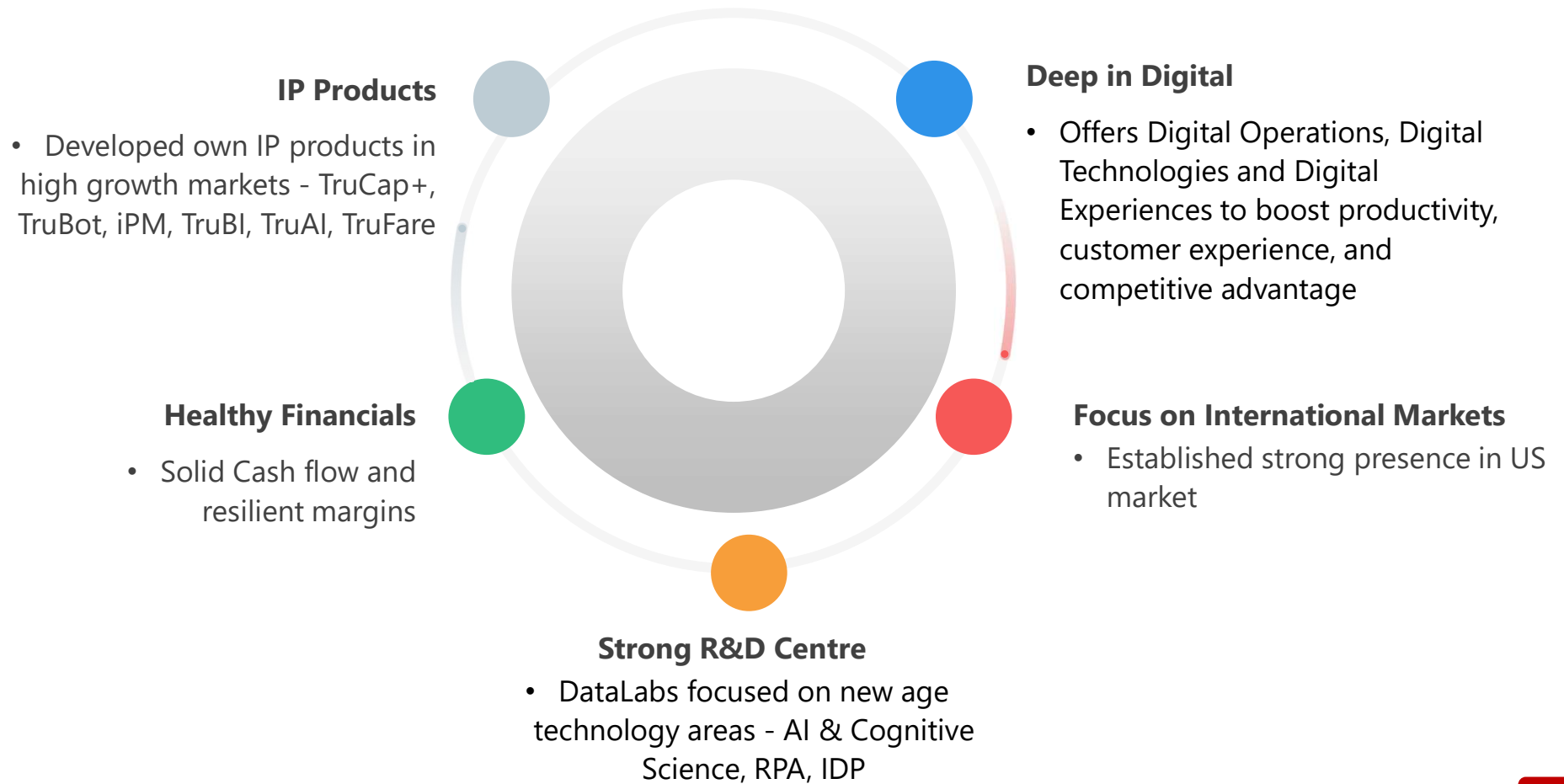
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# Growth Strategy & Investment Rationale

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## Investment Rationale: Business





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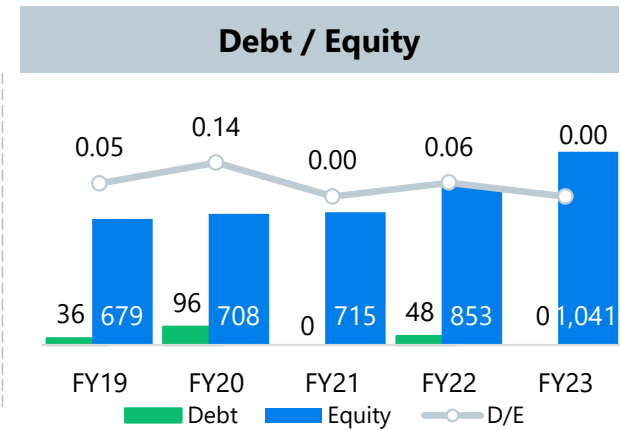
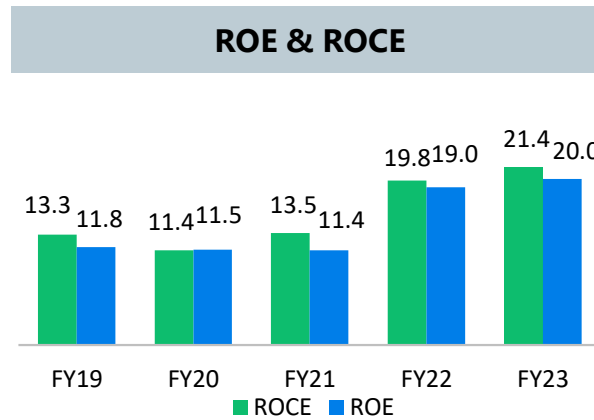
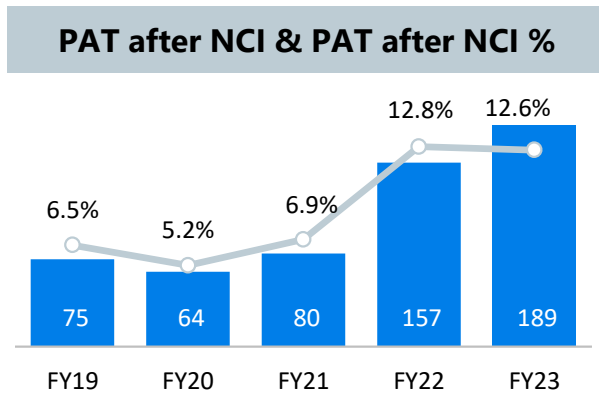
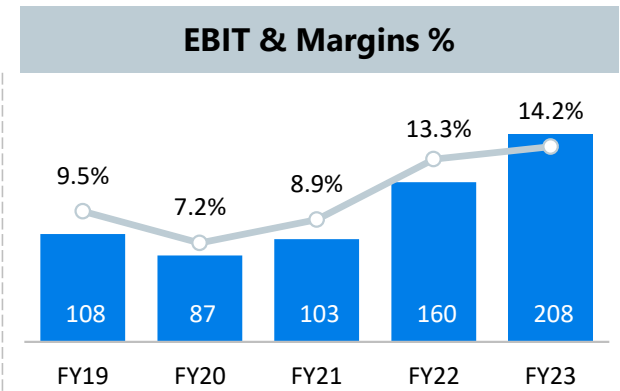
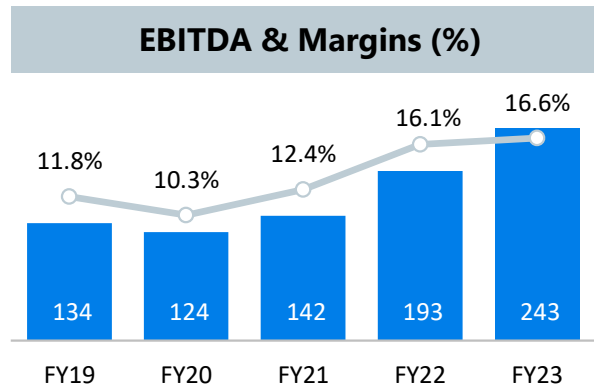
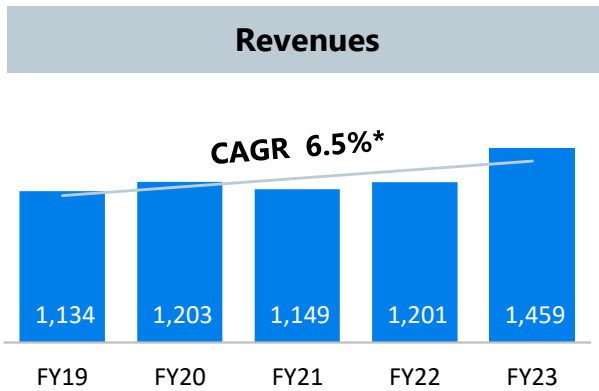
# Financial Performance

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# Key Performance Indicators

(Figures in INR Crore)



\* Revenues CAGR without Cignex 11.7%

## Consolidated Financial Summary – Q1FY24

Particulars (in INR Crore)	Q1FY24	Q4FY23	QoQ Growth	Q1FY23	YoY Growth
<b>Revenue from Operations</b>	<b>391.1</b>	<b>416.3</b>	<b>(6.1%)</b>	<b>326.9</b>	<b>19.6%</b>
Other Income	9.1	5.3	72.2%	13.2	(30.9%)
Total Revenue	400.2	421.6	(5.1%)	340.1	17.7%
<b>EBITDA</b>	<b>67.8</b>	<b>84.1</b>	<b>(19.4%)</b>	<b>47.8</b>	<b>41.8%</b>
EBITDA Margin (%)	17.3%	20.2%	(288Bps)	14.6%	270Bps
EBIT	58.6	75.3	(22.2%)	39.3	49.2%
EBIT Margin (%)	15.0%	18.1%	(310Bps)	12.0%	297Bps
PBT	67.2	80.1	(16.1%)	51.6	30.3%
PBT Margin (%)	16.8%	19.0%	(221Bps)	15.2%	163Bps
PAT (After non-controlling interest)	55.1	59.7	(7.8%)	43.4	26.9%
PAT Margin (%)	13.8%	14.2%	(40Bps)	12.8%	100Bps
Basic & Diluted EPS (INR)	9.34	10.13	(7.8%)	7.36	26.9%

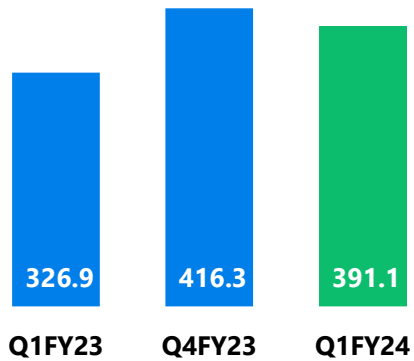




# Consolidated Financial Highlights – Q1FY24

(Figures in INR Crore)

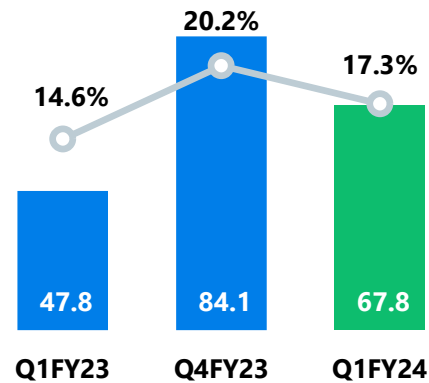
## Operating Revenues



▲ 19.6% YoY

▼ 6.1% QoQ

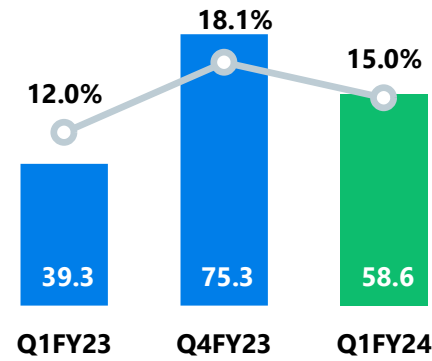
## EBITDA & EBITDA %



▲ 41.8% YoY

▼ 19.4% QoQ

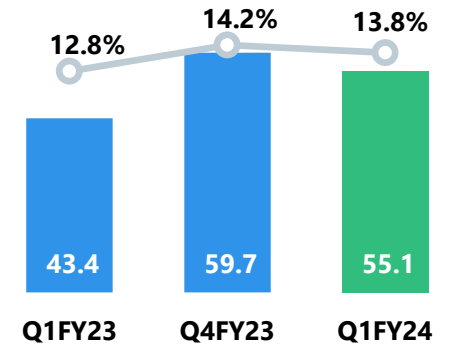
## EBIT & EBIT %



▲ 49.2% YoY

▼ 22.2% QoQ

## PAT after NCI & PAT after NCI %



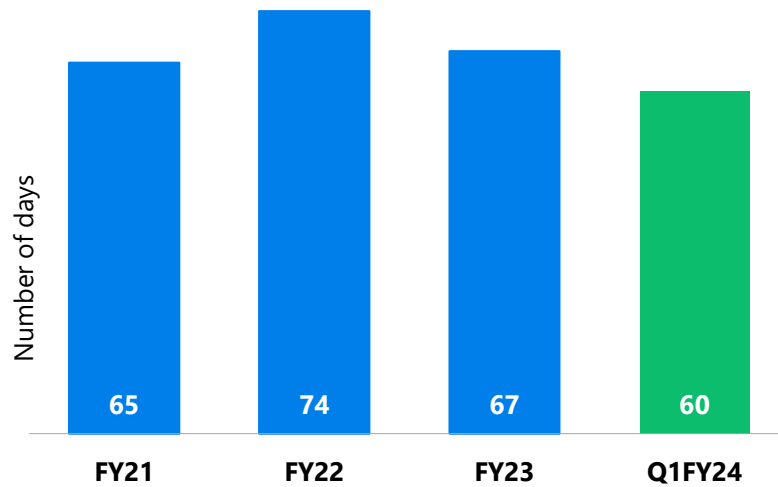
▲ 26.9% YoY

▼ 7.8% QoQ

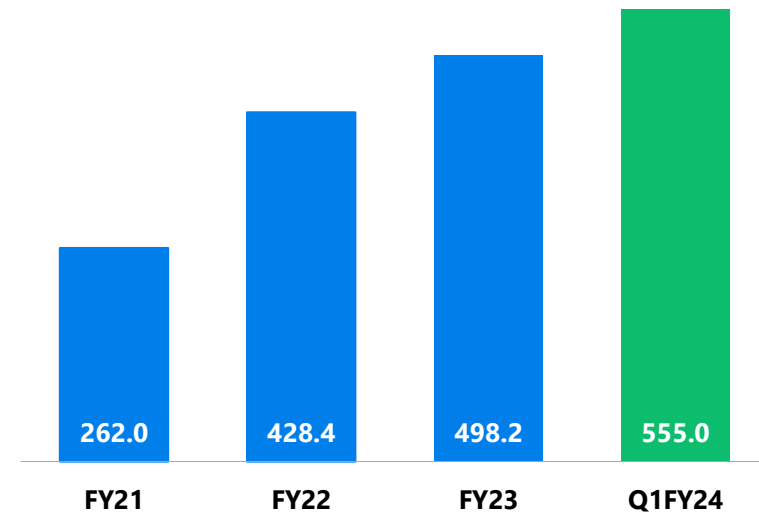
## Balance Sheet Metrics – Q1FY24

(Figures in INR Crore)

### Days Sales Outstanding (DSO)



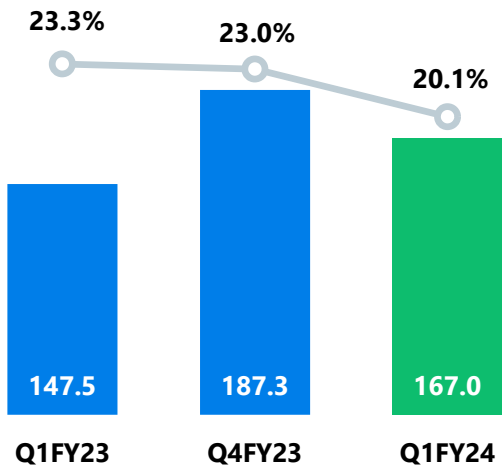
### Total Cash & Investments (Net of debt)



# Revenue Segment Analysis – Q1FY24

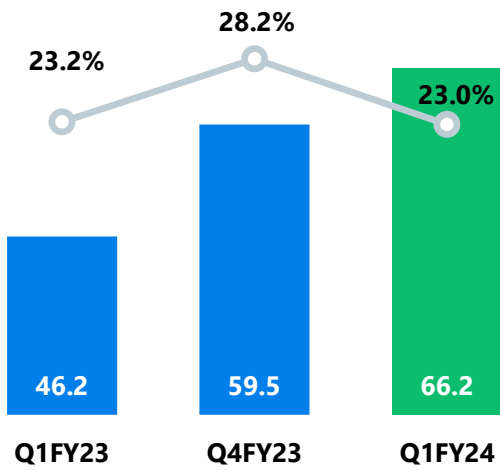
(Figures in INR Crore)

## Digital Operations Revenue & EBIT Margin (%)



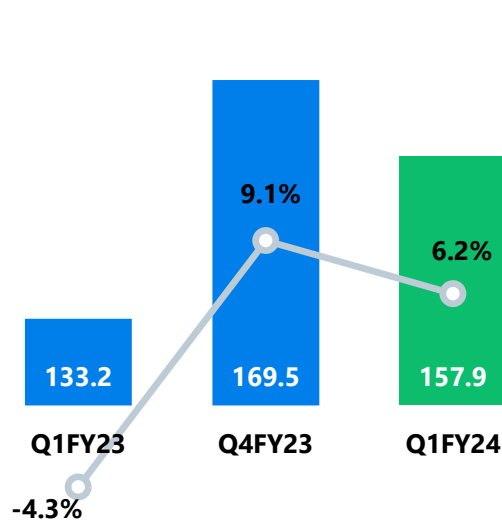
▲ 13.2% YoY  
▼ 10.9% QoQ

## Digital Experiences Revenue & EBIT Margin (%)



▲ 43.2% YoY  
▲ 11.3% QoQ

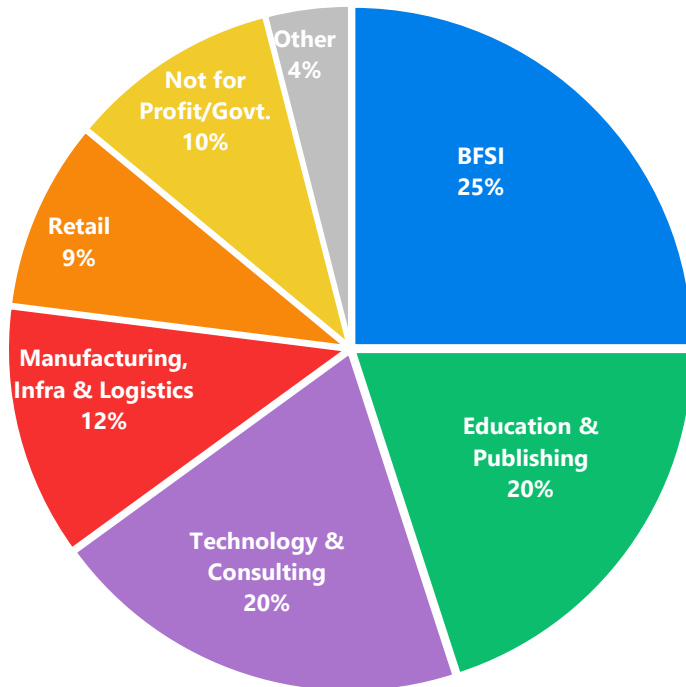
## Digital Technologies Revenue & EBIT Margin (%)



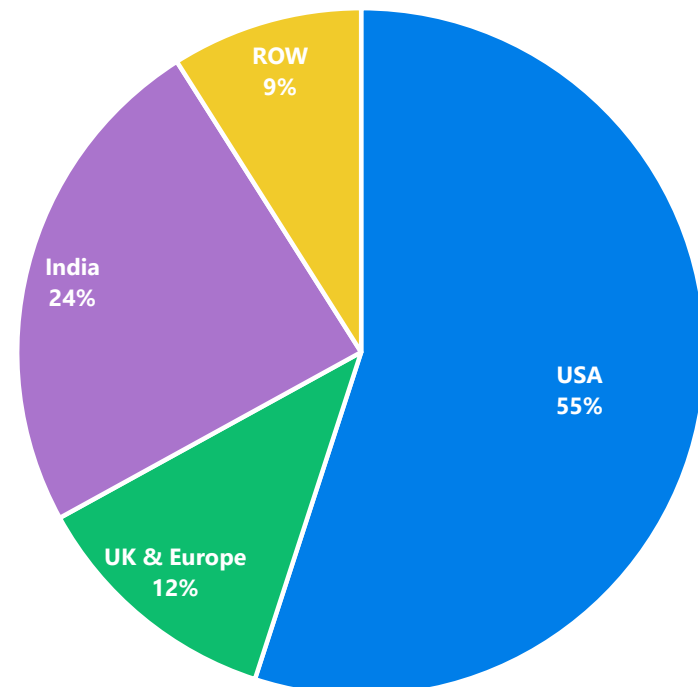
▲ 18.6% YoY  
▼ 6.8% QoQ

## Revenue Segment Analysis – Q1FY24

Revenue by Industry



Revenue by Geography



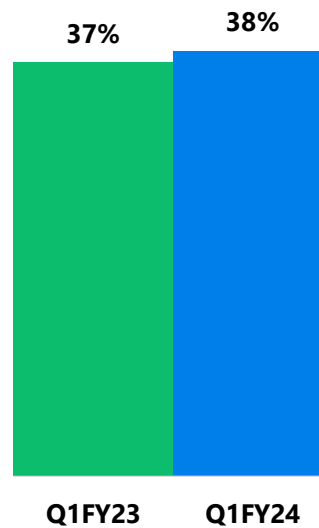
## Client Concentration – Q1FY24

Client concentration maintained at a comfortable level

Top 5



Top 10



Top 20



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## 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



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# Recognition

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## Key Recognition – Q1FY24



### Major Contender

Intelligent Document Processing & Unstructured Document Processing Products PEAK Matrix® Assessment 2023



### Niche Player

2023 Gartner Magic Quadrant for Finance & Accounting BPO Services



### Major Player

MarketScape: Worldwide Finance & Accounting Business Process Services in the cloud 2023 Vendor Analysis



### Major Contender

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



### Major Contender

Banking Operations – Services PEAK Matrix® Assessment 2023



### Strong Contender

SPARK Matrix: Contact Center Outsourcing Services, Q2 2023



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**DATAMATICS**

# Thank You

**For Further Queries Contact:**

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Chief Financial Officer

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