Agenda

01. Company Overview
02. Strategy & Investment Rationale
03. Financial Overview
04. Quarterly Updates
05. Awards & Recognition
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### Executive Summary

#### Nature of Business
- Global Technology, BPM and Digital Solutions company that builds intelligent solutions for data-driven businesses to enhance their productivity and customer experience.
- Headquartered in Mumbai, have strong presence in USA, Europe, Asia Pacific.
- Global Delivery Centers in 4 regions.
- 200+ significant customers.

#### Management
- Managed by strong, robust, experienced and stable management team.

#### H1FY21 Highlights
- Operating Revenue ₹ 5,627.1 Mn; down 4.1% YoY.
- EBITDA was at ₹ 615.0 Mn.
- EBITDA margin at 10.9%, Q2 margin at 11.5% compared to Q1 at 10.3% and PYQ2 at 11.3%.
- PAT (after minority interest) was at ₹ 289.3 Mn.
- Total cash & cash equiv. plus liquid investments of ₹ 1,815.1 Mn, Repaid all debts in the quarter. Debt free as on September 30, 2020.
- Added 3 new significant customers in Q2FY21.

### Areas of Expertise

<table>
<thead>
<tr>
<th>Areas of Expertise</th>
<th>Business Process Management</th>
<th>IT Services &amp; Cloud</th>
<th>Engineering Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Robotics &amp; Virtual Assistants</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Digital &amp; Mobility Solutions</td>
<td></td>
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</table>

### Multiple Industry Presence

<table>
<thead>
<tr>
<th>Industry Presence</th>
<th>Banking, Financial Services and Insurance</th>
<th>Manufacturing</th>
<th>Transport</th>
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</thead>
<tbody>
<tr>
<td>Media &amp; Publishing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail &amp; eCommerce</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>International Organization(IO)</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>
Key Milestones

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

1975 - 1990

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

1991 - 2000

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

2001 - 2010

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

2016 Opened new delivery centre in USA
2017 Acquired TechJini, boutique mobile & web technology provider India
2018 Acquired RJGlobus Solutions, voice & text based customer service provider
2018 TruBot debut in Everest Group’s PEAK Matrix for RPA
2019 Gartner Peer Insights Customer choice for TruBot
2020 Launched TruBot 4.0
Line of Business

Business Process Management (BPM)  
*Smart Processes*

Information Technology (IT)  
*Smart Systems*

Artificial Intelligence (AI)  
45%

Products
- iPM Intelligent Process Manager
- TruCap+ (DATAMATICS)

Products
- TruBot
- TruBI
- TruFare (DATAMATICS)
The worldwide IT spending is expected to total US$ 3.4 trillion in 2020, a decline of 8% from 2019, mainly due to impact of Covid-19 (Source: Gartner May 2020, Spending Forecast Release)

The Covid-19 pandemic and effects of the global economic recession are causing CIOs to prioritize spending on technology and services that are deemed “mission-critical” over initiatives aimed at growth or transformation.

As the pandemic continues to spur remote working, public cloud services, which is applicable into multiple categories, is expected to be a bright spot growing at 19% in 2020, as per Gartner.

In 2020, some longer-term cloud-based transformational projects may be put on hiatus, but the overall cloud spending levels which was projected for 2023 and 2024 will now be showing up as early as 2022, as per Gartner.

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Business Process Management (BPM)

**Offerings**
- Financial Transaction Processing
- Content Management & Publishing
- Customer Management

**Metrics**
- **Revenue Contribution**: 45%
- **EBITDA Margin**: 13.9%
- **Repeat Business**: 98%

**Opportunity**
- The global IT-BPM market is expected to touch US$221-$226 billion in 2020, growing at 4%-6%, the slowest in the last five years, exacerbated by slowdown due to the Covid-19 outbreak. The growth was 5% -7% in 2019. (Source: US IT research and advisory Everest Group)
- India, which accounts for 40%-45% share of IT –BPM, is expected to see progress, albeit at a slower rate, weighed down by the Covid-19 impact, lower growth forecasts, tight credit policies, and slow economic reforms
- United States continues to remain biggest market for BPM
- Datamatics is seeing specific opportunities in the process automation and dynamic content management areas
Robotics Process Automation (RPA)

Offerings

- Provides RPA implementation, licensing, and support services for a range of repetitive and rule-based processes without any manual intervention
- TruBot, a vertical-agnostic product is an off-the-shelf software bot that can automate repetitive processes and can be deployed to mimic human activities in the virtual computing environment
- TruBot also comes with an intelligent data capture solution, TruCap+. It has integrated artificial intelligence (AI) & fuzzy logic and captures meaningful data from unstructured documents with over 99% accuracy.

Opportunity

- When most of the industries have slowed down due to the Covid-19 impact, new technologies such as RPA and Cloud Computing are moving forward to offer recession-proof operations
- The successful implementation of RPA across various sectors during Covid-19 has embarked on the upsurge in its future demands undeniably
- With 85% of the RPA market still untapped, the economic slowdown will encourage all businesses to dive into automation
- Datamatics is seeing robust opportunities in the robotics processes

Client Metrics

- 4000+ Active TruBots
- 1000+ Process Automated
- 100+ Customers Globally
- 300+ TruBot Experts
- 300+ Mn Documents processed through TruCap+
- 125+ Partners & Growing
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Strategy & Outlook for the Future

- Account Penetration & Focus on larger deals
- Strengthen Partners & Reseller Channel
- Invest in Automation to improve productivity
- Digital Solutions
  - Focus on Products – Robotics & Advanced Analytics
  - AFC opportunity – Focus on India and US geographies
Investment Rationale: Business

- Delivers comprehensive suite of innovative services and solutions to customers including Fortune 500 companies for managing their end-to-end Application Life Cycle and Business Critical Processes
- Strong brand reputation in the market and a stable foothold in the IT & ITeS spectrum
- Developed own products to strengthen its offerings such as TruCap+ in data capture, TruBot in RPA, iPM Workflow & TruBI in Analytics, TruAI for Artificial intelligence and TruFare in Automated Fare Collection (AFC)
- Has a strong presence in the AFC space and has executed over 25+ marquee projects across the globe including New York, London, Hong Kong and Dubai; strong pipeline in India & USA. Only company in India to have a highly evolved AFC, smart gates and contactless gates service offerings
- Has a strong R&D centre - DataLabs focusing on the new age technology areas such as AI & Cognitive Science, RPA and Augmented & Virtual Reality
- Healthy financials with a positive outlook
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Q2FY21 – Key Financial Highlights

- Revenue at ₹ 2,856.2 million; up 3.1% q-o-q and down 3.7% y-o-y; growth was driven by BPM business
- EBITDA at ₹ 329.3 million; up 15.3% q-o-q down 2.2% y-o-y
- EBITDA margin was at 11.5%; up 122 bps q-o-q and up 18 bps y-o-y; came back to Q2FY20 levels
- PAT (after non-controlling interest) at ₹ 154.2 million; up 14.1% q-o-q and down 22.7% y-o-y
- EPS (Diluted) at ₹ 2.62 for Q2FY21 as against ₹ 2.29 in Q1FY21 and ₹ 3.38 in Q2FY20
H1FY21 – Key Financial Highlights

- Revenue at ₹ 5,627.1 million; down 4.1% y-o-y
- EBITDA at ₹ 615 million; down 11.0% y-o-y
- EBITDA margin was at 10.9%; down 85 bps y-o-y
- PAT (after non-controlling interest) at ₹ 289.3 million as against ₹ 391.8 in H1FY20
- EPS (Diluted) at ₹ 4.91 as against ₹ 6.65 in H1FY20
## Q2 & H1FY21 – Consolidated Profit and Loss

<table>
<thead>
<tr>
<th>Particulars (₹ in Mn)</th>
<th>Q2 FY21</th>
<th>Q2 FY20</th>
<th>YoY %</th>
<th>Q1 FY21</th>
<th>QoQ %</th>
<th>H1 FY21</th>
<th>H1 FY20</th>
<th>YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue from Operations</strong></td>
<td>2,856.2</td>
<td>2,967.2</td>
<td>-3.7%</td>
<td>2770.9</td>
<td>3.1%</td>
<td>5,627.1</td>
<td>5,869.0</td>
<td>-4.1%</td>
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<tr>
<td><strong>Purchase of Products and Licenses</strong></td>
<td>54.9</td>
<td>24.9</td>
<td></td>
<td>29.3</td>
<td></td>
<td>84.2</td>
<td>59.2</td>
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<tr>
<td><strong>Employee Benefits Expenses</strong></td>
<td>1,950.3</td>
<td>1,894.8</td>
<td></td>
<td>1939.0</td>
<td></td>
<td>3,889.2</td>
<td>3,726.7</td>
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<tr>
<td><strong>Other Expenses</strong></td>
<td>521.7</td>
<td>710.9</td>
<td></td>
<td>517.1</td>
<td></td>
<td>1,038.8</td>
<td>1,392.1</td>
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<tr>
<td><strong>EBITDA</strong></td>
<td>329.3</td>
<td>336.7</td>
<td>-2.2%</td>
<td>285.6</td>
<td>15.3%</td>
<td>615.0</td>
<td>691.0</td>
<td>-11.0%</td>
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<tr>
<td><strong>EBITDA Margin %</strong></td>
<td>11.5%</td>
<td>11.3%</td>
<td>18bps</td>
<td>10.3%</td>
<td>122bps</td>
<td>10.9%</td>
<td>11.8%</td>
<td>-85bps</td>
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<tr>
<td><strong>Depreciation/Amortization</strong></td>
<td>96.2</td>
<td>95.2</td>
<td></td>
<td>94.2</td>
<td></td>
<td>190.4</td>
<td>183.4</td>
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<tr>
<td><strong>Finance Costs</strong></td>
<td>15.1</td>
<td>10.3</td>
<td></td>
<td>21.4</td>
<td></td>
<td>36.5</td>
<td>23.9</td>
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<tr>
<td><strong>Other Income</strong></td>
<td>10.7</td>
<td>61.4</td>
<td></td>
<td>24.0</td>
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<td>34.6</td>
<td>78.7</td>
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<tr>
<td><strong>Share of Net Profits of Associates and JVs</strong></td>
<td>2.6</td>
<td>1.9</td>
<td></td>
<td>1.8</td>
<td></td>
<td>4.3</td>
<td>5.9</td>
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<tr>
<td><strong>PBT</strong></td>
<td>231.3</td>
<td>294.6</td>
<td>-21.5%</td>
<td>195.8</td>
<td>18.1%</td>
<td>427.0</td>
<td>568.3</td>
<td>-24.9%</td>
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<tr>
<td><strong>PBT Margin %</strong></td>
<td>8.1%</td>
<td>9.9%</td>
<td>-183bps</td>
<td>7.1%</td>
<td>103bps</td>
<td>7.6%</td>
<td>9.7%</td>
<td>-210bps</td>
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<td><strong>Tax Expense</strong></td>
<td>61.2</td>
<td>83.0</td>
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<td>55.2</td>
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<td>116.4</td>
<td>147.7</td>
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<tr>
<td><strong>% Tax Rate</strong></td>
<td>26.5%</td>
<td>28.2%</td>
<td></td>
<td>28.2%</td>
<td></td>
<td>27.3%</td>
<td>26.0%</td>
<td></td>
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<tr>
<td><strong>PAT</strong></td>
<td>170.1</td>
<td>211.5</td>
<td>-19.6%</td>
<td>140.6</td>
<td>21.0%</td>
<td>310.6</td>
<td>420.6</td>
<td>-26.1%</td>
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<tr>
<td><strong>PAT Margin %</strong></td>
<td>6.0%</td>
<td>7.1%</td>
<td>-118bps</td>
<td>5.1%</td>
<td>88bps</td>
<td>5.5%</td>
<td>7.2%</td>
<td>-165bps</td>
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<tr>
<td><strong>Non-Controlling Interest</strong></td>
<td>15.9</td>
<td>12.1</td>
<td></td>
<td>5.5</td>
<td></td>
<td>21.4</td>
<td>28.8</td>
<td></td>
</tr>
<tr>
<td><strong>PAT (after Minority Interest)</strong></td>
<td>154.2</td>
<td>199.4</td>
<td>-22.7%</td>
<td>135.1</td>
<td>14.1%</td>
<td>289.3</td>
<td>391.8</td>
<td>-26.2%</td>
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<tr>
<td><strong>EPS (Diluted) (Rs)</strong></td>
<td>2.62</td>
<td>3.38</td>
<td>-22.6%</td>
<td>2.29</td>
<td>14.1%</td>
<td>4.91</td>
<td>6.65</td>
<td>-26.2%</td>
</tr>
</tbody>
</table>
### H1FY21 – Consolidated Balance Sheet

#### Equity & Liabilities

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Shareholder’s Funds</strong></td>
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<td></td>
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<tr>
<td>Share Capital</td>
<td>294.8</td>
<td>294.8</td>
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<tr>
<td>Other Equity</td>
<td>6,945.1</td>
<td>6,648.3</td>
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<tr>
<td><strong>Total Shareholder’s Funds</strong></td>
<td>7,239.9</td>
<td>6,943.0</td>
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<tr>
<td>Non-Controlling Interests</td>
<td>287.4</td>
<td>220.2</td>
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<tr>
<td><strong>Total Equity</strong></td>
<td>7,527.2</td>
<td>7,163.2</td>
</tr>
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</table>

#### Liabilities

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non -Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lease liabilities</td>
<td>151.9</td>
<td>109.4</td>
</tr>
<tr>
<td>Other Financial Liabilities</td>
<td>13.6</td>
<td>52.3</td>
</tr>
<tr>
<td>Long -term Provisions</td>
<td>317.9</td>
<td>278.5</td>
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<tr>
<td><strong>Total Non -Current Liabilities</strong></td>
<td>483.4</td>
<td>440.2</td>
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<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade Payables</td>
<td>854.6</td>
<td>897.3</td>
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<tr>
<td>Other Financial Liabilities</td>
<td>75.9</td>
<td>95.2</td>
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<tr>
<td>Lease liabilities</td>
<td>113.3</td>
<td>109.1</td>
</tr>
<tr>
<td>Short -term Provisions</td>
<td>80.5</td>
<td>68.5</td>
</tr>
<tr>
<td>Current tax liabilities</td>
<td>31.9</td>
<td>33.9</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>501.7</td>
<td>431.1</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>1,657.9</td>
<td>2,599.7</td>
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</table>

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Equity &amp; Liabilities</strong></td>
<td>9,668.5</td>
<td>10,203.1</td>
</tr>
</tbody>
</table>

#### Assets

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non-Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>1,159.7</td>
<td>1,180.1</td>
</tr>
<tr>
<td>Capital work in Progress</td>
<td>13.9</td>
<td>7.3</td>
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<tr>
<td>Goodwill</td>
<td>2,008.1</td>
<td>2,030.8</td>
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<tr>
<td>Other Tangible Assets</td>
<td>124.0</td>
<td>165.2</td>
</tr>
<tr>
<td>Right to use assets</td>
<td>227.1</td>
<td>172.9</td>
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<tr>
<td>Intangible assets under development</td>
<td>1.9</td>
<td>3.7</td>
</tr>
<tr>
<td><strong>Total Non -Current Assets</strong></td>
<td>4,059.3</td>
<td>4,042.0</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investments</td>
<td>115.3</td>
<td>108.1</td>
</tr>
<tr>
<td>Loans</td>
<td>21.9</td>
<td>1.3</td>
</tr>
<tr>
<td>Other Financial Assets</td>
<td>145.7</td>
<td>138.6</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>97.7</td>
<td>70.2</td>
</tr>
<tr>
<td>Non Current Assets</td>
<td>141.1</td>
<td>159.3</td>
</tr>
<tr>
<td>Other non current assets</td>
<td>2.9</td>
<td>4.6</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>5,609.2</td>
<td>6,161.1</td>
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</table>

<table>
<thead>
<tr>
<th>Particulars (Rs in Mn)</th>
<th>H1FY21</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td>9,668.5</td>
<td>10,203.1</td>
</tr>
</tbody>
</table>

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Q2 FY21 – Business Updates

- Added 3 new customers in Q2 FY21
- Datamatics launched the world’s largest repository of over 800 automation use cases for enterprises, customers and partners. The repository includes use cases across 13 industries such as BFSI, Manufacturing, Logistics; and 6 corporate functions like Finance & Accounting, Information Technology, Human Resources, and others
- Everest Group recognized Datamatics TruBot as a Major Contender in its Robotic Process Automation (RPA) Peak Matrix 2020. Datamatics was also acknowledged as a key player in RPA market in the report ‘Datamatics looks to broaden its footprint in the RPA market’ by 451 Research
- Datamatics recognized as a Star Performer in Finance and Accounting Outsourcing (FAO) – Service Provider Peak Matrix 2020
Q2 FY21 – Key Result Highlights

Operating Revenues

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Operating Revenues (₹Mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY20</td>
<td>2,967.2</td>
</tr>
<tr>
<td>Q1 FY21</td>
<td>2,770.9</td>
</tr>
<tr>
<td>Q2 FY21</td>
<td>2,856.2</td>
</tr>
</tbody>
</table>

EBITDA & EBITDA Margin %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBITDA (₹Mn)</th>
<th>EBITDA Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY20</td>
<td>11.3%</td>
<td></td>
</tr>
<tr>
<td>Q1 FY21</td>
<td>10.3%</td>
<td></td>
</tr>
<tr>
<td>Q2 FY21</td>
<td>11.5%</td>
<td></td>
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</table>

PBT & PBT Margin %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>PBT (₹Mn)</th>
<th>PBT Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY20</td>
<td>211.5</td>
<td>7.0%</td>
</tr>
<tr>
<td>Q1 FY21</td>
<td>140.6</td>
<td>5.1%</td>
</tr>
<tr>
<td>Q2 FY21</td>
<td>170.1</td>
<td>5.9%</td>
</tr>
</tbody>
</table>

PAT before NCI & PAT before NCI Margin %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>PAT before NCI (₹Mn)</th>
<th>PAT before NCI Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY20</td>
<td>211.5</td>
<td>7.0%</td>
</tr>
<tr>
<td>Q1 FY21</td>
<td>140.6</td>
<td>5.1%</td>
</tr>
<tr>
<td>Q2 FY21</td>
<td>170.1</td>
<td>5.9%</td>
</tr>
</tbody>
</table>

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Q2 FY21 – Revenue Segment Analysis

**IT Services Revenues – Q2 FY21**

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY20</th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
<th>QoQ</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,778.8</td>
<td>1,561.6</td>
<td>1,542.9</td>
<td>-1.2%</td>
<td>-13.3%</td>
</tr>
</tbody>
</table>

**BPM Revenues – Q2 FY21**

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY20</th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
<th>QoQ</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,188.4</td>
<td>1,209.3</td>
<td>1,313.3</td>
<td>8.6%</td>
<td>10.5%</td>
</tr>
</tbody>
</table>
Healthy Balance Sheet Position

Leverage Analysis

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>H1FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt (₹ Mn)</td>
<td>658.0</td>
<td>359.0</td>
<td>964.6</td>
<td>0.0</td>
</tr>
<tr>
<td>Equity (₹ Mn)</td>
<td>5,827.4</td>
<td>6,793.0</td>
<td>7,163.0</td>
<td>7,527.2</td>
</tr>
<tr>
<td>D/E</td>
<td>0.11</td>
<td>0.05</td>
<td>0.13</td>
<td>0.00</td>
</tr>
</tbody>
</table>

Days Sales Outstanding (DSO)

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>H1FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of days</td>
<td>82</td>
<td>79</td>
<td>83</td>
<td>77</td>
</tr>
</tbody>
</table>
Q2 FY21 – Revenue Segment Analysis

Revenue by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Q2 FY20</th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFSI</td>
<td>24%</td>
<td>19%</td>
<td>18%</td>
</tr>
<tr>
<td>Technology &amp; Consulting</td>
<td>5%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>Education &amp; Publishers</td>
<td>6%</td>
<td>19%</td>
<td>20%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>18%</td>
<td>22%</td>
<td>24%</td>
</tr>
<tr>
<td>Retail / E-Retail</td>
<td>28%</td>
<td>29%</td>
<td>27%</td>
</tr>
</tbody>
</table>

Revenue by Geography

<table>
<thead>
<tr>
<th>Region</th>
<th>Q2 FY20</th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>56%</td>
<td>54%</td>
<td>54%</td>
</tr>
<tr>
<td>UK</td>
<td>6%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>India</td>
<td>3%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Europe</td>
<td>20%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>ROW</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
</tbody>
</table>
Q2 FY21 – Client Concentration

Client concentration maintained at a comfortable level

- Top 5:
  - Q2FY20: 25%
  - Q2FY21: 27%

- Top 10:
  - Q2FY20: 35%
  - Q2FY21: 38%

- Top 20:
  - Q2FY20: 48%
  - Q2FY21: 50%

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Agenda

01. Company Overview
02. Strategy & Investment Rationale
03. Financial Overview
04. Quarterly Updates
05. Awards & Recognition
<table>
<thead>
<tr>
<th>Analyst</th>
<th>Key Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Everest Group</td>
<td>Datamatics TruBot recognized by Everest Group as Major Contender in Robotic Process Automation (RPA) Peak Matrix 2020</td>
</tr>
<tr>
<td>Everest Group</td>
<td>Datamatics recognized as a Star Performer in Finance and Accounting Outsourcing (FAO) – Service Provider Peak Matrix 2020</td>
</tr>
<tr>
<td>451 Research</td>
<td>Datamatics acknowledged as a key player in RPA market in the report ‘Datamatics looks to broaden its footprint in the RPA market’ by 451 Research</td>
</tr>
<tr>
<td>Gartner</td>
<td>Datamatics TruBot case studies featured in Gartner’s ‘Tool: Banking and Insurance Use Cases to Drive Hyperautomation’</td>
</tr>
<tr>
<td>ISG</td>
<td>Datamatics Finance and Accounting Solutions recognised in Financial and Accounting Outsourcing 2020 ISG Provider Lens™ Study</td>
</tr>
<tr>
<td>Gartner</td>
<td>TruBot recognized by Gartner in Competitive Landscape: Robotic Process Automation Software 2020</td>
</tr>
<tr>
<td>ISG</td>
<td>Datamatics Finance and Accounting Solutions recognised in ‘Datamatics: Re-envisioning Finance through Intelligent Solutions’ report by ISG</td>
</tr>
<tr>
<td>Zinnov Zones</td>
<td>TruBot featured in Zinnov Zones Ratings for RPA / Hyper Intelligent Automation Platforms 2020</td>
</tr>
<tr>
<td>Everest Group</td>
<td>Datamatics recognized as a Star Performer in the Everest Finance and Accounting (F&amp;A) Digital Capability Platform (DCP) Solutions PEAK Matrix™ Assessment 2020</td>
</tr>
<tr>
<td>Everest Group</td>
<td>Everest recognizes Datamatics in Advanced Analytics &amp; Insights – Service Provider Landscape with Services PEAK Matrix™ Assessment 2020</td>
</tr>
</tbody>
</table>
## Recognition: Awards

<table>
<thead>
<tr>
<th>Datamatics recognised at UN Global Compact Network India Innovative Practices Award “Women at Work” 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>TruBot recognised at Gold Stevie Award 2020 for ‘Sales &amp; Customer Service’</td>
</tr>
<tr>
<td>TruCap+ wins People’s Choice Stevie Award 2020 for ‘Favourite New Products’</td>
</tr>
<tr>
<td>Datamatics featured in the IAOP 2020 and 2019 Global Outsourcing 100 List of the world’s best outsourcing providers</td>
</tr>
<tr>
<td>Rail Analysis India Award 2020 &amp; 2019 for Automated Fare Collection technology</td>
</tr>
<tr>
<td>MRSI Golden Key Award 2019 for 'Best Business Impact through Analytics'</td>
</tr>
<tr>
<td>NASSCOM Customer Service Excellence Award 2019</td>
</tr>
<tr>
<td>Gold Stevie Award at the American Business Awards® 2019 for TruBot</td>
</tr>
<tr>
<td>2019 IBM Asia Pacific excellence Award</td>
</tr>
<tr>
<td>TruBot wins the CIO Choice 2019 Recognition for Robotic Process Automation</td>
</tr>
<tr>
<td>TruBot recognized in the IBS Intelligence Global FinTech Innovation Awards 2019</td>
</tr>
<tr>
<td>IMC Digital Technology Award 2019 for TruBot and TruAI</td>
</tr>
</tbody>
</table>
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