Investor Presentation - Q2FY22
27th October 2021

Datamatics Global Services Limited
BSE: 532528 | NSE: DATAMATICS | ISIN: INE365B01017 | CIN: L72200MH1987PLC045205
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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

01 About Datamatics
02 Growth Strategy & Investment Rationale
03 Financial Performance
04 Awards & Recognition
Datamatics At Glance

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

**Strong Revenue Growth**
INR 5,869.8 Mn Revenue H1 FY21
15.4% 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**
200+ Customers Worldwide
Added 33 new clients in Q2FY22

**Total Headcount**
10,548
Attrition (Annualized) 27%

**Healthy Financials**
INR 3,412.2 Mn
Total Cash & Cash Equivalent plus Liquid Investments (net of debt)
Our Portfolio

Technology Solutions
- Application Development & Management
- Cloud Services
- Digital Experiences & Consulting
- Robotic Test Automation
- Implementation Services (Enterprise Content Mgmt. & Workflow Solutions)
- Intelligent Process Automation
- Hyperautomation Services

Big Data & Analytics
- Research & Analytics
- Advanced Analytics & Data Sciences
- Business Intelligence & Data Visualization
- Big Data and Data Lakes
- Enterprise Data Management

Business Process Management
- Finance & Accounting
- Customer Management
- Banking Process Management
- Insurance Process Management
- Publishing
- Retail/e-Commerce
- BPaaS

Engineering Services
- Automated Fare Collection
- Internet of Things
- Point of Sale & ATM Solutions
- Self Service Terminals

Big Data & Analytics
- TruCap
- TruBot
- iPM

TruBI

TruFare
Business Process Management (BPM) (Figures in INR Million)

Strong and Consistent Growth in BPM business

- **23.5%** EBITDA margin in Q2FY22, up 285 bps
- 55.0% of total revenue contribution
- Grew at 25.4% YoY and 0.5% QoQ in Q2FY22
- Third party service provider in non-voice BPM business
- Global BPM market is expected to total US$ 254 billion in 2021, a growth of 4.5% from 2020 and is anticipated to grow at 7.6% in 2022 to US$ 273 billion (Source: Everest Group & Nasscom)
**IT Solutions (Figures in INR Million)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>IT Solutions (INR Mn)</th>
<th>EBITDA Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 FY19</td>
<td>1,795</td>
<td>10.6%</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>1,694</td>
<td>11.8%</td>
</tr>
<tr>
<td>Q2 FY20</td>
<td>1,779</td>
<td>12.4%</td>
</tr>
<tr>
<td>Q3 FY20</td>
<td>1,817</td>
<td>9.8%</td>
</tr>
<tr>
<td>Q4 FY20</td>
<td>1,781</td>
<td>10.5%</td>
</tr>
<tr>
<td>Q1 FY21</td>
<td>1,562</td>
<td>10.4%</td>
</tr>
<tr>
<td>Q2 FY21</td>
<td>1,543</td>
<td>6.5%</td>
</tr>
<tr>
<td>Q3 FY21</td>
<td>1,582</td>
<td>5.6%</td>
</tr>
<tr>
<td>Q4 FY21</td>
<td>1,187</td>
<td>4.7%</td>
</tr>
<tr>
<td>Q1 FY22</td>
<td>1,239</td>
<td>6.1%</td>
</tr>
<tr>
<td>Q2 FY22</td>
<td>1,346</td>
<td>8.3%</td>
</tr>
</tbody>
</table>

- **8.3%** EBITDA margin in Q2FY22. Adjusted EBITDA margin of **12.1%** without considering investment in products
- 45.0% of total revenue contribution
- **IT Solutions growth impacted over last few quarters due to** –
  - Cignex divestment which contributed ~14% to total revenue
  - Due to Covid-19 some of our key clients reduced their IT spends
- Leading Indian company to have highly evolved Automatic Fare Collection (AFC) service offerings
- See significant demand traction for our IT services, especially Cloud, Digital consulting, Automation and AFC
- Worldwide IT spending is forecasted to total US$ 4.2 trillion in 2021, a growth of 8.6% from 2020 and is anticipated to touch US$ 4.4 trillion, moderating a growth to 5.3% in 2022 (Source: Gartner July 2021, Spending Forecast Release)
Datamatics Intelligent Automation Platform (IAP) combines the capabilities of Datamatics TruBot RPA and TruCap+ IDP products along with AI, ML and NLP models developed by Datamatics Datalabs.

- The market for process-agnostic software enabling hyperautomation is forecasted to grow at a CAGR of 18.8% over the period 2020-2025, thereby amounting to over $46 Billion by end of 2025.
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

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

2016 - Opened new delivery centre in USA

2017 - Acquired TechJini, boutique mobile & web technology provider India

2018 - Acquired RJGlobal 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
Our Growth Performance (Figures in INR Million)

Consolidated Revenue

- Revenue mix changed from Q4FY21 mainly due to divestment of Cignex

Consolidated PAT

Revenue by Business

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Growth Strategy

Digital Solutions
Intelligent Automation, Digital Experiences, Cloud

Automatic Fare Collection (AFC)

Focus on Product and Platforms

Partner and Reseller Channels

Increase Account Penetration

Invest in Branding and Marketing
Investment Rationale: Business

- 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

- 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
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## Key Performance Indicators (Figures in INR Million)

### Revenues

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>8,524</td>
<td>9,103</td>
<td>11,335</td>
<td>12,033</td>
<td>11,491</td>
</tr>
</tbody>
</table>

CAGR 7.8%

### EBITDA & Margins (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>9.7%</td>
<td>9.0%</td>
<td>11.8%</td>
<td>10.3%</td>
<td>12.4%</td>
</tr>
</tbody>
</table>

### PAT & Margins (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>7.5%</td>
<td>7.9%</td>
<td>7.5%</td>
<td>5.1%</td>
<td>7.3%</td>
</tr>
</tbody>
</table>

### ROE & ROCE

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROE</td>
<td>12.3%</td>
<td>12.9%</td>
<td>13.4%</td>
<td>11.4%</td>
<td>13.5%</td>
</tr>
<tr>
<td>ROCE</td>
<td>10.4%</td>
<td>10.1%</td>
<td>15.8%</td>
<td>11.5%</td>
<td>11.2%</td>
</tr>
</tbody>
</table>

### Net Worth

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>5,231</td>
<td>5,827</td>
<td>6,793</td>
<td>7,079</td>
<td>7,152</td>
</tr>
</tbody>
</table>

CAGR 8.1%

### Debt / Equity

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt</td>
<td>0.10</td>
<td>0.11</td>
<td>0.05</td>
<td>0.14</td>
<td>0.00</td>
</tr>
<tr>
<td>Equity</td>
<td>547</td>
<td>658</td>
<td>355</td>
<td>7,079</td>
<td>7,152</td>
</tr>
</tbody>
</table>

D/E
## Consolidated Financial Summary – Q2FY22

<table>
<thead>
<tr>
<th>Particulars (in INR Mn)</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>QoQ Growth</th>
<th>Q2FY21</th>
<th>YoY Growth</th>
<th>H1FY22</th>
<th>H1FY21</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>2,992.3</td>
<td>2,877.5</td>
<td>4.0%</td>
<td>2,856.2</td>
<td>4.8%</td>
<td>5,869.8</td>
<td>5,627.1</td>
<td>4.3%</td>
</tr>
<tr>
<td>Other Income</td>
<td>44.7</td>
<td>40.5</td>
<td>10.6%</td>
<td>10.7</td>
<td>319.1%</td>
<td>85.2</td>
<td>34.6</td>
<td>146.0%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>3,037.0</strong></td>
<td><strong>2,918.0</strong></td>
<td><strong>4.1%</strong></td>
<td><strong>2,866.9</strong></td>
<td><strong>5.9%</strong></td>
<td><strong>5,955.0</strong></td>
<td><strong>5,661.7</strong></td>
<td><strong>5.2%</strong></td>
</tr>
<tr>
<td>EBITDA</td>
<td>498.7</td>
<td>414.2</td>
<td>20.4%</td>
<td>329.3</td>
<td>51.4%</td>
<td>912.8</td>
<td>615.0</td>
<td>48.4%</td>
</tr>
<tr>
<td>EBITDA Margin (%)</td>
<td><strong>16.7%</strong></td>
<td><strong>14.4%</strong></td>
<td><strong>227bps</strong></td>
<td><strong>11.5%</strong></td>
<td><strong>513bps</strong></td>
<td><strong>15.6%</strong></td>
<td><strong>11.0%</strong></td>
<td><strong>462bps</strong></td>
</tr>
<tr>
<td>PBT (Before Exceptional Item)</td>
<td>460.8</td>
<td>231.3</td>
<td>99.3%</td>
<td>367.0</td>
<td>25.6%</td>
<td>827.8</td>
<td>427.0</td>
<td>93.9%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td><strong>460.8</strong></td>
<td><strong>231.3</strong></td>
<td><strong>99.3%</strong></td>
<td><strong>468.7</strong></td>
<td><strong>(1.7%)</strong></td>
<td><strong>929.5</strong></td>
<td><strong>427.0</strong></td>
<td><strong>117.7%</strong></td>
</tr>
<tr>
<td>PAT (After non-controlling interest)</td>
<td>353.0</td>
<td>395.9</td>
<td>(10.8%)</td>
<td>154.2</td>
<td>128.9%</td>
<td>748.9</td>
<td>289.3</td>
<td>158.9%</td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td><strong>11.8%</strong></td>
<td><strong>13.8%</strong></td>
<td><strong>(196bps)</strong></td>
<td><strong>5.4%</strong></td>
<td><strong>640bps</strong></td>
<td><strong>12.8%</strong></td>
<td><strong>5.1%</strong></td>
<td><strong>762bps</strong></td>
</tr>
<tr>
<td>Basic EPS (INR)</td>
<td>5.99</td>
<td>6.72</td>
<td>(73bps)</td>
<td>2.62</td>
<td>337bps</td>
<td>12.70</td>
<td>4.91</td>
<td>779bps</td>
</tr>
<tr>
<td>Diluted EPS (INR)</td>
<td>5.99</td>
<td>6.72</td>
<td>(73bps)</td>
<td>2.62</td>
<td>337bps</td>
<td>12.70</td>
<td>4.91</td>
<td>779bps</td>
</tr>
</tbody>
</table>

*PBT includes exceptional item on account of one-time exchange gains of INR 101.7 Mn, arising from buy back of equity share capital and redemption of preference share capital held in overseas subsidiaries.*
Consolidated Financial Highlights Q2FY22
(Financials excluding Cignex Datamatics divested in Q4FY21)
(Figures in INR Million)

Operating Revenues

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,411.7</td>
<td>2,877.5</td>
<td>2,992.3</td>
</tr>
</tbody>
</table>

EBITDA & EBITDA %

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>11.0%</td>
<td>14.4%</td>
<td>16.7%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

PBT & PBT %

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>PBT</td>
<td>7.0%</td>
<td>12.8%</td>
<td>15.4%</td>
</tr>
<tr>
<td>PBT %</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

PAT after NCI & PAT after NCI %

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAT after NCI</td>
<td>130.0</td>
<td>395.9</td>
<td>353.0</td>
</tr>
<tr>
<td>PAT after NCI %</td>
<td>5.4%</td>
<td>13.8%</td>
<td>11.8%</td>
</tr>
</tbody>
</table>

*PAT after NCI includes exceptional item on account of one-time exchange gains of INR 101.7 Mn, arising from buy back of equity share capital and redemption of preference share capital held in overseas subsidiaries.

4.0% QoQ
24.1% YoY
20.4% QoQ
87.9% YoY
25.6% QoQ
173.5% YoY
10.8% QoQ
171.6% YoY
Consolidated Financial Highlights Q2FY22 (Figures in INR Million)

*PAT after NCI includes exceptional item on account of one-time exchange gains of INR 101.7 Mn, arising from buy back of equity share capital and redemption of preference share capital held in overseas subsidiaries.
Balance Sheet Metrics – H1FY22 – Consolidated (Figures in INR Million)

Days Sales Outstanding (DSO)

<table>
<thead>
<tr>
<th></th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>H1FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of days</td>
<td>79</td>
<td>85</td>
<td>65</td>
<td>65</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>FY20</th>
<th>FY21</th>
<th>H1FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days</td>
<td>1,238.6</td>
<td>2,545.2</td>
<td>3,412.2</td>
</tr>
</tbody>
</table>

Free Cash Flow

<table>
<thead>
<tr>
<th></th>
<th>FY20</th>
<th>FY21</th>
<th>H1FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>FCF to PAT after NCI:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H1FY22: 134.7%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY21: 107.2%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY20: 98.8%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Revenue Segment Analysis – Q2FY22 (Figures in INR Million)

- BPM services growth was aided by new logo acquisition, expansion of business from existing customers and continuous effort on cost optimization.

- IT Solutions revenue in Q2FY21 includes revenue from Cignex, however excluding Cignex revenue in Q1FY22 the growth was 22.6% on YoY basis.
Revenue Segment Analysis – Q2FY22

**Revenue by Industry**
- BFSI: 30%
- Education & Publishers: 23%
- Technology & Consulting: 20%
- Manufacturing, Infra & Logistics: 10%
- Retail: 6%
- Not for Profit / Govt.: 7%
- Others: 4%

**Revenue by Geography**
- USA: 55%
- India: 26%
- UK & Europe: 15%
- RoW: 4%
Q2 FY22 – Client Concentration

Client concentration maintained at a comfortable level

<table>
<thead>
<tr>
<th>Top 5</th>
<th>Q2FY21*</th>
<th>Q2FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>27%</td>
<td>27%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Top 10</th>
<th>Q2FY21*</th>
<th>Q2FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>38%</td>
<td>39%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Top 20</th>
<th>Q2FY21*</th>
<th>Q2FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>52%</td>
<td></td>
</tr>
</tbody>
</table>

* Q2FY21 figures are excluding Cignex
Key Deal Wins

US based tire company for digital transformation of Finance & Accounting processes using Datamatics IDP product TruCap+

US based credit union for digital transformation of account deposits and loan payments processes

Leading international non-profit organization for managing and modernizing their legacy applications

One of the largest mobile tower installation company to digitally transform and manage Shared Services

Expanded relationship with a large bank to manage their entire loans and mortgage processes

An Indian online commodity and derivative exchange to implement AWS cloud

Leading global life insurance company for managing back-office operations for entire insurance life cycle
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Key Analyst Coverage

**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

**Everest Group**

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

**Everest Group**

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

**Gartner**


**IDC**

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

**Gartner**

Market Guide for Artificial Intelligence Service Providers 2021

**IDC**

Major Player

**Everest Group**

**PEAK MATRIX**
Major Contender
Intelligent Process Automation (IPA) Solutions PEAK Matrix – 2021

**Everest Group**

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

**Everest Group**

**PEAK MATRIX**
Aspirants
Application Transformation Services PEAK Matrix– 2021

**Quadrant**

Technology Leaders
SPARK Matrix™: Robotic Process Automation (RPA), 2021
Datamatics named as ‘Leader’ in the IAOP 2021 Global Outsourcing 100 List of the world’s best outsourcing providers

Datamatics won the CRN Excellence Awards 2020 in the Enterprise Mobility & Virtual Reality category

Datamatics awarded as Best Diversity & Inclusion Award for Gender Diversity and Empowerment at Best Diversity and Inclusion Practices of Asia Seminar and Awards 2020

Datamatics won IMC Digital Technology Award 2020 for its Digital Workplace solution

TruBot won Bronze Stevie Award at the American Business Awards 2021

Datamatics awarded as the Best Service Provider at ICICI Prudential Annual TATVA Award 2021

Datamatics recognized at UN Global Compact Network India Innovative Practices Award “Women at Work” 2020

TruCap+ won People’s Choice Stevie Award 2020 for ‘Favourite New Products’

Datamatics won the CRN Excellence Awards 2020 in the Enterprise Mobility & Virtual Reality category

Datamatics wins Rail Analysis India Award 2020 & 2019 for Automated Fare Collection technology

Datamatics awarded as the Best D&I Award at the Best D&I Practices of Asia Seminar and Awards 2020

Datamatics won Market Research Society of India (MRSI) Golden Key Award 2020 for ‘BMC COVID-19 Helpline Initiative’
Shareholder Value Creation

**Total Shareholder Return**

1 Year Return: 296.9%

3 Year Return: 169.2%

5 Year Return: 261.7%

**Relative Stock Price Performance**

- Sensex
- BSE IT
- Datamatics
Thank You!

For Further Queries Contact:

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