

# DATAMATICS

## Investor Presentation - Q3FY22

20<sup>th</sup> January 2022

**Datamatics Global Services Limited**

BSE: 532528 | NSE: DATAMATICS | ISIN: INE365B01017 | CIN: L72200MH1987PLC045205

# 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

01

**About Datamatics**

02

**Growth Strategy &  
Investment Rationale**

03

**Financial Performance**

04

**Awards & Recognition**



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About Datamatics

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Growth Strategy &  
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Awards & Recognition

# Datamatics At Glance



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



## Strong Revenue Growth

INR 8,877.5 Mn Revenue 9M FY22  
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 34 new clients in Q3FY22



## Total Headcount

11,089  
Attrition (Annualized) 29%



## Healthy Financials

INR 3,720.9 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

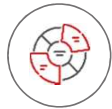
## Business Process Management



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

TruCap<sup>+</sup> TruBot iPM

## Big Data & Analytics



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

TruBI

## Engineering Services



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

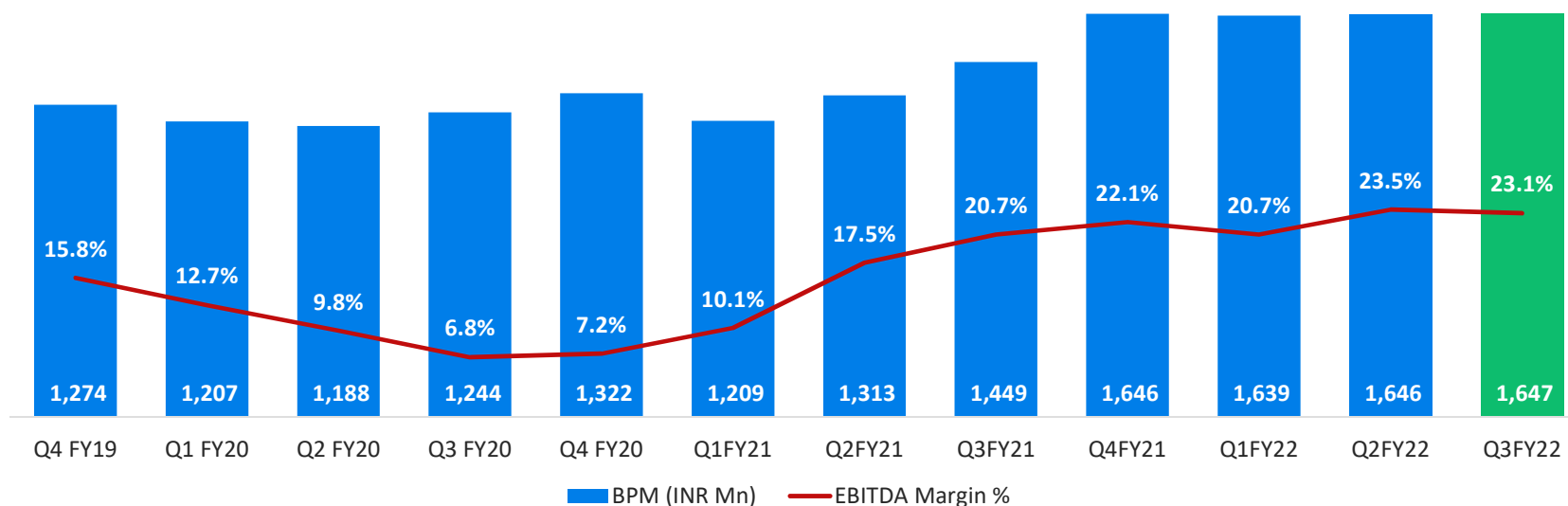
TruFare

A.I.

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

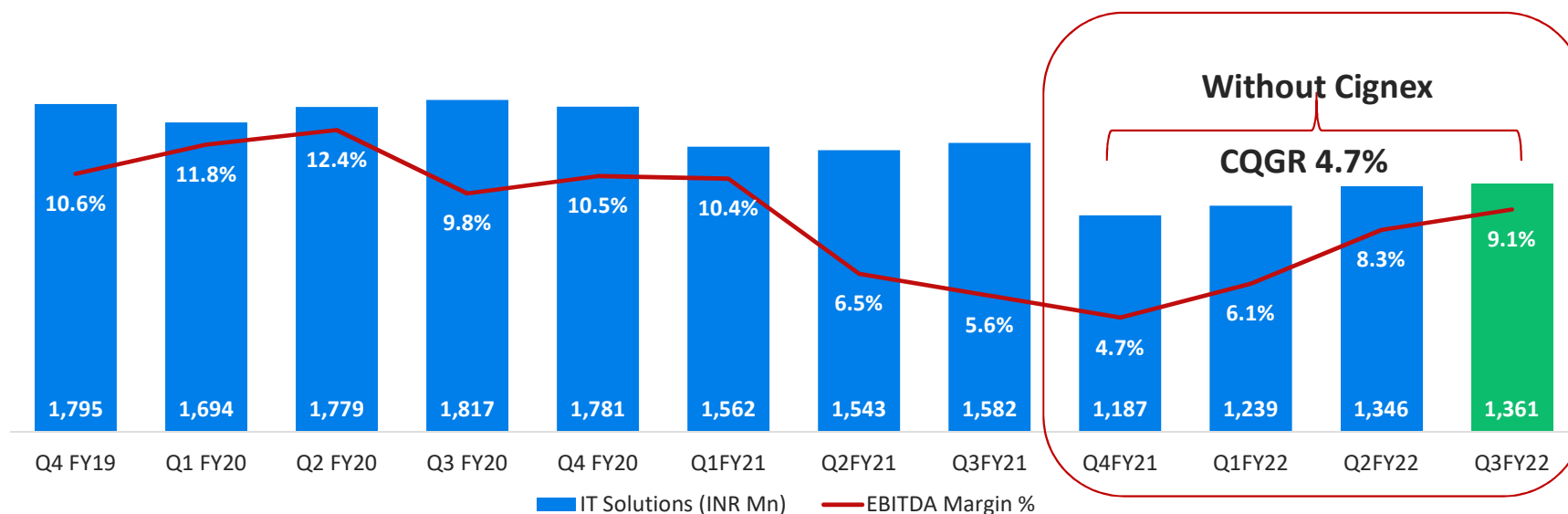


Strong and Consistent Growth in BPM business



- 23.1% EBITDA margin in Q3FY22, up 237 bps YoY
- 55% of total revenue contribution
- 13.7% YoY Growth
- Global BPM market is expected to grow from US\$ 254 billion in 2021 to US\$ 336 billion by 2025. BPM industry is poised for accelerated growth spurred by covid-19 pandemic and is expected to witness highest volume of new work in the next five years *(Source: Nasscom)*

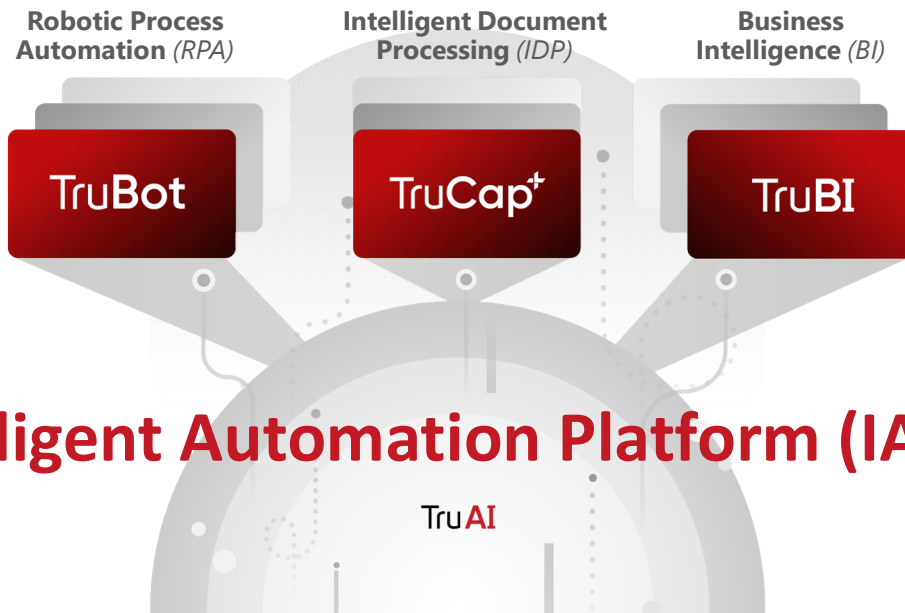
## IT Solutions (Figures in INR Million)



- **9.1%** EBITDA margin in Q3FY22. Adjusted EBITDA margin of **13.4%** without considering investment in products
- 45% of total revenue contribution
- IT Solutions growth impacted over last few quarters due to –
  - ✓ Cignex divestment which contributed ~14% to total revenue
- 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 projected to total US\$ 4.5 trillion in 2022, a growth of 5.5% from 2021. Digital tech initiatives remain a top strategic business priority for companies as they continue to reinvent the future of work *(Source: Gartner Oct'21, Spending Forecast Release)*



# Intelligent Automation Platform (IAP)



## Intelligent Automation Platform (IAP)

- Datamatics Intelligent Automation Platform 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

### Analysts Recognitions



### Highly Rated by Customers Globally



# Journey So Far...



<b>1975</b>	Datamatics incorporated
<b>1983</b>	India's 1 <sup>st</sup> offshore development centre for Wang Labs, USA
<b>1989</b>	1 <sup>st</sup> to develop & export S/W via satellite to Bell Labs

<b>2003</b>	Acquired Saztec USA
<b>2003</b>	Acquired Corpay for Accounts Payable solutions USA
<b>2003</b>	BUPA on boarded as customer
<b>2004</b>	IPO
<b>2006</b>	JV with Cybercom
<b>2007</b>	Launch of iPM & iQ

<b>2016</b>	Opened new delivery centre in USA
<b>2017</b>	Acquired TechJini, boutique mobile & web technology provider India
<b>2018</b>	Acquired RJGlobus Solutions, voice & text based customer service provider
<b>2019</b>	Gartner Peer Insights Customer choice for TruBot
<b>2020</b>	Launched TruBot 4.0
<b>2021</b>	Divested stake in Cignex



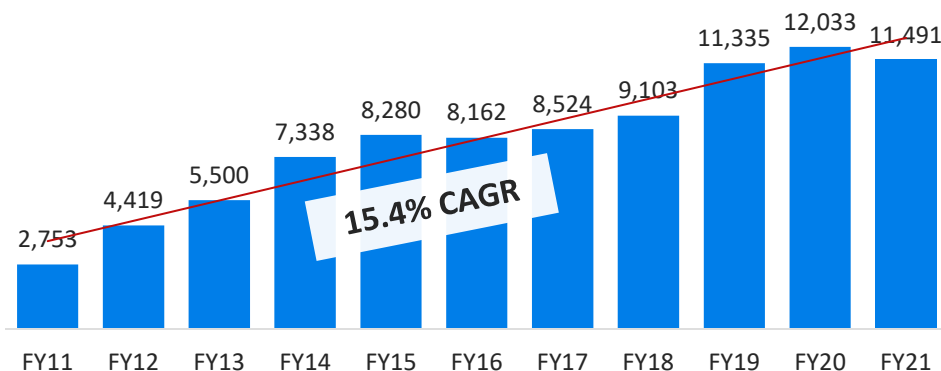
<b>1992</b>	India's 1 <sup>st</sup> e-publishing co
<b>1998</b>	1 <sup>st</sup> in India & 2nd in the world to obtain ISO 9002 certification in e-publishing
<b>1999</b>	Most innovative S/W product awarded by the Prime Minister of India

<b>2011</b>	Launched DataLabs
<b>2011</b>	Acquired Cignex, open source ECM (USA)
<b>2013</b>	Acquired PMG, publishing service provider (India)
<b>2014</b>	Launched own RPA product – TruBot
<b>2015</b>	Acquired TruBI from MAIA Intelligence (India)

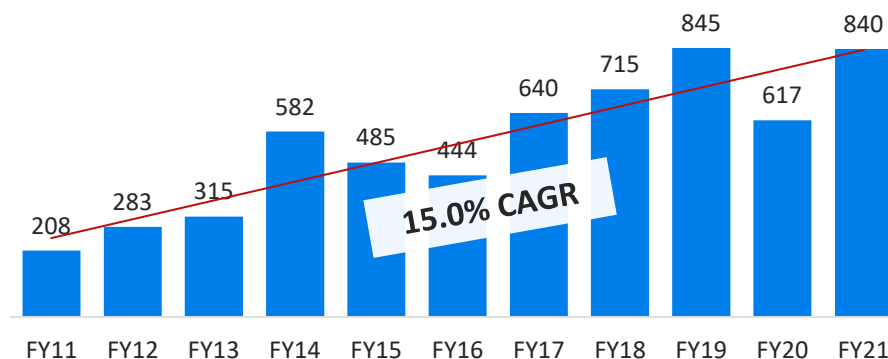
# Our Growth Performance (Figures in INR Million)



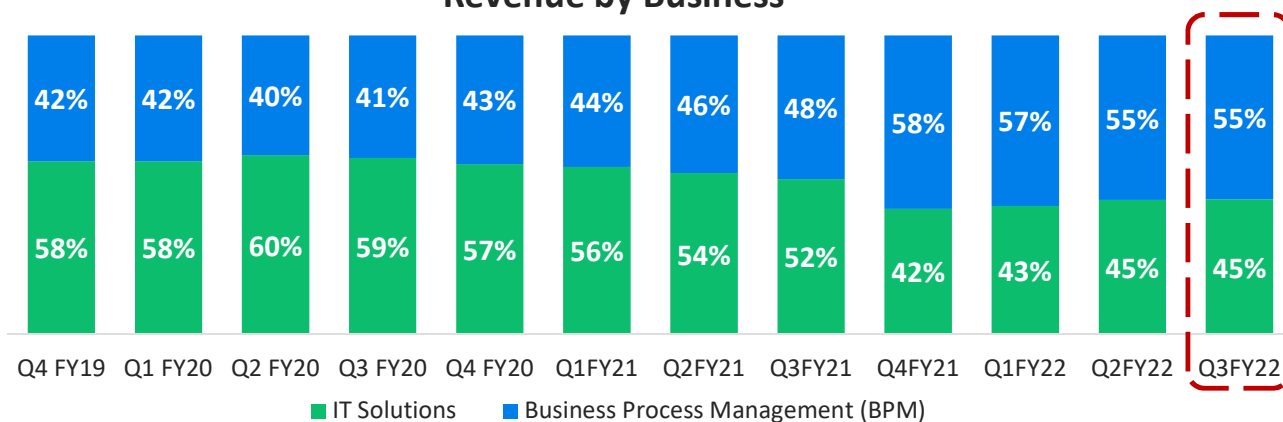
## Consolidated Revenue



## Consolidated PAT



## Revenue by Business



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



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**Growth Strategy &  
Investment Rationale**

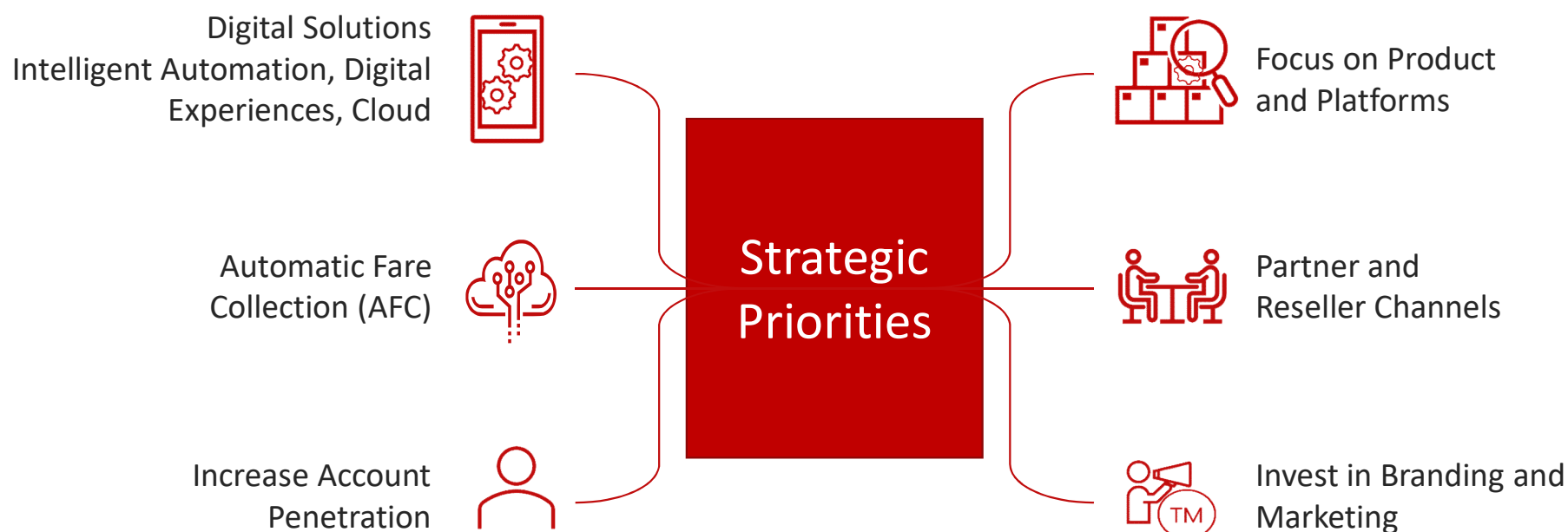
03

Financial Performance

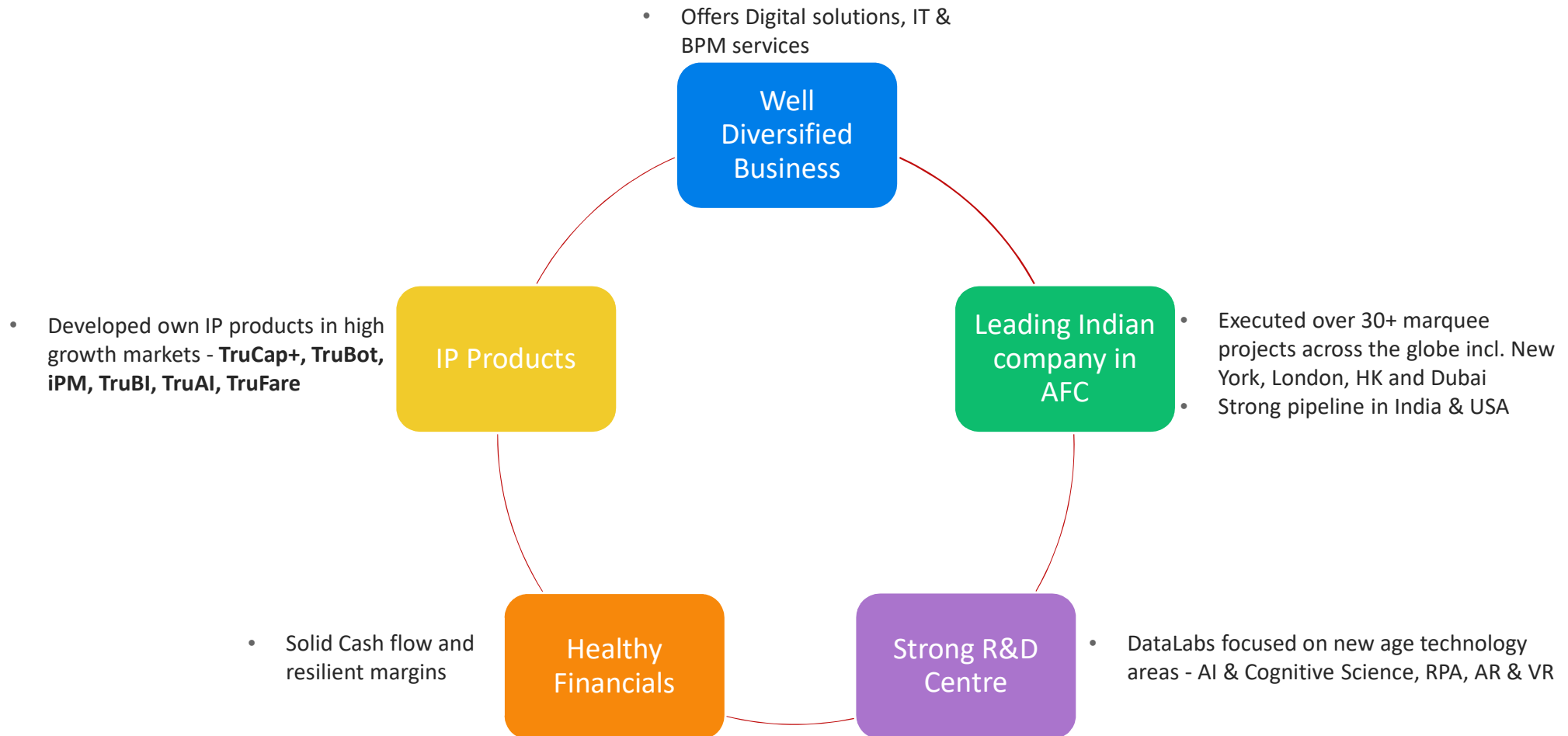
04

Awards & Recognition

# Growth Strategy



# Investment Rationale: Business





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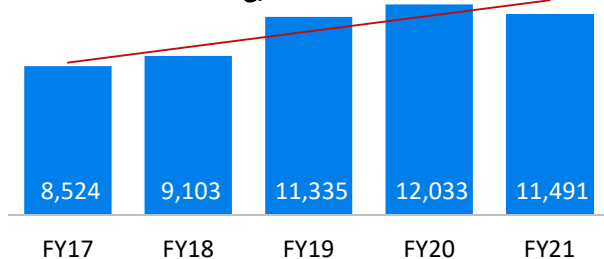
Awards & Recognition

# Key Performance Indicators (Figures in INR Million)

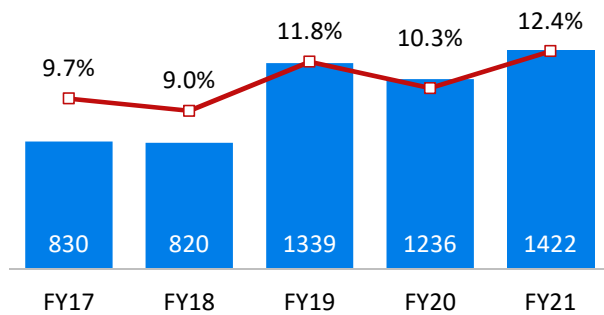


## Revenues

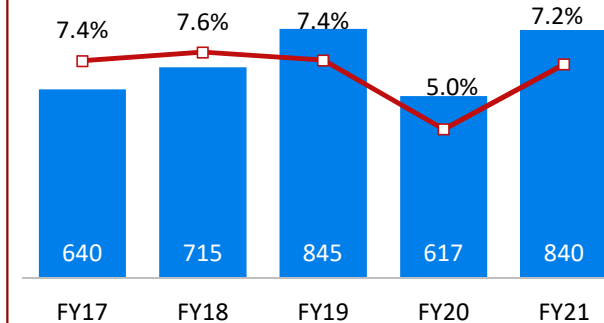
CAGR 7.8%



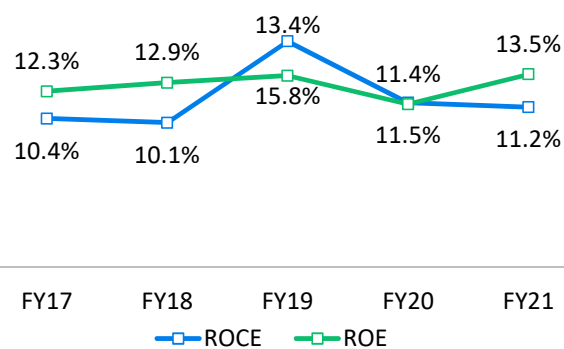
## EBITDA & Margins (%)



## PAT & Margins (%)

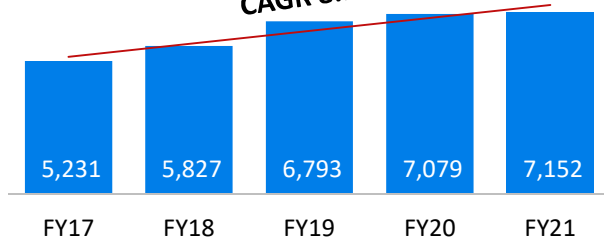


## ROE & ROCE

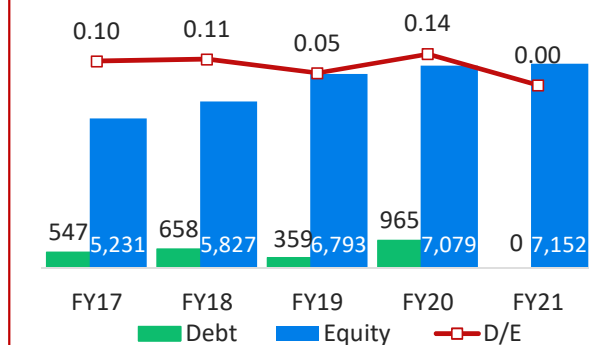


## Net Worth

CAGR 8.1%



## Debt / Equity





# Consolidated Financial Summary – Q3FY22

*(Financials excluding Cignex Datamatics divested in Q4FY21)*



Particulars (in INR Mn)	Q3FY22	Q2FY22	QoQ Growth	Q3FY21	YoY Growth	9MFY22	9MFY21	YoY Growth
Revenue from Operations	3,007.7	2,992.3	0.5%	2,619.4	14.8%	8,877.5	7,396.9	20.0%
Other Income	56.7	44.7	26.8%	27.0	110.0%	141.9	61.0	132.6%
<b>Total Revenue</b>	<b>3,064.4</b>	<b>3,037.0</b>	<b>0.9%</b>	<b>2,646.4</b>	<b>15.8%</b>	<b>9,019.4</b>	<b>7,457.9</b>	<b>20.9%</b>
EBITDA	505.1	498.7	1.3%	319.4	58.1%	1,418.0	808.0	75.5%
<i>EBITDA Margin (%)</i>	16.8%	16.7%	13bps	12.2%	460bps	16.0%	10.9%	505bps
PBT (Before Exceptional Item)	476.0	460.8	3.3%	252.1	88.8%	1,303.8	557.5	133.9%
<i>PBT *</i>	476.0	460.8	3.3%	252.1	88.8%	1,405.5	557.5	152.1%
PAT (After non-controlling interest)	369.7	353.0	4.7%	191.2	93.4%	1,118.7	429.2	160.7%
<i>PAT Margin (%)</i>	12.1%	11.6%	44bps	7.2%	484bps	12.4%	5.8%	665bps
Basic EPS (INR)	6.27	5.99	4.7%	3.24	93.4%	18.98	7.28	160.7%
Diluted EPS (INR)	6.27	5.99	4.7%	3.24	93.4%	18.98	7.28	160.7%

\*9mFY22 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 Summary – Q3FY22

*(Financials including Cignex Datamatics divested in Q4FY21)*



Particulars (in INR Mn)	Q3FY22	Q2FY22	QoQ Growth	Q3FY21	YoY Growth	9MFY22	9MFY21	YoY Growth
Revenue from Operations	3,007.7	2,992.3	0.5%	3,030.6	-0.8%	8,877.5	8,657.6	2.5%
Other Income	56.7	44.7	26.8%	28.3	100.1%	141.9	63.0	125.4%
<b>Total Revenue</b>	<b>3,064.4</b>	<b>3,037.0</b>	0.9%	<b>3,058.9</b>	0.2%	<b>9,019.4</b>	<b>8,720.6</b>	3.4%
EBITDA	505.1	498.7	1.3%	389.0	29.9%	1,418.0	1,003.9	41.2%
EBITDA Margin (%)	16.8%	16.7%	13bps	12.8%	396bps	16.0%	11.6%	438bps
PBT (Before Exceptional Item)	476.0	460.8	3.3%	320.9	48.3%	1,303.8	747.9	74.3%
PBT *	476.0	460.8	3.3%	320.9	48.3%	1,405.5	747.9	87.9%
PAT (After non-controlling interest)	369.7	353.0	4.7%	221.6	66.9%	1,118.7	510.9	119.0%
PAT Margin (%)	12.1%	11.6%	44bps	7.2%	482bps	12.4%	5.9%	654bps
Basic EPS (INR)	6.27	5.99	4.7%	3.76	66.9%	18.98	8.67	119.0%
Diluted EPS (INR)	6.27	5.99	4.7%	3.76	66.9%	18.98	8.67	119.0%

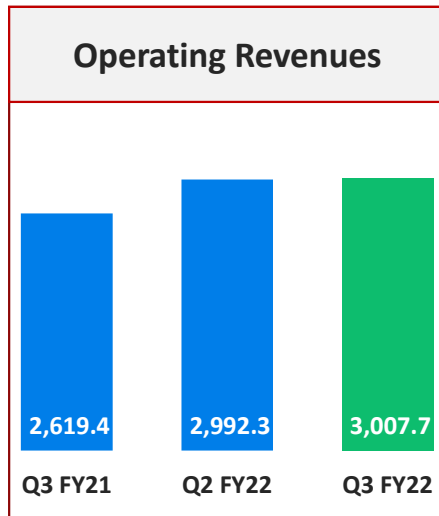
\*9mFY22 PBT includes exceptional item on account of one-time exchange gains of INR 101.7 Mn, arising from buy back of equity share capital and redemption of preference share capital held in overseas subsidiaries



## Consolidated Financial Highlights Q3FY22

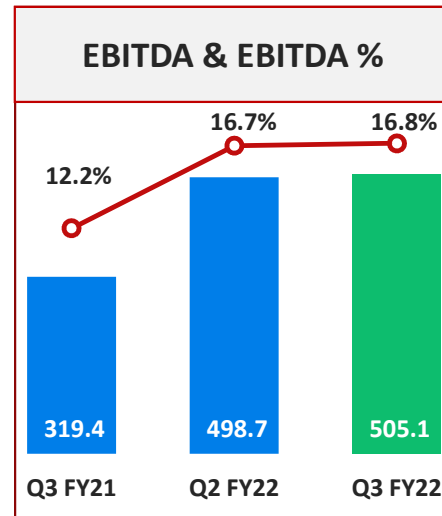
*(Financials excluding Cignex Datamatics divested in Q4FY21)*

(Figures in INR Million)



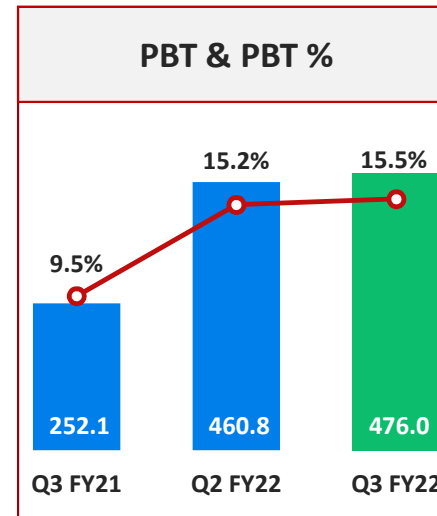
▲ 0.5% QoQ

▲ 14.8% YoY



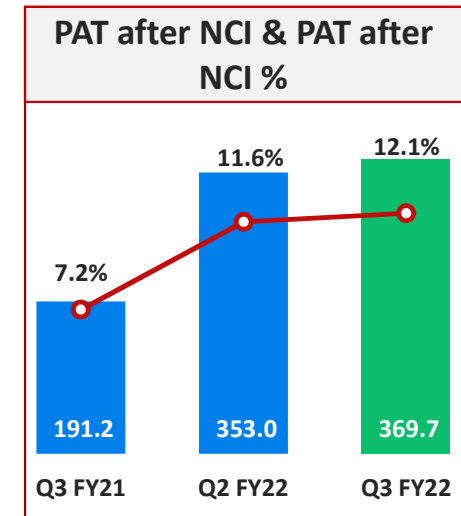
▲ 1.3% QoQ

▲ 58.1% YoY



▲ 3.3% QoQ

▲ 88.8% YoY



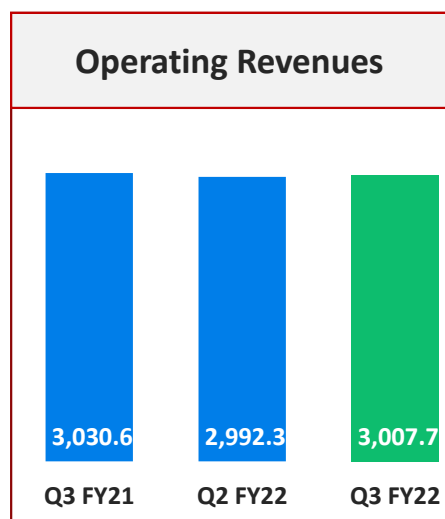
▲ 4.7% QoQ

▲ 93.4% YoY

# Consolidated Financial Highlights Q3FY22

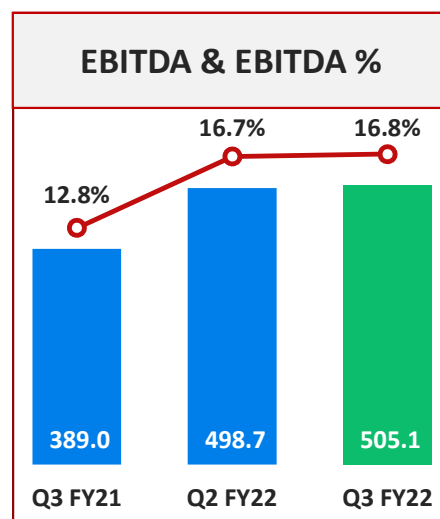
*(Financials including Cignex Datamatics divested in Q4FY21)*

(Figures in INR Million)



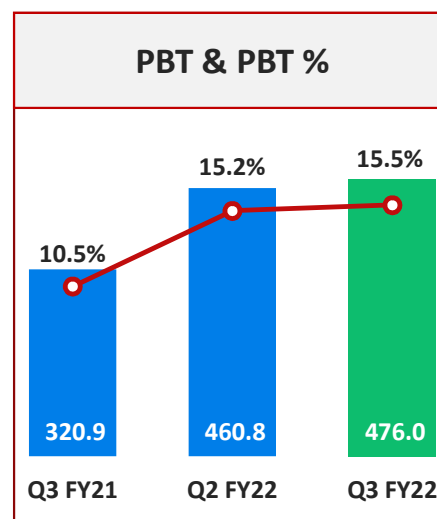
▲ 0.5% QoQ

▼ 0.8% YoY



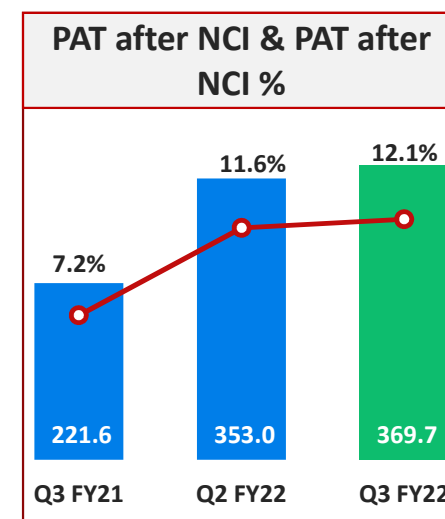
▲ 1.3% QoQ

▲ 29.9% YoY



▲ 3.3% QoQ

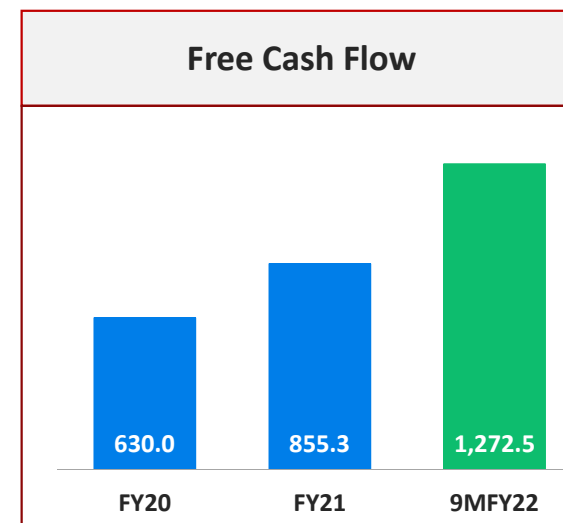
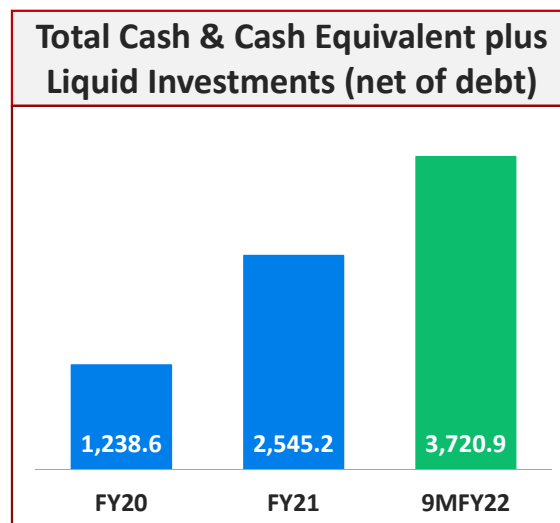
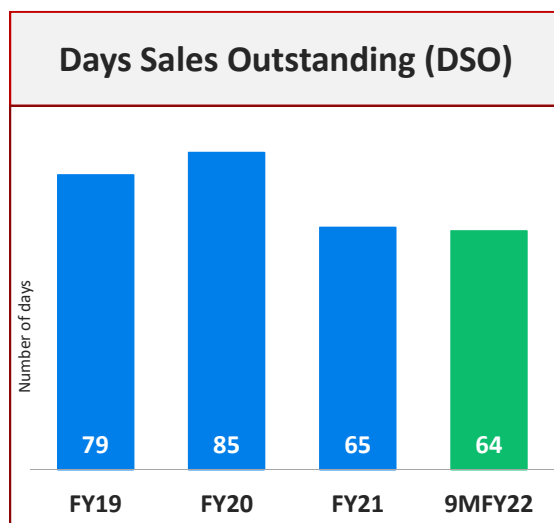
▲ 48.3% YoY



▲ 4.7% QoQ

▲ 66.9% YoY

## Balance Sheet Metrics – 9MFY22 – Consolidated (Figures in INR Million)



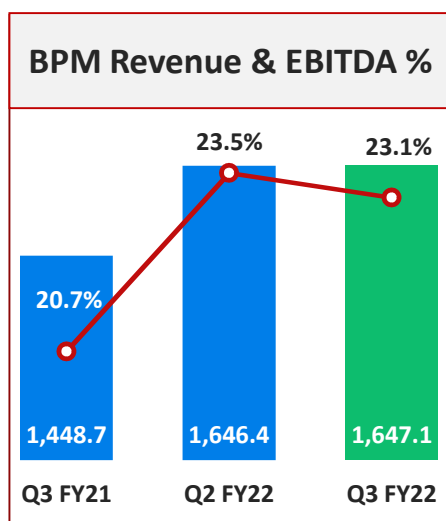
### FCF to PAT after NCI:

**9MFY22: 113.8%**

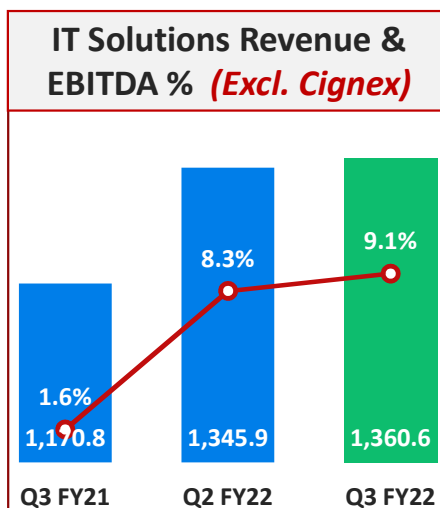
**FY21: 107.2%**

**FY20: 98.8%**

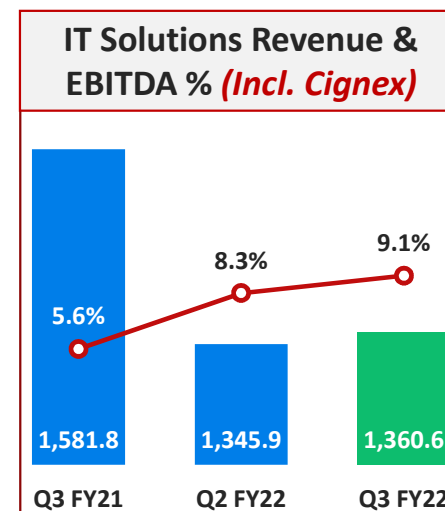
## Revenue Segment Analysis – Q3FY22 (Figures in INR Million)



▲ 0.04% QoQ  
▲ 13.7% YoY



▲ 1.1% QoQ  
▲ 16.2% YoY

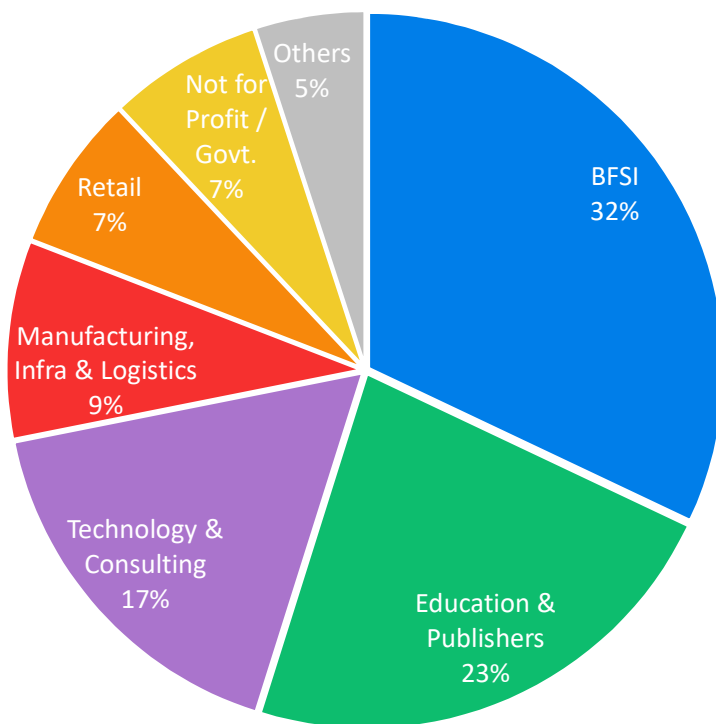


▲ 1.1% QoQ  
▼ 14.0% YoY

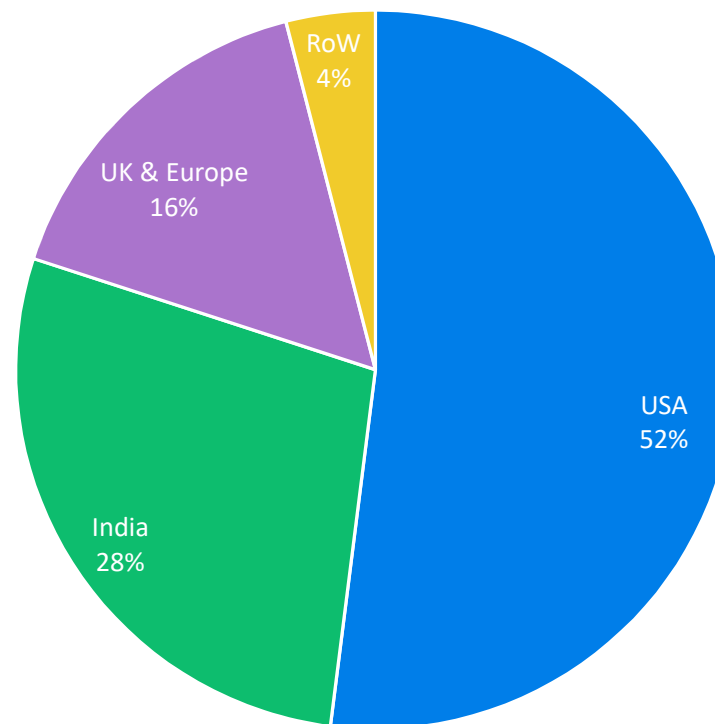
# Revenue Segment Analysis – Q3FY22



Revenue by Industry



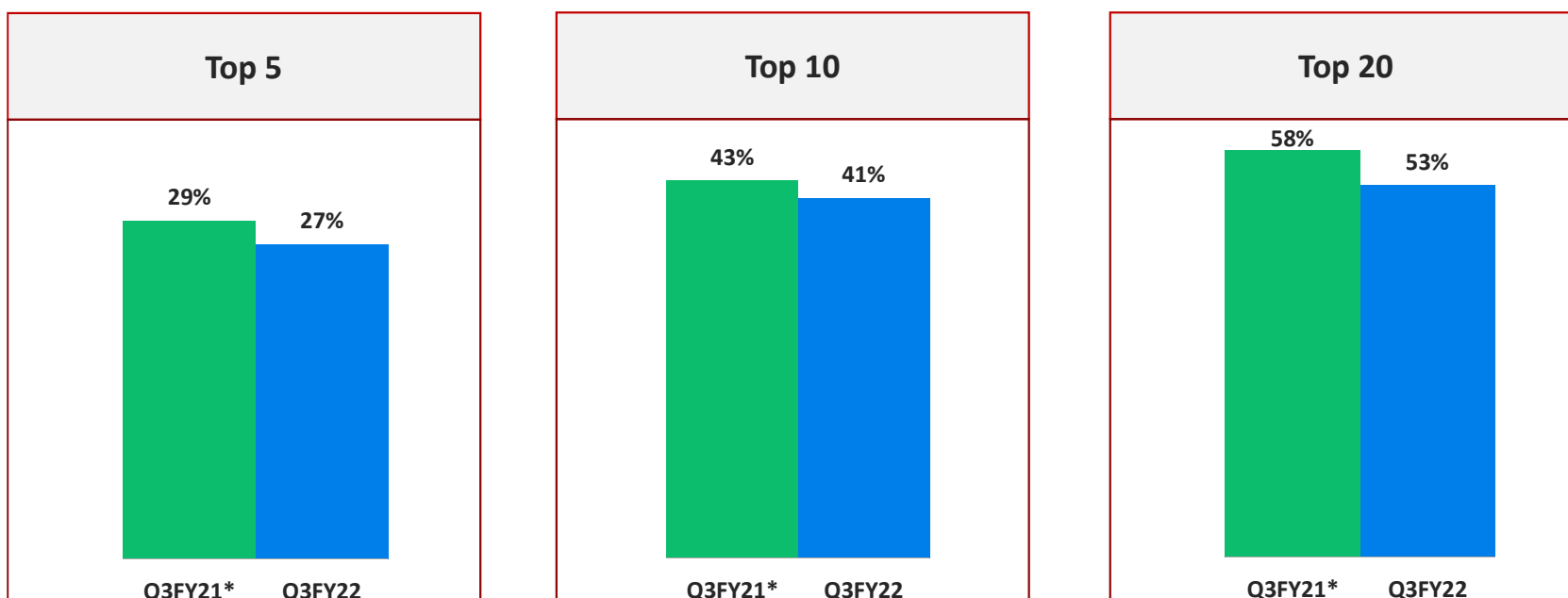
Revenue by Geography



# Client Concentration – Q3FY22



Client concentration maintained at a comfortable level



\* Q3FY21 figures are excluding Cignex



## Key Deal Wins



**National Capital Region Transport Corporation** (NCRTC) awarded **Automatic Fare Collection** contract for Delhi - Meerut RRTS Corridor

**Rail Vikas Nigam Limited** awarded **Automatic Fare Collection** contract for Kolkata Metro

A US based global leader in **workforce solutions** for **Customer Management** solutions through next-generation digital technology

Expanded relationship with a **large bank** for developing cutting edge **Digital Experiences** through a dedicated offshore delivery centre

A large **Middle East bank** for **digital transformation** of their legacy applications through an offshore delivery centre

A global leader in technology and supply chain services for **digital transformation of Finance & Accounting** processes using Datamatics IDP product **TruCap+**

A US based leading mortgage lender to **digitally transform** their legacy applications

A US based not for profit historical society for **media simulation** work



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Awards & Recognition

# Key Analyst Coverage



**FORRESTER®**

**Strong Performer**

Forrester Wave for RPA, Q1 2021

**Gartner®**

**Strong Performer**

Gartner Peer Insights 'Voice of the Customer': Robotic Process Automation

Everest Group  
**PEAK™**  
M A T R I X

**Major Contender and Star Performer**

Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2021

Everest Group  
**PEAK™**  
M A T R I X

**Major Contender and Star Performer**

Robotic Process Automation (RPA) Products PEAK Matrix – 2021

Everest Group  
**PEAK™**  
M A T R I X

**Major Contender and Star Performer**

Intelligent Document Processing (IDP) Products PEAK Matrix – 2021

**Gartner®**

Featured in Market Guide for F&A Business Process Outsourcing Service Providers 2021

**IDC**  
*Analyze the Future*  
**Major Player**

IDC MarketScape Asia/Pacific Intelligent Automation Services 2021 Vendor Assessment

**Gartner®**

Featured in Market Guide for Artificial Intelligence Service Providers 2021

**451 Research®**

Profiled Datamatics' RPA-powered intelligent document processing approach

**IDC**  
*Analyze the Future*

**Major Player**

IDC MarketScape: Worldwide Digital Finance and Accounting Business Process Services 2021

Everest Group  
**PEAK™**  
M A T R I X

**Aspirants**

Customer Experience Management (CXM) Services PEAK Matrix – 2021

**Quadrant**  
Knowledge Solutions

**Technology Leaders**

SPARK Matrix: Intelligent Document Processing, 2021

# Recognition: Key Awards



**Leader**

Outsourcing 100 List of world's best outsourcing providers 2021



**Winner**

IBS Intelligence (IBSi) Global FinTech Innovation Award 2021

**NASSCOM®**

**Recognition**

Datamatics case studies recognized amongst 50 unique cloud cases



**Winner**

Bronze Stevie Award for TruBot RPA at the American Business Awards 2021



**Winner**

Best Service Provider at ICICI Prudential Annual TATVA Award 2021



**Winner**

Circle of Excellence for "Top Employer of the Year" and "CSR Company of the Year" at the 12<sup>th</sup> Asia CEO Awards



**Winner**

"Leadership in Customer Experience" award 2021 by Contact Center Association of the Philippines



**Recognition**

UN Global Compact Network India Innovative Practices Award "Women at Work" 2020



**Winner**

Best Diversity & Inclusion Award for Gender Diversity and Empowerment 2020



**Winner**

People's Choice Stevie Award for TruCap<sup>+</sup> IDP in 'Favorite New Products 2020'

**IMC**

Chamber of Commerce and Industry

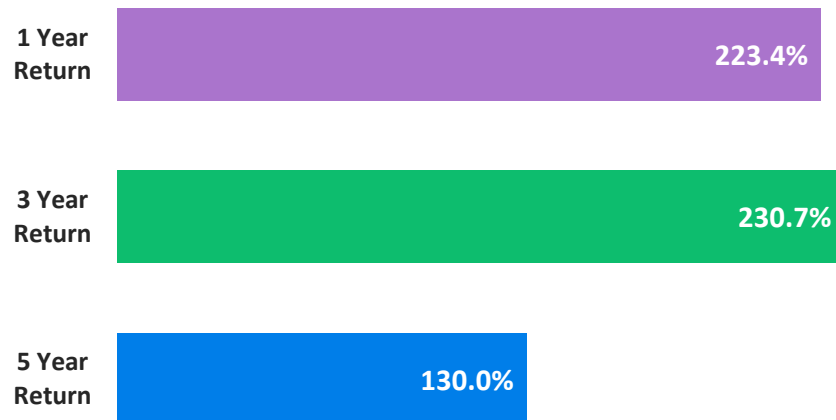
**Winner**

IMC Digital Technology Award for its Digital Workplace solution 2020

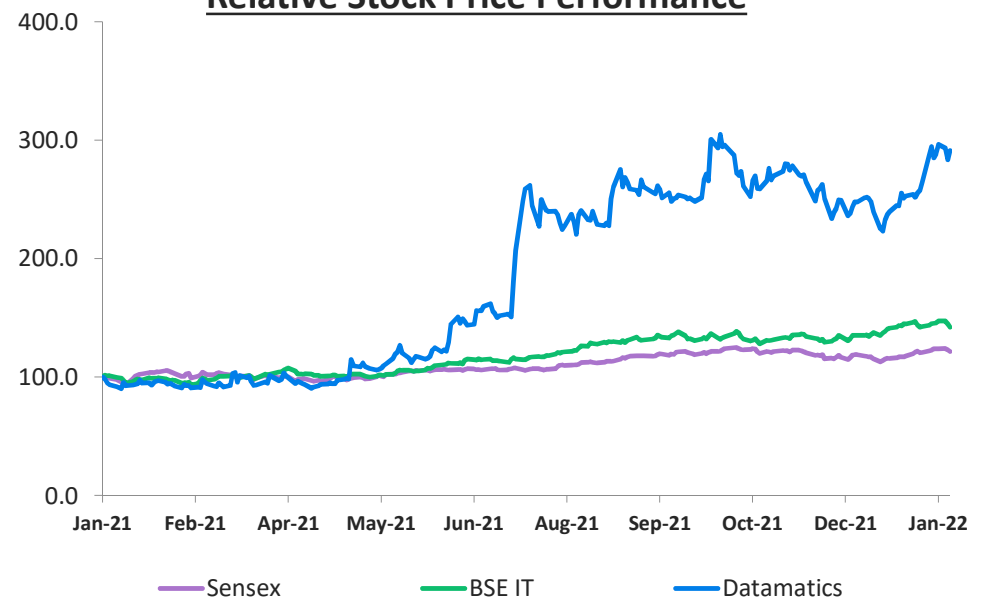
# Shareholder Value Creation



## Total Shareholder Return



## Relative Stock Price Performance





# Thank You!

## For Further Queries Contact:

**Mr. Sandeep Mantri**  
*Chief Financial Officer*

✉ [investorrelations@datamatics.com](mailto:investorrelations@datamatics.com)

**Diwakar Pingle / Asha Gupta**

✉ [dpingle@christensenir.com](mailto:dpingle@christensenir.com)

✉ [agupta@christensenir.com](mailto:agupta@christensenir.com)