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
AGENDA

01 About Datamatics

02 Growth Strategy & Investment Rationale

03 Financial Performance

04 Awards & Recognition
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

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

TruCap + TruBot iPM

TruBI

TruFare
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)*
• **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)*
Datamatics 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

Gartner peerinsights
4.6 / 5

G2 TrustRadius
4.7 / 5

8.1 / 10
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

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
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 by Business

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

Consolidated PAT

Figure showing 15.4% CAGR for Consolidated Revenue from FY11 to FY21 and 15.0% CAGR for Consolidated PAT from FY11 to FY21.
AGENDA

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Growth Strategy

Digital Solutions
Intelligent Automation, Digital Experiences, Cloud

Automatic Fare Collection (AFC)

Increase Account Penetration

Focus on Product and Platforms

Partner and Reseller Channels

Invest in Branding and Marketing

Strategic Priorities
Investment Rationale: Business

- Offers Digital solutions, IT & BPM services
- Developed own IP products in high growth markets - TruCap+, TruBot, iPM, TruBI, TruAI, TruFare
- Executed over 30+ marquee projects across the globe incl. New York, London, HK and Dubai
- Strong pipeline in India & USA
- Solid Cash flow and resilient margins
- DataLabs focused on new age technology areas - AI & Cognitive Science, RPA, AR & VR

Leading Indian company in AFC

Strong R&D Centre

Healthy Financials

IP Products
Key Performance Indicators (Figures in INR Million)

**Revenues**
- FY17: 8,524
- FY18: 9,103
- FY19: 11,335
- FY20: 12,033
- FY21: 11,491

*CAGR 7.8%*

**EBITDA & Margins (%)**
- FY17: 9.7%
- FY18: 10.0%
- FY19: 11.8%
- FY20: 10.3%
- FY21: 12.4%
- FY17: 830
- FY18: 820
- FY19: 1339
- FY20: 1236
- FY21: 1422

**ROE & ROCE**
- FY17: 10.4%
- FY18: 10.1%
- FY19: 13.4%
- FY20: 11.4%
- FY21: 13.5%

**Net Worth**
- FY17: 5,231
- FY18: 5,827
- FY19: 6,793
- FY20: 7,079
- FY21: 7,152

*CAGR 8.1%*

**PAT & Margins (%)**
- FY17: 7.4%
- FY18: 7.6%
- FY19: 7.4%
- FY20: 5.0%
- FY21: 7.2%
- FY17: 640
- FY18: 715
- FY19: 845
- FY20: 617
- FY21: 840

**Debt / Equity**
- FY17: 0.10
- FY18: 0.11
- FY19: 0.05
- FY20: 0.14
- FY21: 0.00

**Net Worth**
- FY17: 5,231
- FY18: 5,827
- FY19: 6,793
- FY20: 7,079
- FY21: 7,152

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## Consolidated Financial Summary – Q3FY22
*(Financials excluding Cignex Datamatics divested in Q4FY21)*

<table>
<thead>
<tr>
<th>Particulars (in INR Mn)</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>QoQ</th>
<th>Q3FY21</th>
<th>YoY</th>
<th>9MFY22</th>
<th>9MFY21</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>3,007.7</td>
<td>2,992.3</td>
<td>0.5%</td>
<td>2,619.4</td>
<td>14.8%</td>
<td>8,877.5</td>
<td>7,396.9</td>
<td>20.0%</td>
</tr>
<tr>
<td>Other Income</td>
<td>56.7</td>
<td>44.7</td>
<td>26.8%</td>
<td>27.0</td>
<td>110.0%</td>
<td>141.9</td>
<td>61.0</td>
<td>132.6%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>3,064.4</td>
<td>3,037.0</td>
<td>0.9%</td>
<td>2,646.4</td>
<td>15.8%</td>
<td>9,019.4</td>
<td>7,457.9</td>
<td>20.9%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>505.1</td>
<td>498.7</td>
<td>1.3%</td>
<td>319.4</td>
<td>58.1%</td>
<td>1,418.0</td>
<td>808.0</td>
<td>75.5%</td>
</tr>
<tr>
<td><strong>EBITDA Margin (%)</strong></td>
<td>16.8%</td>
<td>16.7%</td>
<td>13bps</td>
<td>12.2%</td>
<td>460bps</td>
<td>16.0%</td>
<td>10.9%</td>
<td>505bps</td>
</tr>
<tr>
<td>PBT (Before Exceptional Item)</td>
<td>476.0</td>
<td>460.8</td>
<td>3.3%</td>
<td>252.1</td>
<td>88.8%</td>
<td>1,303.8</td>
<td>557.5</td>
<td>133.9%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>476.0</td>
<td>460.8</td>
<td>3.3%</td>
<td>252.1</td>
<td>88.8%</td>
<td>1,405.5</td>
<td>557.5</td>
<td>152.1%</td>
</tr>
<tr>
<td>PAT (After non-controlling interest)</td>
<td>369.7</td>
<td>353.0</td>
<td>4.7%</td>
<td>191.2</td>
<td>93.4%</td>
<td>1,118.7</td>
<td>429.2</td>
<td>160.7%</td>
</tr>
<tr>
<td><strong>PAT Margin (%)</strong></td>
<td>12.1%</td>
<td>11.6%</td>
<td>44bps</td>
<td>7.2%</td>
<td>484bps</td>
<td>12.4%</td>
<td>5.8%</td>
<td>665bps</td>
</tr>
<tr>
<td>Basic EPS (INR)</td>
<td>6.27</td>
<td>5.99</td>
<td>4.7%</td>
<td>3.24</td>
<td>93.4%</td>
<td>18.98</td>
<td>7.28</td>
<td>160.7%</td>
</tr>
<tr>
<td>Diluted EPS (INR)</td>
<td>6.27</td>
<td>5.99</td>
<td>4.7%</td>
<td>3.24</td>
<td>93.4%</td>
<td>18.98</td>
<td>7.28</td>
<td>160.7%</td>
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</tbody>
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*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*
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*(Financials including Cignex Datamatics divested in Q4FY21)*

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

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Consolidated Financial Highlights Q3FY22
(Financials excluding Cignex Datamatics divested in Q4FY21)
(Figures in INR Million)
## Consolidated Financial Highlights Q3FY22
*(Financials including Cignex Datamatics divested in Q4FY21)*
*(Figures in INR Million)*

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY21</th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating Revenues</strong></td>
<td>3,030.6</td>
<td>2,992.3</td>
<td>3,007.7</td>
</tr>
<tr>
<td><strong>EBITDA &amp; EBITDA %</strong></td>
<td>12.8%</td>
<td>16.7%</td>
<td>16.8%</td>
</tr>
<tr>
<td><strong>PBT &amp; PBT %</strong></td>
<td>10.5%</td>
<td>15.2%</td>
<td>15.5%</td>
</tr>
<tr>
<td><strong>PAT after NCI &amp; PAT after NCI %</strong></td>
<td>7.2%</td>
<td>11.6%</td>
<td>12.1%</td>
</tr>
</tbody>
</table>

- **0.5% QoQ**
- **0.8% YoY**
- **1.3% QoQ**
- **29.9% YoY**
- **3.3% QoQ**
- **4.7% QoQ**
- **29.9% YoY**
- **48.3% YoY**
- **66.9% YoY**
Balance Sheet Metrics – 9MFY22 – Consolidated  (Figures in INR Million)

Days Sales Outstanding (DSO)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>9MFY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Days</td>
<td>79</td>
<td>85</td>
<td>65</td>
<td>64</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>FY20</th>
<th>FY21</th>
<th>9MFY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>INR Million</td>
<td>1,238.6</td>
<td>2,545.2</td>
<td>3,720.9</td>
</tr>
</tbody>
</table>

Free Cash Flow

<table>
<thead>
<tr>
<th>Year</th>
<th>FY20</th>
<th>FY21</th>
<th>9MFY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>INR Million</td>
<td>630.0</td>
<td>855.3</td>
<td>1,272.5</td>
</tr>
</tbody>
</table>

FCF to PAT after NCI:
- 9MFY22: 113.8%
- FY21: 107.2%
- FY20: 98.8%
Revenue Segment Analysis – Q3FY22 (Figures in INR Million)

BPM Revenue & EBITDA %

IT Solutions Revenue & EBITDA % (Excl. Cignex)

IT Solutions Revenue & EBITDA % (Incl. Cignex)

▲ 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:
- BFSI: 32%
- Education & Publishers: 23%
- Technology & Consulting: 17%
- Manufacturing, Infra & Logistics: 9%
- Retail: 7%
- Not for Profit / Govt.: 5%
- Others: 5%

Revenue by Geography:
- USA: 52%
- India: 28%
- UK & Europe: 16%
- RoW: 4%
Client Concentration – Q3FY22

Client concentration maintained at a comfortable level

<table>
<thead>
<tr>
<th>Top 5</th>
<th>Q3FY21*</th>
<th>Q3FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>29%</td>
<td>27%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Top 10</th>
<th>Q3FY21*</th>
<th>Q3FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>43%</td>
<td>41%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Top 20</th>
<th>Q3FY21*</th>
<th>Q3FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>58%</td>
<td>53%</td>
</tr>
</tbody>
</table>

* 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
AGENDA

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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**
*Major Contender and Star Performer*
Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2021

**Everest Group**
*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**
*Major Player*

**Gartner**
*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**
*Major Player*

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

**Quadrant**
*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

- **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 12th 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+ IDP in ‘Favorite New Products 2020’

- **Winner**
  IMC Digital Technology Award for its Digital Workplace solution 2020
Shareholder Value Creation

Total Shareholder Return

1 Year Return: 223.4%
3 Year Return: 230.7%
5 Year Return: 130.0%

Relative Stock Price Performance

Datamatics, BSE IT, Sensex
Thank You!

For Further Queries Contact:

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*Chief Financial Officer*  
✉ investorrelations@datamatics.com

Diwakar Pingle / Asha Gupta  
✉ dpingle@christensenir.com  
✉ agupta@christensenir.com