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

1. About Datamatics
2. Growth Strategy & Investment Rationale
3. Financial Performance
4. Awards & Recognition
About
Datamatics
# Datamatics Overview

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

<table>
<thead>
<tr>
<th>Strong Revenue and PAT Growth 9MFY23</th>
<th>Key Focus Areas</th>
<th>Own IP Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue INR 1,043 Crore up by 17.5%; PAT INR 129 Crore up by 15.5%</td>
<td>Digital Transformation, Intelligent Automation, Automatic Fare Collection (AFC)</td>
<td>TruCap+, TruBot, iPM, TruBI, TruAI, TruFare</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Clientele</th>
<th>Attrition</th>
<th>Healthy Financials</th>
</tr>
</thead>
<tbody>
<tr>
<td>300+ Significant Customers Worldwide; Added 13 new clients in Q3FY23</td>
<td>24.9%</td>
<td>INR 455 Crore Total Cash and Investments (Zero Debt)</td>
</tr>
</tbody>
</table>

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Deep in Digital

Digital Technologies
- Application Modernisation
- Cloud & DevOps
- Big Data & Analytics
- Artificial Intelligence & Cognitive Services
- Intelligent Automation
- Mobility & Portals
- Business Solutions & Platforms
- Automatic Fare Collection

Digital Operations
- Finance & Accounting
- Banking Process Management
- Insurance Process Management
- Digital Content Management

Digital Experiences
- Customer Management & Experience
- Consumer Research & Analytics
- Digital Proctoring

Tools:
- TruBot
- TruCap+
- TruAI
- TruBI
- iPM
- TruFare
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.

Regional Finance Controller, A leading cooling appliances company

Digital Operations (Figures in INR Crore)

- 41% of total revenue contribution
- Grew at 24.2% YoY and 6.7% QoQ in Q3FY23
- 19.5% EBIT margin in Q3FY23, up 225 bps YoY
- In Digital Operations industry-vertical-oriented operations and enterprise back-office operations segments are expected to witness the highest volume of new work in next 5 years. Finance & Accounting Operations are expected to grow at 9-10% CAGR over the next couple of years and is estimated to reach $14.5Bn in 2025 (Source: Everest Group, NASSCOM)

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.
Digital Experiences (Figures in INR Crore)

- 16% of total revenue contribution
- Grew at 46.9% YoY and 16.7% QoQ in Q3FY23
- 27.8% EBIT margin in Q3FY23, up 380 bps YoY
- Digital Experiences market is estimated to grow at CAGR of 14% to reach $160 Billion in 2025 (Source: Everest Group)

"We are confident with this strategic partnership that we will see immense transformational value added to our global premium services."

Managing Partner,
A leader in premium international airfares

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.
Digital Technologies (Figures in INR Crore)

- 43% of total revenue contribution
- Grew at 16.6% YoY and 7.4% QoQ in Q3FY23
- 2.2% EBIT margin in Q3FY23, down 614 bps YoY
- In Digital Technologies, in IT there is foundational shift to the growth of cloud over on-premises for new IT spending. Overall IT spending is estimated to grow at CAGR of 5% to $5.3 Bn in 2025. Intelligent Process Automation market is growing at CAGR of 20-25% and is estimated to reach $12Bn in 2025. (Source: Everest Group, Gartner).

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.

Datamatics’ flexible approach and their culture of adoption has made them a tremendously valuable partner.

Vice President - IT,
A global automotive services & management solutions company
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

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  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)

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  Datamatics featured in 2022 Gartner Magic Quadrant for F&A
Our Growth Performance (Figures in INR Crore)

Consolidated Revenue

<table>
<thead>
<tr>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>9MFY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>442</td>
<td>550</td>
<td>734</td>
<td>828</td>
<td>816</td>
<td>852</td>
<td>910</td>
<td>1,134</td>
<td>1,203</td>
<td>1,201</td>
<td>1,043</td>
<td></td>
</tr>
</tbody>
</table>

10.5% CAGR

Consolidated PAT

<table>
<thead>
<tr>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>9MFY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>31</td>
<td>58</td>
<td>49</td>
<td>44</td>
<td>64</td>
<td>72</td>
<td>84</td>
<td>62</td>
<td>84</td>
<td>155</td>
<td>127</td>
</tr>
</tbody>
</table>

18.6% CAGR

Revenue by Business

<table>
<thead>
<tr>
<th>Q3FY21</th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
<th>Q1FY23</th>
<th>Q2FY23</th>
<th>Q3FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>12%</td>
<td>13%</td>
<td>14%</td>
<td>13%</td>
<td>14%</td>
<td>13%</td>
<td>14%</td>
<td>15%</td>
<td>16%</td>
</tr>
<tr>
<td>36%</td>
<td>45%</td>
<td>43%</td>
<td>42%</td>
<td>41%</td>
<td>45%</td>
<td>45%</td>
<td>42%</td>
<td>41%</td>
</tr>
<tr>
<td>52%</td>
<td>42%</td>
<td>43%</td>
<td>45%</td>
<td>45%</td>
<td>42%</td>
<td>41%</td>
<td>43%</td>
<td>43%</td>
</tr>
</tbody>
</table>
Growth Strategy & Investment Rationale
Growth Strategy

- Deep in Digital
- Focus on Product and Platforms
- Automatic Fare Collection (AFC)
- Increase Account Penetration
- Invest in Branding and Marketing
Investment Rationale: Business

**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

**Deep in Digital**
- Offers Digital Operations, Digital Technologies and Digital Experiences to boost productivity, customer experience, and competitive advantage

**Leading Indian company in AFC**
- Executed over 30 marquee projects across the globe
- Strong pipeline in India & USA
Financial Performance
Key Performance Indicators
(Figures in INR Crore)

<table>
<thead>
<tr>
<th>Revenues</th>
<th>EBITDA &amp; Margins (%)</th>
<th>EBIT &amp; Margins %</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18: 910</td>
<td>FY18: 82 (9.0%)</td>
<td>FY18: 62 (6.8%)</td>
</tr>
<tr>
<td>FY19: 1,134</td>
<td>FY19: 134 (11.8%)</td>
<td>FY19: 108 (9.5%)</td>
</tr>
<tr>
<td>FY20: 1,203</td>
<td>FY20: 124 (10.3%)</td>
<td>FY20: 87 (7.2%)</td>
</tr>
<tr>
<td>FY21: 1,149</td>
<td>FY21: 142 (12.4%)</td>
<td>FY21: 103 (8.9%)</td>
</tr>
<tr>
<td>FY22: 1,201</td>
<td>FY22: 193 (16.1%)</td>
<td>FY22: 160 (13.3%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PAT after NCI &amp; PAT after NCI %</th>
<th>ROE &amp; ROCE</th>
<th>Debt / Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18: 64 (6.9%)</td>
<td>FY18: 10.1</td>
<td>FY18: 66</td>
</tr>
<tr>
<td>FY19: 75 (6.5%)</td>
<td>FY19: 12.9</td>
<td>FY19: 583</td>
</tr>
<tr>
<td>FY20: 64</td>
<td>FY20: 15.8</td>
<td>FY20: 36</td>
</tr>
<tr>
<td>FY21: 80</td>
<td>FY21: 13.4</td>
<td>FY21: 679</td>
</tr>
<tr>
<td>FY22: 157</td>
<td>FY22: 11.4</td>
<td>FY22: 708</td>
</tr>
</tbody>
</table>

CAGR 7.2%
# Consolidated Financial Summary – Q3FY23

<table>
<thead>
<tr>
<th>Particulars (in INR Crore)</th>
<th>Q3FY23</th>
<th>Q2FY23</th>
<th>QoQ Growth</th>
<th>Q3FY22</th>
<th>YoY Growth</th>
<th>9MFY23</th>
<th>9MFY22</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>372.6</td>
<td>343.4</td>
<td>8.5%</td>
<td>300.8</td>
<td>23.9%</td>
<td>1042.9</td>
<td>887.8</td>
<td>17.5%</td>
</tr>
<tr>
<td>Other Income</td>
<td>10.6</td>
<td>9.6</td>
<td>10.0%</td>
<td>5.7</td>
<td>86.9%</td>
<td>33.4</td>
<td>14.2</td>
<td>135.6%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>383.2</strong></td>
<td><strong>353.0</strong></td>
<td><strong>8.6%</strong></td>
<td><strong>306.4</strong></td>
<td><strong>25.1%</strong></td>
<td><strong>1,076.3</strong></td>
<td><strong>902.0</strong></td>
<td><strong>19.3%</strong></td>
</tr>
<tr>
<td>EBITDA</td>
<td>59.0</td>
<td>51.7</td>
<td>14.2%</td>
<td>50.5</td>
<td>16.7%</td>
<td>158.4</td>
<td>141.8</td>
<td>11.7%</td>
</tr>
<tr>
<td>EBITDA Margin (%)</td>
<td>15.8%</td>
<td>15.0%</td>
<td>78Bps</td>
<td>16.8%</td>
<td>(97Bps)</td>
<td>132.3</td>
<td>117.7</td>
<td>12.5%</td>
</tr>
<tr>
<td>EBIT</td>
<td>50.2</td>
<td>42.9</td>
<td>17.1%</td>
<td>42.5</td>
<td>18.1%</td>
<td>163.3</td>
<td>130.4</td>
<td>25.3%</td>
</tr>
<tr>
<td>EBIT Margin (%)</td>
<td>13.5%</td>
<td>12.5%</td>
<td>99Bps</td>
<td>14.1%</td>
<td>(66Bps)</td>
<td>163.3</td>
<td>130.4</td>
<td>25.3%</td>
</tr>
<tr>
<td>PBT (Before Exceptional Item)</td>
<td>60.2</td>
<td>51.5</td>
<td>16.9%</td>
<td>47.6</td>
<td>26.6%</td>
<td>163.3</td>
<td>130.4</td>
<td>25.3%</td>
</tr>
<tr>
<td>PBT Margin (%)</td>
<td>15.7%</td>
<td>14.6%</td>
<td>113Bps</td>
<td>15.5%</td>
<td>19Bps</td>
<td>15.2%</td>
<td>14.5%</td>
<td>72Bps</td>
</tr>
<tr>
<td>PBT (After Exceptional Item)</td>
<td>60.2</td>
<td>51.5</td>
<td>16.9%</td>
<td>47.6</td>
<td>26.6%</td>
<td>163.3</td>
<td>140.6</td>
<td>16.2%</td>
</tr>
<tr>
<td>PAT (After non-controlling interest)</td>
<td>45.9</td>
<td>40.0</td>
<td>14.8%</td>
<td>37.0</td>
<td>24.1%</td>
<td>129.2</td>
<td>111.9</td>
<td>15.5%</td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td>12.0%</td>
<td>11.3%</td>
<td>65Bps</td>
<td>12.1%</td>
<td>(10Bps)</td>
<td>12.0%</td>
<td>12.4%</td>
<td>(40Bps)</td>
</tr>
<tr>
<td>Basic &amp; Diluted EPS (INR)</td>
<td>7.78</td>
<td>6.78</td>
<td>14.8%</td>
<td>6.27</td>
<td>24.1%</td>
<td>21.92</td>
<td>18.98</td>
<td>15.5%</td>
</tr>
</tbody>
</table>
Consolidated Financial Highlights – Q3FY23
(Figures in INR Crore)

Operating Revenues
- Q3 FY22: 300.8
- Q2 FY23: 343.4
- Q3 FY23: 372.6

EBITDA & EBITDA %
- Q3 FY22: 16.8%
- Q2 FY23: 15.0%
- Q3 FY23: 15.8%

EBIT & EBIT %
- Q3 FY22: 14.1%
- Q2 FY23: 12.5%
- Q3 FY23: 13.5%

PAT after NCI & PAT after NCI %
- Q3 FY22: 12.1%
- Q2 FY23: 11.3%
- Q3 FY23: 12.0%

- ▲ 8.5% QoQ
- ▲ 23.9% YoY
- ▲ 14.2% QoQ
- ▲ 16.7% YoY
- ▲ 17.1% QoQ
- ▲ 18.1% YoY
- ▲ 14.8% QoQ
- ▲ 24.1% YoY
Balance Sheet Metrics – 9MFY23
(Figures in INR Crore)

Days Sales Outstanding (DSO)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of days</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20</td>
<td>85</td>
</tr>
<tr>
<td>FY21</td>
<td>65</td>
</tr>
<tr>
<td>FY22</td>
<td>74</td>
</tr>
<tr>
<td>9MFY23</td>
<td>68</td>
</tr>
</tbody>
</table>

Total Cash & Investments (Net of debt)

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount (INR Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20</td>
<td>126.9</td>
</tr>
<tr>
<td>FY21</td>
<td>262.0</td>
</tr>
<tr>
<td>FY22</td>
<td>428.4</td>
</tr>
<tr>
<td>9MFY23</td>
<td>454.7</td>
</tr>
</tbody>
</table>
Revenue Segment Analysis – Q3FY23
(Figures in INR Crore)

Digital Operations
Revenue & EBIT Margin (%)

- Q3 FY22: 17.2%
- Q2 FY23: 22.7%
- Q3 FY23: 19.5%

Digital Experiences
Revenue & EBIT Margin (%)

- Q3 FY22: 24.0%
- Q2 FY23: 25.4%
- Q3 FY23: 27.8%

Digital Technologies
Revenue & EBIT Margin (%)

- Q3 FY22: 8.3%
- Q2 FY23: 136.1
- Q3 FY23: 158.7

Note: In Q1FY23, the company has reclassified its business into 3 segments i.e. Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated accordingly.
Revenue Segment Analysis – Q3FY23

### Revenue by Industry
- BFSI: 24%
- Education & Publishing: 22%
- Technology & Consulting: 16%
- Manufacturing, Infra & Logistics: 12%
- Retail: 8%
- Not for Profit/Govt.: 13%
- Other: 5%

### Revenue by Geography
- USA: 54%
- India: 29%
- UK & Europe: 11%
- ROW: 6%
Client Concentration – Q3FY23

Client concentration maintained at a comfortable level

<table>
<thead>
<tr>
<th>Top 5</th>
<th>Top 10</th>
<th>Top 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY22</td>
<td>Q3FY23</td>
<td>Q3FY22</td>
</tr>
<tr>
<td>27%</td>
<td>41%</td>
<td>53%</td>
</tr>
<tr>
<td>24%</td>
<td>37%</td>
<td>52%</td>
</tr>
</tbody>
</table>

Q3FY22 vs Q3FY23
Key Deal Wins – Q3FY23

A US based Fortune 500 engineering company selects Datamatics for digitizing Finance & Accounting operations

A US based electric utility company selects Datamatics for Digital Business Automation

A leading general insurance company selects Datamatics for digitizing health and motor claim process

A UN health agency selects Datamatics for legacy application modernization

A leading International Organisation selects Datamatics for digital transformation

A US based contact center selects Datamatics for next-generation digital services

World’s leading manufacturer of wheels for vehicles selects Datamatics for next-generation digital services

A US based leading logistics company to automate data collection process using intelligent automation platform
Recognition
### Key Analyst Coverage

<table>
<thead>
<tr>
<th>Analyst</th>
<th>Report/Matrix</th>
<th>Rating</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td><strong>Gartner</strong></td>
<td>2022 Gartner Magic Quadrant for Finance &amp; Accounting BPO Services</td>
<td>Niche Player</td>
<td>Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2022</td>
</tr>
<tr>
<td><strong>Everest Group PEAK Matrix</strong></td>
<td>Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2022</td>
<td>Major Contender</td>
<td>Provider Lens™ – IA Services and Solutions 2022</td>
</tr>
<tr>
<td><strong>NelsonHall</strong></td>
<td>Featured in Transforming Financial Services with Cloud, SaaS, and BPaaS Services</td>
<td>Major Contender</td>
<td>Recognized Datamatics among 44 Global IDP Vendors in “unlock the data in your documents to transform processing”</td>
</tr>
<tr>
<td><strong>Everest Group PEAK Matrix</strong></td>
<td>Featured in Intelligent Document Processing (IDP) Products PEAK Matrix – 2022</td>
<td>Major Contender</td>
<td>Featured in Customer Experience Management (CXM) in the America- Provider Compendium 2023</td>
</tr>
</tbody>
</table>
Shareholder Value Creation

**Total Shareholder Return**

<table>
<thead>
<tr>
<th>Returns</th>
<th>Datamatics</th>
<th>BSE IT</th>
<th>Sensex</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Year</td>
<td>-19.4%</td>
<td>-21.8%</td>
<td>0.5%</td>
</tr>
<tr>
<td>3 Year</td>
<td>251.3%</td>
<td>85.3%</td>
<td>47.0%</td>
</tr>
<tr>
<td>5 Year</td>
<td>110.6%</td>
<td>142.7%</td>
<td>73.1%</td>
</tr>
</tbody>
</table>

**Relative Stock Price Performance**

- Sensex
- BSE IT
- Datamatics
Thank You

For Further Queries Contact:

Mr. Sandeep Mantri
Chief Financial Officer

investorrelations@datamatics.com

Pratik Jagtap / Asha Gupta

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asha.gupta@in.ey.com