



DATAMATICS

Investor Presentation – Q4FY22

28th April 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



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 12,010.5 Mn Revenue FY22
10.5% 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

300+ Significant Customers Worldwide
Added 104 new clients in FY22



Total Headcount

10,744
Attrition (Annualized) 30%



Healthy Financials

INR 3,777.8 Mn
Total Cash & Cash Equivalent plus
Liquid Investments (net of debt)

Recommended final dividend of 25% i.e. INR 1.25/- per share. Total dividend with interim dividend for FY22 is 75% i.e. INR 3.75/-

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



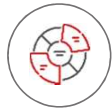
- Finance & Accounting
- Customer Management
- Banking Process Management
- Insurance Process Management
- Publishing
- Retail /e-Commerce
- BPaaS

TruCap⁺

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

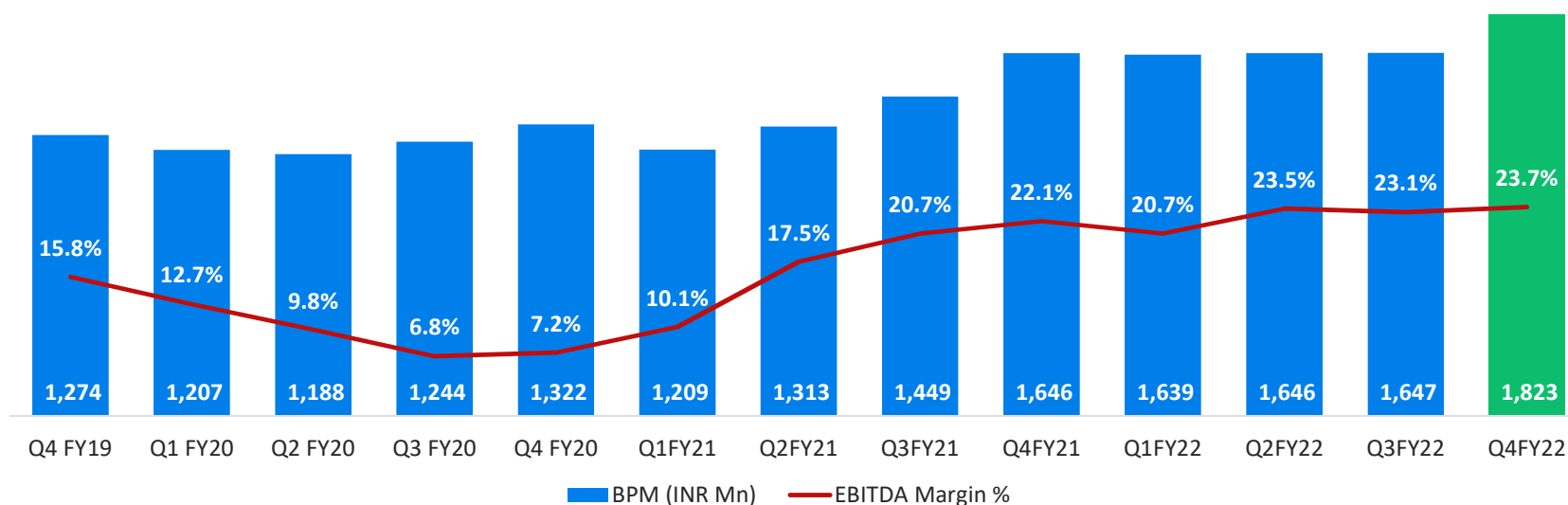
TruFare

A.I.

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

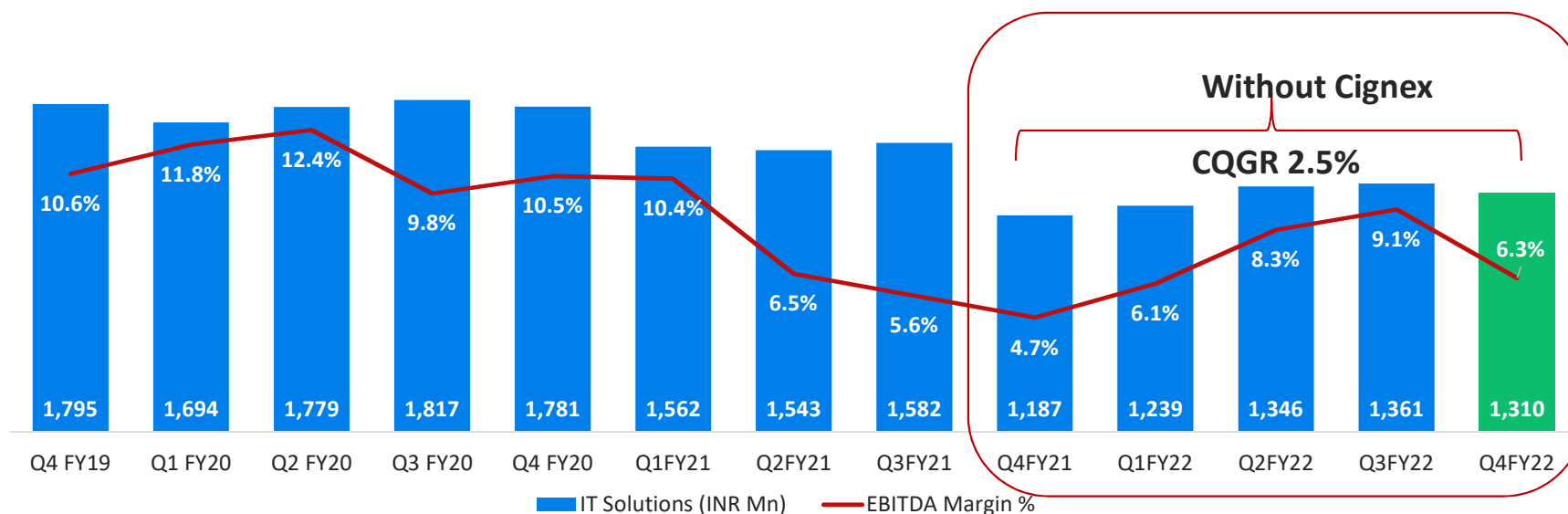


Strong and Consistent Growth in BPM business



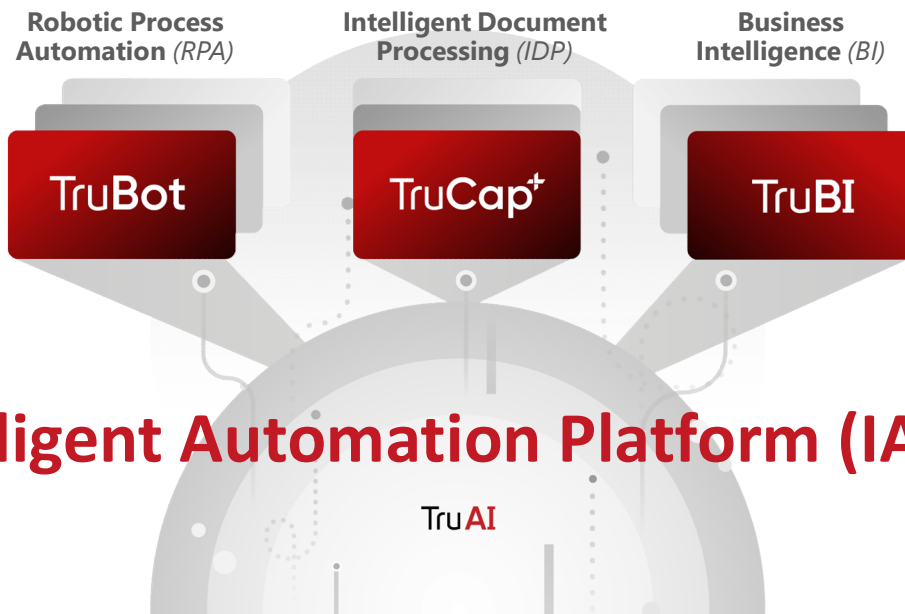
- 23.7% EBITDA margin in Q4FY22, up 163 bps YoY
- 58% of total revenue contribution
- Grew at 10.7% YoY and 10.6% QoQ in Q4FY22
- The global BPM market is projected to total \$270 Billion in 2022, an increase of around 7% from 2021. BPM market is likely to grow at around same rate and is estimated to be \$290 Billion in 2023. *(Source: Everest Group)*

IT Solutions (Figures in INR Million)



- **6.3%** EBITDA margin in Q4FY22. Adjusted EBITDA margin of **10.9%** without considering investment in products
- 42% 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 \$4.4 trillion in 2022, an increase of 4.0% from 2021. IT spending is likely to accelerate to 5.5% in 2023 to \$4.6 Trillion. *(Source: Gartner)*

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 projected to reach \$30 Billion in 2022 and is forecasted to grow at a CAGR of 18.8%, thereby amounting to over \$46 Billion by end of 2025.

Analysts Recognitions



Highly Rated by Customers Globally



4.6 / 5



4.7 / 5



8.1 / 10

Journey So Far...



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

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

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



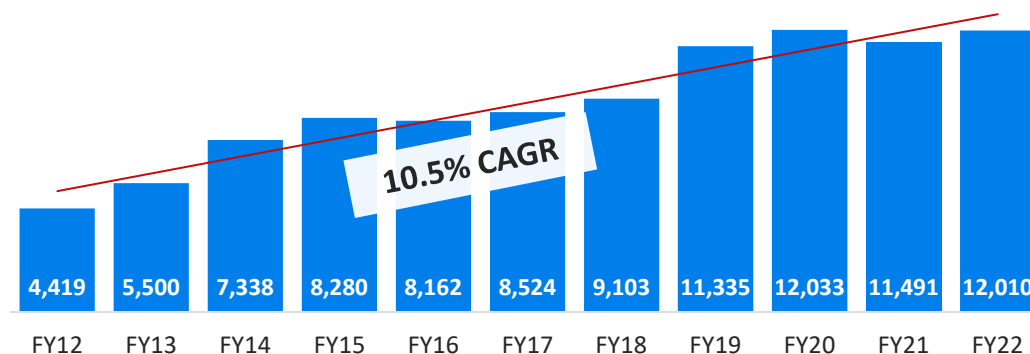
1992	India's 1 st e-publishing co
1998	1 st in India & 2nd in the world to obtain ISO 9002 certification in e-publishing
1999	Most innovative S/W product awarded by the Prime Minister of India

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)

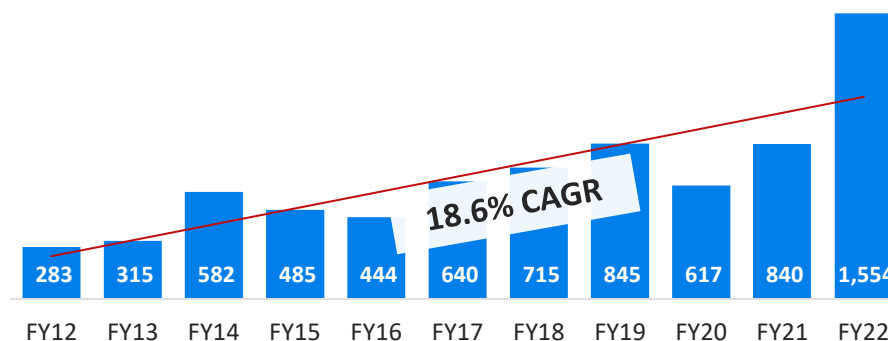
Our Growth Performance (Figures in INR Million)



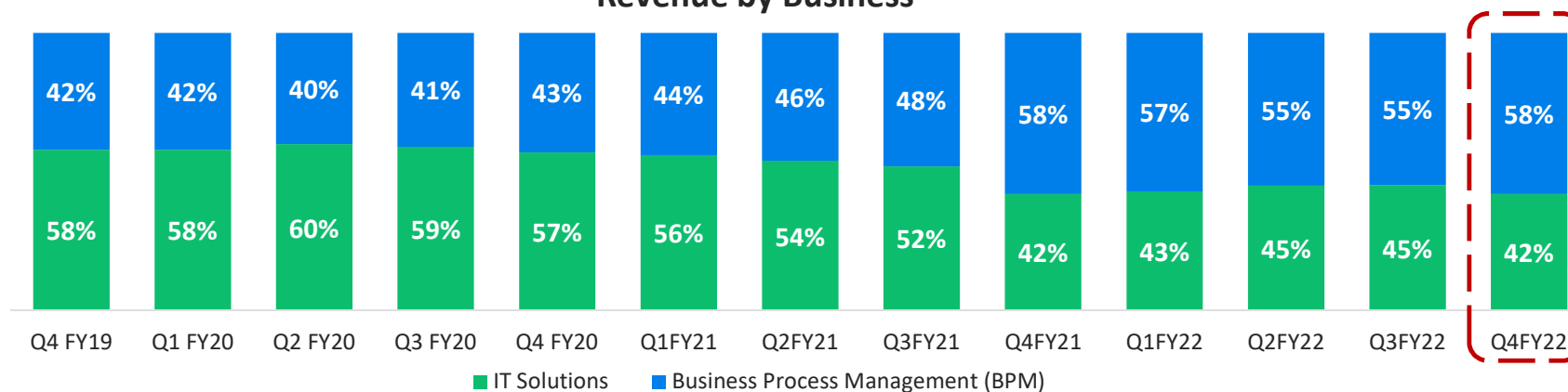
Consolidated Revenue



Consolidated PAT



Revenue by Business





01

About Datamatics

02

**Growth Strategy &
Investment Rationale**

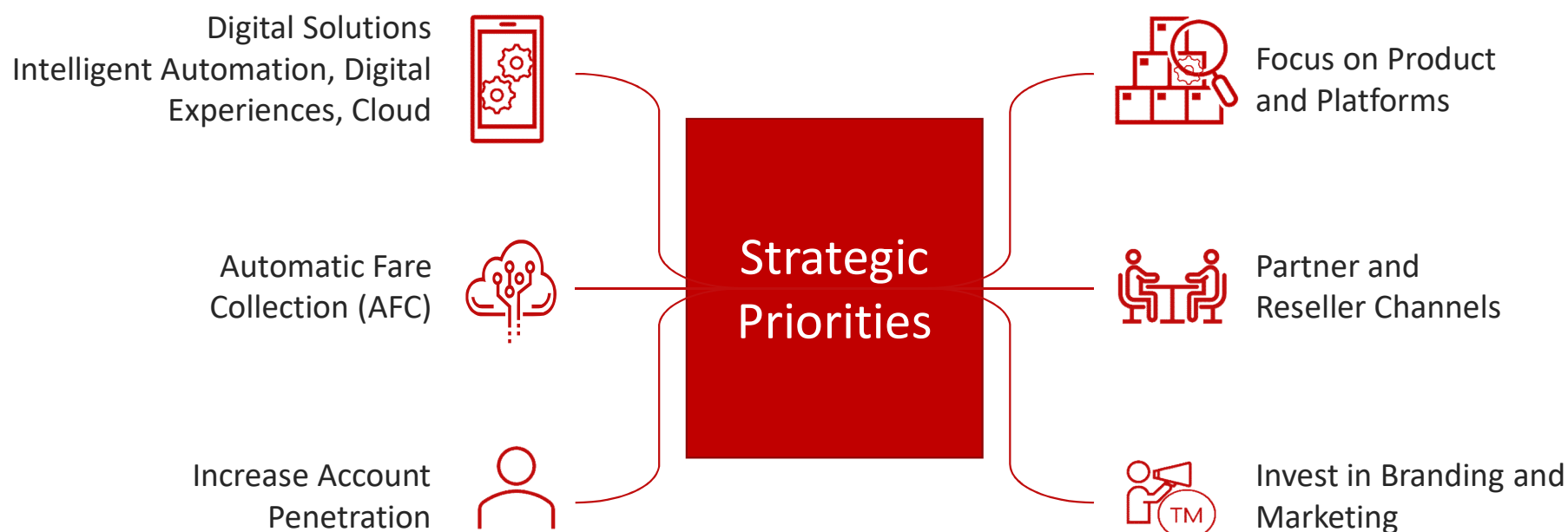
03

Financial Performance

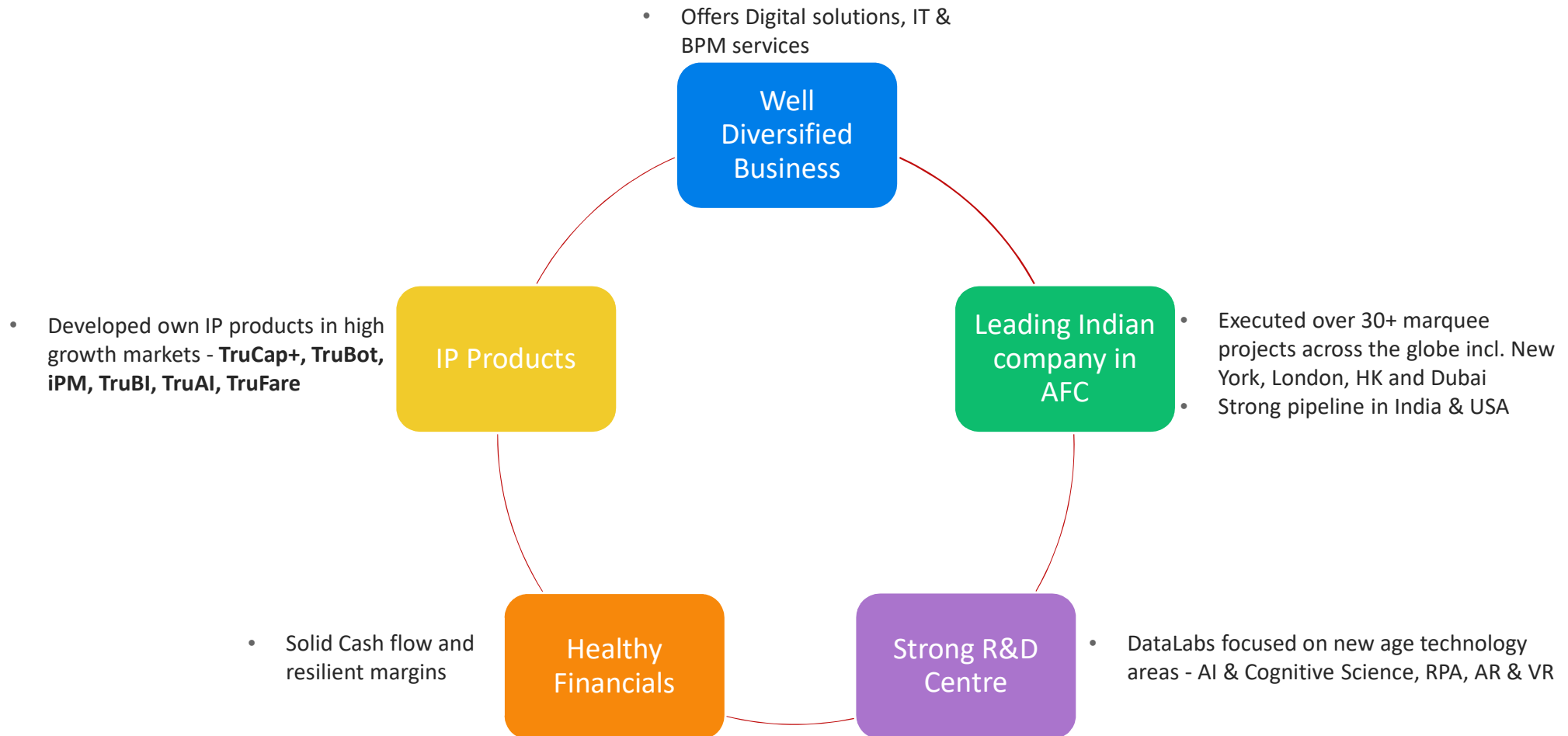
04

Awards & Recognition

Growth Strategy



Investment Rationale: Business





01

About Datamatics

02

Growth Strategy &
Investment Rationale

03

Financial Performance

04

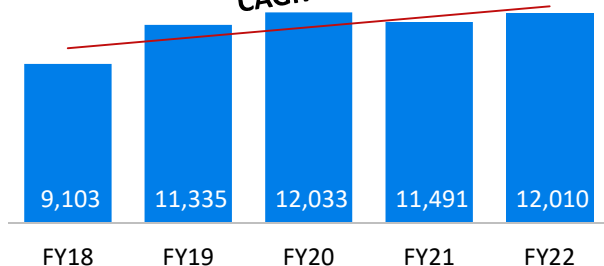
Awards & Recognition

Key Performance Indicators (Figures in INR Million)

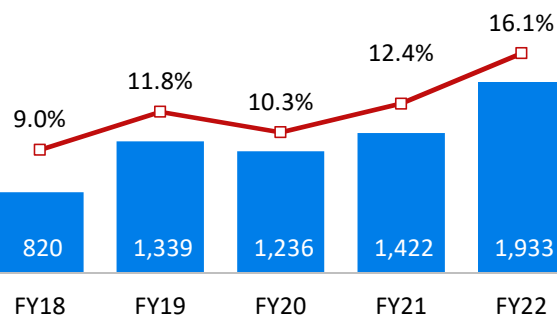


Revenues

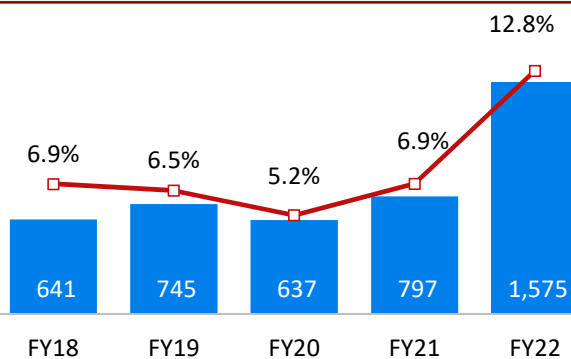
CAGR 7.2%



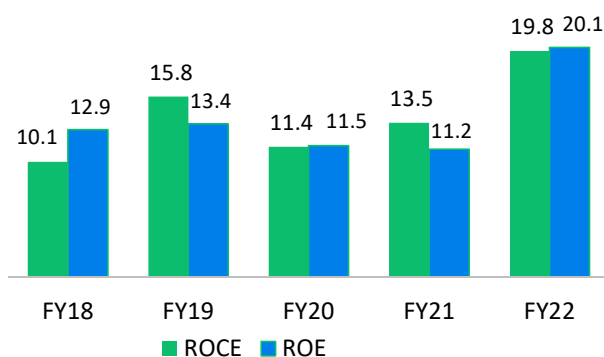
EBITDA & Margins (%)



PAT after NCI & PAT after NCI %

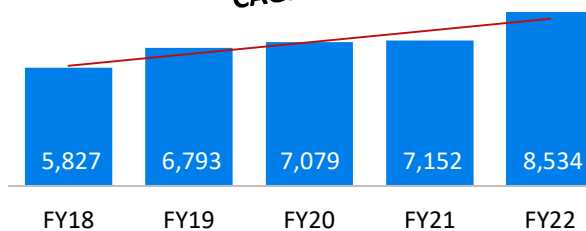


ROE & ROCE

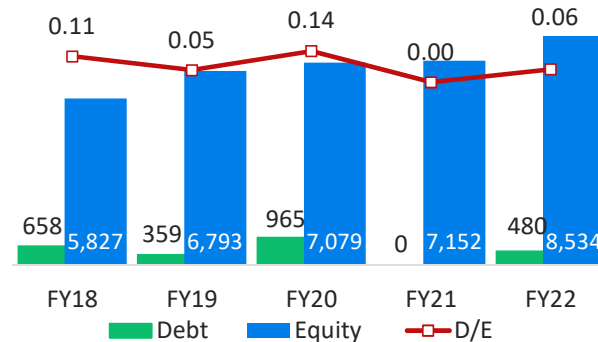


Net Worth

CAGR 10.0%



Debt / Equity



Consolidated Financial Summary – Q4FY22

(Financials excluding Cignex Datamatics divested in Q4FY21)



Without Cignex

Particulars (in INR Mn)	Q4FY22	Q3FY22	QoQ Growth	Q4FY21	YoY Growth	FY22	FY21	YoY Growth
Revenue from Operations	3,133.0	3,007.7	4.2%	2,832.9	10.6%	12,010.5	10,229.8	17.4%
Other Income	121.5	56.7	114.2%	44.6	172.5%	263.3	105.5	149.5%
Total Revenue	3,254.4	3,064.4	6.2%	2,877.5	13.1%	12,273.8	10,335.4	18.8%
EBITDA	514.7	505.1	1.9%	418.5	23.0%	1,932.7	1,227.1	57.5%
<i>EBITDA Margin (%)</i>	16.4%	16.8%	(36Bps)	14.8%	166Bps	16.1%	12.0%	410Bps
PBT (Before Exceptional Item)	530.0	476.0	11.3%	359.1	47.6%	1,833.8	916.6	100.1%
<i>PBT (After Exceptional Item)</i>	515.0	476.0	8.2%	345.7	49.0%	1,920.5	903.2	112.6%
PAT (After non-controlling interest)	456.2	369.7	23.4%	286.6	59.2%	1,574.8	715.7	120.0%
<i>PAT Margin (%)</i>	14.0%	12.1%	195Bps	10.0%	406Bps	12.8%	6.9%	591Bps
Basic EPS (INR)	7.73	6.27	23.2%	4.86	59.0%	26.71	12.14	120.0%
Diluted EPS (INR)	7.73	6.27	23.2%	4.86	59.0%	26.71	12.14	120.0%

Consolidated Financial Summary – Q4FY22

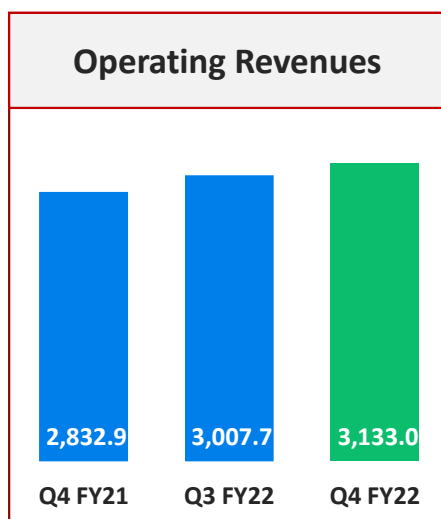
(Financials including Cignex Datamatics divested in Q4FY21)



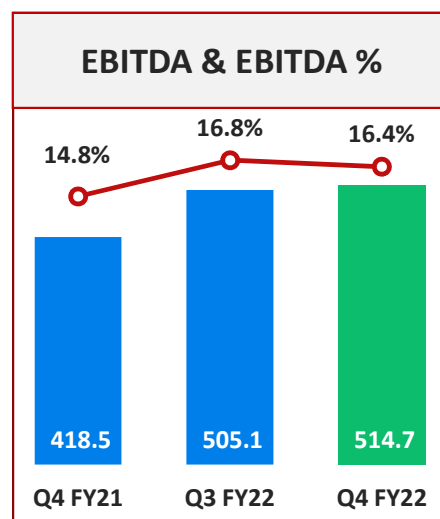
Particulars (in INR Mn)	Q4FY22	Q3FY22	QoQ Growth	Q4FY21	YoY Growth	FY22	FY21	YoY Growth
Revenue from Operations	3,133.0	3,007.7	4.2%	2,832.9	10.6%	12,010.5	11,490.5	4.5%
Other Income	121.5	56.7	114.2%	44.6	172.5%	263.3	107.5	144.9%
Total Revenue	3,254.4	3,064.4	6.2%	2,877.5	13.1%	12,273.8	11,598.0	5.8%
EBITDA	514.7	505.1	1.9%	418.5	23.0%	1,932.7	1,422.4	35.9%
EBITDA Margin (%)	16.4%	16.8%	(36Bps)	14.8%	166Bps	16.1%	12.4%	371Bps
PBT (Before Exceptional Item)	530.0	476.0	11.3%	359.1	47.6%	1,833.8	1,107.1	65.6%
PBT (After Exceptional Item)	515.0	476.0	8.2%	345.7	49.0%	1,920.5	1,093.7	75.6%
PAT (After non-controlling interest)	456.2	369.7	23.4%	286.6	59.2%	1,574.8	797.5	97.5%
PAT Margin (%)	14.0%	12.1%	195Bps	10.0%	406Bps	12.8%	6.9%	595Bps
Basic EPS (INR)	7.73	6.27	23.2%	4.86	59.0%	26.71	13.53	97.5%
Diluted EPS (INR)	7.73	6.27	23.2%	4.86	59.0%	26.71	13.53	97.5%

Quarterly Consolidated Financial Highlights Q4FY22

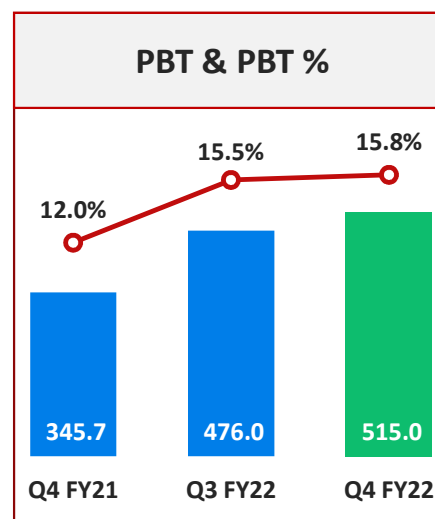
(Figures in INR Million)



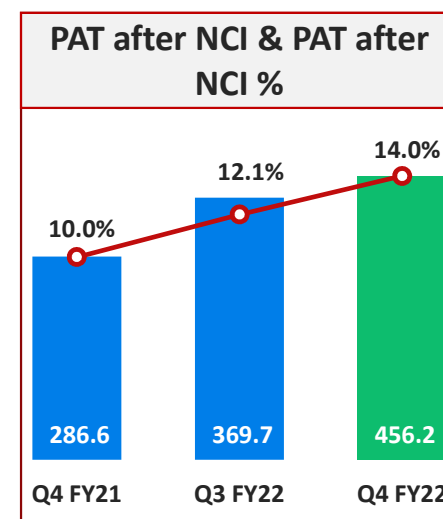
▲ 4.2% QoQ
▲ 10.6% YoY



▲ 1.9% QoQ
▲ 23.0% YoY



▲ 8.2% QoQ
▲ 49.0% YoY



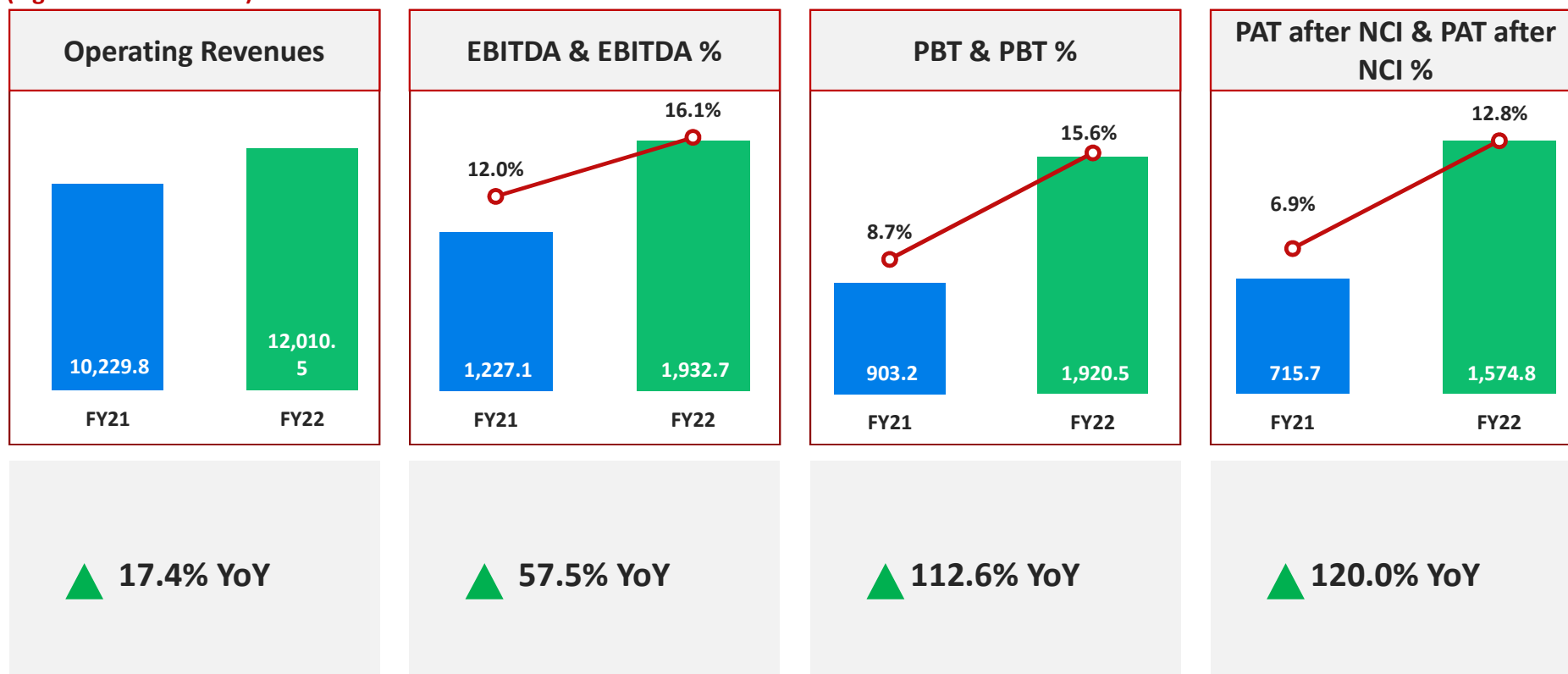
▲ 23.4% QoQ
▲ 59.2% YoY

Annual Consolidated Financial Highlights FY22

(Financials excluding Cignex Datamatics divested in FY21)



(Figures in INR Million)

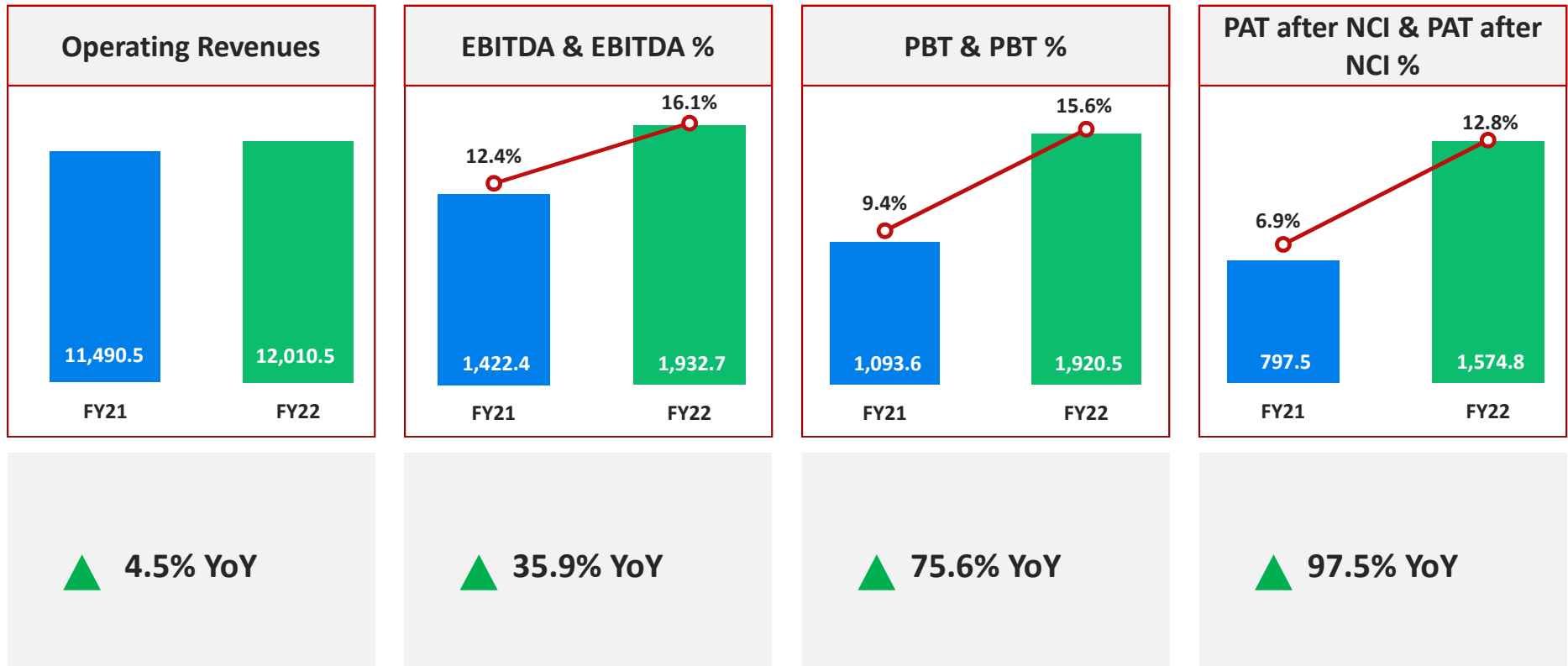




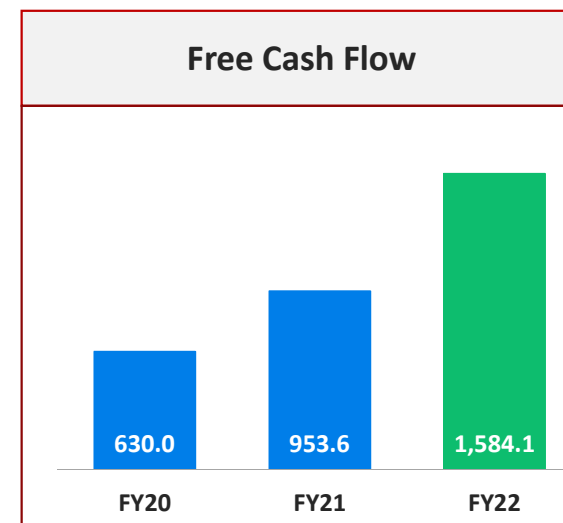
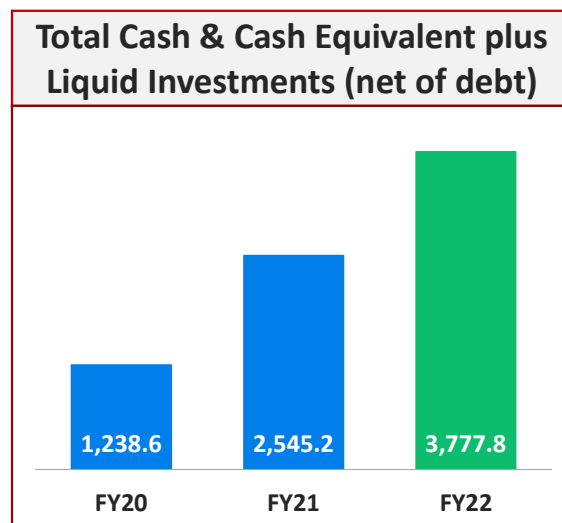
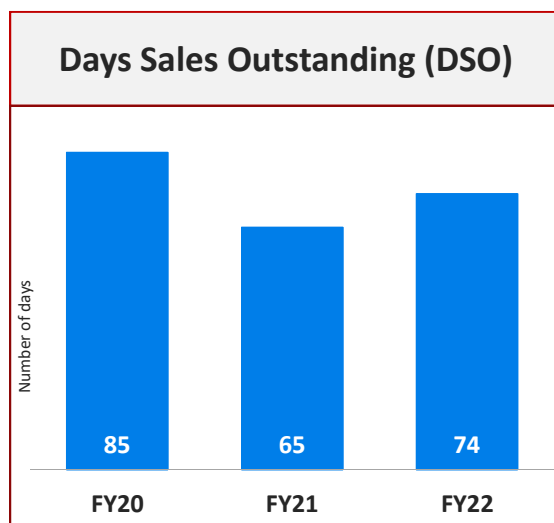
Consolidated Financial Highlights FY22

(Financials including Cignex Datamatics divested in FY21)

(Figures in INR Million)



Balance Sheet Metrics – FY22 – Consolidated (Figures in INR Million)



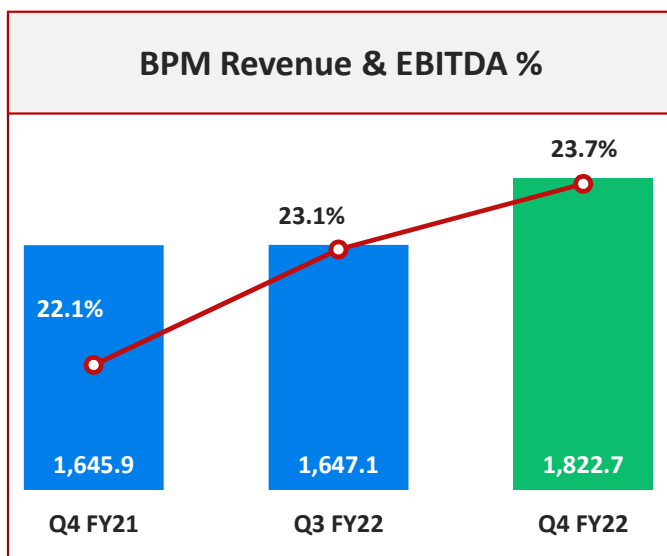
FCF to PAT after NCI:

FY22: 100.6%

FY21: 119.6%

FY20: 98.8%

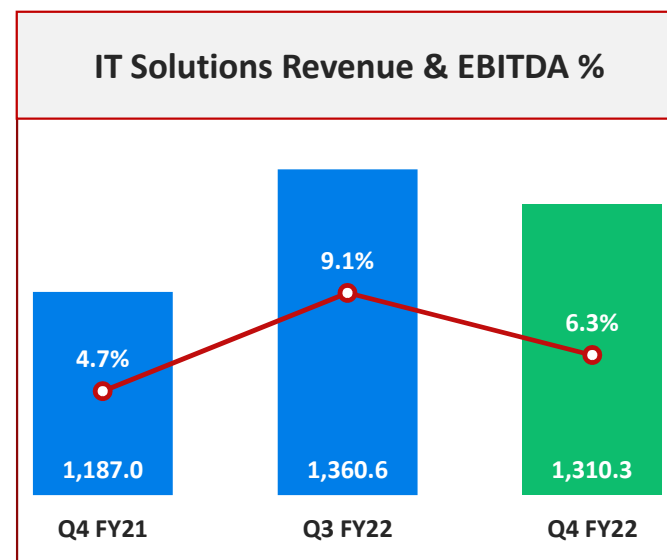
Quarterly Revenue Segment Analysis – Q4FY22 (Figures in INR Million)



10.6% QoQ



10.7% YoY

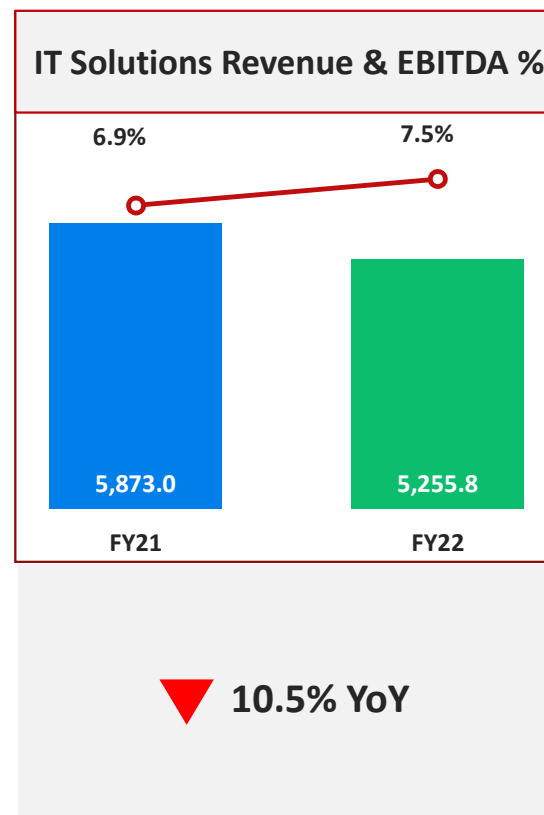
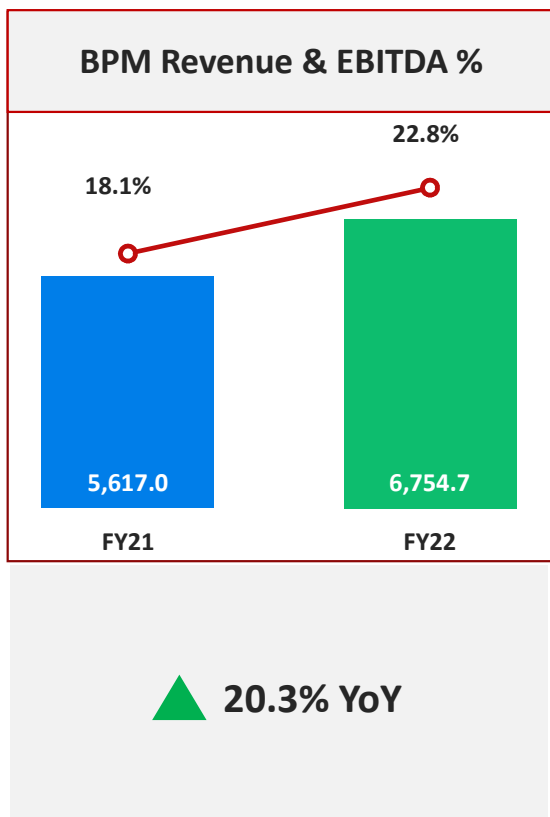


3.7% QoQ



10.4% YoY

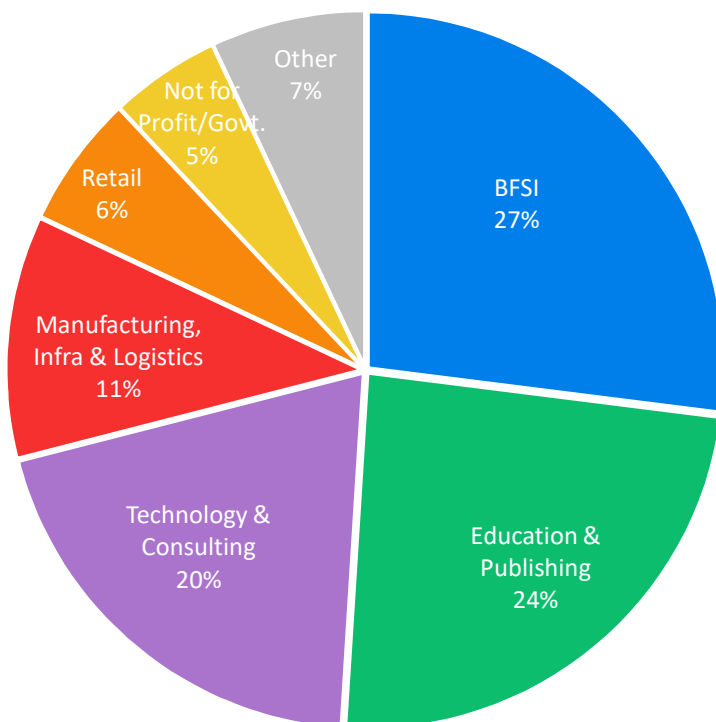
Annual Revenue Segment Analysis – FY22 (Figures in INR Million)



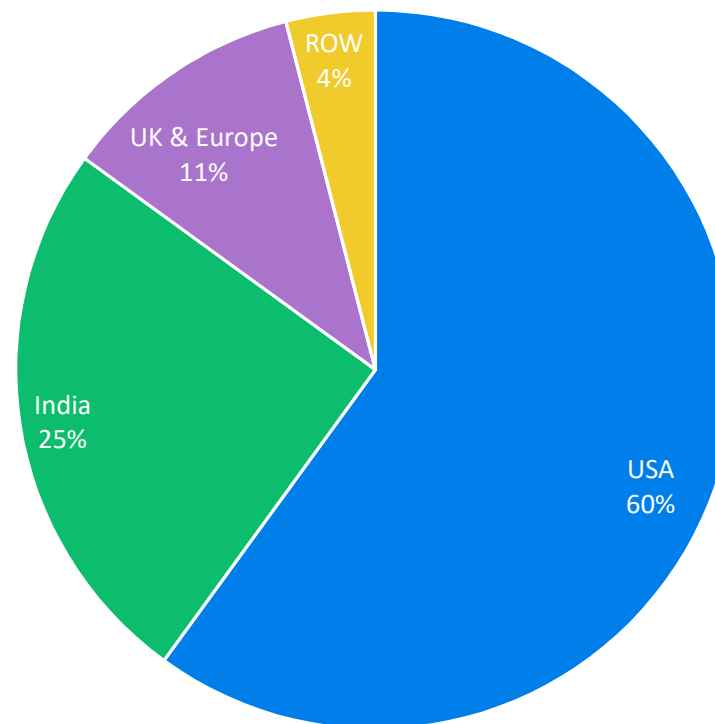
Quarterly Revenue Segment Analysis – Q4FY22



Revenue by Industry



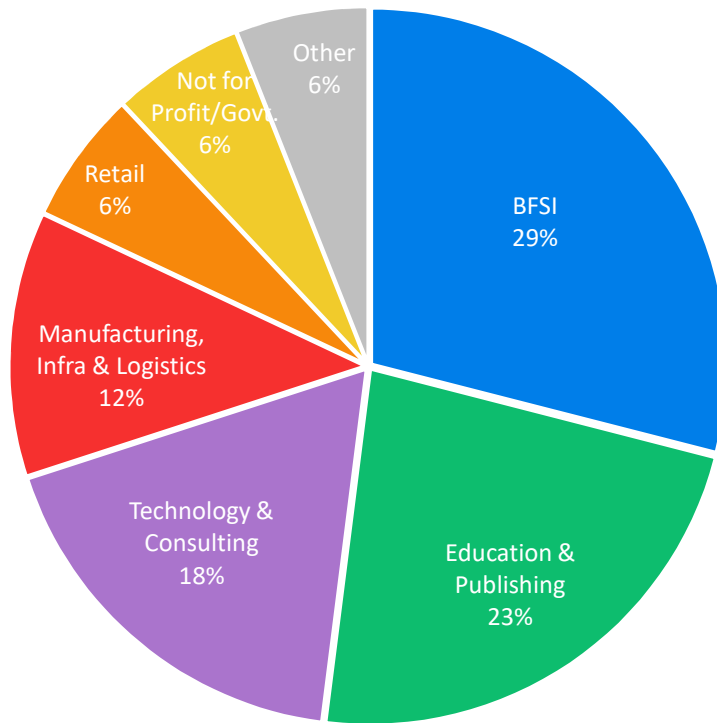
Revenue by Geography



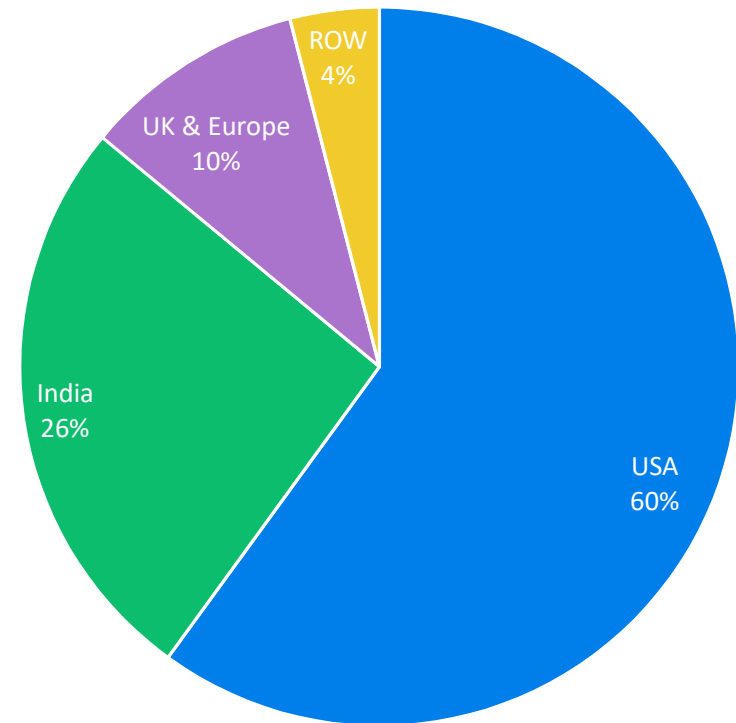
Annual Revenue Segment Analysis – FY22



Revenue by Industry



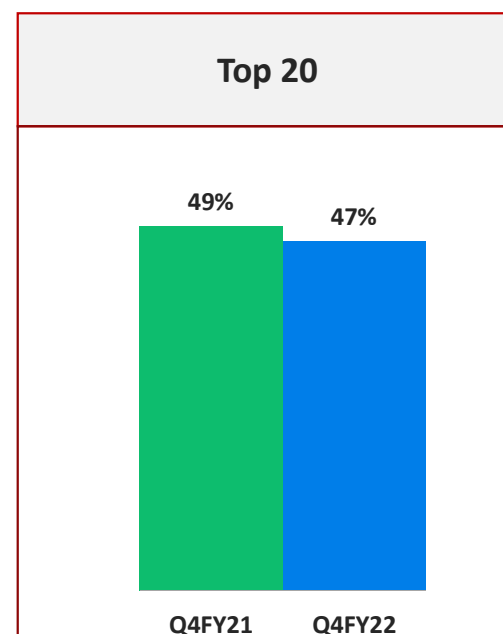
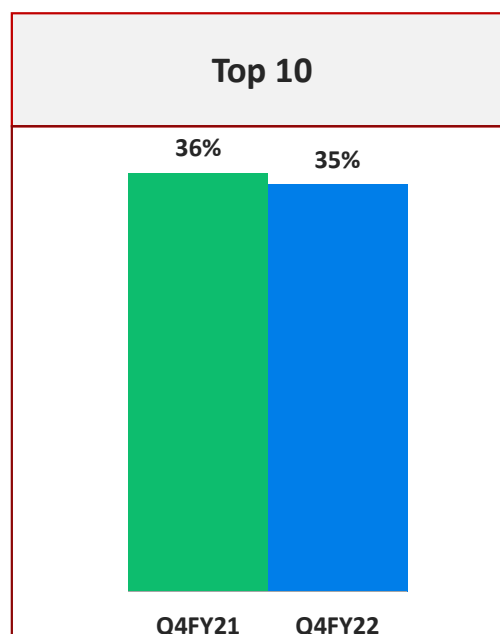
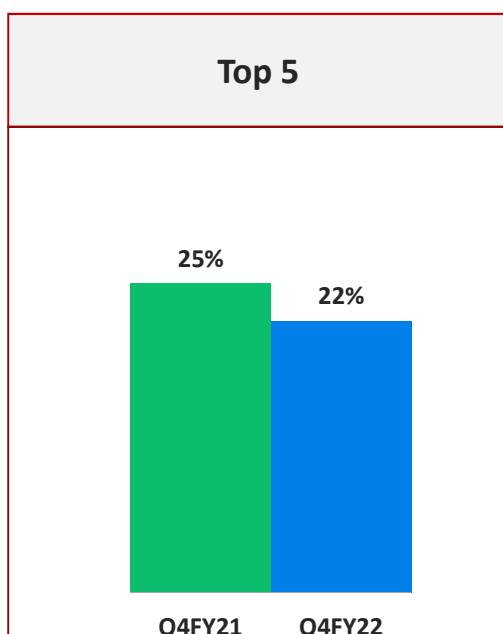
Revenue by Geography



Quarterly Client Concentration – Q4FY22



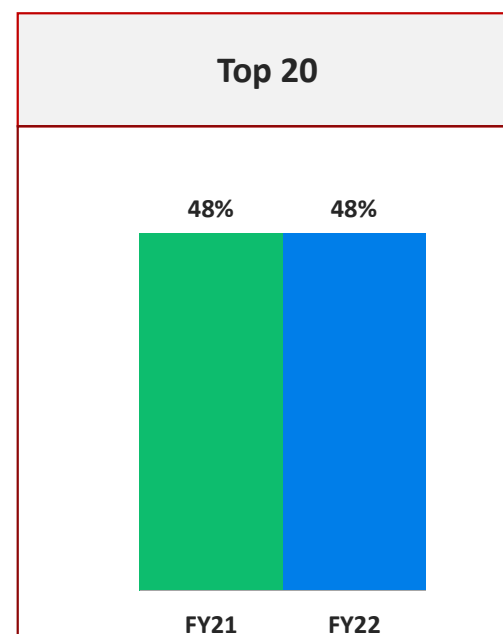
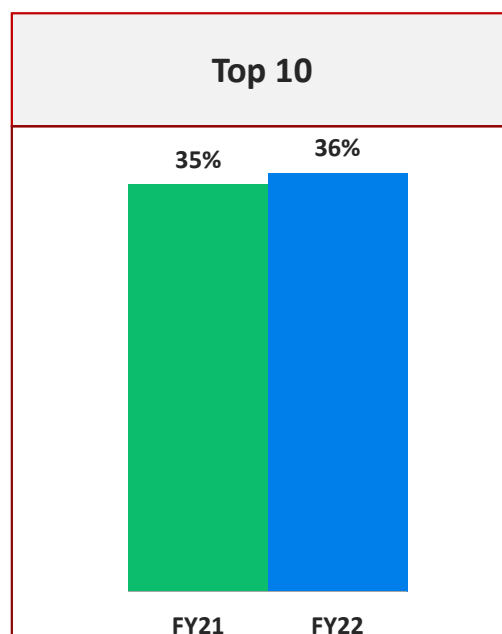
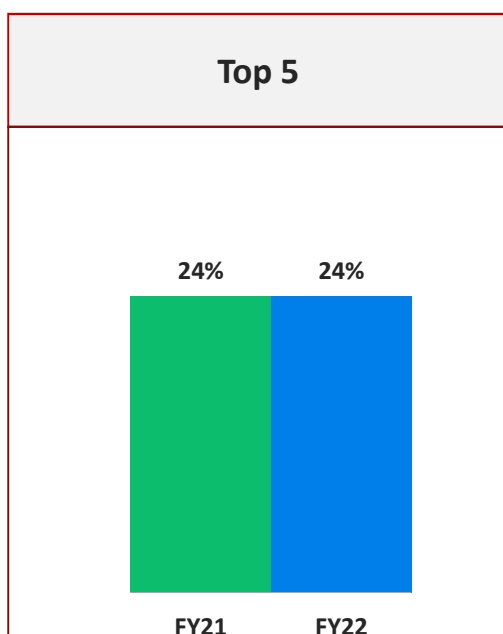
Client concentration maintained at a comfortable level



Annual Client Concentration – FY22



Client concentration maintained at a comfortable level



Key Deal Wins in Q4FY22



A **US based market research company** selects Datamatics for **next-generation digital services**

A leading **International Non-Profit Organization** selects Datamatics for **managing and modernizing their legacy applications**

A **US based global BPO company** selects Datamatics for **cloud migration** services and **implementation of TruBI** data visualization product on cloud

A **global leader in premium airfares** selects Datamatics for **digital technology support**

A **process transformation company** selects Datamatics for **customer management solutions** through next-generation digital technology

Expanded relationship with a **large bank** for **automating critical business processes**



01

About Datamatics

02

Growth Strategy &
Investment Rationale

03

Financial Performance

04

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™
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®

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

Everest Group
PEAK™
MATRIX

Aspirants

Digital Interactive Experience (IX) Services PEAK Matrix® Assessment 2022

Gartner®

Featured in the latest Market Guide for Artificial Intelligence Service Providers

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

Gartner®

Featured in the latest Market Guide for Intelligent Document Processing Solutions (IDP)

Quadrant
Knowledge Leaders

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

Rail Analysis India Award 2022 for AFC technology for Innovation in Contactless Travel Solutions



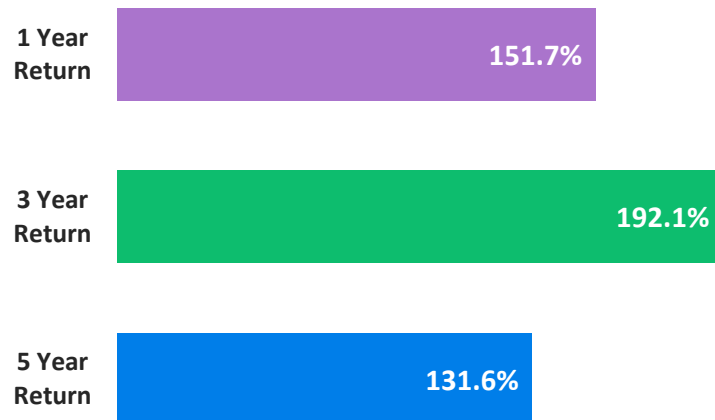
Winner

IMC Digital Technology Award for its Digital Workplace solution 2020

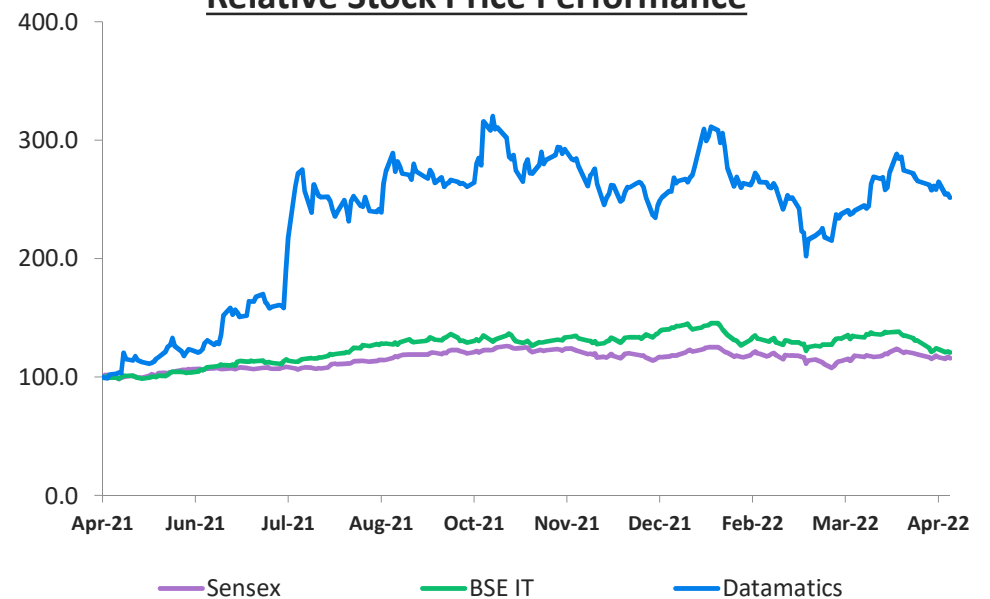
Shareholder Value Creation



Total Shareholder Return



Relative Stock Price Performance





Thank You!

For Further Queries Contact:

Mr. Sandeep Mantri
Chief Financial Officer

✉ investorrelations@datamatics.com

Diwakar Pingle / Asha Gupta

✉ Diwakar.Pingle@in.ey.com

✉ Asha.Gupta@in.ey.com