

DATAMATICS

April 28, 2023

To,
Corporate Communication Department
BSE Limited
Phiroze Jeejeeboy Towers,
Dalal street, Mumbai - 400 001.
BSE Scrip Code : 532528

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051.
Symbol: DATAMATICS

Sub.: Investor Presentation on Audited Financial Results for Q4 & FY23

With reference to the captioned regulation, please find attached presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2023.

The presentation will also be hosted on website of the Company www.datamatics.com.

Kindly take the above on your record.

Thanking you,

For Datamatics Global Services Limited

Divya Kumat
EVP, Chief Legal Officer and Company Secretary
(FCS: 4611)
Encl.: As above

DATAMATICS GLOBAL SERVICES LTD.

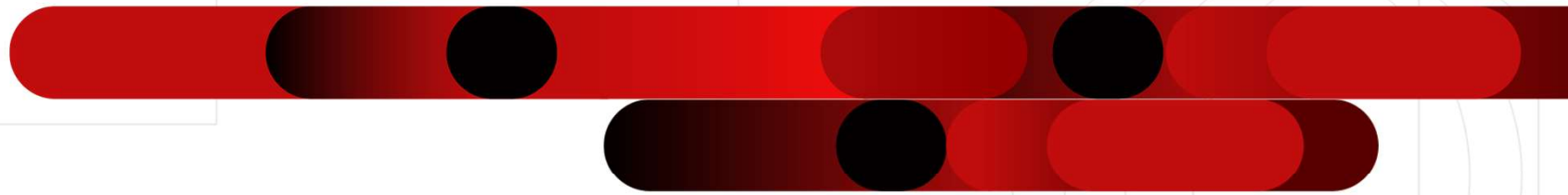
Knowledge Centre, Plot 58, Street No. 17, MIDC, Andheri (East), Mumbai - 400 093. INDIA | Tel: +91 (22) 6102 0000/1/2
| Fax : +91 (22) 2834 3669 | CIN: L72200MH1987PLC045205 | business@datamatics.com | www.datamatics.com

DATAMATICS

Investor Presentation

Q4FY23

28th April 2023





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



Strong Revenue and PAT Growth FY23

Revenue INR 1,459 Crore up by 21.5%;
PAT INR 189 Crore up by 20%



Healthy Financials

Total Cash and Investments
INR 498 Crore



Products

TruCap+, TruBot, iPM, TruBI, TruAI,
TruFare



Clientele

300+ Significant Customers
Worldwide
Added 21 new clients in Q4 FY23

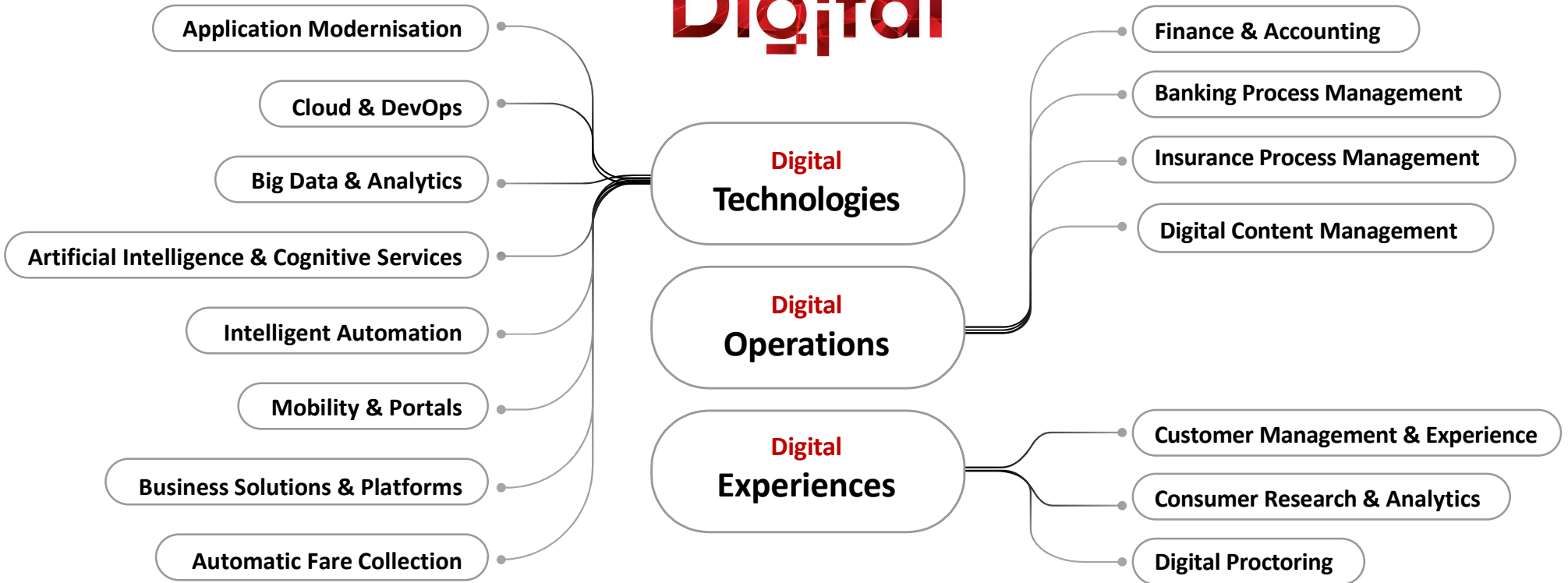


Attrition

24.8%

Recommended total dividend of Rs. 5 per equity share (i.e 100%) of the face value of Rs. 5 each which includes Rs. 3.75/-final dividend and Rs. 1.25/- special dividend per share.

Deep in Digital



TruBot

TruCap⁺

TruAI

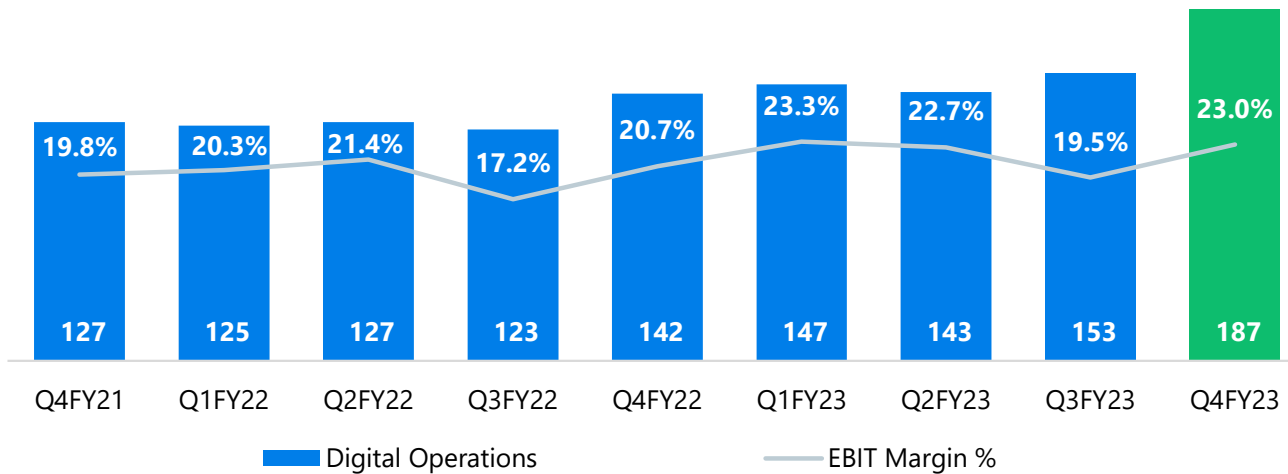
TruBI

iPM

TruFare



Digital Operations (Figures in INR Crore)



“ We predominately engage with Datamatics on ensuring that our entire back-office work is taken care of. We have had a lot of value-added services come from Datamatics. ”

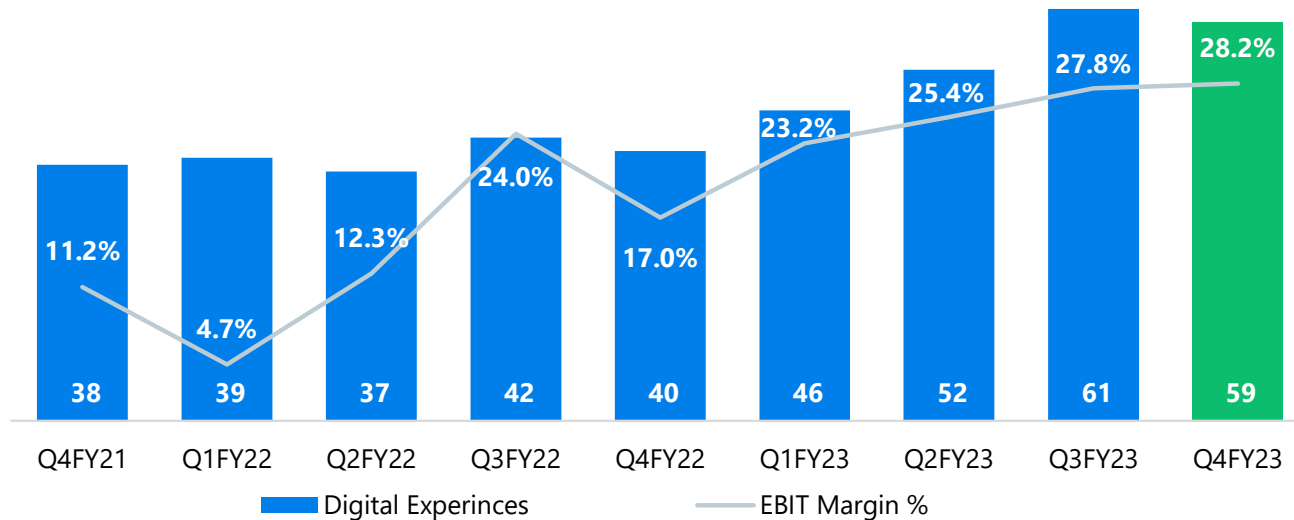
SVP – Retail Banking Operations,
A Leading Global Bank

- 45% of total revenue
- Grew at 31.6% YoY and 22.6% QoQ in Q4FY23
- 23% EBIT margin in Q4FY23, up 232 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)



“The team was highly responsive in terms of ability to build in custom features and demonstrated very strong understanding of the insights business and technology”

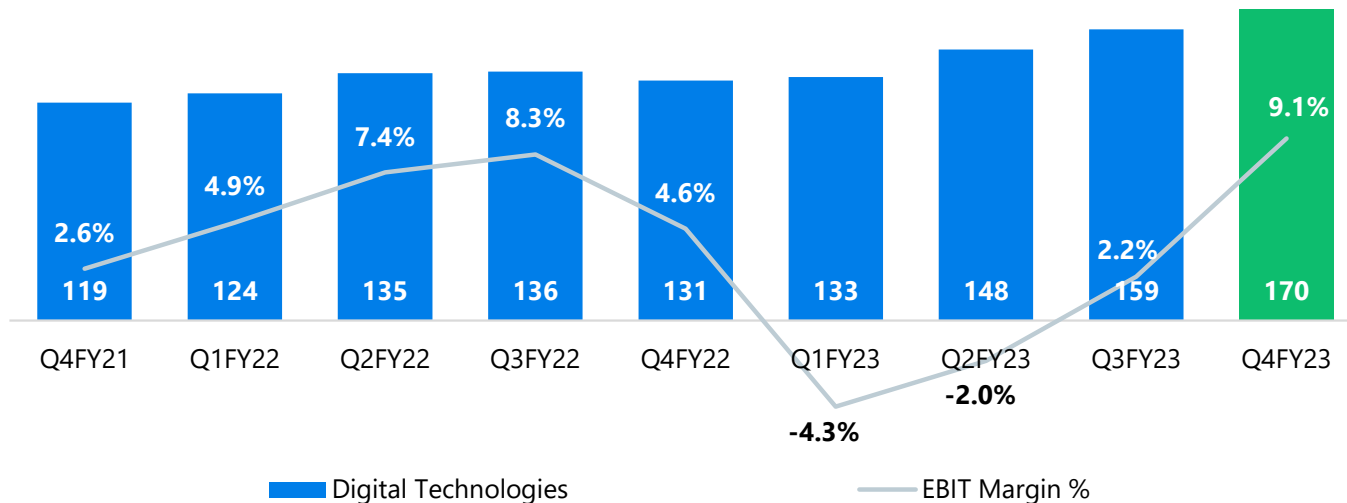
Customer Insights Leader,
Industry Leader in CPG Market
Research

- 14% of total revenue
- Grew at 48.8% YoY and slight decline of 2.7% QoQ in Q4FY23
- 28.2% EBIT margin in Q4FY23, up 1,126 bps YoY
- Digital Experiences market is estimated to grow at CAGR of 14% to reach \$160 Billion in 2025 (Source: Everest Group)

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)



“We really liked the way Datamatics presented their approach for Digital Transformation. They have deep expertise in all the digital areas.”

Executive Director,
A US Based Non-Profit Company

- 41% of total revenue
- Grew at 29.4% YoY and 6.8% QoQ in Q4FY23
- 9.1% EBIT margin in Q4FY23, up 445 bps YoY
- In Digital Technologies, 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 Tn 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.

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

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

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

1975 - 1990

1991 - 2000

2001 - 2010

2011 - 2015

2016 - Present

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

2011 Launched DataLabs

2011 Acquired Cignex, open source ECM (USA)

2013 Acquired PMG, publishing service provider (India)

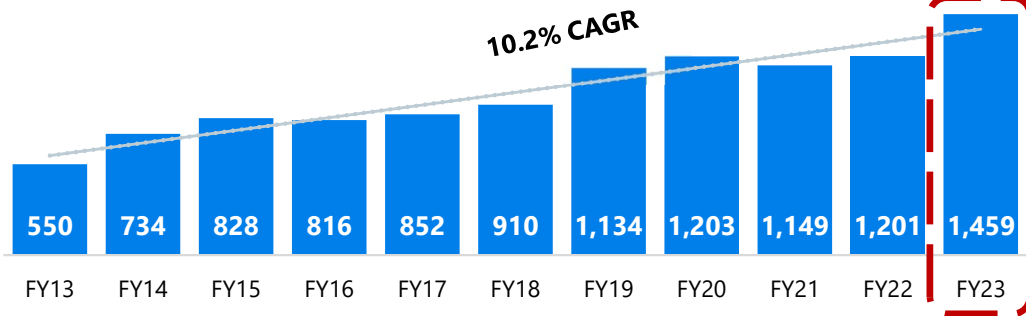
2014 Launched own RPA product – TruBot

2015 Acquired TruBI from MAIA Intelligence (India)

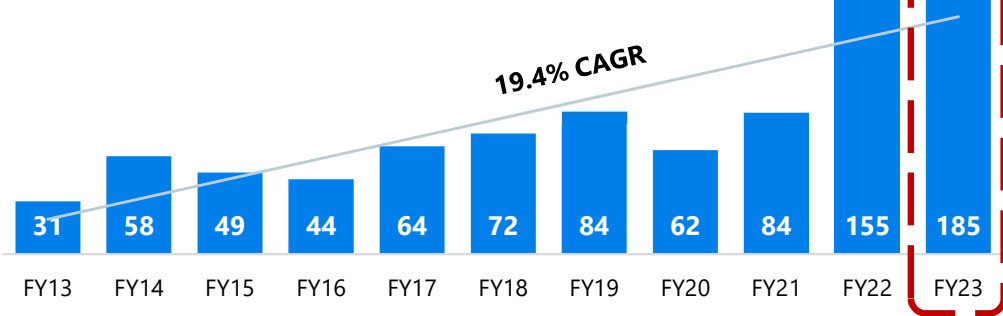


Our Growth Performance (Figures in INR Crore)

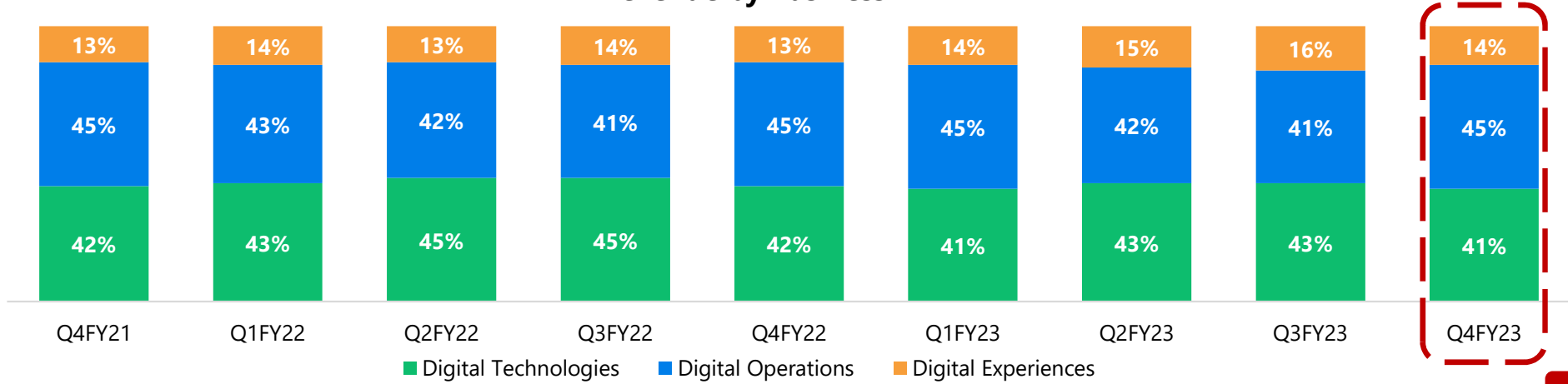
Consolidated Revenue



Consolidated PAT



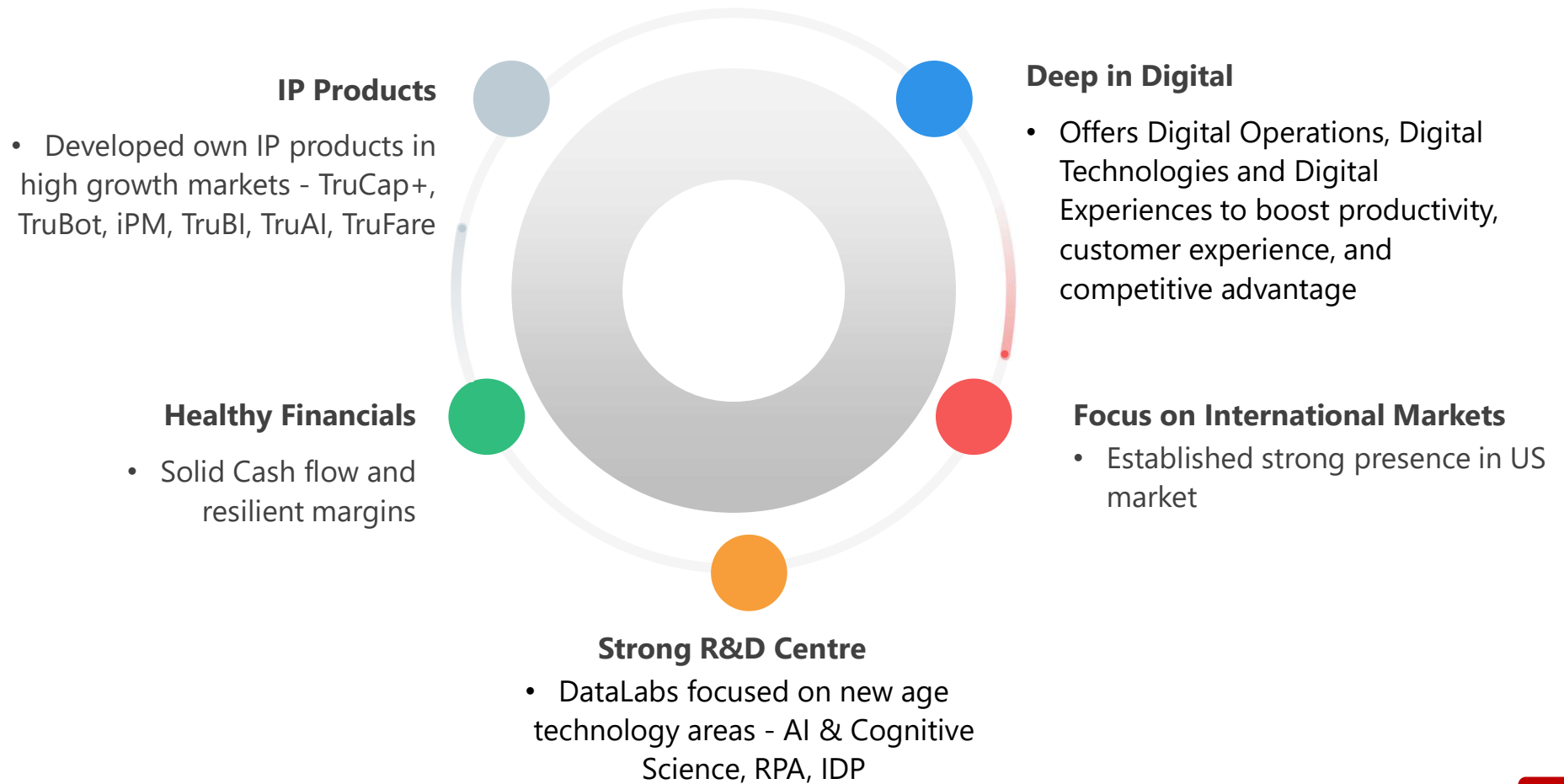
Revenue by Business





Growth Strategy & Investment Rationale

Investment Rationale: Business

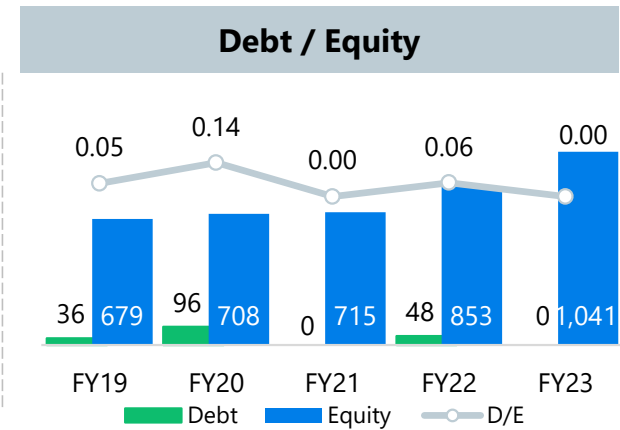
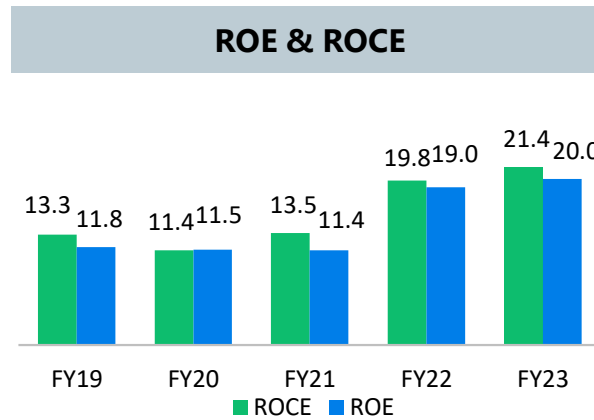
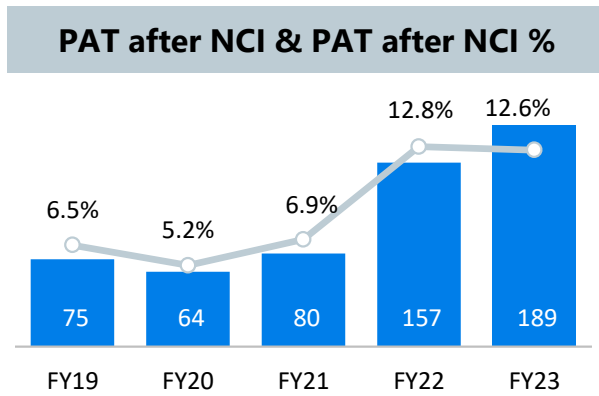
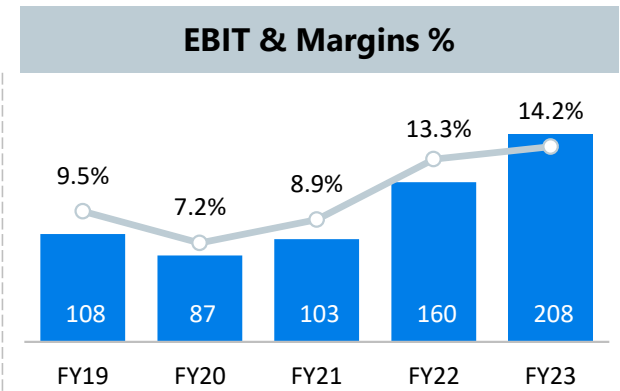
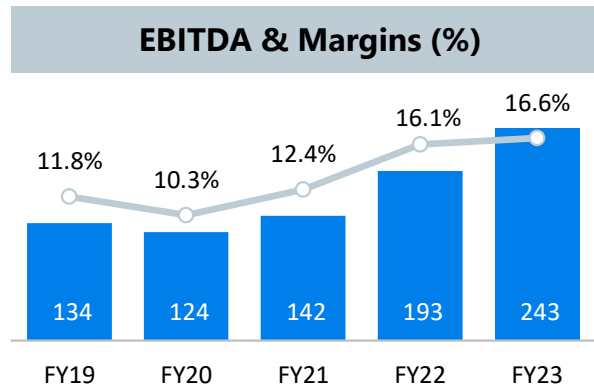
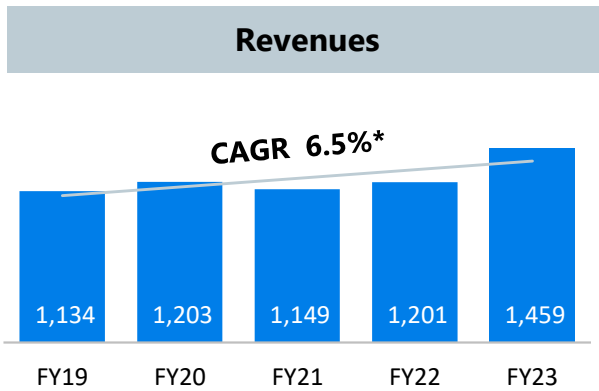




Financial Performance

Key Performance Indicators

(Figures in INR Crore)



* Revenues CAGR without Cignex 11.7%



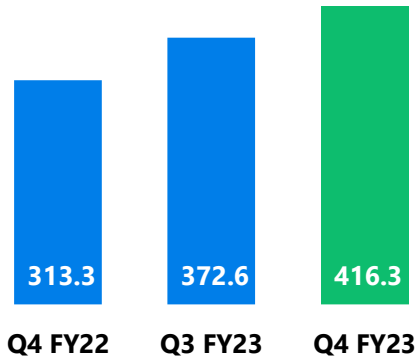
Consolidated Financial Summary – Q4FY23

Particulars (in INR Crore)	Q4FY23	Q3FY23	QoQ Growth	Q4FY22	YoY Growth	FY23	FY22	YoY Growth
Revenue from Operations	416.3	372.6	11.7%	313.3	32.9%	1,459.2	1201.0	21.5%
Other Income	5.3	10.6	-50.1%	12.1	-56.5%	38.7	26.3	47.0%
Total Revenue	421.6	383.2	10.0%	325.4	29.5%	1,497.9	1227.4	22.0%
EBITDA	84.1	59.0	42.7%	51.5	63.5%	242.6	193.3	25.5%
EBITDA Margin (%)	20.2%	15.8%	439Bps	16.4%	378Bps	16.6%	16.1%	53Bps
EBIT	75.3	50.2	50.0%	42.3	78.0%	207.6	160.0	29.8%
EBIT Margin (%)	18.1%	13.5%	462Bps	13.5%	458Bps	14.2%	13.3%	91Bps
PBT (Before Exceptional Item)	80.1	60.2	33.0%	53.0	51.1%	243.4	183.4	32.7%
PBT Margin (%)	19.0%	15.7%	328Bps	16.3%	271Bps	16.3%	14.9%	131Bps
PBT (After Exceptional Item)	80.1	60.2	33.0%	51.5	55.5%	243.4	192.0	26.7%
PAT (After non-controlling interest)	59.7	45.9	30.2%	45.6	30.9%	189.0	157.5	20.0%
PAT Margin (%)	14.2%	12.0%	220Bps	14.0%	15Bps	12.6%	12.8%	(22Bps)
Basic & Diluted EPS (INR)	10.13	7.78	30.2%	7.73	31.1%	32.05	26.71	20.0%

Consolidated Financial Highlights – Q4FY23

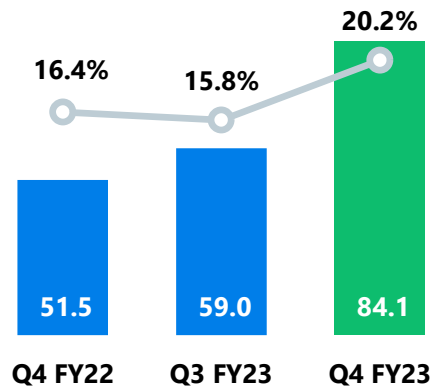
(Figures in INR Crore)

Operating Revenues



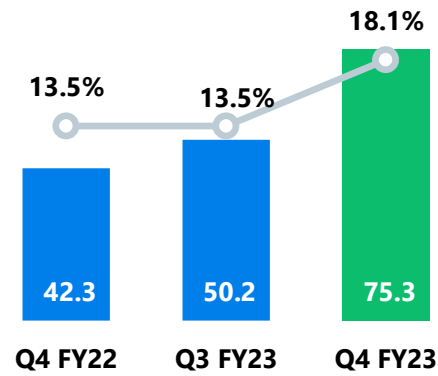
▲ 11.7% QoQ
▲ 32.9% YoY

EBITDA & EBITDA %



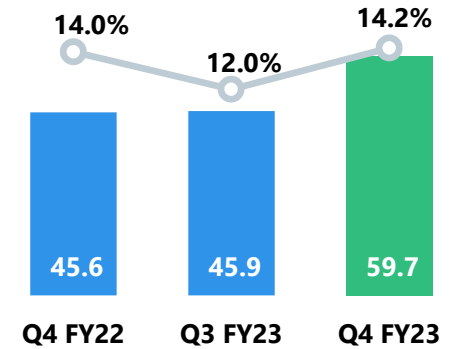
▲ 42.7% QoQ
▲ 63.5% YoY

EBIT & EBIT %



▲ 50.0% QoQ
▲ 78.0% YoY

PAT after NCI & PAT after NCI %



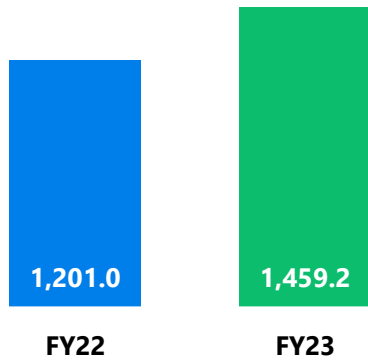
▲ 30.2% QoQ
▲ 30.9% YoY



Consolidated Financial Highlights – FY23

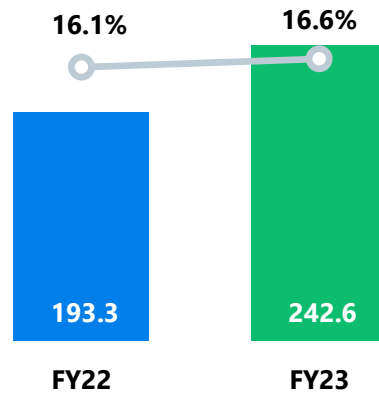
(Figures in INR Crore)

Operating Revenues



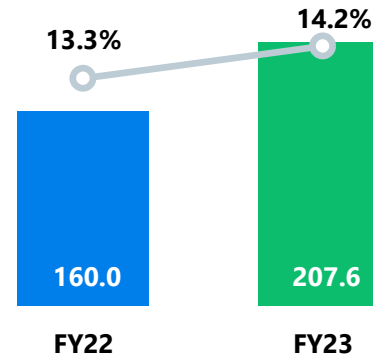
▲ 21.5% YoY

EBITDA & EBITDA %



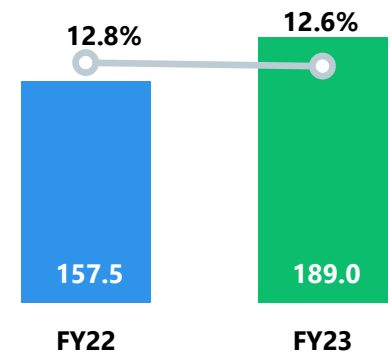
▲ 25.5% YoY

EBIT & EBIT %



▲ 29.8% YoY

PAT after NCI & PAT after NCI %

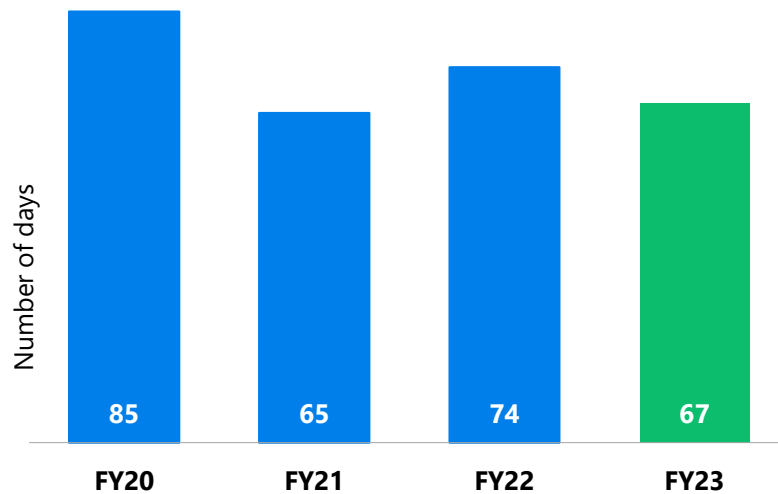


▲ 20.0% YoY

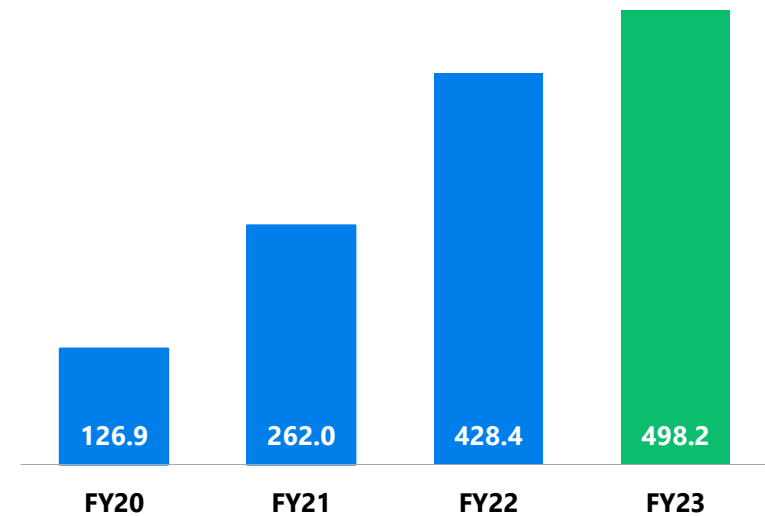
Balance Sheet Metrics – FY23

(Figures in INR Crore)

Days Sales Outstanding (DSO)



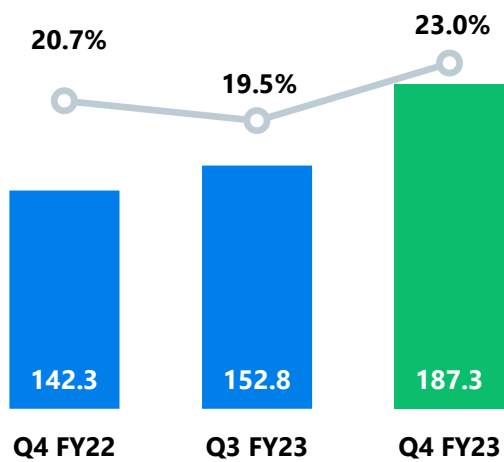
Total Cash & Investments (Net of debt)



Revenue Segment Analysis – Q4FY23

(Figures in INR Crore)

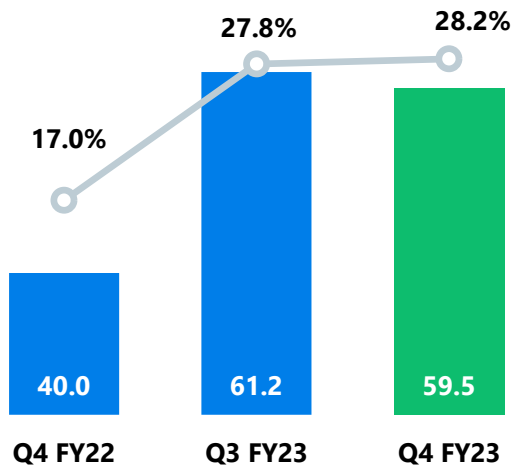
Digital Operations Revenue & EBIT Margin (%)



▲ 22.6% QoQ

▲ 31.6% YoY

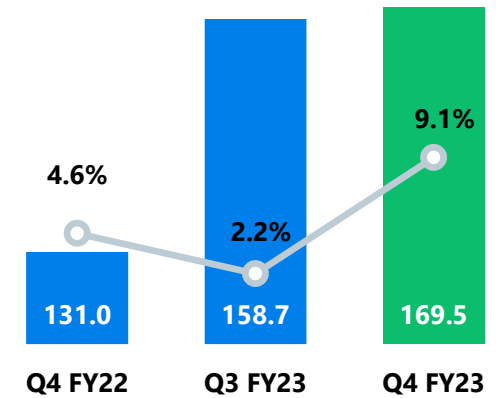
Digital Experiences Revenue & EBIT Margin (%)



▼ 2.7% QoQ

▲ 48.8% YoY

Digital Technologies Revenue & EBIT Margin (%)



▲ 6.8% QoQ

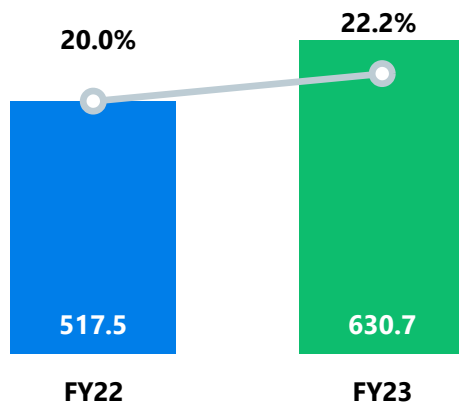
▲ 29.4% YoY

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 – FY23

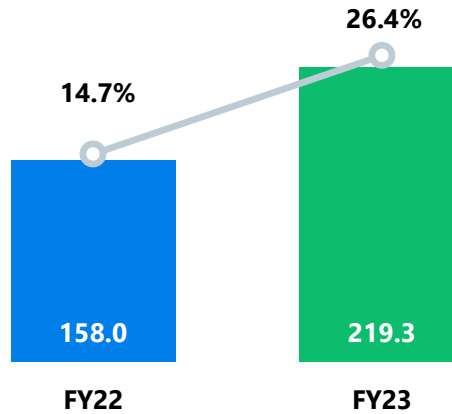
(Figures in INR Crore)

Digital Operations Revenue & EBIT Margin (%)



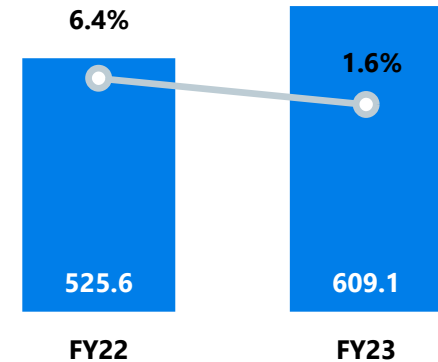
▲ 21.9% YoY

Digital Experiences Revenue & EBIT Margin (%)



▲ 38.8% YoY

Digital Technologies Revenue & EBIT Margin (%)

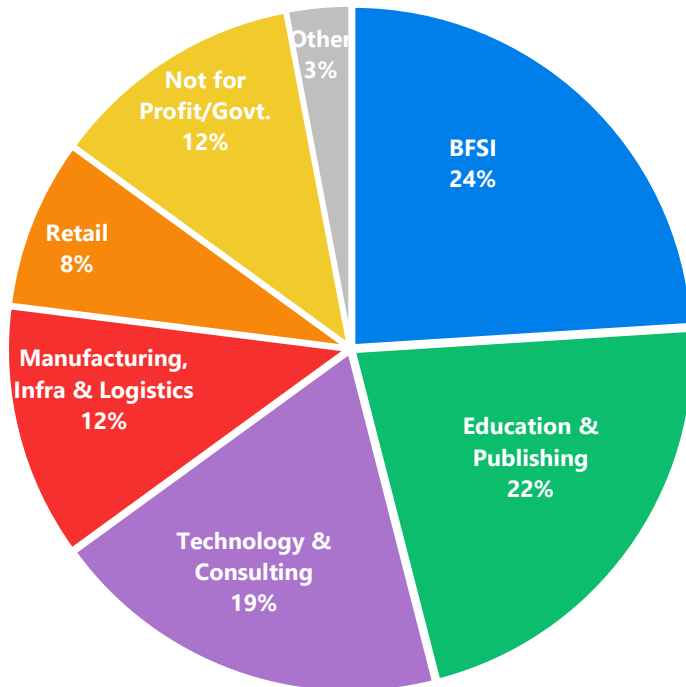


▲ 15.9% YoY

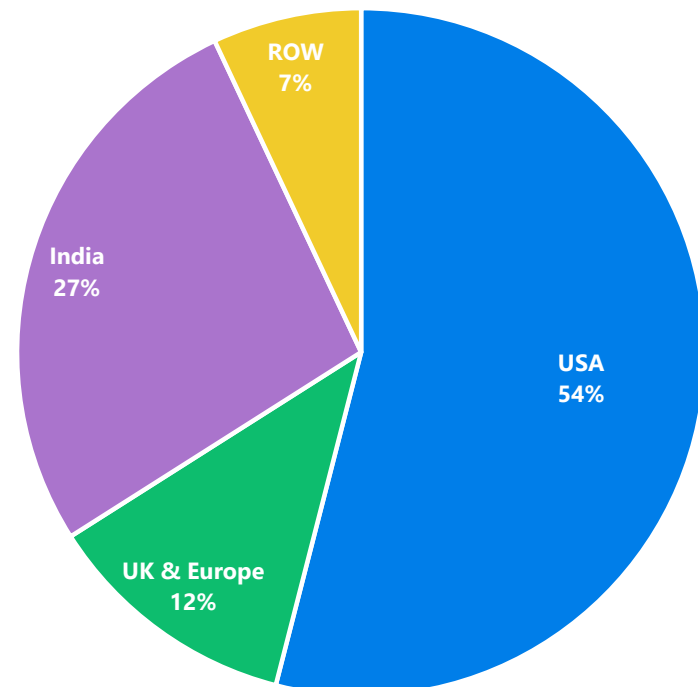
Note: In Q1FY23, the company has reclassified its business into 3 segments i.e Digital Technologies, Digital Operations, Digital Experiences. Till FY22 the company was classified into 2 business segments i.e. IT Services and Business Process Management (BPM). The previous period figures are restated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

Revenue Segment Analysis – FY23

Revenue by Industry



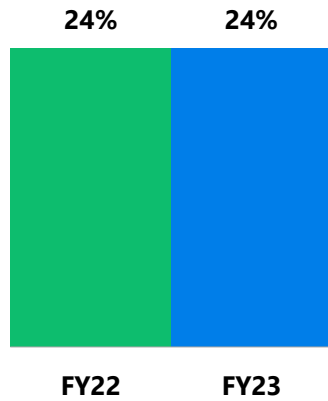
Revenue by Geography



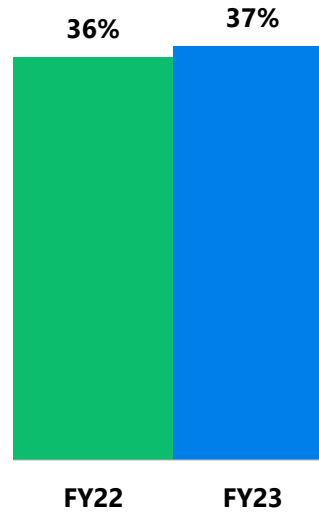
Client Concentration – FY23

Client concentration maintained at a comfortable level

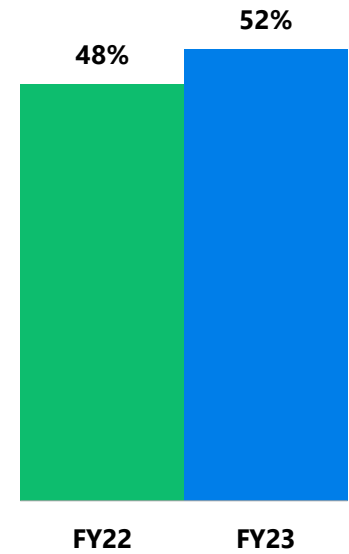
Top 5



Top 10



Top 20





Key Deal Wins – Q4FY23

A US based multinational conglomerate to automate data collection process using Datamatics intelligent automation platform

A leading International organization selects Datamatics for legacy application modernization

A multinational pharmaceutical company selects Datamatics for Digital Business Automation

A leading stock broking firm selects Datamatics for next-generation digital services

A US chain of beauty salons selects Datamatics for digital transformation

A US based leading financial planning firm selects Datamatics for digitising finance and accounting operations

A leading private bank selects Datamatics for modernising their legacy applications

A US based structured finance company selects Datamatics for digitising credit rating process



Recognition

Key Analyst Coverage



Major Contender

Intelligent Process Automation (IPA)
PEAK Matrix® Assessment, 2023



Major Player

IDC MarketScape: Worldwide Finance &
Accounting Business Process Services in
the cloud, 2023



Featured

NelsonHall Transforming Financial
Services with Cloud Services, 2023



Featured

Everest Group Customer Experience
Management (CXM) in the America-
Provider Compendium, 2023



Featured

Zinnov Zones: Intelligent Automation-
(IDP) H1, 2023



Featured

Everest Group RPA State of the Market
Report, 2023



Recognized

Amongst 44 Global IDP Vendors in
"Unlock the data in your documents to
transform processing"



Niche Player

2022 Gartner Magic Quadrant for
Finance & Accounting BPO Services



Strong Performer

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



Major Contender

Finance and Accounting Outsourcing
(FAO) Services PEAK Matrix – 2022



HFS CFO Services for F&A 2022



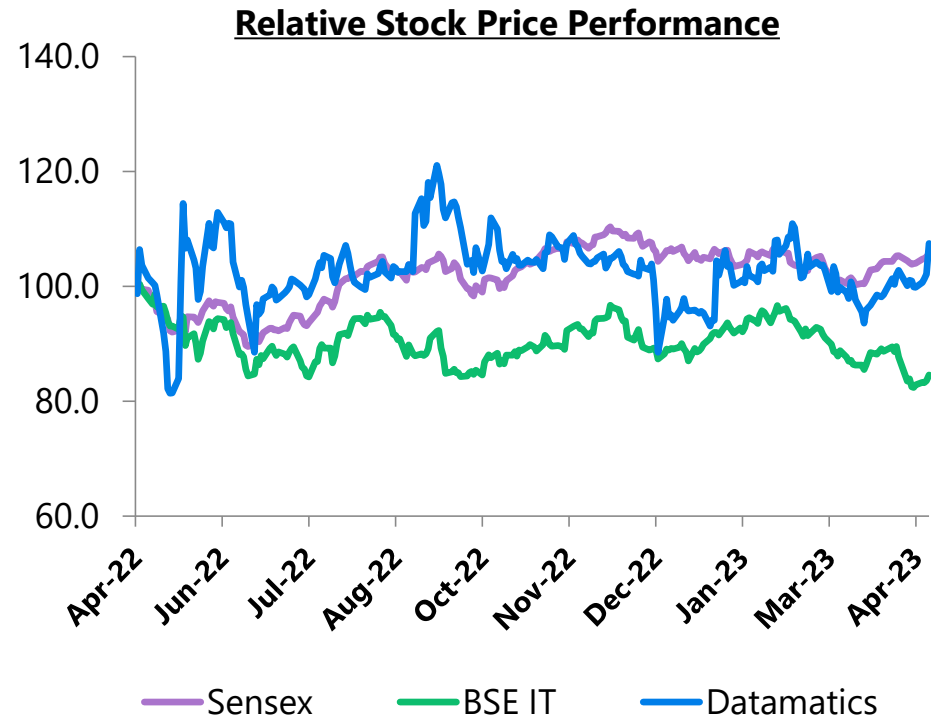
Major Contender

Intelligent Document Processing
(IDP) Products PEAK Matrix – 2022

Shareholder Value Creation

Total Shareholder Return

Returns	Datamatics	BSE IT	Sensex
1 Year	8.8%	-14.9%	6.7%
3 Year	549.5%	107.0%	91.1%
5 Year	142.4%	103.5%	73.4%



DATAMATICS

Thank You

For Further Queries Contact:

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Chief Financial Officer

✉ investorrelations@datamatics.com



Pratik Jagtap / Asha Gupta

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✉ asha.gupta@in.ey.com

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