

January 20, 2022

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.
NSE Code: DATAMATICS

Sub: Press Release

Dear Sir/Madam,

Please find attached herewith press release titled “**Datamatics Q3FY22 EBITDA up by 30% YoY at ₹ 505 million**” for your information and record.

Kindly take the above on your record.

For **Datamatics Global Services Limited**

DIVYA Digitally signed
by DIVYA KUMAT
KUMAT Date: 2022.01.20
15:50:23 +05'30'

Divya Kumat
EVP, Chief Legal Officer and Company Secretary
(FCS: 4611)

Enclosed: as above

DATAMATICS

Datamatics Q3FY22 EBITDA up by 30% YoY at ₹ 505 million

- EBITDA Margin at 16.8% for Q3FY22
- PAT up by 67% YoY at ₹ 370 million

20th January, 2022, Mumbai: Datamatics Global Services Ltd. (DGSL), a global Digital Solutions, Technology and Business Process Management company, today announced its standalone and consolidated financial results for the **third quarter and nine months** ended December 31, 2021.

Commenting on Q3FY22 results, Rahul Kanodia, MBA Columbia (USA), Vice Chairman and CEO said, *“We are pleased to report another stable quarter backed by strong margins. Despite headwinds due to supply challenges and investments in talent acquisition, we have been able to maintain a decent EBITDA margin of 16.8% in the quarter. We have won several deals across IT and BPM segment during the quarter. Our commitment to a digital first customer experience remains central to our offering. We will continue to focus on deepening customer relationships with an emphasis on digital transformation.”*

He further added, *“I am glad to share that recently we were awarded the Automatic Fare Collection contracts for Delhi - Meerut Corridor by NCRTC and Kolkata Metro by Rail Vikas Nigam Limited. Additionally, we entered into a long-term strategic partnership with a global leader in workforce solutions for providing Digital Customer Management Solutions. We are witnessing a strong demand environment across sectors we operate in, and are well positioned to capitalize on this growth opportunity. I would like to thank our customers, stakeholders for continuing trust in us and Datamaticians for the dedicated performance.”*

Further Sameer Kanodia, MBA Bryant University (USA), Managing Director & CEO of Lumina Datamatics said, *“Our strong performance is a testament of the enormous confidence our clients have in us and unceasing hard work of our employees. We have consolidated our standing as a leading BPM player in the Publishing and e-Commerce space; in this space over half of the largest Publishers and some of the largest e-Retailers worldwide are giving us increasing business.”*



Key Financial Highlights – Q3FY22

Particulars (₹ in Mn)	Q3 FY22	Q3 FY21	YoY %	Q2 FY22	QoQ %
(Q3FY21 financials excluding Cignex divested in Q4FY21)					
Revenue from Operations	3,007.7	2,619.4	14.8%	2,992.3	0.5%
EBITDA	505.1	319.4	58.1%	498.7	1.3%
EBITDA Margin %	16.8%	12.2%	460bps	16.7%	13bps
PBT	476.0	252.1	88.8%	460.8	3.3%
PAT (After NCI)	369.7	191.2	93.4%	353.0	4.7%
PAT Margin %	12.1%	7.2%	484bps	11.6%	44bps
EPS (Diluted) (₹)	6.27	3.24	93.4%	5.99	4.7%

Particulars (₹ in Mn)	Q3 FY22	Q3 FY21	YoY %	Q2 FY22	QoQ %
(Q3FY21 financials including Cignex divested in Q4FY21)					
Revenue from Operations	3,007.7	3,030.6	(0.8%)	2,992.3	0.5%
EBITDA	505.1	389.0	29.9%	498.7	1.3%
EBITDA Margin %	16.8%	12.8%	396bps	16.7%	13bps
PBT	476.0	320.9	48.3%	460.8	3.3%
PAT (After NCI)	369.7	221.6	66.9%	353.0	4.7%
PAT Margin %	12.1%	7.2%	482bps	11.6%	44bps
EPS (Diluted) (₹)	6.27	3.76	66.9%	5.99	4.7%

Key Financial Highlights – 9MFY22

Particulars (₹ in Mn)	9M FY21 financials excluding Cignex			9M FY21 financials including Cignex		
	9M FY22	9M FY21	YoY %	9M FY22	9M FY21	YoY %
Revenue from Operations	8,877.5	7,396.9	20.0%	8,877.5	8,657.6	2.5%
EBITDA	1,418.0	808.0	75.5%	1,418.0	1,003.9	41.2%
EBITDA Margin %	16.0%	10.9%	505bps	16.0%	11.6%	438bps
PBT (Before Exceptional Item)	1,303.8	557.5	133.9%	1,303.8	747.9	74.3%
PBT*	1,405.5	557.5	152.1%	1,405.5	747.9	87.9%
PAT (After NCI)	1,118.7	429.2	160.7%	1,118.7	510.9	119.0%
PAT Margin %	12.4%	5.8%	665bps	12.4%	5.9%	654bps
EPS (Diluted) (₹)	18.98	7.28	160.7%	18.98	8.67	119.0%

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



Balance Sheet Highlights (₹ in Mn)	Q3 FY22	Q3 FY21	Q2 FY22
Total Cash & Cash Equivalent plus Liquid Investments (net of debt)	3,720.9	2,543.1	3,412.2
Free Cash Flow	1,272.5	1,299.7	1,008.5
DSO (Days)	64	68	65

Key Deal Wins in Q3FY22

- 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.

Analyst Coverage

- Gartner recognizes Datamatics in Gartner Peer Insights Voice of the Customer: Robotic Process Automation as “Strong Performer”
- Everest Group recognizes Datamatics as “Major Contender” in its Banking Operations – Services PEAK Matrix® 2022
- Everest Group recognizes Datamatics as “Major Contender” in its Life and Pensions Insurance BPS – Service Provider Landscape PEAK Matrix® 2022
- Quadrant Knowledge recognizes Datamatics TruCap+ IDP as “Technology Leader” in its SPARK Matrix™: Intelligent Document Processing (IDP), 2021
- Quadrant Knowledge recognizes Datamatics Intelligent Automation suite as “Technology Leader” in its SPARK Matrix™: Intelligent Process Automation Solutions and Services (IPA), 2021



Awards & Recognition

- IBS intelligence (IBSi) awards Datamatics TruBot RPA 'Most Innovative Use of Process Automation Award' for the most impactful project
- NASSCOM recognises Datamatics AWS Cloud migration engagements amongst 50 unique chosen Cloud success stories
- Asia CEO, Philippines awards Datamatics the Circle of Excellence for "Top Employer of the Year" and "CSR Company of the Year" at the 12th Asia CEO Awards
- Contact Centre Association of the Philippines recognizes Datamatics with "Leadership in Customer Experience" award 2021

About Datamatics Global Services Limited

Datamatics (BSE: 532528 | NSE: DATAMATICS) a Digital Solutions company that provides intelligent solutions for data-driven businesses to increase productivity and enhance the customer experience. With a complete digital approach, Datamatics portfolio spans across Technology Solutions, Business Process Management and Engineering Services powered by Artificial Intelligence. It has established products in Robotic Process Automation, Intelligent Document Processing, Business Intelligence and Automated Fare Collection. Datamatics does business with global customers across Banking, Financial Services, Insurance, Healthcare, Manufacturing, International Organizations, and Media & Publishing. The Company has presence across 4 continents with major delivery centers in the USA, India, and Philippines. Lumina Datamatics, is a key player in the Publishing and e-Commerce BPM space, has delivery centers in the USA and India. To know more about Datamatics, visit www.datamatics.com

Safe Harbour

Some of the statements in this update that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

For media queries, please contact:

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