

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.
Symbol: DATAMATICS

Sub.: Investor Presentation on unaudited Financial Results for Q3 FY22.

Ref.: Regulation 30 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the captioned regulation, please find attached presentation on the unaudited Financial Results of the Company for the quarter and nine month ended December 31, 2021.

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 Digitally signed
by DIVYA
KUMAT
KUMAT Date: 2022.01.20
15:55:21 +05'30'

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

DATAMATICS

Investor Presentation - Q3FY22

20th January 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.



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**Growth Strategy &
Investment Rationale**

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Financial Performance

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Awards & Recognition



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Datamatics At Glance



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

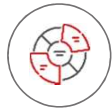
Business Process Management



- 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

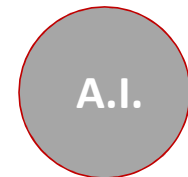
TruBI

Engineering Services



- Automated Fare Collection
- Internet of Things
- Point of Sale & ATM Solutions
- Self Service Terminals

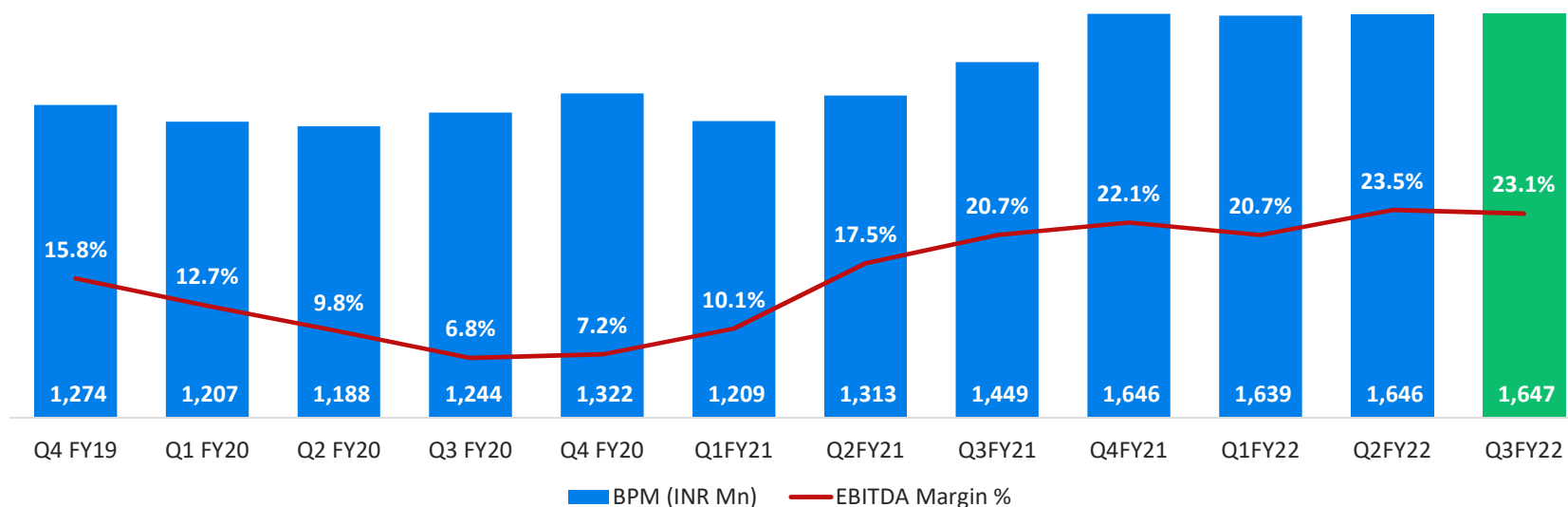
TruFare



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

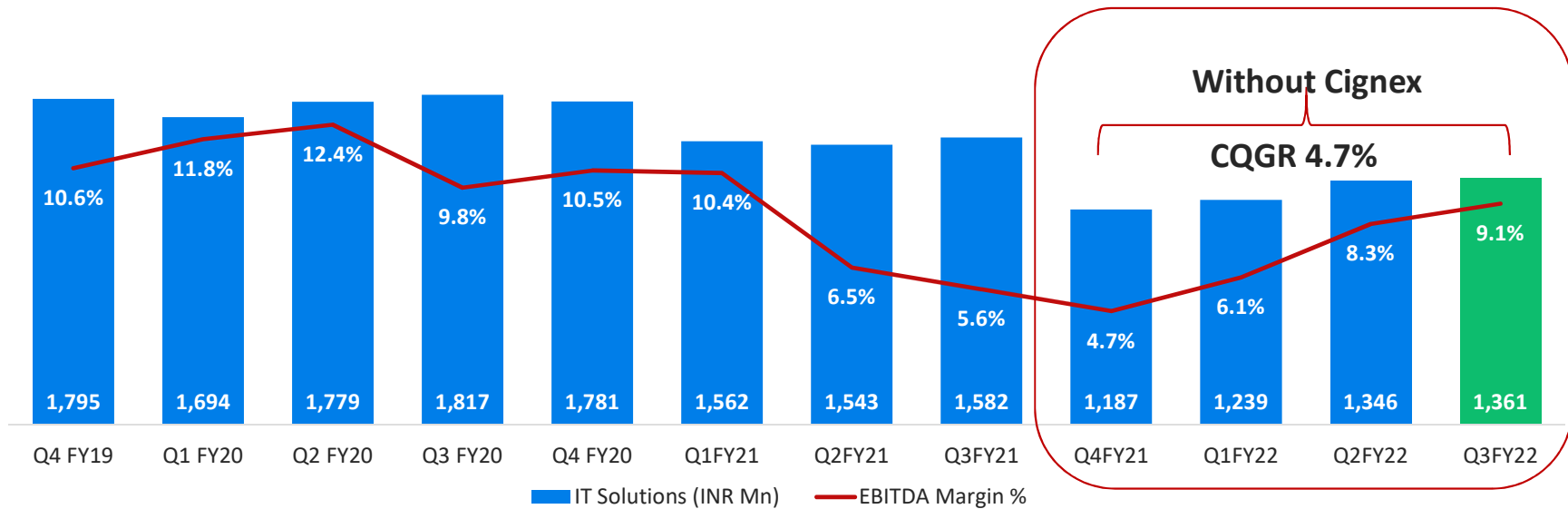


Strong and Consistent Growth in BPM business



- 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)*

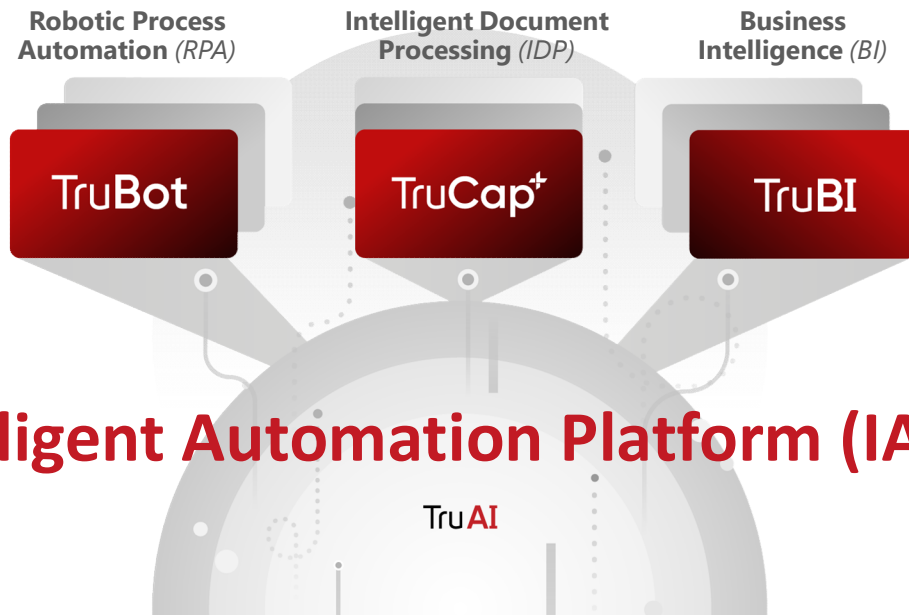
IT Solutions (Figures in INR Million)



- **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)*



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 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

	4.6 / 5
	4.7 / 5
	8.1 / 10

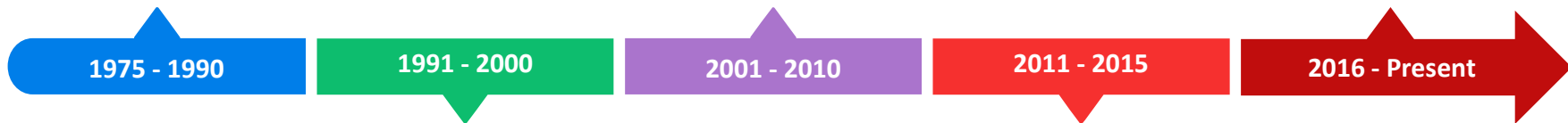
Journey So Far...



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



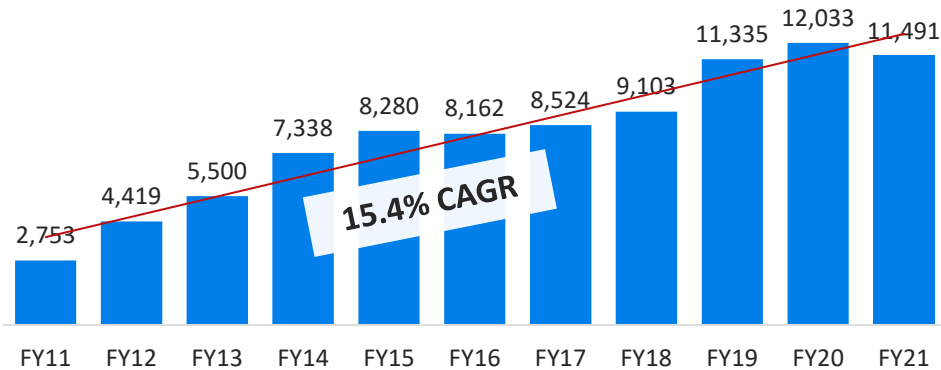
1992	India's 1 st e-publishing co
1998	1 st in India & 2nd in the world to obtain ISO 9002 certification in e-publishing
1999	Most innovative S/W product awarded by the Prime Minister of India

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)

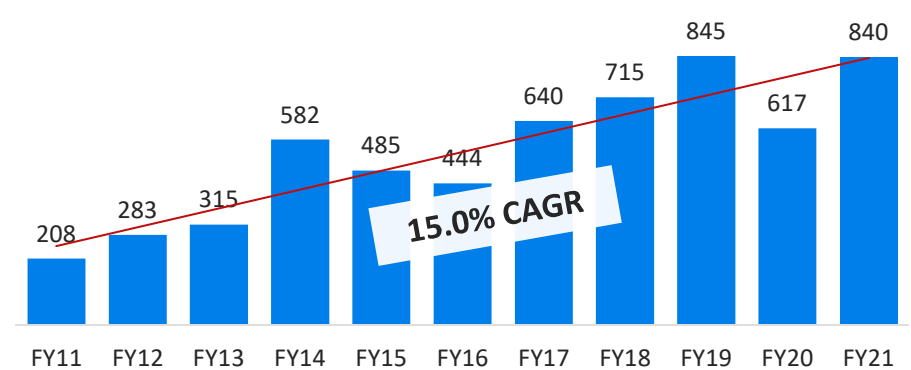
Our Growth Performance (Figures in INR Million)



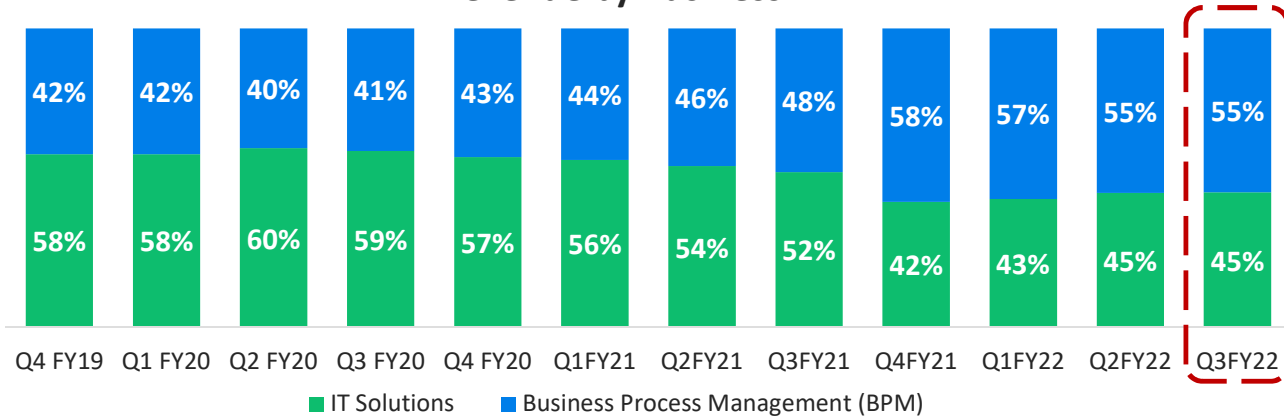
Consolidated Revenue



Consolidated PAT



Revenue by Business



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



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Financial Performance

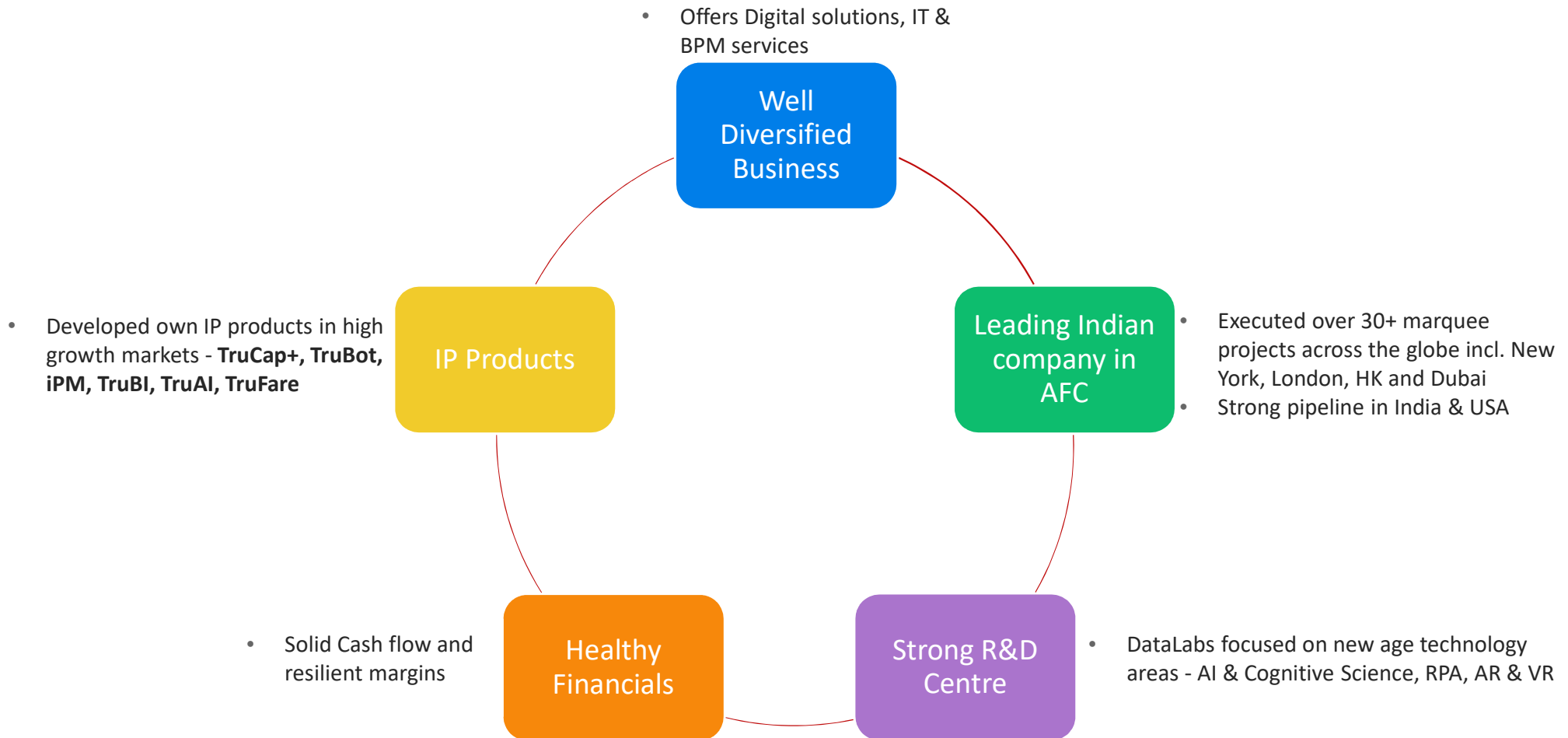
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Awards & Recognition

Growth Strategy



Investment Rationale: Business





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Growth Strategy &
Investment Rationale

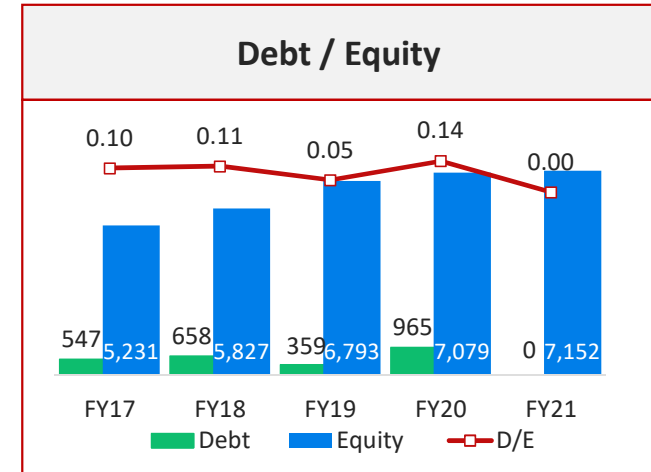
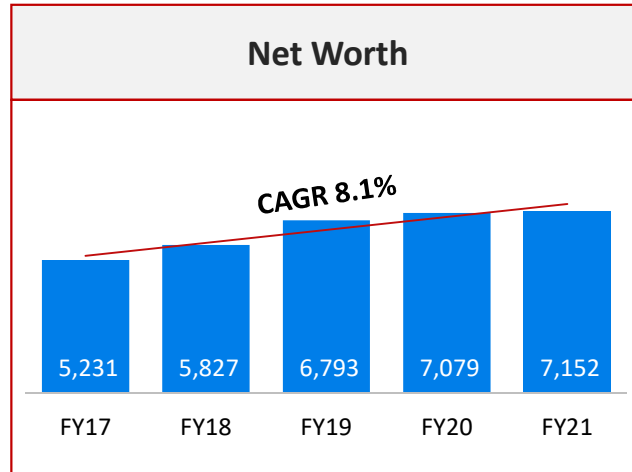
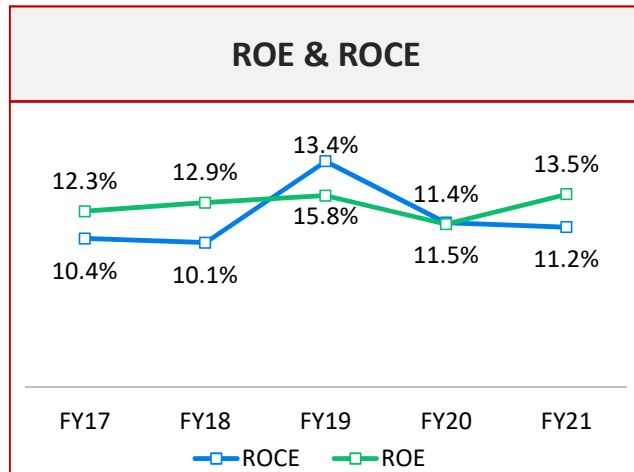
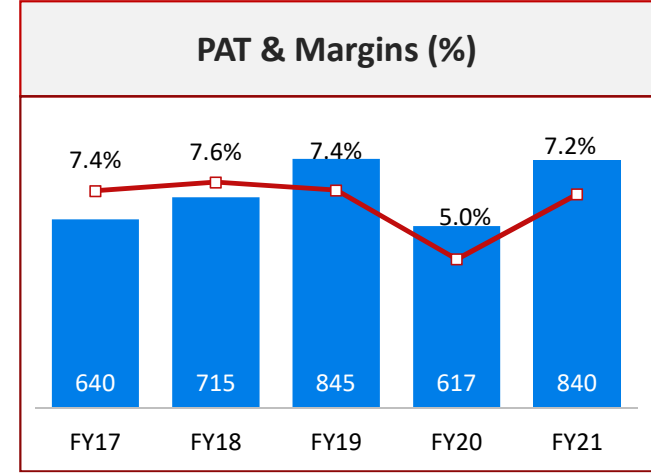
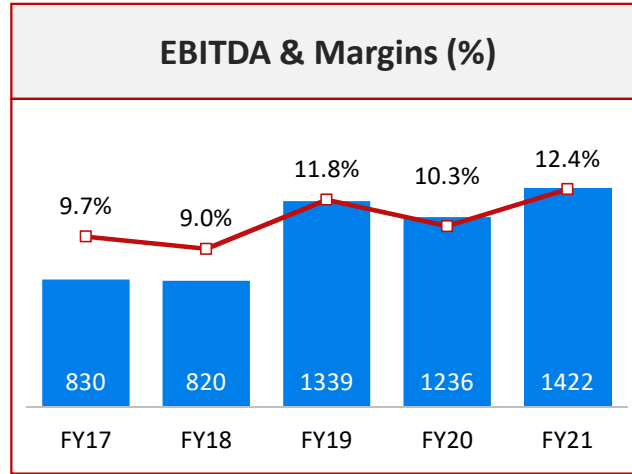
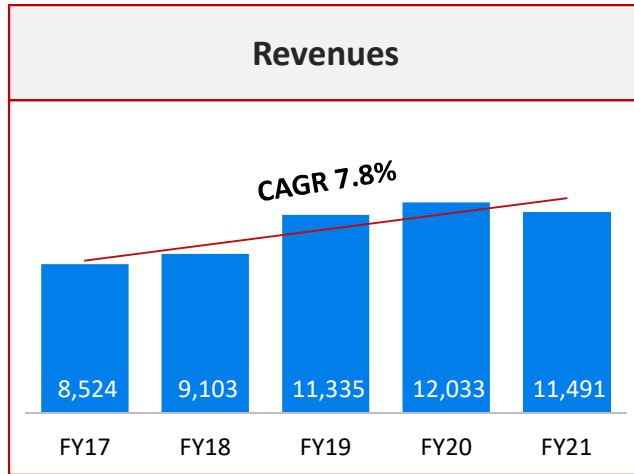
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Key Performance Indicators (Figures in INR Million)



Consolidated Financial Summary – Q3FY22

(Financials excluding Cignex Datamatics divested in Q4FY21)



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

*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

Consolidated Financial Summary – Q3FY22

(Financials including Cignex Datamatics divested in Q4FY21)



Particulars (in INR Mn)	Q3FY22	Q2FY22	QoQ Growth	Q3FY21	YoY Growth	9MFY22	9MFY21	YoY Growth
Revenue from Operations	3,007.7	2,992.3	0.5%	3,030.6	-0.8%	8,877.5	8,657.6	2.5%
Other Income	56.7	44.7	26.8%	28.3	100.1%	141.9	63.0	125.4%
Total Revenue	3,064.4	3,037.0	0.9%	3,058.9	0.2%	9,019.4	8,720.6	3.4%
EBITDA	505.1	498.7	1.3%	389.0	29.9%	1,418.0	1,003.9	41.2%
EBITDA Margin (%)	16.8%	16.7%	13bps	12.8%	396bps	16.0%	11.6%	438bps
PBT (Before Exceptional Item)	476.0	460.8	3.3%	320.9	48.3%	1,303.8	747.9	74.3%
PBT *	476.0	460.8	3.3%	320.9	48.3%	1,405.5	747.9	87.9%
PAT (After non-controlling interest)	369.7	353.0	4.7%	221.6	66.9%	1,118.7	510.9	119.0%
PAT Margin (%)	12.1%	11.6%	44bps	7.2%	482bps	12.4%	5.9%	654bps
Basic EPS (INR)	6.27	5.99	4.7%	3.76	66.9%	18.98	8.67	119.0%
Diluted EPS (INR)	6.27	5.99	4.7%	3.76	66.9%	18.98	8.67	119.0%

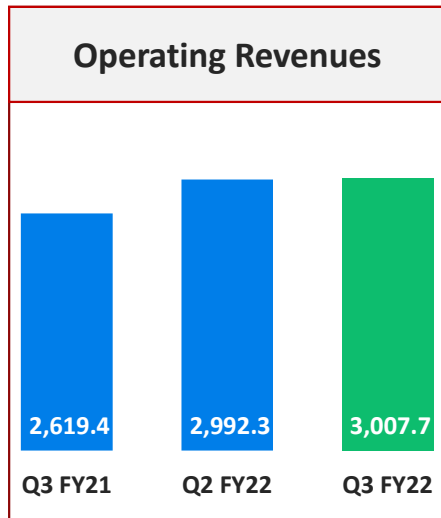
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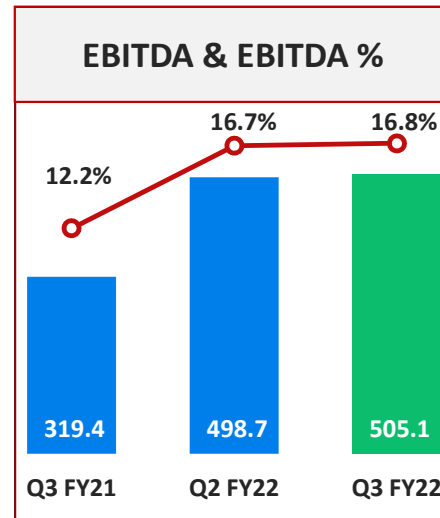
Consolidated Financial Highlights Q3FY22

(Financials excluding Cignex Datamatics divested in Q4FY21)

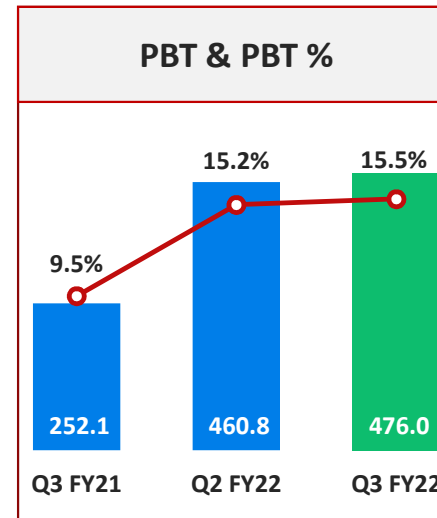
(Figures in INR Million)



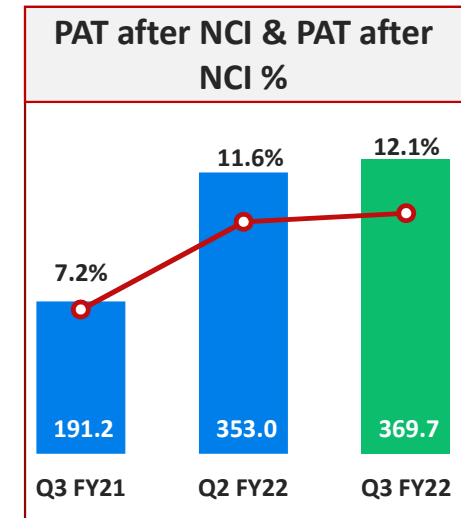
▲ 0.5% QoQ
▲ 14.8% YoY



▲ 1.3% QoQ
▲ 58.1% YoY



▲ 3.3% QoQ
▲ 88.8% YoY



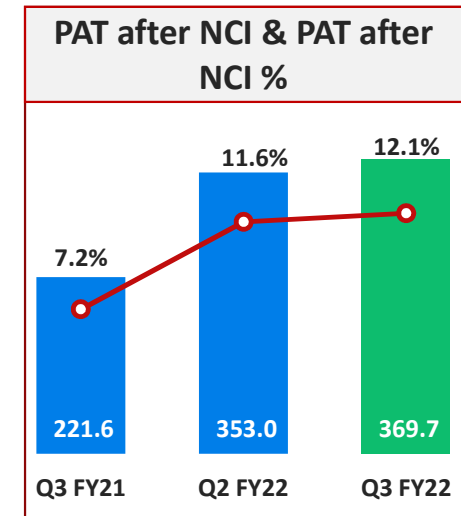
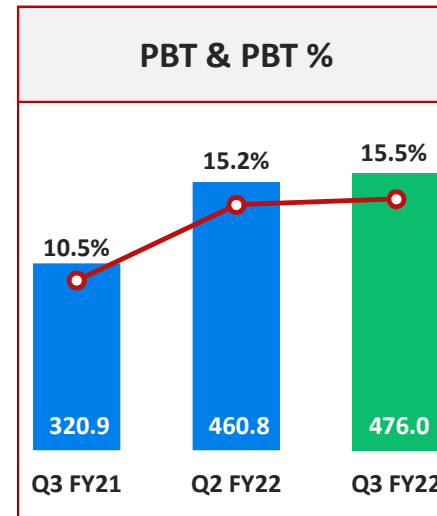
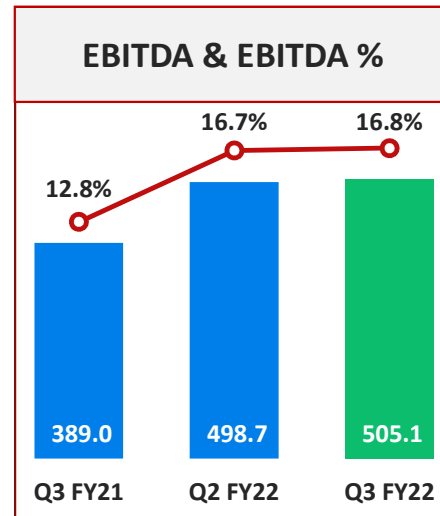
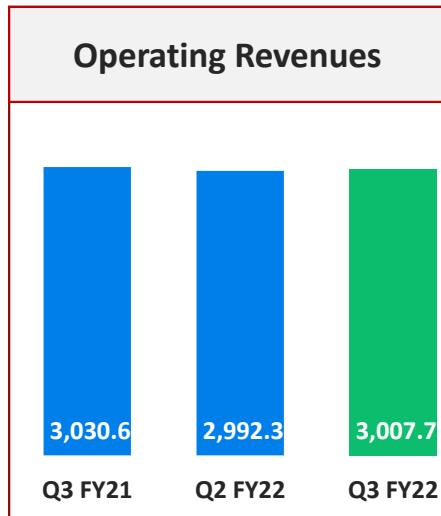
▲ 4.7% QoQ
▲ 93.4% YoY



Consolidated Financial Highlights Q3FY22

(Financials including Cignex Datamatics divested in Q4FY21)

(Figures in INR Million)



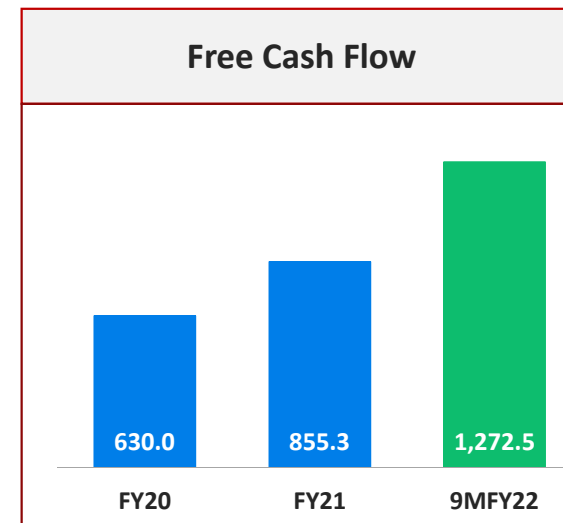
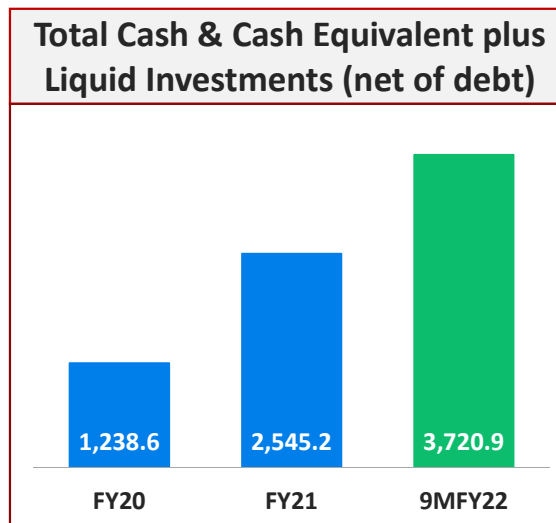
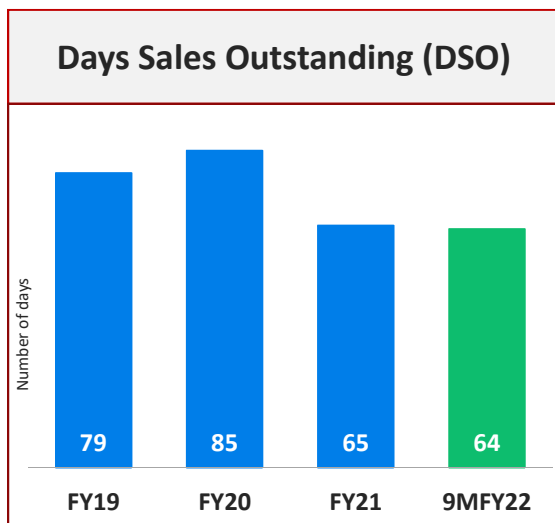
▲ 0.5% QoQ
▼ 0.8% YoY

▲ 1.3% QoQ
▲ 29.9% YoY

▲ 3.3% QoQ
▲ 48.3% YoY

▲ 4.7% QoQ
▲ 66.9% YoY

Balance Sheet Metrics – 9MFY22 – Consolidated (Figures in INR Million)



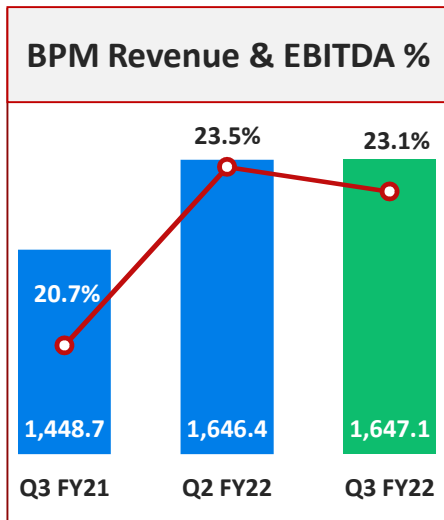
FCF to PAT after NCI:

9MFY22: 113.8%

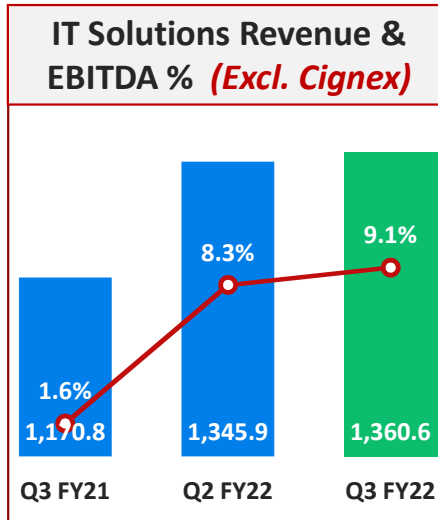
FY21: 107.2%

FY20: 98.8%

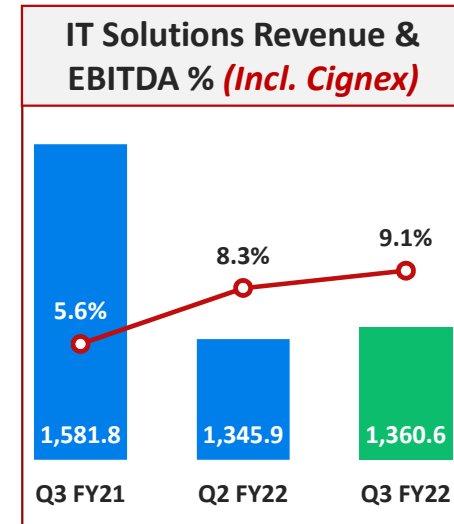
Revenue Segment Analysis – Q3FY22 (Figures in INR Million)



▲ 0.04% QoQ
▲ 13.7% YoY



▲ 1.1% QoQ
▲ 16.2% YoY

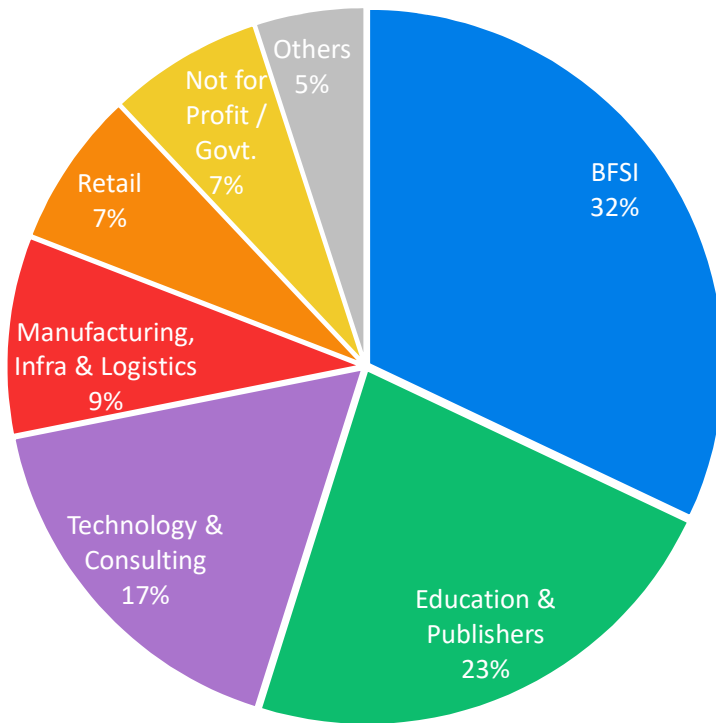


▲ 1.1% QoQ
▼ 14.0% YoY

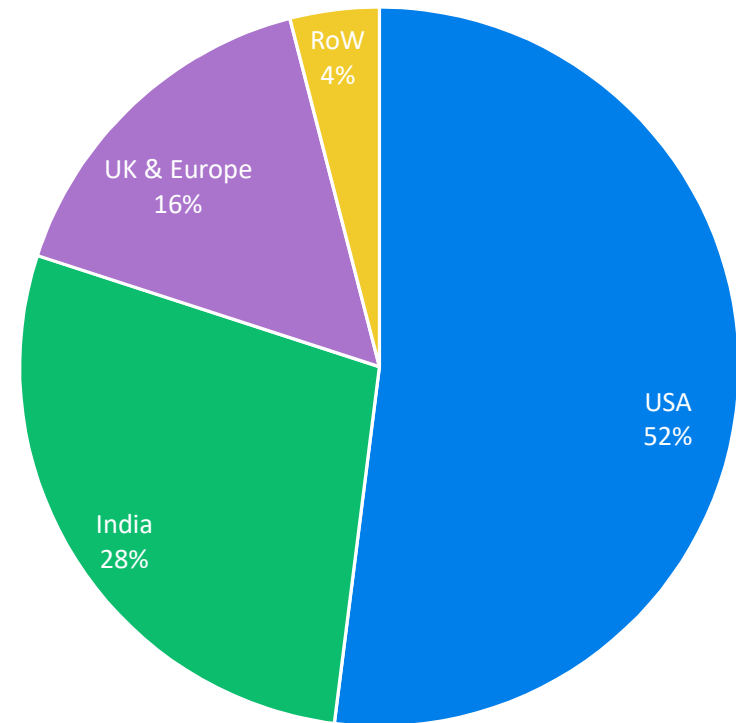
Revenue Segment Analysis – Q3FY22



Revenue by Industry



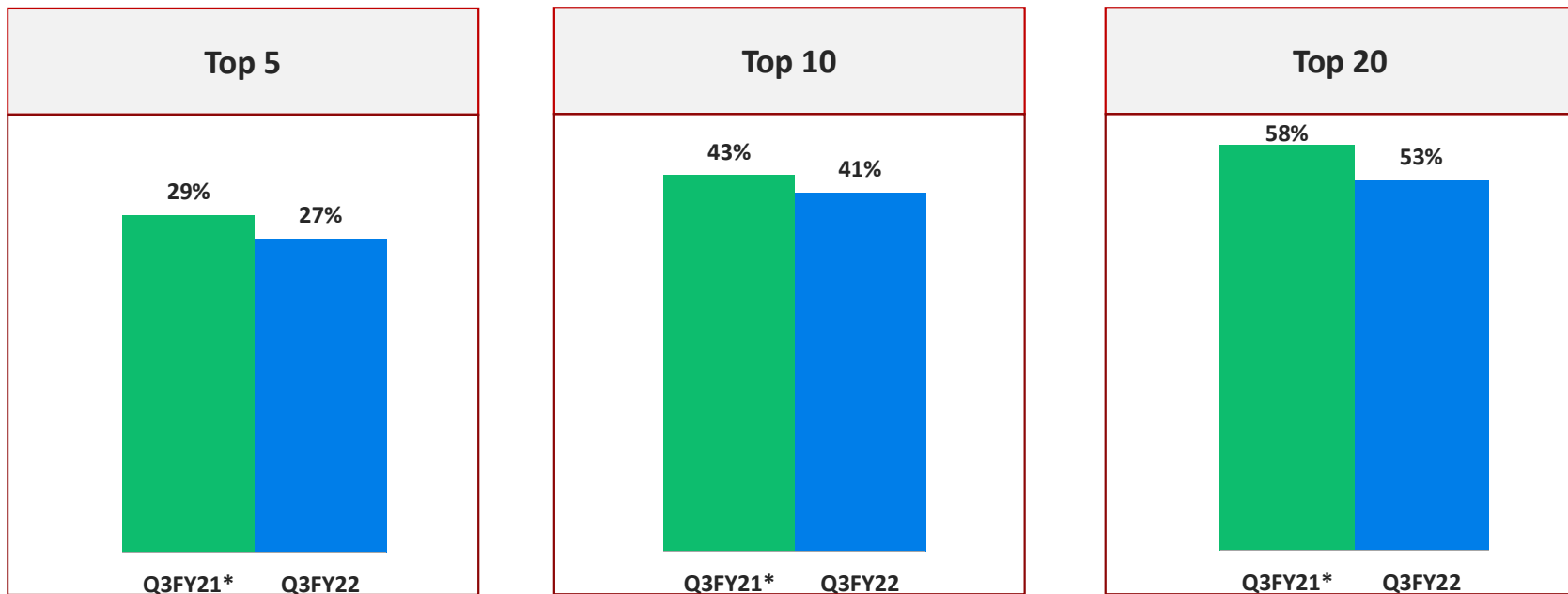
Revenue by Geography



Client Concentration – Q3FY22



Client concentration maintained at a comfortable level



* 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



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Key Analyst Coverage



Strong Performer
Forrester Wave for RPA, Q1 2021



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



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



Major Contender and Star Performer
Robotic Process Automation (RPA) Products PEAK Matrix – 2021




Major Contender and Star Performer
Intelligent Document Processing (IDP) Products PEAK Matrix – 2021




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



Major Player
IDC MarketScape Asia/Pacific Intelligent Automation Services 2021 Vendor Assessment



Featured in Market Guide for Artificial Intelligence Service Providers 2021



Profiled Datamatics' RPA-powered intelligent document processing approach



Major Player
IDC MarketScape: Worldwide Digital Finance and Accounting Business Process Services 2021



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



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

NASSCOM®

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'

IMC

Chamber of Commerce and Industry

Winner

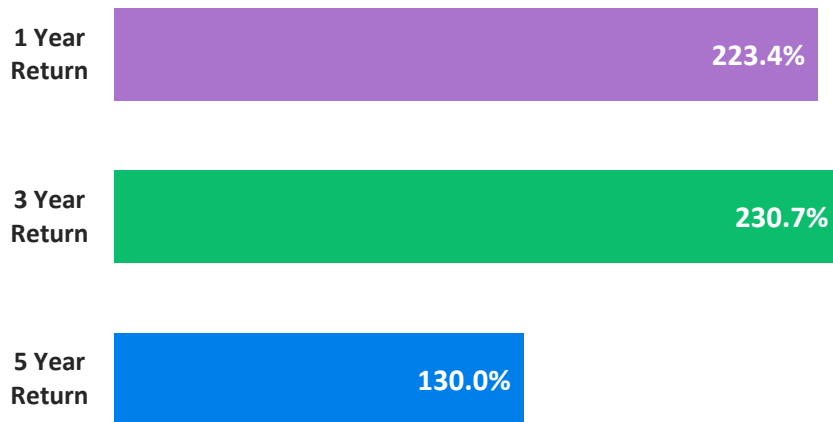
IMC Digital Technology Award for its Digital Workplace solution 2020



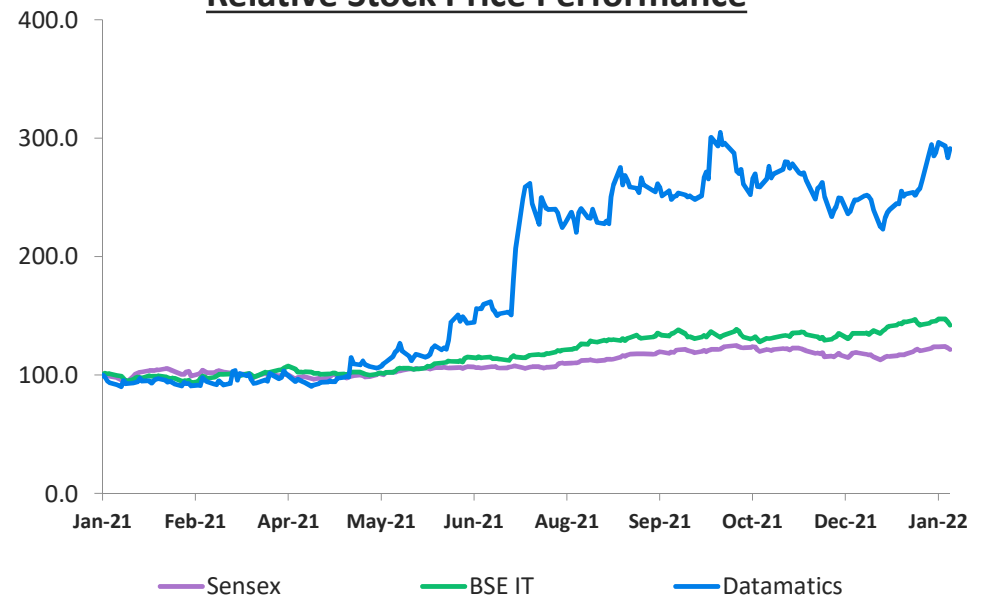
Shareholder Value Creation



Total Shareholder Return



Relative Stock Price Performance





Thank You!

For Further Queries Contact:

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Chief Financial Officer

✉ investorrelations@datamatics.com

Diwakar Pingle / Asha Gupta

✉ dpingle@christensenir.com

✉ agupta@christensenir.com