

# DATAMATICS

July 29, 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 audited Financial Results for Q1 FY23.**

**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 three months ended June 30, 2022.

The presentation will also be hosted on website of the Company [www.datamatics.com](http://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](mailto:business@datamatics.com) | [www.datamatics.com](http://www.datamatics.com)



**DATAMATICS**

# Investor Presentation

Q1FY23

29<sup>th</sup> July 2022





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## 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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# Agenda





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About

Datamatics

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## Datamatics Overview

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



### **Strong Revenue Growth**

INR 326.9 Crore Revenue Q1FY23  
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 19 new clients in Q1FY23



### **Total Headcount**

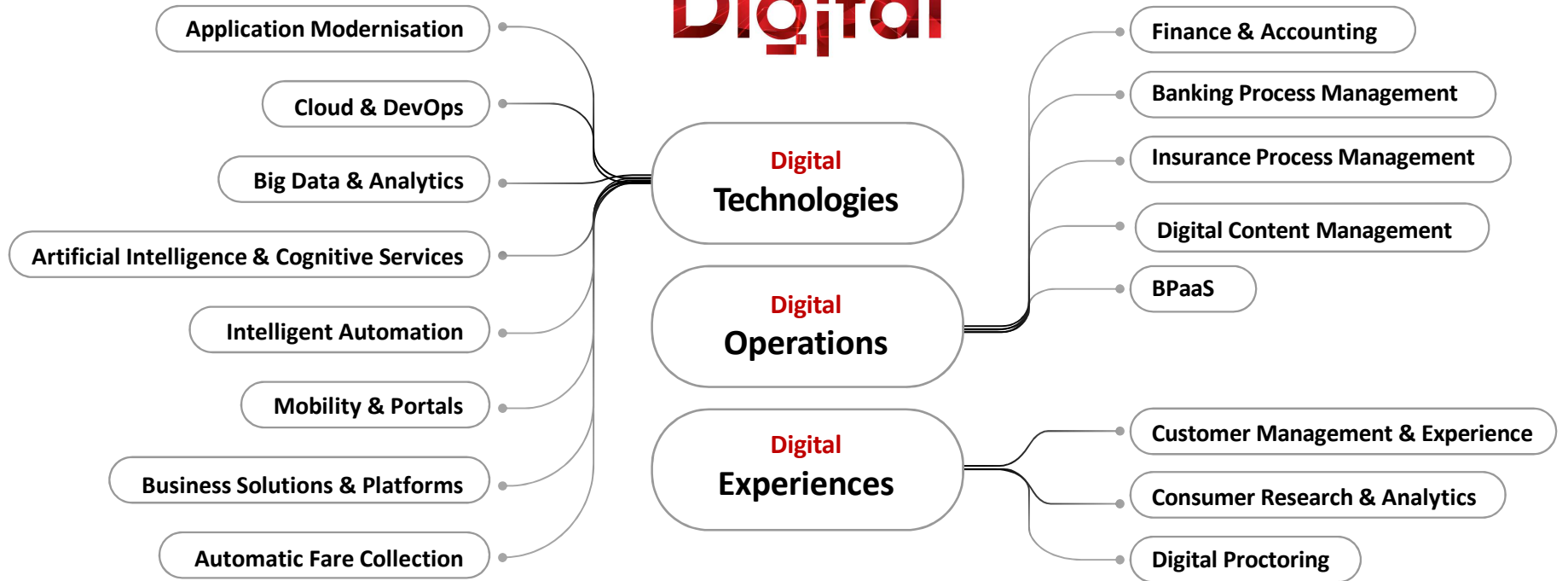
10,907  
Attrition (Annualized) 36%



### **Healthy Financials**

INR 388.6 Crore  
Total Cash & Cash Equivalent plus  
Liquid Investments (net of debt)

# Deep in Digital



TruBot

TruCap<sup>+</sup>

TruAI

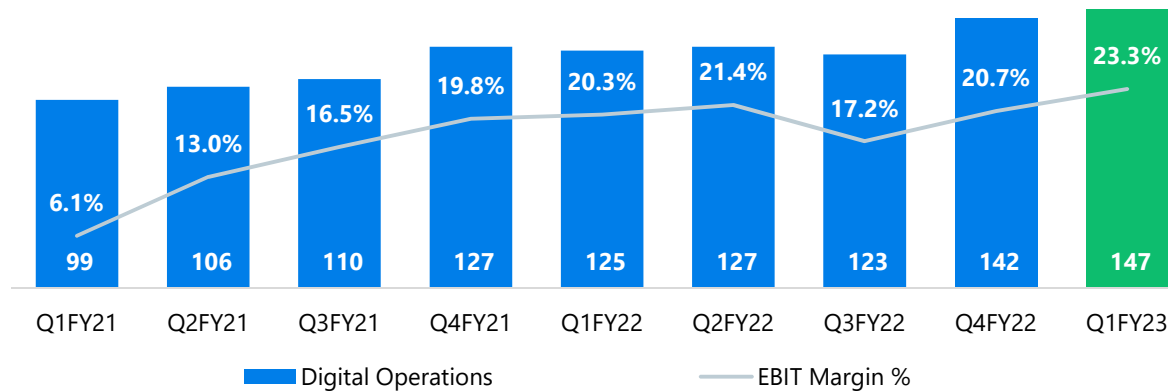
TruBI

iPM

TruFare



## Digital Operations (Figures in INR Crore)



“ We have been working with Datamatics for a very long time. Datamatics has automated our Finance & Accounting Processes. It is always great to work with them. ”

Director of Projects  
Leading Global Airline Catering  
Solutions Provider

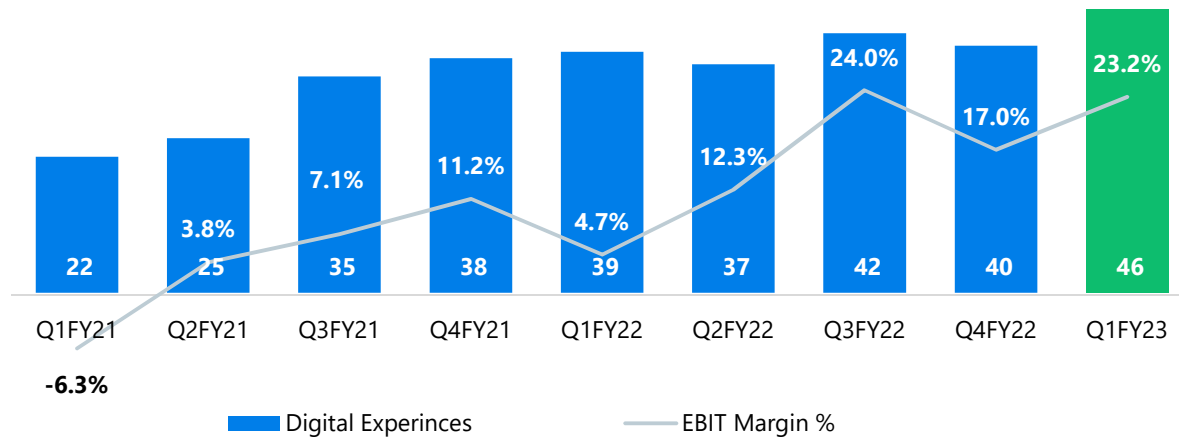
- 23.3% EBIT margin in Q1FY23, up 293 bps YoY
- 45% of total revenue contribution
- Grew at 18.0% YoY and 3.6% QoQ in Q1FY23
- Global market for Digital Operations is projected to total \$290 Billion in 2023, reflecting an increase of ~7% over 2022. Segment is expected to witness the highest volume of new work in next 5 years include industry-vertical-oriented operations and enterprise back-office operations (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)



“One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do. I can only see this partnership growing over the years to come.”

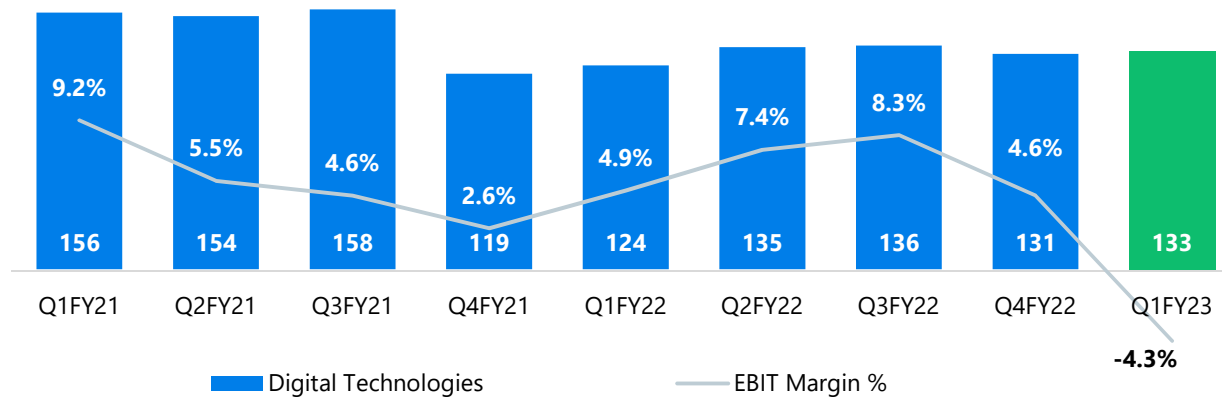
President, Global Operations  
Global Leader in Workforce Solutions

- 23.2% EBIT margin in Q1FY23, up 1,848 bps YoY
- 14% of total revenue contribution
- Grew at 18.9% YoY and 15.7% QoQ in Q1FY23
- Digital Experiences market is projected to around \$200 Billion in 2022 increasing at a CAGR of around 15% (Source: 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.



## Digital Technologies (Figures in INR Crore)



“Datamatics looks to solve a business problem and not just provide a technical solution and works as an extended team of ours. We feel Datamatics will continue to be our valued partner going forward in our digital transformation journey.”

Head of Intelligent Automation  
Centre of Excellence,  
A Fortune 500 American  
Logistics Company

- Digital Technologies grew at 7.5% YoY to INR 133 Cr in Q1FY23
- 41% of total revenue contribution
- EBIT margin dropped to (4.3%) primarily due to higher spend on products/platform development and sales & marketing, as well as shrinkage in one of our large customer business due to a multi vendor strategy.
- Leading Indian company to have highly evolved Automatic Fare Collection (AFC) service offerings

**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...

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

<b>2003</b>	Acquired Saztec USA
<b>2003</b>	Acquired Corpay for Accounts Payable solutions USA
<b>2003</b>	BUPA on boarded as customer
<b>2004</b>	IPO
<b>2006</b>	JV with Cybercom
<b>2007</b>	Launch of iPM & iQ

<b>2017</b>	Acquired TechJini, boutique mobile & web technology provider India
<b>2018</b>	Acquired RJGlobus Solutions, voice & text based customer service provider
<b>2019</b>	Gartner Peer Insights Customer choice for TruBot
<b>2020</b>	Launched TruBot 4.0
<b>2021</b>	Divested stake in Cignex
<b>2022</b>	Datamatics featured in 2022 Gartner Magic Quadrant for F&A



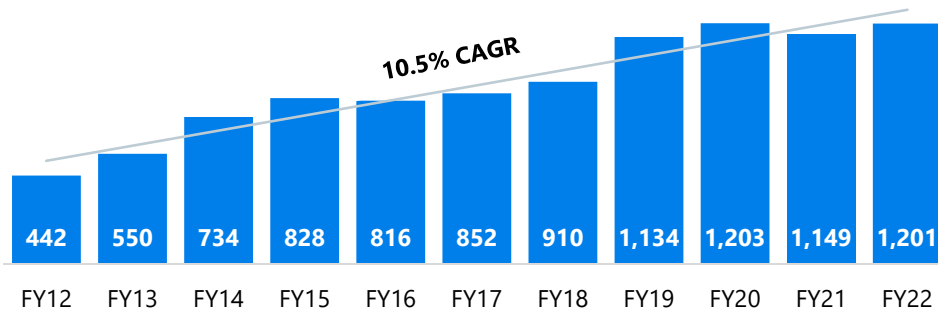
<b>1992</b>	India's 1 <sup>st</sup> e-publishing co
<b>1998</b>	1 <sup>st</sup> in India & 2 <sup>nd</sup> in the world to obtain ISO 9002 certification in e-publishing
<b>1999</b>	Most innovative S/W product awarded by the Prime Minister of India

<b>2011</b>	Launched DataLabs
<b>2011</b>	Acquired Cignex, open source ECM (USA)
<b>2013</b>	Acquired PMG, publishing service provider (India)
<b>2014</b>	Launched own RPA product – TruBot
<b>2015</b>	Acquired TruBI from MAIA Intelligence (India)

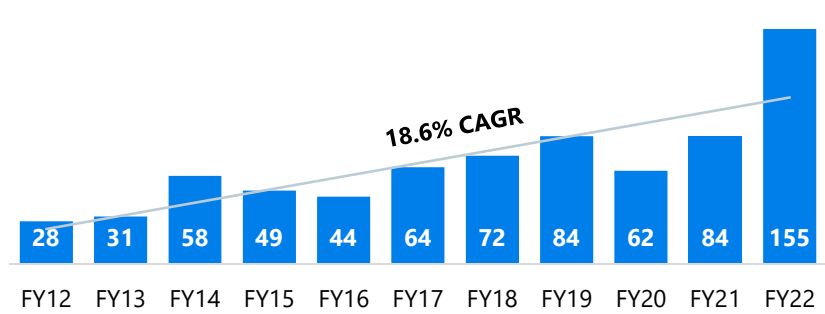


# Our Growth Performance (Figures in INR Crore)

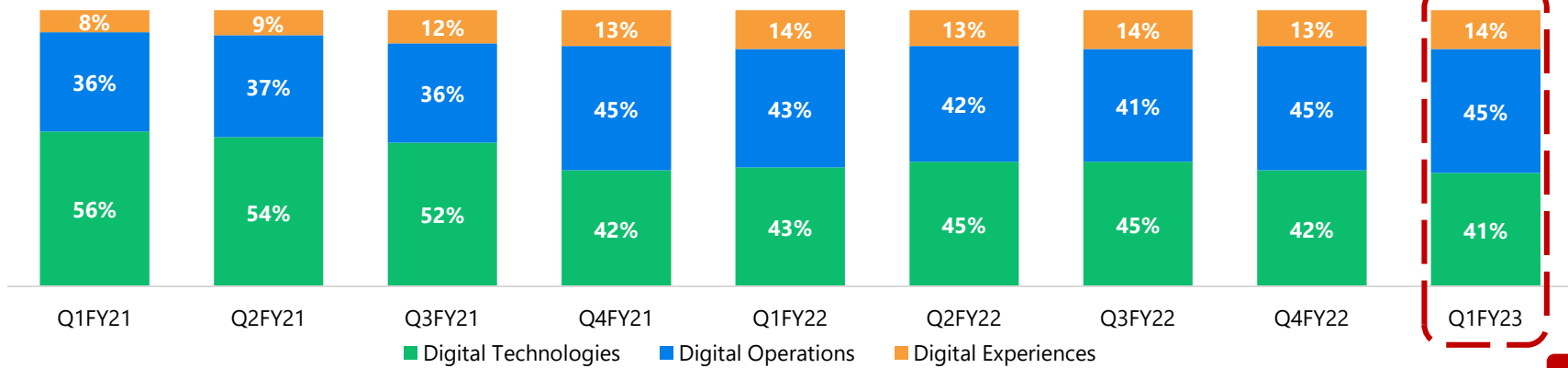
### Consolidated Revenue



### Consolidated PAT



### Revenue by Business





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# Growth Strategy & Investment Rationale

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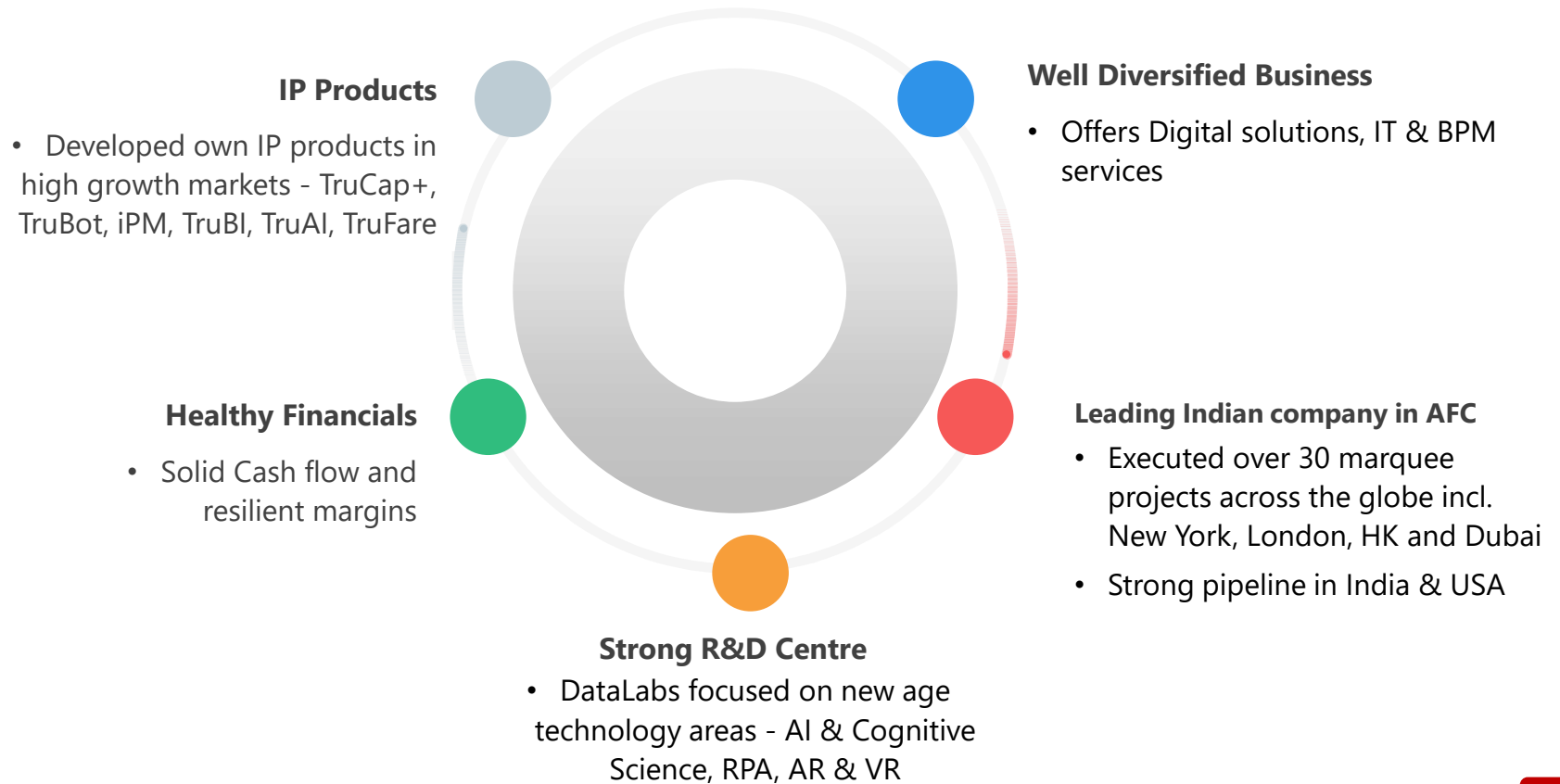
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# Growth Strategy





## Investment Rationale: Business





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# Financial Performance

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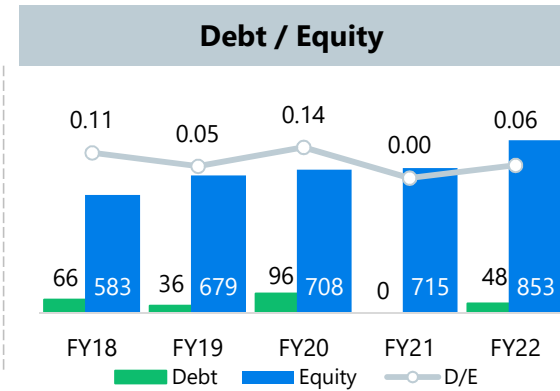
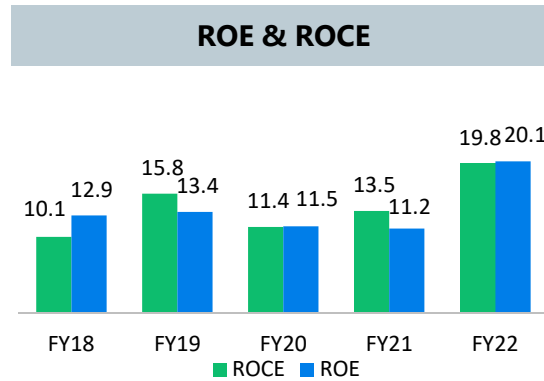
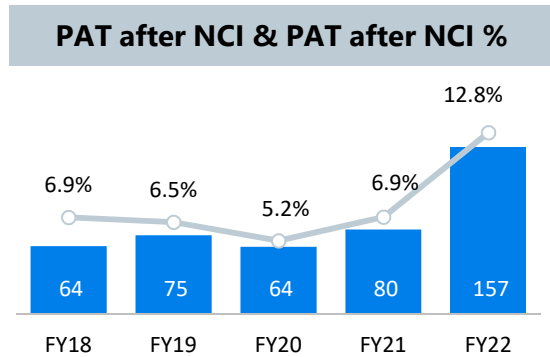
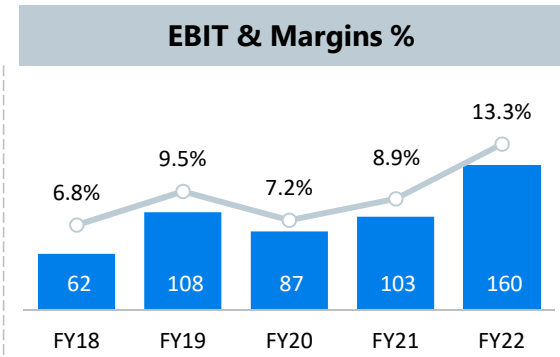
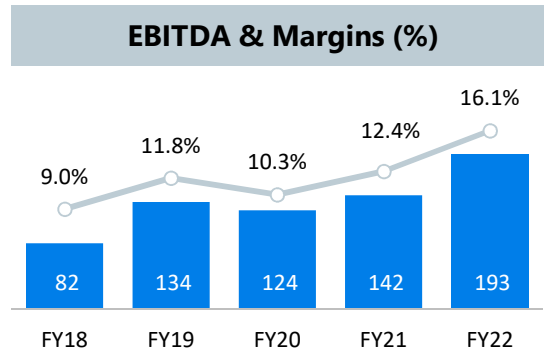
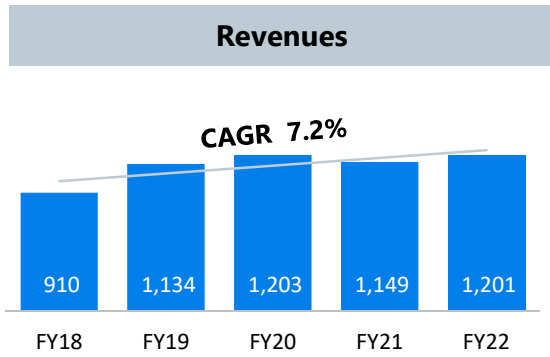
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# Key Performance Indicators

(Figures in INR Crore)





## Consolidated Financial Summary – Q1FY23

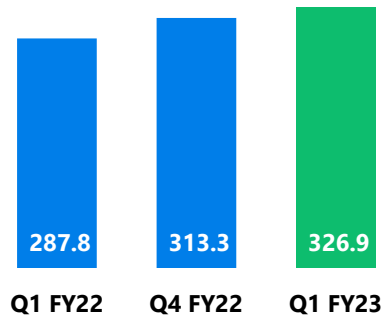
Particulars (in INR Crore)	Q1FY23	Q4FY22	QoQ Growth	Q1FY22	YoY Growth
Revenue from Operations	326.9	313.3	4.3%	287.7	13.6%
Other Income	13.2	12.1	8.5%	4.0	225.9%
<b>Total Income</b>	<b>340.1</b>	<b>325.4</b>	<b>4.5%</b>	<b>291.8</b>	<b>16.5%</b>
EBITDA	47.8	51.5	(7.1%)	41.4	15.4%
EBITDA Margin (%)	14.6%	16.4%	(180Bps)	14.4%	23Bps
EBIT	39.3	42.3	(7.1%)	33.3	17.9%
EBIT Margin (%)	12.0%	13.5%	(148Bps)	11.6%	43Bps
PBT (Before Exceptional Item)	51.6	53.0	(2.7%)	36.7	40.5%
PBT (After Exceptional Item)	51.6	51.5	0.1%	46.9	10.0%
PAT (After non-controlling interest)	43.4	45.6	(4.9%)	39.6	9.6%
PAT Margin (%)	12.8%	14.0%	(125Bps)	13.6%	(80Bps)
Basic EPS (INR)	7.36	7.73	(4.7%)	6.72	9.6%
Diluted EPS (INR)	7.36	7.73	(4.7%)	6.72	9.6%



# Consolidated Financial Highlights – Q1FY23

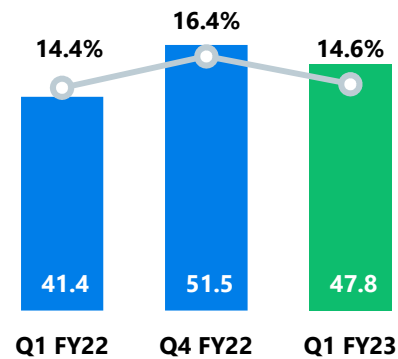
(Figures in INR Crore)

## Operating Revenues



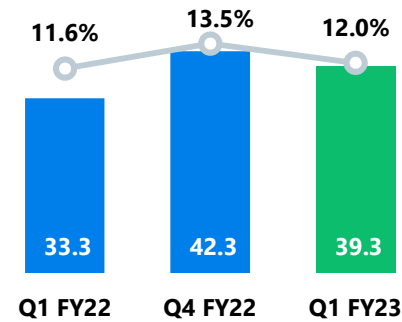
▲ 4.3% QoQ  
▲ 13.6% YoY

## EBITDA & EBITDA %



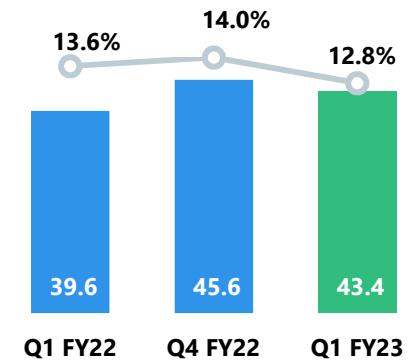
▼ 7.1% QoQ  
▲ 15.4% YoY

## EBIT & EBIT %



▼ 7.1% QoQ  
▲ 17.9% YoY

## PAT after NCI & PAT after NCI %



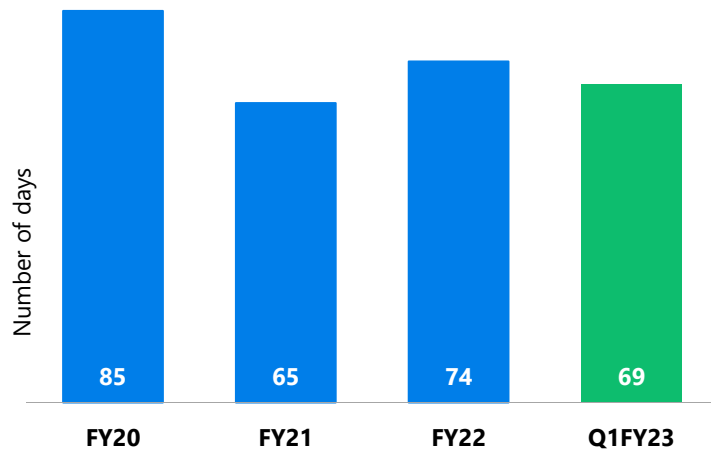
▼ 4.9% QoQ  
▲ 9.6% YoY



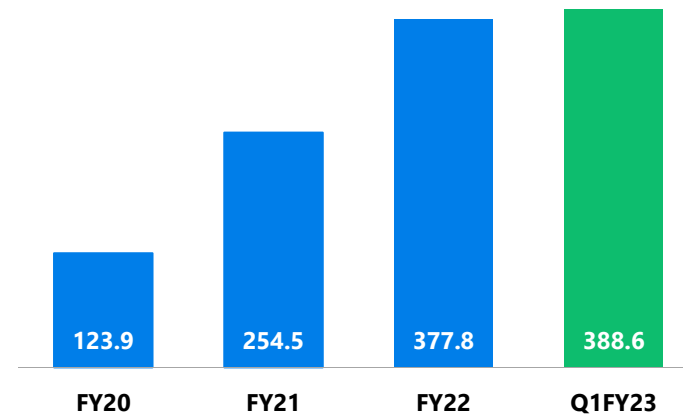
# Balance Sheet Metrics – Q1FY23

(Figures in INR Crore)

## Days Sales Outstanding (DSO)



## Total Cash & Cash Equivalent plus Liquid Investments (Net of debt)

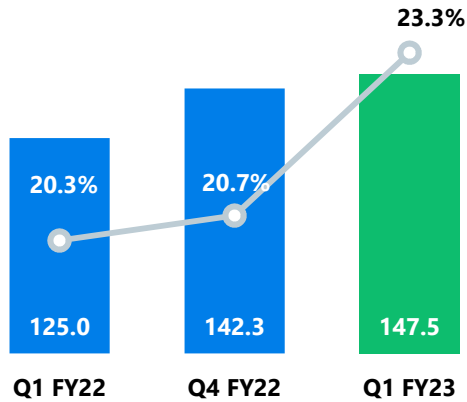




# Revenue Segment Analysis – Q1FY23

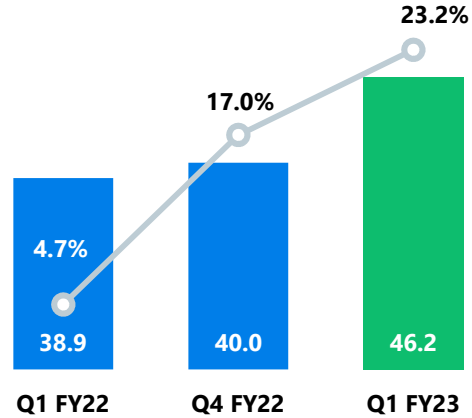
(Figures in INR Crore)

## Digital Operation Revenue & EBIT Margin (%)



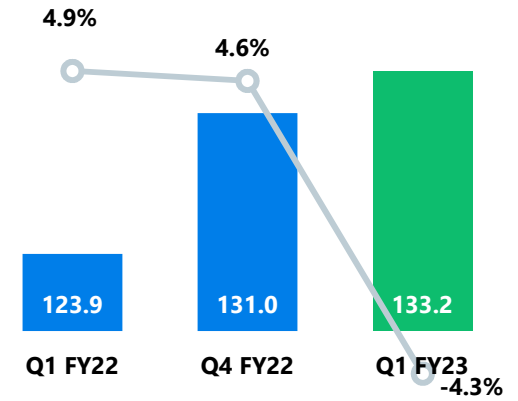
▲ 3.6% QoQ  
▲ 18.0% YoY

## Digital Experiences Revenue & EBIT Margin (%)



▲ 15.7% QoQ  
▲ 18.9% YoY

## Digital Technologies Revenue & EBIT Margin (%)



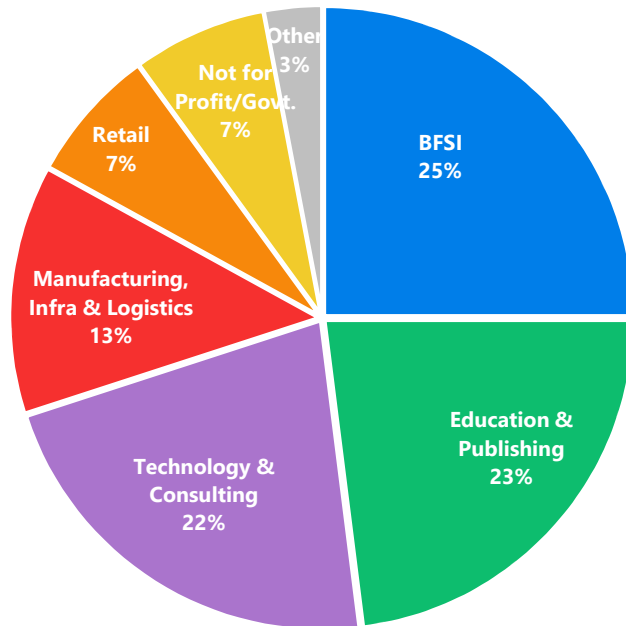
▲ 1.6% QoQ  
▲ 7.5% YoY

**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.

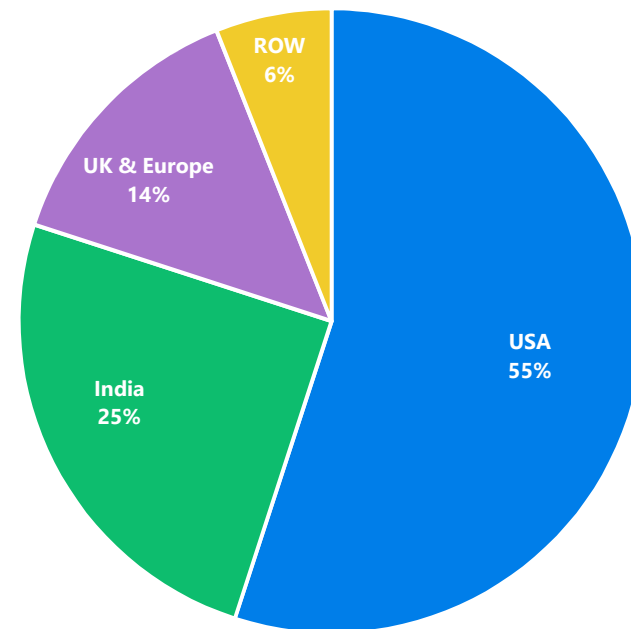


## Revenue Segment Analysis – Q1FY23

Revenue by Industry



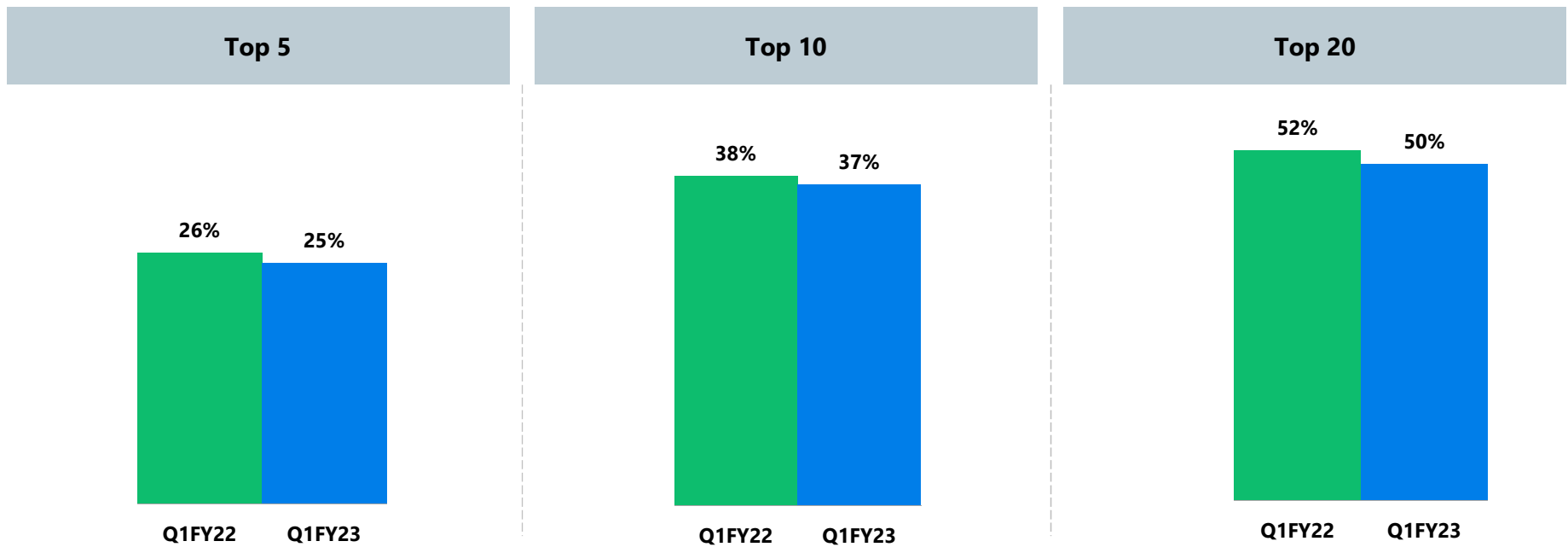
Revenue by Geography





## Client Concentration – Q1FY23

Client concentration maintained at a comfortable level





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## Key Deal Wins – Q1FY23

A **Global Leader in Chemicals** selects Datamatics for **automating Digital Finance process**

A **US based global BPO company** selects Datamatics for **modernizing their legacy applications**

A **leading, global provider of innovative supply chain solutions** selects Datamatics for **accounts receivable & Cash application automation**

A **global FinTech company** selects Datamatics for **developing next-generation digital experiences**

A **UK based Digital Healthcare Automation company** selects Datamatics **Intelligent Automation platform**

A **leading supplier of water purification systems** selects Datamatics for **digitising Finance & Accounting operations**

A **leading Logistics company** expands relationship with Datamatics for **digital technology support**

**One of the fastest growing Insurance companies** selects Datamatics for **automating Underwriting process**





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# Awards & Recognition

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# Datamatics recognized in the 2022 Gartner MQ for F&A BPO Services



## Key Highlights

- Datamatics included for the 1<sup>st</sup> time in this Magic Quadrant
- Research profiles 14 of the top global Finance & Accounting (F&A) vendors
- Recognized Datamatics strengths such as,
- Deep manufacturing industry experience
- Modular and customizable proprietary F&A products
- Innovation focus on Intelligent Automation

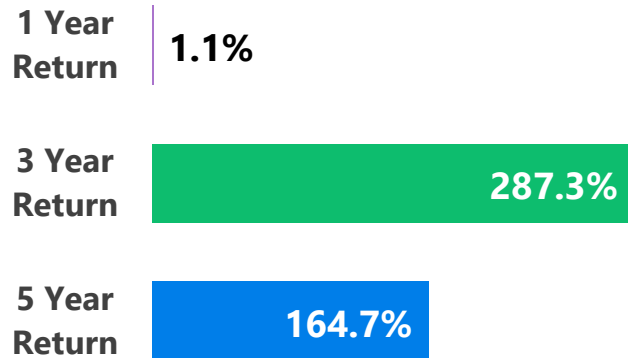
# Key Analyst Coverage

 <p><b>Niche Player</b></p> <p>2022 Gartner Magic Quadrant for Finance &amp; Accounting BPO Services</p>	 <p><b>Strong Performer</b></p> <p>Forrester Wave for RPA, Q1 2021</p>	 <p><b>Major Contender and Star Performer</b></p> <p>Finance and Accounting Outsourcing (FAO) Services PEAK Matrix – 2021</p>	 <p><b>Major Contender and Star Performer</b></p> <p>Robotic Process Automation (RPA) Products PEAK Matrix – 2021</p>
 <p><b>Major Contender and Star Performer</b></p> <p>Intelligent Document Processing (IDP) Products PEAK Matrix – 2021</p>	 <p>Featured in Market Guide for F&amp;A Business Process Outsourcing Service Providers 2021</p>	 <p><b>Major Player</b></p> <p>IDC MarketScape Asia/Pacific Intelligent Automation Services 2021 Vendor Assessment</p>	 <p><b>Strong Performer</b></p> <p>Gartner Peer Insights 'Voice of the Customer': Robotic Process Automation</p>
 <p>Profiled Datamatics' RPA-powered intelligent document processing approach</p>	 <p><b>Technology Leaders</b></p> <p>SPARK Matrix: CX Management Services, 2022</p>	 <p><b>Aspirants</b></p> <p>Customer Experience Management (CXM) Services PEAK Matrix – 2021</p>	 <p><b>Technology Leaders</b></p> <p>SPARK Matrix: Intelligent Document Processing, 2021</p>

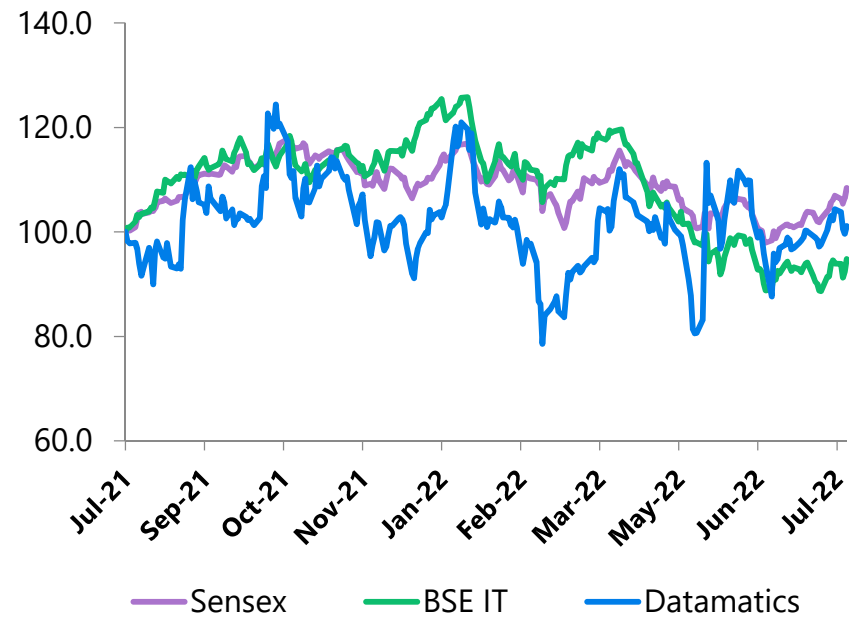


# Shareholder Value Creation

## Total Shareholder Return



## Relative Stock Price Performance



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**DATAMATICS**

# Thank You

**For Further Queries Contact:**

**Mr. Sandeep Mantri**

Chief Financial Officer

 [investorrelations@datamatics.com](mailto:investorrelations@datamatics.com)



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 [Asha.Gupta@in.ey.com](mailto:Asha.Gupta@in.ey.com)

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