

DATAMATICS

Investor Presentation

Q4FY24

8th May 2024



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.

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Agenda



About

Datamatics

Datamatics is a **Digital Technologies, Operations, and Experiences** company that enables global enterprises to go **Deep in Digital** to enhance their productivity and customer experience to create a sustainable competitive advantage.

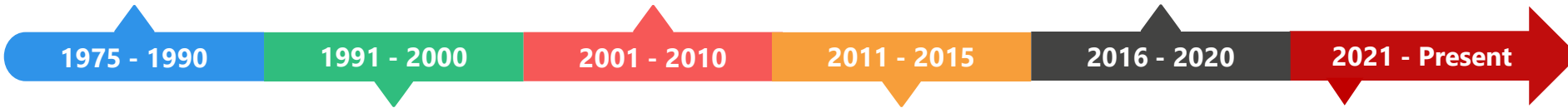


Journey So Far...

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

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



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)

2021	Divested stake in Cignex
2022-2023	Featured in Gartner Magic Quadrant for F&A BPO Services for two consecutive years
2023	Listed in Forbes Asia's Best Under A Billion Companies 2023
2023	Listed in Dun & Bradstreet Top 500 Value Creators 2023
2024	Acquired Dextara Digital, a premier provider of Salesforce services

Datamatics Overview

We enable enterprises to go Deep in Digital to boost their productivity, customer experience, and competitive advantage.



Strong Revenue and PAT Growth

FY24 Revenue INR 1,550 Crore
7.8% revenue CAGR and 13% PAT
CAGR for the last decade



Healthy Financials

Total Cash and Investments
INR 653 Crore*



Products

TruCap+, TruBot, FINATO, TruBI,
TruAI, TruFare



Clientele

300+ Significant Customers
Worldwide
Added 10 new clients in Q4FY24



Employee Attrition

17.9%

The Board of Directors has recommended final dividend of ₹ 5/- per share (i.e. 100%) of the face value of ₹ 5/- each for the year ended in March 2024.

Deep in Digital

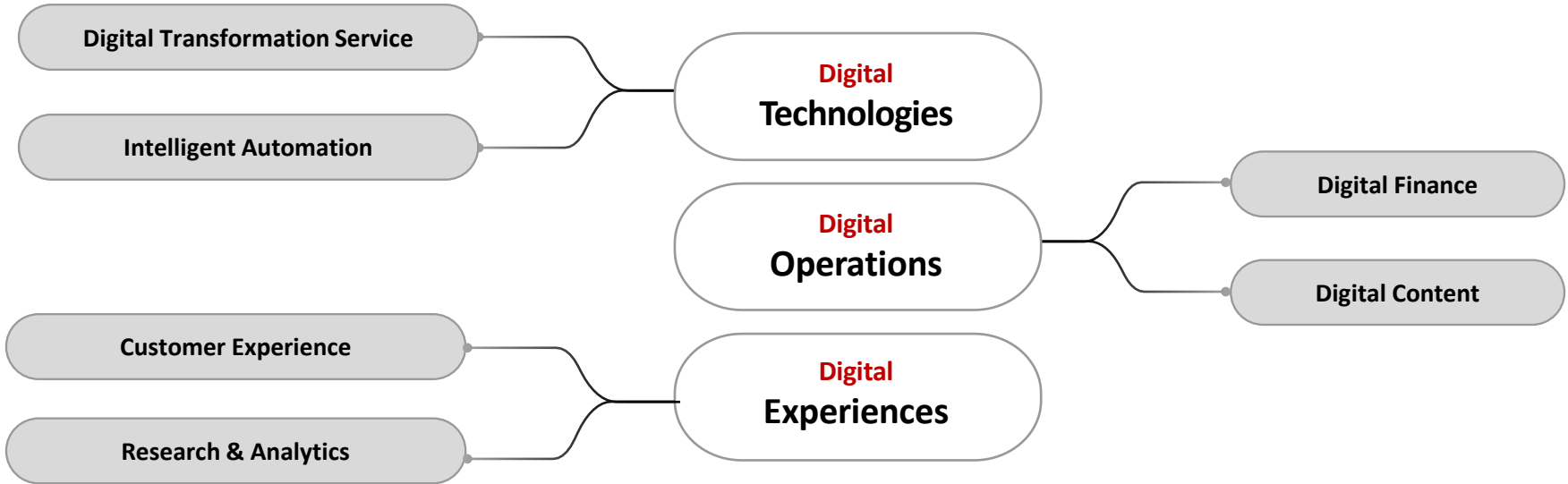


Cloud

Data

Automation

AI



TruBot

TruCap⁺

TruAI

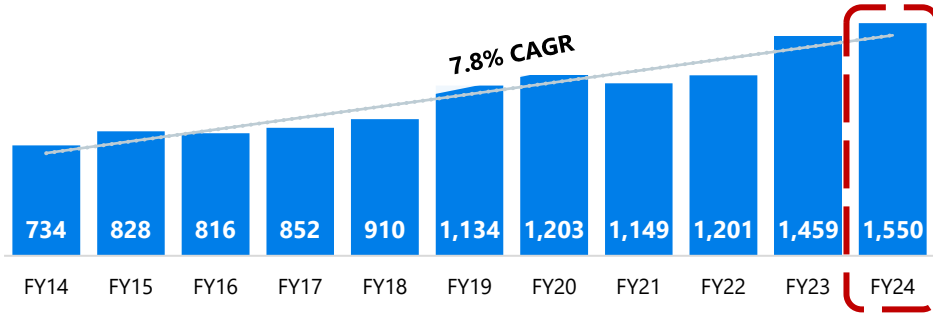
TruBI

FINATO

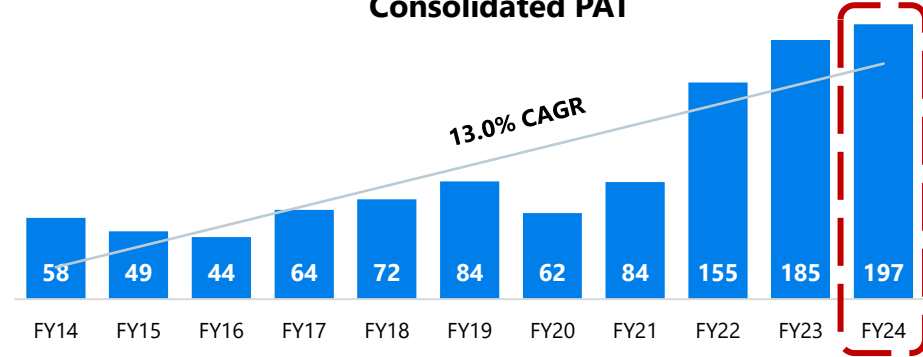
TruFare

Our Growth Performance (Figures in INR Crore)

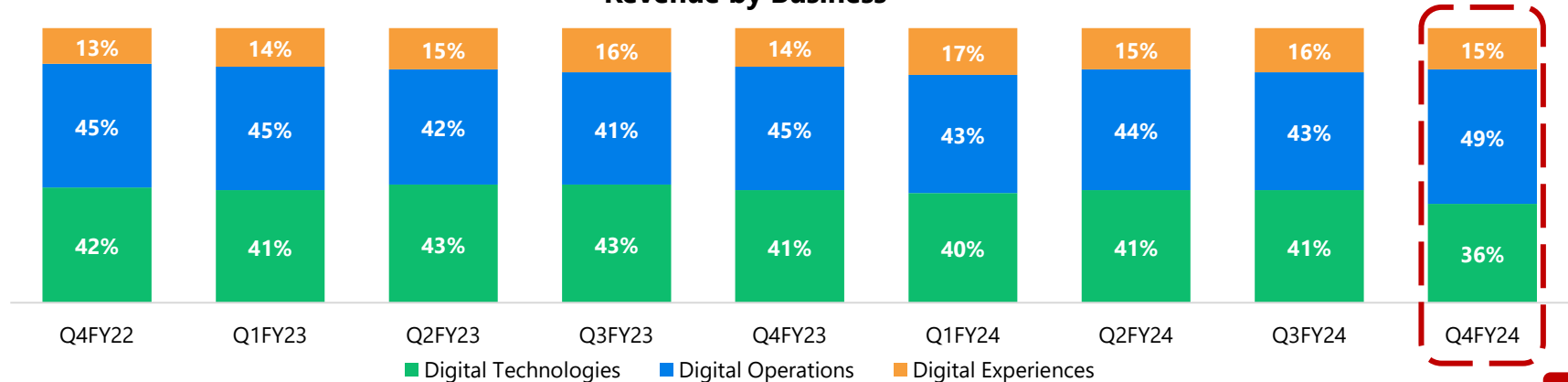
Consolidated Revenue



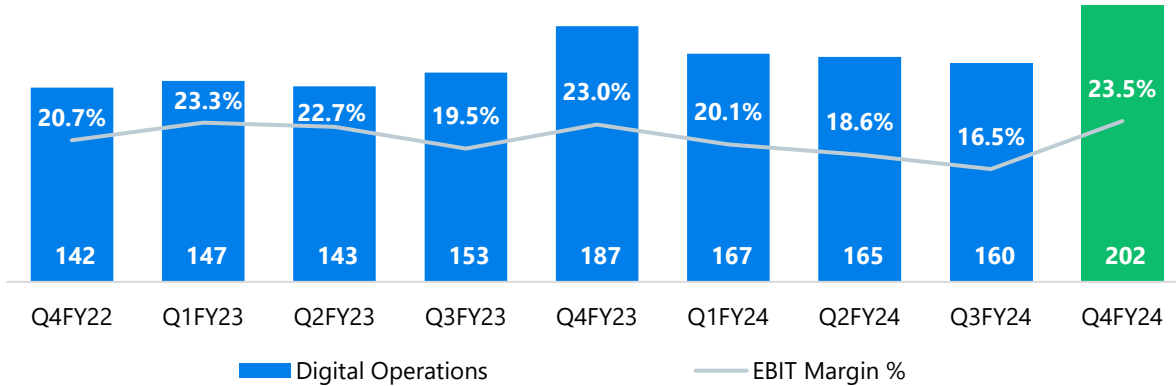
Consolidated PAT



Revenue by Business



Digital Operations (Figures in INR Crore)

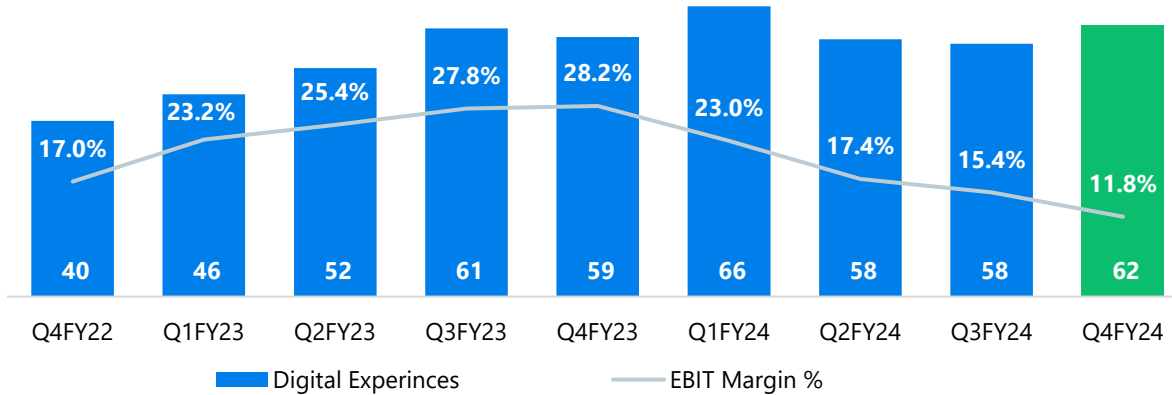


Happy with the value addition by Datamatics to our organisation in terms of CFO back office automation

Finance Controller,
A leading Manufacturing company

- 49% of total revenue
- Grew at 8.1% YoY in Q4FY24
- 23.5% EBIT margin in Q4FY24

Digital Experiences (Figures in INR Crore)



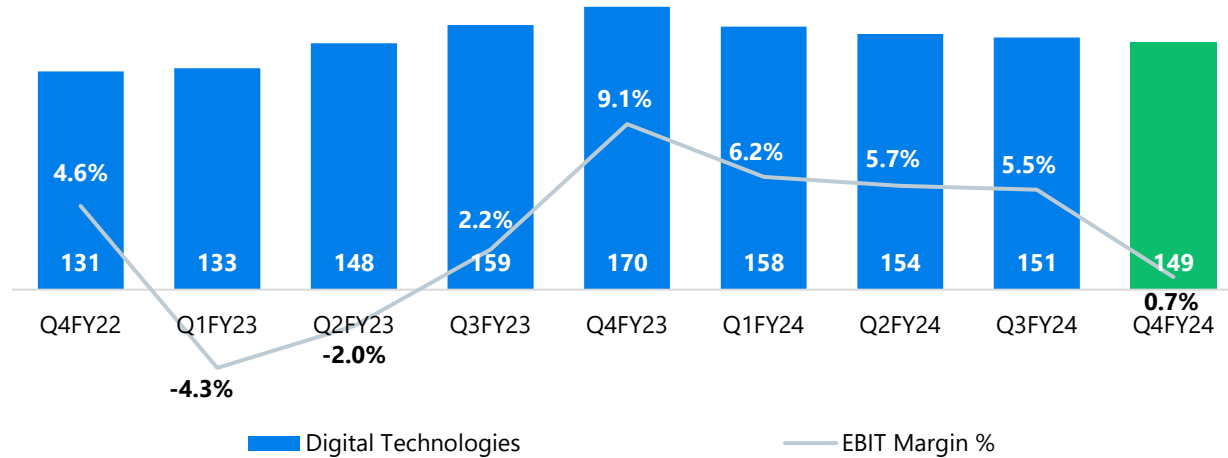
//

We are confident that with Datamatics we will see immense transformational value added to our global premium services. //

Managing Partner,
A leader in premium
international airfares

- 15% of total revenue
- Grew 3.8% YoY in Q4FY24
- 11.8% EBIT margin in Q4FY24

Digital Technologies (Figures in INR Crore)



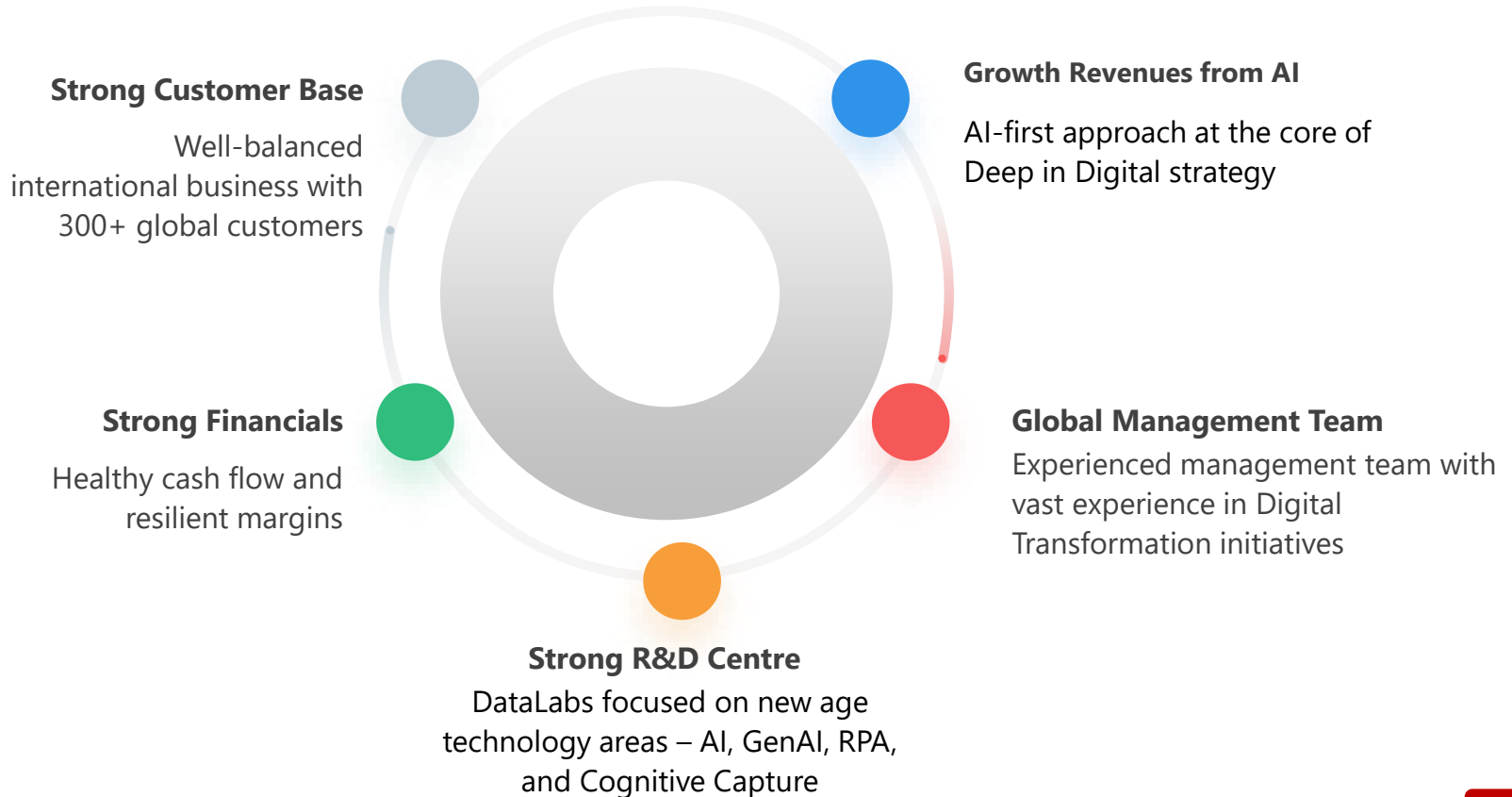
“Datamatics’ flexible approach and culture of adoption have made them a tremendously valuable partner.”

Vice President - IT,
A global automotive services & management solutions company

- 36% of total revenue
- Declined 12.4% YoY in Q4FY24
- 0.7% EBIT margin in Q4FY24

Growth Strategy & Investment Rationale

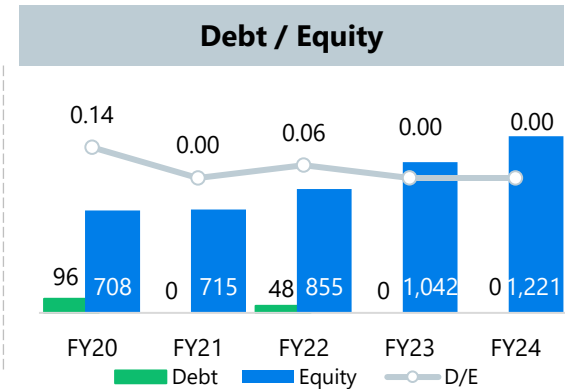
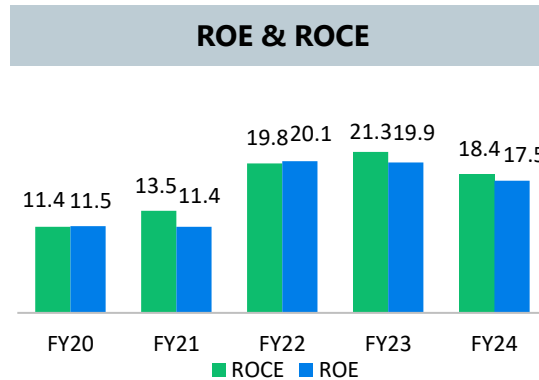
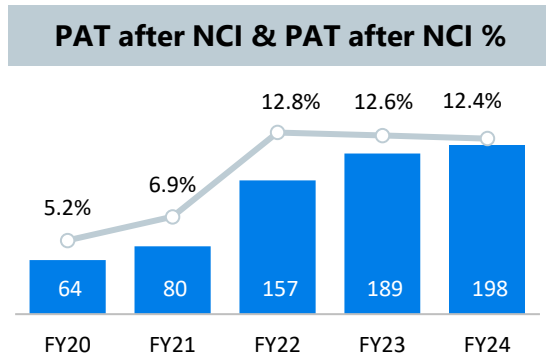
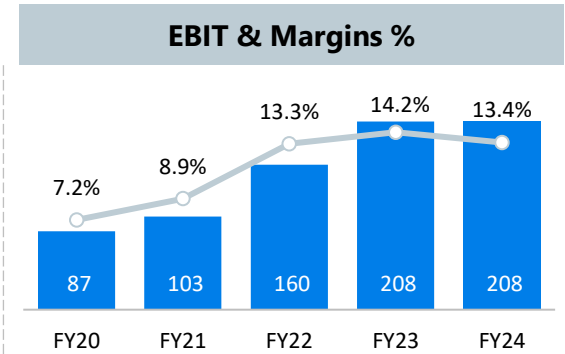
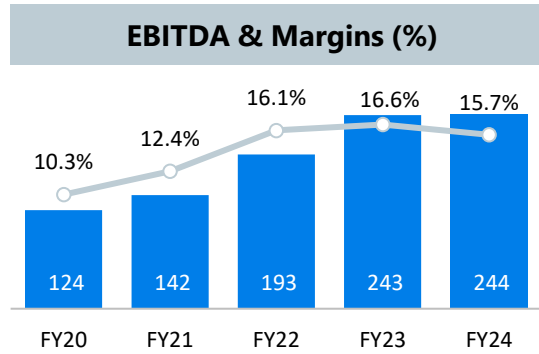
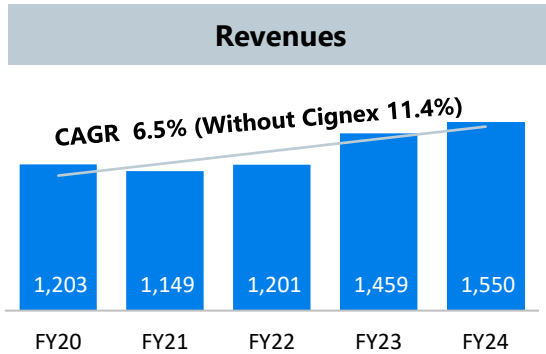
Investment Rationale: Business



Financial Performance

Key Performance Indicators

(Figures in INR Crore)



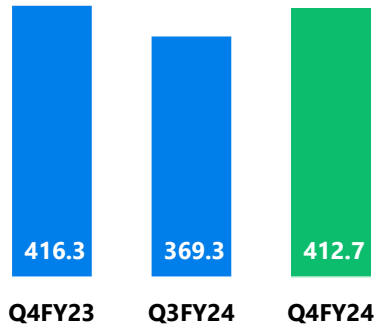
Consolidated Financial Summary – Q4FY24

Particulars (in INR Crore)	Q4FY24	Q3FY24	QoQ Growth	Q4FY23	YoY Growth	FY24	FY23	YoY Growth
Revenue from Operations	412.7	369.3	11.8%	416.3	(0.9%)	1,549.9	1,459.2	6.2%
Other Income	15.9	10.6	49.7%	5.3	200.2%	45.1	38.7	16.4%
Total Revenue	428.6	379.9	12.8%	421.6	1.7%	1,595.0	1,497.9	6.5%
EBITDA	64.7	52.6	22.8%	84.1	(23.2%)	244.0	242.5	0.6%
EBITDA Margin (%)	15.7%	14.3%	141Bps	20.2%	(455Bps)	15.7%	16.6%	(88Bps)
EBIT	55.9	43.7	27.8%	75.3	(25.8%)	207.7	207.6	0.1%
EBIT Margin (%)	13.5%	11.8%	170Bps	18.1%	(455Bps)	13.4%	14.2%	(82Bps)
PBT	71.3	53.8	32.6%	80.1	(11.0%)	250.8	243.4	3.1%
PBT Margin (%)	16.6%	14.2%	248Bps	19.0%	(236Bps)	15.7%	16.2%	(52Bps)
PAT (After non-controlling interest)	52.5	41.3	27.2%	59.7	(12.0%)	198.2	188.9	4.9%
PAT Margin (%)	12.3%	10.9%	138Bps	14.2%	(191Bps)	12.4%	12.6%	(19Bps)
Basic & Diluted EPS (INR)	8.90	7.01	27.1%	10.13	(12.1%)	33.60	32.05	4.9%

Consolidated Financial Highlights – Q4FY24

(Figures in INR Crore)

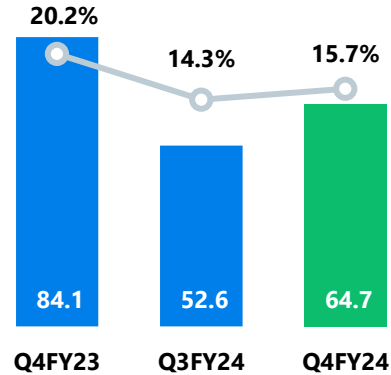
Operating Revenues



▲ 11.8% QoQ

▼ 0.9% YoY

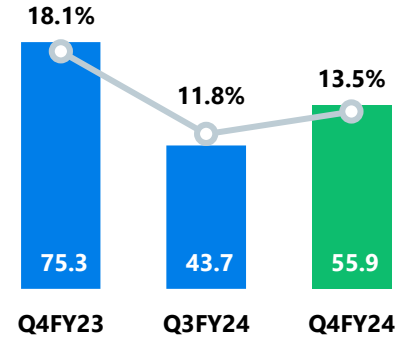
EBITDA & EBITDA %



▲ 22.8% QoQ

▼ 23.2% YoY

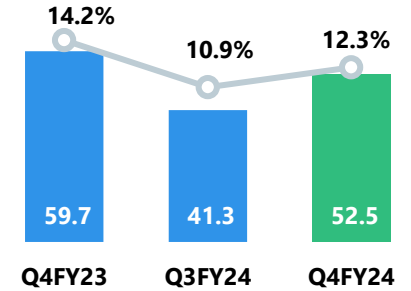
EBIT & EBIT %



▲ 27.8% QoQ

▼ 25.8% YoY

PAT after NCI & PAT after NCI %



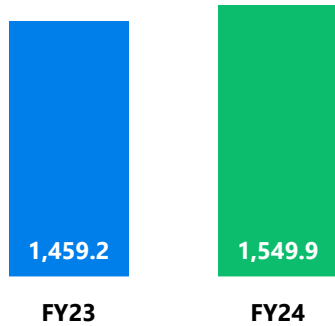
▲ 27.2% QoQ

▼ 12.0% YoY

Consolidated Financial Highlights – FY24

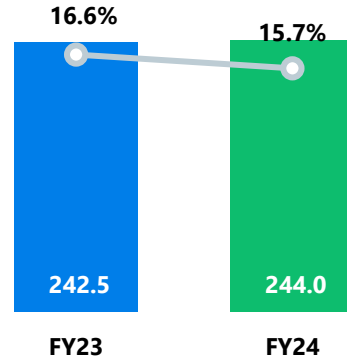
(Figures in INR Crore)

Operating Revenues



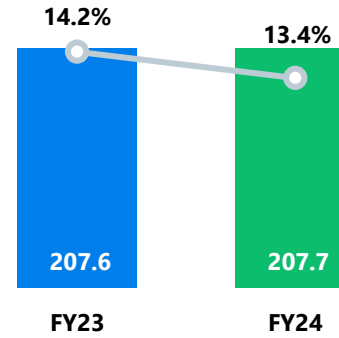
▲ 6.2% YoY

EBITDA & EBITDA %



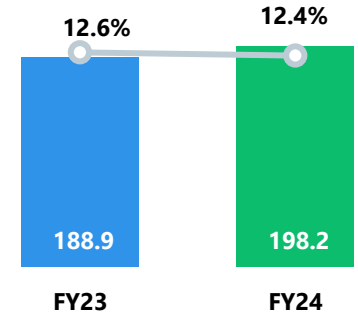
▲ 0.6% YoY

EBIT & EBIT %



▲ 0.1% YoY

PAT after NCI & PAT after NCI %

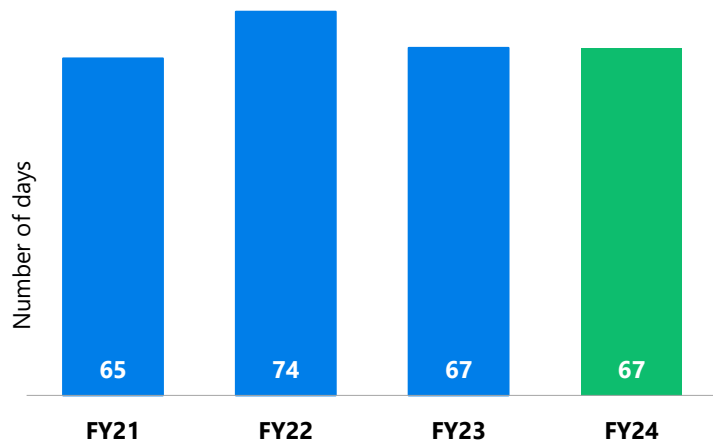


▲ 4.9% YoY

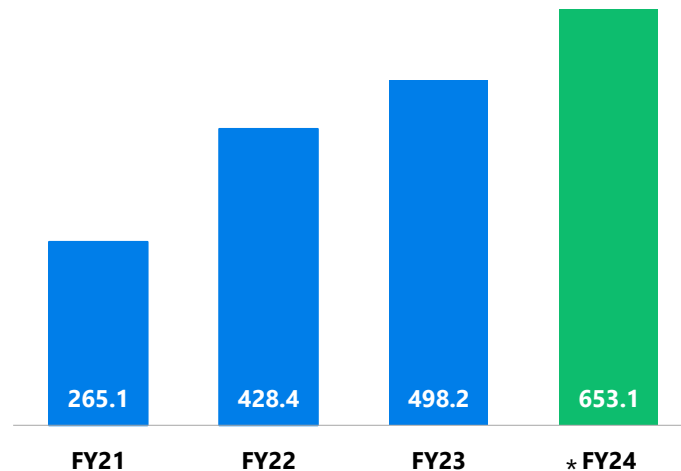
Balance Sheet Metrics – Q4FY24

(Figures in INR Crore)

Days Sales Outstanding (DSO)



Total Cash & Investments (Net of debt)

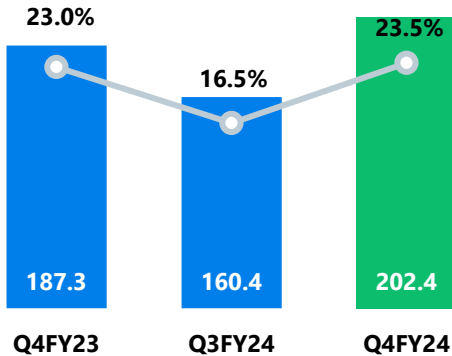


*From the cash balance, the company paid INR 109.9 Cr. towards the acquisition of Dextara Digital Pvt Ltd in April 2024.

Revenue Segment Analysis – Q4FY24

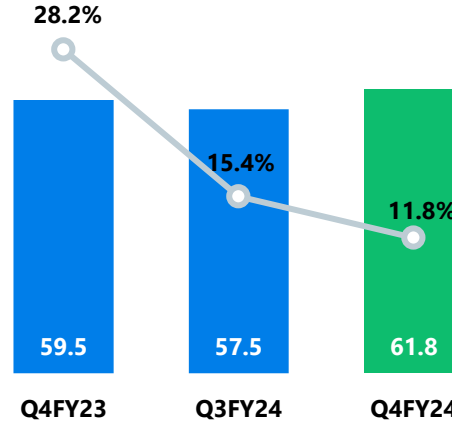
(Figures in INR Crore)

Digital Operations Revenue & EBIT Margin (%)



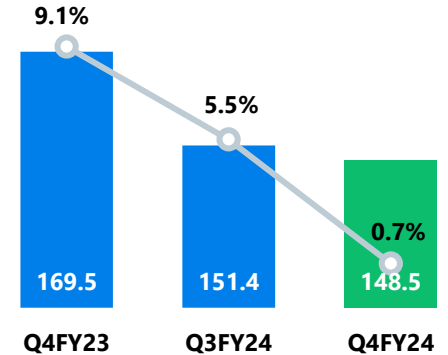
▲ 26.2% QoQ
▲ 8.1% YoY

Digital Experiences Revenue & EBIT Margin (%)



▲ 7.4% QoQ
▲ 3.8% YoY

Digital Technologies Revenue & EBIT Margin (%)

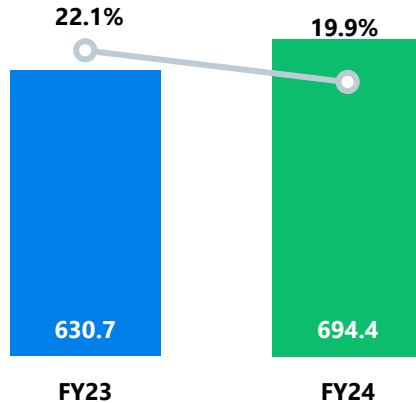


▼ 1.9% QoQ
▼ 12.4% YoY

Revenue Segment Analysis – FY24

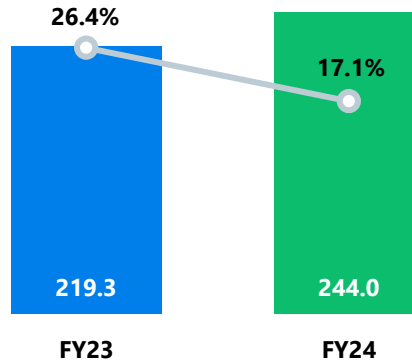
(Figures in INR Crore)

Digital Operations Revenue & EBIT Margin (%)



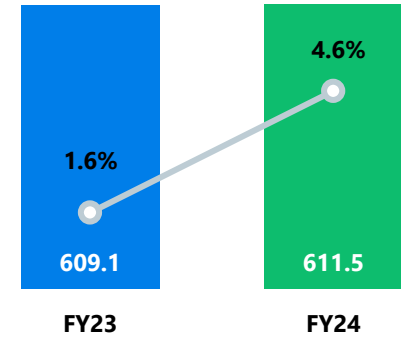
▲ 10.1% YoY

Digital Experiences Revenue & EBIT Margin (%)



▲ 11.2% YoY

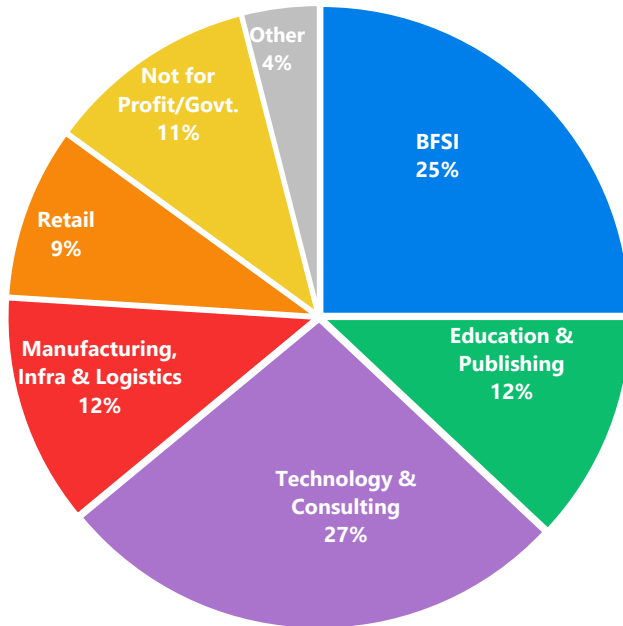
Digital Technologies Revenue & EBIT Margin (%)



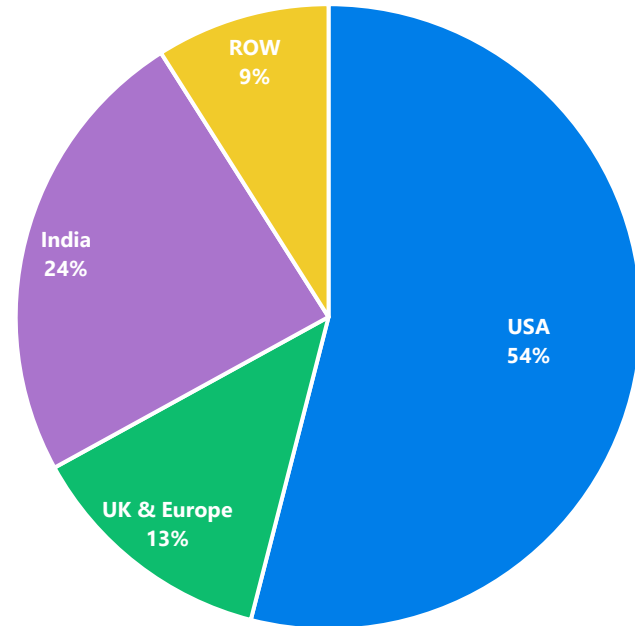
▲ 0.4% YoY

Revenue Segment Analysis – FY24

Revenue by Industry



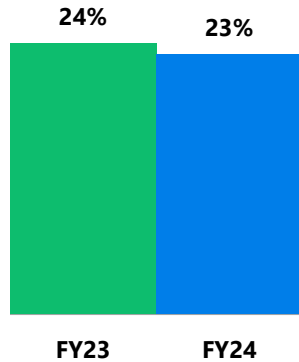
Revenue by Geography



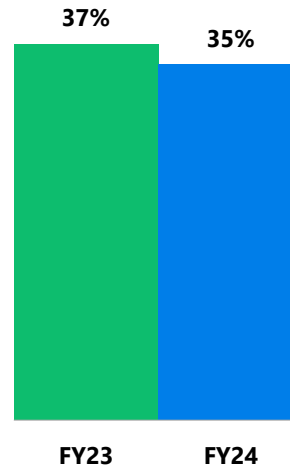
Client Concentration – FY24

Client concentration maintained at a comfortable level

Top 5



Top 10



Top 20



Key Deal Wins – Q4FY24

A leading US based technology company selects Datamatics for Digital Finance.

A global leader in procurement services selects Datamatics for enterprise modernization services.

A leading US based healthcare technology company selects Datamatics for Intelligent Automation solutions.

A UAE based business and industrial hub selects Datamatics to enable customer insights for business growth.

A global pharmaceutical giant selects Datamatics for digital business automation services.

Recognition

Key Recognitions – Q4 FY24



Recognized

Market Guide for Hyperautomation Service Providers

Recognized among Top 20 Global Vendors



Major Contender

Intelligent Document Processing (IDP) Products
PEAK Matrix Assessment 2024

Recognized among Top 15 Global Vendors



Recognized

The Automation Fabric Services Landscape, Q1 2024

Recognized among Top 10 Global Vendors



Major Contender

Intelligent Process Automation (IPA) Solutions
PEAK Matrix Assessment 2024

Recognized among Top 15 Global Vendors



Challengers

F&A Business Process Transformation 2023-2024 RadarView

Recognized among Top 15 Global Vendors



Major Contender

Application Transformation Services PEAK Matrix® Assessment 2024 – Europe

Recognized among Top 15 Global Vendors



Datamatics Recognized By
Dun & Bradstreet
amongst India's **Top 500**
Value Creators
2023



Datamatics Recognized By
Forbes Asia
Amongst **Top 200**
Companies



DATAMATICS

Thank You

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