

# Investor Presentation

Q3FY25

**DATAMATICS**

# 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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at Glance**

02

**Offerings**

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**Financial  
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# Company at Glance

The background features a dynamic composition of geometric shapes. A large, solid red shape occupies the bottom-left and bottom-center areas. On the right side, there are overlapping, curved shapes in shades of blue and red. A prominent feature is a grid of thin, red lines that curves and recedes into the distance, creating a sense of depth and movement. The overall aesthetic is modern and data-oriented.

**DATAMATICS**

# Overview

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



## Revenue and PAT Growth

Q3FY25 Revenue INR **425** Crore  
**7.8%** revenue CAGR and **13%** PAT  
CAGR for the last decade



## Healthy Financials

Net Cash and Investments  
INR **326** Crore



## AI-powered IP

TruCap+, TruBot, FINATO,  
TruBI, TruAI



## Clientele

**300+** Significant Customers  
Worldwide  
Added **12** new clients in Q3FY25



## Employee Attrition

**12%** (9M FY25)

# Leadership Team



**RAHUL L. KANODIA**  
VICE CHAIRMAN  
& CHIEF EXECUTIVE  
OFFICER



**SAMEER L. KANODIA**  
DIRECTOR  
& MANAGING DIRECTOR &  
CHIEF EXECUTIVE OFFICER  
OF LUMINA DATAMATICS



**DINESH KUMAR VK**  
EXECUTIVE VICE PRESIDENT  
& GLOBAL SALES HEAD



**MITUL N. MEHTA**  
EXECUTIVE VICE PRESIDENT  
& CHIEF MARKETING OFFICER



**BALA  
GOPALAKRISHNAN**  
PRESIDENT & GLOBAL HEAD -  
DIGITAL TECHNOLOGIES



**NAVIN GUPTA**  
EXECUTIVE VICE PRESIDENT  
& GLOBAL HEAD - DIGITAL  
OPERATIONS



**SANDEEP ARORA**  
PRESIDENT & GLOBAL HEAD  
- DIGITAL EXPERIENCES



**SHASHI BHARGAVA**  
EXECUTIVE VICE PRESIDENT  
& HEAD INTELLIGENT  
AUTOMATION PRODUCTS



**ANKUSH AKAR**  
SENIOR VICE PRESIDENT  
& CHIEF FINANCE OFFICER



**DIVYA KUMAT**  
PRESIDENT, CHIEF LEGAL  
OFFICER & COMPANY  
SECRETARY



**DR. RIMA CHOWDHURY**  
PRESIDENT, CHIEF HUMAN  
RESOURCES OFFICER & CSR  
LEADER

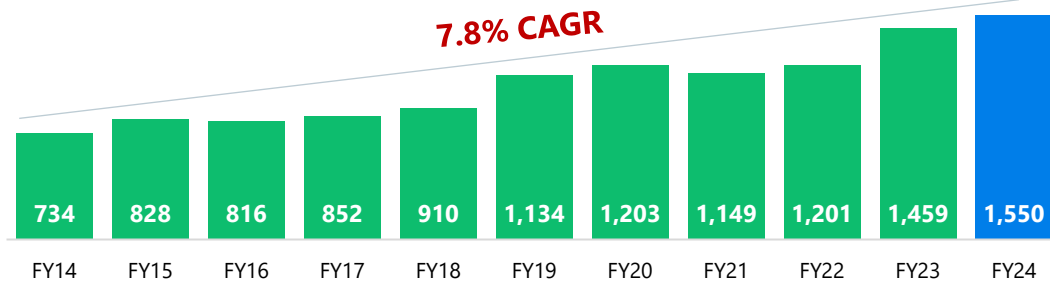


**SANJEET BANERJI**  
EXECUTIVE VICE PRESIDENT  
& HEAD - ARTIFICIAL  
INTELLIGENCE & COGNITIVE  
SCIENCES

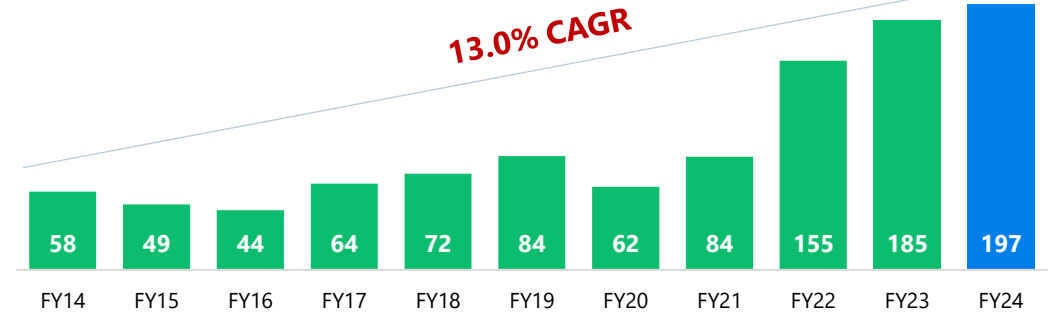
# Our Growth Performance

(Figures in INR Crore)

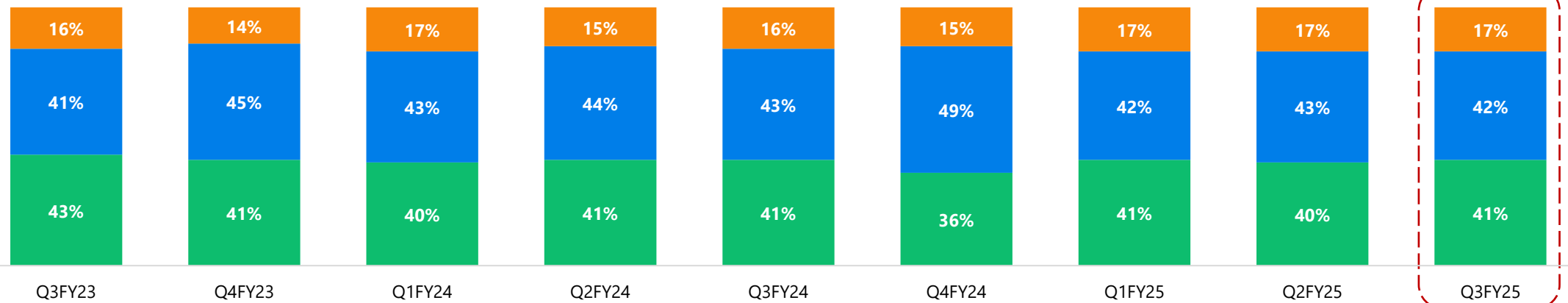
## Consolidated Revenue



## Consolidated PAT



## Revenue by Business



■ Digital Technologies 
 ■ Digital Operations 
 ■ Digital Experiences

# Offerings

**DATAMATICS**



# Deep in Digital

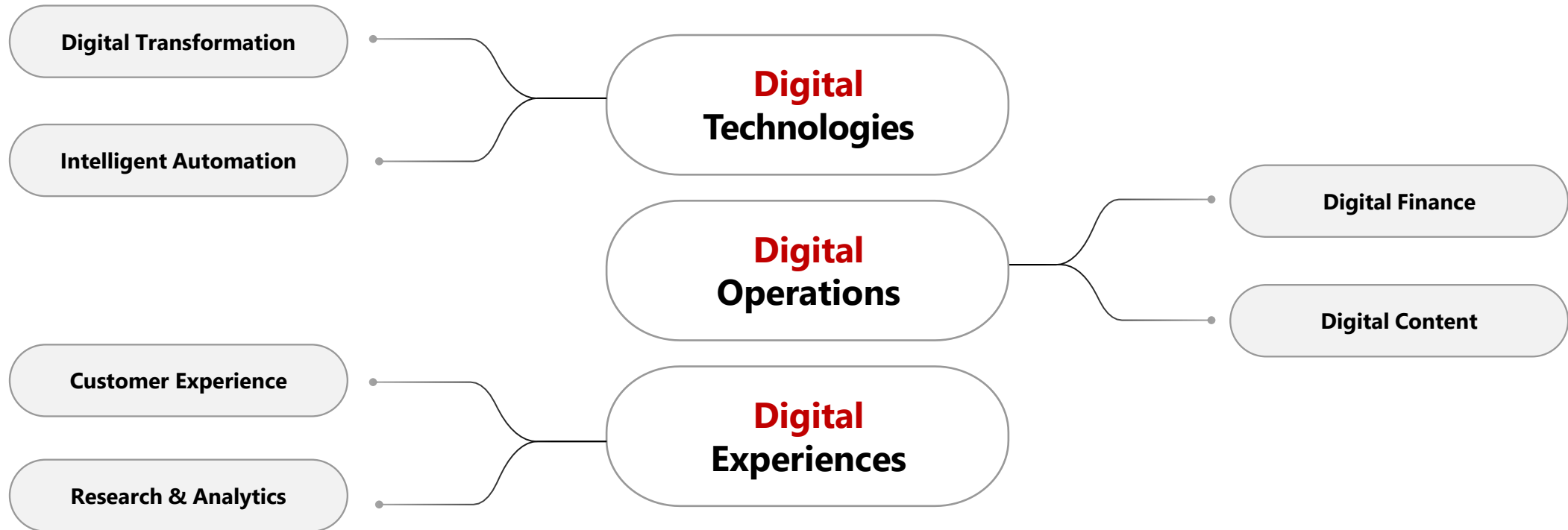


Artificial Intelligence

Data

Automation

Cloud



TruBot

TruCap<sup>+</sup>

TruAI

TruBI

FINATO



## AI Services

- AI Strategy & Consulting
- Data Management
- AI Solution Development & Integration
- Generative AI
- Model Development
- MS Copilot Integration & Development

## AI Solutions

- Financial Statement Analysis (TruAI)
- Fraud Analytics
- Contract Management
- Credit Risk Analysis (TruAI)
- Video & Image Analytics
- Sentiment Analysis
- Software Development Lifecycle Optimization (KaiSDLC)
- Business Rule Extraction Engine (KaiBRE)
- Digital Interventions for superior CX (SuperCX)

## AI-Powered Products

- TruBot (RPA)
- TruCap+ (IDP)
- TruBI (Business Intelligence)
- FINATO (Finance Transformation)

- Delivered 40+ AI projects
- Processing 15M+ balance sheet pages annually
- Small language model & copilot developed in collaboration with Microsoft and Google.
- Partner On-boarding Copilot App featured by Microsoft among the top copilots
- 30+ Customers using GenAI powered TruBot, TruCap+, TruBI

## Recognition



One of the first companies globally certified for ISO 42001:2023 for Artificial Intelligence Management System

# Digital Technologies

Enterprises partner with Datamatics for their technology transformation, leveraging the latest digital technology advancements to maximize potential. Datamatics offers deep expertise in Digital Technologies like Data & AI, Cloud, Intelligent Automation, Application Modernization, and low-code/no-code platforms. They enhance enterprise agility by reimagining applications and collaborating with Hyperscalers like Microsoft, Google, Salesforce, and AWS to deliver innovative solutions.

"Datamatics was very agile and proactive in their approach and worked as an extended team of Harris Teeter. Datamatics helped us in our Digital Transformation journey by enabling us to go deep in digital with its solutions."

Stephen Ramsey

**Sr. Director, Information Services,  
Harris Teeter**

"Datamatics acts as a key partner in our journey. They look to solve a business problem and not just provide a technical solution. They have helped us scale by learning our processes and this is what sets Datamatics apart. Datamatics will continue to be our valued partner in our digital transformation journey."

David Friedman

**Head of Intelligent Automation Centre of Excellence,  
Ryder Systems**



# Digital Operations

Enterprises partner with Datamatics to transform their mid-office and back-office operations. Through its proprietary platforms, process expertise, and global delivery, it achieves global benchmarks of productivity and operational efficiency. Their digitally augmented platforms are powered by Artificial Intelligence, Intelligent Automation, Smart Workflows and Analytics. Datamatics is recognized as a top 10 global Finance Transformation Provider by several leading analyst firms like Gartner, IDC, and Everest."

"We collaborated with Datamatics to help process our accounts payable invoices for our customers, predominantly across Europe. I have to say it was transformational; Datamatics has done a great job of recognizing our challenges and Enhancing the process."

Tony McMurray  
**Managing Director,**  
**Ingram Micro Global Business Services**

"Since Finato came in, we've had great feedback from the whole organization. We found it to be a lot more intuitive, and the look and feel are also really fresh. We appreciate the involvement of the Datamatics team and thank them for providing a modern, updated system."

Jonathan Stevenson  
**Finance Transformation Director,**  
**Incora**



# Digital Experiences

Datamatics Digital Experiences integrates AI to enhance customer experience. Its multilingual, omnichannel contact centers in the Philippines, India, and the USA feature 'Super Agents' who embody the client's brand ethos and deliver superior customer experiences, enhancing satisfaction, loyalty, and business growth. Service offerings include CX Consulting, Management, Transformation, and Analytics embedded across all customer touchpoints and channels.

"Datamatics has worked with us very closely over the years in terms of helping us and implementing a new proctoring platform. Datamatics brings a level of professionalism and support. They're more like a partner to us than a vendor. 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."

Raashid Siddique  
**President, Global Operations,**  
**PSI**

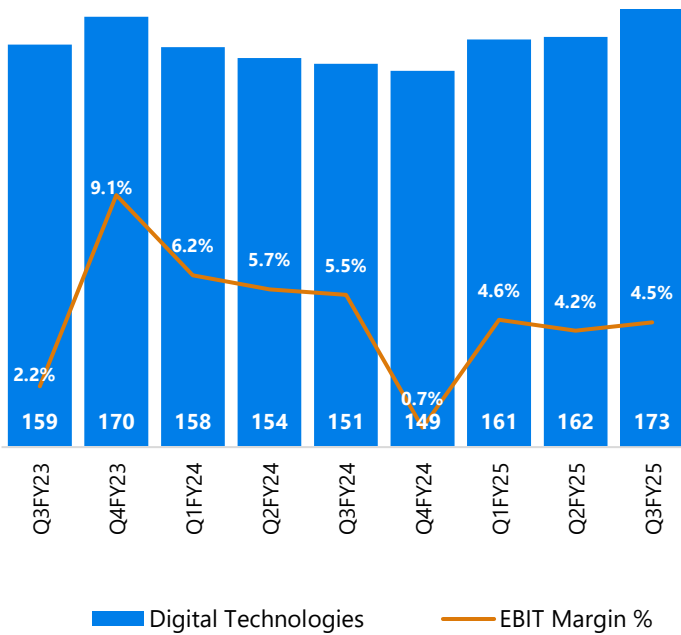
"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed the transition process. We look forward to many shared successes in the future."

Mark Lowery  
**Managing Partner,**  
**AccessFares**

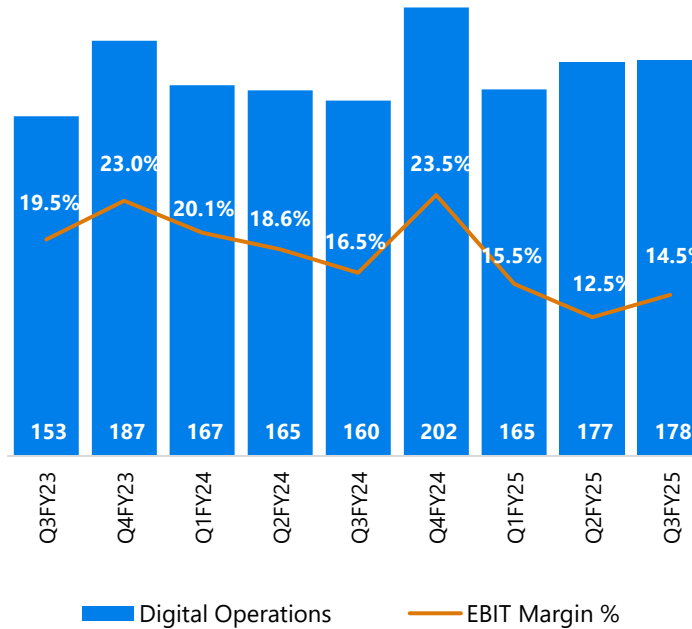


# Business Segment Revenue Trend (Figures in INR Crore)

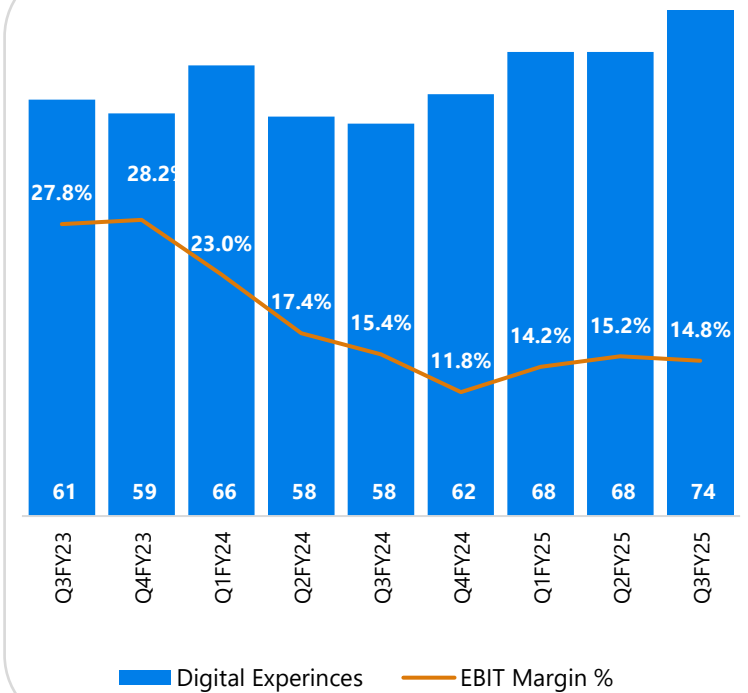
## Digital Technologies








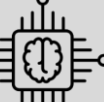
## Digital Operations



## Digital Experiences



# Growth Strategy

	Strengthen customer relationships	Strengthen Management team	
	Increase market presence and awareness in US and Europe	Collaboration with Hyperscalers	
	Focus on proprietary products and platforms	Investment in AI based services	

# Financial Performance

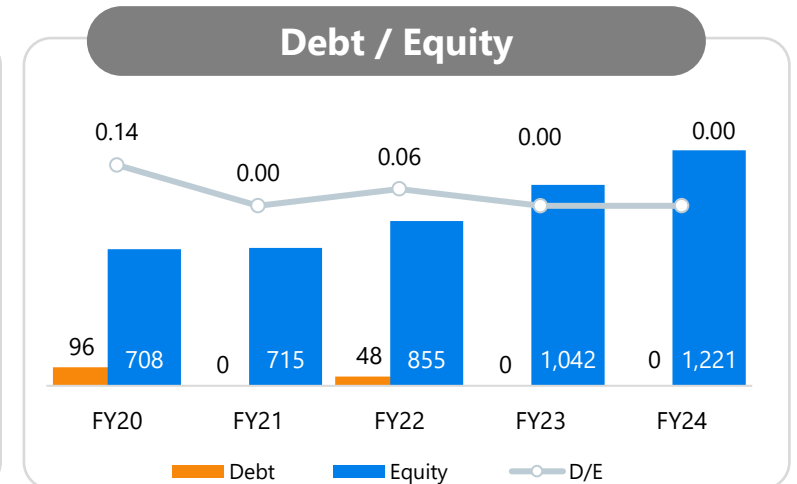
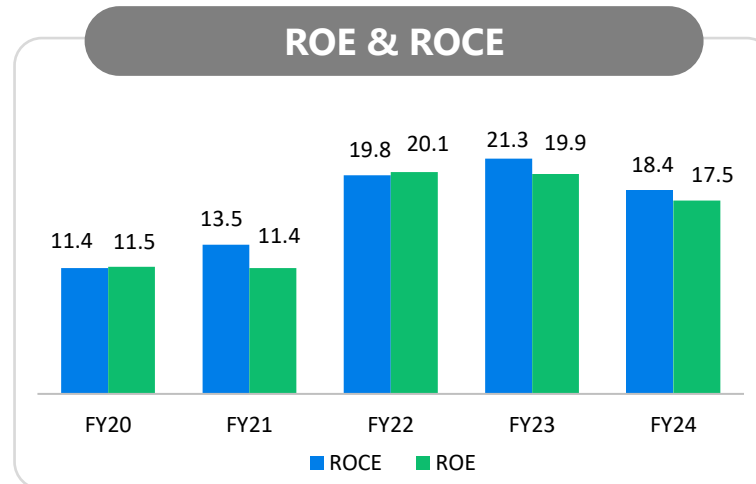
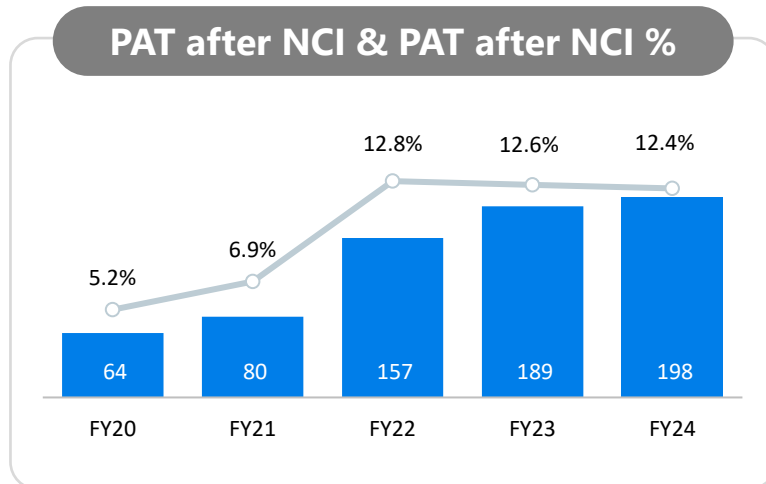
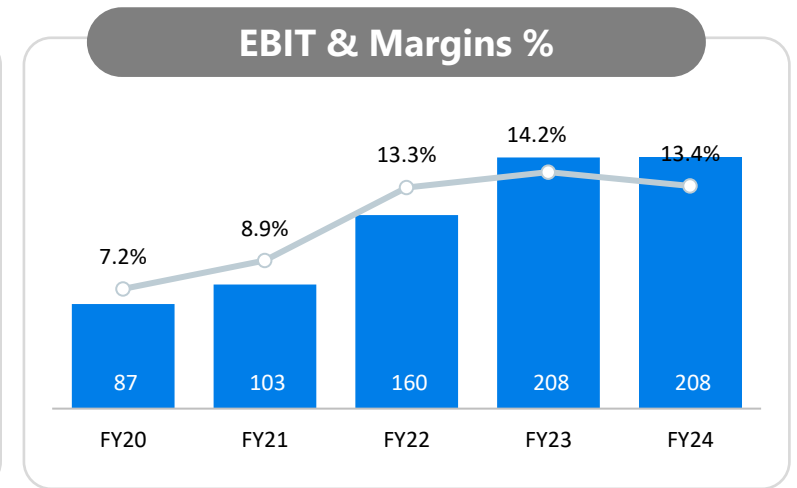
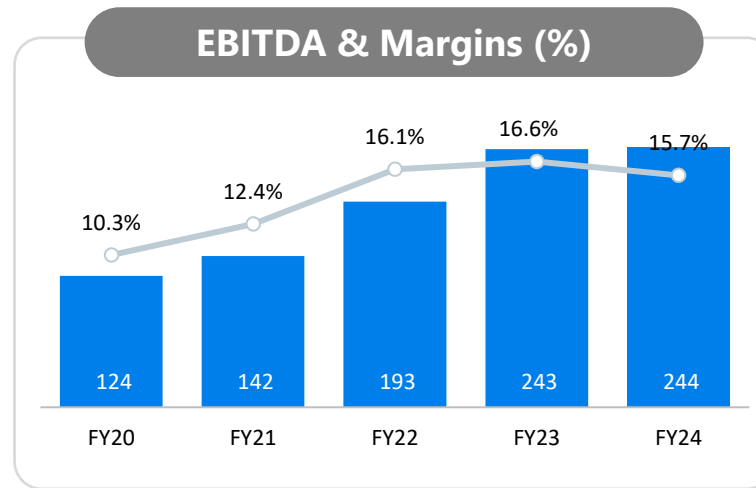
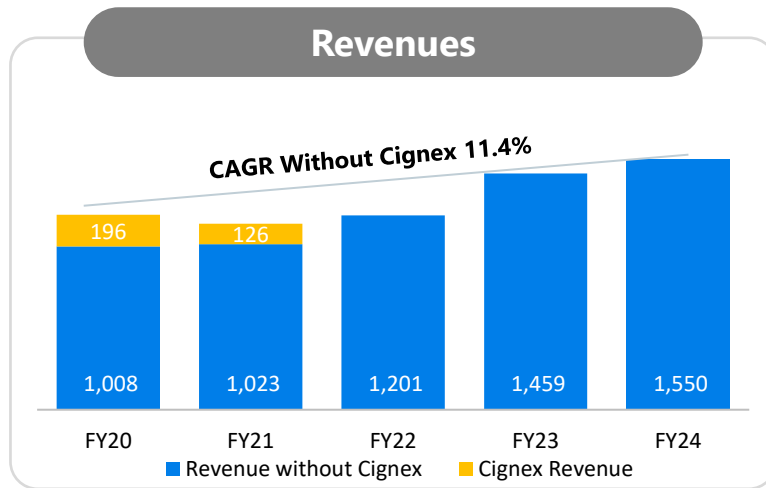


**DATAMATICS**



# Key Performance Indicators

(Figures in INR Crore)



# Consolidated Financial Summary – Q3FY25

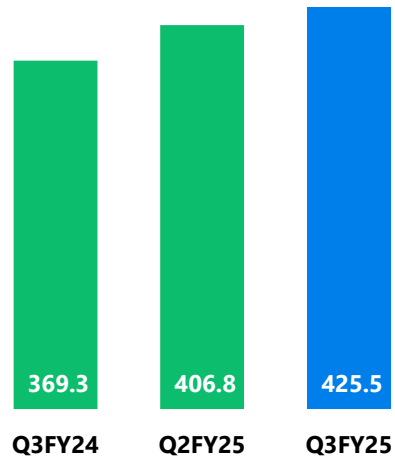
Particulars		Q3FY25	Q2FY25	QoQ Growth	Q3FY24	YoY Growth	9MFY25	9MFY24	YoY Growth
<b>Revenue (INR Crore)</b>	Revenue from Operations (INR Crore)	425.5	406.8	4.6%	369.3	15.2%	1,226.2	1,137.2	7.8%
	Other Income (INR Crore)	10.7	13.8	(22.4%)	10.6	0.7%	38.3	29.2	31.2%
	Total Income (INR Crore)	436.2	420.5	3.7%	379.9	14.8%	1,264.5	1,166.4	8.4%
<b>Margins (INR Crore)</b>	EBITDA	54.6	48.8	11.9%	52.6	3.6%	154.7	179.3	(13.7%)
	EBIT	44.7	39.3	13.7%	43.7	2.4%	126.7	151.9	(16.6%)
	PBT before exceptional item	53.3	52.7	1.1%	53.8	(0.9%)	162.1	179.5	(9.7%)
	PBT after exceptional item*	88.1	52.7	67.2%	53.8	63.9%	193.8	179.5	7.9%
	PAT (After non-controlling interest)	74.3	42.4	75.4%	41.3	79.9%	160.2	145.7	10.0%
<b>Margin (%)</b>	EBITDA Margin (%)	12.8%	12.0%	84Bps	14.3%	(143Bps)	12.6%	15.8%	(315Bps)
	EBIT Margin (%)	10.5%	9.7%	84Bps	11.8%	(132Bps)	10.3%	13.4%	(302Bps)
	PBT Margin before exceptional item (%)	12.2%	12.5%	(32Bps)	14.2%	(193Bps)	12.8%	15.4%	(258Bps)
	PBT Margin after exceptional item (%)	20.2%	12.5%	767Bps	14.2%	605Bps	15.3%	15.4%	(7Bps)
	PAT Margin (%)	17.0%	10.1%	696Bps	10.9%	617Bps	12.7%	12.5%	18Bps
<b>EPS (INR)</b>	Basic & Diluted EPS (INR)	12.58	7.18	75.3%	7.01	79.6%	27.12	24.71	9.7%

\*Note: The exceptional item, represents exchange gains arising from buy back of equity share capital held in overseas subsidiary and expenses incurred on acquisition of subsidiaries.

# Consolidated Financial Highlights – Q3FY25

(Figures in INR Crore)

## Operating Revenues

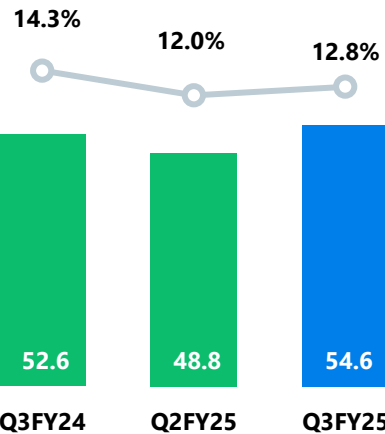


QoQ 4.6%



YoY 15.2%

## EBITDA & EBITDA %

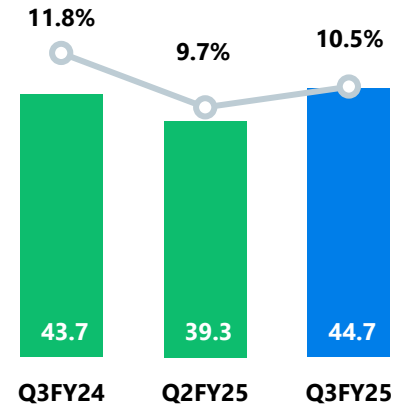


QoQ 11.9%



YoY 3.6%

## EBIT & EBIT %

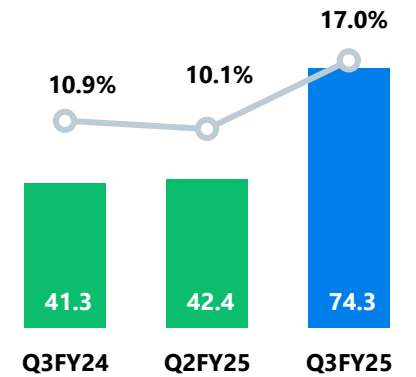


QoQ 13.7%



YoY 2.4%

## PAT after NCI & PAT after NCI %



QoQ 75.4%

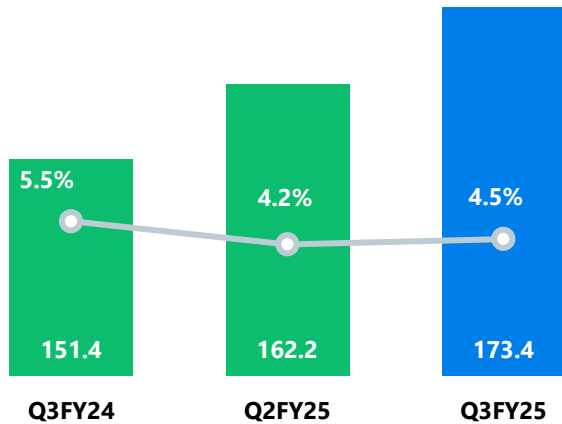


YoY 79.9%

# Revenue Segment Analysis – Q3FY25

(Figures in INR Crore)

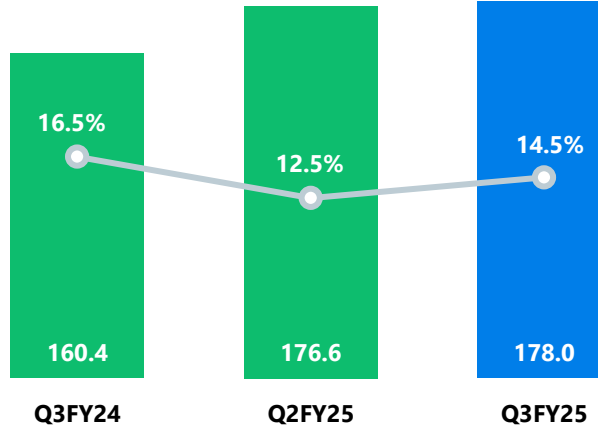
## Digital Technologies Revenue & EBIT Margin (%)



▲ QoQ 6.9%

▲ YoY 14.5%

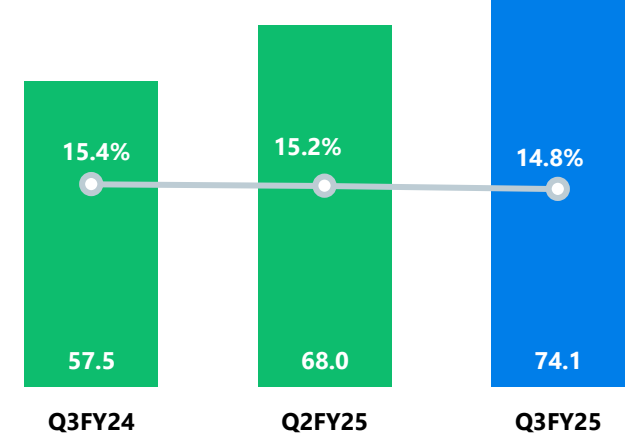
## Digital Operations Revenue & EBIT Margin (%)



▲ QoQ 0.8%

▲ YoY 11.0%

## Digital Experiences Revenue & EBIT Margin (%)



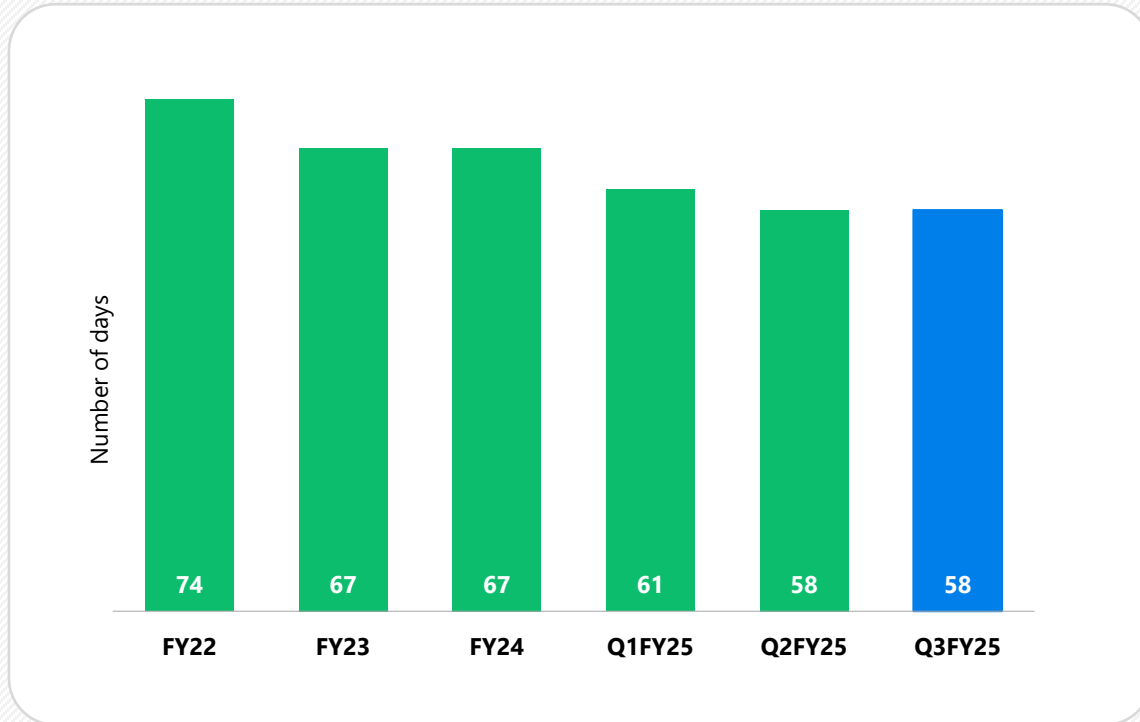
▲ QoQ 9.0%

▲ YoY 28.9%

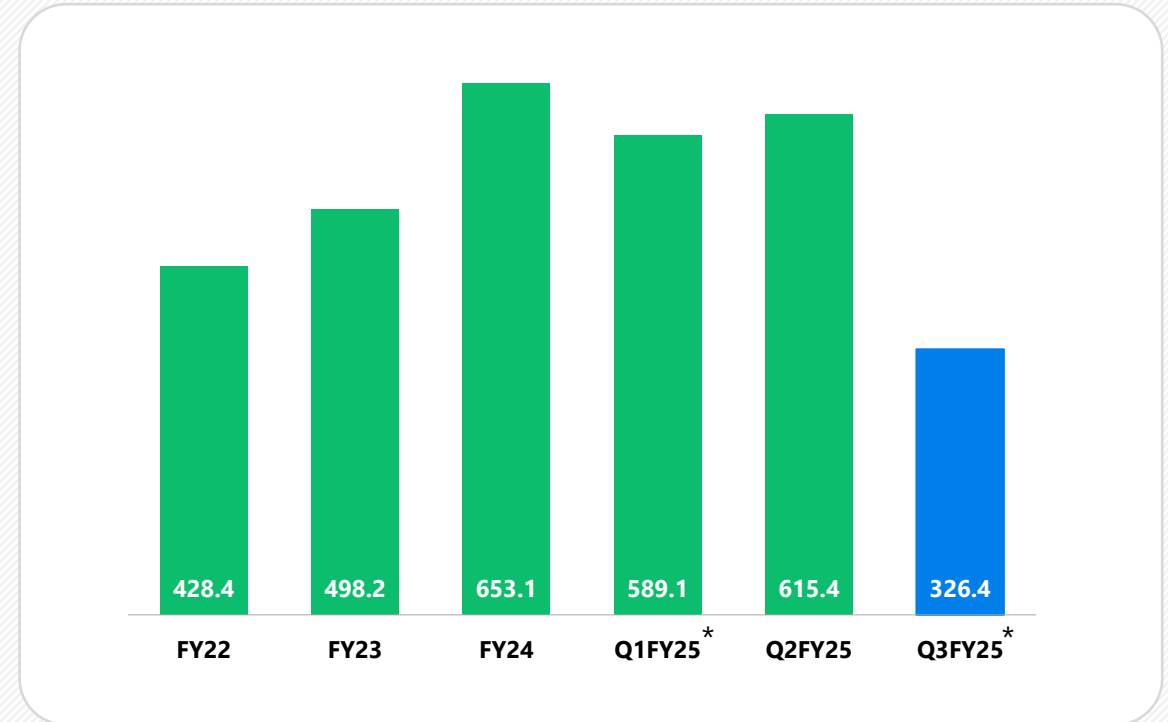
# Balance Sheet Metrics – Q3FY25

(Figures in INR Crore)

## Days Sales Outstanding (DSO)



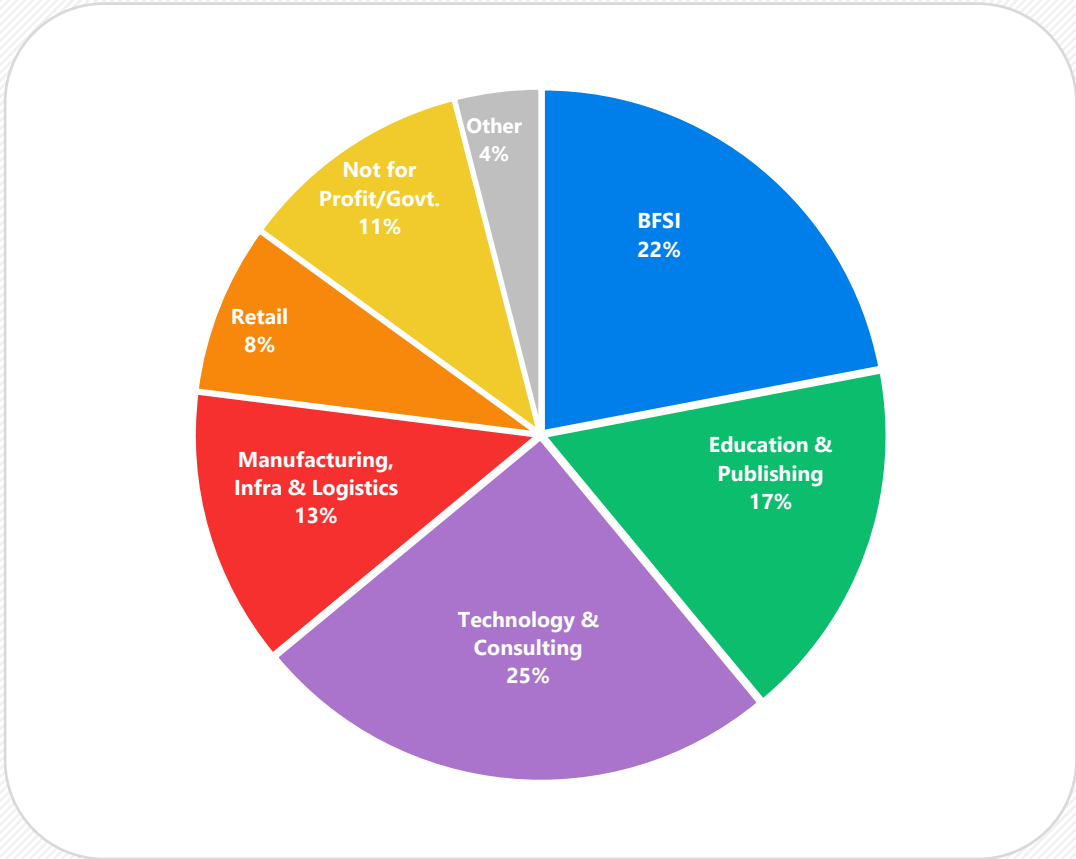
## Net Cash & Investments



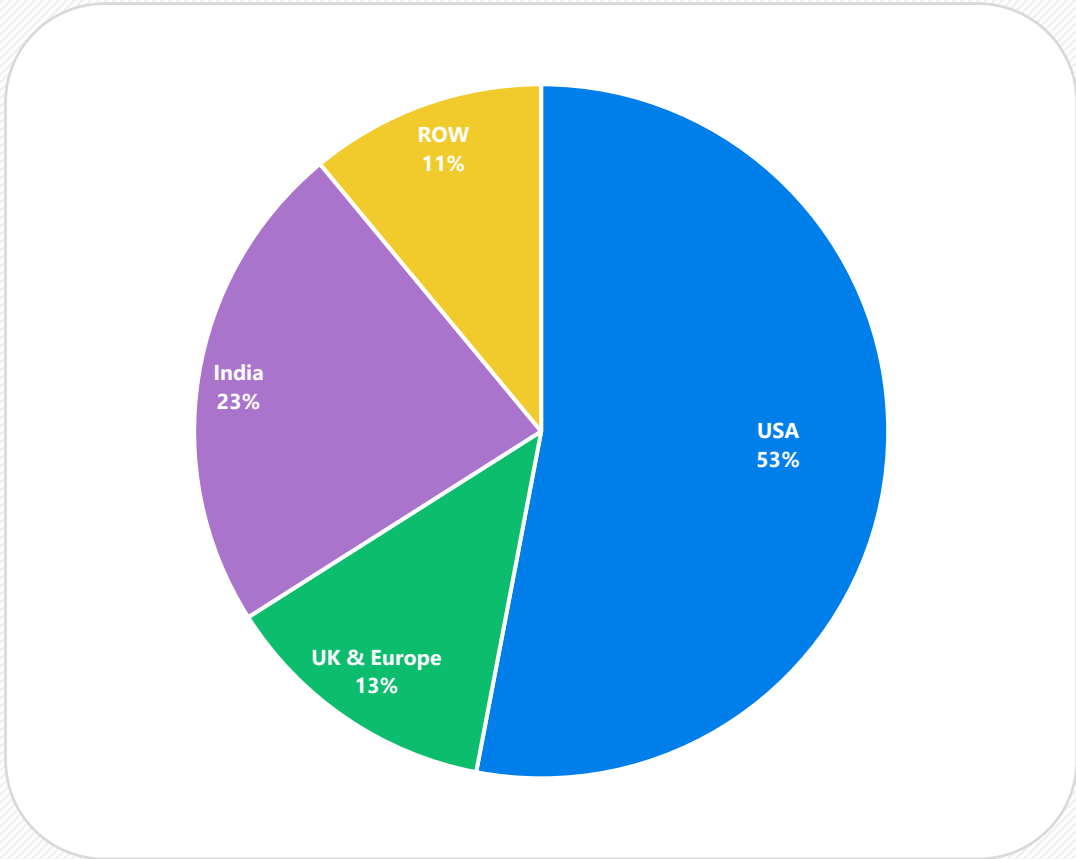
\*The company paid towards the acquisition of Dextara Digital Pvt Ltd in April 2024 and TNQ Tech Private Limited in December 2024.

# Revenue Segment Analysis – Q3FY25

**Revenue by Industry**



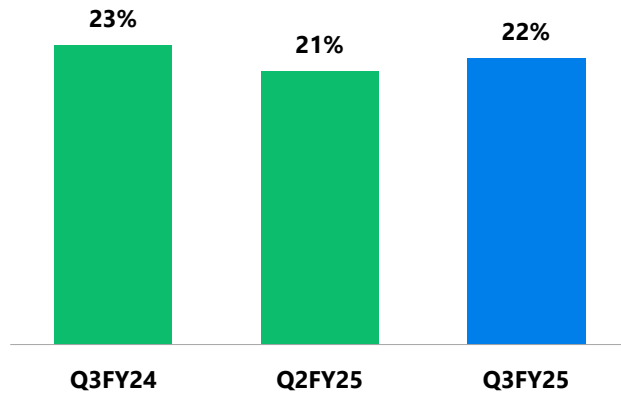
**Revenue by Geography**



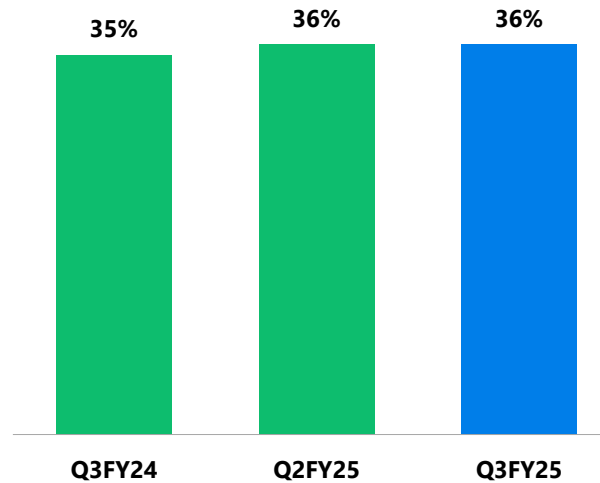
# Client Concentration – Q3FY25

Client concentration maintained at a comfortable level

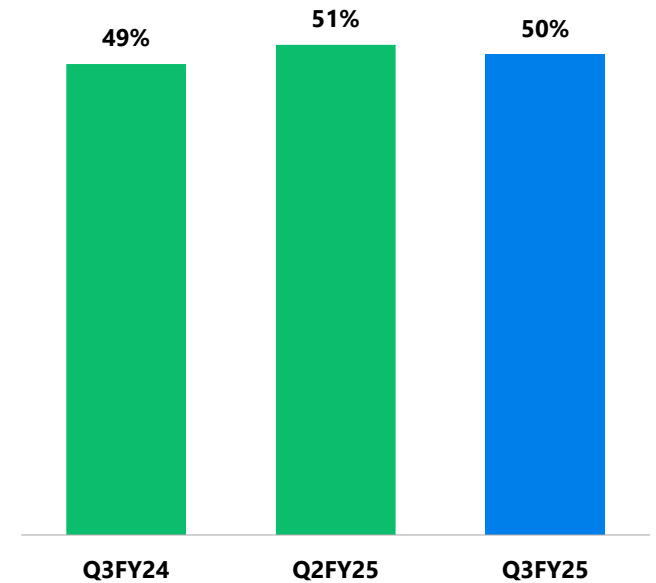
Top 5



Top 10



Top 20



**Deal Wins**



**DATAMATICS**





# Key Deal Wins – Q3FY25

## Client

**A mass transit service for India's leading city spanning over 65 kilometers, covering key areas of the city.**

**A leading US- based supply chain and logistics solutions provider specialized in LTL shipments managing over 35,000 shipments daily**

**A US-based insurance company specialized in workers' compensation and commercial auto insurance.**

**A Europe-based manufacturer and provider of scientific instruments for the pharmaceutical, mining, and metal industries.**

**UK's one of the biggest public procurement organization.**

## About the deal

Datamatics is selected to deploy end-to-end AFC system for 23 stations of the crucial metro line aimed at transforming the city's transit infrastructure.

Datamatics is selected to automate key logistics processes leveraging Datamatics automation suite of products to optimize operational efficiency, streamline workflows, and enhance overall business.

Datamatics is selected to provide AI-powered customer support, delivering efficient and personalized assistance through voice interactions to enhance customer experience.

Datamatics has been selected to provide Salesforce services, including implementation, customization, and optimization to enhance CRM, sales processes, and operational efficiency.

Datamatics is selected to provide cloud-based computing services, including hosting, software, and cloud support.

# Recognition



**DATAMATICS**

# Key Analyst Recognition – Q3FY25



**Major Contender**

Robotic Process Automation (RPA) Products  
PEAK Matrix® Assessment 2024

**Recognized among Top 10 Global Vendors**



**Product Challengers**

ISG Provider Lens for Intelligent Automation  
Services 2024 Study

**Recognized among Top 10 Global Vendors**



**Disruptors**

HFS Horizon for Salesforce Service Providers,  
2025

**Recognized among Top 15 Global Vendors**



**Challengers**

Avasant Salesforce Service 2024 Radarview  
Assessment

**Recognized among Top 15 Global Vendors**



**Major Player**

NelsonHall's F&A Transformation NEAT, 2024

**Recognized among Top 15 Global Vendors**



**Disruptors**

Intelligent Document Processing Platforms  
2024-2025 RadarView™

**Recognized among Top 15 Global Vendors**



**Major Contenders**

Data and AI (D&AI) Services for Mid-market  
Enterprises PEAK Matrix® Assessment 2025

**Recognized among Top 15 Global Vendors**



**Challengers**

Intelligent Automation Services 2024–2025  
RadarView™

**Recognized among Top 15 Global Vendors**



**Aspirants**

Application Management Services PEAK  
Matrix® Assessment 2025

**Recognized among Top 20 Global Vendors**

# Thank you!

## For Further Queries Contact:

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Senior Vice President & Chief Finance Officer

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**DATAMATICS**