

Datamatics Global Services Limited

Regd. Office
Knowledge Centre, Plot No. 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
www.datamatics.com



August 17, 2018

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

Dear Sir/Madam,

Sub.: Investor presentation on the unaudited financial results for Q1 2018-19.

In continuation to our letter dated August 17, 2018, please find enclosed herewith presentation to be made to Investors on Tuesday, August 21, 2018, on the unaudited financial results of the Company for the quarter ended June 30, 2018.

The presentation will also be hosted on website of the Company
www.datamatics.com/investors/investor-presentation.

Kindly take the above on your record.

For Datamatics Global Services Limited

R Divya Kumat
EVP, Chief Legal Officer & Company Secretary





DATAMATICS GLOBAL SERVICES LIMITED

Q1 FY19 Results Update

AUGUST 2018



DISCUSSION SUMMARY

- COMPANY OVERVIEW
- FINANCIAL OVERVIEW
- AWARDS & CERTIFICATIONS



COMPANY OVERVIEW

OUR BRIEF PROFILE

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

450+

Customers Worldwide

10,000+

Employees

**Global Delivery
Centres**

Across 6 Countries

Rs 2,608 Mn

Q1 FY19 Revenue

Rs 317 Mn

Q1 FY19 EBITDA

Rs 216 Mn

Q1 FY19 PAT

OUR PORTFOLIO

Business Process Management

- Finance & Accounting
- Banking Process Management
- Insurance Process Management
- Research & Analysis
- Customer Support Service
- Robotics Process Automation (RPA)
- Publishing
- Retail /e-Commerce
- BPaaS

TruBot iPM

IT Services

- Cloud Services
- Robotic Test Automation
- Enterprise Content Mgmt. & Workflow Solutions
- Web Design & Development
- Application Management Services
- Enterprise Mobility
- Virtual & Augmented Reality
- Digital Consulting

iBPM TruTest iMobile

Big Data & Analytics

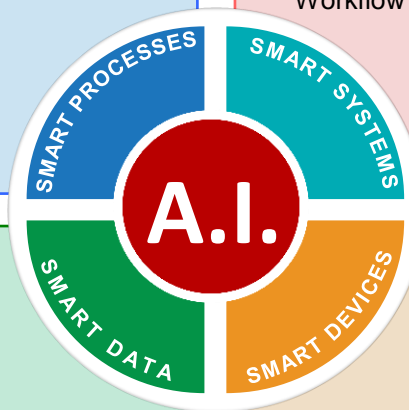
- Advanced Analytics & Data Sciences
- Business Intelligence & Data Visualization
- Big Data and Data Lakes
- Enterprise Data Management

TruBI

Engineering Services

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

TruFare



KEY BUSINESS STRENGTHS

Incubation hub for innovation and R&D – Data Labs, with highly skilled team of Data Scientists and Doctorates

Continued Focus on R&D

Key Technology Partnerships

Technology Partnerships with IBM, Microsoft, EMC², Sitecore, AWS for enhanced customer experience

Intelligent solutions and proprietary products in Robotics, AI, Mobility, Document & Workflow Management, BI and Advanced Analytics

Strong Technical Capabilities

Global Footprint

Presence in America, Australia, Asia, Middle East and Europe

Strong Domain Expertise

Banking, Insurance, Healthcare, Manufacturing, Telecom and Logistics

EXPERIENCED MANAGEMENT TEAM



DR. LALIT KANODIA
Chairman



RAHUL KANODIA
Vice-Chairman &
CEO



SANDEEP MANTRI
Chief Financial
Officer



BRAJESH UGRA
President - Sales



NAVIN GUPTA
Global Head
BPO Delivery Services



SACHIN RANE
Global Head
IT Delivery Services



SANJEEV SUBHEDAR
Global Head
Engineering Solutions

EXPERIENCED MANAGEMENT TEAM



SANJEET BANERJI
SVP – AI & Cognitive
Sciences



SHASHI BHARGAVA
Global Head
Solutions Group



SANDEEP ARORA
Head
Consulting & Advisory
Practice



RAJESH AGARWAL
Head – Robotic
Process Automation



MITUL MEHTA
SVP
Marketing &
Communications



DIVYA KUMART
SVP & Head, Legal &
Company Secretary



ALOK KUMAR JHA
Global Head
HR & CSR



FINANCIAL OVERVIEW

Q1 FY19 RESULTS UPDATE



BUSINESS UPDATE

- Added 12 new customers in Q1 FY 2019.
- Actively pursuing the partnership and re-seller program. Signed up 3 partners for TruBot and TruBI products during this quarter, taking the total partner strength to 11.



RECOGNITIONS

- RPA product TruBot™ made its debut as an “Aspirant” in the Everest Group report “Robotic Process Automation – Technology Vendor Landscape with Products PEAK Matrix™ Assessment 2018.”
- Received Special Recognition in IT Product and Emerging Technology at the Indian Merchants Chamber Digital Technology Awards 2017.



ACQUISITIONS

- Acquired RJGlobus Solutions Inc., a voice & non-voice based customer support services provider headquartered in Manila, Philippines. Will further enhance the company's BPO offerings to meet the growing demands of customers and increase its market presence through an expanded global delivery centre.



REVENUE GROWTH INTACT

- Revenue for the quarter stood at Rs. 2,608 mn, up 25% YoY and 11% QoQ. CC growth was 20% YoY.
- Region Wise – Growth was driven by India (+46% YoY) and Europe (+41% YoY).
- Industry Wise – Growth was driven by BFSI (+58% YoY) and Publishing (+25% YoY).



IMPROVED PROFITABILITY

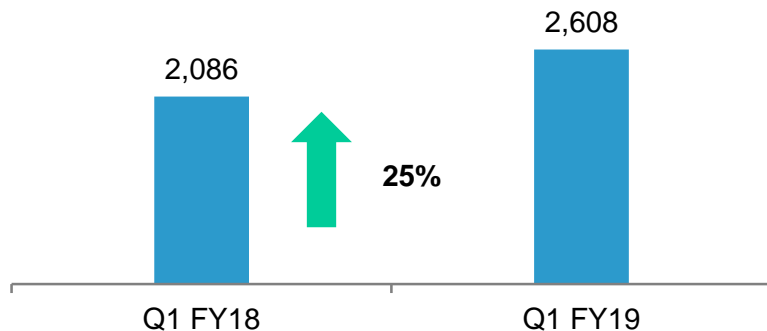
- EBITDA for the quarter stood at Rs. 317 mn.
- EBITDA Margin for the quarter was 12.2%, up 301bps YoY and 232bps QoQ.
- The company reported PAT of Rs. 216 mn, up 34% YoY and 42% QoQ, with PAT Margin of 8.3%.

Q1 FY19 RESULTS UPDATE

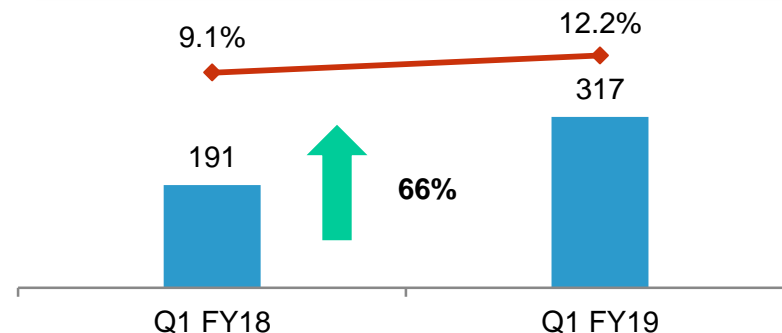
Q1 FY19 YoY%

In Rs Mn

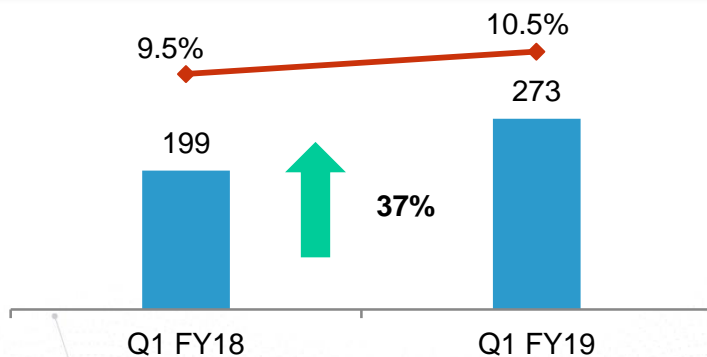
REVENUES



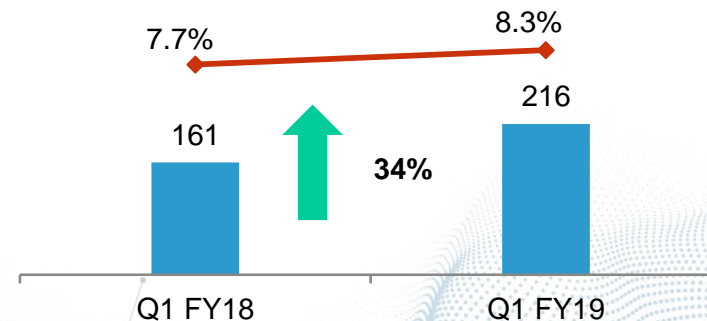
EBITDA & EBITDA Margin %



PBT & PBT Margin %



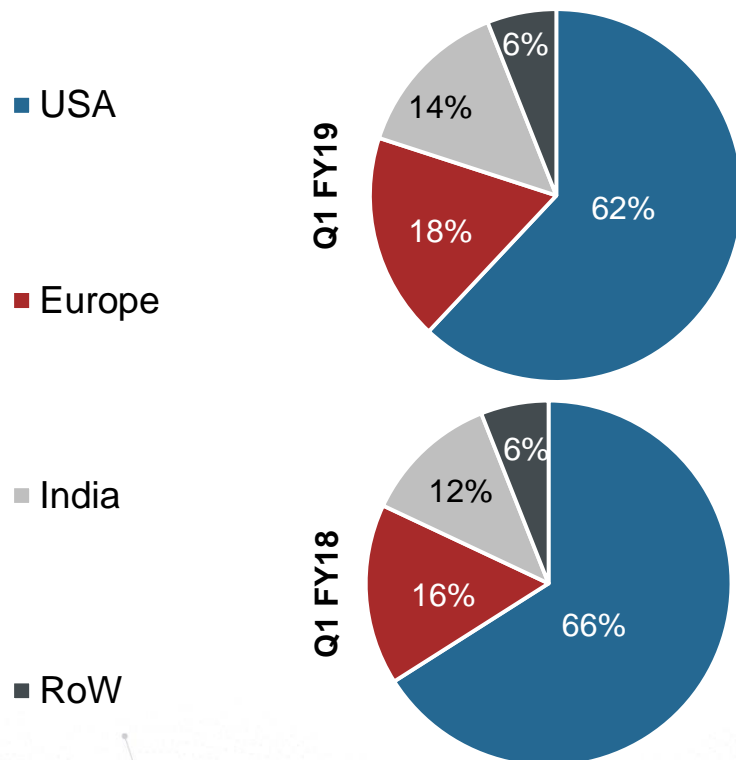
PAT & PAT Margin %



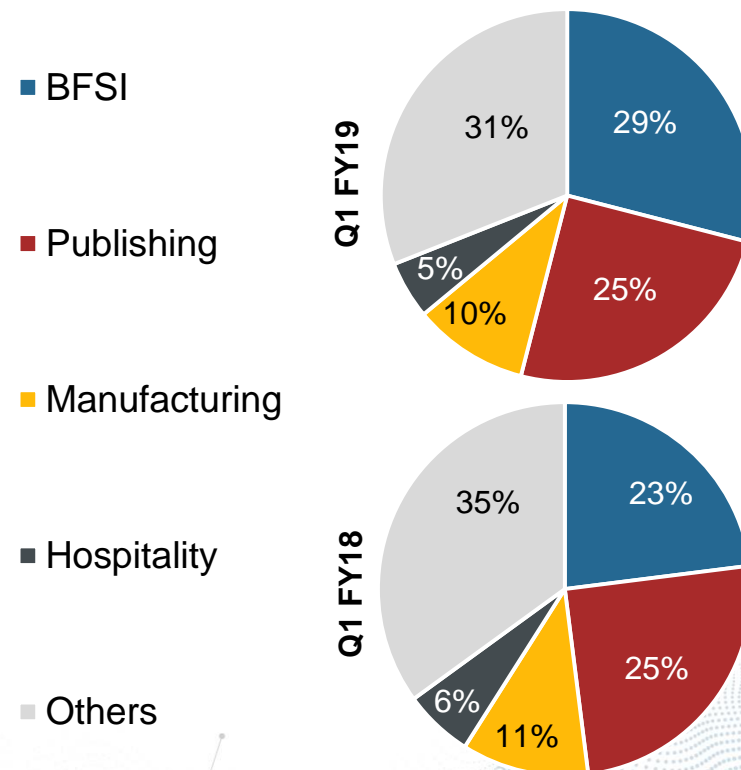
PAT Before Minority Interest

Q1 FY19 RESULTS UPDATE

REVENUE BREAKUP – REGION WISE



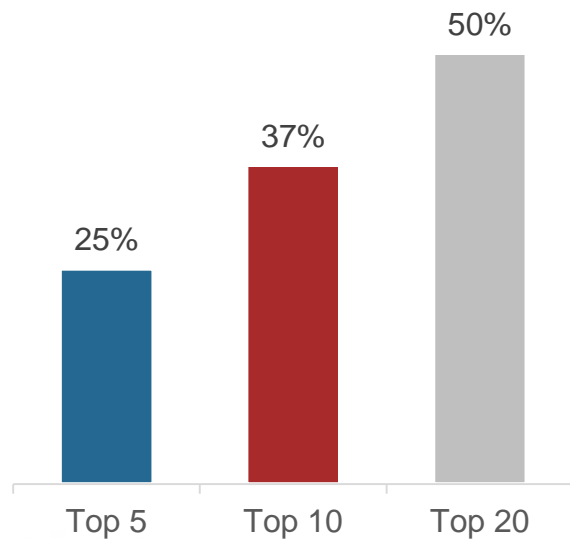
REVENUE BREAKUP – INDUSTRY WISE



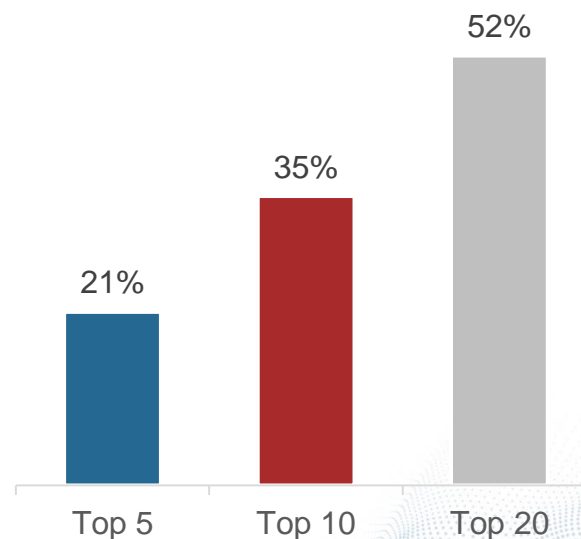
Q1 FY19 RESULTS UPDATE

CLIENT REVENUE CONTRIBUTION

Q1 FY19



Q1 FY18



CONSOLIDATED PROFIT & LOSS

Particulars (Rs in Mn)	Q1 FY19	Q1 FY18	YoY %	Q4 FY18	QoQ %	FY18
Revenue from Operations	2,608.0	2,085.7	25.0%	2,347.7	11.1%	9,102.7
Purchase of Products and Licences	16.9	14.5	17.2%	33.2	-49.0%	96.1
Employee Benefits Expenses	1,626.9	1,288.9	26.2%	1,517.7	7.2%	5,668.9
Other Expenses	647.3	591.7	9.4%	566.0	14.4%	2,517.4
EBITDA	317.0	190.7	66.2%	230.8	37.3%	820.3
EBITDA Margin %	12.2%	9.1%	301 bps	9.8%	232 bps	9.0%
Depreciation & Amortization	61.3	43.4	41.1%	70.8	-13.4%	203.3
Finance Costs	11.4	6.1	88.1%	12.3	-7.2%	40.3
Other Income	23.3	51.0	-54.2%	-12.2	-	244.3
Share of Net Profits of Associates and JVs	5.5	6.9	-20.5%	2.9	91.3%	22.9
PBT	273.1	199.1	37.2%	138.5	97.3%	843.9
PBT Margin %	10.5%	9.5%	93 bps	5.9%	457 bps	9.3%
Tax Expense	57.1	38.4	48.8%	-13.5	-	128.9
PAT	216.1	160.7	34.4%	152.0	42.2%	715.0
PAT Margin %	8.3%	7.7%	58 bps	6.5%	181 bps	7.9%
EPS (Basic) (Rs)	3.67	2.70	35.9%	2.58	42.2%	12.13

CONSOLIDATED BALANCE SHEET

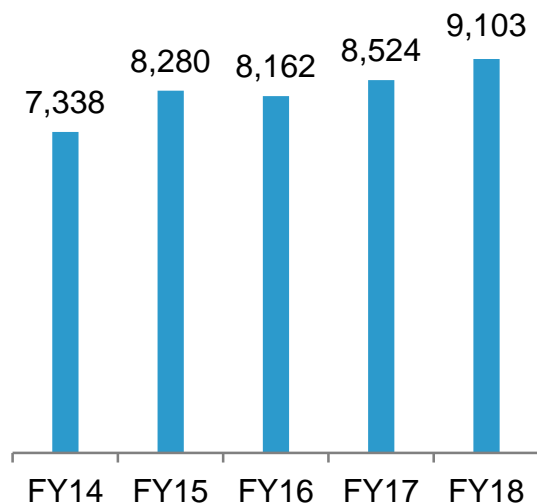
Particulars (Rs In Mn)	FY18	FY17
Equity & Liabilities		
Shareholder's Funds		
Share Capital	294.8	294.8
Other Equity	5,169.1	4,728.3
Reserves & Surplus	-	-
Total Shareholder's Funds	5,463.8	5,023.0
Minority Interest	363.6	208.3
Total Equity	5,827.4	5,231.3
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Long-term Borrowings	-	81.5
Other Financial Liabilities	2.4	0.6
Long-term Provisions	174.1	144.4
Total Non-Current Liabilities	176.5	226.6
Current Liabilities		
Financial Liabilities		
Short-term Borrowings	658.0	204.3
Trade Payables	689.6	625.6
Other Financial Liabilities	19.9	281.0
Other Current Liabilities	191.2	204.6
Short-term Provisions	37.9	23.6
Total of Current Liabilities	1,596.5	1,339.1
Total Equity & Liabilities	7,600.4	6,797.0

Particulars (Rs in Mn)	FY18	FY17
Assets		
Non-Current Assets		
Fixed Assets	1,112.1	1,093.8
Capital work in Progress	49.9	12.4
Goodwill	1,752.4	1,438.4
Other Tangible Assets	237.5	101.4
Financial Assets		
Investments	115.3	284.6
Loans	3.7	4.8
Other Financial Assets	134.9	91.5
Deferred tax assets	139.9	184.6
Non Current Assets	92.9	1.6
Other non current assets	68.0	56.9
Total Non-Current Assets	3,706.7	3,270.0
Current Assets		
Financial assets		
Investments	213.0	433.6
Trade Receivables	2,047.9	1,579.8
Cash and cash equivalents	817.8	676.6
Bank balances	25.7	5.7
Loans & Advances	16.0	7.5
Other financial assets	646.5	676.9
Other current assets	126.9	147.0
Total Current Assets	3,893.7	3,527.0
Total Assets	7,600.4	6,797.0

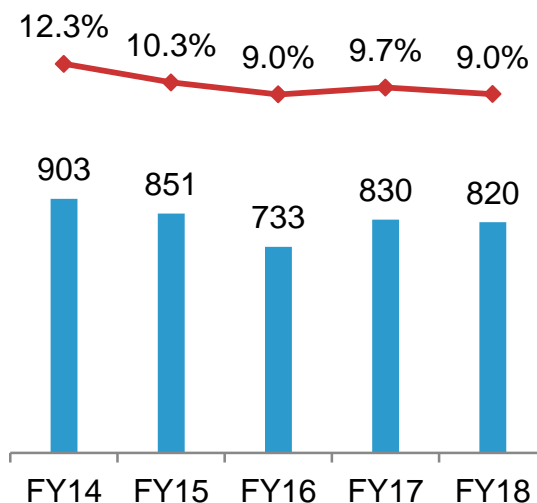
STEADY GROWTH OVER LAST 5 YEARS

In Rs Mn

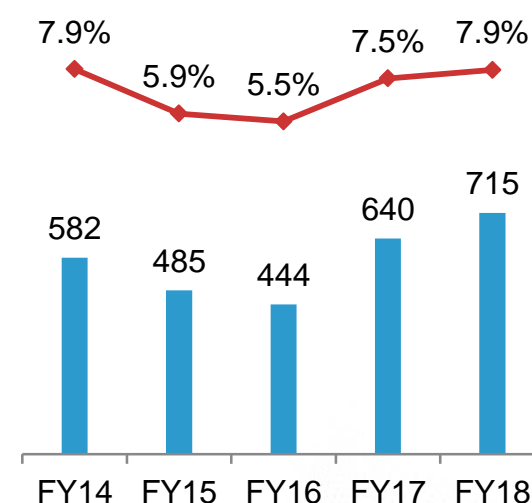
Revenues



EBITDA & EBITDA Margin %



PAT & PAT Margin %



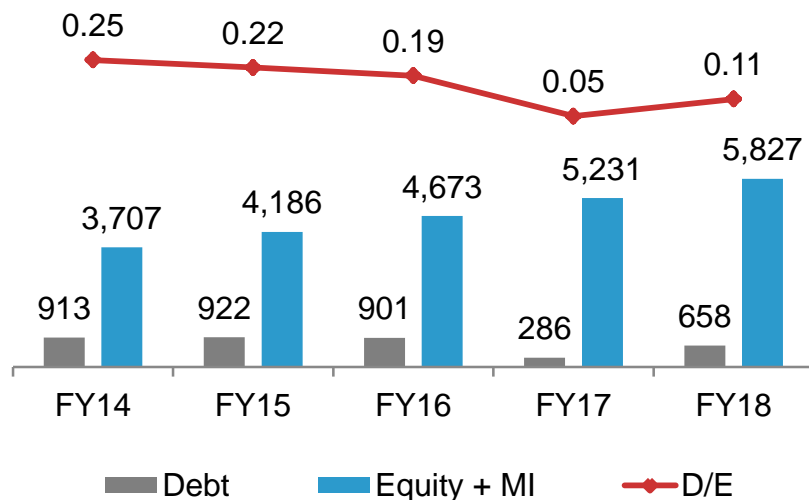
PAT Before Minority Interest

FY14 to FY16 Revenue, EBITDA and PAT Figures are as per I-GAAP and FY17 & FY18 are as per IND-AS standards.

HEALTHY BALANCE SHEET POSITION

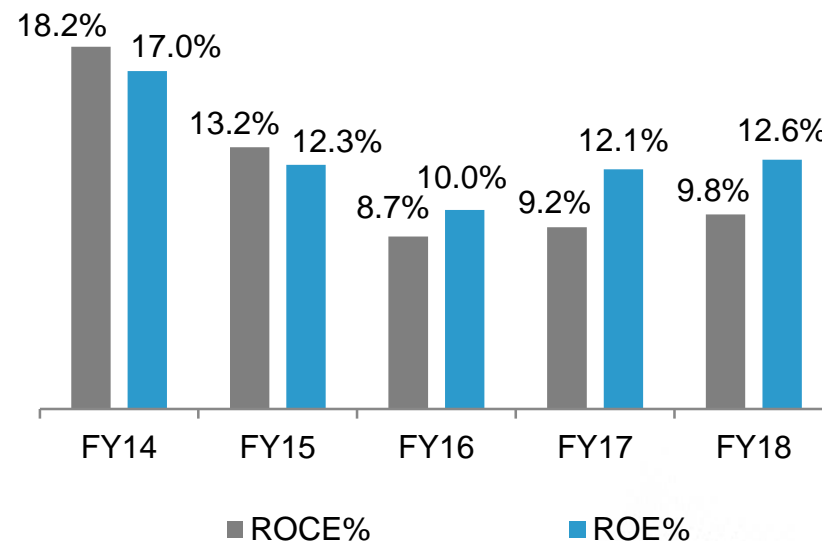
In Rs Mn

Leverage Analysis



FY14 to FY16 Equity and Debt Figures are as per I-GAAP and FY17 & FY18 are as per IND-AS standards.

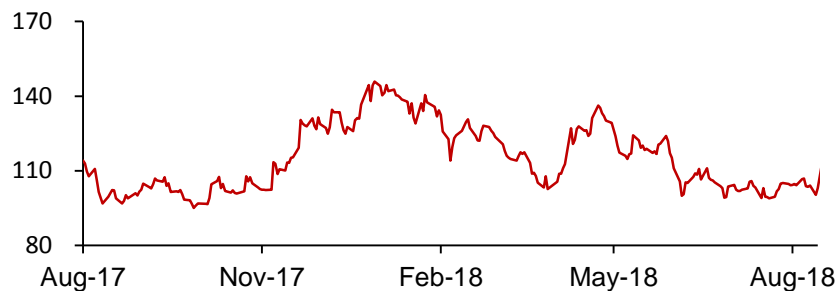
Return Ratio Analysis



FY14 to FY17 Return Ratios calculated on I-GAAP figures and FY18 as per IND-AS standards.

SHAREHOLDING SUMMARY

SHARE PRICE PERFORMANCE



Source – BSE

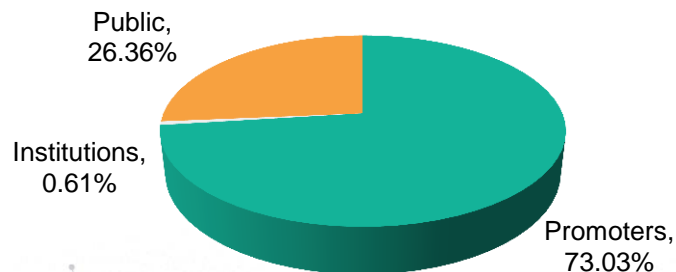
MARKET DATA

AS ON 16th AUGUST 2018

Market Capitalization (Rs Cr)	658.0
Price (Rs)	111.0
No. of Shares Outstanding (Cr)	5.9
Face Value (Rs)	5.0
52 Week Low-High (Rs)	95.1 / 145.9

Source – BSE

SHAREHOLDING – 30th JUNE 2018



Source – BSE

KEY INVESTORS – 30th JUNE 2018

% Holding

SHAUNAK JAGDISH SHAH	1.69%
JAGDISH AMRITLAL SHAH	1.27%

Source – BSE



AWARDS & CERTIFICATIONS

CERTIFICATIONS

A1 Rating
(S&P)
Financial Stability



Certified
SEI CMMI Level 4,
V 1.3



Certified
ISO 27001-2013



Certified
ISO 9001-2008



SSAE 16 SOC 1 & SOC
II with HiTRUST

HIPAA Compliant



AWARDS & RECOGNITIONS



CIO Choice 2018 Honour And Recognition

Artificial Intelligence (AI)



CIO Choice 2018 Honour And Recognition

Business Intelligence (BI)



CIO Choice 2018 Honour And Recognition

Document Management Systems (DMS)



World HRD Congress 2018

Best HR Organization To Work &
Best Talent Management Strategy



Datamatics Digital Ltd. recognized as a
Google Certified Developers Agency



Global Economic Summit 2018

Honoured in the Services Category



Mr. Sandeep Mantri
Chief Financial Officer
Email ID: investorrelations@datamatics.com



Mr. Arun Prakash / Mr. Nilesh Dalvi
IR Consultant
Email ID: arun.prakash@dickensonir.com
ravindra.bhandari@dickensonir.com
Contact: +91 99209 93892 / 92836 14197

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.