

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



November 12, 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

Sub: Press Release

Dear Sir/Madam,

Please find attached herewith press release for Q2 2018-19 results for your information.

Kindly take the above on your record.

For Datamatics Global Services Limited

Divya Kumart
EVP, Chief Legal Officer & Company Secretary



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*Press Release
For Immediate Release*

Datamatics announces Q2 FY2019 results

Consolidated revenue for the quarter up by 20.6% to INR 2,799.04 Million and EBITDA up 63.9% at INR 313.28 Million

November 12, 2018, Mumbai: Datamatics Global Services Ltd. (DGSL), a global IT & BPM company, today announced the financial results for the second quarter and six months ended on September 30, 2018.

Consolidated Financial Highlights – Q2 FY2019

- Revenue at INR 2,799.04 million; up 20.6% y-o-y, up 7.3% q-o-q
- EBITDA at INR 313.28 million; up 63.9% y-o-y, down by 1.19% q-o-q
- PBT at INR 326.4 million, up 27% y-o-y, up 19.5% q-o-q
- PAT at INR 235.76 million; up 8.7% y-o-y, up 9.1% q-o-q

Consolidated Financial Highlights – H1 FY2019

- Revenue at INR 5,407.07 million; up 22.7% y-o-y
- EBITDA at INR 630.24 million; up 65.1% y-o-y
- PBT at INR 599.6 million, up 31.4%
- PAT at INR 451.82 million; up 19.6% y-o-y

Commenting on the Q2 financial performance, **Rahul Kanodia, Vice Chairman and CEO, Datamatics** said, “Datamatics witnessed steady growth during the quarter with consistent increase in revenue and profit. Our EBITDA for this quarter has grown by 64% y-o-y due to healthy business growth, acquisitions and forex gains.”

Operational highlights H1 FY2019

- During Q2 FY2019, USA contributed significantly to the revenue at 60% whereas contributions from Europe, India and Rest of World stood at 21%, 15% and 4% respectively
- In terms of sectorial contribution to the revenue, BFSI, Publishing and Manufacturing were the top three sectors contributing 28%, 27% and 9% respectively
- Top 5 clients contributed 25%; top 10 clients contributed 37%, whereas contribution from top 20 clients to the revenue for the quarter stood at 51%

Business Updates

- Datamatics added 50 new customers in Q2 FY2019
- Datamatics continued to actively pursue the partnership and re-seller program and has signed up 4 new partners for TruBot and TruBI products during the quarter, adding to total partner strength of 15
- During the quarter, Datamatics was named in the Aspirant category in Everest Group’s PEAK Matrix™ Assessment 2018 for Finance and Accounting (F&A) service providers based on DAS (Digital Augmentation Suite) solutions. DAS comprises of multiple digital technologies including service providers’ capability to deliver an Interactive Layer like mobile apps, chatbots & self-service portals; Insights Layer (descriptive, predictive & prescriptive analytics) and Automation Layer (RPA, OCR).

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- Datamatics was named in the Gartner Report on “Competitive Landscape: Consulting and System Integration Service Providers for Robotic Process Automation.” The report names market players who are the leading RPA C&SI service providers. Datamatics is named as one of the Leading IT Service Providers Offering RPA C&SI Services.
- Datamatics was honoured with Future Tech Leader Award at CIO100 Award 2018 by IDG. Arun Rajkumar, Associate VP – Engineering Solutions, Datamatics Digital was honoured as the Future Tech Leader for displaying exemplary vision in identifying and deploying relevant future technology skills and creating an environment to make the organization future-proof.
- During the quarter, the company hosted Datamatics Headway BFSI summit 2018 on ‘Embracing Digital Transformation & Digital Culture’ in Mumbai. The summit showcased ideas and experiences, exploring challenges, opportunities and best practices around Digital Transformation in the BFSI sector. It was attended by close to 100 senior professionals from leading banks, NBFCs and insurance companies.

About Datamatics Global Services Limited

Datamatics (BSE: 532528 / NSE: DATAMATICS) provides Intelligent Solutions for data driven businesses to increase productivity and enhance customer experience. The company’s portfolio of service offerings spans across Information Technology Services, Business Process Management, Engineering Services and Big Data & Analytics all powered by Artificial Intelligence. It has established products in Robotics Process Automation, Advanced Analytics, Business Intelligence and Automated Fare Collection. Datamatics services over 450 customers globally across Banking & Financial Services, Insurance, Healthcare, Manufacturing, International Organizations and Media & Publishing. Headquartered in Mumbai, the Company has presence across 6 countries with major delivery centers in the USA, India and Philippines with an employee base of 10,000. To know more about Datamatics, visit www.datamatics.com

Safe Harbour

Some of the statements in this update that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

For media queries, please contact:

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Performance Metrics

Revenue Metrics

Revenue – Sector	H1 FY2019	H1 FY2018	Q1 FY2019
BFSI	28%	23%	29%
Publishing	27%	26%	25%
Manufacturing	9%	11%	10%
Hospitality	5%	5%	5%
Others	31%	35%	31%

Revenue – Region	H1 FY2019	H1 FY2018	Q1 FY2019
USA	60%	64%	62%
Europe	21%	16%	18%
India	15%	16%	14%
Rest of World	4%	4%	6%

Top Clients Contribution	H1 FY2019	H1 FY2018	Q1 FY2019
Top 5 clients	25%	22%	25%
Top 10 clients	37%	35%	37%
Top 20 clients	51%	49%	50%