

Datamatics Global Services Limited

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CIN : L72200MH1987PLC045205
www.datamatics.com



November 16, 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 Un-audited Financial Results for the quarter and half year ended September 30, 2018.

Ref.: Regulation 30 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the captioned regulation, we are herewith enclosing the investor Presentation on Un-audited Financial results for the quarter and half year ended September 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 Kumart
EVP, Chief Legal Officer & Company Secretary





DATAMATICS GLOBAL SERVICES LIMITED

Q2 & H1 FY19 Results Update

NOVEMBER 2018



DISCUSSION SUMMARY

- COMPANY OVERVIEW
- QUARTERLY UPDATE
- AWARDS & CERTIFICATIONS



COMPANY OVERVIEW

OUR BRIEF PROFILE

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

600+

Customers Worldwide

10,000+

Employees

Offices in

6 Countries

Global Delivery Centers in

4 Regions

₹ 5,407 Mn

H1 FY19 Revenue
(+23% YoY)

₹ 452 Mn

H1 FY19 PAT
(+20% YoY)

OUR PORTFOLIO

Business Process Management

- Finance & Accounting
- Banking Process Management
- Insurance Process Management
- 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

Big Data & Analytics

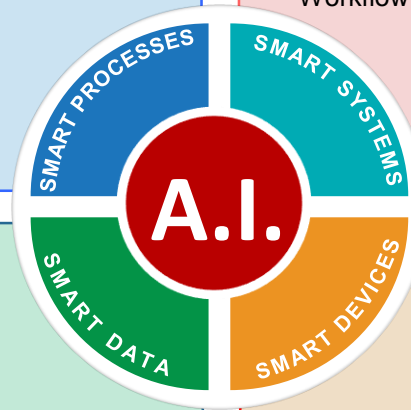
- Research & Analysis
- Advanced Analytics & Data Sciences
- Business Intelligence & Data Visualization
- Big Data and Data Lakes
- Enterprise Data Management

TruBI

Engineering Services

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

TruFare



EXPERIENCED MANAGEMENT TEAM



DR. LALIT KANODIA
Chairman



RAHUL KANODIA
Vice-Chairman
& CEO



SANDEEP MANTRI
VP & Chief Financial
Officer



BRAJESH UGRA
President – Global Head -
- Sales



NAVIN GUPTA
EVP & Global Head
BPO Services



SANJEEV SUBHEDAR
EVP & Global Head -
Engineering Solutions



SACHIN RANE
EVP & Global Head -
Software Solutions



SANJEET BANERJI
EVP & Global Head – AI &
Cognitive Sciences



SHASHI BHARGAVA
EVP & Global Head -
Solutions Group



SANDEEP ARORA
EVP & Global Head – Consulting &
Advisory Practice



RAJESH AGARWAL
Head – Robotic Process
Automation



MITUL MEHTA
SVP & Global Head - Marketing
& Communications



DIVYA KUMAR
EVP, Chief Legal Officer
& Company Secretary



ALOK KUMAR JHA
EVP & CHRO




GOPAL RANJAN
Global Head
Quality



QUARTERLY
UPDATE

Q2 & H1 FY19 KEY HIGHLIGHTS – YoY Analysis



ROBUST PERFORMANCE (Q2)

- Revenue - Rs. 2,799 mn, up 20.6%
- EBITDA - Rs. 313 mn, up 63.9%; Margin - 11.2%, up 296bps
- PAT - Rs. 236 mn, up 8.7%; Margin - 8.4%
- **Region Wise** - Europe (+79.4%), India & ME (+20.6%); **Industry Wise** - BFSI (+41.9%), Publishing (+29.9%).




SUSTAINED GROWTH (H1)

- Revenue - Rs. 5,407 mn, up 22.7%. Constant Currency growth of 17.6%, including 6.5% inorganic growth.
- EBITDA - 630 mn, up 65.1%; Margin - 11.7%, up 299bps
- PAT - 452 mn, up 19.6%; Margin - 8.4%
- **Region Wise** - Europe (+61.0%), India & ME (+30.8%); **Industry Wise** - BFSI (+49.4%), Publishing (+27.6%).



BUSINESS UPDATE

- 50 new customers added in Q2 FY19.
- Focus on growing the partnership and re-seller program; signed 4 partners (3 in Q1 FY19) for TruBot and TruBI products, taking the total partner strength to 15.



RECOGNITIONS

- Named in the Aspirant category in Everest Group's PEAK Matrix™ Assessment 2018 for F&A service providers based on DAS (Digital Augmentation Suite) solutions.
- Named in Gartner Report as one of the leading RPA C&SI service providers.
- Honoured with Future Tech Leader Award at CIO100 Awards 2018, by IDG.



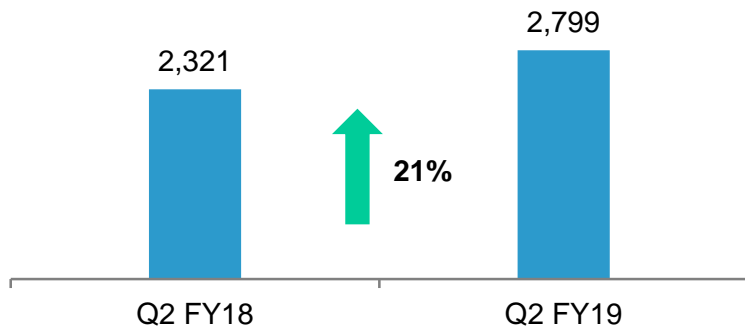
EVENTS

- 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.

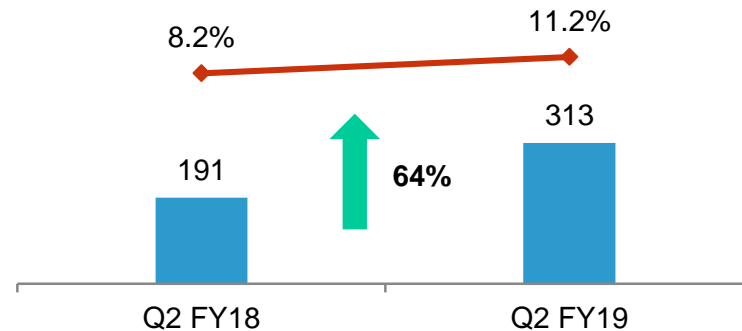
Q2 FY19 KEY HIGHLIGHTS

In Rs Mn

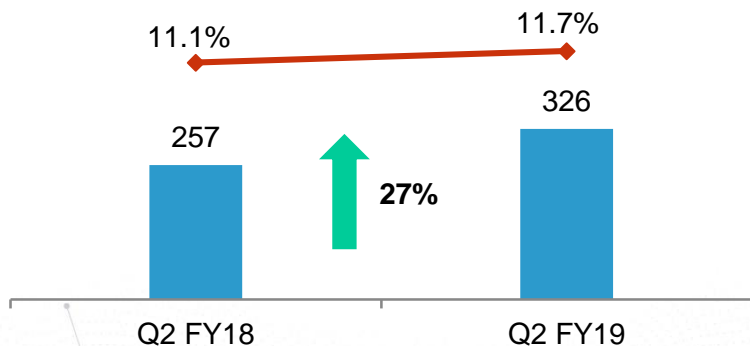
REVENUES



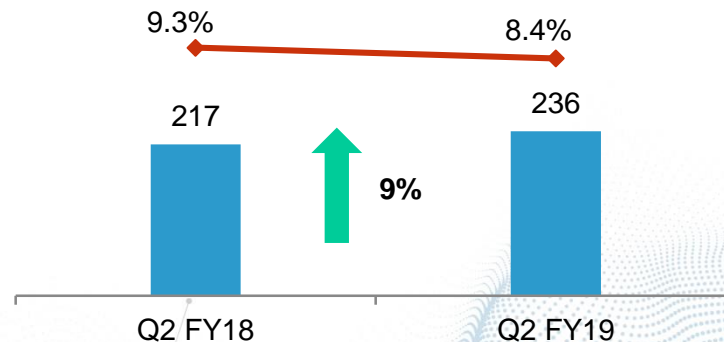
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %

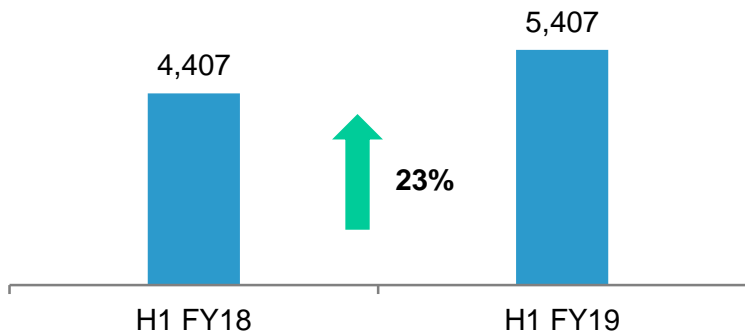


PAT Before Minority Interest

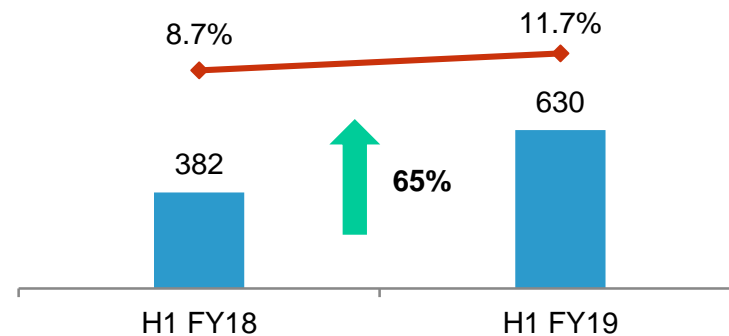
H1 FY19 KEY HIGHLIGHTS

In Rs Mn

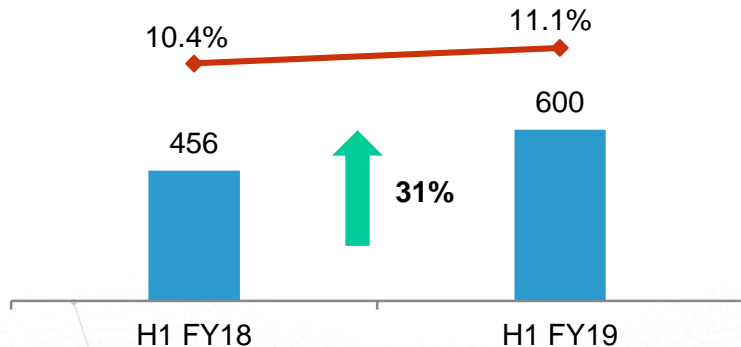
REVENUES



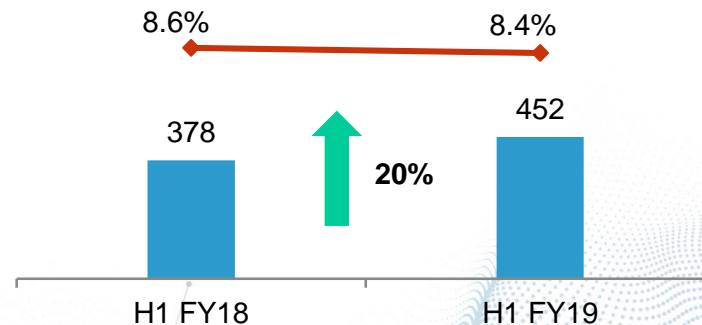
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %



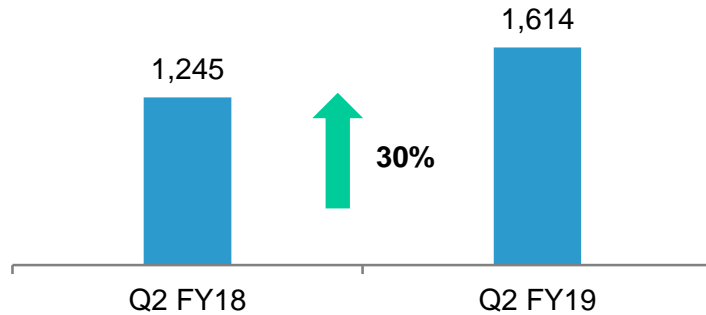
PAT Before Minority Interest

SEGMENT-WISE REVENUE – YoY ANALYSIS

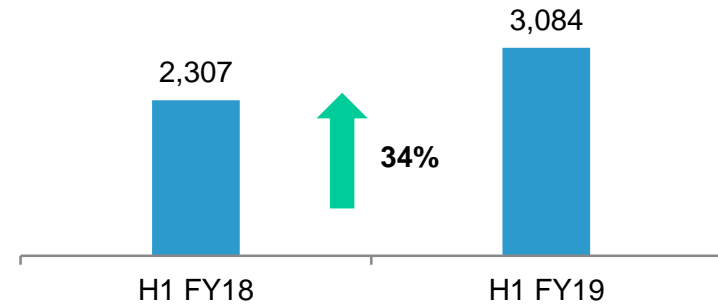
IT SEGMENT

In Rs Mn

IT REVENUES – Q2 FY19

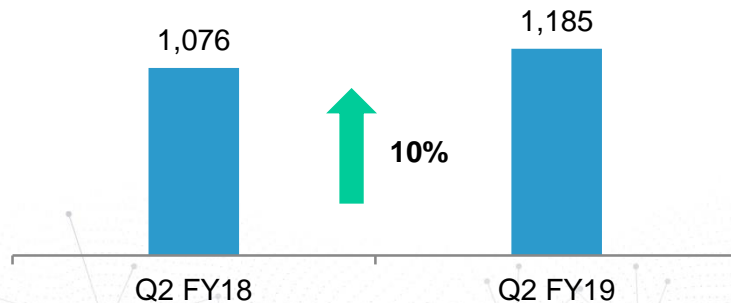


IT REVENUES – H1 FY19

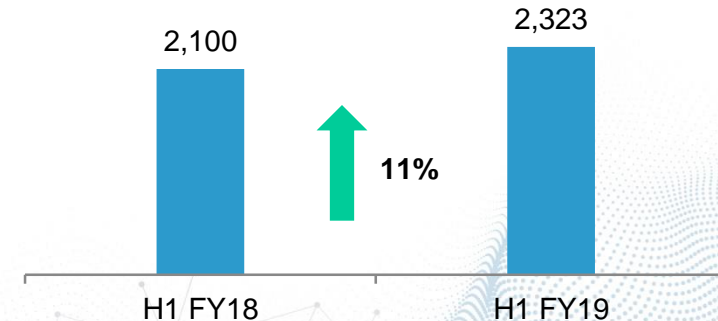


BPM SEGMENT

BPM REVENUES – Q2 FY19

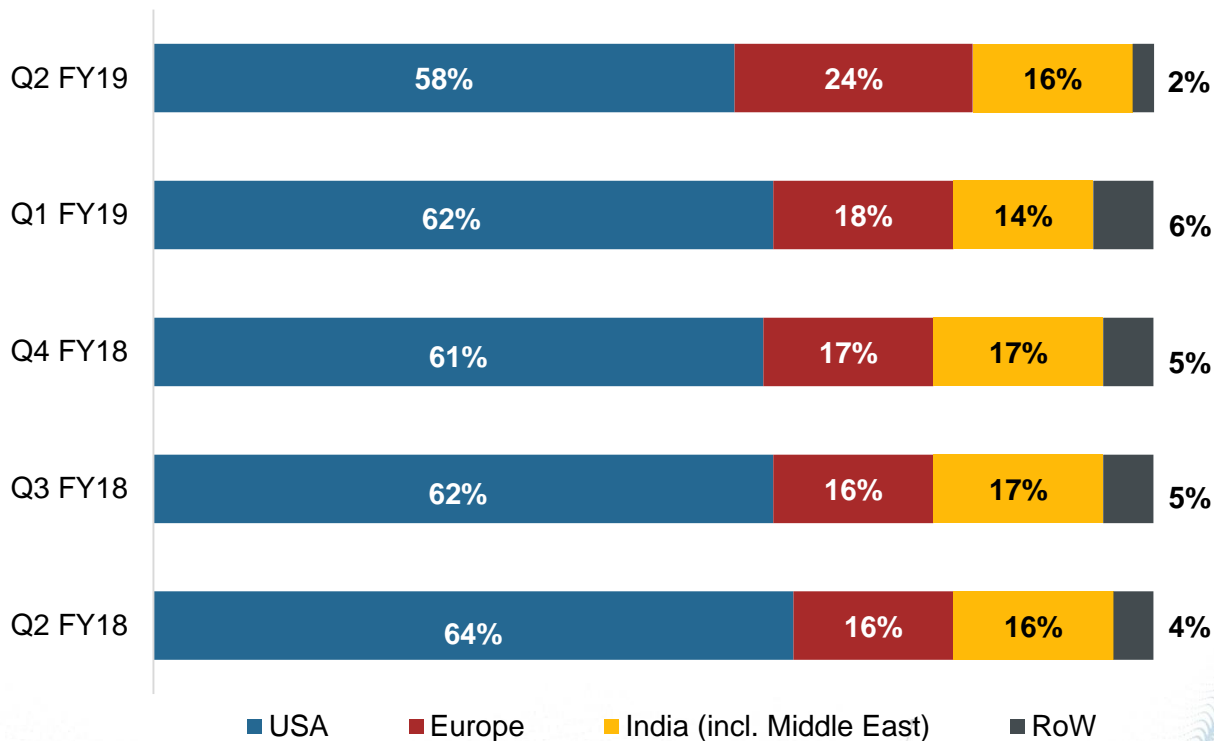


BPM REVENUES – H1 FY19



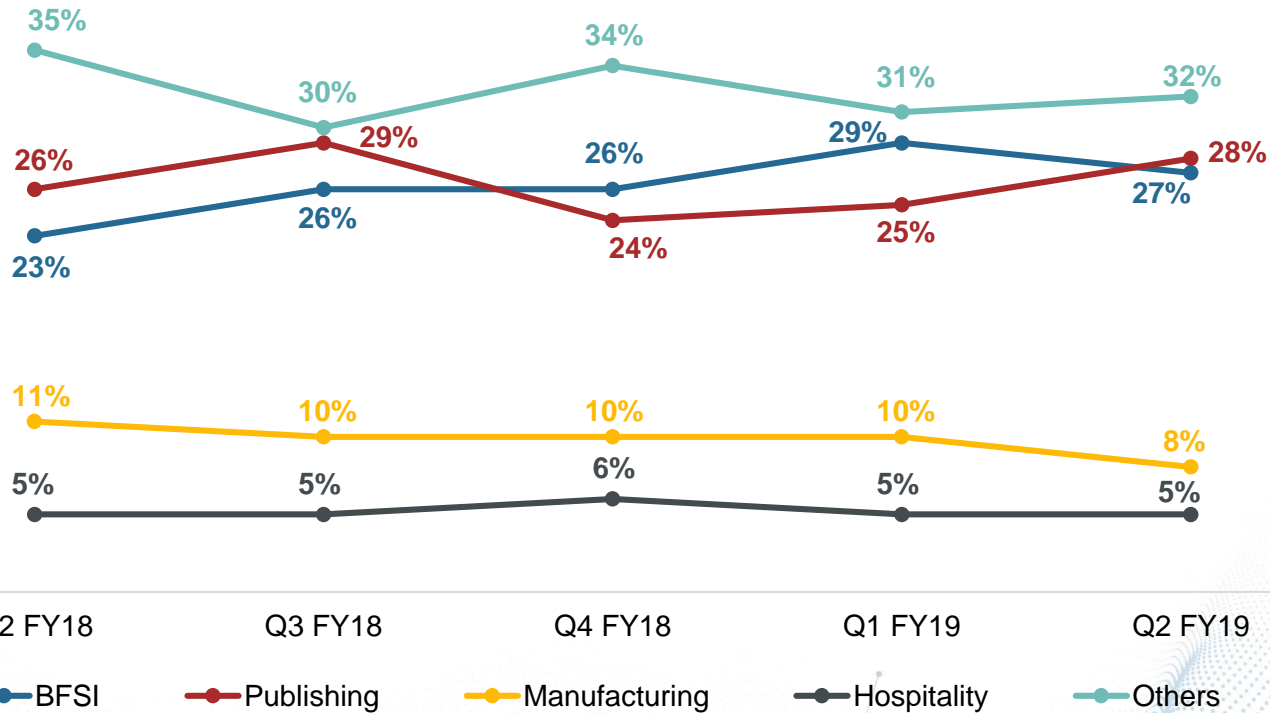
REGION-WISE REVENUE – QUARTERLY TREND

STEADY REVENUE GENERATION ACROSS CORE REGIONS



INDUSTRY-WISE REVENUE – QUARTERLY TREND

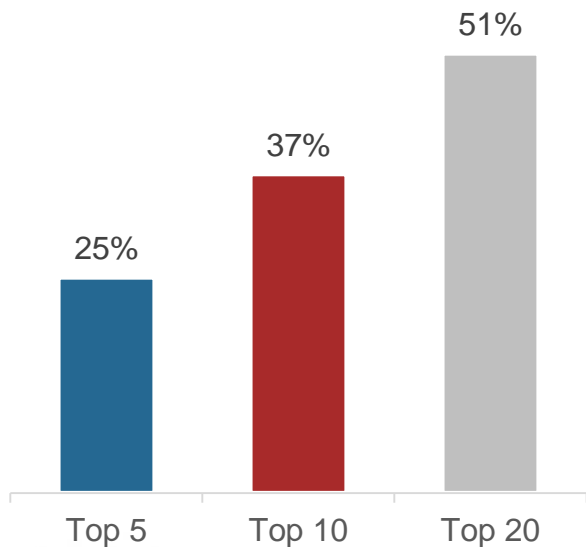
BFSI AND PUBLISHING SECTORS CONTINUE TO DRIVE GROWTH AT THE GROUP LEVEL



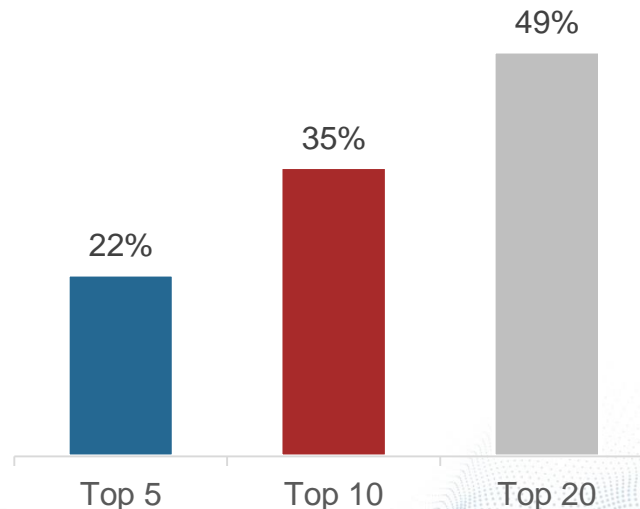
CLIENT REVENUE CONTRIBUTION

CLIENT CONCENTRATION MAINTAINED AT A COMFORTABLE LEVEL

H1 FY19



H1 FY18



CONSOLIDATED PROFIT AND LOSS

Particulars (Rs in Mn)	Q2 FY19	Q2 FY18	YoY %	Q1 FY19	QoQ %	H1 FY19	H1 FY18	YoY%
Revenue from Operations	2,799.0	2,321.0	20.6%	2,608.0	7.3%	5,407.1	4,406.6	22.7%
Purchase of Products and Licences	40.3	24.8	62.6%	16.9	137.8%	57.2	39.2	45.9%
Employee Benefits Expenses	1,740.0	1,435.1	21.2%	1,626.9	7.0%	3,366.8	2,724.0	23.6%
Other Expenses	705.5	670.0	5.3%	647.3	9.0%	1,352.8	1,261.6	7.2%
EBITDA	313.3	191.2	63.9%	317.0	-1.2%	630.2	381.8	65.1%
EBITDA Margin %	11.2%	8.2%	296 bps	12.2%	-96 bps	11.7%	8.7%	299 bps
Depreciation/Amortization	68.4	44.7	53.0%	61.3	11.7%	129.7	88.1	47.2%
EBIT	244.9	146.5	67.2%	255.7	-4.2%	500.6	293.7	70.4%
EBIT Margin %	8.7%	6.3%	244 bps	9.8%	-106 bps	9.3%	6.7%	259 bps
Finance Costs	14.3	11.8	20.6%	11.4	25.3%	25.6	17.9	43.5%
Other Income	89.9	115.6	-22.2%	23.3	285.5%	113.2	166.5	-32.0%
Share of Profits of JVs	5.9	6.9	-13.5%	5.5	8.2%	11.4	13.8	-17.1%
PBT	326.4	257.1	27.0%	273.1	19.5%	599.6	456.1	31.4%
PBT Margin %	11.7%	11.1%	59 bps	10.5%	119 bps	11.1%	10.4%	74 bps
Tax Expense	90.7	40.1	125.9%	57.1	58.9%	147.8	78.5	88.2%
% Tax Rate	27.8%	15.6%	-	20.9%	-	24.6%	17.2%	-
PAT	235.8	216.9	8.7%	216.1	9.1%	451.8	377.6	19.6%
PAT Margin %	8.4%	9.3%	-92 bps	8.3%	14 bps	8.4%	8.6%	-21 bps
Non-controlling interests	32.0	8.7	-	31.0	-	62.9	17.4	-
PAT after Minority Interest	203.8	208.3	-2.1%	185.1	10.1%	388.9	360.3	8.0%
EPS (Basic) (Rs)	3.46	3.53	-2.0%	3.14	10.2%	6.60	6.11	8.0%

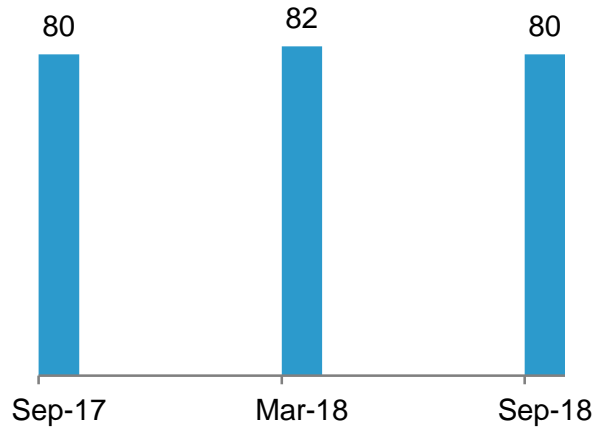
CONSOLIDATED BALANCE SHEET

Particulars (Rs In Mn)	Sep-18	Mar-18
Equity and Liabilities		
Equity		
Equity Share Capital	294.8	294.8
Other Equity	5,725.1	5,169.1
Equity attributable to owners	6,019.9	5,463.8
Non-controlling interests	473.1	363.6
Total Equity	6,493.0	5,827.4
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
i. Other financial liabilities	272.8	161.4
Provisions	191.3	174.1
Total Non-Current Liabilities	464.2	335.5
Current Liabilities		
Financial Liabilities		
i. Borrowings	547.9	658.0
ii. Trade payables	749.6	689.6
iii. Other financial liabilities	71.3	19.9
Provisions	41.3	37.9
Current tax liabilities	11.4	4.1
Other current liabilities	274.7	191.2
Total Current Liabilities	1,696.3	1,600.6
Total Liabilities	2,160.4	1,936.0
Total Equity and Liabilities	8,653.4	7,763.5

Particulars (Rs in Mn)	Sep-18	Mar-18
Assets		
Non-Current Assets		
Property, Plant and Equipment	1,140.3	1,112.1
Capital work-in-progress	71.2	49.9
Goodwill	1,982.0	1,911.4
Other intangible assets	457.7	237.5
Financial Assets		
i. Investments	115.2	115.3
ii. Loans	2.8	3.7
iii. Other financial assets	128.8	134.9
Deferred tax assets	188.3	139.9
Non-current tax assets	35.9	96.9
Other non-current assets	99.5	69.9
Total Non-Current Assets	4,221.8	3,871.7
Current Assets		
Financial Assets		
i. Investments	446.6	213.0
ii. Trade receivables	2,373.6	2,047.9
iii. Cash and cash equivalents	665.0	817.8
iv. Bank balances other than (iii)	7.8	25.7
v. Loans & Advances	4.5	16.0
vi. Other financial assets	759.3	646.5
Other current assets	174.8	124.9
Total Current Assets	4,431.7	3,891.8
Total Assets	8,653.4	7,763.5

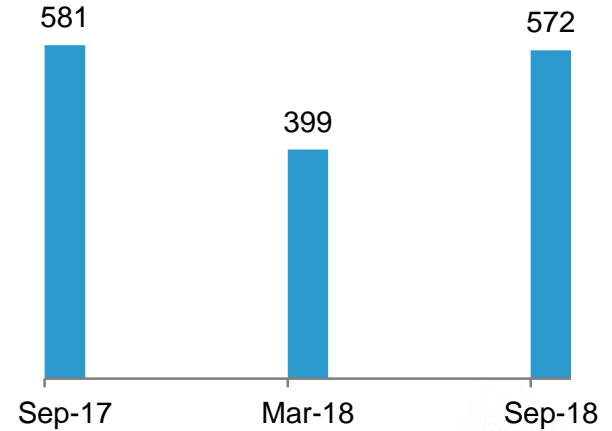
RECEIVABLES AND NET CASH POSITION

DAYS SALES OUTSTANDING (DSO)



Note: Sep-17 and Sep-18 DSO calculated on annualised H1 FY18 and H1 FY19 Revenues, respectively.

NET CASH

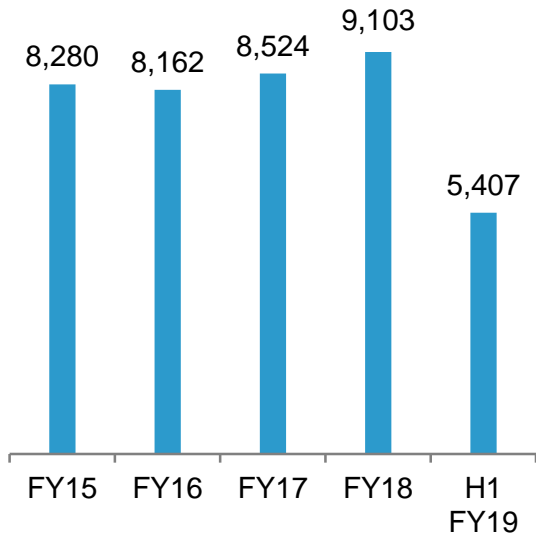


Note: Net Cash = Cash & Bank + Current Investments - Borrowings

STEADY GROWTH OVER LAST 5 YEARS

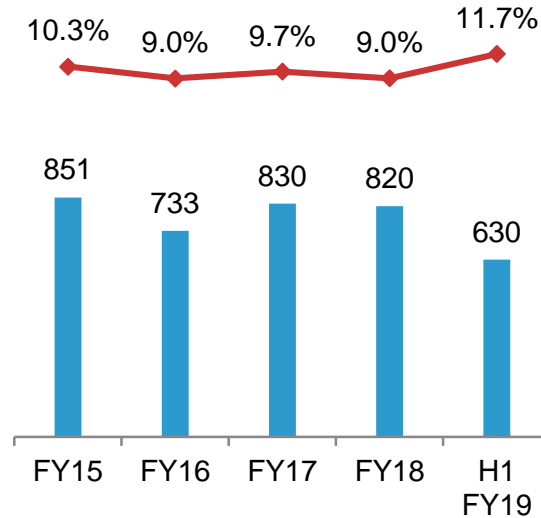
In Rs Mn

Revenues **



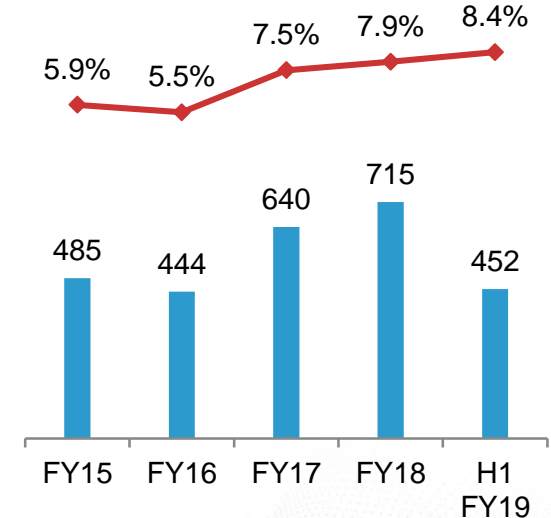
** Operating Revenue

EBITDA & EBITDA Margin % ^



^ EBITDA excl. Other Income

PAT & PAT Margin % #

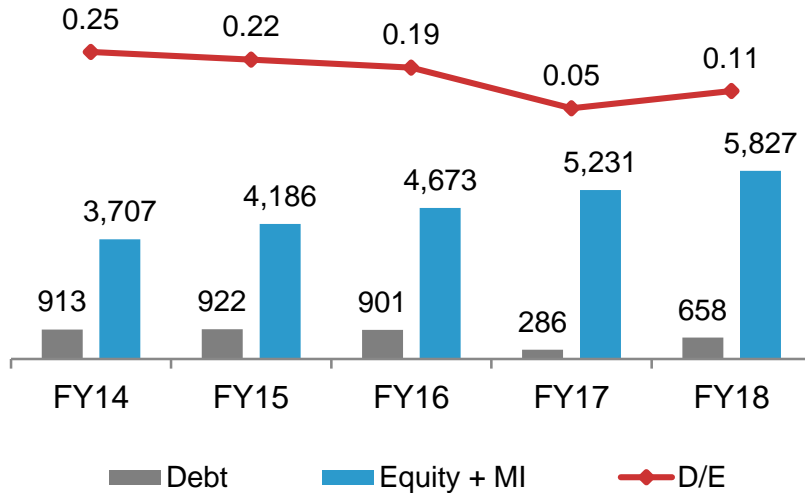


PAT Before Minority Interest

HEALTHY BALANCE SHEET POSITION

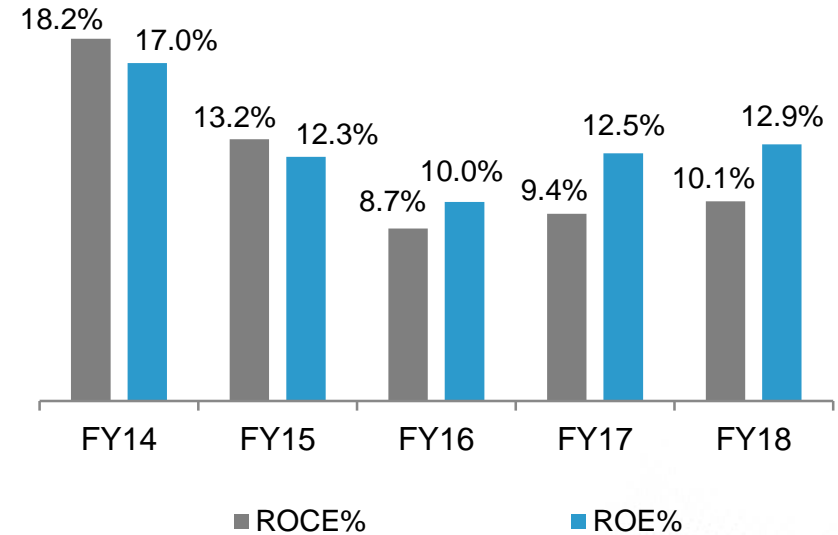
In Rs Mn

Leverage Analysis



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

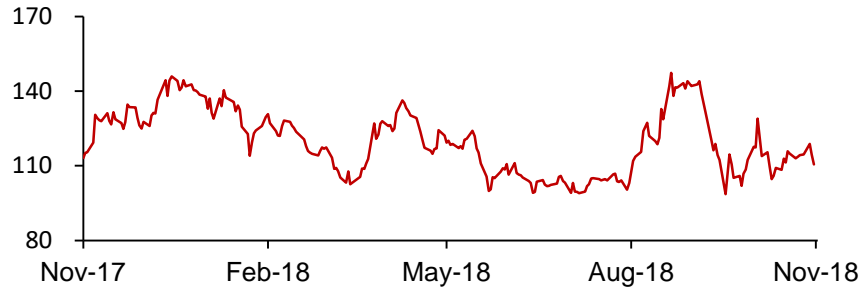
Return Ratio Analysis



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

SHAREHOLDING SUMMARY

SHARE PRICE PERFORMANCE

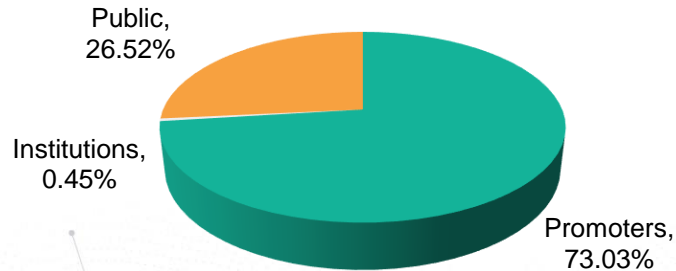


MARKET DATA

AS ON 15th NOVEMBER 2018

Market Capitalization (Rs Cr)	654.3
Price (Rs)	111.0
No. of Shares Outstanding (Cr)	5.9
Face Value (Rs)	5.0
52 Week Low-High (Rs)	99.1 / 146.0

SHAREHOLDING – 30th SEPTEMBER 2018



KEY INVESTORS – 30th SEPTEMBER 2018

% Holding

Shaunak Jagdish Shah	1.69%
Jagdish Amritlal Shah	1.27%



**AWARDS &
CERTIFICATIONS**

CERTIFICATIONS

<p>A1 Rating (S&P) Financial Stability</p> 	<p>Certified SEI CMMI Level 4, V 1.3</p> 	<p>Certified ISO 27001-2013</p> 	<p>Certified ISO 9001-2008</p> 	<p>SSAE 16 SOC 1 & SOC II with HiTRUST HIPAA Compliant</p> 
				

RECENT AWARDS & RECOGNITIONS



CIO Choice 2018 –
 Artificial Intelligence,
 Business Intelligence
 & Doc. Mgmt.



7th Global Economic
 Summit 2018 –
 Services Category

NASSCOM®

NASSCOM Analytics
 Challenge 2018 –
 Fraud Detection
 Solution



GT-CII India Meets
 Britain Tracker 2017
 - Fastest Growing
 Indian Company in
 the UK



ICICI Prudential
 Annual TATVA
 Awards 2017 - Best
 Service Provider



Asian Banker
 Technology
 Innovation Award
 2017



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Chief Financial Officer
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Mr. Arun Prakash / Mr. Ravindra Bhandari
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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.

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Listing Department
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Kindly take the above on your record.

For Datamatics Global Services Limited


R Divya Kumat

EVP, Chief Legal Officer & Company Secretary

