

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



May 10, 2019

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 Q4 & FY 2018-19 results for your information.

Kindly take the above on your record.

For Datamatics Global Services Limited

^{rk} Divya Kumat
EVP, Chief Legal Officer & Company Secretary



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*Press Release
For Immediate Release*

Datamatics FY2019 revenue at INR 11,334.9 Million; up 24.5% y-o-y

May 10, 2019, Mumbai: Datamatics Global Services Ltd. (DGSL), a global IT & BPM company, today announced the financial results for the fourth quarter and the fiscal year ended March 31, 2019.

The board proposed a final dividend @ 20% i.e. Re. 1.00/- per equity share of Rs. 5/- each on the equity share capital of the Company. The total dividend for the fiscal year 2018-19, subject to shareholders' approval of the final dividend at the ensuing AGM, will be Re. 1.00/- per equity share.

Consolidated Financial Highlights – Q4FY2019

- Revenue at INR 3,068.6 million; up 30.7% y-o-y, up 7.3% q-o-q
- EBITDA at INR 391.6 million; up 69.6% y-o-y, up by 23.7% q-o-q
- EBITDA margin was at 12.8%; up 293 bps y-o-y, up 169 bps q-o-q
- PBT at INR 355.3 million; up by 156.6% y-o-y, up by 84.4% q-o-q
- PAT at INR 264.6 million; up by 74.1% y-o-y, up by 106.1% q-o-q
- EPS at INR 4.27; up by 135.9% y-o-y, up by 148.2% q-o-q

Consolidated Financial Highlights – FY2019

- Revenue at INR 11,334.9 million; up 24.5% in rupee terms and 17.9% in constant currency
- EBITDA at INR 1,338.5 million; up 63.2% y-o-y
- EBITDA margin was at 11.8%; up 280 bps y-o-y
- PBT at INR 1,147.5 million; up 36.0% y-o-y
- PAT at INR 844.8 million; up 18.1% y-o-y
- EPS at INR 12.53; up 15.3% y-o-y

Consolidated Balance Sheet Highlights – FY2019

- Debt as at March 31, 2019 stood at INR 358.8 million as against INR 658.0 million as at March 31, 2018
- Cash and cash equivalent plus current investments as at March 31, 2019 were at INR 1,188.7 million as against INR 1,056.5 million as at March 31, 2018
- DSO as on March 31, 2019 was at 79 days as against 82 days as at March 31, 2018

Commenting on the results and financial performance, Rahul Kanodia, Vice Chairman and CEO said,

“FY 2019 was a good year with healthy revenue growth of 24.5%. We have also experienced good growth in our digital businesses. I am pleased to announce that we have proposed a final dividend @ 20%, taking the total dividend for the year to Re. 1.00/- per share. We endeavour to maintain this growth trajectory in coming quarters.”

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Operational highlights

- For FY19, USA continues to be major contributor at 62% whereas contributions from Europe, India and Rest of World stood at 18%, 15% and 5% respectively.
- In terms of sectorial contribution to the revenue, BFSI, Publishing and Manufacturing were the top three sectors contributing 27%, 27% and 10% respectively.
- Top 5 clients contributed 24%; top 10 clients contributed 35%, whereas contribution from top 20 clients to the revenue for stood at 49%.

Business Updates

- Datamatics added 10 new customers in Q4 FY2019 and 58 customers for FY2019
- Datamatics continued its focus on developing partner & reseller program. In the quarter, they have signed up 23 new partners. Partner strength now totals to 54 partners across the globe.
- Datamatics TruBot features amongst top 4 with Robotics Process Automation software on Gartner Peer Insights with overall rating of 4.5 stars contributed by 120+ Gartner verified customer reviews
- Company has been awarded automated fare collection project for Mumbai Metro Line 2a, 2b and 7.
- The Board of Directors of DATAMATICS GLOBAL SERVICES LIMITED ("DGSL"), and LUMINA DATAMATICS LIMITED ("Lumina") in their respective board meetings on December 14, 2018, approved a proposal to merge the two Companies into DGSL under a Composite Scheme of Arrangement under sections 230-232 of the Companies Act, 2013 ("Scheme"). The business of Lumina Datamatics would then be demerged under the same Scheme from the Company into LDR E-Retail Ltd and would be listed post the demerger. Thus, the shareholders of DGSL will have an identical shareholding pattern in both DGSL and LDR E-Retail Ltd. The latter will be renamed as Lumina Datamatics Limited as a part of the same Scheme. Post the Board Approval, the Bombay Stock Exchange and the National Stock Exchange have provided their No Adverse Observation Letter on 8 March 2019 and 11 March 2019 respectively. Thereafter, the National Company Law Tribunal, Mumbai Bench, vide order dated 22 April 2019, has, inter alia, convened the meeting of the equity shareholders of the Company on 19 June 2019. The scheme is now subject to shareholders' approval and regulatory approval, National Company Law Tribunal, etc. and proposes an appointed date of April 1, 2019.

Awards & Recognitions

During the year, Datamatics received multiple awards and recognitions. Some of the major ones are as follows –

- IBM awarded Datamatics '2019 IBM Asia Pacific Excellence Award' for TOP TRANSFORMATION BUSINESS PARTNER
- International Association of Outsourcing Professionals (IAOP) featured Datamatics in 'The best of global outsourcing 100' list
- Indian Merchant Chamber (IMC) awarded Datamatics Digital Technology Award 2018 for TruBot, and TruAI in the 'Excellence in Emerging Technology' category
- Computer Society of India (CSI) recognized Datamatics as the 'Best Cognitive Technology Provider of the Year 2018'
- Awarded 'CIO Choice 2019' award in 'Emerging Technologies Vendor' category for TruBot
- Datamatics wins Rail Analysis India Award 2019 for TruFare, its Automated Fare Collection (AFC) product
- Datamatics TruBot recognized by Gartner in 'How C&SI and Managed Service Providers Must Approach Their Product Strategy 2019' as 'successful services companies developing products'

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- Datamatics TruCap+ featured in Everest's 'Intelligent Document Processing (IDP) – Technology Vendor Landscape with Products PEAK Matrix™ Assessment 2019' as a 'MAJOR CONTENDER'
- Datamatics TruBot featured in Everest Group's 'Robotic Process Automation (RPA) – Technology Vendor Landscape with Products PEAK Matrix™ Assessment 2018'
- Datamatics featured in IDC's 'RPA Vendor Assessment 2018, APAC'
- Datamatics featured in Forrester's Now Tech: RPA Services, Q4 2018
- Datamatics featured in Everest Group's first 'Finance and Accounting Digital Augmentation Suite (F&A DAS) – Service Provider Landscape with Solutions PEAK Matrix™ Assessment 2018'
- Datamatics featured in 'Banking BPO Digital Capability Platform (DCP) – Service Provider Landscape with Solutions PEAK Matrix™ Assessment 2019'
- Datamatics featured in 'Finance and Accounting Outsourcing (FAO) – Service Provider Landscape with Services PEAK Matrix™ Assessment 2019' as 'STAR PERFORMER'.

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 500 customers globally across Banking & Financial Services, Insurance, Healthcare, Manufacturing, International Organizations and Media & Publishing. Headquartered in Mumbai, the Company has presence across 4 continents 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:

Sudeshna Mukherjee	Diwakar Pingle
Marketing & Corporate Communications	Christensen Investor Relations
sudeshna.mukherjee@datamatics.com	dpingle@christensenir.com
+91-7738574137	022 4215010