



DATAMATICS GLOBAL SERVICES LIMITED

Q4 & FY18 Results Update

MAY 31, 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 4 Continents

Rs 9,103 Mn

FY18 Revenue

Rs 820 Mn

FY18 EBITDA

Rs 715 Mn

FY18 PAT

9.8% ROCE

12.6% ROE

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



NAVIN GUPTA
Global Head
BPO Delivery Services



SANJEEV SUBHEDAR
Global Head
Engineering Solutions



SHASHI BHARGAVA
Global Head
Solutions Group



SACHIN RANE
Global Head
IT Delivery Services

EXPERIENCED MANAGEMENT TEAM



BRAJESH UGRA
President - Sales



SANDEEP ARORA
Head
Consulting & Advisory
Practice



SANJEET BANERJI
SVP – AI & Cognitive
Sciences



RAJESH AGARWAL
Head – Robotic
Process Automation



MITUL MEHTA
SVP
Marketing &
Communications



ALOK KUMAR JHA
Global Head
HR & CSR



DIVYA KUMART
SVP & Head, Legal &
Company Secretary



FINANCIAL OVERVIEW

Q4 & FY18 RESULTS UPDATE



BUSINESS UPDATE

- Successfully implemented contact-less smart card based Automated Fare Collection solution for the Lucknow Metro Rail Contract (LMRC) with 8 stations completed in Phase 1A for the North-South corridor.



SOLUTION LAUNCHES

- Launched **TruBot**, a multi-skilled software bot that enables large enterprises automate repetitive processes. TruBot Neuro can read and interpret unstructured data.
- Launched **TruBI**, a web-based, Enterprise Business Intelligence solution with Advanced Analytics capabilities. It has interactive dashboards that enables faster decision-making.



ACQUISITIONS

- Acquired RJGlobus Solutions Inc., a voice-based BPO company headquartered in Philippines. This will enhance Datamatics' BPO offerings and enable market penetration through a global delivery centre.
- Acquired TechJini, renamed Datamatics Digital Ltd., a Bangalore-based boutique mobile and web application development company. It's expertise lies in cloud solutions, digital media services, IOT applications, etc.



REVENUE GROWTH INTACT

- Delivered revenue growth of 6.8% for the year FY2018.
- Constant currency growth during the year was 9.6%.

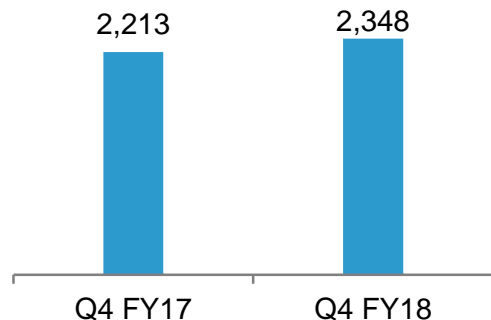


IMPROVED PROFITABILITY

- Robust EBITDA at Rs. 820 mn.
- 12% increase in full year PAT (before MI) to Rs. 715 mn.

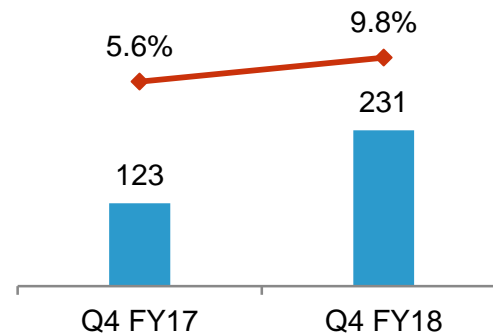
Q4 & FY18 RESULTS UPDATE

Revenues



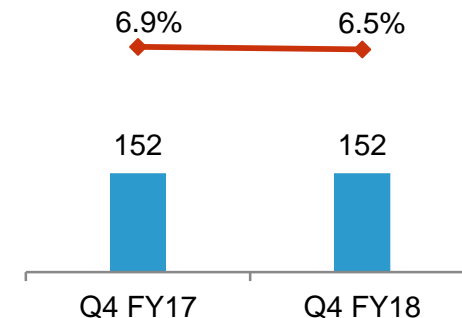
Q4 FY18 YoY%

EBITDA & EBITDA Margin %

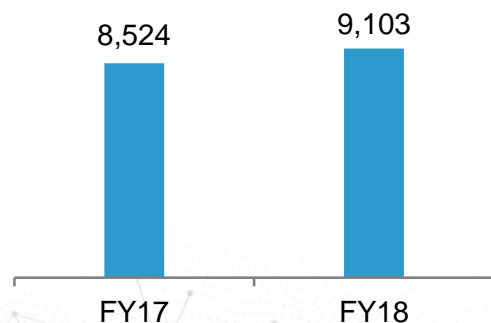


In Rs Mn

PAT & PAT Margin %

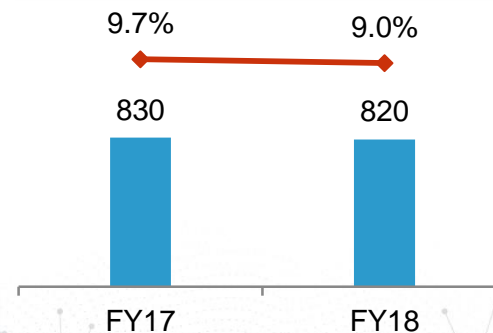


Revenues

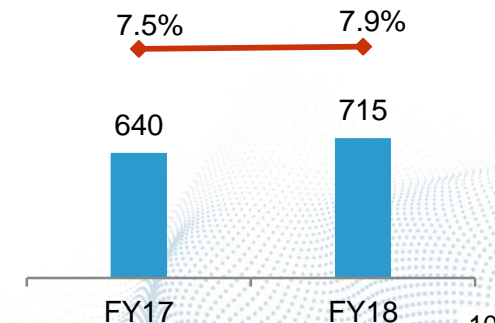


FY18 YoY%

EBITDA & EBITDA Margin %



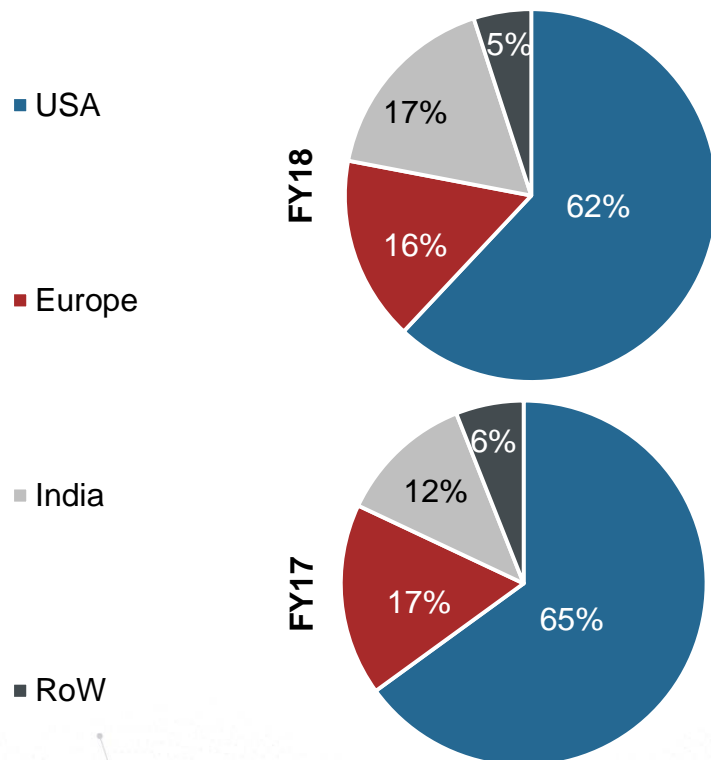
PAT & PAT Margin %



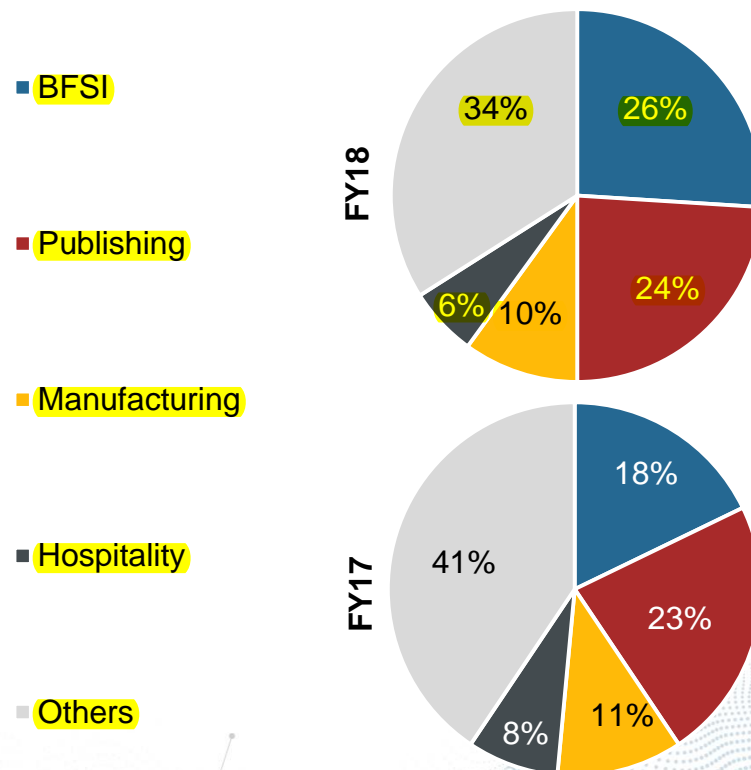
PAT Before Minority Interest

Q4 & FY18 RESULTS UPDATE

REVENUE BREAKUP – REGION WISE



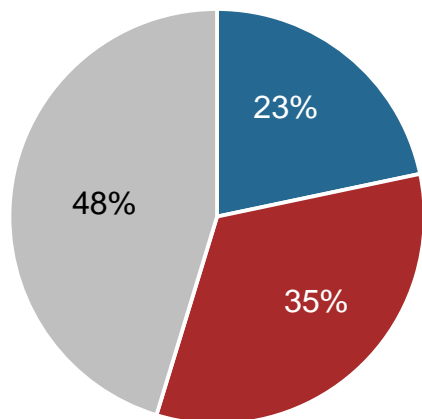
REVENUE BREAKUP – INDUSTRY WISE



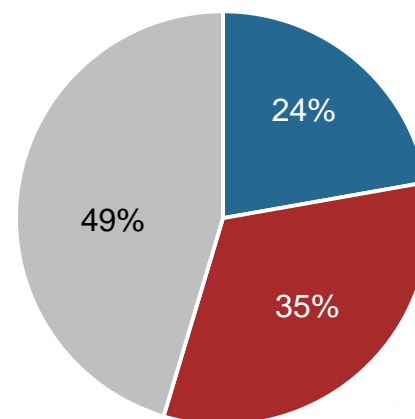
Q4 & FY18 RESULTS UPDATE

CLIENT REVENUE CONTRIBUTION

FY18



FY17



■ Top 5

■ Top 10

■ Top 20

CONSOLIDATED PROFIT & LOSS

Particulars (Rs in Mn)	Q4 FY18	Q4 FY17	YoY %	Q3 FY18	QoQ %	FY18	FY17	YoY%
Revenue from Operations	2,347.7	2,212.8	6.1%	2,348.4	0.0%	9,102.7	8,524.2	6.8%
Purchase of Products and Licences	33.2	41.8	-20.5%	23.7	40.3%	96.1	93.1	3.2%
Employee Benefits Expenses	1,517.7	1,272.6	19.3%	1,427.3	6.3%	5,668.9	5,078.5	11.6%
Other Expenses	566.0	775.5	-27.0%	689.8	-17.9%	2,517.4	2,523.1	-0.2%
EBITDA	230.8	123.0	87.7%	207.6	11.2%	820.3	829.6	-1.1%
EBITDA Margin %	9.8%	5.6%	427 bps	8.8%	99 bps	9.0%	9.7%	-72 bps
Depreciation & Amortization	70.8	54.6	29.7%	44.4	59.4%	203.3	242.0	-16.0%
EBIT	160.1	68.4	134.0%	163.2	-1.9%	617.0	587.6	5.0%
EBIT Margin %	6.8%	3.1%	373 bps	7.0%	-13 bps	6.8%	6.9%	-12 bps
Finance Cost	12.3	-11.4	-208.0%	10.2	20.6%	40.3	47.7	-15.5%
Other Income	-12.2	30.9	-139.6%	90.0	-113.6%	244.3	164.5	48.6%
Share of Net Profits of Associates and JVs	2.9	17.9	-84.0%	6.2	-53.8%	22.9	21.1	8.2%
Exceptional Item **	-	-32.9	-	-	-	-	-32.9	-
PBT	138.5	95.7	44.7%	249.3	-44.5%	843.9	692.6	21.8%
Tax Expense	-13.5	-56.2	-	63.9	-	128.9	53.0	143.3%
PAT	152.0	151.9	0.1%	185.4	-18.1%	715.0	639.6	11.8%
PAT Margin %	6.5%	6.9%	-39 bps	7.9%	-142 bps	7.9%	7.5%	35 bps
Minority Interest	45.4	7.4	-	11.4	-	74.2	-12.2	-
PAT after Minority Interest	106.6	144.5	-26.2%	174.0	-38.7%	640.8	651.8	-1.7%
EPS (Basic) (Rs)	2.58	2.58	0.0%	3.15	-18.1%	12.13	10.85	11.8%

** Provision for loss from discontinued business of step-down subsidiary

CONSOLIDATED BALANCE SHEET

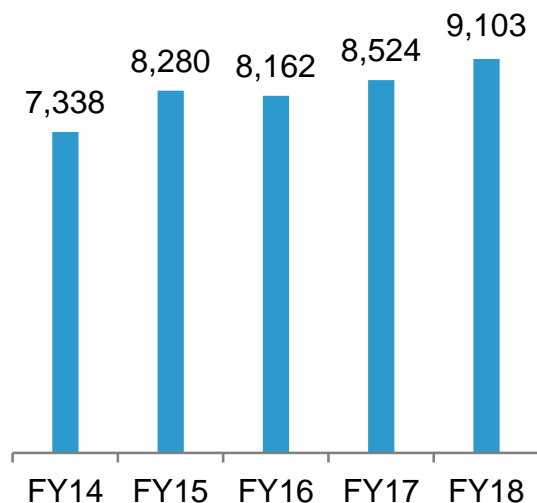
Particulars (Rs In Mn)	FY18	FY17
Equity & Liabilities		
Shareholder's Funds		
Share Capital	294.8	294.8
Other Equity	5,169.1	4,728.3
Reserves & Surplus	-	-
Total Shareholder's Funds	5,463.8	5,023.0
Minority Interest	363.6	208.3
Total Equity	5,827.4	5,231.3
Liabilities		
Non-Current Liabilities		
Financial 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

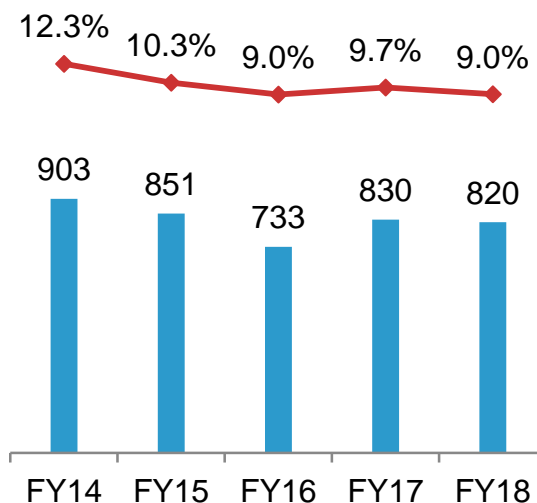
STEADY GROWTH OVER LAST 5 YEARS

In Rs Mn

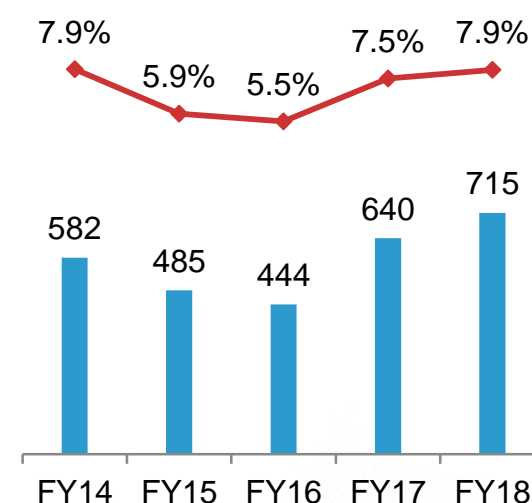
Revenues



EBITDA & EBITDA Margin %



PAT & PAT Margin %



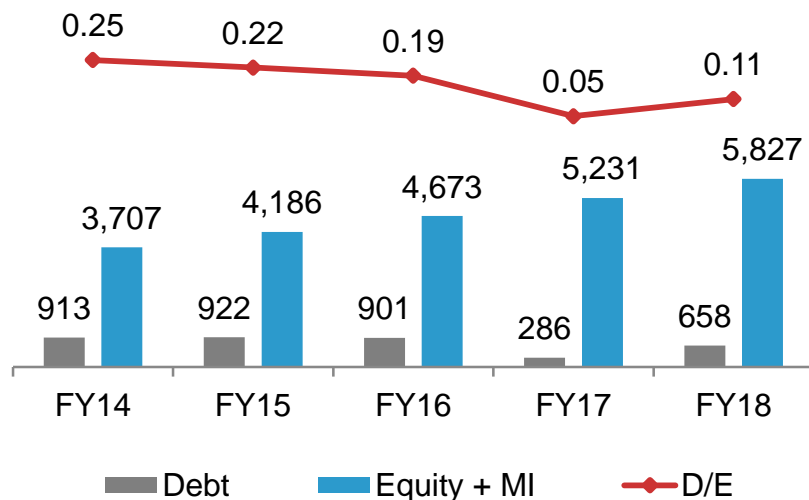
PAT Before Minority Interest

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

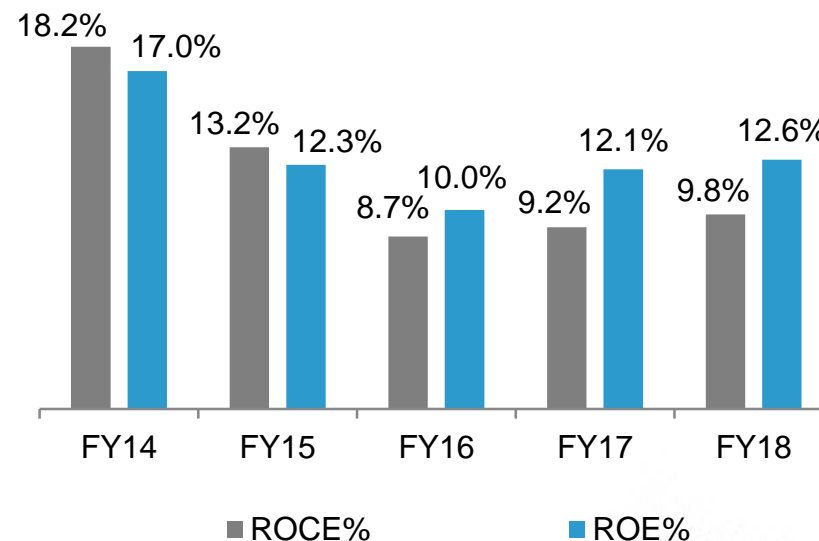
In Rs Mn

Leverage Analysis



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

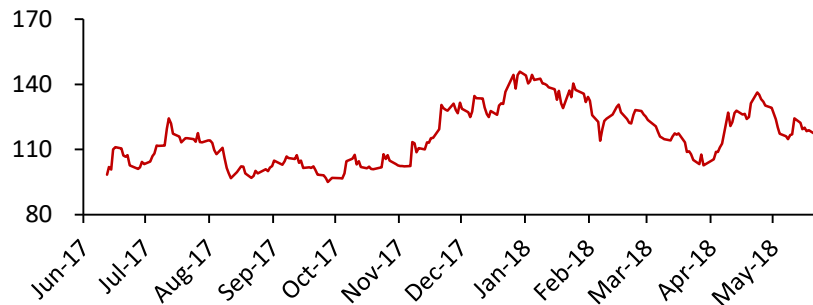
Return Ratio Analysis



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

SHAREHOLDING SUMMARY

SHARE PRICE PERFORMANCE



Source – BSE

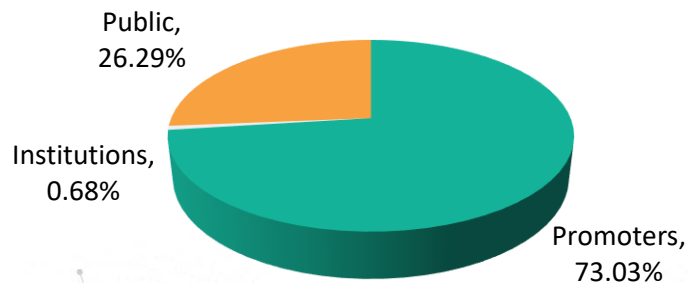
MARKET DATA

AS ON 31st MAY 2018

Market Capitalization (Rs Cr)	678.0
Price (Rs)	115.3
No. of Shares Outstanding (Cr)	5.9
Face Value (Rs)	5.0
52 Week Low-High (Rs)	95.1 / 145.9

Source – BSE

SHAREHOLDING – 31st MARCH 2018



Source – BSE

KEY INVESTORS – 31st MARCH 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
nilesh.dalvi@dickensonir.com
Contact: +91 99209 93892 / 98192 89131

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.