

August 06, 2025

To,  
Corporate Communication Department  
BSE Limited  
Phiroze Jeejeeboy Towers,  
Dalal street, Mumbai - 400 001.  
BSE Security Code : 532528

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai - 400 051.  
NSE Symbol: DATAMATICS

**Sub.: Investor Presentation on Unaudited Financial Results for Q1FY26**

With reference to the captioned subject, please find attached the presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

The presentation will also be hosted on the website of the Company [www.datamatics.com](http://www.datamatics.com).

Kindly take the above on your record.

Thanking you,

**For Datamatics Global Services Limited**

**Divya Kumat**  
**President, Chief Legal Officer and Company Secretary**  
**(FCS: 4611)**

**Encl.: As above**

# Investor Presentation

Q1FY26

**DATAMATICS**

# 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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**Company  
at Glance**

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# Company at Glance

DATAMATICS



# DATAMATICS

## 50-YEAR JOURNEY

AN ENTIRELY AI-GENERATED  
EXPERIENCE.

WATCH NOW 



# Overview

Datamatics is a **Digital Technologies, Operations, and Experiences** company that enables global enterprises to deploy digital technologies to enhance their productivity and customer experience to create a sustainable competitive advantage.



## Revenue and PAT Growth

Q1FY26 Revenue INR **468** Crore  
**13.9%** revenue CAGR and **26.6%** PAT  
(after NCI) CAGR for the last five years



## Healthy Financials

Net Cash and Investments  
(Net of Debts)  
INR **457** Crore



## AI-powered Products

TruCap+, TruBot, FINATO,  
TruBI, TruAI, TruDiscovery



## Clientele

**300+** Significant Customers  
Worldwide  
Added **12** new clients in Q1FY26



## Employee Attrition

**3.61%** (Quarterly)

# Leadership Team



**RAHUL L. KANODIA**

VICE CHAIRMAN  
& CHIEF EXECUTIVE  
OFFICER



**SAMEER L. KANODIA**

DIRECTOR  
& MANAGING DIRECTOR &  
CHIEF EXECUTIVE OFFICER  
OF LUMINA DATAMATICS &  
VICE CHAIRMAN & CEO  
TNQTECH



**DINESH KUMAR VK**

EXECUTIVE VICE PRESIDENT  
& GLOBAL SALES HEAD



**MITUL N. MEHTA**

EXECUTIVE VICE PRESIDENT  
& CHIEF MARKETING OFFICER



**BALA  
GOPALAKRISHNAN**

PRESIDENT & GLOBAL HEAD -  
DIGITAL TECHNOLOGIES



**NAVIN GUPTA**

EXECUTIVE VICE PRESIDENT  
& GLOBAL HEAD - DIGITAL  
OPERATIONS



**SHASHI BHARGAVA**

EXECUTIVE VICE PRESIDENT  
& HEAD INTELLIGENT  
AUTOMATION PRODUCTS



**ANKUSH AKAR**

SENIOR VICE PRESIDENT  
& CHIEF FINANCE OFFICER



**DIVYA KUMART**

PRESIDENT, CHIEF LEGAL  
OFFICER & COMPANY  
SECRETARY



**DR. RIMA CHOWDHURY**

PRESIDENT, CHIEF HUMAN  
RESOURCES OFFICER & CSR  
LEADER



**SANJEET BANERJI**

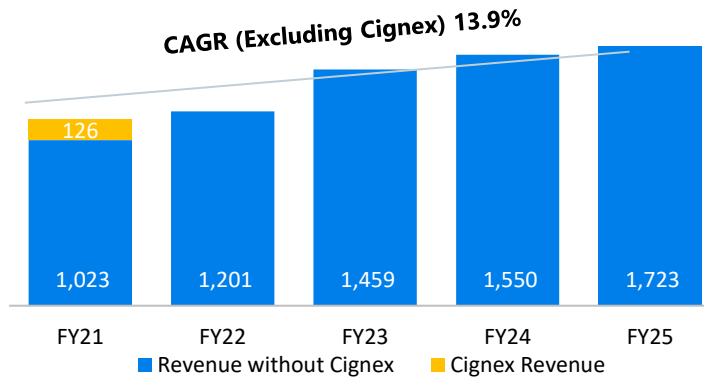
EXECUTIVE VICE PRESIDENT  
& HEAD - ARTIFICIAL  
INTELLIGENCE & COGNITIVE  
SCIENCES



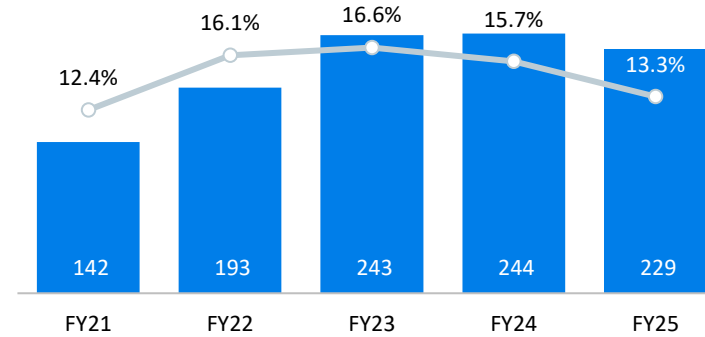
# Key Performance Indicators

(Figures in INR Crore)

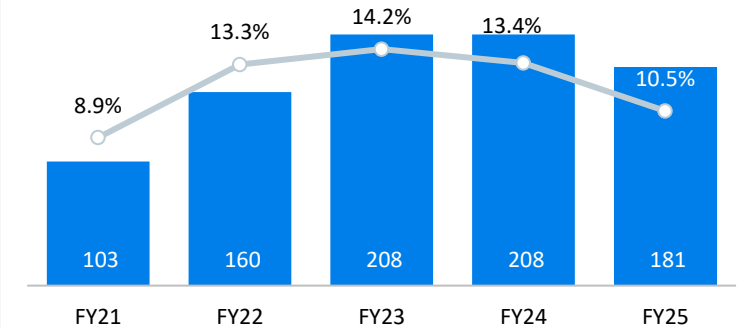
## Revenues



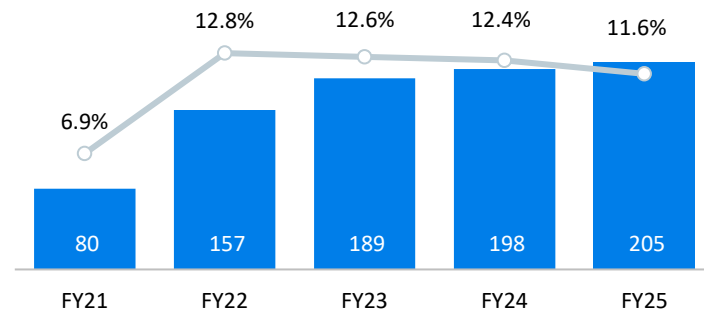
## EBITDA & Margins (%)



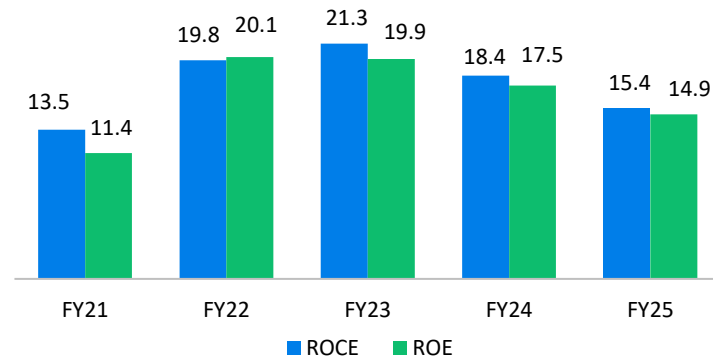
## EBIT & Margins %



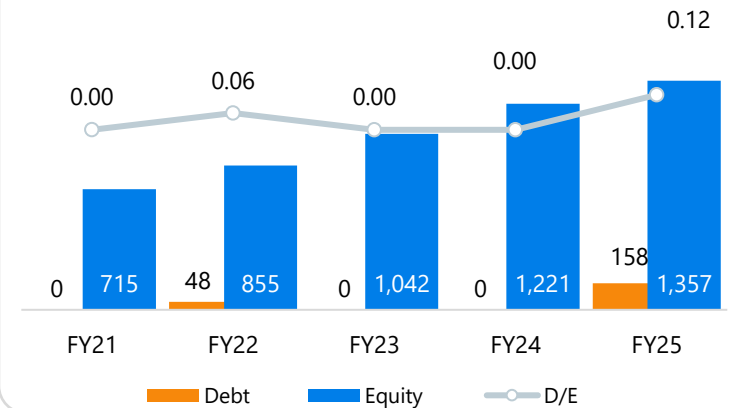
## PAT after NCI & PAT after NCI %



## ROE & ROCE



## Debt / Equity



# Offerings

**DATAMATICS**

# Deep in Digital

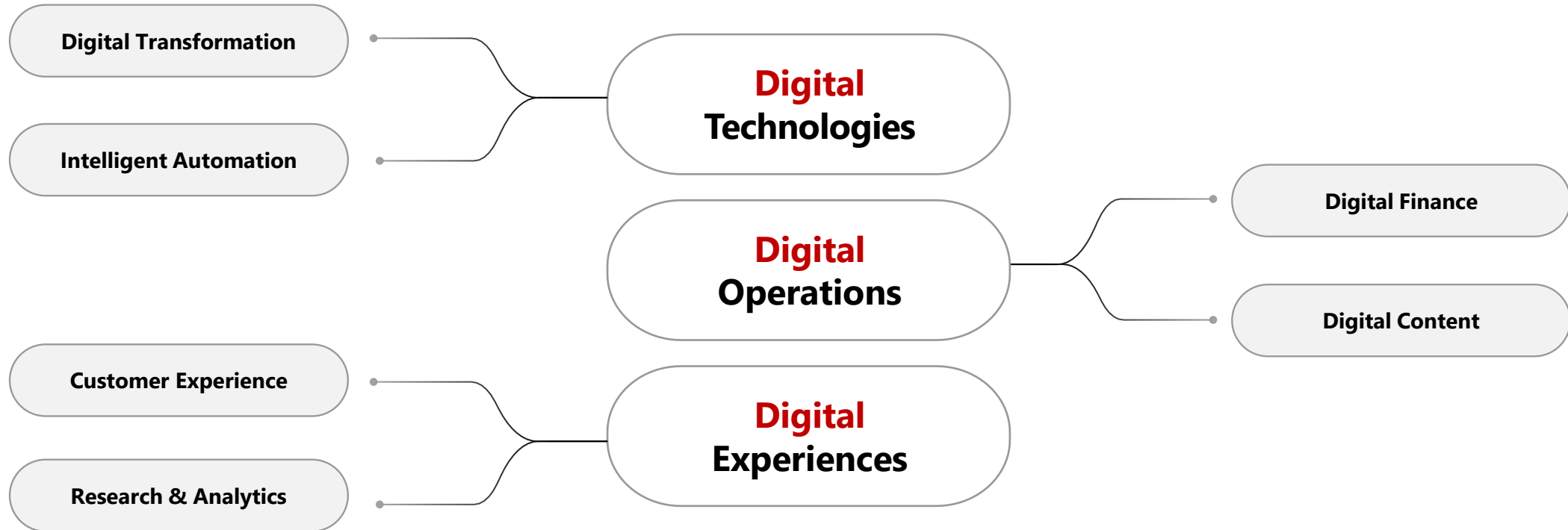


Artificial Intelligence

| Data

| Automation

| Cloud



TruBot

TruCap<sup>+</sup>

TruAI

TruBI

FINATO

## AI Solutions

- Financial Statement Analysis (TruAI)
- Credit Risk Analysis (TruAI)
- Software Development Lifecycle Optimization (KaiSDLC)
- Fraud Analytics
- Video & Image Analytics (KaiVISION)
- Business Rule Extraction Engine (KaiBRE)
- Contract Management
- Testing Automation (KaiTest)
- Digital Interventions for superior CX (SuperCX)

## AI-Powered Products

- TruBot (RPA)
- TruCap+ (IDP)
- TruBI (Business Intelligence)
- FINATO (Finance Transformation)
- TruDiscovery (Knowledge Assistant)

- Delivered 65+ AI projects
- Processing 15M+ balance sheet pages annually
- Small language model & copilot developed in collaboration with Microsoft and Google
- Built AI Agents for Insurance, Banking, and Logistics; enabling autonomous workflow orchestration, smarter decision-making, and enterprise-wide productivity at scale
- 40+ Customers using GenAI powered TruBot, TruCap+, TruBI

## Recognition



One of the first companies globally  
certified for ISO 42001:2023 for Artificial  
Intelligence Management System



# Digital Technologies

Enterprises partner with Datamatics for their technology transformation, leveraging the latest digital technology advancements to maximize potential. Datamatics offers deep expertise in Digital Technologies like Data & AI, Cloud, Intelligent Automation, Application Modernization, and low-code/no-code platforms. They enhance enterprise agility by reimagining applications and collaborating with Hyperscalers like Microsoft, Google, and Salesforce to deliver innovative solutions.

"Datamatics was very agile and proactive in their approach and worked as an extended team of Harris Teeter. Datamatics helped us in our Digital Transformation journey by enabling us to go deep in digital with its solutions."

Stephen Ramsey

**Sr. Director, Information Services,  
Harris Teeter**

"Datamatics acts as a key partner in our journey. They look to solve a business problem and not just provide a technical solution. They have helped us scale by learning our processes and this is what sets Datamatics apart. Datamatics will continue to be our valued partner in our digital transformation journey."

David Friedman

**Head of Intelligent Automation Centre of Excellence,  
Ryder Systems**



# Digital Operations

Enterprises partner with Datamatics to transform their mid-office and back-office operations. Through its proprietary platforms, process expertise, and global delivery, it achieves global benchmarks of productivity and operational efficiency. Their digitally augmented platforms are powered by Artificial Intelligence, Intelligent Automation, Smart Workflows and Analytics.

- Powering digital content for 3 of the top 5 Fortune 500 retailers
- Trusted by 9 of the top 10 global publishers.
- Recognized as a top 10 global Finance Transformation Provider by several leading analyst firms like Gartner, IDC, and Everest.

"We collaborated with Datamatics to help process our accounts payable invoices for our customers, predominantly across Europe. I have to say it was transformational; Datamatics has done a great job of recognizing our challenges and Enhancing the process."

Tony McMurray

**Managing Director,  
Ingram Micro Global Business Services**

"Since Finato came in, we've had great feedback from the whole organization. We found it to be a lot more intuitive, and the look and feel are also really fresh. We appreciate the involvement of the Datamatics team and thank them for providing a modern, updated system."

Jonathan Stevenson

**Finance Transformation Director,  
Incora**





# Digital Experiences

Datamatics Digital Experiences integrates AI to enhance customer experience. Its multilingual, omnichannel contact centers in the Philippines, India, and the USA feature 'Super Agents' who embody the client's brand ethos and deliver superior customer experiences, enhancing satisfaction, loyalty, and business growth. Service offerings include CX Consulting, Management, Transformation, and Analytics embedded across all customer touchpoints and channels.

"Datamatics has worked with us very closely over the years in terms of helping us and implementing a new proctoring platform. Datamatics brings a level of professionalism and support. They're more like a partner to us than a vendor. One of the things that distinguish Datamatics from other companies is their level of understanding and expertise in what they do. I can only see this partnership growing over the years to come."

Raashid Siddique  
**President, Global Operations,  
PSI**

"AccessFares' goal is to always improve our best-in-class customer service for our clients. We are confident that a strategic partnership with Datamatics will add immense transformational value to our global premium services. The Datamatics team has been wonderful to work with and has seamlessly managed the transition process. We look forward to many shared successes in the future."

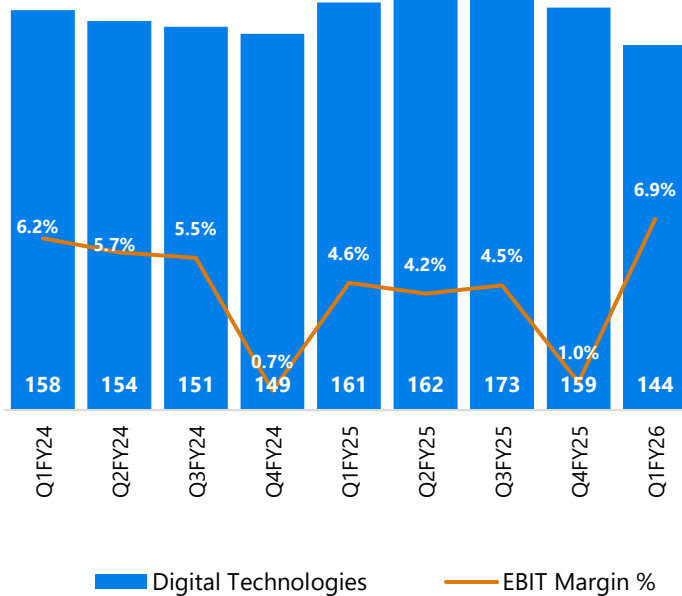
Mark Lowery  
**Managing Partner,  
AccessFares**



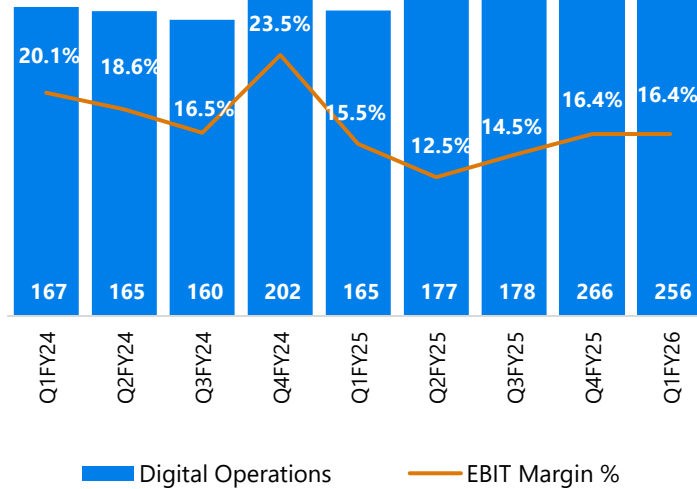
# Business Segment Revenue Trend

(Figures in INR Crore)

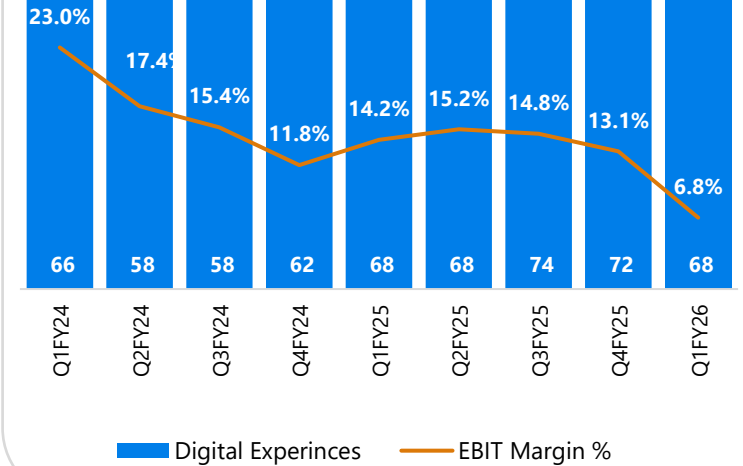
## Digital Technologies



## Digital Operations






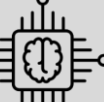


## Digital Experiences





# Growth Strategy

	Strengthen customer relationships	Strengthen Management team	
	Increase market presence and awareness in US and Europe	Collaboration with Hyperscalers	
	Focus on proprietary products and platforms	Investment in AI based services	

# Financial Performance



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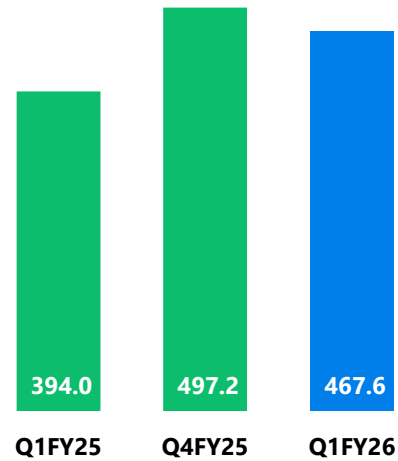
# Consolidated Financial Summary – Q1FY26

Particulars		Q1FY26	Q4FY25	QoQ Growth	Q1FY25	YoY Growth
<b>Revenue (INR Crore)</b>	Revenue from Operations (INR Crore)	467.6	497.2	-6.0%	394.0	18.7%
	Other Income (INR Crore)	12.4	8.1	51.7%	13.9	-10.8%
	Total Income (INR Crore)	480.0	505.3	-5.0%	407.9	17.7%
<b>Margins (INR Crore)</b>	EBITDA	75.9	74.5	1.9%	51.4	47.7%
	EBIT	56.4	54.5	3.5%	42.6	32.5%
	PBT before exceptional item	63.9	55.7	14.8%	56.1	13.9%
	PBT after exceptional item	63.9	55.5	15.1%	53.0	20.7%
	PAT (After non-controlling interest)	50.4	44.9	12.3%	43.5	15.8%
<b>Margin (%)</b>	EBITDA Margin (%)	16.2%	15.0%	125bps	13.0%	319bps
	EBIT Margin (%)	12.1%	11.0%	110bps	10.8%	126bps
	PBT Margin before exceptional item (%)	13.3%	11.0%	230bps	13.7%	(44bps)
	PBT Margin after exceptional item (%)	13.3%	11.0%	233bps	13.0%	33bps
	PAT Margin (%)	10.5%	8.9%	162bps	10.7%	(17bps)
<b>EPS (INR)</b>	Basic & Diluted EPS (INR)	8.52	7.60	12.2%	7.37	15.7%

# Consolidated Financial Highlights – Q1FY26

(Figures in INR Crore)

## Operating Revenues

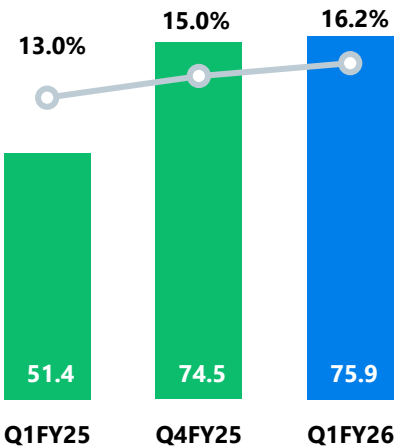


**QoQ 6.0%**



**YoY 18.7%**

## EBITDA & EBITDA %

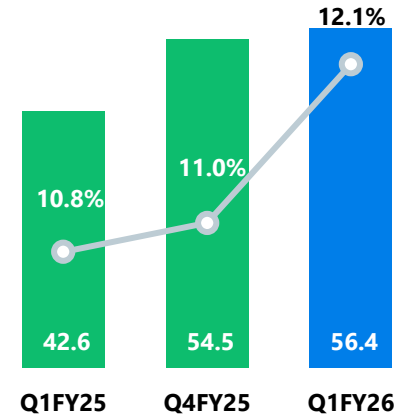


**QoQ 1.9%**



**YoY 47.7%**

## EBIT & EBIT %

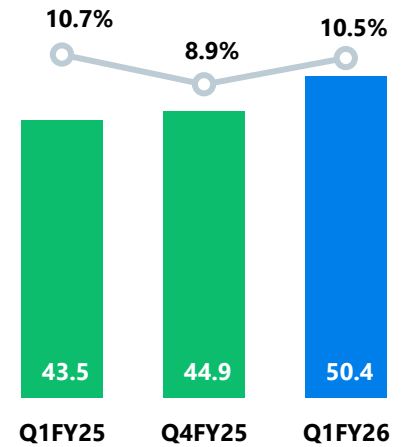


**QoQ 3.5%**



**YoY 32.5%**

## PAT after NCI & PAT after NCI %



**QoQ 12.3%**



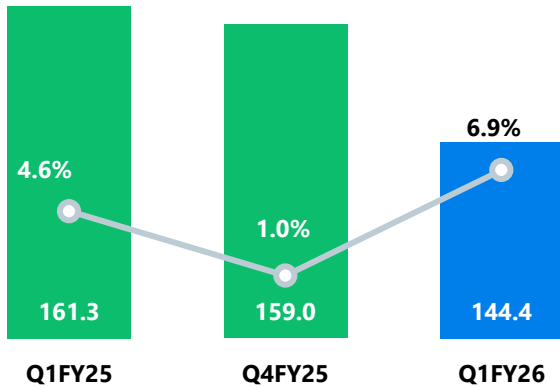
**YoY 15.8%**



# Revenue Segment Analysis – Q1FY26

(Figures in INR Crore)

## Digital Technologies Revenue & EBIT Margin (%)

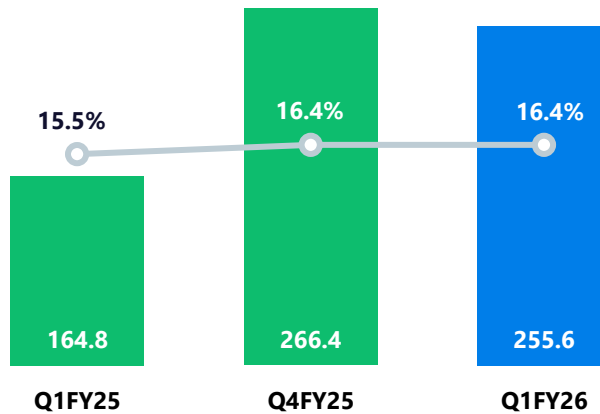


QoQ 9.2%



YoY 10.5%

## Digital Operations Revenue & EBIT Margin (%)

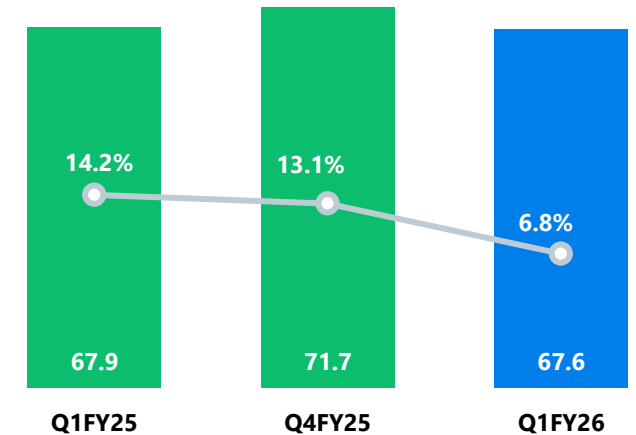


QoQ 4.1%



YoY 55.1%

## Digital Experiences Revenue & EBIT Margin (%)



QoQ 5.7%

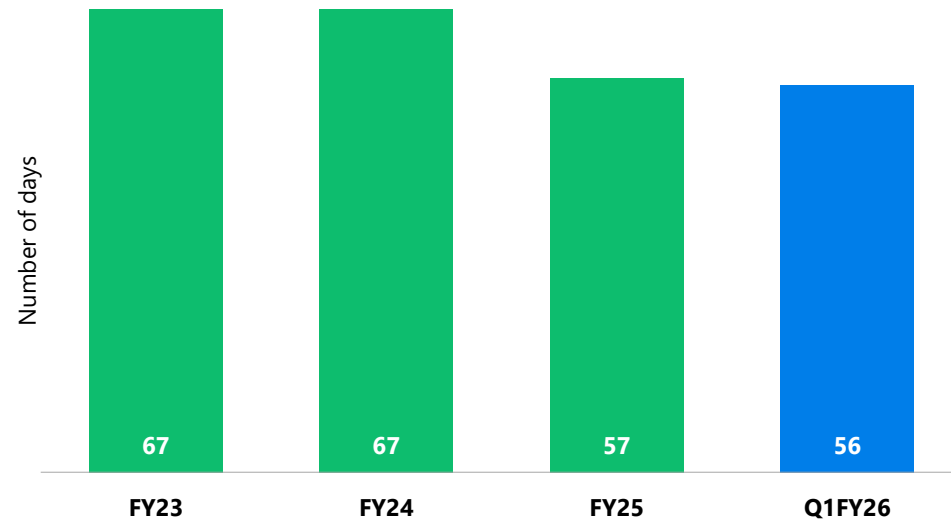


YoY 0.4%

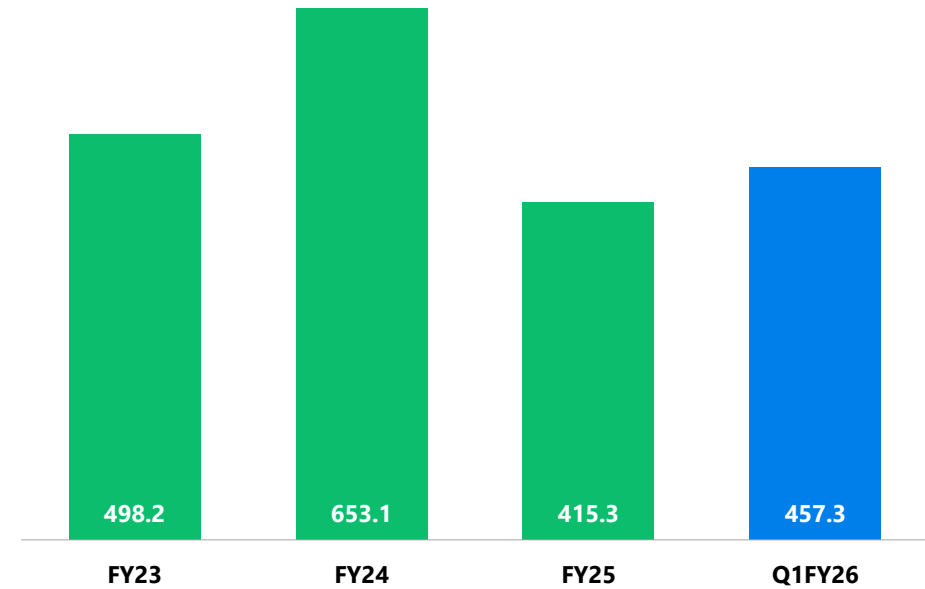
# Balance Sheet Metrics – Q1FY26

(Figures in INR Crore)

## Days Sales Outstanding (DSO)

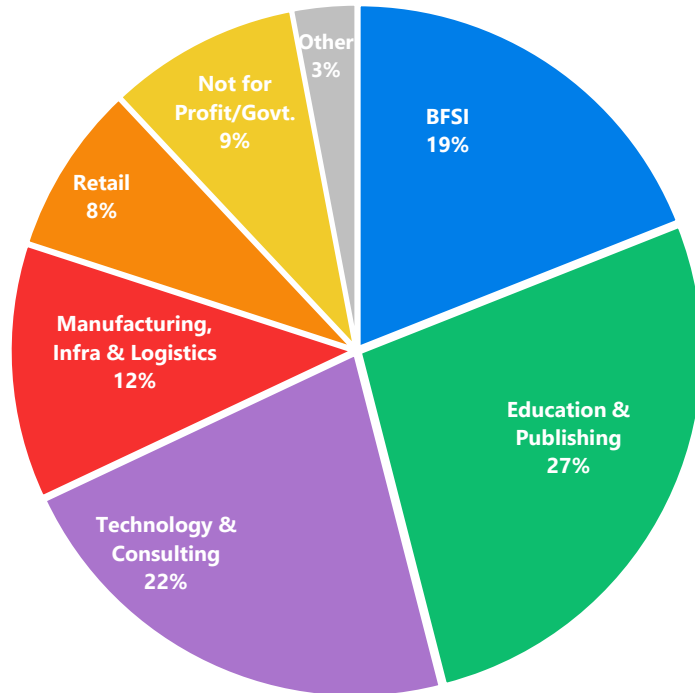


## Net Cash & Investments (Net of Debts)

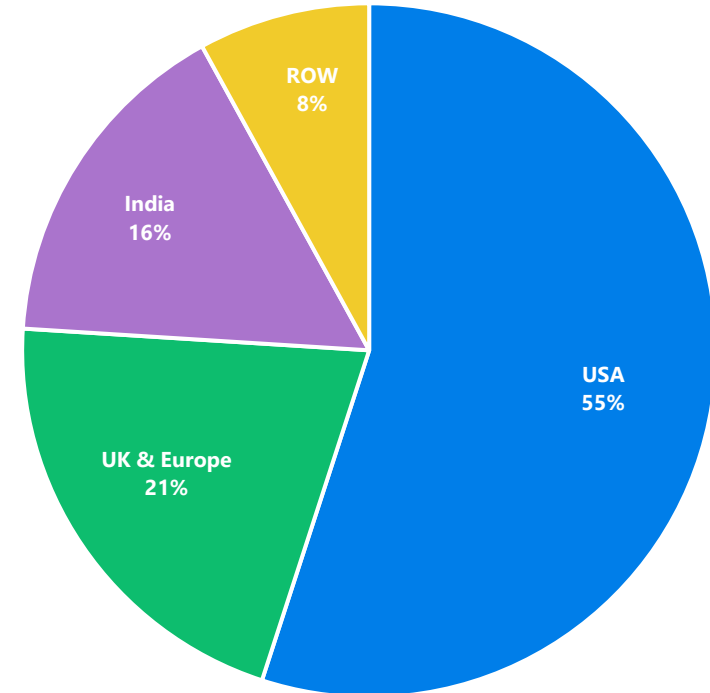


# Revenue Segment Analysis – Q1FY26

## Revenue by Industry



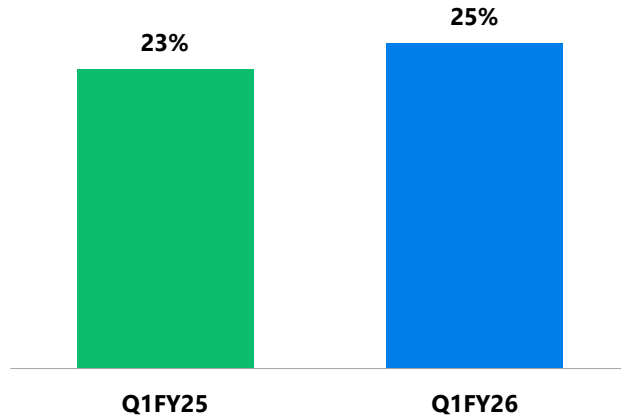
## Revenue by Geography



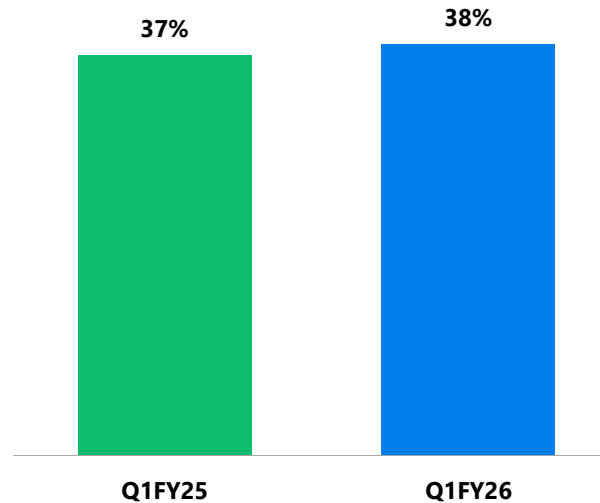
# Client Concentration – Q1FY26

Client concentration maintained at a comfortable level

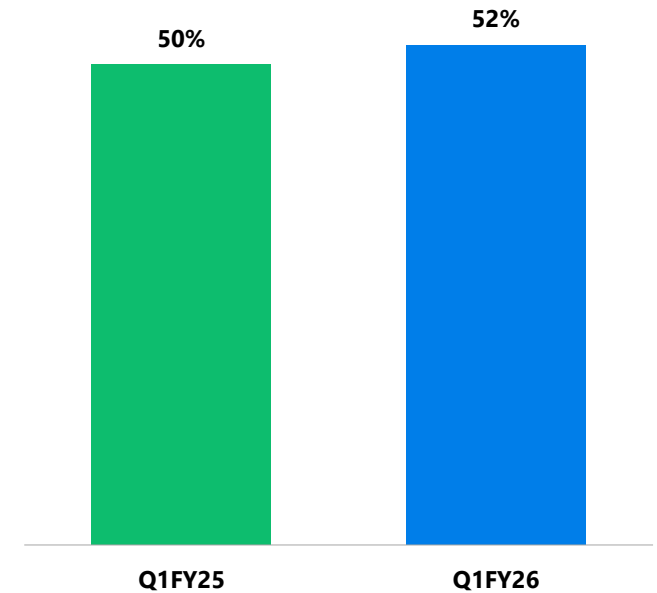
Top 5



Top 10



Top 20





# Deal Wins



**DATAMATICS**



# Key Deal Wins – Q1FY26

Client					
<b>A Fortune 1000 American trucking and logistics leader</b>	<b>A prominent optical retailer in the USA</b>	<b>A global leader in consumer electronics</b>	<b>A US-based manufacturer delivering advanced material solutions for diverse industrial applications</b>	<b>A leading Indian insurer offering innovative, customer-centric life insurance solutions.</b>	<b>A large British publishing house.</b>
Datamatics has been entrusted with a new engagement to modernize the enterprise application stack, transforming legacy systems into scalable, future-ready platforms and enhancing agility, performance, and operational efficiency	Datamatics is selected to implement AI-powered customer support solutions, transforming service operations across 1,200+ stores. The engagement focuses on driving scalability, responsiveness, and operational efficiency through automation.	About the deal			
		Datamatics is selected to deploy its TruCap+ Intelligent Document Processing solution to improve efficiency and accuracy across document processing	Datamatics is selected for delivering expert Salesforce support to improve data access, optimize operations, and ensure efficient, scalable platform performance across diverse business functions.	Datamatics' existing engagement expanded to enhance insurance processes management, leveraging AI to drive efficiency, accuracy, and superior customer experience at scale.	Lumina Datamatics is selected for content management by the large British publishing house

# Recognition



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# Key Analyst Recognition – Q1FY26



## Contenders

AI-driven ADM Services 2025  
Provider Lens™

**Recognized among Top 20 Global Vendors**



## Seekers

Innovation Watch: Agentic AI Products 2025

**Recognized among Top 20 Global Vendors**



## Product Challengers

Finance & Accounting Outsourcing  
Provider Lens™ Study' Global 2025

**Recognized among Top 20 Global Vendors**



## Recognized

Intelligent Process Automation (IPA) Solutions  
– Provider Compendium 2025

**Recognized among Top 15 Global Vendors**



## Leaders

Contact Center Outsourcing Services Spark  
Matrix 2025

**Recognized among Top 15 Global Vendors**



## Challengers

Avasant's Application Management Services  
2025 RadarView report

**Recognized among Top 15 Global Vendors**

# Thank you!

## For Further Queries Contact:

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Senior Vice President & Chief Finance Officer

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✉ [asha.gupta@in.ey.com](mailto:asha.gupta@in.ey.com)

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