

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



January 30, 2020

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 - Unaudited Financial Results for Q32019-20

Dear Sir/Madam,

Please find attached herewith press release for Unaudited Financial Results for the quarter and nine-months ended December 31, 2019 for your information.

Kindly take the above on your record.

For Datamatics Global Services Limited



 **Divya Kumari**
EVP, Chief Legal Officer and Company Secretary

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*Press Release
For Immediate Release*

Datamatics Q3FY20 revenue at INR 3,060.5 Million; up 7.0% y-o-y

January 30, 2020, Mumbai: Datamatics Global Services Ltd. (DGSL), a global IT & BPM company, today announced the financial results for the third quarter and nine months ended December 31, 2019.

Consolidated Financial Highlights – Q3FY20

- Revenue at INR 3,060.5 million; up 7.0% y-o-y and up 3.1% q-o-q
- Reported EBITDA at INR 262.6 million; down 17.1% y-o-y and down 22.0% q-o-q
- Reported EBITDA margin was at 8.6%; down 249 bps y-o-y and down 277 bps q-o-q
- EBITDA (excl. lease accounting & CSR provisioning cost) at INR 231.5 million
- EBITDA margin (excl. lease accounting & CSR provisioning cost) was at 7.6%
- PBT at INR 210.3 million; up 9.1% y-o-y and down 28.6% q-o-q
- PAT (after minority interest) at INR 131.3 million; up 26.6% y-o-y and down 34.2% q-o-q
- EPS (Diluted) at INR 2.23; up 29.4% y-o-y and down 34.2% q-o-q

Consolidated Financial Highlights – YTD FY20

- Revenue at INR 8,929.4 million; up 8.0% in rupee terms and 7.8% in constant currency y-o-y
- Reported EBITDA at INR 953.6 million; marginally up 0.7% y-o-y
- Reported EBITDA margin was at 10.7%; down 78 bps y-o-y
- EBITDA (excl. lease accounting & CSR provisioning cost) at INR 868.4 million; down 8.3% y-o-y
- EBITDA margin (excl. lease accounting & CSR provisioning) was at 9.7%; down 173 bps
- PBT at INR 778.6 million; down 1.7% y-o-y
- PAT (after minority interest) at INR 523.1 million; up 6.2% y-o-y
- EPS (Diluted) at INR 8.87; up 7.5% y-o-y

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

“Our revenue witnessed a growth of 8.0% for YTD in FY20. Datamatics is actively investing in building products - TruBot, TruCap+ and TruBI; which has impacted our EBITDA for the quarter. Nevertheless, we have maintained double digit EBITDA margin of 10.7% on YoY basis.”

Operational Highlights

- For YTD FY20, USA continues to be major contributor at 56% whereas contributions from UK, Europe, India and Rest of World stood at 14%, 2%, 19% and 9% respectively.
- In terms of sectorial contribution to the revenue, BFSI, Publishing and Manufacturing were the top three sectors contributing 27%, 27% and 8% respectively.
- Top 5 clients contributed 23%; top 10 clients contributed 34%, whereas contribution from top 20 clients to the revenue for stood at 47%.

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Business Updates

- Added 6 new customers in Q3 FY20.
- Signed 13 new channel partners. Partner strength now totals to 85 across the globe.
- Datamatics TruBot RPA recognized in 2019 Gartner Critical Capabilities for Robotic Process Automation Report.
- Datamatics recognized as a Star Performer in Finance and Accounting (F&A) Digital Capability Platform (DCP) Solutions PEAK Matrix™ Assessment 2020 by Everest Group.
- Datamatics won Rail Analysis Innovation & Excellence Award 2020 for TruFare Automated Fare Collection.

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 200 significant 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:

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