

Datamatics Global Services Limited

Regd. Office:
Knowledge Centre, Plot No. 58, Street No. 17, MIDC,
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Tel. : +91 (22) 6102 0000/1/2 • Fax : +91 (22) 2834 3669
CIN : L72200MH1987PLC045205
www.datamatics.com



August 14, 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

Sub: Press Release

Dear Sir/Madam,

Please find attached herewith press release for Q1 2018-19 results for your information.

Kindly take the above on your record.

For Datamatics Global Services Limited


R Divya Kumart
Executive Vice President,
Chief Legal Officer & Company Secretary



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*Press Release
For Immediate Release*

Datamatics Q1 FY2019 Net Profit at INR 216 Million; up by 34% y-o-y

Consolidated revenue for the quarter up by 25% y-o-y to INR 2608 Million

August 14, 2018, Mumbai: Datamatics Global Services Ltd. (DGSL), a global IT & BPM company, today announced the financial results for the first quarter and three months ended June 30, 2018.

Consolidated Financial Highlights – Q1 FY2019

- Revenue at INR 2,608 million; up 25% y-o-y, up 11% q-o-q
- EBITDA at INR 317 million; up 66% y-o-y, up 37% q-o-q
- PAT at INR 216 million; up 34% y-o-y, up 42% q-o-q

Commenting on the results and financial performance, **Rahul Kanodia, Vice Chairman and CEO** said, “We reported strong top line and bottom line growth during the quarter. Our EBITDA increased by about 300 basis points. We hope to sustain this growth momentum in the coming quarters as well.”

Operational highlights Q1 FY2019

- During Q1 FY2019, USA continues to contribute significantly to the revenue at 62% whereas contributions from Europe, India and Rest of World stood at 18%, 14% and 6% respectively
- In terms of sectorial contribution to the revenue, BFSI, Publishing and Manufacturing were the top three sectors contributing 29%, 25% and 10% respectively
- Top 5 clients contributed 25%; top 10 clients contributed 37%, whereas contribution from top 20 clients for the quarter stood at 50%

Business Updates

- Datamatics acquired RJGlobus Solutions Inc., a voice & non-voice based customer support services provider headquartered in Manila, Philippines. This acquisition will further enhance Datamatics’ BPO offerings to meet the growing demands of customers and increase its market presence through an expanded global delivery centre
- During the quarter, Datamatics’ RPA product TruBot™ has made its debut as an “Aspirant” in the Everest Group report “Robotic Process Automation – Technology Vendor Landscape with Products PEAK Matrix™ Assessment 2018.” Everest Group is a global independent consulting and research firm.
- Datamatics added 12 new customers in Q1 FY2019
- Datamatics is actively pursuing the partnership and re-seller program and has signed up 3 partners for TruBot and TruBI products during this quarter, adding to total partner strength of 11
- In June, 2018 Mr. Rahul Kanodia, Vice Chairman & CEO, Datamatics was appointed as the Chairman of the Western Region Council of the National Association of Software and Services Companies (NASSCOM) for 2018-19
- Datamatics received Special Recognition in IT Product and Emerging Technology at the Indian Merchants Chamber Digital Technology Awards 2017. The Company was acknowledged for its innovative product

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TruFare, a solution for Automated Fare Collection (AFC). It was also recognized for its Virtual Reality gaming application for Alzheimer's patients in the Emerging Technology space.

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 450 customers globally across Banking & Financial Services, Insurance, Healthcare, Manufacturing, International Organizations and Media & Publishing. Headquartered in Mumbai, the Company has presence across 6 countries 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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Performance Metrics as annexures

Revenue Metrics

Revenue – Sector	Q1 FY2019	Q1 FY2018
BFSI	29%	23%
Publishing	25%	25%
Manufacturing	10%	11%
Hospitality	5%	6%
Others	31%	35%

Revenue – Region	Q1 FY2019	Q1 FY2018
USA	62%	66%
Europe	18%	16%
India	14%	12%
Rest of World	6%	6%

Top Clients Contribution	Q1 FY2019	Q1 FY2018
Top 5 clients	25%	21%
Top 10 clients	37%	35%
Top 20 clients	50%	52%