

INTELLIGENT SOLUTIONS FOR DATA DRIVEN BUSINESSES



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Datamatics Global Services Limited

Annual Report 2017-18



View Online:
[https://www.datamatics.com/
investors/financials](https://www.datamatics.com/investors/financials)



Corporate Information



REGISTERED OFFICE KNOWLEDGE CENTRE

Plot No. 58, Street No. 17,
Andheri (East),
Mumbai – 400 093
Tel: +91 (22) 6102 0000 – 0005
Fax: +91 (22) 2834 3669

CORPORATE IDENTIFICATION NUMBER (CIN)

L72200MH1987PLC045205

REGISTRAR & SHARE TRANSFER AGENTS

Datamatics Business Solutions Limited
Plot No. B-5, Part B, Cross Lane MIDC,
Andheri (East),
Mumbai – 400 093
Tel: +91 (22) 6671 2151
Fax: +91 (22) 6671 2230
Email: depository@datamaticsbpm.com

EXECUTIVE VICE PRESIDENT, CHIEF LEGAL OFFICER & COMPANY SECRETARY

Divya Kumat

AUDITORS

M/s. M L Bhuwania And Co LLP,
Chartered Accountants, Mumbai

SOLICITORS

M/s. Crawford Bayley & Co
Chambers of Amir Arsiwala

BANKERS

Citi Bank
ICICI Bank Limited
HDFC Bank Limited
Standard Chartered Bank



Company Overview



Datamatics Global Services Limited (Datamatics) builds intelligent solutions for data-driven-businesses to improve their productivity and customer experience. The Company portfolio spans across Information Technology Services, Business Process Management, Engineering Services and Big Data & Analytics, which are powered by Artificial Intelligence. The Company also has established products in Robotics Process Automation, Advanced Analytics, Business Intelligence and Automated Fare Collection.

Datamatics has adopted the highest standards of service quality and operational excellence. Headquartered in Mumbai, the Company has a strong presence in USA, Australia, Asia, Europe, and the Middle East and caters to over 450+ customers through an employee base of 10,000+ globally.



Vision

To be a World Class Organization Admired for Consistently Delivering Superior Business Value



Mission

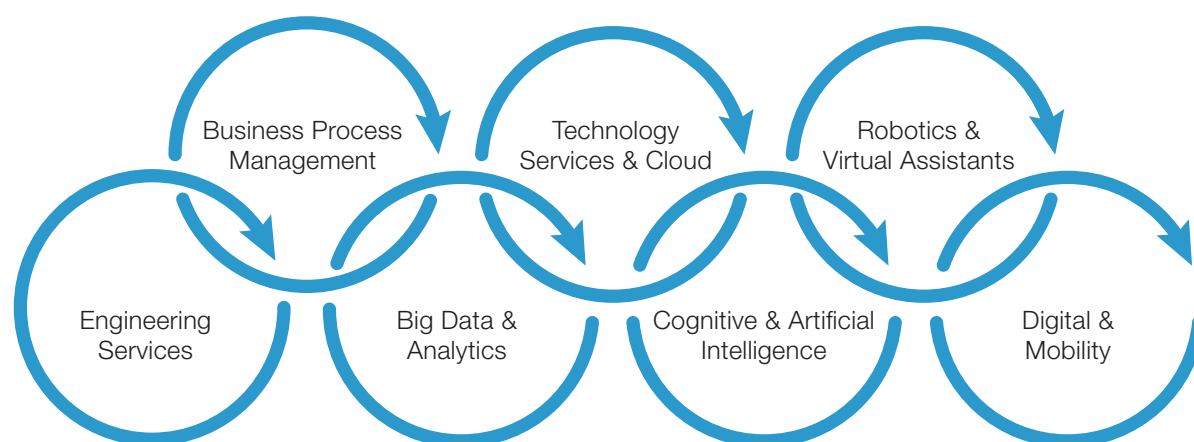
To Enhance Business Efficiency through Smart Solutions



Values

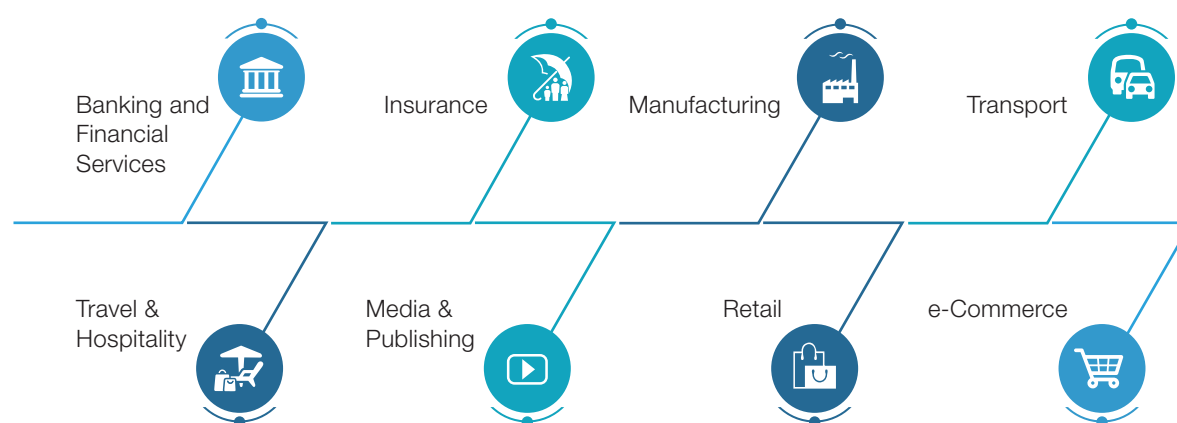
Honoring Commitments

Areas of Expertise



Sectors of Presence

Datamatics caters to customer requirements across various sectors.



450+

Customers across
the globe

10,000+

Employees

Global delivery centers
in USA, India, Europe
and Philippines

Events

Customer Engagement Initiative at Datamatics

Datamatics hosted a celebratory evening for its customers in Mumbai, with the objective of engaging with them and sharing interesting business updates. The event witnessed the presence of senior leaders from the BFSI, Manufacturing, Logistics and Media & Entertainment sectors. The programme also included a stand-up act by Cyrus Broacha.



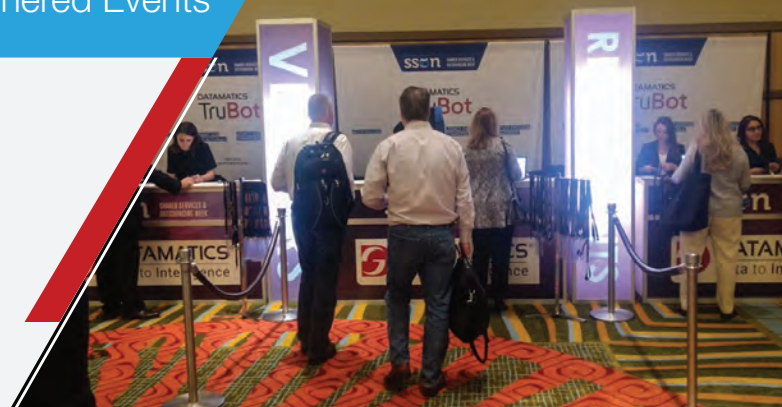
1st Digital Conclave with CFOs

Datamatics organised its first 'Digital Conclave with CFOs' in Mumbai, which witnessed the presence of leading CFOs across the BFSI, media and telecom sectors. The forum focused on the rapidly changing role of finance from being a support function to driving strategy and new business models. The conclave presented an interactive discussion and debate platform for CFOs across India.

Datamatics Partnered Events

Partnered the SSOWeek 2018

Datamatics partnered the 22nd North American Shared Services and Outsourcing Week to showcase its proprietary solution for Robotic Process Automation called TruBot, a multi-skilled bot programmed to enhance productivity.



Technology Partner to FICCI's 19th Annual Insurance Summit 2018

Datamatics was the Technology Partner to FINCON 2018, FICCI's Annual Insurance Summit, Mumbai. Mr. Rahul Kanodia, Vice Chairman & CEO was a panelist for the session on 'Digitisation of Core Operations'. His session focused on the current paradigm shift in the insurance sector and emphasised on the need to go digital for increased productivity, enhance efficiency and a better customer experience.

Partnered the Software Testing Conference 2017

Datamatics participated in the 17th Annual International Software Testing Forum 2017, one of the leading testing conferences in India. As a partner to the event, Datamatics showcased its Robotic Test Automation solution to IT professionals and business leaders.



Acquisitions and Partnerships



TechJini, a boutique mobile and web application development company

Datamatics acquired Bangalore-based TechJini with the objective of further strengthening its mobility offerings through TechJini's range of smart technology solutions.

TechJini is a leading software services company with a presence in the US. It has a specialised focus on digital experiences, mobile based web application development and maintenance services. With 250 employees, TechJini caters to over 35 companies across business verticals including media, engineering, manufacturing and start-ups. TechJini is one of the first 13 companies in the world to be certified under the Google Developer Agency Program.

Datamatics Philippines, a step-down subsidiary of Datamatics Global Services Ltd. acquired RJGlobus Solutions Inc., a voice-based BPO company headquartered in Manila, Philippines. This acquisition will further strengthen Datamatics' BPO offerings to meet the growing demands of customers and help increase its market presence through an expanded global delivery centre.

RJGlobus Solutions Inc. is a Business Process Outsourcing company that offers best-in-class voice and non-voice services, along with back office support to global organisations. The company is currently investing in technology, tools and automation to lower the cost of ownership of its customers.



RJGlobus Solutions, a voice based Business Process Outsourcing company

Other Strategic Partnerships

CIGNEX Datamatics has entered into a partnership with Salesforce (leading CRM and Cloud Computing Platform), UiPath (leader in Robotic Process Automation), OutSystems (leading Low Code Development Platform) and Oracle MySQL (leading Open Source RDBMS Platform).



Board of Directors



Dr. Lalit S. Kanodia
Chairman & Whole Time Director

Dr. Lalit S. Kanodia, the Founder and Chairman of Datamatics Group of Companies, is one of the pioneers in the Indian Software and Offshore Services industry. He founded Datamatics in 1975, prior to which he was instrumental in setting up Tata Consultancy Services in 1967.

As the Chief Mentor at Datamatics, Dr. Kanodia drives all innovation, new product development and quality initiatives. His inspirational leadership has led Datamatics to be conferred with various prestigious awards and recognitions over the years.

Dr. Kanodia is the President of the IMC Chamber of Commerce & Industry and former President of the Indo American Chamber of Commerce (IACC). He was also the Honorary Consul General of Chile in Mumbai, India for over a decade (2002 – 2014).

Dr. Kanodia is currently on the Executive Board of MIT (Europe, Asia and Africa). After obtaining a degree in engineering from India's premier technology institute, IIT, Bombay, he completed his Doctorate in Management and post-graduation in Computer Science from the MIT (USA).



Mr. Rahul L. Kanodia
Vice Chairman & CEO

Rahul has been the Chief Architect for re-positioning and transforming Datamatics from a service led organization, to a solutions organization focused on enhancing business productivity through smart automation of data driven processes. Rahul is responsible for driving the Company's strategic process of identifying, evaluating and integrating organic and inorganic business growth options, including mergers & acquisitions, partnerships and alliances. He has also been driving the Company's foray into new geographies, and the Company's digital growth strategy. He has over 28 years of experience and has held several progressively senior and leadership positions.

He is the Chairman of NASSCOM's Regional Council as well as the Western Region of ESC (Electronics and Computer Software Export Promotion Council). He has been recognized as the CEO of the Year in 2014 for his exemplary leadership amongst organizations from across 41 Asian countries. Rahul holds an MBA from Columbia University (USA) with a major in Business Strategy & Marketing and a minor in Mergers & Acquisition and Turnaround Management, and is on its Advisory Board for the India Business Initiative (NY). He is also on the Client Advisory Board of Citi Commercial Bank Asia (HK) and a Director at Safari Industries.



Mr. Sameer L. Kanodia
Executive Director

Sameer received his Bachelors of Science in Business Administration degree from Bryant University, USA, with a major in Marketing. He was on the Dean's List throughout the academic program and graduated with Honors. Sameer subsequently did his Masters in Business Administration from Bryant University with a major in Finance.

Sameer has more than 20 years of experience and drives various strategic initiatives, expansion plans and go-to-market strategies for the Company. He has managed several large and complex projects. He set up and now oversees the operations in Nashik and Puducherry. Under Sameer's able leadership, Datamatics has become the 7th largest employer in Nashik.

Sameer has been a member of the Board of Trustees at his alma mater, Bryant University, since 2008. He has been a member of the IT Committee at the Indian Merchant's Chamber, Mumbai, since 2010. He has been a member of the Association of Governing Boards (AGB) of Universities and Colleges, USA, since 2012.