

Business Model

# Creating Sustainable Value Utilising our Core Strengths

We operate in a competitive industry across multiple geographies. To thrive in this environment, our integrated business model is focused on creating value at every point and for every stakeholder.



## Resources

**Financial capital**

We seek the support of investors and access to financial capital at effective terms, including equity

**People**

Our people represent our strongest competitive advantage. The focus is on attracting, nurturing, and inspiring teams to apply their expertise to serve our diverse clients, within the boundaries of our risk appetite and compliance requirements.

**Relationships and partnerships**

We rely on strong, long-term relationships with business partners and the continued support of our customers

**Technology and platforms**

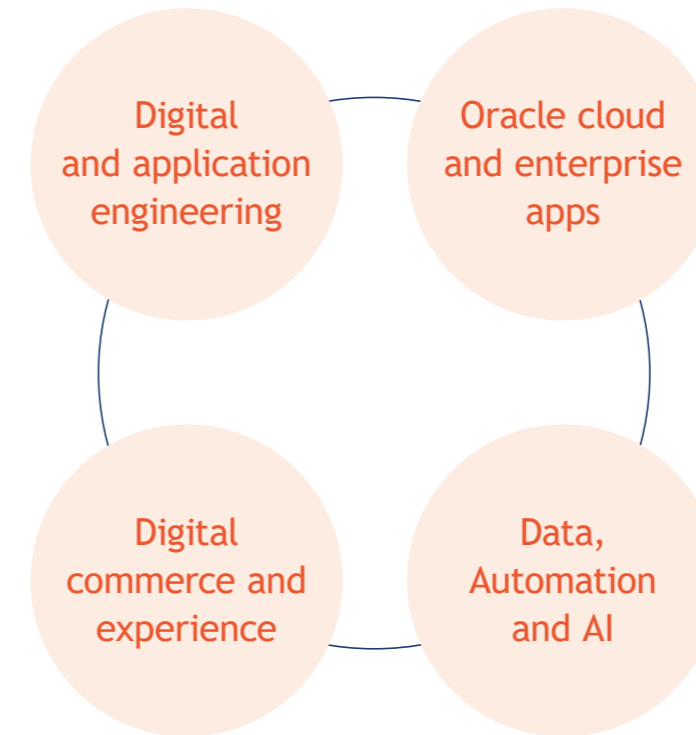
Our business operations and digital products and services require resilient platforms and technology that is continuously advancing

**Natural resources**

We source raw materials responsibly and use them as efficiently as possible

## Activities

As a technology-enabled transformation partner, we help our clients achieve innovation and sustainable competitiveness, by deploying relevant technologies and business expertise. We deliver solutions in:



## Who we create value for

**Customers**

Help them at every step with simple and secure digital solutions to grow their businesses

**Employees**

Relentless endeavour to make Mastek a great place to work by harnessing a nurturing culture across teams and locations

**Shareholders**

Enhancing business value, achieving successful and progressive growth, and consistent cash flow generation

**Society**

Improving the quality of lives; leadership committed to social and environmental sustainability

## Value created

<b>27% YoY</b> Sales growth	<b>15.0%</b> Profit margin	<b>₹106.5</b> Earnings per share	<b>33.6%</b> ROCE
<b>6.0/7</b> Customer advocacy rate	<b>3.98/5*</b> Employee engagement score	<b>45,997</b> Direct and indirect CSR beneficiaries (India)	<b>49.7#</b> Emissions prevented

\*As per internal MES survey  
#Equivalent CO2e in MT