

## Value

## Collaborating to Uphold Shared Value Creation

At Mastek, we believe in delivering measurable value to accelerate the maximum realisation of ROI for our customers. With our Value-Based Delivery (VBD) framework, a portion of our contract anywhere between 5% to 20% is directly linked to the business outcomes that we are delivering to our client.



Despite a turbulent and challenging year, we ensured business continuity and delivered enhanced value for our customers. This was possible because we acted quickly and decisively during the pandemic - protecting our people, taking strategic decisions and securing consistent performance, across our business verticals.

We are seeing positive order book momentum in our key markets of UK and US followed by Europe. We are expanding our key verticals - government healthcare and life sciences - through our focused service line, data automation and AI, coupled with Oracle Cloud and enterprise apps.

We achieved a market capitalisation of USD 1 billion. The journey towards this milestone started post the demerger with Majesco in 2015, when we had a market cap of USD

53 million. That's a growth of 20x in just 6 years! Being a part of the USD 1 billion market cap club, the reach of our digital services has expanded to large enterprises and Fortune 1,000 customers. This increases the opportunity of attracting high quality investors, puts us at a competitive advantage and allows us to significantly leverage our negotiating capacity with our stakeholders.

Our resilience and empathy are manifested in our ability to serve our customers seamlessly, empower our employees with tools to adapt to remote working and provide much-needed relief to our communities in times of crisis. We aim to create value for a broad range of stakeholders in a sustainable way.

### Creating a Digital Difference

We have been selected by NHS Digital for a four-year call-off worth GBP 7.5 million to support and develop the Cancer Waiting Times Service. This is one of a number of opportunities that NHSD are procuring, that we will bid for.

Cancer survival rates are very much dependent on early diagnosis of the disease. Unfortunately, COVID-19 has resulted in many people delaying initial visits to their GPs.

The Cancer Waiting Times service is a portal that allows providers to upload performance data. The data is collected directly from NHS and independent sector providers, on a monthly basis. It is then analysed, and the performance metrics are used to drive service improvements and better patient outcomes. This important service enables cancer pathways to be analysed in order to achieve faster and earlier diagnosis of cancer, with the objective that more people will be diagnosed at an early stage and be cured or survive cancer for five years or more. We will be running and maintaining the existing service and looking at requirements for a new service.



### Social Value

Acting responsibly and giving back to the society are integral to the way we do business. With continued efforts in corporate social responsibility activities, we have contributed significantly to society, with a key focus on improvement of health, education, social infrastructure and women empowerment, specifically in rural areas. We also focus on fulfilling the developmental objectives of neighbouring communities and villages.

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