



# Mastek

## Investor Presentation

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Presented by:

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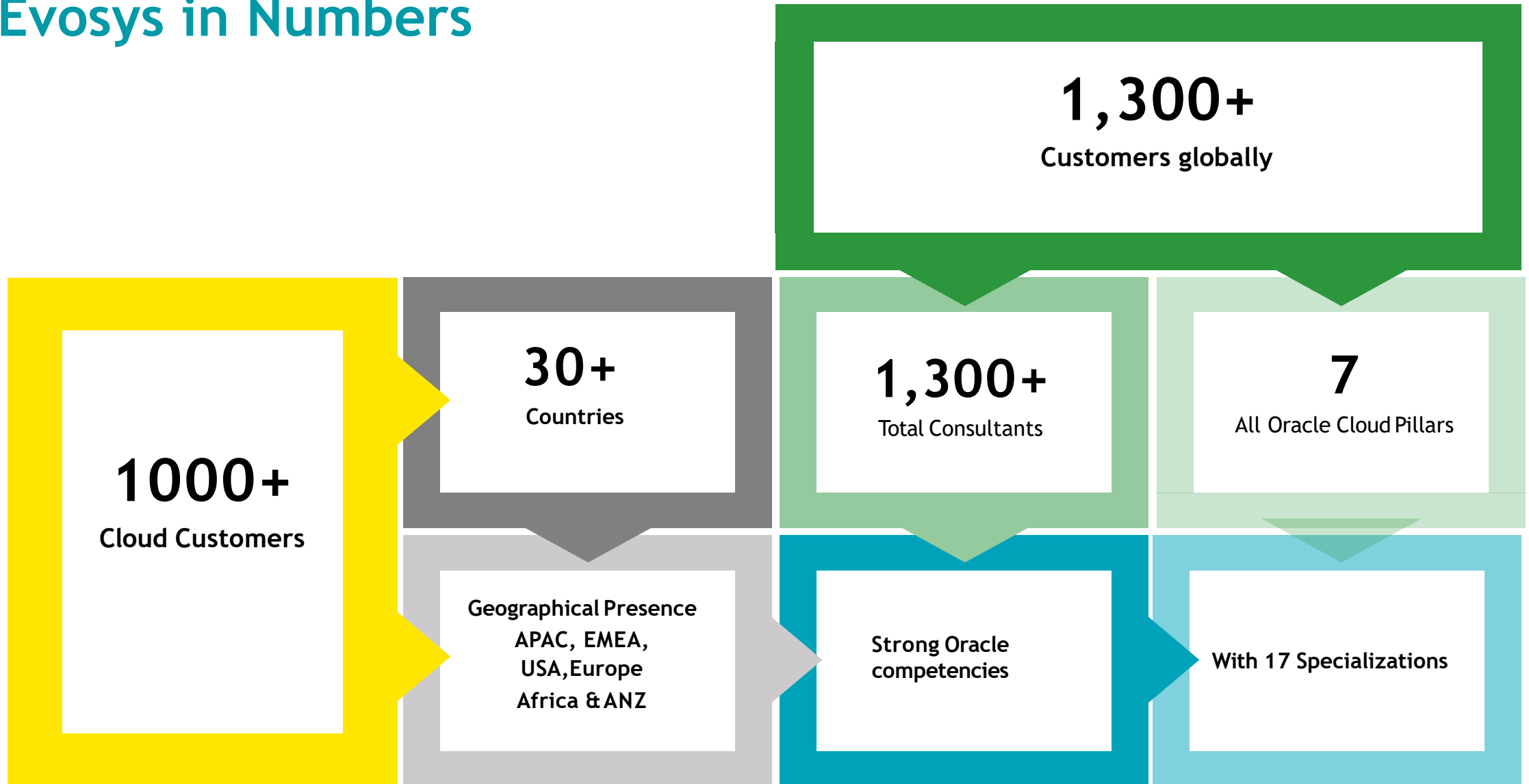
# Disclaimer

This presentation contains certain forward-looking statements concerning our future growth prospects which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include, but not limited to factors such as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website [www.mastek.com](http://www.mastek.com). Mastek Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

# Agenda

- Evosys in Numbers
- Company Overview
- Partners & Awards
- Strategic Rationale
- Questions & answers

# Evosys in Numbers



# Company Overview

## Company Overview

- Founded in 2006, Evosys is an Oracle Platinum Cloud Premier Partner for implementation of ERP, HCM, SCM, BI/ BA and other EBS suites
- The Oracle Cloud customers include 333 ERP & SCM, 815 HCM & Payroll, 42 Customer Experience (CX), 85 Hyperion, 40 BI & Big Data

## Solutions, Services & Industries

### Solutions

- ERP/HCM/SCM/CRM
- Big Data/PaaS/AI
- Hyperion/EPM Cloud/BI

### Services

- Oracle Implementation
- On-premises to Cloud
- Managed Services

### Industries

- Healthcare/Public Sector
- Banking & Financial
- Retail/Hospitality, Travel & Tourism
- Oil & Gas/ Engg. & Construction

## Locations

- Headquartered in Ahmedabad
- Middle East has a strong presence
- North America and UK/EU are driving growth in the last 2 years

## Revenue Mix

- Implementation revenues contributes more than 60% of revenues
- Managed services (Annuity) contributes 32% of revenue
- Share of Oracle ERP on cloud has increased to 60%+ in FY19 from less than 20% in FY16

# Leading Oracle Partner With Several Accolades

1000+ Oracle Cloud Customers

333  
ERP & SCM

815  
HCM & Payroll

85  
Hyperion

40  
BI & Big data

42  
CX

## Oracle Partner Awards

### 2019 Awards by Evosys from Oracle and OAUG\*

Oracle Open World 2019: Global Partner of the Year: HCM Cloud	Oracle Open World 2019: EMEA Partner of the Year: HCM Cloud
Oracle HCM Cloud Specialized Partner of the year 2019 - Kenya & East Africa	Global HCM Development Partner of the Year Award: Oracle MBX 2019- USA
Oracle Excellence Awards FY19: Specialized Partner of the Year: ERPM Cloud - EMEA	Outstanding Innovation SaaS Contribution 2019: Oracle PaaS Partner Community Award
Oracle Open World 2019: APAC Partner of the Year: ERP Cloud	ASEAN Partner of the Year ERP 2019
Oracle HCM Cloud Partner of the Year 2019 - Denmark	Best SI Managed Service Provider - GESIA
Oracle Cloud HCM Partner of the Year 2019 - Denmark	

# Strategic Rationale

- **Evosys delivers diversification to Mastek**
  - **Geographic:** Continental Europe & Middle East and cost effective new market entry
  - **Revenue:** Strong transactional revenue model, Mastek has more steady annuity revenue model
  - **Market segment:** Enterprise and SME
- **Evosys complements Mastek strengths**
  - ERP migration is growing faster and often starting point for digital transformation journey
  - Evosys has established sales channel and partnership with Oracle
  - Evosys has been recognised by Gartner as one key player in cloud migration
- **Mastek and Evosys combination increases addressable market for both**
  - No overlap of capability; Upside potential for companies
  - Strong Offshore model
- **Excellent cultural and values fit**
  - Strengthens Mastek Leadership
  - Evosys brings strong sales engine; Mastek brings delivery excellence

# Transaction details

- Mastek UK to acquire Middle East business of Evosys for USD 65 million
- Evosys India, US, UK and other RoW subsidiaries to demerge into wholly owned subsidiary of Mastek
- Umang Nahata (Founder and CEO) and Rakesh Raman (CO-Founder and COO) to join Mastek management team
- Promoters of Evosys to own 15% stake in Mastek with an objective of joint value creation
- The aforesaid transaction would be subject to regulatory approvals and customary closing conditions





# Question & answers



Thank you