

**MASTEK LTD AND ITS SUBSIDIARIES**  
**QUARTER 2 - Oct to December 2007**

(Rs. Lakhs)

|   | REVENUE ANALYSIS           |                        |                        | % increase over        |                              |                              |
|---|----------------------------|------------------------|------------------------|------------------------|------------------------------|------------------------------|
|   | 3 MONTHS<br>Oct - Dec 2007 | 3 MONTHS<br>- Sep 2007 | 3 MONTHS<br>- Dec 2006 | 2 MONTHS<br>06-June 07 | Jul - Sep 07<br>(vs quarter) | Oct-Dec 06<br>(r last year ) |
| International   | 20439                      | 19960                  | 20504                  | 78719                  | 2%                           | 0%                           |
| North America   | 5192                       | 5236                   | 3537                   | 16377                  | -1%                          | 47%                          |
| Europe  | 14363                      | 14001                  | 13815                  | 52843                  | 3%                           | 4%                           |
| Asia Pacific  | 700                        | 599                    | 466                    | 1982                   | 17%                          | 50%                          |
| DC JV Revenue   | -                          | -                      | 2543                   | 6766                   |                              | -100%                        |
| India *   | 725                        | 461                    | 135                    | 724                    | 57%                          | 437%                         |
| BPO   | 184                        | 124                    | 143                    | 751                    | 48%                          | 29%                          |
| Total Operating   | 21164                      | 20421                  | 20639                  | 79442                  | 4%                           | 3%                           |
| Other Income  | 433                        | 729                    | 337                    | 1619                   | -41%                         | 28%                          |
| Group Income  | 21597                      | 21150                  | 20976                  | 81061                  | 2%                           | 3%                           |
|   |                            |                        |                        |                        |                              |                              |
|   |                            |                        |                        |                        |                              |                              |
| PAT before  | 2710                       | 2512                   | 2068                   | 8612                   | 8%                           | 31%                          |
|   |                            |                        | 0                      | 0                      |                              |                              |
| DC JV profit  | -                          | -                      | 116                    | 431                    |                              | -100%                        |
| Group PAT   | 2710                       | 2512                   | 2184                   | 9043                   | 8%                           | 24%                          |
| Profit on JV  | -                          | -                      | -                      | 1648                   |                              |                              |
| Total Group   | 2710                       | 2512                   | 2184                   | 10691                  | 8%                           | 24%                          |
| <b>Note: The DC JV figures are for the period - July 1, 2006 to Mar 9, 2007</b> |                            |                        |                        |                        |                              |                              |

**PROFILE OF TOTAL CLIENTS**

|                 | Oct - Dec 2007 | - Sep 2007 | - Dec 2006 |
|-----------------|----------------|------------|------------|
| Active Clients  | 50             | 46         | 39         |
| Additions       | 4              | 2          | 1          |
| % of Revenue    | 68%            | 70%        | 74%        |
| % of Revenue    | 84%            | 85%        | 88%        |
| Clients added   | 7              | 6          | 5          |
| Repeat Business | 98%            | 99%        | 99%        |
| No. of Fort     | 20             | 19         | 19         |
| No. of Clients  | 24             | 24         | 20         |

|  |     |     |     |
|--|-----|-----|-----|
| % of business from Clients with potential of Annual Billing > USD 1 mn | 94% | 95% | 97% |
|--|-----|-----|-----|

Orders in hand as on 31st December, 2007 which will be executed over the next 12 month period

## REVENUE BY REGIONS

|               | Oct - Dec 2007 | - Sep 2007  | - Dec 2006  | 06-June 07  |
|---------------|----------------|-------------|-------------|-------------|
| North America | 25%            | 26%         | 17%         | 21%         |
| Europe        | 68%            | 69%         | 67%         | 67%         |
| Asia Pacific  | 3%             | 3%          | 2%          | 2%          |
| DC JV Rev     | -              | -           | 12%         | 9%          |
| India         | 3%             | 2%          | 1%          | 1%          |
| BPO           | 1%             | 1%          | 1%          | 1%          |
| <b>Total</b>  | <b>100%</b>    | <b>100%</b> | <b>100%</b> | <b>100%</b> |

Note: The DC JV figures are for the period - Jul 1, 2006 to Mar 9, 2007

## REVENUE BY OFFERINGS

(Rs. Lakhs)

|                | Oct - Dec 2007 | - Sep 2007   | - Dec 2006   | - Dec 2007  | - Sep 2007  |
|----------------|----------------|--------------|--------------|-------------|-------------|
|                |                |              |              | %           | %           |
| Development    | 14289          | 13461        | 12870        | 68%         | 66%         |
| Maintenance    | 6312           | 6395         | 5083         | 30%         | 31%         |
| Processing     | 563            | 565          | -            | 3%          | 3%          |
| Implementation |                |              |              |             | 0%          |
| <b>Total</b>   | <b>21164</b>   | <b>20421</b> | <b>17953</b> | <b>100%</b> | <b>100%</b> |

## PROJECTS REVENUE BY TYPE

(Rs. Lakhs)

|              | Oct - Dec 2007 | - Sep 2007   | - Dec 2006   | - Dec 2007  | - Sep 2007  |
|--------------|----------------|--------------|--------------|-------------|-------------|
|              |                |              |              | %           | %           |
| Fixed Price  | 8636           | 8240         | 8317         | 41%         | 40%         |
| Time & Mat   | 11965          | 11616        | 9493         | 57%         | 57%         |
| Processing   | 563            | 565          | 143          | 3%          | 3%          |
| <b>Total</b> | <b>21164</b>   | <b>20421</b> | <b>17953</b> | <b>100%</b> | <b>100%</b> |

## REVENUE BY INDUSTRY

(Rs. Lakhs)

|                 | Oct - Dec 2007 | - Sep 2007   | - Dec 2006   | - Dec 2007  | - Dec 2006  |
|-----------------|----------------|--------------|--------------|-------------|-------------|
|                 |                |              |              | %           | %           |
| Insurance       | 4904           | 5115         | 4272         | 23%         | 24%         |
| Government      | 8604           | 8024         | 8301         | 41%         | 46%         |
| Other Financial | 4825           | 5163         | 4342         | 23%         | 24%         |
| IT & Other      | 2831           | 2120         | 1038         | 13%         | 6%          |
| <b>Total</b>    | <b>21164</b>   | <b>20421</b> | <b>17953</b> | <b>100%</b> | <b>100%</b> |

## MANPOWER STATISTICS

|                      | AS AT              | AS AT          | AS AT     | AS AT         | Decrease)    | Decrease)            |
|----------------------|--------------------|----------------|-----------|---------------|--------------|----------------------|
|                      | 31st December 2007 | September 2007 | June 2007 | 31st Dec 2006 | Qtr over Qtr | Qtr over qtr last yr |
| <b>Business Unit</b> |                    |                |           |               |              |                      |
| US                   | 725                | 711            | 706       | 614           | 15           | 111                  |
| Europe               | 1617               | 1659           | 1717      | 1677          | (42)         | (60)                 |
| Asia Pac             | 289                | 222            | 194       | 125           | 66           | 164                  |

|  |               |               |               |               |      |            |
|--|---------------|---------------|---------------|---------------|------|------------|
| Domestic                               | 184           | 101           | 79            | 59            | 83   | 125        |
| Corporate                              | 807           | 829           | 551           | 458           | (22) | 349        |
| BPO                                    | 56            | 60            | 68            | 150           | (4)  | (94)       |
| <b>SUB-TOTAL</b>                       | <b>3679</b>   | <b>3583</b>   | <b>3315</b>   | 3084          | 96   | 595        |
|  |               |               |               |               |      |            |
| Mastek -                               | -             | -             | -             | 485           | -    | (485)      |
|  |               |               |               |               |      |            |
| <b>Total</b>                           | <b>3679</b>   | <b>3583</b>   | <b>3315</b>   | <b>3569</b>   | 96   | 110        |
|  |               |               |               |               |      |            |
| ONSITE                                 | 1033          | 1078          | 1023          | 1027          | (45) | 6          |
| OFFSHORE                               | 2646          | 2505          | 2292          | 2542          | 141  | 104        |
| <b>Total</b>                           | <b>3679</b>   | <b>3583</b>   | <b>3315</b>   | <b>3569</b>   | 96   | <b>110</b> |
|  |               |               |               |               |      |            |
| TECHNICAL                              | 3043          | 2902          | 2650          | 2959          | 141  | 84         |
| TECHNICAL                              | 315           | 351           | 330           | 295           | (36) | 20         |
| MARKETING                              | 60            | 63            | 59            | 59            | (3)  | 1          |
| SUPPORT                                | 261           | 267           | 276           | 256           | (6)  | 5          |
| <b>Total</b>                           | <b>3679</b>   | <b>3583</b>   | <b>3315</b>   | <b>3569</b>   | 96   | <b>110</b> |
|  |               |               |               |               |      |            |
| <b>Utilisation % (excl JV and BPO)</b> |               |               |               |               |      |            |
| ONSITE                                 | <b>92.40%</b> | <b>92.61%</b> | <b>92.38%</b> | 92.13%        |      |            |
| OFFSHORE                               | <b>73.59%</b> | <b>74.37%</b> | <b>75.98%</b> | 79.75%        |      |            |
| <b>Total</b>                           | <b>79.62%</b> | <b>80.53%</b> | <b>81.95%</b> | <b>84.28%</b> |      |            |

**Mastek & its Subsidiaries**  
**Consolidated Profit & Loss Account**

(Rs. Lacs)

|                | Oct - Dec 2007 | Sep 2007 | Dec 2006 | 6-June 07 | % increase over |            |
|----------------|----------------|----------|----------|-----------|-----------------|------------|
|                |                |          |          | (Full Yr) | July-Sept 07    | Oct-Dec 06 |
|                |                |          |          | Audited   |                 |            |
| Revenue        | 21165          | 20420    | 20639    | 79443     | 4%              | 3%         |
| Other Income   | 433            | 729      | 337      | 1619      | -41%            | 116%       |
| Total Income   | 21598          | 21149    | 20976    | 81062     | 2%              | 1%         |
| Staff Costs    | 12744          | 12851    | 12463    | 48497     | -1%             | 3%         |
| Travelling &   | 819            | 1031     | 1148     | 4408      | -21%            | -10%       |
| Other Expenses | 3942           | 3581     | 3319     | 13351     | 10%             | 8%         |

|  |       |       |       |       |      |      |
|--|-------|-------|-------|-------|------|------|
| Total Expense                                      | 17505 | 17463 | 16930 | 66256 | 0%   | 3%   |
| Interest   | 17    | 20    | 36    | 89    | -15% | -44% |
| Gross Profit<br>but before Depreciation & Taxation | 4076  | 3666  | 4010  | 14717 | 11%  | -9%  |
| Depreciation                                       | 837   | 719   | 756   | 2992  | 16%  | -5%  |
| Profit Before<br>Losses in e                       | 3239  | 2947  | 3254  | 11725 | 10%  | -9%  |
| Provision for                                      | 518   | 426   | 755   | 2010  | 22%  | -44% |
| Net profit after<br>Minority Interest              | 2721  | 2521  | 2300  | 9472  | 8%   | 10%  |
| Net profit after<br>Net profit of                  | 2710  | 2512  | 2184  | 9043  | 8%   | 15%  |
| Net profit of                                      | 0     | 0     | 0     | 1648  |      |      |
| Net profit after                                   | 2710  | 2512  | 2184  | 10691 | 8%   | 15%  |
| PBIDT to Revenue                                   | 17.3% | 14.5% | 18.0% | 16.6% |      |      |
| PBIDT to Total                                     | 19.0% | 17.4% | 18.3% | 18.0% |      |      |
| PBIDT to Total                                     | 19.0% | 17.4% | 19.3% | 18.3% |      |      |
| PBT to Revenue                                     | 13.3% | 10.9% | 13.2% | 12.4% |      |      |
| PBT to Total                                       | 15.0% | 13.9% | 14.6% | 14.2% |      |      |
| PAT to total                                       | 12.5% | 11.9% | 10.4% | 11.2% |      |      |

## **Segment Reporting**

### **Mastek Ltd. and its Subsidiaries-(Consolidated)**

| (Rs. Lacs)                       | Quarter ended  | Quarter ended  | Quarter ended | Year ended    | % increase over |            |
|----------------------------------|----------------|----------------|---------------|---------------|-----------------|------------|
|                                  | Oct - Dec 2007 | Jul - Sep 2007 | Dec 31, 2006  | June 30, 2007 | July-Sept 07    | Oct-Dec 06 |
| <b><u>1. Segment Revenue</u></b> |                |                |               |               |                 |            |
| UK operation                     | 13871          | 13658          | 13264         | 51062         | 2%              | 5%         |
| US operation                     | 5317           | 5360           | 3537          | 16377         | -1%             | 50%        |

|  |       |       |       |       |       |      |
|--|-------|-------|-------|-------|-------|------|
| DCOTG  | -     | -     | 2543  | 6766  |       |      |
| Others   | 1977  | 1403  | 1295  | 5238  | 41%   | 53%  |
|  |       |       |       | 0     |       |      |
| Net sales/inc  | 21165 | 20421 | 20639 | 79443 | 4%    | 3%   |
|  |       |       |       |       |       |      |
| <b>2. Segment Results (Profit)(+)/loss(-) before tax and interest)</b> |       |       |       |       |       |      |
|  |       |       |       |       |       |      |
| UK operation   | 4089  | 4110  | 3714  | 14065 | -1%   | 10%  |
| US operation   | 731   | 761   | 176   | 1820  | -4%   | 315% |
| DCOTG  | -     | -     | 655   | 1253  |       |      |
| Others   | 399   | 31    | 273   | 950   | 1175% | 46%  |
|  |       |       |       | 0     |       |      |
| Total  | 5219  | 4902  | 4818  | 18088 | 6%    | 8%   |
| Less : i. Interest   | 17    | 20    | 36    | 89    | -15%  | -53% |
| ii. Other  | 1963  | 1937  | 1727  | 6516  | 1%    | 14%  |
| Total Profit B   | 3239  | 2945  | 3055  | 11483 | 10%   | 6%   |
|  |       |       |       |       |       |      |

| Mastek & Associates | Quarter ended | Quarter ended | Quarter ended | to June 07 | % change over |            |
|---------------------|---------------|---------------|---------------|------------|---------------|------------|
| Consolidated        | - Dec 2007    | Sept 30,2007  | Dec 31,2006   |            | July-Sept 07  | Oct-Dec 06 |
| <b>(Rs. Lakhs)</b>  |               |               |               |            |               |            |
| Revenue             | 21165         | 20420         | 18096         | 72677      | 4%            | 17%        |
| Other income        | 433           | 729           | 373           | 1645       | -41%          | 16%        |
| Total income        | 21598         | 21149         | 18469         | 74322      | 2%            | 17%        |
| Exp                 | 17505         | 17463         | 15036         | 60985      | 0%            | 16%        |
| PBIDT               | 4093          | 3686          | 3433          | 13336      | 11%           | 19%        |
| Depreciation        | 837           | 719           | 680           | 2749       | 16%           | 23%        |
| Interest            | 17            | 20            | 33            | 86         | -15%          | -48%       |
| Losses in exchange  | -             | -             | 199           | 243        |               | -100%      |
| Tax                 | 518           | 426           | 454           | 1676       | 22%           | 14%        |
| PAT before tax      | 2721          | 2521          | 2068          | 8583       | 8%            | 32%        |
| Minority Interest   | 11            | 9             | -             | -          | 22%           |            |
| PAT                 | 2710          | 2512          | 2068          | 8583       | 8%            | 31%        |
| EBIDTA to PAT       | 17.3%         | 14.5%         | 16.9%         | 16.1%      |               |            |

|                  |              |              |              |              |  |  |
|------------------|--------------|--------------|--------------|--------------|--|--|
| <b>EBIDTA to</b> | <b>19.0%</b> | <b>17.4%</b> | <b>18.6%</b> | <b>17.9%</b> |  |  |
|------------------|--------------|--------------|--------------|--------------|--|--|





**1 - Rs. 362 Crores**









