



**Mastek Q3 FY13 Total Income at Rs. 233 crore;
up 23% YoY**

- **EBITDA margin at 11.4%; up 210 bps QoQ**
- **Back to Dividend List, declares dividend of 60%**

Mumbai, India – 26th April 2013: Mastek, an IT solutions player with global operations providing new technology and IP-led enterprise solutions with a focus on the Insurance and Government verticals worldwide, announced its financial results for the third quarter and 9 month ended 31st March, 2013 today.

Review of financial performance for the quarter ended 31st March, 2013

On a quarter-on-quarter basis:

- Operating revenue was Rs 229.5 crore during the quarter under review as compared to Rs 228.1 crore during the sequential previous quarter reflecting an increase of 1.0% in rupee terms and 2.6% in constant currency dollar terms.
- Total income was Rs 232.9 crore during the quarter under review as compared to Rs 232.9 crore during the sequential previous quarter.
- The Company reported EBITDA of Rs 26.6 crore (11.4% of total income) compared to Rs 21.6 crore (9.3% of total income) up 210 bps.
- Net profit stood at Rs 20.3 crore in Q3FY13 as against Rs 7.6 crore in Q2FY13, up 168.0% sequentially.
- The product development spends during the quarter was Rs 10.1 crore as compared to Rs 9.6 crore in Q2FY13.

For the 9m ended 31st March, 2013:

- The operating revenue was Rs 683.4 crore as compared to Rs 519.9 crore in 9m ended FY12 reflecting an increase of 31.4% in rupee terms and 19.7% in constant currency dollar terms.
- Total income was Rs 692.5 crore for 9m FY13 ended 31st March 2013 as compared to Rs 526.9 crore in the same period last year; an increase of 31.4%.

Note (i): All references to Mastek's financial results in this release pertain to the company's consolidated operations.

Note (ii): Mastek has changed its fiscal year end to 31st March effective FY2012-13.

Note (iii): Rs 1 crore (cr.) = Rs 10 million (mn.).



- The Company posted the EBITDA of Rs 66.2 crore (9.6% of total income) as compared to an EBITDA of Rs 4.1 crore (0.8% of total income) in the corresponding period of the previous year.
- Net profit stood at Rs 34.3 crore as against net loss of Rs 21.8 crore in 9m ended FY12.
- The product development spends during the period under review was Rs 29.7 crore as compared to Rs 34.6 crore in the same period last year.

Operating highlights

- **Chairman of Mastek Ltd:** In light of the anticipated changes in corporate governance requirements, Mr. Sudhakar Ram has handed over the Chairmanship to Mr. S Sandilya, who will be the Non Executive Chairman of the Company with effect from the next meeting. Mr. Ram will continue as the Group CEO and Managing Director.
- **New accounts billed during the quarter:** The Company added 6 new clients during Q3FY13, totalling to 13 clients wins for the 9 month period. Total client count as of 31st March, 2013 was 118 (LTM).
- **12m order backlog:** Mastek's 12-month order backlog was Rs 478 crore (\$89 mn) as on 31st March 2013 and in constant currency stood at Rs 499 crore. Order backlog was Rs 538 crore (\$98 mn) at the end of Q2FY13.
- **Share Buyback:** In terms of the share buyback scheme approved by the Board of Directors on Nov 5, 2012, the Company concluded its share buyback during the quarter buying back 24 lakh shares at an average price of Rs 150 expending a total amount of Rs 35.9 crore.
- **Employees:** As on 31st March 2013, the company had a total of 3,214 employees, of which 2,377 employees were based offshore in India while the rest were at various onsite locations outside India. Employee count at the end of 31st December 2012 was 3,296.
- **Billable utilization:** The Company's billable utilization stood at 81.4% during the quarter under review as compared to 76.7% in Q2FY13.
- **Dividend:** The Company has come back to the dividend list with the Board approving dividend of 60% i.e. Rs 3 per share.
- **Cash/Cash Equivalent:** The Company has seen substantial improvement in its cash position with total cash/cash equivalent increasing to Rs 159.0 crore as of 31st March, 2013 as compared to Rs 134.7 crore at the end of 31st December, 2012

Commenting on the results, Mr. Sudhakar Ram, Group CEO & Managing Director, Mastek, said: "The year has ended on a strong footing with an overall good performance across all regions. The growth in top line of 31% for the 9 month period reflects a solid turnaround as compared to the



previous year and the consistent improvement in profitability has positioned the Company to capitalize on the growth momentum for the coming year.”

Mr. Farid Kazani, Group CFO and Finance Director, Mastek, said: "The quarter's performance reflects stabilization of profitability on the back of various operational and cost improvement initiatives undertaken during the year. The Company also ended the year with a strong cash position of Rs. 159 crore after completion of a successful share buyback of Rs. 36 crore."

About Mastek

Mastek is a publicly held (NSE: MASTEK; BSE: 523704) leading IT player with global operations providing enterprise solutions to insurance, government, and financial services organizations worldwide. With its principal offshore delivery facility based at Mumbai, India, Mastek operates across North America, Europe, and Asia Pacific regions. Incorporated in 1982, Mastek has been at the forefront of technology and has made significant investments in creating intellectual property, which along with proven methodologies and processes, increase IT value generation to its customers through onsite and offshore deliveries. For more information and past results & conference call transcripts, please visit our web site www.mastek.com (and/or the Investors section at <http://www.mastek.com/investors.html>). Updated disclosures regarding corporate governance may also be accessed in the web site's Investors section at: <http://www.mastek.com/investors/corporate-governance.html>.

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Shareholders may also contact Mastek via email at Investor_grievances@mastek.com, which has been specifically created for the redressal of investor grievances. You may also contact the Investor Relations team by email at investor.relations@mastek.com.

Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors 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. Mastek Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.