

Date: October 24, 2016

Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400 001 Tel No. 022- 22723121 Fax No. 22723719 BSE Script Code 523704	Listing Department The National Stock Exchange of India Limited Bandra Kurla Complex Bandra East Mumbai – 400 051 Tel No.:-26598100 Fax No. 022-26598237/26598238 NSE Symbol: MASTEK
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Dear Sir(s)/Ma'am(s),

Sub: - Intimation of Schedule of Analyst/Institutional Investor Meetings as per SEBI (Listing Obligations and Disclosures Requirements), Regulation, 2015.

We wish to inform you that pursuant to Regulation 30(6) of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements), Regulation, 2015, the Schedule of Analyst/ Institutional Investor Meeting with the Company is as under:

Date	Name of Firm	Venue	Type of Meeting
24-10-2016	Systematix Shares & Stocks (India) Ltd	Mumbai	One-on-One
24-10-2016	Param Capital	Mumbai	One-on-One
24-10-2016	Anand Rathi Securities	Mumbai	One-on-One

Please find enclosed the Business Presentation which would be shared with the Analyst/ Institutional Investor in the mentioned meetings.

Note: Changes may happen due to exigencies on the part of investors/ Company.

You are requested to kindly take the same on record.

Thanking you,

Yours faithfully,

For MASTEK LIMITED


Dinesh Kufani
Company Secretary

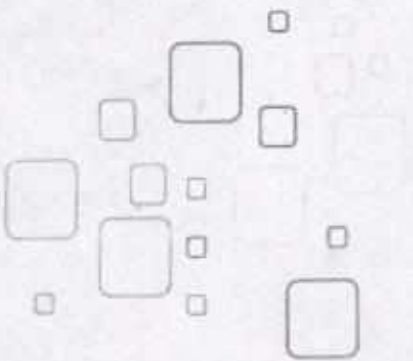


Encl: As Above



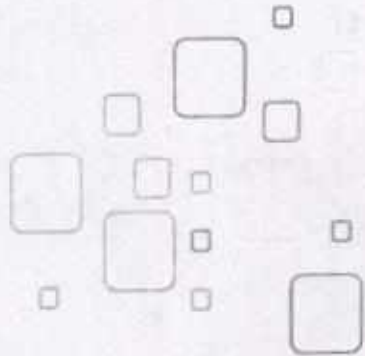
Mastek[™]

A high end provider of Enterprise Technology Solutions
that enable Business Transformation in selected verticals



Investor Presentation

October 2016



Disclaimer:

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the sectors we operate including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professional, time and cost overruns on fixed-price, client concentration, our ability to manage growth, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, performance of our subsidiaries, withdrawal of government fiscal incentives, political instability, legal restrictions on raising capital, unauthorized use of our intellectual property and general economic conditions affecting our industry. Mastek may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company



Agenda



01

Company Overview

02

Strength and Issues

03

Financial Performance



Company Overview



Leading Indian IT Solutions Company

Experienced and professional management team

Acquisitions/ Demerger

Industry/ Geography

H1FY17 Financial Performance

- Founded in 1982 by Ashank Desai, Ketan Mehta, Sudhakar Ram and R. Sundar
- A publicly held global IT player & a trusted partner in complex digital & agile transformation programs
- Digital solutions constitutes ~60% to the business
- Emerging as leaders in Enterprise Digital Transformation journey
- Managed by handpicked professionals from a cross-section of the industry
- Supported by an experienced second in line management team
- In 2000, Acquired Systems Task Group (STG)MCS Global, Inc. (US)
- In 2007, Acquired Vector Insurance Services in North America
- In 2010, Acquired Kognitio Data
- In 2015, Acquired Indigo Blue (UK)
- In 2015, Demerged Insurance Product and Services Business into Majesco Ltd.
- Industry:
 - Government
 - Health
 - Retail
 - Financial Services
- Geography:
 - United Kingdom
 - North America
 - Asia Pacific Region
- Total Income was Rs 262 crore
- EBITDA at Rs 24.6 crore (9.4% of Total Income)
- PBT was Rs 18 crore; up 13.6% Y-o-Y
- PAT at Rs 11.2 crore; 58.4% Y-o-Y
- Total client count was 91 (LTM)
- 12-month order backlog at Rs 220.1 crore (₹ 25.3 mn)
- Total cash & cash equivalent was at Rs 138 crore
- Zero debt company



Headwinds of FY'16



Mastek faced significant headwinds in FY'16 due to:

- ✓ Conclusion of two major programs early in the year and slow ramp of new programs
- ✓ One project in UK had significant scope-creep and cost overrun; circa GBP 3.1 Mn
- ✓ Changing UK delivery landscape; more security cleared staff required onsite.
- ✓ Termination of Joint Venture with Legal Practice Technologies (LPT)
- ✓ Diseconomies of Scale - demerged Mastek left with ample capacity



What's Changing?



- Business**
 - ✓ High focus on digital and agile transformation programmes
 - ✓ Among top 3 to deliver large complex agile programs; help government to cut cost & time of delivery
 - ✓ Continued investment in building deep domain & technology capabilities across sector
- UK Business**
 - ✓ Synergies between Indigo Blue and Mastek capabilities; giving winning momentum
 - ✓ Registered under the G - Cloud which helped to win significant direct deals
 - ✓ Registered under Global Digital Software (GDS) – company expects to win deals in future
- India Business**
 - ✓ Large Fixed Bid Projects;
 - ✓ Focus on Collections and DSO
 - ✓ Profitable Engagement
- Performance Management**
 - ✓ Focus on sales pipeline improvement and sales management
 - ✓ Steps to improve cost and operating efficiencies
 - ✓ Financial predictability
- Acquisition/ Investment**
 - ✓ Bought agile programme management company IndigoBlue in 2015
 - ✓ Mastek UK continues to hold 13.8% of Majesco in the U.S as an investment
- Dividend** : Declared 50% dividend in FY'16; declared Interim dividend of 20% in Q2 FY'16



Key Highlights



- Well poised to be among the top providers of agile digital transformation solutions
- Key strength is in architecting solutions for large, complex and critical business problems, and delivering these solutions with high level of predictability
- Strong presence in U.K – Government and Retail industry
- Over 98% of business comes from existing customers
- Sticky revenue model
- 45% of the Revenue and 70% of the Order Book pertains to Digital
- Huge cross sell opportunity post Agile Tech acquisition
- Mastek Subsidiaries –
 - ✓ Mastek (UK) Ltd. in UK
 - ✓ IndigoBlue Consulting Ltd. in UK – step down subsidiary of Mastek (UK) Ltd.
 - ✓ Digility Inc. in USA – step down subsidiary of Mastek (UK) Ltd.
- Have 3 development centers in India across Mumbai and Pune
- Have 5 marketing offices: 2 in UK, 2 in India (for domestic marketing) and 1 in USA
- Experienced Management team with 1300+ employees

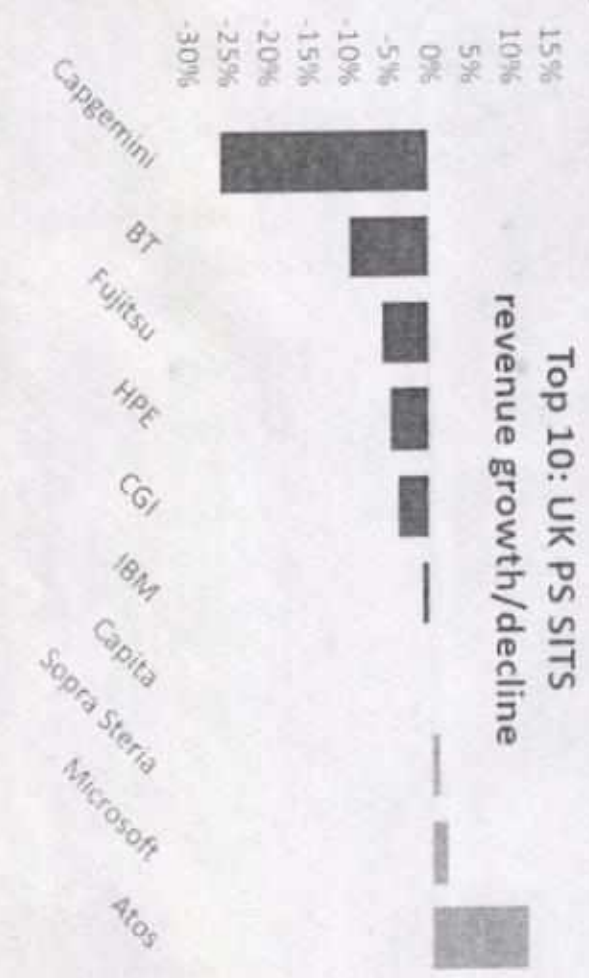


Recognised as an 'Agile Disruptor' in Public Sector

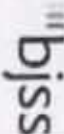
The Disrupted & The Disruptors



www.techmarketview.com



ukclouid  laaS: Turnover doubled

bjss  Agile development

k a i n s  Agile development

Computacenter  Disaggregation beneficiaries

 amazon web services  G-Cloud sales jumped

The disrupted are disrupting too!

- Well poised to be among the top providers of agile digital transformation solutions



INTRODUCING DIGILITY



DIGILITY

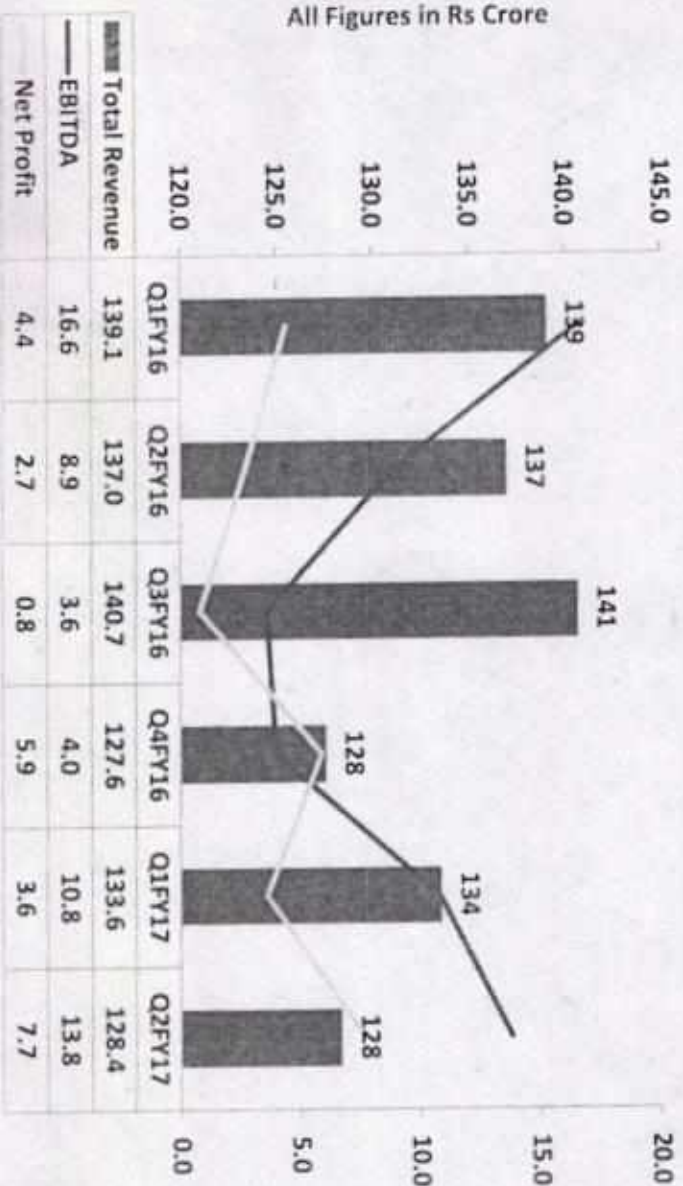
- Digility is Mastek's entry vehicle in the USA - largest IT market
- Fully operational Sales Team with Geo Head & Sales Personnel on board
- Vision 2020
 - ✓ Digital Transformation Specialists with 100% reference ability
 - ✓ Preferred Employer for Digital Technology Aspirants / Millennials
 - ✓ US\$ 100 Mn Entity
 - ✓ www.Digility.Com
- Brand awareness activities
 - ✓ Social media (LinkedIn, Twitter, Facebook, YouTube, blogs)
 - ✓ Industry Events & networking (Liferay & StarWEST) – September 2016
 - ✓ PR (partnership news, board member announcement, CIO Review) - October 2016
 - ✓ Search Engine Optimization (SEO), Pay-Per-Click campaigns to begin in Nov'16



Financial Summary

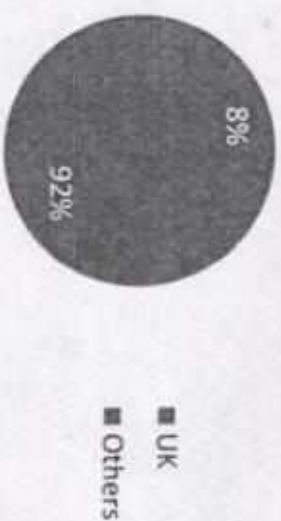


All Figures in Rs Crore



- Q2FY17 result was in line with management's expectations
- Company back to double-digit EBITDA; EBITDA margin up by 267 bps to 10.7%
- PAT grew by 113.7% in Q2FY17 to Rs 7.7 Cr driven by the ongoing operational improvement initiatives, effective expense management and decrease in tax expense
- Topline is expected to be under pressure due to adverse movement in GBP, while profitability momentum will continue in coming quarters

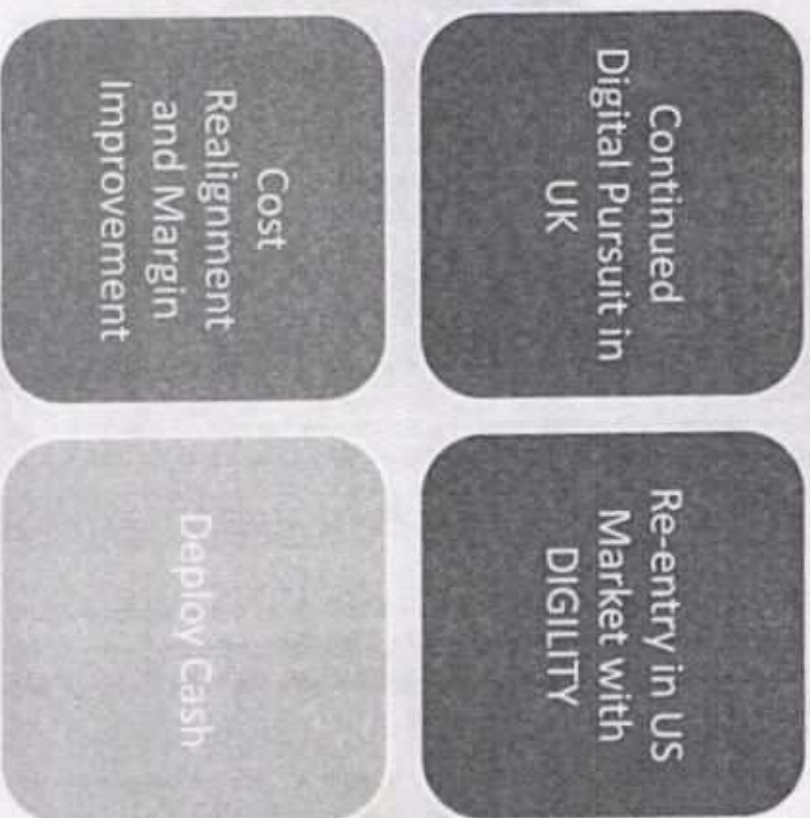
Revenue By Geography (Q2'17)



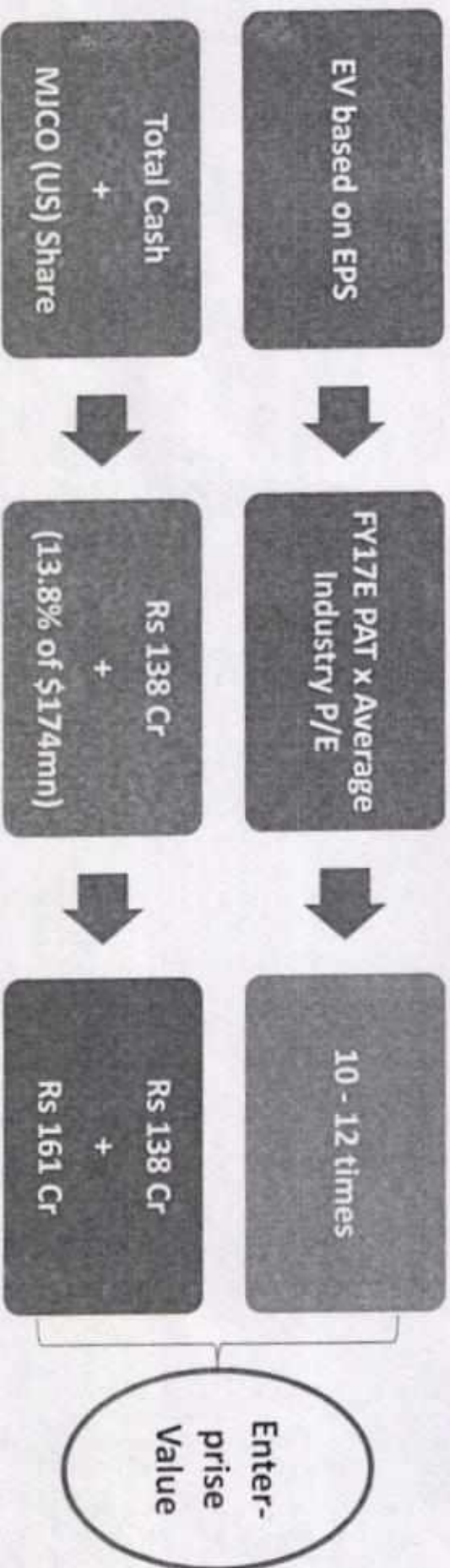
Revenue By Verticals (Q2'17)



Pillars of Performance Improvement



Enterprise Value (EV)



THANK YOU

About Mastek

Mastek is a publicly held (NSE: MASTEK, BSE: 523704) leading IT player with global operations providing enterprise solutions to government, retail and financial services organizations worldwide. With its principal offshore delivery facility based at Mumbai, India, Mastek operates in the UK 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>

