

Date: December 8, 2016

<b>Listing Department</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400 001 Tel No. 022- 22723121 Fax No. 22723719 BSE Script Code 523704	<b>Listing Department</b> <b>The National Stock Exchange of India Limited</b> 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 Investor Meeting**

**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements), Regulation, 2015.**

With reference to above cited regulation(s) and other applicable provisions, the Schedule of Investors Meeting with the Company is given below :

<b>Date</b>	<b>Type of Interaction</b>	<b>Discussion</b>	<b>Venue</b>
December 8, 2016	Attended the Systematix Share Investor Conference with several Funds/Investors.	Industry/ Company specific developments already in public domain - Copy of Presentation is attached.	Mumbai

It is requested to note the same and acknowledge receipt of this intimation.

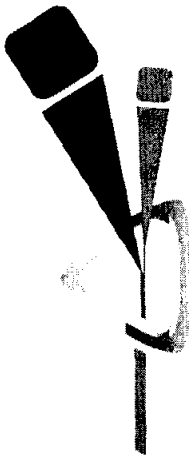
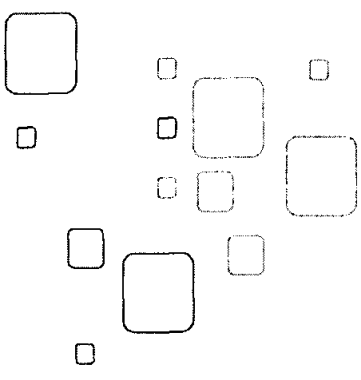
Thanking you,

Yours faithfully,

**For MASTEK LIMITED**

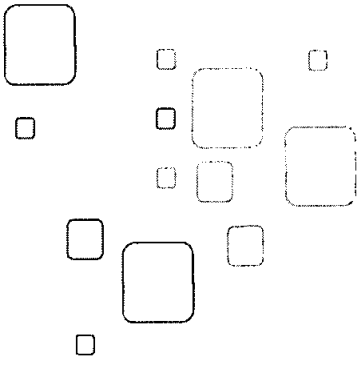
  
**DINESH KALANI**  
**COMPANY SECRETARY**

Encl: As Above



**Mastek**<sup>TM</sup>

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



# Investor Presentation

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December 2016

**Disclaimer:**

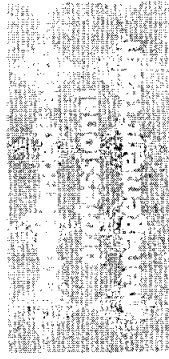
Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to 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

# Company Overview



## Leading Indian IT Solutions Company

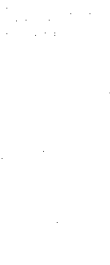
- Founded in 1982 by Ashank Desai, Ketan Mehta, Sudhakar Ram and R. Sundar
- A publicly held global IT player & a trusted partner in complex digital & agile transformation programs
- Digital solutions constitutes ~60% to the business
- Emerging as leaders in Enterprise Digital Transformation journey



- Managed by handpicked professionals from a cross-section of the industry
- Supported by an experienced second in line management team

## Acquisitions/ Demerger

- 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

## H1FY17 Financial Performance

- 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

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## 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?

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- 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
- Management Team**

# Key Highlights

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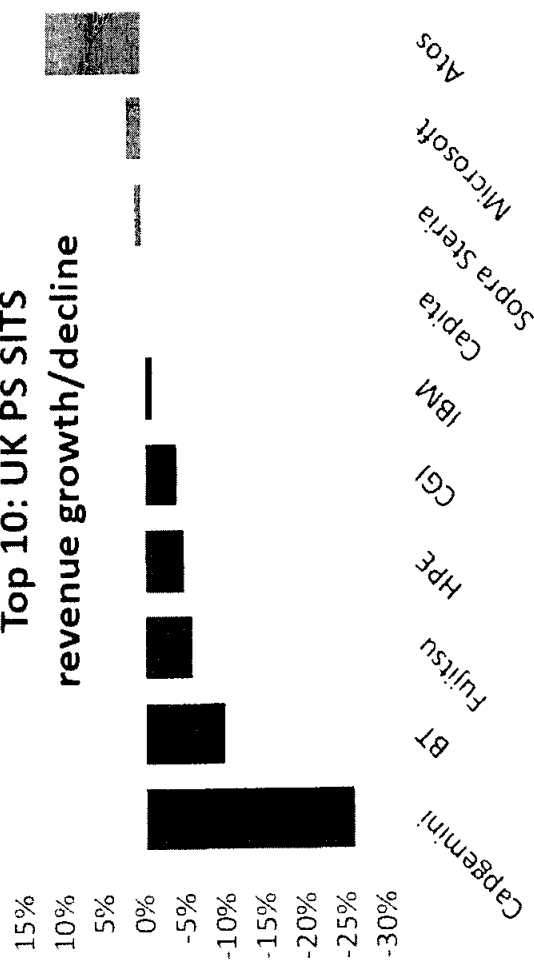
- Well poised to be among the top providers of agile digital transformation solutions
- Key strength is in architecting solutions for large, complex and critical business problems, and delivering these solutions with high level of predictability
- Strong presence in U.K – Government and Retail industry
- 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

Top 10: UK PS SITS revenue growth/decline



IaaS: Turnover doubled

Agile development

Disaggregation beneficiaries

G-Cloud sales jumped



"bjss k a i n s"



The disrupted are disrupting too!

www.techmarketview.com

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



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# INTRODUCING DIGILITY

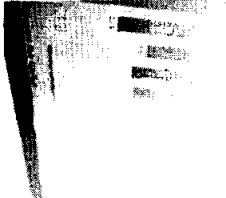


# DIGILITY

- 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](http://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



# Recognized by CIOReview as one of the top 20 Financial Services Solution Providers in 2016



## 20 MOST PROMISING FINANCIAL SERVICES TECHNOLOGY SOLUTION PROVIDERS - 2016

Financial institutions are adopting innovative new technologies to increase their efficiency and deliver better customer satisfaction. These advancements are helping transform workflows and processes in an industry where there is no shortage of competitors. Their technology and operational management to the other ways and systems that capture the attention of financial services leaders that were once hindered with legacy computing hardware. In some cases, these new technologies are being deployed in a way that is not only effective and less expensive, but also more secure. Financial services are also seeing that better drive savings and risk appetite, while being in are also devising new methods

**Dignity, Inc**  
Bridgewater, NJ  
dignity.com

**Madhu Kumar,**  
President & Head of North America

Company	Management	Description
AD New Media Raleigh, NC adnewmedia.com	President & CEO Steve Prohaska	Provides a variety of digital marketing solutions for financial institutions, including advertising, content creation, and social media management.
Adaptive Financial Pittsfield, VT adaptivefinancial.com	CEO David Smith	Provides a variety of digital marketing solutions for financial institutions, including advertising, content creation, and social media management.
ADT Systems Lansdale, PA adtsystems.com	President & CEO Gary Hirsch	Provides a variety of digital marketing solutions for financial institutions, including advertising, content creation, and social media management.
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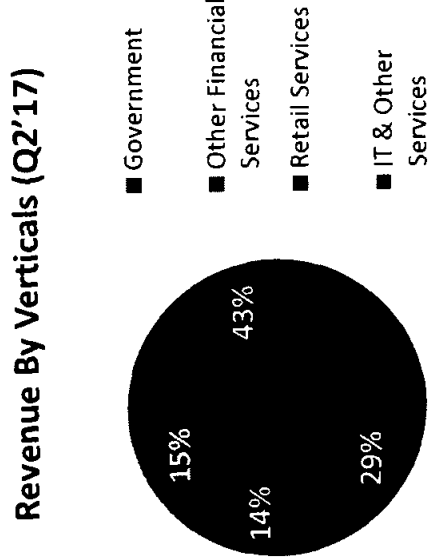
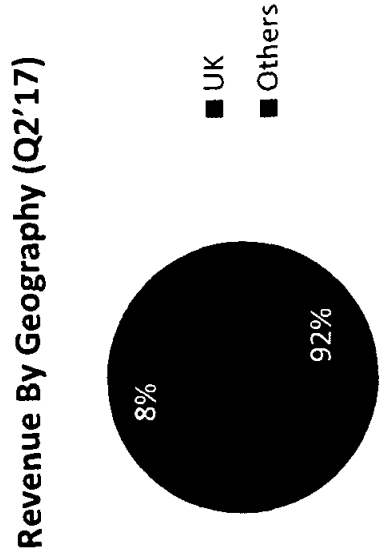
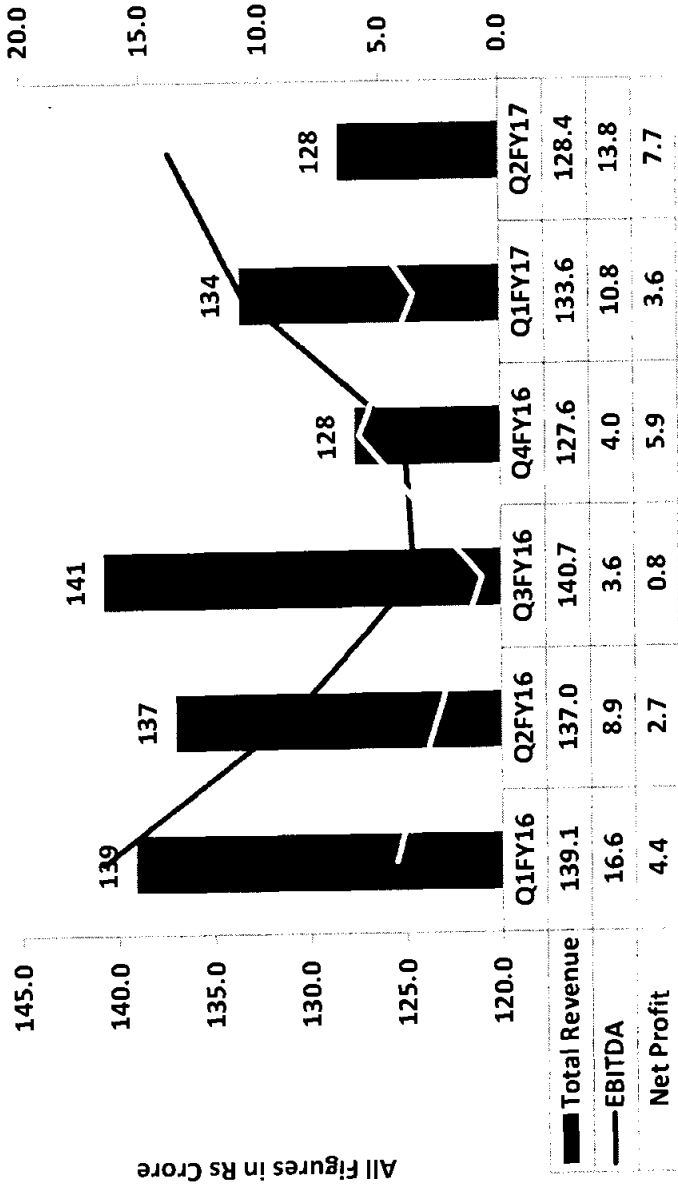
## 20 Most Promising Financial Services Technology Solution Providers 2016

Company	Management	Description
Adaptive Financial Pittsfield, VT adaptivefinancial.com	CEO David Smith	Provides a variety of digital marketing solutions for financial institutions, including advertising, content creation, and social media management.
ADT Systems Lansdale, PA adtsystems.com	President & CEO Gary Hirsch	Provides a variety of digital marketing solutions for financial institutions, including advertising, content creation, and social media management.
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**Providing a digital platform for seamless wealth management.**



# Mastek Financial Summary



- 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

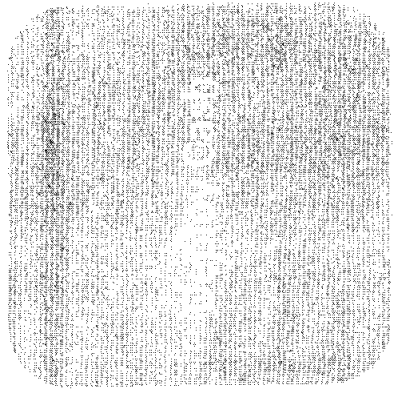
# Pillars of Performance Improvement

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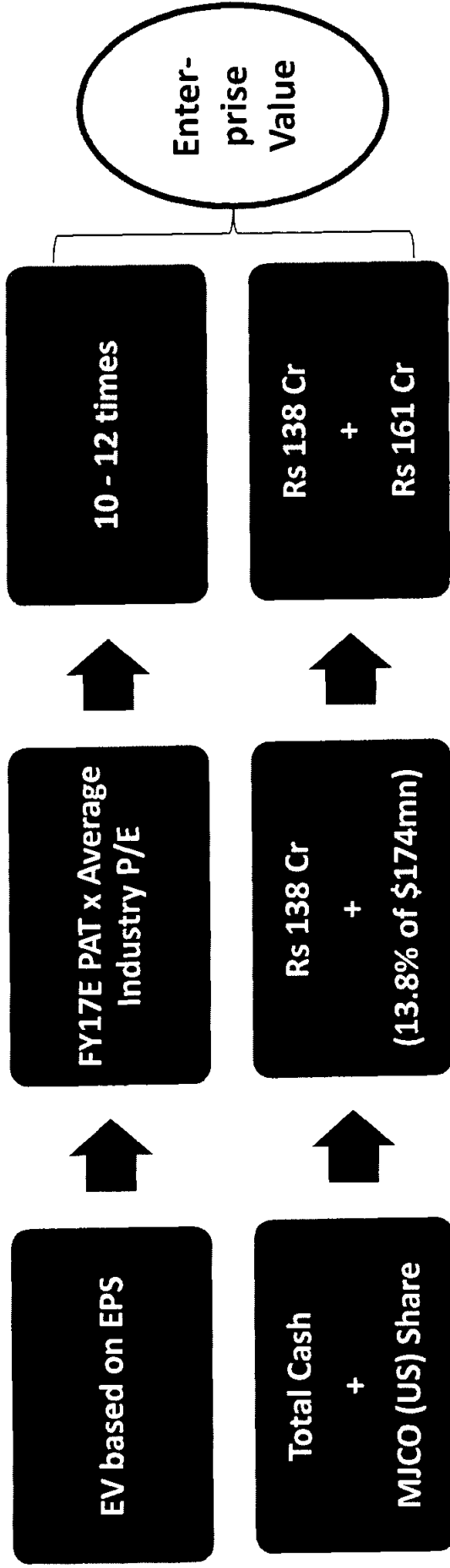
Re-entry in US  
Market with  
DIGILITY

Continued  
Digital Pursuit in  
UK



Cost  
Realignment  
and Margin  
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](http://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>