



Q3FY18 Total Income at Rs 215 crore; up by 68.2% Y-o-Y basis

- **Y-o-Y Revenue grew 66.3% in constant currency**
- **Total Order Backlog grew by 5.7% Q-o-Q to Rs 584.2 crore**
- **Added 8 new clients during the quarter**

Clarification Note
<p>With respect to the financial results for the third quarter ended 31st December, 2017 (Q3FY18) for Mastek Limited, please note that the Company has transitioned to Indian Accounting Standard (IND AS) with effect from April 1, 2017. Accordingly, the impact of transition has been provided in the opening reserves as at 1st April, 2016 and figures for the year ended March 31, 2017 and quarter and nine months ended December, 2016 have been restated accordingly. Financial results for all the periods presented have been prepared in accordance with the recognition and measurement principles of IND AS 34, Interim Financial Reporting.</p>

Mumbai, India – 18th January 2018: Mastek, a global IT player and a trusted partner in complex digital & agile transformation programs in the Government, Retail and Financial Services worldwide, announced today its financial results for the **third quarter and nine months of FY18**.

Review of financial performance for the quarter ended 31st December, 2017

On a quarter-on-quarter basis:

- Total income was Rs 215.3 crore during the quarter under review as compared to Rs 204.1 crore during the previous quarter, growth of 5.5% on Q-o-Q basis.
- The operating income was Rs 209.5 crore during the quarter under review as compared to Rs 198.5 crore during the previous quarter, reflecting a growth of 5.6% in rupee terms and an increase of 4.1% in constant currency terms.
- The Company reported an EBITDA of Rs 31.5 crore (14.6% of total income) in Q3FY18 as compared to Rs 29.3 crore (14.4% of total income) in Q2FY18, an increase of 7.4% on Q-o-Q basis.
- Net profit stood at Rs 18.4 crore in Q3FY18 as against Rs 17.5 crore in Q2FY18, up by 5.4% on Q-o-Q basis.



On year-on-year basis:

- Total income was Rs 215.3 crore during the quarter under review as compared to Rs 128.0 crore during the corresponding quarter of previous year, growth of 68.2% in rupee terms.
- The operating revenue was Rs 209.5 crore during the quarter under review as compared to Rs 126.1 crore during the corresponding quarter of previous year reflecting a growth of 66.1% in rupee terms and an increase of 66.3% in constant currency terms.
- The company reported an EBITDA of Rs 31.5 crore (14.6% of total income) in Q3FY18 compared to an EBITDA Rs 16.2 crore (12.7% of total income) in Q3FY17, growth of 94.4% on Y-o-Y basis.
- Net profit stood at Rs 18.4 crore in Q3FY18 as against Rs 12.0 crore during the corresponding quarter of previous year, growth of 53.1% on Y-o-Y basis.

For the nine month ended 31st December, 2017

- Total income was Rs 607.4 crore during the nine month period under review as compared to Rs 389.2 crore during the corresponding period of previous year, reflecting an increase of 56.1% in rupee terms.
- The operating revenue was Rs 593.5 crore during the nine month period under review as compared to Rs 381.2 crore during the corresponding period of previous year, reflecting a growth of 55.7% in rupee terms and an increase of 67.1% in constant currency terms.
- The company reported an EBITDA of Rs 85.7 crore (14.1% of total income) for the nine month period under review as compared to an EBITDA of Rs 39.9 crore (10.3% of total income) during the corresponding period of previous year, reflecting a growth of 114.5% on Y-o-Y basis.
- Net profit stood at Rs 50.6 crore for 9MFY18 as compared to Rs 21.7 crore in 9MFY17 reflecting a growth of 132.7% on Y-o-Y basis.

Operating highlights

- **New accounts billed during the quarter:** The Company added 8 new clients in Q3FY18 and 33 clients in 9MFY18. Total client count as of 31st December, 2017 was 173 (LTM).
- **Total Order Backlog:** Mastek's Total order backlog was Rs 584.2 crore (£ 67.7mn), as on 31st December, 2017 as compared to Rs 552.9 crore (£ 63.3mn) at the end of Q2FY18, reflecting an increase of 5.7% Q-o-Q in rupee terms.
- **Employees:** As on 31st December, 2017, the company had a total of 1,902 employees, of which 1,252 employees were based offshore in India while the rest were at various onsite locations. Employee count at the end of 30th September, 2017 was 1,767.
- **Cash Balance:** The total cash, cash equivalents and fair value of Mutual Funds stood at Rs 166.5 crore as on 31st December, 2017 as compared to Rs 159.3 crore at the end of 30th September, 2017.

Commenting on the results, Mr. John Owen, Group CEO, Mastek, said: *"I am pleased to see another strong and consistent financial performance during the quarter. The addition of TaisTech has expanded our addressable market, enabling faster and greater client penetration than previously possible. Client demand for our digital services remains strong. We are confident that our strategy "Vision 2020" – to make Mastek a leader in Digital Transformation will help us deliver strong results going forward."*

Mr. Abhishek Singh, Group CFO, Mastek, said: *"We delivered strong results on all financial parameters in a seasonally weak quarter driven by Application Development and BI & Analytics services. We continue to see good growth momentum in US and UK regions where we have positioned ourselves to meet digital transformational needs of our clients. We endeavour to maintain the momentum going forward."*

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>.

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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.