

SEC/27/2019-20

Date: July 22, 2019

Listing Department BSE Limited 25 th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001. Tel No. 022- 22723121 Fax No. 022- 22721919 STOCK CODE: 523704	Listing Department The National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051. Tel No. 022- 26598100 Fax No. 022-26598120 STOCK CODE: MASTEK
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Subject: Outcome of the proceedings of the Board Meeting held on July 22, 2019 in accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Dear Sir(s)/Ma'am(s),

We wish to inform you that the Board of Directors at their meeting held today - July 22, 2019, inter-alia approved the Un-Audited Financial Results (Consolidated and Standalone) for the first quarter ended June 30, 2019.

Accordingly, pursuant to the provisions of Regulation 30 and Regulation 33 of the SEBI Listing Regulations, we enclose the following:

1. Un-Audited Financial Results (Consolidated and Standalone) for the first quarter ended June 30, 2019 along with Limited Review Report issued by M/s. Walker Chandiok & Co. LLP, Statutory Auditors, of the Company.
2. Press Release and
3. Investor Presentation

An extract of the aforementioned financial results would be published in the newspapers in accordance with the SEBI Listing Regulations and the same will be made available on the Company's website at www.mastek.com.

The meeting of the Board of Directors of the Company commenced at 2.15 p.m. and concluded at 4.15 p.m.

This is for your information and record.

Thanking you.

Yours Truly,
For MASTEK LIMITED


DINESH KALANI
COMPANY SECRETARY



Encl: As Above

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Mastek Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of Mastek Limited ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), (refer Annexure 1 for the list of subsidiaries included in the Statement) for the quarter ended 30 June 2019, being submitted by the Holding Company pursuant to the requirements of Regulation of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. This Statement, which is the responsibility of the Holding Company's management and has been approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), specified under section 133 of the Companies Act, 2013, SEBI Circular CIR/CFD/FAC/62/2016 dated 5 July 2016, (hereinafter referred to as 'the SEBI Circular'), and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), to the extent applicable.



Mastek Limited

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

4. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in Ind AS 34, specified under Section 133 of the Companies Act, 2013, the SEBI Circular(s) and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Walker Chandiook & Co LLP**

Chartered Accountants

Firm Registration No: 001076N/N500013



Adi P. Sethna

Partner

Membership No. 108440

UDIN No:19108840AAAABC6723

Place : Mumbai

Date: 22 July 2019

Enclosure : Annexure 1

List of entities included in the Statement

Mastek Limited

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Annexure 1

List of subsidiaries included in the statement

S. No	Name of the subsidiary (including step down subsidiary)
1	Mastek (UK) Limited
2	Trans American Information Systems Private Limited
3	Mastek, Inc.
4	Taistech LLC
5	Trans American Information Systems, Inc.



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Statement of Unaudited Consolidated Financial Results for the Quarter ended June 30, 2019

(₹ in lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income				
	(a) Revenue from operations	24,754	26,710	24,404	103,321
	(b) Other income	513	693	313	2,478
	Total Income	25,267	27,403	24,717	105,799
2	Expenses				
	(a) Employee benefits expenses	13,502	14,851	13,967	58,717
	(b) Finance costs	82	110	126	613
	(c) Depreciation and amortisation expenses	573	432	393	1,735
	(d) Other expenses	7,964	8,331	7,343	31,450
	Total expenses	22,121	23,724	21,829	92,515
3	Profit before exceptional items & tax (1 - 2)	3,146	3,679	2,888	13,284
4	Exceptional items - gain / (loss), net (Refer note 5)	-	55	-	55
5	Profit before tax (3 + 4)	3,146	3,734	2,888	13,339
6	Tax expense / (credit)				
	- Income tax - current	757	900	810	3,419
	- Deferred tax (credit) / charge	(33)	245	(168)	(129)
	- Income tax - prior periods	-	(150)	-	(98)
	- Total (net)	724	995	642	3,192
7	Net Profit for the period (5 - 6)	2,422	2,739	2,246	10,147
8	Other Comprehensive Income/(Loss) net of tax (Refer note 3)	7,720	(309)	4,912	8,755
9	Total Comprehensive Income net of tax (7 + 8)	10,142	2,430	7,158	18,902
10	Paid-up equity share capital (Face value Rs. 5/- per share)	1,199	1,199	1,186	1,199
11	Other Equity				70,441
12	Earnings per share (of Rs 5/- each) (not annualised) :				
	(a) Basic - Rs	10.10	11.47	9.47	42.61
	(b) Diluted - Rs	9.58	10.89	8.88	40.32



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MASTEK LIMITED

Registered Office : 304/805, President House, Opp.C.N.Vidyalaya
Near Ambawadi Circle, Ahmedabad-380 006
CIN No. L74140GJ1982PLC005215

Statement of Unaudited Consolidated Segmental Information for the Quarter ended June 30, 2019

(₹ in lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Segment Revenue				
	UK operations	18,055	20,428	17,405	76,361
	North America operations	6,306	5,876	6,503	25,275
	Others	393	406	496	1,685
	Revenue from operations (net)	24,754	26,710	24,404	103,321
2	Segment Results profit before exceptional items, tax and finance cost				
	UK operations	2,858	3,742	2,878	12,690
	North America operations	501	39	239	709
	Others	(230)	(289)	(98)	(447)
	Total	3,129	3,492	3,019	12,952
3	Exceptional Items - gain / (loss), net (Refer note 5)				
	UK operations	-	(1,792)	-	(1,792)
	North America operations	-	1,847	-	1,847
	Exceptional gain, net	-	55	-	55
	Less: i. Finance costs	82	110	126	613
	ii. Other un-allocable expenditure net of unallocable (income)	(99)	(297)	5	(945)
	Profit from ordinary activities before tax	3,146	3,734	2,888	13,339

Notes on Segment Information :

Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker (CODM) evaluates the Group's performance and allocates resources based on analysis of various performance indicators by geographical region.

Property, Plant and Equipment used in the Group's business or liabilities contracted have not been identified to any of the reportable segments, as the Property, Plant and Equipment and the support services are used interchangeably between segments. Accordingly disclosure relating to total segment assets and liabilities are not practicable.



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MASTEK LIMITED

Registered Office : 804/805, President House, Opp.C.N.Vidyalaya
Near Ambawadi Circle, Ahmedabad-380 006
CIN No. L74140GJ1982PLC005215

Notes to the consolidated financial results:

- The above results were reviewed by the Audit Committee and were thereafter approved by the Board at its meeting held on July 22, 2019. The auditors have carried out a limited review of the unaudited consolidated financial results.
- The Group has accounted net foreign exchange gain under "Other income" and net foreign exchange loss under "Other Expenses". Further, "Revenue from operations" includes net realised foreign exchange loss / (gain) arising from currency hedges relating to certain firm commitments and forecasted sales transactions. The table below shows the impact of the net foreign exchange (gain) / loss on the Group's results in each of the periods presented:

Particulars	Quarter ended			Year ended
	June 30,	March 31,	June 30,	March 31,
	2019	2019	2018	2019
Net foreign exchange loss / (gain)	134	(84)	1	(23)
Net realised foreign exchange (gain) / loss arising from hedging accounted under Income from Operations	(90)	(17)	(63)	(20)

(₹ in lakhs)

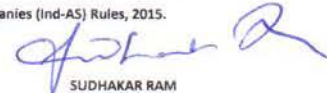
- Other Comprehensive Income includes:

Particulars	Quarter ended			Year ended
	June 30,	March 31,	June 30,	March 31,
	2019	2019	2018	2019
(i) Items that will not be reclassified subsequently to the statement of profit or loss (net of tax):				
Defined benefit plan actuarial gains/ (losses), net	49	(4)	56	(6)
Change in fair value of equity instrument through OCI, net	8,587	(795)	5,079	8,377
Total	8,636	(799)	5,135	8,371
(ii) Items that will be reclassified subsequently to the statement of profit or loss (net of tax):				
Exchange differences on translation of foreign operations	(1,115)	364	(564)	(505)
Change in fair value of forward contracts designated as cash flow hedges, net	196	(16)	293	786
Change in fair value of financial instruments, net	3	142	48	103
Total	(916)	490	(223)	384
Other comprehensive income/(Loss) net of tax (i+ii)	7,720	(309)	4,912	8,755

(₹ in lakhs)

- The Company's Wholly Owned Subsidiary- Mastek (UK) Limited entered into an arrangement with its Wholly Owned Subsidiary-Indigo Blue Consulting Limited, U.K. ("IBCL") to merge (transfer of business, assets and liabilities) IBCL into Mastek (UK) Limited with effect from June 30, 2018.
- Exceptional gains / (loss) (net) during the quarter and financial year ended March 31, 2019 include (i) write back of contingent consideration Rs. 2,689 lakhs, towards liability no longer payable as per earn out settlement on acquisition of (Taistech) US business; (ii) Impairment loss on goodwill Rs. 1,792 lakhs recognised on acquisition of Indigoblue Consulting Limited, on account of operational performance; and (iii) provision for restructuring cost Rs. 842 lakhs, recognised towards the restructuring of a portion of its US operations.
- The group has adopted Ind AS 116 'Leases' with effect from April 1, 2019 using the modified retrospective approach, as a result of which comparative information is not required to be restated. The group has discounted lease payments using the incremental borrowing rate as at April 1, 2019 for measuring lease liability. Accordingly, on transition to Ind AS 116, the group recognized 'right-of-use' assets and lease liabilities (adjusted for related prepayments/accruals) amounting to Rs. 1,326 lakhs, by discounting lease payments using the incremental borrowing rate as at April 1, 2019. During the quarter, the group has recognized finance cost on lease amounting to Rs. 22 lakhs and amortization on right-of-use assets amounting to Rs. 137 lakhs, which would have been recognised as rent Rs.150 lakhs, based on the earlier standard.
- These results have been prepared in accordance with the Indian Accounting Standards (Ind-AS) notified under the Companies (Ind-AS) Rules, 2015.
- Previous period's / year's figures have been regrouped or reclassified wherever necessary.

Place : Mumbai, India
Date : July 22, 2019


SUDHAKAR RAM
Vice Chairman & Managing Director



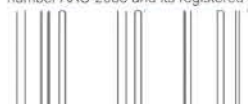
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Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Mastek Limited

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Mastek Limited ('the Company') for the quarter ended 30 June 2019 being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. The Statement is the responsibility of the Company's Management and has been approved by the Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review of the Statement, which has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), specified under Section 133 of the Companies Act, 2013, SEBI Circular CIR/CFD/FAC/62/2016 dated 5 July 2016, (hereinafter referred to as 'the SEBI Circular'), and other accounting principles generally accepted in India.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



Mastek Limited

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

3. Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, specified under Section 133 of the Companies Act, 2013, the SEBI Circular(s), and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Walker Chandniok & Co LLP**

Chartered Accountants

Firm Registration No: 001076N/N500013



Adi P. Sethna

Partner

Membership No. 108840

UDIN No:19108840AAAABB8750

Place: Mumbai

Date: 22 July 2019

MASTEK LIMITED

Registered Office : 804/805, President House, Opp.C.N.Vidyalaya

Near Ambawadi Circle, Ahmedabad-380 006

CIN No. L74140G1982PLC005215

Statement of Unaudited Standalone Financial Results for the Quarter ended June 30, 2019

(₹ in lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income				
	(a) Revenue from operations	4,416	4,514	4,738	18,944
	(b) Other income	399	465	908	3,459
	Total Income	4,815	4,979	5,646	22,403
2	Expenses				
	(a) Employee benefits expenses	2,968	3,261	3,261	13,453
	(b) Finance costs	10	9	8	27
	(c) Depreciation and amortisation expenses	296	288	290	1,208
	(d) Other expenses	1,093	1,299	961	3,799
	Total expenses	4,367	4,857	4,520	18,487
3	Profit before tax (1 - 2)	448	122	1,126	3,916
4	Tax expense / (credit)				
	- Income tax - current	155	78	274	998
	- Deferred tax	(16)	(60)	(24)	(78)
	- Income tax - prior periods	-	(89)	-	(55)
	- Total (net)	139	(71)	250	865
5	Net Profit for the period (3 - 4)	309	193	876	3,051
6	Other Comprehensive Income net of tax (Refer note 3)	270	101	390	872
7	Total Comprehensive Income net of tax (5 + 6)	579	294	1,266	3,923
8	Paid-up equity share capital (Face value Rs. 5/- per share)	1,199	1,199	1,186	1,199
9	Other Equity				24,795
10	Earnings per share (of Rs 5/- each) (not annualised) :				
	(a) Basic - Rs	1.29	0.80	3.69	12.81
	(b) Diluted - Rs	1.22	0.76	3.46	12.12



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MASTEK LIMITED

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CIN No. L74140G1982PLC005215

Statement of Unaudited Standalone Segmental Information for the Quarter ended June 30, 2019

(₹ in lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Segment Revenue				
	UK operations	3,877	3,925	3,876	15,994
	North America operations	146	183	366	1,265
	Others	393	406	496	1,685
	Revenue from operations (net)	4,416	4,514	4,738	18,944
2	Segment Results profit before tax and finance cost				
	UK operations	663	667	625	2,527
	North America operations	21	25	39	149
	Others	(230)	(289)	(98)	(447)
3	Total	454	403	566	2,229
	Less : i. Finance costs	10	9	8	27
	ii. Other un-allocable expenditure net of un-allocable (income)	(4)	272	(568)	(1,714)
	Profit from ordinary activities before tax	448	122	1,126	3,916

Notes on Segment Information :

Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker (CODM) evaluates the company's performance and allocates resources based on analysis of various performance indicators by geographical region.

Property, Plant and Equipment used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the Property, Plant and Equipment and the support services are used interchangeably between segments. Accordingly disclosure relating to total segment assets and liabilities are not practicable.



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Near Ambawadi Circle, Ahmedabad-380 006
CIN No. L74140GJ1982PLC005215

Notes to the standalone financial results:

- The above results were reviewed by the Audit Committee and were thereafter approved by the Board at its meeting held on July 22, 2019. The auditors have carried out a limited review of the unaudited standalone financial results.
- The company has accounted net foreign exchange gain under "Other income" and net foreign exchange loss under "Other Expenses". Further, 'Revenue from operations' includes net realised foreign exchange loss / (gain) arising from currency hedges relating to certain firm commitments and forecasted sales transactions. The table below shows the impact of the net foreign exchange (gain) / loss on the company's results in each of the periods presented:

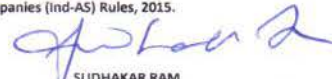
Particulars	Quarter ended			Year ended
	June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
Net foreign exchange loss / (gain)	116	(60)	24	(19)
Net realised foreign exchange (gain) / loss arising from hedging accounted under Income from Operations	(90)	(17)	(63)	(20)

- Other Comprehensive Income includes:

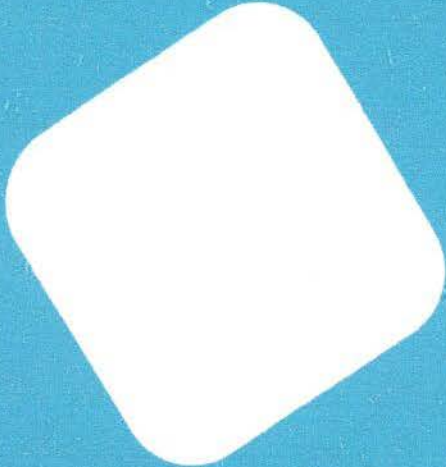
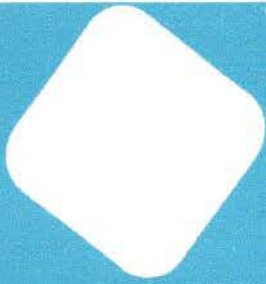
Particulars	Quarter ended			Year ended
	June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
(i) Items that will not be reclassified subsequently to the statement of profit or loss (net of tax):				
Defined benefit plan actuarial gains/ (losses), net	58	(14)	49	(6)
Total	58	(14)	49	(6)
(ii) Items that will be reclassified subsequently to the statement of profit or loss (net of tax):				
Change in fair value of forward contracts designated as cash flow hedges, net	209	(27)	293	774
Change in fair value of financial instruments, net	3	142	48	104
Total	212	115	341	878
Other comprehensive income net of tax (i+ii)	270	101	390	872

- The Company's Wholly Owned Subsidiary- Mastek (UK) Limited entered into an arrangement with its Wholly Owned Subsidiary-Indigo Blue Consulting Limited, U.K. ("IBCL") to merge (transfer of business, assets and liabilities) IBCL into Mastek (UK) Limited with effect from June 30, 2018.
- The company has adopted Ind AS 116 'Leases' with effect from April 1, 2019 using the modified retrospective approach, as a result of which comparative information is not required to be restated. The company has discounted lease payments using the incremental borrowing rate as at April 1, 2019 for measuring lease liability. Accordingly, on transition to Ind AS 116, the company recognized 'right-of-use' assets and lease liabilities (adjusted for related prepayments/accruals) amounting to Rs. 143 lakhs, by discounting lease payments using the incremental borrowing rate as at April 1, 2019. During the quarter, the company has recognized finance cost on lease amounting to Rs. 3 lakhs and amortization on right-of-use assets amounting to Rs. 8 lakhs, which would have been recognised as rent Rs.10 lakhs, based on the earlier standard.
- These results have been prepared in accordance with the Indian Accounting Standards (Ind-AS) notified under the Companies (Ind-AS) Rules, 2015.
- Previous period's / year's figures have been regrouped or reclassified wherever necessary.

Place : Mumbai, India
Date : July 22, 2019


SUDHAKAR RAM
Vice Chairman & Managing Director





Mastek 

Press Release | Q1'FY20



Q1FY20 Total Income at Rs 252.7 crore

- Operating EBITDA margin at 13.3%
- Added 9 new clients during the quarter
- 12M Order Backlog grew by 10.6% QoQ

Mumbai, India – 22nd July 2019: Mastek, a global IT player and a trusted partner in complex digital & agile transformation programs in the Government and Global Enterprises worldwide, announced today its financial results for the **first quarter of FY20**.

Review of financial performance for the quarter ended 30th June, 2019

On year-on-year basis:

- Total income was Rs 252.7 crore during the quarter under review as compared to Rs 247.2 crore during the corresponding quarter of previous year, growth of 2.2% in rupee terms.
- The operating income was Rs 247.5 crore during the quarter under review as compared to Rs 244.0 crore during the corresponding quarter of previous year, reflecting a growth of 1.4% in rupee terms and an increase of 1.9% in constant currency terms.
- The company reported an operating EBITDA of Rs 32.9 crore (13.3% of op. income) in Q1FY20 as compared to Rs 30.9 crore (12.7% of op. income) in Q1FY19, growth of 6.3% on Y-o-Y basis.
- The company reported total EBITDA of Rs 38.0 crore (15.0% of total income) in Q1FY20 as compared to Rs 34.1 crore (13.8% of total income) in Q1FY19, growth of 11.6% on Y-o-Y basis.
- Net profit stood at Rs 24.2 crore in Q1FY20 as compared to Rs 22.5 crore during the corresponding quarter of previous year, growth of 7.8% on Y-o-Y basis.

On a quarter-on-quarter basis:

- Total income was Rs 252.7 crore during the quarter under review as compared to Rs 274.0 crore during the previous quarter.
- The operating income was Rs 247.5 crore during the quarter under review as compared to Rs 267.1 crore during the previous quarter.
- The Company reported an operating EBITDA of Rs 32.9 crore (13.3% of op. income) in Q1FY20 as compared to Rs 35.3 crore (13.2% of op. income) in Q4FY19.



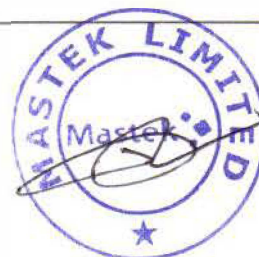
- The Company reported total EBITDA of Rs 38.0 crore, (15.0% of total income) in Q1FY20 as compared to Rs 42.2 crore (15.4% of total income) in Q4FY19.
- Net profit stood at Rs 24.2 crore in Q1FY20 as compared to Rs 27.4 crore in Q4FY19.

Operating highlights

- **New accounts billed during the quarter:** The Company added 9 new clients in Q1FY20. Total client count as of 30th June, 2019 was 154 (LTM) as compared to 157 (LTM) in Q4FY19.
- **12 month Order Backlog:** Mastek's 12 month order backlog was Rs 602.7 crore (£ 68.8 m), as on 30th June, 2019 as compared to Rs 544.9 crore (£ 60.2 m) in Q4FY19; growth of 10.6% Q-o-Q and constant currency growth of 13.4%.
- **Employees:** As on 30th June, 2019, the company had a total of 2,035 employees, of which 1,257 employees were based offshore in India while the rest were at various onsite locations. Employee count at the end of 31st Mar, 2019 was 2,069.
- **Cash Balance:** The total cash, cash equivalents and fair value of Mutual Funds stood at Rs 247.0 crore as on 30th June, 2019 as compared to Rs 244.5 crore at the end of 31st Mar, 2019.

Commenting on the results, Mr. John Owen, Group CEO, Mastek, said: "Last quarter, we flagged the challenges we anticipated by Brexit uncertainty from our core UK market, which generates around 75% of our global revenue. In this context, Q1 was in line with our reduced expectations. Unfortunately, Brexit uncertainty remains and will continue to dampen UK market conditions. We see this impact in a slowing of discretionary spend and delayed decision making. Demand from UK Government continues to remain strong and robust and we continue to grow quarter on quarter, however clients from the private sector are focusing more on stabilizing their business models, adjusting their spending plans to accommodate all scenarios which has consequently, resulted in a slowdown. We are seeing encouraging growth from our US market however, this is insufficient to off-set the UK in the short-term. The fundamentals for Mastek remain solid and we continue to remain focused on executing our Vision 2020 strategy which will give us an accelerated growth platform beyond FY20. We are confident that Mastek is well positioned strategically in its core markets to capitalize on these future growth opportunities. I take this opportunity to thank the loyal support and trust of our customers and the dedicated and committed team at Mastek who serve them with exceptional pride and honour."

Mr. Abhishek Singh, Group CFO, Mastek, said: "Under Vision 2020, we have always taken a disciplined and balanced approach of managing our cost structure and this programme has helped us to maintain steady margins despite softer revenue, which is critical once our growth rates return. We acted quickly and decisively to protect our quality of earnings when we saw our growth plans come under pressure in April, as a result of UK uncertainty on Brexit timelines and deal structure. The highlight for the quarter is the new logo addition in our US business supporting the growth experienced in the current



quarter. Our robust 12 months order backlog gives us confidence in delivering growth in coming quarters.”

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.



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The Mastek logo is displayed in white text on a teal, rounded rectangular background. The word "Mastek" is followed by a trademark symbol and a graphic of four white diamonds arranged in a square pattern.

Mastek™

The Mastek logo is displayed in white text on a light grey background. The word "Mastek" is followed by a trademark symbol and a graphic of four white diamonds arranged in a square pattern.

Mastek™

Investor Presentation
Performance Overview: Q1'20

22nd July 2019

Presented by:

John Owen | Group CEO

Abhishek Singh | Group CFO



Disclaimer

This presentation contains certain forward-looking statements concerning our future growth prospects which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include, but not limited to factors such 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.



Agenda

- Financial performance
- Operational performance
- Questions & answers





Financial performance



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Financial Performance Q1 FY'20

Comparison: Year-on-Year

- **Revenue:**
 - Total income of Rs 252.7 crore vs Rs 247.2 crore, up 2.2% Y-o-Y
 - Operating income of Rs 247.5 crore vs Rs 244.0 crore, up 1.4% Y-o-Y in rupee terms
 - Constant currency revenue growth of 1.9% on Y-o-Y basis
- **Profit:**
 - Operating EBITDA of Rs 32.9 crore (13.3 % of op. income) vs Rs 30.9 crore (12.7% of op. income)
 - Total EBITDA of Rs 38.0 crore (15.0% of total income) vs Rs 34.1 crore (13.8% of total income)
 - Net Profit stood at Rs 24.2 crore vs Rs 22.5 crore in Q1FY19; up 7.8% Y-o-Y basis
 - Net Profit Margin of 9.6% in Q1FY20 vs 9.1% in Q1FY19
- **Cash & Cash Equivalent:**
 - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 247.0 crore as on 30th June, 2019 as compared to Rs 200.4 crore at the end of 30th June, 2018
- **Order Backlog:**
 - 12M Backlog was Rs 602.7 crore (£ 68.8 m) as on 30th June, 2019 as compared to Rs 504.1 crore (£ 56.0m) in Q1FY19

Financial Performance Q1 FY'20

Comparison: Quarter-on- Quarter

- **Revenue:**
 - Total income of Rs 252.7 crore vs Rs 274.0 crore, down (7.8%) on Q-o-Q basis
 - Operating income of Rs 247.5 crore vs Rs 267.1 crore, down (7.3%) Q-o-Q in rupee terms
 - Constant currency revenue de-growth of (5.5%) on Q-o-Q basis
- **Profit:**
 - Operating EBITDA of Rs 32.9 crore (13.3 % of op. income) vs Rs 35.3 crore (13.2% of op. income)
 - Total EBITDA of Rs 38.0 crore (15.0% of total income) vs Rs 42.2 crore (15.4% of total income)
 - Net Profit stood at Rs 24.2 crore vs Rs 27.4 crore in Q4FY19, down (11.6%) on Q-o-Q basis
 - Net Profit Margin of 9.6% in Q1FY20 vs 10.0% in Q4FY19
- **Cash & Cash Equivalent:**
 - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 247.0 crore as on 30th June, 2019 as compared Rs 244.5 crore as on 31st March, 2019
- **Order Backlog:**
 - 12M Backlog was Rs 602.7 crore (₹ 68.8 m) as on 30th June, 2019 as compared to Rs 544.9 crore (₹ 60.2 m) in Q4FY19; growth of 10.6% Q-o-Q and constant currency growth of 13.4%

Financial Summary Q1 FY'20

Key Performance Metrics

Particulars Metrics		Q1FY20	Q4FY19	QoQ Growth	Q1FY19	YoY Growth
Revenue (INR Cr)	Total Income from operations	247.5	267.1	-7.3%	244.0	1.4%
	Other Income	5.1	6.9	-25.9%	3.1	64.0%
	Total Income	252.7	274.0	-7.8%	247.2	2.2%
Margins (INR Cr)	Op. EBITDA	32.9	35.3	-6.8%	30.9	6.3%
	EBITDA	38.0	42.2	-10.0%	34.1	11.6%
	PBT	31.5	37.3	-15.8%	28.9	8.9%
	PAT	24.2	27.4	-11.6%	22.5	7.8%
Margin (%)	Op. EBITDA	13.3%	13.2%		12.7%	
	EBITDA	15.0%	15.4%		13.8%	
	PBT	12.5%	13.6%		11.7%	
	PAT	9.6%	10.0%		9.1%	
EPS (INR)	Basic	10.1	11.5		9.5	
	Diluted	9.6	10.9		8.9	



Operational performance



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Operating Metrics Q1 FY'20

Strengthening our business

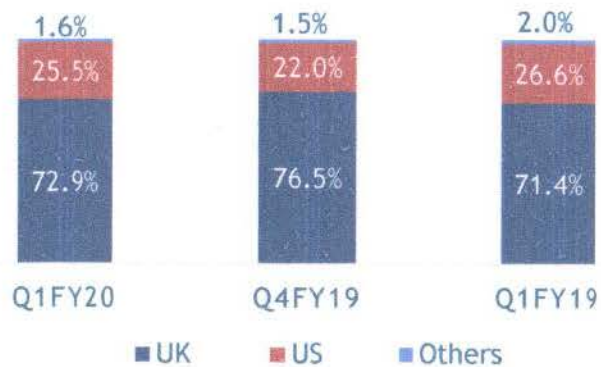
- **Client Base:**
 - Added 9 new logos
 - Total active client 154 (LTM)
 - Top 5 Client revenue 40.3%
 - Top 10 Client revenue 57.7%
- **Employee Base:**
 - Total Employee 2,035 (offshore: 1,257; onsite: 778) as on 30th June, 2019 as against 2,069 (offshore: 1,264; onsite: 805) as on 31st March, 2019
 - Diversity: Women employees: 27.6% as on 30th June, 2019 as against 27.1% as on 31st March 2019
 - LTM attrition: 20.4%
- DSO stood at 76 days as on 30th June, 2019 as against 72 days as on 31st March, 2019
- FX Hedges for next 12 months GBP 7.1 mn @ Rs 97.1/-



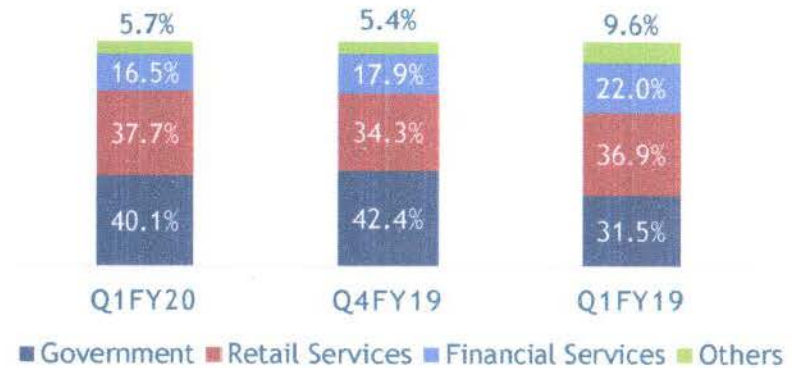
Revenue Analysis Q1 FY'20

Balancing our portfolio

Revenue by Market Region



Revenue by Industry Segment



Revenue by Contract Type

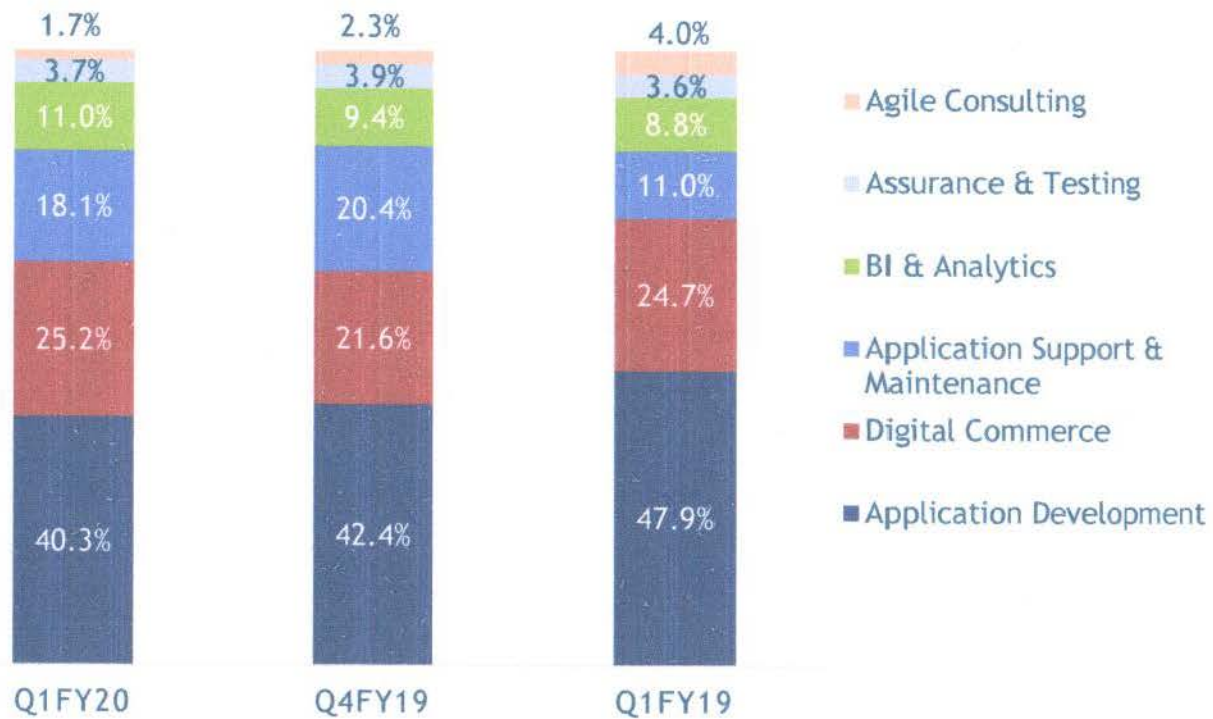


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Revenue Analysis Q1 FY'20

Revenue by Service line





Question & answers



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Thank you



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