

Investor Presentation – Q3FY22

19 January 2022



Trust. Value. Velocity

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Key Wins for the Quarter



Highlights of the Quarter



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Highlights of Q3FY22

▲ 29.4%
9MFY22 Revenue growth YoY

▲ 32.2%
9MFY22 Op. EBITDA growth YoY

▲ 39.3%
9MFY22 PAT growth YoY

Q3FY22 revenue at Rs 551.9 crore



24.6% YoY revenue growth

PAT grew by 18.7% YoY



Rs 83.5 crore PAT in Q3FY22, 18.7% improvement YoY

12 Months Order backlog at US\$ 171.0mn



12 months order backlog grew by 34.3% Y-o-Y in rupee terms

Total headcount of 4,785 as on 31 December 2021



275 headcount added during the quarter (net of attrition)

Recommended interim dividend of 140% or Rs 7 per share

Awards & Recognitions

- ***Our efforts to provide conducive work environment to all Mastekers and inclusive practices that support all round talent development was noticed by the Employer Branding Institute along with the World HRD Congress that awarded Mastek the Top Employers brand in Maharashtra for 2021***
- ***Mastek is a finalist in two European Software Testing Awards categories - Testing Team Management of the Year and Testing Team of the Year***
- ***Mastek CIO was awarded as the 'The Futuristic 100' at the 16th edition of CIO100 Symposium & Awards by IDC***
- ***Mastek's efforts to provide employee friendly digital facilities have been reinforced as Mastek was conferred with the award for Professional Excellence in Procurement and Workplace Management at the 134th Procurement, Project Management, Corporate Real Estate, Facilities Management 2021 Mumbai Leadership Award Summit held on 14th December 2021***
- ***We are now on Oracle's SAP Replace campaign page as the leading partner for SAP Compete (<https://www.oracle.com/erp/oracle-vs-sap/oracle-replacing-sap/>)***
- ***Evosys named in Gartner 2021 Magic Quadrant for Oracle Cloud Applications Services, Worldwide report. This is the third consecutive year the global research and advisory firm has recognized Evosys for its Oracle Cloud Application Services, Worldwide***

Financial Performance



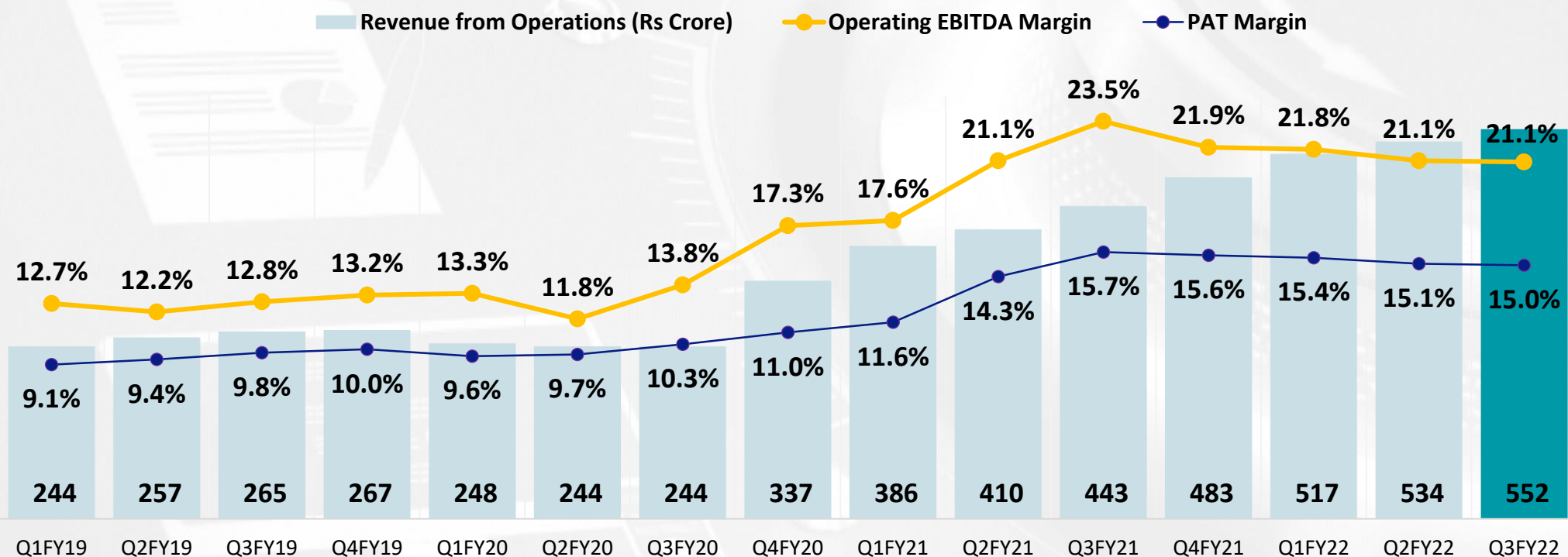
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Consistent Financial Performance



▲ **24.6 %**
Revenue growth
YoY

▲ **11.9 %**
Op. EBITDA
growth YoY

▲ **18.7%**
PAT growth
YoY

Financial Summary – Q3FY22

Key Performance Metrics		Q3FY22	Q2FY22	Q3FY21	Growth QoQ	Growth YoY
Revenue	Revenue from Operations (\$mn)	\$73.6	\$72.0	\$60.1	3.7% (CC)	20.9% (CC)
	Revenue from Operations (Rs Crore)	551.9	533.9	442.9	3.4%	24.6%
	Other Income (Rs Crore)	5.7	7.7	3.9	(25.6)%	46.8%
	Total Income (Rs Crore)	557.7	541.6	446.8	3.0%	24.8%
Margins (Rs Crore)	Op. EBITDA	116.2	112.8	103.9	3.0%	11.9%
	Total EBITDA	122.0	120.5	107.8	1.2%	13.2%
	PBT	109.8	108.3	94.3	1.5%	16.4%
	PAT	83.5	81.5	70.3	2.4%	18.7%
Margin (%)	Op. EBITDA	21.1%	21.1%	23.5%	(7) bps	(239) bps
	Total EBITDA	21.9%	22.3%	24.1%	(38) bps	(225) bps
	PBT	19.7%	20.0%	21.1%	(29) bps	(142) bps
	PAT	15.0%	15.1%	15.7%	(9) bps	(77) bps
EPS (Rs)*	Basic	24.8	27.8	23.2		
	Diluted	24.2	26.9	22.2		

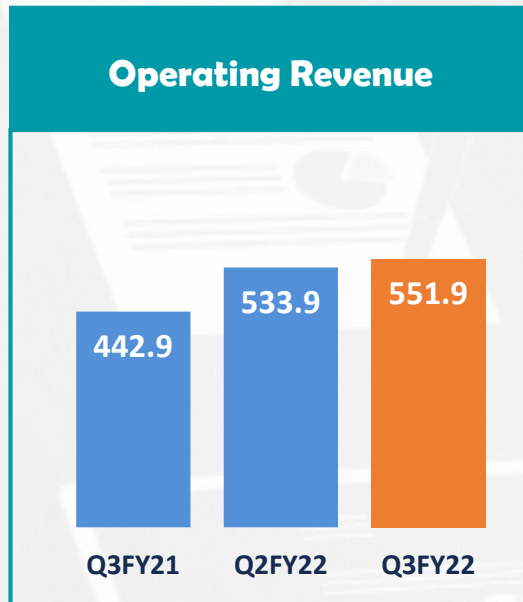
* Full quarter impact of 4,235,294 equity shares of Mastek Limited issued in September 2021, as part consideration of Evosys acquisition

Financial Summary – 9MFY22

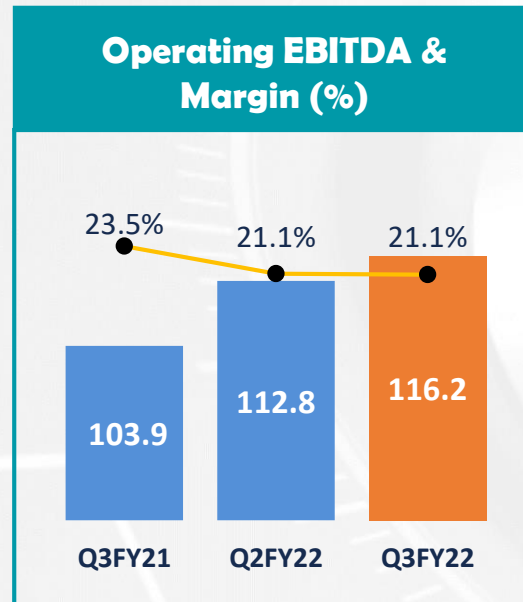
Key Performance Metrics		9MFY22	9MFY21	Growth YoY
Revenue	Revenue from Operations (\$mn)	\$215.7	\$165.8	24.2% (CC)
	Revenue from Operations (Rs Crore)	1,602.3	1,238.7	29.4%
	Other Income (Rs Crore)	18.2	24.7	(26.4)%
	Total Income (Rs Crore)	1,620.5	1,263.3	28.3%
Margins (Rs Crore)	Op. EBITDA	341.8	258.5	32.2%
	Total EBITDA	360.0	283.2	27.1%
	PBT	324.1	242.1	33.9%
	PAT	245.2	176.0	39.3%
Margin (%)	Op. EBITDA	21.3%	20.9%	46 bps
	Total EBITDA	22.2%	22.4%	(20) bps
	PBT	20.0%	19.2%	84 bps
	PAT	15.1%	13.9%	120 bps
EPS (Rs)	Basic	79.7	60.7	
	Diluted	77.4	58.1	

Comparison: Quarter-on-Quarter and Year-on-Year (Figures in Rs Crore)

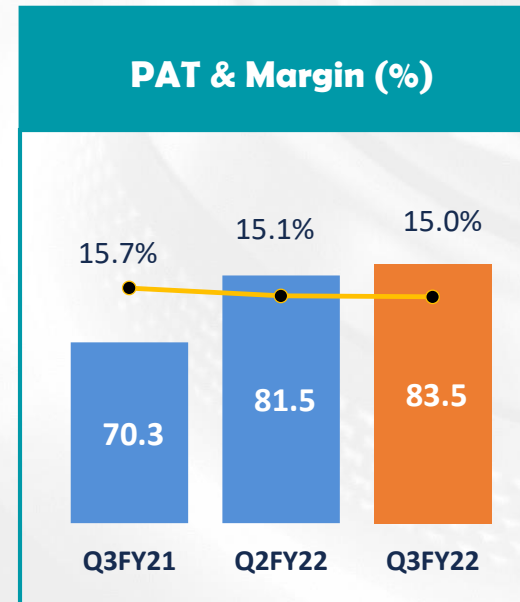
Consolidated Financial Highlights Q3FY22



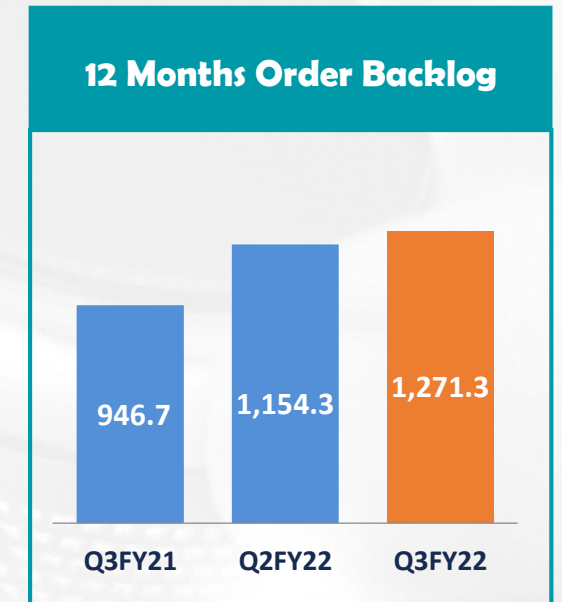
- ▲ 3.4% QoQ
- ▲ 3.7% QoQ (CC)
- ▲ 24.6% YoY
- ▲ 20.9% YoY (CC)



- ▲ 3.0% QoQ
- ▲ 11.9% YoY



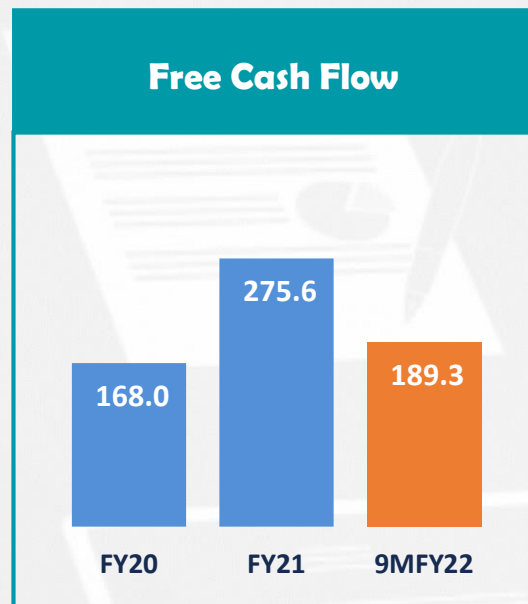
- ▲ 2.4% QoQ
- ▲ 18.7% YoY



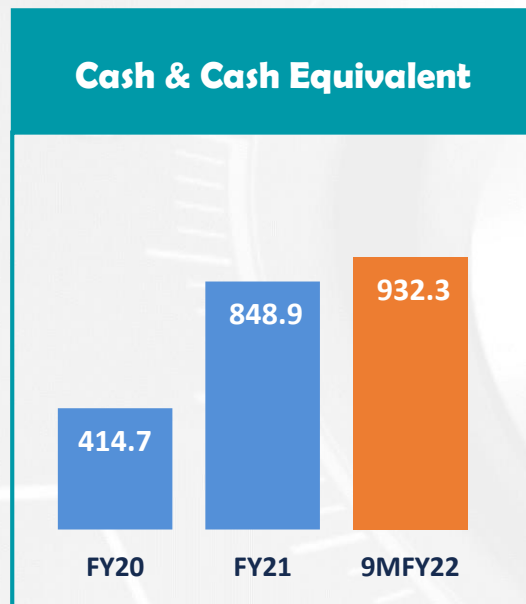
- ▲ 10.1% QoQ
- ▲ 9.9% QoQ (CC)
- ▲ 34.3% YoY
- ▲ 33.7% YoY (CC)

Strengthening the Balance Sheet (Figures in Rs Crore)

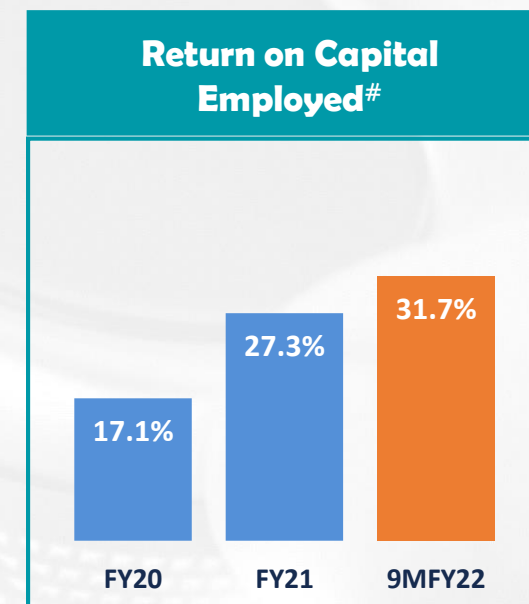
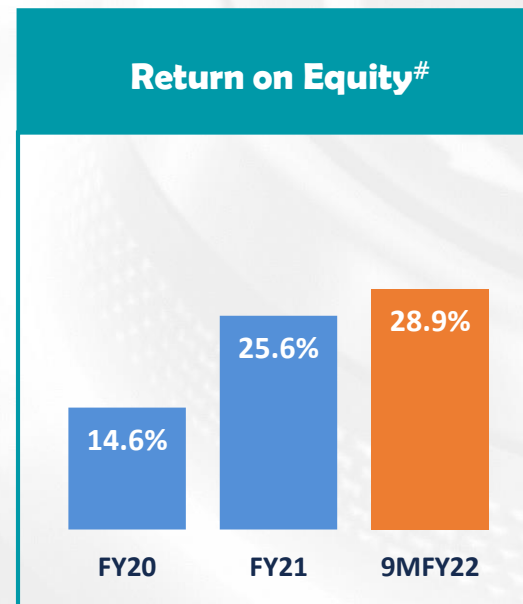
Balance Sheet Metrics 9MFY22 - Consolidated



FCF to PAT:
9MFY22: 77.2%
FY21: 109.5%
FY20: 147.6%



Net Cash:
9MFY22: Rs 715.4cr
FY21: Rs 588.6 cr
FY20: Rs 81.0 cr



[#] Return on Equity = PAT/Average Networth; Return on Capital Employed = EBIT/Average Capital Employed; 9MFY22 numbers are annualized for ROE and ROCE calculations

Operational Performance



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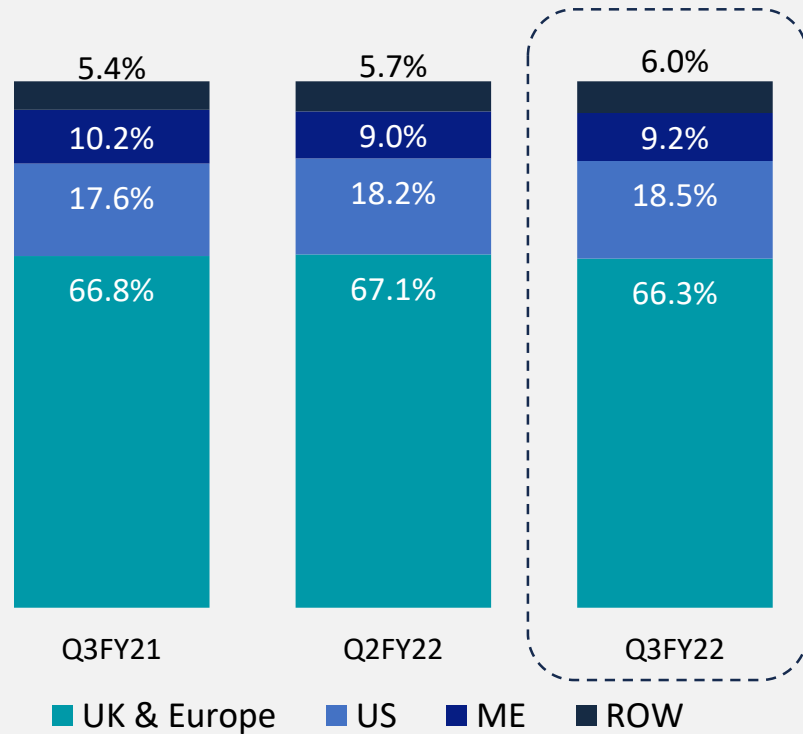
Operating Metrics Q3FY22

Strengthening our business		Q3FY22	Q2FY22	Q3FY21
Client Base	New Clients Added	25	45	57
	Active Client during the Quarter	421	447	472
	Top 5	28.5%	30.8%	30.4%
	Top 10	44.4%	45.3%	44.2%
Employee Base	Total Employee	4,785	4,510	3,602
	- Offshore	3,581	3,411	2,541
	- Onsite	1,204	1,099	1,061
	- Diversity (Women employees)	27.1%	26.9%	25.6%
DSO	LTM attrition	28.0%	24.2%	12.3%
	Days	76	76	73
FX Hedges for next 12 months	Value (In mn) – £	11.7	11.1	11.9
	Average rate/ Rs.	105.6	104.7	101.0
	Value (In mn) – \$	11.6	8.5	3.0
	Average rate/ Rs.	77.9	77.1	76.5

Balancing our portfolio

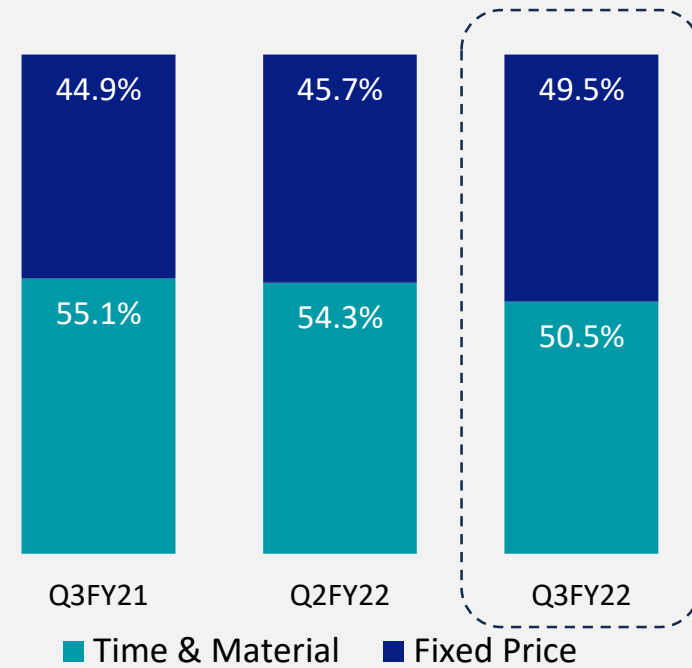
Revenue Analysis Q3FY22 - Consolidated

Revenue by Market Region*



* ROW includes India, Singapore, Malaysia and Australia

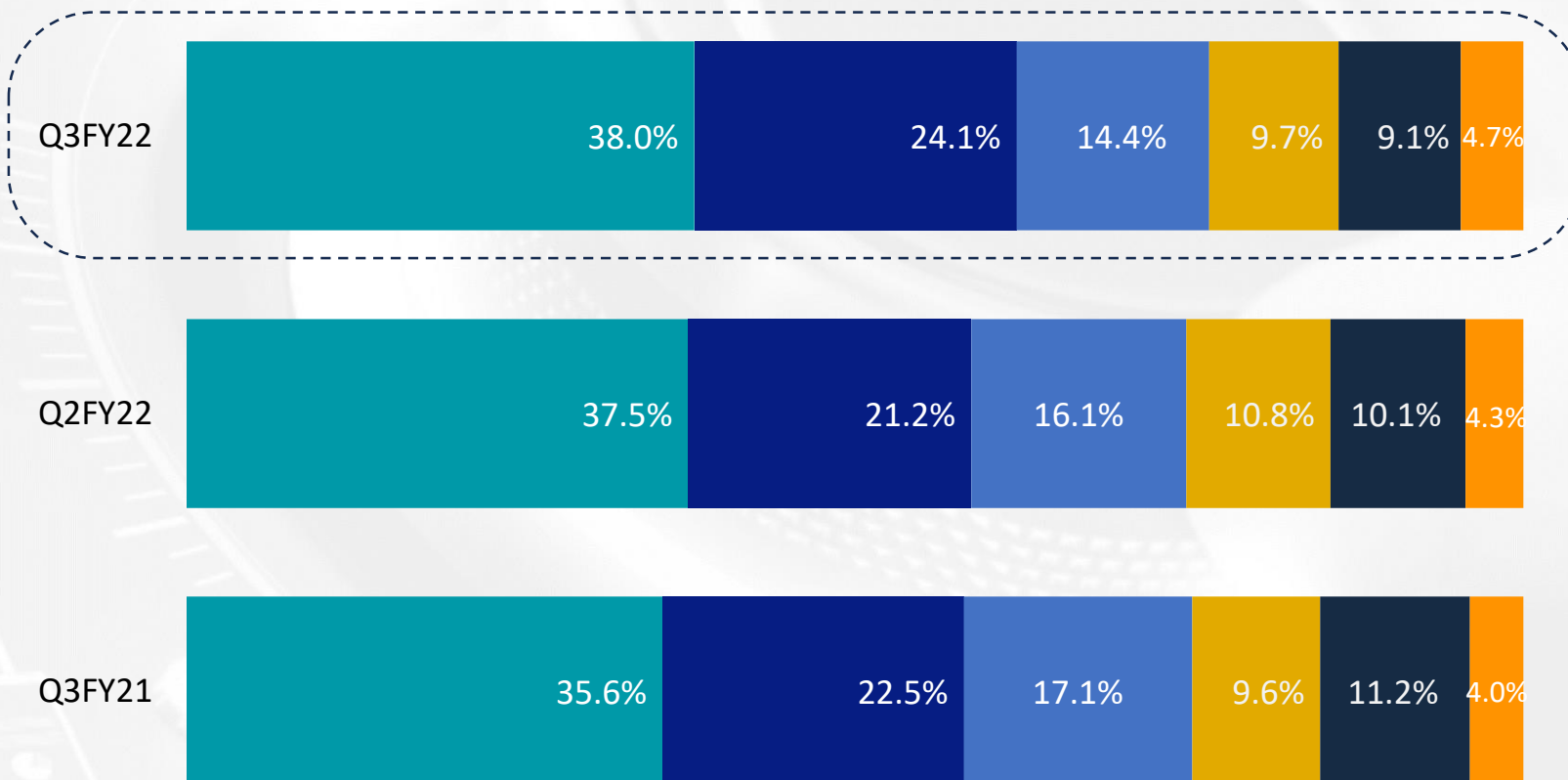
Revenue by Contract Type



Operational Performance

Revenue By Industry Segments* Q3FY22 – Consolidated

- Government & Education
- Health & Life Sciences
- Retail/ Consumer
- Manufacturing, Engineering & Utilities
- Financial Services
- Tech, Media & Services

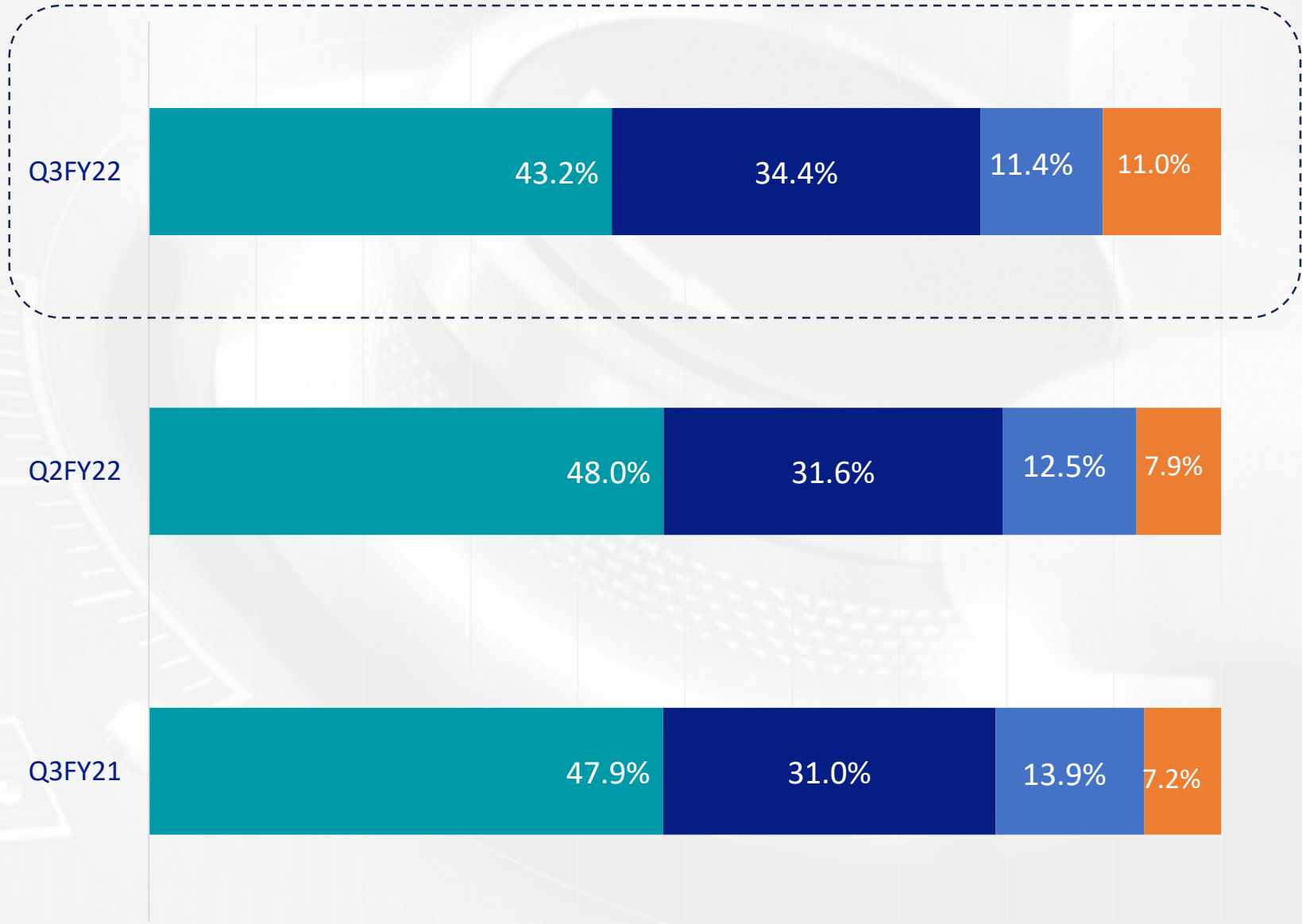


Note (*) : Reclassification of industry segments in Q3FY22

Operational Performance

Revenue By Practice Line* Q3FY22 – Consolidated

- Digital & Application Engineering
- Oracle Cloud & Enterprise Apps
- Digital Commerce & Experience
- Data, Automation and AI



Note (*) : Reclassification of practice lines

Key Wins For The Quarter



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Key wins for the quarter

Public Sector & Government

UK

Client: UK Government Department

About the deal:

Mastek will develop key applications for Army personnel to enable usage of enterprise systems Anytime Anywhere

Mastek won re-bid for multi-year flagship 'Identity and Access Management Service' which will be delivering department's vision of '*a single identity for all*' & will help in mitigating security risks and improve productivity

UK

Client: Vehicle Certification Agency (VCA) is the designated UK Vehicle Approval authority

About the deal: Powered by Mastek's integration expertise across Secure Government Services, Mastek has been trusted by VCA to provide a trial "Architecture As A Service" supporting their transformation objectives with growth potential

UK

Client: The Council provides local government services to ~435,000 residents and is responsible for schools, social services, county roads, planning, and leisure services

About the deal: Mastek will help the customer to migrate from SAP to Oracle Cloud, through which customer would achieve single integrated cloud-based ERP solution and lower TCO, higher ROI with greater business efficiency

Key wins for the quarter

Healthcare and Lifesciences

UK

Client: NHS Digital

About the deal: Mastek's largest deal win under Data & Automation in Healthcare. It is a major 4 year contract wherein Mastek will design, develop & operate national IT & data services that will support clinicians at work, help patient get the best care, and use of data to improve health of citizens.

Programs intends to drive data intelligence to ensure patient safety at national level for the use of medical devices and implants

Americas

Client: A leading US based in-home healthcare service provider that provides quality care through local hospitals and local care agencies to deliver superior patient experience

About the deal: A large multi-million dollar, Cloud Managed Services deal with the client. This builds on the successful multi-tower Oracle cloud implementation that went live recently. Mastek will support the customer to drive a clinically driven operational model, to serve high-quality medical staff and provide comprehensive health care package with tools to ensure business alignment from a cost, productivity and operational perspective

AMEA

Client: A leading bio-tech specialist clinical research organisation in Australia

About the deal: The customer selected Mastek as their preferred partner, to strengthen their business operations using Oracle HCM Cloud solution. This will help the client in achieving unified data from clinical trials and streamlining automated safety case management

Key wins for the quarter

Financial Services

UK

Client: A UK based international home and digital credit business, lending to close to 2mn customers across Europe, Mexico & Australia

About the deal: Mastek would transform the Core Banking Platform using AI, Analytics, AWS & Microservices, increase DevSepOps adoption & reduce time to market for product launches/critical regulatory changes. Mastek will provide integration services for complex ecosystem of applications, tools & technologies

AMEA

Client: The client is one of the largest private sector general (non-life) insurance company based in India

About the deal: Mastek has been selected as a Digital System Integrator for application management, support, technology upgrade (modernisation) and transformation of their existing Claims Management System

Key wins for the quarter

Travel & Logistics

Americas

Client: A billion dollar company and nation's largest asset-based truckload carriers by revenue, providing services throughout the USA and North America

About the deal: Mastek has entered into a partnership and a transformation win, with the Client. The deal had fierce competition from large SI's and scope includes implementing multi-pillar Oracle Cloud solutions (ERP, EPM, SCM, CPQ) to maximize their operational excellence, offering a richer set of results, that will lead to improved business outcomes

Media/ Services

Americas

Client: Sales and marketing company for consumer-packaged goods

About the deal:

Mastek won a multi-million dollar, integrated solution deal for a Marketing & Sales Agency with 20,000 employees serving Retail/ Consumer clients. Mastek will transform the customer's value chain from front to back-office applications with Oracle Lead to Cash cloud solutions, Salesforce CPQ and various other bespoke API & Microservices

Manufacturing

AMEA

Client: The client, an Indian entity, is a part of world's largest company manufacturing & distributing industrial gases

About the deal: Mastek has been selected as a Digital System Integrator to provide support, improvement and transformation services around their digital technology landscape. Mastek will initially provide services for an existing legacy application and thereafter extend to other non-SAP applications



THANK YOU

Questions & Answers