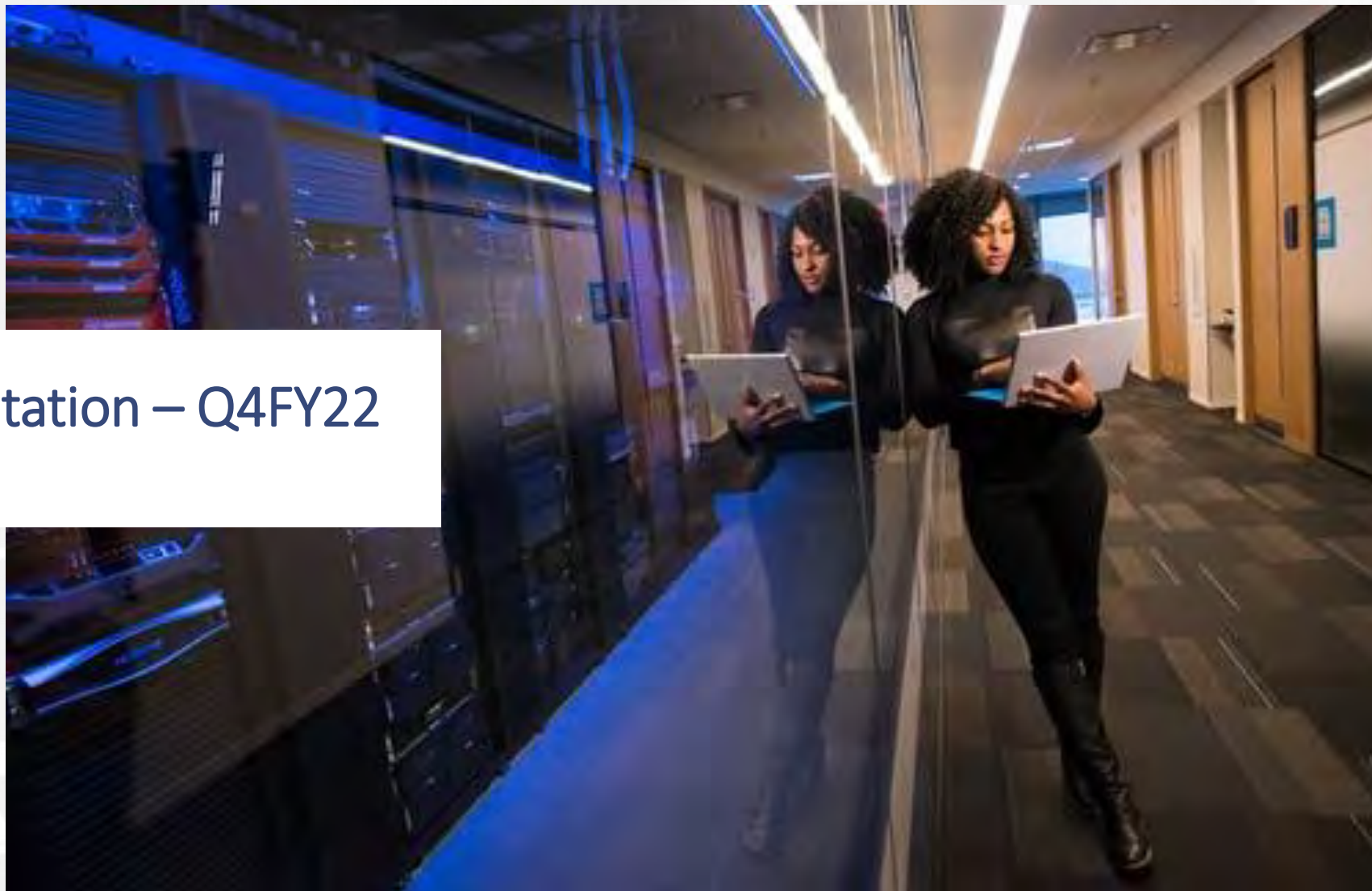


Investor Presentation – Q4FY22

19 April 2022



Trust. Value. Velocity



*Presented by:
Hiral Chandrana | Global Chief Executive Officer, Mastek
Arun Agarwal | Global Chief Financial Officer, Mastek*

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Highlights of the Quarter



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Highlights of FY22

▲ **26.8%**
Revenue growth
YoY

▲ **26.9%**
Op. EBITDA growth
YoY

▲ **32.4%**
PAT growth
YoY

Q4FY22 revenue at Rs 581.5 crore



20.3% YoY revenue growth

PAT grew by 16.5% YoY

Q4
FY
22



Rs 88.2 crore PAT
in Q4FY22, 16.5%
improvement YoY

TCV of \$65 mn +



**3 year multi-million
deal with Home
Office in UK**

**12 Months Order
backlog at US\$ 193.8 mn**

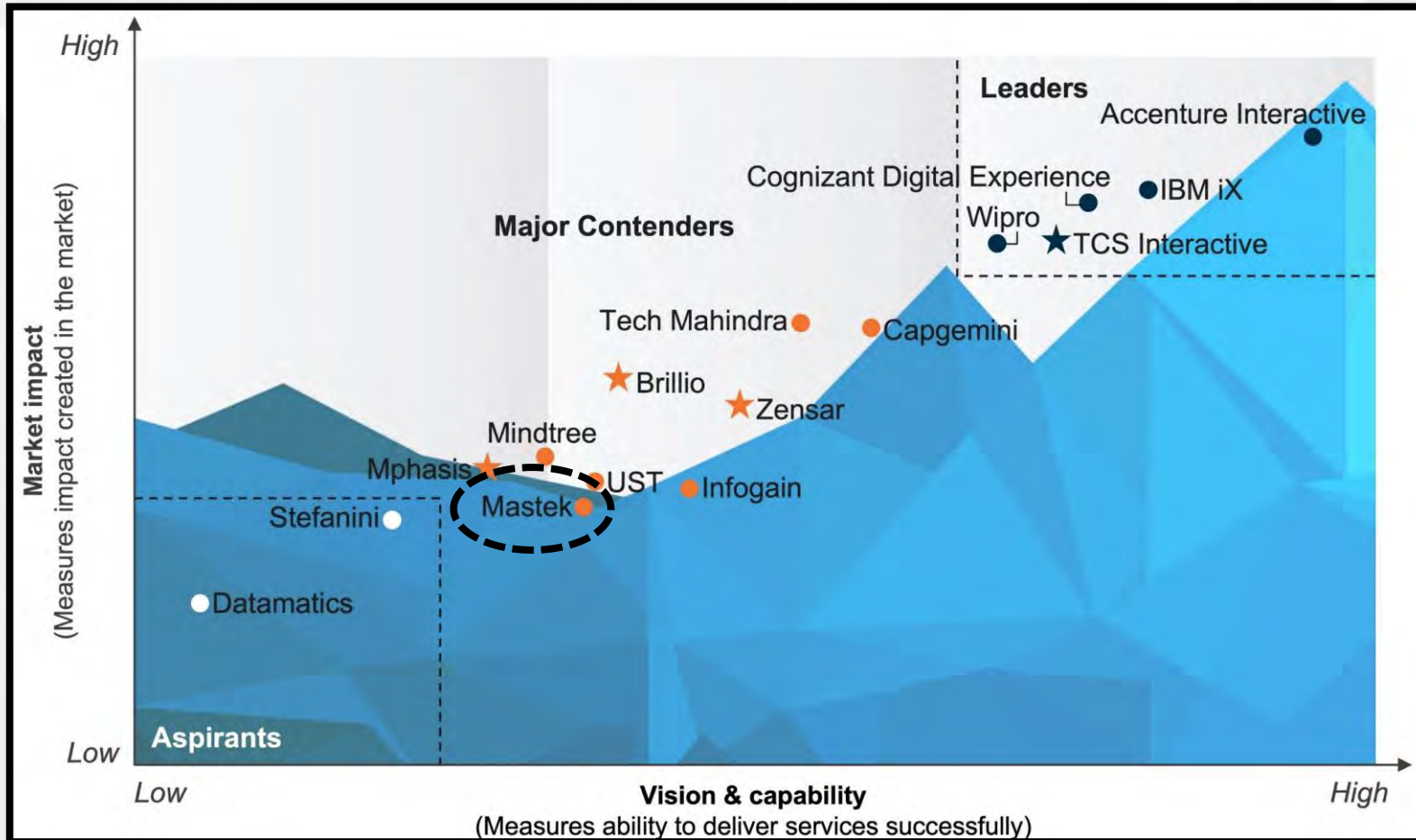


**12 months order
backlog grew by 30.0%
Y-o-Y**

Recommended final dividend of 240% or Rs 12 per share

Awards & Recognitions

Digital Interactive Experience Services PEAK Matrix® Assessment 2022 by Everest Group



Mastek featured as a 'Major Contender' in an assessment of 16 leading service providers in Everest Group's Digital Interactive Experience (DIX) Services PEAK Matrix® evaluation framework*

Awards & Recognitions



Mastek is listed in the third edition of The Economic Times India's Growth Champions 2022



Global CHRO, Maninder Kapoor Puri, has been awarded the "CHRO of the Year" & Mastek has been recognized as the "Best Employee Relations and Engagement Strategy"



Dr. Mahesh Juttiyavar was the winner of the prestigious "8th Annual DynamicCISO Excellence Awards 2022" for his innovative work



Recognised as "The Best Organisation To Work For Women 2022" by ET Edge - An Economic Times Initiative



Arun Agarwal, Global CFO, has been awarded CFO India's 12th Annual CFO100 Roll of Honor in recognition of Arun's exceptional contribution to corporate finance and the phenomenal work undertaken at the Mastek Group for M&A

Financial Performance



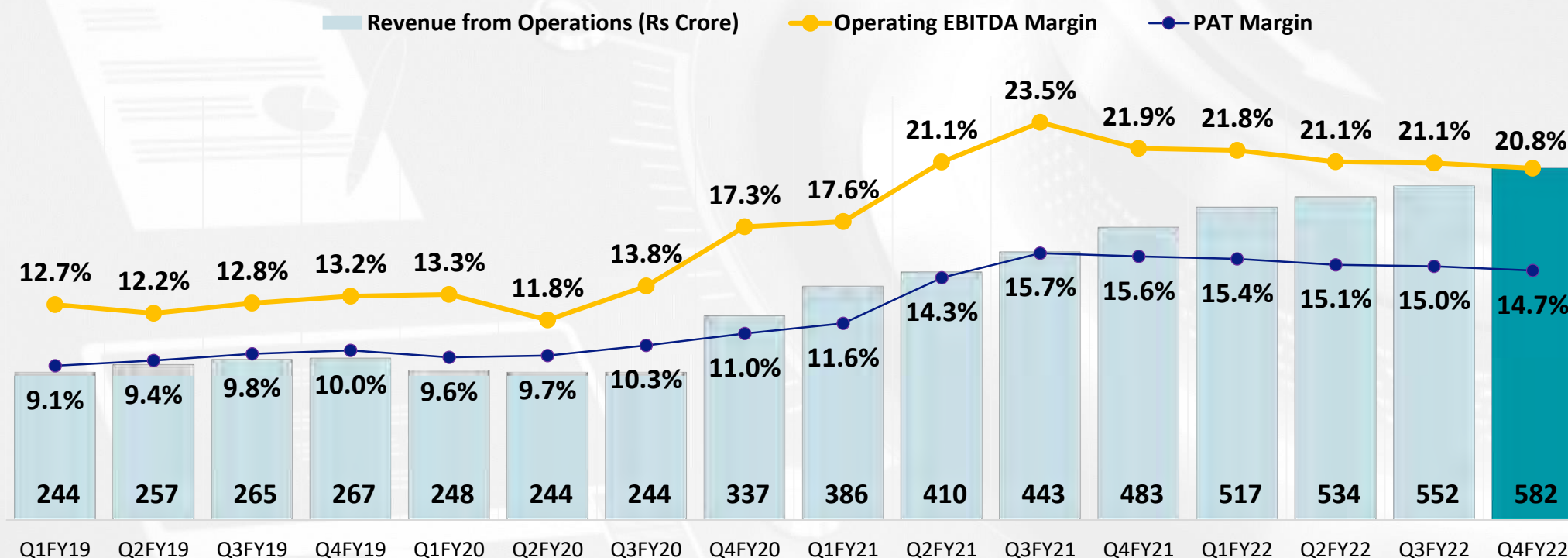
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Consistent Financial Performance



▲ **5.4%**
Revenue growth
QoQ

▲ **3.8 %**
Op. EBITDA
growth QoQ

▲ **5.7%**
PAT growth
QoQ

Financial Summary – Q4FY22

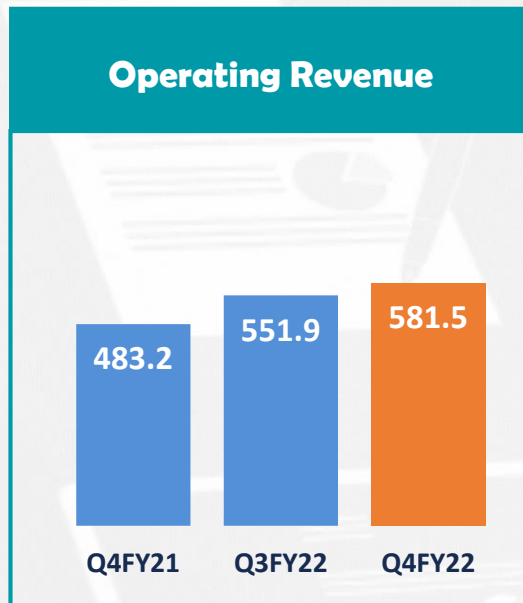
Key Performance Metrics		Q4FY22	Q3FY22	Q4FY21	Growth QoQ	Growth YoY
Revenue	Revenue from Operations (\$mn)	\$77.2	\$73.6	\$65.9	5.3% (CC)	18.3% (CC)
	Revenue from Operations (Rs Crore)	581.5	551.9	483.2	5.4%	20.3%
	Other Income (Rs Crore)	17.9	5.7	3.2	212.4%	453.4%
	Total Income (Rs Crore)	599.5	557.7	486.5	7.5%	23.2%
Margins (Rs Crore)	Op. EBITDA	120.7	116.2	105.9	3.8%	13.9%
	Total EBITDA	138.6	122.0	109.2	13.7%	27.0%
	PBT	123.9	109.8	97.2	12.9%	27.5%
	PAT	88.2	83.5	75.7	5.7%	16.5%
Margin (%)	Op. EBITDA	20.8%	21.1%	21.9%	(31) bps	(117) bps
	Total EBITDA	23.1%	21.9%	22.4%	125 bps	68 bps
	PBT	20.7%	19.7%	20.0%	98 bps	69 bps
	PAT	14.7%	15.0%	15.6%	(25) bps	(85) bps
EPS (Rs)*	Basic	26.7	24.8	24.1		
	Diluted	26.1	24.2	23.3		

Financial Summary – FY22

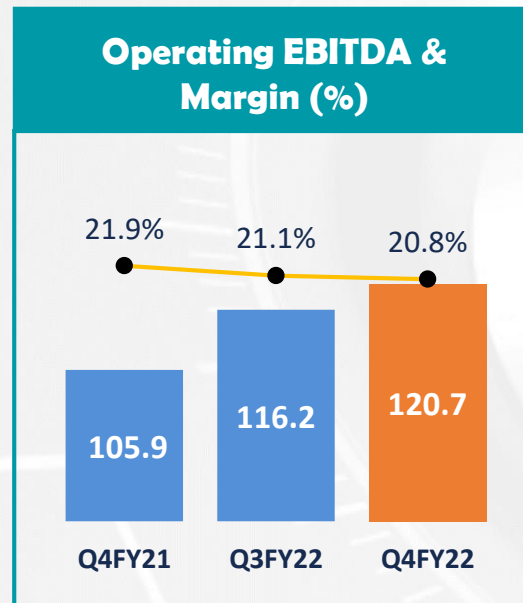
Key Performance Metrics		FY22	FY21	Growth YoY
Revenue	Revenue from Operations (\$mn)	\$293.0	\$231.9	22.5% (CC)
	Revenue from Operations (Rs Crore)	2,183.8	1,721.9	26.8%
	Other Income (Rs Crore)	36.1	27.9	29.3%
	Total Income (Rs Crore)	2,219.9	1,749.8	26.9%
Margins (Rs Crore)	Op. EBITDA	462.5	364.5	26.9%
	Total EBITDA	498.6	392.4	27.1%
	PBT	448.0	339.3	32.0%
	PAT	333.4	251.8	32.4%
Margin (%)	Op. EBITDA	21.2%	21.2%	1 bps
	Total EBITDA	22.5%	22.4%	4 bps
	PBT	20.2%	19.4%	79 bps
	PAT	15.0%	14.4%	63 bps
EPS (Rs)	Basic	106.5	84.9	
	Diluted	103.8	81.9	

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

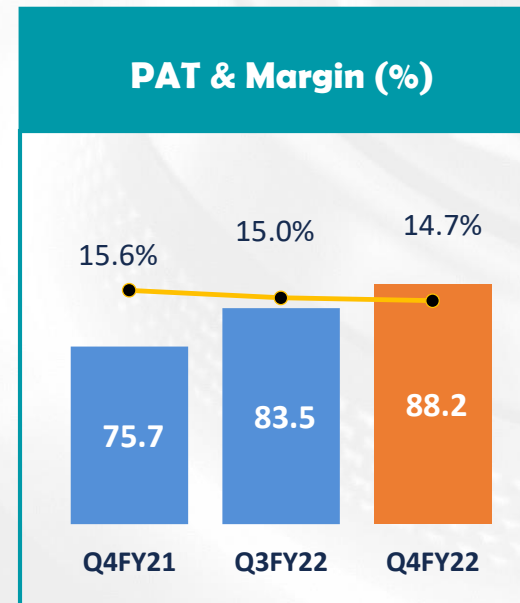
Consolidated Financial Highlights Q4FY22



- ▲ 5.4% QoQ
- ▲ 5.3% QoQ (CC)
- ▲ 20.3% YoY
- ▲ 18.3% YoY (CC)



- ▲ 3.8% QoQ
- ▲ 13.9% YoY



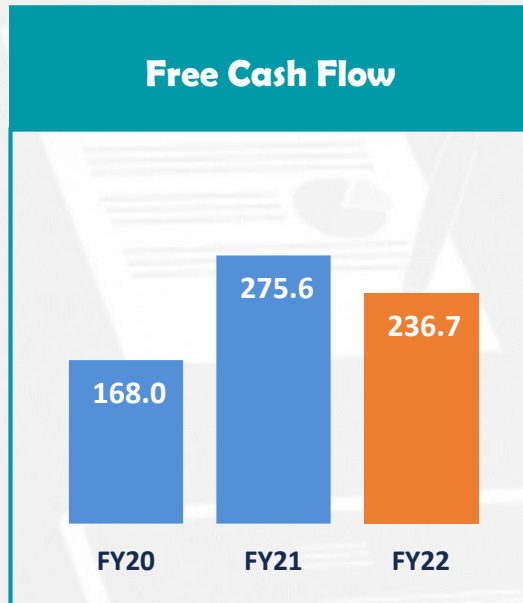
- ▲ 5.7% QoQ
- ▲ 16.5% YoY



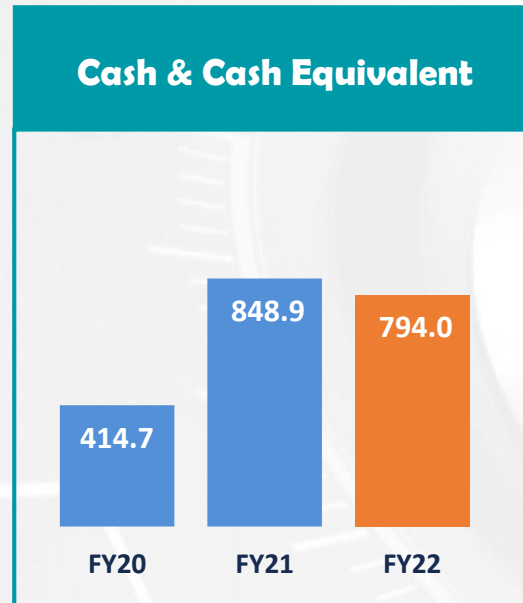
- ▲ 15.6% QoQ
- ▲ 15.5% QoQ (CC)
- ▲ 30.0% YoY
- ▲ 29.5% YoY (CC)

Strengthening the Balance Sheet (Figures in Rs Crore)

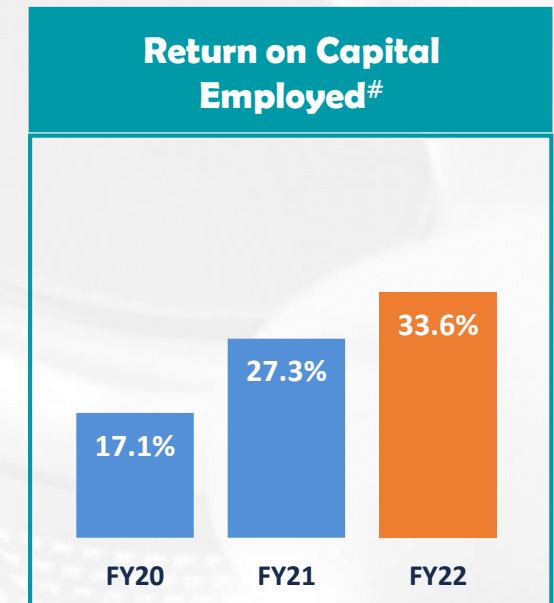
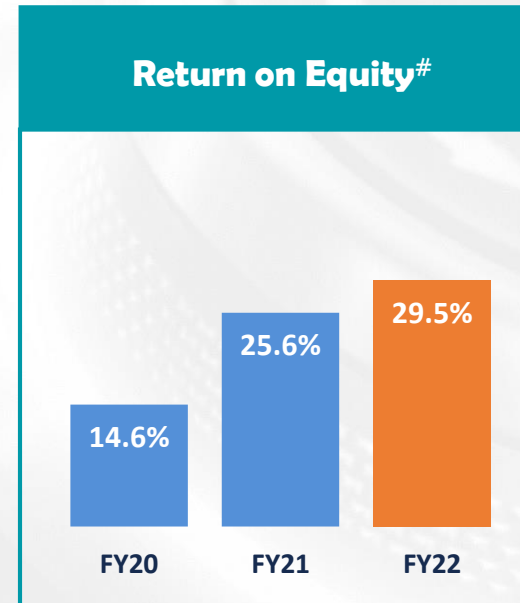
Balance Sheet Metrics FY22 - Consolidated



FCF to PAT:
FY22: 71.0%
FY21: 109.5%
FY20: 147.6%



Net Cash:
FY22: Rs 603.3 cr
FY21: Rs 588.6 cr
FY20: Rs 81.0 cr



[#] Return on Equity = PAT/Average Networkth; Return on Capital Employed = EBIT/Average Capital Employed

Operational Performance



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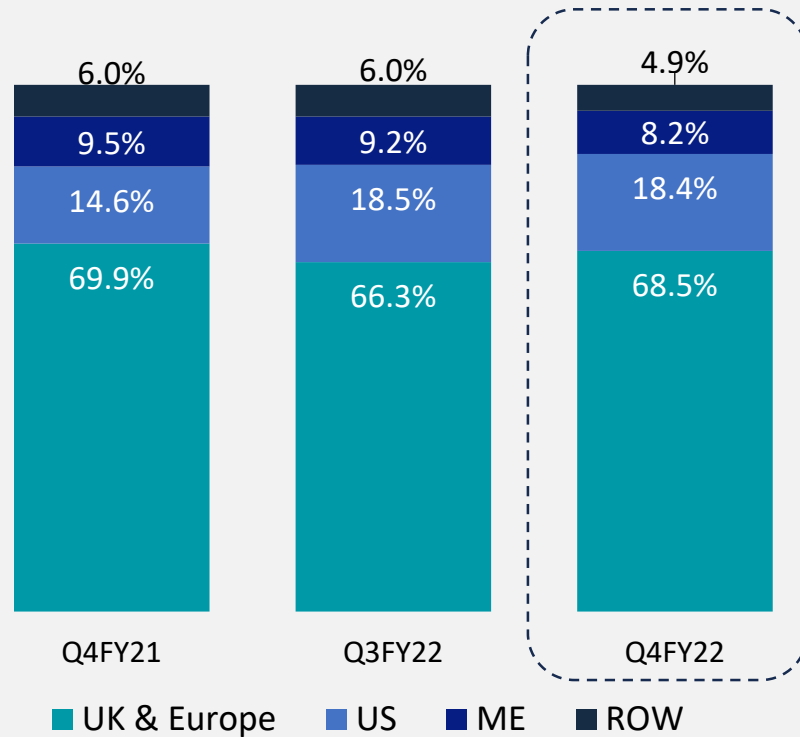
Operating Metrics Q4FY22

Strengthening our business		Q4FY22	Q3FY22	Q4FY21
Client Base	New Clients Added	49	25	45
	Active Client during the Quarter	450	421	639
	Top 5	30.1%	28.5%	33.3%
	Top 10	43.1%	44.4%	47.1%
Employee Base	Total Employee	4,977	4,785	3,792
	- Offshore	3,682	3,581	2,674
	- Onsite	1,295	1,204	1,118
	- Diversity (Women employees)	27.6%	27.1%	25.3%
DSO	LTM attrition	28.0%	28.0%	14.3%
	Days	82	76	75
FX Hedges for next 12 months	Value (In mn) – £	10.9	11.7	11.3
	Average rate/ Rs.	106.8	105.6	102.6
	Value (In mn) – \$	13.1	11.6	4.6
	Average rate/ Rs.	78.6	77.9	76.3

Balancing our portfolio

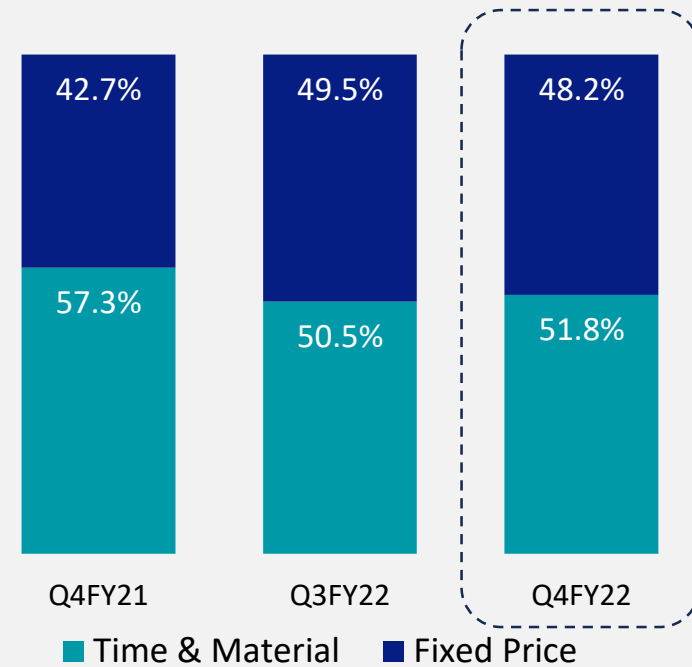
Revenue Analysis Q4FY22 - Consolidated

Revenue by Market Region*



* ROW includes India, Singapore, Malaysia and Australia

Revenue by Contract Type



Operational Performance

Revenue By Industry Segments* Q4FY22 – Consolidated

■ Government & Education

■ Health & Life Sciences

■ Retail/ Consumer

■ Manufacturing & Technology

■ Financial Services

Q4FY22

38.2%

22.8%

14.5%

12.9%

11.6%

Q3FY22

38.0%

24.1%

14.4%

12.7%

10.8%

Q4FY21

35.0%

28.0%

13.8%

10.9%

12.3%

Operational Performance

Revenue By Practice Line Q4FY22 – Consolidated

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

Q4FY22

40.8%

35.5%

11.2%

12.5%

Q3FY22

43.2%

34.4%

11.4%

11.0%

Q4FY21

48.8%

30.7%

11.8%

8.7%

Key Wins For The Quarter



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Key wins for the quarter

Government

UK

Client: Ministerial department of the UK government

About the deal: 3 year multi-million deal for delivering UK's New Plan for Immigration in the Asylum and Refugee management context and delivering of transformative initiatives to Asylum business operations. End-to-end Portfolio of services include full GDS lifecycle, system design and delivery using Agile DevSecOps and Vertical Managed Services

ANZ

Client: The New Zealand crown entity investing in natural disaster research

About the deal: With the best experience that Mastek has provided to the customer in the implementation phase of Oracle ERP, HCM & Procurement Cloud, customer selected us again as Application Enhancement Services Partner for a three-year term with a further three-year extension post the initial period. This implementation was the first implementation we have completed in New Zealand and we successfully took the customer live in January 2022

UK

Client: Ministerial department of the UK government

About the deal: 3 year multi-million deal win for providing end-to-end Integration Services on strategic platform ATLAS and creation of Digital Dashboards for Immigration, Border Force and UK Visas business operations. End-to-end portfolio of services include full GDS lifecycle, system design and delivery using Agile DevSecOps and Vertical Managed Services

Key wins for the quarter

Healthcare and Lifesciences

UK

Client: UK's leading provider of business support services to NHS

About the deal: Mastek's largest deal win under Oracle Cloud in Healthcare for the quarter. Mastek will help the trust (78 entities) to migrate from Oracle EBS to Oracle Cloud. With this transformation, Mastek will enable the customer, to continue to deliver savings, thereby releasing more money, so that the trust can improve health, innovate to save lives and deliver better outcomes with care and compassion

Americas

Client: A Global developer and manufacturer of chromatography columns, sample preparation and collection products, reference standards, and instrument accessories

About the deal: A large multi-service line win to modernize customer's e-commerce platform and adjacent systems for enabling better interaction, service capability and transactions with its distributors & channel partners. A "Direct to Partner" solution that would leverage multiple Oracle technologies including Commerce, CPQ & Content Management to deliver world-class experience

Americas

Client: A provider of emergency department services in the US

About the deal: Mastek will help the customer in transition from Hyperion to Oracle Cloud, thereby achieving enhanced organizational reporting, quicker analysis and decision making. The advanced system helps them in reducing the number of days to close per cycle, saving time and gaining agility

Key wins for the quarter

Retail & Consumer

Americas

Client: Leading Office & Residential furniture rental services company with operations in more than 80 countries

About the deal: As a Strategic Technology Partner, Mastek has been selected by the customer to provide Managed Services to support & enhance its business enabling eCommerce applications. A three-year contract that would ensure smooth functioning of customer's online business and better productivity and experience for its direct customers and channel partners

Education

UK

Client: One of the UK's leading and world's top 100 universities

About the deal: Mastek won the deal because of profound understanding of universities and how they work, as well as our GLIDE Program. We are implementing Oracle ERP & SCM Cloud to reduce costs by centralizing and automating their transactional processes

Technology

UK

Client: A global supplier of mission-critical software solutions for automotive finance, leasing, fleet, and mobility management companies

About the deal: Mastek is partnering with this organization in the multi-country rollouts and implementation of their solutions to various automotive leasing companies as a Program Lead and Systems Integrator

Key wins for the quarter

Manufacturing

Americas

Client: North America based full-service winery chain specializing in handcrafted wine, modern casual dining and retail

About the deal: Mastek has entered into a partnership for 2 years, to provide managed services deal for Oracle Financials and EPM Cloud, which will support their Financials and EPM environments

Americas

Client: A global leader in professional bicycles that designs, manufactures and markets bicycles and components, globally.

About the deal: As a leading IT Partner, Mastek has enabled the customer in modernizing its Digital commerce platform to provide enhanced experience to its channel partners & customers. Continuing the partnership, Customer has signed a 2 year Managed Services contract with Mastek. Mastek would support & enhance customer's Digital Commerce applications and provide smooth experience to the stakeholders



THANK YOU

Questions & Answers