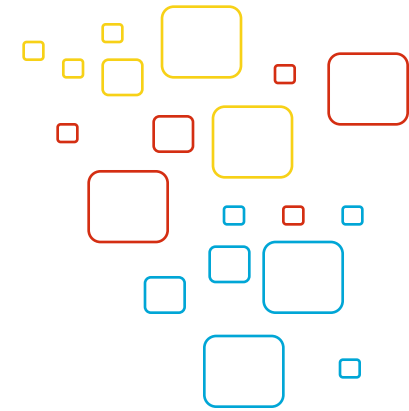


A high end provider of Enterprise Technology Solutions
that enable Business Transformation in selected verticals



Investor Presentation – Q2 FY17

18 October 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

Agenda



01 | **Quarter Highlights**

02 | Financial Performance

03 | Operating Metrics

Performance Highlights – Q2FY17



❑ Revenue:

- Total income was Rs 128.4 crore, down 3.9% on Q-o-Q basis
- Operating Income of Rs 125.9 crore, down 3.2% Q-o-Q in rupee terms
- Constant currency revenue growth of 1.5% on Q-o-Q basis

❑ Profit:

- EBITDA was Rs 13.8 crore, up 27.3% on Q-o-Q basis
- EBITDA Margin of 10.7% in Q2FY17 as against 8.1% in Q1FY17
- PBT was Rs 10.3 crore v/s Rs 7.7 crore in Q1FY17; up 34.1% on Q-o-Q basis
- Net Profit stood at Rs 7.7 crore, up 113.7% on Q-o-Q basis
- Net Profit Margin of 6.0% in Q2FY17 as against 2.7% in Q1FY17

❑ Cash & Cash Equivalent:

- Cash and cash equivalents of Rs 138 crore as on 30th September, 2016

❑ Order Backlog:

- 12M Backlog was Rs 220.1 crore (£ 25.3 mn) as on 30th September, 2016 as against Rs. 216.5 crore (£ 23.8 mn) in Q1FY17

Performance Highlights – H1FY17



❑ Revenue:

- Total income was Rs 262.0 crore, down 5.1% on Y-o-Y basis
- Operating Income of Rs 255.9 crore, down 3.4% in rupee terms on Y-o-Y basis
- Constant currency revenue growth of 1.4% on Y-o-Y basis

❑ Profit:

- EBITDA was Rs 24.6 crore, down 3.4% on Y-o-Y basis
- EBITDA Margin of 9.4% in H1FY17 as against 9.2% in H1FY16
- PBT was Rs 18.0 crore v/s Rs 15.8 crore in H1FY16; up 13.6% on Y-o-Y basis
- Net Profit stood at Rs 11.2 crore, up 58.4% on Y-o-Y basis
- Net Profit Margin of 4.3% in H1FY17 as against 2.6% in H1FY16

❑ Dividend:

- Declared an interim dividend of 20% i.e Rs 1/- per share

Operating Metrics Highlights – Q2FY17



❑ Client:

- Added 8 new logos
- Total active client 91 (LTM)
- Top 5 Client revenue 52.3%
- Top 10 Client revenue 73.1%

❑ Employee:

- Total Employee 1,317 (offshore: 923; onsite: 394) as on 30th September, 2016 as against 1,302 (offshore: 924; onsite: 378) as on 30th June, 2016

❑ Billable Utilization stood at 81.5% as against 80.2% in Q1FY17

❑ DSO stood at 63 days as on 30th September, 2016 as against 55 days as on 30th June, 2016

❑ Total FX Hedges include GBP 11.5 mn @ Rs 107.1/-

Agenda



01 | Quarter Highlights

02 | **Financial Performance**

03 | Operating Metrics

Key Financials



Particulars	Metrics	Q2FY17	Q1FY17	QoQ Growth	Q2FY16	YoY Growth	H1FY17	H1FY16	YoY Growth
Revenue (INR Cr)	Total Income from operations	125.9	130.1	-3.2%	131.6	-4.3%	255.9	264.9	-3.4%
	Other Income	2.5	3.5	-28.5%	5.4	-53.1%	6.1	11.2	-45.6%
	Total Income	128.4	133.6	-3.9%	137.0	-6.3%	262.0	276.1	-5.1%
Margins (INR Cr)	EBITDA	13.8	10.8	27.3%	8.9	55.4%	24.6	25.4	-3.4%
	PBT	10.3	7.7	34.1%	5.3	96.0%	18.0	15.8	13.6%
	PAT	7.7	3.6	113.7%	2.7	187.6%	11.2	7.1	58.4%
Margin (%)	EBITDA	10.7%	8.1%		6.5%		9.4%	9.2%	
	PBT	8.0%	5.8%		3.8%		6.9%	5.7%	
	PAT	6.0%	2.7%		1.9%		4.3%	2.6%	
EPS (INR)	Basic	3.3	1.6		1.2		4.9	3.1	
	Diluted	3.2	1.5		1.1		4.7	2.9	

- The growth for the quarter was driven by the ongoing operational improvement initiatives, effective cost management and decrease in tax expense

Agenda



01 | Quarter Highlights

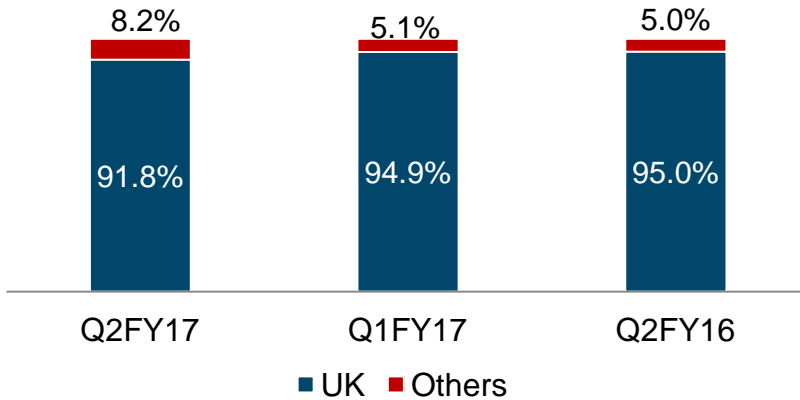
02 | Financial Performance

03 | **Operating Metrics**

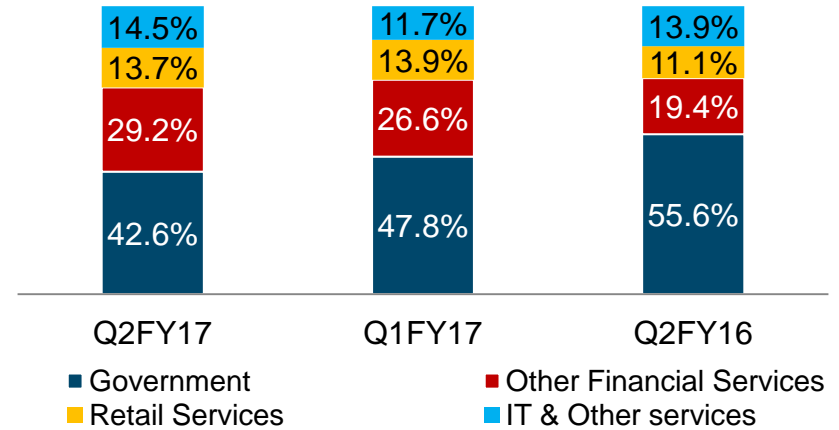
Revenue Analysis



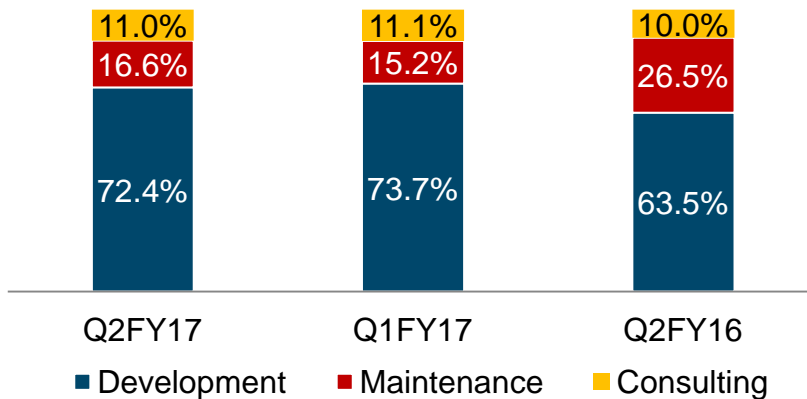
Revenue by Region



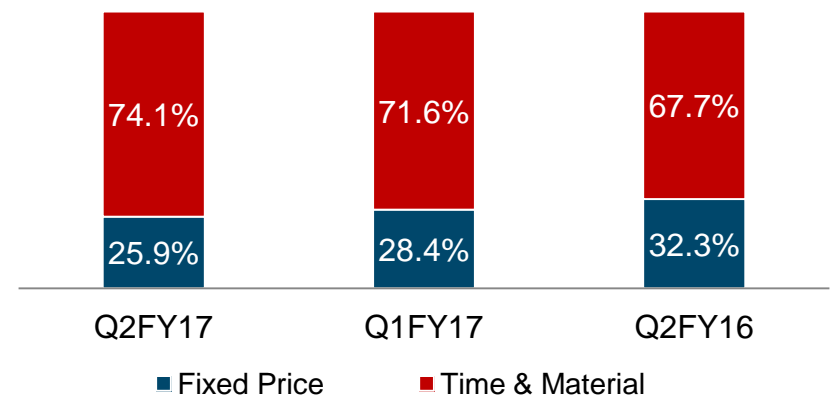
Revenue by Industry



Revenue by Offerings



Revenue by Type



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 (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>