



# Investor Presentation

Performance Overview: Q1 FY'19

**Presented by:**

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**Abhishek Singh | Group CFO**

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# Disclaimer

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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](http://www.mastek.com). Mastek Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

# Award: Midcap Technology Company of the Year – IT



- ✓ Won an award for “**OUTSTANDING CONTRIBUTION - IT**” at the 1<sup>st</sup> edition of the CNBC-AWAAZ CEO Awards on 7<sup>th</sup> July, 2018
- ✓ Award is given to honor and celebrate the outstanding contribution of companies that have excelled in building profitable, sustainable and socially conscious businesses
- ✓ Chosen for our outstanding contribution in the IT Sector for an inspiring journey along with our impeccable credentials

Mr. Ashank Desai, Co-founder and Director received the award on Company’s behalf



# Agenda

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## Topics for Discussion

- 1 | **Financial Performance**
- 2 | Operational Performance
- 3 | Questions & Answers

# Financial Performance Q1 FY'19



## Comparison: Year-on-Year

### □ Revenue: Consistent Growth

- ✓ Operating Income of Rs 244.0 crore vs Rs 185.6 crore, up 31.5% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 23.7% on Y-o-Y basis
- ✓ Total income was Rs 247.2 crore vs Rs 188.0 crore, up 31.5% Y-o-Y in rupee terms

### □ Profit: Growth in Earnings; Improvement in Quality of Earnings

- ✓ Operating EBITDA was Rs 30.9 crore vs Rs 22.4 crore, up 38.2% Y-o-Y basis
- ✓ Operating EBITDA expanded by 61bps; from 12.7% of Op. revenue in Q1 FY'19 vs 12.1% in Q1 FY'18.
- ✓ Total EBITDA stood at Rs 34.1 crore (13.8% of total income) in Q1 FY'19 vs Rs 24.8 crore (13.2% of total income) in Q1 FY'18
- ✓ Net Profit stood at Rs 22.5 crore vs Rs 14.7 crore; up 53.2% Y-o-Y basis
- ✓ Net Profit Margin of 9.1% in Q1 FY'19 as against 7.8% in Q1 FY'18

### □ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stand at Rs 200.4 crore as on 30<sup>th</sup> June, 2018 as compared to Rs 150.4 crore as on 30<sup>th</sup> June, 2017. Repaid US\$ 1.25 Mn during the quarter (first tranche of US\$ 10 Mn term loan).

### □ Order Backlog:

- ✓ 12 month Backlog was Rs 504.1 crore (£ 56.0 mn) as on 30<sup>th</sup> June, 2018 as compared to Rs 344.6 crore (£41.1 mn) as on 30<sup>th</sup> June, 2017

# Financial Performance Q1 FY'19



## Comparison: Quarter-on-Quarter

### ☐ Revenue: Consistent Growth

- ✓ Operating Income of Rs 244.0 crore vs Rs 223.7 crore, up 9.1% Q-o-Q in rupee terms
- ✓ Constant currency revenue growth of 6.7% on Q-o-Q basis
- ✓ Total income was Rs 247.2 crore vs Rs 230.8 crore, up 7.1% on Q-o-Q in rupee terms

### ☐ Profit: Growth in Earnings; Improvement in Quality of Earnings

- ✓ Operating EBITDA was Rs 30.9 crore vs Rs 27.8 crore, up by 11.1% Q-o-Q basis
- ✓ Operating EBITDA expanded by 23bps; from 12.7% of Op. revenue in Q1 FY'19 vs 12.4% in Q4 FY'18.
- ✓ Total EBITDA stood at Rs 34.1 crore (13.8% of total income) in Q1 FY'19 vs Rs 35.0 crore (15.1% of total income) in Q4 FY'18
- ✓ Net Profit stood at Rs 22.5 crore vs Rs 19.4 crore, up by 15.9% on Q-o-Q basis
- ✓ Net Profit Margin of 9.1% in Q1 FY'19 vs 8.4% in Q4 FY'18

### ☐ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 200.4 crore as on 30<sup>th</sup> June, 2018 as compared to 205.7 crore as on 31<sup>st</sup> March, 2018. Repaid US\$ 1.25 Mn during the quarter (first tranche of US\$ 10 Mn term loan).

### ☐ Order Backlog:

- ✓ 12 month Backlog was Rs 504.1 crore (£ 56.0 mn) as on 30<sup>th</sup> June, 2018 as compared to Rs 524.8 crore (£ 56.9 mn) as on 31<sup>st</sup> March, 2018

# Financial Summary Q1 FY'19



## Key Performance Metrics

Particulars	Metrics	Q1 FY'19	Q4 FY'18	QoQ Growth	Q1 FY'18	YoY Growth
Revenue	(Rs. Cr)					
	Income from operations	244.0	223.7	9.1%	185.6	31.5%
	Other Income	3.1	7.1	(56.0%)	2.5	27.8%
	<b>Total Income</b>	<b>247.2</b>	<b>230.8</b>	<b>7.1%</b>	<b>188.0</b>	<b>31.5%</b>
Margins	(Rs. Cr)					
	Operating EBITDA	30.9	27.8	11.1%	22.4	38.2%
	EBITDA	34.1	35.0	(2.5%)	24.8	37.2%
	PBT	28.9	29.8	(3.0%)	18.4	57.2%
	PAT	22.5	19.4	15.9%	14.7	53.2%
Margin	(%)					
	Operating EBITDA	12.7%	12.4%		12.1%	
	EBITDA	13.8%	15.1%		13.2%	
	PBT	11.7%	12.9%		9.8%	
	PAT	9.1%	8.4%		7.8%	
EPS	(Rs.)					
	Basic	9.47	8.19		6.27	
	Diluted	8.88	7.76		5.89	

# Agenda

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## Topics for Discussion

1

Financial Performance

2

**Operational Performance**

3

Questions & Answers



# Operating Metrics Q1 FY'19



## Strengthening Our Business

### ❑ Client Base:

- ✓ Added 7 new logos
- ✓ Total active client 166 (LTM)
- ✓ Top 5 Client revenue 39.8%
- ✓ Top 10 Client revenue 55.5%

### ❑ Employee Base:

- ✓ Total Employee 2,097 (offshore: 1,353; onsite: 744) as on 30<sup>th</sup> June, 2018 as against 2,058 (offshore: 1,327; onsite: 731) as on 31<sup>st</sup> March, 2018

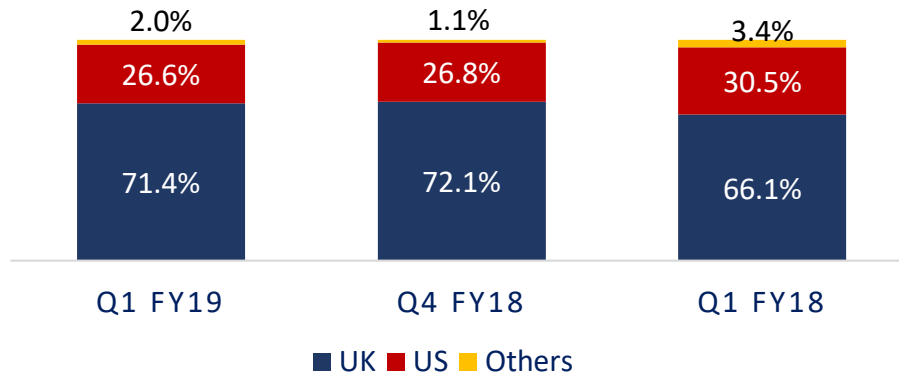
❑ **DSO** stood at 61 days as on 30<sup>th</sup> June, 2018 as against 67 days as on 31<sup>st</sup> March, 2018

❑ **FX Hedges for next 12 months** GBP 10.4 mn @ Rs 91.5/-

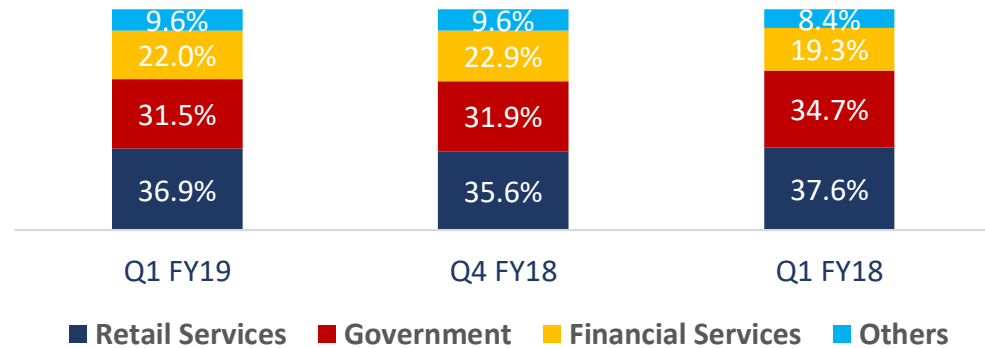
# Revenue Analysis Q1 FY'19

## Balancing Our Portfolio

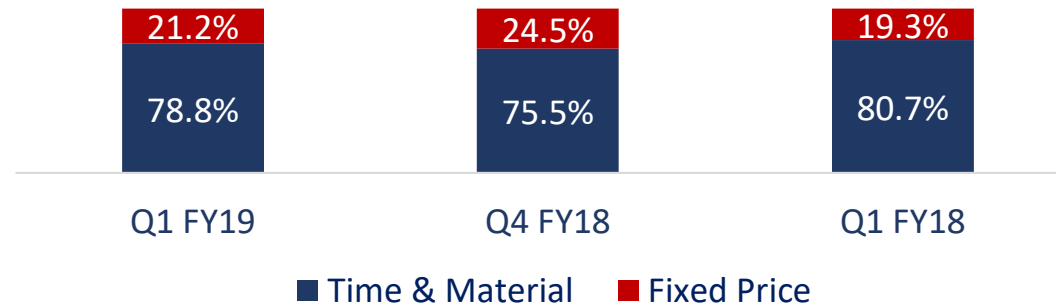
Revenue by Market Region



Revenue by Industry Segment



Revenue by Contract Type

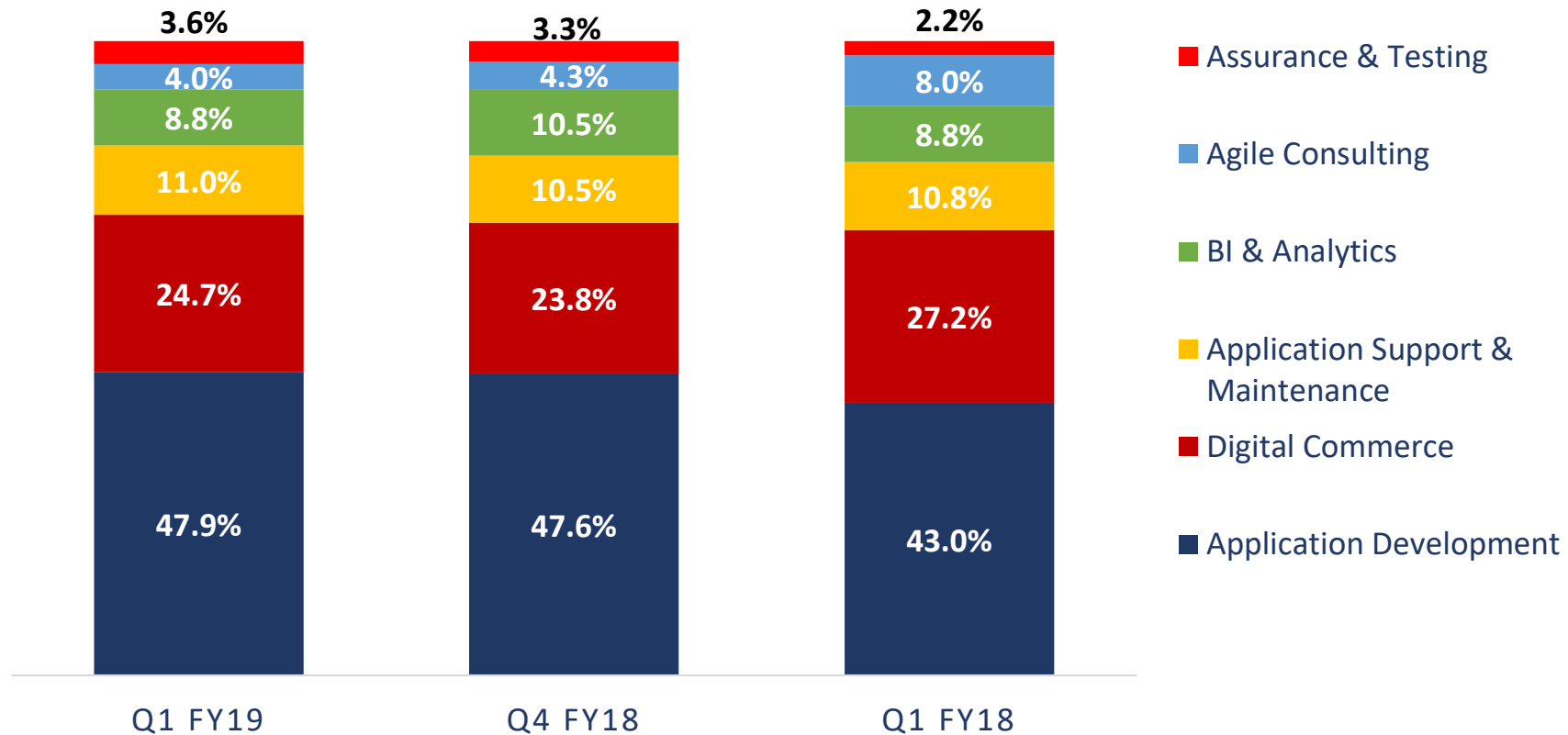


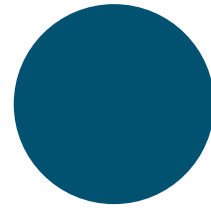
# Revenue Analysis Q1 FY'19



## Revenue By Service Line

Revenue by Service Lines





# END OF PRESENTATION

## About Mastek

Mastek is a publicly held (NSE: MASTEK; BSE: 523704) leading IT player with global operations providing enterprise solutions to government and enterprise organizations worldwide. With its principal offshore delivery facility based at Mumbai, India, Mastek operates in the UK, USA and Indian market 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](http://www.mastek.com) and/or the investors section at [www.mastek.com/financial-information](http://www.mastek.com/financial-information).