



Mastek

Investor Presentation Performance Overview: Q3'19

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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



Financial Performance Q3 FY'19

Comparison: Year-on-Year

- **Revenue: Consistent growth**
 - Total income of Rs 271.0 crore vs Rs 215.3 crore, up 25.9% Y-o-Y
 - Operating income of Rs 265.0 crore vs Rs 209.5 crore, up 26.5% Y-o-Y in rupee terms
 - Constant currency revenue growth of 18.5% on Y-o-Y basis
- **Profit: Growth in Earnings; Improvement in Quality of Earnings**
 - Operating EBITDA of Rs 34.0 crore (12.8% of op. income) vs Rs 25.7 crore (12.3% of op. income)
 - Total EBITDA of Rs 40.0 crore (14.8% of total income) vs Rs 31.5 crore (14.6% of total income)
 - Net Profit stood at Rs 26.5 crore vs Rs 18.4 crore in Q3FY18; up 43.9% Y-o-Y basis
 - Net Profit Margin of 9.8% in Q3FY19 vs 8.6% in Q3FY18
- **Cash & Cash Equivalent:**
 - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 207.3 crore as on 31st Dec, 2018 as compared to Rs 166.5 crore at the end of 31st Dec, 2017
- **Order Backlog:**
 - 12M Backlog was Rs 517.3 crore (£ 58.1 m) as on 31st Dec,2018 as compared to Rs 437.1 crore (£ 50.7m) in Q3FY18

Financial Performance Q3 FY'19

Comparison: Quarter-on- Quarter

- **Revenue:**
 - Total income of Rs 271.0 crore vs Rs 265.8 crore, up 2.0% on Q-o-Q basis
 - Operating income of Rs 265.0 crore vs Rs 257.1 crore, up 3.1% Q-o-Q in rupee terms
 - Constant currency revenue growth of 1.4% on Q-o-Q basis
- **Profit:**
 - Operating EBITDA of Rs 34.0 crore (12.8% of op. income) vs Rs 31.3 crore (12.2% of op. income)
 - Total EBITDA of Rs 40.0 crore, flat Q-o-Q (14.8% of total income vs 15.1% of total income in Q2FY19)
 - Net Profit stood at Rs 26.5 crore vs Rs 25.1 crore in Q2FY19, up by 5.6% on Q-o-Q basis
 - Net Profit Margin of 9.8% in Q3FY19 vs 9.4% in Q2FY19
- **Cash & Cash Equivalent:**
 - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 207.3 crore as on 31st Dec, 2018 as compared to Rs 191.2 crore at the end of 30th Sep, 2018
- **Order Backlog:**
 - 12M Backlog was Rs 517.3 crore (£ 58.1 m) as on 31st Dec, 2018 as compared to Rs 599.2 crore (£ 63.3m) in Q2FY19

Financial Performance 9M FY'19

Comparison: Year-on-Year

- **Revenue:**
 - Total income of Rs 784.0 crore vs Rs 607.4 crore, up 29.1% Y-o-Y basis
 - Operating income of Rs 766.1 crore vs Rs 593.5 crore, up 29.1% Y-o-Y in rupee terms
 - Constant currency revenue growth of 21.1% on Y-o-Y basis
- **Profit:**
 - Operating EBITDA of Rs 96.3 crore (12.6% of op. income) vs Rs 71.8 crore (12.1% of op. income), up 34.0% Y-o-Y basis
 - Total EBITDA of Rs 114.1 crore (14.6% of total income) vs Rs 85.7 crore (14.1% of total income) in 9MFY18
 - Net Profit stood at Rs 74.1 crore in 9MFY19 vs Rs 50.6 crore in 9MFY18; up 46.5% Y-o-Y basis
 - Net Profit Margin of 9.4% in 9MFY19 vs 8.3% in 9MFY18

Financial Summary Q3 FY'19

Key Performance Metrics

Particulars	Metrics	Q3FY19	Q2FY19	QoQ Growth	Q3FY18	YoY Growth	9mFY19	9mFY18	YoY Growth
Revenue (INR Cr)	Total Income from operations	265.0	257.1	3.1%	209.5	26.5%	766.1	593.5	29.1%
	Other Income	6.0	8.7	-30.8%	5.8	3.5%	17.8	13.9	28.7%
	Total Income	271.0	265.8	2.0%	215.3	25.9%	784.0	607.4	29.1%
Margins (INR Cr)	Op. EBITDA	34.0	31.3	8.6%	25.7	32.4%	96.3	71.8	34.0%
	EBITDA	40.0	40.0	0.0%	31.5	27.0%	114.1	85.7	33.2%
	PBT	34.4	32.8	4.7%	25.1	37.0%	96.0	66.3	45.0%
	PAT	26.5	25.1	5.6%	18.4	43.9%	74.1	50.6	46.5%
Margin (%)	Op. EBITDA	12.8%	12.2%		12.3%		12.6%	12.1%	
	EBITDA	14.8%	15.1%		14.6%		14.6%	14.1%	
	PBT	12.7%	12.3%		11.6%		12.3%	10.9%	
	PAT	9.8%	9.4%		8.6%		9.4%	8.3%	
EPS (INR)	Basic	11.1	10.6		7.8		31.1	21.5	
	Diluted	10.5	9.9		7.5		29.4	20.6	



Operational performance



Operating Metrics Q3 FY'19

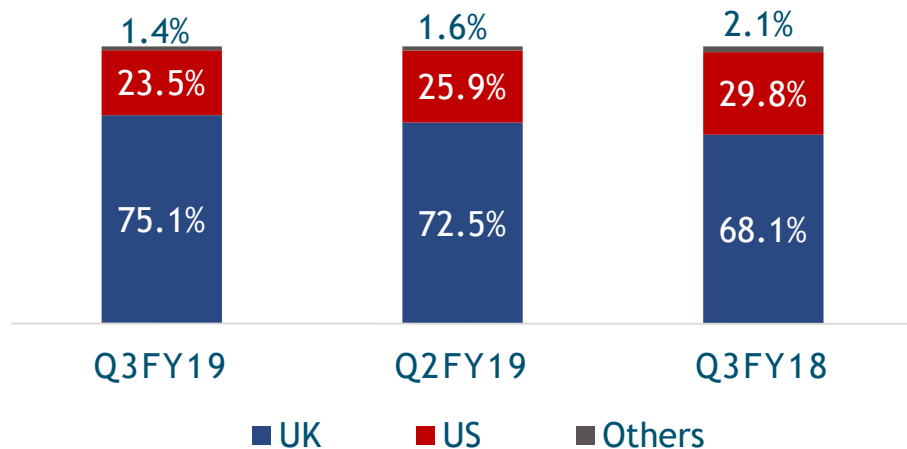
Strengthening our business

- **Client Base:**
 - Added 14 new logos
 - Total active client 165 (LTM)
 - Top 5 Client revenue 42.6%
 - Top 10 Client revenue 57.1%
- **Employee Base:**
 - Total Employee 2,088 (offshore: 1,287; onsite: 801) as on 31st Dec, 2018 as against 2,104 (offshore: 1,317; onsite: 787) as on 30th Sep, 2018
- DSO stood at 74 days as on 31st Dec, 2018 as against 76 days as on 30th Sep, 2018
- FX Hedges for next 12 months GBP 8.3 m @ Rs 94.3/-

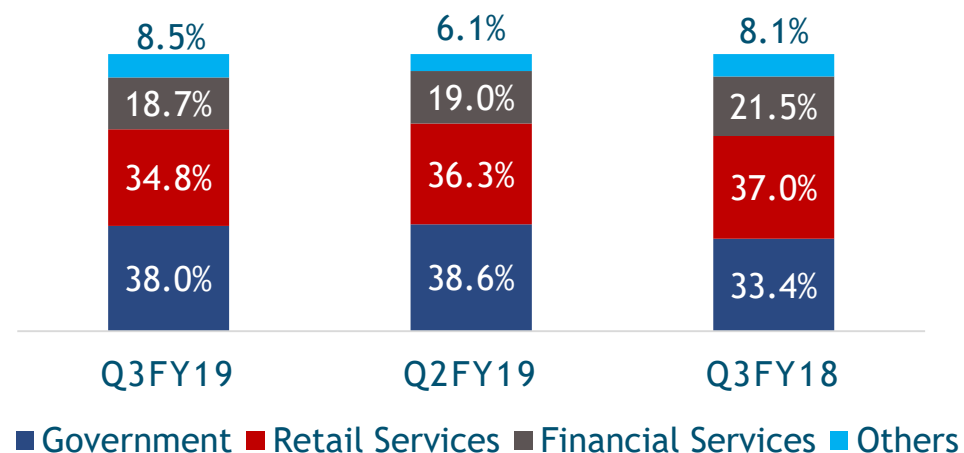
Revenue Analysis Q3 FY'19

Balancing our portfolio

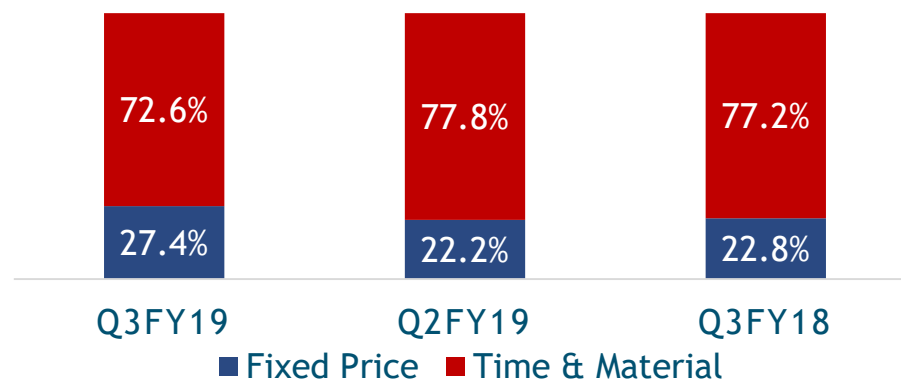
Revenue by Market Region



Revenue by Industry Segment

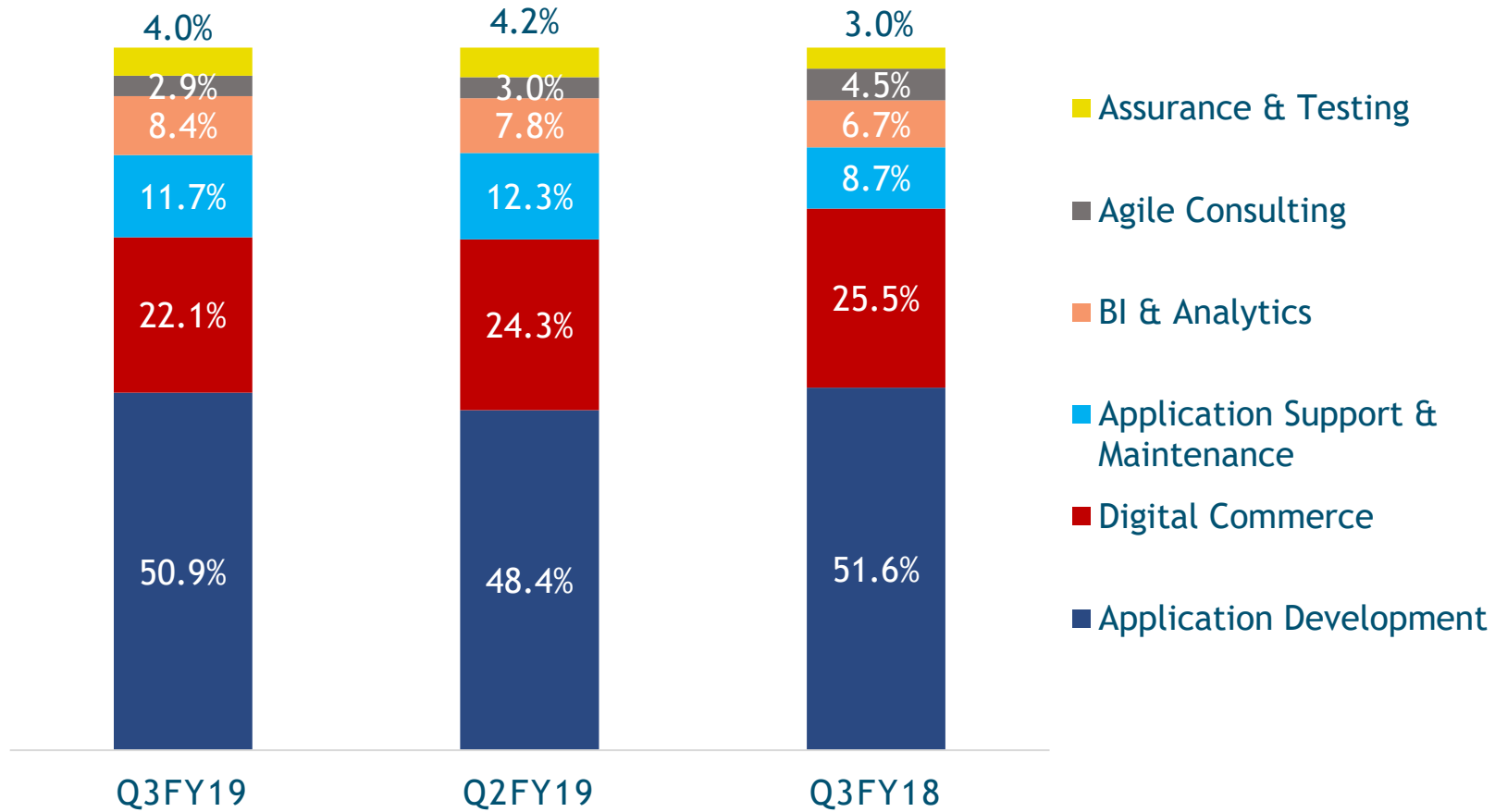


Revenue by Contract Type



Revenue Analysis Q3 FY'19

Revenue by Service line





Question & answers



Thank you