

Investor Presentation

Performance Overview: Q4 and Full Year FY18

Presented by:

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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



Topics for Discussion

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

Financial Performance Q4 FY'18



Comparison: Quarter-on-Quarter

□ Revenue:

- ✓ Total income was Rs 230.8 crore vs Rs 215.3 crore, up 7.2% on Q-o-Q basis
- ✓ Operating income was Rs 223.7 crore vs Rs 209.5 crore, up 6.8% Q-o-Q in rupee terms
- ✓ Constant currency revenue growth of 5.0% on Q-o-Q basis

□ Profit:

- ✓ EBITDA was Rs 35.0 crore vs Rs 31.5 crore, up by 10.9% Q-o-Q basis
- ✓ EBITDA Margin of 15.1% in Q4FY18 as against 14.6% in Q3FY18
- ✓ Net Profit stood at Rs 19.4 crore vs Rs 18.4 crore, up by 5.2% on Q-o-Q basis
- ✓ Net Profit Margin of 8.4% in Q4FY18 vs 8.6% in Q3FY18

□ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 205.7 crore as on 31st March, 2018 as compared to Rs 167.0 crore as on 31st December, 2017

□ Order Backlog:

- ✓ 12M Backlog was Rs 524.8 crore (£ 56.9mn) as on 31st March, 2018 as compared to Rs 437.6 crore (£ 50.7mn) in Q3FY18, up 19.9% in rupee terms and up 12.3% in constant currency

Financial Performance Q4 FY'18



Comparison: Year-on-Year

□ Revenue:

- ✓ Total income was Rs 230.8 crore vs Rs 183.6 crore, up 25.7% Y-o-Y
- ✓ Operating Income of Rs 223.7 crore vs Rs 179.0 crore, up 25.0% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 21.9% on Y-o-Y basis

□ Profit:

- ✓ EBITDA was Rs 35.0 crore vs Rs 21.2 crore, up 64.8% Y-o-Y basis
- ✓ EBITDA Margin of 15.1% in Q4FY18 as against 11.6% in Q4FY17
- ✓ Net Profit stood at Rs 19.4 crore vs Rs 10.7 crore in Q4FY17; up 81.6% Y-o-Y basis
- ✓ Net Profit Margin of 8.4% in Q4FY18 as against 5.8% in Q4FY17

□ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stand at Rs 205.7 crore as on 31st March, 2018 as compared to Rs 153.0 crore at the end of 31st March, 2017.

□ Order Backlog:

- ✓ 12M Backlog was Rs 524.8 crore (£ 56.9mn) as on 31st March, 2018 as compared to Rs 333.3 crore (£ 41.2mn) in Q4FY17, up 57.5% in rupee terms

Financial Performance FY'18

Comparison: Year-on-Year

□ Revenue:

- ✓ Total income was Rs 838.2 crore vs Rs 572.8 crore, up 46.3% Y-o-Y
- ✓ Operating Income of Rs 817.2 crore vs Rs 560.2 crore, up 45.9% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 52.0% on Y-o-Y basis

□ Profit:

- ✓ EBITDA was Rs 120.7 crore vs Rs 61.2 crore, up 97.3% Y-o-Y basis
- ✓ EBITDA Margin of 14.4% in FY18 as against 10.7% in FY17; up 370 bps
- ✓ Net Profit was at Rs 70.0 crore vs Rs 32.4 crore in FY17; up 115.9% Y-o-Y basis
- ✓ Net Profit Margin of 8.3% in FY18 as against 5.7% in FY17; up 260 bps

Financial Summary Q4 FY'18



Key Performance Metrics

Particulars	Metrics	Q4FY18	Q3 FY18	QoQ Growth	Q4FY17	YoY Growth	FY18	FY17	YoY Growth
Revenue (INR Cr)	Total Income from operations	223.7	209.5	6.8%	179.0	25.0%	817.2	560.2	45.9%
	Other Income	7.1	5.8	22.3%	4.6	55.1%	21.0	12.6	66.6%
	Total Income	230.8	215.3	7.2%	183.6	25.7%	838.2	572.8	46.3%
Margins (INR Cr)	EBITDA	35.0	31.5	10.9%	21.2	64.8%	120.7	61.2	97.3%
	PBT	29.8	25.1	18.7%	11.2	165.9%	96.0	39.1	145.9%
	PAT	19.4	18.4	5.2%	10.7	81.6%	70.0	32.4	115.9%
Margin (%)	EBITDA	15.1%	14.6%		11.6%		14.4%	10.7%	
	PBT	12.9%	11.6%		6.1%		11.5%	6.8%	
	PAT	8.4%	8.6%		5.8%		8.3%	5.7%	
EPS (INR)	Basic	8.19	7.82		4.57		29.74	13.96	
	Diluted	7.76	7.48		4.38		28.14	13.38	

Agenda



Topics for Discussion

1

Financial Performance

2

Operational Performance

3

Questions & Answers

Operating Metrics Q4 FY'18



Strengthening our business

☐ Client Base:

- ✓ Added 9 new logos
- ✓ Total active client 170 (LTM)
- ✓ Top 5 Client revenue 40.3%
- ✓ Top 10 Client revenue 57.2%

☐ Employee Base:

- ✓ Total Employee 2,058 (offshore: 1,327; onsite: 731) as on 31st March, 2018 as against 1,902 (offshore: 1,252; onsite: 650) as on 31st December, 2017

☐ **DSO** stood at 67 days as on 31st March, 2018 as against 73 days as on 31st December, 2017

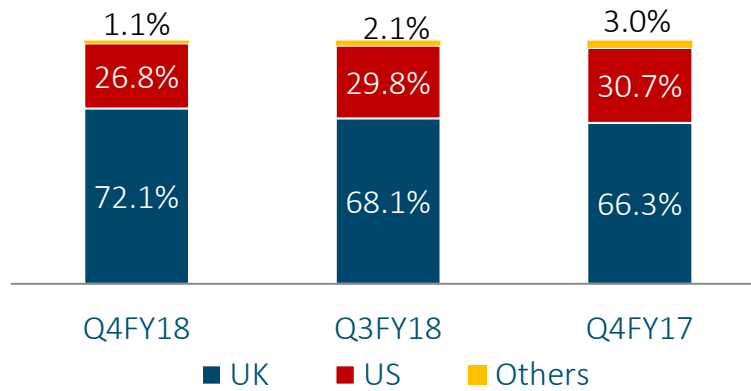
☐ **FX Hedges for next 12 months** GBP 12.3mn @ Rs 91.7/-

☐ **Recommended final dividend** of 80% (Rs. 4.00 per share). Total Dividend for the year including interim dividend works out to 120% (Rs. 6.00 per share)

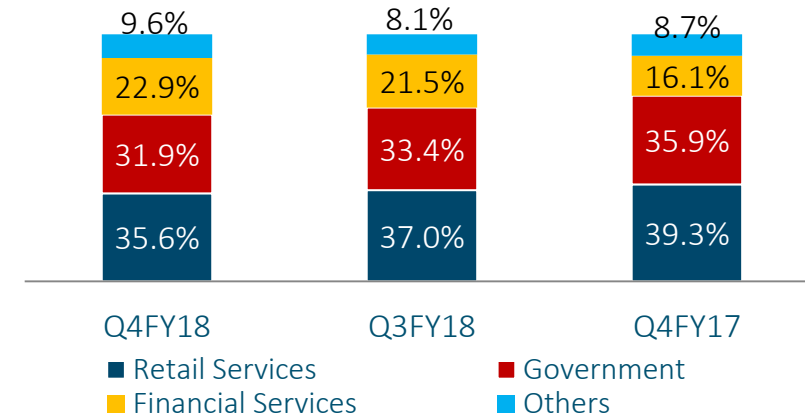
Revenue Analysis Q4 FY'18

Balancing our portfolio

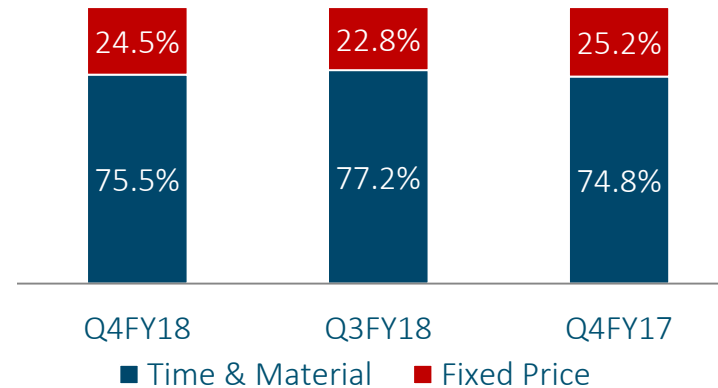
Revenue by Market Region



Revenue by Industry Segment



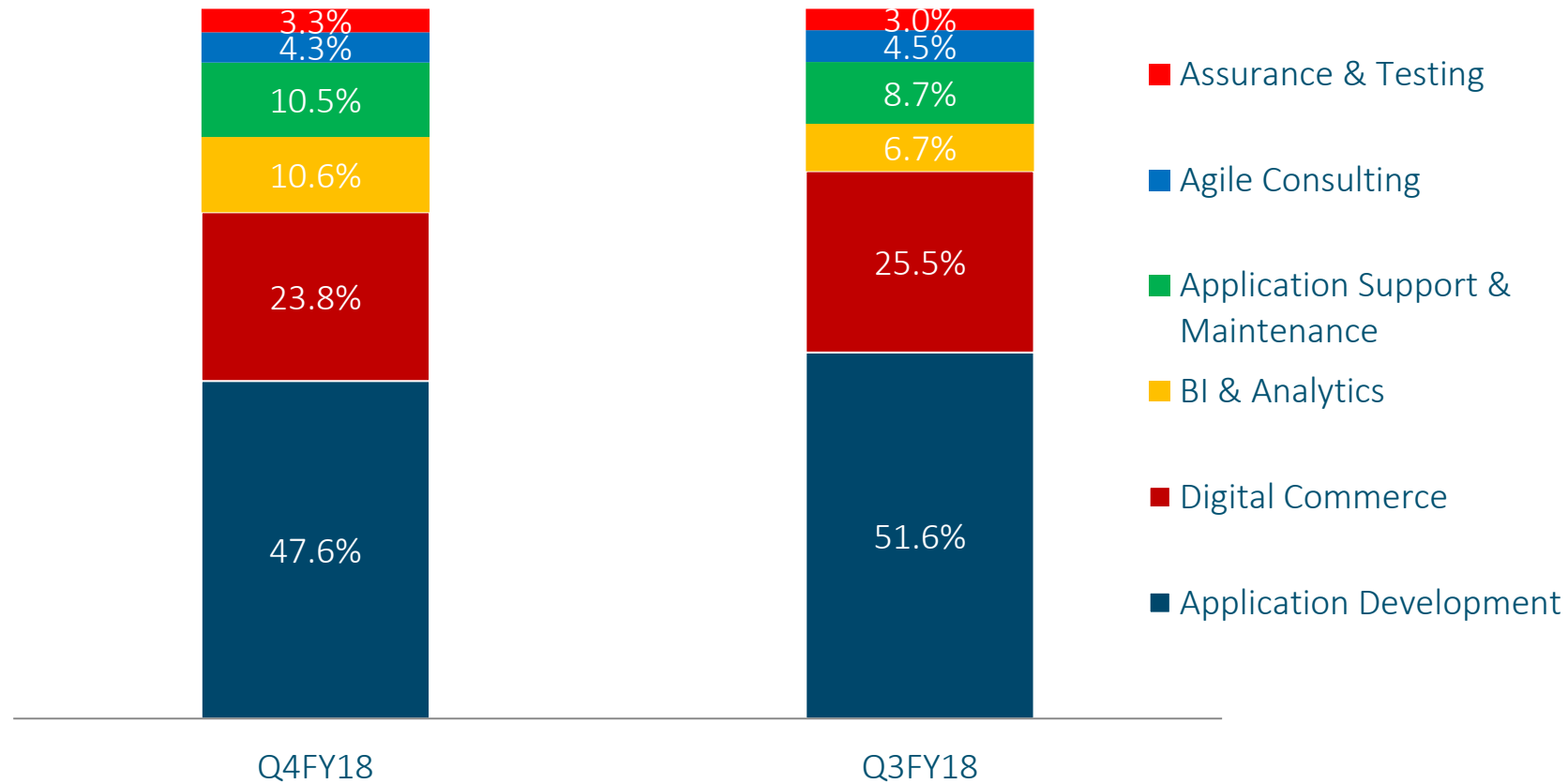
Revenue by Contract Type



Revenue Analysis Q4 FY'18



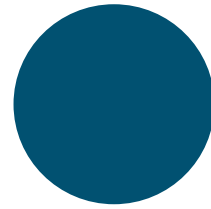
Revenue By Service Line



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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 (and/or the Investors section at www.mastek.com/investors. Updated disclosures regarding corporate governance may also be accessed in the web site's Investors section at: www.mastek.com/investors/corporate-governance