



# Mastek

## Investor Presentation Performance Overview: Q4 FY'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](http://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 Q4 FY'19

## Comparison: Year-on-Year

- **Revenue: Consistent growth**
  - Total income of Rs 274.0 crore vs Rs 230.8 crore, up 18.7% Y-o-Y
  - Operating income of Rs 267.1 crore vs Rs 223.7 crore, up 19.4% Y-o-Y in rupee terms
  - Constant currency revenue growth of 15.2% on Y-o-Y basis
- **Profit: Growth in Earnings; Improvement in Quality of Earnings**
  - Operating EBITDA of Rs 35.3 crore (13.2% of op. income) vs Rs 27.8 crore (12.4% of op. income)
  - Total EBITDA of Rs 42.2 crore (15.4% of total income) vs Rs 35.0 crore (15.1% of total income)
  - Net Profit stood at Rs 27.4 crore vs Rs 19.4 crore in Q4FY18; up 41.3% Y-o-Y basis
  - Net Profit Margin of 10.0% in Q4FY19 vs 8.4% in Q4FY18
- **Cash & Cash Equivalent:**
  - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 244.5 crore as on 31st March, 2019 as compared to Rs 205.7 crore at the end of 31st March, 2018
- **Order Backlog:**
  - 12M Backlog was Rs 544.9 crore (£ 60.2 m) as on 31st March, 2019 as compared to Rs 524.8 crore (£ 56.9m) in Q4FY18

# Financial Performance Q4 FY'19

## Comparison: Quarter-on- Quarter

- **Revenue:**
  - Total income of Rs 274.0 crore vs Rs 271.0 crore, up 1.1% on Q-o-Q basis
  - Operating income of Rs 267.1 crore vs Rs 265.0 crore, up 0.8% Q-o-Q in rupee terms
  - Constant currency revenue growth of 1.9% on Q-o-Q basis
- **Profit:**
  - Operating EBITDA of Rs 35.3 crore (13.2% of op. income) vs Rs 34.0 crore (12.8% of op. income)
  - Total EBITDA of Rs 42.2 crore (15.4% of total income) vs Rs 40.0 crore (14.8% of total income)
  - Net Profit stood at Rs 27.4 crore vs Rs 26.5 crore in Q3FY19, up by 3.3% on Q-o-Q basis
  - Net Profit Margin of 10.0% in Q4FY19 vs 9.8% in Q3FY19
- **Cash & Cash Equivalent:**
  - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 244.5 crore as on 31<sup>st</sup> March, 2019 as compared Rs 207.3 crore as on 31<sup>st</sup> December, 2018
- **Order Backlog:**
  - 12M Backlog was Rs 544.9 crore (£ 60.2 m) as on 31<sup>st</sup> March, 2019 as compared to Rs 517.3 crore (£ 58.1m) in Q3FY19

# Financial Performance : FY'19 vs FY'18

## Comparison: Year-on-Year

- **Revenue:**
  - Total income of Rs 1,058.0 crore vs Rs 838.2 crore, up 26.2% Y-o-Y basis
  - Operating income of Rs 1,033.2 crore vs Rs 817.2 crore, up 26.4% Y-o-Y in rupee terms
  - Constant currency revenue growth of 19.5% on Y-o-Y basis
- **Profit:**
  - Operating EBITDA of Rs 131.5 crore (12.7% of op. income) vs Rs 99.7 crore (12.2% of op. income), up 32.0% Y-o-Y basis
  - Total EBITDA of Rs 156.3 crore (14.8% of total income) vs Rs 120.7 crore (14.4% of total income) in FY18, up 29.6% Y-o-Y basis
  - Net Profit stood at Rs 101.5 crore in FY19 vs Rs 70.0 crore in FY18; up 45.0% Y-o-Y basis
  - Net Profit Margin of 9.6% in FY19 vs 8.3% in FY18
- **Dividend:**
  - Recommended a final dividend of 100% (Rs 5.0/- per share). Total Dividend for the year including interim dividend works out to 170% (Rs 8.5/- per share)

# Financial Summary Q4 FY'19

## Key Performance Metrics

Particulars	Metrics	Q4FY19	Q3FY19	QoQ Growth	Q4 FY18	YoY Growth	FY19	FY18	YoY Growth
Revenue (INR Cr)	Total Income from operations	267.1	265.0	0.8%	223.7	19.4%	1033.2	817.2	26.4%
	Other Income	6.9	6.0	15.2%	7.1	-2.7%	24.8	21.0	18.1%
	<b>Total Income</b>	<b>274.0</b>	<b>271.0</b>	<b>1.1%</b>	<b>230.8</b>	<b>18.7%</b>	<b>1058.0</b>	<b>838.2</b>	<b>26.2%</b>
Margins (INR Cr)	Op. EBITDA	35.3	34.0	3.8%	27.8	26.7%	131.5	99.7	32.0%
	EBITDA	42.2	40.0	5.5%	35.0	20.7%	156.3	120.7	29.6%
	PBT	37.3	34.4	8.7%	29.8	25.4%	133.4	96.0	38.9%
	PAT	27.4	26.5	3.3%	19.4	41.3%	101.5	70.0	45.0%
Margin (%)	Op. EBITDA	13.2%	12.8%		12.4%		12.7%	12.2%	
	EBITDA	15.4%	14.8%		15.1%		14.8%	14.4%	
	PBT	13.6%	12.7%		12.9%		12.6%	11.5%	
	PAT	10.0%	9.8%		8.4%		9.6%	8.3%	
EPS (INR)	Basic	11.5	11.1		8.2		42.6	29.7	
	Diluted	10.9	10.5		7.8		40.3	28.1	





# Operational performance



# Operating Metrics Q4 FY'19

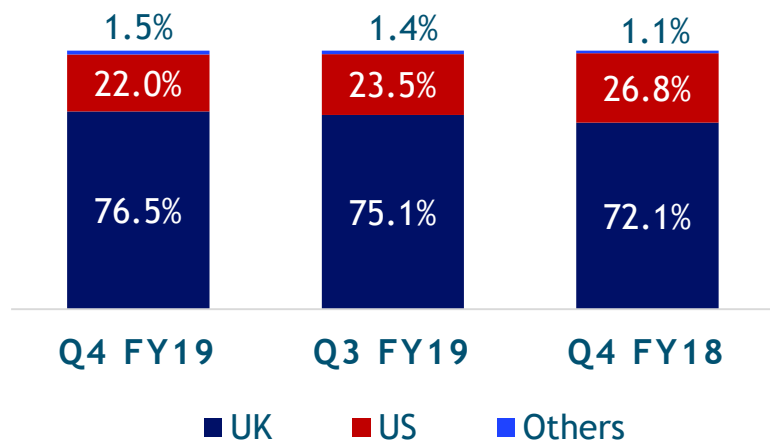
## Strengthening our business

- **Client Base:**
  - Added 7 new logos
  - Total active client 157 (LTM)
  - Top 5 Client revenue 41.7%
  - Top 10 Client revenue 58.8%
- **Employee Base:**
  - Total Employee 2,069 (offshore: 1,264; onsite: 805) as on 31<sup>st</sup> March, 2019 as against 2,088 (offshore: 1,287; onsite: 801) as on 31<sup>st</sup> December, 2018
- DSO stood at 72 days as on 31<sup>st</sup> March, 2019 as against 74 days as on 31<sup>st</sup> December, 2018
- FX Hedges for next 12 months GBP 7.5 mn @ Rs 95.9/-

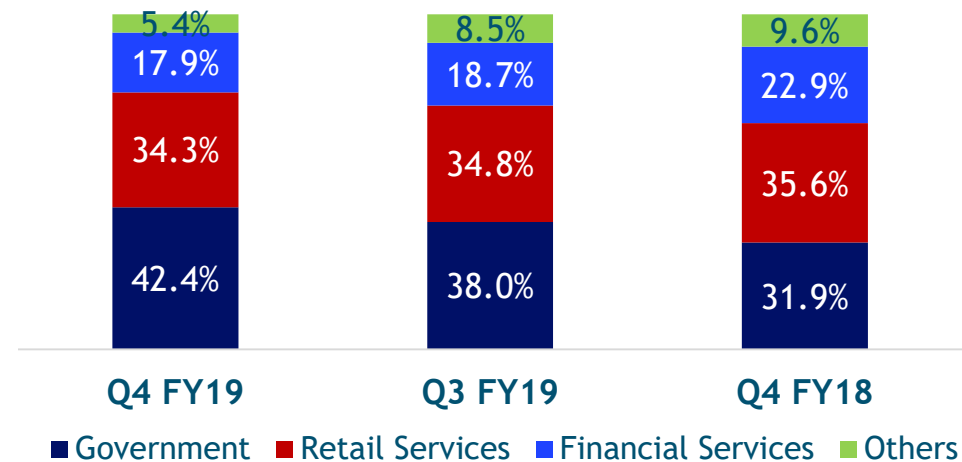
# Revenue Analysis Q4 FY'19

## Balancing our portfolio

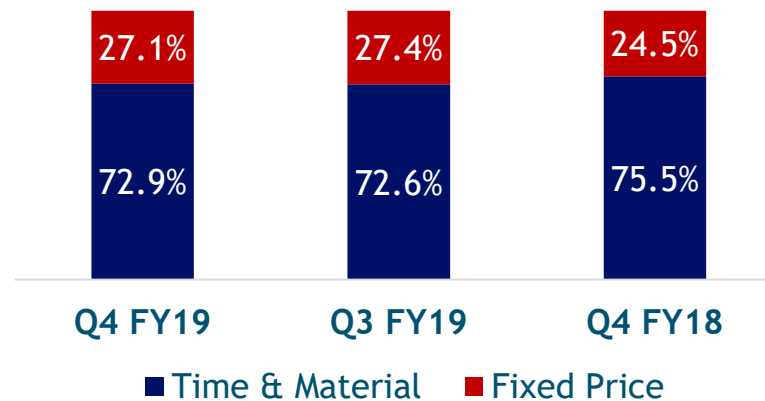
### Revenue by Market Region



### Revenue by Industry Segment

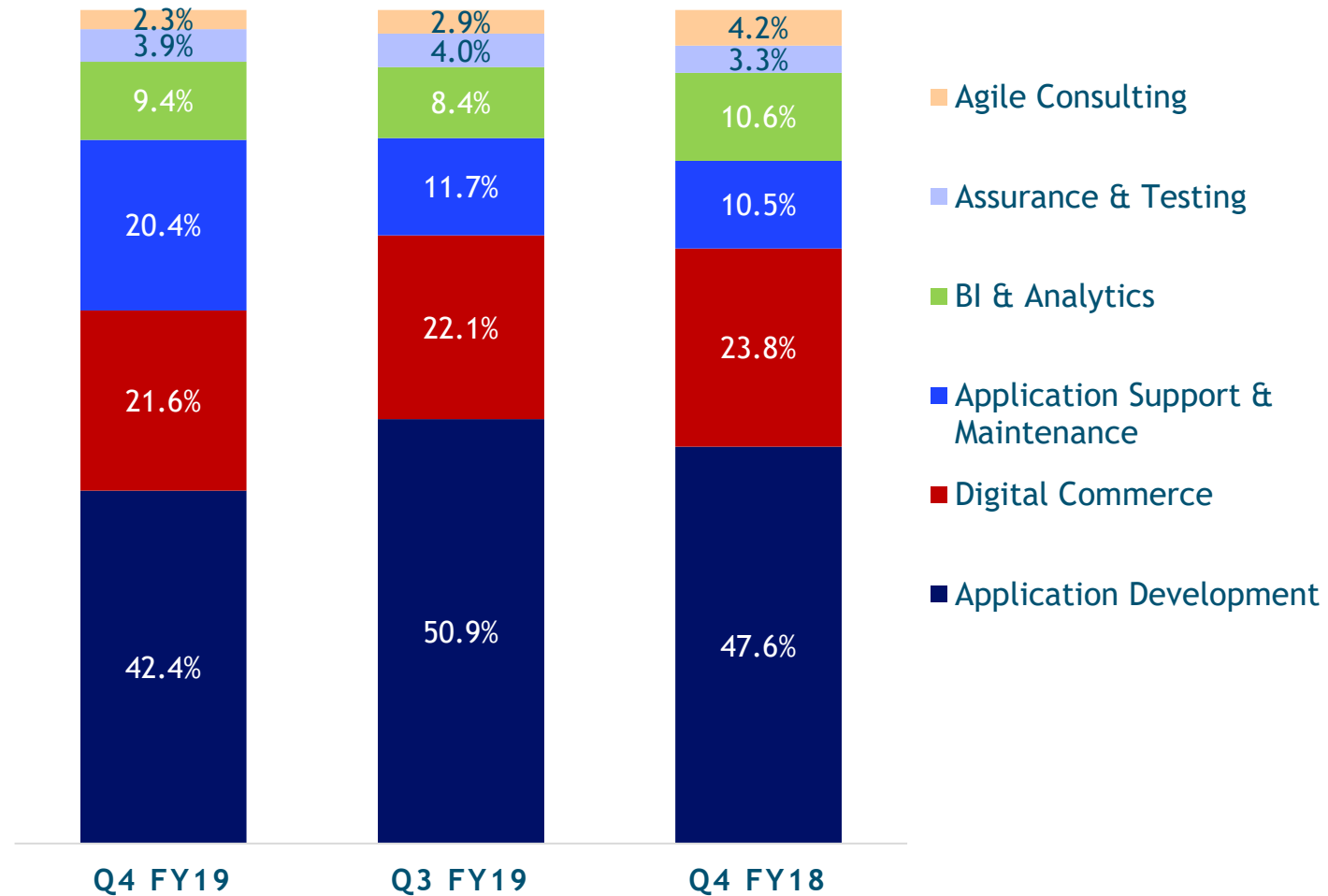


### Revenue by Contract Type



# Revenue Analysis Q4 FY'19

## Revenue by Service line





# Question & answers



Thank you