



Press Release | Q2FY21

## Q2FY21 Total Income at Rs 413.8 crore; up by 63.7% Y-o-Y basis

- Constant Currency Revenue grew 56.3% Y-o-Y
- Operating EBITDA Margin of 21.1%; up 936 bps Y-o-Y
- Added 37 new clients in quarter
- Recommends Interim Dividend of 110%

**Mumbai, India – 29 October, 2020:** Mastek, a global IT player and a trusted partner in complex digital & agile transformation programs in the Government and Global Enterprises worldwide, announced today its financial results for the **Second quarter & Half year of FY21.**

*Commenting on the Q2FY21 results, John Owen, Group CEO, Mastek, said: “Despite a volatile global environment and unprecedented times, I am very pleased with our broad based performance along with the revenue growth of 68.2% YoY and operating EBITDA margin of 21.1% for the quarter. Also, glad to see that we maintained our overall Group growth momentum. The performance was balanced with strong order backlog and cash flows which is an evidence of our resilient business model, respected relationships with our customers and consistent execution delivered by Mastek’s and my leadership team, in spite of headwinds created by pandemic. Globally, organizations are accelerating the adoption of digital technology to strengthen recovery and transform their businesses, this creates a huge opportunity for Mastek as a Next Generation Services Partner. I am confident that our disciplined approach of Cut & Grow strategy helped to build on our existing strengths and consequently will drive focused growth in coming quarters. Our integration of Evosys continues to be in line with our expectations. I take this opportunity to thank the loyal support and trust of our customers and the committed Mastekers who serve them with exceptional pride, honour and dedication.”*

*Abhishek Singh, Group CFO, Mastek, said: “Q2FY21 results are a testament of business resilience, committed workforce and a trusting clientele that has driven stellar business performance. I am happy to report an allround growth on all the lead and lag indicators of financial performance. Our revenues grew by 6.1% sequentially, EBITDA margins stood at 21.1% and 12 month Order backlog grew 23% QoQ. We added 37 new customers on the backdrop of increasing demand for digital transformation and cloud migration services. We witnessed robust free cash flow (FCF) of Rs 154.1 crore at 145.7% of Net Income. This is our best performance on profit, margins and cash flow over last few years, setting base for future. Our Board of Directors have proposed an interim dividend of 110% or Rs. 5.50 per share. We endeavour to maintain the momentum going forward.”*

## Review of the Consolidated Financial Performance for Quarter and Half Year ended 30<sup>th</sup> September 2020:

Figures in \$m	Q2FY21	Q1FY21	Q-o-Q Growth	Q2FY20	Y-o-Y Growth
Revenue from Operations	\$55.1	\$50.8	5.3% (CC)	\$34.4	56.3% (CC)

Figures in Rs Crore	Q2FY21	Q1FY21	Q-o-Q Growth	Q2FY20	Y-o-Y Growth
Total Income	413.8	402.8	2.7%	252.7	63.7%
Revenue from Operations	409.7	386.1	6.1%	243.6	68.2%
– Mastek	267.3	252.3	5.9%		
– Evosys	142.4	133.8	6.5%		
Operating EBITDA	86.6	68.1	27.1%	28.7	202.1%
% of Op. Income	21.1%	17.6%	348 bps	11.8%	936 bps
Total EBITDA	90.6	84.8	6.8%	37.8	139.9%
% of Total Income	21.9%	21.1%	84 bps	14.9%	695 bps
Net Profit	59.1	46.6	27.0%	24.6	140.0%
Net Profit %	14.3%	11.6%	273 bps	9.7%	454 bps
EPS (Rs) – Diluted	19.7	16.0		9.7	

Figures in Rs Crore	H1FY21	H1FY20	Y-o-Y Growth
Total Income	816.6	505.4	61.6%
Revenue from Operations	795.8	491.1	62.0%
– Mastek	519.6	491.1	5.8%
– Evosys	276.2		
Operating EBITDA	154.7	61.5	151.4%
% of Op. Income	19.4%	12.5%	691 bps
Total EBITDA	175.4	75.8	131.5%
% of Total Income	21.5%	15.0%	649 bps
Net Profit	105.7	48.9	116.4%
Net Profit %	12.9%	9.7%	328 bps
EPS (Rs) – Diluted	35.6	19.3	

### Operating highlights:

- **New accounts billed during the quarter:** The Company added 37 new clients in Q2FY21. Total client count as of 30<sup>th</sup> September, 2020 was 542 (LTM) as compared to 504 (LTM) in Q1FY21.
- **12 month Order Backlog:** 12 month order backlog was Rs 940.5 crore (\$127.5 m) as on 30<sup>th</sup> September, 2020 as compared to Rs 764.5 crore (\$101.3 m) in Q1FY21, reflecting a growth of 23% in rupee terms and 22.4% in constant currency terms on Q-o-Q basis and Rs 626.5 crore (\$88.4m) in Q2FY20 reflecting a growth of 50.1% in rupee terms and 42.0% in constant currency terms on Y-o-Y basis.
- **Employees:** As on 30<sup>th</sup> September, 2020, the company had a total of 3354 employees, of which 2283 employees were based offshore in India while the rest were at various onsite locations. Employee count at the end of 30<sup>th</sup> June, 2020 was 3,321.
- **Dividend:** The Board of Directors have recommended an interim dividend of 110% (Rs 5.5 per share) at the meeting held on 29<sup>th</sup> October, 2020.
- **Cash Balance:** The total cash, cash equivalents and fair value of Mutual Funds stood at Rs 476.4 crore as on 30<sup>th</sup> September, 2020 as compared to Rs 458.2 crore at the end of 30<sup>th</sup> June, 2020. Net Cash balance (after adjusting for debts) stood at Rs 223.4 crore as on 30<sup>th</sup> September, 2020 as compared to Rs 173.0 crore at the end of 30<sup>th</sup> June, 2020. Mastek repaid loan of \$5.0m during Q2FY21, and total borrowing stands at \$34.1m as of 30<sup>th</sup> September, 2020.
- **Monetization of Majesco USA stake:** Mastek(UK) Limited who was holding 2,018,192 stocks in Majesco (USA), tendered its entire stake with the Acquirer of Majesco (USA) for cash and received the consideration aggregating to \$32.3m on 19 October 2020.

### About Mastek

Mastek (NSE: MASTEK; BSE: 523704), is an enterprise digital transformation specialist that engineers excellence for customers in UK, US, Middle East, Asia Pacific and India. It enables large-scale business change programmes through its service offerings, which include Application Development, Oracle Suite & Cloud Migration, Digital Commerce, Application Support & Maintenance, BI & Analytics, Assurance & Testing and Agile Consulting. Whether it's creating new applications, modernising existing ones or recovering failing projects, Mastek helps enterprises to navigate the digital landscape and stay competitive. With digital solutions constituting more than 80% to the business, Mastek is emerging as one of the leaders in Enterprise Digital Transformation journey.

Evosys, a leading Oracle Cloud implementation and consultancy company, serving 1,000+ Oracle Cloud customers across 30+ countries, has added more capability, more capacity and more geographical reach across the globe for Mastek group. An Oracle Platinum partner, Evosys provides solution offerings like Oracle HCM Cloud, Oracle ERP Cloud, Oracle SCM Cloud, Oracle CX, Oracle EPM Cloud, PaaS solutions (including custom-built solutions), AI, IoT and machine learning. Evosys's diverse customer portfolio consisting of Government, Healthcare, Finance, Logistics, Manufacturing & Distribution organisations, is a testimony to the expertise and leadership in Oracle Cloud implementation. Evosys was recognised for winning three 'Oracle Partner of the Year' Awards at Oracle OpenWorld 2019 and the 'Dream Employer of the Year' award from World HRD in 2019.

Mastek is well poised to be among the top providers of agile digital transformation solutions and a significant player within the digital transformation space in retail and financial services.

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 <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>.

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Shareholders may also contact Mastek via email at [Investor\\_grievances@mastek.com](mailto:Investor_grievances@mastek.com), which has been specifically created for the redressal of investor grievances. You may also contact the Investor Relations team by email at [investor.relations@mastek.com](mailto:investor.relations@mastek.com).

*Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but not limited to such factors 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.*

**Thank You**

**Mastek** 

