



Investor Presentation

Performance Overview: Q2, 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 Q2, FY18



Comparison: Quarter-on-Quarter

☐ Revenue:

- ✓ Total income was Rs 204.1 crore vs Rs 188.0 crore, up 8.5% on Q-o-Q basis
- ✓ Operating Income of Rs 198.5 crore vs Rs 185.5 crore, up 7.0% Q-o-Q in rupee terms
- ✓ Constant currency revenue growth of 5.9% on Q-o-Q basis

☐ Profit:

- ✓ EBITDA was Rs 29.3 crore vs Rs 24.8 crore, up 18.1% Q-o-Q basis
- ✓ EBITDA Margin of 14.4% in Q2FY18 as against 13.2% in Q1FY18
- ✓ Net Profit stood at Rs 17.5 crore vs Rs 14.7 crore, up 19.3% on Q-o-Q basis
- ✓ Net Profit Margin of 8.6% in Q2FY18 as against 7.8% in Q1FY18

☐ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stand at Rs 159.5 crore as on 30th September, 2017 as compared to Rs 150.4 crore at the end of 30th June, 2017.

☐ Order Backlog:

- ✓ 12M Backlog was Rs 450.4 crore (£ 51.5mn) as on 30th September, 2017 as compared to Rs 344.6 crore (£ 41.1mn) in Q1FY18, up 30.7% in rupee terms and up 25.3% in constant currency

Note: Prior Year financials are restated as per IND AS and are unaudited

Financial Performance Q2, FY18



Comparison: Year-on-Year

□ Revenue:

- ✓ Total income was Rs 204.1 crore vs Rs 128.2 crore, up 59.1% Y-o-Y
- ✓ Operating Income of Rs 198.5 crore vs Rs 125.9 crore, up 57.7% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 70.4% on Y-o-Y basis

□ Profit:

- ✓ EBITDA was Rs 29.3 crore vs Rs 13.9 crore, up 110.3% Y-o-Y basis
- ✓ EBITDA Margin of 14.4% in Q2FY18 as against 10.9% in Q2FY17
- ✓ Net Profit stood at Rs 17.5 crore vs Rs 7.3 crore in Q2FY17
- ✓ Net Profit Margin of 8.6% in Q2FY18 as against 5.7% in Q2FY17

□ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stand at Rs 159.5 crore as on 30th September, 2017 as compared to Rs 139.5 crore at the end of 30th September, 2016.

□ Order Backlog:

- ✓ 12M Backlog was Rs 450.4 crore (£ 51.5mn) as on 30th September, 2017 as compared to Rs 220.1 crore (£ 25.3mn) in Q2FY17, up 104.6% in rupee terms and up 103.6% in constant currency

Note: Prior Year financials are restated as per IND AS and are unaudited

Financial Performance H1, FY18

Comparison: Year-on-Year

☐ Revenue:

- ✓ Total income was Rs 392.1 crore vs Rs 261.2 crore, up 50.1% Y-o-Y
- ✓ Operating Income of Rs 384.0 crore vs Rs 255.1 crore, up 50.6% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 68.3% on Y-o-Y basis

☐ Profit:

- ✓ EBITDA was Rs 54.2 crore vs Rs 23.7 crore, up 128.4% Y-o-Y basis
- ✓ EBITDA Margin of 13.8% in H1FY18 as against 9.1% in H1FY17
- ✓ Net Profit stood at Rs 32.2 crore vs Rs 9.7 crore in H1FY17
- ✓ Net Profit Margin of 8.2% in H1FY18 as against 3.7% in H1FY17

☐ Dividend:

- ✓ Declared an interim dividend of 40% i.e Rs 2/- per share

Note: Prior Year financials are restated as per IND AS and are unaudited

Financial Summary Q2, FY18



Key Performance Metrics

Particulars	Metrics	Q2 FY18	Q1 FY18	QoQ Growth	Q2 FY17	YoY Growth	H1FY18	H1FY17	YoY Growth
Revenue (INR Cr)	Total Income from operations	198.5	185.5	7.0%	125.9	57.7%	384.0	255.1	50.6%
	Other Income	5.6	2.5	128.6%	2.3	137.3%	8.1	6.1	30.9%
	Total Income	204.1	188.0	8.5%	128.2	59.1%	392.1	261.2	50.1%
Margins (INR Cr)	EBITDA	29.3	24.8	18.1%	13.9	110.3%	54.2	23.7	128.4%
	PBT	22.8	18.4	24.1%	10.4	118.6%	41.2	17.0	142.0%
	PAT	17.5	14.7	19.3%	7.3	138.6%	32.2	9.7	232.5%
Margin (%)	EBITDA	14.4%	13.2%		10.9%		13.8%	9.1%	
	PBT	11.2%	9.8%		8.1%		10.5%	6.5%	
	PAT	8.6%	7.8%		5.7%		8.2%	3.7%	
EPS (INR)	Basic	7.5	6.3		3.2		13.7	4.2	
	Diluted	7.0	5.9		3.0		13.0	4.0	

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Topics for Discussion

1

Financial Performance

2

Operational Performance

3

Questions & Answers

Operating Metrics Q2, FY18



Strengthening our business

❑ Client Base:

- ✓ Added 13 new logos
- ✓ Total active client 167 (LTM)
- ✓ Top 5 Client revenue 40.1%
- ✓ Top 10 Client revenue 55.1%

❑ Employee Base:

- ✓ Total Employee 1,767 (offshore: 1,169; onsite: 598) as on 30th September, 2017 as against 1,684 (offshore: 1,143; onsite: 541) as on 30th June, 2017

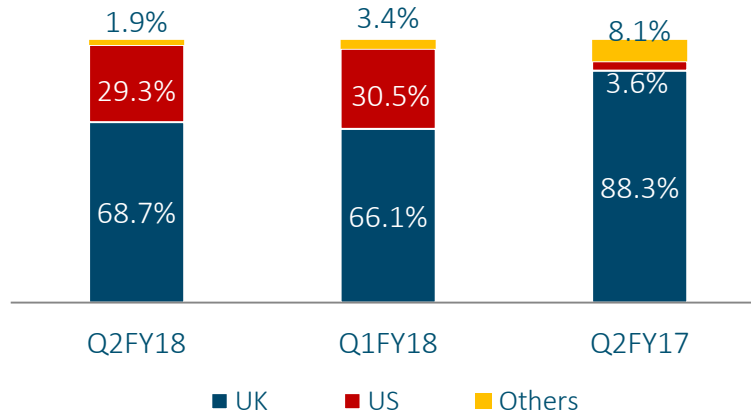
❑ **DSO** stood at 70 days as on 30th September, 2017 as against 72 days as on 30th June, 2017

❑ **FX Hedges for next 12 months** GBP 14.1mn @ Rs 93.4/-

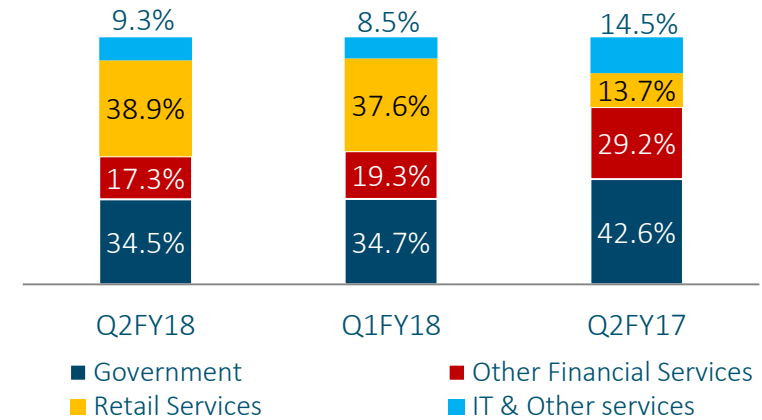
Revenue Analysis Q2, FY18

Balancing our portfolio

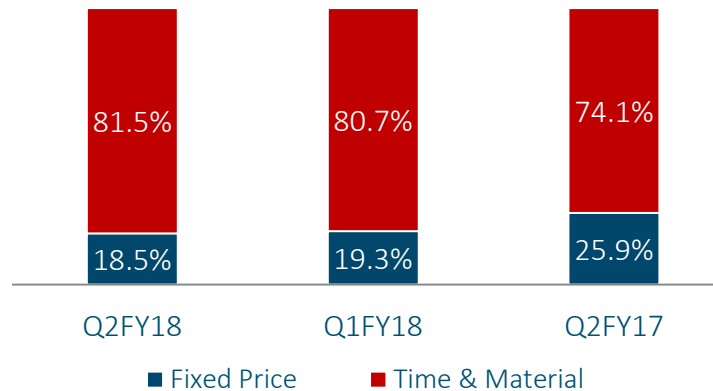
Revenue by Market Region



Revenue by Industry Segment



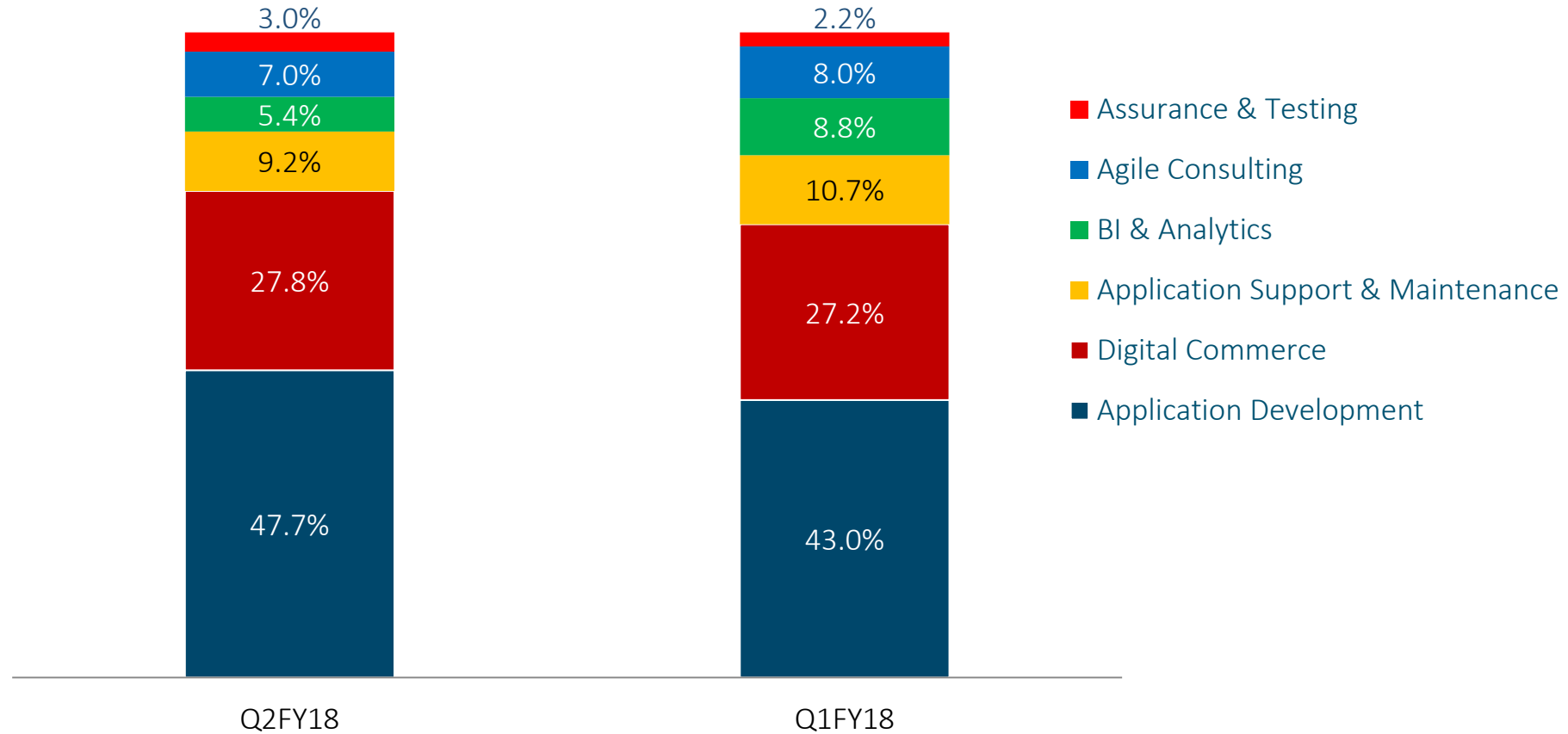
Revenue by Contract Type



Revenue Analysis Q2, FY18



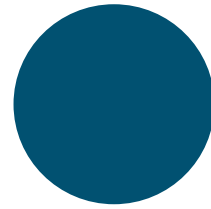
Revenue By Service Line



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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