

Date: May 31, 2018

Listing Department BSE Limited 25th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400 001 Tel No. 022- 22723121 Fax No. 022- 22721919 STOCK CODE: 523704	Listing Department The National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Tel No.: 022- 26598100 Fax No. 022-26598120 STOCK CODE: MASTEK
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Dear Sir(s)/Ma'am(s),

Sub: Institutional Investors/Analyst Group and One to One Meetings

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015

With reference to above cited regulation(s) and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we hereby inform you the Schedule of the Institutional Investors/Analyst Meetings (group/one-to-one meeting) held today i.e. May 31, 2018 at "Phillip Capital India - Ground View - Investor Conference" and separately with other investors/analyst at Mumbai having the following details:

Sr. No	Date	Investors/Analyst Name	Meeting Type	Discussion
1	May 31, 2018	Aditya Birla Sun Life Insurance Company Ltd.	Group Meeting	Industry/ Company specific developments
2		GSAM Services Private Limited (Formerly Goldman Sachs Asset Management (India) Private Limited)		
3		Reliance Industries Limited (Treasury)		
4	May 31, 2018	DHFL Pramerica Asset Managers Pvt. Ltd.	Group Meeting	
5		Baroda Pioneer Asset Management Company Limited		
6		Reliance Wealth Management Limited		
7		ENAM Holdings Pvt. Ltd.		
8		Lucky Investment Managers Pvt. Ltd.		
9	May 31, 2018	Reliance Wealth Management Limited	Group Meeting	
10		Renaissance Investment Managers Pvt. Ltd.		
11		IIFL Asset Management Ltd		
12		Unifi Capital Pvt. Ltd.		
13		Arun Madan (Individual Investor)		
14	May 31, 2018	Sharekhan Limited	One-to-One-Meeting	
15	May 31, 2018	Emkay Investment Managers Ltd.	One-to-One-Meeting	

Note:

Investors/ Institution may also subsequently approach the Company for any clarifications regarding the discussions during the aforesaid meetings.

The presentation made to the Investors during the meeting is enclosed herewith. Request you to take the note of the above.

Thanking you,
Yours faithfully,

For MASTEK LIMITED


DINESH KALANI
 COMPANY SECRETARY
 Encl: As Above





Investor Presentation

May 2018

www.mastek.com

Disclaimer

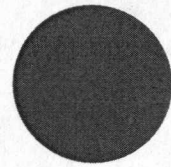


- This presentation contains certain forward-looking statements concerning our future growth prospects which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include, but not limited 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. Mastek Ltd. may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company

Agenda



- 1 | Corporate Overview
- 2 | Financial Performance
- 3 | Way Forward – Vision 2020

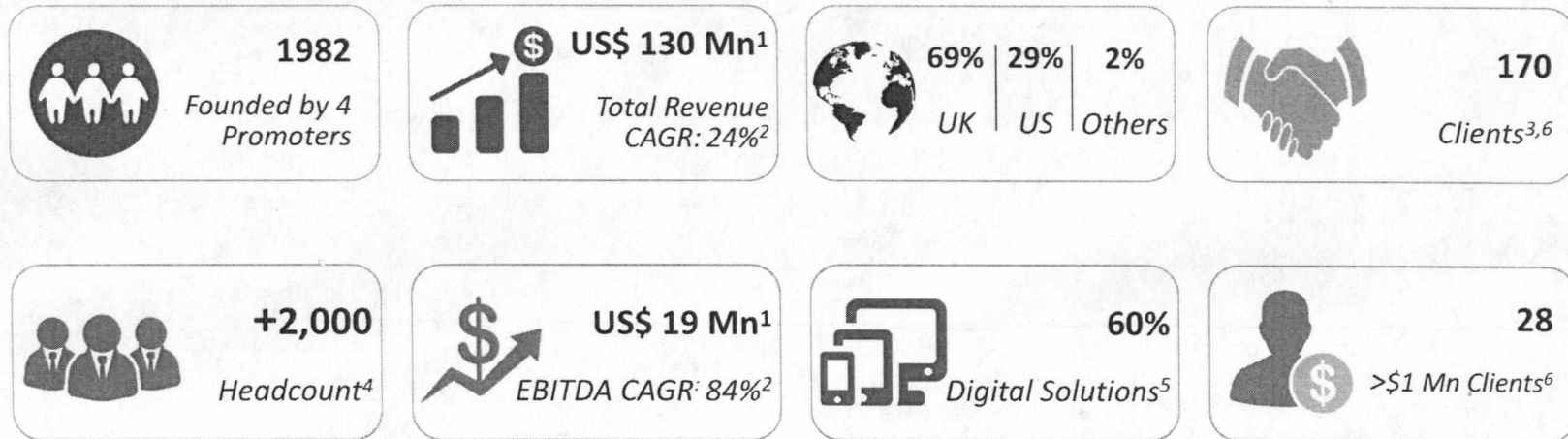


Corporate Overview

Mastek at a Glance

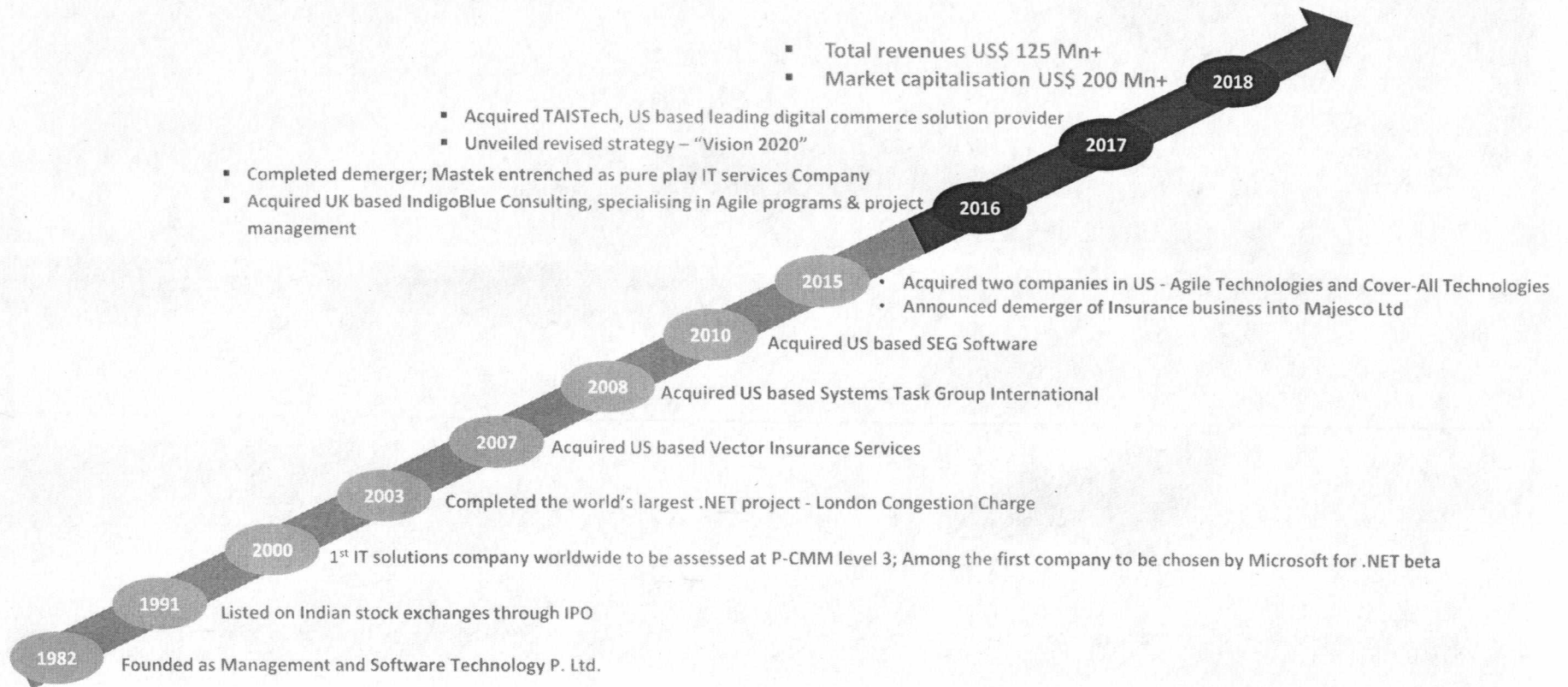


Trusted Partner in Complex Digital and Agile Transformation Programmes

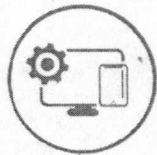


¹Converted at exchange rate of INR 64.45 = US\$ 1; ²CAGR for last 3 Years; ³Active clients during last 12 months; ⁴As on 31 March, 2018; ⁵Revenue Contribution; ⁶As of Q4 FY18

Corporate Milestones



End to End Service Offerings for Digital Transformation



App Development

- Delivering robust, scalable & secure applications quickly under Agile framework
- Track record of 96% on time delivery & 2.5x less defect density ratio



Business Intelligence

- Providing competitive edge with data warehousing, business intelligence & analytics services
- Offering practical solutions that deliver actionable insights, resulting in higher ROI



Assurance & Testing

- Providing reliable testing services under automated framework, supported by customised toolkits
- Increased test velocity from expertise in implementing Agile & DevOps testing practices



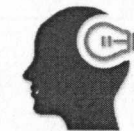
App Support

- Enhancing customer experience with optimised software performance
- Leveraging the best of ITIL, Agile and DevOps processes



Digital Commerce

- Supporting clients to create seamless Omni channel experiences
- Focus on Commerce360, Oracle Commerce Cloud, Salesforce Commerce Cloud, CX suite of products



Agile Consulting

- Optimising the delivery of digital change for clients
- Offering end-to-end technology change process from inception to live using an Agile approach

Experienced Management Team



John Owen
Group CEO

- 30 years of experience in Global Technology Market
- Held senior leadership roles in global blue-chips, including HP, Nortel and Serco
- Sales & Marketing professional; alumnus of Stanford Business School
- Winner of prestigious "WCRICINT+ Inspirational Leader Award 2018"



Abhishek Singh
Group CFO

- 20 years of experience in IT, Healthcare & Business Process Management across India and US
- Held senior management roles in organizations like First Source Solutions & Tech Mahindra
- Holds an MBA in Finance
- Winner of CFO Roll of Honour for 2017 & 2018



Bob King
CEO Americas

- 25 years of experience in IT industry across Consulting Services, Customer Support & ERP
- Held senior leadership roles in leading technology companies such as ATG, PeopleSoft, Siebel Systems and most recently Oracle
- BS in Computer Science



Prahlad Koti
MD UK

- 27 years of experience in IT across Delivery, Business Management & Sales
- Tenured Mastekeer
- Instrumental in establishing public sector practice in UK
- BE from University of Mysore & an MBA from London Business School



Hiren Shah
SVP - Services Lines

- 30 years of experience across India, Europe and US in areas of Delivery and Project Management
- Tenured Mastekeer
- Long association with Mastek
- BE from Mumbai university



Maninder Kapoor Puri
Group CPO

- 24 years of extensive experience in recruitment, training, development, quality and HR
- Worked with leading companies including Accenture, Capgemini, ITC and Firstsource Solutions
- Masters degree from Delhi University

Marquee Clientele



"We had challenging timescales but the first work pack that has been completed was completed a day ahead of schedule and the defect count was very, very positive, in fact no defects were delivered within the solution"

- UK based Leading Supermarkets Chain

"We are delighted to continue our successful engagement with Mastek which has already delivered a number of transformative software releases and new initiatives this year. The renewal of our partnership is testament to the dedication & commitment of the Mastek team who are fully committed to helping us achieve our joint goals"

- A High Ranking Government Department

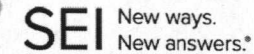
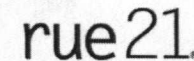
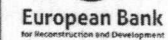
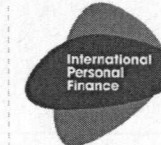
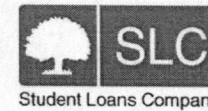
"We greatly appreciate the performance of the TAISTech team in meeting our tight deadlines with unexpected challenges on many projects we have ongoing. As always, they have been outstanding and your team's dedication to us is something we wish all our vendors could attain. Thank You!"

- Leading US based Retailer

"We wanted to let you know how pleased we are to be working with your team. Everyone from the top down is a professional. TAISTech is not a vendor, but a partner interested in building an Ecommerce program with us. From management to the offshore team, the support has been stellar"

- Leading US based Omni-channel Retailer

Select Client Universe¹

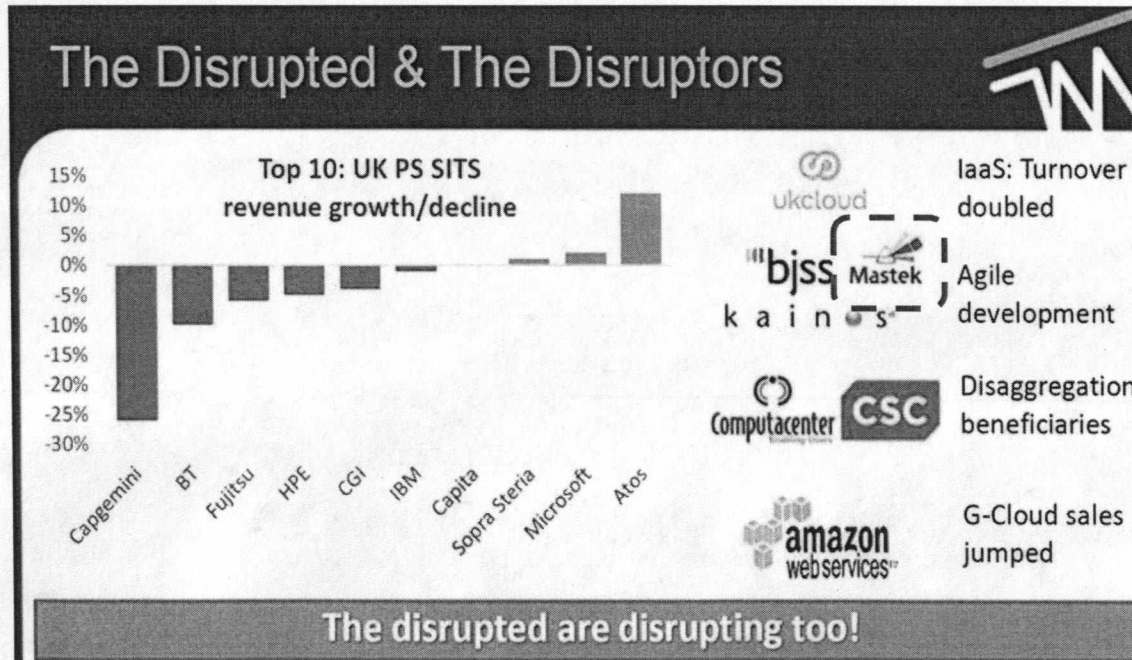


¹All logos and brands are property of their respective owners

Awards & Recognitions



Recognised as an 'Agile Disruptor' in Public Sector



Source: Techmarketrview.com

Major Accolades



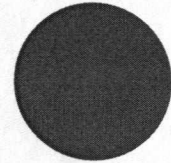
Best Agile Project Award 2016

CIOReview

Top 20 Financial Services Solution Provider, 2016



TAISTech Recognised among 10 Fastest Growing Oracle Solution Providers, 2017

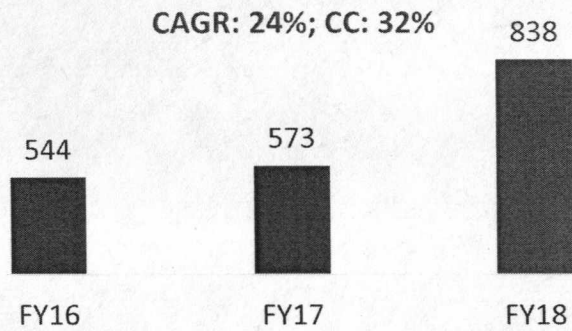


Financial Performance

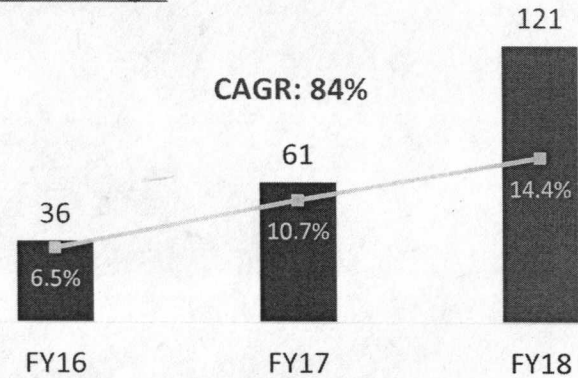
Growing Revenue and Profitability (Figures in Rs Crore)



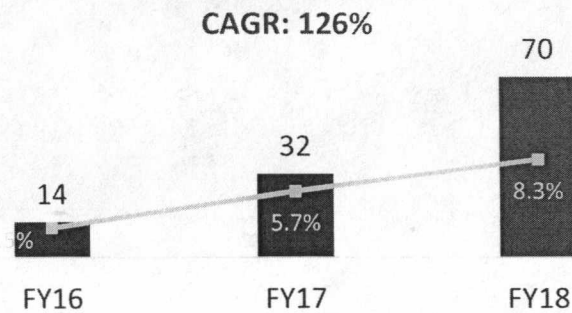
Total Revenue^{1,2}



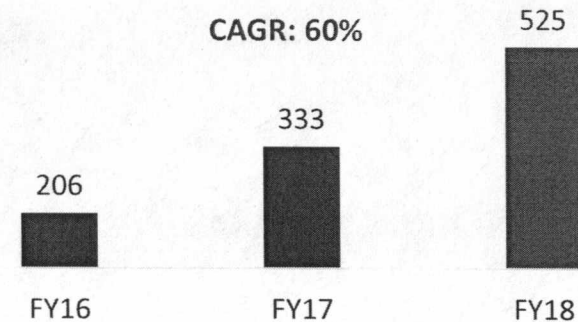
EBITDA & Margin¹



PAT & Margin¹



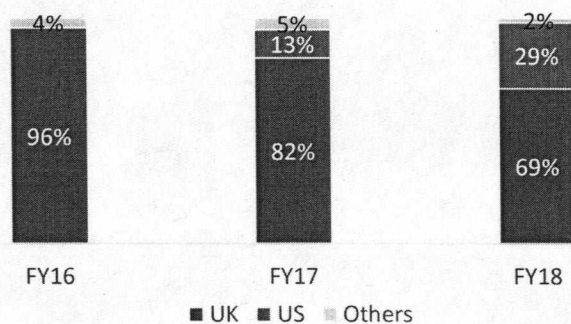
Order Backlog³ (Next 12 Months)



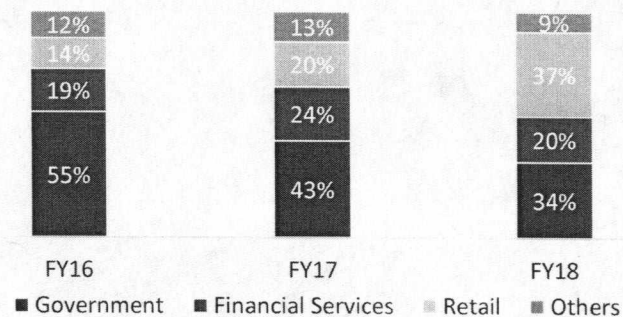
¹Figures for FY17 & FY18 are as per IndAS, figures for FY16 are as per IGAAP; ²CC denotes CAGR in Constant Currency terms; ³At the end of each financial year

Diversifying Revenue Mix¹

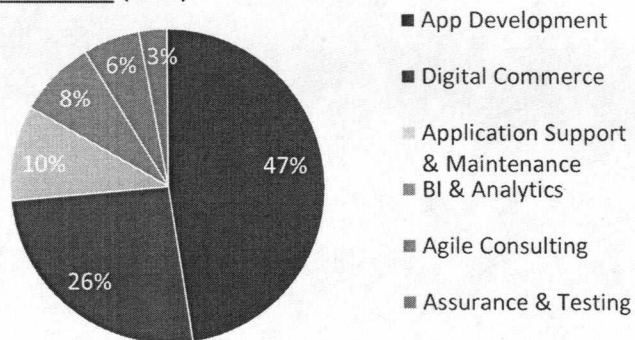
Geography Mix



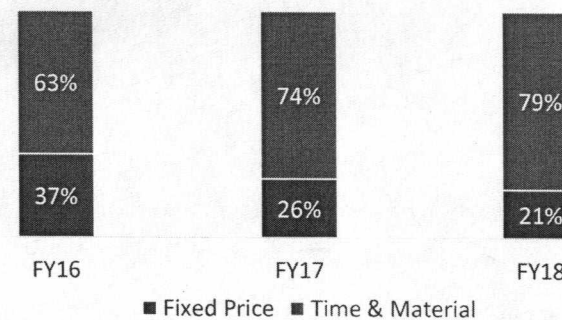
Vertical Mix



Services Mix (FY18)



Contract Type

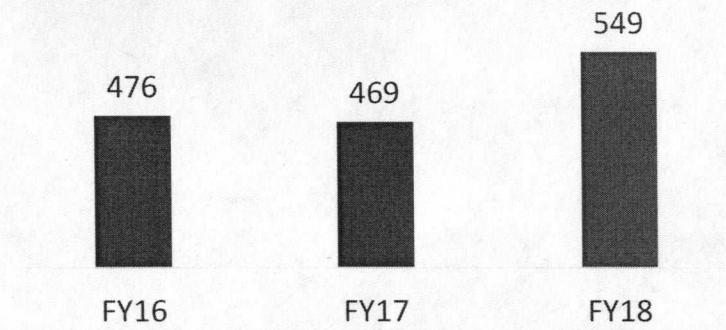


¹Figures used for FY17 & FY18 are as per IndAS, figures used for FY16 are as per IGAAP, Break-down for revenue from operations

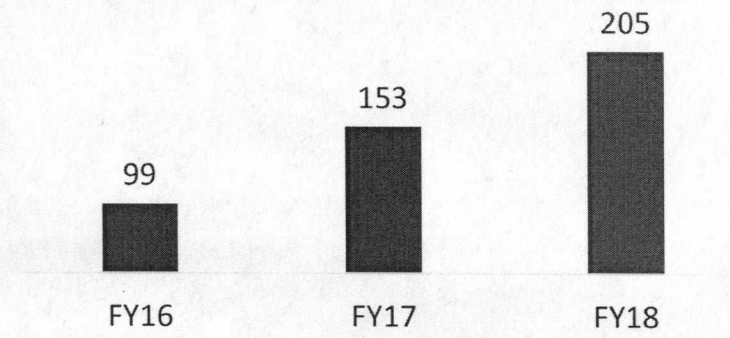
Strong Financial Position¹ (Figures in Rs Crore)



Total Network



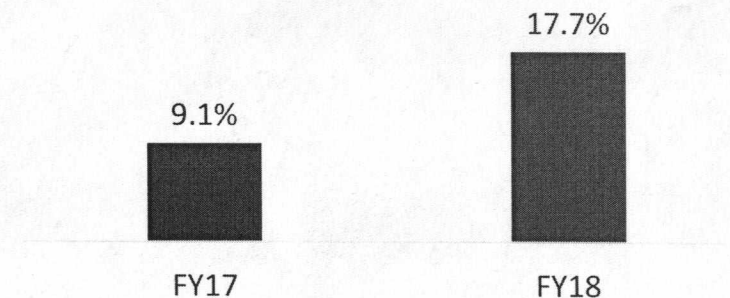
Cash Position



Return on Equity²



Return on Capital Employed³

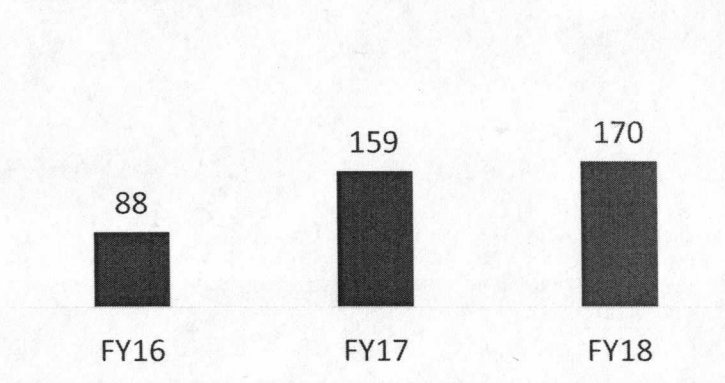


¹Figures as per IndAS; ²Return on Equity = PAT/Average Network; ³Return on Capital Employed = EBIT/Average Capital Employed

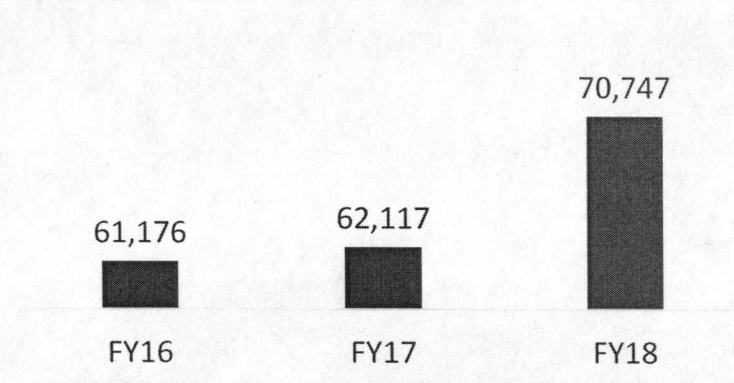
Consistent Client Connect & Productivity Improvement



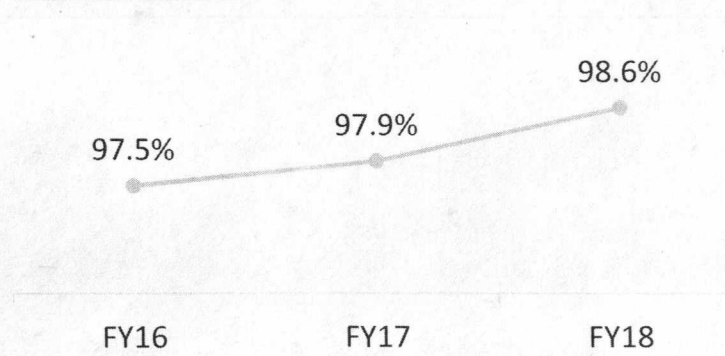
Active Clients¹ (LTM)



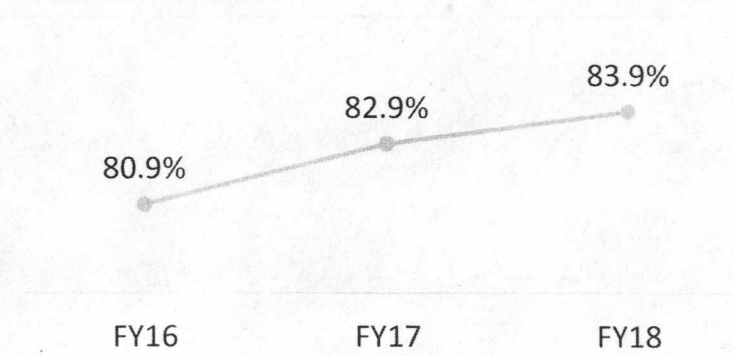
Revenue per Employee² (US\$)



Repeat Business³



Billable Utilisation⁴

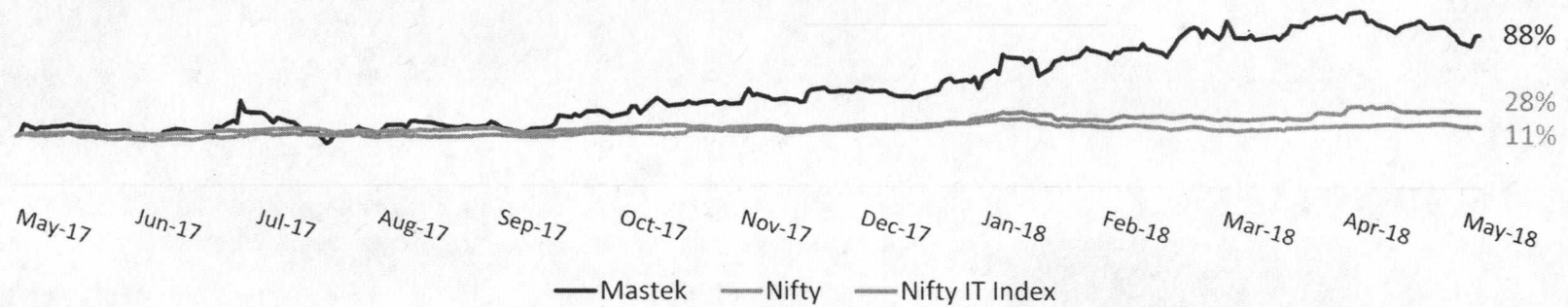


¹At the end of each financial year; ²After adjusting for exchange rate changes; ³Represents average quarterly repeat business for the year; ⁴Represents average quarterly utilization for the year

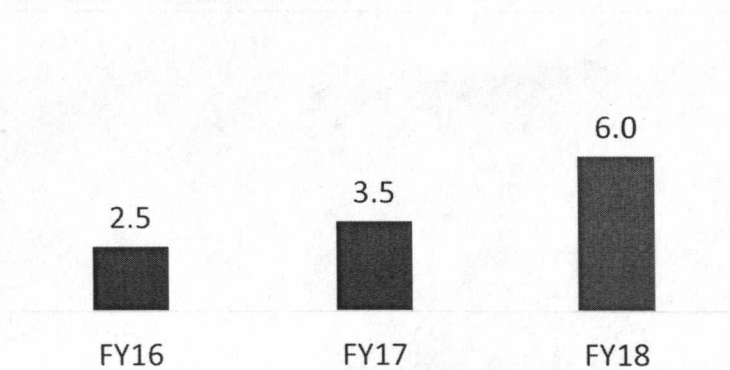
Maximising Shareholder's Return



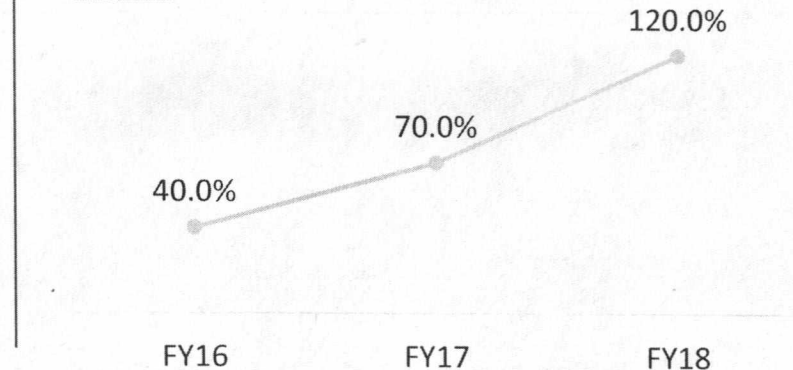
Share Price Performance¹ (Rebased to 100 – LTM)



Dividend Per Share² (Rs.)



Payout³



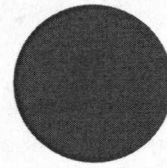
¹Share Prices from NSE, As of 25 May, 2018; ²Includes final dividend of Rs 4 per share for FY18, which is subject to approval by Shareholders; ³Dividend per share/Face value per share

Peer Review



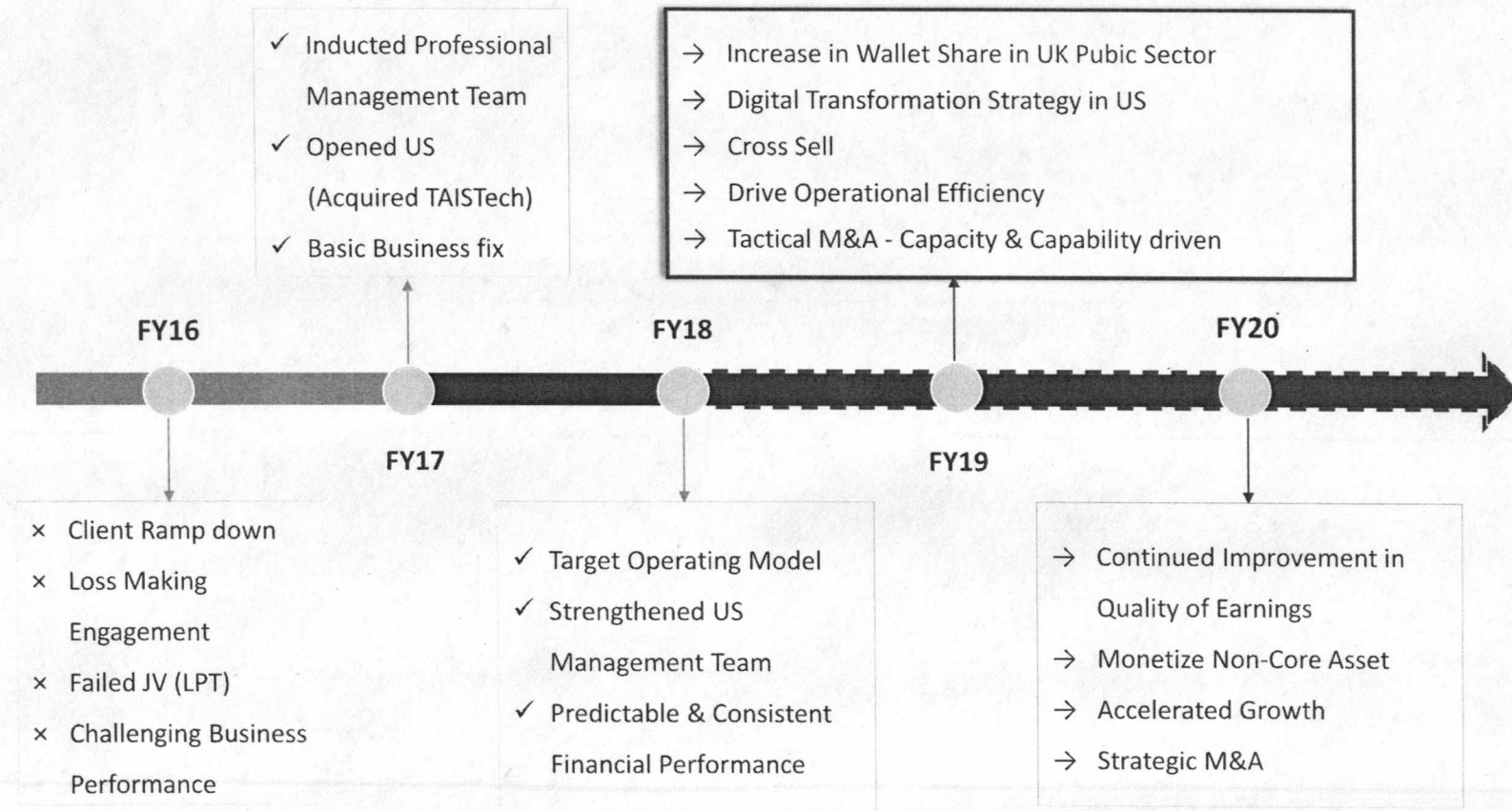
Particulars ^{1,2}	Mastek	Hexaware	Mindtree	NIIT Tech	Kainos	Syntel
Currency	₹	₹	₹	₹	£	\$
Financials						
Total Revenue (Mn)	8,382	40,965	56,530	30,305	97	946
EBITDA (Mn)	1,207	7,215	9,307	5,404	15	264
<i>EBITDA Margin</i>	14.4%	17.6%	16.5%	17.8%	15.7%	27.9%
PAT (Mn)	700	4,995	5,701	3,087	12	174
<i>PAT Margin</i>	8.3%	12.2%	10.1%	10.2%	12.1%	18.3%
Returns						
ROA ³ (%)	8.9%	20.6%	16.0%	12.1%	20.1%	38.7%
ROCE ⁴ (%)	17.7%	34.6%	26.5%	23.5%	43.4%	80.9%
ROE ⁵ (%)	13.7%	27.3%	21.4%	16.2%	35.5%	NM
Valuation⁶						
LTM Share Price Change	88%	76%	91%	124%	65%	73%
Market Cap (Mn)	13,181	131,738	167,795	69,003	459	2,615
EV/Revenue (X)	1.4	3.1	2.8	2.0	4.4	3.0
EV/EBITDA (X)	9.8	17.4	17.2	11.4	28.2	10.7
P/E (X)	18.8	25.3	29.4	22.4	39.3	15.1

¹As per reported financials; ²All figures, ratios and multiples basis LTM financials; ³ROA = PAT/Average Total Assets; ⁴ROCE = EBIT/Average Capital Employed; ⁵ROE = PAT Attributable to Equity Shareholders/Average Network; ⁶As of 25 May, 2018

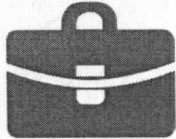


Way Forward – Vision 2020

Strategic Plan – Vision 2020



What's Changing !!!



Business

- ✓ High focus on Digital and Agile transformation programs
- ✓ Among top 3 to deliver large complex Agile programs; Help UK Government cut cost & time of delivery
- ✓ Be a vendor of choice for Digital Transformation projects
- ✓ Continued investment in building deep domain and technology capabilities across sector



UK

- ✓ "Digital by Default" driving digital transformation work for UK Government
- ✓ Doing business with UK Govt Departments directly; Contracts driven by G-Cloud and DOS Framework
- ✓ Synergies between Consulting capability (Indigo Blue) and Mastek Delivery giving a winning momentum



USA

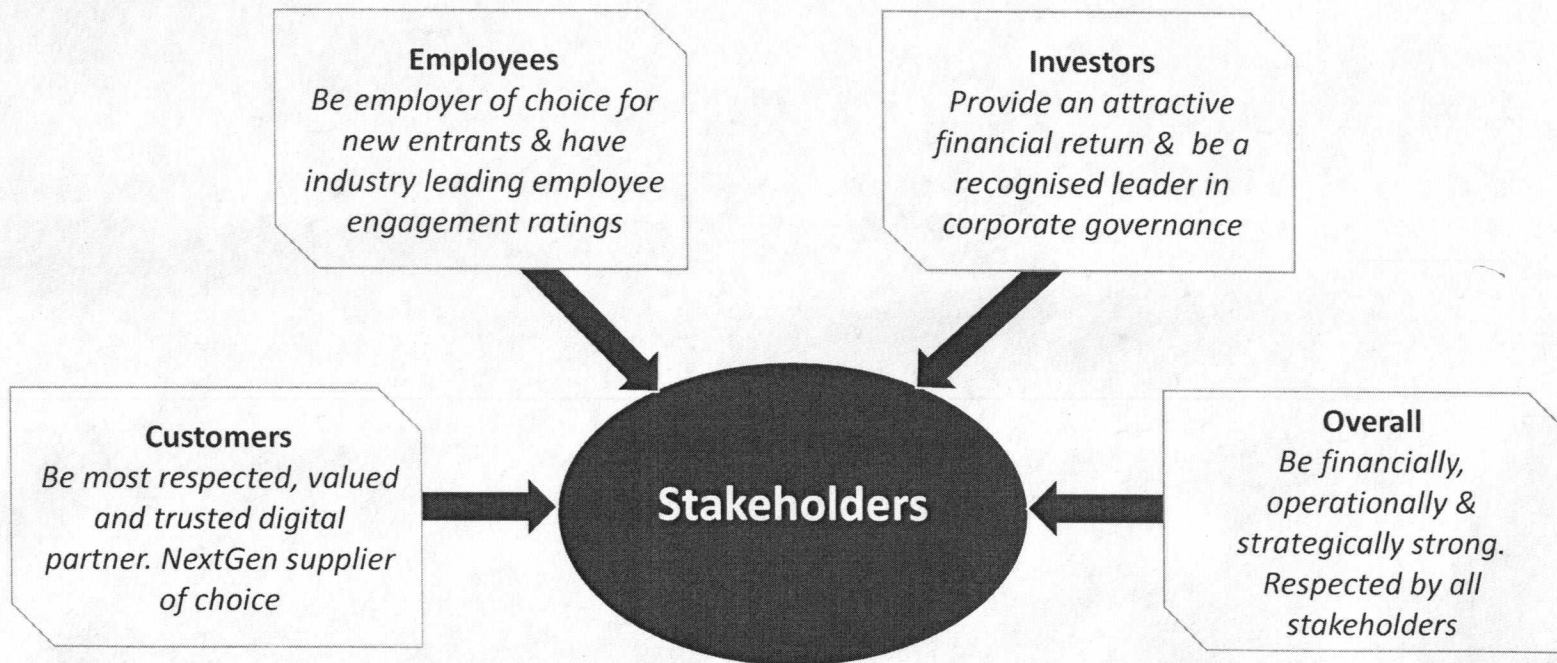
- ✓ Positioning as Digital Transformation Company with full spectrum of service
- ✓ Enhancing Digital Commerce offerings (TAISTech) by adding complimentary capabilities (UI, UX, CPQ, et al)



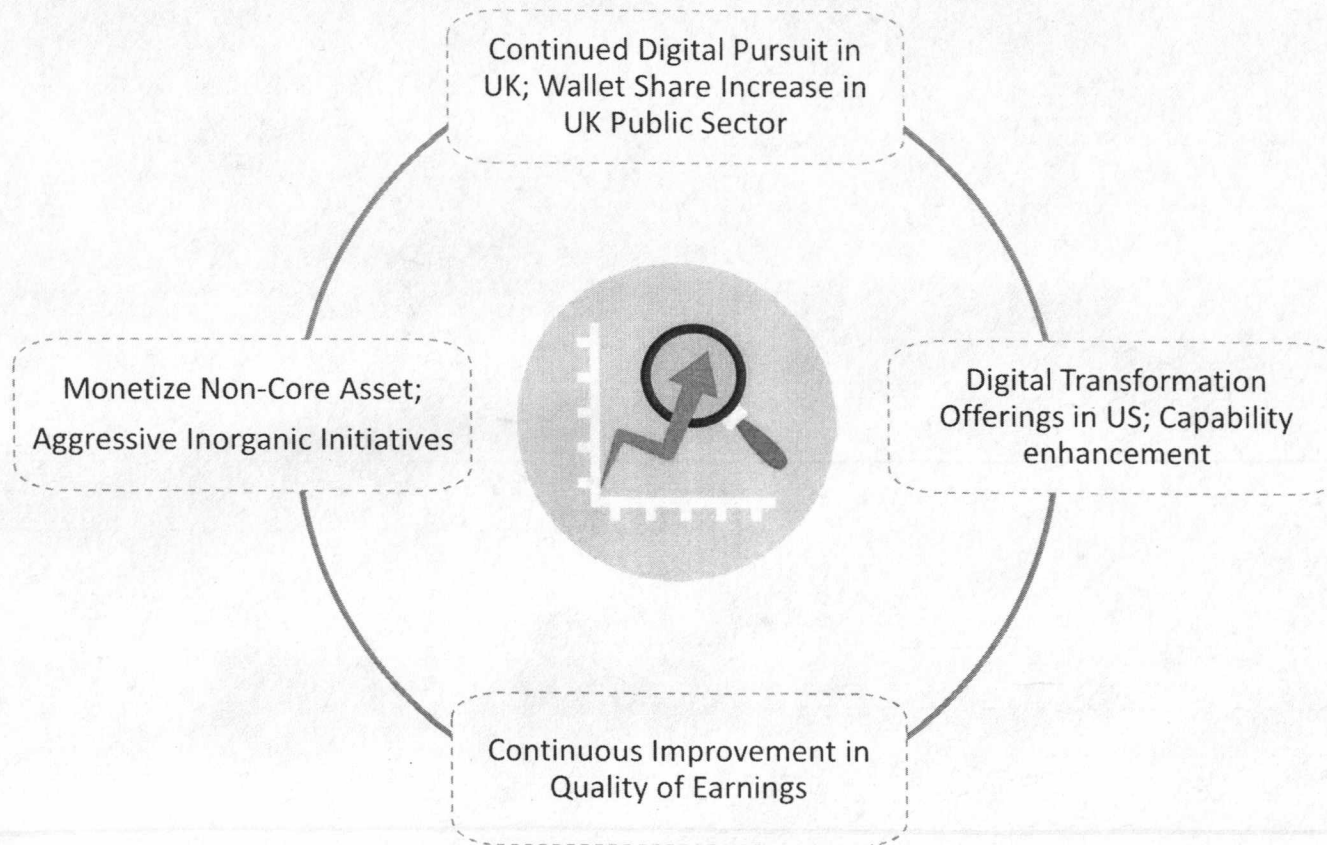
Performance Improvement

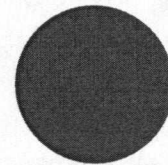
- ✓ Financial predictability and consistent performance
- ✓ Steps to improve operating efficiencies and bring in cost competitiveness
 - Shift towards Onshore Sourcing model
 - Leveraging SG&A
 - Centre of excellence and offshore shared services model
 - Improve utilization and grade mix

Vision 2020: A Global Leader in Digital Transformation



Pillars of Performance Improvement





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, past results and conference call transcripts, please visit our web site www.mastek.com.)