



INVESTOR PRESENTATION

Q4FY25

18 April 2025

Presented by:
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HIGHLIGHTS OF THE QUARTER

HIGHLIGHTS OF Q4FY25

Revenue Growth

Year-on-Year

16.1%

Operating EBITDA

Margin

15.3%

12month Order backlog

Year-on-Year Growth

5.6%



Q4FY25 revenue at
₹ 905.4 Crore

Revenue grew by
12.3% YoY (CC*)



Q4FY25 Op. EBITDA at
₹ 138.8 Crore

Op. EBITDA grew by
10.9% YoY



12 Months Order backlog at
₹ 2,290.9 Crore

12 months order backlog grew by
1.7% YoY (USD terms)

Proposed Final Dividend of 320% or Rs 16 per share

HIGHLIGHTS OF FY25

Revenue Growth

Year-on-Year

13.1%

Operating EBITDA

Margin

15.8%

PAT

Margin

10.8%



FY25 revenue at
₹ 3,455.2 Crore

Revenue grew by
10.8% YoY (USD terms)



FY25 Op. EBITDA at
₹ 546.5 Crore

Op. EBITDA grew by
7.4% YoY



FY25 PAT at
₹ 375.9 Crore

PAT grew by
20.9% YoY

Proposed Final Dividend of 320% or Rs 16 per share

KEY ACHIEVEMENTS & RECOGNITIONS



Mastek recognized as a 'Major Contender' in Everest Group's Data and AI (D&AI) Services for Mid-market Enterprises PEAK Matrix® Assessment 2025 report, highlighting Mastek's strong market impact, agility in adopting trends, strategic portfolio alignment, innovation investment, and extensive Data & AI capabilities.



Mastek listed as a trusted representative vendor in Gartner's Market Guide for Oracle Cloud Infrastructure Professional and Managed Services. It underscores Mastek's expertise across OCI Consulting, Integration Cloud, Autonomous Data Warehouse, Oracle Analytics Cloud, AI & ML, GenAI, and Managed Services.



Mastek has been recognized as a Product Challenger in the ISG Provider Lens™ Salesforce Ecosystem Partners 2025 study for the U.S. region. Mastek has been mentioned as a prominent player for Implementation Services - Core Clouds, AI Agents and Industry Clouds along with its expertise in Managed Services.



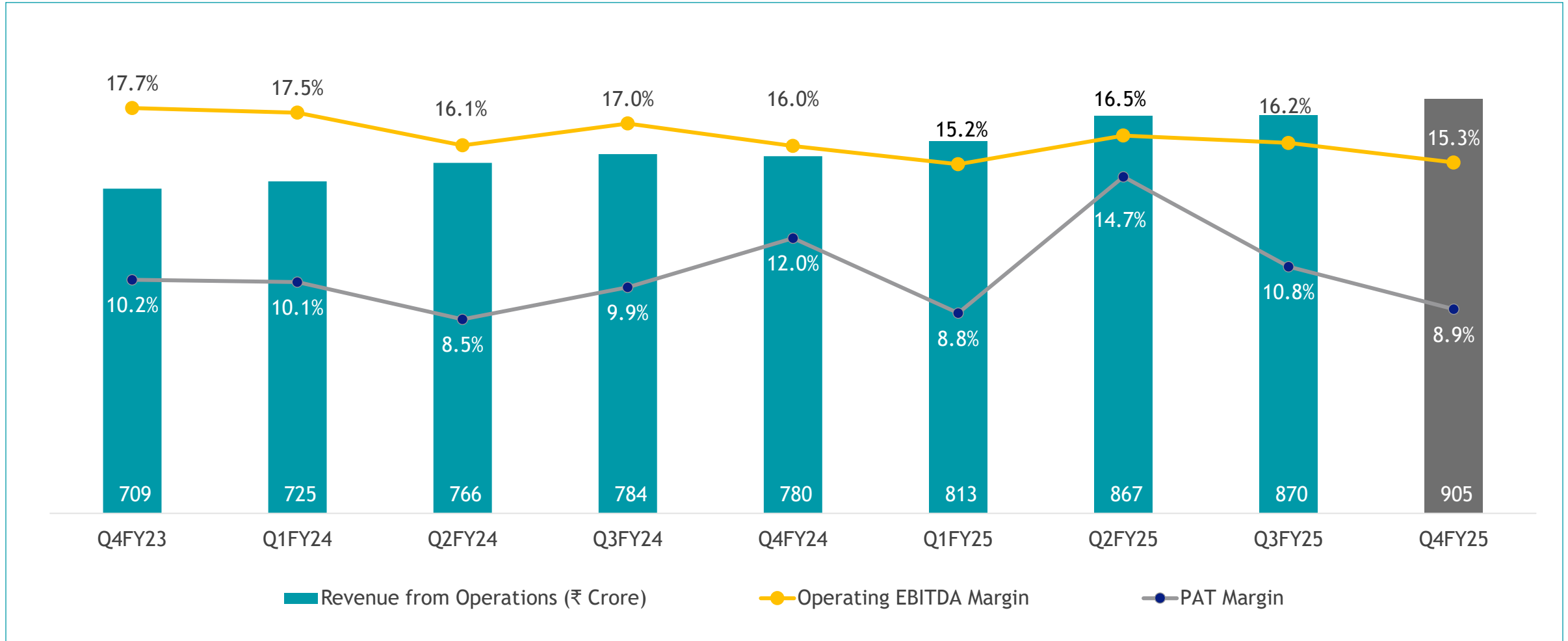
Mastek recognized as 'Disruptor' in Avasant's Oracle Cloud ERP Services 2024-2025 RadarView report. The report highlights Mastek's strong market impact across practice maturity, partner ecosystem, and investments & innovation.



Mastek recognized as a Major Player in the '2025 IDC MarketScape for worldwide Industrial IoT consulting and integration services vendor assessment' and in the '2025 IDC MarketScape for worldwide Industrial IoT engineering and managed services vendor assessment'.

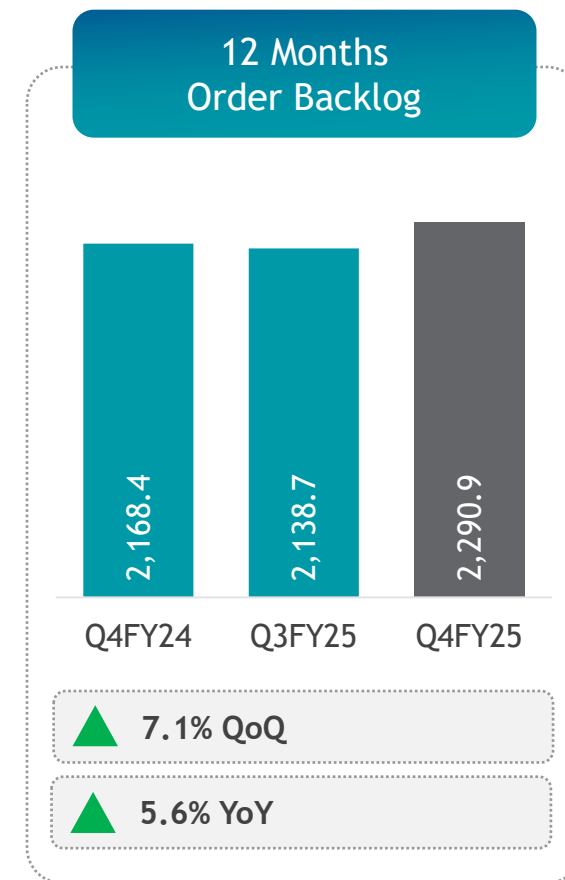
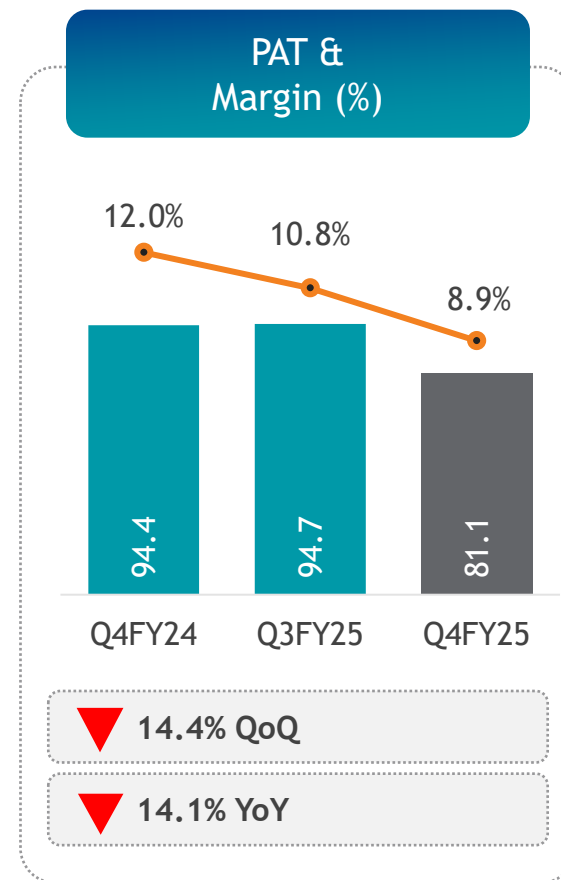
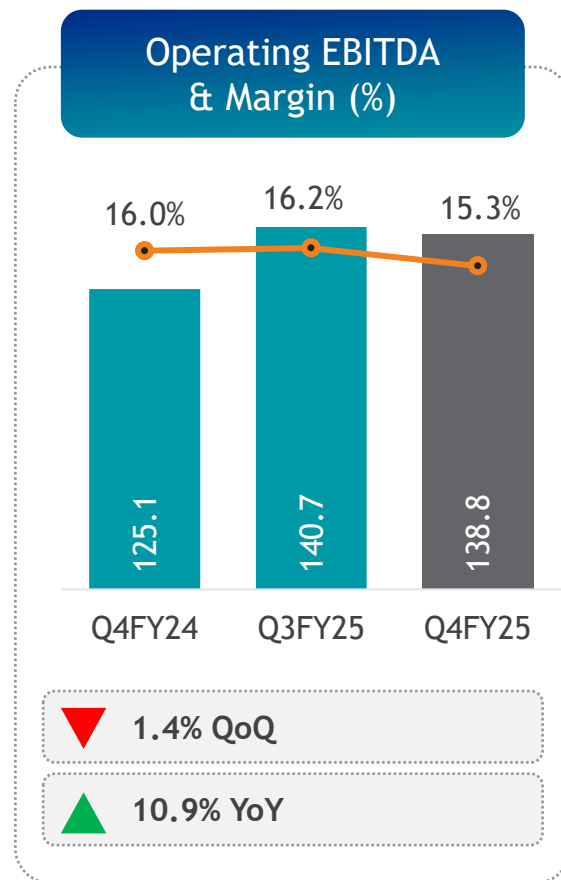
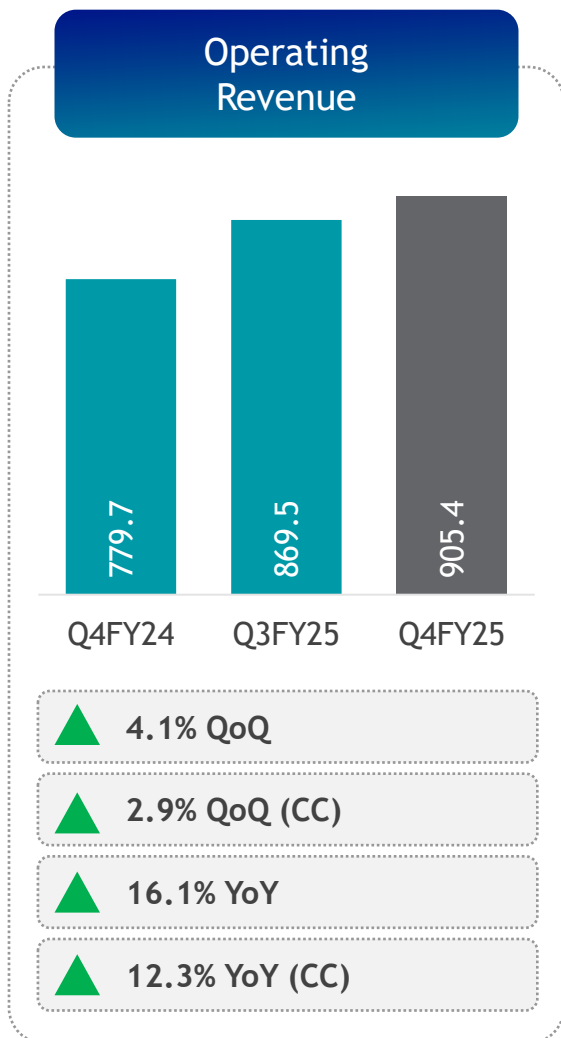
FINANCIAL & OPERATIONAL PERFORMANCE Q4FY25

FINANCIAL PERFORMANCE



CONSOLIDATED FINANCIAL HIGHLIGHTS Q4FY25

Comparison: Quarter-on-quarter & Year-on-year (Figures In ₹ Crore)



PAT normalized for exceptional items and tax thereof at Rs 89.2 crore in Q4FY25 vs Rs 88.4 crore in Q3FY25, up 0.9% QoQ

*CC: Constant Currency

CONSOLIDATED FINANCIAL SUMMARY - Q4FY25

Key Performance Metrics		Q4FY25	Q3FY25	Q4FY24	QoQ Growth	YoY Growth
Revenue	Revenue from Operations (\$mn)	\$104.6	\$102.9	\$93.7	1.7%	11.6%
	Revenue from Operations (₹ Crore)	905.4	869.5	779.7	4.1%	16.1%
	Other Income (₹ Crore)	3.6	9.5	5.5	(62.2)%	(34.3)%
	Total Income (₹ Crore)	909.0	879.0	785.2	3.4%	15.8%
Margins (₹ Crore)	Op. EBITDA	138.8	140.7	125.1	(1.4)%	10.9%
	PBT	105.9	125.7	93.9	(15.7)%	12.9%
	PAT	81.1	94.7	94.4	(14.4)%	(14.1)%
Margin (%)	Op. EBITDA	15.3%	16.2%	16.0%	(85)bps	(72)bps
	PBT	11.7%	14.3%	12.0%	(265)bps	(30)bps
	PAT	8.9%	10.8%	12.0%	(186)bps	(311)bps
EPS (₹)	Basic	26.2	30.7	29.9		
	Diluted	26.0	30.3	29.7		
12month Order Backlog	₹ Crore	2,290.9	2,138.7	2,168.4		
	\$mn	264.5	249.8	260.0		

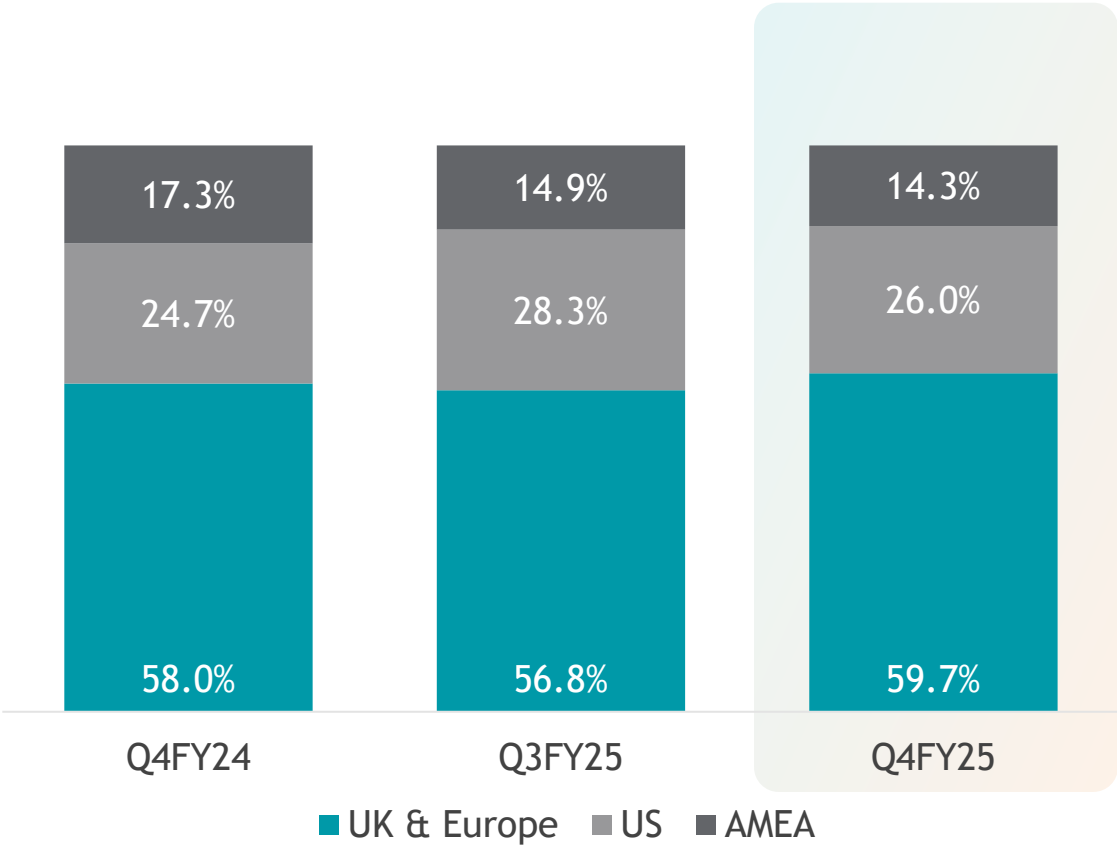
OPERATING METRICS Q4FY25

Strengthening our business		Q4FY25	Q3FY25	Q4FY24
Client Base	New Clients Added	11	10	22
	Active Client during the Quarter	348	351	430
	Top 5	34.8%	32.4%	31.1%
	Top 10	44.7%	42.5%	41.5%
	No. of Clients with Annual Billing > USD 1mn	77	79	76
Employee Base	Total Employee	5,058	5,260	5,539
	• Offshore	3,456	3,638	3,892
	• Onsite	1,602	1,622	1,647
	Diversity (Women employees)	28.1%	28.1%	28.2%
	LTM attrition	19.3%	20.1%	20.5%
	Utilization net of leave	84.2%	85.0%	86.5%
DSO	Days	83	89	89
FX Hedges for next 12 months	Value (In mn) - £	21.8	20.1	11.2
	Average rate/ ₹	109.3	108.8	110.8
	Value (In mn) - \$	6.4	6.8	7.9
	Average rate/ ₹	86.4	85.7	83.8

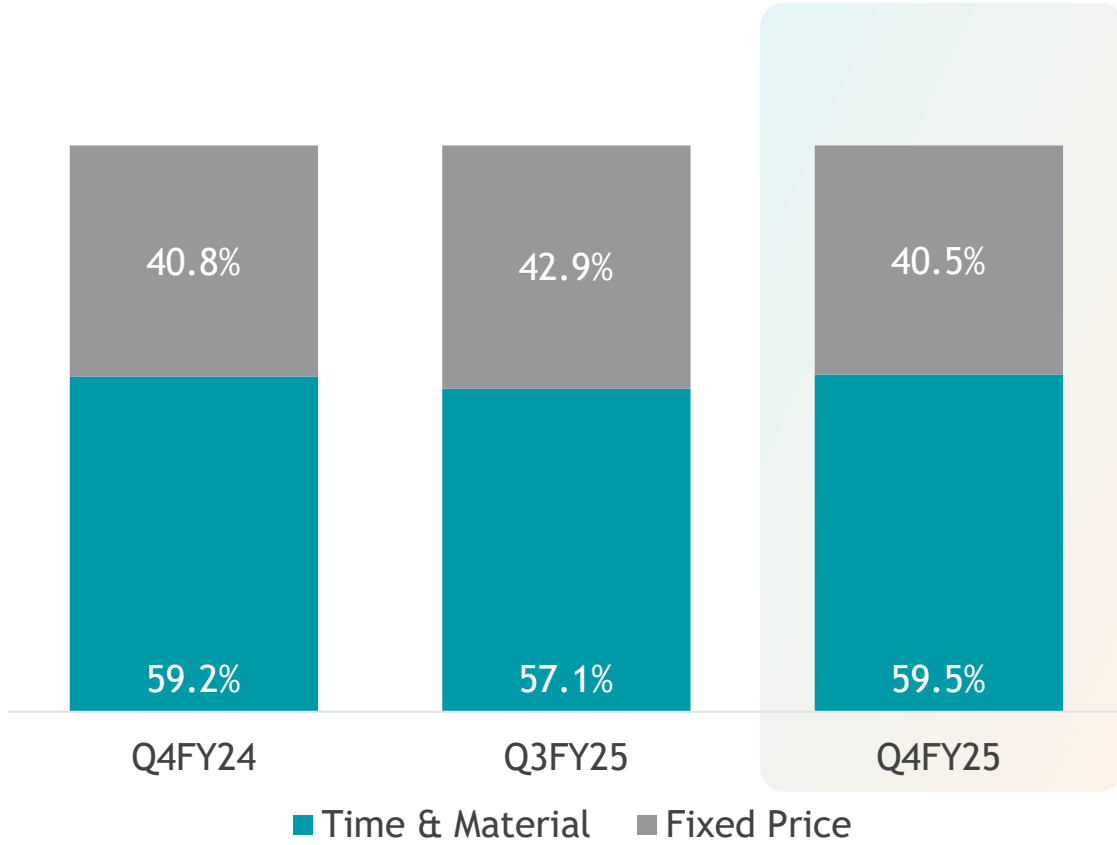
REVENUE ANALYSIS Q4FY25 - CONSOLIDATED

Balancing Our Portfolio

Revenue by Market Region

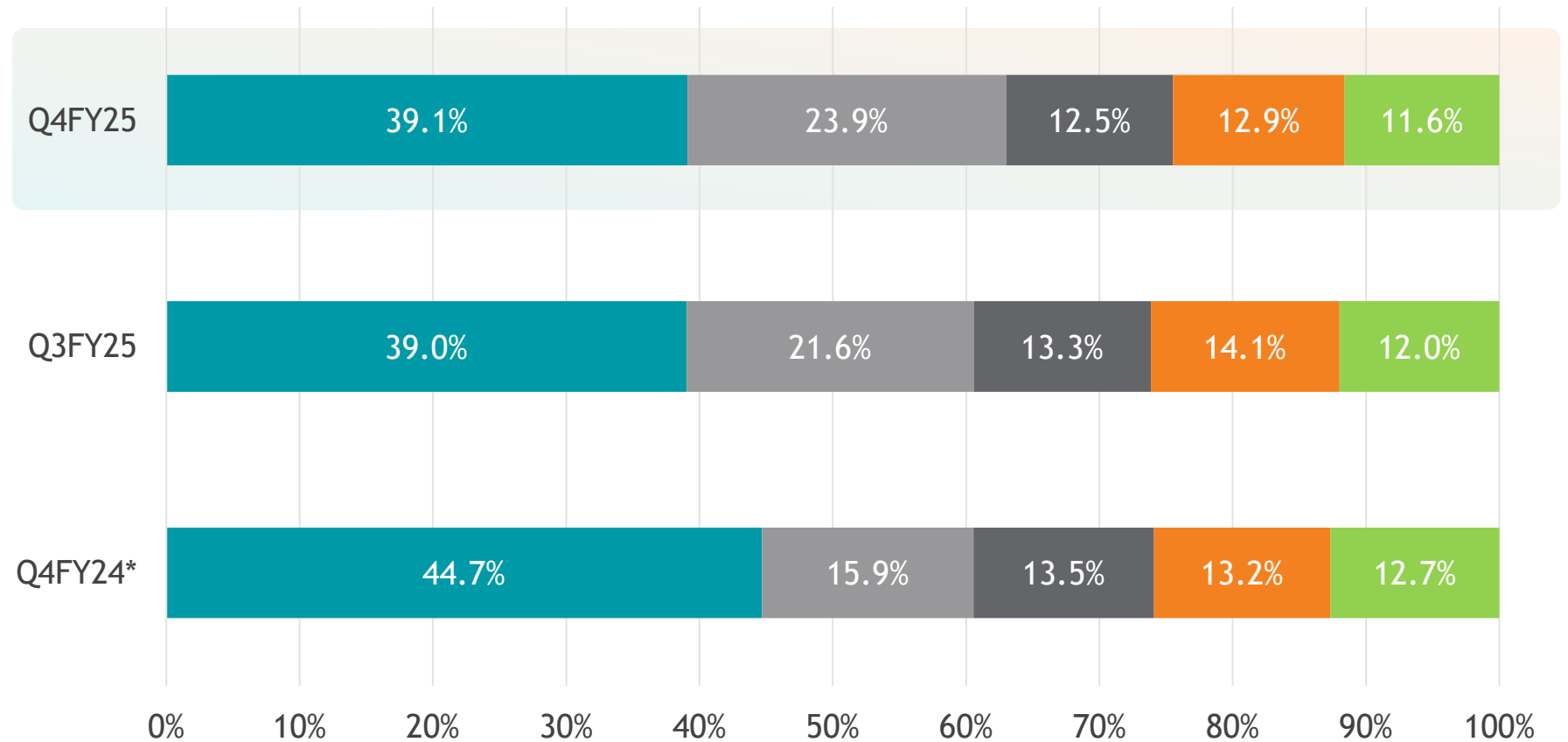


Revenue by Contract Type



OPERATIONAL PERFORMANCE

Revenue By Industry Segments Q4FY25 - Consolidated



- Government & Education
- Health & Life Sciences
- Retail/ Consumer
- Manufacturing & Technology
- Financial Services#

Note:

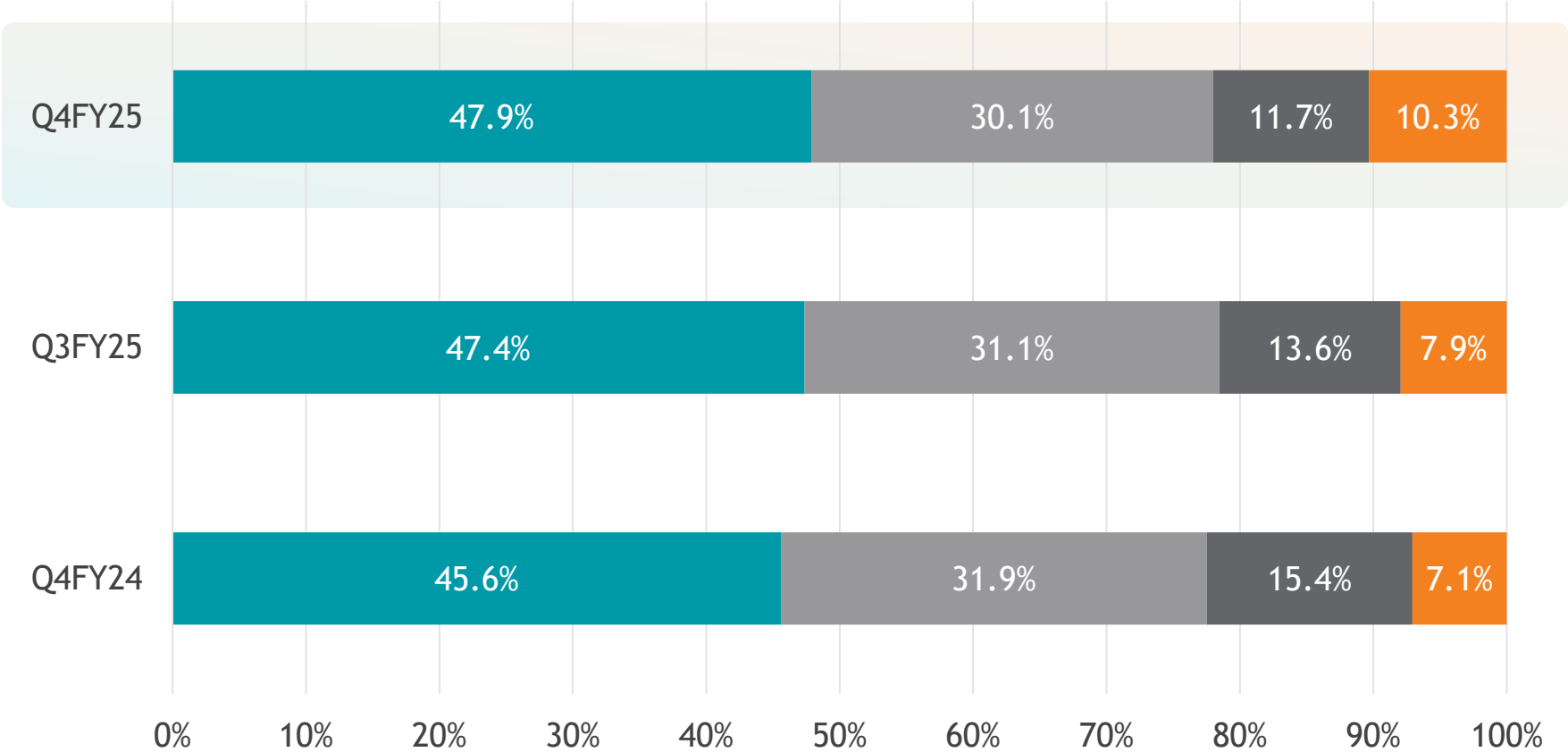
Financial Services includes consultancy/ professional services

* Previous Quarters have been restated as per latest terminology

OPERATIONAL PERFORMANCE

Revenue By Service Line Q4FY25 - Consolidated

- Digital & Application Engineering
- Oracle Cloud & Enterprise Apps
- Digital Commerce & Experience
- Data, Automation and AI



Note:
Previous Quarters have been restated as per latest terminology

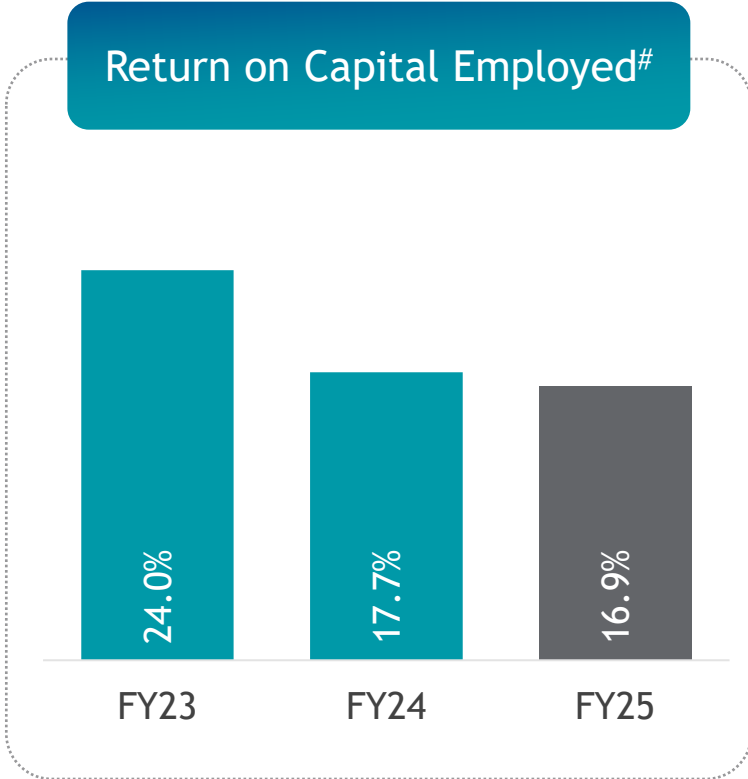
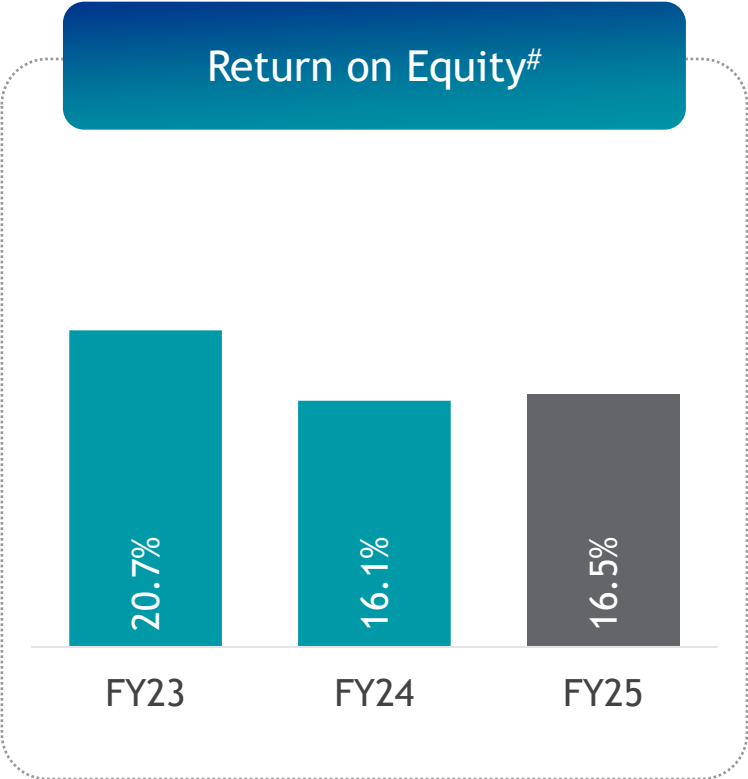
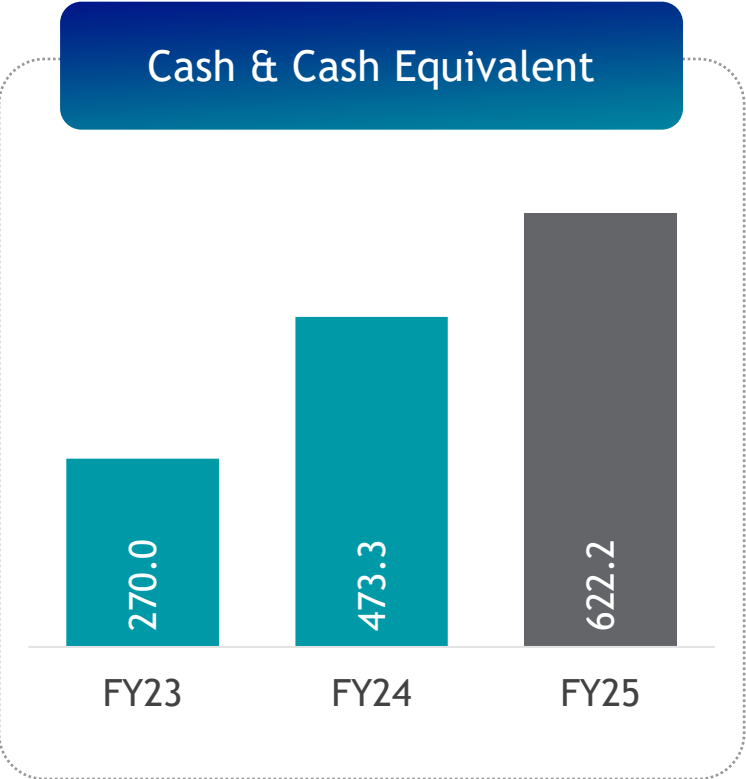
FY25 FULL YEAR PERFORMANCE

CONSOLIDATED FINANCIAL SUMMARY - FY25

Key Performance Metrics		FY25	FY24	YoY Growth
Revenue	Revenue from Operations (\$mn)	\$408.4	\$368.4	10.8%
	Revenue from Operations (₹ Crore)	3,455.2	3,054.8	13.1%
	Other Income (₹ Crore)	22.3	16.0	39.2%
	Total Income (₹ Crore)	3,477.5	3,070.8	13.2%
Margins (₹ Crore)	Op. EBITDA	546.5	508.7	7.4%
	PBT	459.2	386.2	18.9%
	PAT	375.9	311.0	20.9%
Margin (%)	Op. EBITDA	15.8%	16.7%	(84)bps
	PBT	13.2%	12.6%	63bps
	PAT	10.8%	10.1%	68bps
EPS (₹)	Basic	121.8	98.0	
	Diluted	120.7	97.3	
12month Order Backlog	₹ Crore	2,290.9	2,168.4	
	\$mn	264.5	260.0	

BALANCE SHEET METRICS FY25 - CONSOLIDATED

Figures In ₹ Crore

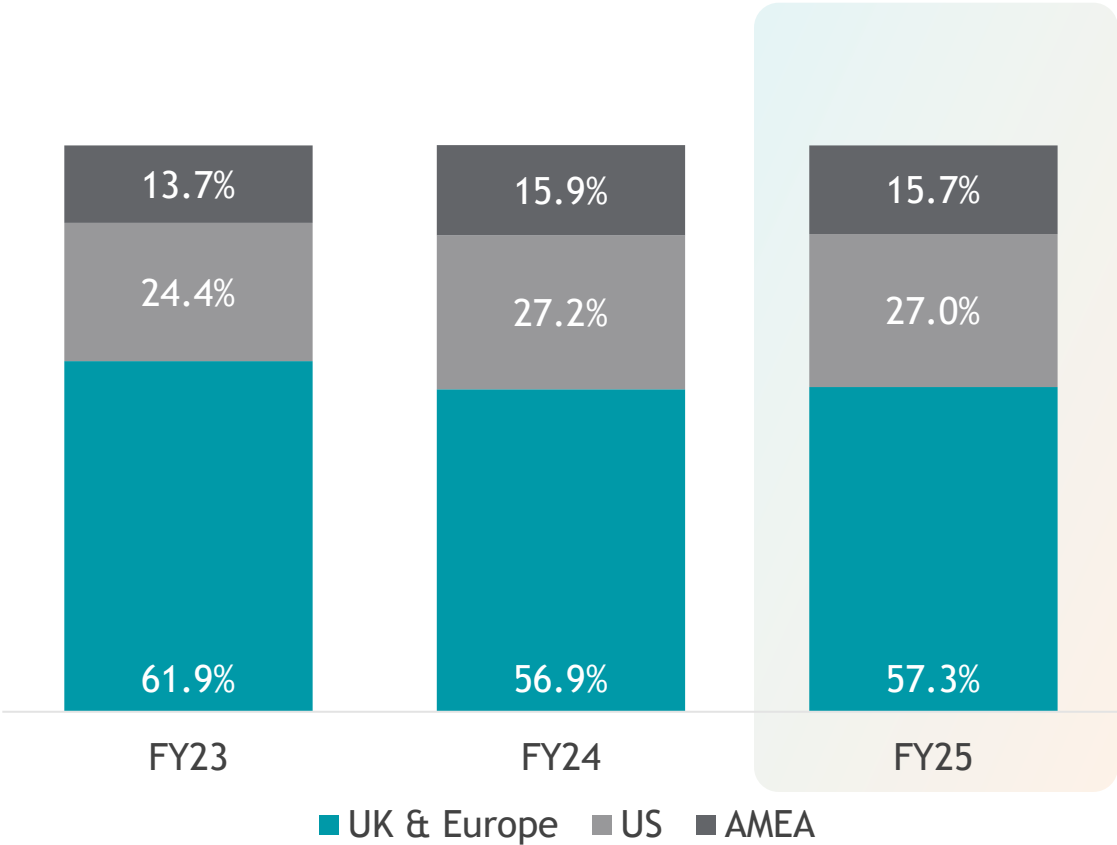


[#] Return on Equity = PAT/Average Networkth; Return on Capital Employed = EBIT/Average Capital Employed

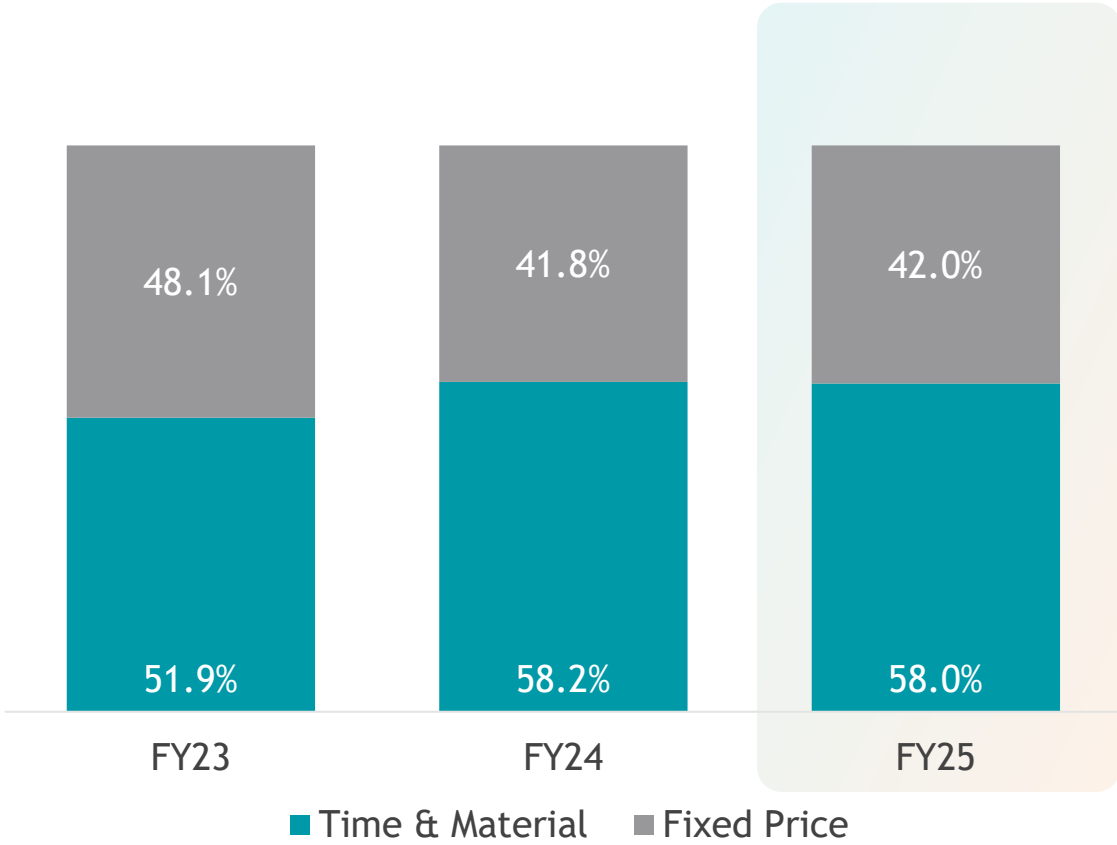
REVENUE ANALYSIS FY25 - CONSOLIDATED

Balancing Our Portfolio

Revenue by Market Region

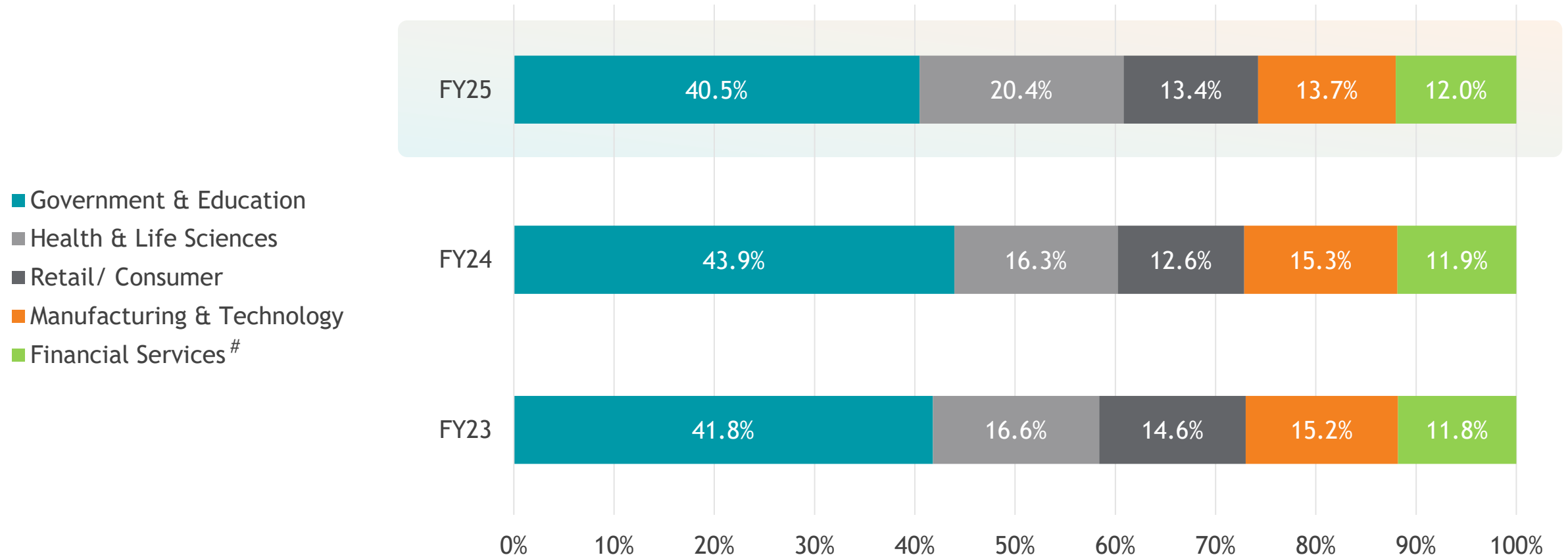


Revenue by Contract Type



OPERATIONAL PERFORMANCE

Revenue By Industry Segments FY25 - Consolidated



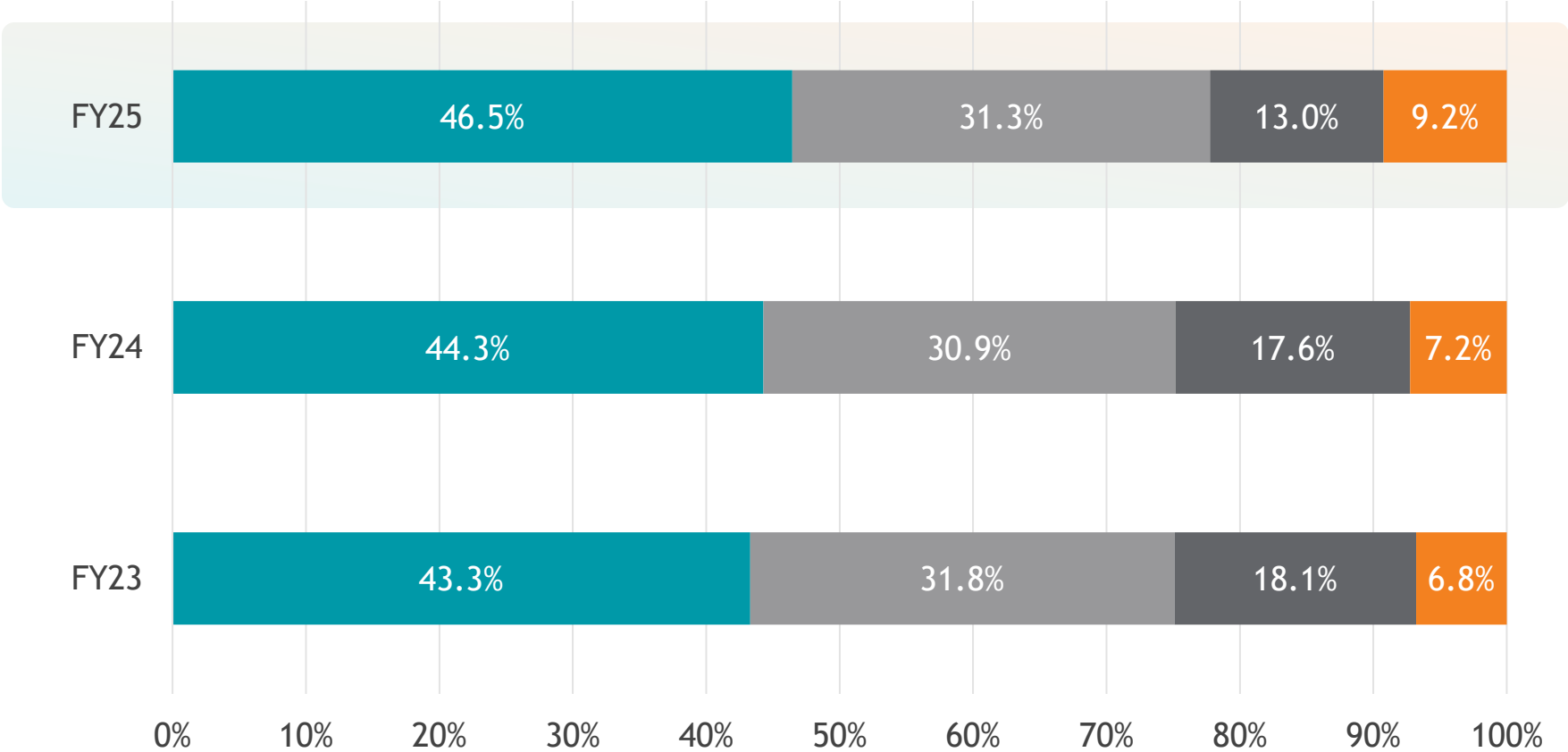
Note:

Financial Services includes consultancy/ professional services

OPERATIONAL PERFORMANCE

Revenue By Service Line FY25 - Consolidated

- Digital & Application Engineering
- Oracle Cloud & Enterprise Apps
- Digital Commerce & Experience
- Data, Automation and AI



KEY WINS FOR THE QUARTER

KEY WINS FOR THE QUARTER

Government, Education & Financial Services

UK & Europe

UK & Europe

Americas

AMEA

Client

UK's Central Government department responsible for Immigration services.

UK's Official Export Credit Agency supporting national exporters and global trade.

A Global Fortune 500 Leader in Asset Management, Research, and Advisory Services for Corporations, Mutual Funds, and Institutional Investors.

A Leading Foreign Aid Agency Dedicated to Promoting Sustainable Socio-Economic Growth in Developing Countries.

About the deal

Mastek secured two strategic multi-year extension engagements to manage the Immigration platform with live support, and deliver integration services with digital dashboards across Immigration, Border Force, and UK Visas—driving agility, data-led governance, and citizen outcomes through Agile DevSecOps and Vertical Managed Services.

Mastek secured a strategic engagement to deliver end-to-end software engineering across the Software Development Life Cycle by modernizing citizen-facing digital channels, enabling smarter data usage, and enhancing testing services—supporting the agency's mission to accelerate UK exports through trusted, efficient, and digitally-enabled services.

Mastek secured a strategic contract to design and implement a high-performance, scalable data framework to migrate the client's data warehouse. This solution optimizes performance, ensures regulatory compliance, and enhances responsiveness, enabling the client to deliver superior value and insights to their institutional investors with precision and agility.

Mastek secured engagement to transform their On-Premise installbase of E-Business Suite to Oracle Cloud Fusion powered by Mastek Glide 4.0®. This shall enhance user experience with advanced UI, UX, and inbuilt GenAI features, empowering employees across the organization. This positions us as a key Cloud Partner for public sector transformation in the UAE.

KEY WINS FOR THE QUARTER

Healthcare

UK & Europe	Americas	Americas	AMEA
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Client

The Publicly Funded Healthcare System of England	A Leading US-based Non-Profit Association providing Healthcare Insurance and Services to Over 100 Million People Nationwide	A Leading Health Insurance Provider Offering Coverage to over 2 Million Customers	A Leading Healthcare Provider in the UAE, Delivering Comprehensive Care Across the Middle East and Other Geographies
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About the deal

Mastek secured a critical engagement to innovate the recruitment service for the healthcare system. The discovery phase focuses on exploring modular solutions, enhancing user preferencing, and automating longlisting, laying the foundation for a transformative recruitment model that drives efficiency, scalability, and improved user experience.	Mastek secured a strategic partnership as the Quality Assurer for all Salesforce applications. The solution incorporates custom-built Gen AI accelerators, performance testing, and QA support, enabling early detection of performance issues, and actionable performance metrics—empowering the client to optimize their service delivery and improve operational efficiency., real-time feedback	Mastek secured a strategic engagement to optimize the client's Claims system through data transformation services, by streamlining the extraction and transformation of critical data (Accidents, Dental, etc.) from Trading Partners. This will enhance operational efficiency, ensure seamless data flow, and drive better decision-making for improved service delivery.	Mastek secured a strategic engagement to transform patient engagement and streamline operations using Salesforce's Health and Marketing Cloud. This initiative will enhance visibility across patient journeys, enable secure data management, and foster seamless coordination between departments, ultimately driving data-driven care and improving patient outcomes.
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KEY WINS FOR THE QUARTER

Retail, Manufacturing & Technology

UK & Europe

Americas

Americas

AMEA

Client

UK's Leading Technical Engineering Solutions Providers, Specializing in Power, Water, Pharmaceutical, Industrial, and Energy Transition Markets

A Renowned Fortune 500 American Multinational Leader in Premium Athletic Apparel

A Renowned American Statistical Software Pioneer with Over Half a Century of Innovation

A Major UAE Conglomerate with Diverse Investments Across Real Estate, Industrial, Financial, Healthcare, and Education Sectors

About the deal

Mastek secured a transformative engagement to implement Oracle Cloud Applications, replacing multiple legacy systems and streamlining business processes. The solution will enhance operational efficiency, drive faster decision-making, and provide insights with a single source of truth, enabling the client to respond more effectively to market dynamics and business needs.

Mastek, as a strategic partner, secured multiple agreements to enhance the client's direct-to-consumer (D2C) capabilities. The engagement includes migrating critical systems and implementing new functionalities for online stores using digital commerce, data analytics, and Salesforce technologies, improving customer experience, driving sales, and supporting sustainable business growth.

Mastek secured a strategic engagement to transform the client's finance, customer experience, and planning using Oracle Cloud. This transformation will streamline operations, improve financial planning, and enhance customer interactions, driving real-time insights, operational efficiency, and superior decision-making to strengthen the client's market leadership.

Mastek secured a contract to implement Oracle Cloud, integrating 7 entities for comprehensive real estate and property management automation. This solution addresses IFRS reporting, invoice reconciliation, and revenue recognition challenges, enabling the client to optimize operations, enhance financial accuracy, and drive sustainable growth as they expand their investment portfolio.

STRATEGIC PRIORITIES & GENAI

UNLOCK THE POWER OF AI FOR YOUR BUSINESS WITH MASTEK



Revolutionize and Elevate CX & EX

- Reinvent Customer Engagement
- Enrich Employee Experience
- Improve Productivity



Reshape Business Processes with AI

- Develop Innovative AI-Powered Intelligent Systems
- Enhanced Decision Making
- Increase Operational Efficiency



Tailored AI Innovation

- Build Agentic Systems
- Small Language Models (SLMs)
- Vertical-Specific Solutions

MASTEK - ADOPT.AI

ADOPT.AI FOR TECHNOLOGY

Deliver Faster & Better



Mastek
AI ENABLER



ADOPT.AI FOR BUSINESS

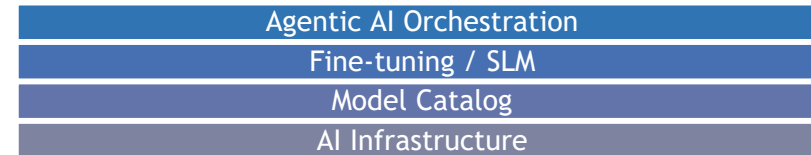
Boost Productivity in Business Apps



Agentforce



Tailor Made AI Solutions



Pre-Built Solutions & Accelerators



AI Solution Blueprints



Pre-Built Assets with ease of Integration



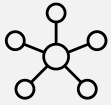
Industry Focused Solutions

ADOPT.AI FOR DATA

Enterprise Data Modernization, Preparation & Governance for AI Systems

MASTEK'S AI STRATEGY - KEY TAKEAWAYS

01



Launched AI Engineering Center of Excellence

- We have established a dedicated AI Engineering Center of Excellence with the goal of delivering AI Engineering Consulting and Integration services focused on driving business application transformations.
- We are developing deep expertise in building competence for delivering Enterprise AI, Agentic AI, and AI-native applications.

02



Launched ADOPT.AI suite of offerings

- ADOPT.AI will guide our clients and accelerate the adoption of AI to drive more value.
- Mastek's AI platform is enabling our workforce to deliver business applications faster and better. We are beginning to see close to 30% efficiency in some of the engagements.
- ADOPT.AI offers our clients the choice of over 100 use cases for boosting productivity in business applications and more than 50 unique AI solution blueprints/assets for quick deployment.

03



Focused on talent transformation & AI Data Readiness

- Mastek AI Academy across Service Lines upskilling workforce in AI - 3,600 Mastekeepers already upskilled.
- Strong focus on AI Data Readiness and Governance.

THANK YOU



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