

Investor Presentation Q1FY27

21st July 2026

Presented by:

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Agenda

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Quarter

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Wins & Case Studies



Highlights Of The Quarter



Highlights of Q1FY27

Secured 40+ new AI deals for Q1FY27 across AI for Technology, Business and Data

7.7% Revenue Growth
Year-on-Year

15.4% Operating EBITDA
Margin

25.0% 12 Months Order
backlog
Year-on-Year Growth

Q1FY27 revenue at
₹ 985.3 Crore

Q1FY27 Op. EBITDA at
₹ 151.4 Crore

12 Months Order backlog at
₹ 2,935.2 Crore

Revenue grew by
1.8% QoQ CC

Op. EBITDA grew by
10.2% YoY

12 months order backlog
grew by
13.3% YoY (USD terms)

Key Achievements & Recognitions

Sectoral Recognitions:

- Mastek featured as a Challengers in Avasant Higher Education Digital Services 2026 RadarView™
- Mastek featured as a Challengers in Avasant Manufacturing Digital Services 2026 RadarView

Data & AI:

- Mastek was recognized as a Product Challenger in ISG Snowflake Ecosystem Partners 2026 (Global)

Oracle:

- Mastek Recognized in Gartner Market Guide for Oracle Cloud Infrastructure Professional and Managed Services

Corporate:

- Mastek was recognized as a Top 15 Sourcing Standout in the ISG (Information Services Group) Index™ Q2 2026 – Booming 15 Leaderboard

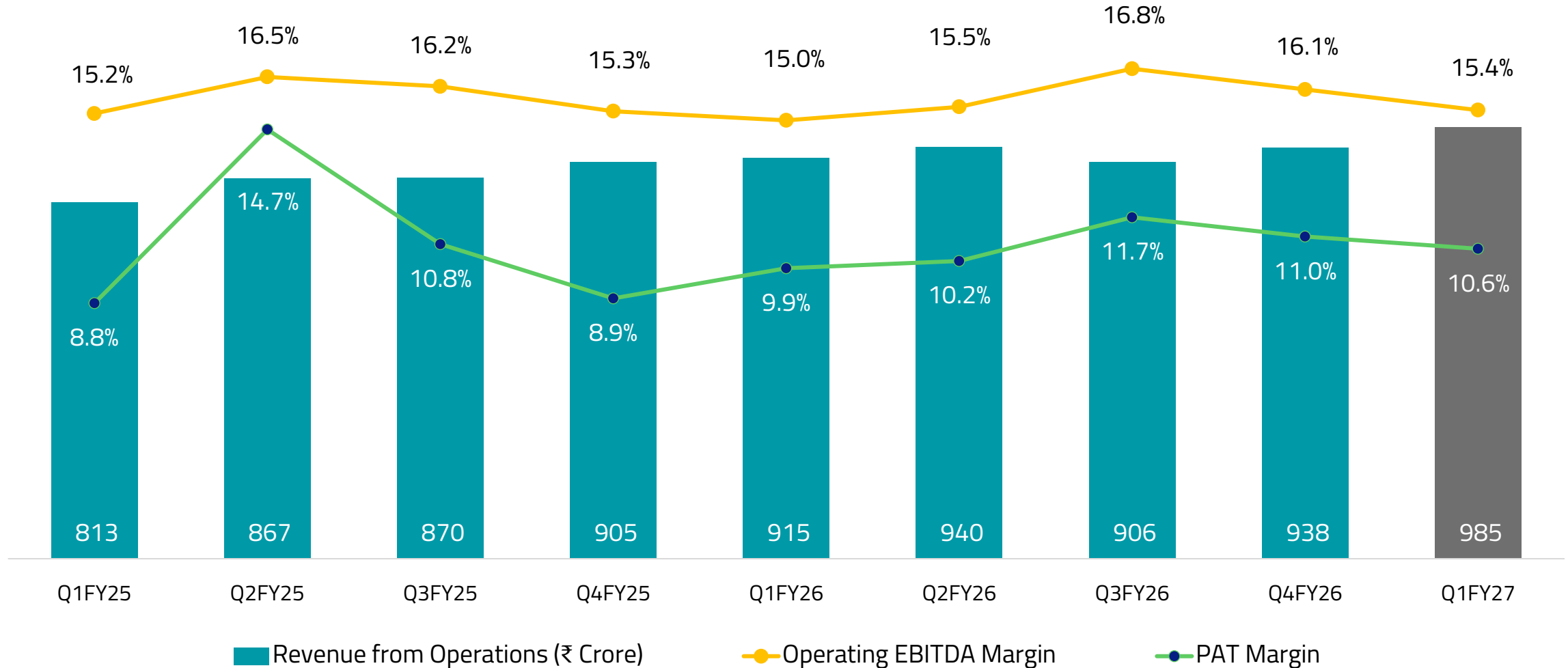
Major Contender and Star Performer in the Everest Oracle Cloud Applications Services PEAK Matrix® Assessment 2026



Financial & Operational Performance Q1FY27



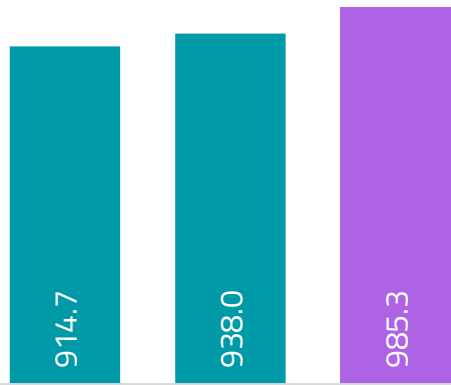
Financial Performance



Consolidated Financial Highlights Q1FY27

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

Operating Revenue



Q1FY26 Q4FY26 Q1FY27

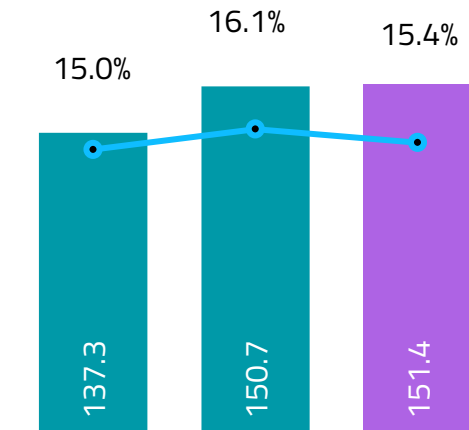
▲ 5.0% QoQ

▲ 1.8% QoQ (CC)

▲ 7.7% YoY

▼ 3.0% YoY (CC)

Operating EBITDA & Margin (%)

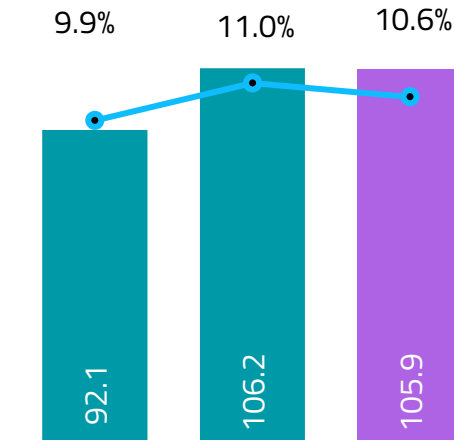


Q1FY26 Q4FY26 Q1FY27

▲ 0.4% QoQ

▲ 10.2% YoY

PAT & Margin (%)

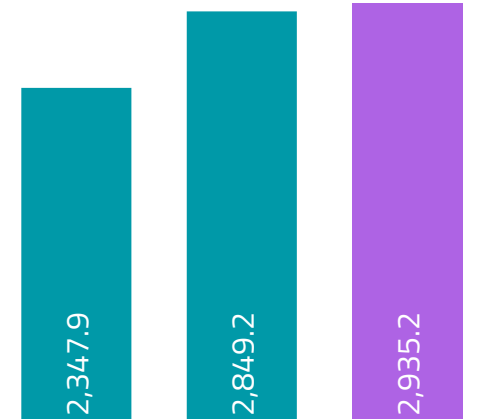


Q1FY26 Q4FY26 Q1FY27

▼ 0.3% QoQ

▲ 15.0% YoY

12 Months Order Backlog



Q1FY26 Q4FY26 Q1FY27

▲ 3.0% QoQ

▲ 25.0% YoY

CC: Constant Currency

Investor Presentation Q1FY27

Consolidated Financial Summary – Q1FY27

Key Performance Metrics		Q1FY27	Q4FY26	Q1FY26	QoQ Growth	YoY Growth
Revenue	Revenue from Operations (\$mn)	\$104.8	\$103.5	\$107.4	1.2%	(2.4)%
	Revenue from Operations (₹ Crore)	985.3	938.0	914.7	5.0%	7.7%
	Other Income (₹ Crore)	12.0	23.9	10.6	(49.6)%	13.9%
	Total Income (₹ Crore)	997.3	961.9	925.3	3.7%	7.8%
Margins (₹ Crore)	Op. EBITDA	151.4	150.7	137.3	0.4%	10.2%
	PBT	138.5	125.2	120.7	10.6%	14.7%
	PAT	105.9	106.2	92.1	(0.3)%	15.0%
Margin (%)	Op. EBITDA	15.4%	16.1%	15.0%	(71)bps	35bps
	PBT	13.9%	13.0%	13.0%	86bps	84bps
	PAT	10.6%	11.0%	9.9%	(42)bps	67bps
EPS (₹)	Basic	34.2	34.3	29.8		
	Diluted	33.9	34.0	29.5		
Total Order Backlog (\$mn)	UK & Europe	360.5	359.6	297.7		
	US	113.5	87.4	91.9		
	AMEA	54.1	57.3	64.5		

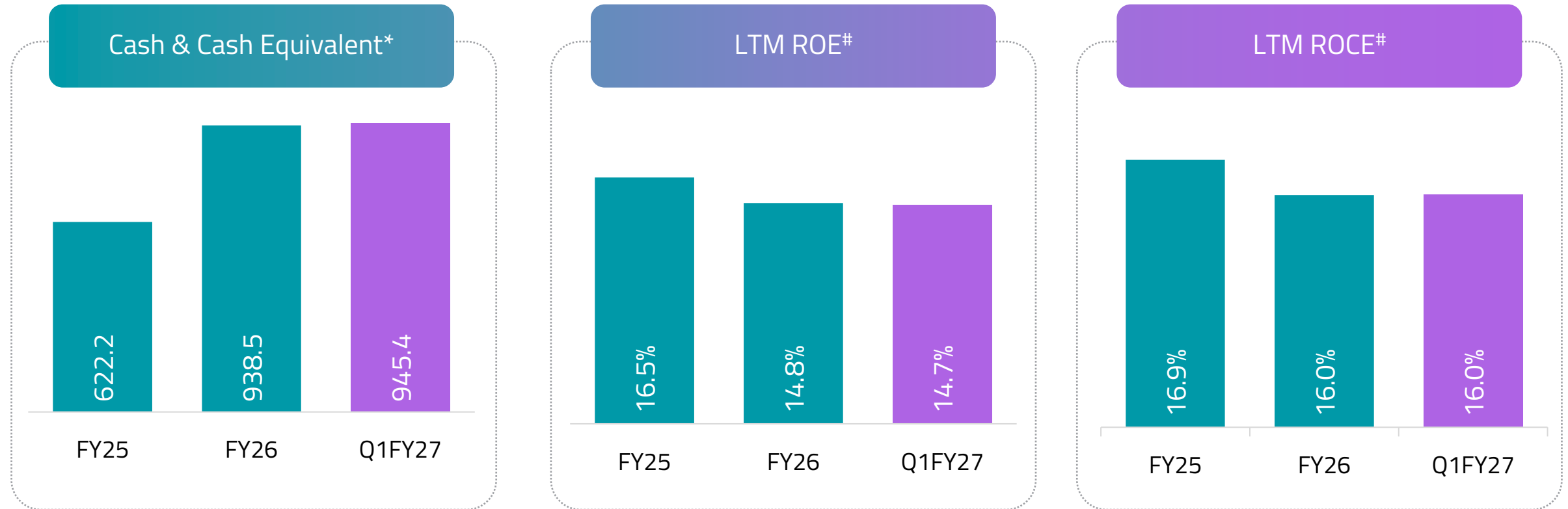
Operating Metrics Q1FY27

Strengthening our business		Q1FY27	Q4FY26	Q1FY26
Client Base	New Clients Added	13	12	12
	Active Client during the Quarter	309	326	323
	Top 5	32.0%	33.9%	34.7%
	Top 10	44.7%	46.2%	45.1%
	No. of Clients with Annual Billing > USD 1mn	69	69	75
Employee Base	Total Employee	4,897	4,730	4,797
	• Offshore	3,283	3,195	3,241
	• Onsite	1,614	1,535	1,556
	Diversity (Women employees)	27.9%	27.8%	27.8%
	LTM attrition	16.4%	17.4%	19.5%
	Utilization net of leave	83.9%	85.7%	87.2%
DSO	Days	75	73	82
FX Hedges for next 12 months	Value (In mn) – £	22.6	21.5	18.9
	Average rate/ ₹	120.3	117.8	110.0
	Value (In mn) – \$	7.6	6.7	5.3
	Average rate/ ₹	91.8	90.2	86.9

* Restated for comparability with the current quarter figures

Balance Sheet Metrics Q1FY27 – Consolidated

Figures In ₹ Crore



Cash & Cash equivalent and Investments during the quarter increased by ₹6.9cr QoQ to ₹945.4cr despite payout of ₹107cr attributed to Annual Variable Pay and Debt repayment of ₹22.8cr

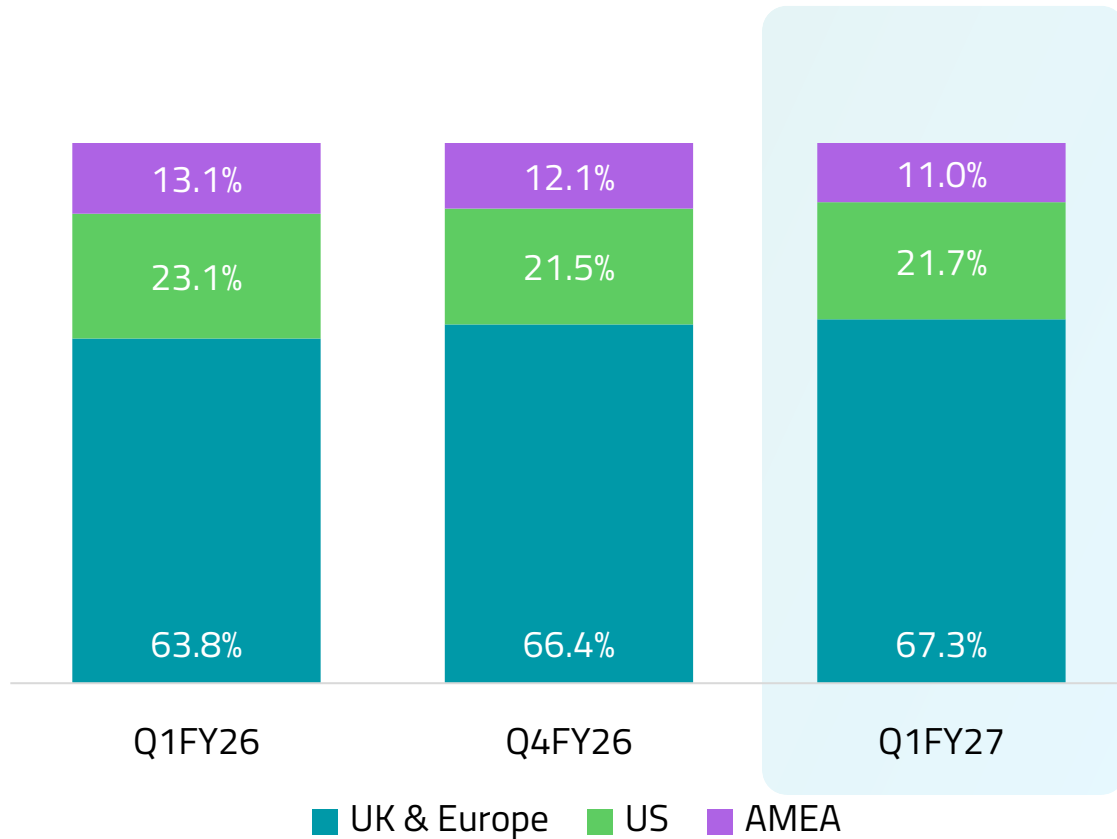
Return on Equity = PAT/Average Network; Return on Capital Employed = EBIT/Average Capital Employed

* Including short-term investments and bank deposits

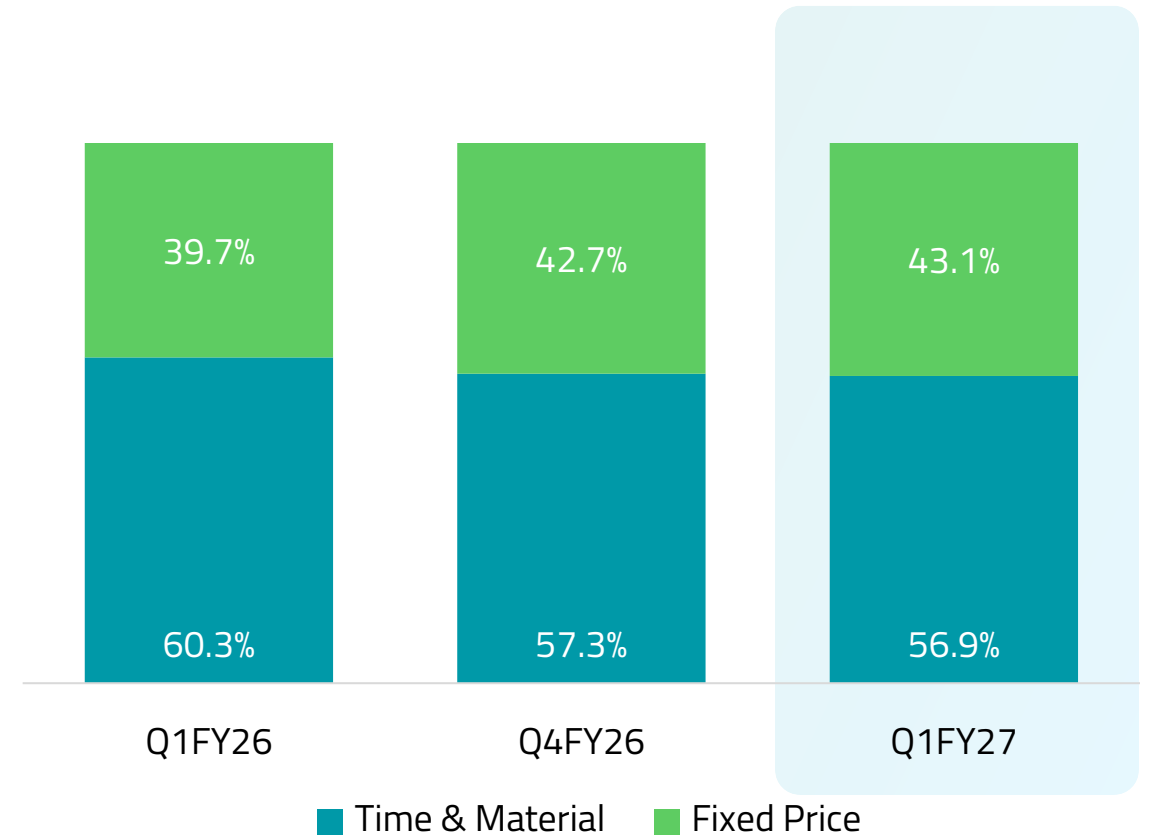
Revenue Analysis Q1FY27 – Consolidated

Balancing Our Portfolio

Revenue by Market Region



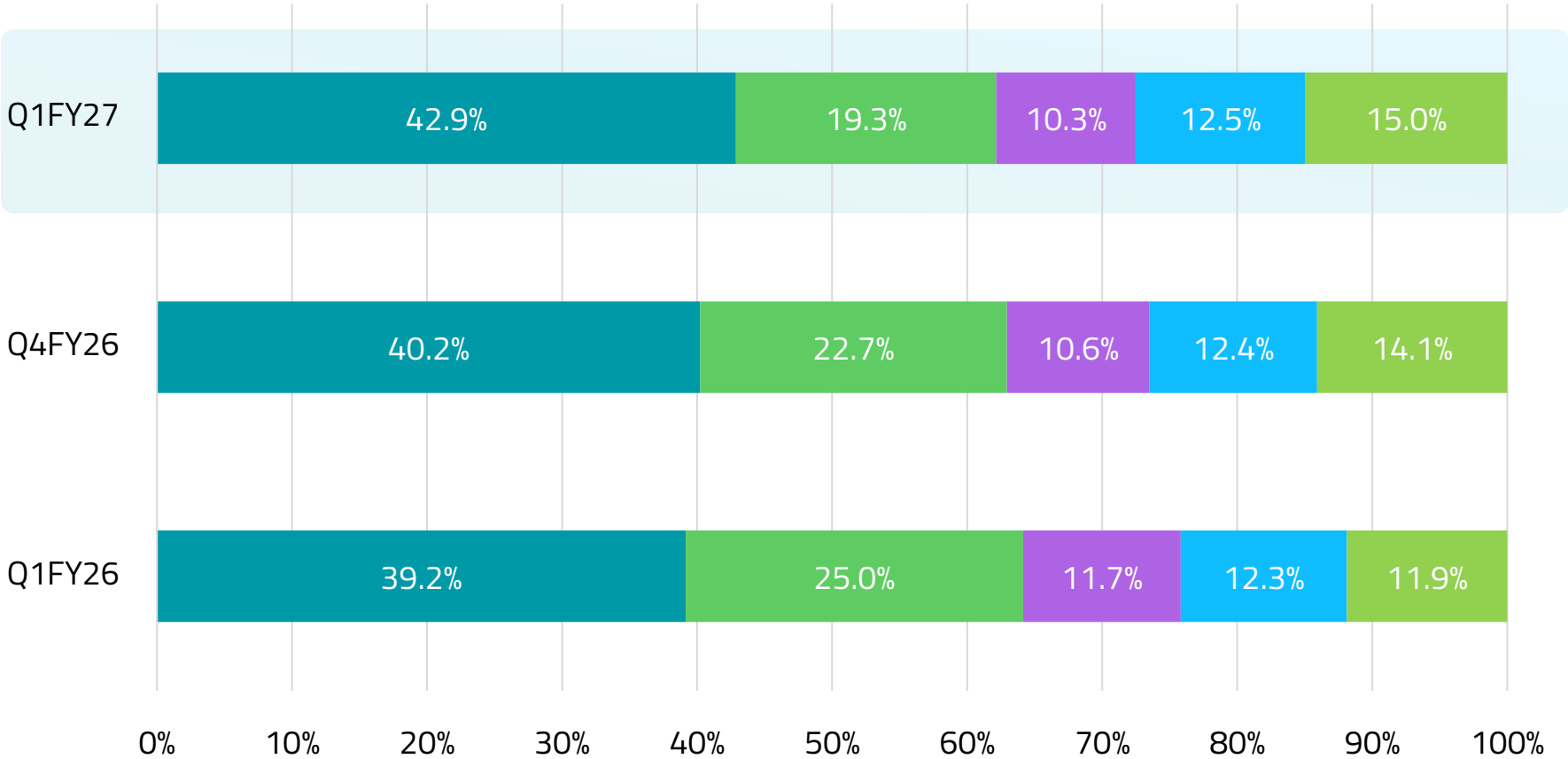
Revenue by Contract Type



Operational Performance

Revenue By Industry Segments
Q1FY27 – Consolidated

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

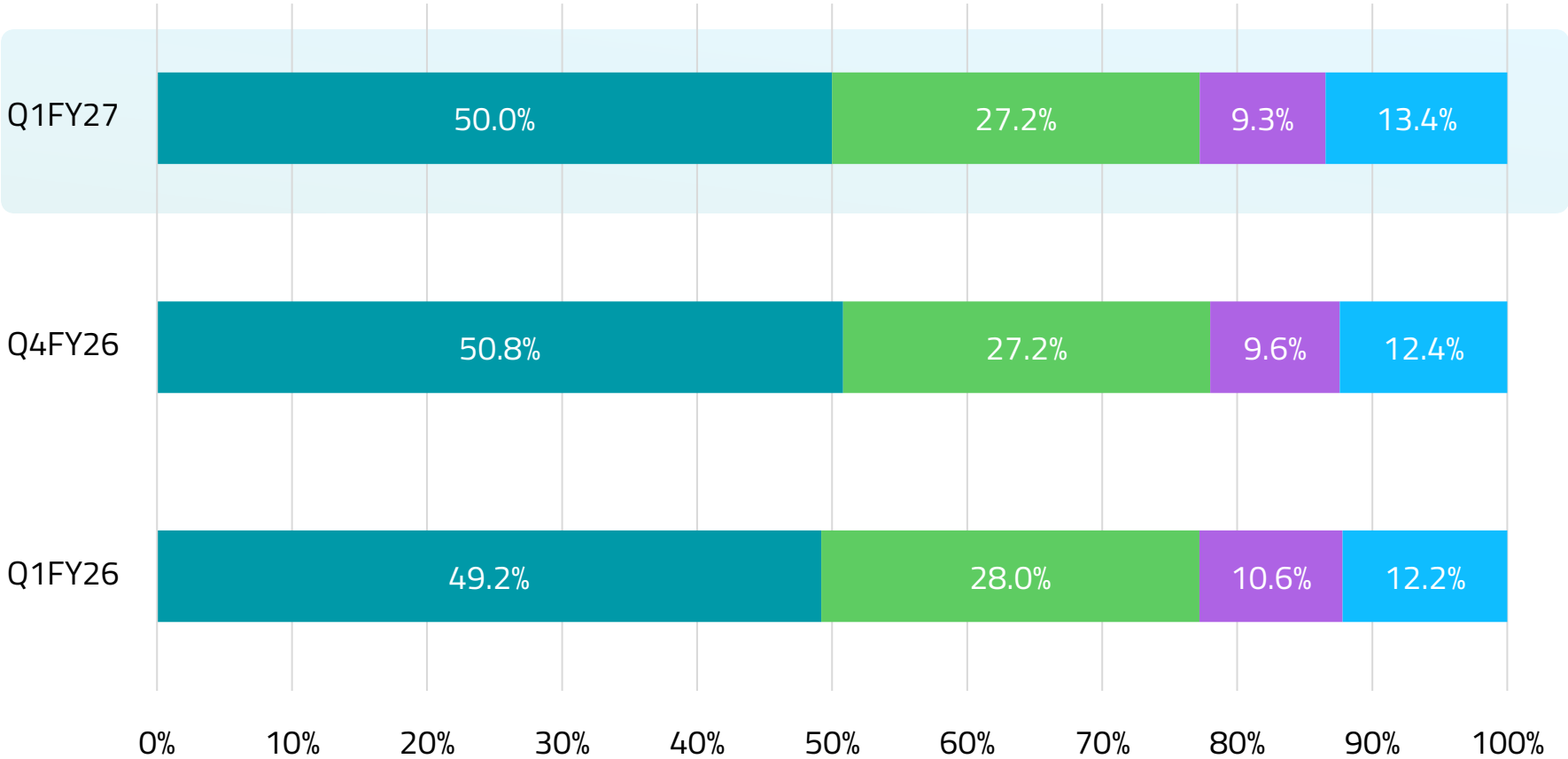


Note:
[#] Financial Services includes consultancy/ professional services

Operational Performance

Revenue By Service Line
Q1FY27 – Consolidated

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

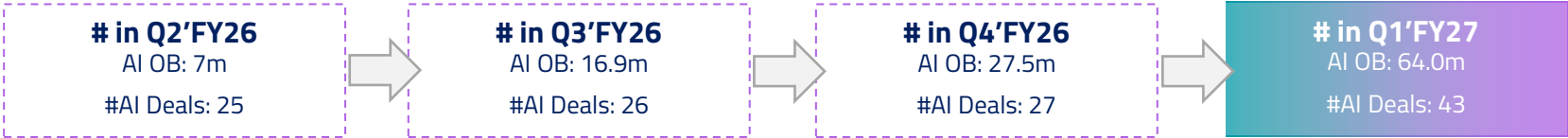
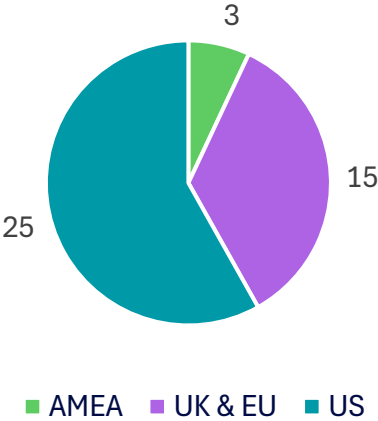


Lead with AI



AI at Mastek Q1FY27

Geo Wise Q1FY27 Deals



Industry-wise Q1FY27 Deals



Industry Recognitions



Mastek is recognized as a Challenger in the **Avasant Banking Digital Services 2026 RadarView** for driving cloud-led transformation, AI-enabled innovation, and digital modernization in the banking sector

AI & Innovation Wins & Case Studies



Q1 WIN STORY | UK & EUROPE

A Leading UK & European Education Technology & Payments Group

£1.25 Bn+

Online payments processed annually — the payment rail of British education

20,000+

Schools across UK & Europe

~9 Mn

Parents & users on platform

3.6 Mn+

Payments processed daily

500+

Employees

Four decades supporting education — cashless payments, parent engagement, and school management systems.

Strategic modernisation

AI-native legacy re-engineering programme

Legacy Re-Engineered at AI Speed

AI-powered engineering: from end-of-life Visual Basic to a hyper-scaling Azure platform — measured, not promised

1

The Trigger — A Platform at End of Life

A legacy Visual Basic thick client with business rules embedded in code, end-of-life components, and manual, disconnected data syncing — an aging stack constraining growth in a competitive market.

2

The Transformation — AI-Native Engineering

Re-engineered to a modern Azure stack with development itself run on AI skills and architecture templates tailored to multiple design patterns, and AI-driven use-case development.

3

The Quality Engine — AI That Tests Itself

AI-based automation testing with unit test scripts auto-generated alongside the code — quality engineered in at machine speed, and a UI configurable across every form factor.

MEASURED OUTCOMES

2x Faster

Legacy modernisation delivered at twice the speed of traditional re-engineering

90% Auto

Unit test scripts auto-generated — quality at machine speed, not manual effort

Hyper-Scale

VB re-engineered to .NET on Azure — high availability, built to scale on demand

The AI inside: Development ran on AI platform — Skills and Architecture Markdown templates for multiple design patterns, AI-generated use cases, AI-automated testing. Not AI assisting at the edges: AI-native through the entire engineering lifecycle. Every legacy estate in the market is now addressable at this speed.

Q1FY27 NEW WIN | AMERICAS

A Leading U.S. Furniture Rental & Transition Services Retailer

~\$1 Bn

Estimated annual revenue

50+

Years in business

2,000+

Employees nationwide

100+

Locations across the U.S.

80+

Countries via global network

Market leader in a consolidated category

The nation's leading provider of "rent-to-rent" furniture and transition services since 1970s.

Multi-million dollar

multi-year strategic engagement

From Platform Risk to AI-Native Advantage

AI-led strategic engagement: protect the revenue engine today, rebuild it AI-native tomorrow

1

The Trigger — Platform Risk

The client's revenue-critical pricing configurator runs on a niche platform newly acquired by a global software major — a roadmap they no longer control.

2

Enhance & Protect — Today

Multi-year AI-led support: Mastek manages and enhances the pricing platform and runs Salesforce administration — one accountable partner for the quote-to-customer chain.

3

Replace, AI-Native — Tomorrow

Roadmap for a next-generation pricing configurator — AI-native, built on the client's own knowledge base. From renting pricing intelligence to owning it.

ANTICIPATED BUSINESS OUTCOMES

Continuity

Uninterrupted pricing operations through the platform's ownership transition

Velocity

Faster, smarter pricing responses as AI-led enhancements compound

Ownership

From vendor licence dependence to an owned AI-native asset — structurally lower TCO

Why Mastek won: A decade-long partnership and deep understanding of the client's rental business ■ The engineering depth to master a niche, orphaned platform ■ AI-native credentials proven on ourselves — Mastek replaced its own CRM with GROW®, the Service-as-Software playbook we now deliver for clients.

Q1FY27 NEW WIN | AMEA

A Leading Publicly Listed Healthcare Group, Kingdom of Saudi Arabia

~\$2 Bn

Market capitalisation — one of the Kingdom's fastest-growing listed healthcare groups

+30%

Revenue growth, year-on-year

+40%

Patient volume growth

3,000+

Healthcare professionals & staff

8

Business units in transformation scope

A multi-hospital network expanding through new facilities and acquisition under Saudi Vision 2030.

Multi-year transformation

AI-led implementation + 5-year managed services

AI at the Heart of a Healthcare Ecosystem

Mastek ADOPT AI delivery ▪ Mastek AI Agent Studio ▪ healthcare-safe AI adoption — one intelligent backbone for a hospital network

1

The Trigger — An Ecosystem Transforming at Once

The group is replacing its ERP, hospital information, and revenue-cycle systems together — a patient-centric rebuild at Vision 2030 pace. It needs one agile enterprise backbone that connects to the clinical ecosystem in real time.

2

The Transformation — The Intelligent Backbone

Oracle Fusion ERP, Supply Chain, and HCM with healthcare costing & profitability analytics — revenue, cost, and volume economics per service line — delivered via Mastek ADOPT AI, integrated real-time with hospital, payroll, and government platforms, rolled out in waves across the network.

3

The AI — Healthcare-Safe by Design

Predictive, generative, and agentic AI combined: Oracle's embedded AI enabled out-of-the-box, Mastek AI Agent Studio agents piloted, advanced AI solutions phased to enterprise-wide adoption — under three rules: adopt OOB first, healthcare-aware design, value-based adoption with measurable KPIs.

ANTICIPATED BUSINESS OUTCOMES

Care Economics

Profitability per service line — revenue, cost, volume — plus 200+ prebuilt KPIs out of the box

One Backbone

Eight business units on one platform, connected real-time to clinical systems

5-Year Partner

Implementation plus five years of managed services — embedded in the ecosystem

Why Mastek won: Healthcare is a Mastek powerhouse vertical — 200+ providers served across Oracle, digital engineering, and data & AI ▪ delivery credentials few can match: 123 entities live in 12 months; 22 hospitals across 3 countries ▪ the Mastek Healthcare Toolkit and Mastek ADOPT AI — hospital-specific operating models, KPIs, and AI adoption built in.

Q1FY27 NEW WIN | AMERICAS

A Leading North American Professional Tools Sales, Rental & Service Retailer

~\$1.6 Bn

The Speciality Products Business within the Parent Group

100+

Stores across North America

3

Brands, 4 digital storefronts

10,000+

Products on one catalog

40+

Integration touchpoints unified

A market leader in taping & finishing tools for the professional drywall trade — every tool sold, rented, and repaired.

Multi-million dollar

fixed-price, multi-pillar transformation

From Four Systems to 1 Intelligent Enterprise

Lead with AI: Mastek ADOPT AI-accelerated delivery ▪ embedded Oracle AI workflows ▪ AI business use cases engineered in

1

The Trigger — Fragmentation as a Growth Ceiling

Four disconnected systems ran the business — point-of-sale, finance, supplier management, e-commerce. No unified inventory view, manually managed rentals, stores blind to each other's stock.

2

The Transformation — One Accountable Partner

One Oracle Cloud program — Finance, Supply Chain, Warehouse, Planning, CPQ, Commerce, in-store POS — accelerated by Mastek ADOPT AI for faster go-to-market, committed at a fixed price.

3

The Intelligence — AI Embedded in the Business

Embedded Oracle AI Studio workflows and AI business use cases — touchless invoice processing, demand sensing across 100+ stores, and a rental lifecycle automated from delivery scan to billing to return.

ANTICIPATED BUSINESS OUTCOMES

Visibility

One real-time view of inventory across 100+ stores, warehouse, and every sales channel

Automation

Sell, rent, and repair on one automated flow — rental billing runs itself until return

Scalability

A platform built for the parent ecosystem's growth agenda — ready to expand, not rebuild

Why Mastek won: A five-way contest against leading platforms and rival SIs, won with AI-led, demonstration-driven solutioning ▪ Mastek ADOPT AI delivery engine — pre-built assets, automated testing — enabled the fixed-price commitment ▪ credentials that closed the room: Oracle Fusion AI Agent Partner Challenge Winner 2025.

Mastek Partners with KSA's leading Cement Company Delivering Smart Manufacturing

THE CHALLENGE

Mastek partners with one of Saudi Arabia's leading cement manufacturers, to modernise and digitally transform its production, sales, and dispatch operations through Industrial IoT, intelligent automation, and integrated enterprise platforms.

Operating one of the largest cement plants with over **10 million tonnes** cement dispatch and approximately **220,000 truck movements** annually, the client required a scalable, integrated digital foundation to improve efficiency, governance, and customer experience.

Mastek's solution reduces truck turnaround, eliminates weighbridge disputes, and delivers fully automated 24x7 dispatch without manual intervention. With **SmartBulk™** and **SmartPlant Connect™** live across their operations, the results landed quickly.

**700K+**Tons dispatched in
6 weeks**1 / 3 min**One truck processed
every 3 minutes**24x7**Fully automated
dispatch**Zero**Manual intervention at
the weighbridge

Board Member & CEO of Saudi Arabia's leading Cement Company said, "Our collaboration with Mastek has been instrumental in modernizing our production to dispatch operations. The transformation has enhanced operational efficiency improved our fleet management leading to quick turnaround and accelerated deliveries. Beyond operational gains, Mastek's role as a technology partner has been crucial in strengthening governance in line with our digital ambition while also advancing in our sustainability objectives by significantly reducing carbon emissions and energy wastes."

Thank You



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Lead with 