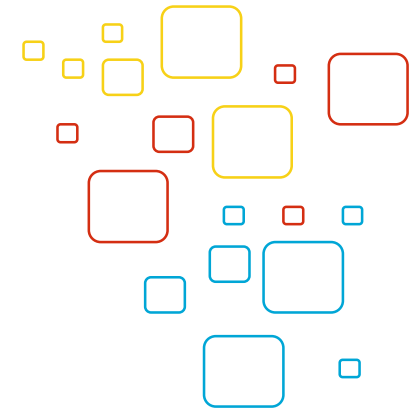


A high end provider of Enterprise Technology Solutions
that enable Business Transformation in selected verticals



Investor Presentation

16 July 2015

Disclaimer:

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the sectors we operate including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professional, time and cost overruns on fixed-price, client concentration, our ability to manage growth, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, performance of our subsidiaries, withdrawal of government fiscal incentives, political instability, legal restrictions on raising capital, unauthorized use of our intellectual property and general economic conditions affecting our industry. Mastek 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

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1. Key Financials

CLARIFICATION NOTE:

With respect to the financial results for the first quarter ended 30th June, 2015 (Q1FY16) for Mastek Limited, please note that the current quarter figures are not comparable with the previous quarter, consequent to demerger of Insurance Product and Services business of Mastek Limited into “Majesco Limited” effective from 1st April 2014.

Particulars	Metrics	Q1 FY16 (Only Solutions)	Q4 FY15 (Solutions + Insurance)
Revenue	Total Income from operations (INR Cr.)	133.3	276.1
	Other Income (INR Cr.)	5.8	1.2
	Total Income (INR Cr.)	139.1	277.3
Margins	EBITDA (INR Cr.)	16.6	14.8
	PBT (INR Cr.)	10.6	2.9
	PAT (INR. Cr.)	4.4	6.4
Margin (%)	EBITDA	11.9%	5.3%
	PBT	7.6%	1.0%
	PAT	3.2%	2.3%

2. Revenue Analysis

Metrics (INR Cr.)	Q1 FY16 (Only Solutions)
International Revenue	
Mastek UK	116.9
Indigo Blue UK (May & June 15)	10.0
Asia Pac / India	5.9
Income from Operations	132.8
Other Operating Income	0.6
Other Income	5.8
Group Income	139.1
Profit before Tax	10.6
Restructuring Costs	1.8
Loss of Legal Practice Technologies (LPT)	3.4
40% revenue from LPT - netted off on Consolidation	6.0

3. Business and Other Highlights - Q1 FY 2015-16

- **Summary Financials**

- Operating revenue was Rs 133.3 crore during the quarter vs Rs 276.1 crore in the previous quarter
- Total income was Rs 139.1 crore during the quarter vs Rs 277.3 crore in the previous quarter
- Company reported EBITDA of Rs 16.6 crore (11.9% of total income) in Q1FY16 vs Rs 14.8 crore (5.3% of total income) in Q4FY15
- Net profit stood at Rs 4.4 crore in Q1FY16 as against Rs 6.4 crore in Q4FY15

- **Business**

- Added 5 new logos. Total client list is 69 (LTM) including clients from acquisition of Indigo Blue Consulting
- Headcount nos. @ 1,349 and Billable Utilization @ 80.4%
- 12M backlog is at Rs. 212.7 crore (\$33.4mn) as on 30th June, 2015 and in constant currency stood at Rs 197.5 crore (\$34.0mn) as compared to Rs 215.1 crore (\$34.4mn) at the end of Q4FY15
- Top 5 client revenue was 61% and Top 10 client revenue was at 83% during the quarter
- Exceptional Restructuring costs of Rs. 1.8 crore
- LPT JV share of losses for the quarter Rs. 3.4 crore as compared to Rs. 3.7 crore in previous quarter
- Total FX Hedges include GBP 17.2 mn @ 107.5

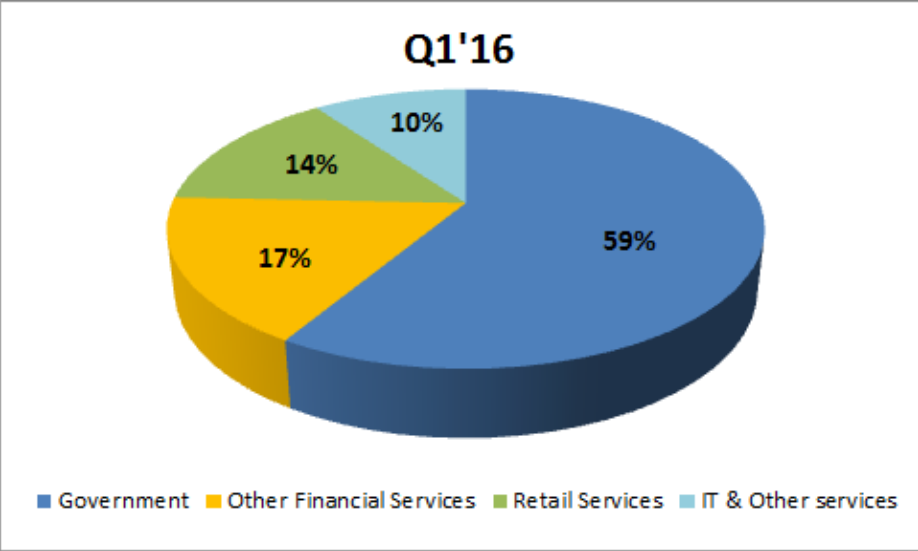
- **Others**

- Cash and Cash Equivalent at Rs. 155.8 crore, this includes investment of Rs. 18.8 crore in Majesco USA
- DSO stands at 73 days as on June 2015
- Majesco Ltd. is in the process of listing on the BSE and NSE

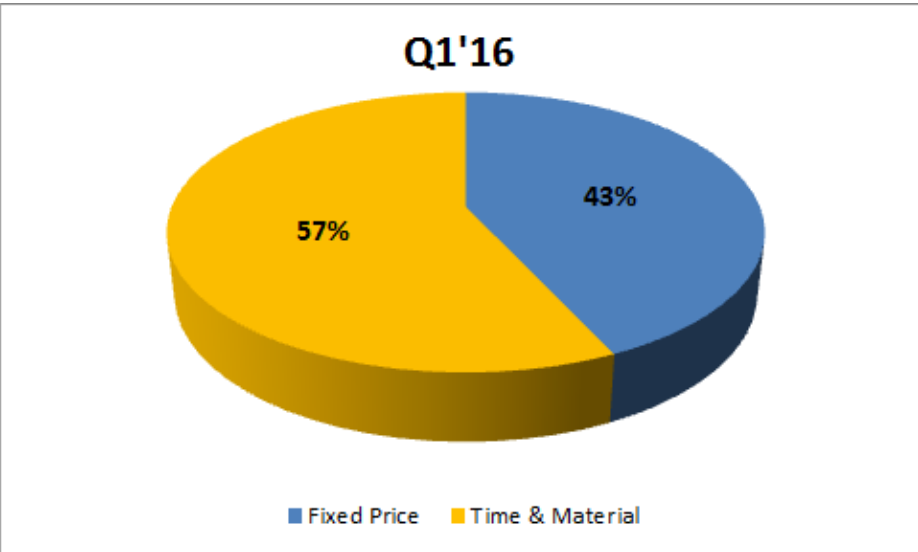


4. Revenue Stack up (%)

Revenue by Vertical



Revenue by Type



5. Operating Metrics - Manpower

Manpower Statistics	Q1 FY16
Onsite	431
Offshore	918
Total	1,349
Technical	1,098
Technical Support	110
Marketing	38
Support	103
Total	1,349
Billable Utilization	80.4%

THANK YOU

About Mastek

Mastek is a publicly held (NSE: MASTEK; BSE: 523704) leading IT player with global operations providing enterprise solutions to government, retail and financial services organizations worldwide. With its principal offshore delivery facility based at Mumbai, India, Mastek operates in the UK and Asia Pacific 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 <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>

