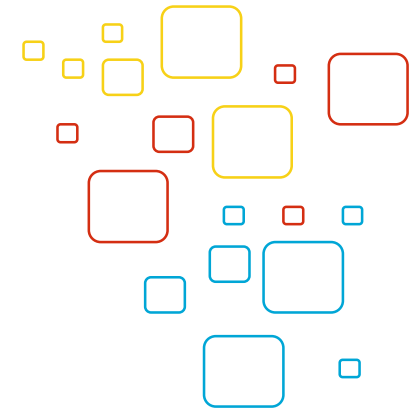


A high end provider of Enterprise Technology Solutions
that enable Business Transformation in selected verticals



Investor Presentation

19 April 2016

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

Particulars	Metrics	Q4 FY16	Q3 FY16	QoQ Growth	FY 2016
Revenue (INR Cr)	Total Income from operations	124.3	137.8	-9.8%	526.9
	Other Income	3.3	2.9	14.8%	17.4
	Total Income	127.6	140.7	-9.3%	544.3
Margins (INR Cr)	EBITDA	4.0	3.6	9.9%	33.0
	PBT	0.5	0.1	341.7%	16.5
	PAT	5.9	0.8	641.8%	13.7
Margin (%)	EBITDA	3.1%	2.6%		6.1%
	PBT	0.4%	0.1%		3.0%
	PAT	4.6%	0.6%		2.5%
EPS (INR)	Basic	2.6	0.4		6.0
	Diluted	2.4	0.3		5.6

2. Revenue Analysis

Metrics (INR Cr)	Q4 FY16	Q3 FY16	QoQ Growth
International Revenue			
Mastek UK	102.6	116.3	-11.8%
Indigo Blue UK	16.4	15.6	5.4%
Asia Pac/India	5.0	5.6	-10.7%
Income from Operations	124.0	137.5	-9.8%
Other Operating Income	0.2	0.3	-28.1%
Other Income	3.4	2.9	14.8%
Group Income	127.6	140.7	-9.3%
Profit before Tax	0.5	0.1	307.7%
Restructuring Cost	0.6	-	
Loss of Legal Practice Technologies (LPT)	-0.1	5.9	-100.9%
40% revenue from LPT netted off on Consolidation	-0.1	5.3	-101.6%

3. Business and Other Highlights - Q4 and FY 2015-16

- **Summary Financials**

- Q4FY16 Operating Income was Rs 124.3 crore vs Rs 137.8 crore in Q3FY16 reflecting a decrease of 9.8% in rupee terms and a drop of 6.4% in constant currency
- FY16 Operating Income was at Rs. 526.9 crore
- Reported EBITDA of Rs. 4.0 crore (3.1% of total income) in Q4FY16 vs Rs. 3.6 crore (2.6% of total income) in Q3FY16
- FY16 EBITDA was Rs 33.0 crore (6.1% of total income)
- Q4FY16 Net profit stood at Rs 5.9 crore as against Rs 0.8 crore in Q3FY16; up 641.8% on QoQ basis
- FY16 Net Profit was at Rs. 13.8 crore

- **Business**

- Added 11 new logos. Total client list is 88 (LTM)
- Headcount nos. @ 1,298 and Billable Utilization @ 78.5%
- 12M backlog was Rs 205.5 crore (\$31.02mn) as on 31st March, 2016 and in constant currency stood at Rs 205.2 crore (\$30.97mn) as compared to Rs 210.0 crore (\$31.7mn) at the end of Q3FY16, reflecting a decline of 2.1% QoQ in rupee terms (a decrease of 2.3% QoQ in constant currency)
- Top 5 client revenue was 59% and Top 10 client revenue was at 73% during the quarter
- Total FX Hedges include GBP 13.9 mn @ 108.7

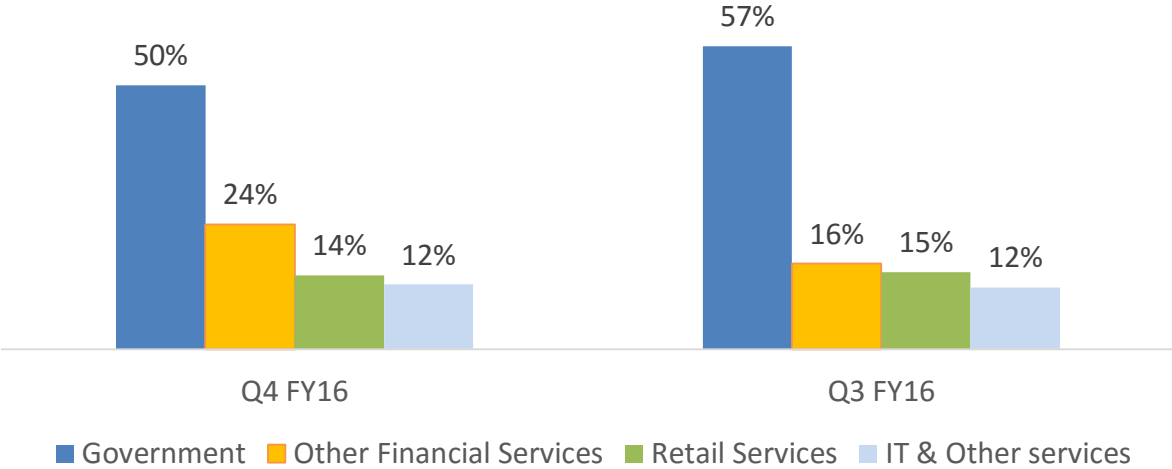
- **Others**

- Cash & cash equivalent at Rs 119.9 crore as on 31st March, 2016 as compared to Rs 110.3 crore at the end of 31st December, 2015
- DSO stands at 57 days as on March 2016 as against 54 days as on December 2015

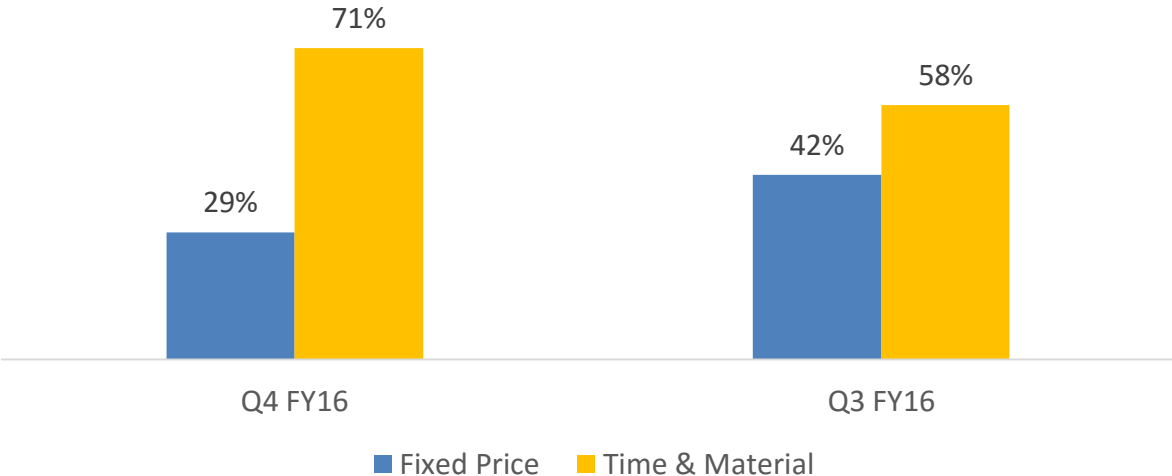


4. Revenue Stack up (%)

Revenue by Vertical



Revenue by Type



5. Operating Metrics - Manpower

Manpower Statistics	Q4 FY16	Q3 FY16
Onsite	388	381
Offshore	910	921
Total	1,298	1,302
Technical	1,055	1,045
Technical Support	98	117
Marketing	45	36
Support	100	104
Total	1,298	1,302
Billable Utilization	78.54%	81.66%

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>

