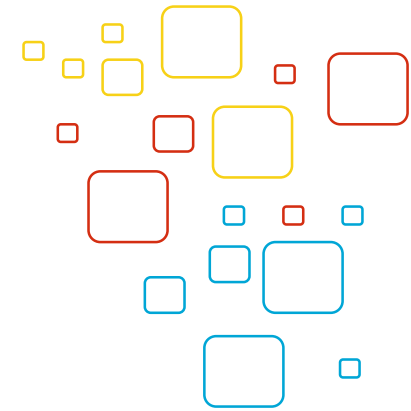


A high end provider of Enterprise Technology Solutions  
that enable Business Transformation in selected verticals



# Investor Presentation

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15 July 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

# Agenda



01 | **Quarter Highlights**

02 | Financial Performance

03 | Operating Metrics

# Quarterly Highlights - Q1FY17



## ❑ Revenue:

- Total income was Rs 133.6 crore, up 4.7% on Q-o-Q basis
- Operating Income of Rs 130.1 crore, up 4.7% in rupee terms; up 5.7 % in Constant Currency on Q-o-Q basis

## ❑ Profit:

- EBITDA was Rs 10.8 crore, EBITDA Margin of 8.1%
- PBT was Rs 7.7 crore (5.8% of total income) against Rs 0.5 crore (0.4% of total income) in Q4FY16
- Tax Expense of Rs 4.1 crore (53.4% of PBT) driven by one time charge due to change in Pricing Policy
- Net Profit stood at Rs 3.6 crore, down 38.9% on Q-o-Q basis
- Net Profit Margin of 2.7%

## ❑ Cash & Cash Equivalent:

- Cash and cash equivalents of Rs 139.5 crore as on 30<sup>th</sup> June, 2016

## ❑ Order Backlog:

- 12M backlog was Rs 216.5 crore as on 30<sup>th</sup> June, 2016 as against Rs 205.5 crore in Q4FY16

# Operating Metrics Highlights – Q1FY17



- ❑ Client:
  - Added 11 new logos
  - Total active client 92 (LTM)
  - Top 5 Client revenue 52.5%
  - Top 10 Client revenue 71.5%
  
- ❑ Employee:
  - Total Employee 1,302 (offshore: 924; onsite: 378) as on 30<sup>th</sup> June,2016 as against 1298 (offshore: 910; onsite: 388) as on 31<sup>st</sup> March,2016
  
- ❑ Billable Utilization stood at 80.2% as against 78.7% in Q4FY16
  
- ❑ DSO stood at 55 days as on 30<sup>th</sup> June,2016 as against 66 days as on 31<sup>st</sup> March,2016
  
- ❑ Total FX Hedges include GBP 14.2 mn @ Rs 108/-

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# Key Financials



| Particulars         | Metrics                      | Q1FY17       | Q4FY16       | QoQ Growth  | Q1FY16       | YoY Growth   |
|---------------------|------------------------------|--------------|--------------|-------------|--------------|--------------|
| Revenue<br>(INR Cr) | Total Income from operations | 130.1        | 124.3        | 4.7%        | 133.3        | -2.5%        |
|                     | Other Income                 | 3.5          | 3.3          | 6.3%        | 5.8          | -38.5%       |
|                     | <b>Total Income</b>          | <b>133.6</b> | <b>127.6</b> | <b>4.7%</b> | <b>139.1</b> | <b>-3.9%</b> |
| Margins<br>(INR Cr) | EBITDA                       | 10.8         | 4.0          | 170.7%      | 16.6         | -34.8%       |
|                     | PBT                          | 7.7          | 0.5          | 1350.9%     | 10.6         | -27.3%       |
|                     | TAX                          | 4.1          | -5.3         | -177.1%     | 6.2          | -33.2%       |
|                     | PAT                          | 3.6          | 5.9          | -38.9%      | 4.4          | -19.2%       |
| Margin (%)          | EBITDA                       | 8.1%         | 3.1%         |             | 11.9%        |              |
|                     | PBT                          | 5.8%         | 0.4%         |             | 7.6%         |              |
|                     | PAT                          | 2.7%         | 4.6%         |             | 3.2%         |              |
| EPS<br>(INR)        | Basic                        | 1.6          | 2.6          |             | 1.9          |              |
|                     | Diluted                      | 1.5          | 2.4          |             | 1.8          |              |

# Agenda



01 | Quarter Highlights

02 | Financial Performance

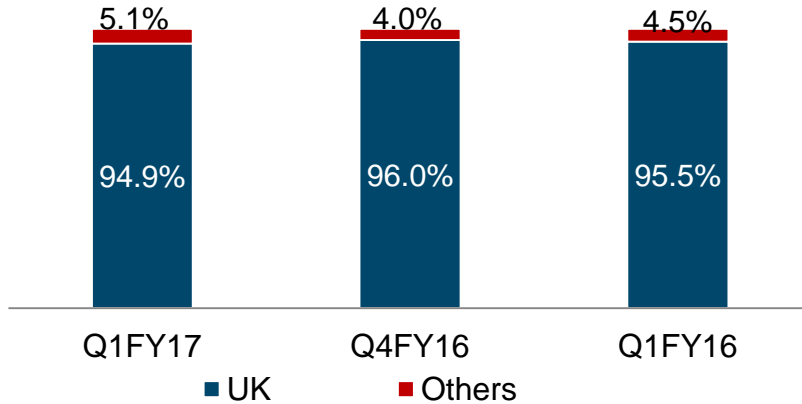
03 | **Operating Metrics**



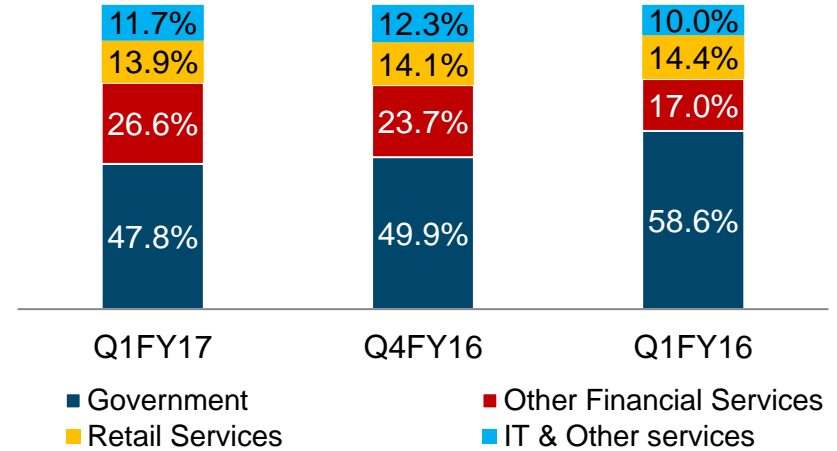
# Revenue Analysis



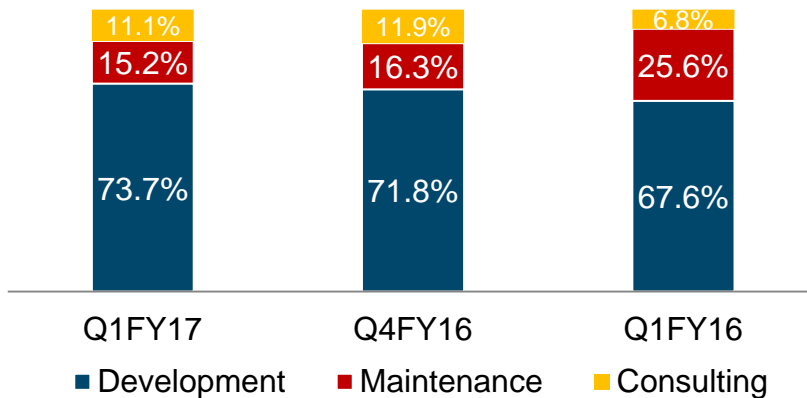
## Revenue by Region



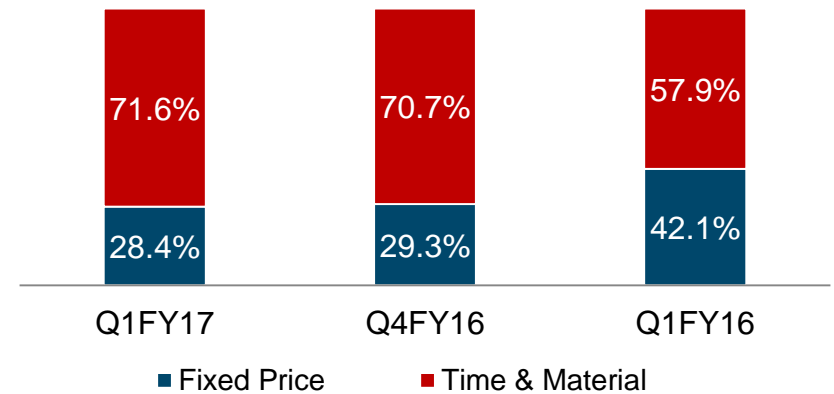
## Revenue by Industry



## Revenue by Offerings



## Revenue by Type



# Employee Details



| Manpower Statistics | Q1FY17       | Q4FY16       | Q1FY16       |
|---------------------|--------------|--------------|--------------|
| Onsite              | 378          | 388          | 431          |
| Offshore            | 924          | 910          | 918          |
| <b>Total</b>        | <b>1,302</b> | <b>1,298</b> | <b>1,349</b> |
|                     |              |              |              |
| Technical           | 1,074        | 1,055        | 1,098        |
| Technical Support   | 89           | 98           | 110          |
| Marketing           | 43           | 45           | 38           |
| Support             | 96           | 100          | 103          |
| <b>Total</b>        | <b>1,302</b> | <b>1,298</b> | <b>1,349</b> |

# 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](http://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>