



Investor Presentation

Performance Overview: Q3 FY'18

Presented by:

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Disclaimer



This presentation contains certain forward-looking statements concerning our future growth prospects which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include, but not limited to factors such as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website www.mastek.com. Mastek Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

Agenda



Topics for Discussion

- 1 | **Financial Performance**
- 2 | Operational Performance
- 3 | Questions & Answers

Financial Performance Q3 FY'18



Comparison: Quarter-on-Quarter

□ Revenue:

- ✓ Total income was Rs 215.3 crore vs Rs 204.1 crore, up 5.5% on Q-o-Q basis
- ✓ Operating Income of Rs 209.5 crore vs Rs 198.5 crore, up 5.6% Q-o-Q in rupee terms
- ✓ Constant currency revenue growth of 4.1% on Q-o-Q basis

□ Profit:

- ✓ EBITDA was Rs 31.5 crore vs Rs 29.3 crore, up by 7.4% Q-o-Q basis
- ✓ EBITDA Margin of 14.6% in Q3FY18 as against 14.4% in Q2FY18
- ✓ Net Profit stood at Rs 18.4 crore vs Rs 17.5 crore, up by 5.4% on Q-o-Q basis
- ✓ Net Profit Margin of 8.6% in Q3FY18; constant as Q2FY18

□ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 166.5 crore as on 31st December, 2017 as compared to Rs 159.3 crore at the end of 30th September, 2017.

□ Order Backlog:

- ✓ Total Order Backlog was Rs 584.2 crore (£ 67.7mn) as on 31st December, 2017 as compared to Rs 552.8 crore (£ 63.3mn) in Q2FY18, up 5.7% in rupee terms

Note: Prior Year financials are restated as per IND AS and are unaudited

Financial Performance Q3 FY'18



Comparison: Year-on-Year

□ Revenue:

- ✓ Total income was Rs 215.3 crore vs Rs 128.0 crore, up 68.2% Y-o-Y
- ✓ Operating Income of Rs 209.5 crore vs Rs 126.1 crore, up 66.1% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 66.3% on Y-o-Y basis

□ Profit:

- ✓ EBITDA was Rs 31.5 crore vs Rs 16.2 crore, up 94.4% Y-o-Y basis
- ✓ EBITDA Margin of 14.6% in Q3FY18 as against 12.7% in Q3FY17
- ✓ Net Profit stood at Rs 18.4 crore vs Rs 12.0 crore in Q3FY17; up 53.1% Y-o-Y basis
- ✓ Net Profit Margin of 8.6% in Q3FY18 as against 9.4% in Q3FY17

□ Cash & Cash Equivalent:

- ✓ Total cash, cash equivalents and fair value of Mutual Funds stand at Rs 166.5 crore as on 31st December, 2017 as compared to Rs 149.4 crore at the end of 31st December, 2016.

□ Order Backlog:

- ✓ Total Order Backlog was Rs 584.2 crore (£ 67.7mn) as on 31st December, 2017 as compared to Rs 340.5 crore (£ 40.8mn) in Q3FY17, up 71.6% in rupee terms

Note: Prior Year financials are restated as per IND AS and are unaudited

Financial Performance 9M FY'18

Comparison: Year-on-Year

□ Revenue:

- ✓ Total income was Rs 607.4 crore vs Rs 389.2 crore, up 56.1% Y-o-Y
- ✓ Operating Income of Rs 593.5 crore vs Rs 381.2 crore, up 55.7% Y-o-Y in rupee terms
- ✓ Constant currency revenue growth of 67.1% on Y-o-Y basis

□ Profit:

- ✓ EBITDA was Rs 85.7 crore vs Rs 39.9 crore, up 114.5% Y-o-Y basis
- ✓ EBITDA Margin of 14.1% in 9MFY18 as against 10.3% in 9MFY17; up 385 bps
- ✓ Net Profit was at Rs 50.6 crore vs Rs 21.7 crore in 9MFY17; up 132.7% Y-o-Y basis
- ✓ Net Profit Margin of 8.3% in 9MFY18 as against 5.6% in 9MFY17; up 274 bps

Note: Prior Year financials are restated as per IND AS and are unaudited

Financial Summary Q3 FY'18



Key Performance Metrics

| Particulars | Metrics | Q3FY18 | Q2 FY18 | QoQ Growth | Q3FY17 | YoY Growth | 9mFY18 | 9mFY17 | YoY Growth |
|---------------------|------------------------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|--------------|
| Revenue (INR Cr) | Total Income from operations | 209.5 | 198.5 | 5.6% | 126.1 | 66.1% | 593.5 | 381.2 | 55.7% |
| | Other Income | 5.8 | 5.6 | 3.9% | 1.9 | 212.9% | 13.9 | 8.0 | 73.2% |
| | Total Income | 215.3 | 204.1 | 5.5% | 128.0 | 68.2% | 607.4 | 389.2 | 56.1% |
| Margins (INR Cr) | EBITDA | 31.5 | 29.3 | 7.4% | 16.2 | 94.4% | 85.7 | 39.9 | 114.5% |
| | PBT | 25.1 | 22.8 | 10.0% | 10.8 | 131.4% | 66.3 | 27.9 | 137.8% |
| | PAT | 18.4 | 17.5 | 5.4% | 12.0 | 53.1% | 50.6 | 21.7 | 132.7% |
| Margin (%) | EBITDA | 14.6% | 14.4% | | 12.7% | | 14.1% | 10.3% | |
| | PBT | 11.6% | 11.2% | | 8.5% | | 10.9% | 7.2% | |
| | PAT | 8.6% | 8.6% | | 9.4% | | 8.3% | 5.6% | |
| EPS (INR) | Basic | 7.82 | 7.45 | | 5.17 | | 21.54 | 9.38 | |
| | Diluted | 7.48 | 7.03 | | 4.99 | | 20.61 | 9.05 | |

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Agenda



Topics for Discussion

1

Financial Performance

2

Operational Performance

3

Questions & Answers

Operating Metrics Q3 FY'18

Strengthening our business

❑ Client Base:

- ✓ Added 8 new logos
- ✓ Total active client 173 (LTM)
- ✓ Top 5 Client revenue 37.8%
- ✓ Top 10 Client revenue 57.1%

❑ Employee Base:

- ✓ Total Employee 1,902 (offshore: 1,252; onsite: 650) as on 31st December, 2017 as against 1,767 (offshore: 1,169; onsite: 598) as on 30th September, 2017

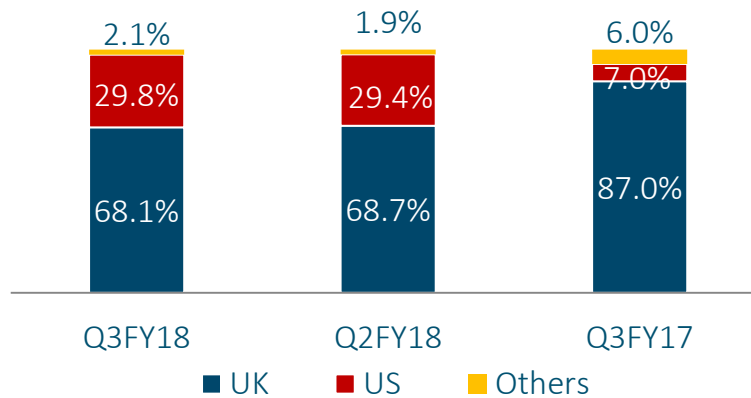
❑ **DSO** stood at 73 days as on 31st December, 2017 as against 70 days as on 30th September, 2017

❑ **FX Hedges for next 12 months** GBP 11.9mn @ Rs 92.7/-

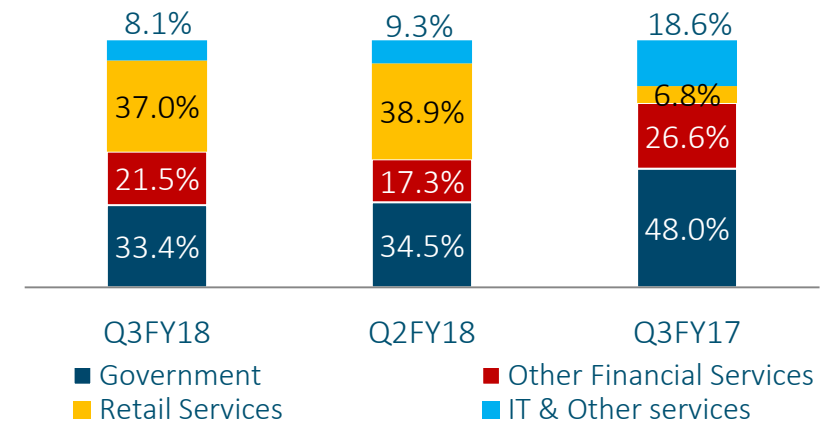
Revenue Analysis Q3 FY'18

Balancing our portfolio

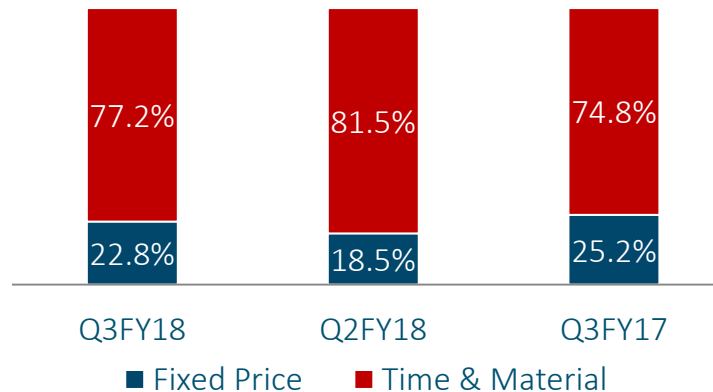
Revenue by Market Region



Revenue by Industry Segment



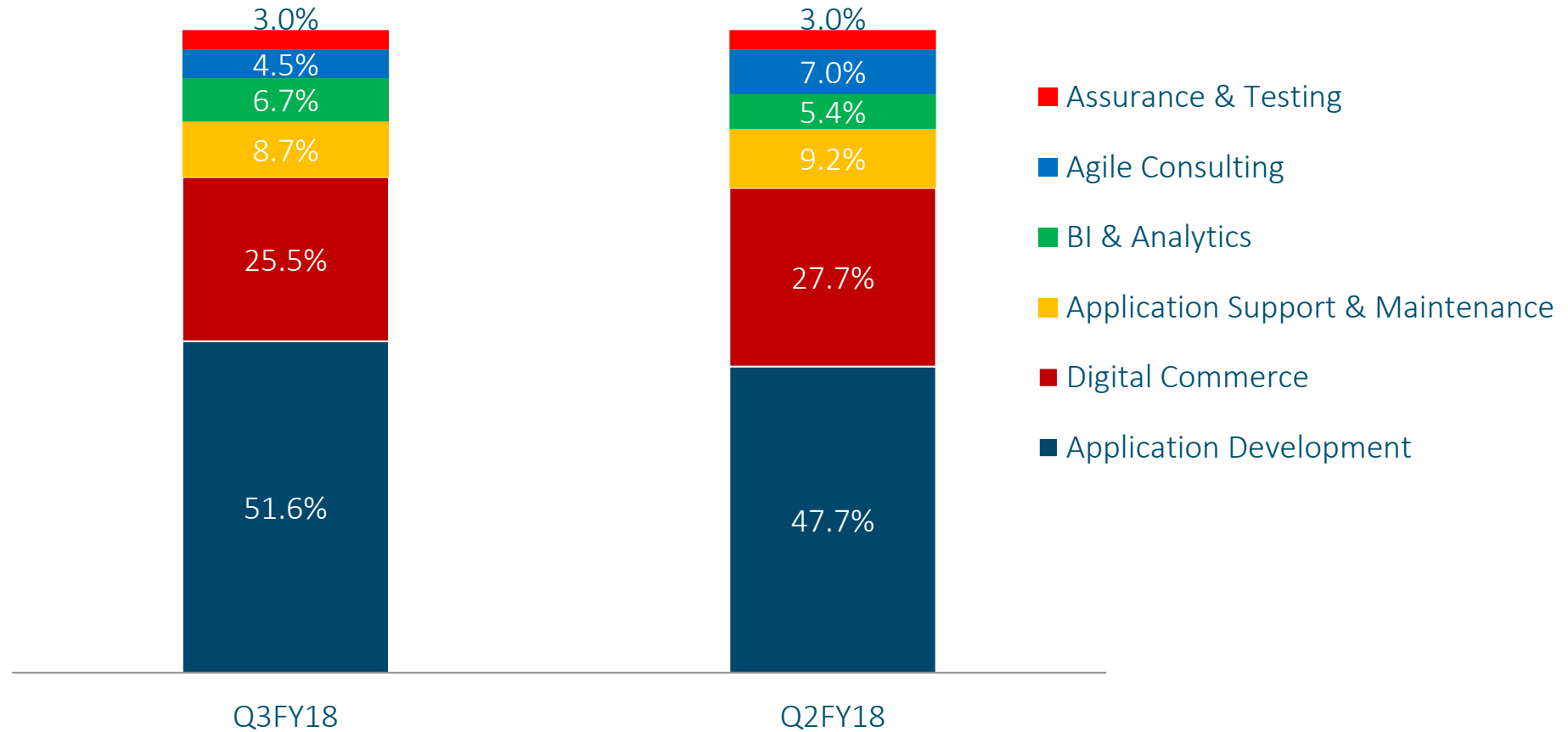
Revenue by Contract Type



Revenue Analysis Q3 FY'18



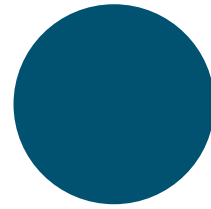
Revenue By Service Line



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- 3 | **Questions & Answers**



END OF PRESENTATION

About Mastek

Mastek is a publicly held (NSE: MASTEK; BSE: 523704) leading IT player with global operations providing enterprise solutions to government and enterprise organizations worldwide. With its principal offshore delivery facility based at Mumbai, India, Mastek operates in the UK, USA and Indian market 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 www.mastek.com/investors. Updated disclosures regarding corporate governance may also be accessed in the web site's Investors section at: www.mastek.com/investors/corporate-governance