



# Mastek

Investor Presentation  
Performance Overview: Q1'20

22<sup>nd</sup> July 2019

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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](http://www.mastek.com). Mastek Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

# Agenda

- Financial performance
- Operational performance
- Questions & answers



# Financial performance



# Financial Performance Q1 FY'20

## Comparison: Year-on-Year

- **Revenue:**
  - Total income of Rs 252.7 crore vs Rs 247.2 crore, up 2.2% Y-o-Y
  - Operating income of Rs 247.5 crore vs Rs 244.0 crore, up 1.4% Y-o-Y in rupee terms
  - Constant currency revenue growth of 1.9% on Y-o-Y basis
- **Profit:**
  - Operating EBITDA of Rs 32.9 crore (13.3 % of op. income) vs Rs 30.9 crore (12.7% of op. income)
  - Total EBITDA of Rs 38.0 crore (15.0% of total income) vs Rs 34.1 crore (13.8% of total income)
  - Net Profit stood at Rs 24.2 crore vs Rs 22.5 crore in Q1FY19; up 7.8% Y-o-Y basis
  - Net Profit Margin of 9.6% in Q1FY20 vs 9.1% in Q1FY19
- **Cash & Cash Equivalent:**
  - Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 247.0 crore as on 30<sup>th</sup> June, 2019 as compared to Rs 200.4 crore at the end of 30<sup>th</sup> June, 2018
- **Order Backlog:**
  - 12M Backlog was Rs 602.7 crore (£ 68.8 m) as on 30<sup>th</sup> June, 2019 as compared to Rs 504.1 crore (£ 56.0m) in Q1FY19

# Financial Performance Q1 FY'20

## Comparison: Quarter-on- Quarter

- **Revenue:**

- Total income of Rs 252.7 crore vs Rs 274.0 crore, down (7.8%) on Q-o-Q basis
- Operating income of Rs 247.5 crore vs Rs 267.1 crore, down (7.3%) Q-o-Q in rupee terms
- Constant currency revenue de-growth of (5.5%) on Q-o-Q basis

- **Profit:**

- Operating EBITDA of Rs 32.9 crore (13.3 % of op. income) vs Rs 35.3 crore (13.2% of op. income)
- Total EBITDA of Rs 38.0 crore (15.0% of total income) vs Rs 42.2 crore (15.4% of total income)
- Net Profit stood at Rs 24.2 crore vs Rs 27.4 crore in Q4FY19, down (11.6%) on Q-o-Q basis
- Net Profit Margin of 9.6% in Q1FY20 vs 10.0% in Q4FY19

- **Cash & Cash Equivalent:**

- Total cash, cash equivalents and fair value of Mutual Funds stood at Rs 247.0 crore as on 30<sup>th</sup> June, 2019 as compared Rs 244.5 crore as on 31<sup>st</sup> March, 2019

- **Order Backlog:**

- 12M Backlog was Rs 602.7 crore (£ 68.8 m) as on 30<sup>th</sup> June, 2019 as compared to Rs 544.9 crore (£ 60.2 m) in Q4FY19; growth of 10.6% Q-o-Q and constant currency growth of 13.4%

# Financial Summary Q1 FY'20

## Key Performance Metrics

Particulars Metrics		Q1FY20	Q4FY19	QoQ Growth	Q1FY19	YoY Growth
Revenue (INR Cr)	Total Income from operations	247.5	267.1	-7.3%	244.0	1.4%
	Other Income	5.1	6.9	-25.9%	3.1	64.0%
	<b>Total Income</b>	<b>252.7</b>	<b>274.0</b>	<b>-7.8%</b>	<b>247.2</b>	<b>2.2%</b>
Margins (INR Cr)	Op. EBITDA	32.9	35.3	-6.8%	30.9	6.3%
	EBITDA	38.0	42.2	-10.0%	34.1	11.6%
	PBT	31.5	37.3	-15.8%	28.9	8.9%
	PAT	24.2	27.4	-11.6%	22.5	7.8%
Margin (%)	Op. EBITDA	13.3%	13.2%		12.7%	
	EBITDA	15.0%	15.4%		13.8%	
	PBT	12.5%	13.6%		11.7%	
	PAT	9.6%	10.0%		9.1%	
EPS (INR)	Basic	10.1	11.5		9.5	
	Diluted	9.6	10.9		8.9	



# Operational performance





# Operating Metrics Q1 FY'20

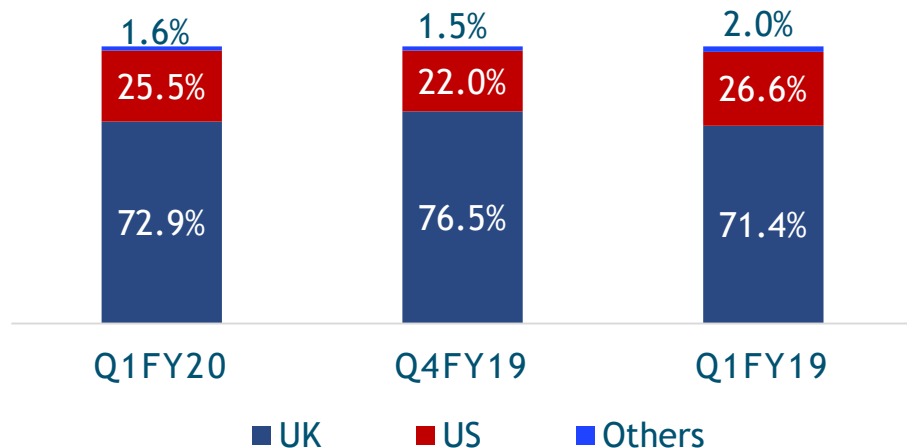
## Strengthening our business

- **Client Base:**
  - Added 9 new logos
  - Total active client 154 (LTM)
  - Top 5 Client revenue 40.3%
  - Top 10 Client revenue 57.7%
- **Employee Base:**
  - Total Employee 2,035 (offshore: 1,257; onsite: 778) as on 30<sup>th</sup> June, 2019 as against 2,069 (offshore: 1,264; onsite: 805) as on 31<sup>st</sup> March, 2019
  - Diversity: Women employees: 27.6% as on 30<sup>th</sup> June, 2019 as against 27.1% as on 31<sup>st</sup> March 2019
  - LTM attrition: 20.4%
- **DSO** stood at 76 days as on 30<sup>th</sup> June, 2019 as against 72 days as on 31<sup>st</sup> March, 2019
- **FX Hedges for next 12 months** GBP 7.1 mn @ Rs 97.1/-

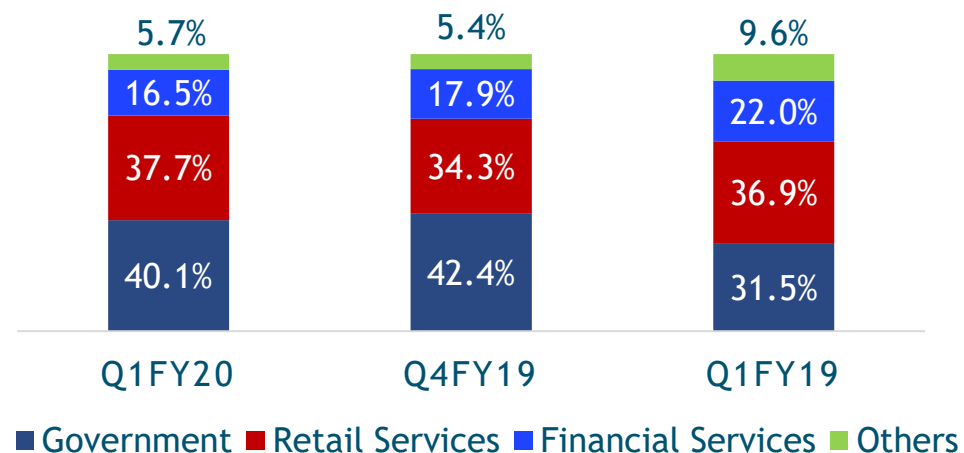
# Revenue Analysis Q1 FY'20

## Balancing our portfolio

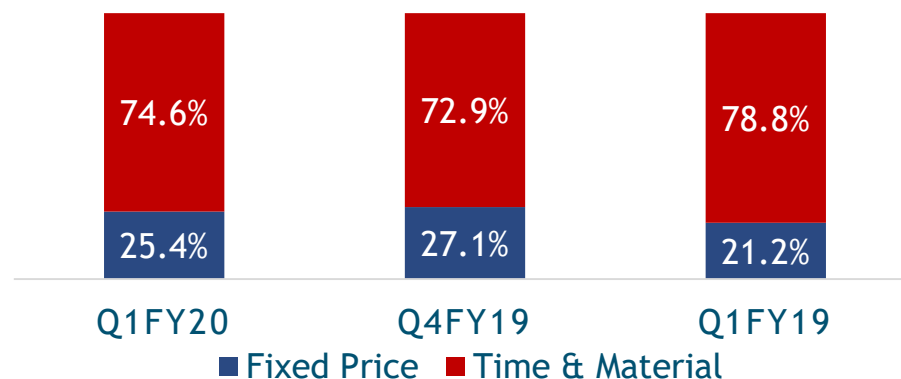
### Revenue by Market Region



### Revenue by Industry Segment

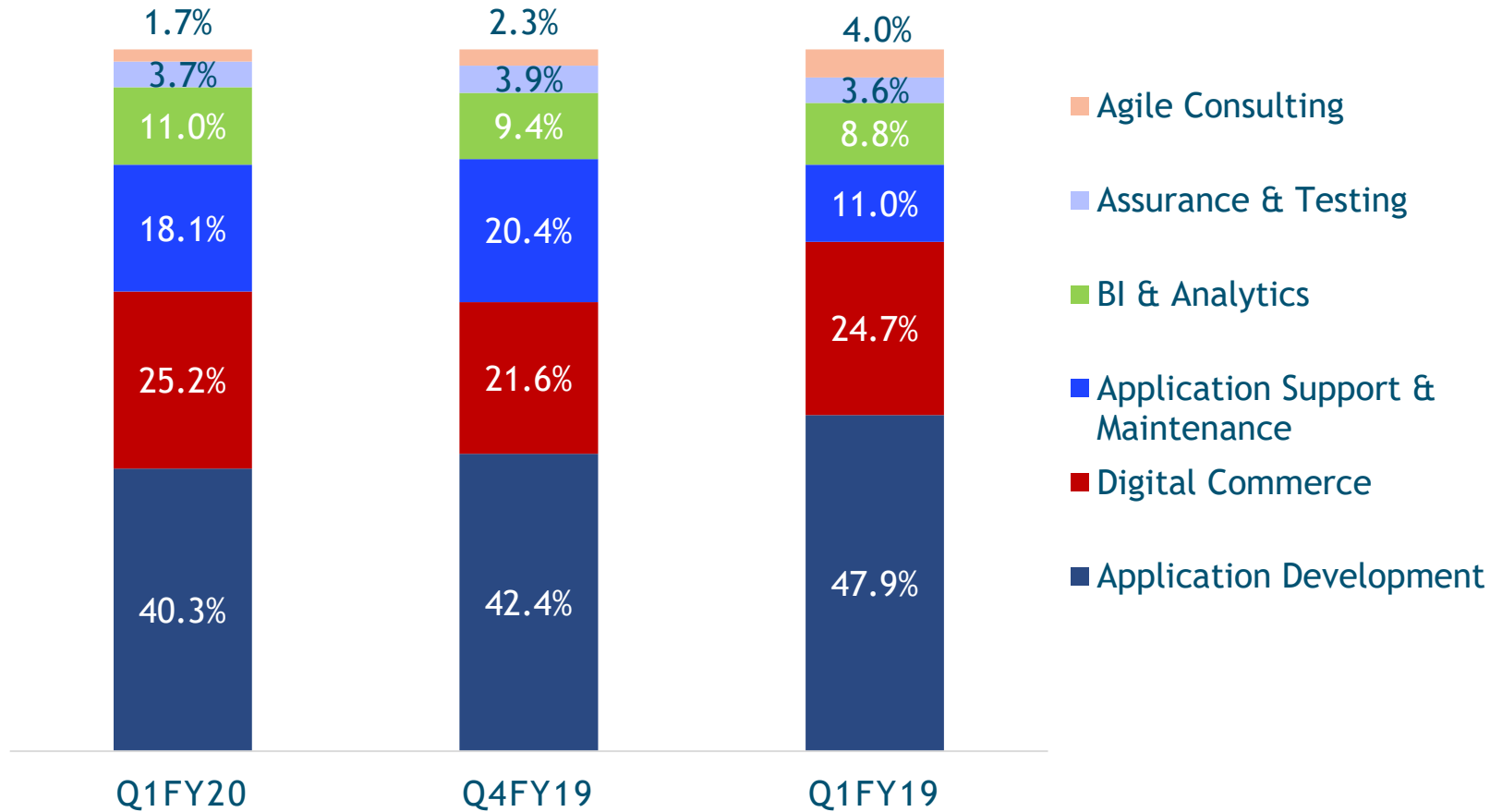


### Revenue by Contract Type



# Revenue Analysis Q1 FY'20

## Revenue by Service line





# Question & answers



Thank you