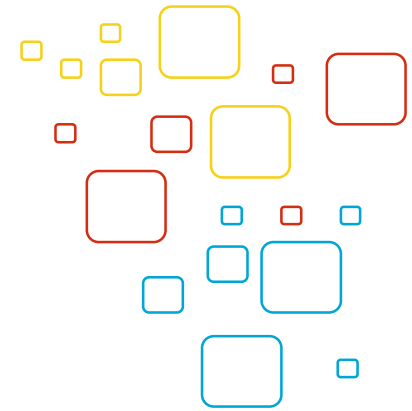
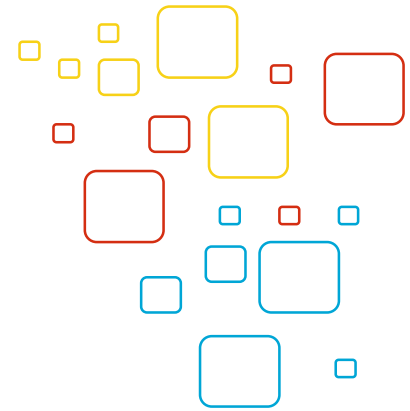




A high end provider of Enterprise Technology Solutions
that enable Business Transformation in selected verticals



Investor Presentation – Q3 FY17

17 January 2017

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

Performance Highlights – Q3FY17



❑ Revenue:

- Total income was Rs 128.0 crore vs Rs 128.4 crore, marginal down 0.3% on Q-o-Q basis
- Operating Income of Rs 126.1 crore vs Rs 129.5 crore, marginal up 0.2% Q-o-Q in rupee terms
- Constant currency revenue growth of 6.9% on Q-o-Q basis

❑ Profit:

- EBITDA was Rs 15.5 crore vs Rs.13.8 crore, up 12.1% on Q-o-Q basis
- EBITDA Margin of 12.1% in Q3FY17 as against 10.7% in Q2FY17
- Net Profit stood at Rs 11.2 crore vs Rs 7.7 crore, up 46.8% on Q-o-Q basis
- Net Profit Margin of 8.8% in Q3FY17 as against 6.0% in Q2FY17

❑ Cash & Cash Equivalent:

- Cash and cash equivalents of Rs 146.5 crore as on 31st December, 2016

❑ Order Backlog:

- 12M Backlog was Rs 227.1 crore (£ 27.2 mn) as on 31st December, 2016 as against Rs 220.1 crore (£ 25.3 mn) in Q2FY17

Performance Highlights – 9MFY17



❑ Revenue:

- Total income was Rs 390 crore vs Rs 416.8 crore, down 6.4% on Y-o-Y basis
- Operating Income of Rs 382.1 crore vs Rs 402.7 crore, down 5.1 % in rupee terms on Y-o-Y basis
- Constant currency revenue growth of 2.9% on Y-o-Y basis

❑ Profit:

- EBITDA was Rs 40.0 crore vs Rs. 29.1 crore, up 37.5% on Y-o-Y basis
- EBITDA Margin of 10.3% in 9MFY17 as against 7.0% in 9MFY16
- Net Profit stood at Rs 22.5 crore vs Rs 7.9 crore, up 185.0% on Y-o-Y basis
- Net Profit Margin of 5.8% in 9MFY17 as against 1.9% in 9MFY16

Operating Metrics Highlights – Q3FY17



❑ Client:

- Added 8 new logos
- Total active client 87 (LTM)
- Top 5 Client revenue 52.6%
- Top 10 Client revenue 71.4%

❑ Employee:

- Total Employee 1,300 (offshore: 920; onsite: 380) as on 31st December, 2016 as against 1,317 (offshore: 923; onsite: 394) as on 30th September, 2016

❑ Billable Utilization stood at 82.4% as against 81.5% in Q2FY17

❑ DSO stood at 58 days as on 31st December, 2016 as against 63 days as on 30th September, 2016

❑ Total FX Hedges include GBP 12.8 mn @ Rs 101.3 /-

Agenda



01 | Quarter Highlights

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Key Financials



Particulars	Metrics	Q3FY17	Q2FY17	QoQ Growth	Q3FY16	YoY Growth	9MFY17	9MFY16	YoY Growth
Revenue (INR Cr)	Total Income from operations	126.1	125.9	0.2%	137.8	-8.5%	382.1	402.7	-5.1%
	Other Income	1.9	2.5	-26.5%	2.9	-35.9%	7.9	14.1	-43.6%
	Total Income	128.0	128.4	-0.3%	140.7	-9.0%	390.0	416.8	-6.4%
Margins (INR Cr)	EBITDA	15.5	13.8	12.4%	3.6	325.6%	40.0	29.1	37.7%
	PBT	10.4	10.3	1.2%	0.1	8591.7%	28.4	16.0	78.1%
	PAT	11.2	7.7	46.8%	0.8	1321.5%	22.5	7.9	185.0%
Margin (%)	EBITDA	12.1%	10.7%		2.6%		10.3%	7.0%	
	PBT	8.2%	8.0%		0.1%		7.3%	3.8%	
	PAT	8.8%	6.0%		0.6%		5.8%	1.9%	
EPS (INR)	Basic	4.8	3.3		0.4		9.7	3.5	
	Diluted	4.6	3.2		0.3		9.3	3.2	

The growth for the quarter was driven by improvement in operational efficiencies and tax expenses

Agenda



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Recognised as an 'Agile Disruptor' in Public Sector



The Disrupted & The Disruptors



IaaS: Turnover doubled



Agile development



Disaggregation beneficiaries



G-Cloud sales jumped

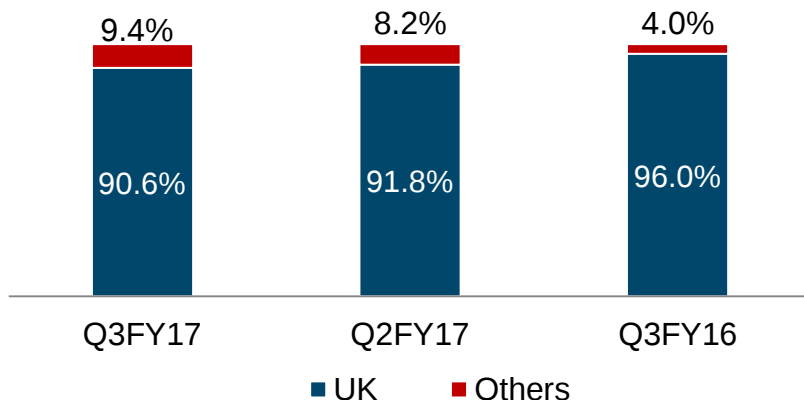
The disrupted are disrupting too!

- ❑ Well poised to be among the top providers of agile digital transformation solutions

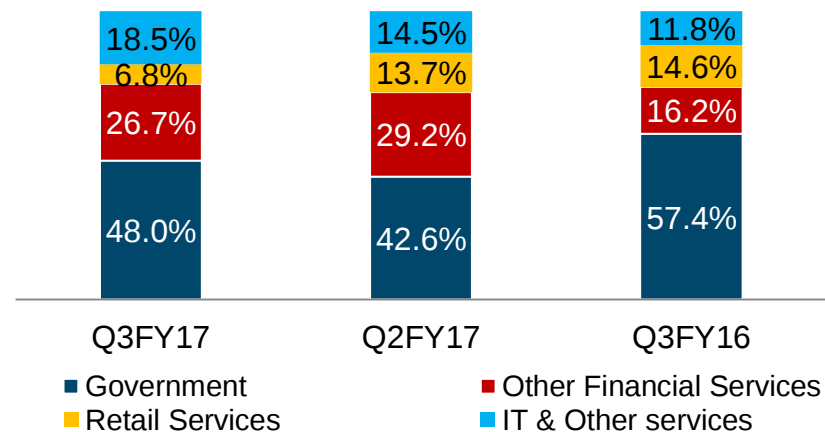
Revenue Analysis



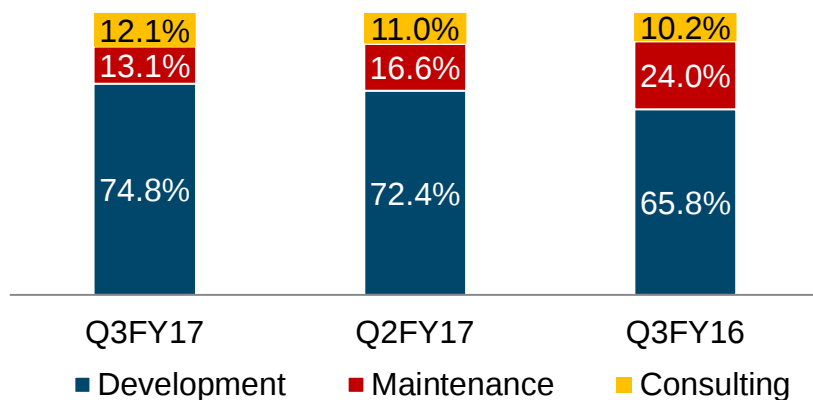
Revenue by Region



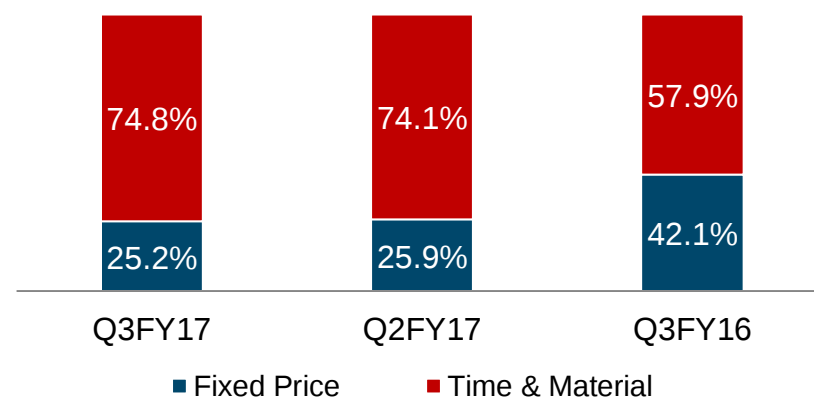
Revenue by Industry



Revenue by Offerings



Revenue by Type



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>