



Investor Presentation – Q1FY22

19 July 2021

Presented by:

Ashank Desai | Vice Chairman and Managing Director, Mastek Limited

Hiral Chandrana | Global Chief Executive Officer, Mastek Group

Arun Agarwal | Global Chief Financial Officer, Mastek Limited

Abhishek Singh | President, UK Business of Mastek

Umang Nahata | CEO, Evosys (A Mastek Company)



The difference between what is.
And what could be.



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A blurred background image of an office environment. Several people are visible, some standing and some sitting at desks, engaged in work. The image has a light blue tint.

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Highlights of the Quarter

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Highlights of Q1FY22

Mastek crossed \$70mn revenue in Q1FY22



33.8 % YoY revenue growth

PAT grew by 72.2 % YoY

Q1
FY
22



15.4 % PAT margin
in Q1FY22, 383 bps
improvement YoY

Increase in 12Month order backlog to \$158.4mn



54 % YoY Growth

Total headcount of 4,302 as on 30 June 2021



510 headcount added during the quarter (net of attrition)

Awards & Recognitions



- **Mastek gets recognized in The Gartner Digital Commerce Vendor Guide, 2021 (Sandy Shen et al., 14 April 2021) as a Digital Commerce Service Provider**
- **Evosys, for the third year in a row, is recognized in the 2021 Gartner Magic Quadrant for Oracle Cloud Applications Services, Worldwide**
- **Ashank Desai our Group Vice Chairman and MD has been awarded Lifetime Achievement Award at IMC - Digital Technology Awards 2020**



Financial Performance

02

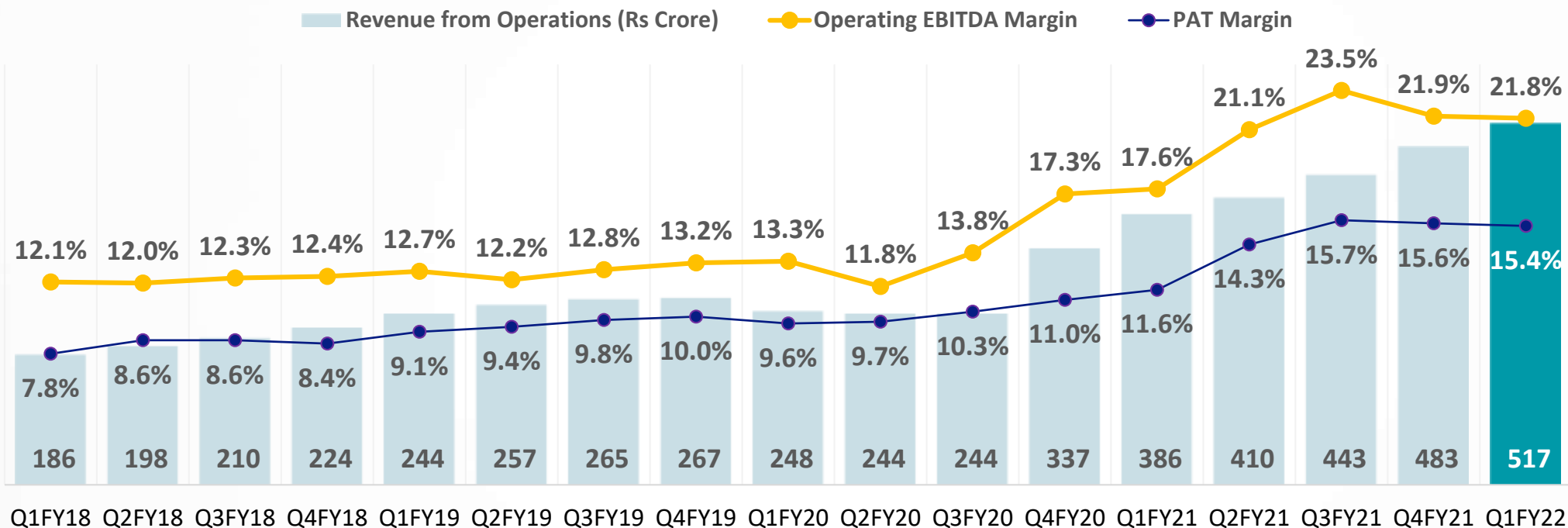
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Consistent Financial Performance



▲ **33.8 %**
Revenue growth
YoY

▲ **21.8 %**
Operating
EBITDA margin
improved by 419 bps
YoY

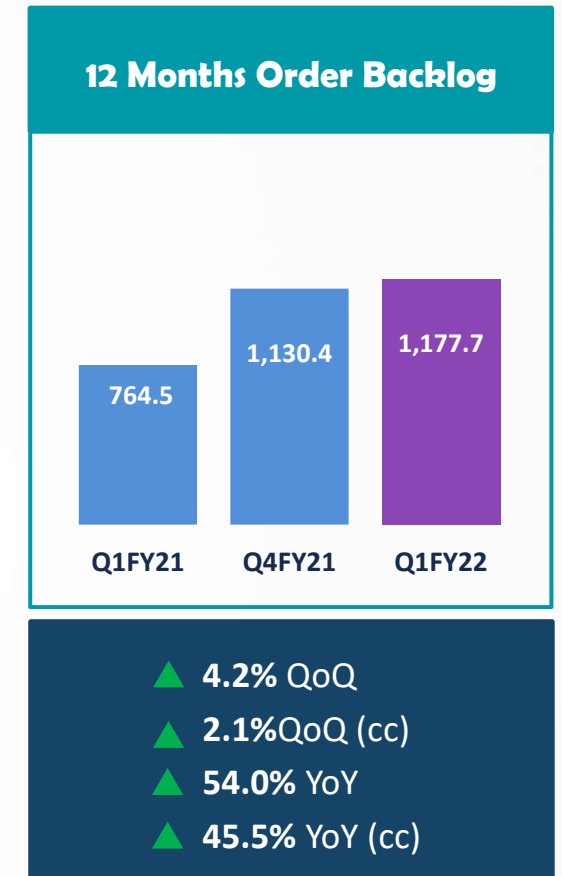
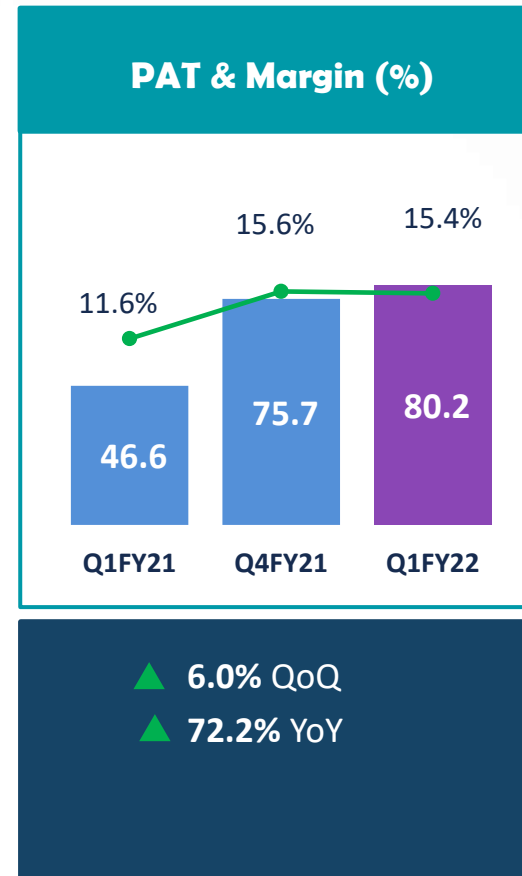
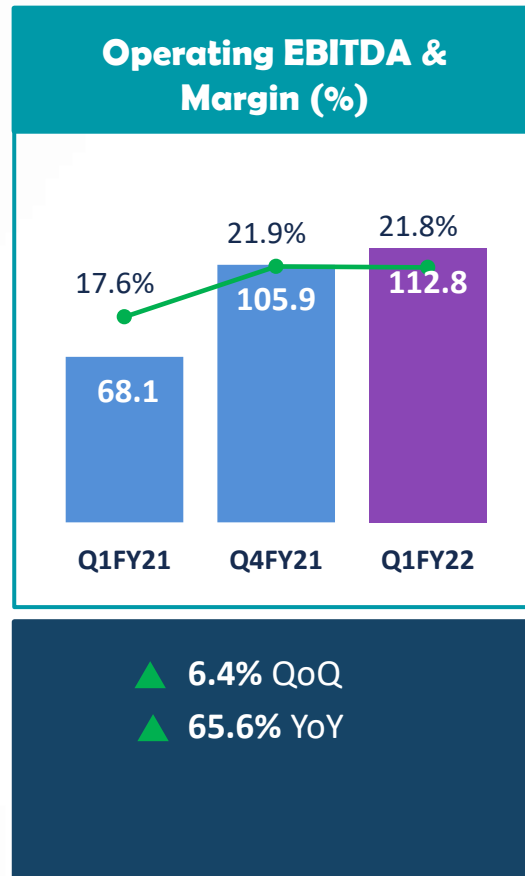
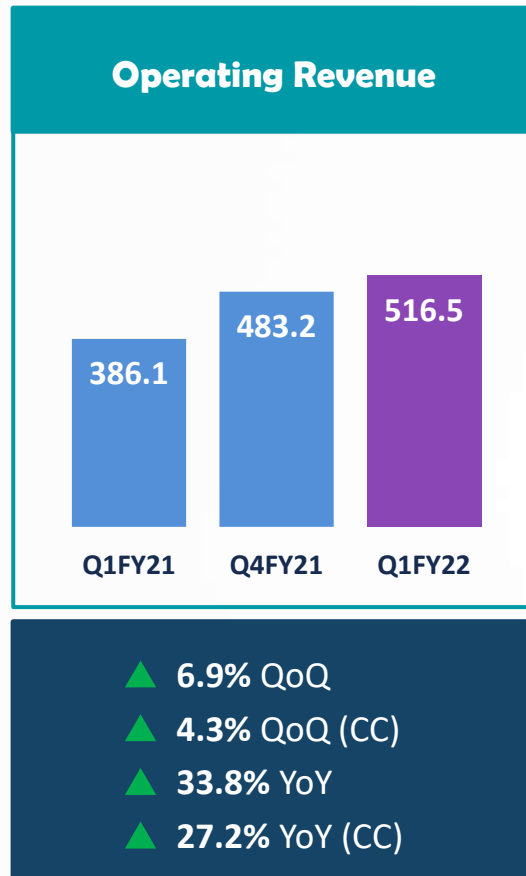
▲ **15.4 %**
PAT Margin
improved by 383 bps
YoY

Financial Summary – Q1FY22

Key Performance Metrics		Q1FY22	Q4FY21	Q1FY21	Growth QoQ	Growth YoY
Revenue	Revenue from Operations (\$mn)	\$70.2	\$65.9	\$50.8	4.3% (CC)	27.2% (CC)
	Revenue from Operations (Rs Crore)	516.5	483.2	386.1	6.9%	33.8%
	Other Income (Rs Crore)	4.7	3.2	16.7	45.2%	(71.9)%
	Total Income (Rs Crore)	521.2	486.4	402.8	7.1%	29.4%
Margins (Rs Crore)	Op. EBITDA	112.8	105.9	68.1	6.4%	65.6%
	Total EBITDA	117.5	109.2	84.8	7.6%	38.5%
	PBT	106.0	97.2	70.9	9.1%	49.5%
	PAT	80.2	75.7	46.6	6.0%	72.2%
Margin (%)	Op. EBITDA	21.8%	21.9%	17.6%	(9) bps	419 bps
	Total EBITDA	22.5%	22.4%	21.1%	10 bps	148 bps
	PBT	20.3%	20.0%	17.6%	36 bps	274 bps
	PAT	15.4%	15.6%	11.6%	(17) bps	383 bps
EPS (Rs)	Basic	27.4	24.1	16.6		
	Diluted	26.4	23.3	16.0		

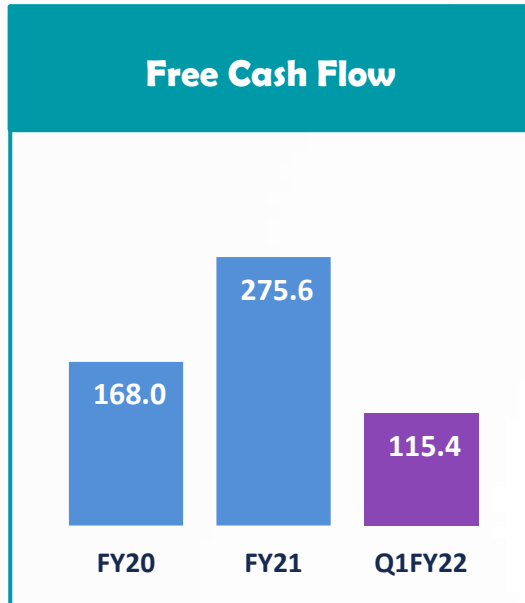
Comparison: Quarter-on-Quarter and Year-on-Year (Figures in Rs Crore)

Consolidated Financial Highlights Q1FY22



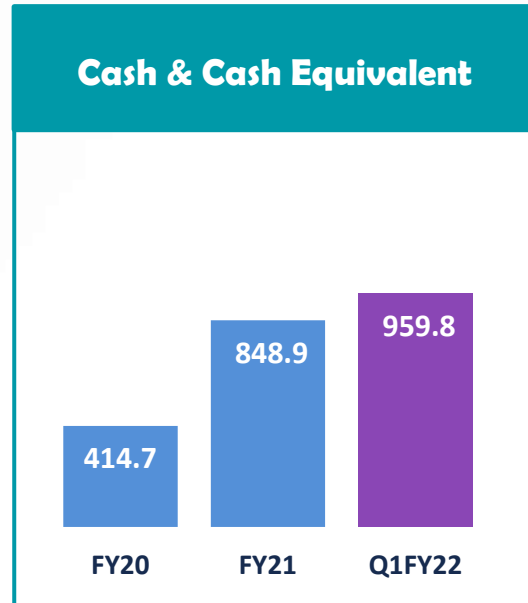
Strengthening the Balance Sheet (Figures in Rs Crore)

Balance Sheet Metrics Q1FY22 - Consolidated



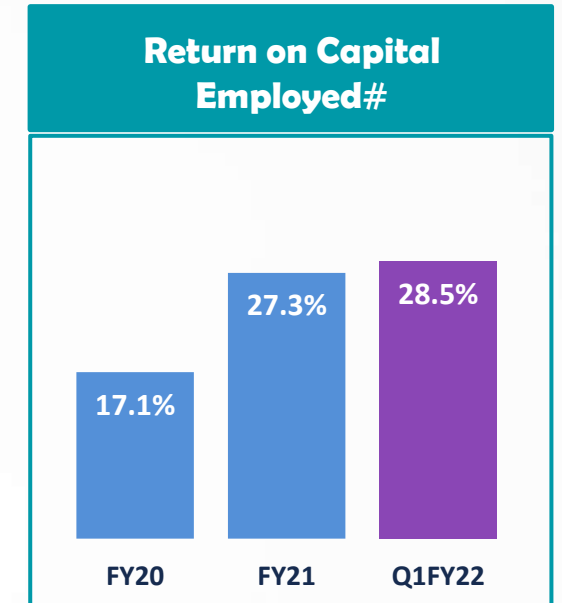
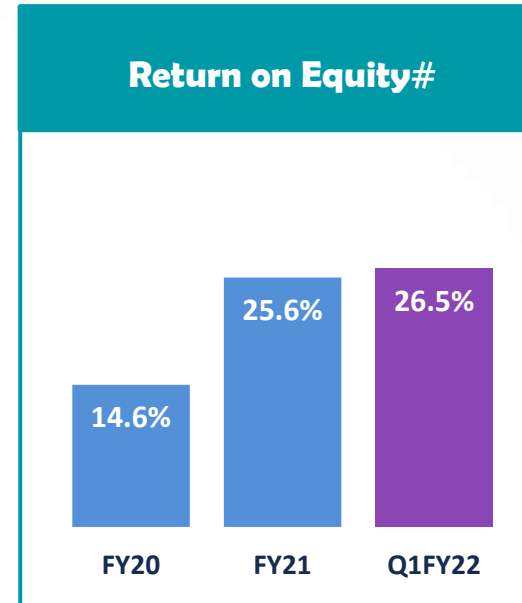
FCF to PAT:

Q1FY22: 143.9%
FY21: 109.5%
FY20: 147.6%



Net Cash:

Q1FY22: Rs 702.9 cr
FY21: Rs 588.6 cr
FY20: Rs 81.0 cr



All figures in Rs Crore

- FY20, FY21 and Q1FY22 includes Evosys numbers

- Return on Equity = PAT/Average Networth; Return on Capital Employed = EBIT/Average Capital Employed; Quarter numbers are annualized for ROE and ROCE calculations



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Operational Performance

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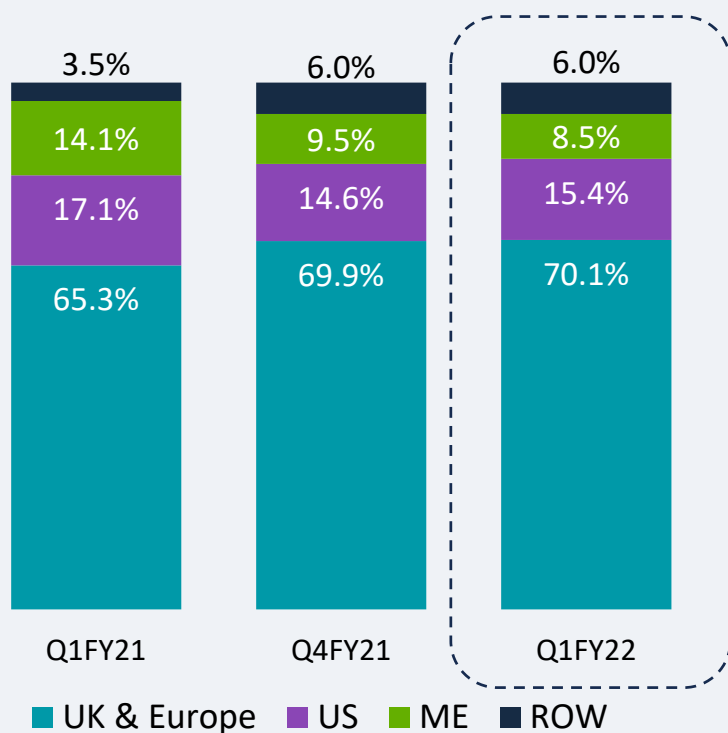
Operating Metrics Q1FY22

Strengthening our business		Q1FY22	Q4FY21	Q1FY21
Client Base	New Clients Added	40	45	48
	Active Client (immediately preceding 12 months)	651	639	504
	Top 5	33.0%	33.3%	34.5%
	Top 10	47.7%	47.1%	48.1%
Employee Base	Total Employee	4,302	3,792	3,321
	- Offshore	3,181	2,674	2,227
	- Onsite	1,121	1,118	1,094
	- Diversity (Women employees)	26.0%	25.3%	25.2%
	LTM attrition	19.6%	14.3%	18.3%
DSO	Days	72	75	72
FX Hedges for next 12 months	Value (In mn) – £	12.2	11.3	10.2
	Average rate/ Rs.	103.6	102.6	97.7
	Value (In mn) – \$	6.7	4.6	4.5
	Average rate/ Rs.	76.6	76.3	75.8

Balancing our portfolio

Revenue Analysis Q1FY22 - Consolidated

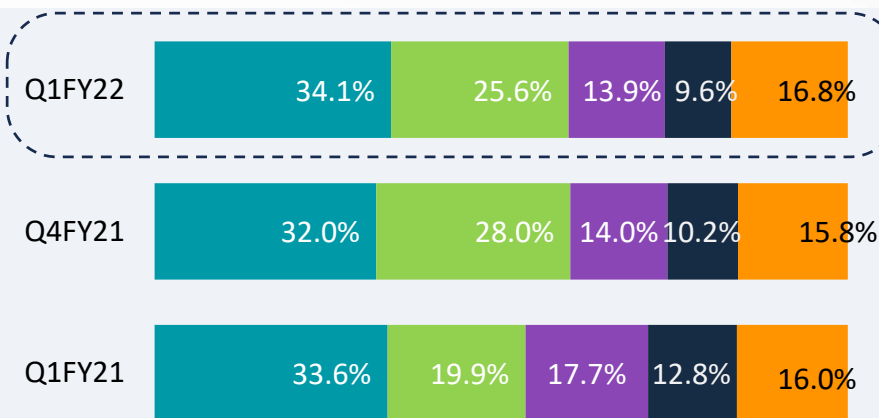
Revenue by Market Region*



* ROW includes India, Singapore, Malaysia and Australia

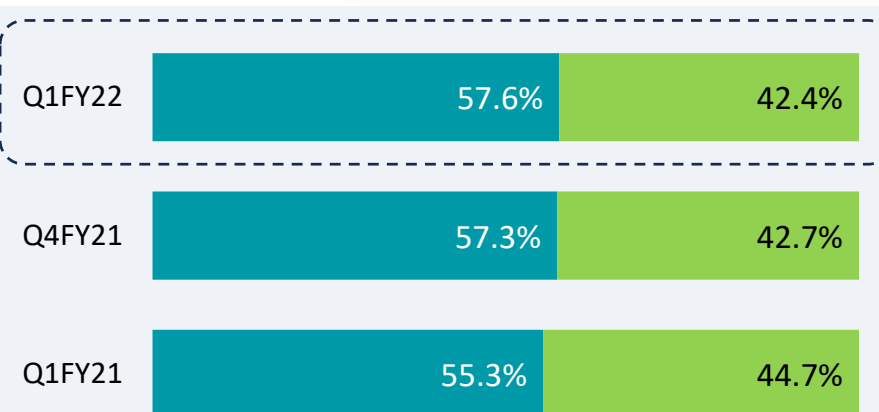
Revenue by Industry Segment

- Government (teal)
- Health (green)
- Retail Services (purple)
- Financial Services (dark blue)
- Others (orange)



Revenue by Contract Type

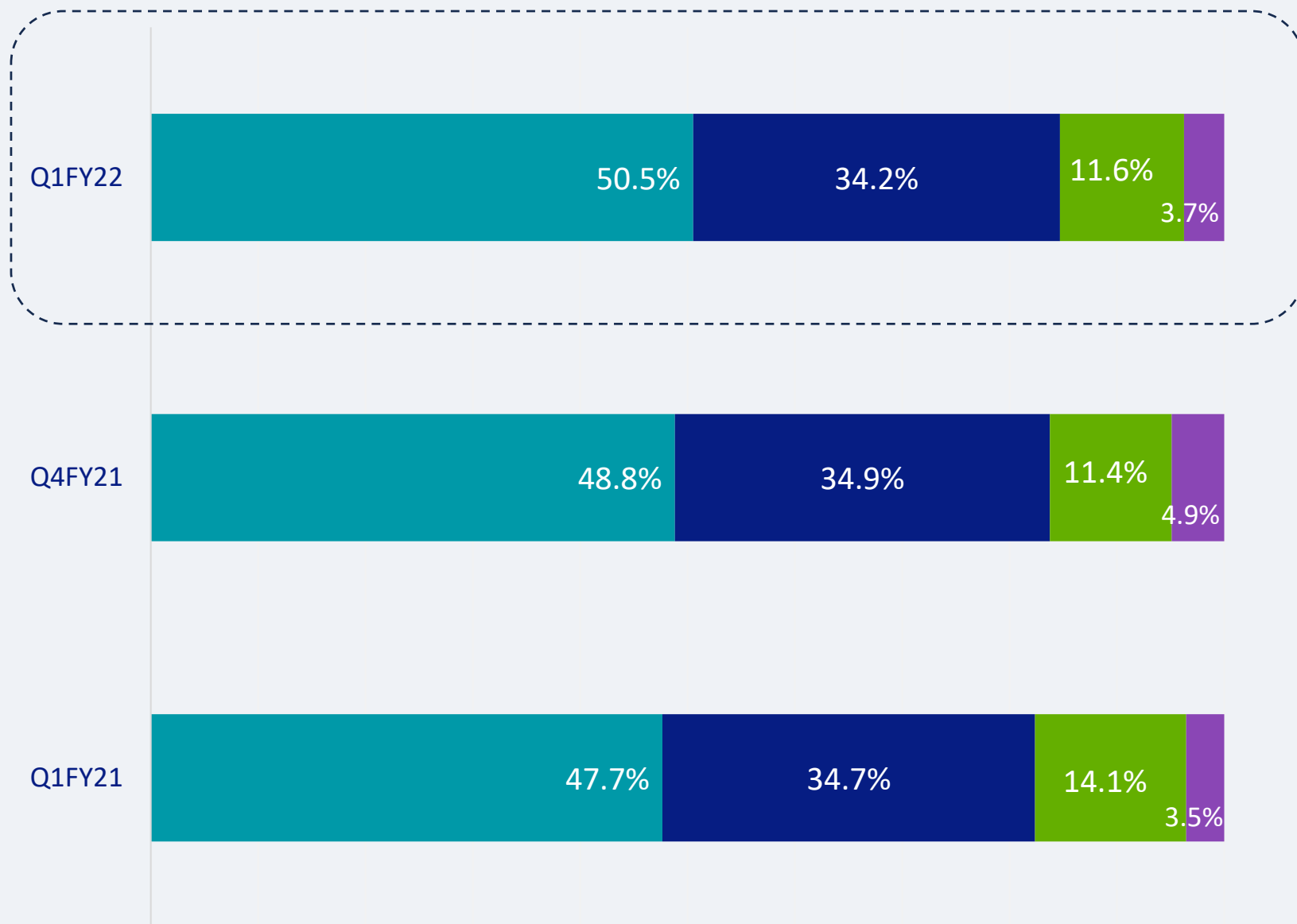
- Time & Material (teal)
- Fixed Price (green)



Operational Performance

Revenue By Practice Line Q1FY22 – Consolidated

- Application Transformation
- Enterprise Applications
- Digital Commerce & Experience
- Data, Analytics & AI



Gartner Recognizes Evosys & Mastek

Evosys named in Gartner 2021 Magic Quadrant for Oracle Cloud Applications Services, Worldwide report. This is the *third consecutive year* the global research and advisory firm has recognized Evosys for its Oracle Cloud Application Services, Worldwide



2021



Recognition

Mastek gets recognised in The Gartner Digital Commerce Vendor Guide, 2021 (Sandy Shen et al., 14 April 2021) as a Digital Commerce Service Provider

Getting recognized by Gartner for Mastek's Digital Commerce capabilities is a testimony to the investments that Mastek have been making in the D2X space



04

**Key wins
for the
quarter**



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Key wins for the quarter

Public Sector and Government

UK

Client: UK Central Government Department

About the deals: (A) Multi million deal signed with the customer to deliver Ministerial priorities for refugee payments (COVID-19 support) and Asylum system Public roll-out
(B) Multi million deal signed to provide international printing capability for Diplomats and international resident citizenship certificates

UK

Client: UK Central Government Departments

About the deals: Multiple deal signed:
(A) To enhance the secure personnel “directories” capability for citizen’s rollout
(B) Deliver growth in Learning, Development heritage and Data Analytics capabilities
(C) To enhance maritime mapping and tidal forecasts

UK

Client: One of the council areas of Scotland providing local government services to approximately 95,000 residents

About the deal: Provide back and front office transformation together by implementing Oracle Cloud while replacing all of their multiple legacy systems across finance, procurement, HR, payroll & CRM with a single integrated cloud-based SaaS solution

Key wins for the quarter

Public Sector and Government

UK

Client: One of the unitary authority council areas of Scotland providing civic and social services to 90,000 residents

About the deal: Working with the council to transform them from Oracle EBS to Oracle Cloud along with delivering a Data Archival solution to manage and report the Council's data on legacy system

US

Client: Largest municipal power system in North Carolina where its utility services includes the areas of safety, financial reporting, community service, sustainability and innovation

About the deals: The customer has initiated their journey from legacy Oracle On-Premise systems to cloud and Mastek is going to help to modernize and transform the systems that underpin the HR business function in advance of moving their Finance and WAM systems

Key wins for the quarter

Healthcare and Lifesciences

US

Client: Provides high-quality care to patients through their home health, hospice, home and community based services and facility based care

About the deal: The complete industry solution will be provided to achieve innovative and high quality patient care services with Oracle ERP, SCM, HCM & analytics solution on Cloud

US

Client: Non-profit health plan serving a nd TX licensed health maintenance organization

About the deal: Streamline client's manual processes in finance & reduce the pressure of the amount of resources needed for financial reporting and Mastek is going to implement tools that will allow the organization to gain better insight to standout as premier healthcare organization

US

Client: An industry pioneer with over 20 years of experience in developing and manufacturing diagnostic products and reagents

About the deal: Provides a richer and broader feature set that will help the organization to achieve its goals and drive deeper information based business decision making

Key wins for the quarter

Healthcare and Lifesciences

US

Client: US based Global leader of surgical products

About the deal: Mastek would leverage its D2X methodology and enable the Client migrate from existing legacy applications to a state of the art Engagement Platform that aligns with its new business goals. The new platform would help the Client drive better Customer and Employee experience

UK

Client: UK Healthcare Client

About the deals: Multiple deals signed covering:

- (A) Identity related services to help keep patient data secure
- (B) Services to track COVID-19 and Cancer Waiting time data
- (C) Digital Capability services for citizens and medical professionals
- (D) Services for Data and Analytics products

Key wins for the quarter

Manufacturing & Engineering and Construction

UK

Client: Multinational lead-acid batteries manufacturing company, manufacturing automotive and industrial batteries

About the deal: Co-sell by Mastek and Evosys helping company to achieve increased productivity, optimal execution and collaboration across their supply chain by moving to Oracle Cloud

ME

Client: A pioneering company in the field of manufacturing chemicals for defence purposes

About the deal: Mastek would help the client with Oracle Cloud Transformation to grow strategies that secure its supplies of raw material and implement its strategic objectives in diversifying its investments and services

UK

Client: One of the top 10 biggest Engineering & Architectural firms globally and the most valuable brand in the E&C space

About the deal: A large-scale global Oracle Cloud HCM implementation project covering 34 countries & 17,000+ employees across the globe and helps customer organization to achieve digital enabled member experience that attracts good quality candidates and consistently engages members



Key wins for the quarter

BFSI



UK

Client: Company is a FTSE100 Financial Services company with insurance businesses around the world

About the deal: Selected by client to be one of their preferred suppliers for their cloud engineering, software development, test automation, data engineering & test automation requirements

Utilities



UK

Client: A water company in the UK, providing mains water and sewerage services in one of the English counties

About the deal: Mastek will help water company to reduce manual administrative overhead with HR as far as possible with process automation and workflows using Oracle HCM Cloud solution

Key wins for the quarter

FMCG

ROW

Client: A burgeoning restaurant in the Philippines committed to elevate customers' dining experience

About the deal: Mastek will implement a solution which is agile & scale-able and increase employee performance to streamline and optimize the business processes and enable the client to maintain competitive edge over its competitors

Education

ME

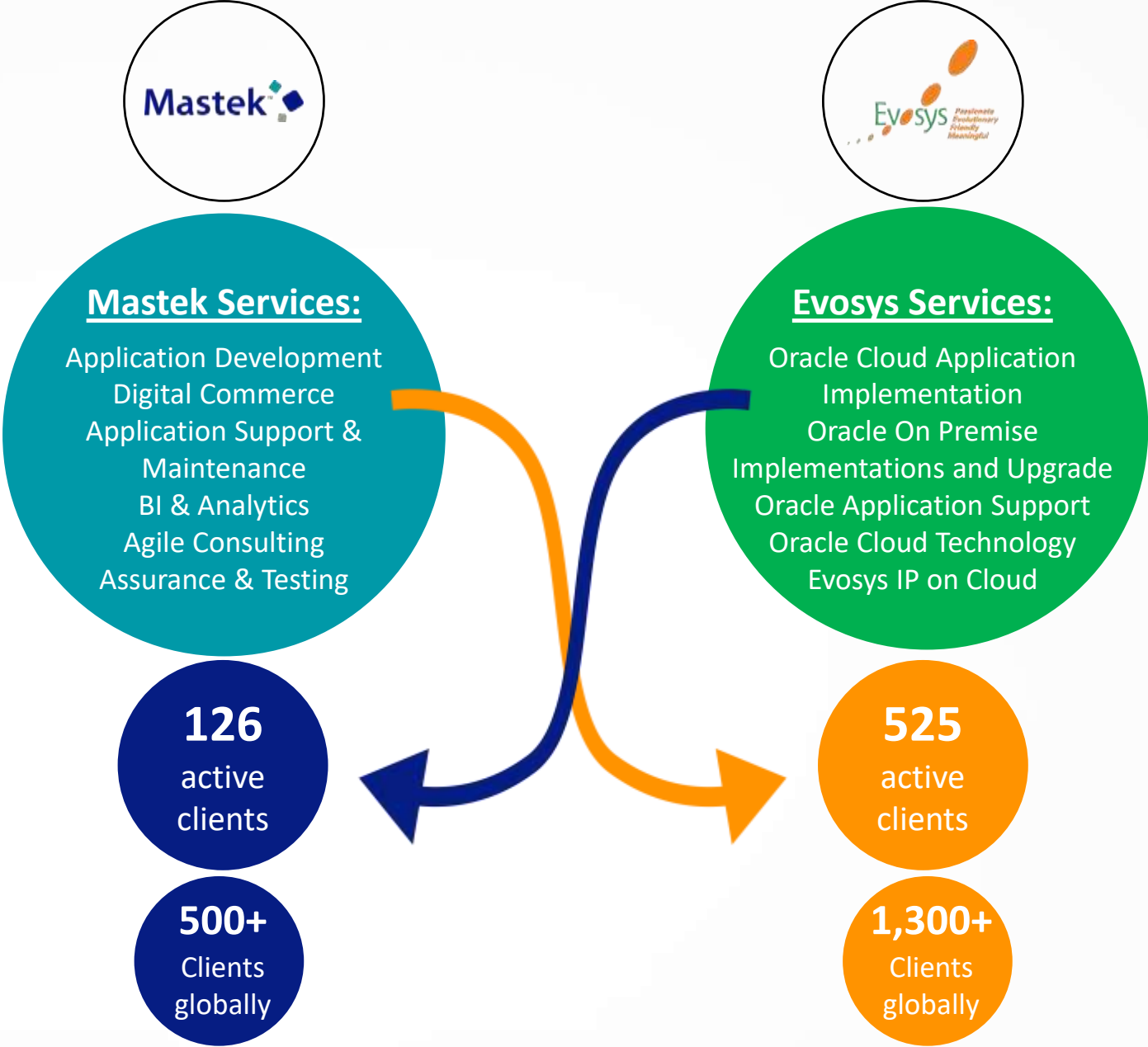
Client: An aviation academy that has a pilot school, a maintenance training center and a simulator training center for commercial airlines

About the deals: Mastek to deliver Oracle Cloud implementation professional services to elevate their solutions that integrates and improves finance, project management and other business processes

Cross-Sell Opportunity



The acquisition enables company to provide **end-to-end digital transformation and cloud migration services**



Strengthening Our Joint Sale

Co-sell Opportunity



Advantages of joint bids for Evosys ERP/ HCM bids



Competitive “Total Digital Transformation” Solution offering



Size benefit to bid for large contracts and compete against large players



Multi-pillar sales and customer for life



Grow the managed services portfolio of Evosys



Acquisition Updates

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Evosys Acquisition Update

Scheme of Arrangement (Demerger)

- **NOC received from Stock Exchanges**
- **Application filed with NCLT on 5 March 2021**
- **Scheme was approved in the Court convened meetings by shareholders and creditors**
- **Final hearing of NCLT due in August 2021**

Thank You

Questions & Answers