

Date: February 22, 2017

<b>Listing Department</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400 001 Tel No. 022- 22723121 Fax No. 22723719 BSE Script Code 523704	<b>Listing Department</b> <b>The National Stock Exchange of India Limited</b> Bandra Kurla Complex Bandra East Mumbai – 400 051 Tel No.:-26598100 Fax No. 022-26598237/26598238 NSE Symbol: MASTEK
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Dear Sir(s)/Ma'am(s),

**Sub: Intimation of Schedule of Investor Meetings – Non Deal Road Show**  
**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements), Regulations, 2015.**

With reference to above cited regulation(s) and other applicable provisions, the Schedule of Investors Meeting with the Company is given below:

Date	Type of Interaction	Discussion	Venue
February 22, 2017	Attending the Investor Conference with several Funds/Investors- Non Deal Road Show i.e. with DSP Blackrock, Alchemy, OHM, Invesco, Daiwa Capital/ Nine rivers/ Principal MF/ Edelweiss MF/ Param Capital/ ASK Investments, Birla Life (one on one and group meetings)	Industry/ Company specific developments -Copy of Presentation is attached.	Mumbai-Anand Rathi Premises & BKC – Trident & India Bulls building.

**Note:**

1-The schedule of aforesaid meetings is subject to change. Changes may happen due to exigencies on the part of investor/funds/Company.

2- Investors/funds may also subsequently approach the Company for any clarifications regarding the discussions during the aforesaid meetings.

It is requested to note the same and acknowledge receipt of this intimation.

Thanking you,

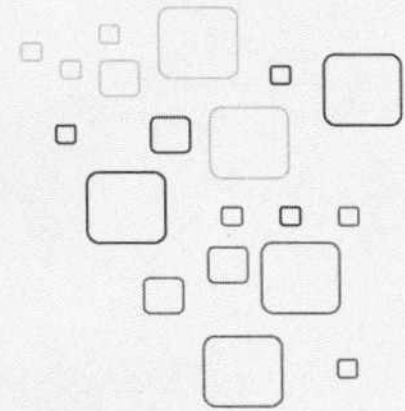
Yours faithfully,

For **MASTEK LIMITED**

  
**DINESH KALANI**  
COMPANY SECRETARY

Encl: As Above





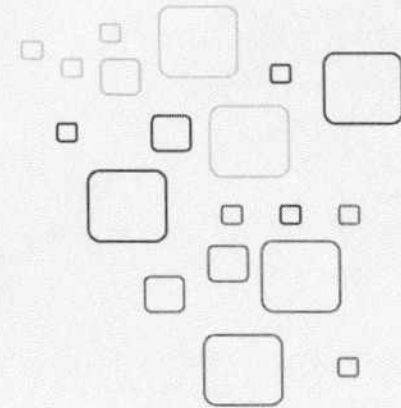
A high end provider of Enterprise Technology Solutions  
that enable Business Transformation in selected verticals



# Investor Presentation

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February 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



# Company Overview



Leading Indian IT Solutions Company	Experienced and professional management team	Acquisitions/ Demerger	Industry/ Geography	9 Month Financial Performance
<ul style="list-style-type: none"> <li>• Founded in 1982 by Ashank Desai, Ketan Mehta, Sudhakar Ram and R. Sundar</li> <li>• A publicly held global IT player &amp; a trusted partner in complex digital &amp; agile transformation programs</li> <li>• Digital solutions constitutes ~60% to the business</li> <li>• Emerging as leaders in Enterprise Digital Transformation journey</li> </ul>	<ul style="list-style-type: none"> <li>• Managed by handpicked professionals from a cross-section of the industry</li> <li>• Supported by an experienced second in line management team</li> </ul>	<ul style="list-style-type: none"> <li>• In 2000, Acquired Systems Task Group (STG)MCS Global, Inc. (US)</li> <li>• In 2007, Acquired Vector Insurance Services in North America</li> <li>• In 2010, Acquired Kognitio Data</li> <li>• In 2015, Acquired Indigo Blue (UK)</li> <li>• In 2015, Demerged Insurance Product and Services Business into Majesco Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>• Industry:               <ul style="list-style-type: none"> <li>- Government</li> <li>- Health</li> <li>- Retail</li> <li>- Financial Services</li> </ul> </li> <li>• Geography:               <ul style="list-style-type: none"> <li>- United Kingdom</li> <li>- North America</li> <li>- Asia Pacific Region</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Total Income was Rs 382 crore</li> <li>• EBITDA at Rs 40.1 crore (10.5% of Total Income)</li> <li>• PBT was Rs 28.4 crore; up 78% Y-o-Y</li> <li>• PAT at Rs 22.5 crore; 185% Y-o-Y</li> <li>• Total client count was 87 (LTM)</li> <li>• 12-month order backlog at Rs 227.1 crore (€ 27.2 mn)</li> <li>• Total cash &amp; cash equivalent was at Rs 146.5 crore</li> </ul>



# Headwinds of FY'16

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## Mastek faced significant headwinds in FY'16 due to:

- ✓ Conclusion of two major programs early in the year and slow ramp of new programs
- ✓ One project in UK had significant scope-creep and cost overrun; circa GBP 3.1 Mn
- ✓ Changing UK delivery landscape; more security cleared staff required onsite.
- ✓ Termination of Joint Venture with Legal Practice Technologies (LPT)
- ✓ Diseconomies of Scale - demerged Mastek left with ample capacity



# What's Changing?



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## Business

- ✓ High focus on digital and agile transformation programmes
- ✓ Among top 3 to deliver large complex agile programs; help government to cut cost & time of delivery
- ✓ Continued investment in building deep domain & technology capabilities across sector

## UK Business

- ✓ Synergies between Indigo Blue and Mastek capabilities; giving winning momentum
- ✓ Contracts driven by G-Cloud and DOS Framework
- ✓ Digital Transformation drive of UK Govt by constituting Govt Digital Service dept

## India Business

- ✓ Large Fixed Bid Projects;
- ✓ Focus on Collections and DSO
- ✓ Profitable Engagement

## Performance Management

- ✓ Focus on sales pipeline improvement and sales management
- ✓ Steps to improve cost and operating efficiencies
- ✓ Financial predictability

## Acquisition/ Investment

- ✓ Bought TaisTech in USA
- ✓ Mastek UK continues to hold 13.8% of Majesco in the U.S as an investment

## Management Team



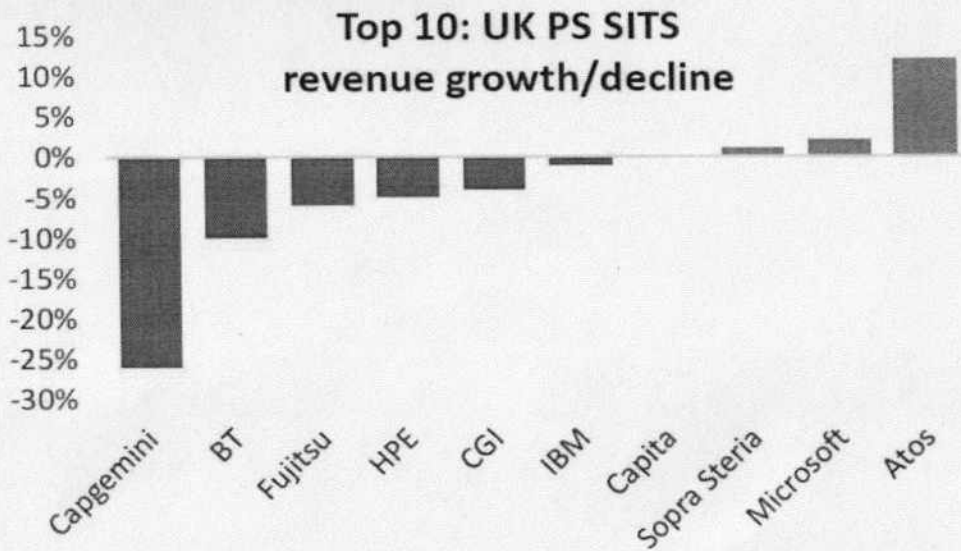
# Recognised as an 'Agile Disruptor' in Public Sector



## The Disrupted & The Disruptors



www.techmarketview.com



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



# Digility recognized by CIOReview as one of the top 20 Financial Services Solution Providers in 2016

## CIO 20 MOST PROMISING FINANCIAL SERVICES TECHNOLOGY SOLUTION PROVIDERS - 2016

Financial institutions are adopting innovative new technologies to increase their efficiency and deliver better customer satisfaction. These advancements are helping firms speed workflows and processes in an industry where there is no shortfall of concerns—from technology and reputation management to the talent wars and cyberthreats that capture the attention of financial services leaders. Tasks that were once handled with paper, requiring human interactions, are now being digitized. To grease the wheel, fintech companies are vigorously entering the mainstream to deliver highly focused financial services applications, often more effectively and less expensively than traditional companies.

Fintech companies are developing solutions that better define savings and risk appetite, while being more efficient. They are also devising new methods

to detect fraud and monitor trading activity. Partnering with such providers to quickly implement their solutions as part of a coherent integrated product will enable financial services firms to effectively tackle the challenges. This involves assessing third-party technology providers and choosing software applications that best fit a financial institution's business requirements, with the firm's core services and brand metrics serving as primary guidelines for determining the technologies to embrace.

To simplify a CFO's task and help understand the latest technologies in the sector, CIOReview presents 20 Most Promising Financial Services Technology Solution Providers 2016.

A distinguished panel comprising CEOs, CFOs, VPs, and

## 20 Most Promising Financial Services Technology Solution Providers 2016

Company	Management	Description
Fortinet Sunnyvale, CA fortinet.com	Ken Xie, Founder, Chairman & CEO	Provides a Security Fabric architecture to deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments.
Freedom San Francisco, CA freedom.com	Kyle Ferguson, CEO	Provides an intuitive, easy-to-use payments and expense management system.
Lumina Consulting Calgary, Canada lumina.ca	Ken Davies, President	Delivers pragmatic advice enabling clients to realize immediate value.
Movavi New York City, NY movavi.com	Dr. Mircea Mihaescu, COO	Transforming banking customer interactions through unique mobile applications.

**Digility, Inc**  
Bridgewater, NJ  
digility.com

**Madhu Kumar,**  
President & Head of North  
America

Providing a digital platform for seamless wealth management.

Company	Management	Description
ACI Worldwide Naples, FL aciworldwide.com	President & CEO	Financial services, payments processing, and compliance solutions to financial institutions and corporate customers.
Computer Services, Inc. Paducah, KY csiweb.com	Steve Pawlusa, CEO	Financial services, payments processing, and compliance solutions to financial institutions and corporate customers.
Data360 Burlington, MA data360.com	Paul Sherris, CEO	Data Governance and Collaboration suite combining the communication power of social networking with strong inventory, metadata management, event monitoring, data lineage and impact analysis capabilities.
Digility, Inc Bridgewater, NJ digility.com	Madhu Kumar, President & Head of North America	Providing a digital platform for seamless wealth management.
DST Systems Kansas City, MO dstsystems.com	Steve Hooley, President, CEO & Chairman	Provides strategic advisory, transformative technologies, and operations outsourcing to the financial and healthcare industries.
FIS Jacksonville, FL fisglobal.com	Gary Neerucci, President & CEO	Provides retail and institutional banking, payments, asset and wealth management, risk and compliance, consulting and outsourcing solutions.
FLEX Sandy, UT flexcutech.com	Sean Halcomb, CEO	Provides credit union technology, offering the industry's most comprehensive member services platform, with advanced services embedded directly into a single core application.
SmartStream New York City, NY smartstream-stp.com	Rayham Kaddoura, CEO Rocky Martinov, CTO	A global software and managed services provider with a focus on post-trade processing solutions for the financial markets.
Temenos Geneva, CH temenos.com	David Amett, CEO	Provides banking software systems to retail, corporate, universal, private, Islamic, microfinance and community banks, wealth managers, and financial institutions.
Therafay New York City, NY therafay.com	Mark Garit, CEO Pres. Amir Akerboch, CSO	Therafay is a leading provider of big data analytics solutions that enable financial services, critical infrastructure and industrial internet organizations to detect unknown operational and cyber threats, manage risk and discover revenue opportunities.
Walters Kluwer Financial Services Minneapolis, MN walterskluwer.com	Richard Flynn, CEO	Provides solutions for risk management, compliance, and auditing to optimize business performance in a rapidly changing environment.
Xtiva Rockville Centre, NY xtiva.com	Tom Meysak, CEO	Helping financial sales forces outperform themselves with a full stack sales performance management suite.
Yest New York City, NY yest.com	Marc Ferrentino, Chief Strategy Officer	Enables financial institutions to manage location data across their websites, mobile apps, and internal systems.



[http://magazine.cioreview.com/magazines/November2016/Financial\\_Services/#page=21](http://magazine.cioreview.com/magazines/November2016/Financial_Services/#page=21)





# TAISTECH – Key Facts



## Business

- High –growth company providing end-to-end digital-commerce services including strategy, creative design, implementation and managed services. Has been developing competencies and IP around mobile applications / big data etc.
- Strong relationship and expertise in Oracle Commerce – Gold Partner

## Solution and Services

Digital-Commerce Technology	Quality Assurance	Mobile Applications	Big data
<ul style="list-style-type: none"> <li>• E-commerce Platform &amp; Solutions</li> <li>• Omni-channel E-commerce Strategy</li> <li>• Website &amp; Platform Hosting Services</li> <li>• Custom Application Development</li> <li>• Application Maintenance, Enhancements &amp; Enterprise Integration</li> <li>• Visual &amp; Creative Design</li> </ul>	<ul style="list-style-type: none"> <li>• Quality Assurance Testing</li> <li>• QA Automation Framework To Reduce The Time To Go Live</li> </ul>	<ul style="list-style-type: none"> <li>• Software Development for iOS, Android, Windows and Blackberry Platforms</li> </ul>	<ul style="list-style-type: none"> <li>• Data Integration</li> <li>• Analytics Consulting</li> <li>• Optimization Reporting &amp; Analysis</li> </ul>

## Clients

- Key verticals of focus include fashion and lifestyle retail and technology.

## Mastek Interest

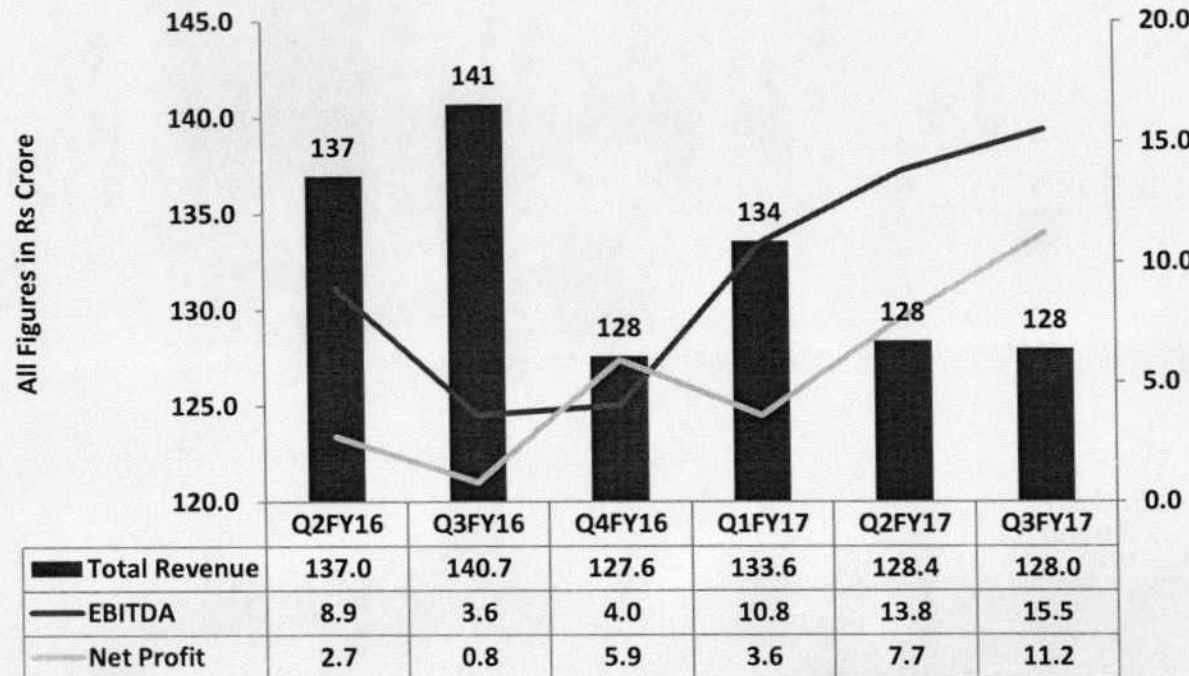
- Strong customer base; Cross Sell opportunity
- Good base with ready resources for US growth
- Digital-commerce capability

## Locations

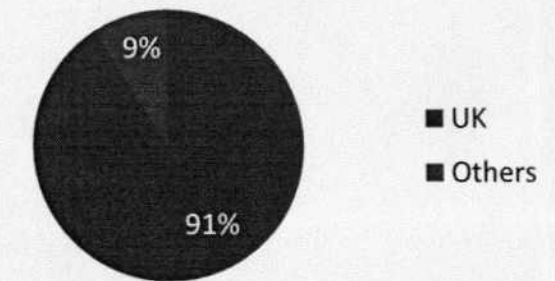
- Headquartered in the US with 200 + employees across offices in the US – Dallas and India – Gurgaon, Noida & Chennai



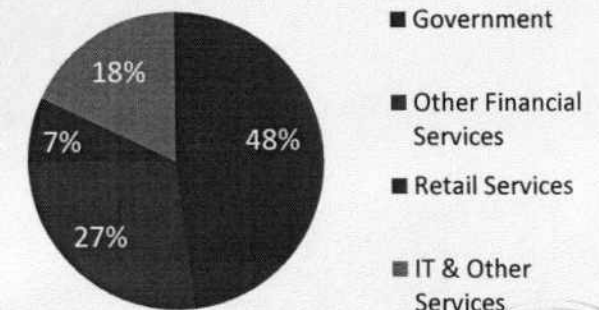
# Mastek Financial Summary



Revenue By Geography (Q3'17)



Revenue By Verticals (Q3'17)



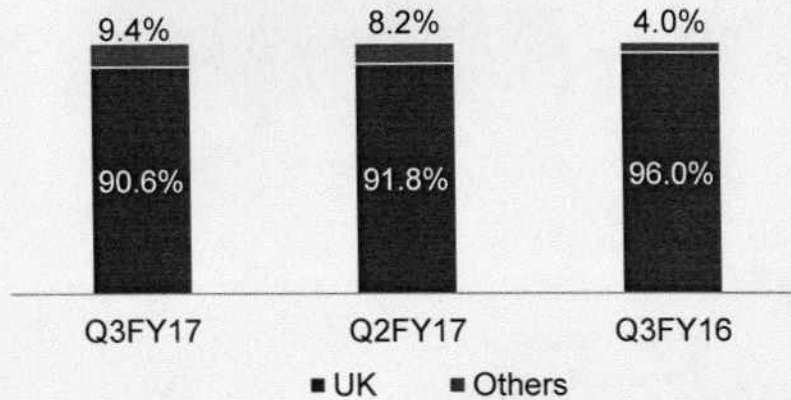
- ❑ Q3FY17 constant currency growth at 6.9% on QoQ basis
- ❑ EBITDA margin showed a smart resilience for the second successive quarter; up by 140 bps to 12.1%
- ❑ PAT grew by 46.8% in Q3FY17 to Rs 11.2 Cr driven by the ongoing operational improvement initiatives and effective expense management
- ❑ Cash and cash equivalent of Rs. 146.5 cr as on 31<sup>st</sup> December, 2016



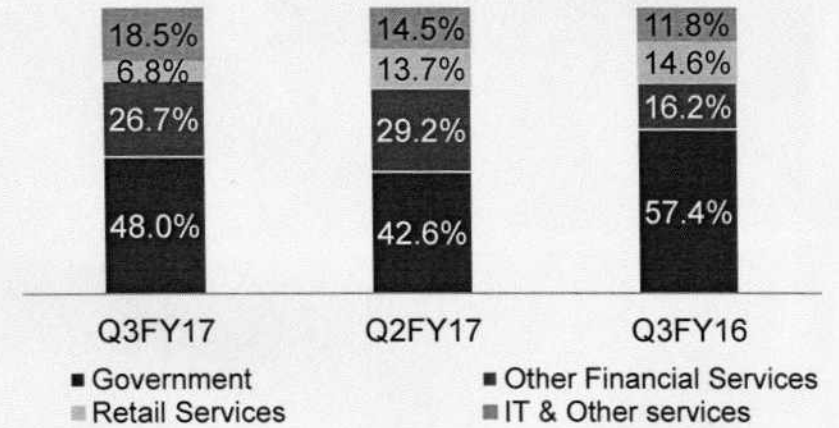
# Revenue Analysis as of 31<sup>st</sup> Dec'16



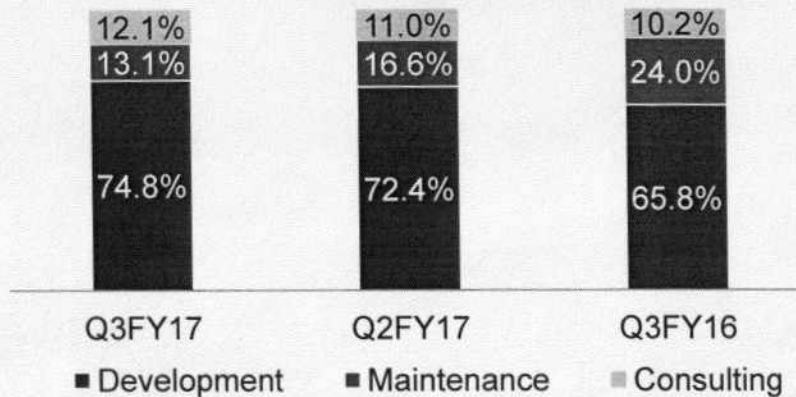
## Revenue by Region



## Revenue by Industry



## Revenue by Offerings

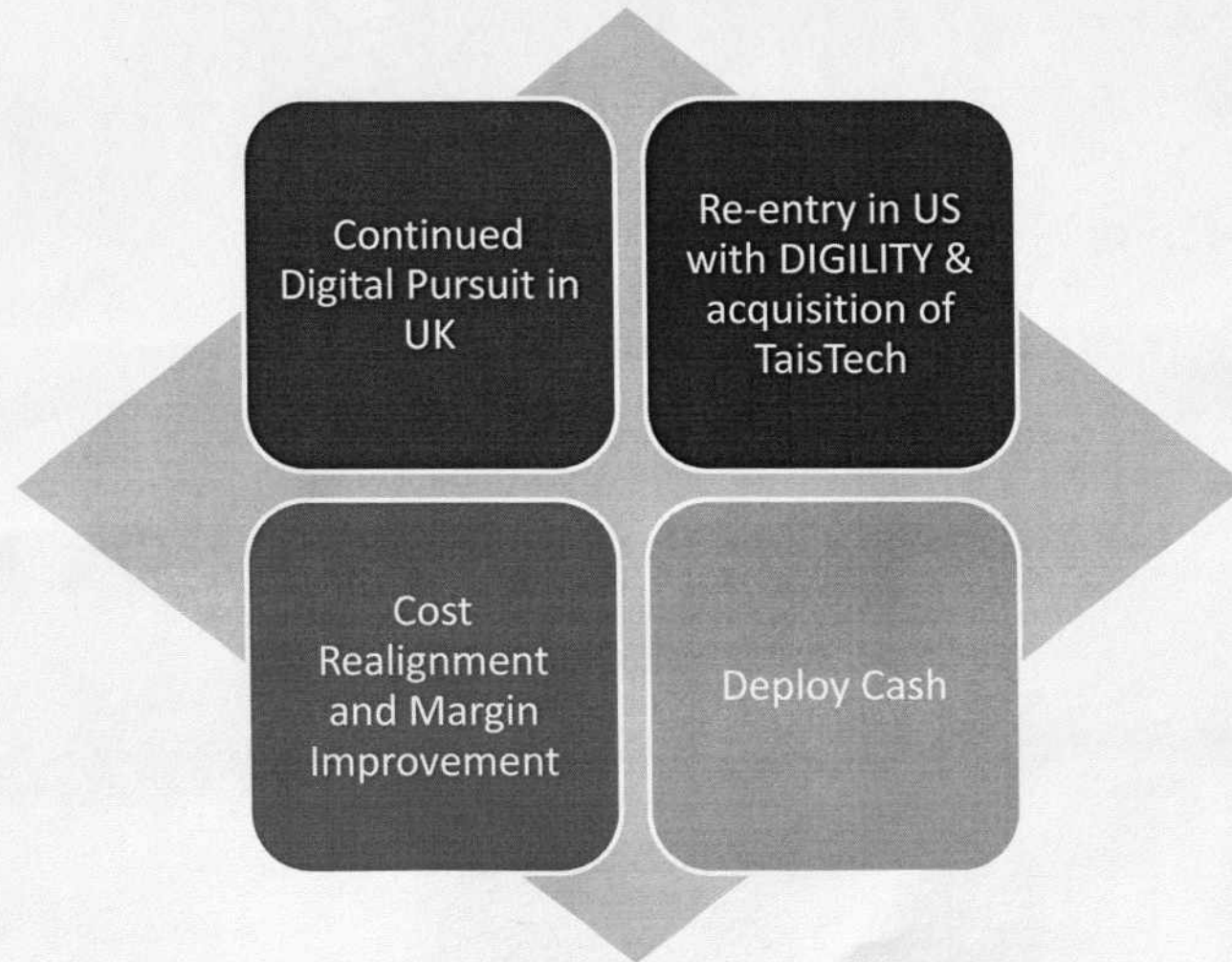


## Revenue by Type

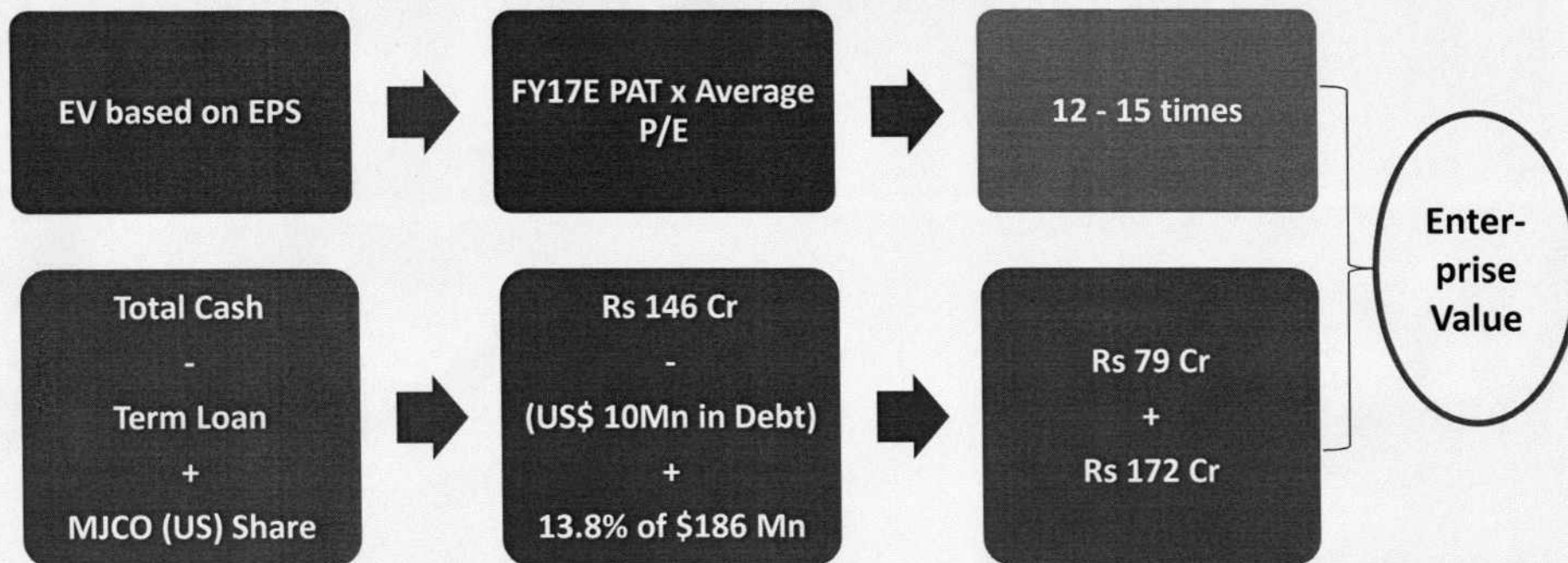


# Pillars of Performance Improvement

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# Enterprise Value (EV)



Mastek Market Cap as on 21<sup>st</sup> Feb'17 @ INR 441.29 Crore



# 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>

