

SEC/12/2024-25

April 26, 2024

Listing Department BSE Limited 25 th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001 SCRIP CODE: 523704	Listing Department The National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 SYMBOL: MASTEK
ISIN: INE759A01021	

Dear Sir(s) / Ma'am(s),

Sub: Press Release and Investor Presentation- For F.Y.23-24 Annual Audited Accounts

We enclose herewith a copy of Press Release and Investor Presentation on Audited Financial Results for the financial year ended March 31, 2024 which will be disseminated shortly.

The above information is also made available on the Company's website at www.mastek.com.

Thanking you.

Yours faithfully,
For Mastek Limited



Dinesh Kalani
Sr. Vice President - Group Company Secretary

Encl: A/A



Trust. Value. Velocity.

Press Release | Q4FY24

Q4FY24 revenue at Rs 779.7 crore, up by 9.9% Y-o-Y

- 12 months order backlog grew by 20.9% Y-o-Y in rupee terms
- PAT margin at 12.0%, improved by 178bps Y-o-Y
- Proposed Final Dividend of 240%

Mumbai, India 26th April 2024: Mastek, a Turnkey & Trusted Digital Engineering & Cloud Transformation Partner, announced today its financial results for the **Fourth quarter and Full year** ended on 31st March 2024.

Commenting on the FY24 results, Hiral Chandrana, Chief Executive Officer, Mastek, said:

“Q4FY24 revenue was below our expectations at \$93.7mn, a marginal decline of 0.3% Q-o-Q in dollar terms due to offshore movement of a large program, and impact of 2 clients in the US. However, we had our highest ever order book (OB) with some marquee annuity deal wins in US this quarter. FY24 was a transformational year for us, we are pleased to have delivered revenue growth of 15.8% Y-o-Y in dollar terms on a full year basis, with disciplined execution across all geographies. The demand for our Digital Engineering, Cloud and Data/AI services remains strong as reflected in our 12 month order backlog which grew 19.1% Y-o-Y in dollar terms and we are well-positioned to deliver robust growth in FY25.”

Arun Agarwal, Chief Financial Officer, Mastek, said: *“We reported Q4FY24 revenue of Rs 779.7 crore, a marginal decline of 0.6% Q-o-Q basis in INR terms. However, we are confident to deliver industry leading growth in FY25, with strong 12 month order backlog which stood at \$260.0mn, reflecting a growth of 4.6% Q-o-Q in dollar terms. Our operating cash flow consistently improved during the year with closing cash & cash equivalent standing at Rs 473.3 crore. In FY24, we delivered an operating EBITDA growth of 11.6% on Y-o-Y. While macro uncertainties and customer delays prevail, growth in our pipeline, key lead indicators and strategic priorities positions us well to continue our growth journey in the coming quarters and years.”*

Review of the Consolidated Financial Performance for Quarter ended 31st March 2024:

Figures in \$mn	Q4FY24	Q3FY24	Q-o-Q Growth	Q4FY23	Y-o-Y Growth
Revenue from Operations	\$93.7	\$94.0	(0.3)%	\$86.3	8.7%

Figures in Rs Crore	Q4FY24	Q3FY24	Q-o-Q Growth	Q4FY23	Y-o-Y Growth
Total Income	785.2	787.6	(0.3)%	708.8	10.8%
Revenue from Operations	779.7	784.3	(0.6)%	709.2	9.9%
Operating EBITDA	125.1	133.5	(6.3)%	125.5	(0.3)%
% of Op. Income	16.0%	17.0%	(98)bps	17.7%	(165)bps
Net Profit	94.4	77.7	21.4%	72.6	30.1%
Net Profit %	12.0%	9.9%	215bps	10.2%	178bps
EPS (Rs) – Diluted	29.7	24.3		23.5	

Note:

Adjusted PAT for Q4FY24 was 13.1% vs 11.2% in Q3FY24, if normalized for Purchase Price Allocation (PPA) amortization from MST and BizAnalytica acquisition, fair valuation of earn out and one time acquisition cost

Figures in Rs Crore	FY24	FY23	Y-o-Y Growth
Total Income	3,070.8	2,601.7	18.0%
Revenue from Operations	3,054.8	2,563.4	19.2%
Operating EBITDA	508.7	455.9	11.6%
% of Op. Income	16.7%	17.8%	(113)bps
Net Profit	311.0	310.3 [^]	0.2%
Net Profit %	10.1%	11.9% [^]	(180)bps
EPS (Rs) – Diluted	97.3	95.5	

[^]Includes profit on sale of investment property partially offset by expense relating to business combination of MST consummated during the period

Operating Highlights

- **New accounts added during the quarter:** The Company added 22 new clients in Q4FY24. Total active clients during Q4FY24 was 430 as compared to 436 in Q3FY24.
- **12 months Order Backlog:** 12 months order backlog was Rs 2,168.4 crore (\$260.0 mn) as on 31st March, 2024 as compared to Rs 1,794.1 crore (\$218.3 mn) in Q4FY23, reflecting growth of 20.9% in rupee terms and 15.4% in constant currency terms on Y-o-Y basis and Rs 2,067.6 crore (\$248.5 mn) in Q3FY24, reflecting a growth of 4.9% in rupee terms and growth of 5.2% in constant currency terms on Q-o-Q basis.
- **Employees:** As on 31st March, 2024, the company had a total of 5,539 employees, of which 3,892 employees were based offshore in India while the rest were at various onsite

locations. Employee count at the end of 31st December, 2023 was 5,518. Last twelve months attrition at 20.5% in Q4FY24 in comparison with 20.0% in Q3FY24.

- **Cash Balance:** The total cash, cash equivalents and fair value of Mutual Funds stood at Rs 473.3 crore as on 31st March, 2024 as compared to Rs 403.7 crore at the end of 31st December, 2023.
- **Dividend:** The Board of Directors have proposed final dividend of 240% (Rs 12 per share) at the meeting held on 26th April, 2024.

Key wins for the quarter

- Mastek will transform project approval processes for **UK based Government department** by deploying an elite Intelligent Customer Team (ICT), specializing in architecture and requirements. Our tailored support facilitates seamless progress through approval phases, transforming complex technical challenges into compelling visuals. This strategic collaboration ensures efficient decision-making and project advancement. We have also been named as a supplier for a government Defence Ministry's £1.2B Digital and IT Professional Services (DIPS) Framework which provides us with a significant opportunity to participate in multiple deals under the framework.
- Won a multi-tower deal from Yanbu Cement Company (YCC) to optimize the efficiency of its production line. The client, a pioneer in the **cement** industry in the **Kingdom of Saudi Arabia (KSA)**, has embarked on a digital & cloud transformation journey with Mastek in 2022, aligning with Saudi Arabia's Vision 2030 and Smart Industry 4.0 initiatives.
- Mastek has been chosen as the trusted partner by a leading **Ed-Tech** company based in **UK** to modernize their on-premise Financial management legacy system. Our mission is to transition it into a cloud-native, private cloud hosted, and multi-tenant SaaS platform. This transformation will deliver enhanced UX/UI, scalability, and cost-effectiveness, ensuring our client remains at the forefront of educational technology innovation.
- Mastek was selected across multiple capability areas including app development, maintenance, and tech infrastructure support across various business lines for an **American Fortune 500 financial services**. Leveraging expertise in Salesforce, Oracle, Cyber Security, Big Data, and Data Engineering, we will enhance functionality for Consumer, Sales & Marketing teams. Ensuring real-time data availability and scalability, we extend support to tech infrastructure.

- Mastek will transform Front & Mid Office Operations using Microsoft Dynamics CRM for a **Middle Eastern Development Bank**. We will modernize Sales & Service Operations, integrate with LDS (Loan Disbursal Systems), and provide Managed Services Support. Through this partnership, Mastek will reduce Overall LDC, enhance Customer Experience, optimize Release Cycles, and meet SLAs.
- Mastek earned the pivotal role of Digital Data and Technology partner for a public body of Department of **Health** and Social Care based in **UK**, and is tasked with driving transformative advancements in digital products and services. This partnership heralds a new era of innovation, spotlighting cutting-edge solutions like Gen AI, Process Automation, and Engineering excellence. Together, we empower the delivery of enhanced citizen-facing services, upgrading healthcare experiences both at home and abroad.
- Mastek secured a substantial multimillion-dollar contract from a **US** based **healthcare** company aimed at enabling the client to deliver high availability services to its internal and external stakeholders. This engagement marks a significant expansion of the client's technology capabilities, encompassing both existing and next-generation solutions within a KPI-driven engagement model. Furthermore, this partnership promises to deliver a state-of-the-art online experience to key stakeholders, including employees, physicians, partners, and beyond.
- Mastek won a multi-year contract from a fast growing subsidiary of a **US** based Fortune 100 **Healthcare** organization, as the trusted IT partner for Cloud Enhancement & Managed Services. This strategic partnership enables the client to modernize its IT infrastructure, aligning with its rapid growth trajectory and facilitating seamless integration with its parent organization. Furthermore, the engagement streamlines vendor management, consolidating key partnerships to accelerate the client's IT modernization journey.
- Mastek won a strategic engagement to implement Oracle Financials Cloud and EPM Cloud solutions for a **US** based global non-profit military **research** and education organization. This strategic initiative promises significant business impact, empowering the client to provide researchers with seamless access to project budgets and real-time tracking against available funding. By showcasing operational efficiency, the solution facilitates increased grant opportunities, ultimately driving impactful research outcomes.
- Mastek signed a strategic partnership with an **American** University and **Medical** Center, for delivering implementation services for various business lines utilizing Oracle Cloud Applications. Leveraging Enterprise Cloud and technology Infrastructure support, the

solution encompasses Financial, HCM, and Supply Chain Systems, empowering the client with streamlined operations and enhanced efficiency.

- Mastek won a transformational engagement to replace the existing ERP legacy system with Oracle Cloud for an **Australian** public teaching **hospital**. This transformative initiative modernizes finance, procurement, and inventory management systems, enhancing inventory tracking within hospital wards and automating supplier invoicing through invoice scanning. By adopting modern best practices and replacing their outdated 30-year-old system, the hospital aims to optimize operations and improve patient care.

Awards & Recognitions:

During the quarter, Mastek and its Subsidiaries received awards and recognitions conferred by reputable organizations. Some of them are:

- **SASB:** Mastek complies with Sustainability Accounting Standards Board (SASB) standards to benchmark its Environmental, Social, and Governance (ESG) reporting
- **Gartner:** Mastek was featured in Gartner’s Tool Vendor Identification for Cloud ERP, CRM and HCM Implementation Service Providers, recognized for its Oracle, Salesforce and Microsoft Capabilities
- **ISG:** Mastek was named as Top 15 Sourcing Standout in ISG Booming 15 global Index for five consecutive quarters. Mastek was also recognized as ‘Major Contender’ in Generative AI Services for Microsoft Clouds in ISG Provider Lens™ – Microsoft Cloud Ecosystem 2024 for UK & US highlighting Mastek’s Microsoft Cloud service offerings integrated with Generative AI capabilities
- **Great Place to Work:** Mastek has been officially certified as a Great Place To Work in India, UK, US and KSA, achieving the prestigious recognition for another year

About Mastek

Mastek (NSE: MASTEK; BSE: 523704), is an enterprise digital and cloud transformation partner that engineers excellence for customers in industries such as healthcare and life sciences, retail & consumer, manufacturing, financial services, and public sector across UK, US, Europe, Middle East, and Asia Pacific. Mastek helps enterprises decomplex digital and delivers business outcomes with trust, value, and velocity across the spectrum of services including digital experience & engineering, cloud implementations, data, automation & AI, and cloud managed services. A preferred Oracle, Salesforce, Microsoft, AWS and Snowflake partner, Mastek has 6000+ employees and delivers right-fit solutions to both medium businesses and global Fortune 1000 clients. For more details, please visit our website www.mastek.com

For past results & conference call transcripts, please visit our web site at <https://www.mastek.com/investors/>. Updated disclosures regarding corporate governance may also be accessed at <https://www.mastek.com/investors-corporate-governance/>.

Investor / Analyst contact:

Asha Gupta Investor Relation Practice, E&Y LLP Asha.Gupta@in.ey.com	Rajat Kedia Investor Relations, Mastek Rajat.Kedia@mastek.com
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Shareholders may also contact Mastek via email at Investor_grievances@mastek.com, which has been specifically created for the redressal of investor grievances. You may also contact the Investor Relations team by email at investor.relations@mastek.com.

Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward looking statements. These risks and uncertainties include, but are not limited to such factors 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.

Thank You



Trust. Value. Velocity.

INVESTOR PRESENTATION

Q4FY24

26 April 2024

Presented by:

Hiral Chandrana | Chief Executive Officer, Mastek

Arun Agarwal | Chief Financial Officer, Mastek



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FY25**

HIGHLIGHTS OF THE QUARTER

HIGHLIGHTS OF Q4FY24

Revenue Growth

Year-on-Year

9.9%

Operating EBITDA

Margin

16.0%

12month Order backlog

Q-o-Q Growth

4.9%



Q4FY24 revenue at
₹ 779.7 Crore

Revenue grew by
6.0% YoY (CC*)



Q4FY24 Op. EBITDA
₹ 125.1 Crore

Total EBITDA at
16.6% of Total Income



12 Months Order backlog at
₹ 2,168.4 Crore

12 months order backlog grew by
5.2% QoQ (CC*)

Proposed Final Dividend of 240% or Rs 12 per share

HIGHLIGHTS OF FY24

Revenue Growth

Year-on-Year

19.2%

Operating EBITDA

Margin

16.7%

12month Order backlog

Year-on-Year Growth

20.9%



FY24 revenue at
₹ 3,054.8 Crore

Revenue grew by
13.0% YoY (CC*)



FY24 Op. EBITDA
₹ 508.7 Crore

Op. EBITDA grew by
11.6% YoY



12 Months Order backlog at
₹ 2,168.4 Crore

12 months order backlog grew by
15.4% YoY (CC*)

Proposed Final Dividend of 240% or Rs 12 per share

KEY ACHIEVEMENTS & RECOGNITIONS



Mastek complies with Sustainability Accounting Standards Board (SASB)



Mastek complies with Sustainability Accounting Standards Board (SASB) standards to benchmark its Environmental, Social, and Governance (ESG) reporting.



Mastek featured in Gartner's Tool Vendor Identification for Cloud ERP, CRM and HCM



Mastek featured in Gartner's Tool Vendor Identification for Cloud ERP, CRM and HCM Implementation Service Providers. Mastek is recognized for its Oracle, Salesforce and Microsoft Capabilities



Mastek named as Top 15 Sourcing Standout in the ISG Booming 15 global Index for five consecutive quarters



- Mastek named as Top 15 Sourcing Standout in ISG Booming 15 global Index for five consecutive quarters
- Recognized as 'Major Contender' in Generative AI Services for Microsoft Clouds in ISG Provider Lens™ - Microsoft Cloud Ecosystem 2024 for UK & US highlighting Mastek's Microsoft Cloud service offerings integrated with Generative AI capabilities



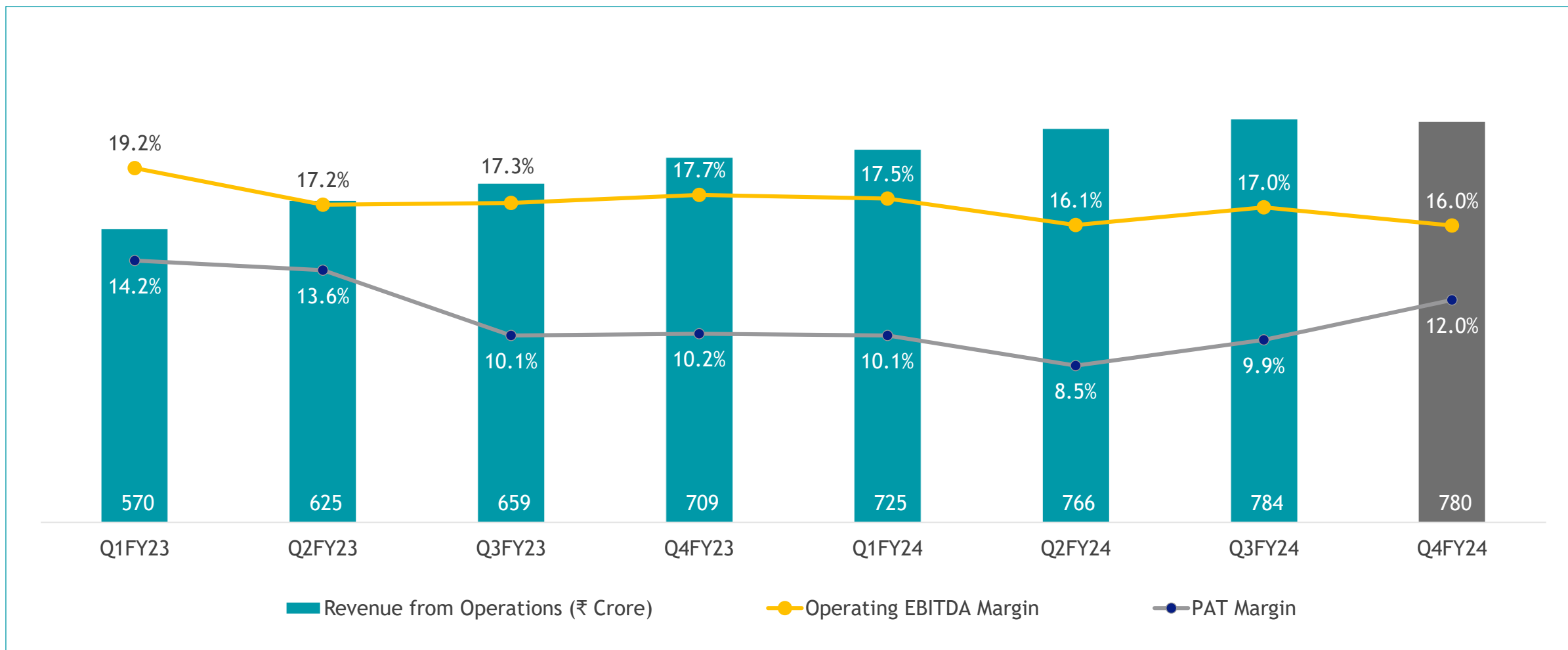
Earned 2024 'Great Place to Work' Certification



Mastek has been officially certified as a Great Place To Work in India, UK, US and KSA, achieving the prestigious recognition for another year

FINANCIAL & OPERATIONAL PERFORMANCE Q4FY24

FINANCIAL PERFORMANCE

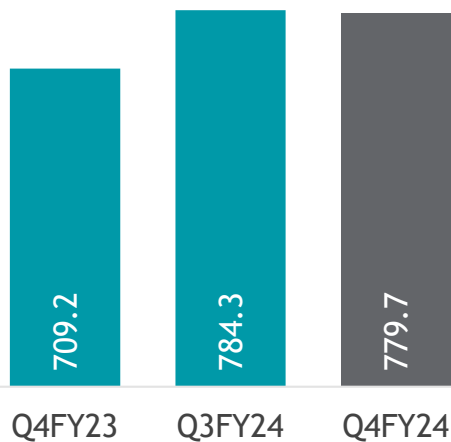


Adjusted PAT for Q4FY24 was 13.1% vs 11.2% in Q3FY24, if normalized for Purchase Price Allocation (PPA) amortization from MST and BizAnalytics acquisition, fair valuation of earn out and one time acquisition cost

CONSOLIDATED FINANCIAL HIGHLIGHTS Q4FY24

Comparison: Quarter-on-quarter & Year-on-year (Figures In ₹ Crore)

Operating Revenue



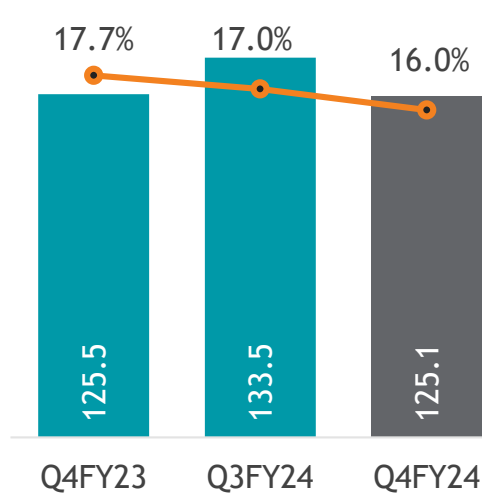
▼ 0.6% QoQ

▼ 1.4% QoQ (CC)

▲ 9.9% YoY

▲ 6.0% YoY (CC)

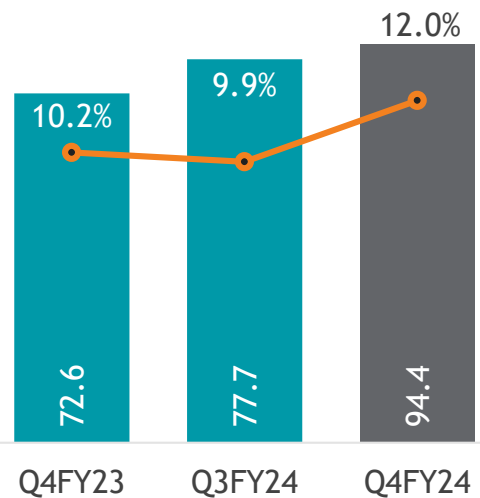
Operating EBITDA & Margin (%)



▼ 6.3% QoQ

▼ 0.3% YoY

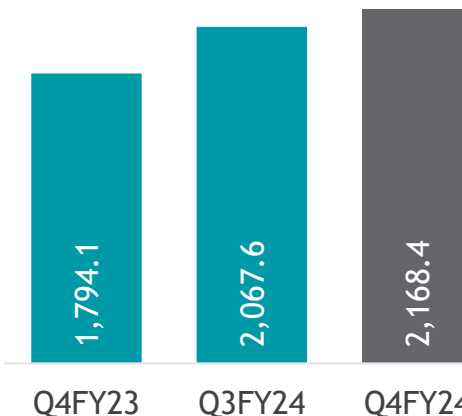
PAT & Margin (%)



▲ 21.4% QoQ

▲ 30.1% YoY

12 Months Order Backlog



▲ 5.2% QoQ (CC)

▲ 15.4% YoY (CC)

Adjusted PAT for Q4FY24 was 13.1% vs 11.2% in Q3FY24, if normalized for Purchase Price Allocation (PPA) amortization from MST and BizAnalytica acquisition, fair valuation of earn out and one time acquisition cost

CONSOLIDATED FINANCIAL SUMMARY - Q4FY24

Key Performance Metrics		Q4FY24	Q3FY24	Q4FY23	QoQ Growth	YoY Growth
Revenue	Revenue from Operations (\$mn)	\$93.7	\$94.0	\$86.3	(1.4)% (CC)	6.0% (CC)
	Revenue from Operations (₹ Crore)	779.7	784.3	709.2	(0.6)%	9.9%
	Other Income (₹ Crore)	5.5	3.4	(0.4)	61.7%	-
	Total Income (₹ Crore)	785.2	787.6	708.8	(0.3)%	10.8%
Margins (₹ Crore)	Op. EBITDA	125.1	133.5	125.5	(6.3)%	(0.3)%
	PBT	93.9	101.7	96.3	(7.8)%	(2.5)%
	PAT	94.4	77.7	72.6	21.4%	30.1%
Margin (%)	Op. EBITDA	16.0%	17.0%	17.7%	(98)bps	(165)bps
	PBT	12.0%	12.9%	13.6%	(96)bps	(163)bps
	PAT	12.0%	9.9%	10.2%	215bps	178bps
EPS (₹)	Basic	29.9	24.6	23.9		
	Diluted	29.7	24.3	23.5		

*CC: Constant Currency

OPERATING METRICS Q4FY24

Strengthening our business		Q4FY24	Q3FY24	Q4FY23
Client Base	New Clients Added	22	27	28
	Active Client during the Quarter	430	436	464
	Top 5	31.1%	30.4%	29.6%
	Top 10	41.5%	40.2%	40.6%
	No. of Clients with Annual Billing > USD 1mn	76	73	61
Employee Base	Total Employee	5,539	5,518	5,622
	• Offshore	3,892	3,889	4,036
	• Onsite	1,647	1,629	1,586
	Diversity (Women employees)	28.2%	28.9%	29.5%
	LTM attrition	20.5%	20.0%	21.0%
	Utilization net of leave	86.5%	85.4%	80.5%
DSO	Days	89	94	93
FX Hedges for next 12 months	Value (In mn) - £	11.2	15.1	14.3
	Average rate/ ₹	110.8	109.5	108.2
	Value (In mn) - \$	7.9	9.0	10.5
	Average rate/ ₹	83.8	83.3	81.9

FY24 FULL YEAR PERFORMANCE

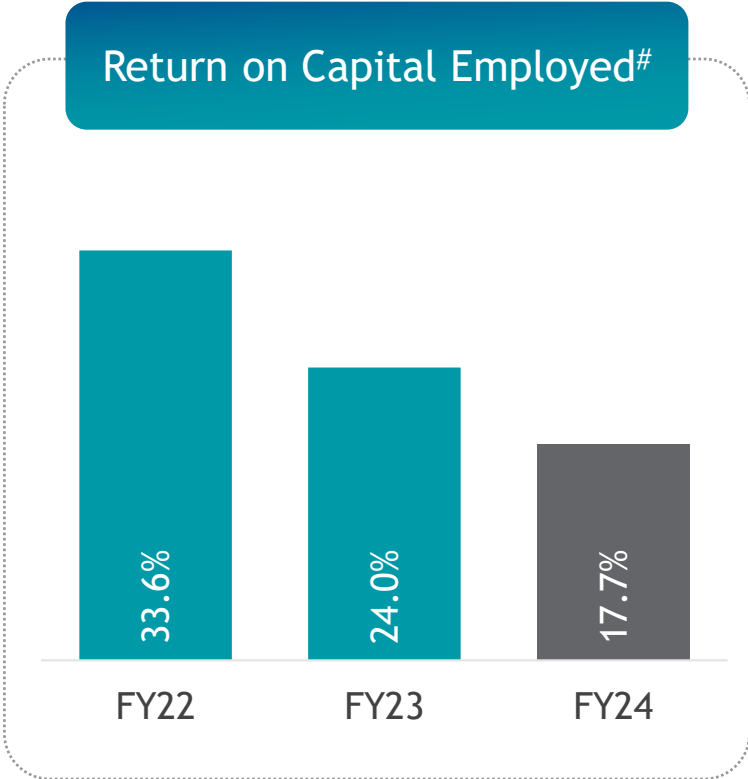
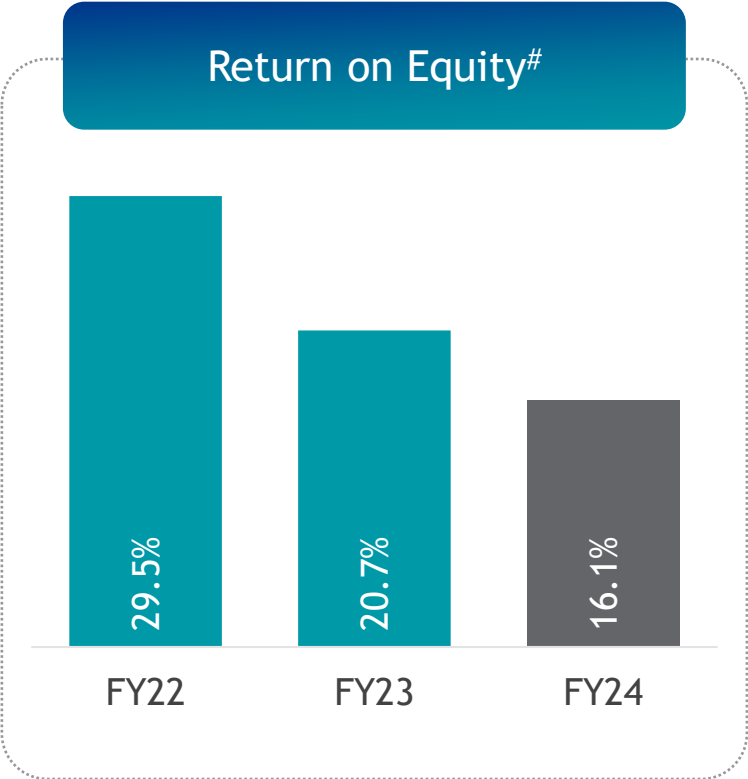
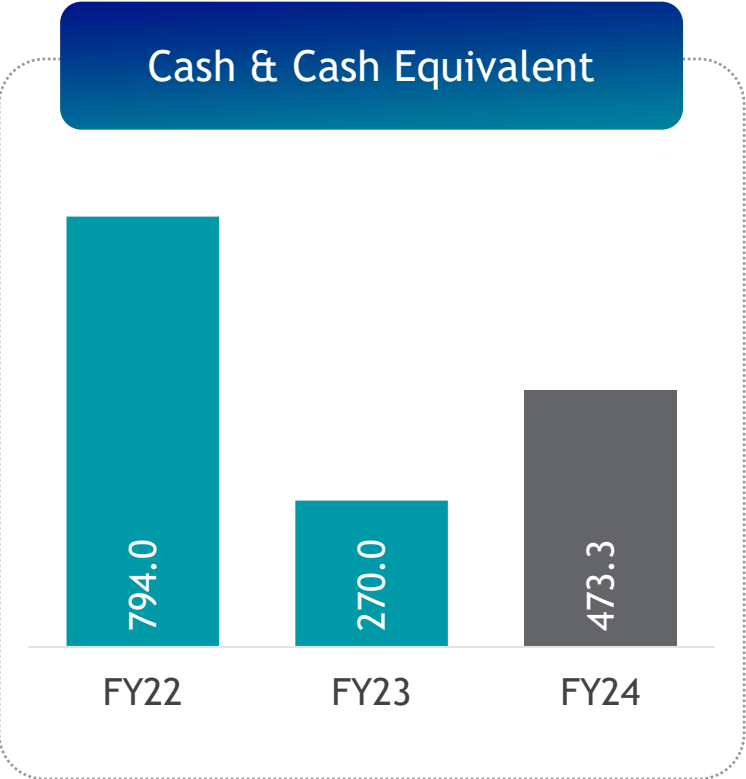
CONSOLIDATED FINANCIAL SUMMARY - FY24

Key Performance Metrics		FY24	FY23	YoY Growth
Revenue	Revenue from Operations (\$mn)	\$368.4	\$318.1	13.0% (CC)
	Revenue from Operations (₹ Crore)	3,054.8	2,563.4	19.2%
	Other Income (₹ Crore)	16.0	38.3	(58.2)%
	Total Income (₹ Crore)	3,070.8	2,601.7	18.0%
Margins (₹ Crore)	Op. EBITDA	508.7	455.9	11.6%
	PBT	386.2	427.4	(9.6)%
	PAT	311.0	310.3	0.2%
Margin (%)	Op. EBITDA	16.7%	17.8%	(113)bps
	PBT	12.6%	16.4%	(385)bps
	PAT	10.1%	11.9%	(180)bps
EPS (₹)	Basic	98.0	97.2	
	Diluted	97.3	95.5	
12month Order Backlog	₹ Crore	2,168.4	1,794.1	
	\$mn	260.0	218.3	

*CC: Constant Currency

BALANCE SHEET METRICS FY24 - CONSOLIDATED

Figures In ₹ Crore

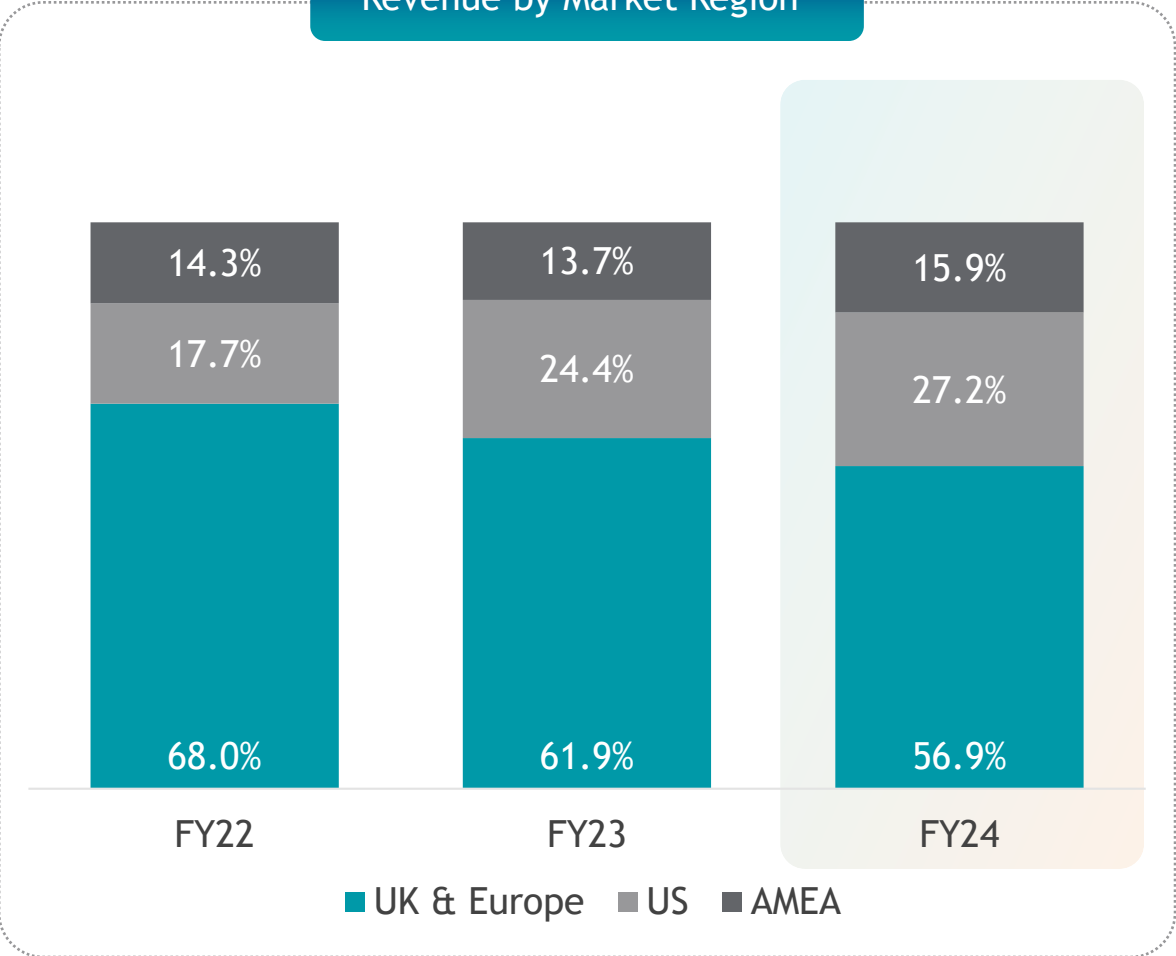


[#] Return on Equity = PAT/Average Network; Return on Capital Employed = EBIT/Average Capital Employed

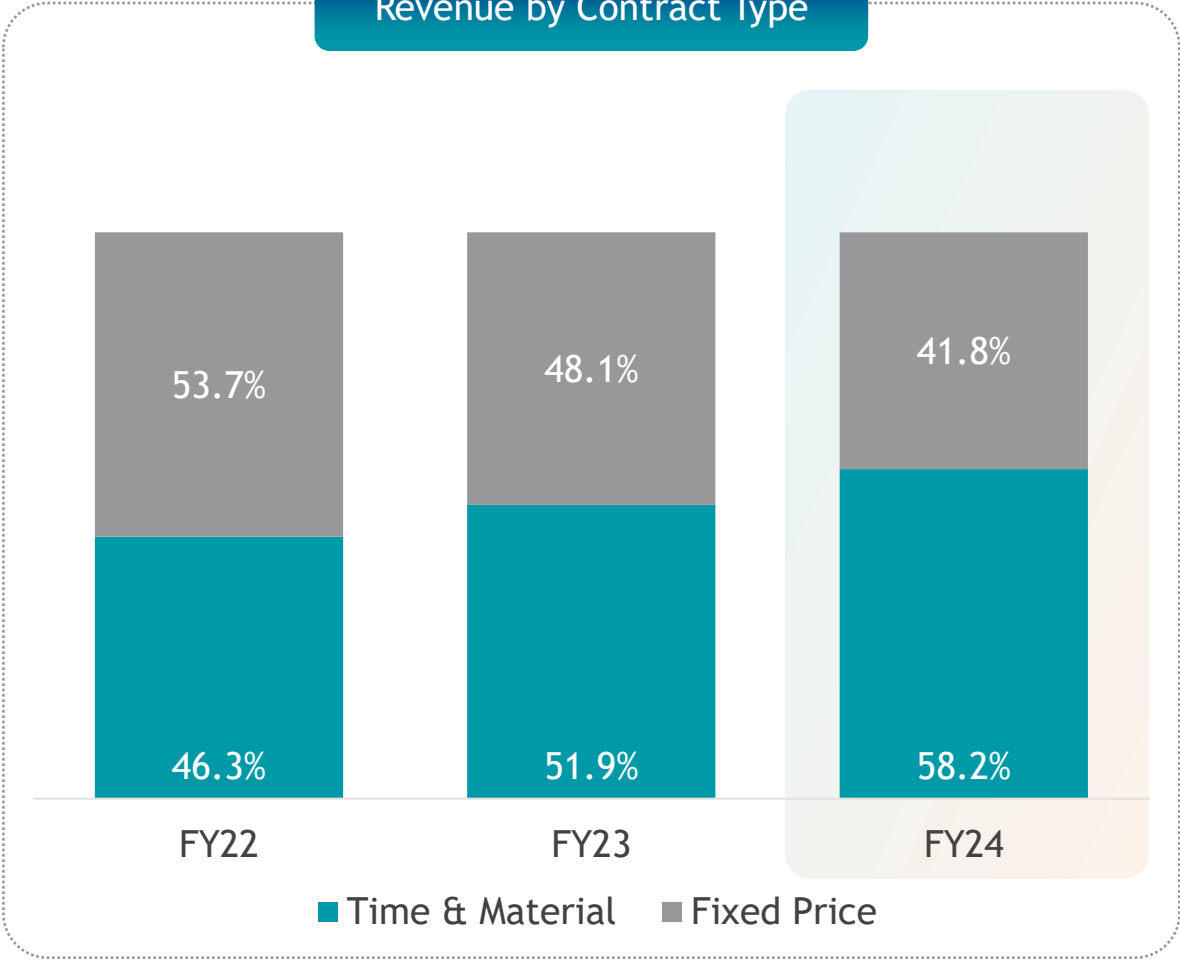
REVENUE ANALYSIS FY24 - CONSOLIDATED

Balancing Our Portfolio

Revenue by Market Region*



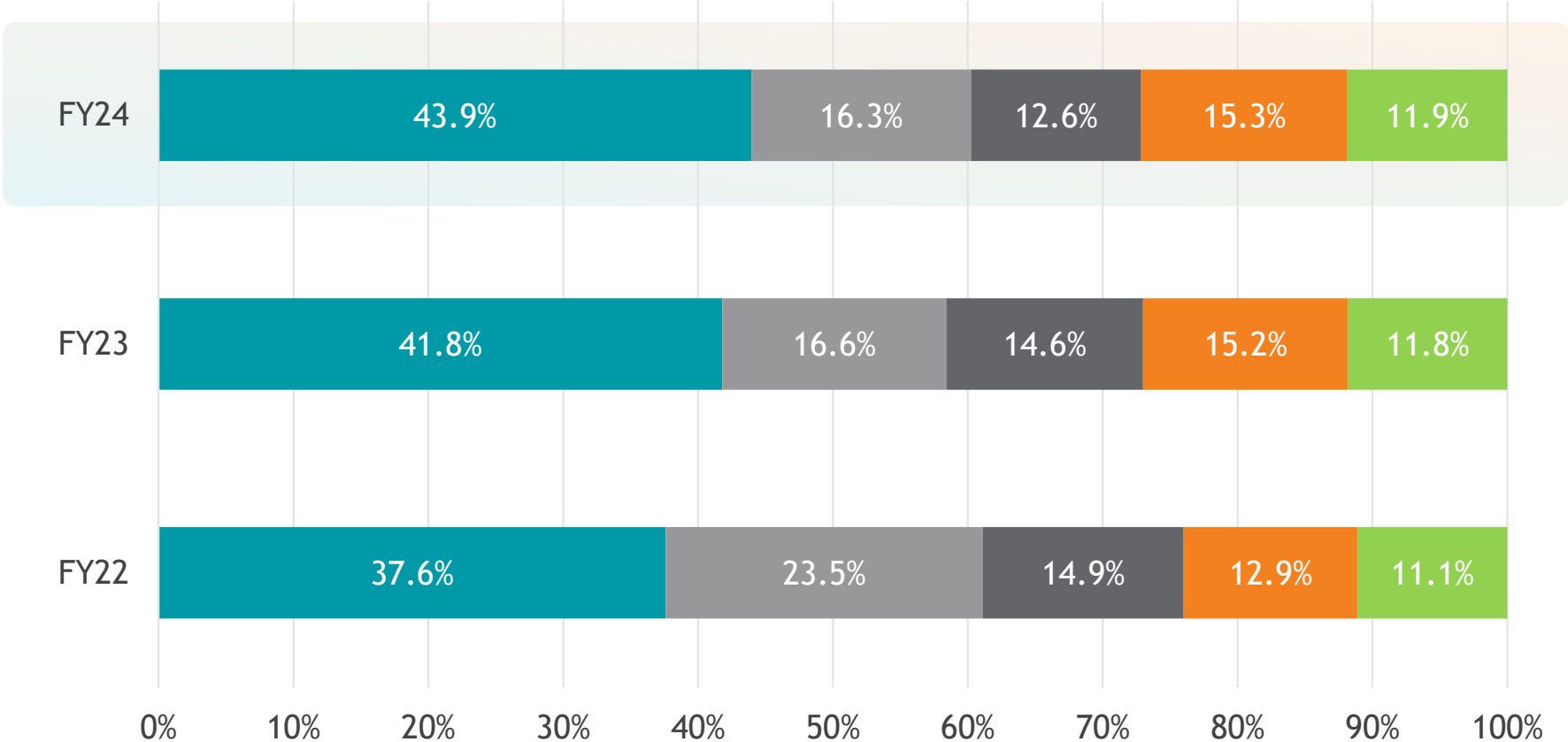
Revenue by Contract Type



OPERATIONAL PERFORMANCE

Revenue By Industry Segments FY24 - Consolidated

- Government & Education
- Health & Life Sciences
- Retail/ Consumer
- Manufacturing & Technology
- Financial Services[#]

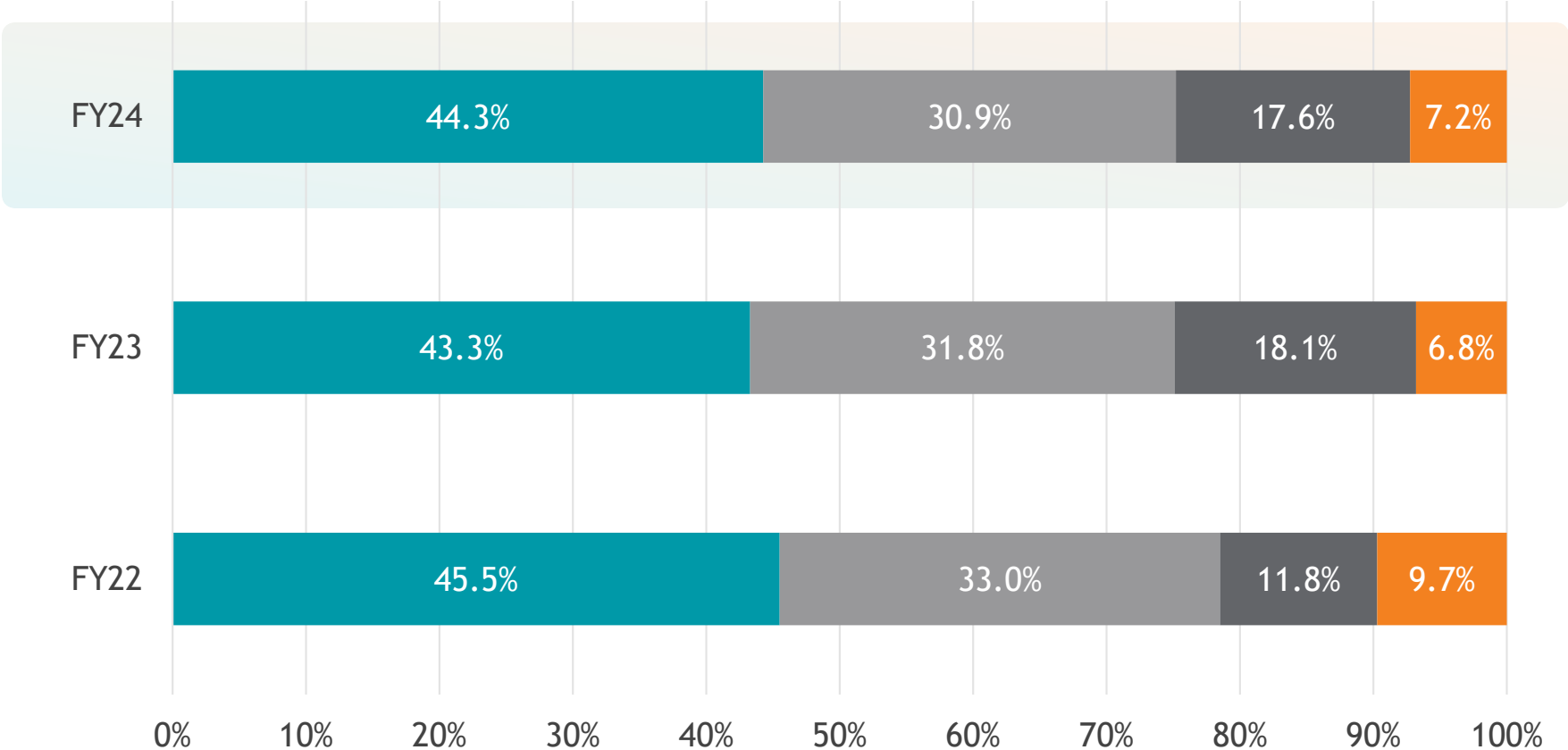


Note:
[#] Financial Services includes consultancy/ professional services

OPERATIONAL PERFORMANCE

Revenue By Service Line FY24 - Consolidated

- Digital & Application Engineering
- Oracle Cloud & Enterprise Apps
- Digital Commerce & Experience
- Data, Automation and AI



KEY WINS FOR THE QUARTER

KEY WINS FOR THE QUARTER

Government & Financial Services

UK & Europe

UK & Europe

Americas

AMEA

Client

Empowering a crucial UK-based department shaping defense policy and fostering global peace.

A leading Ed-Tech company providing comprehensive solutions to 15,000+ European schools in data management, payments, parent engagement, and meal management.

A Fortune 500 financial services provider in the Americas, offering diverse credit cards, charge cards, and financing solutions to individuals, businesses, and corporates.

A government-established Development Bank in the Middle East, dedicated to financing social development initiatives.

About the deal

Mastek to transform project approval processes by deploying an elite **Intelligent Customer Team (ICT)**, specializing in architecture and requirements. Our tailored support facilitates seamless progress through approval phases, transforming complex technical challenges into compelling visuals. This strategic collaboration ensures efficient decision-making and project advancement.

Mastek has been chosen as the trusted partner to modernize our client's on-premise Financial management legacy system. Our mission is to transition it into a cloud-native, private cloud hosted, and multi-tenant **SaaS platform**. This transformation will deliver enhanced UX/UI, scalability, and cost-effectiveness, ensuring our client remains at the forefront of educational technology innovation.

Mastek was selected across multiple capability areas- app development, maintenance, and tech infrastructure support across various business lines. Leveraging expertise in **Salesforce, Oracle, Cyber Security, Big Data, and Data Engineering**, we will enhance functionality for Consumer, Sales & Marketing teams. Ensuring real-time data availability and scalability, we extend support to tech infrastructure.

Mastek to transform Front & Mid Office Operations using **Microsoft Dynamics CRM**. We will modernize Sales & Service Operations, integrate with LDS (Loan Disbursal Systems), and provide Managed Services Support. Mastek through this partnership will reduce Overall LDC, enhance Customer Experience, optimize Release Cycles, and meet SLAs.

KEY CASE STUDIES AND WINS

Healthcare		
UK & Europe	Americas	Americas
Client		
An executive non-departmental public body of the Department of Health and Social Care, providing vital support services like prescriptions and dental scanning to the public healthcare system.	A leading healthcare provider offering a wide array of health insurance and related services to nearly 2 million customers in the region.	A rapidly expanding subsidiary of a Fortune 100 Healthcare giant, delivering cost-effective healthcare services through Specialty Pharmacies, Infusion Centers, and home settings.
About the deal		
Mastek earned the pivotal role of Digital Data and Technology partner, tasked with driving transformative advancements in digital products and services. This partnership heralds a new era of innovation, spotlighting cutting-edge solutions like Gen AI, Process Automation, and Engineering excellence. Together, we empower the delivery of enhanced citizen-facing services, revolutionizing healthcare experiences both at home and abroad.	Mastek secured a substantial multimillion-dollar contract aimed at enabling the client to deliver high availability services to its internal and external stakeholders. This engagement marks a significant expansion of the client's technology capabilities, encompassing both existing and next-generation solutions within a KPI-driven engagement model . Furthermore, this partnership promises to deliver a state-of-the-art online experience to key stakeholders, including employees, physicians, partners, and beyond.	Mastek won a multi-year contract as a trusted IT partner for Cloud Enhancement & Managed Services . This strategic partnership enables the client to modernize its IT infrastructure, aligning with its rapid growth trajectory and facilitating seamless integration with its parent organization. Furthermore, the engagement streamlines vendor management, consolidating key partnerships to accelerate the client's IT modernization journey.

KEY CASE STUDIES AND WINS

Healthcare		
Americas	Americas	AMEA
Client		
A prestigious global non-profit organization renowned for its unparalleled scientific and management services in military research and education programs.	A prominent American University and Medical Center offering comprehensive education and medical services.	A leading public teaching hospital providing acute care, intensive care, and operating one of the state's largest adult emergency units, along with a specialized unit for children, and a high-tech spinal unit.
About the deal		
Mastek won a strategic engagement to implement Oracle Financials Cloud and EPM Cloud solutions. This strategic initiative promises significant business impact, empowering the client to provide researchers with seamless access to project budgets and real-time tracking against available funding. By showcasing operational efficiency, the solution facilitates increased grant opportunities, ultimately driving impactful research outcomes.	Mastek signed a strategic partnership, delivering implementation services for various business lines utilizing Oracle Cloud Applications. Leveraging Enterprise Cloud and technology Infrastructure support, the solution encompasses Financial, HCM, and Supply Chain Systems, empowering the client with streamlined operations and enhanced efficiency.	Mastek won a transformational engagement to replace the existing ERP legacy system with Oracle Cloud. This transformative initiative modernizes finance, procurement, and inventory management systems, enhancing inventory tracking within hospital wards and automating supplier invoicing through invoice scanning. By adopting modern best practices and replacing their outdated 30-year-old system, the hospital aims to optimize operations and improve patient care.

KEY WINS FOR THE QUARTER

Retail, Manufacturing & Technology

UK & Europe

UK & Europe

Americas

AMEA

Client

A pioneering manufacturer of consumer-packaged goods packaging, renowned for its excellence in providing disposable tableware and food service packaging solutions.

A global leader in food manufacturing, serving markets across 180 countries.

The second-largest waste disposal company in North America, offering non-hazardous solid waste collection, transfer, disposal, recycling, and energy services.

The national airline of a country in Oceania, a crucial link for connectivity and transportation.

About the deal

Mastek was chosen as trusted partner for **Electronic Data Interchange (EDI)** development, seamlessly integrating inventory, production, and forecast data with the ERP system. This initiative aims to streamline operations, enhance efficiency, and deliver real-time insights for improved decision-making.

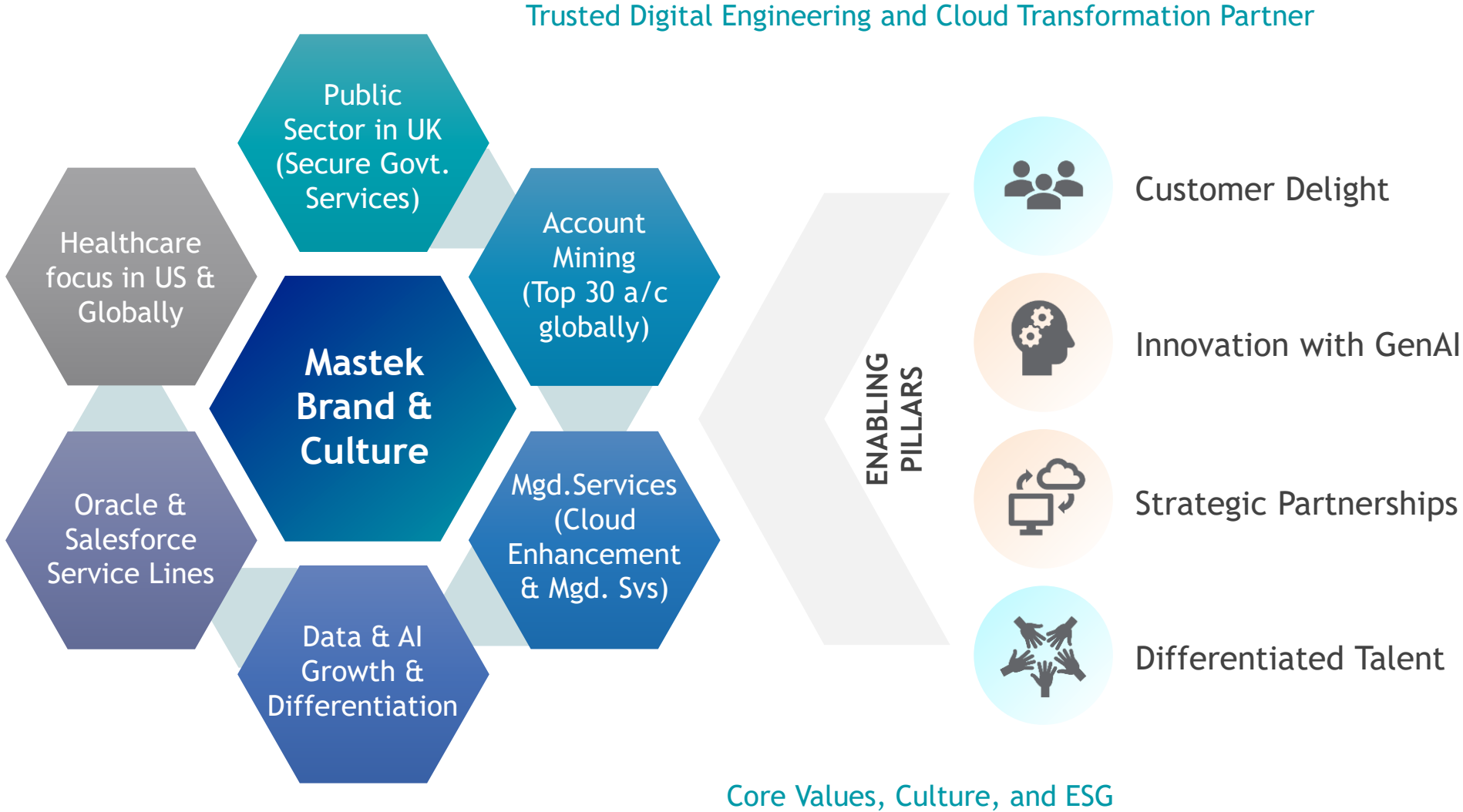
Mastek won a strategic and transformative engagement to modernize the Cloud Data Platform for the client enabling robust data warehouse capabilities aligned with a Data Product operating model. This transformation involves migrating to **Snowflake** and providing advanced Data Science capabilities.

Mastek established an offshore pod within a core-flex model to assist the client in modernizing and migrating their data as part of their Order-To-Cash initiative. This initiative encompasses integrating their **Salesforce** platform with **Oracle ERP**, as well as their M&A entities' Salesforce and ERP platforms.

Mastek, as a trusted partner, will implement an **Oracle ERP** system integrated with RPA, ML, and AI for the customer. This initiative aims to create an integrated cloud-based system, providing a single source of truth across Finance, Procurement, HCM, and Payroll, while adhering to modern best practices.

STRATEGIC PRIORITIES FOR FY25

FY25 MASTEK STRATEGY & ENABLERS



GENAI

Ready to capture the wave with Industry-First Solutions



BIZANALYTICA IS NOW MASTEK'S DATA CLOUD AND MODERNIZATION BUSINESS

Mastek Snowflake partnership tier upgraded to “Premier” tier

The screenshot shows the Snowflake Partner Finder interface. On the left, there are filters for Program Tier (Elite, Premier, Select), Industry Competencies, SnowPro Certifications, Partner Name, Partner Country (United States), and Workload Specializations. The search results show one entry for Mastek Inc., which is highlighted with a red box. The entry details include: Program Tier: Premier, Headquarters: United States, Employees: 10, Certifications: 9 / 1, and mastek.com. A badge indicates Snowflake Expertise in Data Warehousing. A 'REQUEST TO RENEW' button is visible in the top right of the partner card.

The screenshot shows the Mastek website. The top navigation bar includes links for Investors, ESG, Careers, MST Solutions, Evogy, BizAnalytics, and Contact Us. The main header features the Mastek logo and a navigation menu with Services, Solutions, Industries, Partners, About, and News & Insights. A large banner image shows two people in a data center setting with the text "Data, Automation & AI Services" and "Unlock the Power of the Data Cloud: Seamless Migration and Modernization Solutions for Your Business". Below the banner, a section titled "Decomplex Data Engineering, Automation & AI" contains a purple bar with the text "Your organization is now eligible to renew!" and a "REQUEST TO RENEW" button. A table below this bar shows account details for Mastek Inc., with "Account MASTEK INC." and "Services Partner Tier PREMIER" highlighted by red boxes. The table also shows the "Services Program Renewal Date" as 2024-02-21. A legend at the bottom indicates that the Premier tier status means "Meets next tier requirements".

THANK YOU



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