



Mastek Limited
#106,107 SDF-IV Seepz, Andheri (East),
Mumbai 400096, Maharashtra, India

T +91 22 6722 4200
F +91 22 6695 1331
W www.mastek.com

SEC/16/2020-21

June 15, 2020

Listing Department BSE Limited 25 th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001 Tel No. 022- 22723121, Fax No. 022- 22721919 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 Tel No.: 022- 26598100, Fax No. 022-26598120 SYMBOL: MASTEK
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Sub: Press Release and Investors Presentation- Audited Financial Results for the Financial Year 2019-20

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

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

We are pleased to enclose herewith “Press Release” and “Investors Presentation” with reference to our Audited Financial Results for the Financial Year ended March 31, 2020 the announcement of which was made in vide Letter No. SEC/15/2020-21 dated June 14, 2020.

Request you to take note of the above.

Thanking you,

Yours Faithfully,
For MASTEK LIMITED


DINESH KALANI
COMPANY SECRETARY
Encl: As Above



Press Release | Q4 & FY'20

Q4FY20 Total Income at Rs 354.2 crore; up by 39.9% Q-o-Q basis

- Q4FY20 Constant Currency Revenue grew 36.1% Q-o-Q
- Q4FY20 Operating EBITDA Margin of 17.3%; up 350 bps Q-o-Q
- Added 24 new clients during the quarter
- 12M Order Backlog up by 66.7% Q-o-Q

Mumbai, India – 14 June, 2020: Mastek, a global IT player and a trusted partner in complex digital & agile transformation programs in the Government and Global Enterprises worldwide, announced today its financial results for the **fourth quarter and full year of FY20.**

Commenting on the Q4FY20 results, John Owen, Group CEO, Mastek, said: “I am immensely proud of the Mastekeer’s who have worked unstintingly to support our customers and deliver services in these unprecedented times. In a very short period, the pandemic has disrupted lives, economies and businesses across the globe. Over last couple of months, we have seen acceptance of remote delivery and new project wins. We have enabled 100% of our work force to work remotely in a record time. Our continuous focus on agile and digital transformation services has empowered us to deliver solutions to the market that are pertinent in current covid age. We have resilient business model supported by strong long term relationship with our customers, adaptability of our operating model, strong financials, our well diversified geographical reach, and restricted exposure to some of the sectors that are hardest hit by Covid. We are well poised and have clear tactical strategy of Cut & Grow to navigate the covid challenges and capitalize future growth opportunities. Evosys integration with Mastek is going well. The acquisition has given us more capability, more capacity and more geographical reach across the globe. Evosys has brought more balance to Mastek and will continue to grow. I take this opportunity to thank the loyal support and trust of our customers and the committed Mastekeer’s team who serve them with exceptional pride and honour.”

Abhishek Singh, Group CFO, Mastek, said: “I am happy with the robust all round performance during the quarter and FY20 despite the macro economic challenges in our major market. Quarter experienced sequential growth in revenue & margin expansion despite the challenges posed by Covid crisis. We successfully completed the acquisition of Evosys which catapulted our financial performance further. The acquisition has expanded our addressable market and given access to a large customer base which is looking for a new-gen service provider with combined capabilities of Mastek & Evosys. Cash conservation and cost management continues to be in focus with a healthy cash balance of Rs. 414.7 Crore. In Q4FY20, the Board declared and paid second interim dividend of Rs 5/- per share taking the total dividend for the year to 160%. In the current situation, as the digital transformation is becoming imperative, I am

confident that we will continue to grow, create value for our customers in their digital journey and maximize value for our shareholders.”

Review of the Consolidated Financial Performance for Full Year and Quarter ended 31st March 2020:

(in Constant Currency)	FY2020	Q4FY20	
	Y-o-Y Growth	Q-o-Q Growth	Y-o-Y Growth
Operating Income - (CC)	4.0%	36.1%	23.4%

All Figures in Rs Crore	FY2020	FY2019	Y-o-Y Growth
Total Income	1,112.8	1,058.0	5.2%
Operating Income	1,071.5	1,033.2	3.7%
– Mastek	984.5		
– Evosys	87.0		
Operating EBITDA	155.4	131.5	18.1%
% of Op. Income	14.5%	12.7%	180 bps
Total EBITDA	196.7	156.3	25.8%
% of Total Income	17.7%	14.8%	290 bps
Net Profit	113.8	101.5	12.2%
Net Profit %	10.2%	9.6%	64 bps
EPS (Rs) – Diluted	42.9	40.3	

All Figures in Rs Crore	Q4FY20	Q3FY20	Q-o-Q Growth	Q4FY19	Y-o-Y Growth
Total Income	354.2	253.2	39.9%	274.0	29.2%
Operating Income	336.7	243.7	38.2%	267.1	26.0%
– Mastek	249.7				
– Evosys	87.0				
Operating EBITDA	58.2	33.6	73.1%	35.3	65.0%
% of Op. Income	17.3%	13.8%	350 bps	13.2%	410 bps
Total EBITDA	75.7	43.2	75.3%	42.2	79.4%
% of Total Income	21.4%	17.1%	430 bps	15.4%	600 bps
Net Profit	38.9	26.0	49.7%	27.4	42.2%
Net Profit %	11.0%	10.3%	70 bps	10.0%	100 bps
EPS (Rs) – Diluted	13.3	10.2		10.9	

Operating highlights:

- **New accounts billed during the quarter:** The Company added 24 new clients in Q4FY20 and 53 clients in FY20. Total client count as of 31st March, 2020 was 436 (LTM) as compared to 143 (LTM) in Q3FY20.
- **12 month Order Backlog:** 12 month order backlog was Rs 785.1 crore (\$ 103.8 m) as on 31st March, 2020 as compared to Rs 471.0 crore (\$ 66.0 m) in Q3FY20, reflecting a growth of 66.7% in rupee terms and constant currency growth of 61.5% on Q-o-Q basis and Rs 544.9 crore (\$ 78.8 m) in Q4FY19 reflecting an growth of 44.1% in rupee terms and constant currency growth of 34.9% on Y-o-Y basis.
- **Employees:** As on 31st March, 2020, the company had a total of 3,404 employees, of which 2,229 employees were based offshore in India while the rest were at various onsite locations. Employee count at the end of 31st December, 2019 was 1,880.
- **Cash Balance:** The total cash, cash equivalents and fair value of Mutual Funds stood at Rs 414.7 crore as on 31st March, 2020 as compared to Rs 435.6 crore as at the end of 31st December, 2019. This balance is after payment of Rs 482.0 crore of purchase consideration for Evosys middle East business acquisition and Rs 12.1 crore in second interim dividend. Net Cash balance (after adjusting debt) stood at Rs 81.0 crore as on 31st March 2020.
- **Dividend:** The Board of Directors had declared and paid second interim dividend of Rs 5/- per share during the quarter ended March 2020. This interim dividend together with first interim dividend of Rs 3/- per share results in total Dividend for the year to 160% (Rs 8/- per share).
- **Awards & Accolades:** During the year under review, Mastek and its Subsidiaries and executives received multiple awards and felicitations conferred by reputable organizations. Some of them are:

Mastek

- Mastek has been commended in the “Digital Service Company of the Year category” at Digital Technology Leaders Awards 2019 in London
- Mastek was chosen as a Maharashtra Best Employer 2019 at the awards organised by the WHRD Congress

- Mastek was a finalist at this year's UK IT Industry Awards. Mastek had been shortlisted for UK IT Vendor of the Year and Automation Project of the Year for the work done with IPF using AI to reduce fraud and improve customer experience
- Mastek along with its customer, NHS Digital, is European Software Testing awards finalist in the category 'Best Use of Technology in a Project'
- Mastek was named IT Vendor of the Year at UK IT Industry Awards. The award acknowledges an exciting year of development for Mastek and our continued investment in innovation, diversity and growth across the IT industry
- Mastek has been independently Accredited by Course Conductor as a Market Leader for our Agile Project Management Training

Evosys

- Oracle Open World 2019: Global Partner of the Year: HCM Cloud
- Outstanding Innovation SaaS Contribution 2019: Oracle PaaS Partner Community Award
- Oracle Excellence Awards FY19: Specialized Partner of the Year: ERPM Cloud - EMEA
- Oracle Open World 2019: APAC Partner of the Year: ERP Cloud
- Oracle Open World 2019: EMEA Partner of the Year: HCM Cloud
- Global HCM Development Partner of the Year Award: Oracle MBX 2019 – USA
- ASEAN Partner of the Year ERP 2019
- Best SI Managed Service Provider - GESIA
- Oracle HCM Cloud Specialized Partner of the year 2019 – Kenya & East Africa
- Oracle HCM Cloud Partner of the Year 2019 – Denmark

- **Covid-19 Impact:** Unprecedented health crisis triggered by Covid-19 has culminated into a global economic crisis. It has impacted all the sectors in varying degrees. While Healthcare sector has had a positive impact due to obvious reasons, the Travel, Hospitality & Retail sectors were impacted the most. Mastek businesses have also had an impact, albeit in varying degrees, across the geographies and verticals.

UK Public Sector: Political certainty post elections and clarity on the direction of Brexit has helped the sector immensely. Decision making is back which has resulted in the business momentum. Sales pipeline is robust and we have multiple opportunities to pursue in existing and new customers. Payment cycles have been steady. However, cost pressures are expected in coming quarters as Government looks to optimize its spend. This will present wallet share opportunities.

UK Private sector: Retail and Financial Services customers reacted immediately with reduction in their discretionary spend. This led to partial ramp down across multiple customers and deferment of the sales opportunities to later part of the year. Customers are revisiting their operating model and looking to reduce their operating spend leading to enquiries for automation and offshoring of work.

US: Mastek in US is entirely focused on the Retail sector through its digital commerce capability. The impact was sharp and immediate with customers standing down the team, delayed projects, followed by request for rate reduction and longer credit period. However, we have seen vendor consolidation opportunities and spend towards in-store sales support to facilitate returning customers and Covid norms. New Sales team is corralling the market and customer base for new opportunities.

Oracle Services (Evosys): This business has shown greater resilience both in sales and delivery. Pipeline is robust with healthy conversion rate in all the major markets. Initially, project go-live was delayed as clients were facilitating their workforce with remote working. Over last 45 days, we have seen acceptance of remote delivery and kick start of new project wins. We are seeing higher onshore hiring in the intermediate term till air travel normalizes.

We have enabled 100% of our work force to work remotely in record time. IT infrastructure and Cyber Security parameters have been enhanced to ensure the integrity of deliverables while working from home. For first thirty days we had 24,000+ meeting hosted over MS Teams and Webex. Employees have been well-engaged with intra-team and pan organization interactions. We are focused on employee health and safety whilst supporting our customers globally.

About Mastek

Mastek (NSE: MASTEK; BSE: 523704), is an enterprise digital transformation specialist that engineers excellence for customers in the UK, US, and India. It enables large-scale business change programmes through its service offerings, which include application development, support, and testing, BI and analytics, agile consulting, and digital commerce. Whether it's creating new applications, modernising existing ones or recovering failing projects, Mastek helps enterprises to navigate the digital landscape and stay competitive. With digital solutions constituting more than 80% to the business, Mastek is emerging as one of the leaders in Enterprise Digital Transformation journey. Mastek is well poised to be among the top providers of agile digital transformation solutions and a significant player within the digital transformation space in retail and financial services.

About Evosys:

Evosys is a leading, Oracle Cloud implementation and consultancy company serving 1,000+ Oracle Cloud customers across 30+ countries. An Oracle Platinum partner, Evosys provides solution offerings like Oracle HCM Cloud, Oracle ERP Cloud, Oracle SCM Cloud, Oracle CX, Oracle EPM Cloud, PaaS solutions (including custom-built solutions), AI, IoT and machine learning. Evosys diverse customer portfolio consisting Government, Healthcare, Finance, Logistics, Manufacturing & Distribution organisations, is a testimony to the expertise and leadership in Oracle Cloud implementation. Evosys was recognised for winning three 'Oracle Partner of the Year' Awards at Oracle OpenWorld 2019 and the 'Dream Employer of the Year' award from World HRD in 2019.

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>.

Investor / Analyst contact:

Asha Gupta

Christensen IR

+91-22-4215-0210

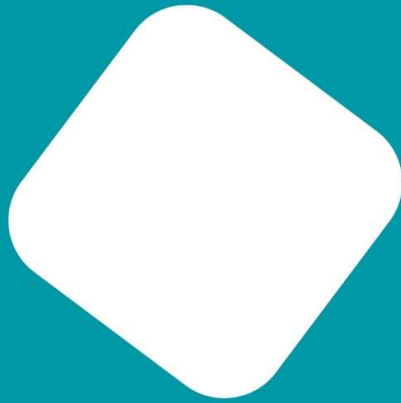
agupta@christensenir.com

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 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

Mastek 



The Mastek logo is displayed in white text on a teal, rounded rectangular background. The word "Mastek" is followed by a trademark symbol and a graphic of four white squares of varying sizes arranged in a cluster.

Mastek™

The background of the slide is a high-angle photograph of four business professionals in a modern office setting. Three men and one woman are standing on a light-colored tiled floor, engaged in a conversation. They are dressed in business casual attire, including white shirts and light blue button-down shirts. The lighting is bright and even.

Mastek

Investor Presentation

Performance Overview: Q4 FY'20

14 June 2020

Presented by:

John Owen | Group CEO
Abhishek Singh | Group CFO

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. Mastek Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

Agenda

- Financial performance
 - Quarterly - Q4'FY20
 - Full Year - FY'20
- Mastek & Evosys
- Operational performance
- Business Updates
- Annexures
 1. Mastek Organic Performance
 2. Evosys Group Insight
- Questions & answers



Financial performance

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Highlights of the Quarter

- Mastek UK ranked as “**29th fastest-growing** Indian companies in UK” in CII-GT India Meets Britain 2020 tracker report. This evidences strong presence of Mastek in UK
- Evosys UK has been recognized and ranked at the impressive **4th position** in the same tracker report, reaffirming the value of our investment
- Evosys positioned in the Niche Players Quadrant of Gartner 2020 Magic Quadrant for Oracle Cloud Applications Services, Worldwide™
- Mastek recognized as ‘IT Vendor of the Year’ at the UK IT Industry Awards
- Mastek Arabia FZ LLC acquired the Middle East business of Evolutionary Systems Arabia FZ LLC and its identified overseas subsidiaries effective March 2020
- Trans American Information Systems Private Limited (‘TAISPL’), a wholly owned subsidiary of Mastek Limited, has taken control of Evolutionary Systems Private Limited (‘ESPL’) and its identified overseas subsidiaries effective February 2020
- First deal with multi-million £ order book landed in UK under joint bid between Evosys and Mastek. It reinforced our investment and joint go to market strategy

Financial Summary Q4 FY'20

Key Performance Metrics (Figures in Rs Crore)

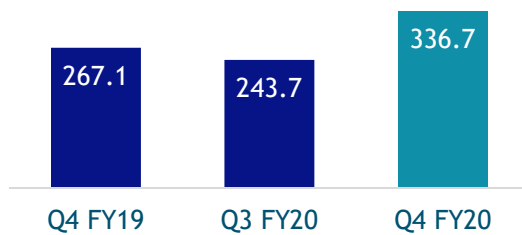
Particulars	Metrics	Q4FY20	Q3FY20	QoQ Growth	Q4FY19	YoY Growth
Revenue (In Rs Crore)	Total Income from operations*	336.7	243.7	38.2%	267.1	26.0%
	Other Income	17.5	9.5	83.3%	6.9	152.5%
	Total Income	354.2	253.2	39.9%	274.0	29.2%
Margins (In Rs Crore)	Op. EBITDA	58.2	33.6	73.1%	35.3	65.0%
	Total EBITDA	75.7	43.2	75.3%	42.2	79.4%
	PBT	49.3	32.0	54.0%	37.3	32.1%
	PAT	38.9	26.0	49.7%	27.4	42.2%
Margin (%)	Op. EBITDA	17.3%	13.8%	350 bps	13.2%	410 bps
	Total EBITDA	21.4%	17.1%	430 bps	15.4%	600 bps
	PBT	13.9%	12.6%	130 bps	13.6%	30 bps
	PAT	11.0%	10.3%	70 bps	10.0%	100 bps
EPS (Rs)	Basic	14.0	10.8		11.5	
	Diluted	13.3	10.2		10.9	

*Total income from operation includes income from operations of Evosys amounting to Rs 87 crore. ESPL and its identified overseas subsidiaries have been consolidated effective from February 2020 and Evosys Middle East business and its subsidiaries have been consolidated effective from March 2020

Financial Performance Q4 FY'20 - Consolidated

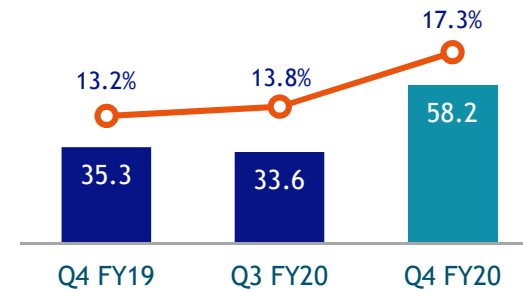
Comparison: Quarter-on-Quarter (Figures in Rs Crore)

Operating Revenue



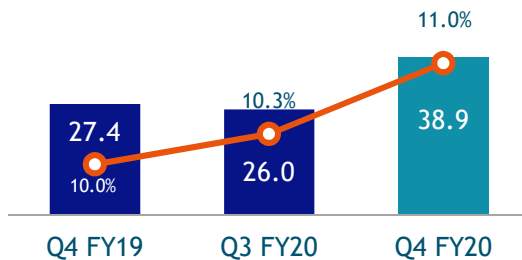
- ↑ 38.2% Q-o-Q
- ↑ 36.1% Q-o-Q (CC)
- ↑ 26.0% Y-o-Y
- ↑ 23.4% Y-o-Y (CC)

Operating EBITDA & Margin (%)



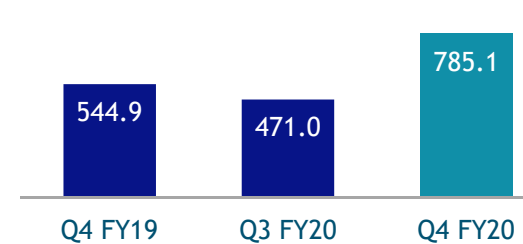
- ↑ 73.1% Q-o-Q
- ↑ 65.0% Y-o-Y

PAT & Margin (%)



- ↑ 49.7% Q-o-Q
- ↑ 42.2% Y-o-Y

12 Months Order Backlog



- ↑ 66.7% Q-o-Q
- ↑ 61.5% Q-o-Q (CC)
- ↑ 44.1% Y-o-Y
- ↑ 34.9% Y-o-Y (CC)



Financial Summary FY'20

Key Performance Metrics (Figures in Rs Crore)

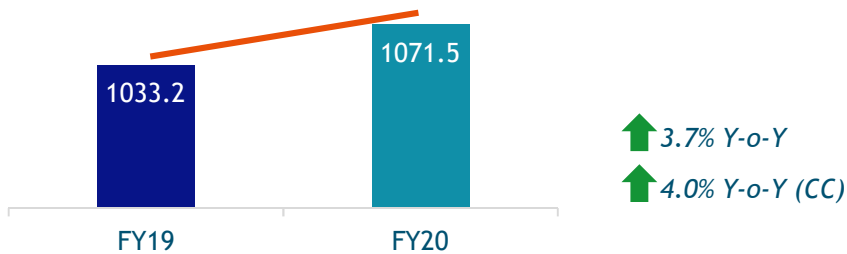
Particulars	Metrics	FY20	FY19	YoY Growth
Revenue (In Rs Crore)	Total Income from operations*	1,071.5	1,033.2	3.7%
	Other Income	41.3	24.8	66.7%
	Total Income	1,112.8	1,058.0	5.2%
Margins (In Rs Crore)	Op. EBITDA	155.4	131.5	18.1%
	Total EBITDA	196.7	156.3	25.8%
	PBT	144.1	133.4	8.0%
	PAT	113.8	101.5	12.2%
Margin (%)	Op. EBITDA	14.5%	12.7%	180 bps
	Total EBITDA	17.7%	14.8%	290 bps
	PBT	12.9%	12.6%	30 bps
	PAT	10.2%	9.6%	64 bps
EPS (Rs)	Basic	45.2	42.6	
	Diluted	42.9	40.3	

*Total income from operation includes income from operations of Evosys amounting to Rs 87 crore. ESPL and its identified overseas subsidiaries have been consolidated effective from February 2020 and Evosys Middle East business and its subsidiaries have been consolidated effective from March 2020

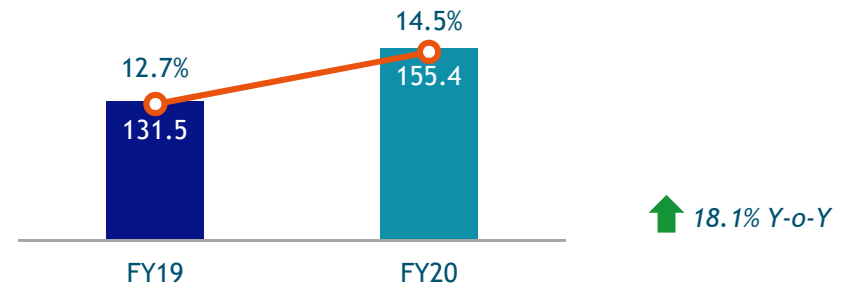
Financial Performance FY'20 - Consolidated

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

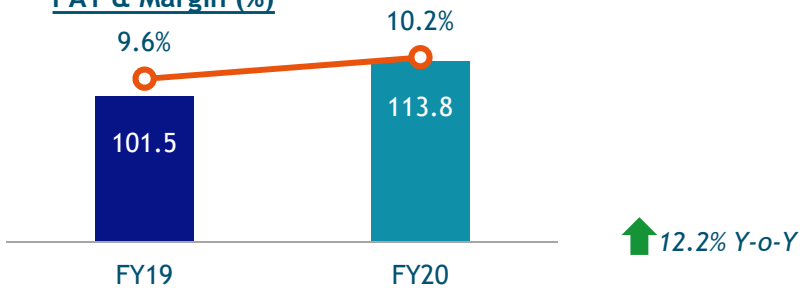
Operating Revenue



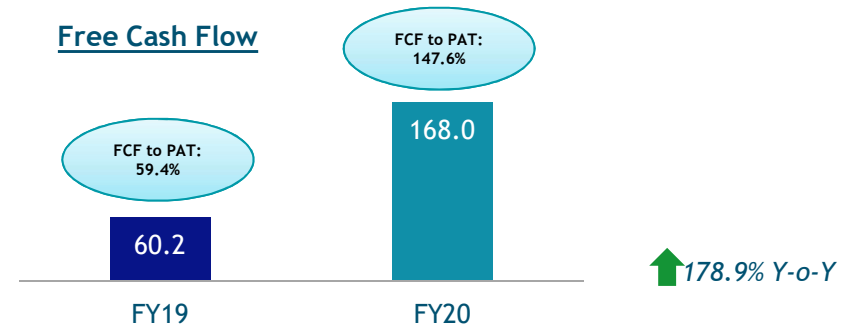
Operating EBITDA & Margin (%)



PAT & Margin (%)



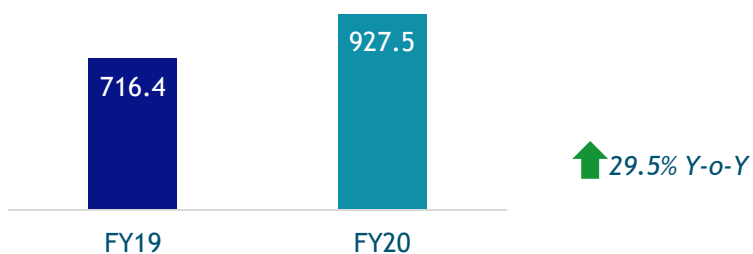
Free Cash Flow



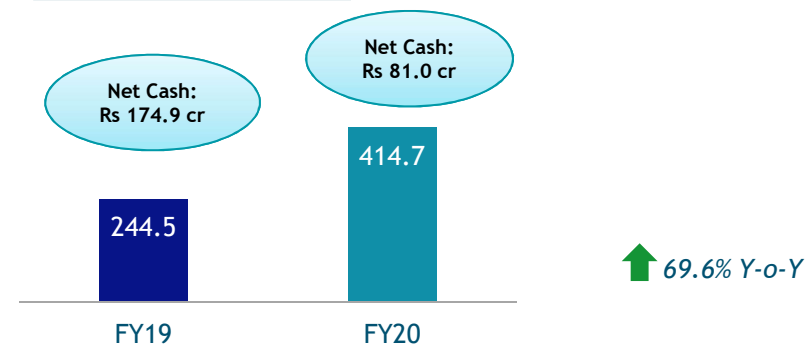
Balance Sheet Metrics FY'20 - Consolidated

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

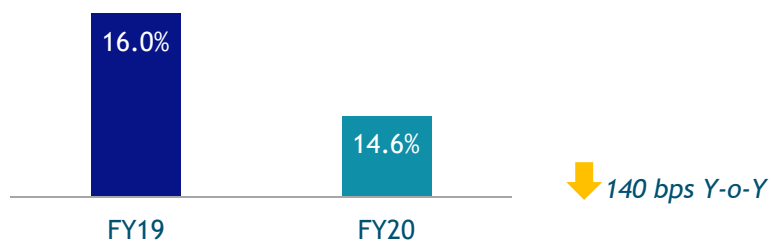
Total Net worth*



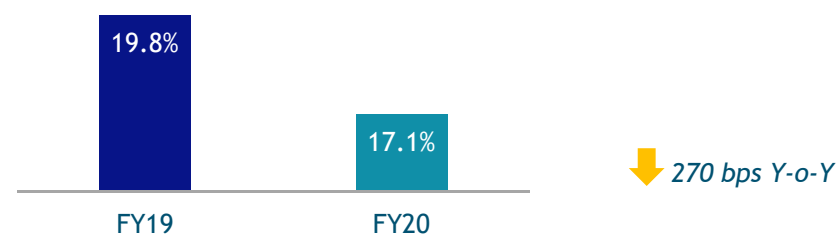
Cash & Cash Equivalent*



Return on Equity**



Return on Capital Employed**



* FY20 includes Evosys numbers

Return on Equity = PAT/Average Network; Return on Capital Employed = EBIT/Average Capital Employed
The reduction to ROE and ROCE is due to inclusion of partial profitability of acquired entity during the year





Mastek & Evosys



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Gartner Magic Quadrant (2019-2020 Comparison)

2019*

2020*

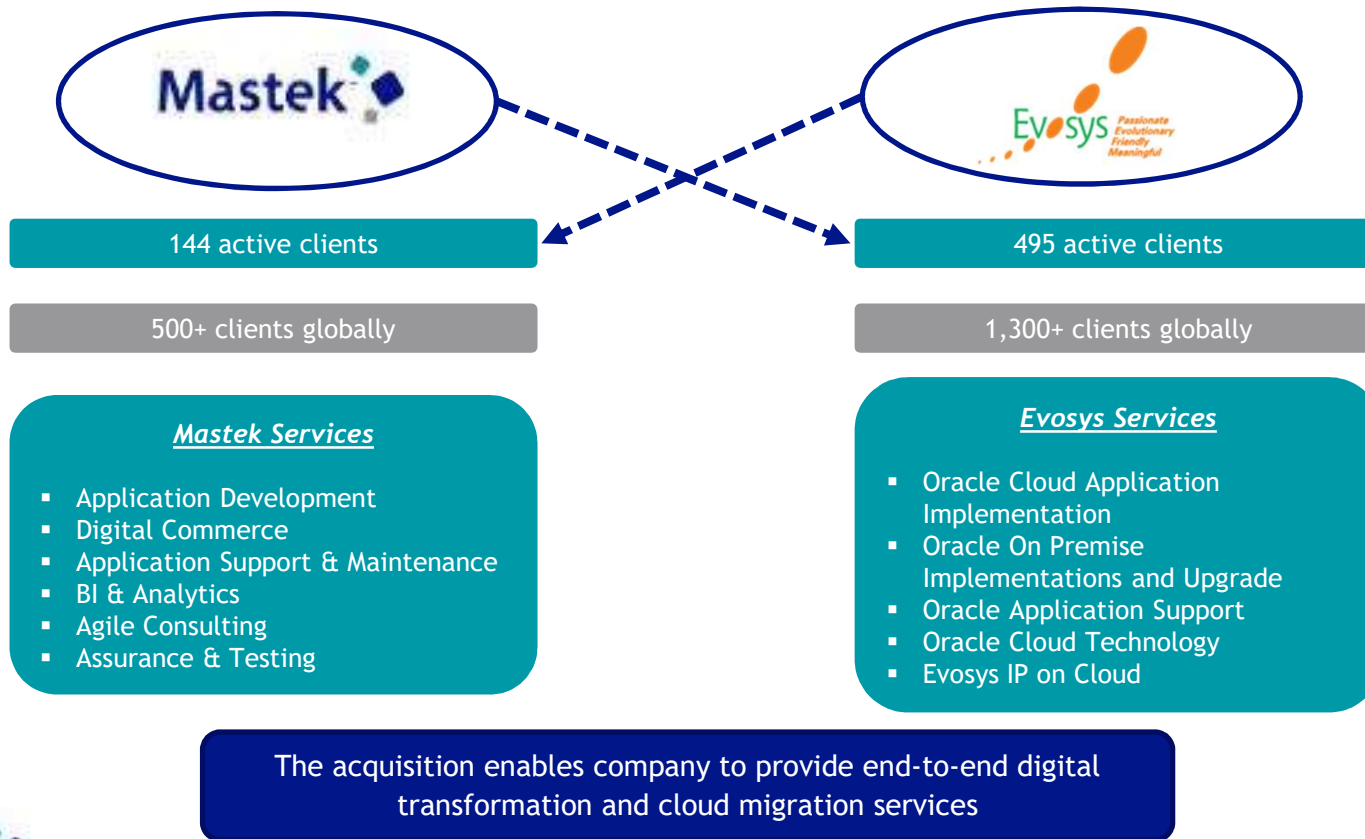


- Improvement in ranking of Evosys year on year
- \$ 20 Billion+ in services & implementation revenue opportunity around Oracle annually
- Existing players in 'Leaders' quadrant bag majority of the transformational opportunity using their integrated offerings in Digital Transformation & Cloud Migration services
- Combined capability of Mastek & Evosys creates a new organization which can provide end-to-end services and tap into this huge market.

* Magic Quadrant for Oracle Cloud Application Services; Source: Gartner



Opportunity: Cross-sell and Co-sell





Operational performance



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Operating Metrics Q4 FY'20

Strengthening our business

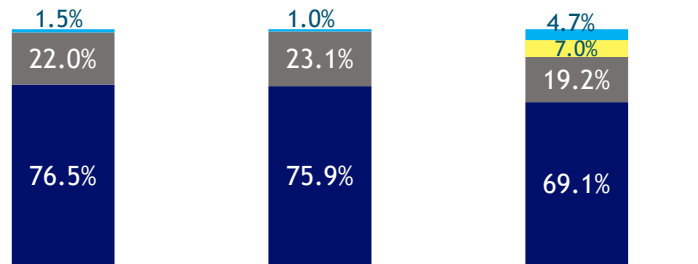
Particulars	Metrics	Q4FY20		Q3FY20	Q4FY19
		Consolidated	Mastek Organic		
Client Base	New Clients Added	24	11	9	7
	Active Client (immediately preceding 12 months)	436	144	143	157
	Top 5	35.8%	48.2%	43.3%	41.7%
	Top 10	50.9%	68.6%	63.4%	58.8%
Employee Base	Total Employee	3,404	1,904	1,880	2,069
	- Offshore	2,229	1,148	1,155	1,264
	- Onsite	1,175	756	725	805
	- Diversity (Women employees)	25.1%	28.3%	28.5%	27.1%
	LTM attrition	23.2%	25.3%	24.9%	17.9%
DSO	Days	81	69	71	72
FX Hedges for next 12 months	Value (In Mn) - GBP	10.3	10.3	8.2	7.5
	Average rate/ Rs	96.9	96.9	96.1	95.9
	Value (In Mn) - USD	3.4	3.0	1.5	NA
	Average rate/ Rs	74.3	74.5	73.0	NA

- **Dividend:** Declared second interim dividend of Rs 5/- per share in Q4 FY'20, along with first interim dividend of Rs 3/- per share. Total Dividend for the year works out to Rs 8/- per share which works to 160%.

Revenue Analysis Q4 FY'20 - Consolidated

Balancing our portfolio

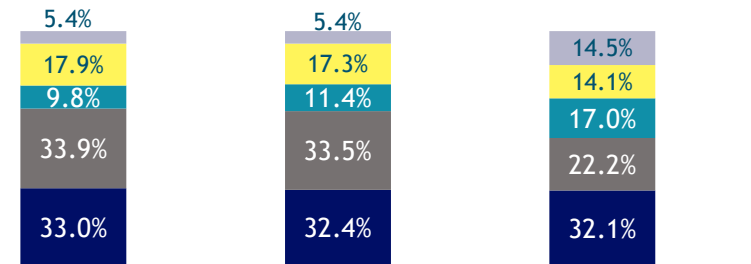
Revenue by Market Region*



Q4 FY19 Q3 FY20 Q4 FY20
 ■ UK & Europe ■ US ■ ME ■ ROW

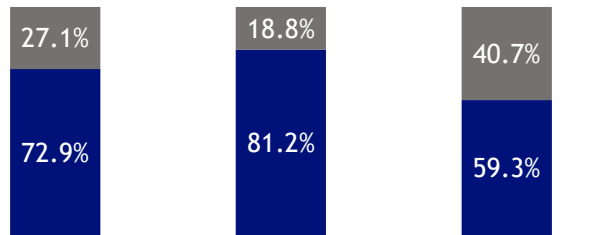
* ROW includes India, Singapore, Malaysia and Australia

Revenue by Industry Segment



Q4 FY19 Q3 FY20 Q4 FY20
 ■ Government ■ Retail Services ■ Health ■ Financial Services ■ Others

Revenue by Contract Type

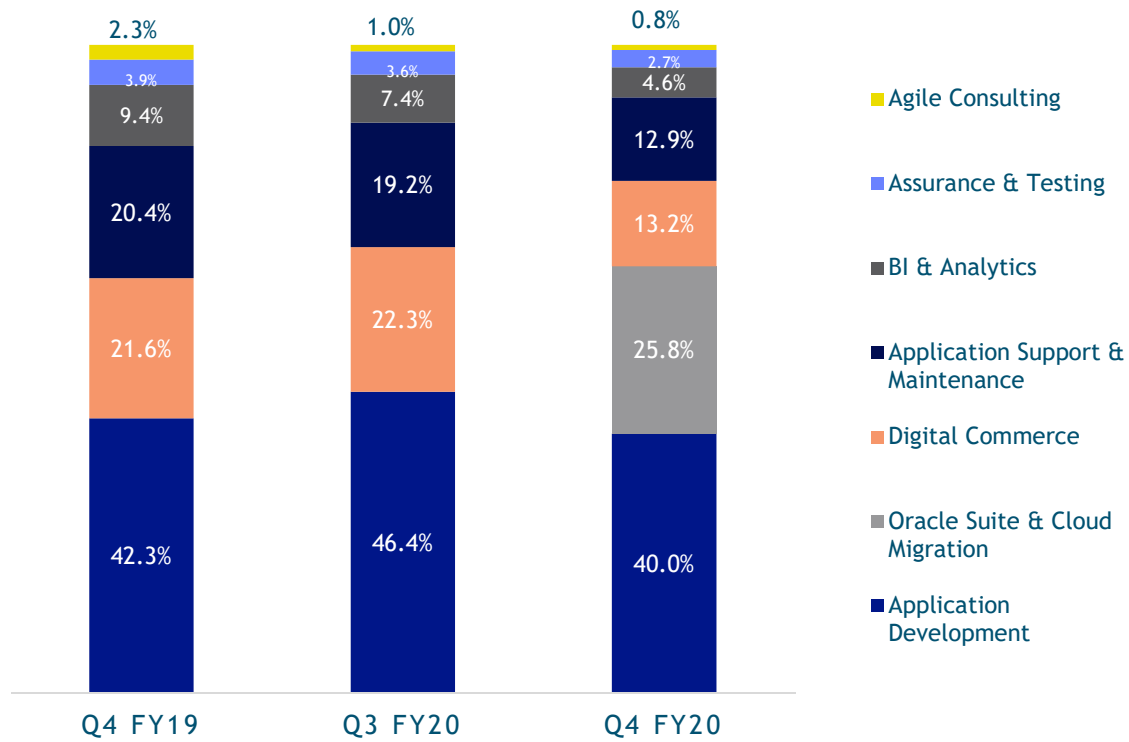


Q4 FY19 Q3 FY20 Q4 FY20
 ■ Time & Material ■ Fixed Price



Revenue Analysis Q4 FY'20 - Consolidated

Revenue by Service line



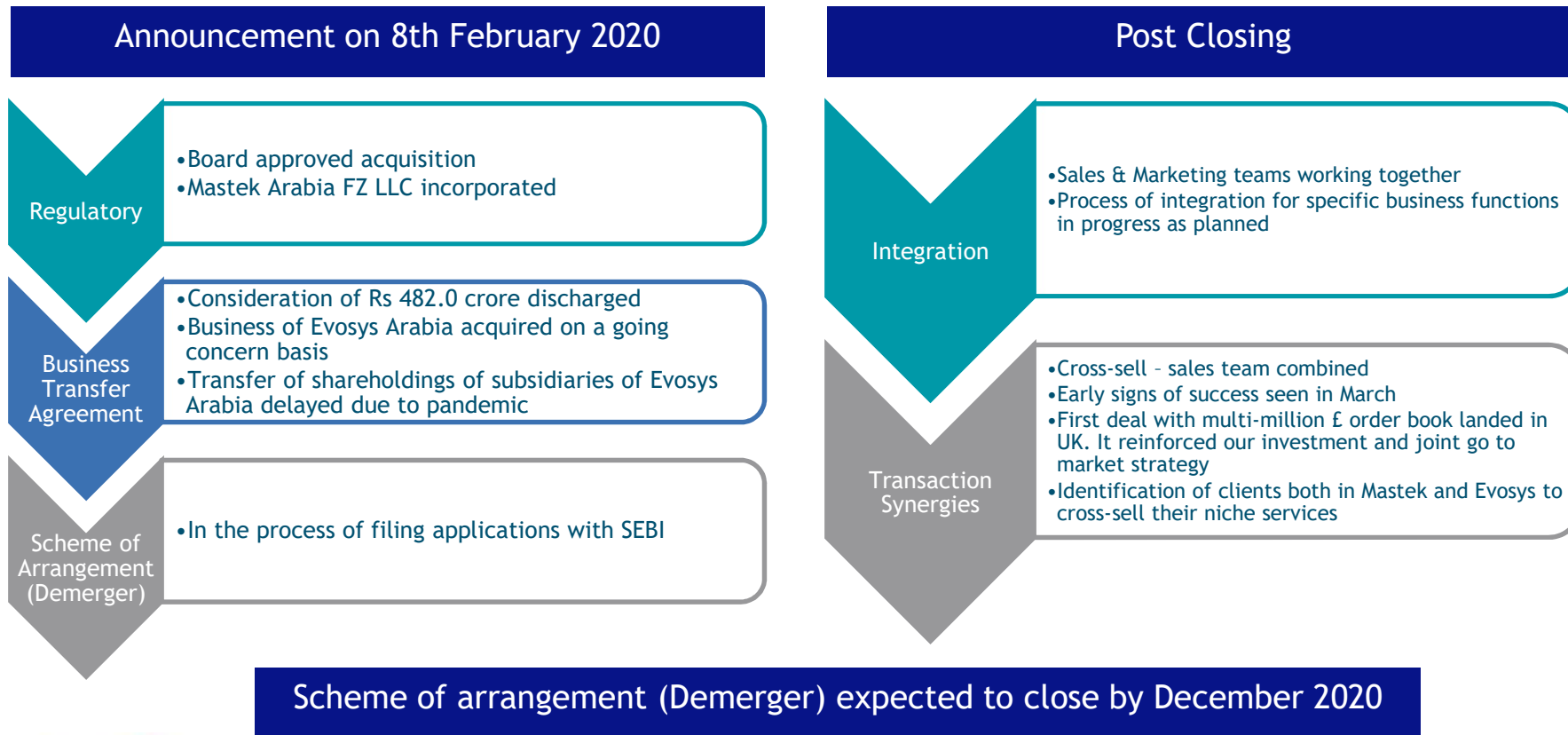


Business Updates

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Evosys Acquisition Update



Covid Updates

COVID-19

People

- 100% employees moved to work from home across geographies
- IT infrastructure arranged in short period of time to enable uninterrupted delivery of services to our customers
- Desktop delivered with secured environment to employees residence to abide by customer security requirement

Immediate Reaction

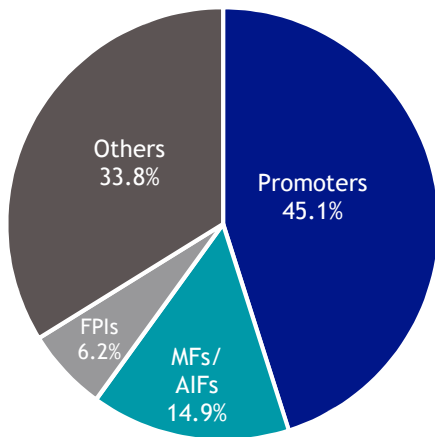
- UK Public sector engagements have been resilient and pipeline is robust. However, Decision making for new deals is shifted to Q2 and Q3 of FY 2020-21
- Retail and Financial sectors reacted immediately with reduction in the business; clamp on discretionary spend was the immediate reaction which led to delay in deal closures and revenue impact in short term
- US geography witnessed delay in deal closures which impacted both revenue and order backlog
- Project Go-live delayed as customers occupied with remote working arrangements for their workforce
- Few customers in Private sectors requested for extended payment terms and price discount

Current Scenario

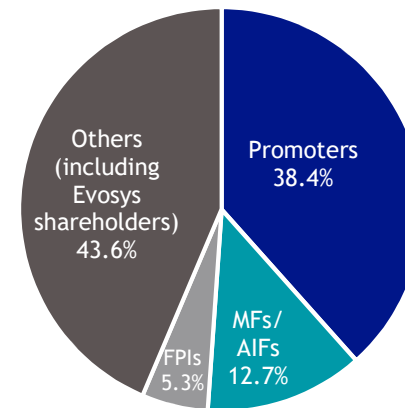
- Ongoing engagements in Public sectors are going steady and protecting revenue for the group; decision on new pipeline expected to close in Q2/ Q3 of FY 20-21
- Customers in Private sectors are evaluating and discussing offshoring of work to drive cost efficiency
- Customers in UK and US started discussing new IT projects to drive efficiency, customer connect and new operating model
- Evosys continue to win new logos across multiple geography. Customers are accepting GO LIVES as planned under 'New normal'

Shareholding Pattern of Mastek Limited

Q4'FY20 (As on 31 March 2020)



Post approval of Scheme of Arrangement



Thank you

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Annexure - 1

Performance of Mastek Organic

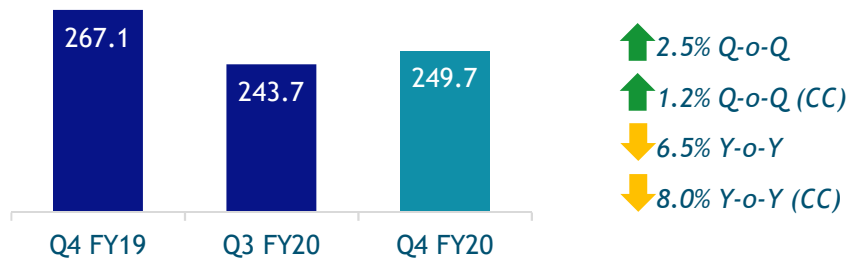
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Financial Performance Q4 and FY'20 - Mastek Organic

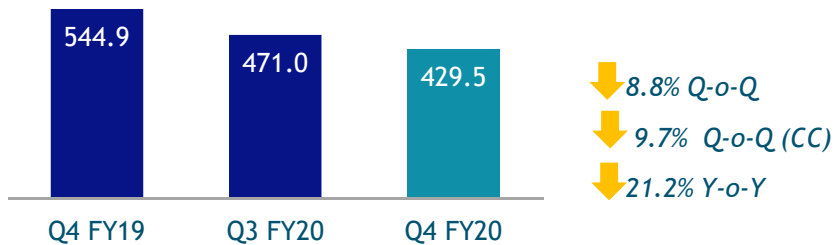
Comparison: Quarter-on-Quarter and Year-on-Year (Figures in Rs Crore)

Operating Revenue

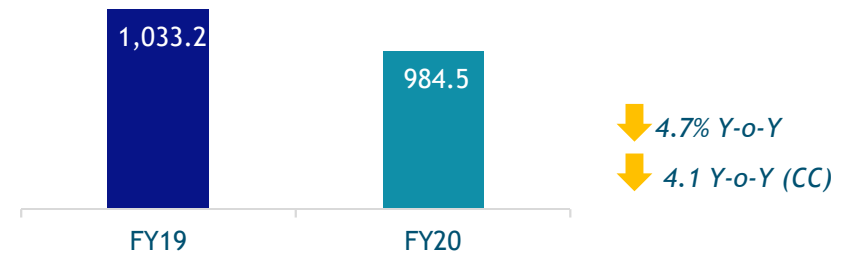


UK grew by 6.9% Q-o-Q and US de-grew by 18.5% Q-o-Q in constant currency

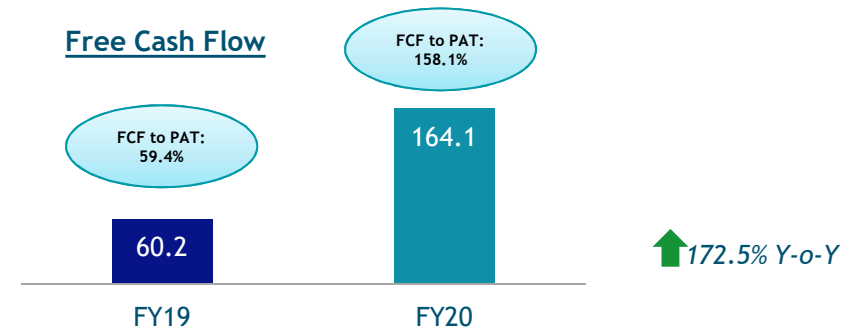
12 Months Order Backlog



Operating Revenue



Free Cash Flow





Annexure - 2

Insights into Evosys Group

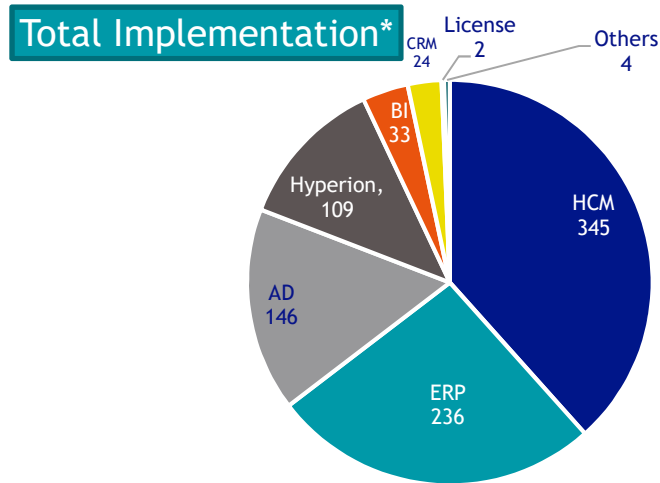
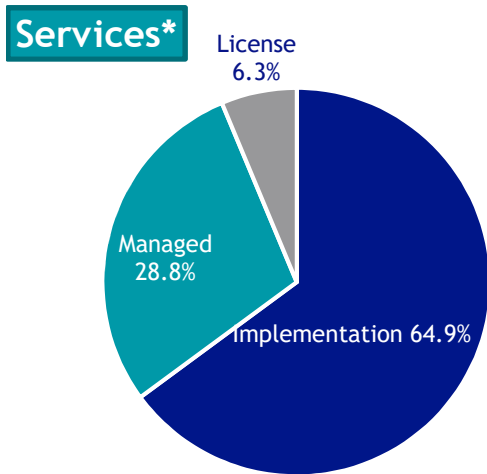


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Mastek™ 

Business Overview

- Founded in 2006 by Umang Nahata and Rakesh Raman
- Leading & fastest-growing “Oracle Platinum Cloud Premier Partner”
- Has proven expertise in implementation of all Oracle solutions including ERP, HCM, SCM, BI and other EBS suites
- Headquarter in Ahmedabad; strong presence in APAC, EMEA, USA, Europe, Africa & ANZ
- Share of Oracle ERP on cloud has increased to 67.6% in FY20 vs 30.3% in FY17

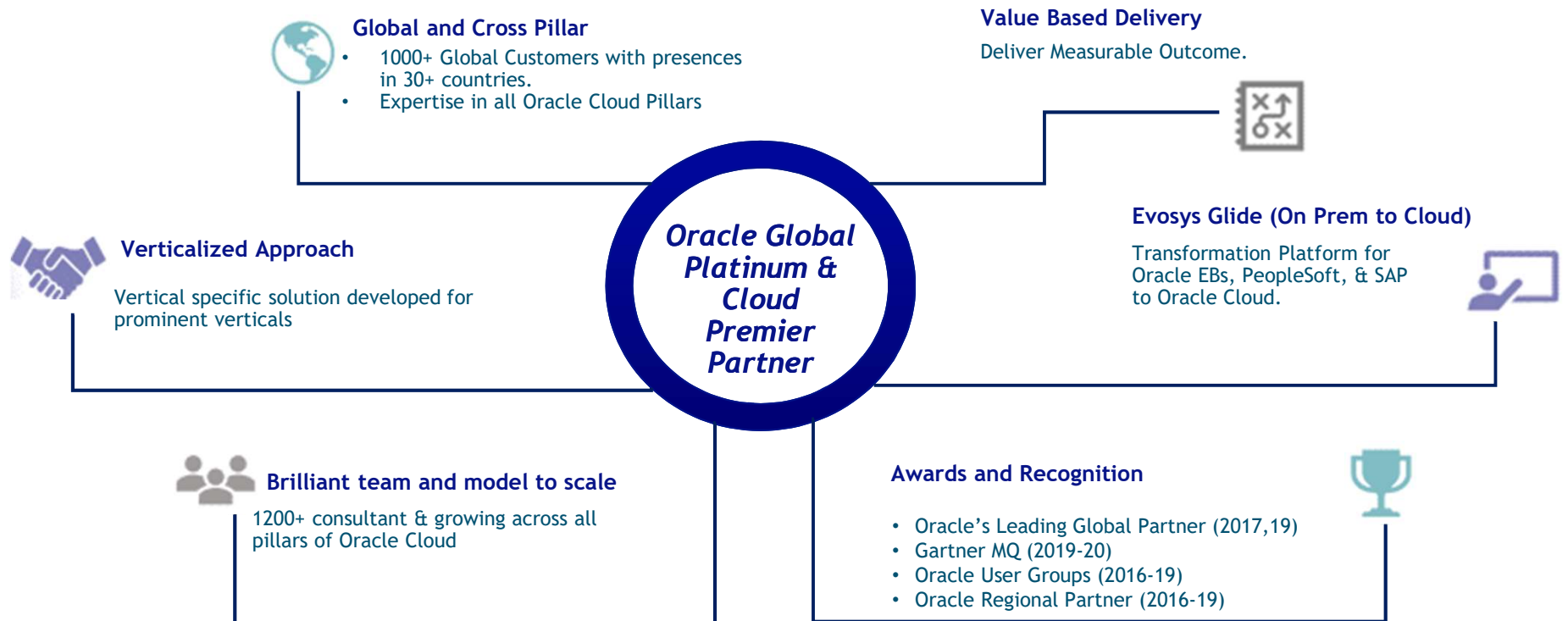


495 active customers globally in FY20



*Based on FY20 full year numbers

One of the Top SI for Oracle Cloud Applications



Evosys Services and Practices

Services

- Oracle Cloud Application Implementation
 - ERP | HCM | SCM | EPM | CX | PAAS
- Oracle On Premise Implementations and Upgrade
- Oracle Application Support
 - Cloud Application
 - On-Premise Application
- Oracle Cloud Technology
 - OCI | PAAS | OAC | IOT | Chat-Bot
- Evosys IP on Cloud
 - Evo Workforce Scheduler
 - Evosys HC Analytics and Micro Costing
 - Evosys Warehouse 360
 - Evosys Property Management

Practice

- Enterprise Resource Planning
- Supply Chain Management
- Human Capital Management
- Enterprise Performance Management
- Customer Experience
- Technology

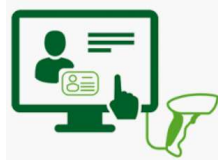
Top Industries

- Public Sector
- Healthcare
- Financial Services
- Engineering and Construction
- Professional Services
- Industrial Manufacturing
- Retail
- Education and Research

Our ERP, SCM Extensions/Solutions



Evo Bank Facility Management



Point of Sales System Solution



Catch Weight Sales Solution



Evo Subcontract Management



Evo Van Sales Solution



Evo Mobile Supply Chain Solution



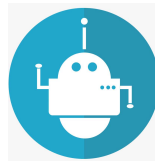
SMART Desk- Service Request Mgmt.



Online Freight Calculation



Multi-dimensional Reporting



Regression & Data Migration Tool - RPA



Live Sales Dashboard



Material Request Solution - Construction



Prebuild Accelerators for On Premise to Cloud Transformation



GlideEBS 
79 clients

GlideSAP 
5 clients

GlidePS 
6 clients



Accelerators 



Awards and Recognition

2019

- 01 Global HCM Development Partner of the Year Award: Oracle MBX 2019- USA
- 02 Oracle Excellence Awards FY19: Specialized Partner of the Year : ERP Cloud - EMEA
- 03 Outstanding Innovation SaaS Contribution 2019: Oracle PaaS Partner Community Award
- 04 Specialized Partner of the year 2019 – Kenya & East Africa
- 05 Oracle Open World 2019: Global Partner of the Year: HCM Cloud
- 06 Oracle Open World 2019: EMEA Partner of the Year: HCM Cloud
- 07 Oracle Open World 2019: APAC Partner of the Year: ERP Cloud
- 08 ASEAN Partner of the Year ERP 2019

2018

- 01 Customer Advocacy Partner of the Year Award 2018 - UK
- 02 Specialized Partner of the Year: Customer Advocacy 2018 - EMEA
- 03 OPN Cloud Excellence in Customer Satisfaction 2018 - EMEA
- 04 SaaS Partner Appreciation Award 2018 - SAGE
- 05 SaaS Partner Appreciation Award, Oracle FY18 Partner of the Year Awards - Philippines
- 06 ERP Cloud Partner of the Year Award 2018 - Singapore
- 07 OPN Cloud Excellence in Customer Satisfaction 2018 - APAC

2017

- 01 Specialized Partner of the Year: ERP Cloud Award - Global
- 02 Specialized Partner of the Year: ERP Cloud- EMEA
- 03 Mid Market SaaS Oracle Partner of the Year Award - ASEAN
- 04 Oracle Cloud ERP Partner of the Year Award – UK & Ireland
- 05 ERP Cloud Partner of the Year Award – Gulf & Saudi Arabia



The background is a solid teal color. On the left side, there are three white, rounded rectangular shapes of varying sizes and orientations, resembling sticky notes or abstract geometric forms. The largest one is in the upper left, and a smaller one is below it. A third, even smaller one is to the left of the middle one.

Questions & Answers

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Mastek™ 

The Mastek logo icon consists of four small, white, rounded squares arranged in a diamond pattern to the right of the word 'Mastek'.