

SEC/082/2024-25 October 18, 2024

Listing Department

BSE Limited

25<sup>th</sup> 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 Q2 - F.Y.24-25 Unaudited Financial Results

This is with reference to our Letter No. SEC/76/2024-25 dated October 8, 2024 and SEC/078/2024-25 dated October 16, 2024 regarding Earning Conference Call to be held for Quarterly Results.

We enclose herewith a copy of the Press Release and Investor Presentation on Unaudited Financial Results for the second quarter and half-year ended September 30, 2024 which will be disseminated shortly.

The above information is also made available on the Company's website at <a href="https://www.mastek.com">www.mastek.com</a>.

Thanking you.

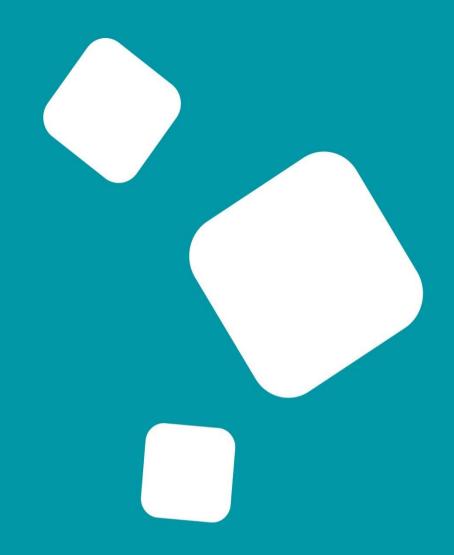
Yours faithfully,

For Mastek Limited



Dinesh Kalani SVP - Group Company Secretary

Encl: A/A





Press Release | Q2FY25



## Q2FY25 revenue at Rs 867 crore, up by 6.7% Q-o-Q

- Revenue up by 13.3% Y-o-Y
- Operating EBITDA margin at 16.5%, up 125bps Q-o-Q
- 12 months order backlog grew by 17.9% Y-o-Y

**Mumbai, India 18**<sup>th</sup> **October 2024:** Mastek, a Turnkey & Trusted Digital Engineering & Cloud Transformation Partner, announced today its financial results for the **Second quarter and Half year of FY25** ended on 30<sup>th</sup> September 2024.

## Commenting on the Q2FY25 results, Umang Nahata, Chief Executive Officer, Mastek, said:

"We are pleased to report another strong quarter with revenue growth of 6.7% Q-o-Q. I am delighted to report QoQ growth of 18% in North Americas led by strong performance across sectors. Our UK & Europe business continues to deliver steady growth backed by momentum in Healthcare portfolio. We continue to focus on our strategic priorities while taking a sharp AI-first approach across all operations, enhancing our delivery capabilities, and developing innovative AI-driven solutions. I remain committed to Mastek's continued growth driven by our strategic growth pillars."

Arun Agarwal, Chief Financial Officer, Mastek, said: "We are pleased to deliver strong financial performance with revenue of Rs 867 crore, a growth of 13.3% on Y-o-Y basis. We reported operating EBITDA margin of 16.5%, reflecting improvement of 125 bps QoQ after incorporating partial wage hikes in the quarter. Despite ongoing geopolitical developments, our deal pipeline continues to remain strong, with an order backlog of Rs 2,195 crore, a growth of 17.9% on Y-o-Y basis. We are confident in our ability to sustain healthy topline growth and profitability in the coming quarters."



## Review of the Consolidated Financial Performance for Quarter ended 30<sup>th</sup> September 2024:

Figures in \$mn	Q2FY25	Q1FY25	Q-o-Q Growth	Q2FY24	Y-o-Y Growth
Revenue from Operations	\$103.6	\$97.3	6.5%	\$92.6	11.9%

Figures in Rs Crore	Q2FY25	Q1FY25	Q-o-Q Growth	Q2FY24	Y-o-Y Growth
Total Income	872.4	817.1	6.8%	770.4	13.2%
Revenue from Operations	867.4	812.9	6.7%	765.5	13.3%
Operating EBITDA	143.1	123.9	15.5%	123.0	16.3%
% of Op. Income	16.5%	15.2%	125bps	16.1%	43bps
Net Profit	128.7	71.5	79.9%	65.3	97.1%
Net Profit %	14.7%	8.8%	600bps	8.5%	627bps
EPS (Rs) – Diluted	41.2	22.9		20.3	

Figures in \$mn	H1FY25	H1FY24	Y-o-Y Growth
Revenue from Operations	\$200.8	\$180.7	11.1%
Figures in De Crares	LI1EV2E	LI1EV24	V o V Grouth

Figures in Rs Crores	H1FY25	H1FY24	Y-o-Y Growth
Total Income	1,689.5	1,498.0	12.8%
Revenue from Operations	1,680.3	1,490.8	12.7%
Operating EBITDA	267.1	250.0	6.8%
% of Op. Income	15.9%	16.8%	(88)bps
Net Profit	200.1	138.8	44.2%
Net Profit %	11.8%	9.3%	258bps
EPS (Rs) – Diluted	64.2	43.0	

## **Operating Highlights**

- New accounts added during the quarter: The Company added 14 new clients in Q2FY25.
   Total active clients during Q2FY25 was 380 as compared to 391 in Q1FY25 reflecting deeper account mining and higher revenue per account.
- <u>12 months Order Backlog:</u> 12 months order backlog was Rs 2,194.7 crore (\$261.9 mn) as on 30<sup>th</sup> September, 2024 as compared to Rs 1,861.8 crore (\$224.2 mn) in Q2FY24, reflecting growth of 17.9% in rupee terms and 10.9% in constant currency terms on Y-o-Y basis.
- <u>Employees:</u> As on 30<sup>th</sup> September, 2024, the company had a total of 5,505 employees, of which 3,821 employees were based offshore in India while the rest were at various onsite



locations. Employee count at the end of 30<sup>th</sup> June, 2024 was 5,546. Last twelve months attrition at 20.1% in Q2FY25 in comparison with 20.9% in Q1FY25.

• <u>Cash Balance:</u> The total cash, cash equivalents and fair value of Mutual Funds stood at Rs 390.5 crore as on 30<sup>th</sup> September, 2024 as compared to Rs 383.5 crore as on 30<sup>th</sup> June, 2024.

## **Key wins for the quarter**

- Mastek will deliver 24x7 Live Service support for a Critical National Infrastructure (CNI) system for a leading UK authority, pivotal to maintaining the smooth flow of goods and services across UK borders. This support ensures the uninterrupted operation of a system vital to the nation's international trade, safeguarding the seamless movement of imports and exports essential to the UK economy's growth and resilience.
- Mastek has been selected by a US-based provider of global study abroad programs to implement Salesforce and oversee data migration, optimizing operational efficiency by eliminating redundant processes and systems. This partnership will enable the client to streamline their financial operations, enhance data integrity, and better manage their global programs.
- Mastek has been engaged by a US based global investment platform to provide specialized IT personnel to enhance their Investment Data Management Program. We will implement a Unified Data Platform and Model using Snowflake, modernizing processes to accelerate time to market, improve reporting and dashboard capabilities, and reduce total cost of ownership (TCO), driving operational efficiency and competitiveness.
- Mastek will partner with a UK-based national health provider to develop digital products
  that enhance disease monitoring and prevention. Our solutions will optimize the use of
  national data across platforms and systems, transforming operational efficiency,
  improving decision-making capabilities, and supporting the Government's health agenda.
- Mastek is partnering with a US-based innovative not-for-profit healthcare organization
  for the implementation and managed services of Oracle Cloud Enterprise Suite. This
  solution will streamline billing processes through integrated Claim and Membership
  systems, enhancing real-time visibility into financial analytics and driving operational
  efficiencies.
- Mastek has partnered with a renowned healthcare institution in the Middle East to reengineer business processes and provide integration services for seamless data flow, data



migration, and management with Oracle Cloud. This project will enhance data visibility, improve compliance, accelerate financial closing, and foster greater efficiency and collaboration.

- Mastek has secured a multi-year agreement from a global provider of advanced energy solutions, for Oracle Cloud Enterprise Suite enhancement services, boosting operational efficiency for the client across multiple regions. This partnership delivers continuous support, flexible incident management, and predictable pricing, enabling scalable services and driving transformative digital outcomes for long-term business growth.
- Mastek, as a trusted partner, has secured a contract from a US-based cloud enabled and
  mobile solutions company, for Mulesoft integration with all critical applications,
  enhancing productivity and eliminating duplication for the client. This solution will
  transform the existing citizen portal, improve security, and enhance call center
  applications.
- Mastek to implement the Enterprise Workforce Scheduler for a Saudi Arabian construction company to enable effective tracking of operational activities, including employee movement, time management, scheduling, project costs, and reporting. This will streamline workforce activities and time tracking, providing real-time insights for improved decision-making for the client.

## **Key Achievements & Recognitions:**

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

- Everest Group: Mastek has been recognized as a Leader in Everest Group Digital Transformation Services for Midmarket Enterprises Peak Matrix 2024, and recognized as a Major Contender in several Peak Matrix - Digital Commerce, AWS Service Providers, Application Management Services.
- **ISG Paragon Awards:** Mastek won the 2024 ISG Paragon Awards in the 'Excellence' category for its partnership with The Vitamin Shoppe. Two case studies by Mastek have been recognized a 'Standout' in the ISG Digital Case Study Awards.
- ISG: Mastek has been recognized as a Product Challenger in the ISG Generative AI Services 2024 Provider Lens report in two categories: Gen AI Strategy and Consulting Services (Global), and Gen AI Development and Deployment Services (Global).



- Forester: Mastek featured in Forrester's The Oracle Services Landscape, which highlights 41 providers for implementing Oracle Cloud products, delivering continuous change management, supporting Oracle applications, and future-proofing enterprise business processes.
- Stevie Awards: Mastek Founder & Chairman Ashank Desai honored with The Gold Stevie®
   Award 2024 at the International Business Awards®.



### **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 and consumer, manufacturing, financial services, and the public sector, across 40 countries, including the UK, US, Europe, the Middle East, and Asia Pacific. Mastek helps enterprises decomplexify digital and delivers business outcomes with trust, value, and velocity across the spectrum of services including digital experience and engineering, cloud implementations, data, automation and AI, and cloud managed services. Mastek recently launched its GenAI enabled portfolio iConniX that offers over 120 AI assets, 4 AI platforms, and solution blueprints tailored to meet industry specific business use cases. A preferred Oracle, Salesforce, Microsoft, AWS, and Snowflake partner, Mastek has 6000+ employees and delivers the right-fit solutions to both medium businesses and global Fortune 1000 clients. For more details, please visit our website <a href="https://www.mastek.com">www.mastek.com</a>

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

## **Investor / Analyst contact:**

Asha Gupta
Investor Relation Practice, E&Y LLP
Asha.Gupta@in.ey.com

Shareholders may also contact Mastek via email at <a href="mailto:lnvestor\_grievances@mastek.com">lnvestor grievances@mastek.com</a>, which has been specifically created for the redressal of investor grievances. You may also contact the Investor Relations team by email at <a href="mailto:lnvestor.relations@mastek.com">lnvestor.relations@mastek.com</a>.

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 Q2FY25

18 October 2024

Presented by:

Umang Nahata | Chief Executive Officer, Mastek Arun Agarwal | Chief Financial Officer, Mastek

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Highlights of the Quarter

Financial & Operational Performance

Key Wins for the Quarter

Strategic Priorities & GenAl





# HIGHLIGHTS OF THE QUARTER

## HIGHLIGHTS OF Q2FY25

**Revenue Growth** 

Year-on-Year

13.3%

**Operating EBITDA** 

Margin

16.5%

12month Order backlog

Year-on-Year Growth

17.9%



Q2FY25 revenue at ₹ 867.4 Crore

Revenue grew by 6.7% QoQ



Q2FY25 Op. EBITDA ₹ 143.1 Crore

Op. EBITDA growth of 15.5% QoQ



12 Months Order backlog at ₹ 2,194.7 Crore

12 months order backlog grew by 1.2% QoQ

Mastek reached \$100mn milestone of quarterly revenue in Q2FY25

## **KEY ACHIEVEMENTS & RECOGNITIONS**

Mastek featured in **Everest Group** Digital Transformation Services Peak Matrix 2024.



Mastek recognized as a Leader in Everest Group **Digital Transformation** Services for Midmarket Enterprises Peak Matrix 2024.

Mastek is also recognized as a Major Contender in several Peak Matrix - Digital Commerce, AWS Service Providers, Application Management Services





Mastek won the 2024 ISG Paragon Awards in the 'Excellence' category for our partnership with The Vitamin Shoppe. Two of our case studies has been recognized a 'Standout' in the ISG Digital Case Study **Awards** 





Mastek has been recognized as a Product Challenger in the ISG Generative Al Services 2024 Provider Lens report in the following categories:

- Gen AI - Strategy and Consulting Services (Global)

-Gen AI - Development and **Deployment Services** (Global)





Mastek featured in Forrester's The Oracle Services Landscape, which highlights 41 providers for implementing Oracle Cloud products, delivering continuous change management, supporting Oracle applications, and future-proofing enterprise business processes.



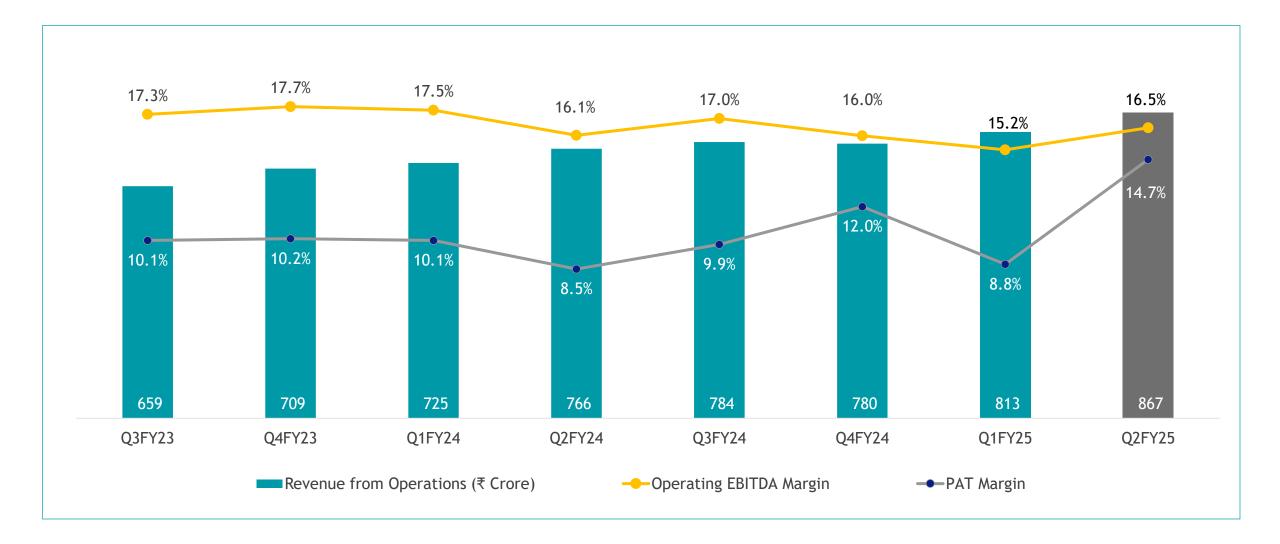


Mastek Founder & Chairman Ashank Desai honored with The Gold Stevie® Award 2024 at the International Business **Awards®** 



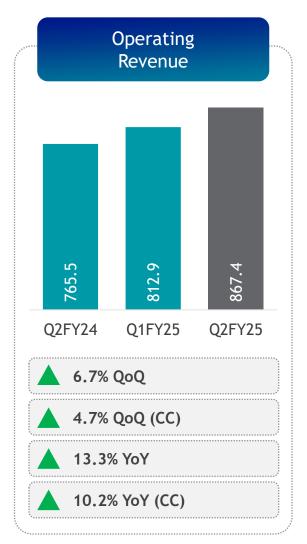
# FINANCIAL & OPERATIONAL PERFORMANCE

## FINANCIAL PERFORMANCE



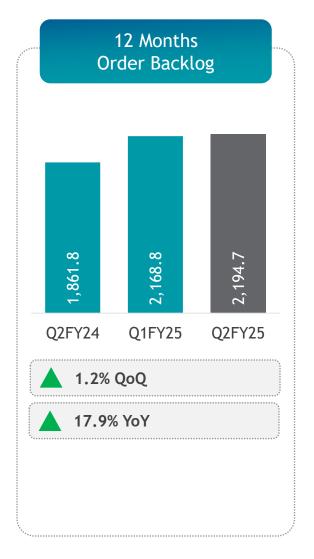
## CONSOLIDATED FINANCIAL HIGHLIGHTS Q2FY25

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









\*CC: Constant Currency

## **CONSOLIDATED FINANCIAL SUMMARY - Q2FY25**

	Key Performance Metrics	Q2FY25	Q1FY25	Q2FY24	QoQ Growth	YoY Growth
	Revenue from Operations (\$mn)	\$103.6	\$97.3	\$92.6	6.5%	11.9%
Povenue	Revenue from Operations (₹ Crore)	867.4	812.9	765.5	6.7%	13.3%
Revenue	Other Income (₹ Crore)	5.0	4.2	4.8	20.3%	4.3%
	Total Income (₹ Crore)	872.4	817.1	770.4	6.8%	13.2%
Margins (₹ Crore)	Op. EBITDA	143.1	123.9	123.0	15.5%	16.3%
	PBT	128.9	98.6	90.3	30.7%	42.8%
	PAT	128.7	71.5	65.3	79.9%	97.1%
Margin (%)	Op. EBITDA	16.5%	15.2%	16.1%	125bps	43bps
	PBT	14.8%	12.1%	11.7%	271bps	306bps
	PAT	14.7%	8.8%	8.5%	600bps	627bps
EPS (₹)	Basic	41.7	23.2	20.5		
	Diluted	41.2	22.9	20.3		
12month Order Backlog	₹ Crore	2,194.7	2,168.8	1,861.8		
	\$mn	261.9	260.1	224.2		

## **CONSOLIDATED FINANCIAL SUMMARY - H1FY25**

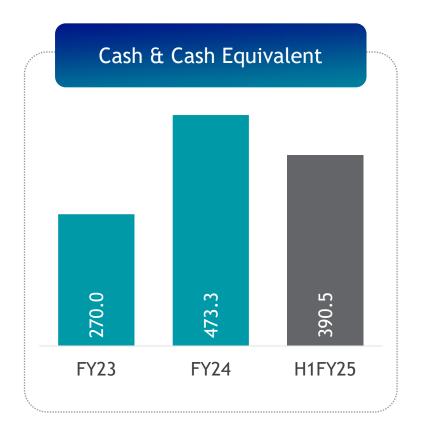
	Key Performance Metrics	H1FY25	H1FY24	YoY Growth
	Revenue from Operations (\$mn)	\$ 200.8	\$ 180.7	11.1%
Devenue	Revenue from Operations (₹ Crore)	1,680.3	1,490.8	12.7%
Revenue	Other Income (₹ Crore)	9.2	7.2	28.4%
	Total Income (₹ Crore)	1,689.5	1,498.0	12.8%
Margins (₹ Crore)	Op. EBITDA	267.1	250.0	6.8%
	PBT	227.6	190.6	19.4%
	PAT	200.1	138.8	44.2%
Margin (%)	Op. EBITDA	15.9%	16.8%	(88bps)
	PBT	13.5%	12.7%	74bps
	PAT	11.8%	9.3%	258bps
EPS (₹)	Basic	64.9	43.5	
	Diluted	64.2	43.0	
12month	₹ Crore	2,194.7	1,861.8	
Order Backlog	\$mn	261.9	224.2	

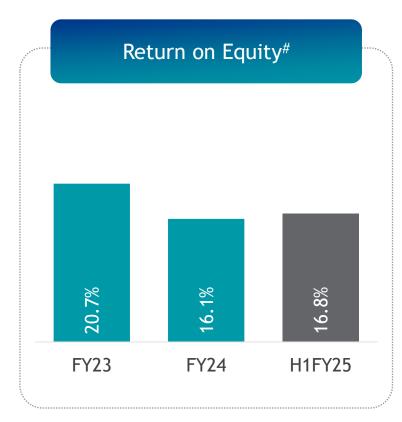
## **OPERATING METRICS Q2FY25**

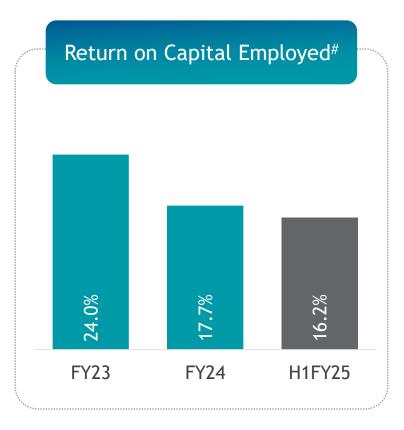
	Strengthening our business	Q2FY25	Q1FY25	Q2FY24
	New Clients Added	14	13	29
	Active Client during the Quarter	380	391	441
Client Base	New Clients Added	30.0%	31.5%	
	Top 10	14 380 28.5% 39.9% 78 5,505 3,821 1,684 28.2% 20.1% 85.6% 95 22.8 108.9 7.7	41.2%	41.3%
	No. of Clients with Annual Billing > USD 1mn	78	13 391 30.0%	67
	Total Employee	5,505	5,546	5,598
	• Offshore	3,821	3,851	3,978
• Onsite	• Onsite	1,684	1,695	1,620
Base	New Clients Added  Active Client during the Quarter  Top 5  Top 10  No. of Clients with Annual Billing > USD 1mn  Total Employee  • Offshore  • Onsite  Diversity (Women employees)  LTM attrition  Utilization net of leave  Days  Value (In mn) - £  Average rate/ ₹  Value (In mn) - \$	28.2%	28.2%	28.9%
Client Base  T T Employee Base  D DSO  FX Hedges	LTM attrition	20.1%	20.9%	19.1%
	Utilization net of leave	85.6%	86.5%	84.1%
DSO	Days	95	92	97
FX Hedges	Value (In mn) - £	22.8	11.2	17.0
	Average rate/ ₹	108.9	109.4	108.8
months	Value (In mn) - \$	7.7	7.0	9.7
	Average rate/ ₹	85.1	13 391 30.0% 41.2% 76 5,546 3,851 1,695 28.2% 20.9% 86.5% 92 11.2 109.4 7.0	82.8

## **BALANCE SHEET METRICS H1FY25 - CONSOLIDATED**

## Figures In ₹ Crore

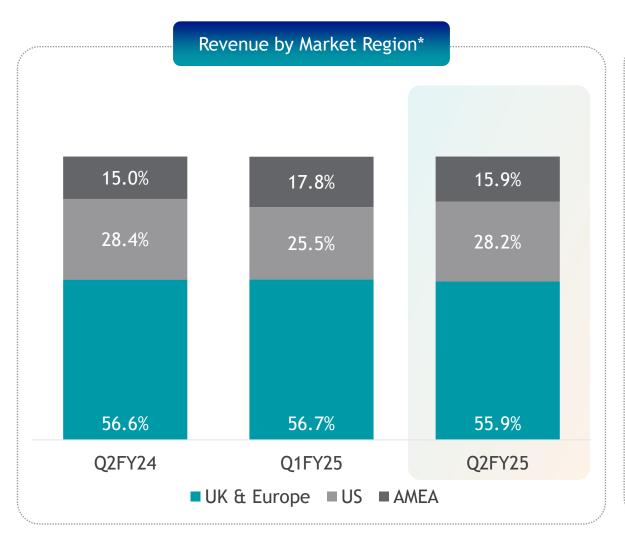


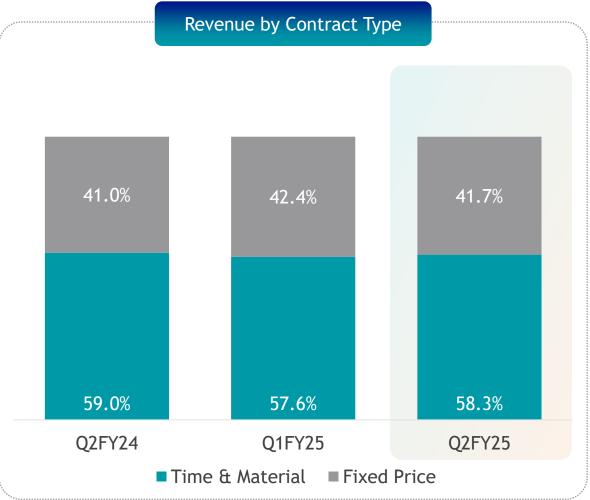




## **REVENUE ANALYSIS Q2FY25 - CONSOLIDATED**

## **Balancing Our Portfolio**





## OPERATIONAL PERFORMANCE

Revenue By Industry Segments Q2FY25 - Consolidated



- Health & Life Sciences
- Retail/ Consumer
- Manufacturing & Technology
- Financial Services #



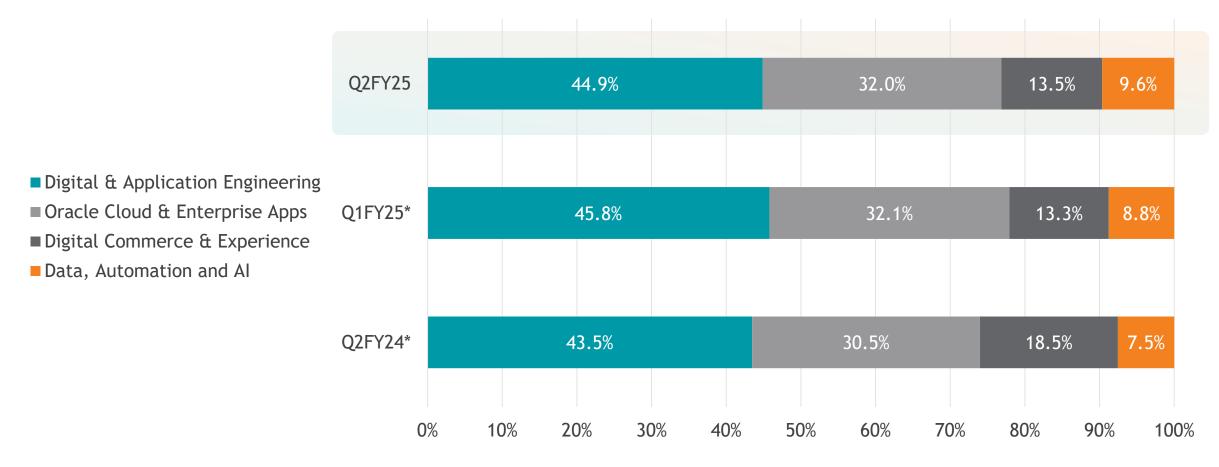
### Note:

<sup>#</sup> Financial Services includes consultancy/ professional services

<sup>\*</sup> Previous Quarters have been restated as per latest terminology

## **OPERATIONAL PERFORMANCE**

Revenue By Service Line Q2FY25 - Consolidated



### Note:

<sup>\*</sup> Previous Quarters have been restated as per latest terminology



# KEY WINS FOR THE QUARTER



## Government, Education & Financial Services

UK & Europe Americas Americas AMEA

## Client

A leading UK authority responsible for tax, payments, and customs.

A US-based provider of global study abroad programs, with campuses and partnerships across Europe, the Americas, and Asia. A global investment platform that provides fixed income, equity, and quantitative solutions to financial advisors, intermediaries, and institutional clients.

A large regional council in Australia, serving a community of over 190,000 residents.

## About the deal

Mastek will deliver 24x7 Live Service support for a Critical National Infrastructure (CNI) system, pivotal to maintaining the smooth flow of goods and services across UK borders. This support ensures the uninterrupted operation of a system vital to the nation's international trade, safeguarding the seamless movement of imports and exports essential to the UK economy's growth and resilience.

Mastek has been selected to implement Salesforce and oversee data migration, optimizing operational efficiency by eliminating redundant processes and systems. This partnership will enable the client to streamline their financial operations, enhance data integrity, and better manage their global programs.

Mastek has been engaged to provide specialized IT personnel to enhance the client's Investment Data Management Program. We will implement a Unified Data Platform and Model using Snowflake, modernizing processes to accelerate time to market, improve reporting and dashboard capabilities, and reduce total cost of ownership (TCO), driving operational efficiency and competitiveness.

Mastek has secured a pioneering multivendor engagement with the large Council, implementing Oracle Cloud Enterprise Suite & key solutions for their digital transformation initiative.

This initiative replaces legacy applications and integrates various standalone systems, providing a scalable solution that enhances customer service and supports new service offerings.

## KEY WINS FOR THE QUARTER

## Healthcare UK & Europe Americas Client

The UK healthcare ecosystem to deliver services for early disease monitoring and prevention by leveraging national data for citizen health.

An innovative not-for-profit healthcare organization providing high-quality, affordable healthcare and coverage.

A leading global provider of advanced analytics, technology solutions, and clinical research services for the life sciences industry.

A renowned healthcare institution in the Middle East specializing in advanced stem cell therapy, research, and regenerative medicine.

## About the deal

Mastek will partner with the national health provider to develop digital products that enhance disease monitoring and prevention. Our solutions will optimize the use of national data across platforms and systems, transforming operational efficiency, improving decision-making capabilities, and supporting the Government's health agenda.

Mastek is partnering with the client for the implementation and managed services of Oracle Cloud Enterprise Suite. This solution will streamline billing processes through integrated Claim and Membership systems, enhancing real-time visibility into financial analytics and driving operational efficiencies.

Mastek has been selected to lead a transformation project by supplying experienced business analysts for a significant reporting and analytics implementation. By focusing on KPIs and metrics for sales force effectiveness, Mastek will collaborate with the client to optimize reporting capabilities and drive impactful system transformations.

Mastek has partnered with the client to re-engineer business processes and provide integration services for seamless data flow, data migration, and management with **Oracle** Cloud. This project will enhance data visibility, improve compliance, accelerate financial closing, and foster greater efficiency and collaboration.



## Retail, Manufacturing & Technology

UK & Europe Americas Americas Americas

## Client

A global provider of advanced energy solutions, partnering with leading brands across various industries as a trusted manufacturer of original equipment.

US based company offering cloud enabled and mobile solutions.

A leading American multinational premium athletic apparel retailer and Fortune 500 company.

A Saudi Arabian contracting company specializing in infrastructure, construction, and marine works.

## About the deal

Mastek has secured a multi-year agreement for Oracle Cloud Enterprise Suite enhancement services, boosting operational efficiency for the client across multiple regions. This partnership delivers continuous support, flexible incident management, and predictable pricing, enabling scalable services and driving transformative digital outcomes for long-term business growth.

Mastek, as a trusted partner, has secured a contract for Mulesoft integration with all critical applications, enhancing productivity and eliminating duplication for the client. This solution will transform the existing citizen portal, improve security, and enhance call center applications.

Mastek has been selected as a Strategic Technology Partner, signing multiple incremental deals to deliver critical D2C initiatives. This includes migrations and business-driving functionalities for D2C and B2B websites, ensuring readiness for the critical holiday period.

Mastek to implement the Enterprise
Workforce Scheduler to enable the
client to effectively track operational
activities, including employee
movement, time management,
scheduling, project costs, and
reporting. This will streamline
workforce activities and time tracking,
providing real-time insights for
improved decision-making.



# STRATEGIC PRIORITIES & GENAI

## MASTEK-NVIDIA PARTNERSHIP

Mastek launches its icxPro platform with NVIDIA marking a significant stride in Mastek's non-linear growth strategy.

icxPro has demonstrated a 20% return on capital employed (ROCE) in the Manufacturing sector, with massive potential in the BFSI and Healthcare sectors.

## Key Solutions offered by icxPro Platform

## **Faster Time to Market**

Mastek's platform simplifies AI integration, accelerating the development of domain-specific solutions for Healthcare, Manufacturing, Retail, and BFSI.



## Superior CX management

icxPro, an end-to-end, cloud-native platform, seamlessly integrates with the NVIDIA AI stack, enabling the development of production-grade generative AI applications for superior CX management

## **Enhanced Customer Engagement**

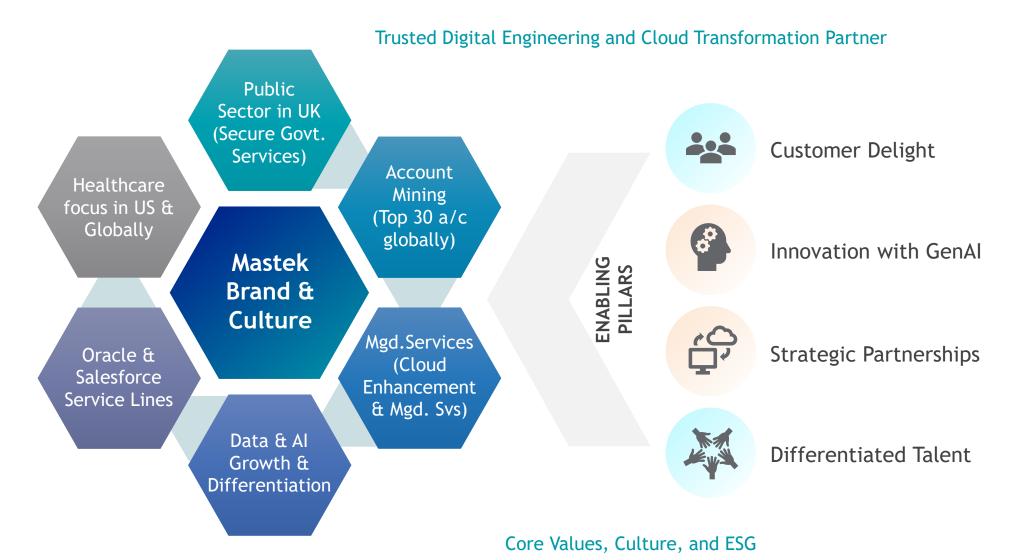
Businesses can leverage AI to gain deeper customer insights, personalize interactions, and automate tasks across various channels, resulting in a more seamless and engaging customer experience.

## John Fanelli, Vice President of Enterprise Software at NVIDIA

"By integrating NVIDIA NIM and other NVIDIA AI Enterprise software, developers using Mastek icxPro have a powerful, cloud-native solution that accelerates AI deployment and drives real business outcomes."

Our partnership with NVIDIA marks a pivotal step in advancing our AI-driven solutions

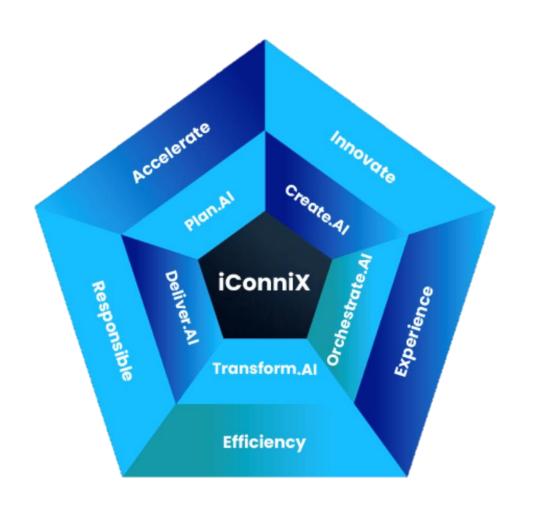
## **FY25 MASTEK STRATEGY & ENABLERS**



Investor Presentation | Earning Deck

## **MASTEK ICONNIX - GEN AI SOLUTIONS**

Accelerate growth through innovation and drive operational efficiencies with responsible Al





## Comprehensive **Portfolio**

Over 120 Al assets, 4 Al platforms, and solution blueprints.



## **Customized Solutions**

Tailored solutions like iCXPro, Al Amigo, and more to address unique requirements from personalized automation to intelligent decisionmaking



## **Accelerated Innovation**

With 5000+ employees trained in AI, the Service Lines and Nonlinear Platform teams are primed to leverage power of Gen Αl

## Why iConniX

The name "iConniX" reflects our dedication to fostering connections, driving innovation, and delivering value.

The 'i' signifies intelligent technology, 'conni' embodies connection and innovation

'X' represents our competitive edge and Al Experience

## Mastek iConniX

Accelerate Growth through innovation and drive operational efficiencies with Responsible AI

## iConniX Business Impact

Reducing Knowledge Latency

iConniX InfoGenius

iConniX TalentGenius

iConniX Parts Management

Enhancing customer experiences

iConniX Hyper-personalization

iConniX Customer Service

iConniX Fraud Analytics

**Driving Operational Efficiencies** 

iConniX Al Amigo

iConniX Software Delivery

iConniX Benefits Verification

## iConniX Al Services

## Plan, ai

- Generative Al maturity assessment
- Generative Al roadmap

### Create.ai

- Foundational data preparation
- Co-create customer specific use cases
- Data Modernization Services

## Orchestrate.ai

- Implement Gen AI features of existing platforms - SF, Oracle, MS Dynamics
- Orchestrate & Integrate holistic business processes across platforms

## Transform.ai

- Generative Al pilot
- Fine-tuning for organization specific use • case

## Deliver.ai

- · App dev pilot using Coding co-pilots
- Rapid UI/UX Design from high-level requirements
- Test automation using synthetic test data and test case generation

## **Platforms**





















## THANK YOU









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