

Date: April 28, 2017

Listing Department BSE Limited 25 th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400 001 Tel No. 022- 22723121 Fax No. 022- 22721919	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
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Dear Sir(s)/Ma'am(s),

Sub: Schedule of Investors/Analyst Meeting.

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

With reference to above cited regulation(s) and other applicable provisions, the Schedule of Investors/Analyst Meeting held on April 27, 2017 with the Company is given below:

Date	Type of Interaction	Discussion	Venue
April 27, 2017	Through Video Conference call with following Fund House/ Investors- Chrys Capital, Sundaram MF and Axis MF (one on one and group meetings)	Industry/ Company specific developments -Copy of Presentation is attached.	Mumbai

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

It is requested to note the same.

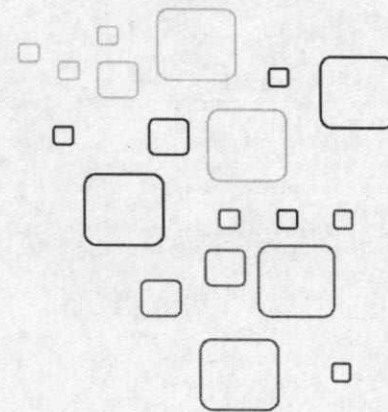
Thanking you,

Yours faithfully,

For MASTEK LIMITED


DINESH KALANI
COMPANY SECRETARY
Encl: As Above



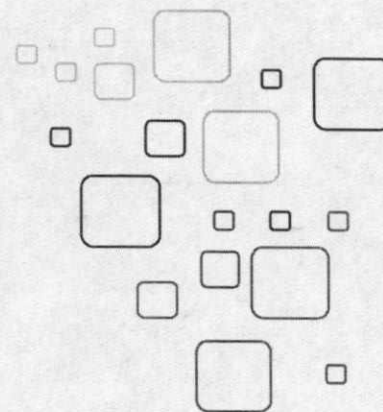


An Agile, Enterprise Quality Software Solution Provider
that delivers Digital Transformation



Investor Presentation

April 2017



Disclaimer:

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the sectors we operate including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professional, time and cost overruns on fixed-price, client concentration, our ability to manage growth, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, performance of our subsidiaries, withdrawal of government fiscal incentives, political instability, legal restrictions on raising capital, unauthorized use of our intellectual property and general economic conditions affecting our industry. Mastek may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company



Company Overview



Leading Indian IT Solutions Company	Experienced and professional management team	Acquisitions/ Demerger	Geography /Capabilities	FY'17 Financial Performance
• Founded in 1982 by Ashank Desai, Ketan Mehta, Sudhakar Ram and R. Sundar • A publicly held global IT player & a trusted partner in complex digital & agile transformation programs • Digital solutions constitutes ~60% to the business • Emerging as leaders in Enterprise Digital Transformation journey	• Professional Industry experts to drive next phase of growth in digital journey. • Supported by an experienced second in line management team	• In 2000, Acquired Systems Task Group (STG)MCS Global, Inc. (US) • In 2007, Acquired Vector Insurance Services in North America • In 2010, Acquired Kognitio Data • In 2015, Acquired Indigo Blue (UK) • In 2015, Demerged Insurance Product and Services Business into Majesco Ltd. • Dec 2016, Acquisition of Taistech.	• Geography: - United Kingdom - North America - Asia Pacific Region • Service Lines: - Consulting - Digital Commerce - BI & Analytics - Apps Development - Support & Maint - Assurance & Testing	• Total Income : Rs 572.2 crore • EBITDA before exceptional items : Rs 62.6 crore (10.9% of Total Income) • PBT : Rs 43.8 crore; up 165% Y-o-Y • PAT at Rs 36.9 crore; 169% Y-o-Y • Total client count was 159 (LTM) • 12-month order backlog : Rs 333.2 crore (£ 41.2 mn) • Total cash & cash equivalent : Rs 149.3 crore



Years Gone By....



FY'16

- Year of Demerger : Mastek & Majesco; June'15
- Acquisition of Indigo Blue; May'15
- Termination of Joint Venture with Legal Practice Technologies (LPT); Dec'15
- Challenging customer engagement in an account; significant spend, no revenue

FY'17

- Conclusion of problematic account; June'16
- Augmentation of Management Team – In geography, sales focussed CEO on-boarded; Nov'16
- Opened US geography : acquisition of Taistech; strong Digital commerce footprint; Dec'16
- Stable Financial Performance



What's Changing?



☐ Business

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

☐ UK Business

- Synergies between Indigo Blue and Mastek capabilities; giving winning momentum
- Digital Transformation drive of UK Govt : Contracts driven by G-Cloud and DOS Framework
- Strong Enterprise accounts (Tier 1 brands)

☐ US Business

- Accelerate the growth of TaisTech
- Strengthen the Digital Commerce offering with Mastek Capabilities (Cross Sell)

☐ India Business

- ✓ Profitable engagement in Govt. space; Focus on Cash Collection

☐ Performance Management

- ✓ Focus on Sales Effectiveness
- ✓ Focus on cost management and operational efficiencies
- ✓ Financial predictability

☐ Acquisition/ Investment

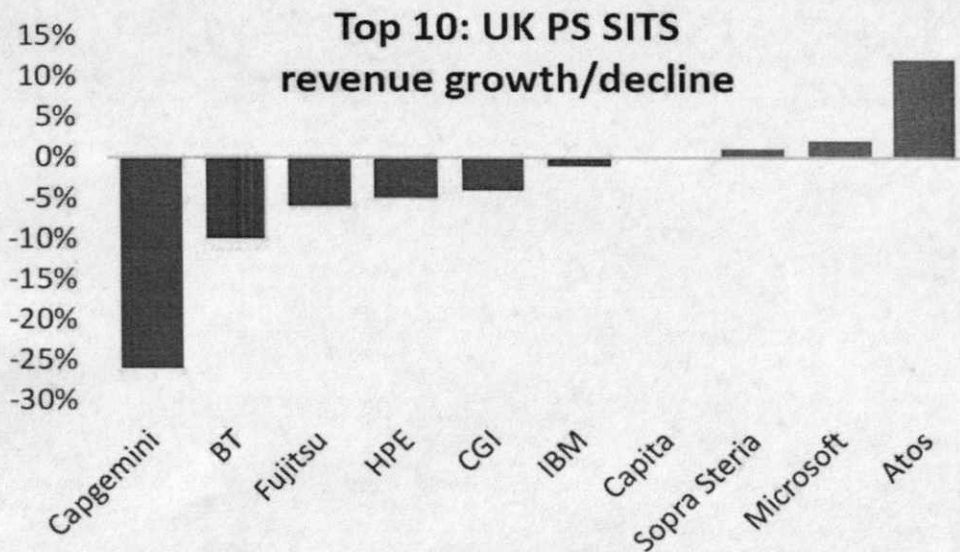
- ✓ Integrate TaisTech; continue to scout for opportunities
- ✓ Monetize investment in Majesco US, at an opportune time and appropriate value



Recognised as an 'Agile Disruptor' in Public Sector



The Disrupted & The Disruptors



www.techmarketview.com



IaaS: Turnover doubled

Agile development



Disaggregation beneficiaries



G-Cloud sales jumped

The disrupted are disrupting too!

- Well poised to be among the top providers of agile digital transformation solutions



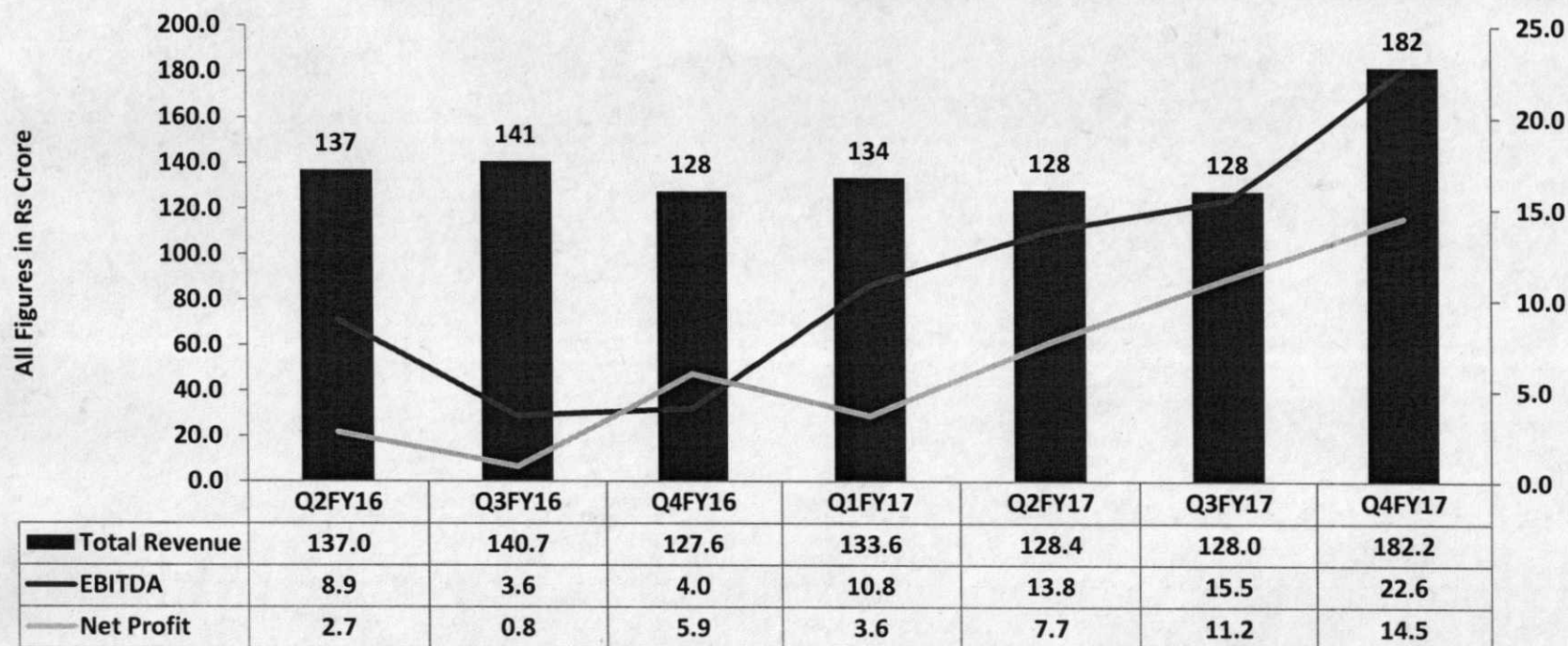
TAISTECH – Key Facts



Business	• High –growth company providing end-to-end digital-commerce services including strategy, creative design, implementation and managed services. Has been developing competencies and IP around mobile applications / big data etc. • Strong relationship and expertise in Oracle Commerce – Gold Partner			
Solution and Services	Digital-Commerce Technology	Quality Assurance	Mobile Applications	Big data
	• E-commerce Platform & Solutions • Omni-channel E-commerce Strategy • Website & Platform Hosting Services • Custom Application Development • Application Maintenance, Enhancements & Enterprise Integration • Visual & Creative Design	• Quality Assurance Testing • QA Automation Framework To Reduce The Time To Go Live	• Software Development for iOS, Android, Windows and Blackberry Platforms	• Data Integration • Analytics Consulting • Optimization Reporting & Analysis
Clients	• Key verticals of focus include fashion and lifestyle retail and technology.			
Mastek Interest	• Strong customer base; Cross Sell opportunity • Good base with ready resources for US growth • Digital-commerce capability			
Locations	• Headquartered in the US with 200 + employees across offices in the US – Dallas and India – Gurgaon, Noida & Chennai			



Mastek Financial Summary



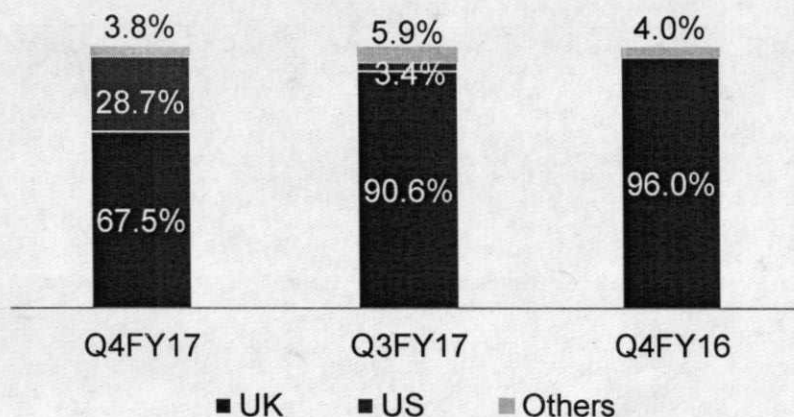
- ❑ Q4FY17 constant currency growth at 42.3% on QoQ basis (Organic 5.7%)
- ❑ EBITDA margin showed a smart resilience for the third successive quarter; up by 30 bps QoQ to 12.4%
- ❑ PAT grew by 28.7% in Q4FY17 to Rs 14.5 Cr driven by Taistech acquisition, ongoing operational improvement initiatives and effective expense management
- ❑ Cash and cash equivalent of Rs. 149.3 cr as on 31st Mar, 2017



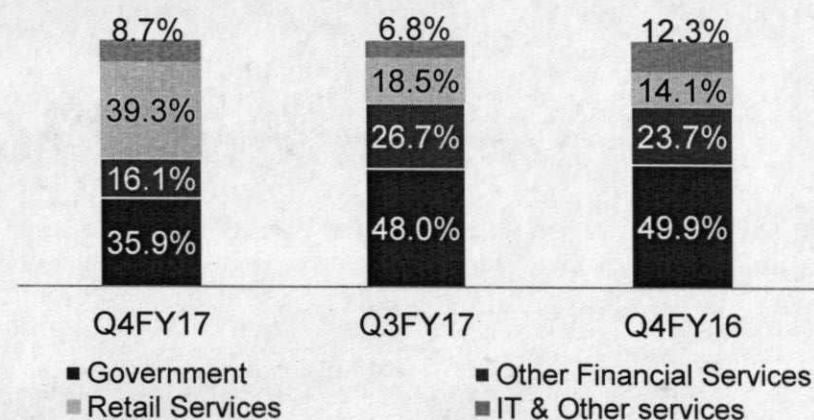
Revenue Analysis



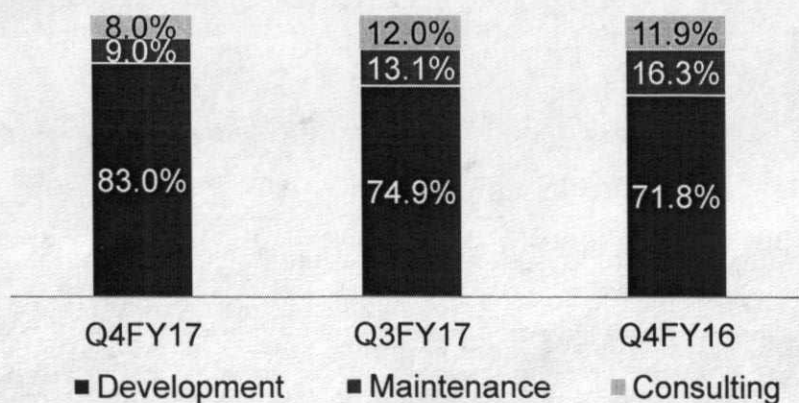
Revenue by Region



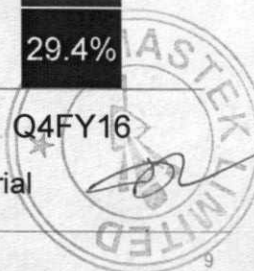
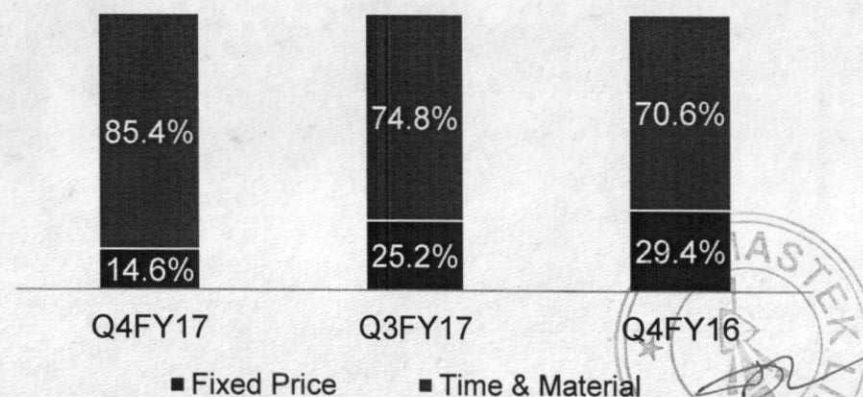
Revenue by Industry



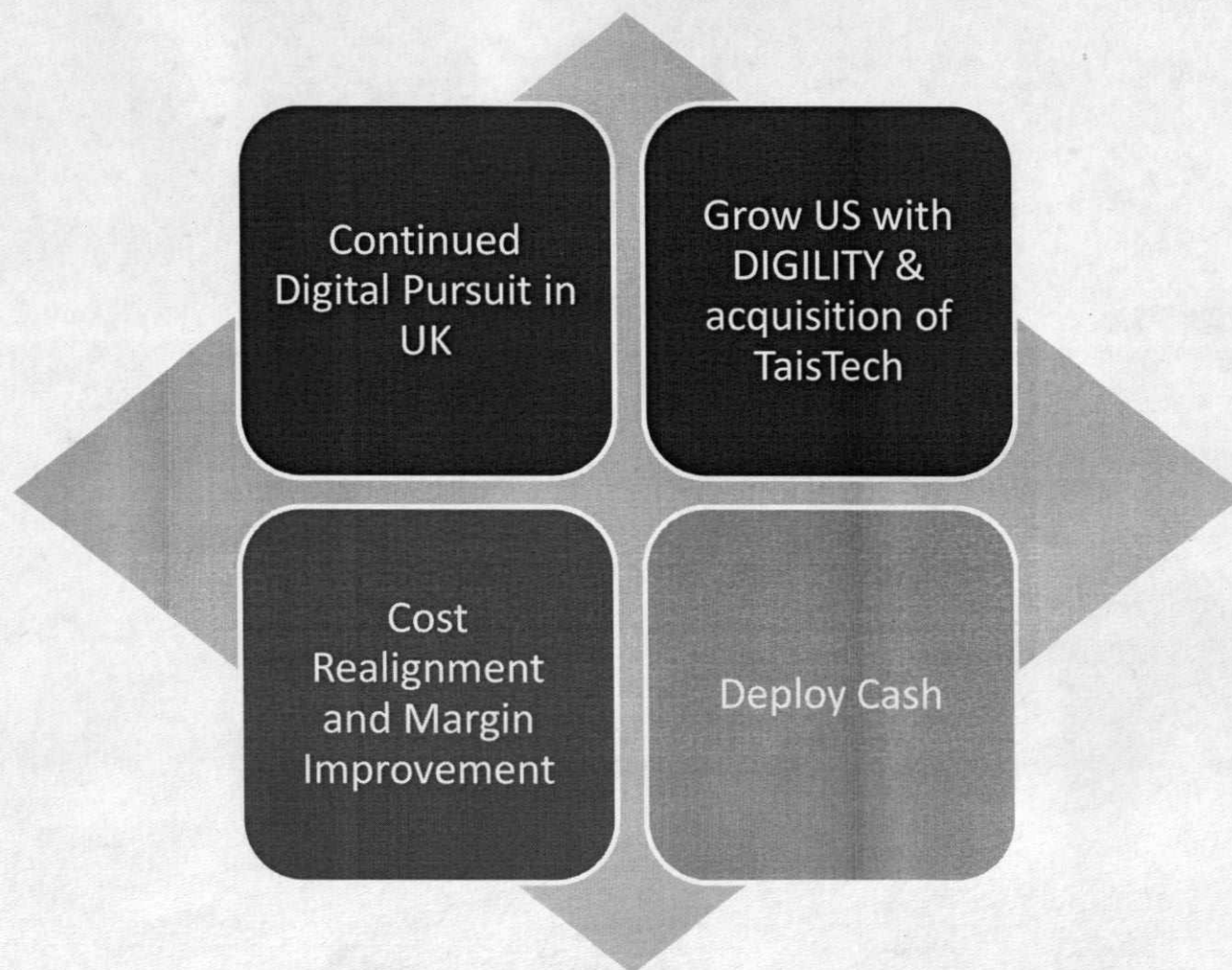
Revenue by Offerings



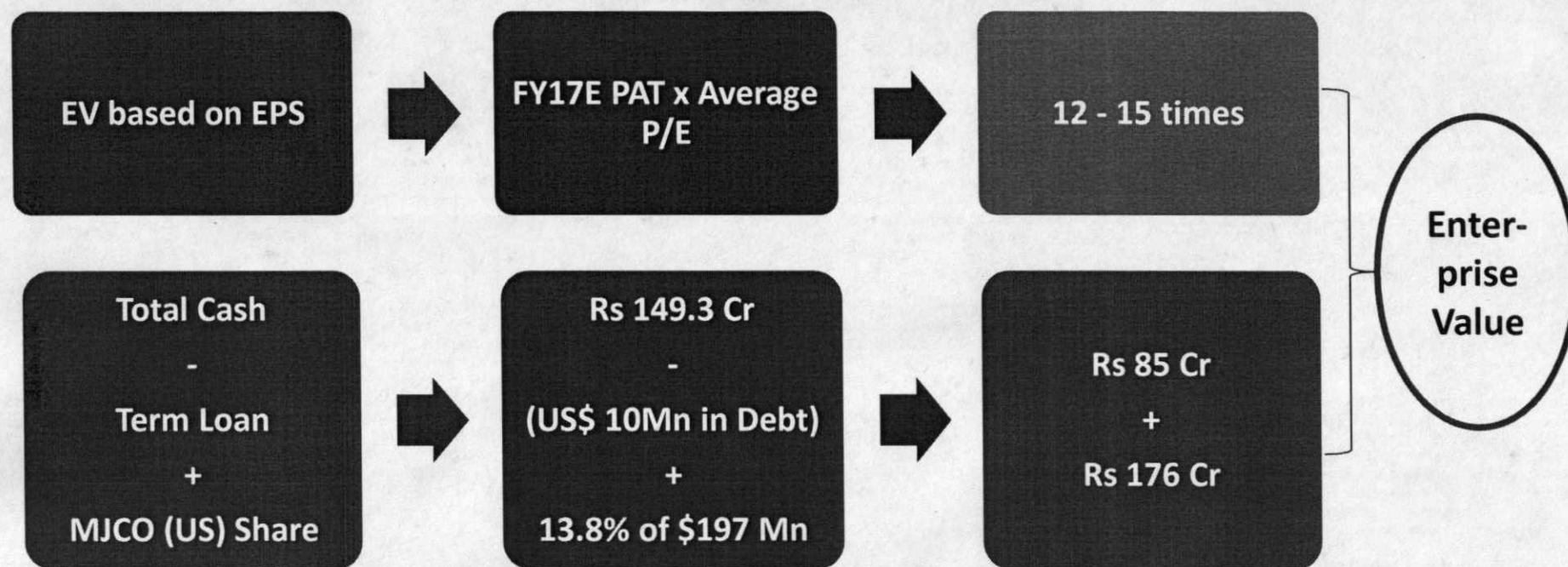
Revenue by Type



Pillars of Performance Improvement



Enterprise Value (EV)



Mastek Market Cap as on 26th Apr'17 @ INR 629 Crore



THANK YOU

About Mastek

Mastek is a publicly held (NSE: MASTEK; BSE: 523704) leading IT player with global operations providing enterprise solutions to government, retail and financial services organizations worldwide. With its principal offshore delivery facility based at Mumbai, India, Mastek operates in the UK and Asia Pacific regions. Incorporated in 1982, Mastek has been at the forefront of technology and has made significant investments in creating intellectual property, which along with proven methodologies and processes, increase IT value generation to its customers through onsite and offshore deliveries. For more information and past results & conference call transcripts, please visit our web site www.mastek.com (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>

