

Systematix

Wealth Management

Q2FY25 Result Update

Sector	Ratings
IT	BUY
Current Price	Target
Rs.2,879	Rs. 3,351
Potential upside	Holding
16%	12 months

Stock Information	
Sensex/Nifty	81,151/ 24,781
Bloomberg	MAST:IN
Equity shares (Cr)	3.08
52-wk High/Low (Rs)	3,147/2,106
Face value (Rs)	5
M-Cap (Rs Cr)	8,945
2-wk Avg Volume (Qty)	3,83,349

Shareholding pattern %

Particulars	Mar-24	Jun-24	Sep-24
Promoters	36.3	36.3	36.2
DII	7.1	7.1	10.4
FII	14.4	14.0	8.1
Public	42.3	42.6	45.2

Financial Summary (Rs. crs.)

Summary P&L	FY24	FY25E	FY26E
Revenue	3,055	3,547	4,266
EBITDA	509	600	743
EBITDA %	16.7	16.9	17.4
EBIT	419	519	657
EBIT %	13.7	14.6	15.4
PAT	300	369	449
PAT %	9.8	10.4	10.5
P/E (x)	29.6	24.1	19.8
P/B (x)	4.2	3.9	3.5
EV/EBITDA (x)	17.8	15.1	12.2

Nifty 50 Vs Mastek Ltd



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Mastek Ltd

21th Oct 2024

Revenue increased by 7% QoQ and 13% YoY to Rs.867 crore, while EBITDA raised by 15% QoQ and 16% YoY to Rs.143 crore, improving the EBITDA margin to 16.5%, up from 15.2% in Q1 FY25 and 16.1% in Q4 FY24. Net profit before exceptional item grew by 63% QoQ and 68% YoY while it surged by 80% QoQ and 105% YoY to Rs.129 crore, after one-time exceptional gain of Rs.12 crore. Days sales outstanding (DSO) increased to 95 days from 92, primarily due to delayed collections; however, no challenges are anticipated, and improvements are expected in H2FY25.

The company's order backlog of Rs. 2,195 crore shows muted QoQ growth of just 1%, despite a 17.9% YoY increase. Active clients decreased from 391 to 380, suggesting a focus on deeper account mining that may hinder broader client acquisition. Revenue from the UK and Europe fell slightly to 55.9%, while the US contribution improved to 28.2%. The AMEA region also declined to 15.9%, signaling potential challenges. Borrowings increased to Rs.643.6 crore due to a \$24–\$25 million (~Rs.213 Crs) rise related to the MST acquisition earnout, raising financial stability concerns. The current quarter's figures reflect a mid-quarter wage hike's partial impact, with full adjustments set for Q3. A margin impact of 120-130 basis points is anticipated, but strategic initiatives are expected to support margins in the 17%-18% range for H2FY25.

We maintain a cautiously optimistic outlook for the UK, expecting a margin impact of 120-130 basis points from wage hikes, which we believe will be mitigated by strategic initiatives. We value the stock at a PE ratio of 23x, with a revised FY26E EPS of Rs. 146, reflecting a ~2% increase from our previous EPS of Rs. 143. Hence, we increase our target price to Rs. 3,351, (from earlier TP of Rs. 3,279). We recommend a BUY on the stock, with a potential upside of 16%.

Muted QoQ Order Book Growth Amid Focus on Key Accounts

The company's order backlog stands at Rs. 2,195 Crs, up 17.9% YoY and 1% QoQ. In Q2 FY25, 14 new clients were added, bringing the total to 380, down from 391 in Q1. The reduction reflects a strategy of deeper account mining, focusing on increasing revenue per account and enhancing client engagement.

Steady UK and Europe Revenue Growth with Optimism for Healthcare Opportunities

In Q2 FY25, revenue from the UK and Europe accounted for 55.9% of the company's total revenue, slightly down from 56.7% in Q1, while the US market contributed 28.2%, up from 25.5% in Q1. The UK market demonstrated resilience, with significant deals in healthcare, and the company remains cautiously optimistic about future opportunities amid ongoing budget planning and a new Labour government. Meanwhile, the North American region experienced robust 18% QoQ growth, driven by strong Oracle and Salesforce services, alongside a successful healthcare portfolio. In the AMEA region, revenue was 15.9%, down from 17.8% in Q1FY25 but up from 15% in Q2 FY24. Australia emerged as a key growth market, particularly in local government and healthcare sectors, with the expectation of becoming a substantial part of the company's business in the long term. Overall, execution across all service lines in the AMEA region has positively contributed to the company's performance.

Mastek Completes MST Acquisition with Increased Borrowings

The company reported gross cash of Rs.390.5 Crs for the quarter, with borrowings at Rs.643.6 Crs as of September 30th, reflecting an increase of \$24–\$25 million (~Rs.213 Crs) to fund the MST acquisition earnout. Mastek now fully owns the Salesforce MST business, with no further payouts expected.

Q2FY25 Earning Concall Highlight:

Margin

The reported figures for the current quarter reflect a partial impact from the midquarter wage hike for certain employee grades, with the full wage adjustment scheduled to take effect in Q3. Additionally, the stronger performance of the British Pound (GBP) against the US Dollar provided a favorable boost during the quarter. A margin impact of approximately 120-130 basis points (bps) is anticipated on a QoQ basis; however, the company has implemented various strategic initiatives to mitigate much of this impact. These efforts are expected to support strong margin performance in both H2FY25, with margins projected to remain in the range of 17% to 18%.

Order Book and Client Addition

The company's deal pipeline remains robust, with a strong order backlog of Rs. 2,195 Crs, reflecting a healthy growth of 17.9% YoY. In Q2 FY25, the company successfully onboarded 14 new clients, bringing the total number of active clients to 380, compared to 391 in Q1 FY25. This reduction in client count highlights the company's strategy of deeper account mining and a focus on increasing revenue per account. This approach ensures better engagement with existing clients while driving growth in key accounts.

Revenue by Market Region

UK & Europe

Revenue from the UK and Europe accounted for 55.9% of the company's total revenue in Q2 FY25, compared to 56.7% in Q1 FY25 and 56.6% in Q2 FY24. The UK market has shown resilience, with the company securing several significant deals, particularly in the healthcare sector. The secured segment has remained stable, and overall, the UK and Europe business continues to deliver steady growth. The company remains cautiously optimistic about the upcoming quarter, given the ongoing budget planning by the UK government and the transition to a new Labour government. This new leadership is expected to bring greater clarity to the healthcare investment strategy, which could present additional opportunities for the company in the near future.

US

The US market contributed 28.2% to the total revenue in Q2 FY25, compared to 25.5% in Q1 FY25 and 28.4% in Q2 FY24. On a quarter-on-quarter (QoQ) basis, the North American region saw a robust growth of 18%, driven by strong performance in Oracle and Salesforce-related services. The healthcare portfolio in the US also experienced significant traction, with several key deals closed and new clients added during the quarter.

AMEA (Asia, Middle East, and Africa)

The AMEA region contributed 15.9% to the company's revenue in Q2 FY25, down from 17.8% in Q1 FY25, but up from 15.0% in Q2 FY24. Australia remains a key growth market within the region, with strong traction observed across various sectors, particularly local government, healthcare, and ports. Several new clients were secured during the quarter, and over the long term, Australia is expected to become a substantial part of the company's business. Execution across all service lines in the AMEA region has progressed well, contributing positively to the company's overall performance.

Company Accelerates Al Innovation with Tailored Solutions, Targeting Q4 FY25 Market Launch

The company is making strides in the field of Artificial Intelligence (AI), specifically focusing on developing AI solutions tailored to its clients' needs. These AI solutions aim to create multiple use cases and applications that will enable clients to automate various aspects of their business. The company has already initiated discussions with several customers and expects to bring these AI-driven offerings to the market by Q4 FY25. This strategic move positions the company at the forefront of innovation, helping clients enhance operational efficiency and leverage AI to gain a competitive edge in their respective industries.

Mastek Completes MST Acquisition with Increased Borrowings; Fully Owns Salesforce Business

The company reported gross cash of Rs.390.5 Crs for the quarter. As of September 30th, borrowings stood at Rs.643.6 Crs. During the quarter, borrowings increased by approximately \$24–\$25 million (~Rs.213 Crs), primarily to fund the earnout related to the MST acquisition. With this, Mastek now fully owns the Salesforce MST business, and no further payouts are anticipated in future quarters.

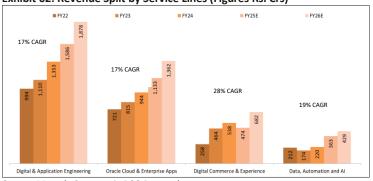
Q2FY25 Result Update

Particulars (INR Cr)	Q2FY25	Q1FY25	Q2FY24	Growth (%)		H1FY25	H1FY24
				Q-o-Q	Y-o-Y		
Revenue	867.4	812.9	765.5	7%	13%	1680.3	1490.8
Expenditure	724.3	689.0	642.5	5%	13%	1413.2	1240.8
EBITDA	143.1	123.9	123.0	15%	16%	267.1	250.0
Other Income	5.0	4.2	4.8	20%	4%	9.2	7.2
Profit Berfore Tax	117.2	98.6	94.4	19%	24%	215.8	194.7
Tax	0.3	27.1	25.0	-99%	-99%	27.4	51.8
Profit After Tax	116.9	71.5	69.4	63%	68%	188.4	142.9
Exceptional item	11.8	0.0	-4.1	-	1	11.8	-4.1
Non Controlling Interest	0.0	0.0	2.5	-	1	0.0	5.9
Net - Profit After Tax	128.7	71.5	62.8	80%	105%	200.2	132.9
ОРМ	16.5%	15.2%	16.1%			15.9%	16.8%
PATM With Exceptional Item	14.8%	8.8%	8.2%			11.9%	8.9%
PATM Without Exceptional Item	13.5%	8.8%	9.1%			11.2%	9.6%

- Revenue grew by 7% QoQ and 13% YoY to Rs. 867 Crs.
- EBITDA margin grew by 15% QoQ and 16% YoY to Rs. 143 Crs.
- Margin grew 152 BPS to 16.5% from 15.2% in Q1FY25 Vs 16.1% in Q4FY24. The
 reported numbers reflect a partial impact from the mid-quarter wage hike for
 certain grades, with the full wage hike set to take effect in Q3. Additionally,
 stronger GBP performance against the dollar provided some support during the
 current quarter. A 120-130 bps impact is expected QoQ, but various initiatives are
 underway to absorb much of this, ensuring strong margin performance in H2FY25.
 Margin is expected to be in range of 17% to 18%.
- Net Profit grew by 80% QoQ and 105% YoY to Rs. 129 Crs. Due to onetime gain of exceptional amount of Rs. 12 Crs. (Without exceptional item Net PAT grew by 63% QoQ and 68% YoY basis).
- Gross cash for the quarter was at Rs. 390.5 Crs.
- Borrowing as of the 30th September stood at Rs. 643.6 Crs. During the quarter, borrowing increased by approximately \$24-\$25 million to fund the earnout for the MST acquisition. Mastek now fully owns the Salesforce MST business, with no further payouts expected in future quarters.
- During the quarter, DSO (Days sales outstanding) increased to 95 days from 92, mainly due to delayed collections. However, no challenges are anticipated, and the DSO is expected to improve in H2FY25.

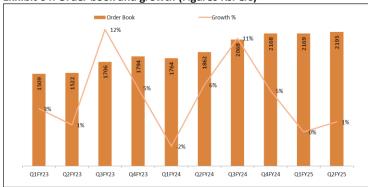
Story In Charts

Exhibit 02: Revenue Split by Service Lines (Figures Rs. Crs)



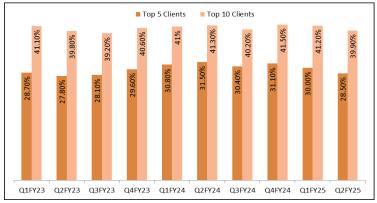
Source: Mastek, Systematix PCG Research

Exhibit 04: Order book and growth (Figures Rs. Crs)



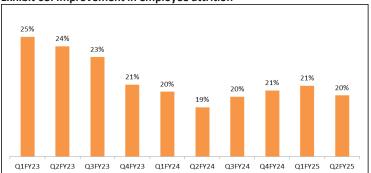
Source: Mastek, Systematix PCG Research

Exhibit 06: Client concentration



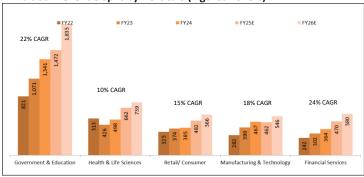
Source: Mastek, Systematix PCG Research

Exhibit 08: Improvement in employee attrition



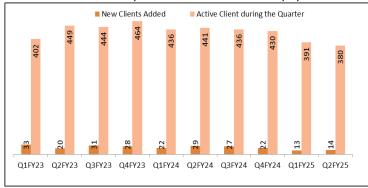
Source: Mastek, Systematix PCG Research

Exhibit 03: Revenue Split by Verticals (Figures Rs. Crs)



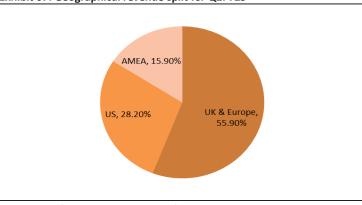
Source: Mastek, Systematix PCG Research

Exhibit 05: Client addition, Focus towards more > USD 1, 3, 5 Mn Client



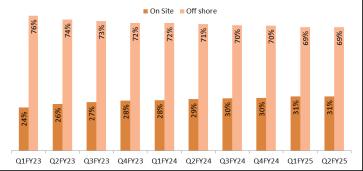
Source: Mastek, Systematix PCG Research

Exhibit 07: Geographical revenue split for Q2FY25



Source: Mastek, Systematix PCG Research

Exhibit 09: On Site Vs Off Shore employee split



Source: Mastek, Systematix PCG Researc

Financial Summary

Income Statement (Rs crs)	FY22	FY23	FY24	FY25E	FY26E
Revenue from Operations	2,184	2,563	3,055	3,547	4,266
Expenses	1,721	2,108	2,546	2,947	3,523
EBITDA	463	456	509	600	743
Depreciation and Amortisation	43	67	90	81	86
EBIT	420	388	419	519	657
Net Interest Cost	8	25	44	48	64
Other income	36	38	16	16	15
Exceptional items- gain	0	25	-4	12	0
PBT	448	427	386	499	608
Tax expense	115	117	75	117	142
PAT including minority interest	333	310	311	382	465
Attriutable to minority interest	38	17	11	13	16
Net Profit attributable to owners	295	293	300	369	449
Balance Sheet (Rs crs)					
Fixed Assets including investment property, Capital WIP	65	66	60	57	53
Intangible Assets incl right of Use of assets & goodwill	780	1,681	1,891	1,970	2,048
Investments &Other non current assets	12	14	19	23	29
Loans & other Financial Assets	42	31	36	34	35
Non current tax Assets including defered tax assets	74	108	129	129	129
Total Non Current Assets	973	1,901	2,134	2,213	2,295
Cash & Cash equivalents including bank balances	767	208	383	406	433
Receivables	436	507	541	604	659
Investments	15	56	77	89	104
Other current assets incl financial assets	298	469	543	612	761
Total Current Assets	1,515	1,240	1,543	1,710	1,958
Total Assets	2,488	3,141	3,678	3,937	4,272
Share capital	15	15	15	15	15
Net worth including minority interest	1,222	1,775	2,100	2,285	2,509
Long Term Borrowings	121	269	313	343	388
Non current Lease liablities and provisions	35	56	62	35	25
Non current deffered tax liablities	21	30	34	34	34
Other financial liabilities	237	276	99	75	42
Total Non Current Liablities	414	631	507	487	489
Trade Payables	187	183	220	240	259
Short Term borrowings	69	102	173	214	250
Current Lease liablities and provisions	32	43	43	32	32
Other current liablities incl financial liablities	438	286	519	552	589
Contract liabilities incl Current tax liability, net	125	121	114	128	144
Total Current Liablities	852	736	1,070	1,166	1,274
Total Equity and Liablities	2,488	3,141	3,678	3,937	4,272

Basic Ratios (Rs.)	FY22	FY23	FY24	FY25E	FY26E
EPS	98	96	97	120	146
Growth (%)	19%	-2%	1%	23%	22%
Book Value	407	581	681	741	814
Growth (%)	-1%	43%	17%	9%	10%
Valuation Ratios					
P/E (x)	29.3	30.0	29.6	24.1	19.8
P/CEPS (x)	112.6	118.1	126.6	145.8	173.5
P/BV (x)	7.1	5.0	4.2	3.9	3.5
EV	8,183.2	9,031.6	9,029.9	9,057.0	9,092.8
EV/Sales (x)	3.7	3.5	3.0	2.6	2.1
EV/EBITDA (x)	17.7	19.8	17.8	15.1	12.2
Profitablity Ratio (%)					
ROE	26%	20%	16%	17%	19%
ROA	12%	10%	9%	10%	11%
ROCE	21%	14%	12%	13%	14%
Margin (%)					
EBITDA	21%	18%	17%	17%	17%
EBIT	19%	15%	14%	15%	15%
PBT	21%	17%	13%	14%	14%
PAT	14%	11%	10%	10%	11%
Leverage Ratios					
Interest Coverage Ratio (x)	0.0	0.1	0.1	0.1	0.1
Net D/E (x)	-0.4	0.1	0.1	0.1	0.1
Net Debt/ EBITDA (x)	-1.0	0.5	0.3	0.3	0.3
Liquidity Ratios					
Current Ratio	1.8	1.7	1.4	1.5	1.5
Cash Ratio	0.9	0.3	0.4	0.3	0.3
Growth Ratio (%)					
Sales	27%	17%	19%	16%	20%
Expenses	27%	22%	21%	16%	20%
EBITDA	27%	-1%	12%	18%	24%
Interest Cost	-5%	222%	80%	8%	33%
PBT	32%	-5%	-10%	29%	22%
PAT	41%	-1%	3%	23%	22%
Cash EPS	12%	5%	7%	15%	19%

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Disclosure of Interest Statement	Update
Analyst holding in the stock (%)	None
Served as an officer, director or employee	No

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EXPLANATION TO RATINGS: BUY: TP>15%; ACCUMULATE: 5%<TP<15%; HOLD: -5%<TP<5%; REDUCE: -15%<TP<-5%; SELL: TP<-15%

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