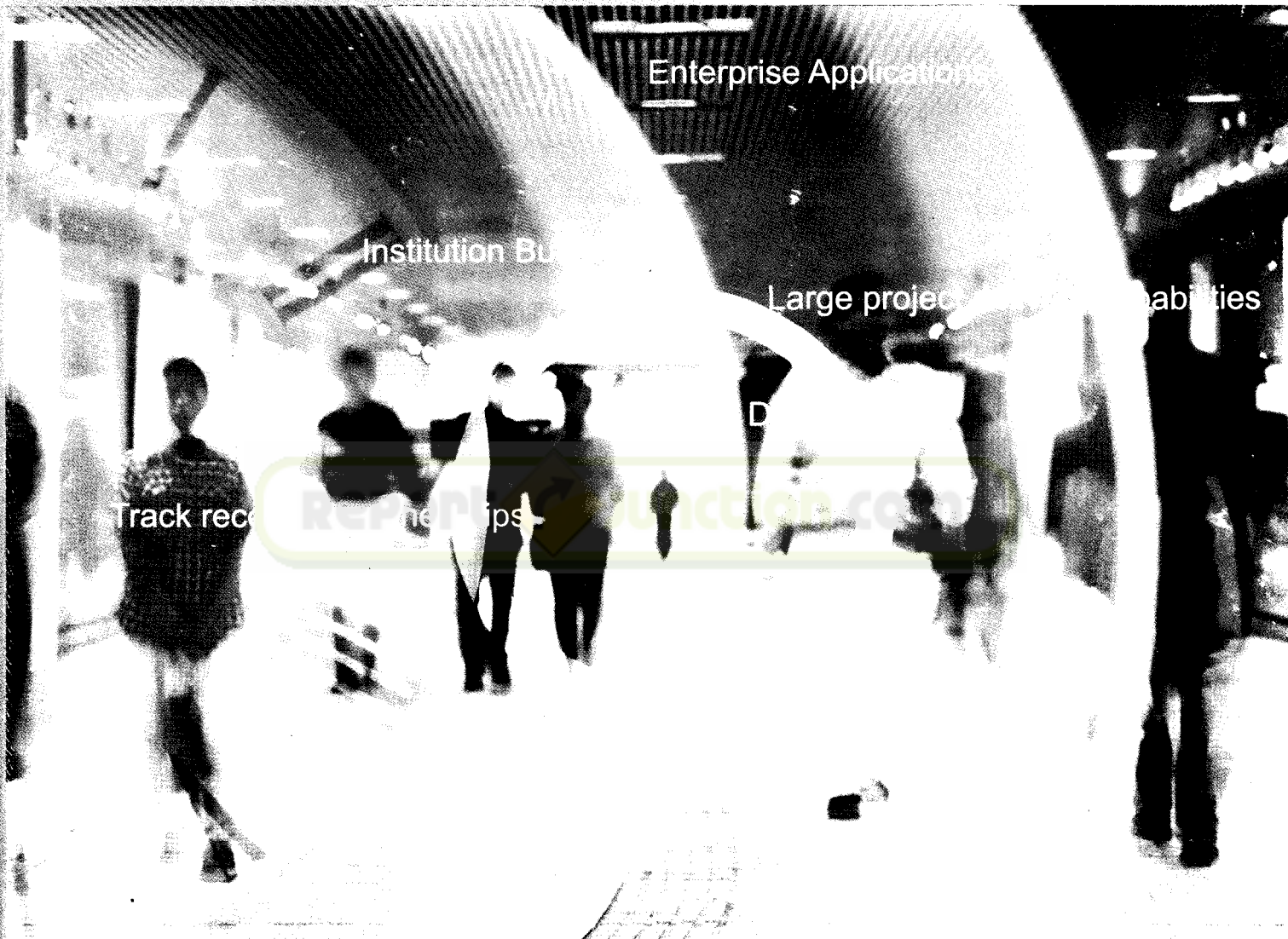
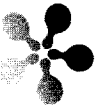


# Mastek at its **C** **RE**



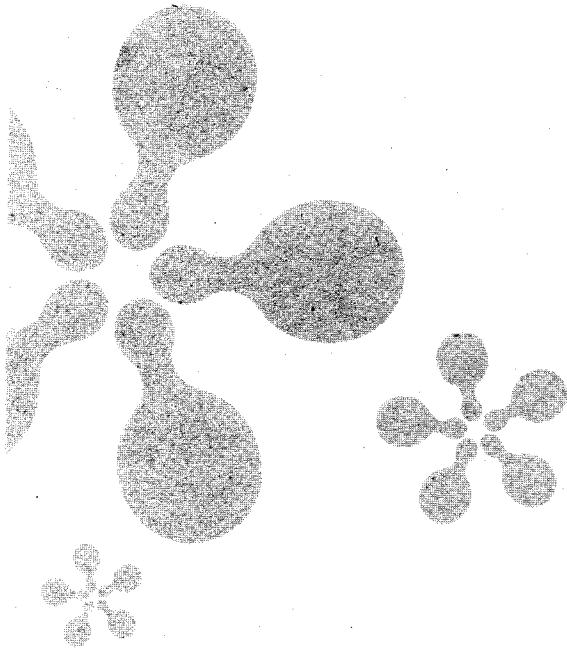
**MASTEK**  
MAKING SENSE OF THE WORLD

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Management is doing things right;  
Leadership is doing the right things.

— Peter F. Drucker



Solutions Focus



Large Project Delivery





## Mastek at its CORE

### Solutions Focus

In every project we do, our aim is to deliver solutions that make an impact on the customer's business, solve their most vexing problems and meet their business vision. That is why we structure our engagements around customer outcomes instead of focusing on just meeting service levels or delivering to specifications.

There are many reasons for our ability to architect innovative solutions: our proven technological prowess, a history of innovation, mature processes and the commitment to make results happen for our customers at all costs.

As a result of our focus on delivering solutions, we have been able to partner with customers at a very early stage; for instance, in many cases we have been involved even in defining requirements. This enables us to build solutions that have a greater impact on a customer's business. Not surprisingly, Mastek has implemented many large-scale, complex and mission-critical projects successfully and predictably.

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### Enterprise Applications and large project delivery capabilities

Many of our customers are large organizations who have complex business and IT systems and processes. As a company that is focussed on achieving a customer's business vision, Mastek builds solutions with the entire enterprise in mind. Such an approach completely changes the scale of thinking and requires unique abilities and skill sets.

An application-centric approach can never solve enterprise-scale problems. Enterprise applications demand a broader view, encompassing a complex set of value chains, business processes and internal and external systems. Mastek has consistently succeeded in building such large-scale and complex solutions because of its unique capabilities. These include enterprise architecture, program management, system integration, mature processes and an ability to work collaboratively in consortiums and with multiple vendors.

Institution Building

Partnerships

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## Track record of partnerships

Mastek has a stellar track record of building and sustaining long-term relationships with customers, system integrators, partners and suppliers. We have executed some of our biggest projects such as London Congestion Charging and NHS Spine as partners in a consortium. More than 90% of our revenue comes from repeat business.

The reason for our success in building win-win relationships is our culture of playing as a team, our commitment to make a valuable difference and our ability to structure innovative partnership models. All our partnerships are based on the principle of shared fate. As a result, we are constantly going the extra mile to make every partnership a successful one.

## Institution Building

Every institution is built around an idea, a purpose. An institution comprises people, processes and systems that work together to fulfil a common purpose; to turn the idea into a reality. As an institution, Mastek is driven by the purpose of creating consistent and ever-increasing value for all stakeholders: customers, employees, shareholders and society.

Our aim is to create an institution that makes a lasting impact on our customers' businesses through outcome-driven solutions; creates value for shareholders through good corporate governance; builds inspired leaders among employees through innovative HR practices; and makes the world a better place by being socially-responsible and supporting a wide range of meaningful causes.

Values Driven

People Focused

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## People Focused

For Mastek, people are not just valuable assets or resources. They are partners, and as important to the success of the company as any of our other stakeholders. As a company, we can grow only if our people grow along with us.

Our aim is to build inspired leaders across the organisation. Besides training our employees to become better professionals through initiatives such as Capability Building Framework and the Career Development Scheme, we also focus on helping them develop as individuals and leaders through programs like the Leadership Development Framework.

Helping employees achieve an optimal work-life balance is an important part of our HR policy. We make it a point to involve families of Mastekers at several events such as the annual Runtime, and encourage our employees to get involved in social causes through the Mastek Foundation.

Not surprisingly, ex-Mastekers coined the slogan: Once a Masteker, always a Masteker.

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## Values Driven

To create value, you must cherish values. We strongly believe that the only way to grow as a company and an institution is by earning the trust of customers, employees and shareholders.

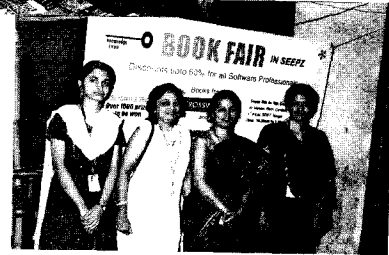
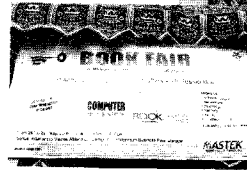
Mastek is driven by its total commitment to a set of core values that include openness, transparency, pride in work, respect for the individual, customer intimacy and long-term relationships.

We don't display these values on our walls, but encourage each and every individual across the organization to put them into practice in their day-to-day work and interactions.

Not surprisingly, industry analysts have consistently rated Mastek's corporate governance highly. We have also won several prestigious awards for our ethical business practices.



Knowledge Expo  
Book Fairs at Mastek



Monthly Meeting



Mastek's Annual Runtime

Events 2005-06



Inauguration of renovated facility in Seepz



Family Day at Mastek



Inauguration of new Pune facility



Helen Keller Students Visit Mastek





## Board of Directors



Ashank Desai, Chairman



Sudhakar Ram



Ketan Mehta



R. Sundar



P. G. Kakodkar



Raj Nair

### Bankers

ICICI Bank Ltd.

ING Vysya Bank Ltd.

### Auditors

Price Waterhouse

### Registered Office

804/805, President House,  
Opp. C.N. Vidyalaya,  
Near Ambawadi Circle,  
Ahmedabad 380 006.

### Share Transfer Agent

Sharepro Services,  
Satam Estate, 3rd Floor,  
Above Bank of Baroda,  
Chakala, Andheri (East),  
Mumbai 400 099.



S. D. Kulkarni



Gurcharan Das

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