

Sustained Excellence | Our Journey Continues

SIDOTI & COMPANY | FALL 2018 CONFERENCE | SEPT. 27, 2018

SPEAKERS



Vivek Gupta
President & CEO

Joined as the President and Chief Executive Officer in March 2016

Has over three decades of experience in the technology industry

- Chief Executive of Global Infrastructure Management Services at Zensar Technologies
- Played a major role in global growth of Zensar

Advanced Management Program from Wharton Business School, University of Pennsylvania

Bachelors in Technology from the Indian Institute of Technology, Delhi, India



Jack Cronin
Chief Financial Officer

As CFO, Jack oversees all finance functions as well as M&A-related activities

Played a leadership role in Mastech Digital's acquisition of InfoTrellis and Hudson's IT staffing business, as well as the sale of past Mastech Digital subsidiaries

20 years at Mastech Digital

- Chief Financial Officer at Industrial Ceramics
- Assistant Corporate Controller at Dravo Corporation

MBA from Katz Business School, University of Pittsburgh

Certified CPA and CMA

SAFE HARBOR DISCLOSURE

Certain statements contained in this presentation are forward-looking statements based on management's expectations, estimates, projections and assumptions. Words such as "expects," "anticipates," "plans," "believes," "scheduled," "estimates" and variations of these words and similar expressions are intended to identify forward-looking statements, which include but are not limited to projections of revenues, earnings, and cash flow. These statements are based on information currently available to the Company and it assumes no obligation to update the forward-looking statements as circumstances change. These statements are not guarantees of future performance and involve certain risks and uncertainties, which are difficult to predict.

Therefore, actual future results and trends may differ materially from what is forecast in forward-looking statements due to a variety of factors, including, without limitation, the level of market demand for its services, the highly competitive market for the types of services offered by the company, the impact of competitive factors on profit margins, market conditions that could cause the Company's customers to reduce their spending for its services, and the company's ability to create, acquire and build new lines of business, to attract and retain qualified personnel, reduce costs and conserve cash, and other risks that are described in more detail in the company's filings with the Securities and Exchange Commission including its Form 10-K for the year ended December 31, 2017.

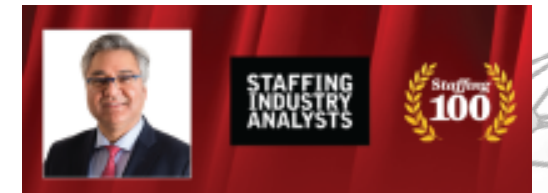
ABOUT Us

- ✦ Digital Transformation IT services company
- ✦ Deep capabilities in Data and Analytics, Salesforce, Digital Learning, and IT Staffing (Digital and Mainstream) Services
- ✦ Pittsburgh, PA-headquartered | NYSE-listed (MHH) | Minority-owned
- ✦ \$180 Mn in annualized revenues based on Q2, 2018 results
- ✦ 1,600+ associates and growing

Industry Recognition



2018
Largest Staffing
Firms in the US



OUR BOARD OF DIRECTORS



ASHOK TRIVEDI
Co-founder and Co-chairman



SUNIL WADHWANI
Co-founder and Co-chairman



BRENDA GALILEE
Ex-Chairman and CEO, InTouch Corporation



JOHN AUSURA
Founder, Capital Resolution, LLC



GERHARD WATZINGER
Chairman, CrowdStrike



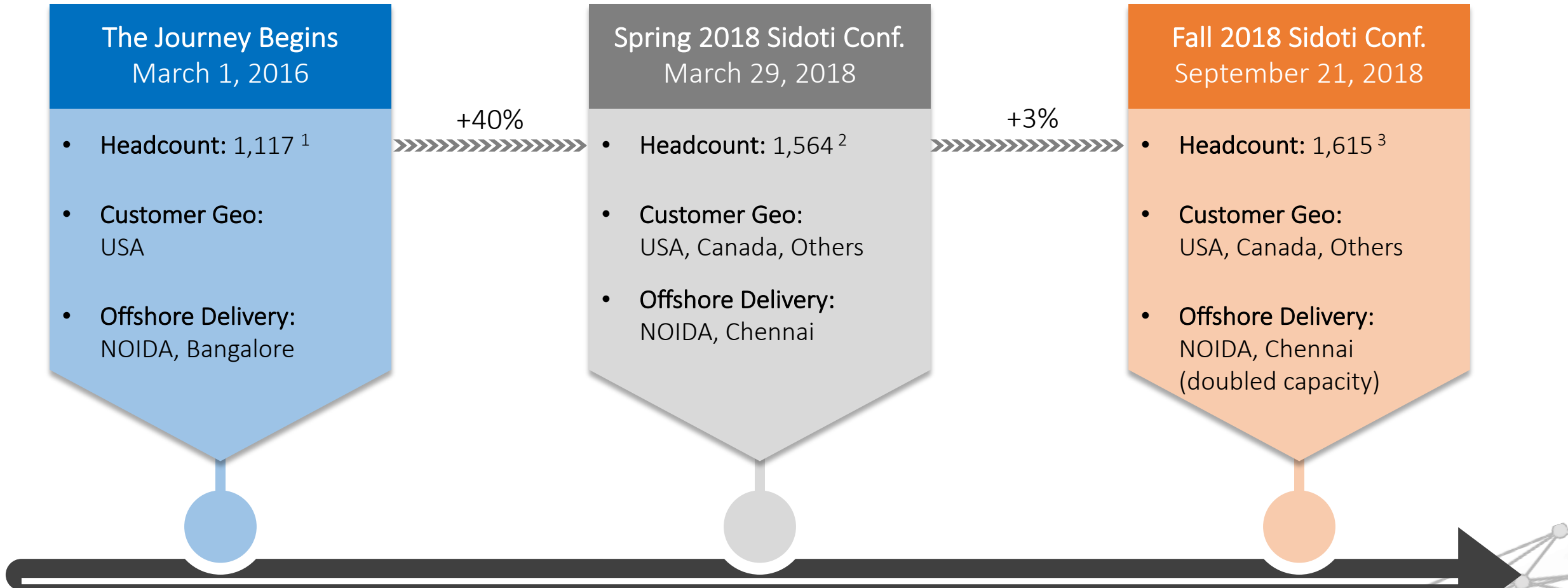
VIVEK GUPTA
President and CEO, Mastech Digital



Transformation of Mastech Digital

JOURNEY TO DATE

CAPABILITY JOURNEY

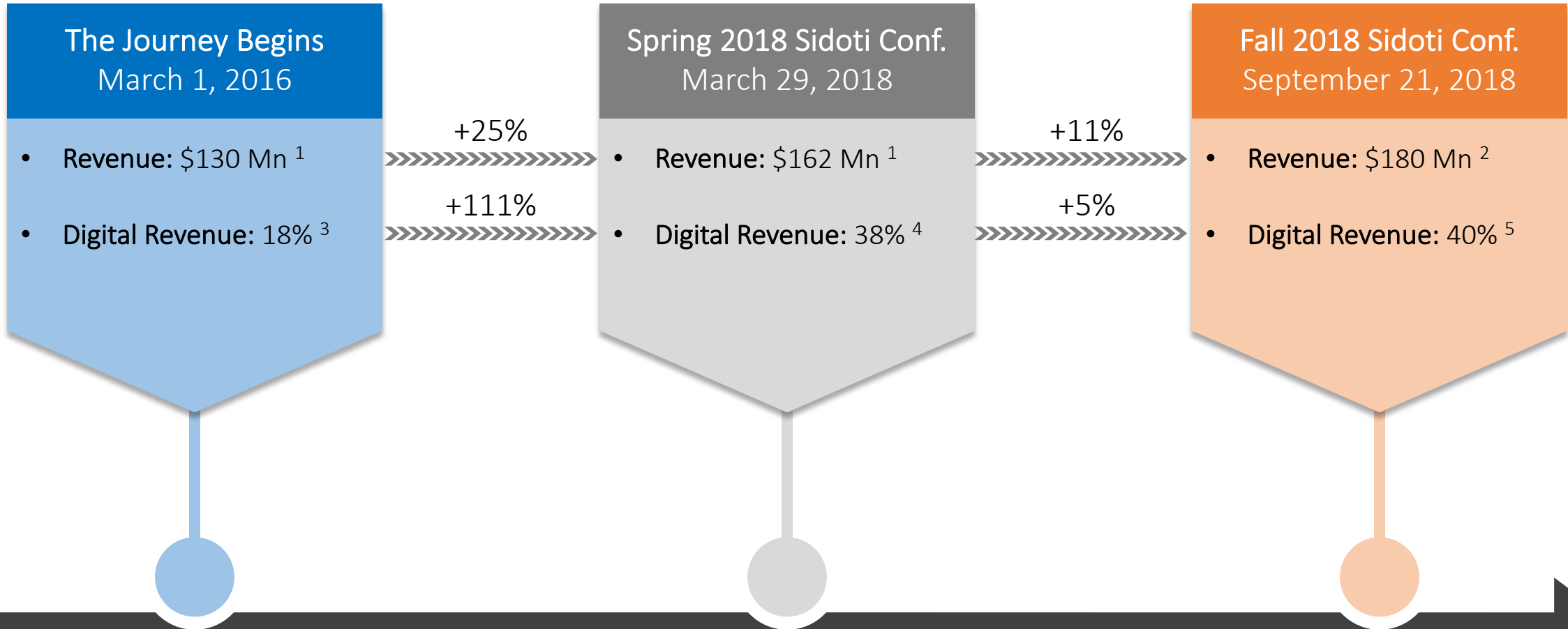


¹ As of Q4, 2015

² As of Q4, 2017

³ As of Q2, 2018

PERFORMANCE JOURNEY



¹ Annualized Q4 revenues for 2015 & 2017

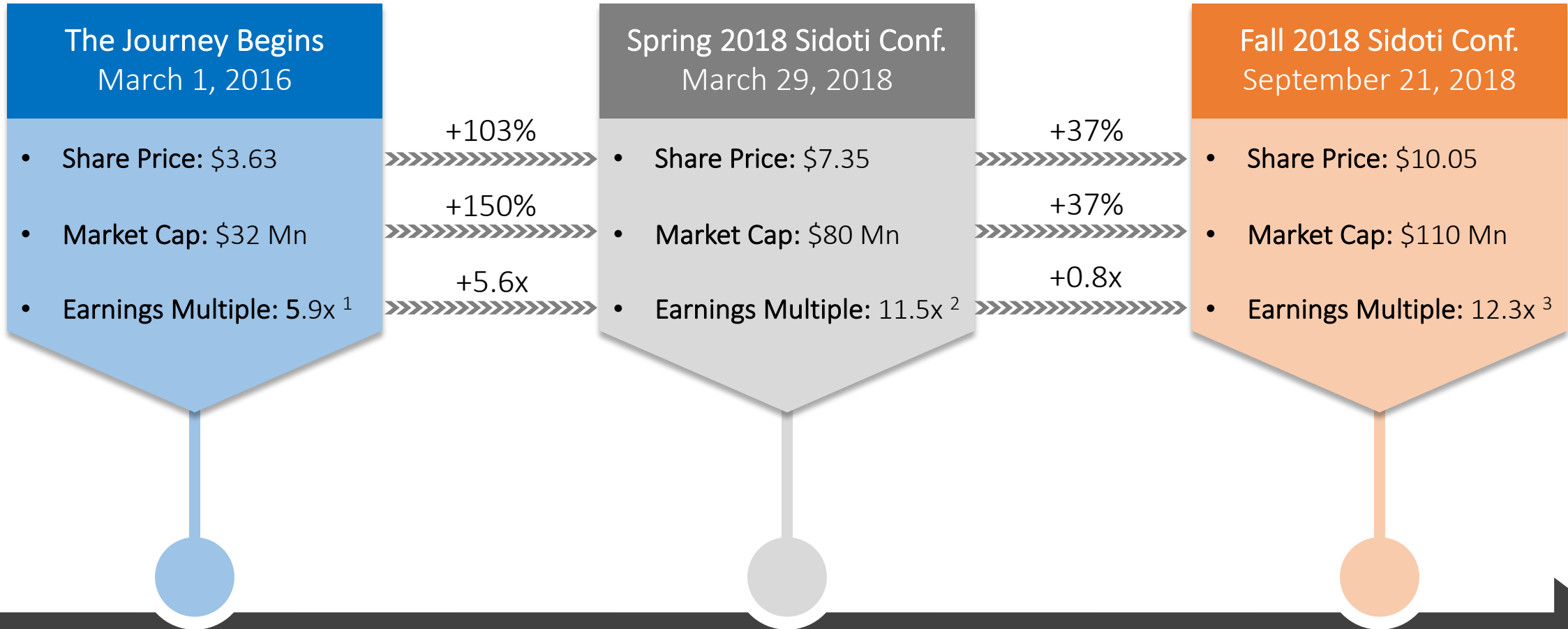
² Annualized Q2 revenues for 2018

³ As of Q1, 2016

⁴ As of Q1, 2018

⁵ As of Q2, 2018

VALUATION JOURNEY



All Share Prices Adjusted for the Q3, 2018 2-for-1 Stock Split

¹ Share Price / Annualized Q4, 2015 Non-GAAP EPS

² Share Price / Annualized Q4, 2017 Non-GAAP EPS

³ Share Price / Annualized Q2, 2018 Non-GAAP EPS

FINANCIAL HIGHLIGHTS FOR Q2, 2018

Revenue: \$44.9 Mn
28% y-o-y growth

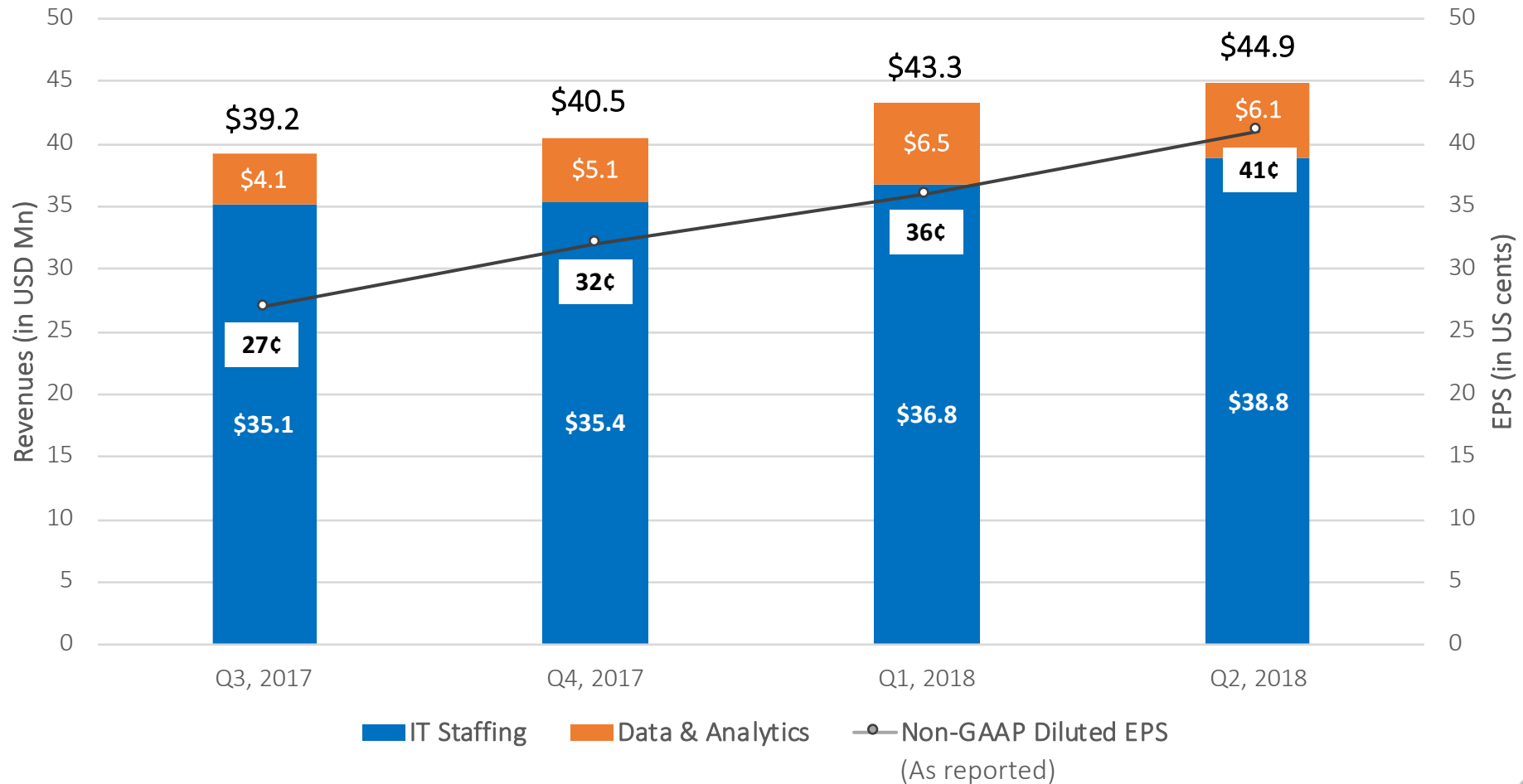
Adjusted EBITDA: \$3.8 Mn
138% y-o-y growth

Gross Margin: 24.3%
410-Basis Point Expansion (y-o-y)

Liquidity as of June 30, 2018: \$13 Mn

GROWTH SUMMARY | LAST FOUR QUARTERS

Revenue & Earnings Per Share (EPS) Growth



COMPETITIVE ADVANTAGES

DATA & ANALYTICS

- ✦ Strong brand recognition of “InfoTrellis”
- ✦ Industry leadership in subject matter expertise
- ✦ Robust global delivery model
- ✦ Stellar delivery record – zero project failures!
- ✦ Blue-chip Fortune 100 customer base

IT STAFFING

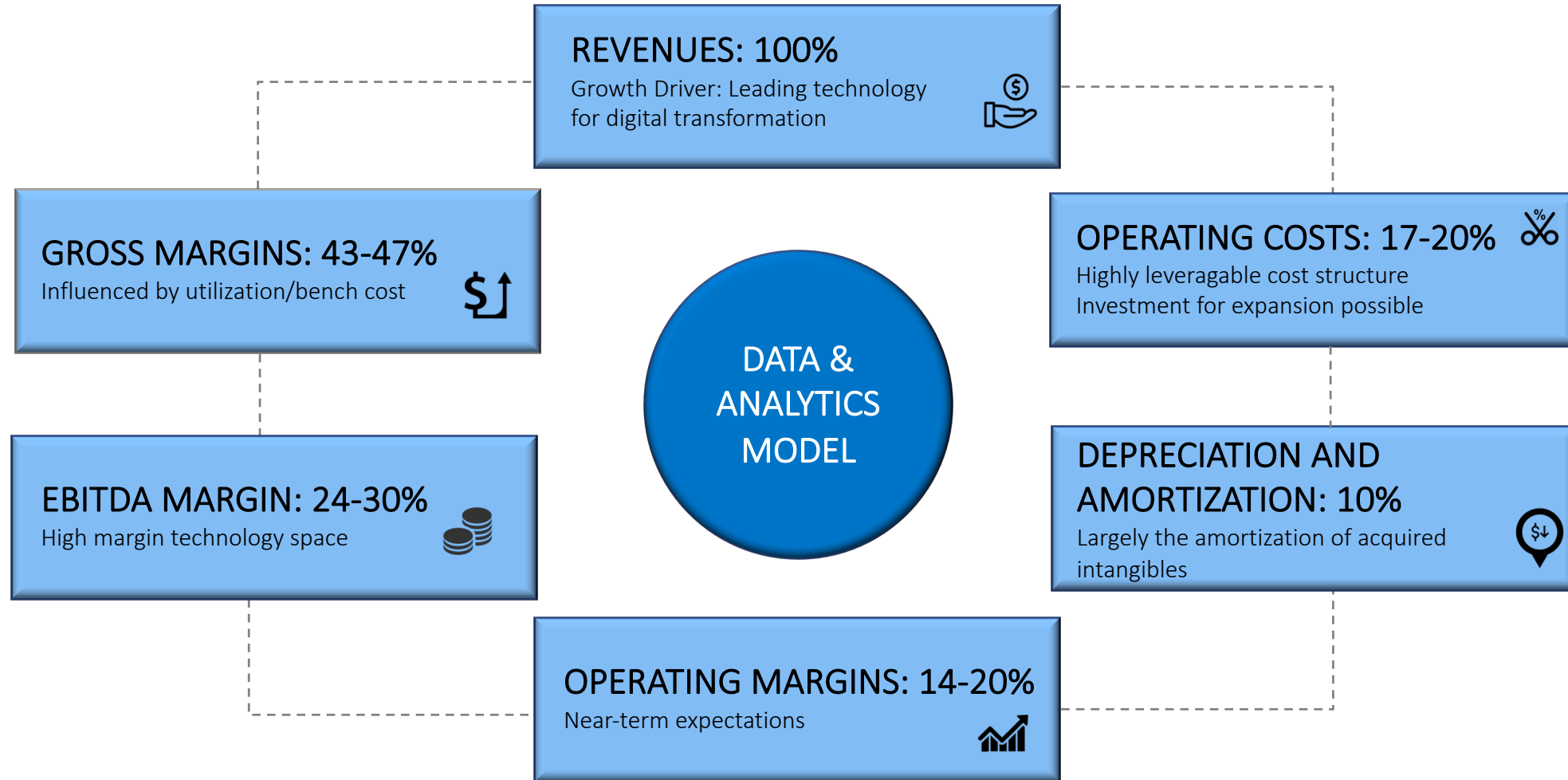
- ✦ Strong brand recognition of “Mastech”
- ✦ Well-tuned delivery engine – with 3 decades of proven success
- ✦ Unique offshore recruitment model – both efficient and low cost
- ✦ Excellent Recruiter-to-Salesperson ratio; one of the best in the industry
- ✦ Specialized practices for staffing Digital Technology skills



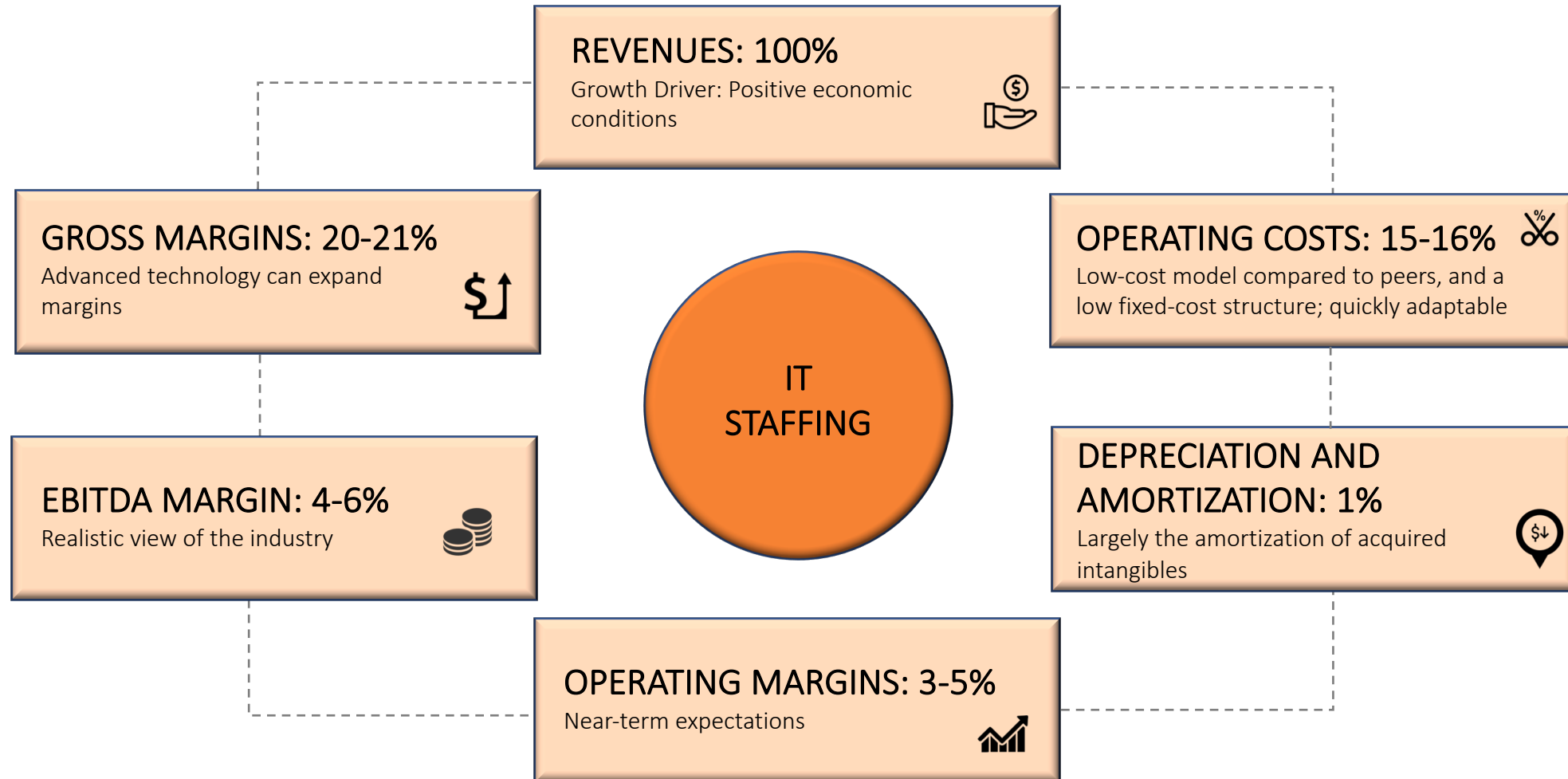
Our Financial Models

HOW WE STACK UP

DATA & ANALYTICS MODEL RECAP



IT STAFFING MODEL RECAP



FINANCIAL CONDITION & LIQUIDITY

MANAGEABLE DEBT LOAD / ADEQUATE LIQUIDITY

Balance Sheet Bank Debt:

Total: \$38 Mn ¹

Short Term: \$4 Mn ¹

Effective Annual Interest

Rate on Debt: 5.4% ¹

Existing Borrowing Capacity

under Revolver: \$12 Mn ¹

Capitalization Ratio: 55% ¹

Bank Debt to EBITDA: 2.5x ²

¹ As of June 30, 2018

² Annualized EBITDA based on Q2, 2018 results



The Future

THE WAY WE SEE IT

DATA & ANALYTICS MARKET INDICATORS

- ✦ Revenue forecasted to be around **\$275 billion by 2023**, with a CAGR of roughly **12%**
- ✦ **Leading users:** Banking/Insurance, Manufacturing, Transportation, Utilities, Government, and Telecom
- ✦ **80%** of worldwide Data & Analytics investments in **North America**
- ✦ India holds **world's largest STEM talent pool**; Can handle demand of **750k+ analytics jobs by 2021**

Our Readiness

- A fully-integrated business unit in Mastech InfoTrellis
- **Talent Capital:** Robust leadership across North America and India
- **Industry Focus:** Banking & Finance, Retail, Healthcare, and Media in North America
- Focus on **high-value global delivery** project-based engagements
- Investment in **expanded offshore infrastructure** – doubled Chennai facility

IT STAFFING MARKET INDICATORS

- ✦ Industry projections: **\$153.2 billion in 2019; 2019 growth projected at 4%**
- ✦ Contingent worker usage to **increase by 179% in next ten years**
- ✦ Integration of **AI-based automation** into the enterprise will unlock a world of opportunities, **enabling better hiring decisions**

Our Readiness

- Well-oiled IT staffing business unit
- Proven record of **delivering better-than-industry growth rates**
- **Specialized IT staffing delivery groups**
- Exclusive focus on **digital tech staffing**
- A unique **global delivery model**
- Investments in **productivity tools** – some AI-based – to intensify delivery precision, agility, and efficiency
- Investments in **increased offshore delivery**

OUR FUTURE-READY LEADERSHIP

President and CEO

VIVEK
GUPTA



Chief Financial
Officer

JACK
CRONIN



Head – Human
Resources

VISHWANATH
SHETTY



Head - Legal and
Admin

JENNIFER
FORD LACEY



Head - Mastech
InfoTrellis

MAHMOOD
ABBAS



Head –
Operations,
Mastech
InfoTrellis

SACHIN
WADHWA



Head – India
Delivery,
Mastech
InfoTrellis

PONNALAGAR
KRISHNAN



Head – Direct
Sales, IT Staffing

MICHAEL
BRYAN



Head – Alliances,
IT Staffing

SAMEER
SRIVASTAVA



Head –
Recruitment, IT
Staffing

SHIPRA
SHARMA





*From good to great,
our journey continues...*

THANK YOU

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