

A nighttime photograph of a city skyline, likely Pittsburgh, with several illuminated skyscrapers and a suspension bridge in the foreground. The lights from the buildings and bridge are reflected in the water below. A semi-transparent white box is overlaid on the bottom half of the image, containing text.

# A Journey of Transformation & Growth

Sidoti & Company Fall 2017 Conference

September 28, 2017



**Vivek Gupta**  
President & CEO

Joined as the President and Chief Executive Officer in March 2016

Vivek 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

18 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

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, 2016.

- ✦ Digital technologies company helping global corporations solve their Digital Transformation challenges
- ✦ Pittsburgh, PA-headquartered | NYSE-listed (MHH) | Minority-owned
- ✦ \$132M in revenues, in 2016
- ✦ Today, 1,500+ associates and growing
- ✦ Deep capabilities in Data Management and Analytics, Salesforce, SAP HANA, and Digital Learning Services

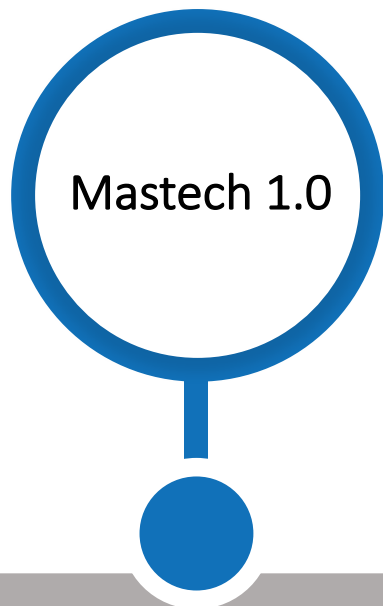
## Industry Recognition





# Our Transformation Journey Through the Years

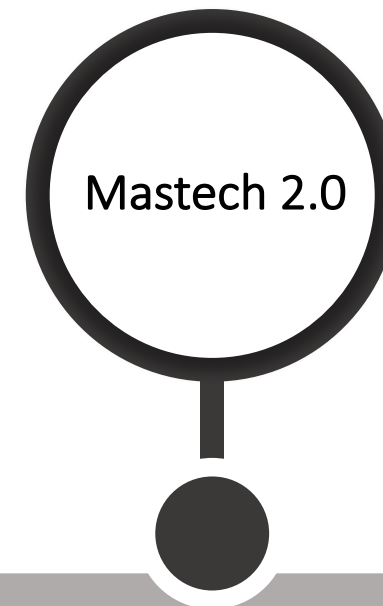
# A TIMELINE OF GROWTH



Maintained consistent growth as a premier IT staffing company in the U.S.



Rebranded as Mastech Digital, with recast services, focus on digital staffing and introduced digital transformation services



Transformed Mastech Digital into a digital technologies company with deep capabilities in Data Management and Analytics



## Positioning:

A premier IT staffing company in the U.S.



## Clients:

Fortune 500 corporations, leading managed service providers (MSP) and integrators

- Acquired IT business of Hudson in 2015 to bolster direct client business



## Focus:

- Supplying IT contractors to U.S. corporations
- Organic and inorganic growth
- End-to-end mainstream technology staffing



## Delivery:

Hybrid staffing model with recruitment centres in the U.S. and India



## Positioning:

A digital and mainstream technology staffing company with added capabilities in Digital Transformation Services



## Clients:

Increased focus on direct clients



## Focus:

- Movement toward digital technology staffing (SMAC, IoT, Automation)
- Inclusive investments in Digital Transformation Services (Salesforce, SAP HANA, and Digital Learning)



## Delivery:

Introduced project-based delivery of digital transformation services





## Positioning:

A digital technologies company with strong capabilities in Data Management & Analytics, Salesforce, SAP HANA, and Digital Learning



## Clients:

- Prime target: Blue-chip Global corporations
- Continue to service leading MSPs and integrators
- Strong alliances with global software giants such as IBM and Informatica



## Focus:

- Consulting and project-based services in Data Management and Analytics
- Practice-led approach in Salesforce, SAP HANA, and Digital Learning



## Delivery:

Global delivery model executed out of 9 locations in the U.S., Canada, and India

- Acquired InfoTrellis in July, 2017
  - Purchase price: \$55M
- Canada-based Data Management and Analytics company
- Augmented scale, expanded global delivery capability, and deeper leadership strength
  - Global headcount now exceeding 1,500
  - Economies of scale through shared support services
- Fortified Mastech Digital's capabilities in consulting and project-based delivery of Digital Transformation Services





## INFOTRELLIS

**Revenue: \$132M**

**EBITDA: \$5.5M**

**Revenue: \$25.1M**

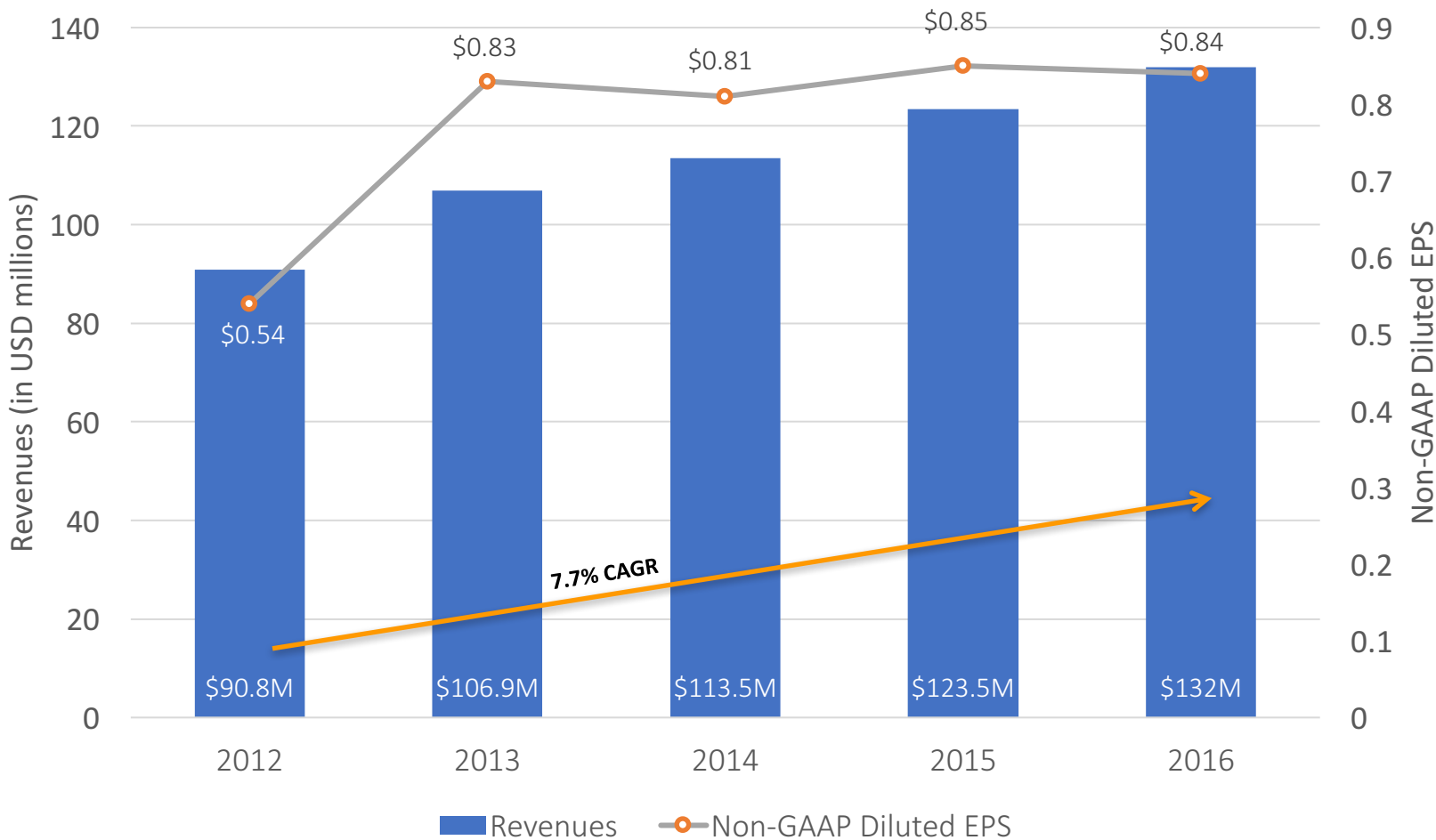
**EBITDA: \$7.6M**



# Our Performance

For 2012 - 2016

# REVENUE & EPS GROWTH

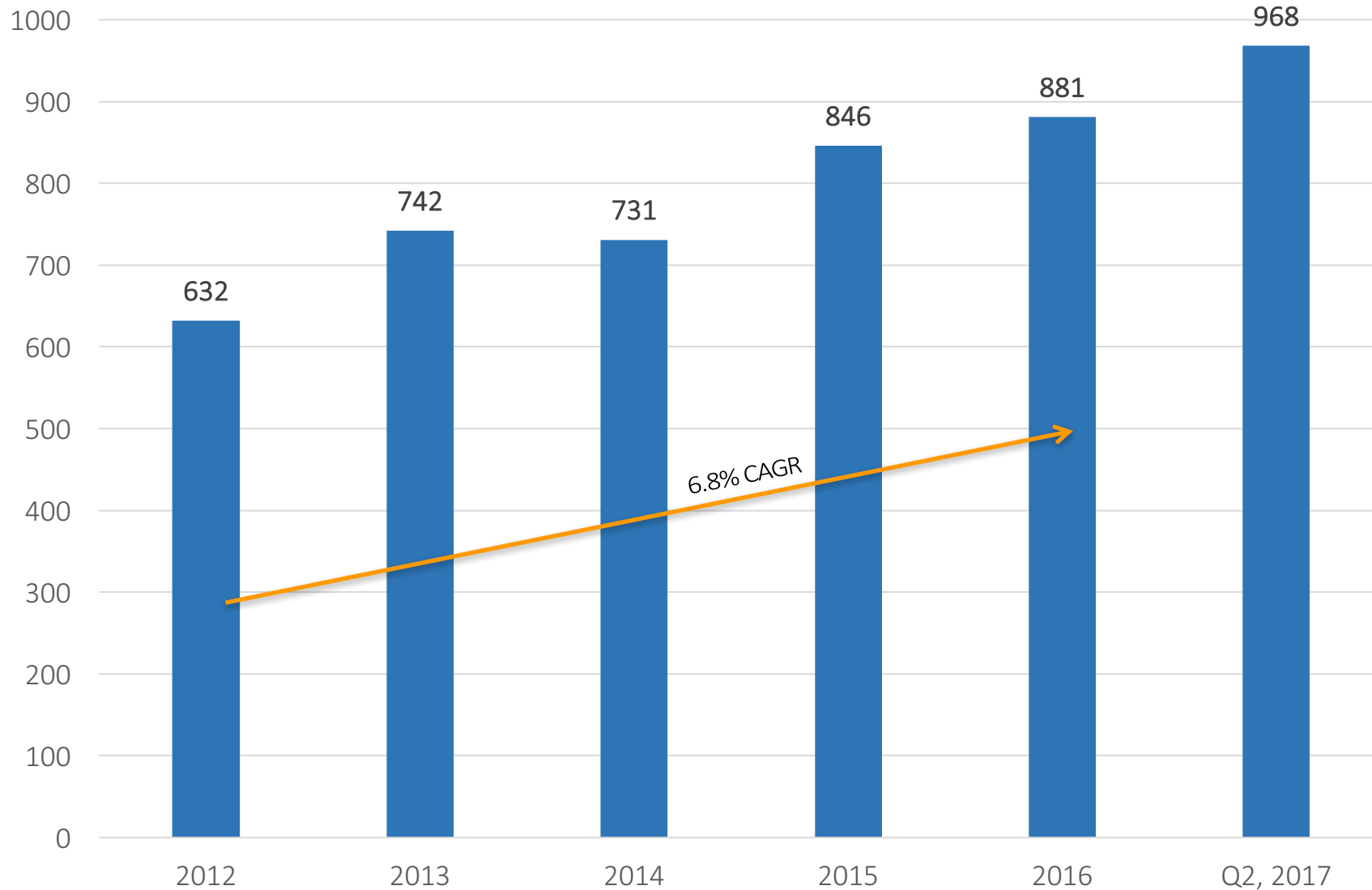


During the same period, the industry CAGR was at 4.7%

# SHARE PRICE GROWTH



# BILLABLE ASSOCIATE HEADCOUNT



- ✚ Doubled the Digital-led revenues from 18% to nearly 35% (pro-forma basis)
- ✚ Total headcount grew 37% from 1,115 to 1,523 associates (pro-forma basis)
- ✚ Expanded global footprint with the addition of three new locations (Toronto, Austin, and Chennai in India)

- Achieved through a combination of:
  - Strengthened leadership in the company
  - Increased operational efficiencies driven by a global delivery model, with a focus on shared support services
  - Refreshed and clear positioning of the company, with new and recast service offerings
  - Acquisition of InfoTrellis





# Our Key Clients

Significant Accounts For Mastech Digital and  
Mastech InfoTrellis

**Deloitte.**

**DTCC**

Securing Today. Shaping Tomorrow.™

**accenture**

**CGI**

**GENERAL DYNAMICS**  
Information Technology

 **PNC**

**KraftHeinz**

**Southwest** 

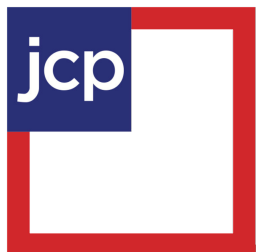
**verizon** 

 **KAISER  
PERMANENTE**®

 **HealthPlan Services**™  
Solutions to Uncertainty

 **BlueCross.  
BlueShield.**

# MASTECH INFO TRELLIS CLIENTS



A person in a white lab coat is shown from the chest down, holding a stack of translucent, multi-colored cubes (blue, green, red, yellow) in their hands. One red cube is floating above the stack. The background is a blurred white lab coat. A dark grey rectangular box with a thin white border is overlaid on the lower half of the image, containing white text.

Our Industry

The Way We See It

## POSITIVE INDICATORS

- Big data and Data Analytics will grow from **\$130.1 billion** in 2016 to more than **\$203 billion** in 2020, at a compound annual growth rate (CAGR) of **11.7%**
- IT staffing industry projected to reach **\$31.8 billion by 2018** ; 2017 growth **projected at 6%**
- Digital Technology staffing will be the **sweet spot** – especially cloud computing, **data science and analytics**, cybersecurity, and omni-channel application development
- **52.4%** of North American corporations will increase their investment in this space over the next 2 to 3 years



# Thank You



#### CORPORATE HEADQUARTERS

1305 Cherrington Parkway  
Building 210, Suite 400  
Moon Township, PA 15108

#### LETS GET IN TOUCH

Donna Kijowski – Manager, Investor Relations  
Phone: +1 888.330.5497  
E-mail: [donna.kijowski@mastechdigital.com](mailto:donna.kijowski@mastechdigital.com)

North America: Pittsburgh | Chicago | Boston | Dallas | Austin | Fremont | Tampa | Orlando | Denver | Toronto  
India: NOIDA | Chennai