



Mindteck Investor Presentation

Quarter and nine months ended December 31, 2021

Financial Performance

Performance Highlights – Consolidated Results

Q3 FY 2021-22:

- Revenue at ₹757.2 million (\$10.2 million) compared to ₹759.7 million (\$10.3 million) for the quarter ended September 30, 2021 and ₹727.2 million (\$9.8 million) for the quarter ended December 31, 2020.
- EBITDA for the quarter ended December 31, 2021, at ₹54.6 million (\$0.7 million) compared to ₹61.5 million (\$0.8 million) for the quarter ended September 30, 2021, and ₹47.4 million (\$0.6 million) for the quarter ended December 31, 2020.
- Profit After Tax (“PAT”) for the quarter ended December 31, 2021, at ₹44.5 million (\$0.6 million) as against ₹44.1 million (\$0.6 million) for the quarter ended September 30, 2021, and ₹14.5 million (\$0.2 million) for the quarter ended December 31, 2020.

Year to Date 2021-22:

- Revenue at ₹2,251.1 million (\$30.4 million), growth of 5.1% as against the preceding year.
- EBITDA at ₹163.0 million (\$2.2 million), growth of 33.5% as against the preceding year.
- Profit After Tax (“PAT”) at ₹303.2 million (\$4.1 million) compared to ₹54.4 million (\$0.7 million) in the preceding year.

Performance Highlights – Consolidated Results

SEQUENTIAL Q3'22 Vs. Q2'22

Amount in ₹ million

SI No.	Particulars	Q3'22 (Unaudited)	Q2'22 (Unaudited)	Change%
1	Income:			
	a) Revenue	757.2	759.7	-0.3%
	b) Other income	10.5	9.5	10.5%
	Total Income (a+b)	767.7	769.2	-0.2%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	160.9	158.2	1.7%
	b) Employee benefits expense	470.5	463.3	1.6%
	c) Finance cost	2.1	1.8	16.7%
	d) Depreciation and amortization	11.6	12.1	-4.1%
	e) Other expenses	71.2	76.7	-7.2%
	Total Expenses (a+b+c+d+e)	716.3	712.1	0.6%
3	Profit Before Tax & Exceptional Items ("PBT") (1-2)	51.4	57.1	-10.0%
4	Exceptional Items	-	-	-
5	Profit Before Tax ("PBT") (3+4)	51.4	57.1	-10.0%
6	Tax expense	6.9	13.0	-46.9%
7	Profit After Tax ("PAT") (5-6)	44.5	44.1	0.9%

Performance Summary – Consolidated Results

YoY Q3 FY 22 Vs. Q3 FY 21

Amount in ₹ million

Sl No.	Particulars	Q3'22 (Unaudited)	Q3'21 (Unaudited)	Change%
1	Income:			
	a) Revenue	757.2	727.2	4.1%
	b) Other income	10.5	10.0	5.0%
	Total Income (a+b)	767.7	737.2	4.1%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	160.9	132.8	21.2%
	b) Employee benefits expense	470.5	492.1	-4.4%
	c) Finance cost	2.1	3.5	-40.0%
	d) Depreciation and amortization	11.6	14.3	-18.9%
	e) Other expenses	71.2	54.9	29.7%
	Total Expenses (a+b+c+d+e)	716.3	697.6	2.7%
3	Profit Before Tax & Exceptional Items ("PBT") (1-2)	51.4	39.6	29.8%
4	Exceptional Items	-	-	-
5	Profit Before Tax ("PBT") (3+4)	51.4	39.6	29.8%
6	Tax expense	6.9	25.1	-72.5%
7	Profit After Tax ("PAT") (5-6)	44.5	14.5	206.9%

Performance Summary – Consolidated Results

YTD FY 22 Vs. YTD FY 21

Amount in ₹ million

Sl No.	Particulars	YTD Q3'22 (Unaudited)	YTD Q3'21 (Unaudited)	Change%
1	Income:			
	a) Revenue	2,251.1	2,141.5	5.1%
	b) Other income	34.2	41.0	-16.6%
	Total Income (a+b)	2,285.3	2,182.5	4.7%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	472.8	358.7	31.8%
	b) Employee benefits expense	1,410.2	1,481.5	-4.8%
	c) Finance cost	6.8	13.3	-48.9%
	d) Depreciation and amortization	37.5	49.1	-23.6%
	e) Other expenses	205.1	179.2	14.5%
	Total Expenses (a+b+c+d+e)	2,132.4	2,081.8	2.4%
3	Profit Before Tax & Exceptional Items ("PBT") (1-2)	152.9	100.7	51.8%
4	Exceptional Items*	181.8	-	(a)
5	Profit Before Tax ("PBT") (3+4)	334.7	100.7	232.4%
6	Tax expense	31.5	46.3	-32.0%
7	Profit After Tax ("PAT") (5-6)	303.2	54.4	457.4%

a) % change is not computed since there is no comparative available for the comparative period.

* Benefit received under Paycheck Protection Program (PPP) .

Mindteck Fact Sheet

Fact Sheet

FINANCIAL PERFORMANCE HIGHLIGHTS

Amount in ₹ million

Highlights (INR)		Q3-2022	Q2-2022	Q3-2021	Growth %		FY 21
					QoQ	YoY	
	Revenue	757.2	759.7	727.2	-0.3%	4.1%	2,867.2
	EBITDA	54.6	61.5	47.4	-11.2%	15.2%	196.2
	PAT	44.5	44.1	14.5	0.9%	206.9%	108.6

Amount in \$ million

Highlights (USD)		Q3-2022	Q2-2022	Q3-2021	Growth %		FY 21
					QoQ	YoY	
	Revenue	10.2	10.3	9.8	-0.7%	4.8%	38.7
	EBITDA	0.7	0.8	0.6	-11.6%	16.0%	2.6
	PAT	0.6	0.6	0.2	0.5%	209.0%	1.5

Exchange Rate		Q3-2022	Q2-2022	Q3-2021	FY 21
	Average (P&L) USD/INR	74.0	73.7	74.4	74.1

Fact Sheet

REVENUE METRICS

Geography		Q3-2022	Q2-2022	Q3-2021	FY 21
	USA	60%	55%	68%	67%
	IMEA	8%	12%	7%	7%
	Europe	18%	19%	11%	12%
	APAC	14%	14%	14%	14%

Delivery Centers		Q3-2022	Q2-2022	Q3-2021	FY 21
	USA	52%	48%	60%	58%
	India	12%	15%	12%	13%
	Singapore	8%	8%	9%	9%
	Malaysia	6%	6%	5%	5%
	UK	14%	15%	8%	9%
	Germany	4%	3%	2%	2%
	Bahrain	4%	5%	4%	4%

Fact Sheet

REVENUE METRICS

Project Type		Q3-2022	Q2-2022	Q3-2021	FY 21
	Time and Material	93%	93%	96%	95%
	Fixed	7%	7%	4%	5%

Services		Q3-2022	Q2-2022	Q3-2021	FY 21
	Managed Service ("MS")	41%	40%	36%	37%
	Professional Services ("PS")	59%	60%	64%	63%

Revenue Mix-Efforts		Q3-2022	Q2-2022	Q3-2021	FY 21
	Onsite	58%	57%	63%	62%
	Offshore	42%	43%	37%	38%

Revenue Mix-Business Offerings		Q3-2022	Q2-2022	Q3-2021	FY 21
	Talent Management	43%	43%	57%	55%
	Product Engineering	36%	36%	24%	26%
	Information Technology Services	21%	21%	19%	19%

Fact Sheet

CLIENT METRICS

Clients		Q3-2022	Q2-2022	Q3-2021	FY 21
	Top 5	60%	56%	43%	53%
	Top 10	70%	68%	59%	69%

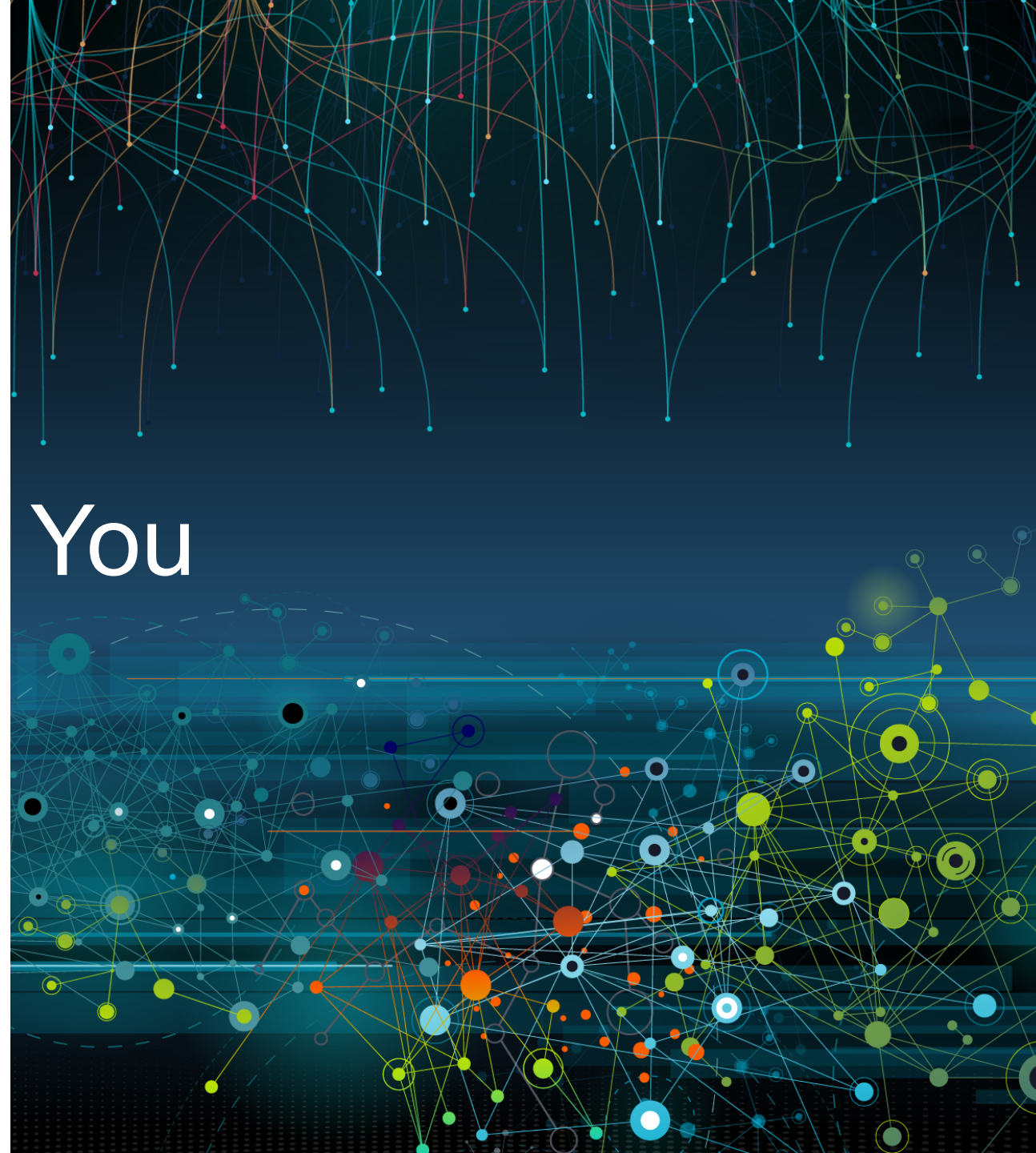
Other details		Q3-2022	Q2-2022	Q3-2021	FY 21
	No of Clients	103	106	111	104
	1 Mn+	10	10	7	10
	5 Mn+	3	2	1	2

EMPLOYEE METRICS

People		Q3-2022	Q2-2022	Q3-2021	FY 21
	Total Headcount	1,055	1,071	1,023	1,021
	Technical	918	932	864	880
	Support	137	139	159	141



Thank You





Please contact us

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or need assistance:

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