



Mindteck Investor Presentation

Quarter Ended June 30, 2021

Financial Performance

Performance Highlights – Consolidated Results

Q1 FY 2021-22:

- Revenue at ₹734.2 million (\$10.0 million), growth of 1.2% on QoQ and growth of 7.0% YoY.
- EBITDA for the quarter ended June 30, 2021, at ₹46.9 million (\$0.6 million) compared to ₹74.1 million (\$1.0 million) for the quarter ended March 31, 2021, and ₹31.0 million (\$0.4 million) for the quarter ended June 30, 2020.
- Profit After Tax (“PAT”) for the quarter ended June 30, 2021, at ₹214.6 million (\$2.9 million) as against ₹54.2 million (\$0.7 million) for the quarter ended March 31, 2021, and ₹16.7 million (\$0.2 million) for the quarter ended June 30, 2020.

Performance Highlights – Consolidated Results

SEQUENTIAL Q1'22 Vs. Q4'21

Amount in ₹ million

Sl No.	Particulars	Q1'22 (Unaudited)	Q4'21 (Audited)	Change%
1	Income:			
	a) Revenue	734.2	725.7	1.2%
	b) Other income	14.2	4.5	215.6%
	Total Income (a+b)	748.4	730.2	2.5%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	153.7	132.4	16.1%
	b) Employee benefits expense	476.4	466.3	2.2%
	c) Finance cost	2.9	3.2	-9.4%
	d) Depreciation and amortization	13.8	14.8	-6.8%
	e) Other expenses	57.2	52.9	8.1%
	Total Expenses (a+b+c+d+e)	704.0	669.6	5.1%
3	Profit/(Loss) Before Tax & Exceptional Items ("PBT") (1-2)	44.4	60.6	-26.7%
4	Exceptional Items	181.8	-	(a)
5	Profit/(Loss) Before Tax ("PBT") (3+4)	226.2	60.6	273.3%
6	Tax expense	11.6	6.4	81.3%
7	Profit/(Loss) After Tax ("PAT") (5-6)	214.6	54.2	295.9%

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

Performance Summary – Consolidated Results

YoY Q1 FY 22 Vs. Q1 FY 21

Amount in ₹ million

Sl No.	Particulars	Q1'22 (Unaudited)	Q1'21 (Unaudited)	Change%
1	Income:			
	a) Revenue	734.2	686.2	7.0%
	b) Other income	14.2	21.5	-34.0%
	Total Income (a+b)	748.4	707.7	5.8%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	153.7	113.2	35.8%
	b) Employee benefits expense	476.4	484.8	-1.7%
	c) Finance cost	2.9	5.4	-46.3%
	d) Depreciation and amortization	13.8	17.6	-21.6%
	e) Other expenses	57.2	57.2	0.0%
	Total Expenses (a+b+c+d+e)	704.0	678.2	3.8%
3	Profit/(Loss) Before Tax & Exceptional Items ("PBT") (1-2)	44.4	29.5	50.5%
4	Exceptional Items	181.8	-	(a)
5	Profit/(Loss) Before Tax ("PBT") (3+4)	226.2	29.5	666.8%
6	Tax expense	11.6	12.8	-9.4%
7	Profit/(Loss) After Tax ("PAT") (5-6)	214.6	16.7	1185.0%

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

Mindteck Fact Sheet

Fact Sheet

FINANCIAL PERFORMANCE HIGHLIGHTS

Amount in ₹ million

Particulars		Q1-2022	Q4-2021	Q1-2021	Growth %		FY 21
					QoQ	YoY	
	Revenue	734.2	725.7	686.2	1.2%	7.0%	2,867.2
	EBITDA	46.9	74.1	31.0	-36.7%	51.3%	196.2
	PAT	214.6	54.2	16.7	295.9%	1185.0%	108.6

Amount in \$ million

Particulars		Q1-2022	Q4-2021	Q1-2021	Growth %		FY 21
					QoQ	YoY	
	Revenue	10.0	9.8	9.1	2.0%	9.6%	38.7
	EBITDA	0.6	1.0	0.4	-36.2%	54.9%	2.6
	PAT	2.9	0.7	0.2	299.0%	1216.1%	1.5

Exchange Rate		Q1-2022	Q4-2021	Q1-2021	FY 21
	Average (P&L) USD/INR	73.6	74.2	75.4	74.1

Fact Sheet

REVENUE METRICS

Geography		Q1-2022	Q4-2021	Q1-2021	FY 21
	USA	60%	63%	68%	67%
	IMEA	7%	7%	7%	7%
	Europe	19%	15%	11%	12%
	APAC	14%	15%	14%	14%

Delivery Centers		Q1-2022	Q4-2021	Q1-2021	FY 21
	USA	53%	55%	59%	58%
	India	12%	13%	13%	13%
	Singapore	9%	9%	9%	9%
	Malaysia	5%	5%	5%	5%
	UK	15%	11%	7%	9%
	Germany	3%	3%	3%	2%
	Bahrain	3%	4%	4%	4%

Fact Sheet

REVENUE METRICS

Project Type		Q1-2022	Q4-2021	Q1-2021	FY 21
	Time and Material	97%	94%	97%	95%
	Fixed	3%	6%	3%	5%

Services		Q1-2022	Q4-2021	Q1-2021	FY 21
	Managed Service ("MS")	38%	40%	35%	37%
	Professional Services ("PS")	62%	60%	65%	63%

Revenue Mix-Efforts		Q1-2022	Q4-2021	Q1-2021	FY 21
	Onsite	60%	59%	64%	62%
	Offshore	40%	41%	36%	38%

Revenue Mix-Business Offerings		Q1-2022	Q4-2021	Q1-2021	FY 21
	Talent Management	44%	49%	59%	55%
	Product Engineering	38%	31%	25%	26%
	Information Technology Services	18%	20%	16%	19%

Fact Sheet

CLIENT METRICS

Clients		Q1-2022	Q4-2021	Q1-2021	FY 21
	Top 5	59%	44%	55%	53%
	Top 10	72%	59%	70%	69%

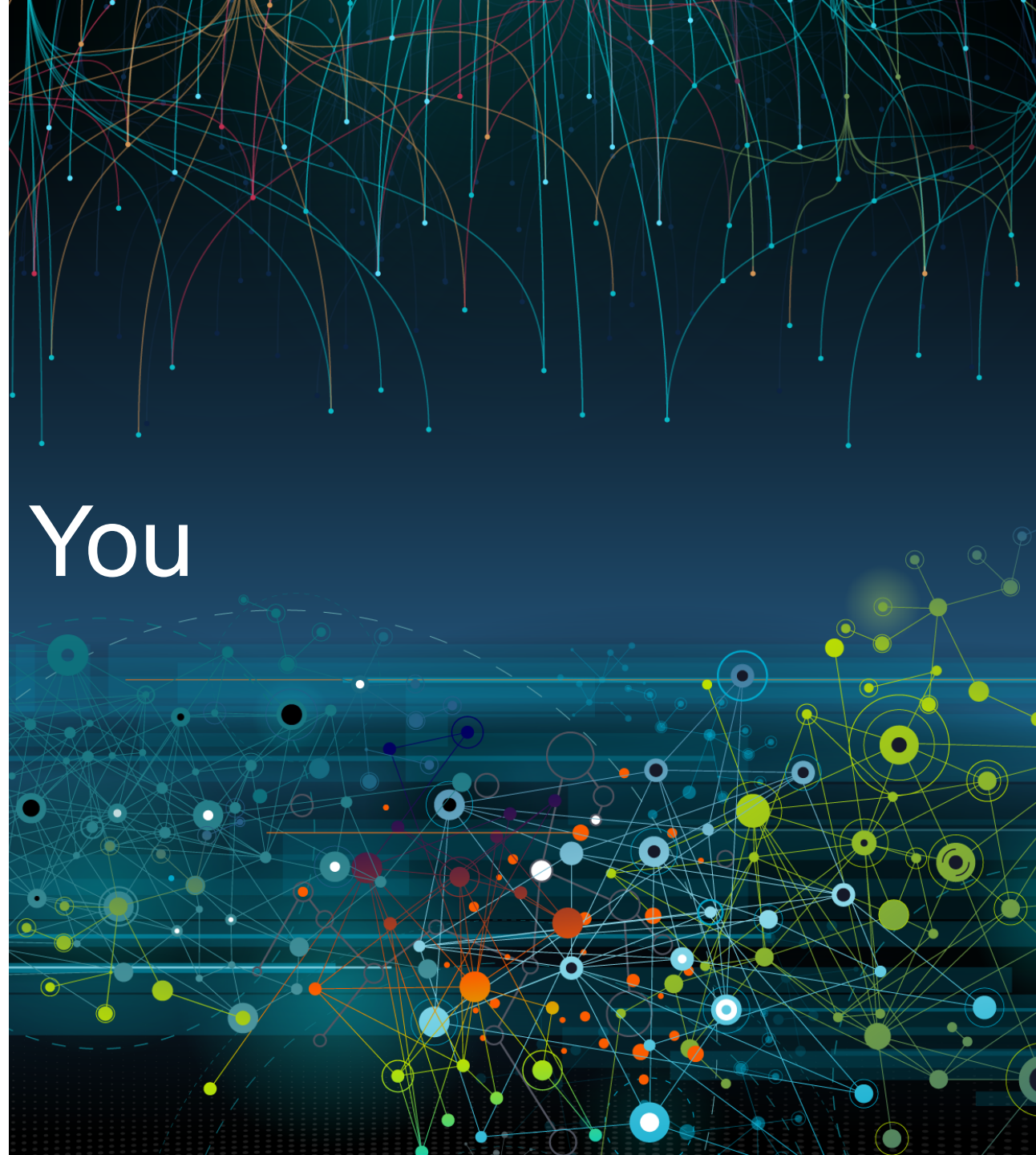
Other details		Q1-2022	Q4-2021	Q1-2021	FY 21
	No of Clients	96	101	104	104
	1 Mn+	10	10	10	10
	5 Mn+	2	2	2	2

EMPLOYEE METRICS

People		Q1-2022	Q4-2021	Q1-2021	FY 21
	Total Headcount	1,038	1,021	974	1,021
	Technical	905	880	805	880
	Support	133	141	169	141



Thank You





Please contact us

If you have any questions,
or need assistance:

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