



# Mindteck Investor Presentation

QUARTER ENDED JUNE 30, 2022

# Financial Performance

# Performance Highlights – Consolidated Results

## Q1 FY 2022-23:

- Revenue at ₹812.6 million (\$10.6 million) compared to ₹736.7 million (\$9.9 million) for the quarter ended March 31, 2022 and ₹734.2 million (\$10.0 million) for the quarter ended June 30, 2021.
- EBITDA for the quarter ended June 30, 2022, at ₹65.8 million (\$0.9 million) compared to ₹44.7 million (\$0.6 million) for the quarter ended March 31, 2022, and ₹46.9 million (\$0.6 million) for the quarter ended June 30, 2021.
- Profit After Tax (“PAT”) for the quarter ended June 30, 2022, at ₹51.2 million (\$0.7 million) as against ₹29.9 million (\$0.4 million) for the quarter ended March 31, 2022, and ₹214.6 million (\$2.9 million) for the quarter ended June 30, 2021 (includes exceptional income of ₹181.8 million)

# Performance Highlights – Consolidated Results

## SEQUENTIAL Q1'23 VS Q4'22

Amount in ₹ million

SI No.	Particulars	Q1'23 (Unaudited)	Q4'22 (Audited)	Change%
1	<b>Income:</b>			
	a) Revenue	812.6	736.7	10.3%
	b) Other income	13.3	16.5	-19.4%
	<b>Total Income (a+b)</b>	<b>825.9</b>	<b>753.2</b>	<b>9.7%</b>
2	<b>Expenses:</b>			
	a) Cost of hardware, software and technical sub-contractors	174.5	164.0	6.4%
	b) Employee benefits expense	509.0	478.8	6.3%
	c) Finance cost	2.5	2.4	4.2%
	d) Depreciation and amortization	12.2	12.7	-3.9%
	e) Other expenses	63.3	49.2	28.7%
	<b>Total Expenses (a+b+c+d+e)</b>	<b>761.5</b>	<b>707.1</b>	<b>7.7%</b>
3	<b>Profit Before Tax &amp; Exceptional Items ("PBT") (1-2)</b>	<b>64.4</b>	<b>46.1</b>	<b>39.7%</b>
4	Exceptional Items	-	-	-
5	<b>Profit Before Tax ("PBT") (3+4)</b>	<b>64.4</b>	<b>46.1</b>	<b>39.7%</b>
6	Tax expense	13.2	16.2	-18.5%
7	<b>Profit After Tax ("PAT") (5-6)</b>	<b>51.2</b>	<b>29.9</b>	<b>71.2%</b>



# Performance Summary – Consolidated Results

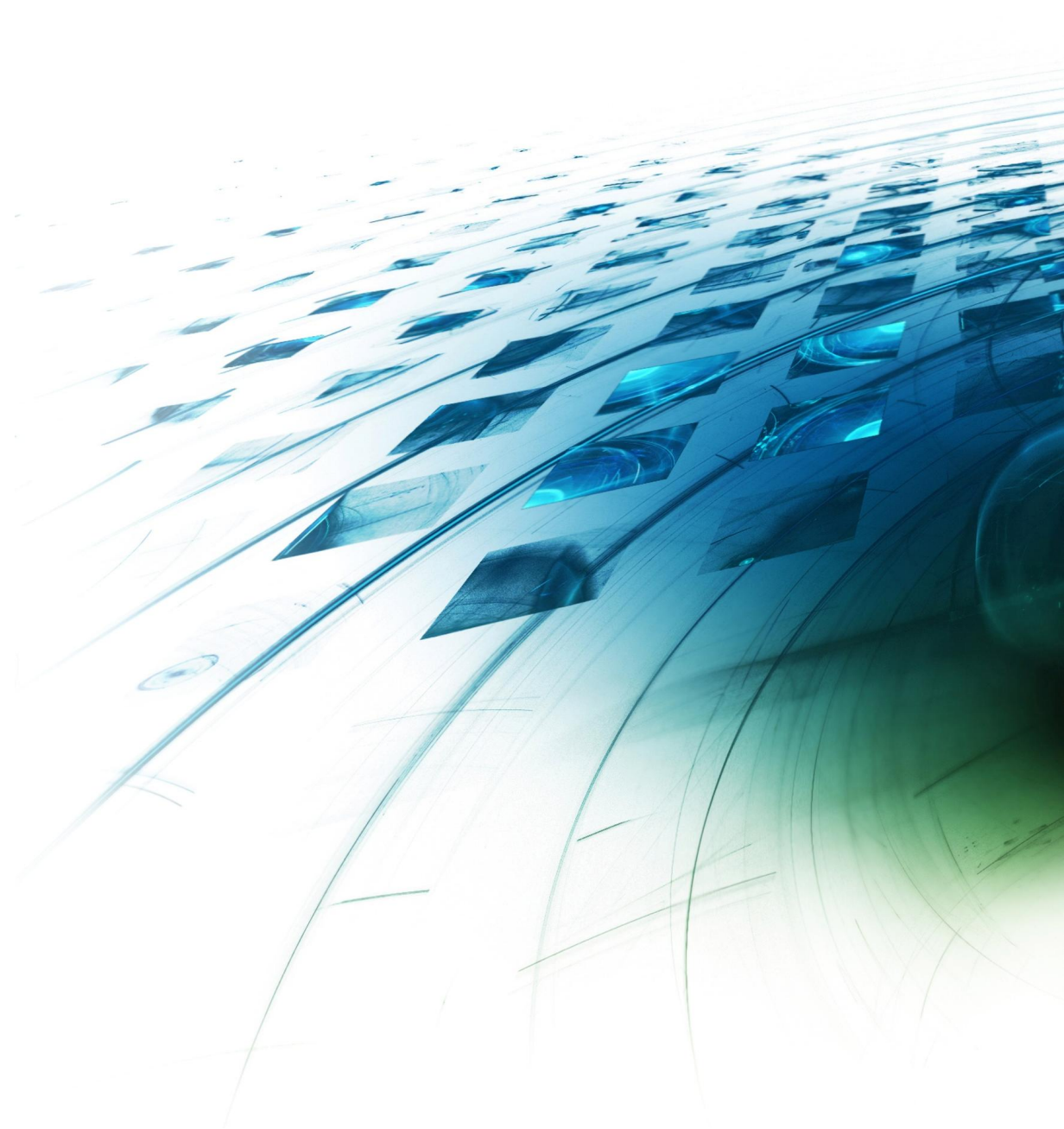
## YOY Q1'23 VS Q1'22

Amount in ₹ million

SI No.	Particulars	Q1'23 (Unaudited)	Q1'22 (Unaudited)	Change%
1	<b>Income:</b>			
	a) Revenue	812.6	734.2	10.7%
	b) Other income	13.3	14.2	-6.3%
	<b>Total Income (a+b)</b>	<b>825.9</b>	<b>748.4</b>	<b>10.4%</b>
2	<b>Expenses:</b>			
	a) Cost of hardware, software and technical sub-contractors	174.5	153.7	13.5%
	b) Employee benefits expense	509.0	476.4	6.8%
	c) Finance cost	2.5	2.9	-13.8%
	d) Depreciation and amortization	12.2	13.8	-11.6%
	e) Other expenses	63.3	57.2	10.7%
	<b>Total Expenses (a+b+c+d+e)</b>	<b>761.5</b>	<b>704.0</b>	<b>8.2%</b>
3	<b>Profit Before Tax &amp; Exceptional Items ("PBT") (1-2)</b>	<b>64.4</b>	<b>44.4</b>	<b>45.0%</b>
4	Exceptional Items	-	181.8	(a)
5	<b>Profit Before Tax ("PBT") (3+4)</b>	<b>64.4</b>	<b>226.2</b>	<b>-71.5%</b>
6	Tax expense	13.2	11.6	13.8%
7	<b>Profit After Tax ("PAT") (5-6)</b>	<b>51.2</b>	<b>214.6</b>	<b>-76.1%</b>

(a) Since current quarter is zero, the percentage change for the period is not computed.

# Mindteck Fact Sheet



# Fact Sheet

## FINANCIAL PERFORMANCE HIGHLIGHTS

Amount in ₹ million

Highlights (INR)		Q1-2023	Q4-2022	Q1-2022	Growth %		FY 22
					QoQ	YoY	
	Revenue	812.6	736.7	734.2	10.3%	10.7%	2,987.8
	EBITDA	65.8	44.7	46.9	47.2%	40.3%	207.7
	PAT	51.2	29.9	214.6	71.2%	-76.1%	333.1

Amount in \$ million

Highlights (USD)		Q1-2023	Q4-2022	Q1-2022	Growth %		FY 22
					QoQ	YoY	
	Revenue	10.6	9.9	10.0	6.4%	5.6%	40.1
	EBITDA	0.9	0.6	0.6	42.0%	33.9%	2.8
	PAT	0.7	0.4	2.9	65.2%	-77.2%	4.5

Exchange Rate		Q1-2023	Q4-2022	Q1-2022	FY 22
	Average (P&L) USD/INR	77.0	74.3	73.5	74.4

# Fact Sheet

## REVENUE METRICS

Geography		Q1-2023	Q4-2022	Q1-2022	FY 22
	USA	61%	61%	60%	59%
	IMEA	8%	8%	7%	9%
	Europe	16%	17%	19%	18%
	APAC	15%	14%	14%	14%

Delivery Centers		Q1-2023	Q4-2022	Q1-2022	FY 22
	USA	52%	53%	53%	52%
	India	12%	12%	12%	13%
	Singapore	9%	8%	9%	8%
	Malaysia	7%	6%	5%	6%
	UK	12%	14%	15%	14%
	Germany	4%	3%	3%	3%
	Bahrain	4%	4%	3%	4%



# Fact Sheet

## REVENUE METRICS

Project Type		Q1-2023	Q4-2022	Q1-2022	FY 22
	Time and Material	96%	99%	97%	95%
	Fixed	4%	1%	3%	5%

Services		Q1-2023	Q4-2022	Q1-2022	FY 22
	Managed Service ("MS")	39%	37%	38%	39%
	Professional Services ("PS")	61%	63%	62%	61%

Revenue Mix-Efforts		Q1-2023	Q4-2022	Q1-2022	FY 22
	Onsite	58%	61%	60%	59%
	Offshore	42%	39%	40%	41%

Revenue Mix-Business Offerings		Q1-2023	Q4-2022	Q1-2022	FY 22
	Talent Management	46%	44%	44%	43%
	Product Engineering	34%	37%	38%	37%
	Information Technology Services	20%	19%	18%	20%

# Fact Sheet

## CLIENT METRICS

Clients		Q1-2023	Q4-2022	Q1-2022	FY 22
	Top 5	62%	56%	59%	55%
	Top 10	72%	70%	72%	67%

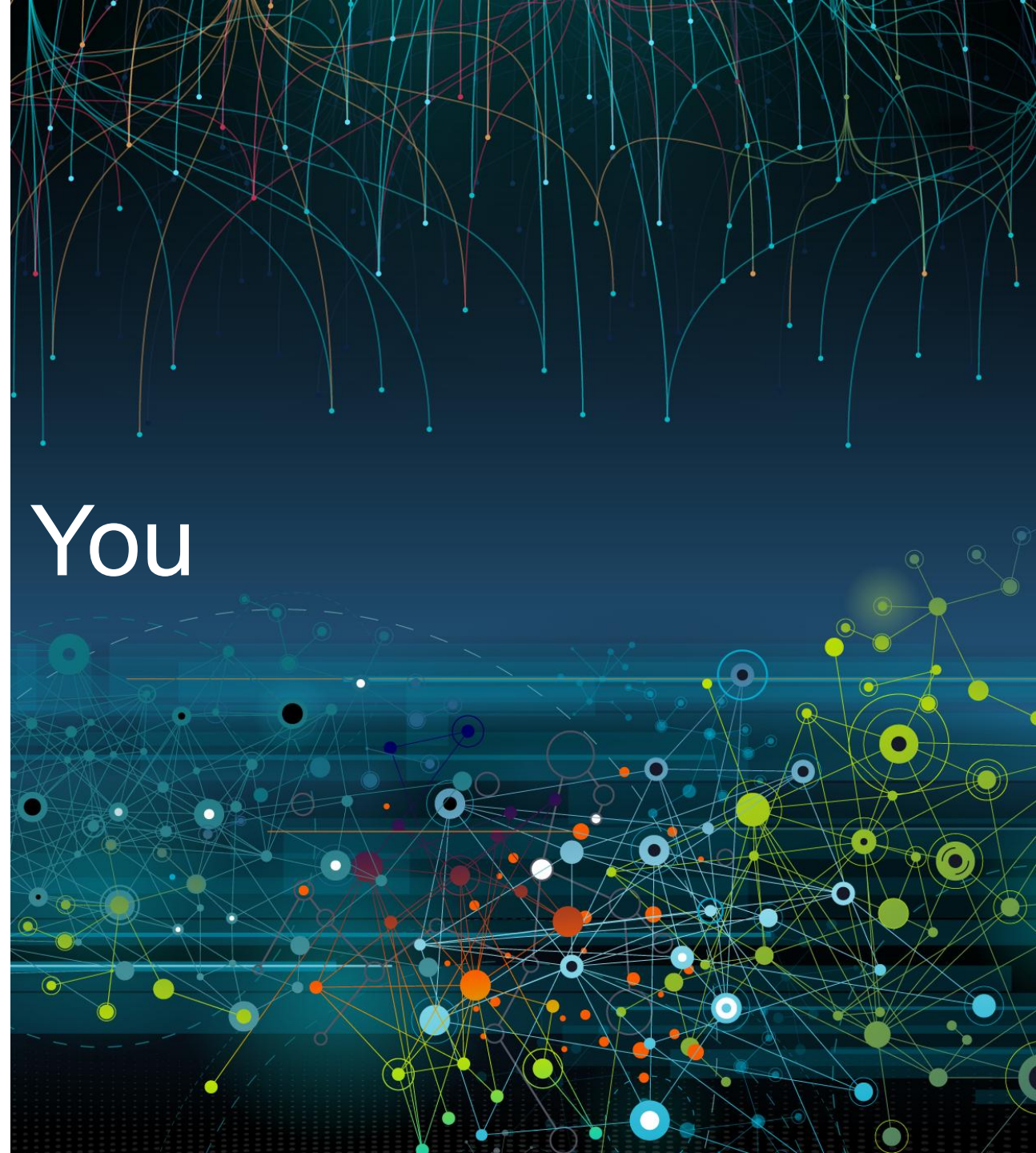
Other details		Q1-2023	Q4-2022	Q1-2022	FY 22
	No of Clients	105	117	96	148
	1 Mn+	12	10	10	10
	5 Mn+	3	2	2	2

## EMPLOYEE METRICS

People		Q1-2023	Q4-2022	Q1-2022	FY 22
	Total Headcount	<b>1,127</b>	<b>1,090</b>	<b>1,038</b>	<b>1,022</b>
	Technical	984	952	905	889
	Support	143	138	133	133



**Thank** You







**Please contact us**

If you have any questions,  
or need assistance:

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