



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	Income:			
	a) Revenue	812.6	736.7	10.3%
	b) Other income	13.3	16.5	-19.4%
	Total Income (a+b)	825.9	753.2	9.7%
2	Expenses:			
	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%
	Total Expenses (a+b+c+d+e)	761.5	707.1	7.7%
3	Profit Before Tax & Exceptional Items ("PBT") (1-2)	64.4	46.1	39.7%
4	Exceptional Items	-	-	-
5	Profit Before Tax ("PBT") (3+4)	64.4	46.1	39.7%
6	Tax expense	13.2	16.2	-18.5%
7	Profit After Tax ("PAT") (5-6)	51.2	29.9	71.2%

Performance Summary – Consolidated Results

YOY Q1'23 VS Q1'22

Amount in ₹ million

SI No.	Particulars	Q1'23 (Unaudited)	Q1'22 (Unaudited)	Change%
1	Income:			
	a) Revenue	812.6	734.2	10.7%
	b) Other income	13.3	14.2	-6.3%
	Total Income (a+b)	825.9	748.4	10.4%
2	Expenses:			
	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%
	Total Expenses (a+b+c+d+e)	761.5	704.0	8.2%
3	Profit Before Tax & Exceptional Items ("PBT") (1-2)	64.4	44.4	45.0%
4	Exceptional Items	-	181.8	(a)
5	Profit Before Tax ("PBT") (3+4)	64.4	226.2	-71.5%
6	Tax expense	13.2	11.6	13.8%
7	Profit After Tax ("PAT") (5-6)	51.2	214.6	-76.1%

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

Mindteck Fact Sheet

Fact Sheet

FINANCIAL PERFORMANCE HIGHLIGHTS

Highlights (INR)		Q1-2023	Q4-2022	Q1-2022	Growth %		FY 22
					QoQ	YoY	
		Revenue	EBITDA	PAT	10.3%	10.7%	2,987.8
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

Highlights (USD)		Q1-2023	Q4-2022	Q1-2022	Growth %		FY 22
					QoQ	YoY	
		Revenue	EBITDA	PAT	6.4%	5.6%	40.1
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

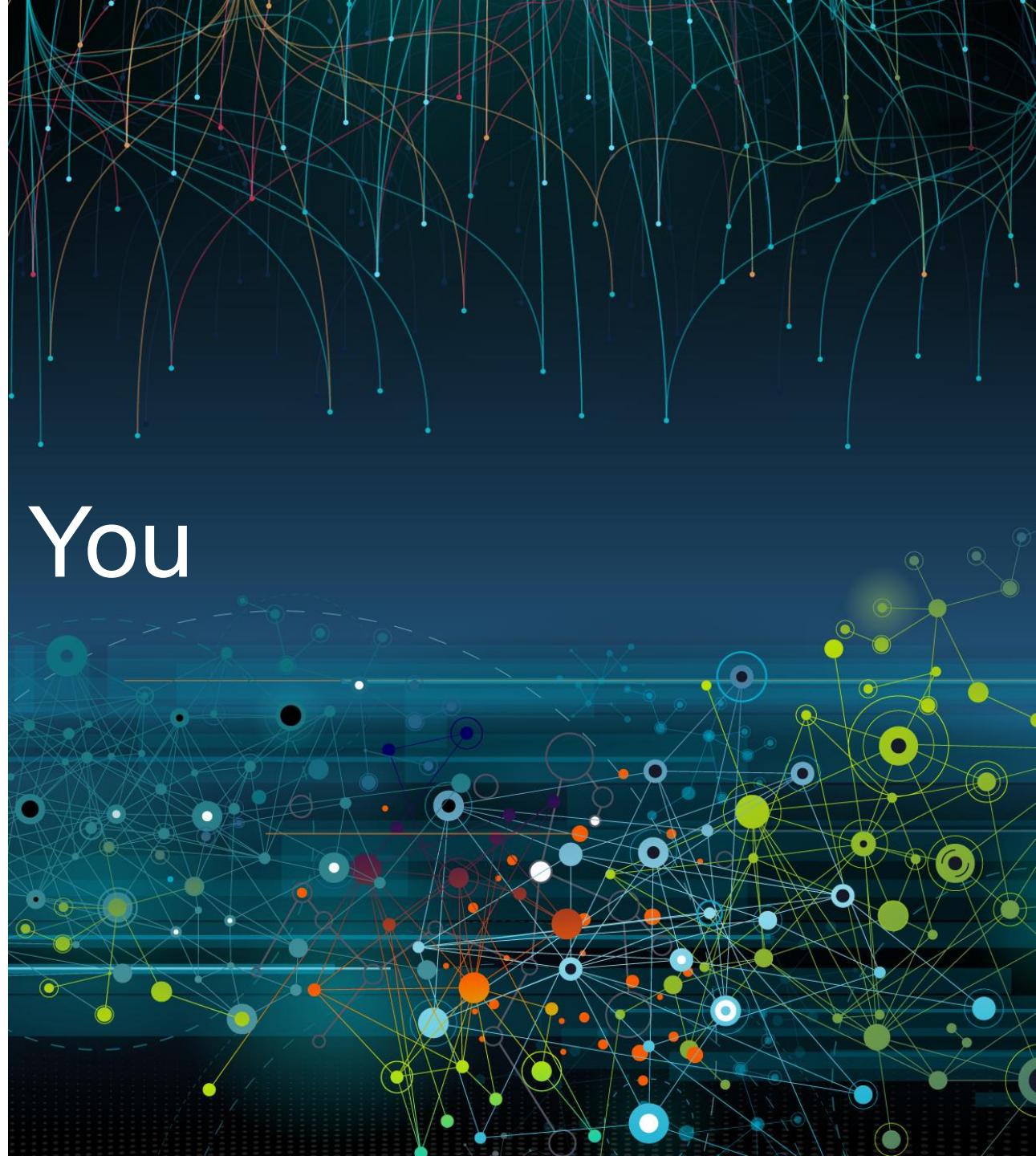
CLIENT METRICS

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	1,127	1,090	1,038	1,022
	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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