



Mindteck Investor Presentation

Quarter and Year Ended March 31, 2021

Financial Performance

Performance Highlights – Consolidated Results

Q4 FY 2020-21:

- Revenue at ₹725.7 million (\$9.8 million), dip of 0.2% on QoQ and growth of 2.6% YoY.
- EBITDA for the quarter ended March 31, 2021 at ₹74.1 million (\$1.0 million) compared to ₹47.4 million (\$0.6 million) for the quarter ended December 31, 2020 and ₹5.1 million (\$0.1 million) for the quarter ended March 31, 2020.
- Profit After Tax (“PAT”) for the quarter ended March 31, 2021 at ₹54.2 million (\$0.7 million) as against PAT of ₹14.5 million (\$0.2 million) for the quarter ended December 31, 2020 and loss of ₹408.6 million (\$5.8 million) for the quarter ended March 31, 2020.

Year To Date 2020-21:

- Revenue at ₹2,867.2 million (\$38.7 million), growth of 3.8% as against the preceding year.
- EBITDA at ₹196.20 million (\$2.6 million), growth of 337.0% as against the preceding year.
- Profit After Tax (“PAT”) at ₹108.6 million (\$1.5million) as against loss of ₹648.0 million in the preceding year.

Performance Highlights – Consolidated Results

SEQUENTIAL Q4'21 Vs. Q3'21

Amount in ₹ million

SI No.	Particulars	Q4'21 (Audited)	Q3'21 (Unaudited)	Change%
1	Income:			
	a) Revenue	725.7	727.2	-0.2%
	b) Other income	4.5	10.0	-55.0%
	Total Income (a+b)	730.2	737.2	-0.9%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	132.4	132.8	-0.3%
	b) Employee benefits expense	466.3	492.1	-5.2%
	c) Finance cost	3.2	3.5	-8.6%
	d) Depreciation and amortization	14.8	14.3	3.5%
	e) Other expenses	52.9	54.9	-3.6%
	Total Expenses (a+b+c+d+e)	669.6	697.6	-4.0%
3	Profit/(Loss) Before Tax ("PBT") (1-2)	60.6	39.6	53.0%
4	Tax expense	6.4	25.1	-74.5%
5	Profit/(Loss) After Tax ("PAT") (3-4)	54.2	14.5	273.8%

Performance Summary – Consolidated Results

YoY Q4 FY 21 Vs. Q4 FY 20

Amount in ₹ million

Sl No.	Particulars	Q4'21 (Audited)	Q4'20 (Audited)	Change%
1	Income:			
	a) Revenue	725.7	707.0	2.6%
	b) Other income	4.5	3.7	21.6%
	Total Income (a+b)	730.2	710.7	2.7%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	132.4	102.9	28.7%
	b) Employee benefits expense	466.3	513.3	-9.2%
	c) Finance cost	3.2	5.4	-40.7%
	d) Depreciation and amortization	14.8	18.1	-18.2%
	e) Other expenses	52.9	85.7	-38.3%
	Total Expenses (a+b+c+d+e)	669.6	725.4	-7.7%
3	Profit/(Loss) Before Tax ("PBT") (1-2)	60.6	(14.7)	(a)
4	Impairment of Investment in Subsidiaries	-	(394.4)	(a)
5	Tax expense	6.4	(0.5)	(a)
6	Profit/(Loss) After Tax ("PAT") (3-4)	54.2	(408.6)	(a)

a) Since current/previous quarter is negative, the percentage change for the period is not computed.

Performance Summary – Consolidated Results

YTD FY 21 Vs. YTD FY 20

Amount in ₹ million

Sl No.	Particulars	FY 2021 (Audited)	FY 2020 (Audited)	Change%
1	Income:			
	a) Revenue	2,867.2	2,761.3	3.8%
	b) Other income	45.5	17.5	160.0%
	Total Income (a+b)	2,912.7	2,778.8	4.8%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	491.1	417.1	17.7%
	b) Employee benefits expense	1,947.8	1,992.4	-2.2%
	c) Finance cost	16.5	22.6	-27.0%
	d) Depreciation and amortization	63.9	70.4	-9.2%
	e) Other expenses	232.1	306.9	-24.4%
	Total Expenses (a+b+c+d+e)	2,751.4	2,809.4	-2.1%
3	Profit/(Loss) Before Tax (“PBT”) (1-2)	161.3	(30.6)	(a)
4	Impairment of Investment in Subsidiaries	-	(610.1)	(a)
5	Tax expense	52.7	7.3	621.9%
6	Profit/(Loss) After Tax (“PAT”) (3-4)	108.6	(648.0)	(a)

a) Since current/previous quarter is negative, the percentage change for the period is not computed.

Mindteck Fact Sheet

Fact Sheet

FINANCIAL PERFORMANCE HIGHLIGHTS

In ₹ million

Particulars		Q4-2021	Q3-2021	Q4-2020	Growth %		FY 21	FY 20	Growth %
					QoQ	YoY			
Revenue		725.7	727.2	707.0	-0.2%	2.6%	2,867.2	2,761.3	3.8%
EBITDA		74.1	47.4	5.1	56.3%	1352.9%	196.2	44.9	337.0%
PAT		54.2	14.5	(408.6)	273.8%	(a)	108.6	(648.0)	(a)

In \$ million

Particulars		Q4-2021	Q3-2021	Q4-2020	Growth %		FY 21	FY 20	Growth %
					QoQ	YoY			
Revenue		9.8	9.8	10.0	0.1%	-2.1%	38.7	38.9	-0.4%
EBITDA		1.0	0.6	0.1	56.8%	1285.4%	2.6	0.6	318.9%
PAT		0.7	0.2	(5.8)	274.8%	(a)	1.5	(9.1)	(a)

USD/INR

Exchange Rate		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Average (P&L)	74.2	74.4	70.7	74.12	71.1

a) Since current/previous quarter is negative, the percentage change for the period is not computed.

Fact Sheet

REVENUE METRICS

Geography		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	USA	63%	68%	70%	67%	69%
	IMEA	7%	7%	6%	7%	6%
	Europe	15%	11%	10%	12%	10%
	APAC	15%	14%	14%	14%	15%

Delivery Centers		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	USA	55%	60%	62%	58%	60%
	India	13%	12%	12%	13%	13%
	Singapore	9%	9%	8%	9%	9%
	Malaysia	5%	5%	5%	5%	6%
	UK	11%	8%	7%	9%	7%
	Germany	3%	2%	3%	2%	3%
	Bahrain	4%	4%	3%	4%	2%

Fact Sheet

REVENUE METRICS

Project Type		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Time and Material	94%	96%	98%	95%	98%
	Fixed	6%	4%	2%	5%	2%

Services		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Managed Service ("MS")	40%	36%	30%	37%	31%
	Professional Services ("PS")	60%	64%	70%	63%	69%

Revenue Mix-Efforts		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Onsite	59%	63%	69%	62%	68%
	Offshore	41%	37%	31%	38%	32%

Revenue Mix-Business Offerings		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Talent Management	49%	57%	61%	55%	60%
	Product Engineering	31%	24%	23%	26%	24%
	Information Technology Services	20%	19%	16%	19%	16%

Fact Sheet

CLIENT METRICS

Clients		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Top 5	44%	43%	55%	53%	55%
	Top 10	59%	59%	73%	69%	72%

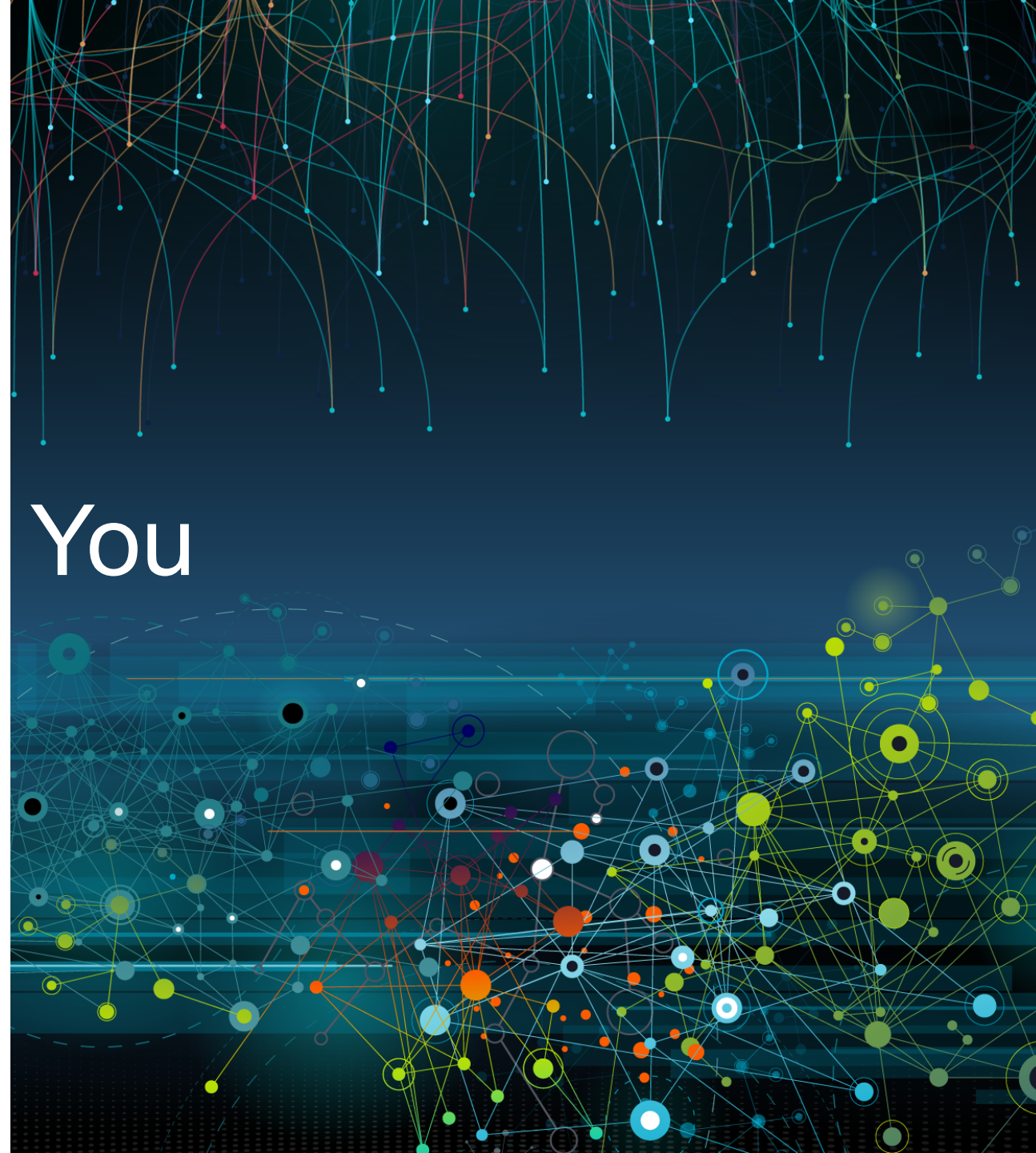
Other details		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	No of Clients	101	111	98	104	118
	1 Mn+	10	7	10	10	10
	5 Mn+	2	1	2	2	2

EMPLOYEE METRICS

People		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
	Total Headcount	1,021	1,023	951	1,021	951
	Technical	880	864	779	880	779
	Support	141	159	172	141	172



Thank You





Please contact us

If you have any questions,
or need assistance:

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