



# 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

Sl No.	Particulars	Q4'21 (Audited)	Q3'21 (Unaudited)	Change%
1	<b>Income:</b>			
	a) Revenue	725.7	727.2	-0.2%
	b) Other income	4.5	10.0	-55.0%
	<b>Total Income (a+b)</b>	<b>730.2</b>	<b>737.2</b>	<b>-0.9%</b>
2	<b>Expenses:</b>			
	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%
	<b>Total Expenses (a+b+c+d+e)</b>	<b>669.6</b>	<b>697.6</b>	<b>-4.0%</b>
3	<b>Profit/(Loss) Before Tax ("PBT") (1-2)</b>	<b>60.6</b>	<b>39.6</b>	<b>53.0%</b>
4	Tax expense	6.4	25.1	-74.5%
5	<b>Profit/(Loss) After Tax ("PAT") (3-4)</b>	<b>54.2</b>	<b>14.5</b>	<b>273.8%</b>

# Performance Summary – Consolidated Results

YoY Q4 FY 21 Vs. Q4 FY 20

Amount in ₹ million

SI No.	Particulars	Q4'21 (Audited)	Q4'20 (Audited)	Change%
1	<b>Income:</b>			
	a) Revenue	725.7	707.0	2.6%
	b) Other income	4.5	3.7	21.6%
	<b>Total Income (a+b)</b>	<b>730.2</b>	<b>710.7</b>	<b>2.7%</b>
2	<b>Expenses:</b>			
	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%
	<b>Total Expenses (a+b+c+d+e)</b>	<b>669.6</b>	<b>725.4</b>	<b>-7.7%</b>
3	<b>Profit/(Loss) Before Tax (“PBT”) (1-2)</b>	<b>60.6</b>	<b>(14.7)</b>	<b>(a)</b>
4	<b>Impairment of Investment in Subsidiaries</b>	-	<b>(394.4)</b>	<b>(a)</b>
5	<b>Tax expense</b>	<b>6.4</b>	<b>(0.5)</b>	<b>(a)</b>
6	<b>Profit/(Loss) After Tax (“PAT”) (3-4)</b>	<b>54.2</b>	<b>(408.6)</b>	<b>(a)</b>

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

SI No.	Particulars	FY 2021 (Audited)	FY 2020 (Audited)	Change%
1	<b>Income:</b>			
	a) Revenue	2,867.2	2,761.3	3.8%
	b) Other income	45.5	17.5	160.0%
	<b>Total Income (a+b)</b>	<b>2,912.7</b>	<b>2,778.8</b>	<b>4.8%</b>
2	<b>Expenses:</b>			
	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%
	<b>Total Expenses (a+b+c+d+e)</b>	<b>2,751.4</b>	<b>2,809.4</b>	<b>-2.1%</b>
3	<b>Profit/(Loss) Before Tax (“PBT”) (1-2)</b>	<b>161.3</b>	<b>(30.6)</b>	<b>(a)</b>
4	<b>Impairment of Investment in Subsidiaries</b>	-	<b>(610.1)</b>	<b>(a)</b>
5	<b>Tax expense</b>	<b>52.7</b>	<b>7.3</b>	<b>621.9%</b>
6	<b>Profit/(Loss) After Tax (“PAT”) (3-4)</b>	<b>108.6</b>	<b>(648.0)</b>	<b>(a)</b>

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

# Mindteck Fact Sheet

# Fact Sheet

## FINANCIAL PERFORMANCE HIGHLIGHTS

Particulars		Q4-2021	Q3-2021	Q4-2020	Growth %		FY 21	FY 20	Growth %
					QoQ	YoY			
Particulars	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)

Particulars		Q4-2021	Q3-2021	Q4-2020	Growth %		FY 21	FY 20	Growth %
					QoQ	YoY			
Particulars	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)

Exchange Rate		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20	USD/INR
	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
	Region	Revenue Share (%)				
USA	North America	63%	68%	70%	67%	69%
IMEA	EMEA	7%	7%	6%	7%	6%
Europe	EMEA	15%	11%	10%	12%	10%
APAC	APAC	15%	14%	14%	14%	15%

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

# Fact Sheet

## REVENUE METRICS

Project Type		Q4-2021	Q3-2021	Q4-2020	FY 21	FY 20
		94%	96%	98%	95%	98%
Services	Fixed	6%	4%	2%	5%	2%
	Managed Service ("MS")	40%	36%	30%	37%	31%
Revenue Mix-Efforts	Professional Services ("PS")	60%	64%	70%	63%	69%
	Onsite	59%	63%	69%	62%	68%
Revenue Mix-Business Offerings	Offshore	41%	37%	31%	38%	32%
	Talent Management	49%	57%	61%	55%	60%
	Product Engineering	31%	24%	23%	26%	24%
	Information Technology Services	20%	19%	16%	19%	16%

# Fact Sheet

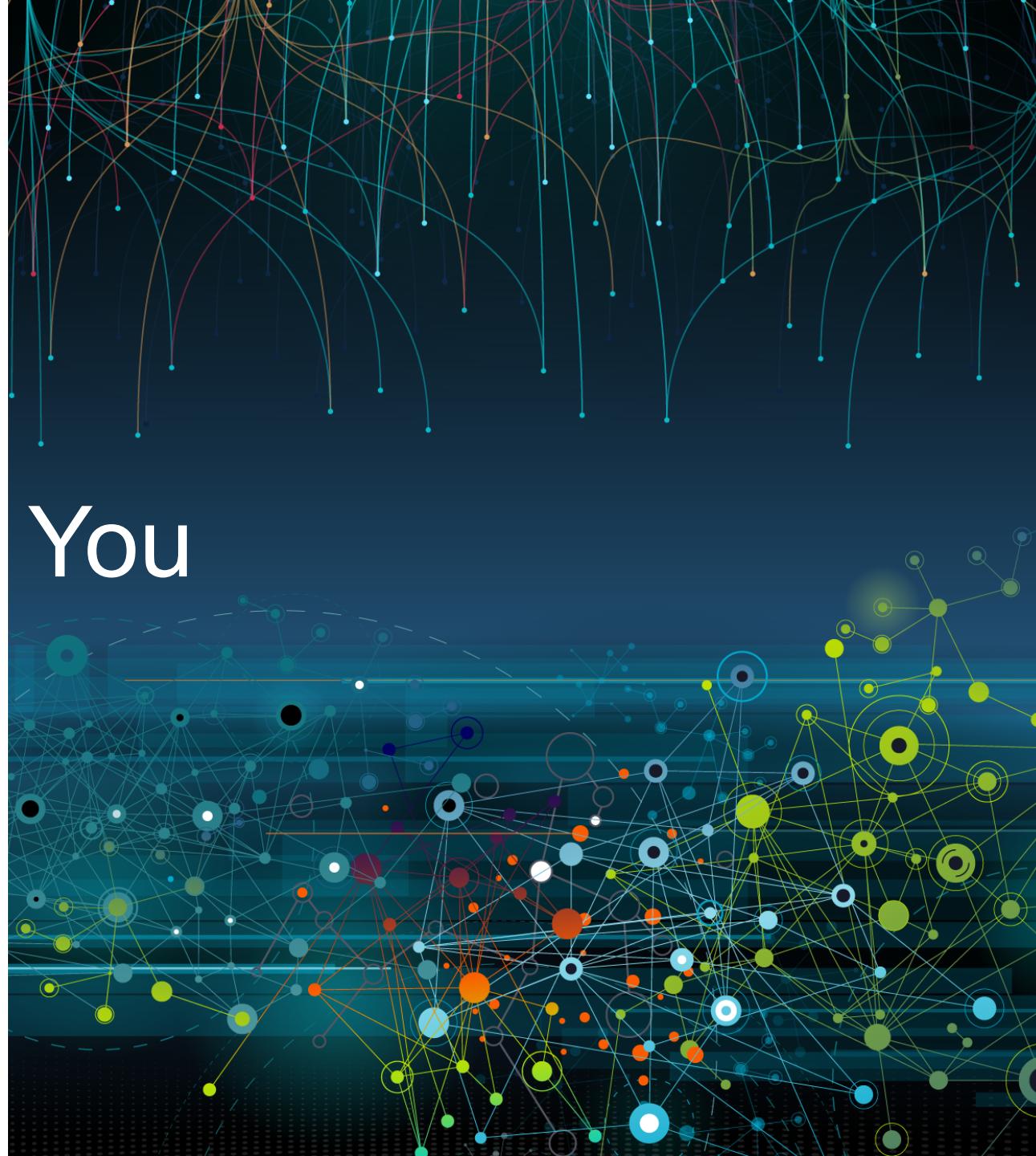
## CLIENT METRICS

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