



Mindteck Investor Presentation

Quarter and Six months ended September 30, 2021



Financial Performance

Performance Highlights – Consolidated Results

Q2 FY 2021-22:

- Revenue at ₹759.7 million (\$10.3 million), growth of 3.5% on QoQ and growth of 4.3% YoY.
- EBITDA for the quarter ended September 30, 2021, at ₹61.5 million (\$0.8 million) compared to ₹46.9 million (\$0.6 million) for the quarter ended June 30, 2021, and ₹43.7 million (\$0.6 million) for the quarter ended September 30, 2020.
- Profit After Tax (“PAT”) for the quarter ended September 30, 2021, at ₹44.1 million (\$0.6 million) as against ₹214.6 million (\$2.9 million) for the quarter ended June 30, 2021, and ₹23.2 million (\$0.3 million) for the quarter ended September 30, 2020.

Year to Date 2021-22:

- Revenue at ₹1,493.9 million (\$20.3 million), growth of 5.6% as against the preceding year.
- EBITDA at ₹108.40 million (\$1.5 million), growth of 45% as against the preceding year.
- Profit After Tax (“PAT”) at ₹258.7 million (\$3.5 million) compared to ₹39.9 million (\$0.5 million) in the preceding year.

Performance Highlights – Consolidated Results

SEQUENTIAL Q2'22 Vs. Q1'22

Amount in ₹ million

SI No.	Particulars	Q2'22 (Unaudited)	Q1'22 (Unaudited)	Change%
1	Income:			
	a) Revenue	759.7	734.2	3.5%
	b) Other income	9.5	14.2	-33.1%
	Total Income (a+b)	769.2	748.4	2.8%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	158.2	153.7	2.9%
	b) Employee benefits expense	463.3	476.4	-2.7%
	c) Finance cost	1.8	2.9	-37.9%
	d) Depreciation and amortization	12.1	13.8	-12.3%
	e) Other expenses	76.7	57.2	34.1%
	Total Expenses (a+b+c+d+e)	712.1	704.0	1.2%
3	Profit/(Loss) Before Tax & Exceptional Items ("PBT") (1-2)	57.1	44.4	28.6%
4	Exceptional Items	-	181.8	(a)
5	Profit/(Loss) Before Tax ("PBT") (3+4)	57.1	226.2	-74.8%
6	Tax expense	13.0	11.6	12.1%
7	Profit/(Loss) After Tax ("PAT") (5-6)	44.1	214.6	-79.5%

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

Performance Summary – Consolidated Results

YoY Q2 FY 22 Vs. Q2 FY 21

Amount in ₹ million

SI No.	Particulars	Q2'22 (Unaudited)	Q2'21 (Unaudited)	Change%
1	Income:			
	a) Revenue	759.7	728.1	4.3%
	b) Other income	9.5	9.5	0.0%
	Total Income (a+b)	769.2	737.6	4.3%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	158.2	112.7	40.4%
	b) Employee benefits expense	463.3	504.6	-8.2%
	c) Finance cost	1.8	4.4	-59.1%
	d) Depreciation and amortization	12.1	17.2	-29.7%
	e) Other expenses	76.7	67.1	14.3%
	Total Expenses (a+b+c+d+e)	712.1	706.0	0.9%
3	Profit/(Loss) Before Tax & Exceptional Items ("PBT") (1-2)	57.1	31.6	80.7%
4	Exceptional Items	-	-	(a)
5	Profit/(Loss) Before Tax ("PBT") (3+4)	57.1	31.6	80.7%
6	Tax expense	13.0	8.4	54.8%
7	Profit/(Loss) After Tax ("PAT") (5-6)	44.1	23.2	90.1%

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

Performance Summary – Consolidated Results

YTD FY 22 Vs. YTD FY 21

Amount in ₹ million

SI No.	Particulars	YTD-'22 (Unaudited)	YTD-'21 (Unaudited)	Change%
1	Income:			
	a) Revenue	1,493.9	1,414.3	5.6%
	b) Other income	23.7	31.0	-23.5%
	Total Income (a+b)	1,517.6	1,445.3	5.0%
2	Expenses:			
	a) Cost of hardware, software and technical sub-contractors	311.9	225.9	38.1%
	b) Employee benefits expense	939.7	989.4	-5.0%
	c) Finance cost	4.7	9.8	-52.0%
	d) Depreciation and amortization	25.9	34.8	-25.6%
	e) Other expenses	133.9	124.3	7.7%
	Total Expenses (a+b+c+d+e)	1,416.1	1,384.2	2.3%
3	Profit/(Loss) Before Tax & Exceptional Items ("PBT") (1-2)	101.5	61.1	66.1%
4	Exceptional Items	181.8	-	(a)
5	Profit/(Loss) Before Tax ("PBT") (3+4)	283.3	61.1	363.7%
6	Tax expense	24.6	21.2	16.0%
7	Profit/(Loss) After Tax ("PAT") (5-6)	258.7	39.9	548.4%

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

Mindteck Fact Sheet

Fact Sheet

FINANCIAL PERFORMANCE HIGHLIGHTS

Particulars		Q2-2022	Q1-2022	Q2-2021	Growth %		FY 21
					QoQ	YoY	
Revenue		759.7	734.2	728.1	3.5%	4.3%	2,867.2
EBITDA		61.5	46.9	43.7	31.1%	40.7%	196.2
PAT		44.1	214.6	23.2	-79.5%	90.1%	108.6

Particulars		Q2-2022	Q1-2022	Q2-2021	Growth % *		FY 21
					QoQ	YoY	
Revenue		10.3	10.0	9.7	3.3%	5.7%	38.7
EBITDA		0.8	0.6	0.6	30.9%	42.6%	2.6
PAT		0.6	2.9	0.3	-79.5%	92.6%	1.5

Exchange Rate		Q2-2022	Q1-2022	Q2-2021	FY 21
	Average (P&L) USD/INR	73.7	73.6	74.7	74.1

Fact Sheet

REVENUE METRICS

Geography		Q2-2022	Q1-2022	Q2-2021	FY 21
	Region	Revenue Share (%)	Revenue Share (%)	Revenue Share (%)	Revenue Share (%)
USA	North America	55%	60%	69%	67%
IMEA	EMEA	12%	7%	8%	7%
Europe	EMEA	19%	19%	10%	12%
APAC	APAC	14%	14%	13%	14%

Delivery Centers		Q2-2022	Q1-2022	Q2-2021	FY 21
	Center	Revenue Share (%)	Revenue Share (%)	Revenue Share (%)	Revenue Share (%)
USA	USA	48%	53%	60%	58%
India	India	15%	12%	13%	13%
Singapore	Singapore	8%	9%	9%	9%
Malaysia	Malaysia	6%	5%	4%	5%
UK	UK	15%	15%	7%	9%
Germany	Germany	3%	3%	3%	2%
Bahrain	Bahrain	5%	3%	4%	4%

Fact Sheet

REVENUE METRICS

Project Type		Q2-2022	Q1-2022	Q2-2021	FY 21
	Time and Material	93%	97%	96%	95%
Services	Fixed	7%	3%	4%	5%
Services		Q2-2022	Q1-2022	Q2-2021	FY 21
	Managed Service ("MS")	40%	38%	36%	37%
Revenue Mix-Efforts	Professional Services ("PS")	60%	62%	64%	63%
Revenue Mix-Efforts		Q2-2022	Q1-2022	Q2-2021	FY 21
	Onsite	57%	60%	64%	62%
Revenue Mix-Business Offerings	Offshore	43%	40%	36%	38%
Revenue Mix-Business Offerings		Q2-2022	Q1-2022	Q2-2021	FY 21
	Talent Management	43%	44%	57%	55%
Revenue Mix-Business Offerings	Product Engineering	36%	38%	24%	26%
	Information Technology Services	21%	18%	19%	19%

Fact Sheet

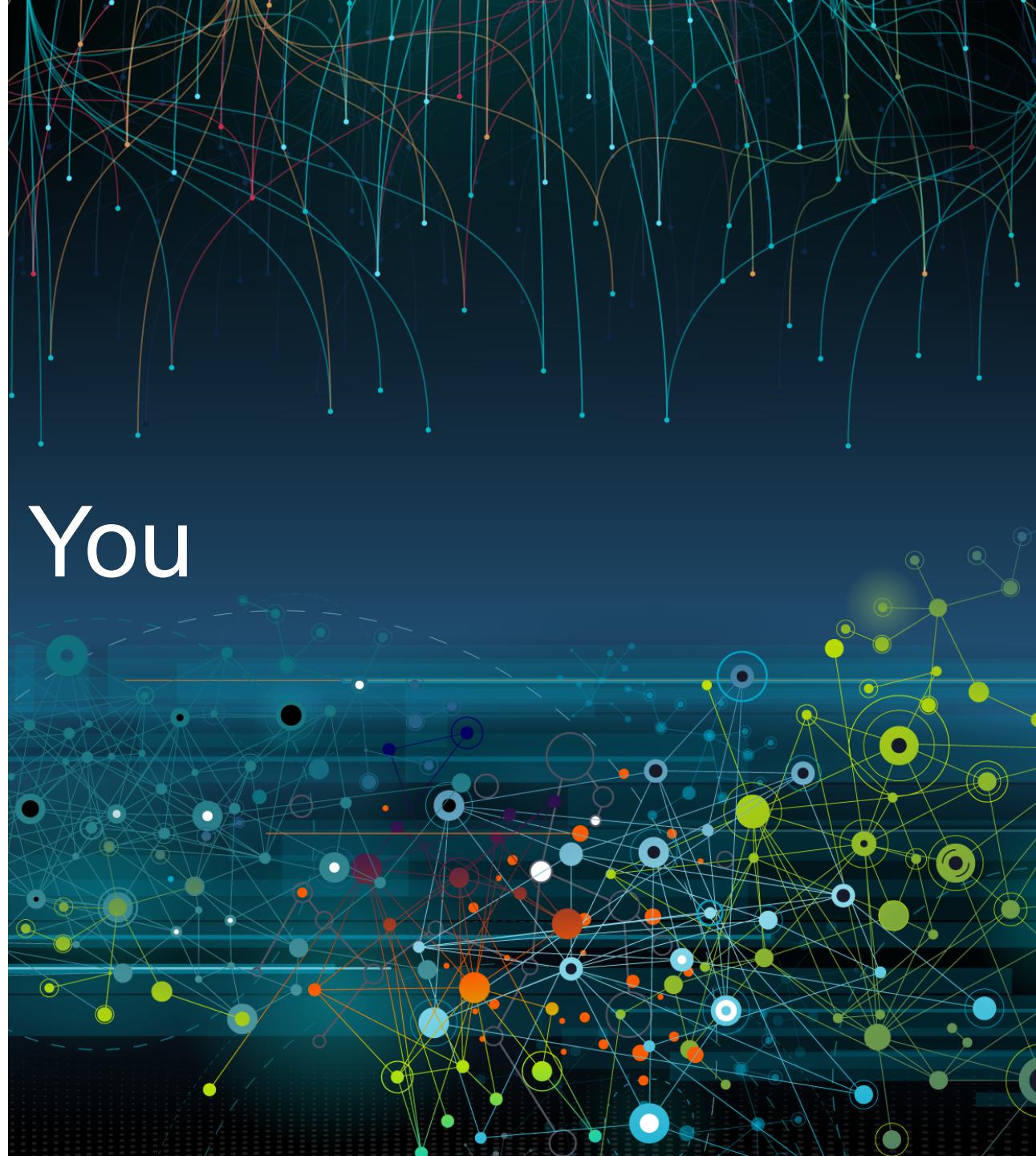
CLIENT METRICS

Clients		Q2-2022	Q1-2022	Q2-2021	FY 21
	Top 5	56%	59%	52%	53%
	Top 10	68%	72%	68%	69%
Other details		Q2-2022	Q1-2022	Q2-2021	FY 21
	No of Clients	106	96	104	104
	1 Mn+	10	10	10	10
	5 Mn+	2	2	2	2

EMPLOYEE METRICS

People		Q2-2022	Q1-2022	Q2-2021	FY 21
	Total Headcount	1,071	1,038	1,017	1,021
	Technical	932	905	851	880
	Support	139	133	166	141

Thank You



Please contact us

If you have any questions,
or need assistance:

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