



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

Sl 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

Sl 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

Amount in ₹ million

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

Amount in \$ million

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
	USA	55%	60%	69%	67%
	IMEA	12%	7%	8%	7%
	Europe	19%	19%	10%	12%
	APAC	14%	14%	13%	14%

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

Services		Q2-2022	Q1-2022	Q2-2021	FY 21
	Managed Service ("MS")	40%	38%	36%	37%
	Professional Services ("PS")	60%	62%	64%	63%

Revenue Mix-Efforts		Q2-2022	Q1-2022	Q2-2021	FY 21
	Onsite	57%	60%	64%	62%
	Offshore	43%	40%	36%	38%

Revenue Mix-Business Offerings		Q2-2022	Q1-2022	Q2-2021	FY 21
	Talent Management	43%	44%	57%	55%
	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%

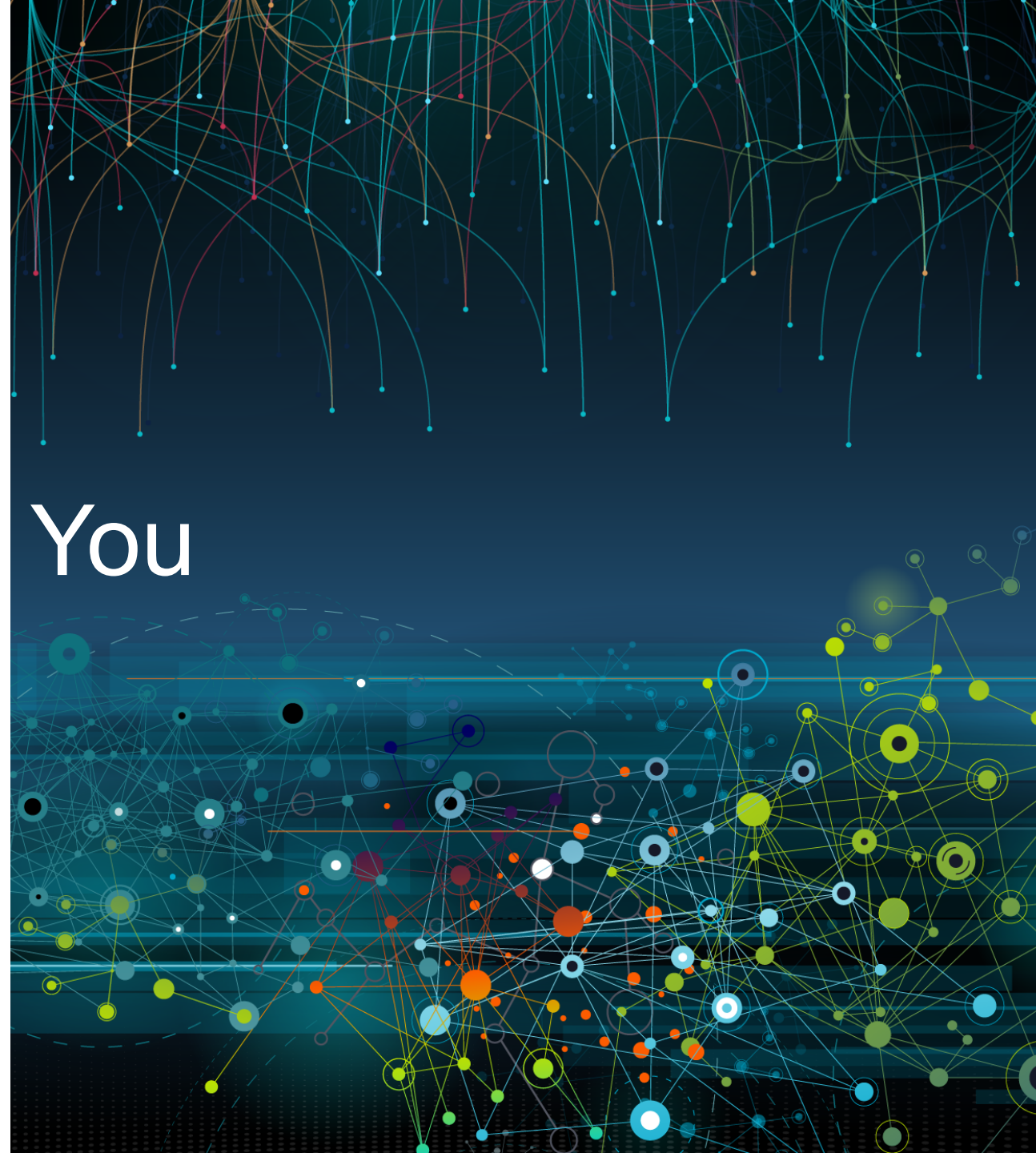
Other details		Q2-2022	Q1-2022	Q2-2021	FY 21
	No of Clients	106	96	104	104
	1 Mn+	10	10	10	10
	5 Mn+	2	2	2	2

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

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or need assistance:

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