

Born Digital . Born Agile

Happiest Minds Technologies Limited

(formerly known as Happiest Minds Technologies Pvt Ltd) Regd. Office: #53/1-4, Hosur Main Road, Madivala, Bangalore-560068, Karnataka, India CIN of the Co. L72900KA2011PLC057931 P: +91 80 6196 0300, F: +91 80 6196 0700 www.happiestminds.com

November 4, 2020

Listing Compliance & Legal Regulatory BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai 400 001 Stock Code: 543227 Listing & Compliance
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra East, Mumbai 400 051
Stock Code: HAPPSTMNDS

Dear Sir/Madam,

Sub: Earnings Presentation on the financial results Q2 & HY FY'21

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Earnings Presentation of the financial results of the Company for the quarter and half year ended September 30,2020 that will be circulated to the Investors/Analysts for the Earnings Call scheduled on November 6, 2020.

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Techno

This is for your information and records.

Thanking you, Yours faithfully,

For Happiest Minds Technologies Limited

Praveen Kumar Darshankar Company Secretary & Compliance Officer Membership No. F6706



Safe Harbor



This presentation may contain certain forward-looking statements, which involves risks and uncertainties that could cause our future results to differ materially from those in such forward-looking statements. The COVID-19 pandemic could decrease our customers' technology spend, delaying prospective customers' purchasing decisions, and impact our ability to provide services; all of which could adversely affect our future revenue, margin and overall financial performance. Our operations could also be negatively impacted by a range of external factors not within our control including those due to the pandemic. We do not undertake to update any of our forward-looking statements that may be made from time to time by us or on our behalf.

About Happiest Minds



Next Generation Digital Transformation, Infrastructure, Security and Product Engineering Services Company

93%

Agile



- 100 % digitally executed IPO
- Heavily oversubscribed with healthy listing gains Reflects
- Our growth and profitability
- Management Team & Corporate governance

97%
mber 2020
Digital

'Born Digital. Born Agile'

Mission Statement

Happiest People.

Happiest Customers

SMILES Values

Sharing, Mindful, Integrity,

Learning, Excellence, Social

Responsibility

Happiest Minds

2,721+

across 7 Countries

150+

Active clients

39 Fortune2000 / Forbes200 / Billion \$ corporations

95%+ of repeat business

Great Place To Work

Ranked #4 - IT Services

Top **50** India's Best Workplaces for Women 36.3%

RoCE¹

36.3%

RoE

4.2 rating

on Glassdoor
#2 for Indian IT Services

Promoter









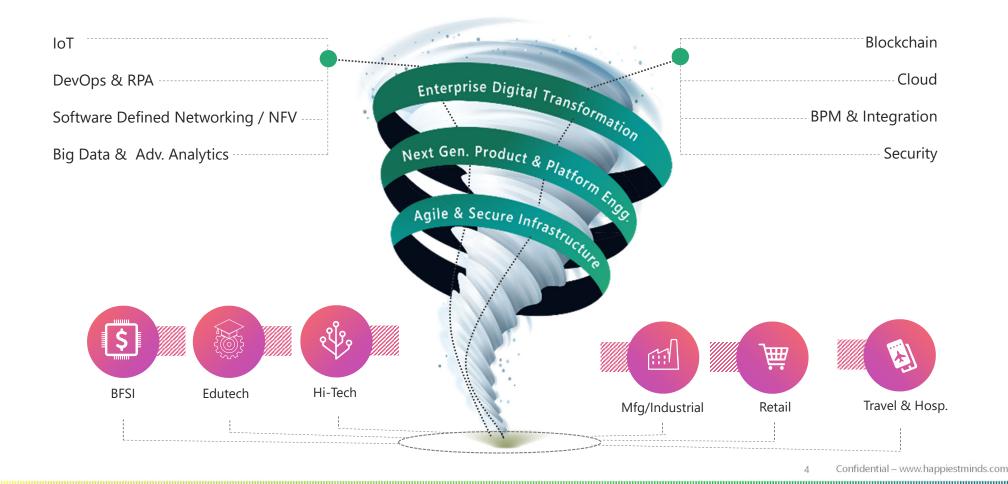
Leaders - ER&D Services Leaders - Education



2019

Our Business





Mission, Vision and Values







1

Be the **Happiness Evangelists** for each other, our

Customers and Society

Achieve a very successful **IPO** by or before FY23 and in the interim provide a monetization event for investors/team by FY20

Be known as the company with highest standards of **Corporate Governance**

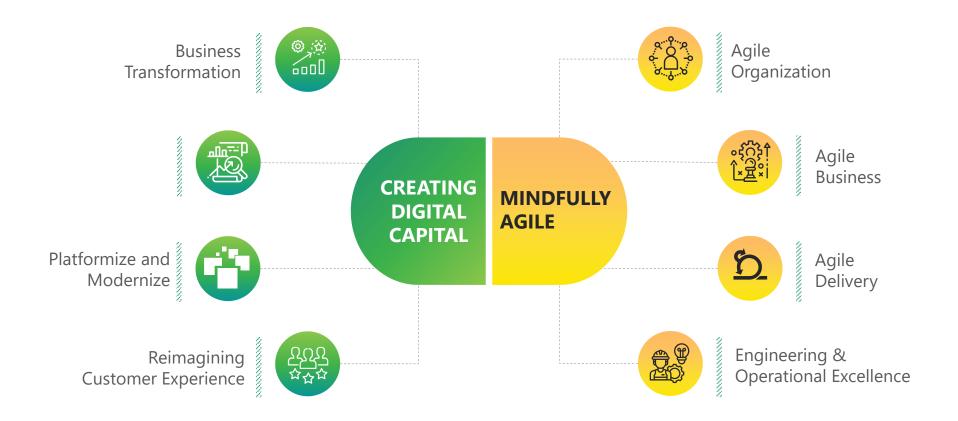
Be recognized for Thought Leadership in our focused areas of technology and solutions

Be a leader in **Social Responsibility** initiatives

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Operation and Financial Metrics – Q2 FY21

Results Q2 FY21

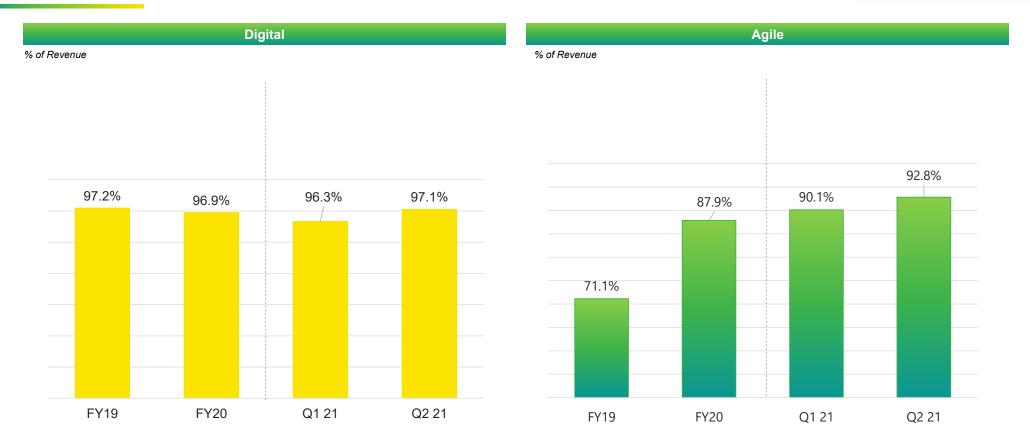


Particulars	Q2 FY 21	Q1 FY 21	QoQ	Q2 FY 20	YoY	H1 FY 21	H1 FY 20	YoY
Revenue (\$'000)	24,712	23,444	5.4%	24,889	(0.7)%	48,156	48,650	(1.0)%
Revenue (₹ lakhs)	18,791	18,699	0.5%	18,068	3.4%	37,490	34,845	7.6%
EBITDA (₹ lakhs)	4,939	4,782	3.3%	3,353	47.3%	9,721	5,938	63.7%
EBITDA %	26.3%	25.6%	71 bps	18.3%	730 bps	25.9%	17.0%	890 bps
PAT (₹ lakhs)	3,408	5,018	(32.1)%	2,667	27.8%	8,426	4,503	87.1%
PAT %	18.1%	26.8%	(870) bps	14.6%	350 bps	22.5%	12.9%	960 bps

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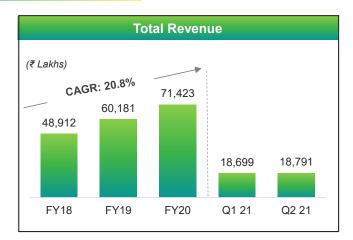
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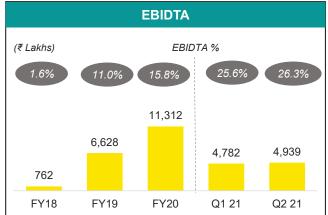


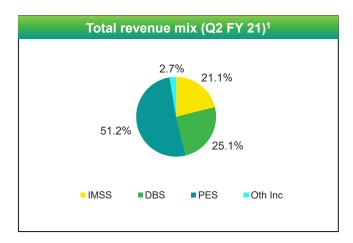


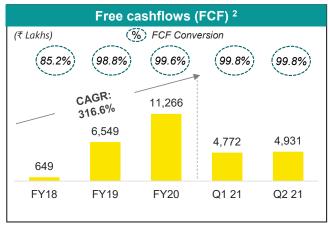
Operational & Financial Metrics

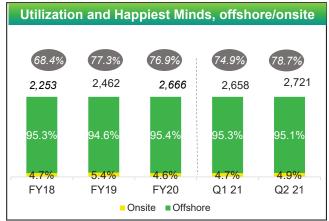


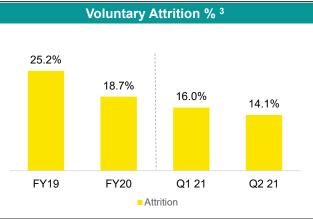






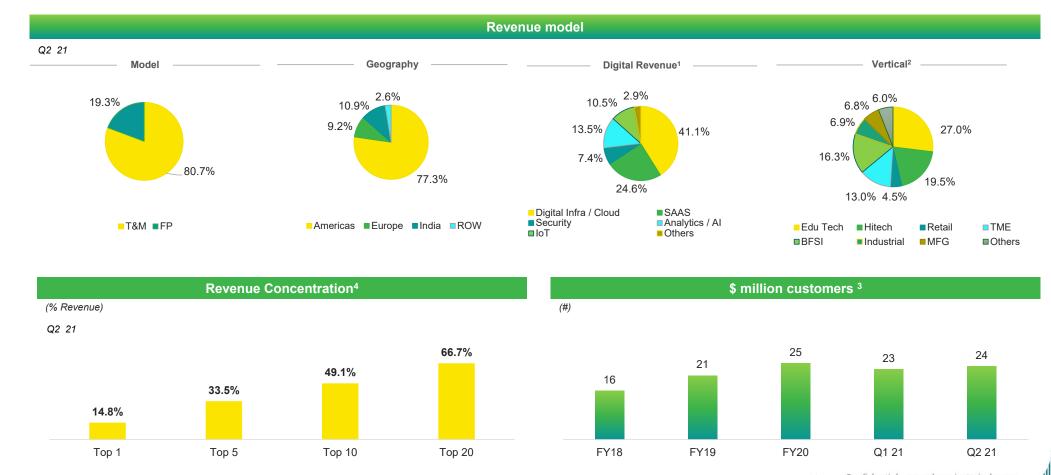






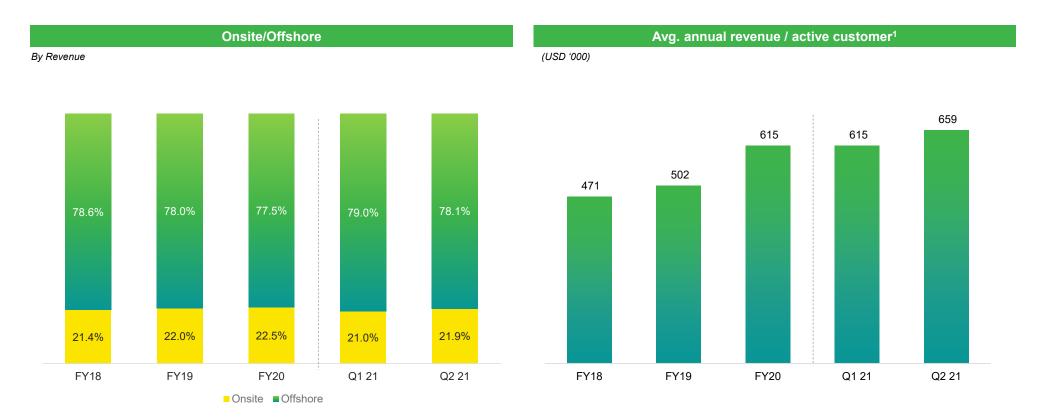
Note: 1. Calculated based on total income split, 2. FCF Conversion = FCF/EBITDA and FCF = EBITDA - Capex. 3. Attrition % for TTM Trailing 12 Months





Notes: 1. FY20 digital revenue from operations, 2. TME: Travel, Media and Entertainment, 3. Based on quarter revenues on an annualized basis. 4. Top 5 customer includes Top 1; Top 10 includes Top 5 & 1; Top 20 includes Top 1, 5 & 10







(All figures in ₹ Lakhs)	FY18		FY19		FY20		FY21Q	1	FY21Q	2
Revenue by Business Units										
Infrastructure Management & Security	0.962	20.29/	12.042	24 59/	15 261	24 59/	2 644	10 59/	2.050	24 60/
Services	9,862	20.2%	12,943	21.5%	15,361	21.5%	3,641	19.5%	3,959	21.6%
Digital Business Solutions	15,403	31.5%	18,090	30.1%	19,167	26.8%	4,598	24.6%	4,710	25.8%
Product Engineering Services	21,024	43.0%	28,003	46.5%	35,293	49.4%	9,463	50.6%	9,615	52.6%
Total Revenue	46,289	94.6%	59,036	98.1%	69,821	97.8%	17,702	94.7%	18,284	97.3%
Other income	2,623	5.4%	1,145	1.9%	1,602	2.2%	997	5.3%	507	2.7%
Total income	48,912	100.0%	60,181	100.0%	71,423	100.0%	18,699	100.0%	18,791	100.0%
EBITDA		762		6,628		11,312		4,782		4,939
EBITDA / Total Income (%)		1.6%		11.0%		15.8%		25.6%		26.3%
Restated profit / (loss) for the year		(2,247)		1,421		7,171		5,018		3,408
Restated profit / (loss) for the year / Total Income (%)		-4.6%		2.4%		10.0%		26.8%		18.1%
• •										



	FY18	FY19	FY20	FY21Q1	FY21Q2
Customer Industry group					
Edutech	18.0%	21.3%	21.3%	27.0%	27.0%
Hitech	24.6%	21.0%	21.0%	20.5%	19.5%
BFSI	17.9%	18.2%	17.5%	17.4%	16.3%
Travel, Media and Entertainment (TME)	11.0%	13.8%	17.1%	12.9%	13.0%
Retail	7.0%	6.9%	7.5%	5.6%	4.5%
Industrial	6.2%	8.1%	7.0%	6.4%	6.9%
Manufacturing	3.2%	3.8%	3.7%	5.6%	6.8%
Others	12.3%	6.9%	4.9%	4.6%	6.0%
Digital Complex Officials					
Digital Service Offerings					
Digital infrastructure/Cloud	-	40.9%	31.2%	43.7%	41.1%
SaaS	-	28.6%	29.4%	23.6%	24.6%
Security solutions	-	10.2%	14.9%	7.6%	7.4%
Analytics/Al	-	9.1%	11.6%	12.1%	13.5%
IoT	-	8.4%	9.8%	9.3%	10.5%
Total	-	97.2%	96.9%	96.3%	97.1%



	FY18	FY19	FY20	FY21Q1	FY21Q2
Location of external customer					
USA	73.5%	75.5%	77.5%	77.3%	77.3%
India	11.7%	11.9%	11.9%	10.9%	10.9%
UK	11.4%	9.5%	7.2%	9.8%	9.2%
Others	3.4%	3.1%	3.4%	2.0%	2.6%
Number of customers based on quarter revenues on an annualized basis (#)					
\$ 10 M +		1	1	1	1
\$ 5M to \$ 10M	2	2		1	-
\$ 3M to \$ 5M	2	1	9	4	6
\$ 1M to \$ 3M	12	17	15	17	17
Total	16	21	25	23	24
Revenue mix by delivery					
Onsite	21.4%	22.0%	22.5%	21.0%	21.9%
Offshore ¹	78.6%	78.0%	77.5%	79.0%	78.1%
Revenue by Contract type					
Fixed Price	18.4%	16.8%	19.0%	18.8%	19.3%
Time and Material	81.6%	83.2%	81.0%	81.2%	80.7%
Active customers					
# of active customers	173	163	157	148	152
Fortune2000 / Forbes200 / Billion \$ corporations					
# of customers			37	36	39



	FY18	FY19	FY20	FY21Q1	FY21Q2
Happiest Minds					
Onsite	105	132	123	124	133
Offshore	2,148	2,330	2,543	2,534	2,588
Total	2,253	2,462	2,666	2,658	2,721
Happiest Minds by delivery centres					
Onsite	4.7%	5.4%	4.6%	4.7%	4.9%
Offshore	95.3%	94.6%	95.4%	95.3%	95.1%
Diversity					
Women Happiest Minds	22.0%	23.0%	24.0%	23.4%	23.3%
Utilization					
Utilization %	68.4%	77.3%	76.9%	74.9%	78.7%
Days Sales Outstanding					
Billed	74	80	60	51	51
Unbilled	6	11	23	32	26
Total DSO (Days)	80	91	83	83	77
Diluted EPS (₹ Per Share)					
Year/Half year			5.36	6.22	
Capital Return Ratios %					
Return on Capital Employed (Year/Half year)			28.9%	36.3%	
Return on Equity (Year/Half year)			27.1%	36.3%	

lote: 1. Offshore: Revenues from customers served from India

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Happiest People · Happiest Customers

investors@happiestminds.com

India | United States | United Kingdom | Canada | Australia | Dubai

Listening structured Mindful Percent understanding. Non-judgement mindfulness terror Empathetic A environment to like in Happiest Minds & the Consider mindfulness as a wacompletely, without any Aware Empathetic anersh and perform with purpose is trustworthy pertoening by ing our core values Contributions as an empathetic corporate the Happiest Minds is the first ploted for its become The Mindful IT Company Pasing attention to the moment consisted, without any distinctions AWARE Reing consisteus of the moment and straing focused on the object of attention including self-Alive Being atentiand cheerful and generating the energy to stay to used inside Calm. Staying composed in all situations; not macking as a roles action Happiest Minds is the first global firm to become The Mindful IT Company. Nindful approaches reduces individual stress leads and enable a person to be in the manner, and Joyful 4 structures approach to uncerstanding internalizing and practicing mindfulness exels and enable a person to be in the mome Astronuced approach to understanding internations and proteins mindfulness techniques, at it remitines are journes on the "Happiness" theme Consideration Countries at a way of wording that will increase all of our Happiness Countries and socials Observing Doing Curious about everything the a cities and making the summarings Listenling Going payand having and Stateling with full attention which is designed being Mindful here memers Doing Mindful here are minerally process. Non-judgemental Dosfore. Empathetic An ensurement to law in the material and potton, with purpose at trust wording the process in the process of customers and Observing surg curious about noticing the surroundings attention to on to what is being said and Doing Mindful Non-judgemental trustworthy partnership, by pursose A trustworthy purposhis, by Ming our core values Contributions as an Mindful IT Company' Poying our core values attention to the moment complete attention including set Alive Being after to stay focused inside Calm Staying refige action Happiest Minds is the first and cheerful and generating the energy composed in all situations not reacting as ns joyful. A structured approach to understanding internal sing and practicing mindfulness techniques will reinform our journey on the "Happiness" thems. Consider mindfulness as a way of working that will recease all of our Happiness Quotient, by exprimes Evangelists for each other, our automost and society Observing Being Curious about express place and taking the surroundings Listensing Soing teaped revents and statenge with full statent on the whole to being see Being Mindfull in the moment Doning Mindfull Perpose immediately Process Non-judgemental Perform Empathetic an interaction of the process of the Propriet of the Propriet Soing Mindfull in the moment and perform with purpose A trustworthy partnership as soing as care values. Constitutions so an impossible consolered classes (also Happless Mindfo is the first golds) from to become The Mindfull IT Company Paying attended to the moment complete, without any distances AWarte Soing consists of their moment complete, without any distances AWarte Soing consists of their moment complete, without any the Happiness Evangelists for each other, our oustomers and society Observing Being curious about o distractions Aware Being conscious of the moment and staying focused on the object of attention including self Alive Deing alert and cheerful and generating the energy to stay focused inside Calm Staying composed in all structures not nearling as a reflex action Happiest Minds a the first global firm to become The Mindful IT Company Mentul approaches reduces included stress levels and reable a present to be in the mement are Joyfful. A tracticed approach to orderstanding, internalising and producing mindfulness techniques will related our journey on the "Happiness", these, Consider month may be a goog of warking that just and the "Happiness". us the "Happiness" likeric Consider musification as a long of swring that will increase all their Happiness Quotient better Happiness Evangelists for such allow, our extraores and variety Observing their guide and their and statement of their ground their ground of their ground their ground

Being Curious abou