

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.

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





Investor Presentation & Fact sheet:Q2 FY 21







November 2020

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.

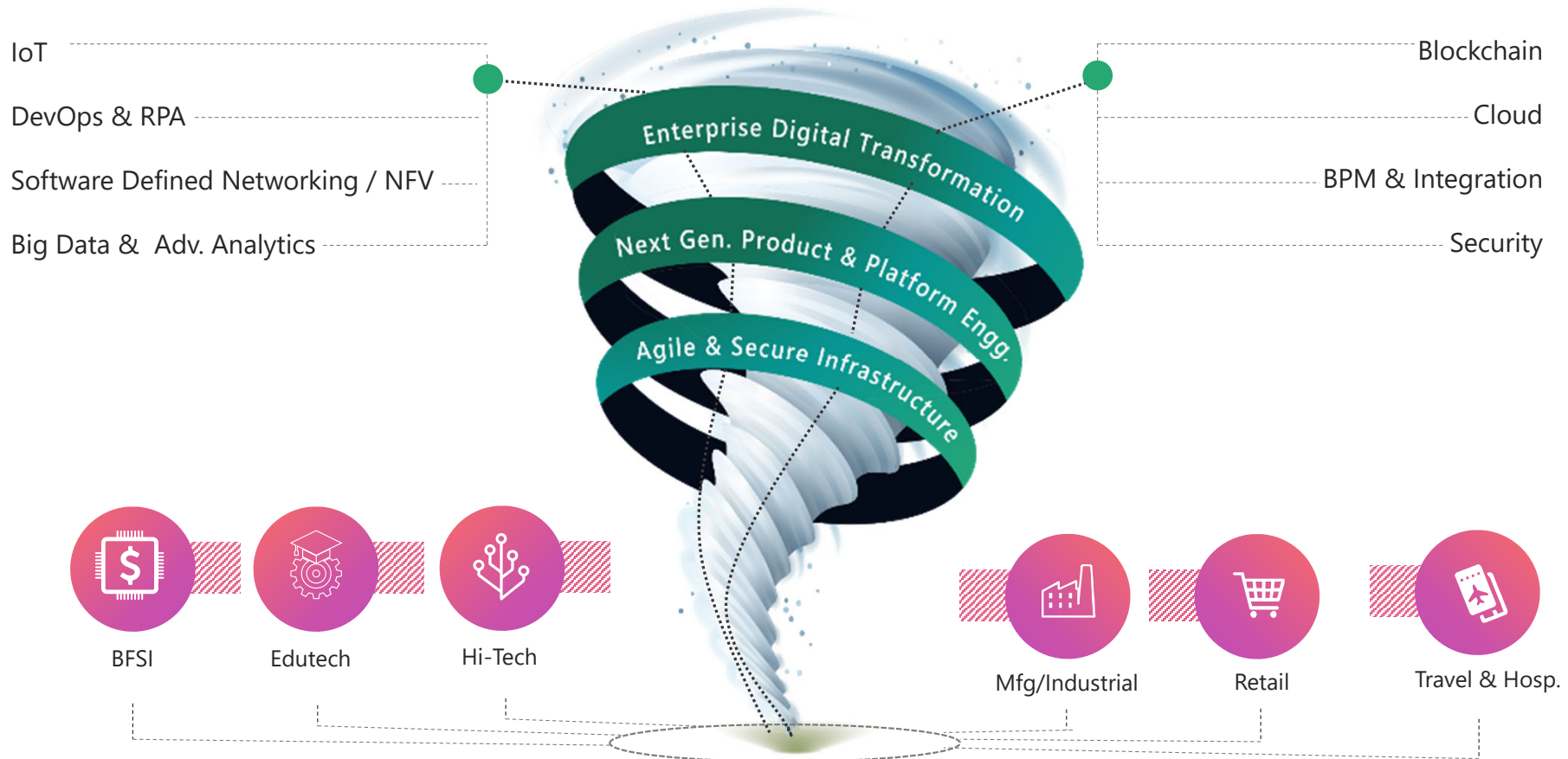
About Happiest Minds

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

 <p>IPO In September 2020</p> <ul style="list-style-type: none"> • 100 % digitally executed IPO • Heavily oversubscribed with healthy listing gains <p>Reflects</p> <ul style="list-style-type: none"> • Our growth and profitability • Management Team & Corporate governance 	<p>97% Digital</p> <p>'Born Digital. Born Agile'</p>	<p>93% Agile</p>	<p>150+ Active clients</p> <p>39 Fortune2000 / Forbes200 / Billion \$ corporations</p> <p>95%+ of repeat business</p>	<p>36.3% RoCE¹</p> <p>36.3% RoE</p>
<p>Promoter</p>  <p>Ashok Soota</p>	<p>Mission Statement Happiest People. Happiest Customers</p> <p>SMILES Values Sharing, Mindful, Integrity, Learning, Excellence, Social Responsibility</p>	<p>2,721+ Happiest Minds</p> <p>across 7 Countries</p>	<p>Great Place To Work</p> <p>Ranked #4 - IT Services</p> <p>Top 50 India's Best Workplaces for Women</p>	<p>4.2 rating</p> <p>on Glassdoor</p> <p>#2 for Indian IT Services</p>
   <p>Leaders – ER&D Services Leaders - Education</p> 				

*All logos are properties of their respective owners Note 1 : ROCE / ROE is half year annualized

Our Business



Mission, Vision and Values

Our Values

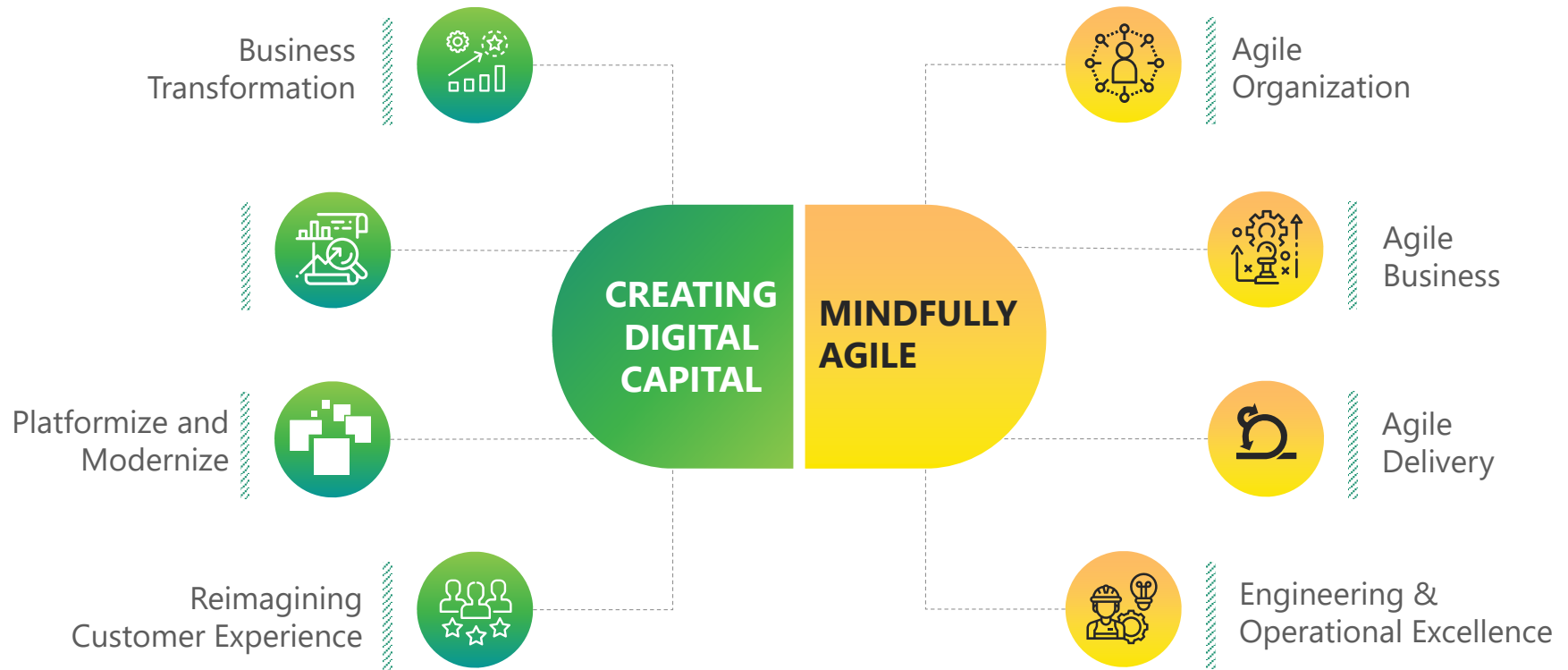


Happiest Minds is the first Indian IT firm to be
The Mindful IT Company

Our 5-year Vision

- 1 Be the **Happiness Evangelists** for each other, our Customers and Society
- 2 Achieve a very successful **IPO** by or before FY23 and in the interim provide a monetization event for investors/team by FY20
- 3 Be known as the company with highest standards of **Corporate Governance**
- 4 Be recognized for **Thought Leadership** in our focused areas of technology and solutions
- 5 Be a leader in **Social Responsibility** initiatives

Born Digital. Born Agile.



Operation and Financial Metrics – Q2 FY21

Results Q2 FY21

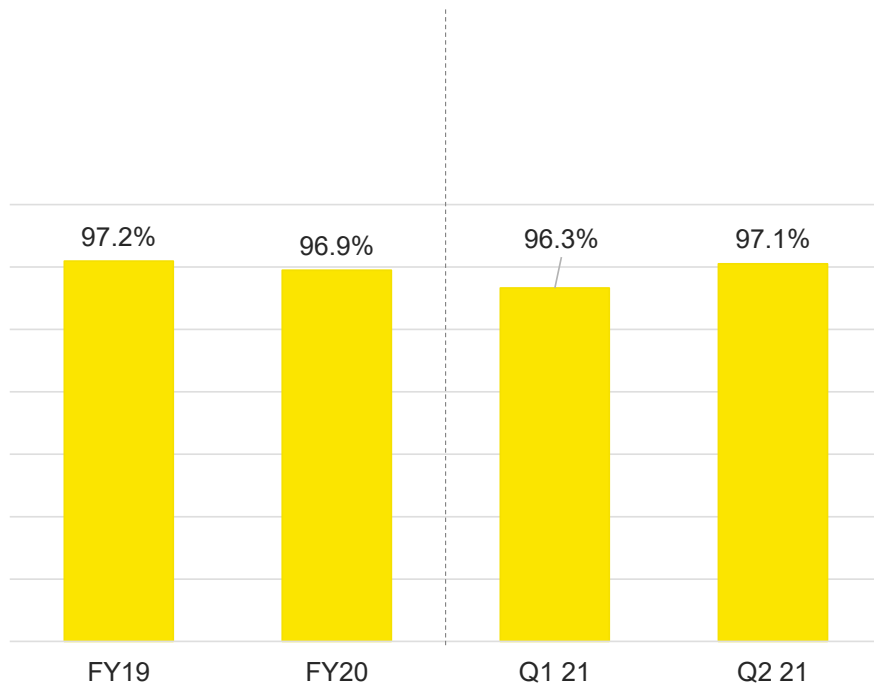
Particulars	Q2 FY 21	Q1 FY 21	QoQ	Q2 FY 20	YoY		H1 FY 21	H1 FY 20	YoY
Revenue (\$'000)	24,712	23,444	5.4%	24,889	(0.7)%		48,156	48,650	(1.0)%
Revenue (₹ lakhs)	18,791	18,699	0.5%	18,068	3.4%		37,490	34,845	7.6%
EBITDA (₹ lakhs)	4,939	4,782	3.3%	3,353	47.3%		9,721	5,938	63.7%
EBITDA %	26.3%	25.6%	71 bps	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

Note: 1. Total Income 2. RoCE/RoE on annualized basis

Born Digital. Born Agile.

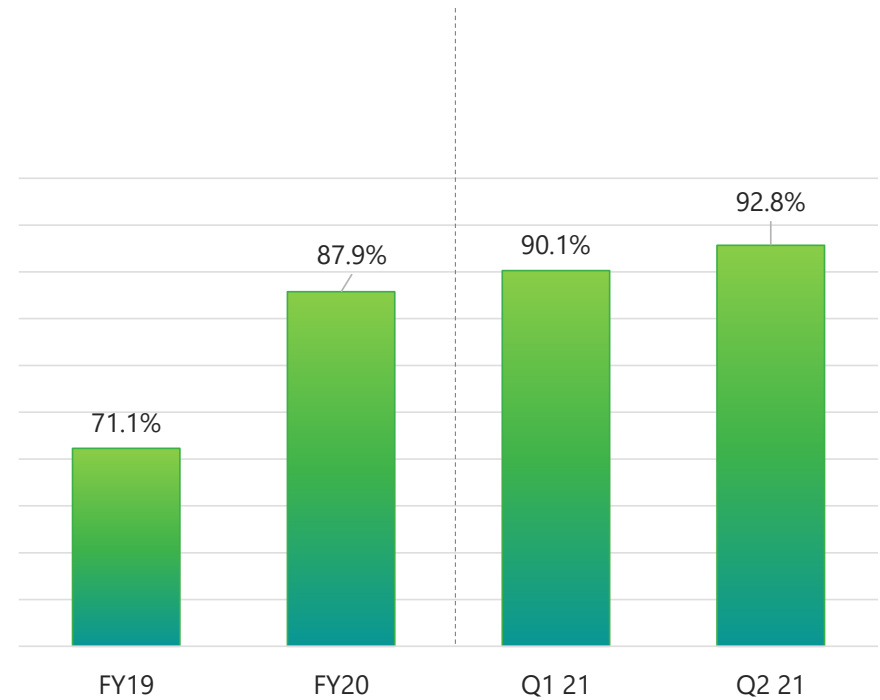
Digital

% of Revenue

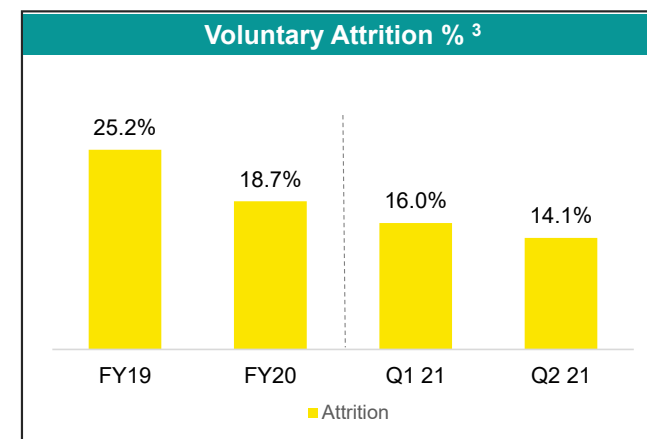
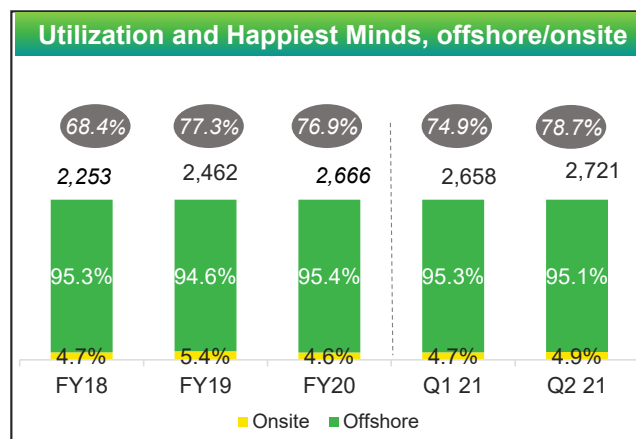
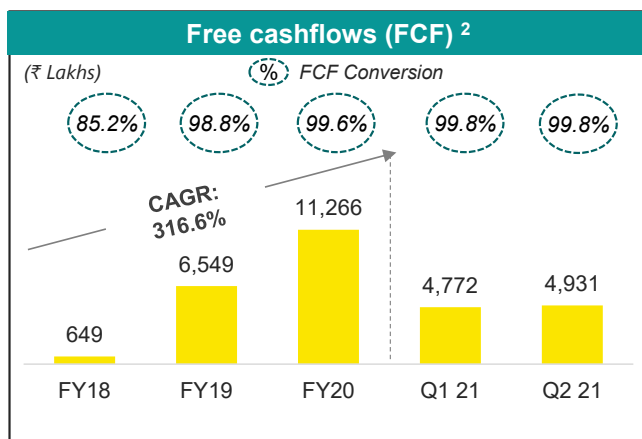
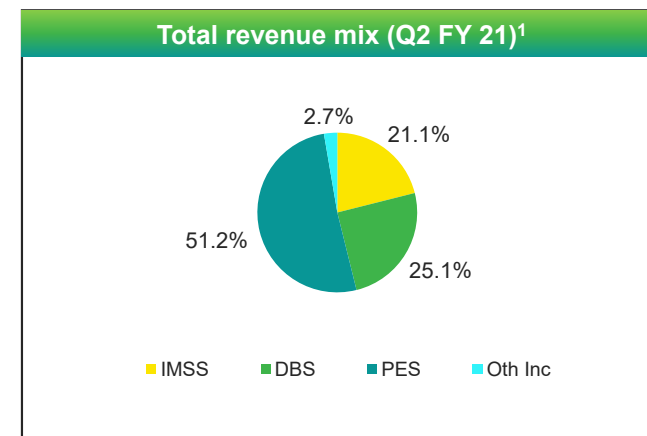
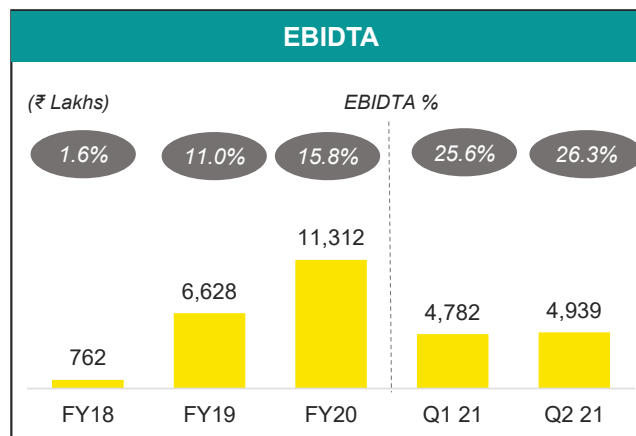
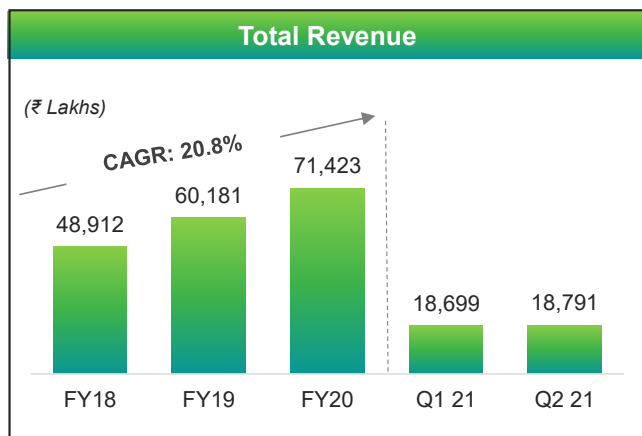


Agile

% of Revenue



Operational & Financial Metrics



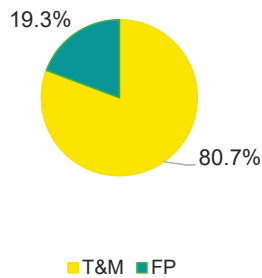
Note: 1. Calculated based on total income split, 2. FCF Conversion = FCF/EBIDTA and FCF = EBIDTA – Capex. 3. Attrition % for TTM Trailing 12 Months

Operational & Financial Metrics (cont'd.)

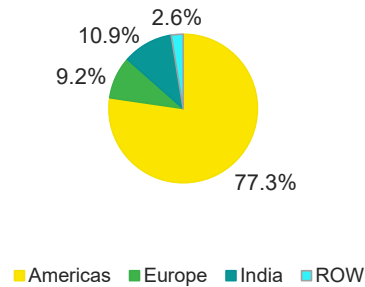
Revenue model

Q2 21

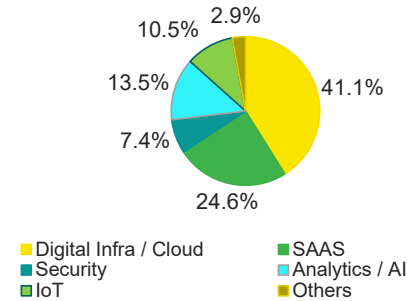
Model



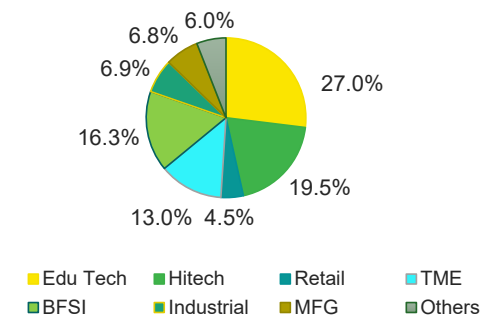
Geography



Digital Revenue¹



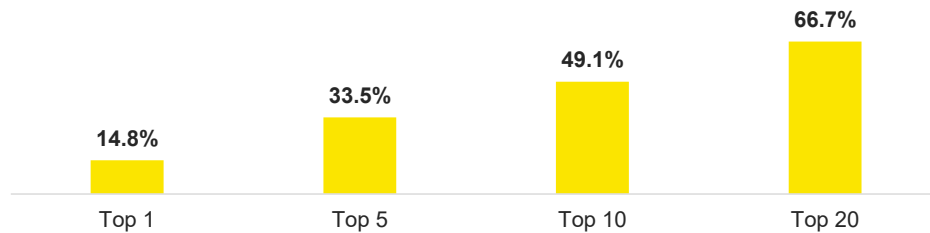
Vertical²



Revenue Concentration⁴

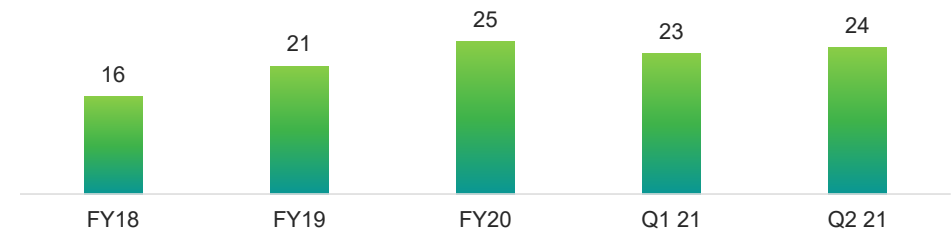
(% Revenue)

Q2 21



\$ million customers³

(#)

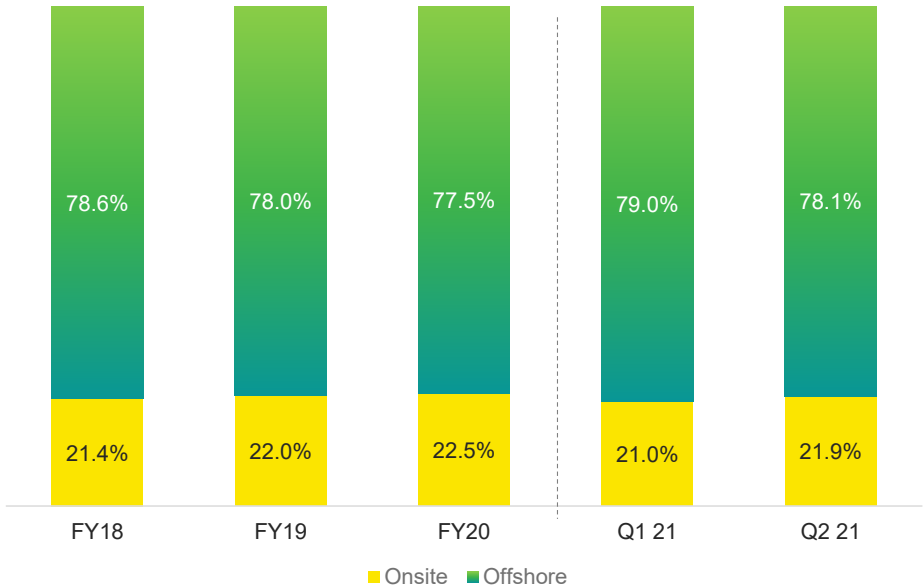


Notes: 1. FY20 digital revenue from operations. 2. TME: Travel, Media and Entertainment. 3. Based on quarter revenues on an annualized basis. 4. Top 5 customer includes Top 1; Top 10 includes Top 5 & 1; Top 20 includes Top 1, 5 & 10

Operational & Financial Metrics (cont'd.)

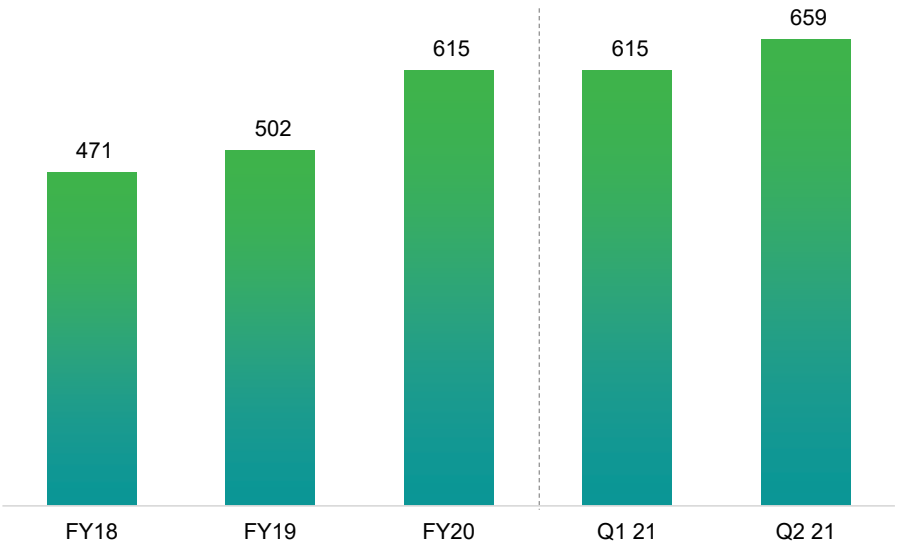
Onsite/Offshore

By Revenue



Avg. annual revenue / active customer¹

(USD '000)



Operational & Financial Metrics (cont'd.)

(All figures in ₹ Lakhs)

	FY18		FY19		FY20		FY21Q1		FY21Q2	
Revenue by Business Units										
Infrastructure Management & Security 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	
<i>EBITDA / Total Income (%)</i>	<i>1.6%</i>		<i>11.0%</i>		<i>15.8%</i>		<i>25.6%</i>		<i>26.3%</i>	
Restated profit / (loss) for the year	(2,247)		1,421		7,171		5,018		3,408	
<i>Restated profit / (loss) for the year / Total Income (%)</i>	<i>-4.6%</i>		<i>2.4%</i>		<i>10.0%</i>		<i>26.8%</i>		<i>18.1%</i>	

Operational & Financial Metrics (cont'd.)

	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 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/AI	-	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%

Operational & Financial Metrics (cont'd.)

	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

Operational & Financial Metrics (cont'd.)

	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%	

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



Happiest People · Happiest Customers

investors@happiestminds.com

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

