

January 28, 2022

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: Outcome of the Board Meeting held on January 28, 2022

We wish to inform that the Board of Directors of the Company at its meeting held today i.e., January 28, 2022, approved the unaudited financial statements of the Company (both standalone and consolidated) prepared in accordance with Indian Accounting Standards (IndAS) for the quarter and nine months that ended on December 31, 2021. Attached are copies of the financial results together with review reports, Investor Presentation and Press Release being disseminated in this regard.

The Board also approved amendments to some of policies viz., CSR Policy, Risk Management Policy, Policy on Related Party Transactions and Board Diversity Policy to bring in effect recent changes in the applicable laws. Copies of the updated policies are made available on the Company's website under <https://www.happiestminds.com/investors/policy-documents/>

The Board meeting commenced at 9.00 pm and concluded at 9.30 pm.

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



INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF HAPPIEST MINDS TECHNOLOGIES LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **HAPPIEST MINDS TECHNOLOGIES LIMITED** ("the Parent") and its subsidiary (the Parent and its subsidiary together referred to as "the Group"), for the quarter and nine months ended December 31, 2021 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. The Statement includes the interim financial results of the subsidiary company Happiest Minds Inc.(formerly known as PGS Inc) and Happiest Minds Technologies Share Ownership Plan Trust (the "ESOP trust").
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditor referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Deloitte Haskins & Sells

6. We did not review the interim financial results of the ESOP trust included in the consolidated unaudited financial results, whose interim financial results reflect total assets of Rs. 59,485 Lakhs as at December 31, 2021 and, total revenue of Rs. Nil and Rs. Nil, total net profit after tax of Rs. 54 lakhs and Rs. 195 Lakhs and total comprehensive income/(loss) of Rs. (5,583) lakhs and Rs. 31,234 Lakhs for the quarter and nine months ended December 31, 2021, respectively, and net cash flows of Rs. 366 Lakhs for the nine months ended December 31, 2021, as considered in this Statement. The interim financial result has been reviewed by other auditor whose report have been furnished to us by the Company, and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of ESOP Trust, is based solely on the report of other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

For **Deloitte Haskins & Sells**
Chartered Accountants
(Firm's Registration No. 008072S)

VIKAS
BAGARIA

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Date: 2022.01.28
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Vikas Bagaria
Partner
(Membership No. 060408)
UDIN: 22060408AAAAAH6070

Place: Bengaluru
Date: January 28, 2022

Happiest Minds Technologies Limited
CIN : L72900KA2011PLC057931

Regd. Office:#53/1-4, Hosur Main Road, Madivala (next to Madivala Police Station) Bangalore 560 068, Karnataka, India
Website: www.happiestminds.com , Email: IR@happiestminds.com , Tel: +91 80 6196 0300

(Rs. in lakhs)

Statement of Unaudited Consolidated Financial Results for the quarter and nine months ended December 31, 2021

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Unaudited)	(Unaudited)	Refer Note 2	(Unaudited)	Refer Note 2	Refer Note 2
I. Revenue						
(a) Revenue from contracts with customers	28,394	26,453	19,284	79,308	55,270	77,341
(b) Other income	834	959	845	2,719	2,163	2,424
Total revenue	29,228	27,412	20,129	82,027	57,433	79,765
II. Expenses						
(a) Employee benefits expense	16,049	15,329	11,029	45,306	32,946	45,238
(b) Finance costs	241	243	126	648	472	697
(c) Depreciation and amortisation expense	847	834	516	2,404	1,540	2,274
(d) Other expenses	5,548	5,071	3,131	15,463	8,797	12,954
Total expenses	22,685	21,477	14,802	63,821	43,755	61,163
III. Profit before exceptional items and tax (I-II)	6,543	5,935	5,327	18,206	13,678	18,602
IV. Exceptional items (refer note 8)	-	-	-	609	-	-
V. Profit before tax (III-IV)	6,543	5,935	5,327	17,597	13,678	18,602
VI. Tax expense						
Current tax	1,466	1,512	1,105	4,529	2,638	3,527
Tax expense for earlier periods	-	-	-	44	-	-
Deferred tax charge / (credit)	185	(21)	7	115	(1,601)	(1,171)
Total Tax expense	1,651	1,491	1,112	4,688	1,037	2,356
VII. Profit for the period / year (V-VI)	4,892	4,444	4,215	12,909	12,641	16,246
VIII. Other comprehensive income, net of tax [(loss)/profit]						
(i) Item to be reclassified to profit or loss in subsequent periods / year						
Exchange difference on translating the financial statements of a foreign operation	48	(35)	-	173	4	22
Net movement of effective portion of cash flow hedges [gain/(loss)]	234	231	127	89	1,243	1,236
Income tax effect	(58)	(59)	(32)	(22)	(129)	(127)
(ii) Item not to be reclassified to profit or loss in subsequent periods / year						
Re-measurement gains/ (losses) on defined benefit plans	(49)	(14)	(65)	(123)	(184)	(144)
Income tax effect	12	4	16	31	46	36
IX. Total comprehensive income for the period / year (VII-VIII)	5,079	4,571	4,261	13,057	13,621	17,269
X. Paid-up equity share capital (Rs. 2/- each)						2,837
XI. Other equity						51,762
XI. Earnings per share ("EPS") (of Rs. 2/- each) (not annualised for quarters and nine months):						
Basic EPS (Rs.)	3.44	3.12	2.98	9.07	9.21	11.75
Diluted EPS (Rs.)	3.38	3.06	2.89	8.92	8.95	11.45

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Notes to Statement of Unaudited Consolidated Financial Results for the quarter ended and nine months ended December 31, 2021

- In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, this Statement of Unaudited Consolidated Financial Results for the quarter and nine months ended December 31, 2021 ("Unaudited Consolidated Financial Results") of Happiest Minds Technologies Limited (the "Holding Company" or the "Company") and its subsidiary (the Holding Company and its subsidiary together referred to as "the Group") has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 28, 2022 and subjected to a limited review by the Statutory Auditors of the Company.
- The financial results of the Group for quarter ended December 31, 2020, nine months ended December 31, 2020 and year ended March 31, 2021 were subject to limited review/audit by M/s S.R.Baliboi & Associates LLP, Chartered Accountants, the predecessor auditor who have expressed an unmodified review conclusion / audit opinion respectively.
- The Unaudited Consolidated Financial Results of the Group have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ("Ind AS") as prescribed under section 133 of the Companies Act 2013, as amended, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, as amended and SEBI Circular No.CIR/CFD/CMD1/44/2019 dated March 29, 2019.

4. The financial results of the Company on standalone basis is as follows: (Rs. in lakhs)

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Unaudited)	(Unaudited)	Refer note 2	(Unaudited)	Refer note 2	Refer note 2
Total revenue (including other income)	27,431	26,002	20,129	77,401	57,353	78,438
Profit before tax	6,005	5,978	5,327	17,001	13,538	18,602
Profit for the period / year	4,478	4,448	4,215	12,427	12,501	16,193
Total comprehensive income for the period / year ended	4,617	4,610	4,261	12,402	13,477	17,193

- The segment reporting of the Group has been prepared in accordance with Ind AS-108 on 'Operating Segments'. The Group executive management committee examines the Group's performance on the basis of its business units and has identified three reportable segments: Infrastructure Management & Security Services (IMSS), Digital Business Solutions (DBS) and Product Engineering Services (PES).

Segment wise revenue and results are as follows: (Rs. in lakhs)

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Unaudited)	(Unaudited)	Refer note 2	(Unaudited)	Refer note 2	Refer note 2
1. Segment revenue						
IMSS	6,322	5,747	4,334	17,320	11,934	16,421
DBS	8,510	8,046	4,985	24,125	14,293	21,288
PES	13,562	12,660	9,965	37,863	29,043	39,632
Total	28,394	26,453	19,284	79,308	55,270	77,341
2. Segment results						
IMSS	1,553	1,338	740	4,178	2,134	3,967
DBS	2,649	2,295	1,711	6,528	3,981	7,106
PES	5,396	4,856	2,332	14,764	8,102	15,924
Total	9,598	8,489	4,783	25,470	14,217	26,997
Unallocable other income	834	959	658	2,719	2,081	2,340
Unallocable finance cost	(241)	(243)	(124)	(648)	(467)	(690)
Unallocable depreciation and amortisation expenses	(847)	(834)	(490)	(2,404)	(1,489)	(2,198)
Other unallocable expenses	(2,801)	(2,436)	500	(7,540)	(664)	(7,847)
Tax (expense) / credit	(1,651)	(1,491)	(1,112)	(4,688)	(1,037)	(2,356)
Profit after tax	4,892	4,444	4,215	12,909	12,641	16,246

Segment wise assets and liabilities are as follows: (Rs. in lakhs)

Particulars	As at			
	December 31, 2021	September 30, 2021	March 31, 2021	December 31, 2020
	(Unaudited)	(Unaudited)	Refer note 2	Refer note 2
1. Segment assets				
IMSS	6,946	6,743	4,282	3,741
DBS	20,086	18,210	5,741	4,750
PES	11,706	11,012	8,284	7,991
Other unallocable assets	70,587	65,688	73,888	54,823
Total assets	1,09,325	1,01,653	92,195	71,305
2. Segment liabilities				
IMSS	1,553	1,425	396	904
DBS	12,126	12,495	1,874	1,145
PES	1,802	2,070	1,174	699
Other unallocable liabilities	32,711	27,165	34,152	17,721
Total liabilities	48,192	43,155	37,596	20,469

- The full impact of COVID-19 still remains uncertain and could be different from the estimates considered while preparing these Unaudited Consolidated Financial Results. The Company will continue to closely monitor any material changes to future economic conditions.
- The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment benefits received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified and the final rules/interpretation have not yet been issued. The Group will assess the impact of the Code when it comes into effect and will record any related impact in the period in which the Code becomes effective.
- The Company had acquired 100% voting interest in Happiest Minds Inc. (erstwhile PGS Inc.) vide definitive agreements signed on January 27, 2021, for a total recorded consideration of US \$ 13.31 million (INR 9,720 lakhs), comprising cash consideration of US \$ 8.25 million (INR 6,025 lakhs) and fair-valued contingent consideration in the form of warrants of US \$ 5.06 million (INR 3,696 lakhs) payable over the next 3 years. The contingent consideration payable by Happiest Minds Inc. was classified as a financial liability within the scope of Ind AS 109 'Financial Instruments' and was measured at fair value. Ind AS 109 mandates that any subsequent changes in such fair value will have to be recognized in the statement of profit and loss. The Company carried out a fair valuation at the end of the reporting periods and an increase in the liability of Rs 609 lakhs as of June 30, 2021 has been recognised in the statement of profit and loss and disclosed as 'Exceptional Item'. There has been no changes in the fair valuation as of September 30, 2021 and December 31, 2021.
- The above Unaudited Consolidated Financials Results of the Group are available on Company's website www.happiestminds.com and also on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com), where the shares of the Company are listed.



For and on behalf of the Board
For Happiest Minds Technologies Limited

(Signature)

Venkatraman Narayanan
 Managing Director & Chief Financial Officer
 DIN : 01856347

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF HAPPIEST MINDS TECHNOLOGIES LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **HAPPIEST MINDS TECHNOLOGIES LIMITED** ("the Company"), for the quarter and nine months ended December 31, 2021 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above and based on the consideration of the review reports of the other auditor as referred in paragraph 5 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the Ind AS 34 prescribed under section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Deloitte Haskins & Sells

5. We did not review the interim financial results of Happiest Minds Technologies Share Ownership Plan Trust (the "ESOP trust") included in the standalone unaudited financial results, whose interim financial results reflect total assets of Rs. 59,485 Lakhs as at December 31, 2021 and, total revenue of Rs. Nil and Rs. Nil, total net profit after tax of Rs. 54 lakhs and Rs. 195 Lakhs and total comprehensive income/(loss) of Rs. (5,583) lakhs and Rs. 31,234 Lakhs for the quarter and nine months ended December 31, 2021, respectively, and net cash flows of Rs. 366 Lakhs for the nine months ended December 31, 2021, as considered in this Statement. The interim financial result has been reviewed by other auditor whose report have been furnished to us by the Company, and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of ESOP Trust, is based solely on the report of other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

For **Deloitte Haskins & Sells**
Chartered Accountants
(Firm's Registration No. 008072S)

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Vikas Bagaria
Partner
(Membership No. 060408)
UDIN: 22060408AAAAAI7283

Place: Bengaluru
Date: January 28, 2022

(Rs. in lakhs)

Statement of Unaudited Standalone Financial Results for the quarter and nine months ended December 31, 2021

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Unaudited)	(Unaudited)	Refer Note 2	(Unaudited)	Refer Note 2	Refer Note 2
I. Revenue						
(a) Revenue from contracts with customers	26,588	25,043	19,284	74,672	55,270	76,096
(b) Other income	843	959	845	2,729	2,083	2,342
Total revenue	27,431	26,002	20,129	77,401	57,353	78,438
II. Expenses						
(a) Employee benefits expense	15,876	15,114	11,029	44,718	32,946	45,012
(b) Finance costs	240	242	126	645	472	692
(c) Depreciation and amortisation expense	630	619	516	1,758	1,541	2,063
(d) Other expenses	4,680	4,049	3,131	12,670	8,856	12,069
Total expenses	21,426	20,024	14,802	59,791	43,815	59,836
III. Profit before exceptional items and tax (I-II)	6,005	5,978	5,327	17,610	13,538	18,602
IV. Exceptional items (Refer note 7)	-	-	-	609	-	-
V. Profit before tax (III-IV)	6,005	5,978	5,327	17,001	13,538	18,602
VI. Tax expense						
Current tax	1,262	1,477	1,105	4,232	2,638	3,527
Deferred tax charge / (credit)	265	53	7	342	(1,601)	(1,118)
Total tax expense	1,527	1,530	1,112	4,574	1,037	2,409
VII. Profit for the period / year (V-VI)	4,478	4,448	4,215	12,427	12,501	16,193
VIII. Other comprehensive income, net of tax [(loss)/profit]						
(i) Item to be reclassified to profit or loss in subsequent periods / year						
Net movement of effective portion of cash flow hedges [gain/(loss)]	234	231	127	89	1,243	1,236
Income tax effect	(58)	(59)	(32)	(22)	(129)	(128)
(ii) Item not to be reclassified to profit or loss in subsequent periods / year						
Re-measurement gains/ (losses) on defined	(49)	(14)	(65)	(123)	(184)	(144)
Income tax effect	12	4	16	31	46	36
IX. Total comprehensive income for the period / year (VII-VIII)	4,617	4,610	4,261	12,402	13,477	17,193
X. Paid-up equity share capital (Rs. 2/- each)						2,837
XI. Other equity						51,830
XI. Earnings per share ("EPS") (of Rs. 2/- each) (not annualised for quarters and nine months):						
Basic EPS (Rs.)	3.14	3.12	2.98	8.74	9.11	11.71
Diluted EPS (Rs.)	3.09	3.06	2.89	8.59	8.85	11.41

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Happiest Minds Technologies Limited
CIN : L72900KA2011PLC057931

Regd. Office:#53/1-4, Hosur Main Road, Madivala (next to Madivala Police Station) Bangalore 560 068, Karnataka, India
Website: www.happiestminds.com , Email: IR@happiestminds.com , Tel: +91 80 6196 0300

Notes to Statement of Unaudited Standalone Financial Results for the quarter ended and nine months ended December 31, 2021

1. In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, this Statement of Unaudited Standalone Financial Results for the quarter and nine months ended September 30, 2021 ("Unaudited Standalone Financial Results") of Happiest Minds Technologies Limited (formerly known as "Happiest Minds Technologies Private Limited") (the "Company") has been reviewed by the Audit Committee, approved by the Board of Directors at their meeting held on January 28, 2022 and subjected to a limited review by the Statutory Auditors of the Company.

2. The financial results of the Company for quarter ended December 31, 2020, nine months ended December 31, 2020 and year ended March 31, 2021 were subject to limited review/audit by M/s S.R.Battliboi & Associates LLP, Chartered Accountants, the predecessor auditor who have expressed an unmodified review conclusion / audit opinion respectively.

3. The Unaudited Standalone Financial Results of the Company have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ("Ind AS") as prescribed under section 133 of the Companies Act 2013, as amended, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, as amended and SEBI Circular No.CIR/CFD/CMD1/44/2019 dated March 29, 2019.

4. The segment reporting of the Company has been prepared in accordance with Ind AS-108 on 'Operating Segments'. The Executive management examines the Company's performance on the basis of its business units and has identified three reportable segments: Infrastructure Management & Security Services (IMSS), Digital Business Solutions (DBS) and Product Engineering Services (PES).

Segment wise revenue and results are as follows:

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Unaudited)	(Unaudited)	Refer note 2	(Unaudited)	Refer note 2	Refer note 2
1. Segment revenue						
IMSS	6,239	5,671	4,334	17,234	11,934	16,421
DBS	6,789	6,711	4,985	19,577	14,293	20,043
PES	13,560	12,661	9,965	37,861	29,043	39,632
Total	26,588	25,043	19,284	74,672	55,270	76,096
2. Segment results						
IMSS	1,506	1,262	740	4,128	2,134	3,967
DBS	1,932	2,196	1,711	5,326	3,899	7,194
PES	5,396	4,856	2,332	14,764	8,102	15,924
Total	8,834	8,314	4,783	24,218	14,135	27,085
Unallocable other income	843	959	658	2,729	2,081	2,342
Unallocable finance cost	(240)	(242)	(124)	(645)	(467)	(685)
Unallocable depreciation and amortisation expenses	(630)	(619)	(491)	(1,758)	(1,490)	(1,987)
Other unallocable expenses	(2,802)	(2,434)	501	(7,543)	(721)	(8,151)
Tax (expense) / credit	(1,527)	(1,530)	(1,112)	(4,574)	(1,037)	(2,409)
Profit After Tax	4,478	4,448	4,215	12,427	12,501	16,195

Segment wise assets and liabilities are as follows:

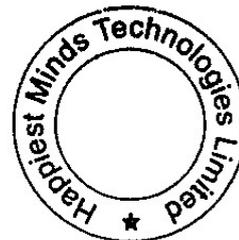
Particulars	As at			
	December 31, 2021	September 30, 2021	March 31, 2021	December 31, 2020
	(Unaudited)	(Unaudited)	Refer note 2	Refer note 2
1. Segment assets				
IMSS	6,946	6,743	4,282	3,741
DBS	17,609	16,101	5,094	4,750
PES	11,706	11,012	8,284	7,991
Other unallocable assets	71,400	66,013	73,035	54,823
Total assets	1,07,661	99,868	90,695	71,305
2. Segment liabilities				
IMSS	1,553	1,425	396	904
DBS	10,745	10,836	1,049	1,145
PES	1,802	2,070	1,174	699
Other unallocable liabilities	33,015	27,165	33,409	17,721
Total liabilities	47,115	41,497	36,028	20,469

5. The full impact of COVID-19 still remains uncertain and could be different from the estimates considered while preparing these Unaudited Standalone Financial Results. The Company will continue to closely monitor any material changes to future economic conditions.

6. The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment benefits received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified and the final rules/interpretation have not yet been issued. The Company will assess the impact of the Code when it comes into effect and will record any related impact in the period in which the Code becomes effective.

7. The Company had acquired 100% voting interest in Happiest Minds Inc. (erstwhile PGS Inc.) vide definitive agreements signed on January 27, 2021, for a total recorded consideration of US \$ 13.31 million (INR 9,720 lakhs), comprising cash consideration of US \$ 8.25 million (INR 6,025 lakhs) and fair-valued contingent consideration in the form of warrants of US \$ 5.06 million (INR 3,696 lakhs) payable over the next 3 years. The contingent consideration payable by Happiest Minds Inc. was classified as a financial liability within the scope of Ind AS 109 'Financial Instruments' and was measured at fair value. Ind AS 109 mandates that any subsequent changes in such fair value will have to be recognized in the statement of profit and loss. The Company carried out a fair valuation at the end of the reporting periods and an increase in the liability of Rs 609 lakhs as of June 30, 2021 has been recognised in the statement of profit and loss and disclosed as 'Exceptional Item'. There has been no changes in the fair valuation as of September 30, 2021 and December 31, 2021.

8. The above Unaudited Standalone Financials Results of the Company are available on Company's website www.happiestminds.com and also on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com), where the shares of the Company are listed.



For and on behalf of the Board
For Happiest Minds Technologies Limited

(Signature)

Venkatraman Narayanan
Managing Director & Chief Financial Officer
DIN : 01856347

Investor Presentation & Fact sheet: Q3 FY 22

January 2022



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.

Happiest Minds

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

 **IPO**
In September 2020

- Completed 10 years of existence in August 2021
- Strong Management Team & Corporate Governance
- 6.2+ Lakh Investors
- Robust Growth and Profitability

Promoter



Ashok Soota

96%
Digital

'Born Digital. Born Agile'

Mission Statement
Happiest People
Happiest Customers

SMILES Values
Sharing, Mindful, Integrity,
Learning, Excellence, Social
Responsibility

93%
Agile

**4,021 Happiest
Minds**

across **7 Countries**
Diversity 26.1%

195
Active clients

53 Fortune2000 / Forbes200 /
Billion \$ corporations
82% of repeat business

Great Place To Work

- Ranked **#21** – India's Best Companies to work for 2021
- Ranked **#63** Asia's Best Workplaces 2021
- India's Top **25** Best Workplaces in IT & IT-BPM 2021
- India's Top **50** Best Workplaces for Women 2021

32.9%
RoCE¹

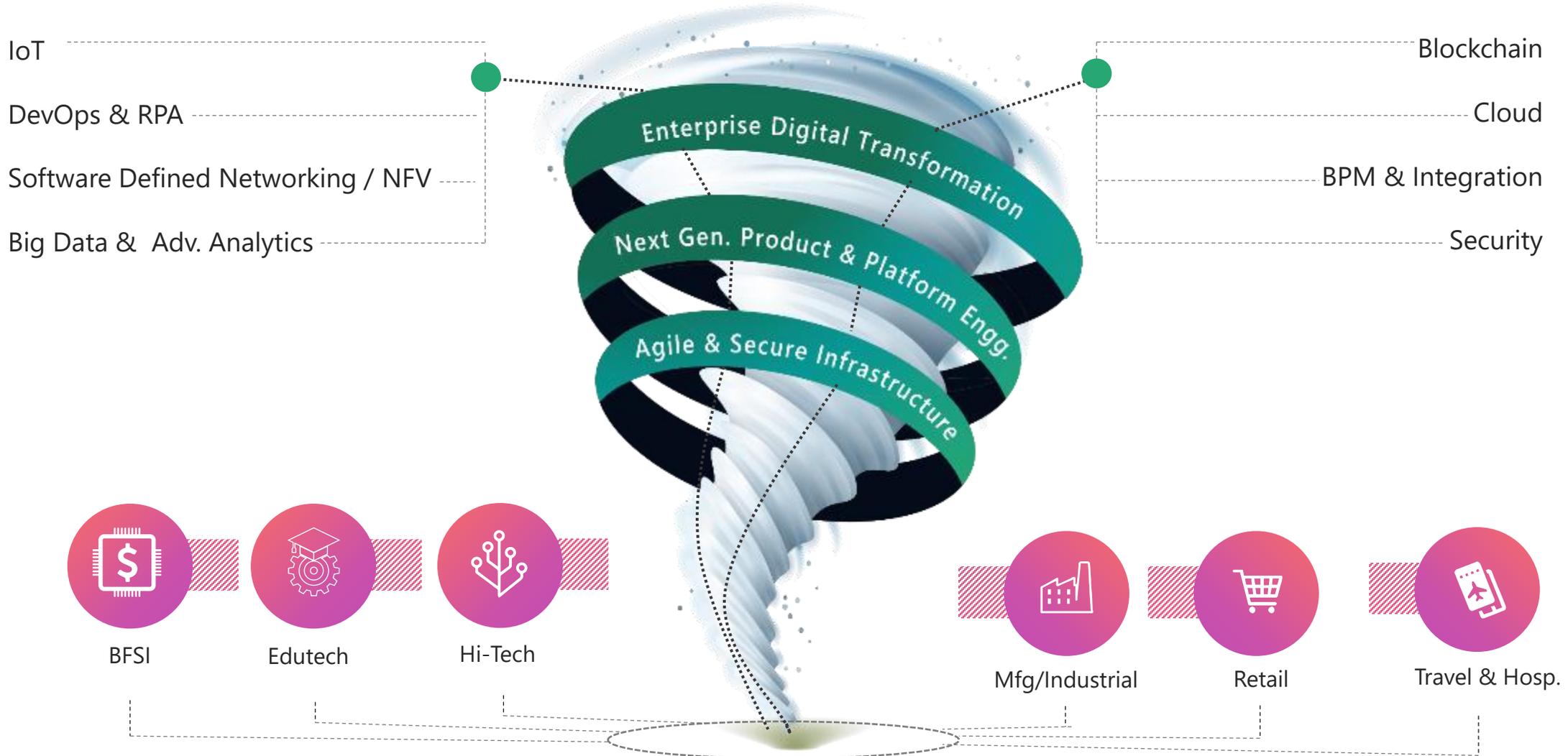
28.2%
RoE

4.4
rating
on **Glassdoor**



Top 25
India's Best
Workplaces™
in IT & IT-BPM
2021





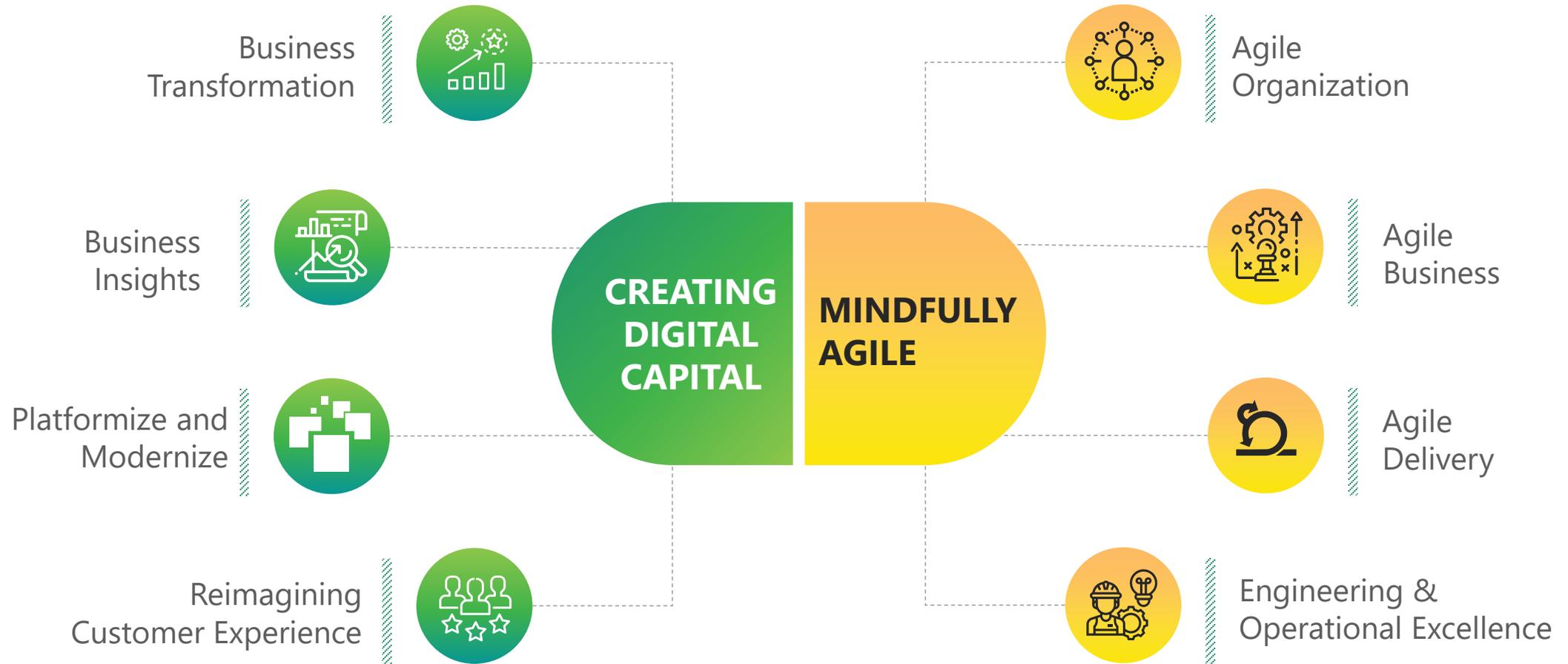
Mission, Vision & Values

Our 2021-31 Vision - DELIGHT

Our SMILES Values



Born Digital. Born Agile.



Q3 Key Project Wins

For a global telecoms provider with operations in 200+ countries, Happiest Minds has won a multi-year, multi-million-dollar managed service contract to partner on their transformational and operational excellence journey



For a global EduTech SaaS company, Happiest Minds has won a multi-year, multi-million dollar deal to provide End to End Infrastructure and Security Services by leveraging Microsoft Azure



For one of the world's largest Transportation Mobility-as-a-Service Company, Happiest minds has been chosen to help them on their Governance, Risk and Compliance (GRC) security services



For a global enterprise SaaS company offering cloud-based directory as a service platform, Happiest Minds was chosen as their engineering partner



For a portfolio company of a large private equity firm, Happiest Minds is managing data quality and governance for its master data management (MDM) application hosted on Pimcore platform



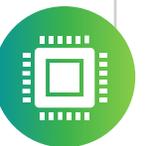
For a global bank in business over 100 years, Happiest Minds is partnering with them in their automation journey



For a global energy management technology company that manufactures software-driven solar energy solutions, Happiest Minds was chosen to develop the next generation, software-controlled Power Controller



For the US subsidiary of a multinational electronics corporation, Happiest Minds was chosen as their analytics and DevOps partner



Analyst Mentions

NASSCOM[®]

**Cloud Casestudy
Compendium**

Happiest Minds' Digital Content Monetization (DCM) solution was featured in **NASSCOM Cloud Case study Compendium**



Happiest Minds is recognized in Zinnov Zones as a

**Leader for
Enterprise
Software**

**Leader for
ER&D (Small &
Medium Service
Providers)**

**Niche-
Established
for AI
Engineering**

**Niche-
Established
for IoT
Services**

Award Wins



Top 25
India's Best Workplaces™
in IT & IT-BPM
2021

Happiest Minds is ranked among **India's Top 25 Best Workplaces in IT & IT-BPM 2021** by Great Place to Work® Institute



Happiest Minds wins Platinum and Gold Awards for its 2021 Annual Report from League of American Communication Professionals (LACP) - Annual Report is ranked **#24 globally and #1 in India**



Happiest Minds is recognized as a **GOLD partner of the Intel Network Builders Winners' Circle**



Priya Kanduri, Vice President & CTO - IMSS received the **Women in Tech award** at the 19th Edition of Asia Pacific HRM Congress & Awards



Preeti Menon, Senior Vice President & Global Delivery Head – PES is recognized among the **Top 20 Female Cloud Leaders in 2021** by The Sociable.



Kiran Veigas, General Manager – Corporate Marketing & Communications was awarded **DMA Trailblazer Rising Star CMO 2021** award at the BrandMaster Award Nite.

Operational and Financial Metrics – Q3 FY22

Results Q3 FY 22

All amounts in ₹ Lakhs unless stated otherwise

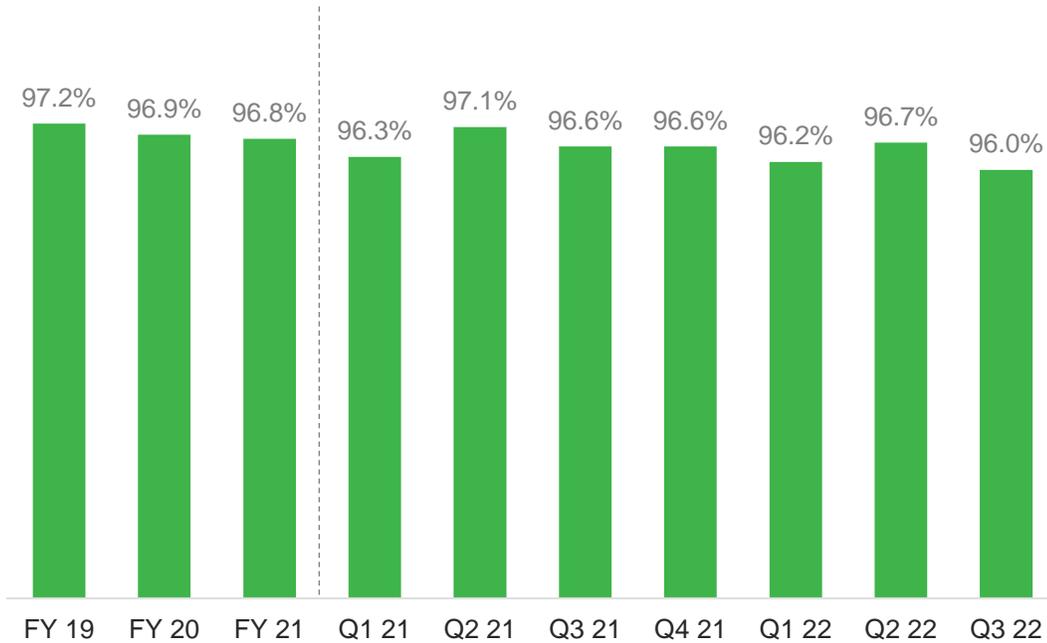
Particulars	Q3 FY 22	Q2 FY 22	QoQ	Q3 FY 21	YoY	9M FY 22	9M FY 21	YoY
Revenues (\$'000)	37,796	35,809	5.5%	26,202	44.2%	106,758	74,358	43.6%
Revenues	28,394	26,453	7.3%	19,284	47.2%	79,308	55,270	43.5%
Other Income	834	959	(13.0)%	845	(1.3)%	2,719	2,163	25.7%
Total Income	29,228	27,412	6.6%	20,129	45.2%	82,027	57,433	42.8%
EBITDA	7,631	7,012	8.8%	5,969	27.8%	21,258	15,690	35.5%
%	26.1%	25.6%		29.7%		25.9%	27.3%	
PBT before Exceptional Item	6,543	5,935	10.2%	5,327	22.8%	18,206	13,678	33.1%
%	22.4%	21.7%		26.5%		22.2%	23.8%	
Exceptional Item*	-	-		-		(609)	-	
PBT	6,543	5,935	10.2%	5,327	22.8%	17,597	13,678	28.7%
%	22.4%	21.7%		26.5%		21.5%	23.8%	
Tax	1,651	1,491	10.7%	1,112	48.5%	4,688	1,037	352.1%
%	5.6%	5.4%		5.5%		5.7%	1.8%	
PAT	4,892	4,444	10.1%	4,215	16.1%	12,909	12,641	2.1%
%	16.7%	16.2%		20.9%		15.7%	22.0%	

* Loss on Fair Valuation of Warrant Liability

Born Digital. Born Agile.

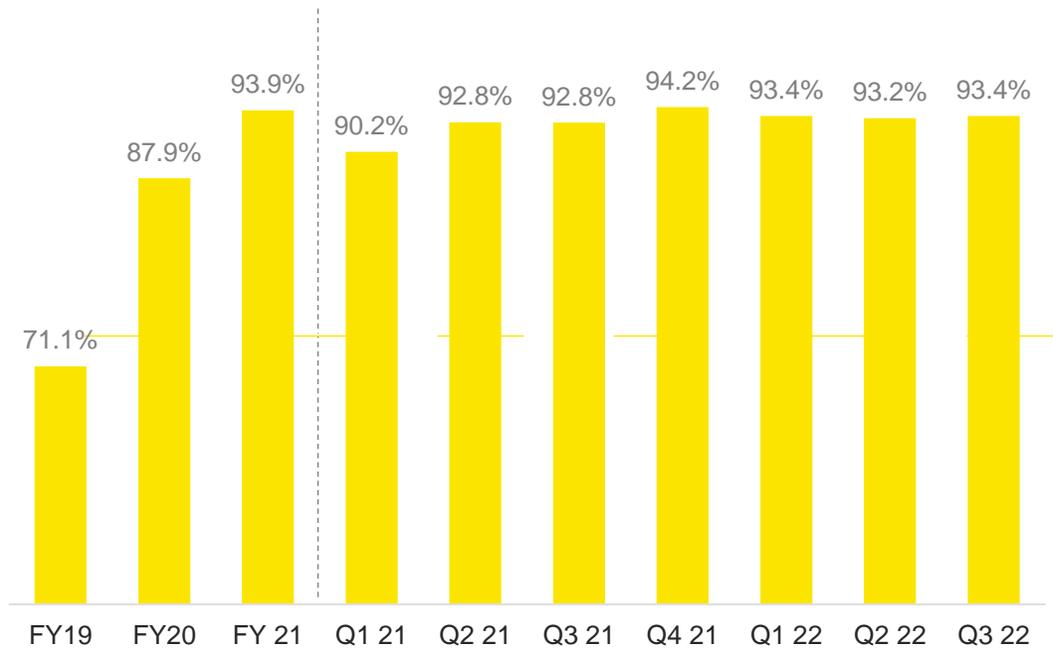
Digital

% of Revenue



Agile

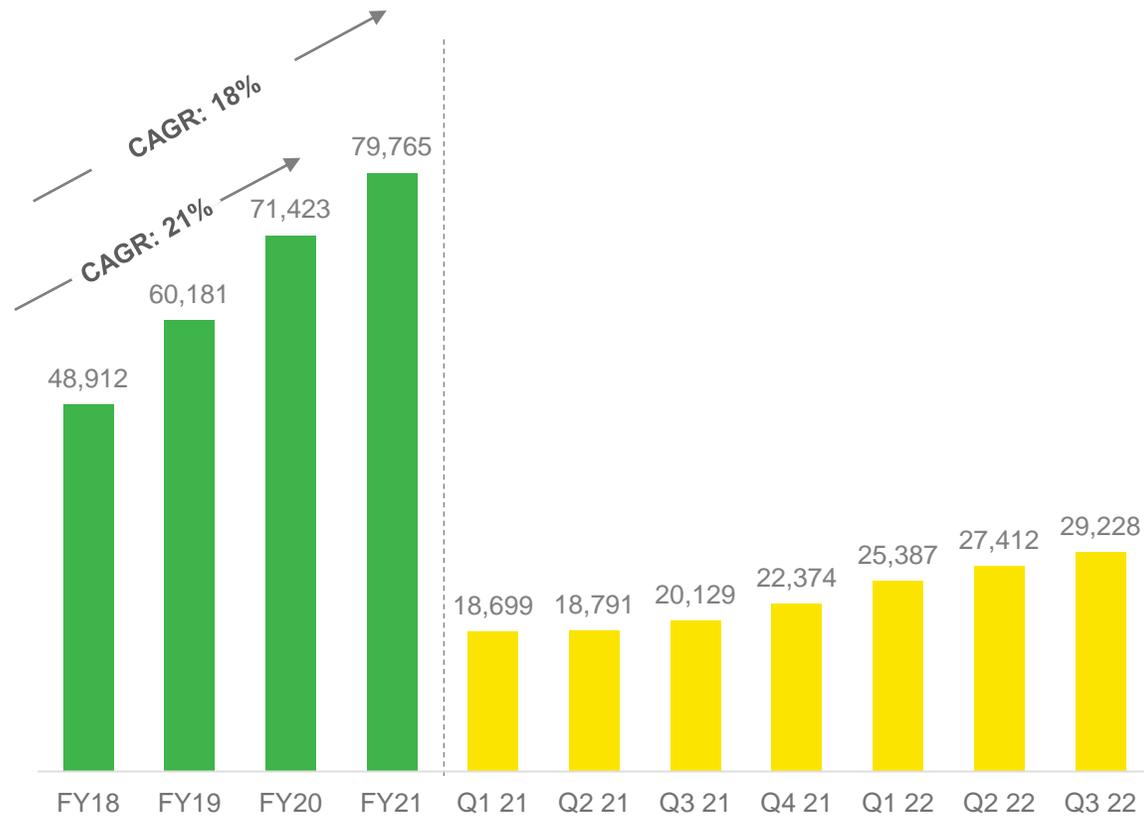
% of Revenue



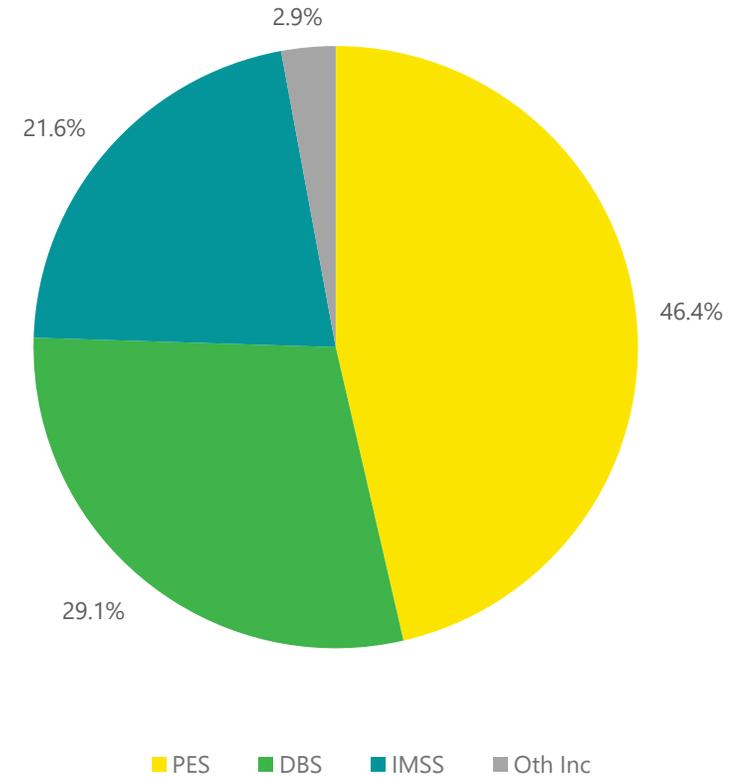
Operational & Financial Metrics

Revenue - Growth

Total Income (₹ Lakhs)

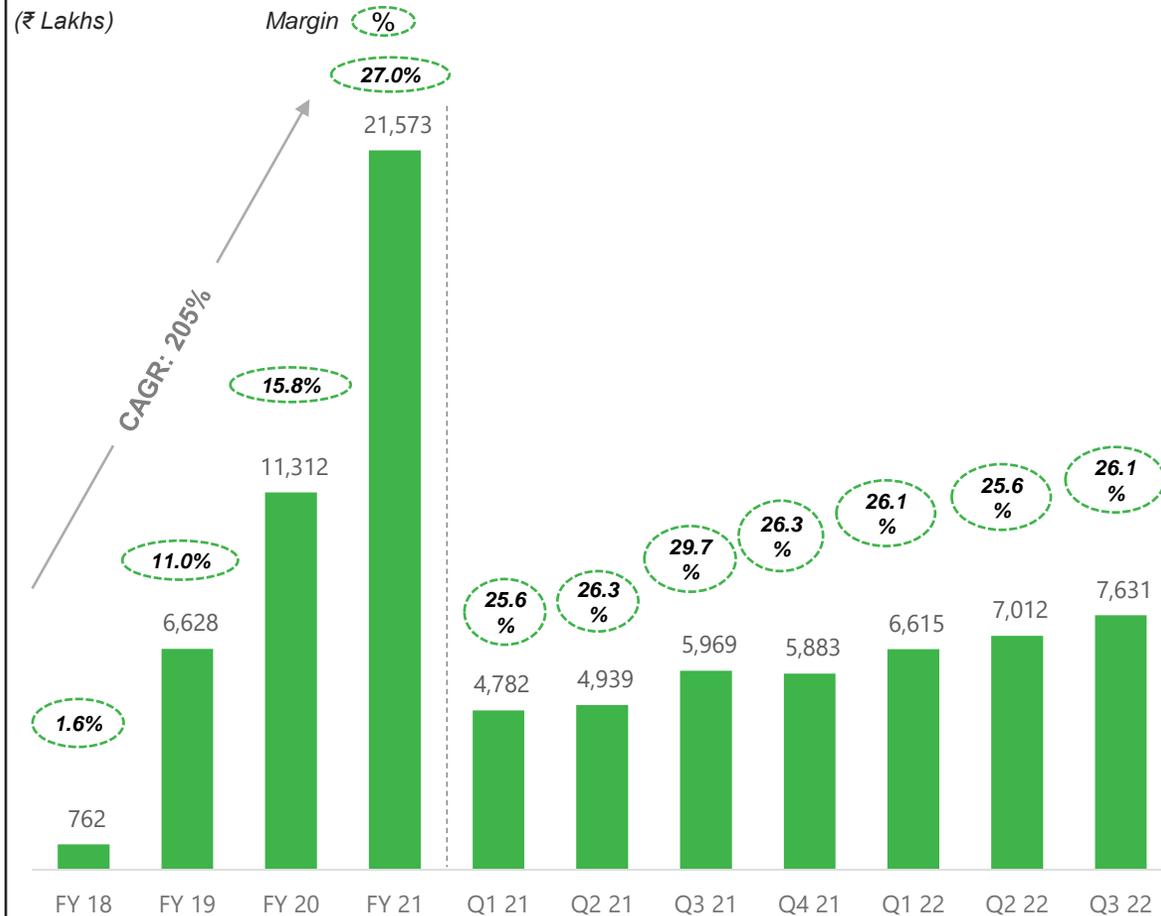


Revenue Share

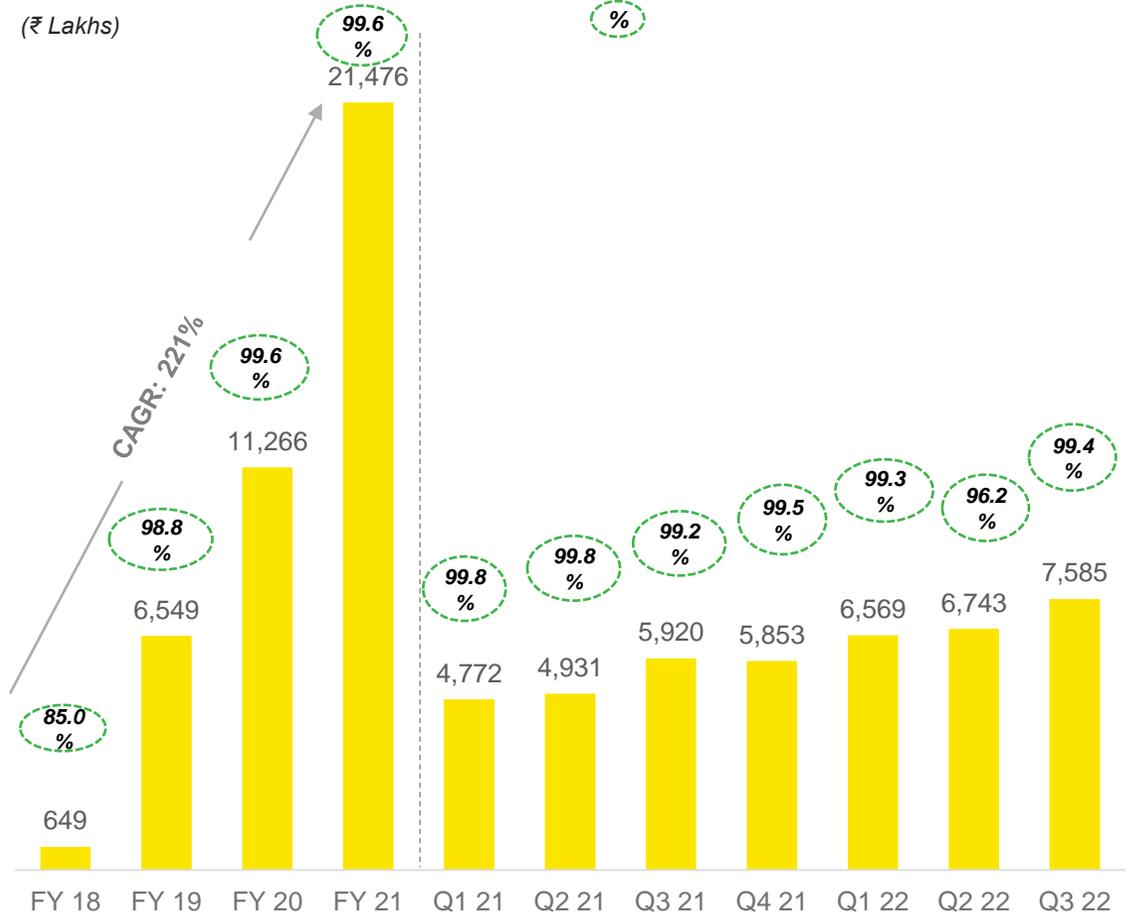


Operational & Financial Metrics

EBITDA

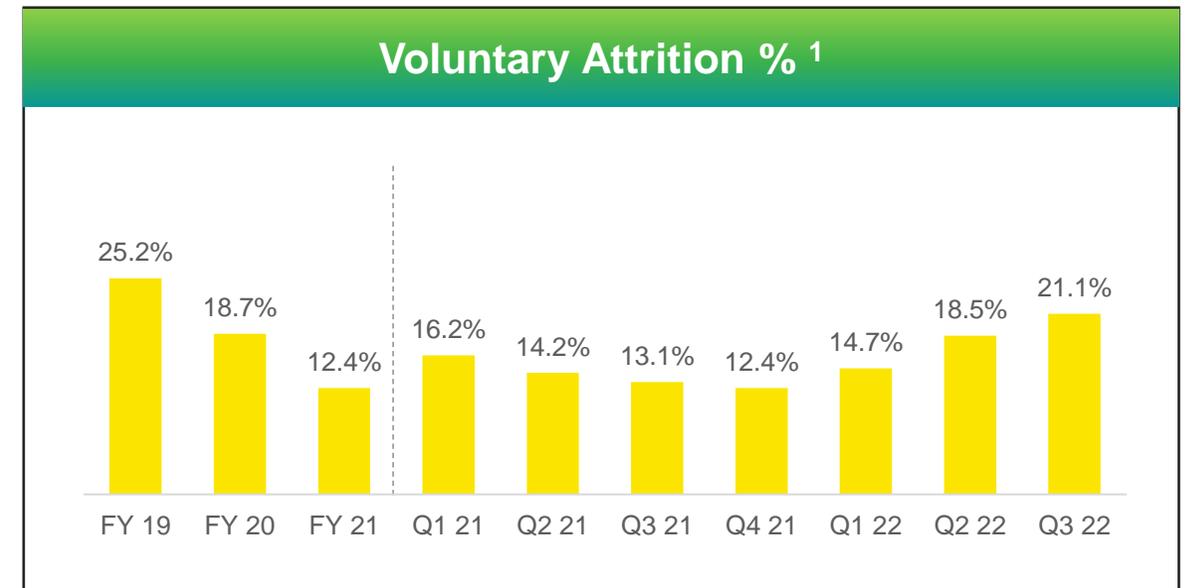
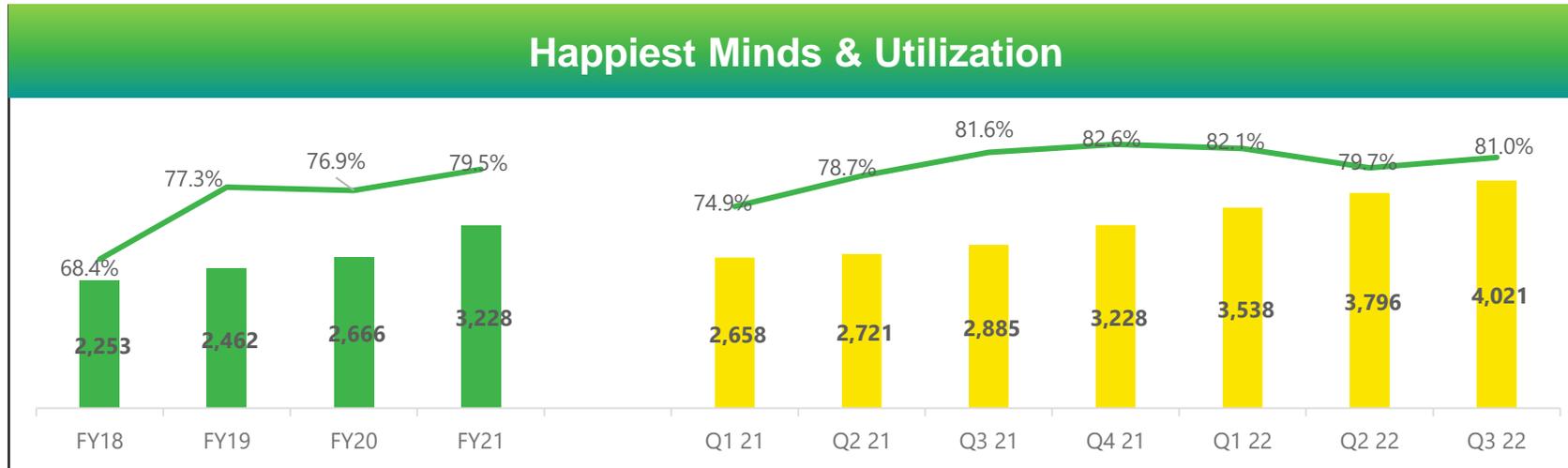


High FCF¹ conversion



Note: 1. FCF = Free Cash Flow Conversion = FCF/EBITDA and FCF = EBITDA – Capex. (Non-GAAP Measure)

Operational & Financial Metrics

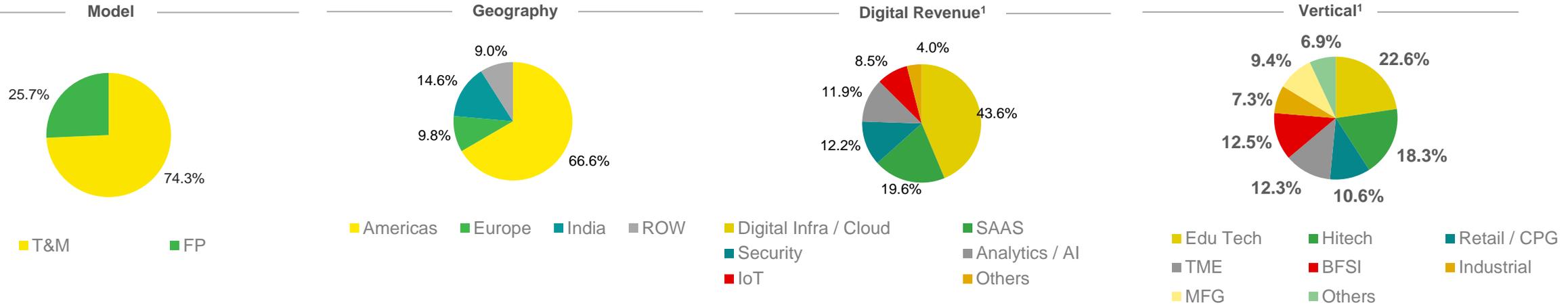


Note 1: Trailing 12 Months

Operational & Financial Metrics

Revenue Model

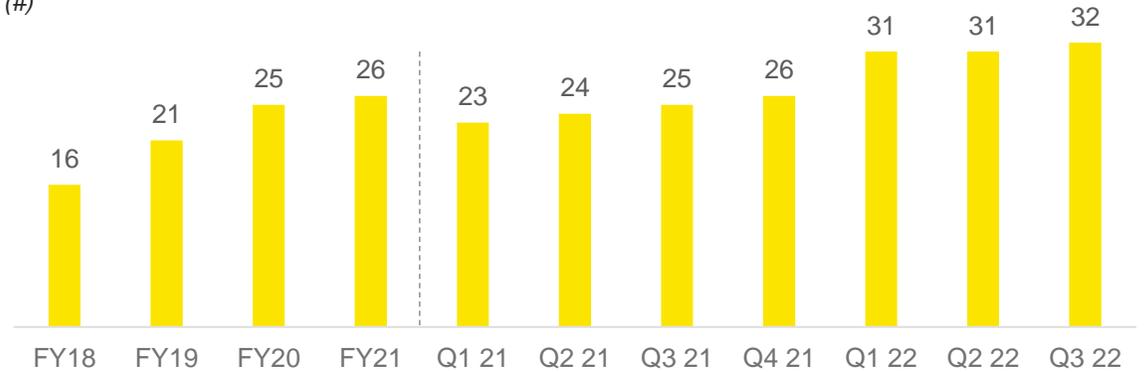
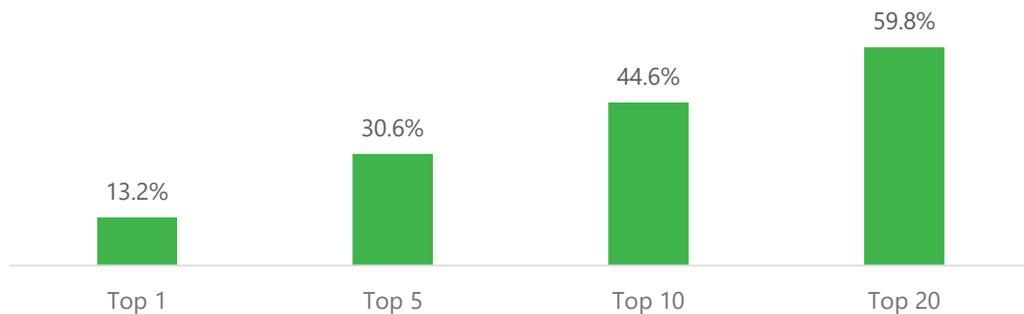
Q3 22



Revenue Concentration YTD³ | Million \$ Customers²

(% Revenue)

(#)

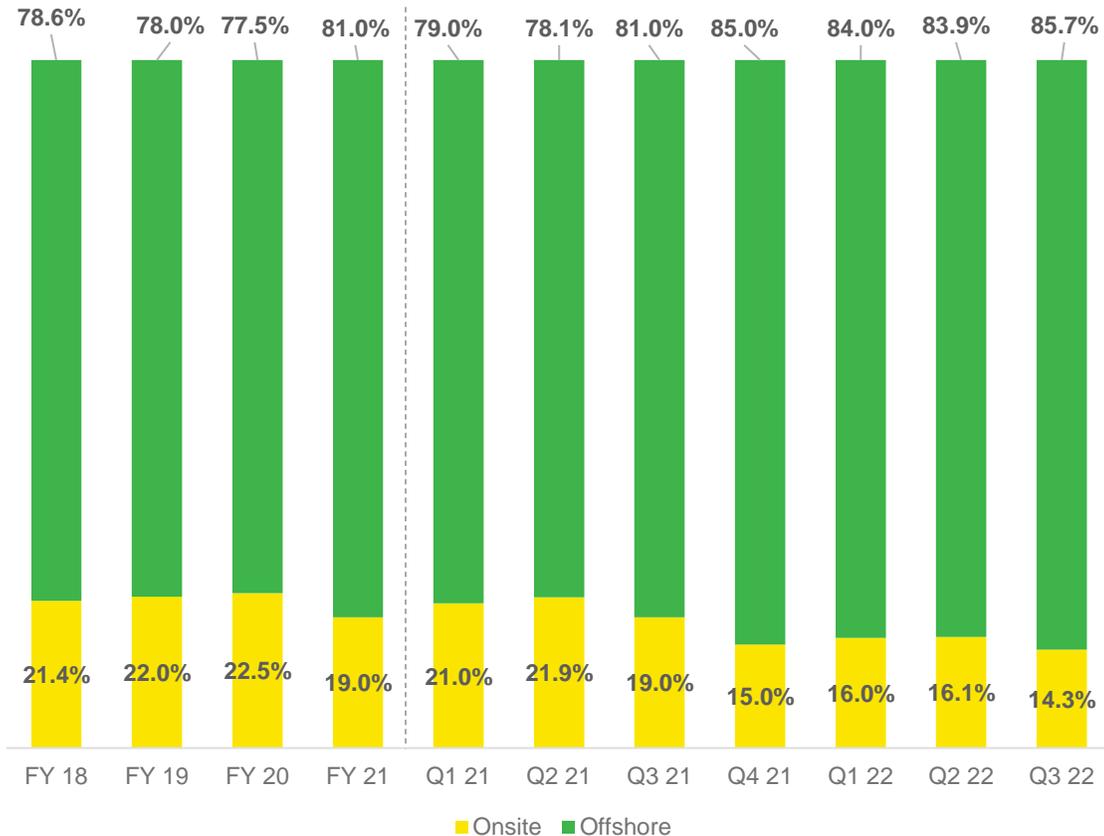


Notes: 1. TME: Travel, Media & Entertainment, 2. Based on quarterly revenues annualized. 3. Top 20 includes Top 1, 5 & 10

Operational & Financial Metrics

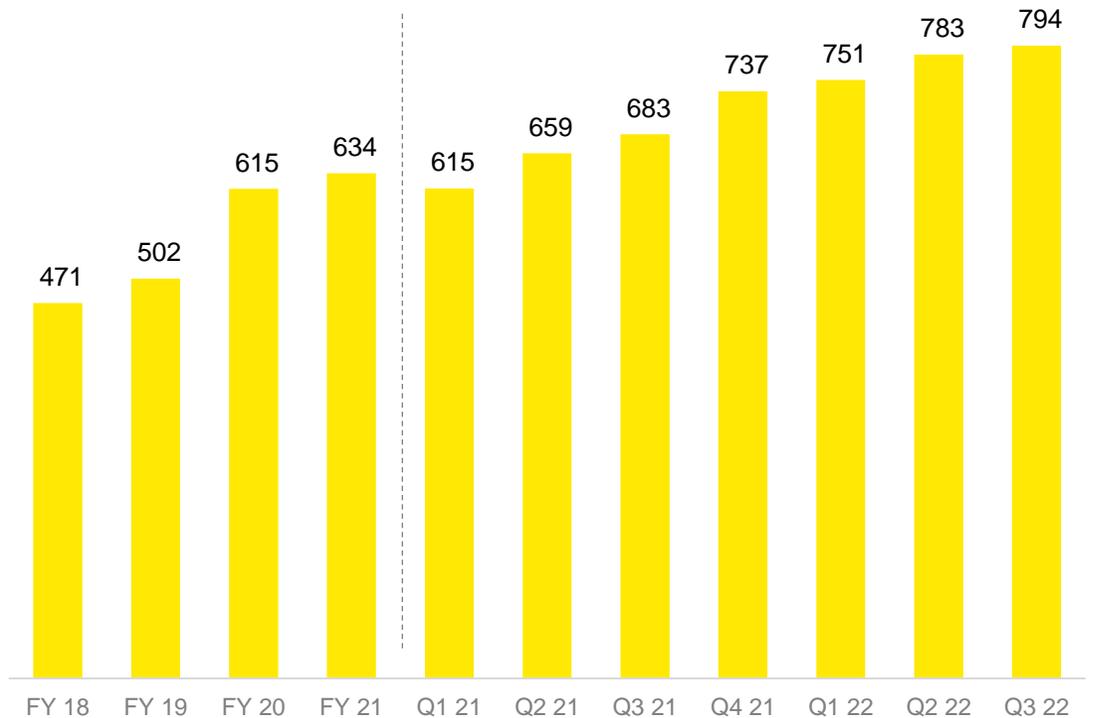
Onsite/Offshore

By Revenue



Average Annual Revenue / Active Customer

(USD '000)



Operational & Financial Metrics

	FY18	FY19	FY20	FY21Q1	FY21Q2	FY21Q3	FY21Q4	FY21	FY22Q1	FY22Q2	FY22Q3
Customer Industry group											
Edutech	18.0%	21.3%	21.3%	27.0%	27.0%	24.9%	24.1%	25.6%	23.4%	23.2%	22.6%
Hitech	24.6%	21.0%	21.0%	20.5%	19.5%	20.2%	13.5%	18.2%	14.2%	13.5%	18.3%
BFSI	17.9%	18.2%	17.5%	17.4%	16.3%	17.4%	14.8%	16.4%	13.4%	13.3%	12.5%
Travel, Media and Entertainment (TME)	11.0%	13.8%	17.1%	12.9%	13.0%	14.4%	14.0%	13.6%	13.9%	13.0%	12.3%
Retail / CPG	7.0%	6.9%	7.5%	5.7%	4.5%	2.2%	8.6%	5.4%	9.6%	10.6%	10.6%
Industrial	6.2%	8.1%	7.0%	6.4%	6.9%	7.0%	7.7%	7.1%	7.1%	6.6%	7.3%
Manufacturing	3.2%	3.8%	3.7%	5.7%	6.8%	6.9%	7.1%	6.6%	6.3%	8.3%	9.4%
Others	12.3%	6.9%	4.9%	4.6%	6.0%	7.0%	10.2%	7.1%	12.0%	11.6%	6.9%
Digital Service Offerings											
Digital infrastructure/Cloud	-	40.9%	31.2%	43.7%	41.1%	41.0%	44.2%	41.6%	42.3%	42.8%	43.6%
SaaS	-	28.6%	29.4%	23.6%	24.6%	21.6%	20.9%	22.7%	20.2%	19.6%	19.6%
Security Solutions	-	10.2%	14.9%	7.6%	7.4%	8.7%	9.1%	8.7%	11.0%	12.2%	12.2%
Analytics/AI	-	9.1%	11.6%	12.1%	13.5%	14.4%	12.9%	13.3%	12.9%	12.5%	11.9%
IoT	-	8.4%	9.8%	9.3%	10.5%	11.0%	9.5%	10.5%	9.9%	9.8%	8.5%
Total	-	97.2%	96.9%	96.3%	97.1%	96.6%	96.6%	96.8%	96.2%	96.7%	96.0%
Automation as a % of total revenue			20.7%	24.2%	24.3%	27.8%	24.4%	25.2%	23.9%	23.9%	27.1%

Operational & Financial Metrics

	FY18	FY19	FY20	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY 21	FY22 Q1	FY22 Q2	FY22 Q3
Revenue by Customer Geo											
USA	73.5%	75.5%	77.5%	77.3%	77.3%	72.2%	68.4%	73.4%	67.8%	65.9%	66.6%
India	11.7%	11.9%	11.9%	10.9%	10.9%	13.4%	11.7%	11.8%	12.4%	13.0%	14.6%
Europe	11.4%	9.5%	7.2%	9.8%	9.2%	10.6%	11.6%	10.4%	10.4%	11.1%	9.8%
ROW	3.4%	3.1%	3.4%	2.0%	2.6%	3.8%	8.4%	4.4%	9.4%	10.0%	9.0%
Million \$ Customers¹											
\$ 10 M +		1	1	1	1	1	1	1	1	1	1
\$ 5M to \$ 10M	2	2	-	1	-	2	3	3	3	6	4
\$ 3M to \$ 5M	2	1	9	4	6	5	6	6	6	3	4
\$ 1M to \$ 3M	12	17	15	17	17	17	16	16	21	21	23
Total	16	21	25	23	24	25	26	26	31	31	32
Revenue Mix											
Onsite	21.4%	22.0%	22.5%	21.0%	21.9%	19.0%	15.0%	19.0%	16.0%	16.1%	14.3%
Offshore ²	78.6%	78.0%	77.5%	79.0%	78.1%	81.0%	85.0%	81.0%	84.0%	83.9%	85.7%
Revenue by contracting Model											
Fixed Price	18.4%	16.8%	19.0%	18.8%	19.3%	22.2%	26.0%	22.0%	26.0%	24.4%	25.7%
Time and Material	81.6%	83.2%	81.0%	81.2%	80.7%	77.8%	74.0%	78.0%	74.0%	75.6%	74.3%
Active customers											
# of active customers	173	163	157	148	152	155	173	173	180	186	195
Billion \$ corporation											
# of customers			37	36	39	38	46	46	53	50	53

Note: 1: Based on quarter revenue annualized 2: Offshore: Revenues from customers served from India;

Operational & Financial Metrics

	FY18	FY19	FY20	FY21Q1	FY21Q2	FY21Q3	FY21Q4	FY21	FY22Q1	FY22Q2	FY22Q3
Happiest Minds											
Onsite	105	132	123	124	133	145	166	166	180	182	183
Offshore	2,148	2,330	2,543	2,534	2,588	2,740	3,062	3,062	3,358	3,614	3,838
Total	2,253	2,462	2,666	2,658	2,721	2,885	3,228	3,228	3,538	3,796	4,021
Happiest Minds %											
Onsite	4.7%	5.4%	4.6%	4.7%	4.9%	5.0%	5.1%	5.1%	5.1%	4.8%	4.6%
Offshore	95.3%	94.6%	95.4%	95.3%	95.1%	95.0%	94.9%	94.9%	94.9%	95.2%	95.4%
Utilization											
%	68.4%	77.3%	76.9%	74.9%	78.7%	81.6%	82.6%	79.5%	82.1%	79.7%	81.0%
Diversity											
Women Happiest Minds	22.0%	23.0%	24.0%	23.4%	23.3%	24.0%	24.5%	24.5%	25.2%	26.1%	26.1%
DSO											
Billed	74	80	60	51	51	46	50	57	46	58	61
Unbilled	6	11	23	32	26	31	24	28	36	30	32
Total	80	91	83	83	77	77	75	85	82	88	93
EPS ₹											
Diluted	-	-	5.36	3.72	2.42	2.89	2.48	11.45	2.45	3.06	3.38
Capital Return Ratios											
RoCE			28.9%	50.9%	37.0%	41.9%	33.3%	31.2%	30.7%	33.8%	32.9%
RoE			27.1%	62.9%	29.4%	33.2%	26.4%	29.8%	24.7%	27.5%	28.2%

Operational & Financial Metrics

(All figures in ₹ Lakhs)

	FY18		FY19		FY20		FY21Q1		FY21Q2		FY21Q3		FY21Q4		FY21		FY22Q1		FY22Q2		FY22Q3		
Revenue by BUs																							
IMSS	9,862	20.2%	12,943	21.5%	15,361	21.5%	3,641	19.5%	3,959	21.1%	4,334	21.5%	4,487	20.1%	16,421	20.6%	5,251	20.7%	5,747	21.0%	6,322	21.6%	
DBS	15,403	31.5%	18,090	30.1%	19,167	26.8%	4,598	24.6%	4,710	25.1%	4,985	24.8%	6,995	31.3%	21,288	26.7%	7,570	29.8%	8,046	29.4%	8,511	29.1%	
PES	21,024	43.0%	28,003	46.5%	35,293	49.4%	9,463	50.6%	9,615	51.2%	9,965	49.5%	10,589	47.3%	39,632	49.7%	11,639	45.8%	12,661	46.2%	13,561	46.4%	
Total Revenue	46,289	94.6%	59,036	98.1%	69,821	97.8%	17,702	94.7%	18,284	97.3%	19,284	95.8%	22,071	98.6%	77,341	97.0%	24,460	96.4%	26,453	96.5%	28,394	97.1%	
Other income	2,623	5.4%	1,145	1.9%	1,602	2.2%	997	5.3%	507	2.7%	845	4.2%	303	1.4%	2,424	3.0%	926	3.6%	959	3.5%	834	2.9%	
Total income	48,912	100%	60,181	100%	71,423	100%	18,699	100%	18,791	100%	20,129	100%	22,374	100%	79,765	100%	25,387	100%	27,412	100.0%	29,228	100.0%	

IMSS: Infrastructure Management & Security Services

DBS : Digital Business Services

PES: Product Engineering Services

Operational & Financial Metrics

Summary Profit & Loss statement

(All figures in ₹ Lakhs)

	FY 18	FY 19	FY 20	FY 21 Q1	FY 21 Q2	FY 21 Q3	FY 21 Q4	FY 21	FY 22 Q1	FY 22 Q2	FY 22 Q3
Income											
Operating revenue	46,289	59,036	69,821	17,702	18,284	19,284	22,071	77,341	24,461	26,453	28,394
Other income	2,623	1,145	1,602	997	507	845	303	2,424	926	959	834
Total income	48,912	60,181	71,423	18,699	18,791	20,129	22,374	79,765	25,387	27,412	29,228
Cost of revenue	32,652	36,987	42,927	9,978	10,401	11,155	12,849	44,382	14,661	15,864	16,591
Gross margin	13,637	22,049	26,894	7,724	7,884	8,129	9,222	32,959	9,800	10,589	11,804
%	29.5%	37.3%	38.5%	43.6%	43.1%	42.2%	41.8%	42.6%	40.1%	40.0%	41.6%
SG&A	15,498	16,566	17,184	3,939	3,452	3,005	3,642	13,810	4,111	4,536	5,006
%	33.5%	28.1%	24.6%	22.3%	18.9%	15.6%	16.5%	17.9%	16.8%	17.1%	17.6%
EBITDA	762	6,628	11,312	4,782	4,939	5,969	5,883	21,573	6,615	7,012	7,631
%	1.6%	11.0%	15.8%	25.6%	26.3%	29.7%	26.3%	27.0%	26.1%	25.6%	26.1%
Depreciation	2,075	2,478	2,023	512	512	516	734	2,274	723	834	847
%	4.5%	4.2%	2.9%	2.9%	2.8%	2.7%	3.3%	2.9%	3.0%	3.2%	3.0%
EBIT	(1,313)	4,150	9,289	4,270	4,427	5,453	5,149	19,299	5,892	6,178	6,784
%	-2.7%	6.9%	13.0%	22.8%	23.6%	27.1%	23.0%	24.2%	23.2%	22.5%	23.2%
Finance cost	995	1,594	802	186	160	126	225	697	164	243	241
PBT before exceptional items/adjustments *	(2,308)	2,556	8,487	4,084	4,267	5,327	4,924	18,602	5,728	5,935	6,543
%	-4.7%	4.2%	11.9%	21.8%	22.7%	26.5%	22.0%	23.3%	22.6%	21.6%	22.4%
Exceptional Items +	-	1,258	1,126	-	-	-	-	-	609	-	-
PBT *	(2,308)	1,298	7,361	4,084	4,267	5,327	4,924	18,602	5,119	5,935	6,543
%	-4.7%	2.2%	10.3%	21.8%	22.7%	26.5%	22.0%	23.3%	20.2%	21.6%	22.4%
Current tax	-	-	190	851	682	1,105	889	3,527	1,595	1,512	1,466
Deferred tax	(61)	(123)	-	(1,785)	177	7	430	(1,171)	(49)	(21)	185
Total Tax	(61)	(123)	190	(934)	859	1,112	1,319	2,356	1,546	1,491	1,651
%	-0.1%	-0.2%	0.3%	-5.0%	4.6%	5.5%	5.9%	3.0%	6.1%	5.4%	5.6%
PAT *	(2,247)	1,421	7,171	5,018	3,408	4,215	3,605	16,246	3,573	4,444	4,892
%	-4.6%	2.4%	10.0%	26.8%	18.1%	20.9%	16.1%	20.4%	14.1%	16.2%	16.7%

* "PBT before exceptional items, PBT and PAT" for FY18 & FY19 are restated as per IndAs, forming part of our offer documents.

+ Exceptional items for FY19 & FY20 refer to Impairment of Goodwill, for FY22 Q1 refers to Loss on Fair Valuation of Warrant Liability

Operational & Financial Metrics

Condensed Balance Sheet

(All figures in ₹ Lakhs)

	31.03.2018	31.03.2019	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021	30.06.2021	30.09.2021	31.12.2021
Assets										
Non-current Assets										
Property, plant and equipment	264	214	93	77	60	72	69	83	86	77
Goodwill	2,961	1,736	610	610	611	611	7,644	7,756	7,742	7,772
Financial & Other assets	7,685	6,003	5,598	6,266	5,788	5,040	10,029	18,033	11,604	20,609
Total non-current assets (A)	10,910	7,953	6,301	6,953	6,459	5,723	17,742	25,872	19,432	28,458
Current assets										
Financial & Other assets										
i. Trade receivable	9,437	12,927	11,487	9,851	10,302	9,765	12,192	12,431	16,064	18,212
ii. Cash & Cash equivalents, Investments & Other financial assets	16,928	19,610	31,967	39,196	52,387	54,286	60,928	60,476	63,790	59,928
iii. Other assets	1,424	862	1,060	1,308	1,721	1,531	1,333	1,117	2,367	2,655
Total current assets (B)	27,789	33,399	44,514	50,355	64,410	65,582	74,453	74,024	82,221	80,795
Total assets (A + B)	38,699	41,352	50,815	57,308	70,869	71,305	92,195	99,896	101,653	109,253
Equity and Liabilities										
Total equity (A)	(10,888)	(6,605)	26,531	31,901	46,380	50,836	54,599	58,125	58,498	61,035
Non-current liabilities										
Financial liabilities	5,797	3,814	1,863	1,674	1,518	1,248	7,339	10,775	9,431	12,907
Provisions & Deferred tax liability	935	940	1,255	1,508	1,513	1,662	2,378	2,325	2,334	2,340
Total non-current liabilities (B)	6,732	4,754	3,118	3,182	3,031	2,910	9,717	13,100	11,765	15,247
Current liabilities										
Financial & Contract liabilities										
i. Trade payable	2,498	2,878	3,442	3,600	6,307	3,781	4,101	4,913	6,670	5,775
ii. Others	38,866	38,591	15,947	15,907	12,402	10,931	20,340	20,090	20,711	23,340
Provisions & Other current liabilities	1,491	1,734	1,777	2,718	2,749	2,847	3,438	3,668	4,009	3,856
Total current liabilities (C)	42,855	43,203	21,166	22,225	21,458	17,559	27,879	28,671	31,390	32,971
Total liabilities (D = B + C)	49,587	47,957	24,284	25,407	24,489	20,469	37,596	41,771	43,155	48,218
Total equity and liabilities (A + D)	38,699	41,352	50,815	57,308	70,869	71,305	92,195	99,896	101,653	109,253

Happiest People · Happiest Customers

investors@happiestminds.com

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

Happiest

the first global firm to
Mindful IT Company Mindful
levels and enable a person to be in the moment
understanding, internalizing and practicing
journey on the "Happiness" theme. Consider
all of our **Happiness Quotient** be the
our customers and society

everything like a child and
Listening Going beyond
attention to what is being said
moment **Doing Mindful**
Non-judgemental
environment to live in the moment
trustworthy partnership, by
as an empathetic corporate citizen

Being conscious of the moment and
attention including self **Alive** Being alert
to stay focused inside **Calm** Staying
retros action **Happiest Minds** is the first
Company Mindful approaches reduces individual
and **joyful** A structured approach to understanding

internalizing and practicing **mindfulness** techniques will
reinforce our journey on the "Happiness" theme. Consider mindfulness as a way of working that will increase all of our **Happiness Quotient** be
the **Happiness Evangelists** for each other, our customers and society **Observing** Being curious about everything like a child and
noticing the surroundings **Listening** Going beyond hearing and listening with full attention to what is being said **Being Mindful** in
the moment **Doing Mindful** Perceive Immersively Process **Non-judgemental** Perform **Empathetic** An
environment to live in the moment and perform with purpose A **trustworthy** partnership, by living our core values Contributions as an
empathetic corporate citizen **Happiest Minds** is the first global firm to become **The Mindful IT Company** Paying attention to the moment completely,
without any distractions **Aware** Being conscious of the moment and staying **focused**

on the object of attention including self **Alive** Being alert and
cheerful and generating the energy to stay focused inside **Calm**
Staying composed in all situations, not reacting as a reflex action **Happiest Minds** is the first global firm to become **The Mindful IT**
Company Mindful approaches reduces individual stress levels and enable a
person to be in the moment and **joyful**. A structured approach to understanding,
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Mindful Perceive Immersively Process **Non-judgemental** Perform **Empathetic**
An environment to live in the moment and perform with purpose A **trustworthy** partnership, by
living our core values Contributions as an empathetic corporate citizen **Happiest Minds** is the

a structured approach to understanding, internalizing and practicing **mindfulness** techniques will reinforce our journey on the "Happiness" theme. Consider mindfulness as a way of working that will increase all of our **Happiness Quotient** be the **Happiness Evangelists** for each other, our customers and

Observing Being curious about everything like a child and noticing the surroundings **Listening** Going beyond hearing and listening with full attention to what is being said **Being Mindful** in the moment **Doing Mindful** Perceive Immersively Process **Non-judgemental** Perform **Empathetic** An environment to live in

An environment to live in the moment and perform with purpose A **trustworthy** partnership, by living our core values Contributions as an empathetic corporate citizen **Happiest Minds** is the first global firm to become **The Mindful IT Company** Paying attention to the moment completely, without any distractions **Aware** Ben

Doing Mindful Perceive Immersively Process **Non-judgemental** Perform **Empathetic** An environment to live in the moment and perform with purpose A **trustworthy** partnership, by living our core values Contributions as an empathetic corporate citizen **Happiest Minds** is the first global firm to become **The Mindful IT Company** Paying attention to the moment completely, without any distractions **Aware** Being conscious of the moment and staying **focused**

become **Minds** The approaches reduces individual stress levels and enable a person to be in the moment and **joyful** A structured approach to understanding, internalizing and practicing **mindfulness** techniques will reinforce our journey on the "Happiness" theme. Consider mindfulness as a way of working that will increase all of our **Happiness Quotient** be the **Happiness Evangelists** for each other, our customers and society **Observing** Being curious about

noticing the surroundings **Listening** Going beyond hearing and listening with full attention to what is being said **Being Mindful** in the moment **Doing Mindful** Perceive Immersively Process **Non-judgemental** Perform **Empathetic** An environment to live in the moment and perform with purpose A **trustworthy** partnership, by living our core values Contributions as an empathetic corporate citizen **Happiest Minds** is the first global firm to become **The Mindful IT Company** Paying attention to the moment completely, without any distractions **Aware**

staying **focused** and generating the energy to stay focused inside **Calm** Staying composed in all situations, not reacting as a reflex action **Happiest Minds** is the first global firm to become **The Mindful IT Company** Mindful approaches reduces individual stress levels and enable a person to be in the moment and **joyful**. A structured approach to understanding, internalizing and practicing **mindfulness** techniques will reinforce our journey on the "Happiness" theme. Consider mindfulness as a way of working that will increase all of our **Happiness Quotient** be the **Happiness Evangelists** for each other, our customers and society **Observing** Being curious about everything like a child and noticing the surroundings **Listening** Going beyond hearing and listening with full attention to what is being said **Being Mindful** in the moment **Doing Mindful** Perceive Immersively Process **Non-judgemental** Perform **Empathetic** An environment to live in the moment and perform with purpose A **trustworthy** partnership, by living our core values Contributions as an empathetic corporate citizen **Happiest Minds** is the

PRESS RELEASE

Happiest Minds delivers industry-leading y-o-y revenue growth of 47.2%

Continues strong profitability performance with EBITDA of ₹ 76 Crores, showing a y-o-y growth of 27.8%

Bengaluru, India, San Jose, California and London, January 28, 2022: Happiest Minds Technologies Limited (NSE:HAPPSTMNDS), a 'Born Digital. Born Agile', digital transformation and IT solutions company, today announced its consolidated results today for the third quarter ended December 31, 2021 as approved by its Board of Directors.

All amounts in ₹ Lakhs unless stated otherwise

Particulars						All amounts in ₹ Lakhs unless stated otherwise		
	Q3 FY 22	Q2 FY 22	QoQ	Q3 FY 21	YoY	9M FY 22	9M FY 21	YoY
Revenues (\$'000)	37,796	35,809	5.5%	26,202	44.2%	106,758	74,358	43.6%
Revenues	28,394	26,453	7.3%	19,284	47.2%	79,308	55,270	43.5%
Other Income	834	959	(13.0)%	845	(1.3)%	2,719	2,163	25.7%
Total Income	29,228	27,412	6.6%	20,129	45.2%	82,027	57,433	42.8%
EBITDA	7,631	7,012	8.8%	5,969	27.8%	21,258	15,690	35.5%
%	26.1%	25.6%		29.7%		25.9%	27.3%	
PBT before Exceptional Item	6,543	5,935	10.2%	5,327	22.8%	18,206	13,678	33.1%
%	22.4%	21.7%		26.5%		22.2%	23.8%	
Exceptional Item*	-	-		-		(609)	-	
PBT	6,543	5,935	10.2%	5,327	22.8%	17,597	13,678	28.7%
%	22.4%	21.7%		26.5%		21.5%	23.8%	
Tax	1,651	1,491	10.7%	1,112	48.5%	4,688	1,037	352.1%
%	5.6%	5.4%		5.5%		5.7%	1.8%	
PAT	4,892	4,444	10.1%	4,215	16.1%	12,909	12,641	2.1%
%	16.7%	16.2%		20.9%		15.7%	22.0%	

* Loss on Fair Valuation of Warrant Liability

Joseph Anantharaju, Executive Vice Chairman said, "Our compelling offerings have made us the partner of choice for our customers in their Experience, Data and Cloud initiatives. The stellar results validate the value proposition that we offer our customers and the critical role we play in their strategic digital initiatives."

Venkatraman N, MD & CFO said, "We continue to deliver all-around healthy financial and business performance. Revenue growth of 47.2%, EBITDA at 26.1%, robust cash generation and healthy capital return ratios are testimony to this. Coupled with onboarding talent and healthy utilization levels, we are well-positioned to address the strong demand environment for Digital services."

Ram Mohan C, CEO - IMSS and Member of the Executive Board said, "Our customers trust us to migrate, deploy, develop, and manage applications at scale and to ring-fence the digital ecosystem with multi-cloud implementation and management services using next-gen cloud and security tools."

Financial highlights for

Quarter ended December 31, 2021

- Operating Revenues in US\$ terms stood at \$37.8 million (growth of 5.5% q-o-q; 44.2% y-o-y)
- Total Income of ₹ 29,228 lakhs (growth of 6.6% q-o-q; 45.2% y-o-y)
- EBITDA of ₹ 7,631 lakhs, 26.1% of Total Income (growth of 8.8% q-o-q; 27.8% y-o-y)
- PAT of ₹ 4,892 lakhs (growth of 10.1% q-o-q; 16.1% y-o-y)
- Free cash flows of ₹ 7,585 lakhs
- EPS (diluted) for the quarter of ₹ 3.38 (growth of 10.5% q-o-q; 17.0% y-o-y)

Nine Months ended December 31, 2021

- Operating Revenues in US\$ terms stood at \$106.7 million (growth of 43.6% y-o-y)
- Total Income of ₹ 82,027 lakhs (growth 42.8% y-o-y)
- EBITDA of ₹ 21,258 lakhs, 25.9% of Total Income (growth of 35.5% y-o-y)
- PAT of ₹ 12,909 lakhs (growth of 2.1% y-o-y)
- Free cash flows of ₹ 20,897 lakhs
- EPS (diluted) for half year ₹ 8.92 (decline of 0.3% y-o-y)
- RoCE & RoE (nine months annualized) of 32.9% and 28.2% respectively

Our Business:

Clients:

- 195 as of December 31, 2021
- 11 additions in the quarter

Our People - Happiest Minds:

- 4,021 Happiest Minds as of December 31, 2021 (net addition for the quarter **225**, nine-months **793**)
- Trailing 12 months attrition of 21.1%
- Utilization of 81.0%, from 79.7% in last quarter

Key Project Wins:

- For a global telecoms provider with operations in 200+ countries, Happiest Minds has won a multi-year, multi-million-dollar managed service contract to partner on their transformational and operational excellence journey
- For a global EduTech SaaS company, Happiest Minds has won a multi-year, multi-million-dollar deal to provide End to End Infrastructure and Security Services by leveraging Microsoft Azure
- For one of the world's largest Transportation Mobility-as-a-Service Company, Happiest minds has been chosen to help them on their Governance, Risk and Compliance (GRC) security services
- For a global enterprise SaaS company offering cloud-based directory as a service platform, Happiest Minds was chosen as their engineering partner

- For a portfolio company of a large private equity firm, Happiest Minds is managing data quality and governance for its master data management (MDM) application hosted on Pimcore platform
- For a global bank in business over 100 years, Happiest Minds is partnering them in their automation journey
- For a global energy management technology company that manufactures software-driven solar energy solutions, Happiest Minds was chosen to develop the next generation, software-controlled Power Controller
- For the US subsidiary of a multinational electronics corporation, Happiest Minds was chosen as their analytics and DevOps partner

Analyst Mentions:

- Happiest Minds' Digital Content Monetization (DCM) solution was featured in NASSCOM Cloud Case study Compendium
- Happiest Minds is recognized in Zinnov Zones as a
 - Leader for Enterprise Software
 - Leader for ER&D (Small & Medium Service Providers)
 - Niche-Established for AI Engineering
 - Niche-Established for IoT Services

Awards:

- Happiest Minds is ranked among India's Top 25 Best Workplaces in IT & IT-BPM 2021 by Great Place to Work® Institute
- Happiest Minds wins Platinum and Gold Awards for its 2021 Annual Report from League of American Communication Professionals (LACP) - Annual Report is ranked #24 globally and #1 in India
- Happiest Minds is recognized as a GOLD partner of the Intel Network Builders Winners' Circle
- Priya Kanduri, Vice President & CTO - IMSS received the Women in Tech award at the 19th Edition of Asia Pacific HRM Congress & Awards
- Preeti Menon, Senior Vice President & Global Delivery Head – PES is recognized among the Top 20 Female Cloud Leaders in 2021 by The Sociable
- Kiran Veigas, General Manager – Corporate Marketing & Communications was awarded DMA Trailblazer Rising Star CMO 2021 award at the BrandMaster Award Nite.

For further details please refer to the Investors presentation hosted on the company website – –

[Investors section](#)

About Happiest Minds Technologies:

[Happiest Minds Technologies Limited](#) (NSE: HAPPSTMNDS), a Mindful IT Company, enables [digital transformation](#) for enterprises and technology providers by delivering seamless customer experiences, business efficiency and actionable insights. We do this by leveraging a spectrum of disruptive technologies such as: [artificial intelligence](#), [blockchain](#), [cloud](#), [digital process automation](#), [internet of things](#), robotics/drones, [security](#), [virtual/augmented reality](#), etc. Positioned as 'Born Digital . Born Agile', our capabilities span digital solutions, infrastructure, product engineering and security. We deliver these services across industry sectors such as automotive, BFSI, consumer packaged goods, e-commerce, EduTech, engineering R&D, healthcare, hi-tech, manufacturing, retail and travel/transportation/hospitality.

A Great Place to Work-Certified™ company, Happiest Minds is headquartered in Bangalore, India with operations in the U.S., UK, Canada, Australia and Middle East.

Safe harbor

This release 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.

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