

May 06, 2024

Listing Compliance & Legal Regulatory
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001
Stock Code: 543227, 974728, 974820 & 975101

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 of Q4 for FY'24

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 financial year ended March 31, 2024, that will be circulated to the Investors/ Analysts for the Earnings Call scheduled on May 07, 2024, at 09:00 A.M. (IST).

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: Q4 FY 24

May 2024

About Happiest Minds

Next-Gen Digital Transformation, Infrastructure, Security and Product Engineering Services Company

<p>96% Digital Born Digital</p>	<p>95% Agile Born Agile</p>	<p>250 Active Clients 61 Fortune2000 / Forbes200 Billion \$ Corporations 90% Repeat Business</p>	<p>22.3% RoCE¹ 16.9% RoE</p>
<p>Mission Statement Happiest People Happiest Customers</p> <p>SMILES Values Sharing, Mindful, Integrity, Learning, Excellence, Social Responsibility</p>	<p>5,168 Happiest Minds across 7 Countries 27.7% Gender Diversity 4.0 rating on Glassdoor</p>	<p>Great Place To Work[®]</p> <ul style="list-style-type: none"> • Top 50 India's Best Workplaces™ in IT & IT-BPM for 2023 • Top 50 India's Best Workplaces™ for Building a Culture of Innovation 2023 • Top 50 India's Best Workplaces™ for Women 2023 • Top 50 India's Best Workplaces™ in Health & Wellness 2023 	<p>Growth in Constant Currency 11% EBITDA margin 24.6%</p>

Promoter



Ashok Soota



IPO - In September 2020

- Completed 12 years in August 2023
- Successful QIP Fund raise of ₹500 Cr /US \$61 Mn in July 2023
- Strong Management Team & Corporate Governance
- 750K+ Investors
- Industry leading Growth and Profitability



Golden Peacock
 Corporate Governance Award 2022
 Business Excellence Award 2021





Note 1 : RoCE / RoE for the year.

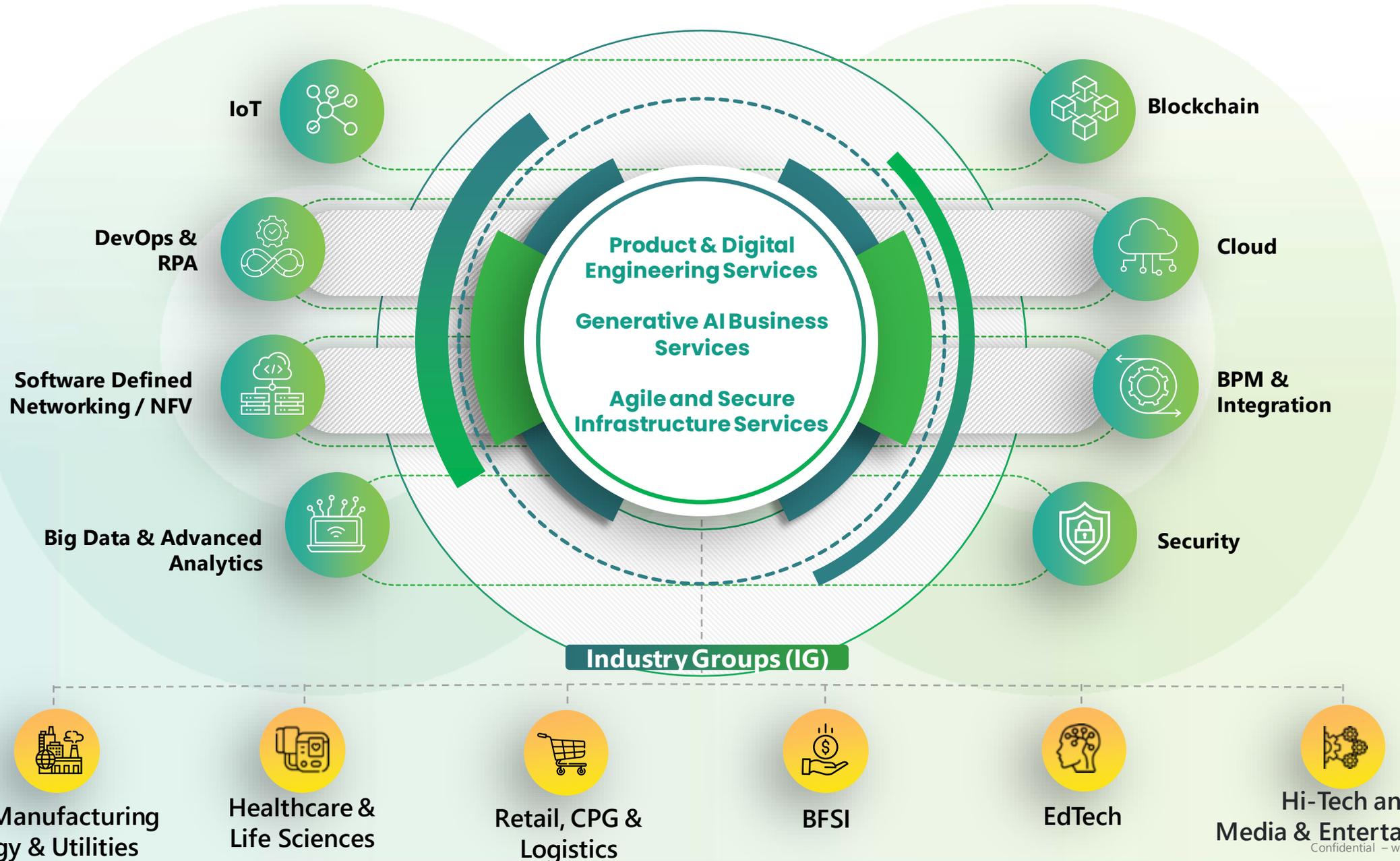
Mission, Vision and Values

Our 2021-31 Vision - DELiGHT

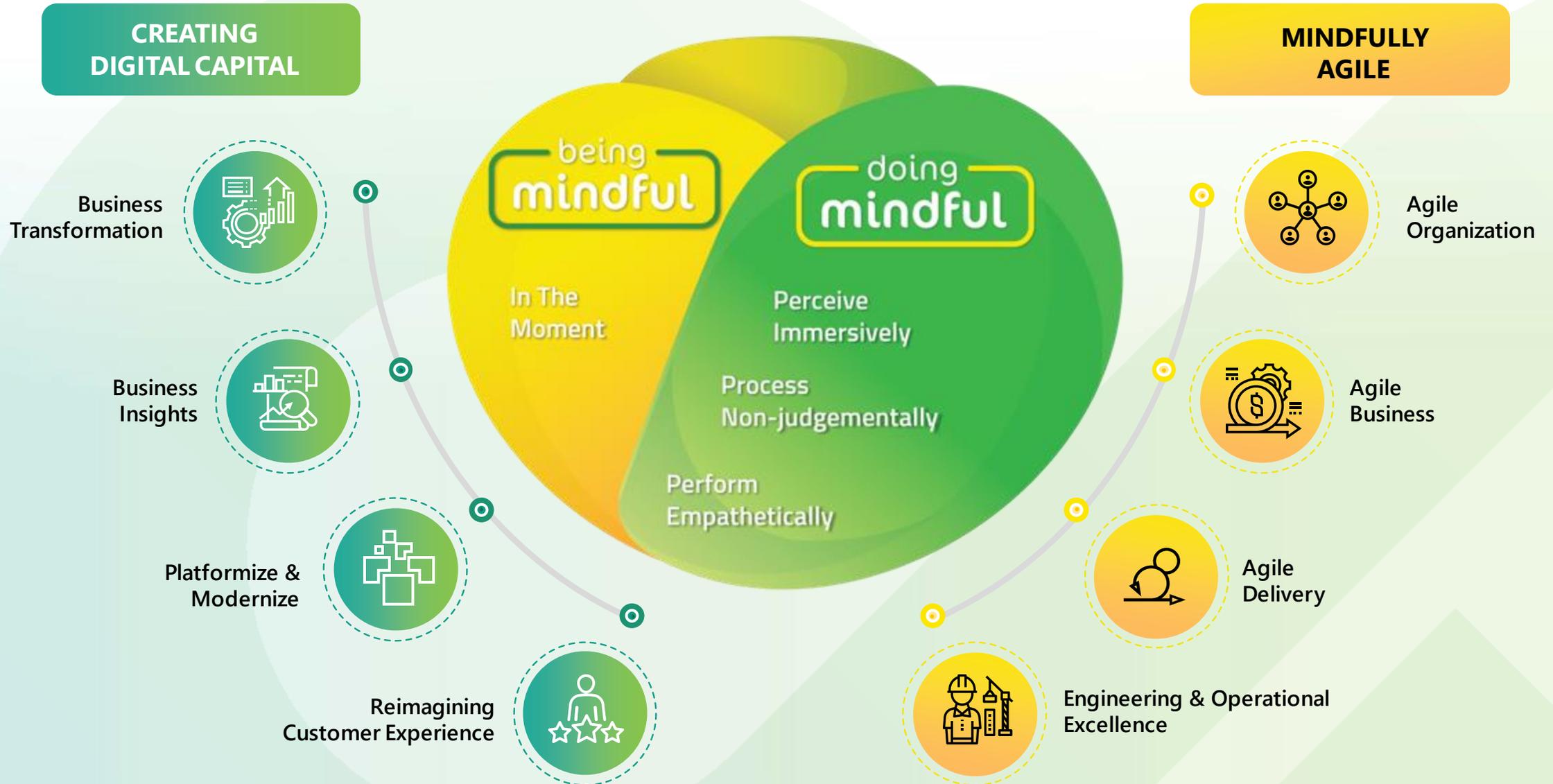
Our SMILES Values



Our Business



Born Digital . Born Agile The Mindful IT Company



Merger & Acquisitions

1

Happiest Minds has signed a definitive agreement to acquire 100% equity interest in the Digital Engineering & Transformation company – PureSoftware Technologies Private Limited for a total purchase consideration of ₹ 779 Crores.

PureSoftware is 1,200 people strong headquartered in Noida and partners with global enterprises across the verticals BFSI, Healthcare & Life Sciences, Retail & Logistics, Gaming & Entertainment. The Company also has an award-winning Banking-as-a-Service Platform "Arttha". In addition to augmenting our presence in USA, UK and India, we will also get a near-shore presence in Mexico and offices in Singapore, Malaysia, and Africa. The acquisition is expected to be completed before May 31, 2024.

2

Happiest Minds acquired Macmillan Learning India Private Limited to strengthen its EduTech Vertical, for a purchase consideration of ₹ 4.5 Crores.

Macmillan Learning India Private Limited was a wholly-owned subsidiary of the Macmillan group, USA. The acquisition of the Offshore Development Center (ODC) makes us a strategic partner for the Macmillan group a global leader in the business of learning, education and publishing.

Key Project Wins

For **Enercon, a leading wind energy technology company**, Happiest Minds was chosen as a strategic partner to build their platform which optimizes wind energy generation



For **MindSculpt Analytics, a Healthcare Solutions Company**, Happiest Minds is building an advanced AI Medical Preventive & Diagnostic solution



For **the professional services arm of a global hyperscaler**, Happiest Minds was chosen to design and configure an end-to-end secure and scalable connected vehicle platform on their cloud platform



For a **South-East Asian Bottling company**, Happiest Minds is engaged in building **GenAI** solutions that allow employees to converse in both local language and English against Enterprise knowledge.



For an **international education services company**, Happiest Minds is helping to build next-generation solution for increased engagement and improved efficiency with students and universities.



For a **global consumer products company (CPG)**, this new win entails Happiest Minds to revamp the User Experience of front facing applications of their Distributed Management Systems.



For the **world's premier entertainment company** and an existing customer, Happiest Minds expanded its presence to provide product engineering services for their Imagineering division.



For a **reputed MedTech company**, this new win entails Happiest Minds to build their asset management platform to provide actionable insights to the field service technicians



Awards



'Top 50 India's Best Workplaces™ in Health and Wellness 2023' by Great Place To Work® Institute



'Best Tech for Security' Award at the 3rd Edition of the IDEA Awards

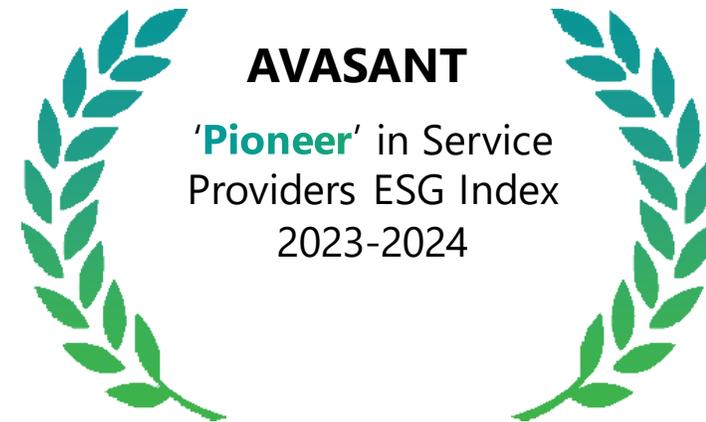


'Top Firms to Work for in AI & Analytics'
Sridhar Mantha recognized as **'AI Leader of the Year'** at the 3AI ACME Awards



'ISOL Corporate Award on Value Based Sustainable Organizations'

Analyst Mentions





Operational and Financial Metrics – Q4 FY24

Results Q4 FY 24

All amounts in ₹ Lakhs unless stated otherwise

Particulars	Q4 FY 24					FY 24		
	Q4 FY 24	Q3 FY 24	QoQ	Q4 FY 23	YoY	FY 24	FY 23	YoY
Revenues	41,729	40,988	1.8%	37,798	10.4%	162,466	142,929	13.7%
Other Income	2,521	2,429	3.8%	845	198.3%	8,537	2,111	304.4%
Total Income	44,250	43,417	1.9%	38,643	14.5%	171,003	145,040	17.9%
EBITDA	10,822	10,519	2.9%	10,062	7.6%	42,122	37,997	10.9%
%	24.5%	24.2%		26.0%		24.6%	26.2%	
PBT	9,615	8,073	19.1%	7,893	21.8%	33,468	30,986	8.0%
%	21.7%	18.6%		20.4%		19.6%	21.4%	
Tax	2,417	2,111		2,127		8,629	7,887	
%	5.5%	4.9%		5.5%		5.0%	5.4%	
PAT	7,198	5,962	20.7%	5,766	24.8%	24,839	23,099	7.5%
%	16.3%	13.7%		14.9%		14.5%	15.9%	
Revenues (\$'000)	50,077	49,366	1.4%	45,918	9.1%	196,130	177,768	10.3%
Growth in Constant Currency			1.4%		9.5%			11.0%

Born Digital. Born Agile

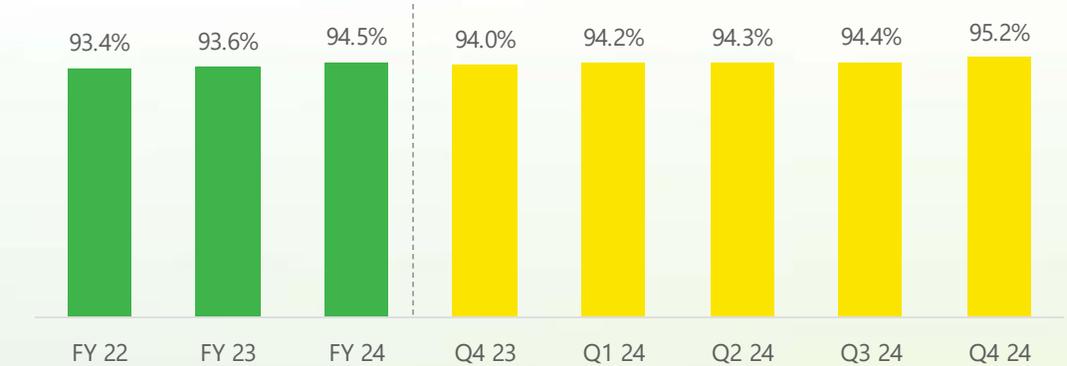
Digital

% of Revenue



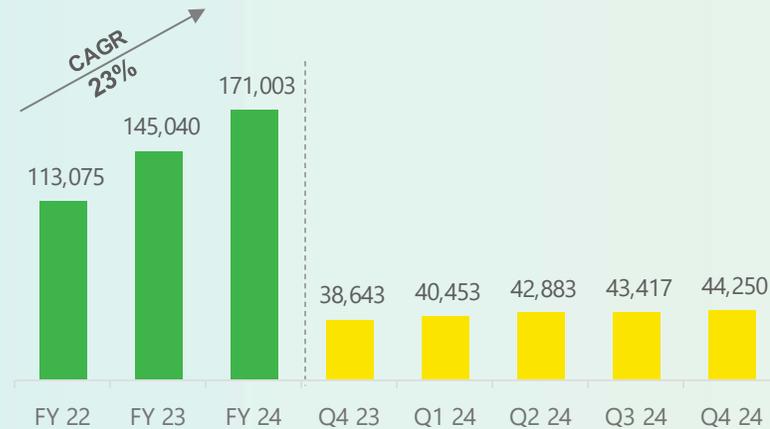
Agile

% of Revenue

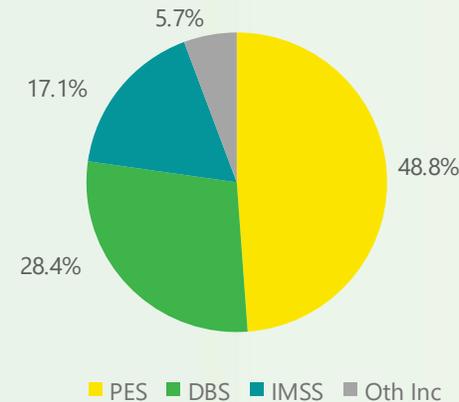


Revenue

Total Income (₹ Lakhs)

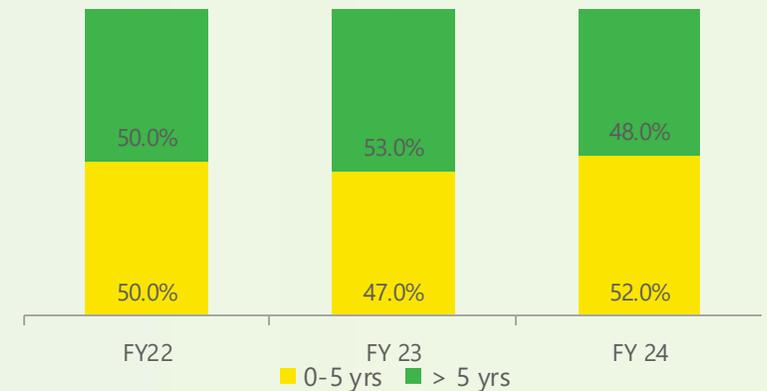


Revenue by BU



Tenure of Customer

% revenue from Clients



PES : Product Engineering Services; DBS : Digital Business Solutions; IMSS : Infrastructure Management and Security Services

Operational & Financial Metrics

EBITDA

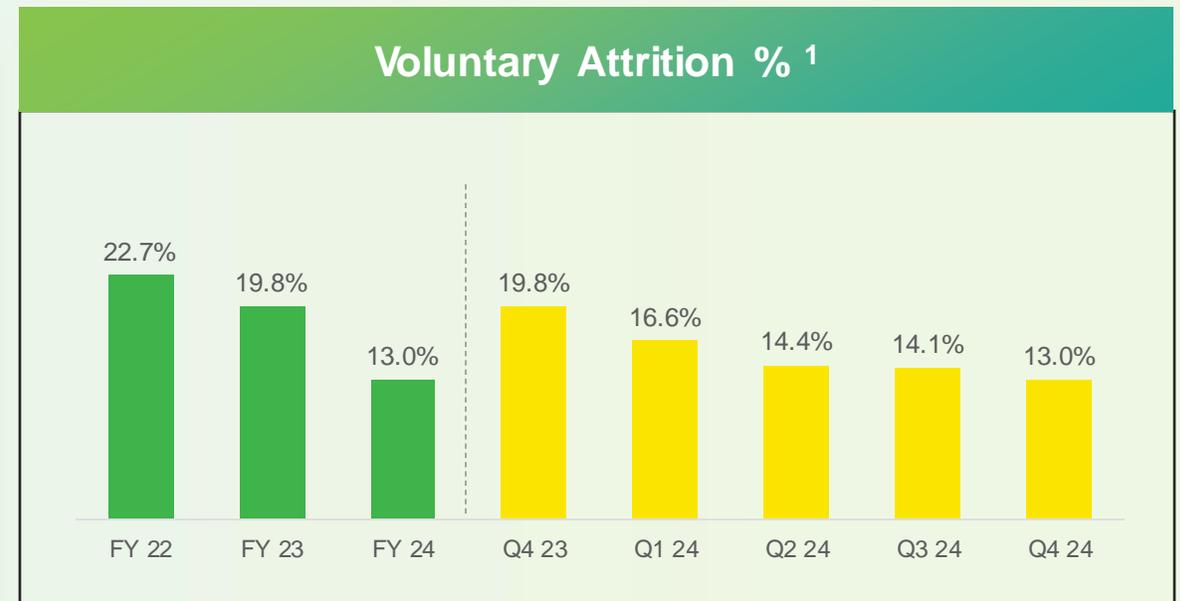
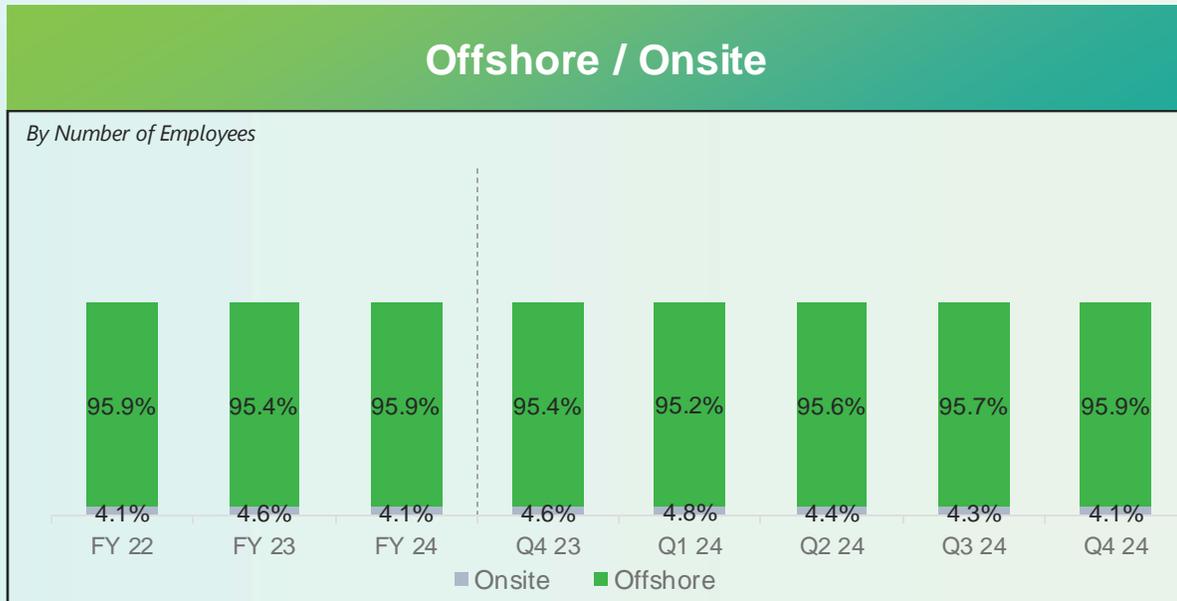
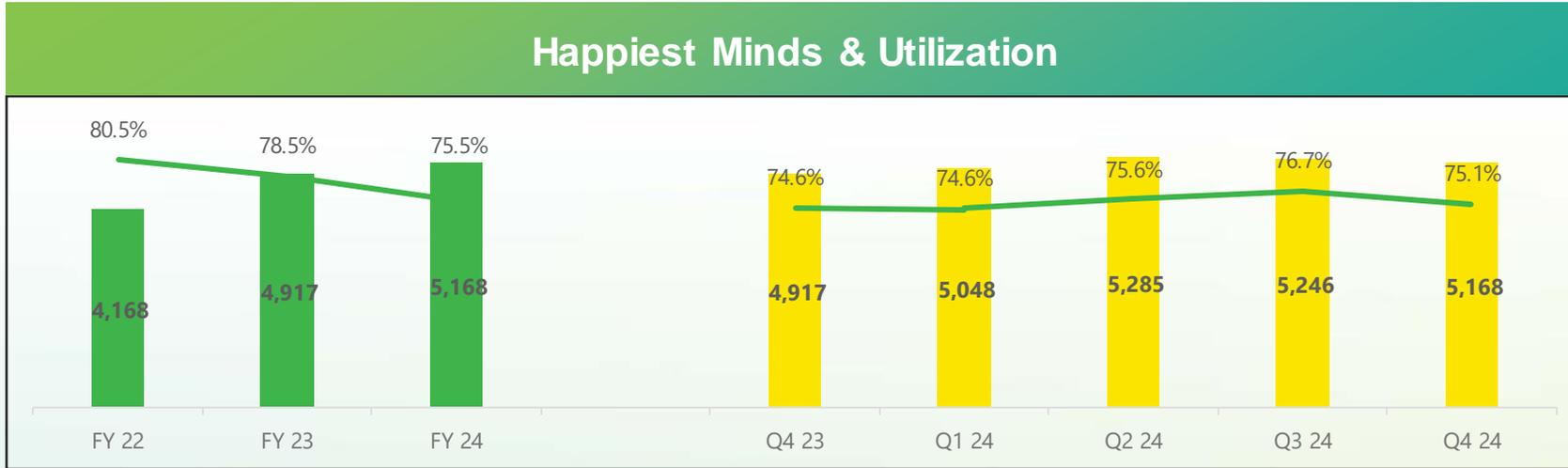


High FCF Conversion



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

Operational & Financial Metrics



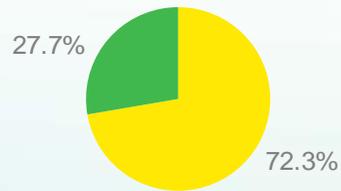
Note 1: Trailing 12 Months

Operational & Financial Metrics

Revenue Model

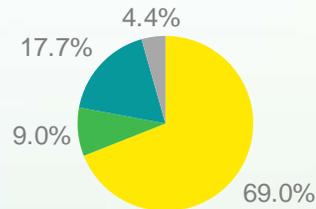
Q4 24

Model



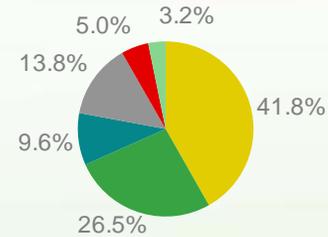
T&M FP

Geography



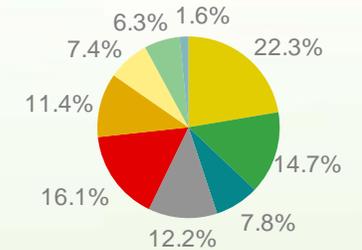
Americas Europe India ROW

Digital Revenue



Digital Infra / Cloud SAAS Security Analytics / AI IoT

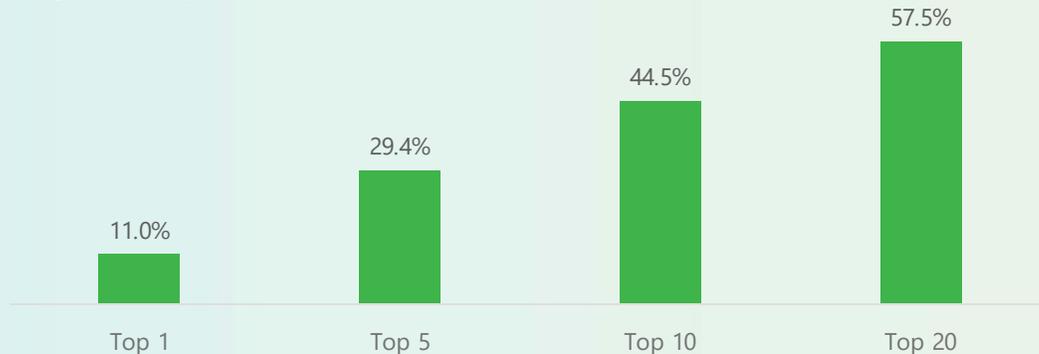
Verticals¹



Edu Tech HiTech (others) Retail / CPG Healthcare BFSI Industrial MFG Others

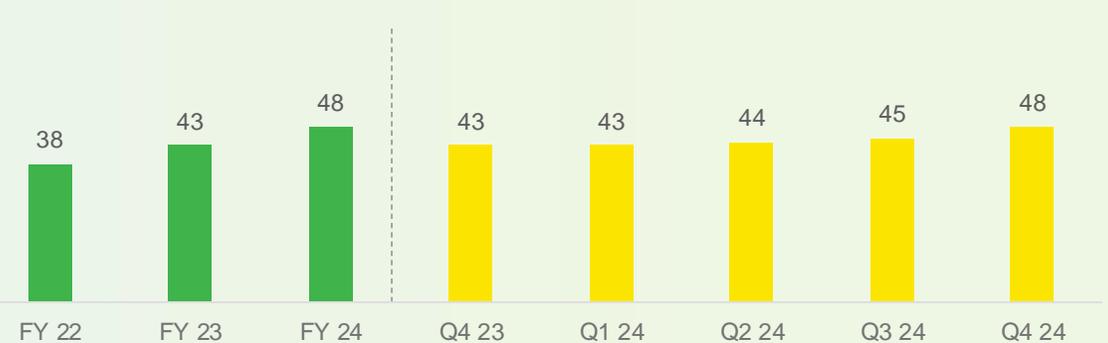
Revenue Concentration³

Q4 24 (% Revenue)



Million \$ Customers²

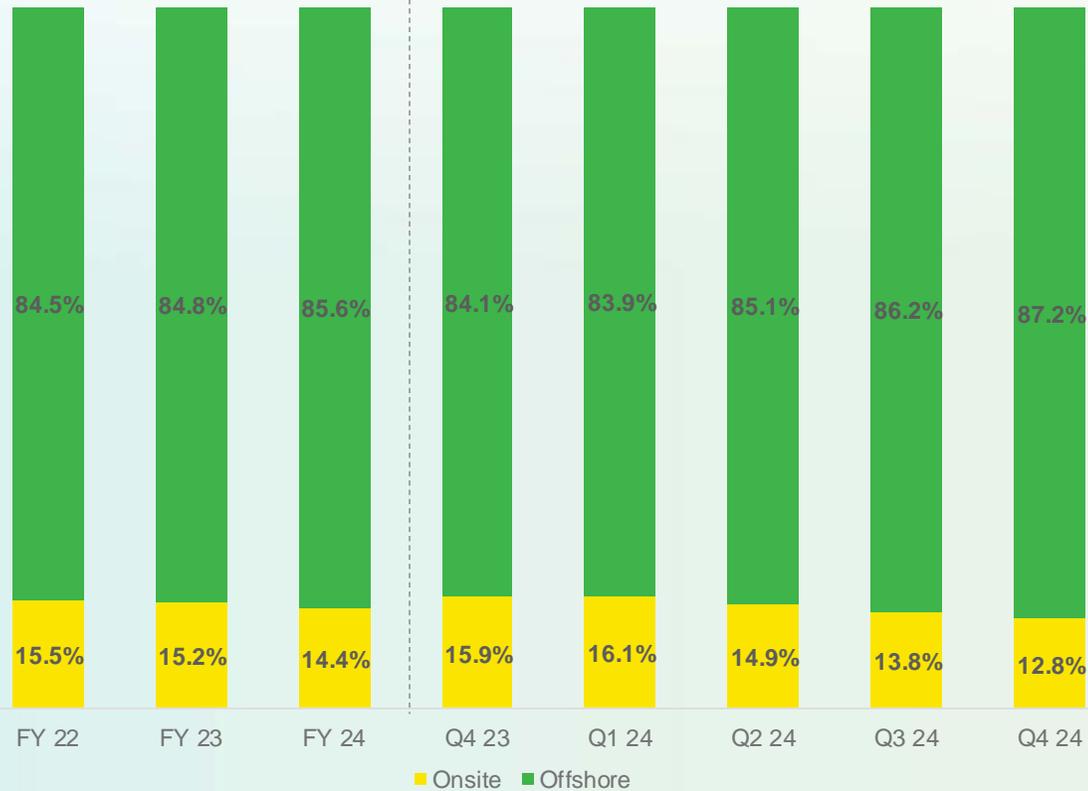
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Operational & Financial Metrics

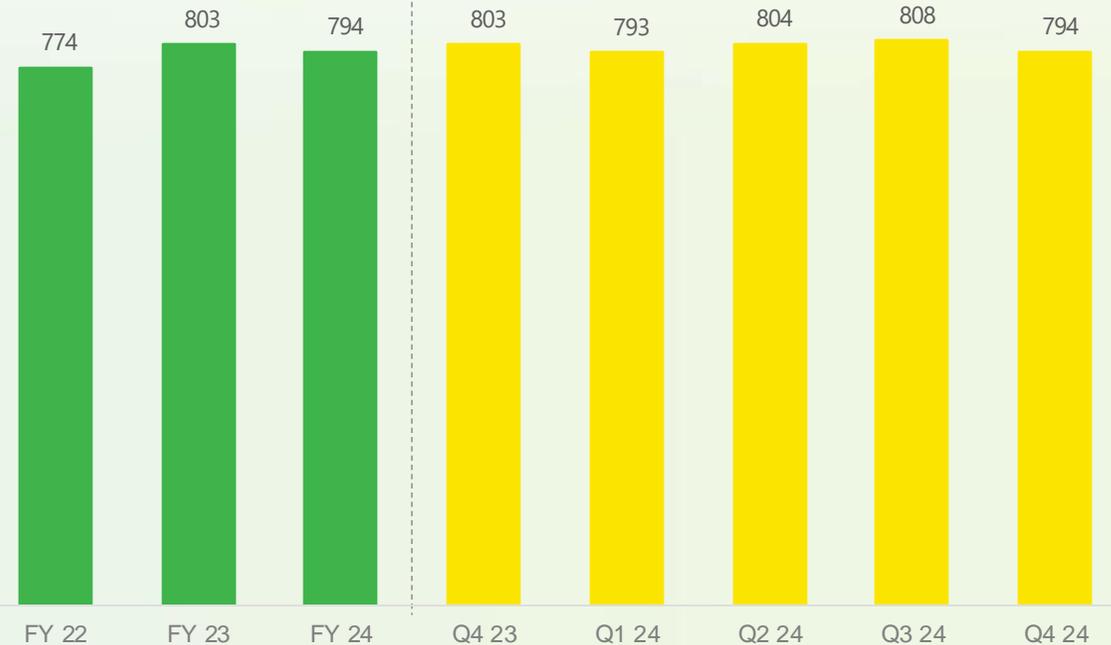
Onsite/Offshore

By Revenue



Average Revenue / Active Customer

(USD '000)



Operational & Financial Metrics

	FY 22	FY23 Q4	FY 23	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY 24
Verticals								
Edutech	23.2%	22.2%	23.2%	24.1%	25.0%	24.0%	22.3%	23.9%
Hitech	15.8%	19.5%	16.9%	14.8%	14.2%	14.3%	14.7%	14.5%
BFSI	13.2%	10.8%	12.2%	11.0%	10.3%	10.9%	11.4%	10.9%
Travel, Media and Entertainment (TME)	13.2%	13.2%	12.9%	12.0%	11.6%	11.7%	12.2%	11.9%
Healthcare*	-	-	-	12.9%	13.8%	14.8%	16.1%	14.4%
Retail / CPG	10.3%	7.7%	9.2%	7.1%	7.2%	7.6%	7.8%	7.4%
Industrial	6.9%	8.3%	8.4%	8.2%	7.6%	6.8%	7.4%	7.5%
Manufacturing	8.6%	10.7%	10.3%	5.4%	6.3%	7.4%	6.3%	6.3%
Others	8.8%	7.5%	6.9%	4.4%	4.0%	2.5%	1.6%	3.1%
Total	100.0%							
Digital Service Offerings								
Digital infrastructure/Cloud	43.6%	46.9%	45.8%	44.2%	42.3%	43.3%	41.8%	42.9%
SaaS	20.3%	20.1%	20.7%	22.2%	27.1%	26.8%	26.5%	25.7%
Security Solutions	11.9%	12.0%	12.3%	10.1%	9.3%	9.3%	9.6%	9.6%
Analytics/AI	12.1%	11.9%	12.2%	13.9%	12.9%	12.4%	13.8%	13.3%
IoT	8.6%	5.4%	5.4%	4.6%	3.7%	4.3%	5.0%	4.4%
Total	96.5%	96.3%	96.4%	95.1%	95.3%	96.2%	96.8%	95.9%
Automation	25.4%	27.3%	26.6%	28.3%	29.6%	29.1%	26.9%	28.1%

Note : All metrics are reported as % of operating revenues:

*Healthcare carved out as a separate vertical from Q1FY24 onwards. Some customers which were earlier part of HiTech / MFG / Others have been regrouped

Operational & Financial Metrics

	FY 22	FY23 Q4	FY 23	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY 24
Revenue by Geo								
USA	66.4%	70.5%	68.1%	71.9%	71.5%	70.3%	69.0%	70.7%
India	14.1%	15.0%	15.6%	15.5%	15.7%	16.4%	17.7%	16.3%
Europe	10.4%	9.4%	9.7%	8.7%	9.0%	9.0%	9.0%	8.9%
ROW	9.0%	5.1%	6.6%	3.9%	3.8%	4.4%	4.4%	4.1%
Million \$ Customers¹								
\$ 20 M +		1	1	1	1	1	1	1
\$ 10 M +	1	-	-	-	1	1	2	2
\$ 5M to \$ 10M	4	6	6	6	7	7	6	6
\$ 3M to \$ 5M	8	6	6	5	4	4	2	2
\$ 1M to \$ 3M	25	30	30	31	31	32	37	37
Total	38	43	43	43	44	45	48	48
Tenure of customers								
0 - 5 Years	50.0%	-	47.0%	-	-	-	-	52.0%
> 5 Years	50.0%	-	53.0%	-	-	-	-	48.0%
Revenue Mix								
Onsite	15.5%	15.9%	15.2%	16.1%	14.9%	13.8%	12.8%	14.4%
Offshore ²	84.5%	84.1%	84.8%	83.9%	85.1%	86.2%	87.2%	85.6%
Revenue by contracting Model								
Fixed Price	25.1%	25.5%	25.3%	24.5%	25.1%	27.1%	27.7%	26.1%
Time and Material	74.9%	74.5%	74.7%	75.5%	74.9%	72.9%	72.3%	73.9%
# Active Customers	206	237	237	243	244	245	250	250
# Billion \$ Corporation	54	55	55	57	57	59	61	61

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

Operational & Financial Metrics

	FY22	FY23 Q4	FY23	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY24
Happiest Minds								
Onsite	172	227	227	244	231	224	211	211
Offshore	3,996	4,690	4,690	4,804	5,054	5,022	4,957	4,957
Onsite %	4.1%	4.6%	4.6%	4.8%	4.4%	4.3%	4.1%	4.1%
Offshore %	95.9%	95.4%	95.4%	95.2%	95.6%	95.7%	95.9%	95.9%
Utilization	80.5%	74.6%	78.5%	74.6%	75.6%	76.7%	75.1%	75.5%
Diversity	26.4%	27.4%	27.4%	27.6%	28.1%	27.9%	27.7%	27.7%
DSO								
Billed	55	54	54	58	53	57	57	57
Unbilled	35	31	31	31	30	28	29	29
Total	90	86	86	88	83	85	87	87
EPS ₹ : Diluted	12.55	3.98	16.01	4.02	3.90	3.96	4.79	16.73
Capital Ratios¹								
RoCE	34.8%	32.8%	32.8%	33.1%	22.9%	22.9%	22.3%	22.3%
RoE	27.3%	27.8%	27.8%	26.0%	16.9%	16.7%	16.9%	16.9%

Note: 1: Capital Return Ratios are YTD Annualized

Operational & Financial Metrics

All figures in ₹ Lakhs

	FY22		FY23 Q4		FY23		FY24 Q1		FY24 Q2		FY24 Q3		FY24 Q4		FY24	
Revenue by BU																
IMSS	24,168	21.4%	7,525	19.5%	30,694	21.2%	7,516	18.6%	7,381	17.2%	7,299	16.8%	7,551	17.1%	29,746	17.4%
DBS	32,891	29.1%	11,180	28.9%	43,070	29.7%	11,175	27.6%	11,672	27.2%	12,181	28.1%	12,563	28.4%	47,591	27.8%
PES	52,308	46.3%	19,093	49.4%	69,165	47.7%	20,396	50.4%	21,609	50.4%	21,508	49.5%	21,615	48.8%	85,128	49.8%
Total Revenue	109,367	96.7%	37,798	97.8%	142,929	98.5%	39,087	96.6%	40,662	94.8%	40,988	94.4%	41,729	94.3%	162,466	95.0%
Other income	3,708	3.3%	845	2.2%	2,111	1.5%	1,366	3.4%	2,221	5.2%	2,429	5.6%	2,521	5.7%	8,537	5.0%
Total income	113,075	100.0%	38,643	100.0%	145,040	100.0%	40,453	100.0%	42,883	100.0%	43,417	100.0%	44,250	100.0%	171,003	100.0%

IMSS: Infrastructure Management & Security Services
DBS : Digital Business Services
PES: Product Engineering Services

Summary Profit & Loss Statement

All figures in ₹ Lakhs

	FY 22	FY 23 Q4	FY 23	FY 24 Q1	FY 24 Q2	FY 24 Q3	FY 24 Q4	FY 24
Income								
Operating revenue	1,09,365	37,798	1,42,929	39,087	40,662	40,988	41,729	1,62,466
Other income	3,710	845	2,111	1,366	2,221	2,429	2,521	8,537
Total income	1,13,075	38,643	1,45,040	40,453	42,883	43,417	44,250	1,71,003
Cost of revenue	64,404	22,342	82,827	23,404	24,980	25,213	25,607	99,204
Gross margin	44,961	15,456	60,101	15,683	15,682	15,775	16,122	63,262
%	41.1%	40.9%	42.0%	40.1%	38.6%	38.5%	38.6%	38.9%
SG&A	19,193	6,239	24,215	6,750	7,421	7,685	7,821	29,677
%	17.5%	16.5%	16.9%	17.3%	18.3%	18.7%	18.7%	18.3%
EBITDA	29,477	10,062	37,997	10,299	10,482	10,519	10,822	42,122
%	26.1%	26.0%	26.2%	25.5%	24.4%	24.2%	24.5%	24.6%
Depreciation	3,288	1,294	4,191	1,424	1,455	1,481	1,469	5,829
%	3.0%	3.4%	2.9%	3.6%	3.6%	3.6%	3.5%	3.6%
EBIT	26,189	8,768	33,806	8,875	9,027	9,038	9,353	36,293
%	23.2%	22.7%	23.3%	21.9%	21.1%	20.8%	21.1%	21.2%
Finance cost	995	875	2,186	1,007	1,115	1,072	1,033	4,227
PBT before exceptional item*	25,194	7,893	31,620	7,868	7,912	7,966	8,320	32,066
%	22.2%	20.4%	21.7%	19.4%	18.5%	18.3%	18.8%	18.7%
Exceptional Items⁺	609	-	634	-	-	(107)	(1,295)	(1,402)
PBT *	24,585	7,893	30,986	7,868	7,912	8,073	9,615	33,468
%	21.7%	20.4%	21.4%	19.4%	18.5%	18.6%	21.7%	19.6%
Current tax	6,310	2,210	8,508	2,280	2,237	2,192	2,809	9,518
Deferred tax	155	(83)	(621)	(245)	(171)	(81)	(392)	(889)
Total Tax	6,465	2,127	7,887	2,035	2,066	2,111	2,417	8,629
%	5.7%	5.5%	5.4%	5.0%	4.8%	4.9%	5.5%	5.0%
PAT *	18,120	5,766	23,099	5,833	5,846	5,962	7,198	24,839
%	16.0%	14.9%	15.9%	14.4%	13.6%	13.7%	16.3%	14.5%

*+Exceptional items for FY22 & Q3 FY23 refers to Loss on Fair Valuation of Warrant Liability. For Q3FY24 & Q4FY24 is Gain on fair valuation of contingent consideration

Condensed Balance Sheet

All figures in ₹ Lakhs

	31.03.2022	31.12.2022	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.03.2024
Assets							
Non-current Assets							
Property, plant and equipment	78	12,899	13,278	13,202	13,386	13,856	13,778
Goodwill	7,896	8,562	13,913	13,901	13,997	14,013	14,032
Financial & Other assets	11,788	77,536	29,594	27,642	35,841	36,903	19,192
Total non-current assets (A)	19,762	98,997	56,785	54,745	63,224	64,772	47,002
Current assets							
Financial & Other assets							
i. Trade receivable	16,738	23,250	21,319	24,534	23,308	25,336	25,444
ii. Cash & Cash equivalents, Investments & Other financial assets	72,609	17,061	81,484	85,516	1,27,619	1,26,953	1,47,540
iii. Other assets	3,392	2,811	4,495	5,260	6,184	5,242	4,793
Total current assets (B)	92,739	43,122	1,07,298	1,15,310	1,57,111	1,57,531	1,77,777
Total assets (A + B)	1,12,501	1,42,119	1,64,083	1,70,055	2,20,335	2,22,303	2,24,779
Equity and Liabilities							
Total equity (A)	66,580	77,791	83,882	90,395	1,39,403	1,41,465	1,48,024
Non-current liabilities							
Financial liabilities	7,134	18,678	18,035	17,483	17,957	16,174	15,416
Provisions & Deferred tax liability	2,086	2,344	4,526	4,577	4,631	4,975	4,641
Total non-current liabilities (B)	9,220	21,022	22,561	22,060	22,588	21,149	20,057
Current liabilities							
Financial & Contract liabilities							
i. Trade payable	6,072	5,779	7,052	8,007	7,804	7,558	7,915
ii. Others	26,266	33,767	45,921	44,595	45,710	47,474	43,839
Provisions & Other current liabilities	4,363	3,760	4,667	4,998	4,830	4,656	4,944
Total current liabilities (C)	36,701	43,306	57,640	57,600	58,344	59,688	56,698
Total liabilities (D = B + C)	45,921	64,328	80,201	79,660	80,932	80,837	76,755
Total equity and liabilities (A + D)	1,12,501	1,42,119	1,64,083	1,70,055	2,20,335	2,22,303	2,24,779

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