

May 12, 2021

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: HAPSTMNDS

Dear Sir/Madam,

Sub: Outcome of the Board Meeting held on May 12, 2021

We wish to inform that the Board of Directors of the Company at its meeting held today i.e., May 12, 2021, has approved the audited financial statements of the Company (both standalone and consolidated) prepared in accordance with Indian Accounting Standards (IndAS) for the quarter and financial year ended as on March 31, 2021 and recommended a final dividend of Rs.3/- per equity share of Rs.2/- each for the financial year ended March 31, 2021, subject to the approval of the members at the ensuing 10th Annual General Meeting of the Company (AGM).

Further, the AGM has been scheduled on Wednesday, July 7, 2021 through Video Conference / Other Audio-Visual means without the physical presence of the members at a common venue. The Register of Members of the Company will be closed from Thursday, July 1, 2021 to Wednesday, July 7, 2021 (both days inclusive) for the purpose of AGM, annual closing and for determining entitlement of members for the final dividend for FY'21. The record date for payment of final dividend would be June 30, 2021 and the dividend approved by the members will be paid on and after 12th July, 2021.

We hereby declare that S.R Batliboi & Associates LLP, Chartered Accountants (FRN-101049W/E300004), Statutory Auditors of our Company, have issued the Auditor's Report with unmodified opinion on the audited financial results of the Company (Standalone and Consolidated).

A copy of the said Financial Results, Investor presentation and Press release are enclosed herewith. The Board meeting commenced at 8.45 pm and concluded at 9.30 pm.

This is for your information and records.

Thanking you,
Yours faithfully,
For **Happiest Minds Technologies Limited**



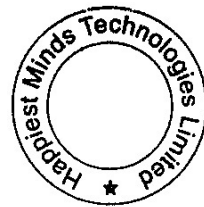
Praveen Kumar Darshankar
Company Secretary & Compliance Officer
Membership No. F6706



(Rs. in lakhs)

Statement of Audited Consolidated Financial Results for the quarter and year ended March 31, 2021

Particulars	Quarter ended			Year ended	
	March 31, 2021 (refer note 2)	December 31, 2020	March 31, 2020 (refer note 2)	March 31, 2021	March 31, 2020
	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
I. Revenue					
(a) Revenue from contracts with customers	22,071	19,284	18,635	77,341	69,821
(b) Other income	303	845	386	2,424	1,602
Total revenue	22,374	20,129	19,021	79,765	71,423
II. Expenses					
(a) Employee benefits expense	12,292	11,029	12,418	45,238	44,123
(b) Finance costs	225	126	206	697	802
(c) Depreciation and amortisation expense	734	516	511	2,274	2,023
(d) Other expenses	4,199	3,131	4,040	12,954	15,988
Total expenses	17,450	14,802	17,175	61,163	62,936
III. Profit before exceptional items and tax (I-II)	4,924	5,327	1,846	18,602	8,487
IV. Exceptional items (refer note 9)	-	-	1,126	-	1,126
V. Profit before tax (III-IV)	4,924	5,327	720	18,602	7,361
VI. Tax expense					
Current tax	889	1,105	172	3,527	172
Tax expense for earlier periods	-	-	18	-	18
Deferred tax charge / (credit)	430	7	-	(1,171)	-
VII. Profit for the period / year (V-VI)	3,605	4,215	530	16,246	7,171
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	18	-	(9)	22	(12)
Net movement on effective portion of cash flow hedges [gain/(loss)]	(7)	127	(947)	1,236	(967)
Income tax effect	2	(32)	-	(127)	-
(ii) Item not to be reclassified to profit or loss in subsequent periods / year					
Re-measurement gains/ (losses) on defined benefit plans	40	(65)	(52)	(144)	(139)
Income tax effect	(10)	16	-	36	-
IX. Total comprehensive income for the period / year (VII-VIII)	3,648	4,261	(478)	17,269	6,053
X. Paid-up equity share capital (Rs. 2/- each)	2,837	2,831	879	2,837	879
XI. Other equity				51,762	25,652
XI. Earnings per share ("EPS") (of Rs. 2/- each) (not annualised for quarters):					
Basic EPS (Rs.)	2.55	2.98	0.49	11.75	7.04
Diluted EPS (Rs.)	2.48	2.89	0.39	11.45	5.36



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Happiest Minds Technologies Limited

CIN : L72900KA2011PLC057931

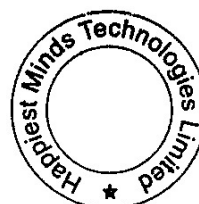
Regd. Office: #53/1-4, Hosur Main Road, Madivala (next to Madivala Police Station) Bangalore 560 068, Karnataka, India

Website: www.happiestminds.com , Email: IR@happiestminds.com , Tel: +91 80 6196 0300

Audited Consolidated Statement of Assets and Liabilities as at March 31, 2021

(Rs. in lakhs)

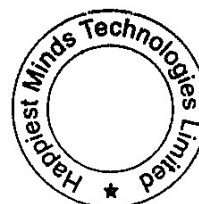
SI No	Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
	ASSETS		
A	Non-current assets		
	Property, plant and equipment	69	93
	Capital work-in-progress	14	-
	Goodwill	7,644	610
	Other intangible assets	2,966	72
	Right-of-use assets	2,150	3,006
	Intangible assets under development	-	17
	Financial assets:		
	i. Loans	349	767
	ii. Other financial assets	2,109	368
	Income tax assets (net)	1,408	1,335
	Other assets	7	33
	Deferred tax assets, net	1,026	-
	Total non-current assets	17,742	6,301
B	Current assets		
	Financial assets		
	i. Investments	39,148	8,337
	ii. Trade receivables	12,192	11,487
	iii. Cash and cash equivalents	8,583	4,353
	iv. Bank balance other cash and cash equivalent	5,935	14,607
	v. Loans	812	100
	vi. Other financial assets	6,450	4,570
	Other assets	1,333	1,060
	Total current assets	74,453	44,514
	Total assets (A+B)	92,195	50,815
	EQUITY AND LIABILITIES		
C	Equity		
	Equity share capital	2,837	879
	Instruments entirely in the nature of equity	-	3,634
	Other equity	51,762	22,018
	Total Equity	54,599	26,531
D	Non-current liabilities		
	Financial liabilities		
	i. Borrowings	3,661	132
	ii. Lease liabilities	1,223	1,731
	ii. Other Financial liabilities	2,455	-
	Provisions	1,653	1,255
	Deferred tax liabilities (net)	725	-
	Non-current liabilities	9,717	3,118
E	Current liabilities		
	Contract liability	1,072	818
	Financial liabilities		
	i. Borrowings	10,972	6,916
	ii. Lease liabilities	1,422	1,816
	iii. Trade payables		
	(A) Total outstanding dues to micro and small enterprises	95	12
	(B) Total outstanding dues to creditors other than micro and small enterprises	4,006	3,430
	iv. Other financial liabilities	6,874	6,397
	Provisions	1,508	1,246
	Other current liabilities	1,930	531
	Total current liabilities	27,879	21,166
F	Total liabilities (D+E)	37,596	24,284
	Total equity and liabilities (C+F)	92,195	50,815



Audited Consolidated Statement of Cash Flows for the year ended March 31, 2021

(Rs. in lakhs)

	Year ended March 31, 2021 (Audited)	Year ended March 31, 2020 (Audited)
A. Cash flow from operating activities		
Profit before tax	18,602	7,361
Adjustments to reconcile profits before tax to net cash flows:		
Depreciation and amortization expense	2,274	2,023
Share-based payment expense	297	266
Gain on investments carried at fair value through profit and loss	(184)	(121)
Gain on sale of investments carried at fair value through profit and loss	(671)	(455)
Interest income	(838)	(466)
Impairment of goodwill	-	1,126
Gain on liquidation of subsidiary	(82)	-
Net unrealised foreign exchange loss / (gain)	66	(173)
Fair value loss on warrant liability	28	-
Rent concession	(302)	-
Impairment loss on financial assets	1,021	762
Finance costs	669	802
Operating profit before working capital changes	20,880	11,125
Movements in working capital		
(Increase)/ decrease in trade receivables	(511)	1,352
(Increase)/ decrease in loans	64	(105)
(Increase)/ decrease in non-financial assets	(279)	(189)
(Increase)/ decrease in financial assets	(1,443)	(2,776)
Increase/ (decrease) in trade payables	(644)	477
Increase/ (decrease) in financial liabilities	(1,684)	1,976
Increase/ (decrease) in provisions	516	424
Increase/ (decrease) in contract liabilities	(43)	(249)
Increase/ (decrease) in other non-financial liabilities	1,109	(208)
Cash generated from operating activities	17,965	11,827
Income tax paid (net of refunds)	(3,600)	(605)
Net cash generated from operating activities (A)	14,365	11,222
B. Cash flow from investing activities		
Purchase of property, plant and equipment	(78)	(46)
Purchase of intangible assets	(19)	(67)
Proceeds from subleasing the premises	7	75
Maturities of / Investments in fixed deposits, net	6,931	(9,769)
Investment in equity shares of subsidiary acquired	(6,025)	-
Investments in mutual funds	(69,269)	-
Proceeds from sale of mutual funds	39,313	2,054
Interest received	777	379
Net cash used in investing activities (B)	(28,363)	(7,374)
C. Cash flow from financing activities		
Repayment of long-term borrowings	(1,256)	(755)
Proceeds from long-term borrowings	6,025	-
Security deposits given	(300)	-
Net repayment of short-term borrowings	4,213	1,430
Payment of principal portion of lease liabilities	(1,661)	(1,710)
Payment of interest portion of lease liabilities	(328)	(414)
Proceeds from exercise of share options	72	442
Proceeds from Initial Public Offerings (IPO) (net of offer expenses)	10,544	0
Interest paid	(373)	(327)
Net cash generated from/(used in) financing activities (C)	16,936	(1,334)
Net increase in cash and cash equivalents (A+B+C)	2,938	2,514
Net foreign exchange difference	(6)	212
Cash and cash equivalents at the beginning of the year	4,353	1,627
Cash acquired on acquisition of subsidiary	1,298	-
Cash and cash equivalents at the end of the year	8,583	4,353



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Notes to Statement of Audited Consolidated Financial Results for the quarter ended and year ended March 31, 2021

1. In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, this Statement of Audited Consolidated Financial Results for the quarter and year ended March 31, 2021 ("Audited 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 May 12, 2021.

2. The figures of the quarter ended March 31, 2021 are the balancing figures between audited figures in respect of full financial year upto March 31, 2021 and the published year-to-date figure upto December 31, 2020 being the date of the end of the third quarter of the financial year. Further, the year to date figures for the nine months ended December 31, 2020 were compilation of reviewed figures of the quarter ended September 30, 2020 and December 31, 2020 and the figures for the quarter ended June 30, 2020, which were subject to audit. The financial results and other financial information for the quarter ended March 31, 2020 have been prepared solely based on the information compiled by the Company and has been approved by the Board of Directors which have not been audited or reviewed by our statutory auditors.

3. The Audited 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:

Particulars	Quarter ended			Year ended	
	March 31, 2021	December 31, 2020	March 31, 2020	March 31, 2021	March 31, 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
Total revenue (including other income)	21,127	20,129	19,017	78,438	71,419
Profit before tax	5,064	5,327	679	18,602	7,533
Profit for the period / year	3,692	4,215	489	16,193	7,343
Total comprehensive income for the period / year ended	3,716	4,261	(510)	17,193	6,237

5. The Company has completed its Initial Public Offering (IPO) of 4,22,90,091 equity shares of face value of Rs. 2/- each for cash at an issue price of Rs.166/- per equity share aggregating to Rs. 70,202 lakhs, consisting fresh issue of 66,26,506 equity shares aggregating to Rs. 11,000 lakhs and an offer for sale of 3,56,63,585 equity shares aggregating to Rs. 59,202 lakhs by the selling shareholders. The equity shares of the Company were listed on BSE Limited and National Stock Exchange of India Limited on September 17, 2020.

The utilisation of IPO proceeds is summarised below:

Particulars	(Rs. in lakhs)		
	Objects of the issue as per prospectus	Utilisation up to 31.03.2021	Unutilised amounts as on 31.03.2021
To meet long term working capital requirements	10,463	10,463	-
General corporate purposes	80	80	-
Net utilisation	10,544	10,544	-

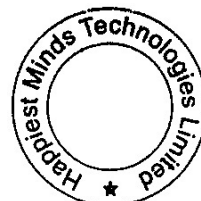
*As per the Prospectus, the Company had estimated Rs. 300 Lakhs to be utilised for general corporate purpose. However, during the quarter ended March 31, 2021, the Company has utilised only Rs. 80 Lakhs and the differential was utilised for working capital requirement.

6. The Board of Directors of the Company at their meeting held on May 12, 2021 have, for the financial year ended March 31, 2021, recommended the payout of a final dividend of Rs.3/- per equity share of face value Rs.2/- each. This recommendation is subject to approval of shareholders at the 10th Annual General Meeting of the Company scheduled to be held on July 7, 2021.

7. 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:

Particulars	Quarter ended			Year ended	
	March 31, 2021	December 31, 2020	March 31, 2020	March 31, 2021	March 31, 2020
	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
1. Segment revenue					
IMSS	4,487	4,334	3,832	16,421	15,361
DBS	6,995	4,985	5,352	21,288	19,167
PES	10,589	9,965	9,451	39,632	35,293
Total	22,071	19,284	18,635	77,341	69,821
2. Segment results					
IMSS	1,035	1,103	814	3,967	2,961
DBS	2,511	1,853	1,294	7,106	3,724
PES	4,324	4,035	2,955	15,924	11,860
Total	7,870	6,991	5,063	26,997	18,545
Unallocable other income	259	659	385	2,340	1,601
Unallocable finance cost	(223)	(124)	(206)	(690)	(802)
Unallocable depreciation and amortisation expenses	(709)	(491)	(511)	(2,198)	(2,023)
Other unallocable expenses*	(2,273)	(1,708)	(4,011)	(7,847)	(9,960)
Tax (expense) / credit	(1,319)	(1,112)	(190)	(2,356)	(190)
Profit after tax	3,605	4,215	530	16,246	7,171



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Happiest Minds Technologies Limited
CIN : L72900KA2011PLC057931

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Website: www.happiestminds.com , Email: IR@happiestminds.com , Tel: +91 80 6196 0300

Notes to Statement of Audited Consolidated Financial Results for the quarter ended and year ended March 31, 2021

Segment wise assets and liabilities are as follows:

(Rs. in lakhs)

Particulars	As at	
	March 31, 2021	March 31, 2020
1. Segment assets		
IMSS	4,282	4,207
DBS	5,741	4,216
PES	8,284	7,841
Other unallocable assets	73,888	34,551
Total assets	92,195	50,815
2. Segment liabilities		
IMSS	396	594
DBS	1,874	1,029
PES	1,174	675
Other unallocable liabilities	34,152	21,986
Total liabilities	37,596	24,284

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

9. The Group was carrying a Goodwill of Rs. 1,887 lakhs relating to the business acquisition from OSS Cube Solutions Limited. During the year ended March 31, 2020, the Group had recognised an impairment loss of Rs. 1,126 lakhs.

10. Liquidation of subsidiary:

The Company in its Board Meeting on March 16, 2020 passed a resolutions to voluntarily dissolve and wind up the operation of its subsidiary, i.e. Happiest Minds Technologies LLC, USA. Pursuant to such resolutions, the Company had filed a request for termination of the aforesaid subsidiary and received a certificate from the Office of Secretary of State approving such winding up on June 1, 2020 and consequent to such approval the Company has liquidated its subsidiary.

Pursuant to such liquidation, the Company has de-recognised the assets and liabilities and recognised a loss of Rs. 82 lakhs including foreign currency translation reserve balance that has been reclassified as gain on liquidation of subsidiary under other income in statement of profit and loss on such liquidation.

11. 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.

12. On January 27, 2021, the Company signed definitive agreements acquiring 100% voting interest in PGS Inc., a US based end-to-end digital e-commerce solutions company, from Moonscape Inc., USA (parent company of PGS Inc.) for total computed/recorded consideration of US \$ 13.31 million (approximately Rs. 9,720 lakhs), comprising cash consideration of US \$ 8.25 million (approximately Rs. 6,025 lakhs) and fair-valued contingent consideration in the form of warrants of US \$ 5.06 million (approximately Rs. 3,696 lakhs) over the next three years, to be settled by PGS Inc. to Moonscape Inc. with the backing by Company, of the warrant liability settlement, subject to achievement of set targets for respective years. The excess of purchase consideration recorded/paid over fair value of net assets and intangible assets acquired has been attributed to goodwill amounting to Rs. 7,020 lakhs. The acquisition is expected to strengthen Company's digital e-commerce solutions to its customers looking for online offering of their products/services.

13. The previous period/year numbers have been regrouped/ rearranged wherever necessary to conform the current period presentation.

14. The above Audited 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

Venkatraman Narayanan
Managing Director & Chief Financial Officer
DIN : 01856347

Place: Bengaluru, India
Date: May 12, 2021

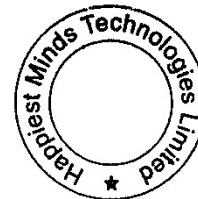
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(Rs. in lakhs)

Statement of Audited Standalone Financial Results for the quarter and year ended March 31, 2021

Particulars	Quarter ended			Year ended	
	March 31, 2021 (refer note 2)	December 31, 2020	March 31, 2020 (refer note 2)	March 31, 2021	March 31, 2020
	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
I. Revenue					
(a) Revenue from contracts with customers	20,826	19,284	18,635	76,096	69,821
(b) Other income	301	845	382	2,342	1,598
Total revenue	21,127	20,129	19,017	78,438	71,419
II. Expenses					
(a) Employee benefits expense	12,066	11,029	12,418	45,012	44,123
(b) Finance costs	220	126	206	692	799
(c) Depreciation and amortisation expense	522	516	511	2,063	2,023
(d) Other expenses	3,255	3,131	4,077	12,069	15,815
Total expenses	16,063	14,802	17,212	59,836	62,760
III. Profit before exceptional items and tax (I-II)	5,064	5,327	1,805	18,602	8,659
IV. Exceptional items (refer note 8)	-	-	1,126	-	1,126
V. Profit before tax (III-IV)	5,064	5,327	679	18,602	7,533
VI. Tax expense					
Current tax	889	1,105	172	3,527	172
Tax expense for earlier periods	-	-	18	-	18
Deferred tax charge / (credit)	483	7	-	(1,118)	-
VII. Profit for the period / year (V-VI)	3,692	4,215	489	16,193	7,343
VIII. Other comprehensive income, net of tax [(loss)/profit]					
(i) Item to be reclassified to profit or loss in subsequent periods / year					
Net movement on effective portion of cash flow hedges [gain/(loss)]	(7)	127	(947)	1,236	(967)
Income tax effect	1	(32)	-	(128)	-
(ii) Item not to be reclassified to profit or loss in subsequent periods / year					
Re-measurement gains/ (losses) on defined benefit plans	40	(65)	(52)	(144)	(139)
Income tax effect	(10)	16	-	36	-
IX. Total comprehensive income for the period / year (VII-VIII)	3,716	4,261	(510)	17,193	6,237
X. Paid-up equity share capital (Rs. 2/- each)	2,837	2,831	879	2,837	879
XI. Other equity				51,830	25,682
XI. Earnings per share ("EPS") (of Rs. 2/- each) (not annualised for quarters):					
Basic EPS (Rs.)	2.61	2.98	0.45	11.71	7.21
Diluted EPS (Rs.)	2.54	2.89	0.36	11.41	5.49



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Happiest Minds Technologies Limited

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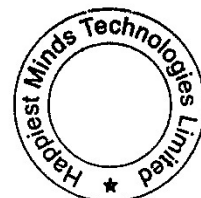
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Website: www.happiestminds.com , Email: IR@happiestminds.com , Tel: +91 80 6196 0300

Audited Standalone Statement of Assets and Liabilities as at March 31, 2021

(Rs. in lakhs)

SI No	Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
	ASSETS		
A	Non-current assets		
	Property, plant and equipment	67	91
	Capital work-in-progress	14	-
	Goodwill	611	611
	Other intangible assets	65	73
	Right-of-use assets	2,149	3,005
	Intangible assets under development	-	17
	Financial assets:		
	i. Investment	9,720	-
	ii. Loans	349	767
	iii. Other financial assets	2,109	368
	Income tax assets (net)	1,408	1,335
	Other assets	7	33
	Deferred tax assets, net	1,026	-
	Total non-current assets	17,525	6,300
B	Current assets		
	Financial assets		
	i. Investments	39,148	8,337
	ii. Trade receivables	11,610	11,487
	iii. Cash and cash equivalents	7,952	4,350
	iv. Bank balance other than cash and cash equivalent	5,935	14,607
	v. Loans	812	100
	vi. Other financial assets	6,411	4,567
	Other assets	1,302	1,063
	Total current assets	73,170	44,511
	Total assets (A+B)	90,695	50,811
	EQUITY AND LIABILITIES		
C	Equity		
	Equity share capital	2,837	879
	Instruments entirely in the nature of equity	-	3,634
	Other equity	51,830	22,048
	Total Equity	54,667	26,561
D	Non-current liabilities		
	Financial liabilities		
	i. Borrowings	3,661	132
	ii. Lease liabilities	1,223	1,731
	iii. Other financial liabilities	2,455	-
	Provisions	1,653	1,255
	Total non-current liabilities	8,992	3,118
E	Current liabilities		
	Contract liability	763	781
	Financial liabilities		
	i. Borrowings	10,972	6,916
	ii. Lease liabilities	1,422	1,812
	iii. Trade payables		
	(A) Total outstanding dues of micro and small enterprises	95	12
	(B) Total outstanding dues of creditors other than micro and small enterprises	3,478	3,451
	iv. Other financial liabilities	6,874	6,397
	Provisions	1,508	1,246
	Other current liabilities	1,924	517
	Total current liabilities	27,036	21,132
F	Total liabilities (D+E)	36,028	24,250
	Total equity and liabilities (C+F)	90,695	50,811

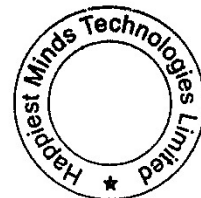


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Audited Standalone Statement of Cash Flows for the year ended March 31, 2021

(Rs. in lakhs)

	Year ended March 31, 2021 (Audited)	Year ended March 31, 2020 (Audited)
A. Cash flow from operating activities		
Profit before tax	18,602	7,533
Adjustments to reconcile profit before tax to net cash flows:		
Depreciation and amortization expense	2,063	2,023
Share-based payment expense	297	266
Gain on investments carried at fair value through profit and loss	(184)	(121)
Gain on sale of investments carried at fair value through profit and loss	(671)	(455)
Interest income	(838)	(463)
Impairment of goodwill	-	1,126
Net unrealised foreign exchange loss / (gain)	73	(173)
Fair value loss on warrant liability	28	-
Rent concession	(302)	-
Impairment loss on financial assets	945	657
Finance costs	664	799
Operating profit before working capital changes	20,677	11,192
Movements in working capital		
(Increase)/ decrease in trade receivables	(1,247)	1,330
(Increase)/ decrease in loans	5	(48)
(Increase)/ decrease in non-financial assets	(213)	(194)
(Increase)/ decrease in financial assets	(1,400)	(2,775)
Increase/ (decrease) in trade payables	176	472
Increase/ (decrease) in financial liabilities	(1,269)	1,958
Increase/ (decrease) in provisions	516	424
Increase/ (decrease) in contract liabilities	(18)	(286)
Increase/ (decrease) in other non-financial liabilities	1,407	(206)
Cash generated from operating activities	18,634	11,867
Income tax paid (net of refunds)	(3,600)	(605)
Net cash generated from operating activities (A)	15,034	11,262
B. Cash flow from investing activities		
Purchase of property, plant and equipment	(78)	(46)
Purchase of intangible assets	(19)	(67)
Maturities of / Investments in fixed deposits, net	6,931	(9,769)
Investment in equity shares of subsidiary acquired	(6,025)	-
Investments in mutual funds	(69,269)	-
Proceeds from sale of mutual funds	39,313	2,054
Interest received	777	379
Net cash used in investing activities (B)	(28,370)	(7,449)
C. Cash flow from financing activities		
Repayment of long-term borrowings	(1,257)	(755)
Proceeds from long-term borrowings	6,025	-
Security deposits given	(300)	-
Net repayment of short-term borrowings	4,213	1,430
Payment of principal portion of lease liabilities	(1,657)	(1,659)
Payment of interest portion of lease liabilities	(328)	(412)
Proceeds from exercise of share options	72	442
Proceeds from Initial Public Offerings (IPO) (net of offer expenses)	10,544	-
Interest paid	(368)	(326)
Net cash generated from/(used in) financing activities (C)	16,944	(1,280)
Net increase in cash and cash equivalents (A+B+C)	3,608	2,533
Net foreign exchange difference	(6)	212
Cash and cash equivalents at the beginning of the year	4,350	1,605
Cash and cash equivalents at the end of the year	7,952	4,350



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Notes to Statement of Audited Standalone Financial Results for the quarter ended and year ended March 31, 2021

1. In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, this Statement of Audited Standalone Financial Results for the quarter and year ended March 31, 2021 ("Audited 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 and approved by the Board of Directors at their meeting held on May 12, 2021.

2. The figures of the quarter ended March 31, 2021 are the balancing figures between audited figures in respect of full financial year upto March 31, 2021 and the unaudited published year-to-date figure upto December 31, 2020 being the date of the end of the third quarter of the financial year. Further, the year to date figures for the nine months ended December 31, 2020 were compilation of reviewed figures of the quarter ended September 30, 2020 and December 31, 2020 and the figures for the quarter ended June 30, 2020, which were not subject to audit or review. The financial results and other financial information for the quarter ended March 31, 2020 have been prepared solely based on the information compiled by the Company and has been approved by the Board of Directors which have not been audited or reviewed by our statutory auditors.

3. The Audited 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 Board of Directors of the Company at their meeting held on May 12, 2021 have for the financial year ended March 31, 2021 recommended the payout of a final dividend of Rs.3/- per equity share of face value Rs.2/- each. This recommendation is subject to approval of shareholders at the 10th Annual General Meeting of the Company scheduled to be held on July 7, 2021.

5. The Company has completed its Initial Public Offering (IPO) of 4,22,90,091 equity shares of face value of Rs.2/- each for cash at an issue price of Rs.166/- per equity share aggregating to Rs. 70,202 lakhs, consisting fresh issue of 66,26,506 equity shares aggregating to Rs. 11,000 lakhs and an offer for sale of 3,56,63,585 equity shares aggregating to Rs. 59,202 lakhs by the selling shareholders. The equity shares of the Company were listed on BSE Limited and National Stock Exchange of India Limited on September 17, 2020.

The utilisation of IPO proceeds is summarised below:

Particulars	Objects of the issue as per prospectus	(Rs. in lakhs)	
		Utilisation up to 31.03.2021	Unutilised amounts as on 31.03.2021
To meet long term working capital requirements	10,463	10,463	-
General corporate purposes	80	80	-
Net utilisation	10,544	10,544	-

*As per the Prospectus, the Company had estimated Rs.300 Lakhs to be utilised for general corporate purpose. However, during the quarter ended March 31, 2021, the Company has utilised only Rs.80 Lakhs and the differential was utilised for working capital requirement.

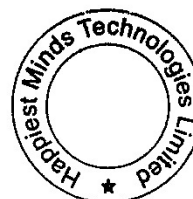
6. The segment reporting of the Group has been prepared in accordance with Ind AS-108 on 'Operating Segments'. The Group executive management committee examines the Group's performance on the basis of its business units and has identified three reportable segments: Infrastructure Management & Security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

Segment wise revenue and results are as follows:

Particulars	Quarter ended			Year ended	
	March 31, 2021	December 31, 2020	March 31, 2020	March 31, 2021	March 31, 2020
	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
1. Segment revenue					
IMSS	4,487	4,334	3,832	16,421	15,361
DBS	5,750	4,985	5,352	20,043	19,167
PES	10,589	9,965	9,451	39,632	35,293
Total	20,826	19,284	18,635	76,096	69,821
2. Segment results					
IMSS	1,035	1,103	814	3,967	2,961
DBS	2,681	1,853	1,310	7,194	3,950
PES	4,324	4,035	2,955	15,924	11,860
Total	8,040	6,991	5,079	27,085	18,771
Unallocable other income	259	658	380	2,340	1,596
Unallocable finance cost	(218)	(124)	(206)	(685)	(799)
Unallocable depreciation and amortisation expenses	(497)	(490)	(511)	(1,987)	(2,023)
Other unallocable expenses	(2,520)	(1,708)	(4,063)	(8,151)	(10,012)
Tax (expense) / credit	(1,372)	(1,112)	(190)	(2,409)	(190)
Profit After Tax	3,692	4,215	489	16,193	7,343

Segment wise assets and liabilities are as follows:

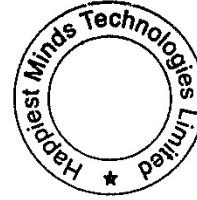
Particulars	As at	
	March 31, 2021	March 31, 2020
	(Audited)	(Audited)
1. Segment assets		
IMSS	4,282	4,207
DBS	5,094	4,216
PES	8,284	7,841
Other unallocable assets	73,035	34,547
Total assets	90,695	50,811
2. Segment liabilities		
IMSS	396	594
DBS	1,049	992
PES	1,174	675
Other unallocable liabilities	33,409	21,989
Total liabilities	36,028	24,250



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Notes to Statement of Audited Standalone Financial Results for the quarter ended and year ended March 31, 2021

7. The full impact of COVID-19 still remains uncertain and could be different from the estimates considered while preparing these Audited Standalone Financial Results. The Company will continue to closely monitor any material changes to future economic conditions.
8. The Company was carrying a Goodwill of Rs. 1,887 lakhs relating to the business acquisition from OSS Cube Solutions Limited. During the year ended March 31, 2020, the Company had recognised an impairment loss of Rs. 1,126 lakhs.
9. 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.
10. On January 27, 2021, the Company signed definitive agreements acquiring 100% voting interest in PGS Inc., a US based end-to-end digital e-commerce solutions company, from Moonscape Inc., USA (parent company of PGS Inc.) for total computed/recorded consideration of US \$ 13.31 million (approximately Rs. 9,720 lakhs), comprising cash consideration of US \$ 8.25 million (approximately Rs. 6,025 lakhs) and fair-valued contingent consideration in the form of warrants of US \$ 5.06 million (approximately Rs. 3,696 lakhs) over the next three years, to be settled by PGS Inc. to Moonscape Inc. with the backing by Company, of the warrant liability settlement, subject to achievement of set targets for respective years. The excess of purchase consideration recorded/paid over fair value of net assets and intangible assets acquired has been attributed to goodwill amounting to Rs. 7,020 lakhs. The acquisition is expected to strengthen Company's digital e-commerce solutions to its customers looking for online offering of their products/services.
11. The previous period/year numbers have been regrouped/ rearranged wherever necessary to conform the current period presentation.
12. The above Audited 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

Venkatraman Narayanan
Managing Director & Chief Financial Officer
DIN : 01856347

Place: Bengaluru, India
Date: May 12, 2021

Investor Presentation & Fact sheet: Q4 FY 21







May 2021



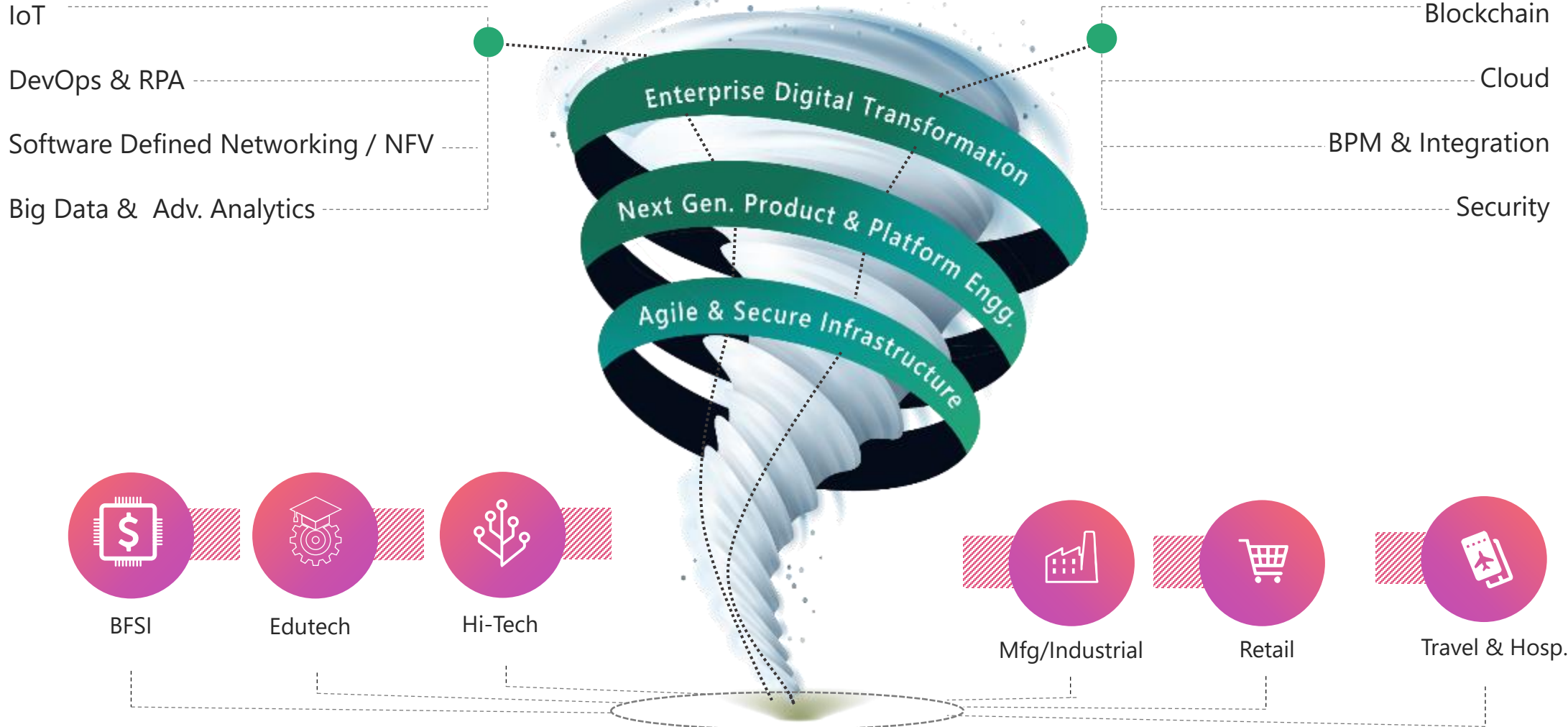
This presentation may contain certain forward-looking statements, which involves risks and uncertainties that could cause our future results to differ materially from those in such forward-looking statements. The COVID-19 pandemic could decrease our customers' technology spend, delaying prospective customers' 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 Reflects<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>94% Agile</p>	<p>173 Active clients</p> <p>46 Fortune2000 / Forbes200 / Billion \$ corporations</p> <p>87% of repeat business ¹</p>	<p>31.2% RoCE²</p> <p>29.8% 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>3,228 Happiest Minds across 7 Countries</p>	<p>Great Place To Work</p> <ul style="list-style-type: none">• Ranked #4 - Amongst IT Services• Top 50 India's Best Workplaces for Women• Top 100 India's Best Workplaces	<p>4.3 rating on Glassdoor</p> <p>#2 amongst Indian IT Services</p>
			 <p>Leaders – ER&D Services Leaders - Education</p>	

Our Business



Mission, Vision and Values

Our Values



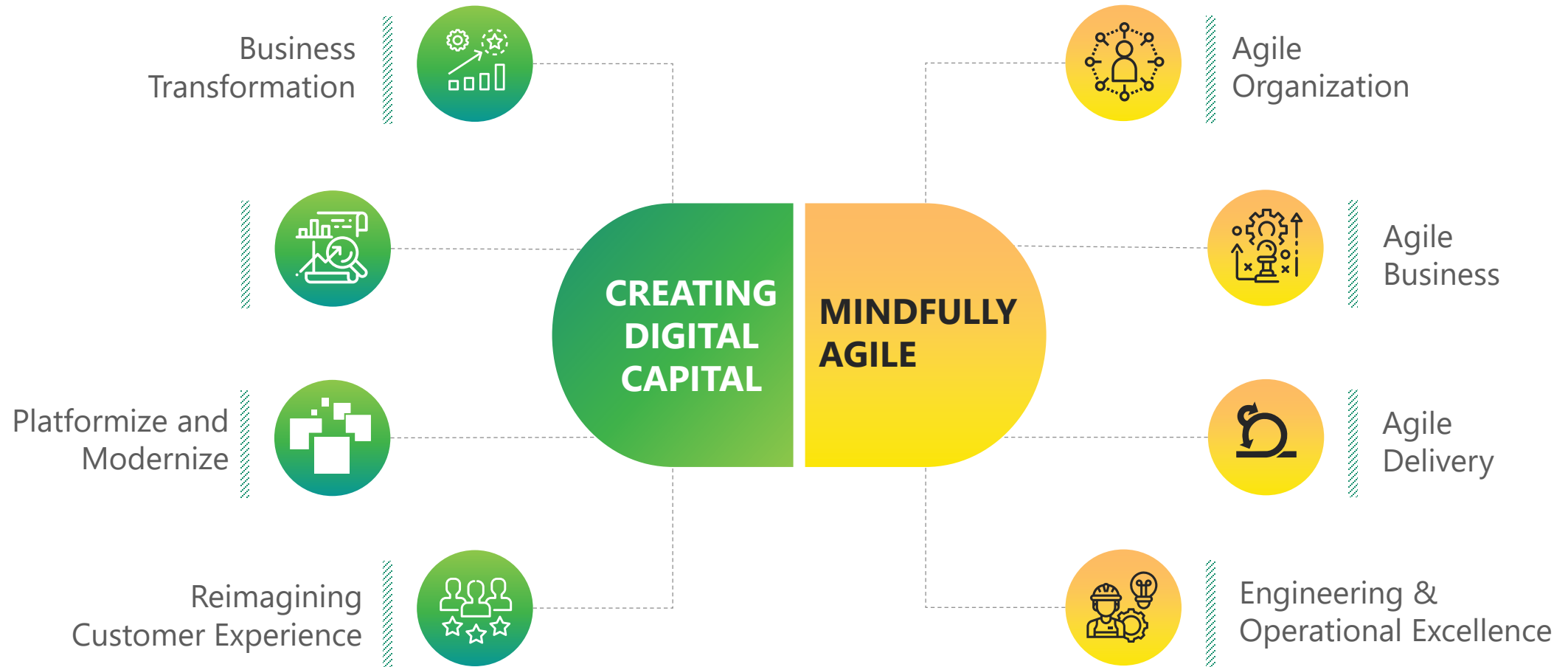
Our 5-year Vision

- 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



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

Born Digital. Born Agile.



Operational and Financial Metrics – Q4 and FY21

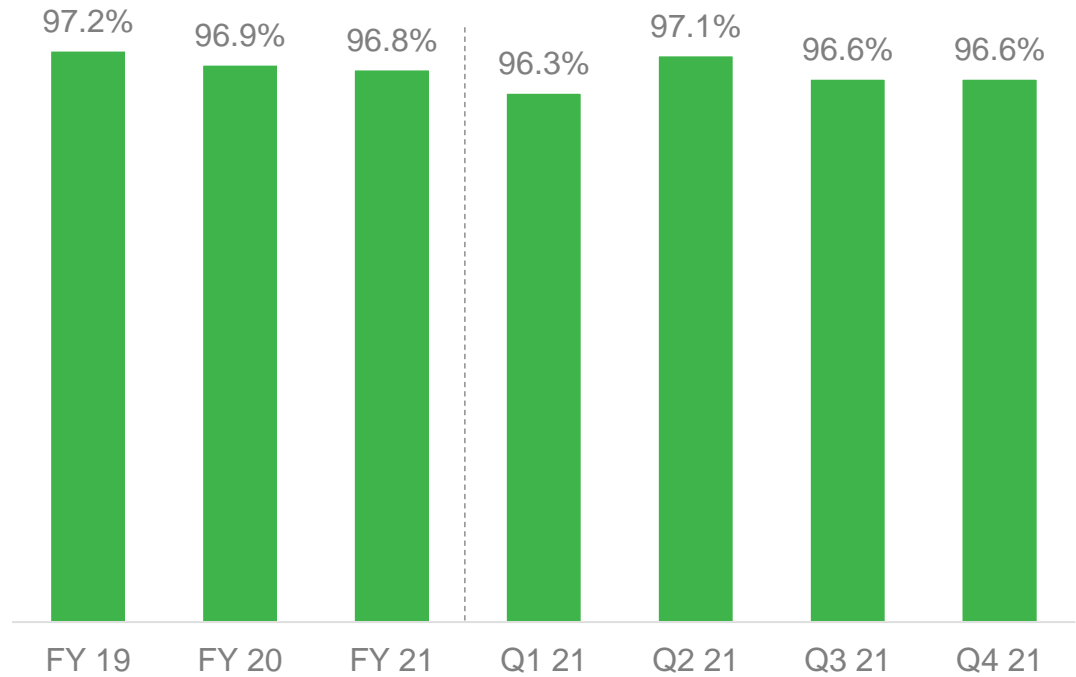
Results Q4 & FY 21

Particulars	Q4 FY 21	Q3 FY 21	QoQ	Q4 FY 20	YoY	FY 21	FY 20	YoY
Revenues (\$'000)	30,235	26,202	15.4%	25,613	18.0%	104,592	98,348	6.3%
Revenues (₹ lakhs)	22,071	19,284	14.5%	18,635	18.4%	77,341	69,821	10.8%
Other Income (₹ lakhs)	303	845	(64.1)%	386	(21.5)%	2,422	1,602	51.2%
Total Income (₹ lakhs)	22,374	20,129	11.2%	19,021	17.6%	79,765	71,423	11.7%
EBITDA (₹ lakhs)	5,883	5,969	(1.4)%	2,563	129.5%	21,573	11,312	90.7%
%	26.3%	29.7%		13.5%		27.0%	15.8%	
PBT (₹ lakhs)	4,924	5,327	(7.6)%	720	583.9%	18,602	7,361	152.7%
%	22.0%	26.5%		3.8%		23.3%	10.3%	
Tax	1,319	1,112	18.6%	190	594.2%	2,356	190	1140.0%
%	5.9%	5.5%		1.0%		3.0%	0.3%	
PAT (₹ lakhs)	3,605	4,215	(14.5)%	530	580.2%	16,246	7,171	126.6%
%	16.1%	20.9%		2.8%		20.4%	10.0%	

Born Digital. Born Agile.

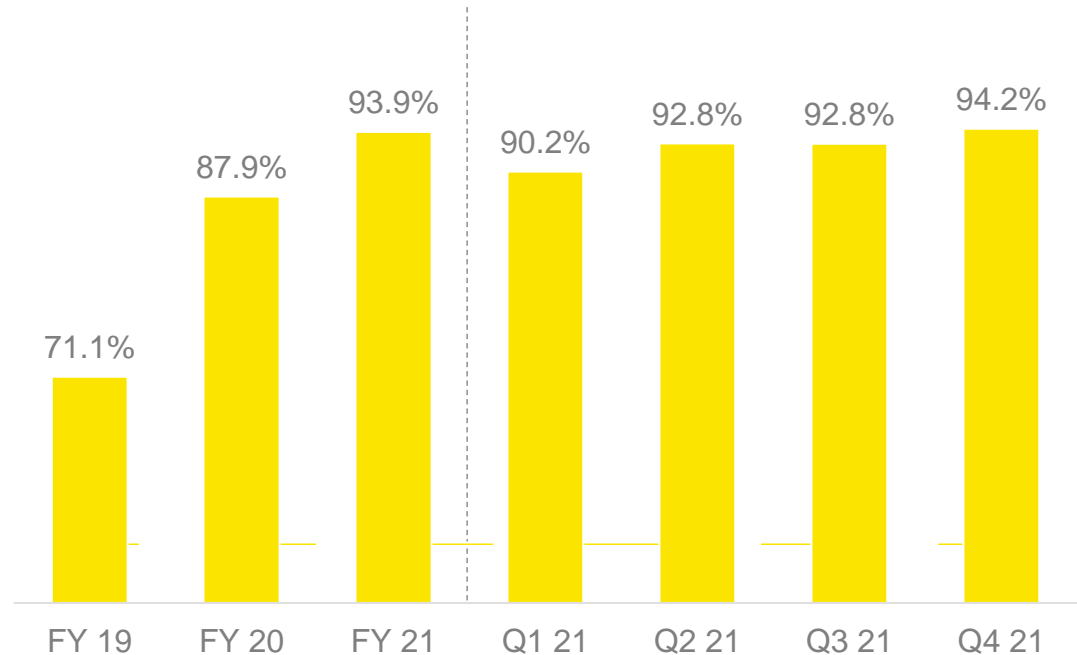
Digital

% of Revenue



Agile

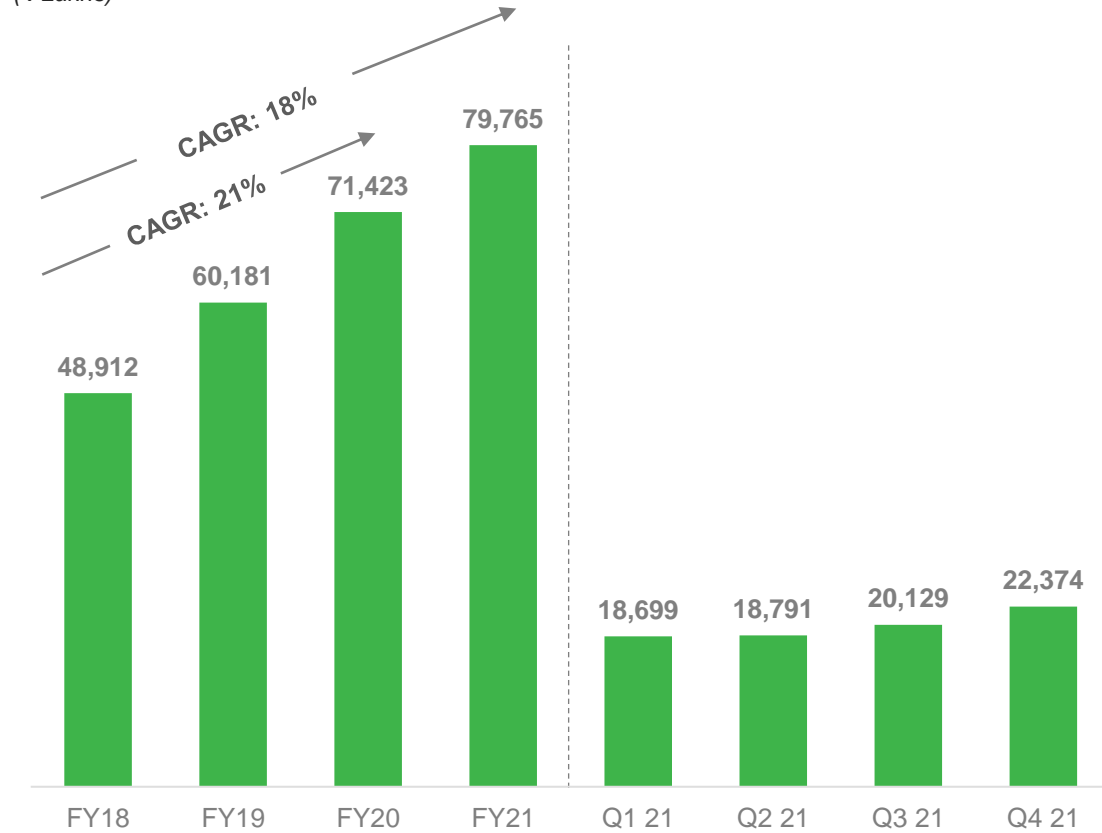
% of Revenue



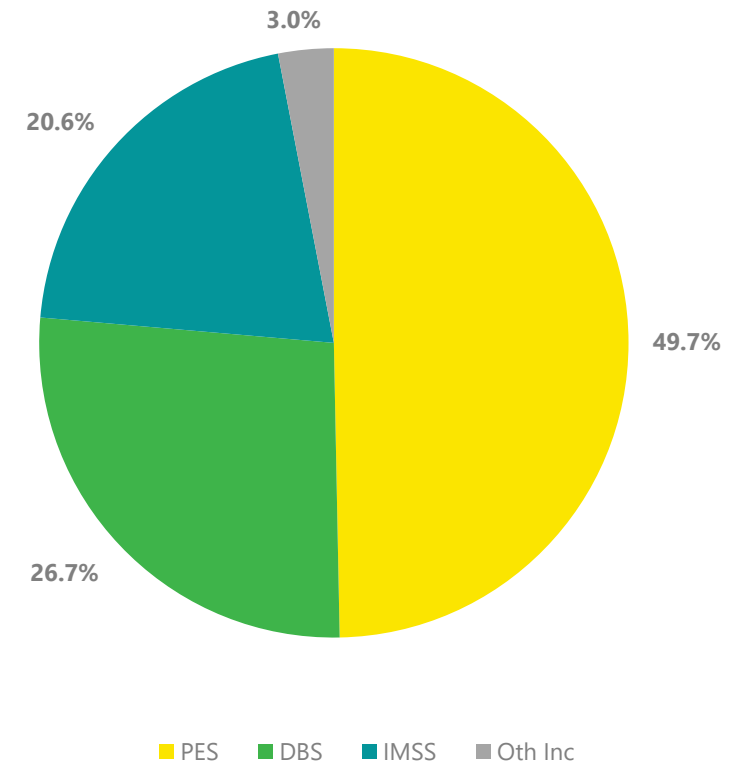
Operational & Financial Metrics

Revenues - Growth

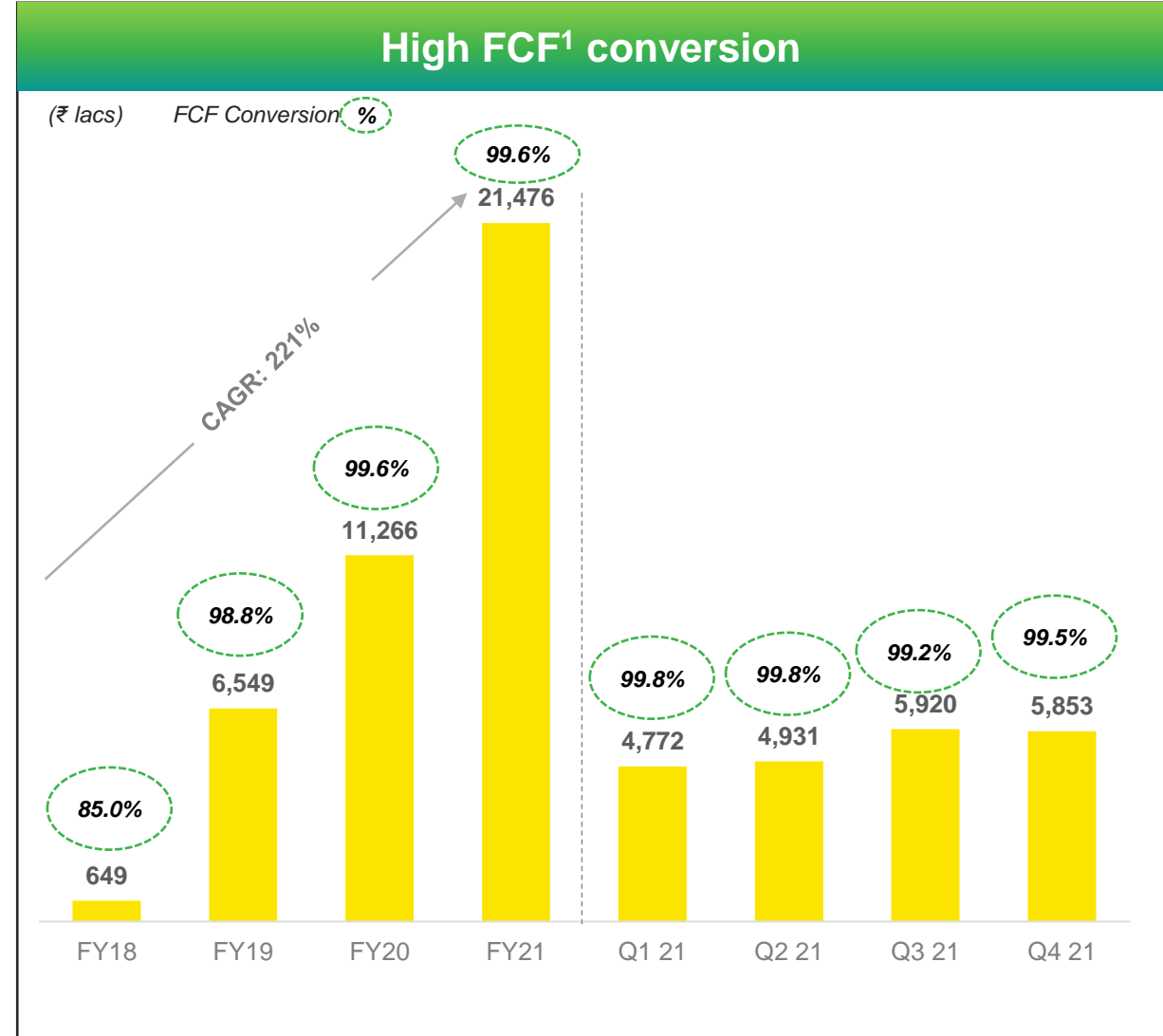
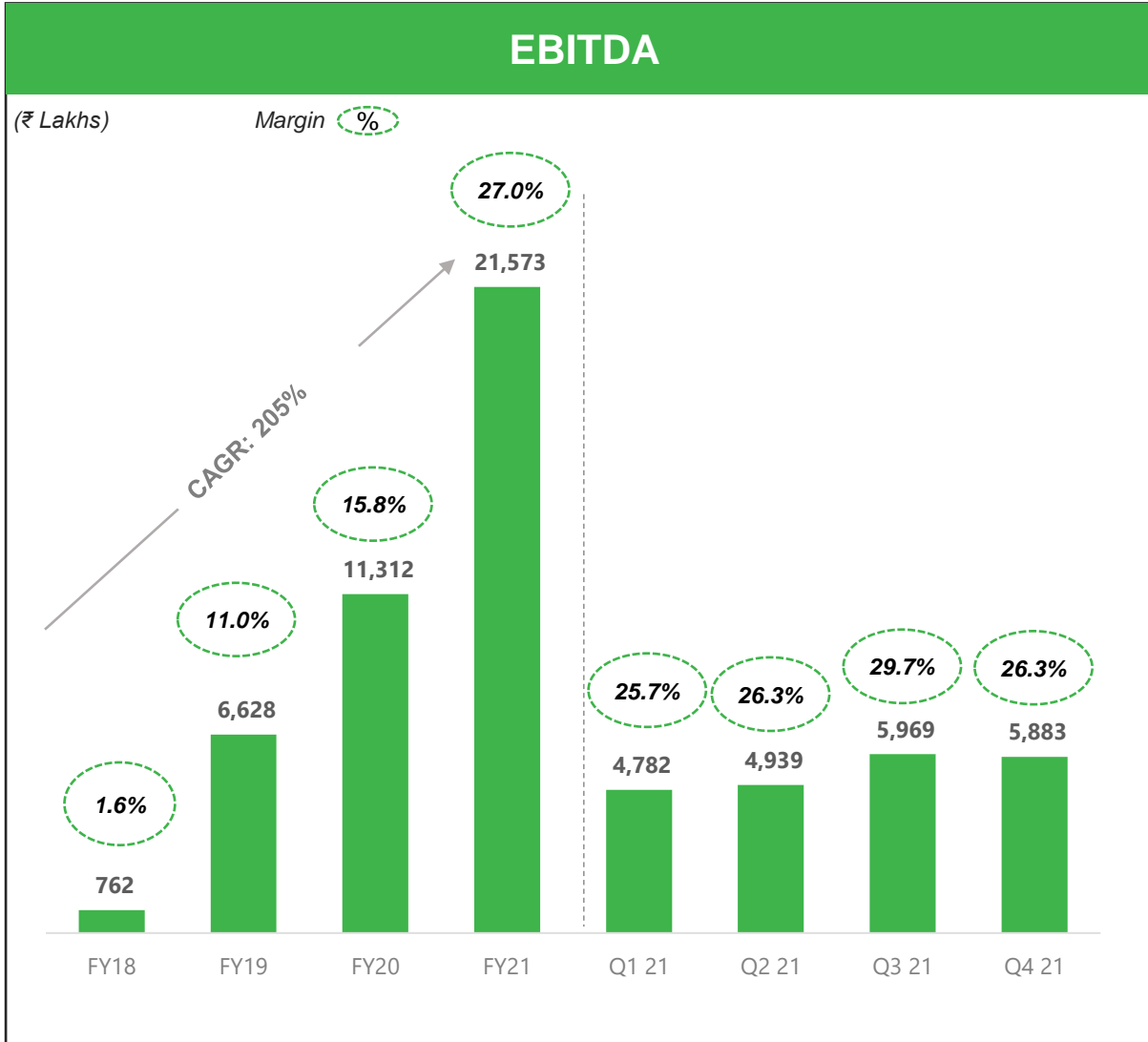
(₹ Lakhs)



Revenue Contributors

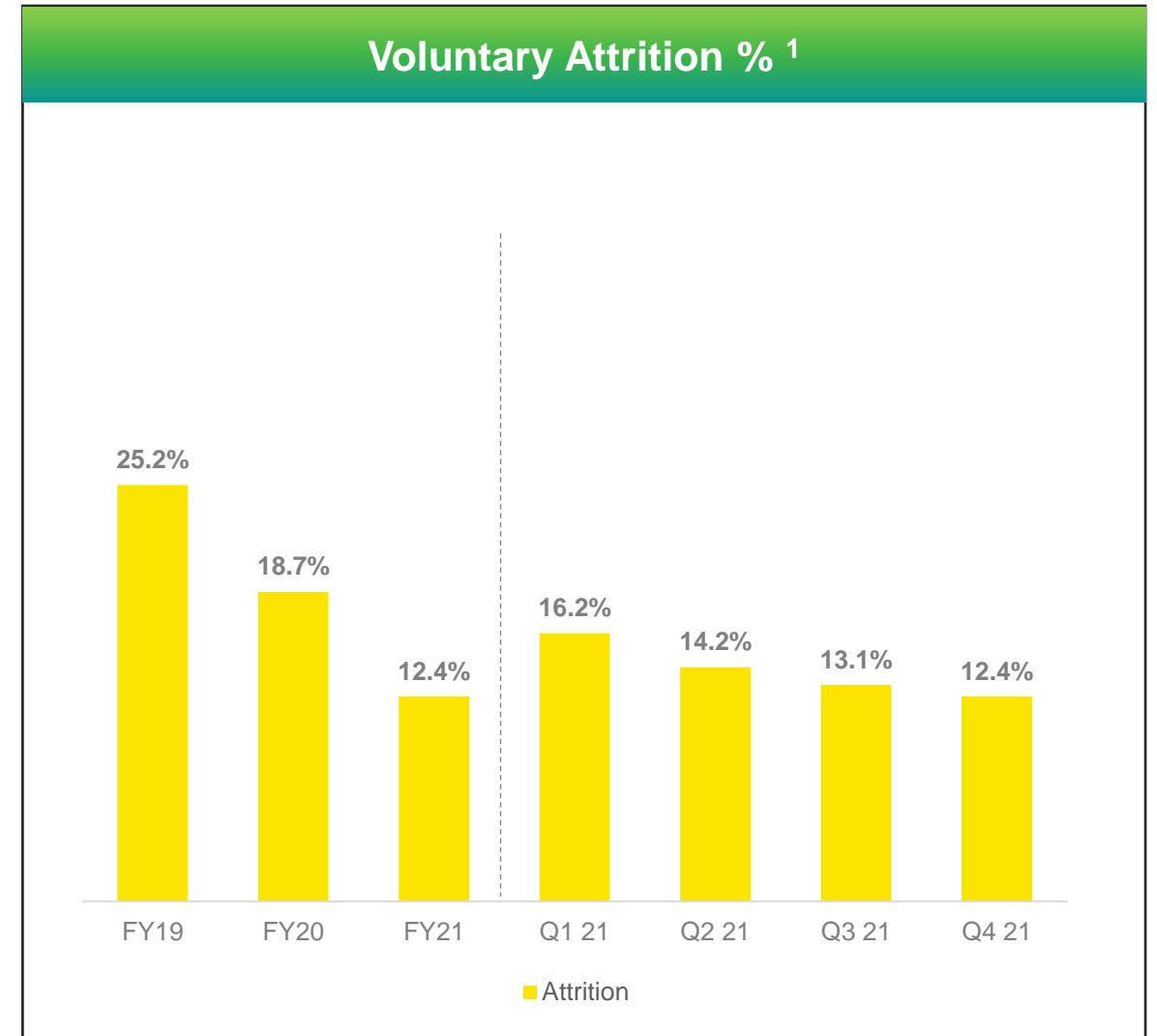
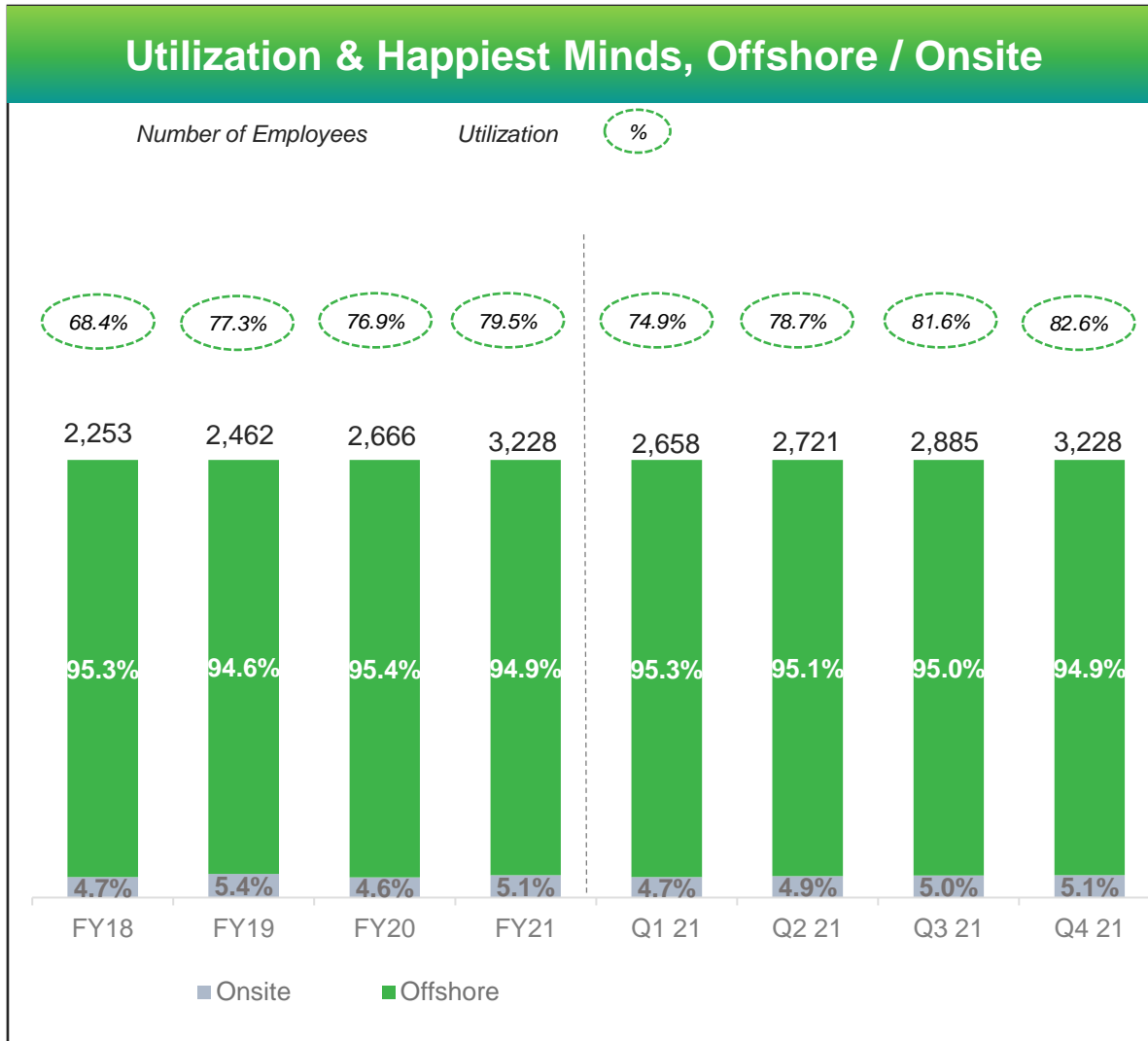


Operational & Financial Metrics (cont'd.)



Note: 1. FCF Conversion = FCF/EBITDA and FCF = EBITDA – Capex

Operational & Financial Metrics (cont'd.)



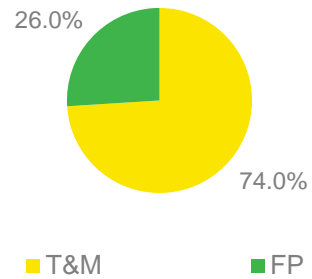
Note: 1. Attrition % : Trailing 12 Months

Operational & Financial Metrics (cont'd.)

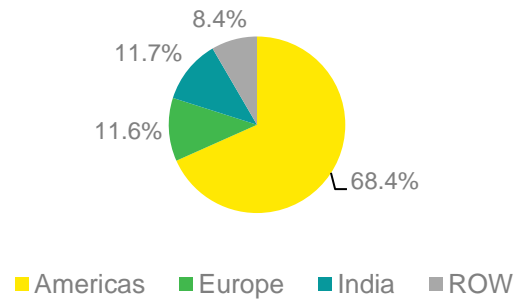
Revenue model

Q4 21

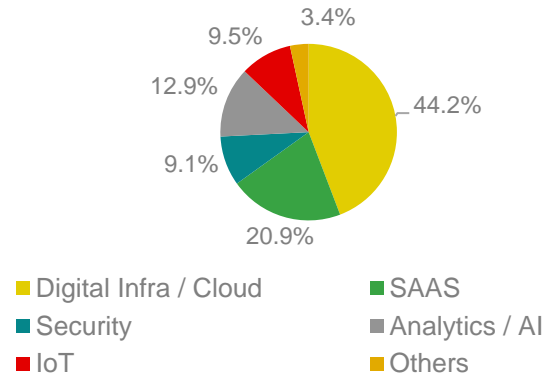
Model



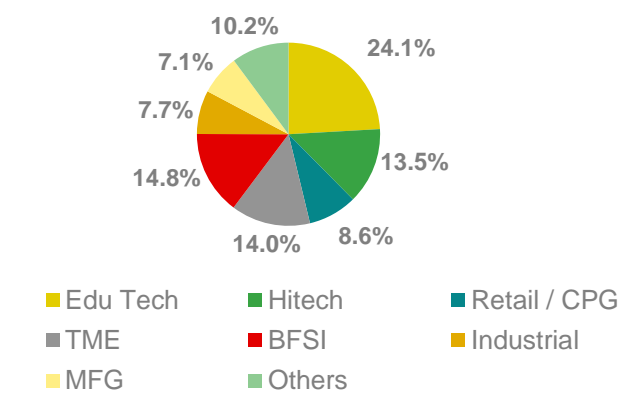
Geography



Digital Revenue¹

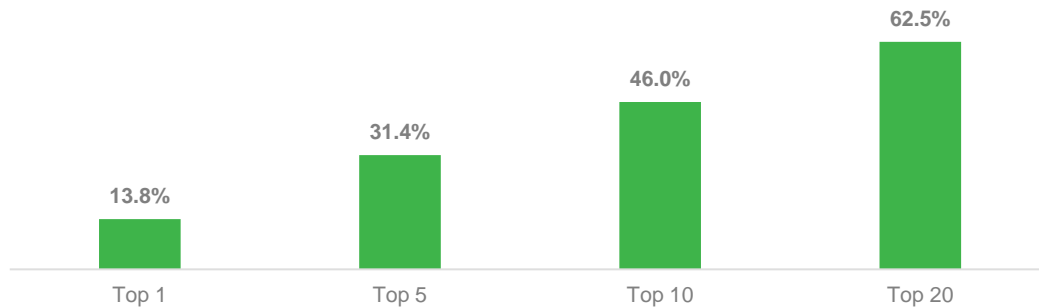


Vertical¹



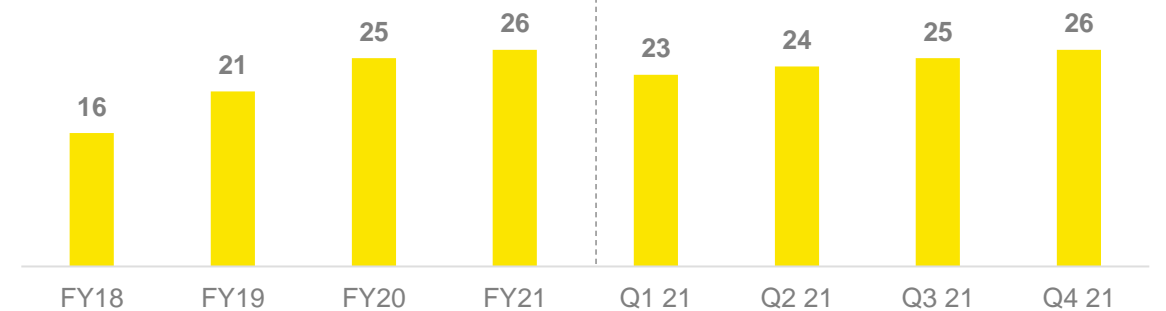
Revenue Concentration³

(% Revenue)



Million \$ Customers²

(#)

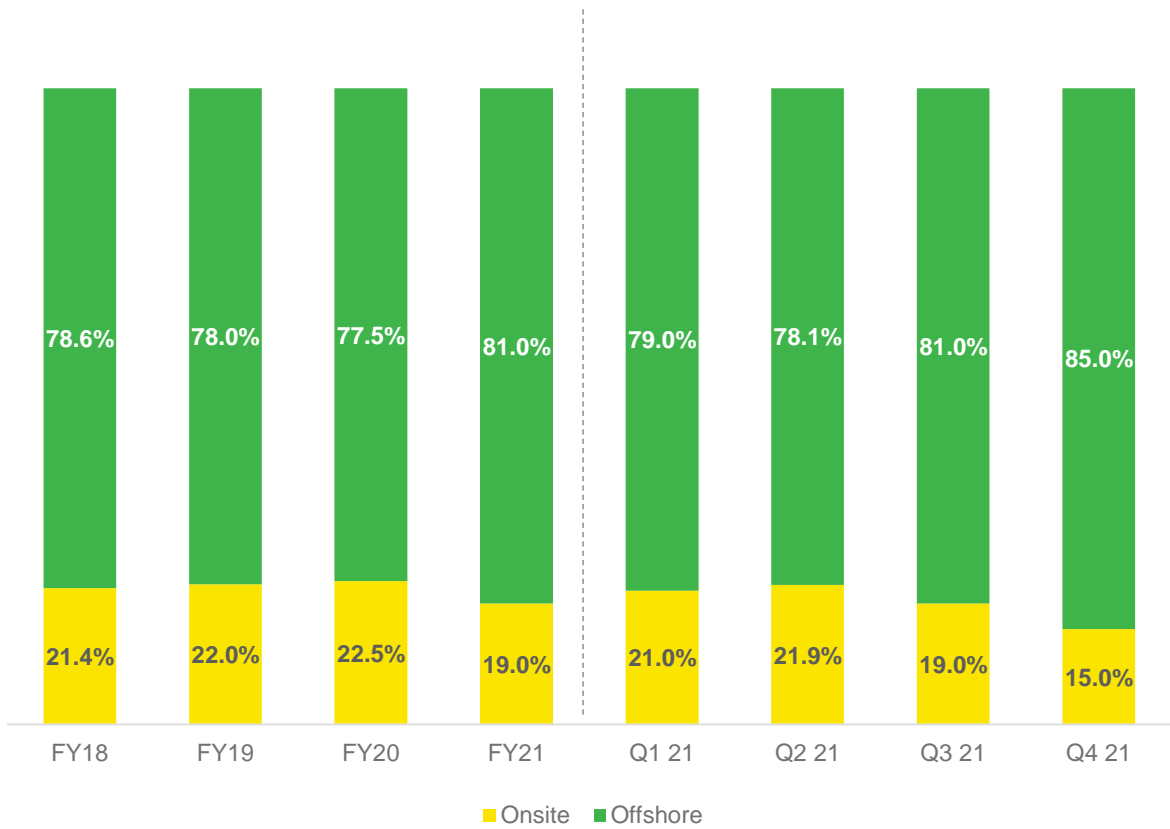


Notes: 1. TME: Travel, Media & Entertainment, 2. Based on quarter revenues on an annualized basis. 3. Top 20 includes Top 1, 5 & 10

Operational & Financial Metrics (cont'd.)

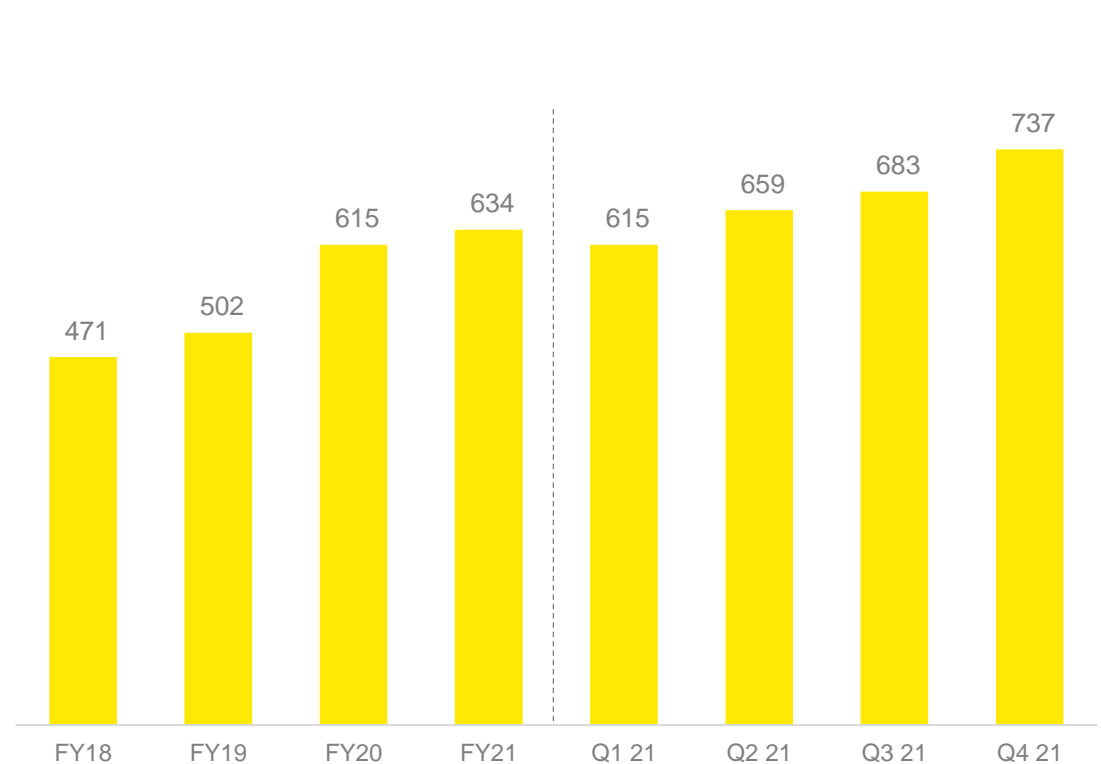
Onsite/Offshore

By Revenue



Avg. annual revenue / active customer

(USD '000)



Operational & Financial Metrics (cont'd.)

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

Operational & Financial Metrics (cont'd.)

	FY18	FY19	FY20	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY 21
Location of external customer								
USA	73.5%	75.5%	77.5%	77.3%	77.3%	72.2%	68.4%	73.4%
India	11.7%	11.9%	11.9%	10.9%	10.9%	13.4%	11.7%	11.8%
Europe	11.4%	9.5%	7.2%	9.8%	9.2%	10.6%	11.6%	10.4%
ROW	3.4%	3.1%	3.4%	2.0%	2.6%	3.8%	8.4%	4.4%
Million \$ Customers¹								
\$ 10 M +		1	1	1	1	1	1	1
\$ 5M to \$ 10M	2	2	-	1	-	2	3	3
\$ 3M to \$ 5M	2	1	9	4	6	5	6	6
\$ 1M to \$ 3M	12	17	15	17	17	17	16	16
Total	16	21	25	23	24	25	26	26
Revenue Mix								
Onsite	21.4%	22.0%	22.5%	21.0%	21.9%	19.0%	15.0%	19.0%
Offshore ²	78.6%	78.0%	77.5%	79.0%	78.1%	81.0%	85.0%	81.0%
Revenue Model								
Fixed Price	18.4%	16.8%	19.0%	18.8%	19.3%	22.2%	26.0%	22.0%
Time and Material	81.6%	83.2%	81.0%	81.2%	80.7%	77.8%	74.0%	78.0%
Active customers								
# of active customers	173	163	157	148	152	155	173	173
Billion \$ corporation								
# of customers			37	36	39	38	46	46

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

Operational & Financial Metrics (cont'd.)

	FY18	FY19	FY20	FY21Q1	FY21Q2	FY21Q3	FY21Q4	FY21
Happiest Minds								
Onsite	105	132	123	124	133	145	166	166
Offshore	2,148	2,330	2,543	2,534	2,588	2,740	3,062	3062
Total	2,253	2,462	2,666	2,658	2,721	2,885	3,228	3,228
Happiest Minds by delivery centres								
Onsite	4.7%	5.4%	4.6%	4.7%	4.9%	5.0%	5.1%	5.1%
Offshore ¹	95.3%	94.6%	95.4%	95.3%	95.1%	95.0%	94.9%	94.9%
Utilization								
Utilization %	68.4%	77.3%	76.9%	74.9%	78.7%	81.6%	82.6%	79.5%
Diversity								
Women Happiest Minds	22.0%	23.0%	24.0%	23.4%	23.3%	24.0%	24.5%	24.5%
Days Sales Outstanding								
Billed	74	80	60	51	51	46	50	57
Unbilled	6	11	23	32	26	31	24	28
Total DSO (Days)	80	91	83	83	77	77	75	85
EPS (₹ Per Share)								
Full Year(Diluted)			5.36					11.45
Capital Return Ratios %								
Return on Capital Employed RoCE			28.9%					31.2%
Return on Equity RoE			27.1%					29.8%

Operational & Financial Metrics (cont'd.)

(All figures in ₹ Lakhs)

	FY18		FY19		FY20		FY21Q1		FY21Q2		FY21Q3		FY21Q4		FY21	
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	21.1%	4,334	21.5%	4,487	20.1%	16,421	20.6%
Digital Business Services	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%
Product Engineering Services	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%
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%
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%
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%

Operational & Financial Metrics (cont'd.)

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
Income								
Operating revenue	46,289	59,036	69,821	17,702	18,284	19,284	22,071	77,341
Other income	2,623	1,145	1,602	997	507	845	303	2,424
Total income	48,912	60,181	71,423	18,699	18,791	20,129	22,374	79,765
Cost of revenue	32,652	36,987	42,927	9,978	10,401	11,155	12,849	44,382
Gross margin	13,637	22,049	26,894	7,724	7,884	8,129	9,222	32,959
%	29.5%	37.3%	38.5%	43.6%	43.1%	42.2%	41.8%	42.6%
SG&A	15,498	16,566	17,184	3,939	3,452	3,005	3,642	13,810
EBITDA	762	6,628	11,312	4,782	4,939	5,969	5,883	21,573
%	1.6%	11.0%	15.8%	25.6%	26.3%	29.7%	26.3%	27.0%
Depreciation	2,075	2,478	2,023	512	512	516	734	2,274
EBIT	(1,313)	4,150	9,289	4,270	4,427	5,453	5,149	19,299
%	-2.7%	6.9%	13.0%	22.8%	23.6%	27.1%	23.0%	24.2%
Finance cost	995	1,594	802	186	160	126	225	697
PBT before exceptional items *	(2,308)	2,556	8,487	4,084	4,267	5,327	4,924	18,602
%	-4.7%	4.2%	11.9%	21.8%	22.7%	26.5%	22.0%	23.3%
Exceptional Items ⁺	-	1,258	1,126	-	-	-	-	-
PBT *	(2,308)	1,298	7,361	4,084	4,267	5,327	4,924	18,602
%	-4.7%	2.2%	10.3%	21.8%	22.7%	26.5%	22.0%	23.3%
Current tax	-	-	190	851	682	1,105	889	3,527
Deferred tax	(61)	(123)	-	(1,785)	177	7	430	(1,171)
PAT *	(2,247)	1,421	7,171	5,018	3,408	4,215	3,605	16,246
%	-4.6%	2.4%	10.0%	26.8%	18.1%	20.9%	16.1%	20.4%

Operational & Financial Metrics (cont'd.)

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
Assets							
Non-current Assets							
Property, plant and equipment	264	214	93	77	60	72	69
Goodwill	2,961	1,736	610	610	611	611	7,644
Financial & Other assets	7,685	6,003	5,598	6,266	5,788	5,040	10,029
Total non-current assets (A)	10,910	7,953	6,301	6,953	6,459	5,723	17,742
Current assets							
Financial & Other assets							
i. Trade receivable	9,437	12,927	11,487	9,851	10,302	9,765	12,192
ii. Cash & Cash equivalents, Investments & Other financial assets	16,928	19,610	31,967	39,196	52,387	54,286	60,928
iii. Other assets	1,424	862	1,060	1,308	1,721	1,531	1,333
Total current assets (B)	27,789	33,399	44,514	50,355	64,410	65,582	74,453
Total assets (A + B)	38,699	41,352	50,815	57,308	70,869	71,305	92,195
Equity and Liabilities							
Total equity (A)	(10,888)	(6,605)	26,531	31,901	46,380	50,836	54,599
Non-current liabilities							
Financial liabilities	5,797	3,814	1,863	1,674	1,518	1,248	7,339
Provisions & Deferred tax liability	935	940	1,255	1,508	1,513	1,662	2,378
Total non-current liabilities (B)	6,732	4,754	3,118	3,182	3,031	2,910	9,717
Current liabilities							
Financial & Contract liabilities							
i. Trade payable	2,498	2,878	3,442	3,600	6,307	3,781	4,101
ii. Others	38,866	38,591	15,947	15,907	12,402	10,931	20,340
Provisions & Other current liabilities	1,491	1,734	1,777	2,718	2,749	2,847	3,438
Total current liabilities (C)	42,855	43,203	21,166	22,225	21,458	17,559	27,879
Total liabilities (D = B + C)	49,587	47,957	24,284	25,407	24,489	20,469	37,596
Total equity and liabilities (A + D)	38,699	41,352	50,815	57,308	70,869	71,305	92,195

PRESS RELEASE

Happiest Minds' FY21 Total income grows at 11.7% to ₹ 798 Crores while PAT increases to ₹ 162 Crores and recommends maiden dividend

Bengaluru, India, San Jose, California and London, May 12, 2021: 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 fourth quarter and year ended March 31, 2021 as approved by its Board of Directors.

Particulars	Q4 FY 21	Q3 FY 21	QoQ	Q4 FY 20	YoY	FY 21	FY 20	YoY
Revenues (\$'000)	30,235	26,202	15.4%	25,613	18.0%	104,592	98,348	6.3%
Revenues (₹ lakhs)	22,071	19,284	14.5%	18,635	18.4%	77,341	69,821	10.8%
Other Income (₹ lakhs)	303	845	(64.1)%	386	(21.5)%	2,422	1,602	51.2%
Total Income (₹ lakhs)	22,374	20,129	11.2%	19,021	17.6%	79,765	71,423	11.7%
EBITDA (₹ lakhs)	5,883	5,969	(1.4)%	2,563	129.5%	21,573	11,312	90.7%
%	26.3%	29.7%		13.5%		27.0%	15.8%	
PBT (₹ lakhs)	4,924	5,327	(7.6)%	720	583.9%	18,602	7,361	152.7%
%	22.0%	26.5%		3.8%		23.3%	10.3%	
Tax	1,319	1,112	18.6%	190	594.2%	2,356	190	1140.0%
%	5.9%	5.5%		1.0%		3.0%	0.3%	
PAT (₹ lakhs)	3,605	4,215	(14.5)%	530	580.2%	16,246	7,171	126.6%
%	16.1%	20.9%		2.8%		20.4%	10.0%	

Ashok Soota, Executive Chairman, Happiest Minds Technologies said, "The highlight for the year FY21 was our successful IPO. We have been able to fulfil all our promises and are grateful to our customers, our team, and all stakeholders, who helped make this possible. As we begin FY22, we will look to achieving 20 percent organic growth as indicated at the time of our IPO."

Financial highlights:

Venkatraman N, MD & CFO, Happiest Minds Technologies talking on the financials said, "Our fiscal year revenue growth of 6.3% in US\$ terms is reflective of our business model which positions us as a go to player for customers building a digital ready enterprise. Revenues for the quarter grew sequentially by 15.4% which includes Pimcore Global Services (PGS) the Company we acquired earlier during the Quarter. Our growth for the quarter even on a standalone basis has been robust. Considering our performance, strong cash generation and capital allocation priorities, I am happy to highlight the maiden dividend of ₹ 3 per share recommended by the Board."

Quarter ended March 31, 2021

- Operating Revenues stood at \$30.2 million (growth of 15.4% q-o-q ; 18.0% y-o-y)
- Total Income stood at ₹ 22,374 lakhs (growth of 11.2% q-o-q ; 17.6% y-o-y)
- EBITDA stood at ₹ 5,883 lakhs, 26.3% of Total Income (decline of 1.4 % q-o-q ; growth of 129.5% y-o-y)
- PAT at ₹ 3,605 lakhs (decline of 14.5 % q-o-q; growth of 580.2% y-o-y)
- Free cash flows of ₹ 5,853 lakhs for the quarter

Year ended March 31, 2021

- Operating Revenues stood at \$104.6 million (growth of 6.3% y-o-y)
- Total Income stood at ₹ 79,765 lakhs (growth of 11.7% y-o-y)
- EBITDA stood at ₹ 21,573 lakhs, 27.0% of Total Income (growth of 90.7% y-o-y)
- PAT at ₹ 16,246 lakhs (growth of 126.6% y-o-y)
- EPS(diluted) for the year is ₹ 11.45 (growth of 113.6% y-o-y)
- Free cash flows of ₹ 21,476 lakhs
- RoCE & RoE for the year stood at 31.2% and 29.8% respectively

Our Business:

Joseph Anantharaju, Exec. Vice Chairman, Happiest Minds Technologies said, "We continue to see good demand for digital skills across verticals, with good growth in EduTech, Industrial & Manufacturing and Retail. All our geos have demonstrated impressive growth, especially Middle East and Europe. We are truly among India's best companies to work, as reflected in our high Glassdoor rating of 4.3 and low attrition levels of 12.4%".

Clients:

- 173 as of March 31, 2021
- 23 additions during the quarter

Our People - Happiest Minds:

- 3,228 Happiest Minds as of March 31, 2021 (net addition for the quarter 343; for the year 562);
- Trailing 12 months attrition of 12.4%
- Utilization of 82.6%, up from 81.6% in Q3 FY21

Key Project Wins:

- For a large US financial services company, Happiest Minds was chosen as a partner for implementing a cloud-based loan and leasing solution
- For a leading US based Credit Union Services Organization, Happiest Minds was chosen to transform the legacy HR performance Solution
- For a leading US manufacturer of electrical wiring and lighting control systems, Happiest Minds is building the next generation system to control, configure, and monitor their commercial lighting systems
- For a large US professional services company, Happiest Minds is providing onsite and offshore IT Security services for Identity and Access Management

- For a large Health care company in USA, Happiest Minds is providing managed security services for Governance risk and compliance and security operations
- For one of the largest and most successful estate agency groups in the UK, Happiest Minds has been selected to deliver multi-year Managed Vulnerability and Penetration Testing Services
- For a large UK based Utilities company, Happiest Minds has been selected to deliver a critical Cloud Transformation project
- For a large bank in UAE, Happiest Minds is providing high end security services in the space of DevSecOps and Big Data Security.

Awards:

- Recognized with Peoplefirst's Leading Practices in Talent Acquisition Award
- Preeti Menon, Senior Vice President, Product Engineering Services was recognized among the Top 25 Women Leaders in IT Managed Services of 2021 by IT Services Report

Announcements:

- The Board of Directors have recommended a final dividend of 150% (₹ 3 per equity share of par value ₹ 2 each) for the financial year ended March 31, 2021 which is subject to the approval of shareholders at the Annual General Meeting

**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, 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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