



## Mindpool Technologies Limited.

NSE Symbol:  
MINDPOOL

ISIN:  
INE00RQ01019

## Disrupting the Technology landscape

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“We constantly evolve & enable our clients to evolve”

# Investors Presentation

FY 19-20

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# Collaboratively administrate empowered markets

We are experienced across a number vertical industries with specialization in IT Staffing, Digital Solutions, Web & Mobile Development, and RPO. Our Fortune 500 Clients leverage our global reach and capabilities while benefitting from our local specialization. We are rated high by our clients for reporting, consistency of processes & quality



## About Us

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We are a robust global provider of expert level IT Consulting Services recognized in India & US for outstanding service delivery, sustained relationships, consistent results and innovation.

# COVID-19 Impact on Business

The company has given work from home to its employees even before the lockdown was issued in the country. Considering the guidelines issued by the Government Mindpool has taken steps to ensure the safety of its employees. As the head office is in Pune, Maharashtra, the company has decided to open it for 2 days a week with minimum attendance required as per guidelines issued and with all safety measures to be taken.

Due to the same, all the employees were working from home and no breakdown was noticed during this period and the business was full continuity. As the company is focused on the IT staffing industry a little slow down was observed which could have minimal impact on business. We have also considered SEBI Advisory issued in this regard to be presented to the investors and we are assured that there is a minimum impact considering the parameters issued in the advisory. We are focusing on our revenue generation and believe that we cope-up with the current situation.

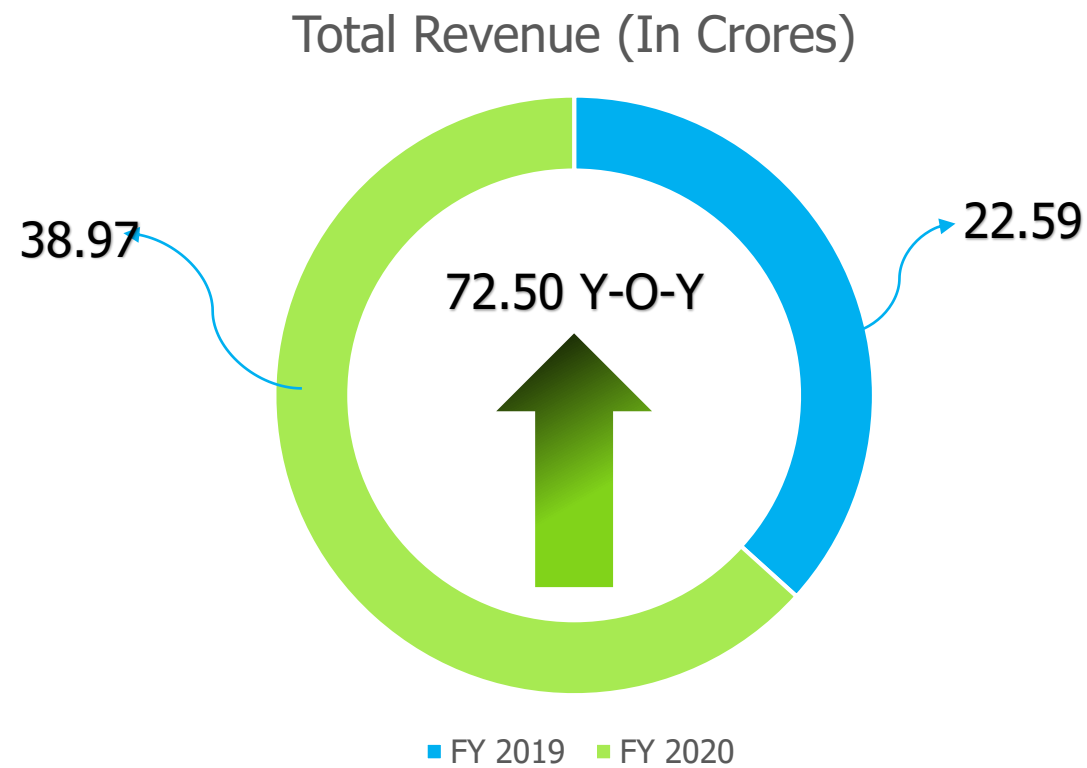
A man with a beard and a backpack is looking at his smartphone on a city street at night. The background is blurred with city lights.

# Financial Highlights

A new way to engage and develop

# Consolidated Report (After Acquisition)

## Key financials



## Consolidated Financial Report

in lakhs					
		in lakhs		Revenue	Mar-20
				Mindpool India	861.90
S.No	Particulars	Mar-20	Mar-19		
1	Total Revenue	3897.92	2259.14	Mindpool Inc	1098
				SA Tech	
				(51% after	
				7th	
				November,	
				2019)	1953
2	Profit Before Tax	93.73	167.99		
3	Profit After Tax	68.2	160.50		
4	EPS	1.61	5.11		

# Financials (Standalone)

In Lacs

Particulars	FY 2018-19 (Year end March 2019)	FY 2019-20 (year end March 2020)
Total Revenue	725.49	861.90
EBIDTA	-18.08	-37.05
PAT	-33.27	-49.24
EPS	-1.06	-1.16

In 2019, **Mindpool Technologies** has acquired **SA Tech Software (I) Pvt. Ltd.**



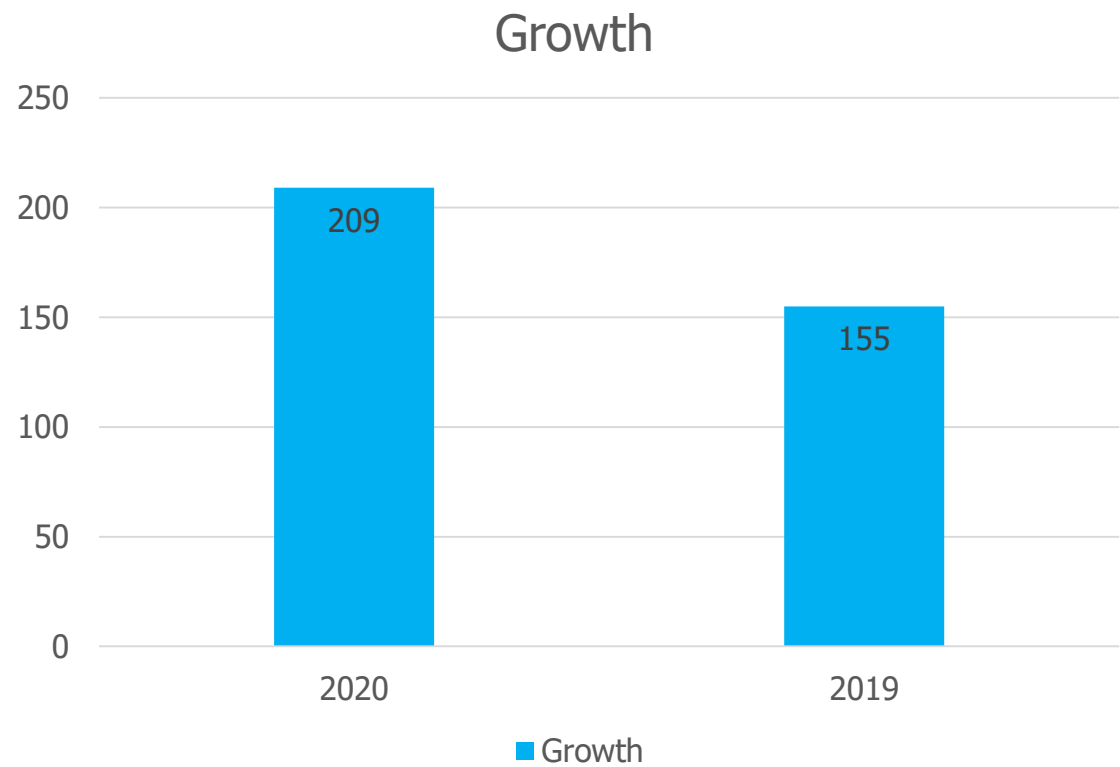
**Mindpool Technologies Limited** is a Public Listed entity on the SME platform of NSE (National Stock Exchange of India Limited) being one of the leading IT Services Provider Company delivering technology experts & capabilities to its clients from diverse industries across the world. We have state-of-art delivery centers in Bangalore, Mumbai, Pune & Chennai with strong business presence in US, India & globally. Mindpool Technologies has been receiving excellent customer satisfaction ratings in IT Service Delivery for eight+ consecutive years. Our Fortune 500 Clients leverage our global reach and capabilities while benefitting from our local specialization.

**S A Tech Software (I) Pvt. Ltd.** is one of the leading IT Consulting Companies with Headquarters in Pune. SAT is Microsoft Gold Partner Company. We have a proven record of building highly scalable, world-class consulting processes that offer tremendous business advantages to our clients in the form of huge cost-benefits, definitive results and consistent project deliveries across the globe. We are dedicated to delivering the right people, solutions, and services to the clients that they require to meet their technology challenges and business goals.

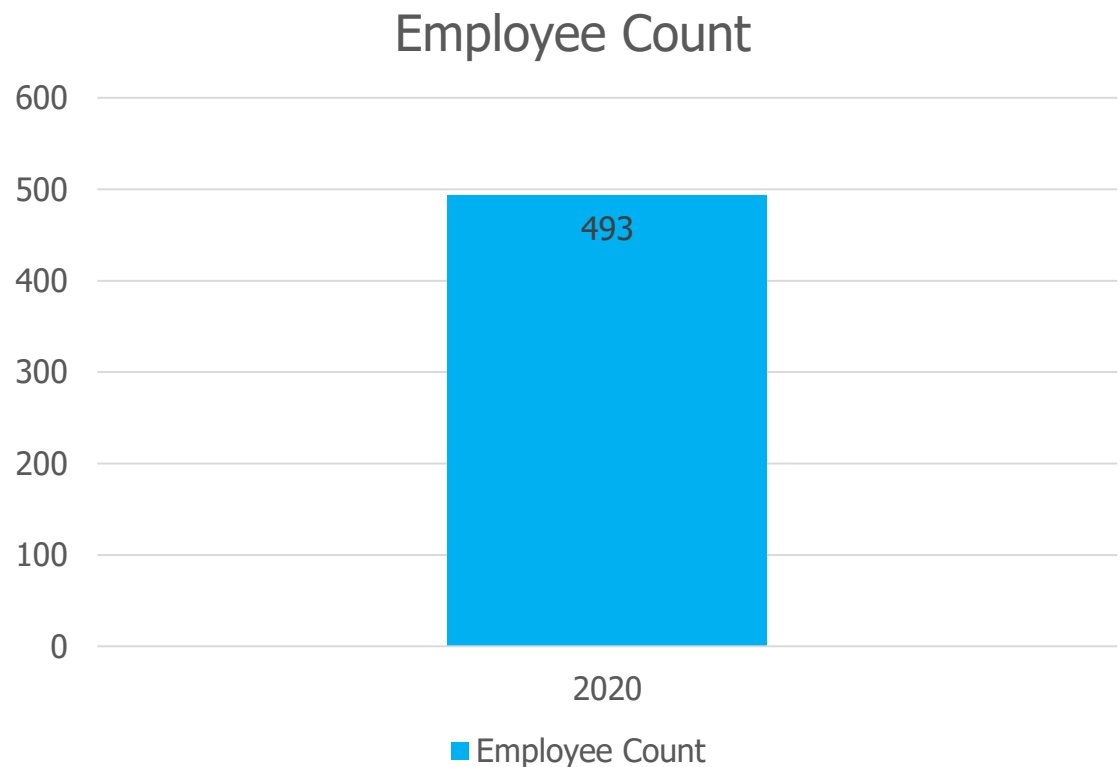


# Employee's Growth – Total Headcount

## Mindpool Technologies Limited



## SA Tech Software India Pvt. Ltd.



# New clients added

**Avalara**



**L&T Infotech**

**Aparajitha**



**Fuji Electric**

**inspirage<sup>10</sup>**

**EXTENTIA**  
INFORMATION TECHNOLOGY

**DMI**  
MOBILE ENTERPRISE SOLUTIONS



**ATSG**



**ciber**

**Brobia**

# Business Strategy and Focus

## ➤ **Making our services more robust with greater flexibility**

- ✓ Focusing more on improvement and expansion of our digital services (Web and Mobile Development) and Digital Marketing Services considering the current scenario and many of the company are converting from traditional marketing methods to digital marketing.

## ➤ **Improving Technical Capabilities**

- ✓ Build capabilities in terms of important technical architecture like IOT
- ✓ Development of team with certifications/trainings and new technology adaption

## ➤ **Driving Growth**

- ✓ Focusing on SME and mid-sized accounts by building process driven Sales
- ✓ De-risking revenue by reducing client concentration
- ✓ Scaling technology and sales organization to capitalize on huge market opportunity

# Projects across the globe



## Branch Offices:

Pune (Head-Quarters)  
Bangalore  
Mumbai  
Chennai  
Hyderabad

## International Offices:

San Jose, California  
Wilmington, Delaware



**Mindpool Technologies  
Limited.**

# Thank You!

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