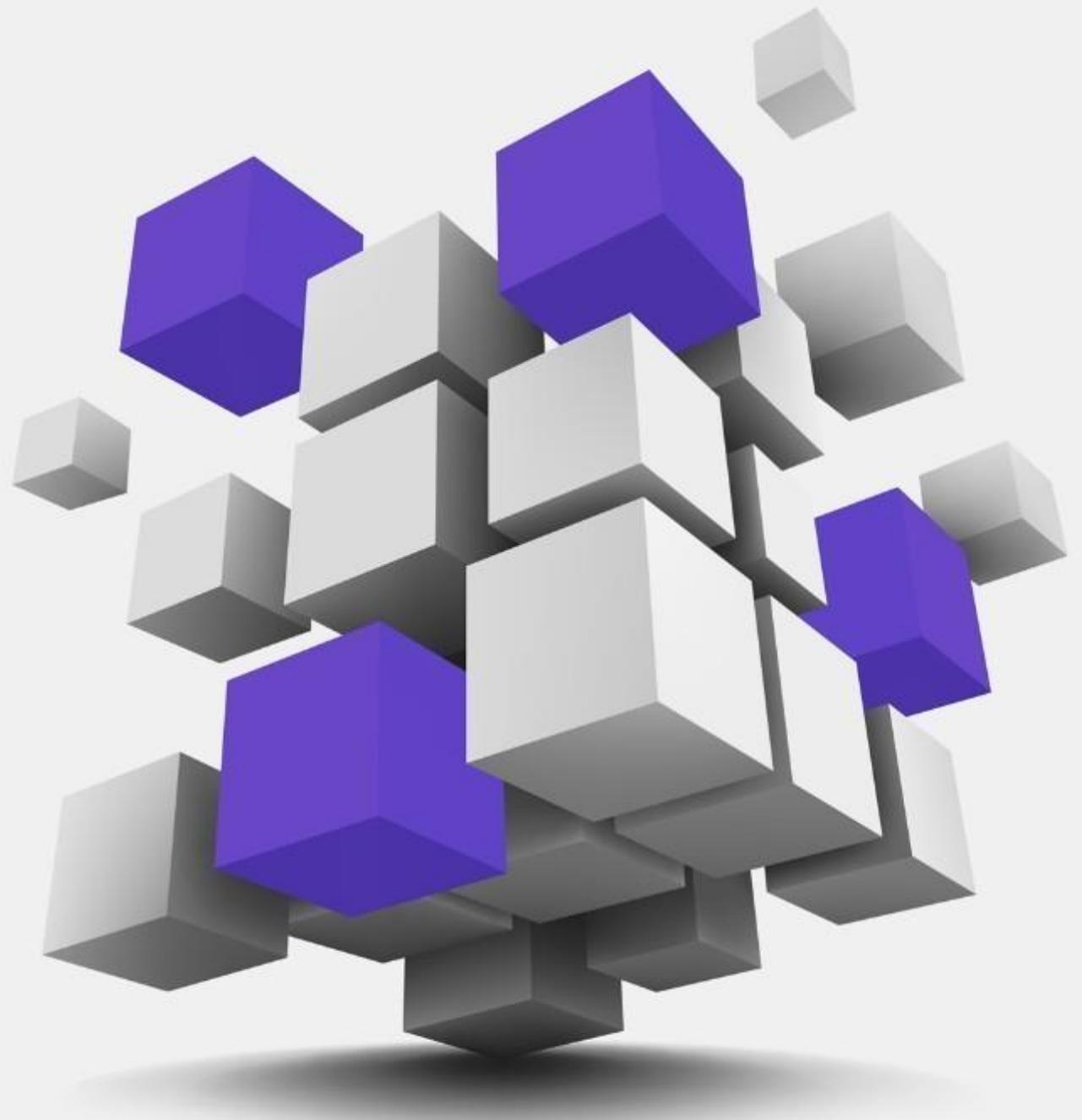


Earnings Presentation

Q1 FY25

1ST AUGUST 2024



[expleo]

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q1FY25 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,522 million vs Rs 2,554 million, down by 1.3%
- Total Income was Rs 2,544 million vs Rs 2,572 million, down by 1.1%

Profit:

- *Adjusted EBITDA stood at Rs 397 million vs Rs 398 million in Q4FY24
- *Adjusted EBITDA margin of 15.8% in Q1FY25 as against 15.6% in Q4FY24
- PAT was at Rs 237 million vs Rs 148 million in Q4FY24, up by 60.7%
- PAT margin of 9.3% in Q1FY25 as against 5.7% in Q4FY24
- Basic EPS at Rs 15.40 in Q1FY25 as against Rs 10.12 in Q4FY24

Cash:

- Net cash position stood at Rs 2,606 million vs Rs 1,840 million for Q4FY24

*Note:

- EBITDA is renamed as Adjusted EBITDA, no changes in calculation.
- Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation - Other Income

Consolidated Q1FY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,522 million vs Rs 2,251 million, up by 12.0%
- Total Income was Rs 2,544 million vs Rs 2,268 million, up by 12.2%

Profit:

- *Adjusted EBITDA stood at Rs 397 million vs Rs 346 million in Q1FY24
- *Adjusted EBITDA margin of 15.8% in Q1FY25 as against 15.4% in Q1FY24
- PAT was at Rs 237 million vs Rs 201 million in Q1FY24, up by 18.1%
- PAT margin of 9.3% in Q1FY25 as against 8.9% in Q1FY24
- Basic EPS at Rs 15.40 in Q1FY25 as against Rs 13.01 in Q1FY24

Cash:

- Net cash position stood at Rs 2,606 million vs Rs 1,640 million for Q1FY24

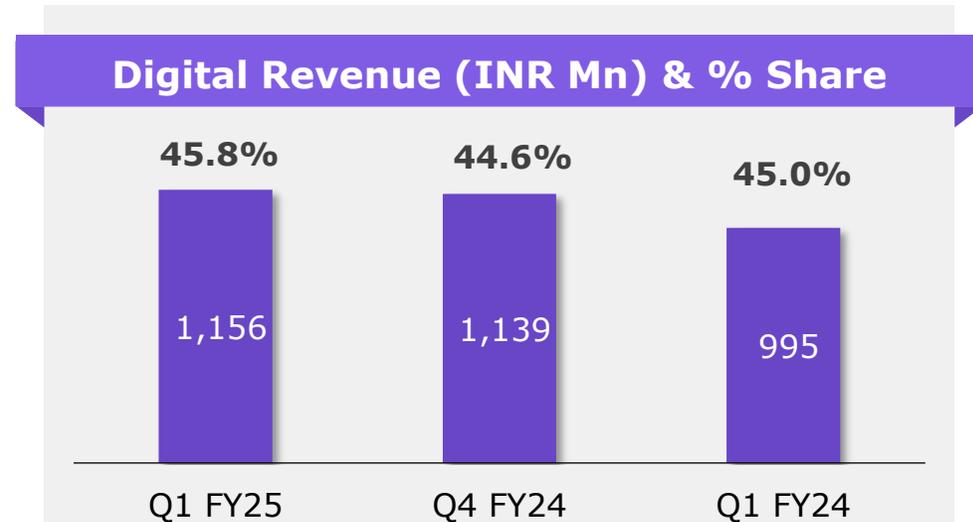
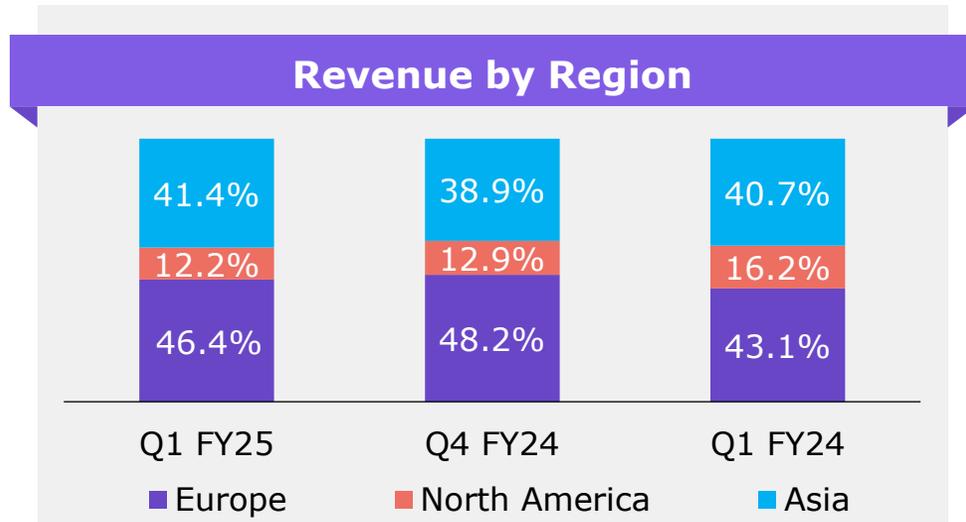
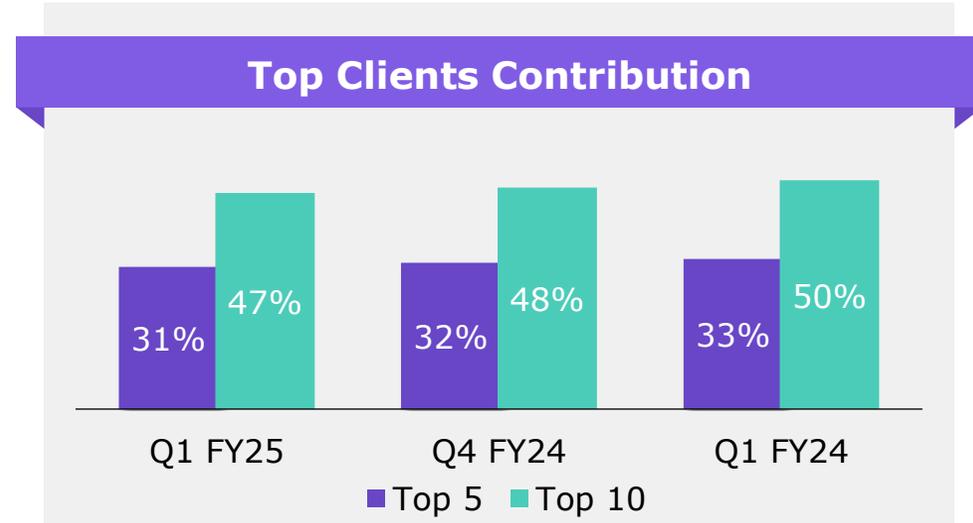
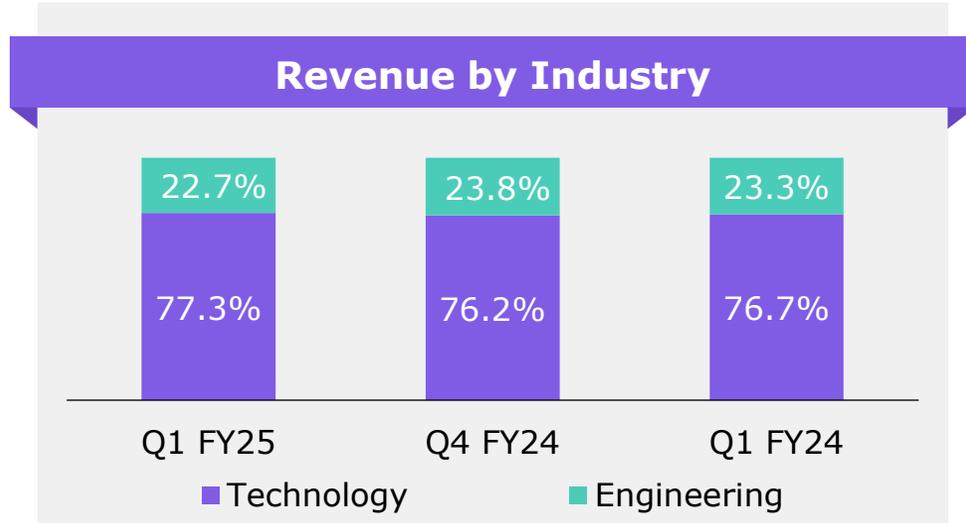
*Note:

- EBITDA is renamed as Adjusted EBITDA, no changes in calculation.
- Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation - Other Income

Consolidated Financial Summary

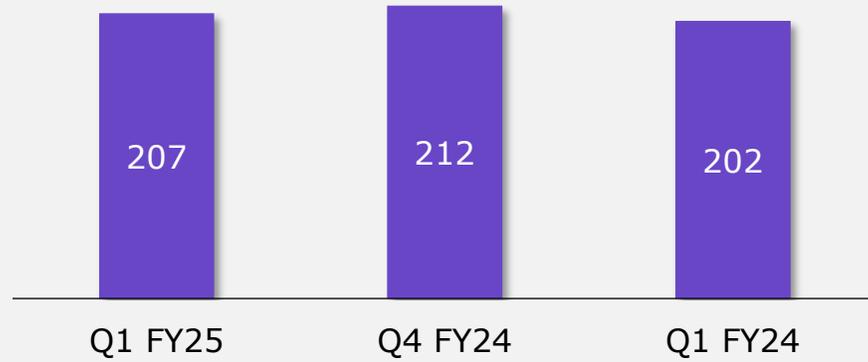
Particulars	Metrics	30-Jun-24	31-Mar-24	QoQ Growth	30-Jun-23	YoY Growth
		Q1 FY25	Q4 FY24		Q1 FY24	
Revenue (Rs Million)	Total Revenue	2,543.6	2,572.2	-1.1%	2,268.0	12.2%
	Net Revenue	2,521.7	2,554.1	-1.3%	2,251.2	12.0%
Profit (Rs Million)	Adjusted EBITDA	397.4	398.2	-0.2%	345.6	15.0%
	PBT Before Forex Gain / Loss	318.9	317.9	0.3%	275.6	15.7%
	PBT	309.5	261.9	18.2%	258.6	19.7%
	PAT (Before OCI)	239.0	157.0	52.2%	201.9	18.4%
	Total Comprehensive Income	237.2	147.6	60.7%	200.9	18.1%
Margin (%)	<i>Adjusted EBITDA</i>	15.8%	15.6%		15.4%	
	<i>PBT Before Forex Gain / Loss</i>	12.5%	12.4%		12.1%	
	<i>PBT</i>	12.2%	10.2%		11.4%	
	<i>PAT (Before OCI)</i>	9.4%	6.1%		8.9%	
	<i>Total Comprehensive Income</i>	9.3%	5.7%		8.9%	
EPS (Rs)	Basic	15.40	10.12	52.3%	13.01	18.4%
	Diluted	15.40	10.12	52.3%	13.01	18.4%

Consolidated Financial Summary

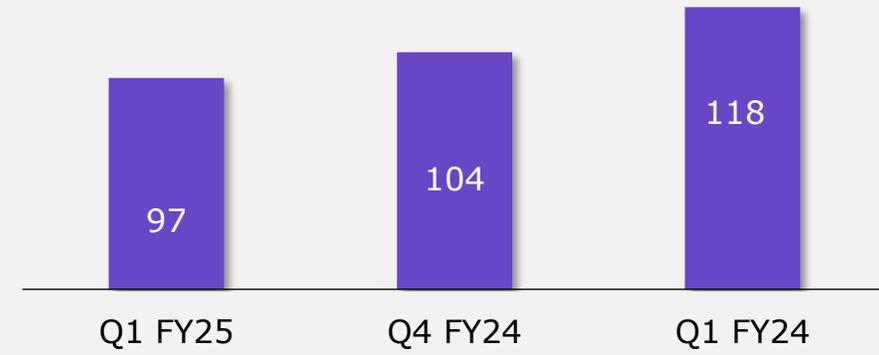


Consolidated Financial Summary

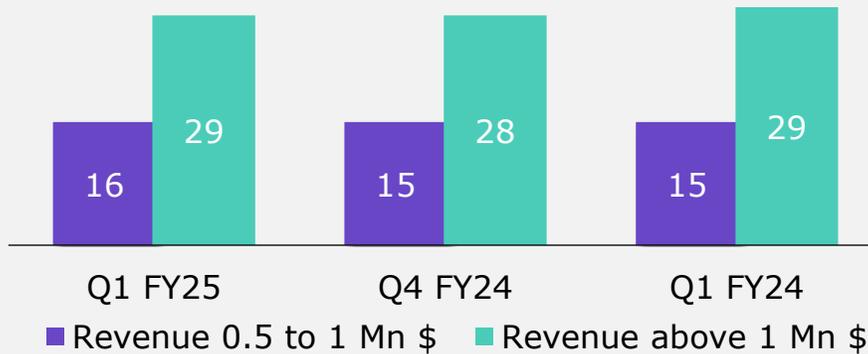
Active Clients



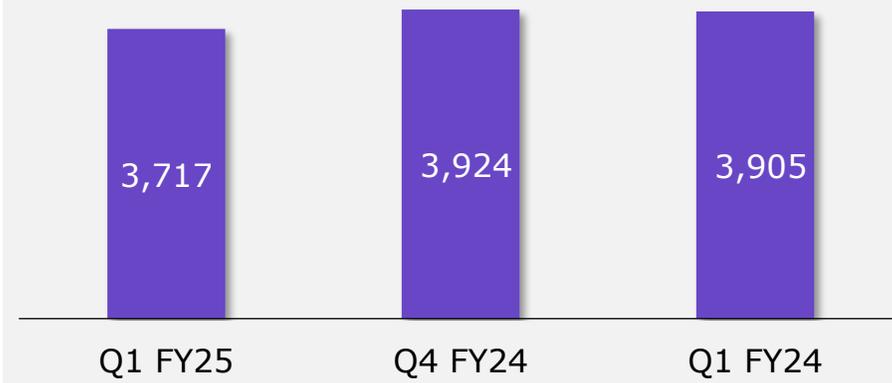
Debtors Days



Customer Profile (12m Rolling)



Delivery Employee Details



Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-24 Q1 FY25	31-Mar-24 Q4 FY24	QoQ Growth	30-Jun-23 Q1 FY24	YoY Growth
	Net Sales / Income from Operation					
1	Income	2,521.7	2,554.1	-1.3%	2,251.2	12.0%
2	Expenditure					
(a)	Employee Cost	1,479.5	1,560.6	-5.2%	1,340.1	10.4%
(b)	Depreciation	93.6	90.8	3.1%	80.6	16.2%
(c)	Other Expenditure	644.7	595.3	8.3%	565.5	14.0%
(d)	Total Expenditure	2,217.9	2,246.8	-1.3%	1,986.2	11.7%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	303.8	307.4	-1.2%	265.0	14.6%
4	Other Income	22.0	18.1	21.1%	16.8	30.6%
5	Profit before Interest and Exceptional Items (3+4)	325.7	325.5	0.1%	281.8	15.6%
6	Finance Cost	6.8	7.6		6.3	
7	Exchange Gain/(loss)	(9.4)	(56.0)		(17.0)	
8	Profit after Interest but before Exceptional Items (5-6+7)	309.5	261.9	18.2%	258.6	19.7%
9	Exceptional Items				-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	309.5	261.9	18.2%	258.6	19.7%
11	Tax Expenses	70.5	104.9	-32.8%	56.7	24.3%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	239.0	157.0	52.2%	201.9	18.4%
13	Extraordinary Items (net of tax expense Rs.)				-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	239.0	157.0	52.2%	201.9	18.4%
15	Other Comprehensive Income	(1.8)	(9.4)		(1.0)	
16	Total Comprehensive Income for the period (14+15)	237.2	147.6	60.7%	200.9	18.1%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	15.40	10.12	52.3%	13.01	18.4%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	15.40	10.12	52.3%	13.01	18.4%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

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