

Earnings Presentation

Q1 FY25

1ST AUGUST 2024

[expleo]

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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:*

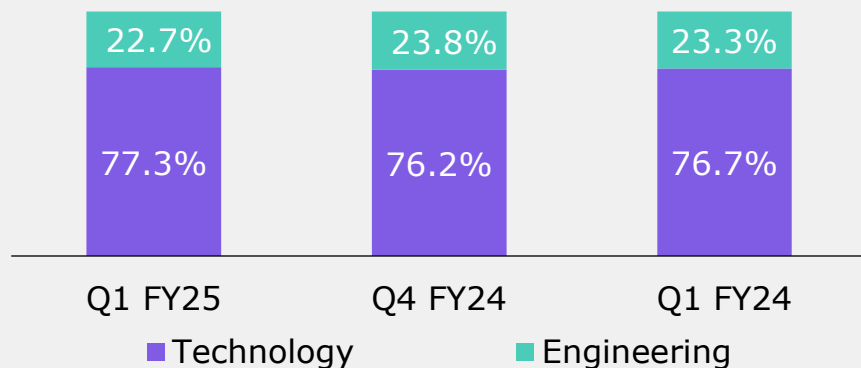
- *EBITDA is renamed as Adjusted EBITDA, no changes in calculation.*
- *Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income*

Consolidated Financial Summary

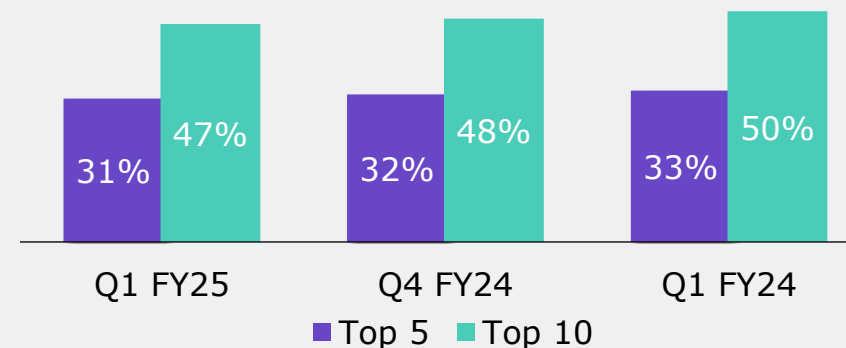
Particulars Metrics		30-Jun-24	31-Mar-24	QoQ Growth	30-Jun-23	YoY Growth
		Q1 FY25	Q4 FY24		Q1 FY24	
Revenue (Rs Million)	Total Revenue	2,543.6	2,572.2	-1.1%	2,268.0	12.2%
	Net Revenue	2,521.7	2,554.1	-1.3%	2,251.2	12.0%
Profit (Rs Million)	Adjusted EBITDA	397.4	398.2	-0.2%	345.6	15.0%
	PBT Before Forex 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>	<i>15.8%</i>	<i>15.6%</i>		<i>15.4%</i>	
	<i>PBT Before Forex Gain / Loss</i>	<i>12.5%</i>	<i>12.4%</i>		<i>12.1%</i>	
	<i>PBT</i>	<i>12.2%</i>	<i>10.2%</i>		<i>11.4%</i>	
	<i>PAT (Before OCI)</i>	<i>9.4%</i>	<i>6.1%</i>		<i>8.9%</i>	
	<i>Total Comprehensive Income</i>	<i>9.3%</i>	<i>5.7%</i>		<i>8.9%</i>	
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

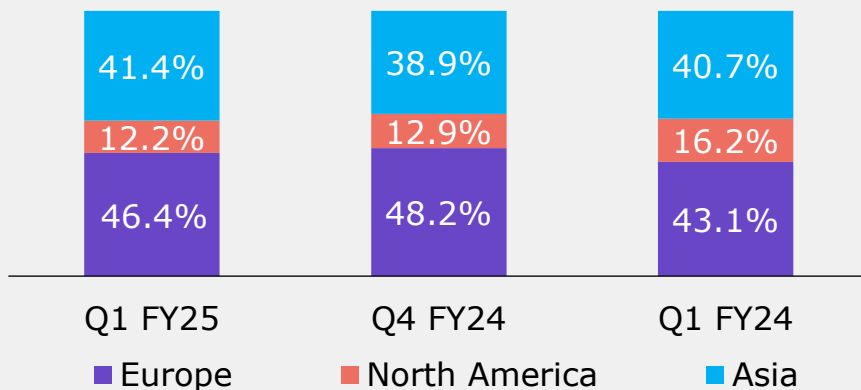
Revenue by Industry



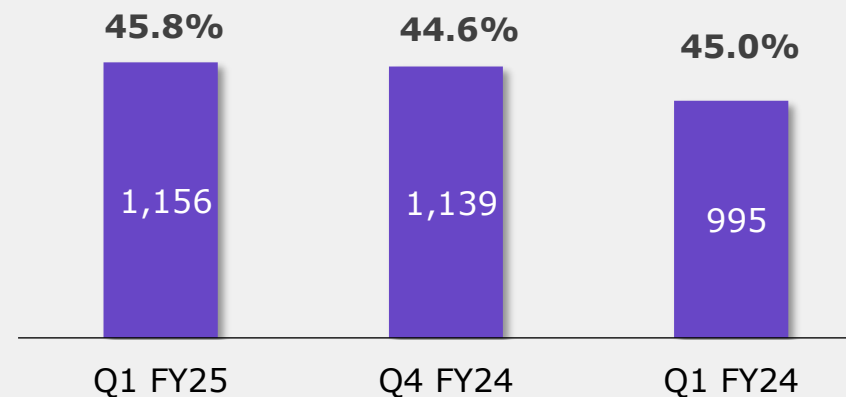
Top Clients Contribution



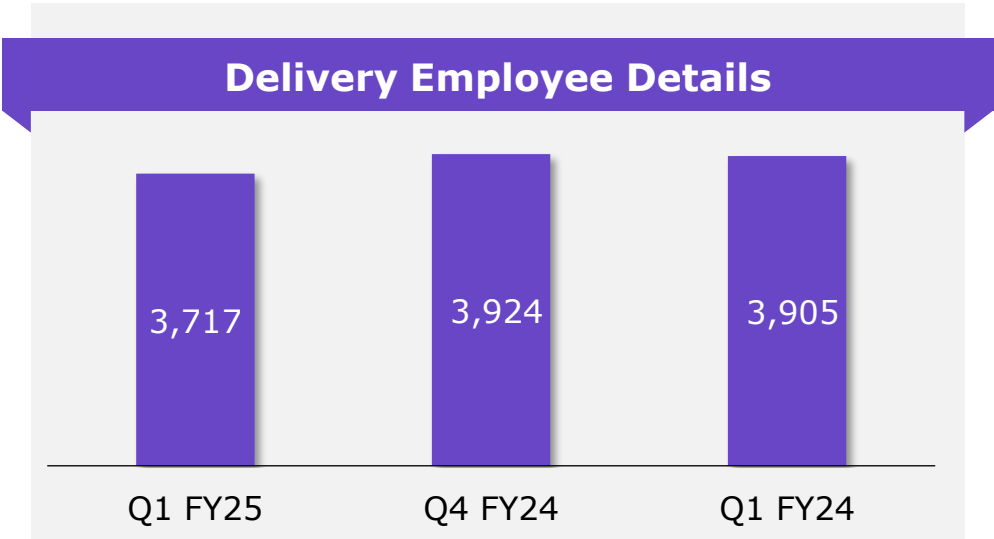
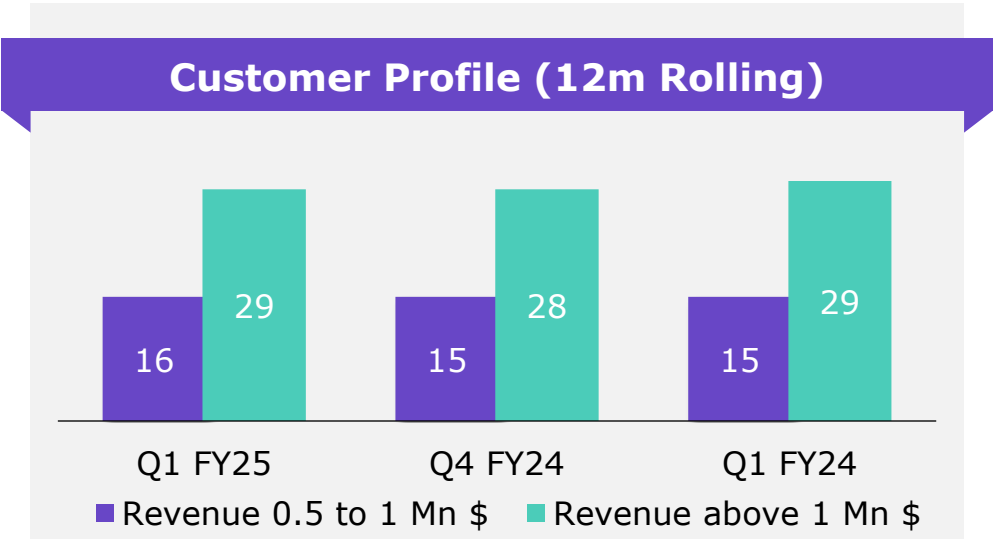
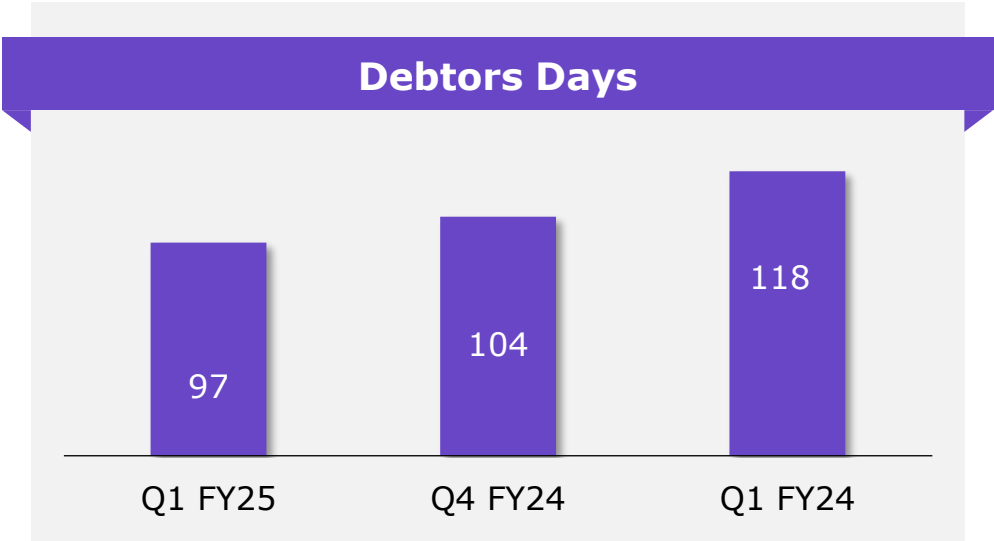
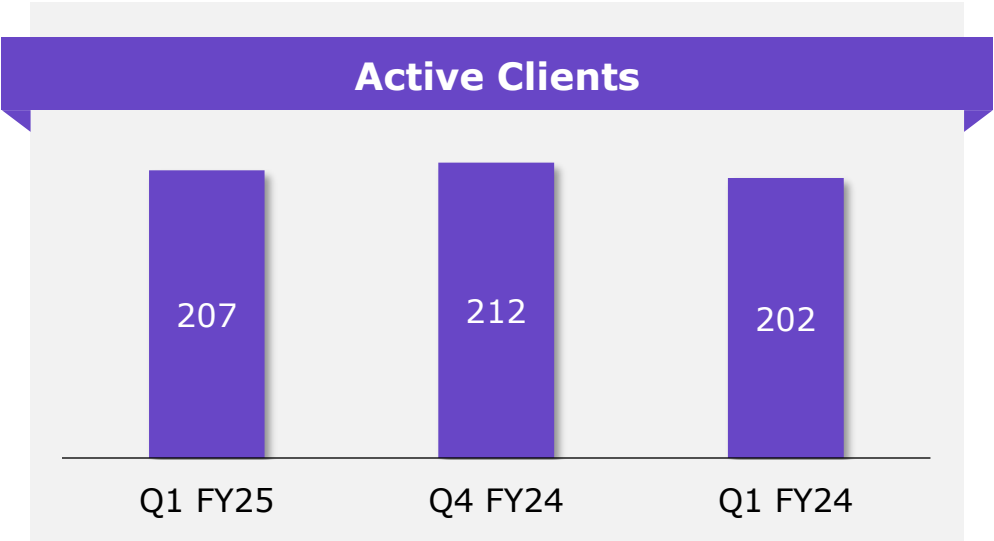
Revenue by Region



Digital Revenue (INR Mn) & % Share



Consolidated Financial Summary



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%

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Periakaruppan Palaniappan

Expleo Solutions Limited
investor.expleosol@expleogroup.com

Asha Gupta

Ernst & Young LLP
Asha.Gupta@in.ey.com

expleogroup.com