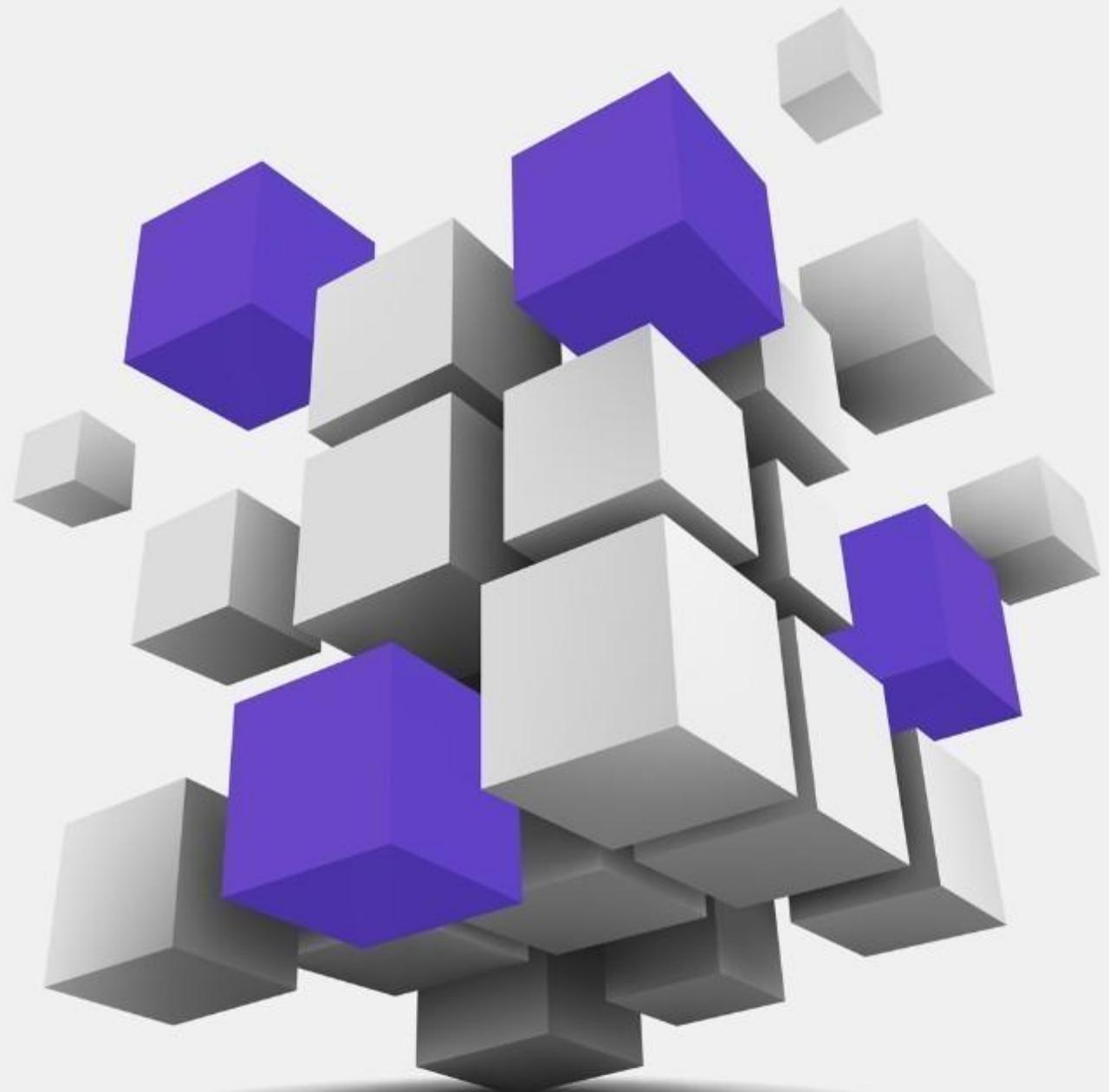


Earnings Presentation

Q1 FY26

14TH AUGUST 2025



(expleo)

Think bold, act reliable

Safe Harbor

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Agenda



- **Performance Review**
- **Consolidated Financial Summary**
- **Operating Metrics**
- **Consolidated Quarterly P&L**

Consolidated Q1FY26 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,596 million vs Rs 2,558 million, up by 1.5%
- Total Income was Rs 2,666 million vs Rs 2,603 million, up by 2.4%

Profit:

- Adjusted EBITDA stood at Rs 332 million vs Rs 400 million in Q4FY25
- Adjusted EBITDA margin of 12.8% in Q1FY26 as against 15.6% in Q4FY25
- PAT including OCI was at Rs 247 million vs Rs 236 million in Q4FY25, up by 4.7%
- PAT including OCI margin of 9.3% in Q1FY26 as against 9.1% in Q4FY25
- Basic EPS at Rs 13.16 in Q1FY26 as against Rs 15.51 in Q4FY25

Cash:

- Net cash position stood at Rs 2,382 million vs Rs 2,294 million for Q4FY25

*Note:

Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income regular

Consolidated Q1FY26 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,596 million vs Rs 2,522 million, up by 3%
- Total Income was Rs 2,666 million vs Rs 2,544 million, up by 4.8%

Profit:

- Adjusted EBITDA stood at Rs 332 million vs Rs 397 million in Q1FY25
- Adjusted EBITDA margin of 12.8% in Q1FY26 as against 15.8% in Q1FY25
- PAT including OCI was at Rs 247 million vs Rs 237 million in Q1FY25, up by 4.2%
- PAT including OCI margin of 9.3% in Q1FY26 as against 9.3% in Q1FY25
- Basic EPS at Rs 13.16 in Q1FY26 as against Rs 15.40 in Q1FY25

Cash:

- Net cash position stood at Rs 2,382 million vs Rs 2606 million for Q1FY25

*Note:

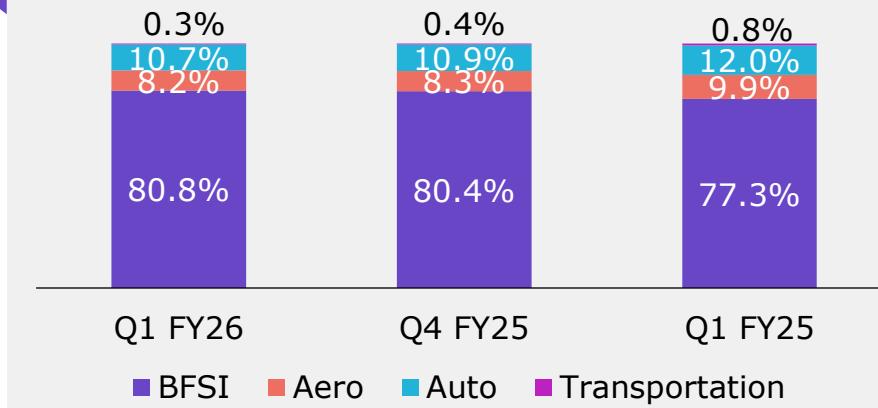
Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income regular

Consolidated Financial Summary

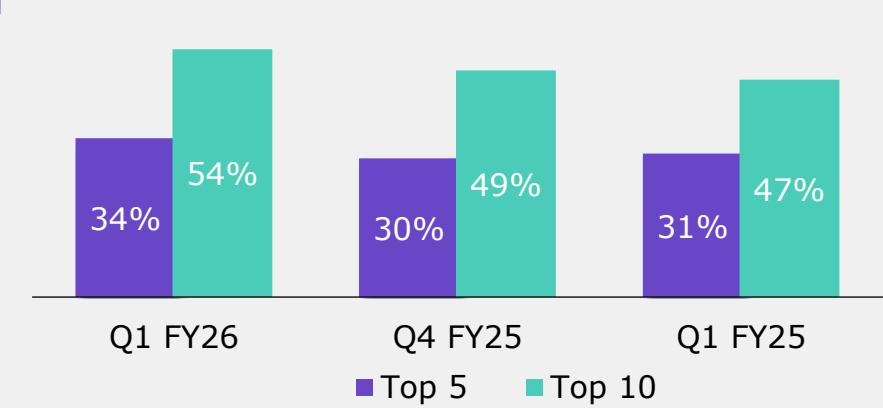
Particulars	Metrics	30-Jun-25	31-Mar-25	QoQ Growth	30-Jun-24	YoY Growth
		Q1 FY26	Q4 FY25		Q1 FY25	
Revenue (Rs Million)	Total Revenue	2,665.9	2,603.1	2.4%	2,543.6	4.8%
	Net Revenue	2,596.5	2,558.0	1.5%	2,521.7	3.0%
Profit (Rs Million)	Adjusted EBITDA	331.8	400.0	-17.1%	397.4	-16.5%
	PBT Before Forex Gain / Loss	293.6	340.4	-13.8%	318.9	-7.9%
	PBT	283.6	355.2	-20.2%	309.5	-8.4%
	PAT (Before OCI)	204.2	240.8	-15.2%	239.0	-14.6%
	Total Comprehensive Income	247.2	236.2	4.7%	237.2	4.2%
Margin (%)	<i>Adjusted EBITDA</i>	<i>12.8%</i>	<i>15.6%</i>		<i>15.8%</i>	
	<i>PBT Before Forex Gain / Loss</i>	<i>11.0%</i>	<i>13.1%</i>		<i>12.5%</i>	
	<i>PBT</i>	<i>10.6%</i>	<i>13.6%</i>		<i>12.2%</i>	
	<i>PAT (Before OCI)</i>	<i>7.7%</i>	<i>9.2%</i>		<i>9.4%</i>	
	<i>Total Comprehensive Income</i>	<i>9.3%</i>	<i>9.1%</i>		<i>9.3%</i>	
EPS (Rs)	Basic	13.16	15.51	-15.2%	15.40	-14.6%
	Diluted	13.16	15.51	-15.2%	15.40	-14.6%

Consolidated Financial Summary

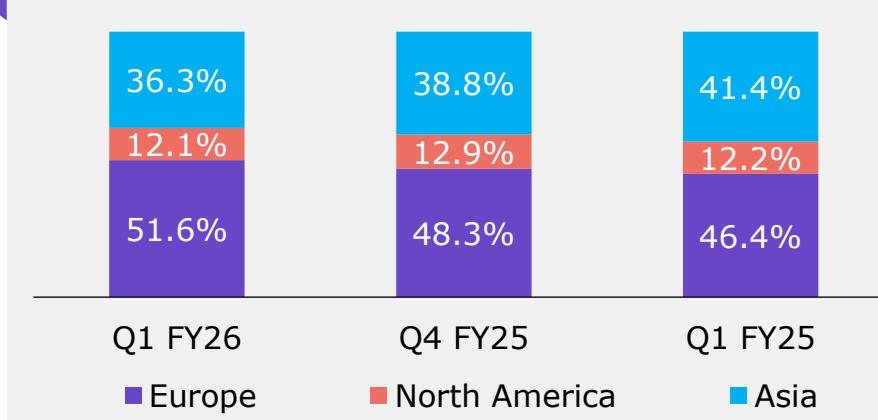
Revenue by Industry



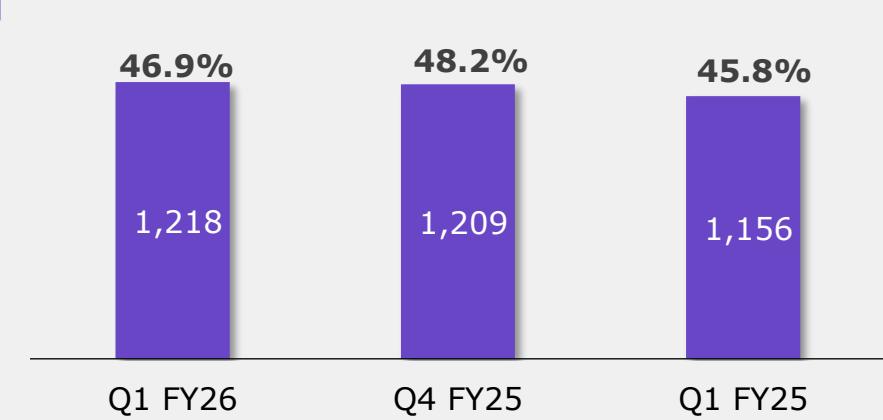
Top Clients Contribution



Revenue by Region

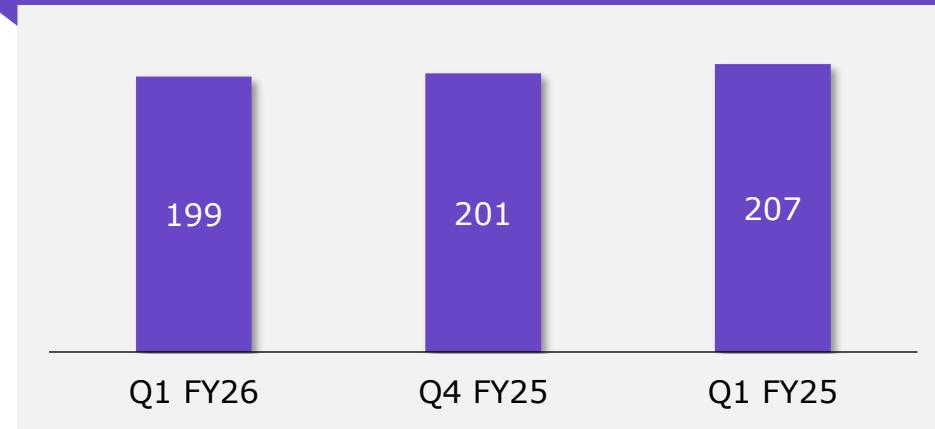


Digital Revenue (INR Mn) & % Share

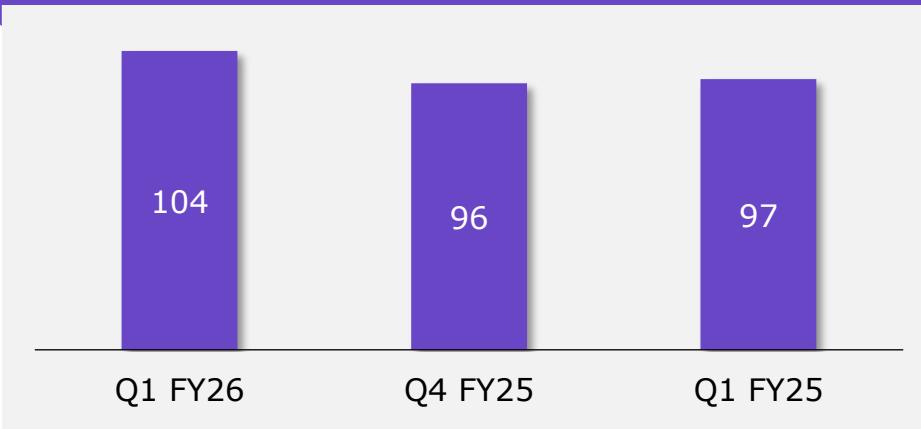


Consolidated Financial Summary

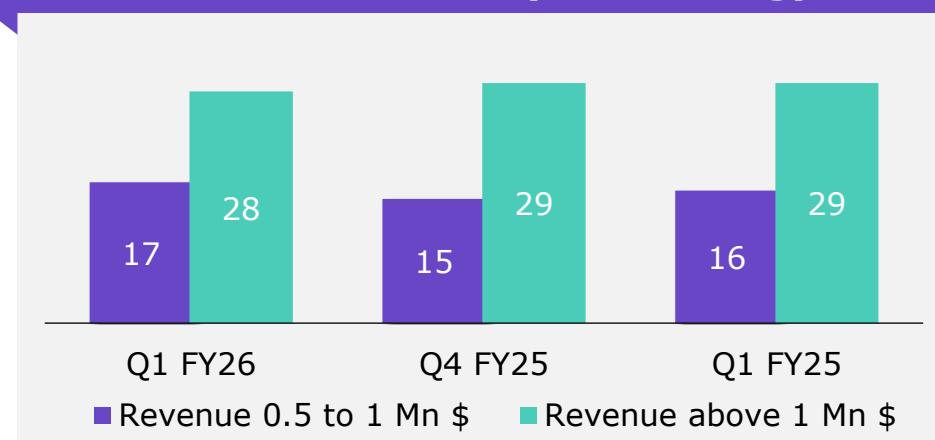
Active Clients



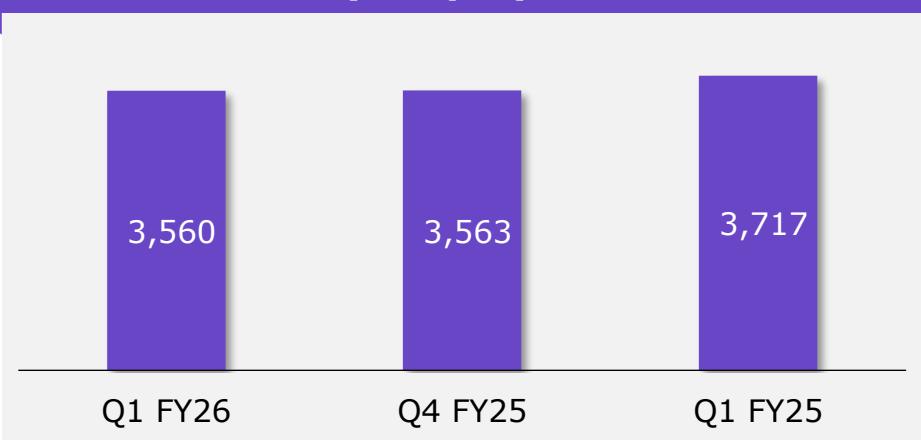
Debtors Days



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-25	31-Mar-25	QoQ Growth	30-Jun-24	YoY Growth
		Q1 FY26	Q4 FY25		Q1 FY25	
Net Sales / Income from Operation						
1	Income	2,596.5	2,558.0	1.5%	2,521.7	3.0%
2	Expenditure					
(a)	Employee Cost	1,649.6	1,608.8	2.5%	1,479.5	11.5%
(b)	Depreciation	76.7	80.5	-4.7%	93.6	-18.1%
(c)	Other Expenditure	639.6	549.1	16.5%	644.7	-0.8%
(d)	Total Expenditure	2,365.9	2,238.5	5.7%	2,217.9	6.7%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	230.6	319.5	-27.8%	303.8	-24.1%
4 (a)	Other Income from Operations	24.5	-	0.0%	-	0.0%
4 (b)	Other Income regular	44.9	30.3	48.2%	22.0	104.6%
5	Profit before Interest and Exceptional Items (3+4)	300.0	349.8	-14.2%	325.7	-7.9%
6	Finance Cost	6.4	9.4		6.8	
7	Exchange Gain/(loss)	(10.0)	14.8		(9.4)	
8	Profit after Interest but before Exceptional Items (5-6+7)	283.6	355.2	-20.2%	309.5	-8.4%
9	Exceptional Items				-	
10	Profit(+) / Loss (-) from Ordinary Activities before Tax (8+9)	283.6	355.2	-20.2%	309.5	-8.4%
11	Tax Expenses	79.3	114.5	-30.7%	70.5	12.5%
12	Net Profit(+) / Loss (-) from Ordinary Activities after Tax (10-11)	204.2	240.8	-15.2%	239.0	-14.6%
13	Extraordinary Items (net of tax expense Rs.)					
14	Net Profit(+) / Loss (-) for the Period (12-13)	204.2	240.8	-15.2%	239.0	-14.6%
15	Other Comprehensive Income	42.9	(4.6)		(1.8)	
16	Total Comprehensive Income for the period (14+15)	247.2	236.2	4.7%	237.2	4.2%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.16	15.51	-15.2%	15.40	-14.6%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.16	15.51	-15.2%	15.40	-14.6%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



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