

Earnings Presentation

Q2 FY24

9TH NOVEMBER 2023

[expleo]

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Agenda



Performance Review



Consolidated Financial Summary



Operating Metrics



Consolidated Quarterly P&L

Consolidated Q2FY24 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,341 million vs Rs 2,251 million, up by 4%
- Total Income was Rs 2,357 million vs Rs 2,268 million, up by 3.9%

Profit:

- EBITDA stood at Rs 354 million vs Rs 346 million in Q1FY24, up by 2.5%
- EBITDA margin of 15.1% in Q2FY24 as against 15.4% in Q1FY24
- PAT was at Rs 200 million vs Rs 201 million in Q1FY24
- PAT margin of 8.5% in Q2FY24 as against 8.9% in Q1FY24
- Basic EPS at Rs 13.22 in Q2FY24 as against Rs 13.01 in Q1FY24

Cash:

- Net cash position stood at Rs 1,294 million vs Rs 1,640 million for Q1FY24

Consolidated Q2FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,341 million vs Rs 2,196 million, up by 6.6%
- Total Income was Rs 2,357 million vs Rs 2,210 million, up by 6.7%

Profit:

- EBITDA stood at Rs 354 million vs Rs 473 million in Q2FY23
- EBITDA margin of 15.1% in Q2FY24 as against 21.5% in Q2FY23
- PAT was at Rs 200 million vs Rs 274 million in Q2FY23
- PAT margin of 8.5% in Q2FY24 as against 12.4% in Q2FY23
- Basic EPS at Rs 13.22 in Q2FY24 as against Rs 17.08 in Q2FY23

Cash:

- Net cash position stood at Rs 1,294 million vs Rs 1,294 million for Q2FY23

Consolidated H1FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 4,592 million vs Rs 4,320 million, up by 6.3%
- Total Income was Rs 4,625 million vs Rs 4,342 million, up by 6.5%

Profit:

- EBITDA stood at Rs 700 million vs Rs 849 million in H1FY23
- EBITDA margin of 15.2% in H1FY24 as against 19.6% in H1FY23
- PAT was at Rs 401 million vs Rs 509 million in H1FY23
- PAT margin of 8.7% in H1FY24 as against 11.7% in H1FY23
- Basic EPS at Rs 26.23 in H1FY24 as against Rs 31.87 in H1FY23

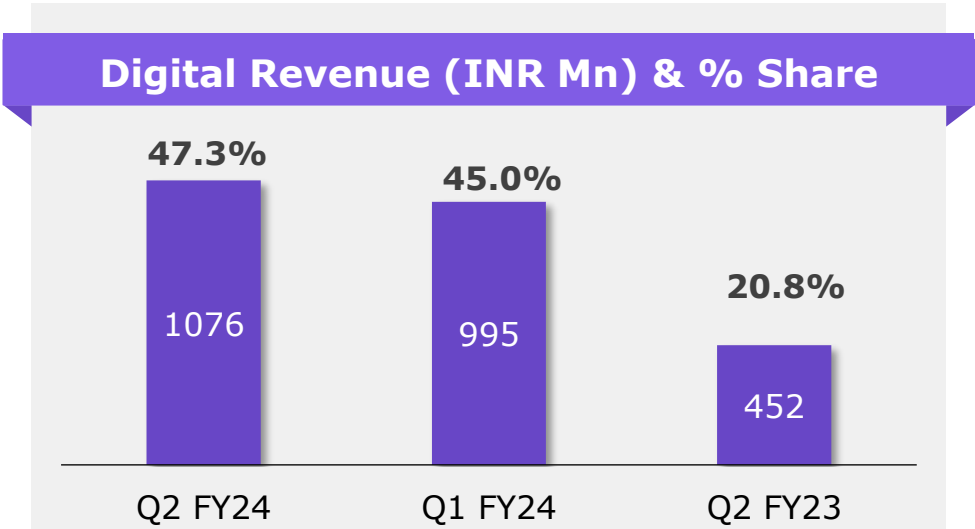
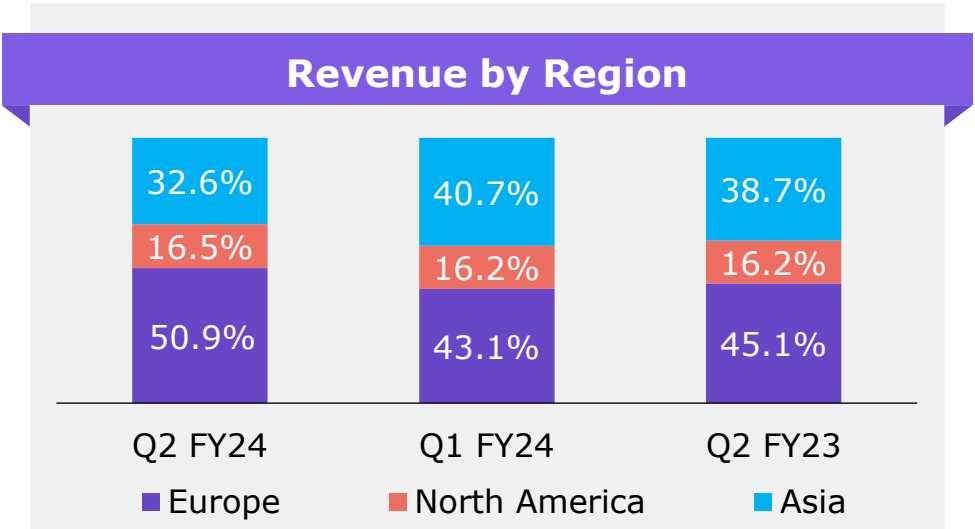
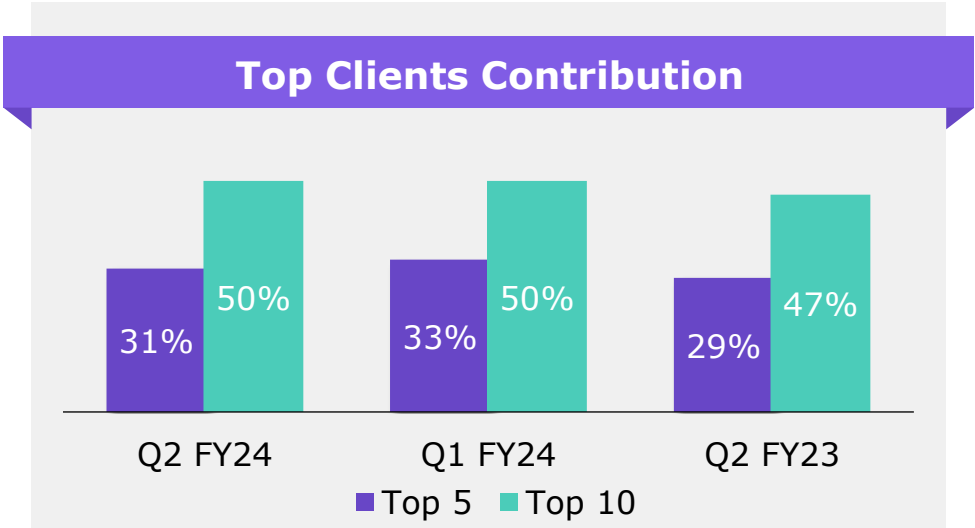
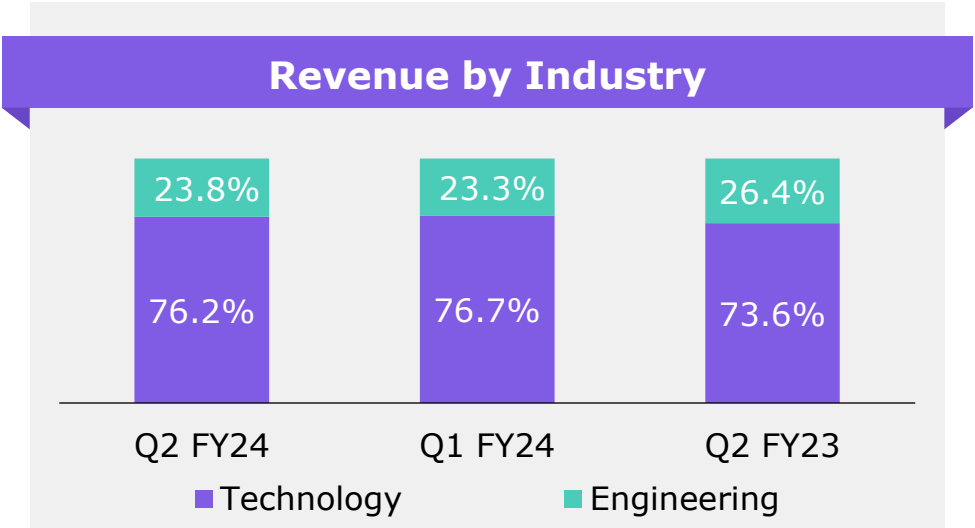
Cash:

- Net cash position stood at Rs 1,294 million vs Rs 1,294 million for H1FY23

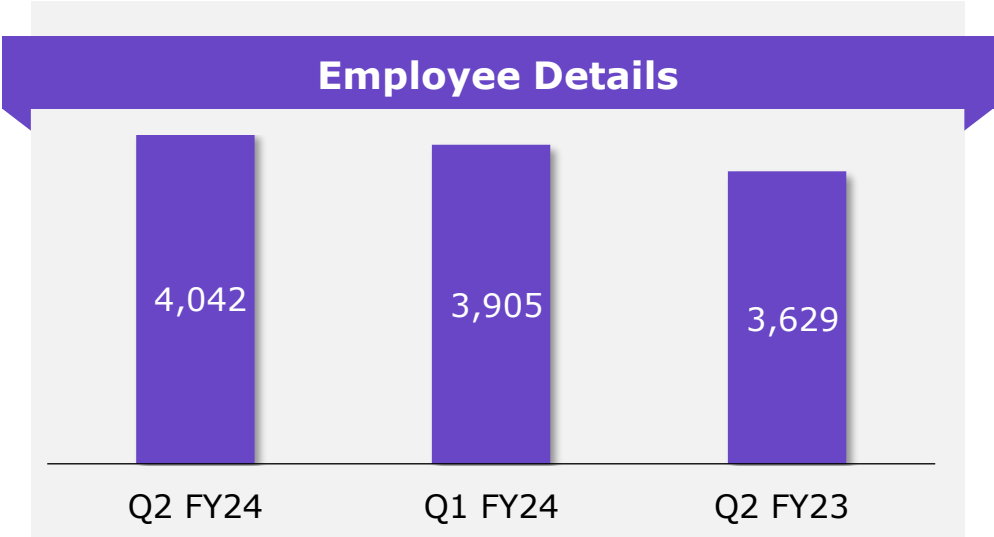
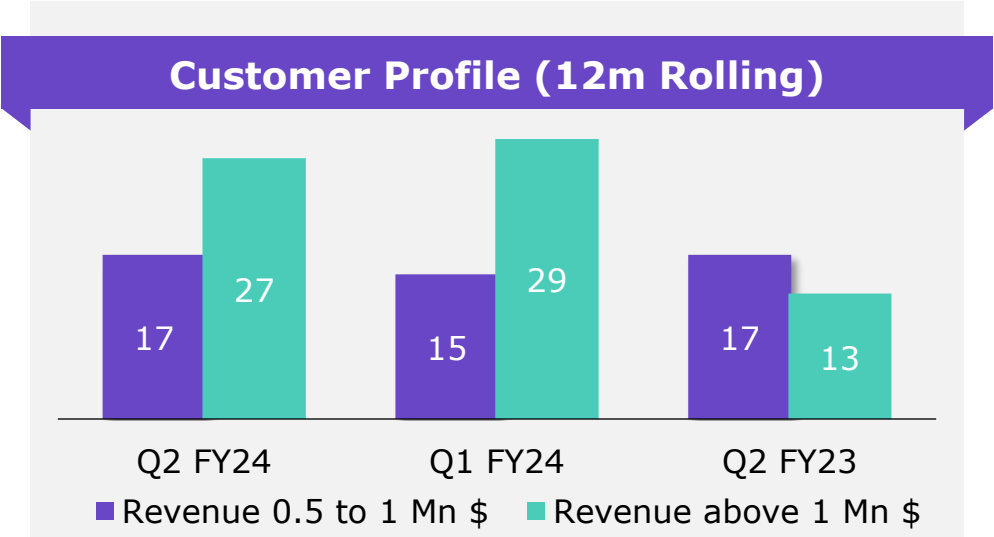
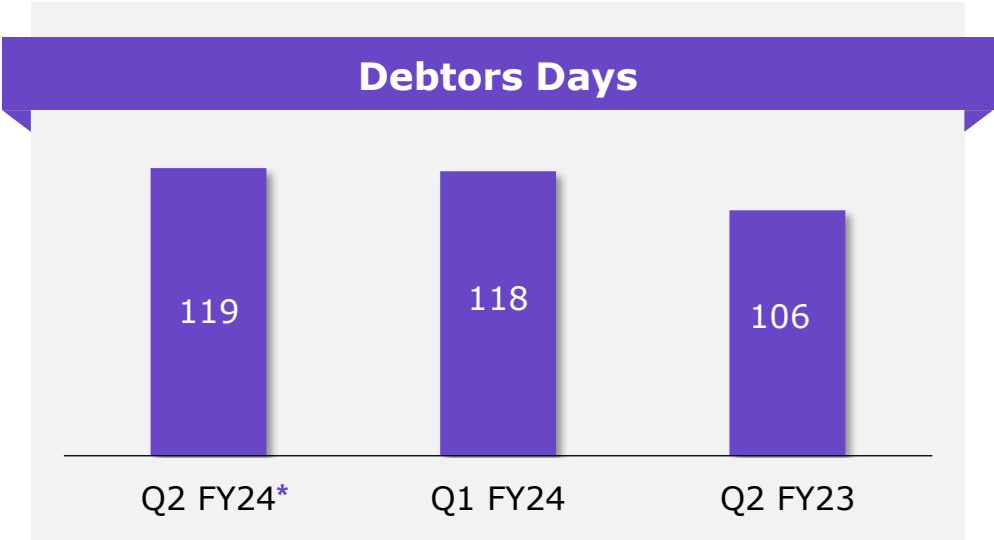
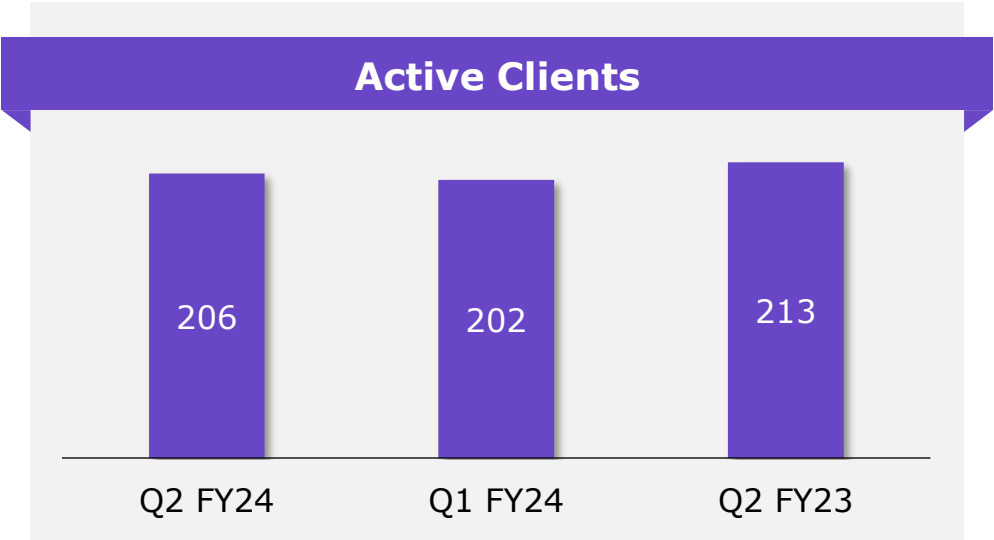
Consolidated Financial Summary

Particulars	Metrics	30-Sep-23	30-Jun-23	QoQ Growth	30-Sep-22	YoY Growth	30-Sep-23	30-Sep-22	YoY Growth
		Q2 FY24	Q1 FY24		Q2 FY23		H1 FY24	H1 FY23	
Revenue (Rs Million)	Total Revenue	2,357.3	2,268.0	3.9%	2,210.1	6.7%	4,625.3	4,342.1	6.5%
	Net Revenue	2,341.1	2,251.2	4.0%	2,196.1	6.6%	4,592.3	4,320.1	6.3%
Profit (Rs Million)	EBITDA	354.4	345.6	2.5%	472.7	-25.0%	700.0	848.8	-17.5%
	<i>PBT Before Forex Gain / Loss</i>	283.8	275.6	3.0%	414.8	-31.6%	559.3	728.9	-23.3%
	PBT	268.4	258.6	3.8%	388.5	-30.9%	527.0	695.2	-24.2%
	PAT (Before OCI)	205.1	201.9	1.6%	265.0	-22.6%	407.0	494.6	-17.7%
	Total Comprehensive Income	200.4	200.9	-0.2%	274.0	-26.9%	401.3	509.1	-21.2%
Margin (%)	<i>EBITDA</i>	15.1%	15.4%		21.5%		15.2%	19.6%	
	<i>PBT Before Forex Gain / Loss</i>	12.0%	12.1%		18.8%		12.1%	16.8%	
	<i>PBT</i>	11.4%	11.4%		17.6%		11.4%	16.0%	
	<i>PAT (Before OCI)</i>	8.7%	8.9%		12.0%		8.8%	11.4%	
	<i>Total Comprehensive Income</i>	8.5%	8.9%		12.4%		8.7%	11.7%	
EPS (Rs)	Basic	13.22	13.01	1.6%	17.08	-22.6%	26.23	31.87	-17.7%
	Diluted	13.22	13.01	1.6%	17.08	-22.6%	26.23	31.87	-17.7%

Consolidated Financial Summary



Consolidated Financial Summary



Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-23 Q2 FY24	30-Jun-23 Q1 FY24	QoQ Growth	30-Sep-22 Q2 FY23	YoY Growth	30-Sep-23 H1 FY24	30-Sep-22 H1 FY23	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,341.1	2,251.2	4.0%	2,196.1	6.6%	4,592.3	4,320.1	6.3%
2	Expenditure								
(a)	Employee Cost	1,386.3	1,340.1	3.4%	1,170.7	18.4%	2,726.4	2,348.8	16.1%
(b)	Depreciation	80.8	80.6	0.3%	69.4	16.6%	161.4	136.5	18.3%
(c)	Other Expenditure	600.4	565.5	6.2%	552.7	8.6%	1,165.9	1,122.5	3.9%
(d)	Total Expenditure	2,067.6	1,986.2	4.1%	1,792.7	15.3%	4,053.8	3,607.8	12.4%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	273.6	265.0	3.2%	403.4	-32.2%	538.5	712.3	-24.4%
4	Other Income	16.2	16.8	-3.6%	14.0	15.5%	33.0	22.0	50.1%
5	Profit before Interest and Exceptional Items (3+4)	289.8	281.8	2.8%	417.4	-30.6%	571.6	734.3	-22.2%
6	Finance Cost	6.0	6.3		2.6		12.3	5.4	
7	Exchange Gain/(loss)	(15.3)	(17.0)		(26.3)		(32.3)	(33.7)	
8	Profit after Interest but before Exceptional Items (5-6+7)	268.4	258.6	3.8%	388.5	-30.9%	527.0	695.2	-24.2%
9	Exceptional Items		-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	268.4	258.6	3.8%	388.5	-30.9%	527.0	695.2	-24.2%
11	Tax Expenses	63.3	56.7	11.6%	123.5	-48.8%	120.0	200.6	-40.2%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	205.1	201.9	1.6%	265.0	-22.6%	407.0	494.6	-17.7%
13	Extraordinary Items (net of tax expense Rs.)		-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	205.1	201.9	1.6%	265.0	-22.6%	407.0	494.6	-17.7%
15	Other Comprehensive Income	(4.7)	(1.0)		9.0		(5.7)	14.5	
16	Total Comprehensive Income for the period (14+15)	200.4	200.9	-0.2%	274.0	-26.9%	401.3	509.1	-21.2%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.22	13.01	1.61%	17.08	-22.59%	26.23	31.87	-17.7%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.22	13.01	1.61%	17.08	-22.59%	26.23	31.87	-17.7%

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