

Earnings Presentation

Q3 FY25

6TH FEBRUARY 2025

[expleo]

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Agenda



Performance Review



Consolidated Financial Summary



Operating Metrics



Consolidated Quarterly P&L

Consolidated Q3FY25 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,576 million vs Rs 2,593 million, down by 0.6%
- Total Income was Rs 2,604 million vs Rs 2,719 million, down by 4.2%

Profit:

- Adjusted EBITDA stood at Rs 436 million vs Rs 423 million in Q2FY25, up by 3.2%
- Adjusted EBITDA margin of 16.9% in Q3FY25 as against 16.3% in Q2FY25
- PAT was at Rs 193 million vs Rs 357 million in Q2FY25, down by 46.1%
- PAT margin of 7.4% in Q3FY25 as against 13.1% in Q2FY25
- Basic EPS at Rs 12.75 in Q3FY25 as against Rs 22.86 in Q2FY25, down by 44.3%

Cash:

- Net cash position stood at Rs 3,501 million vs Rs 2,762 million for Q2FY25

**Note:*

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

Consolidated Q3FY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,576 million vs Rs 2,502 million, up by 2.9%
- Total Income was Rs 2,604 million vs Rs 2,615 million, down by 0.4%

Profit:

- Adjusted EBITDA stood at Rs 436 million vs Rs 385 million in Q3FY24, up by 13.5%
- Adjusted EBITDA margin of 16.9% in Q3FY25 as against 15.4% in Q3FY24
- PAT was at Rs 193 million vs Rs 338 million in Q3FY24, down by 43.0%
- PAT margin of 7.4% in Q3FY25 as against 12.9% in Q3FY24
- Basic EPS at Rs 12.75 in Q3FY25 as against Rs 21.93 in Q3FY24, down by 41.9%

Cash:

- Net cash position stood at Rs 3,501 million vs Rs 2,117 million for Q3FY24

**Note:*

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

Consolidated 9MFY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 7,690 million vs Rs 7,095 million, up by 8.4%
- Total Income was Rs 7,807 million vs Rs 7,208 million, up by 8.3%

Profit:

- Adjusted EBITDA stood at Rs 1,257 million vs Rs 1,085 million in 9MFY24, up by 15.9%
- Adjusted EBITDA margin of 16.3% in 9MFY25 as against 15.3% in 9MFY24
- PAT was at Rs 787 million vs Rs 739 million in 9MFY24, down by 6.4%
- PAT margin of 10.1% in 9MFY25 as against 10.3% in 9MFY24
- Basic EPS at Rs 51.01 in 9MFY25 as against Rs 48.16 in 9MFY24, up by 5.9%

Cash:

- Net cash position stood at Rs 3,501 million vs Rs 2,117 million for 9MFY24

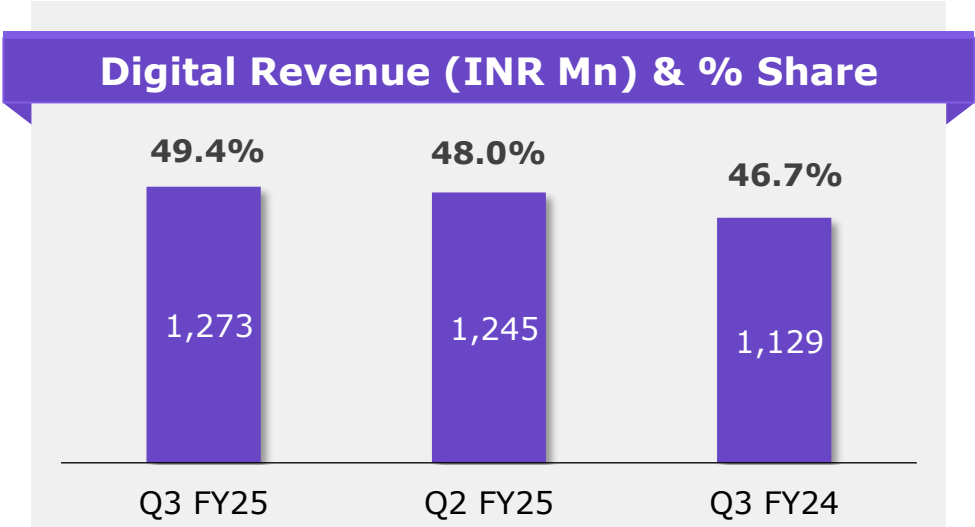
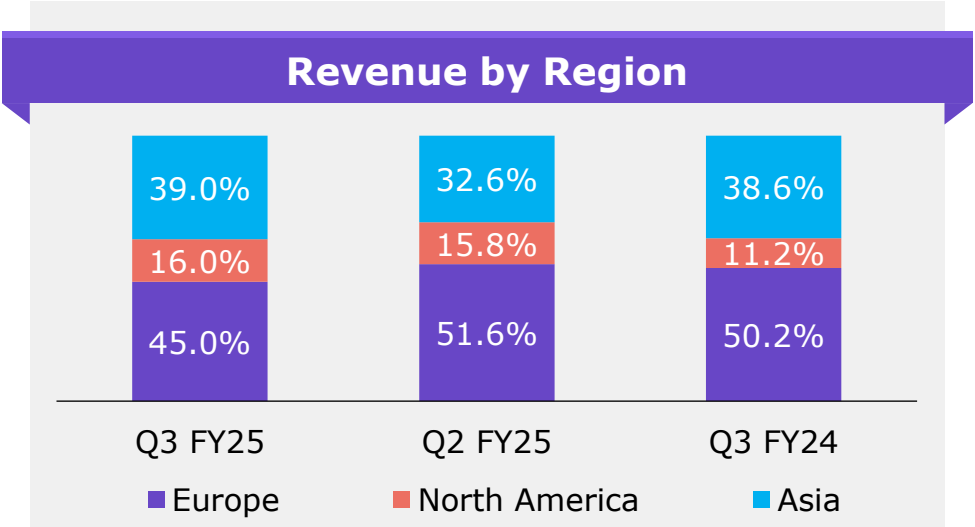
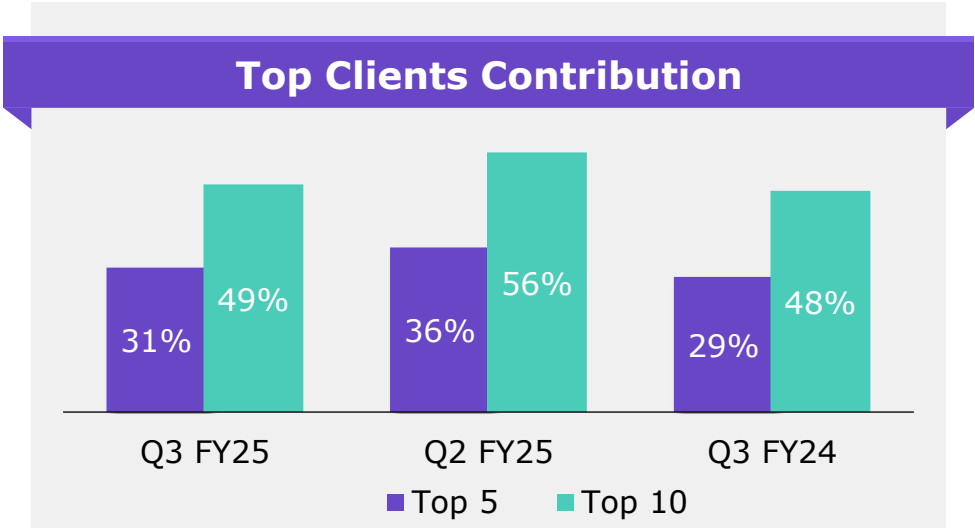
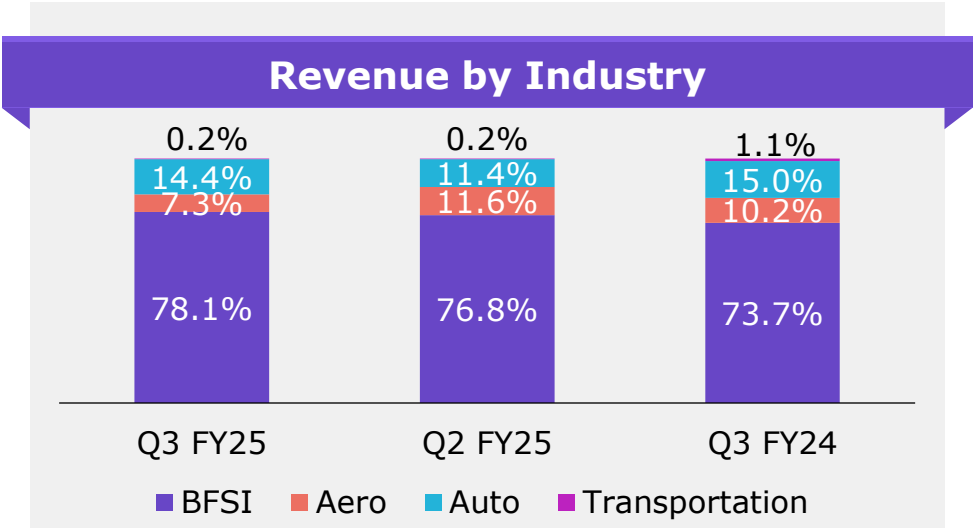
**Note:*

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

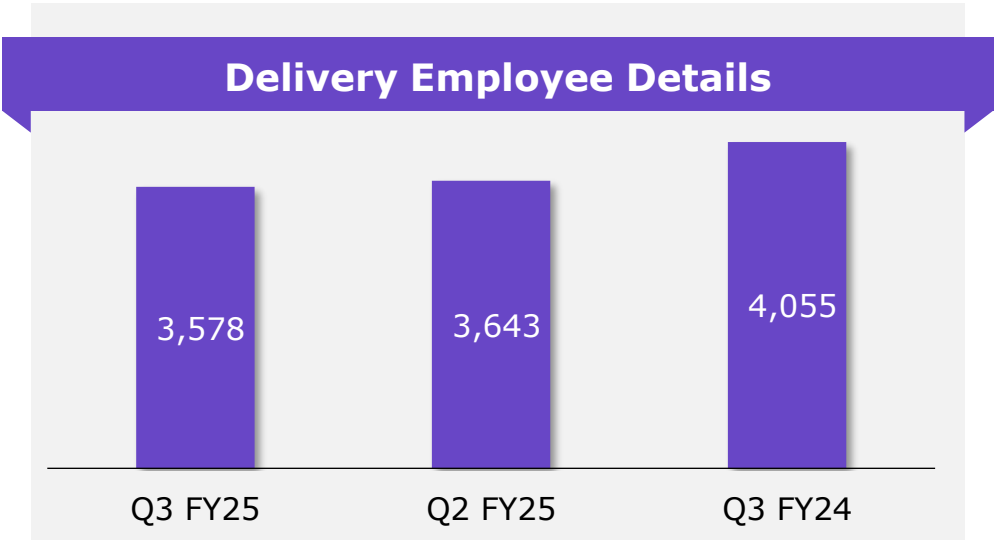
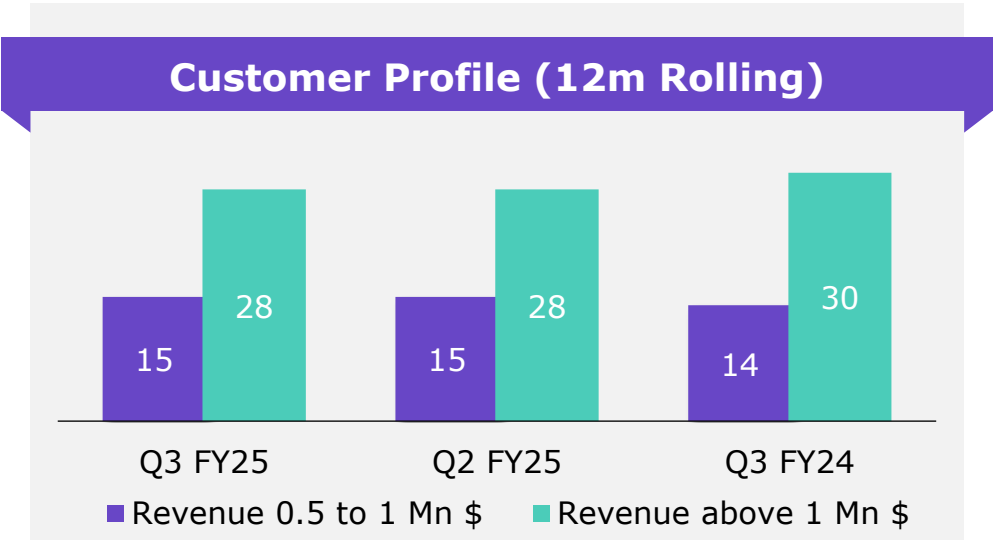
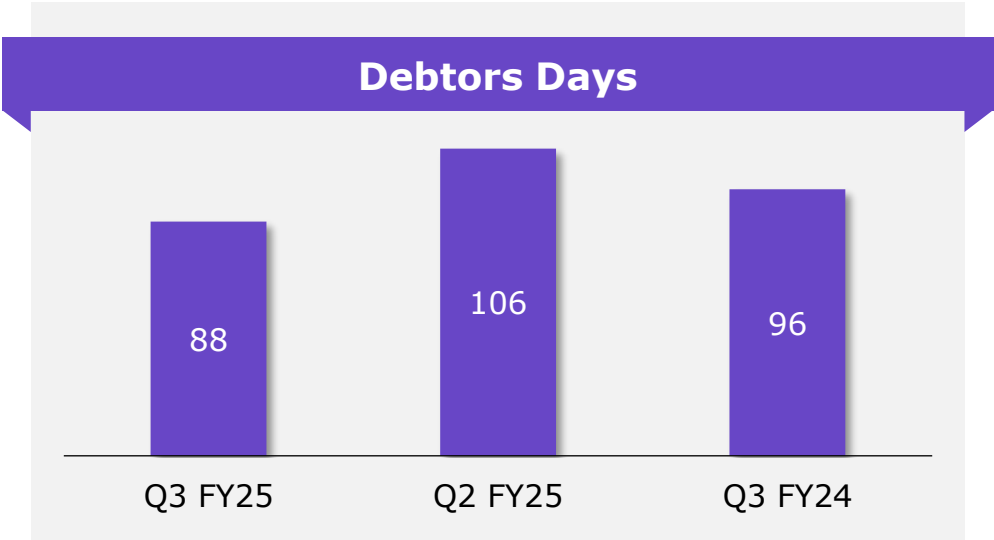
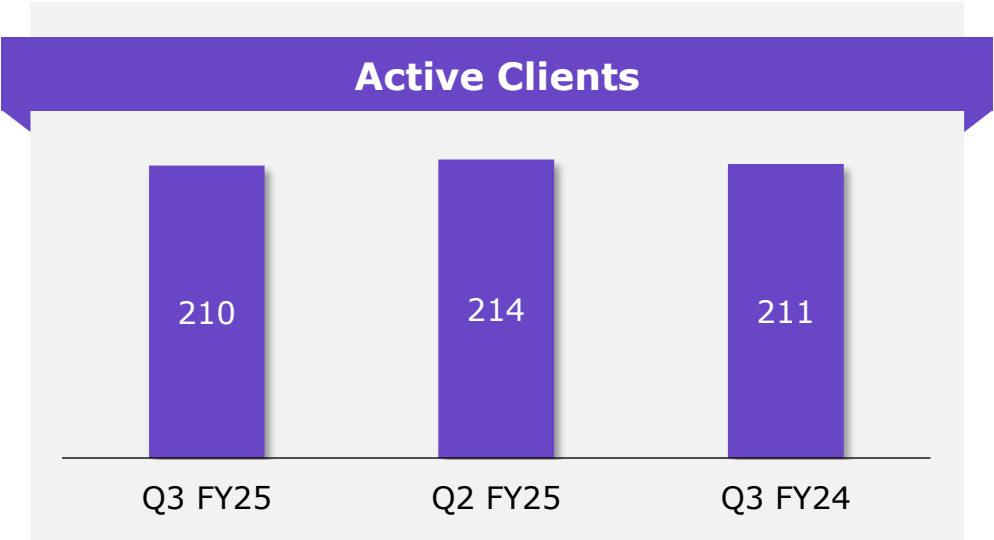
Consolidated Financial Summary

Particulars Metrics		31-Dec-24	30-Sep-24	QoQ Growth	31-Dec-23	YoY Growth	31-Dec-24	31-Dec-23	YoY Growth
		Q3 FY25	Q2 FY25		Q3 FY24		9M FY25	9M FY24	
Revenue (Rs Million)	Total Revenue	2,604.4	2,719.4	-4.2%	2,615.1	-0.4%	7,806.9	7,208.1	8.3%
	Net Revenue	2,575.8	2,592.6	-0.6%	2,502.3	2.9%	7,690.0	7,094.6	8.4%
Profit (Rs Million)	Adjusted EBITDA	436.4	422.8	3.2%	384.6	13.5%	1,256.6	1,084.6	15.9%
	PBT Before Forex Gain / Loss	334.0	348.6	-4.2%	313.1	6.7%	1,001.5	872.4	14.8%
	PBT	283.0	444.7	-36.4%	406.8	-30.4%	1,037.2	933.8	11.1%
	PAT (Before OCI)	197.8	354.8	-44.3%	340.4	-41.9%	791.7	747.4	5.9%
	Total Comprehensive Income	192.5	357.0	-46.1%	337.8	-43.0%	786.7	739.2	6.4%
Margin (%)	Adjusted EBITDA	16.9%	16.3%		15.4%		16.3%	15.3%	
	PBT Before Forex Gain / Loss	12.8%	12.8%		12.0%		12.8%	12.1%	
	PBT	10.9%	16.4%		15.6%		13.3%	13.0%	
	PAT (Before OCI)	7.6%	13.0%		13.0%		10.1%	10.4%	
	Total Comprehensive Income	7.4%	13.1%		12.9%		10.1%	10.3%	
EPS (Rs)	Basic	12.75	22.86	-44.3%	21.93	-41.9%	51.01	48.16	5.9%
	Diluted	12.75	22.86	-44.3%	21.93	-41.9%	51.01	48.16	5.9%

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)	31-Dec-24 Q3 FY25	30-Sep-24 Q2 FY25	QoQ Growth	31-Dec-23 Q3 FY24	YoY Growth	31-Dec-24 9M FY25	31-Dec-23 9M FY24	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,575.8	2,592.6	-0.6%	2,502.3	2.9%	7,690.0	7,094.6	8.4%
2	Expenditure								
(a)	Employee Cost	1,466.6	1,523.7	-3.7%	1,461.3	0.4%	4,469.8	4,187.8	6.7%
(b)	Depreciation	123.7	95.2	29.9%	84.4	46.6%	312.5	245.8	27.1%
(c)	Other Expenditure	672.8	646.1	4.1%	656.3	2.5%	1,963.6	1,822.2	7.8%
(d)	Total Expenditure	2,263.1	2,265.0	-0.1%	2,202.0	2.8%	6,745.9	6,255.8	7.8%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	312.7	327.6	-4.5%	300.3	4.1%	944.1	838.8	12.5%
4	Other Income	28.6	30.7	-6.9%	19.1	49.8%	81.3	52.1	56.0%
5	Profit before Interest and Exceptional Items (3+4)	341.3	358.3	-4.7%	319.4	6.9%	1,025.4	890.9	15.1%
6	Finance Cost	7.3	9.7		6.3		23.8	18.5	
7	Exchange Gain/(loss)	(51.0)	96.1		93.7		35.6	61.4	
8	Profit after Interest but before Exceptional Items (5-6+7)	283.0	444.7	-36.4%	406.8	-30.4%	1,037.2	933.8	11.1%
9	Exceptional Items		-						
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	283.0	444.7	-36.4%	406.8	-30.4%	1,037.2	933.8	11.1%
11	Tax Expenses	85.2	89.8	-5.2%	66.4	28.2%	245.5	186.4	31.7%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	197.8	354.8	-44.3%	340.4	-41.9%	791.7	747.4	5.9%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (12-13)	197.8	354.8	-44.3%	340.4	-41.9%	791.7	747.4	5.9%
15	Other Comprehensive Income	(5.3)	2.2		(2.5)		(4.9)	(8.2)	
16	Total Comprehensive Income for the period (14+15)	192.5	357.0	-46.1%	337.8	-43.0%	786.7	739.2	6.4%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	12.75	22.86	-44.3%	21.93	-41.9%	51.01	48.16	5.9%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	12.75	22.86	-44.3%	21.93	-41.9%	51.01	48.16	5.9%

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