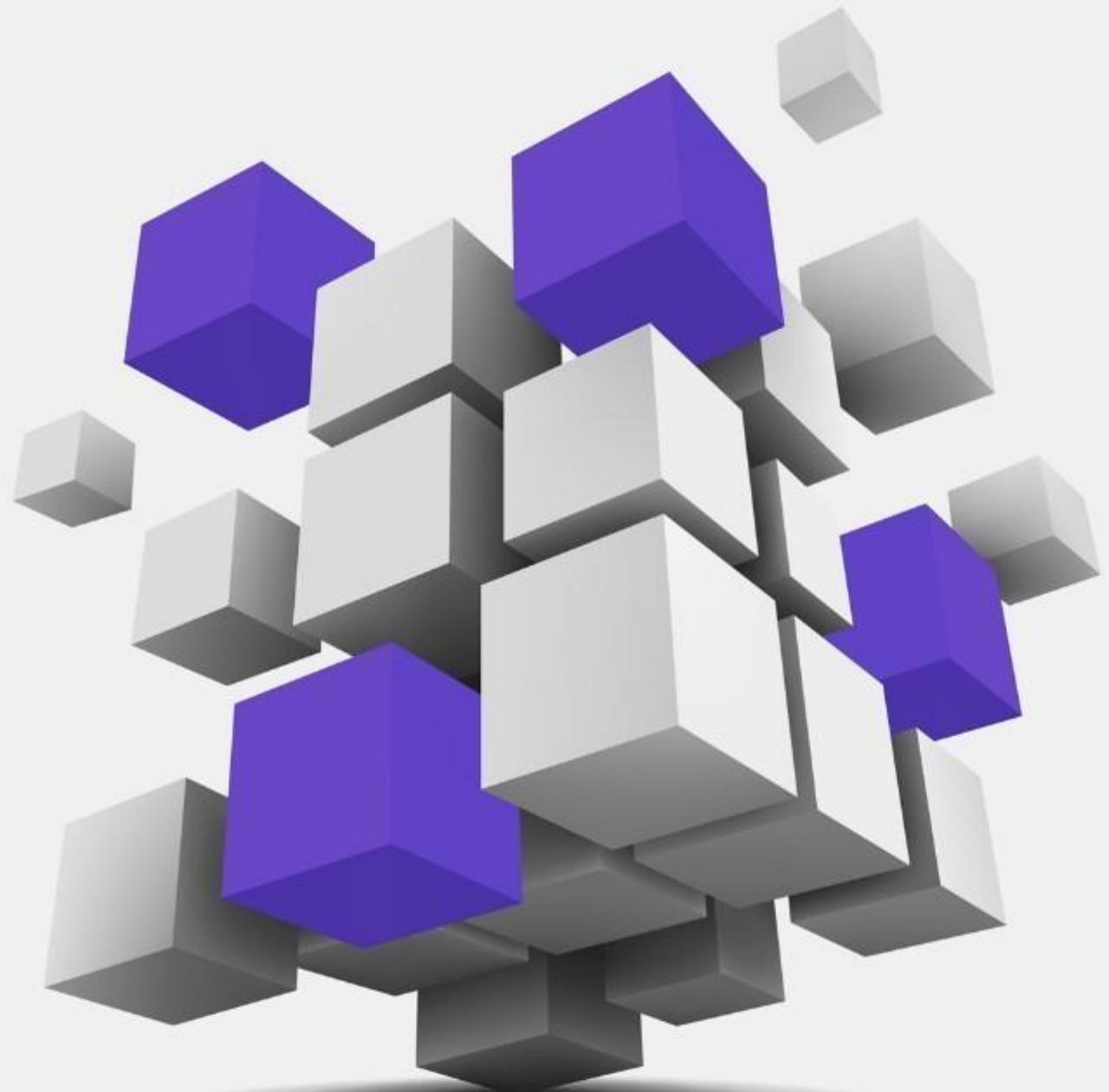


Earnings Presentation

Q3 FY25

6TH FEBRUARY 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 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:

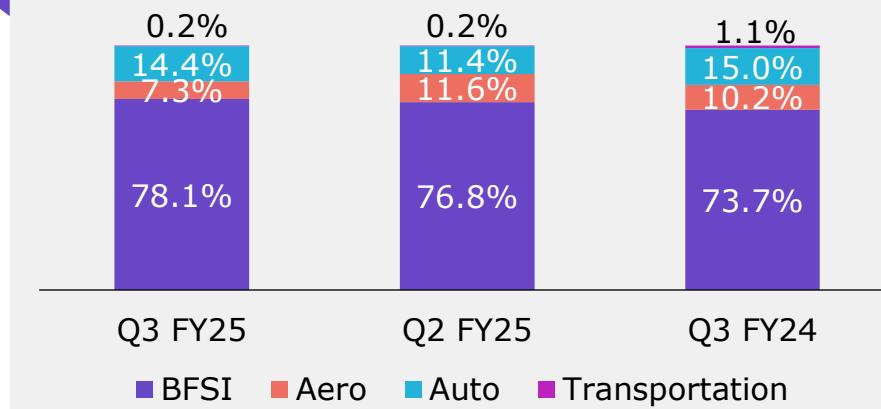
Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated Financial Summary

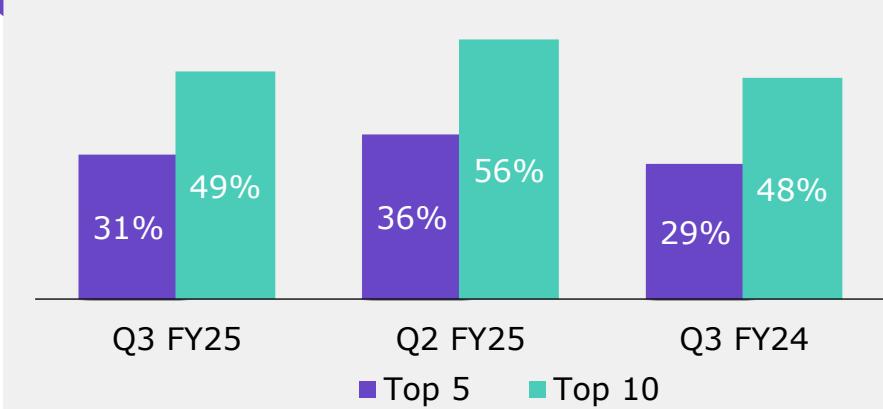
Particulars	Metrics	31-Dec-24	30-Sep-24	QoQ Growth	31-Dec-23	YoY Growth	31-Dec-24	31-Dec-23	YoY Growth
		Q3 FY25	Q2 FY25		Q3 FY24		9M FY25	9M FY24	
Revenue (Rs Million)	Total Revenue	2,604.4	2,719.4	-4.2%	2,615.1	-0.4%	7,806.9	7,208.1	8.3%
	Net Revenue	2,575.8	2,592.6	-0.6%	2,502.3	2.9%	7,690.0	7,094.6	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

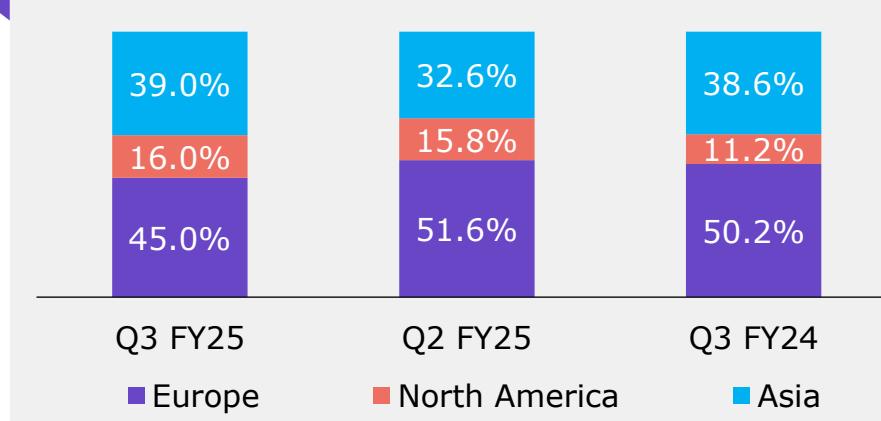
Revenue by Industry



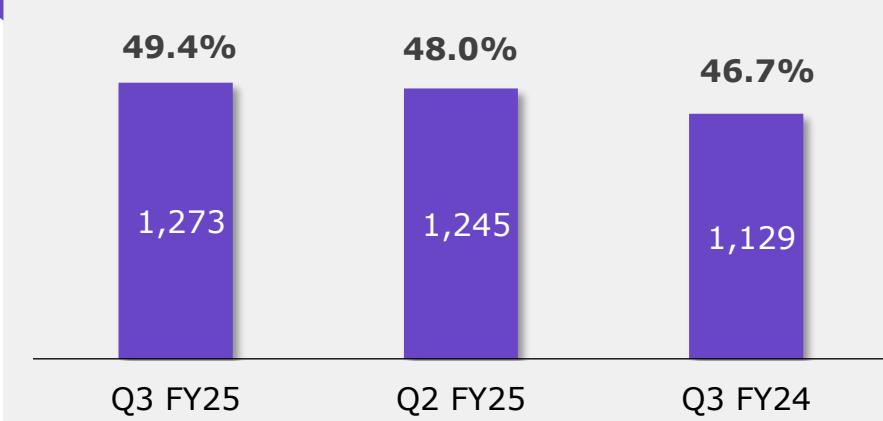
Top Clients Contribution



Revenue by Region

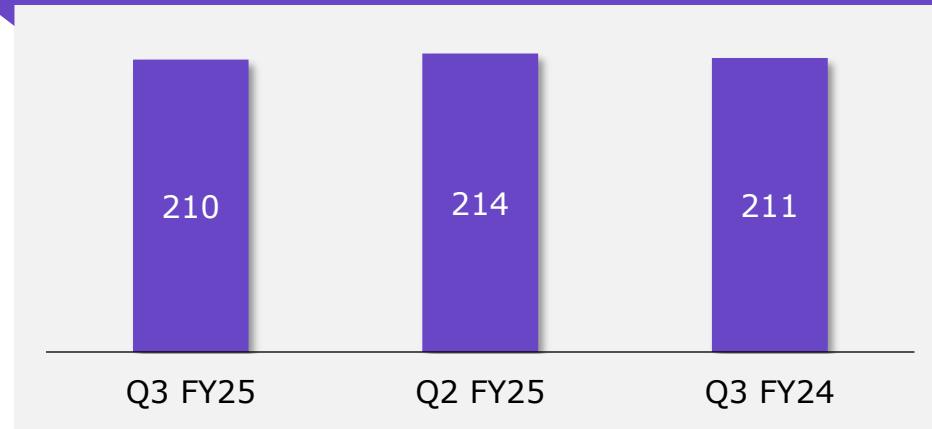


Digital Revenue (INR Mn) & % Share

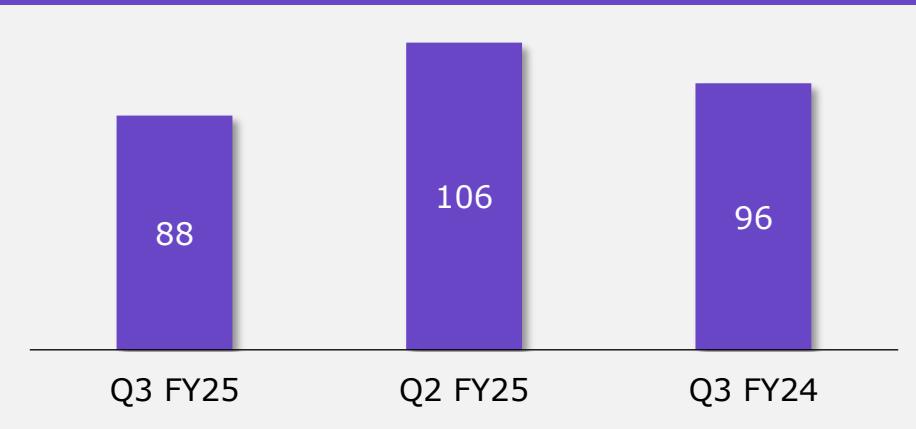


Consolidated Financial Summary

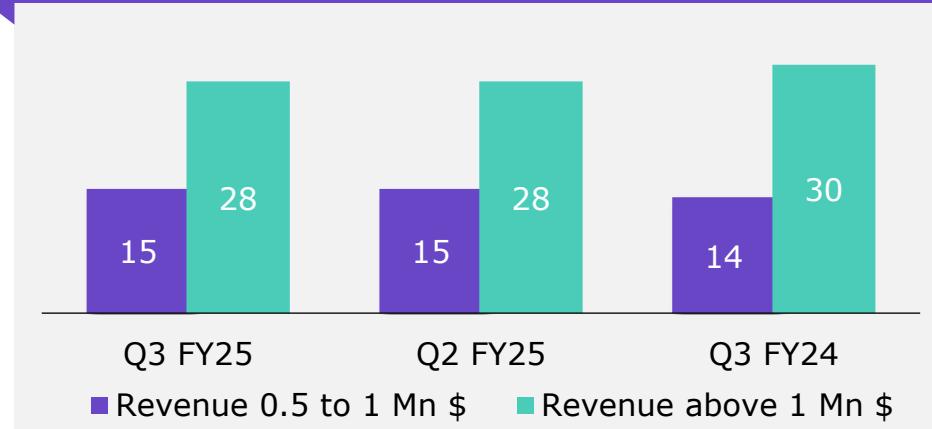
Active Clients



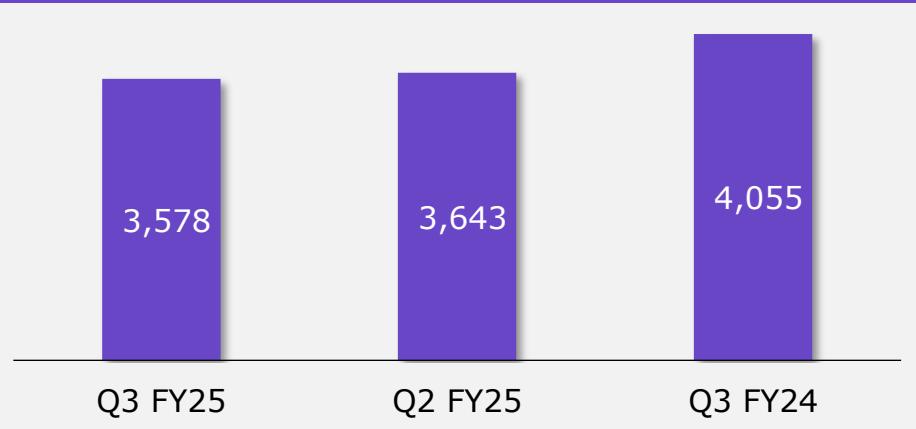
Debtors Days



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)	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	
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%

Our values

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Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



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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