

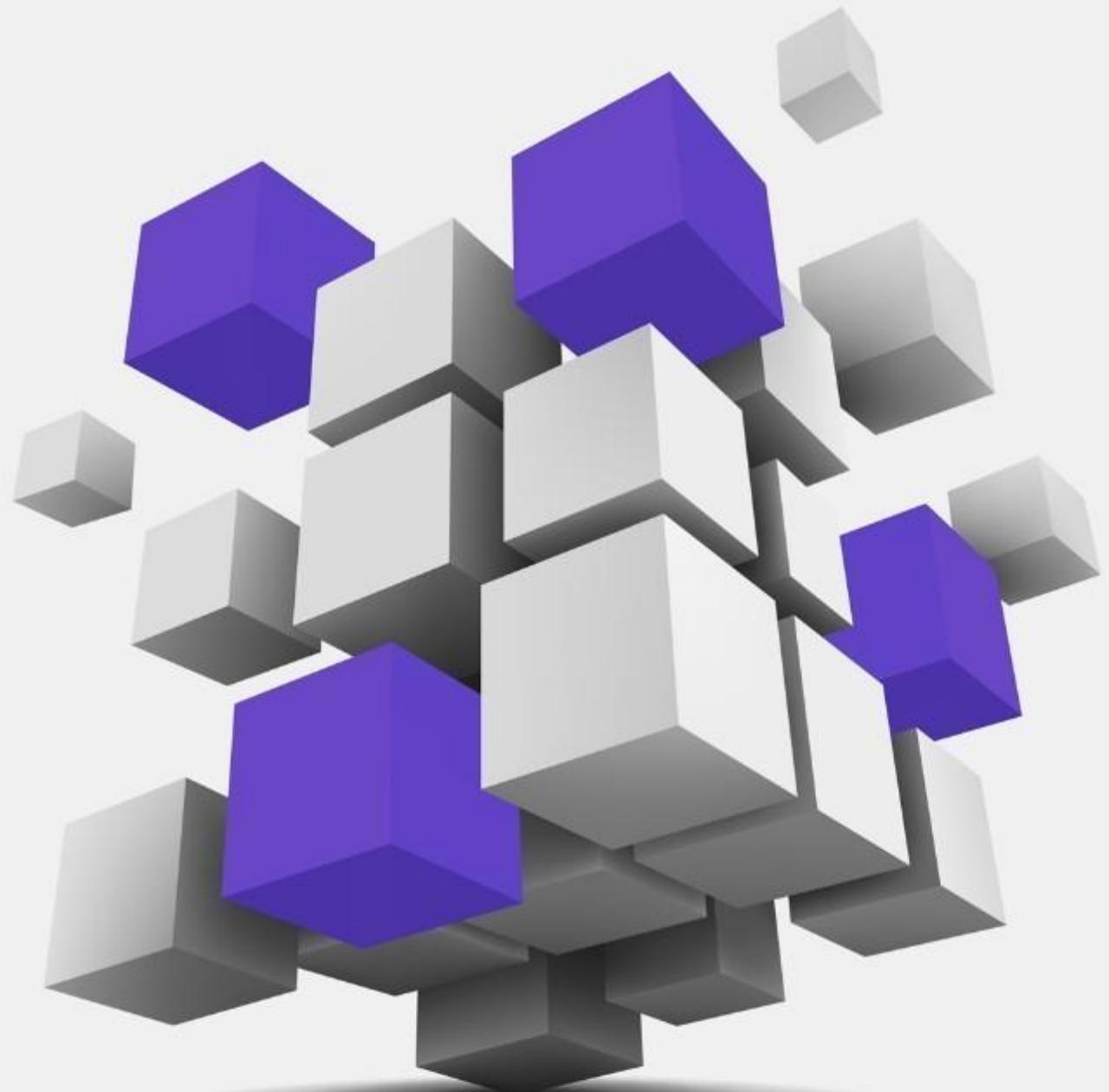
Earnings Presentation

Q4 FY24

23RD MAY 2024

(expleo)

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Safe Harbor

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Agenda



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

Consolidated Q4FY24 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,554 million vs Rs 2,502 million, up by 2.1%
- Total Income was Rs 2,572 million vs Rs 2,615 million, down by 1.6%

Profit:

- EBITDA stood at Rs 398 million vs Rs 385 million in Q3FY24
- EBITDA margin of 15.6% in Q4FY24 as against 15.4% in Q3FY24
- PAT was at Rs 148 million vs Rs 338 million in Q3FY24
- PAT margin of 5.7% in Q4FY24 as against 12.9% in Q3FY24
- Basic EPS at Rs 10.12 in Q4FY24 as against Rs 21.93 in Q3FY24

Cash:

- Net cash position stood at Rs 1,840 million vs Rs 2,117 million for Q3FY24

Consolidated Q4FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,554 million vs Rs 2,311 million, up by 10.5%
- Total Income was Rs 2,572 million vs Rs 2,349 million, up by 9.5%

Profit:

- EBITDA stood at Rs 398 million vs Rs 431 million in Q4FY23
- EBITDA margin of 15.6% in Q4FY24 as against 18.7% in Q4FY23
- PAT was at Rs 148 million vs Rs 290 million in Q4FY23
- PAT margin of 5.7% in Q4FY24 as against 12.3% in Q4FY23
- Basic EPS at Rs 10.12 in Q4FY24 as against Rs 18.73 in Q4FY23

Cash:

- Net cash position stood at Rs 1,840 million vs Rs 1,557 million for Q4FY23

Consolidated FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 9,649 million vs Rs 9,033 million, up by 6.8%
- Total Income was Rs 9,724 million vs Rs 9,194 million, up by 5.8%

Profit:

- EBITDA stood at Rs 1,483 million vs Rs 2,001 million in FY23
- EBITDA margin of 15.4% in FY24 as against 22.2% in FY23
- PAT was at Rs 887 million vs Rs 1,357 million in FY23
- PAT margin of 9.1% in FY24 as against 14.8% in FY23
- Basic EPS at Rs 58.27 in FY24 as against Rs 86.27 in FY23

Cash:

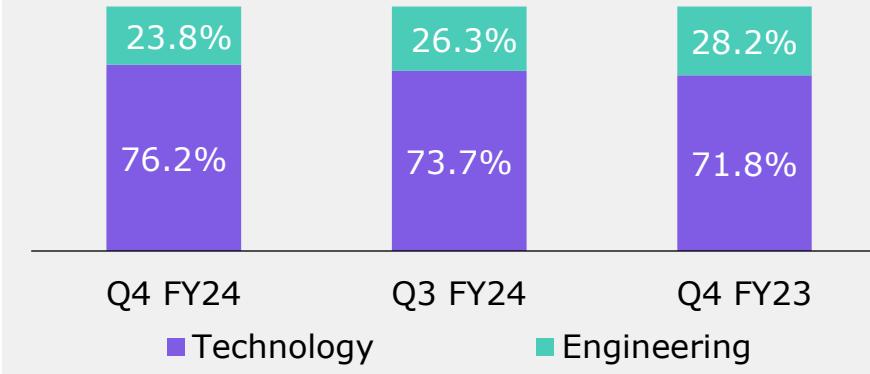
- Net cash position stood at Rs 1,840 million vs Rs 1,557 million for FY23

Consolidated Financial Summary

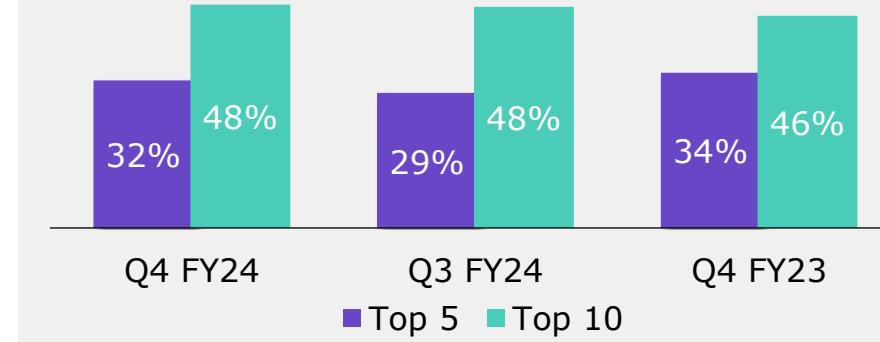
Particulars	Metrics	31-Mar-24	31-Dec-23	QoQ Growth	31-Mar-23	YoY Growth	31-Mar-24	31-Mar-23	YoY Growth
		Q4 FY24	Q3 FY24		Q4 FY23		12M FY 24	12M FY 23	
Revenue (Rs Million)	Total Revenue	2,572.2	2,615.1	-1.6%	2,349.4	9.5%	9,723.8	9,194.0	5.8%
	Net Revenue	2,554.1	2,502.3	2.1%	2,310.8	10.5%	9,648.7	9,033.0	6.8%
Profit (Rs Million)	EBITDA	398.2	384.6	3.5%	431.3	-7.7%	1,483.4	2,001.4	-25.9%
	PBT Before Forex Gain / Loss	317.9	313.1	1.5%	380.1	-16.4%	1,190.3	1,753.9	-32.1%
	PBT	261.9	406.8	-35.6%	393.0	-33.4%	1,195.7	1,861.1	-35.7%
	PAT (Before OCI)	157.0	340.4	-53.9%	290.6	-46.0%	904.4	1,338.9	-32.5%
	Total Comprehensive Income	147.6	337.9	-56.3%	289.5	-49.0%	886.8	1,356.5	-34.6%
Margin (%)	EBITDA	15.6%	15.4%		18.7%		15.4%	22.2%	
	PBT Before Forex Gain / Loss	12.4%	12.0%		16.2%		12.2%	19.1%	
	PBT	10.2%	15.6%		16.7%		12.3%	20.2%	
	PAT (Before OCI)	6.1%	13.0%		12.4%		9.3%	14.6%	
	Total Comprehensive Income	5.7%	12.9%		12.3%		9.1%	14.8%	
EPS (Rs)	Basic	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%
	Diluted	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%

Consolidated Financial Summary

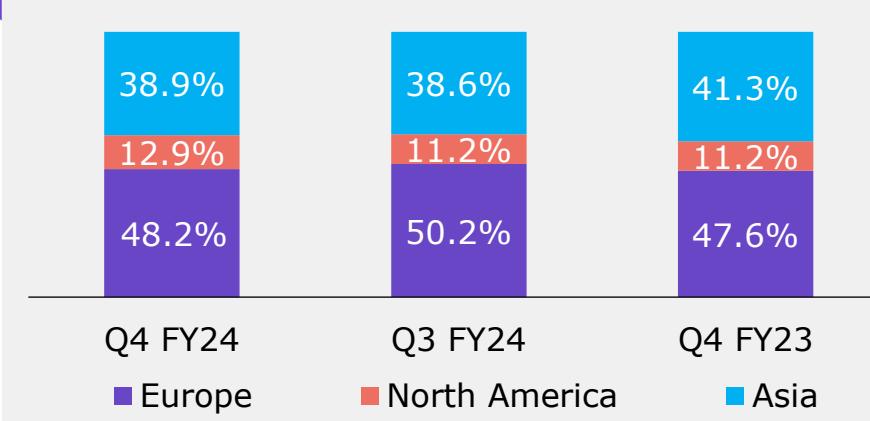
Revenue by Industry



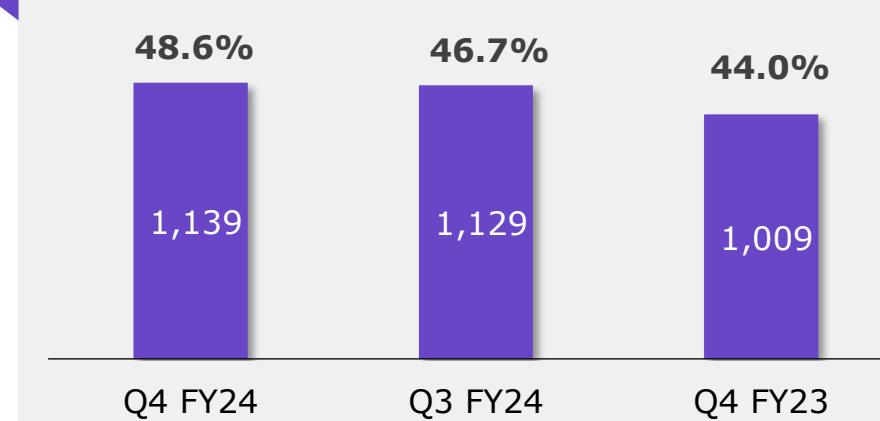
Top Clients Contribution



Revenue by Region

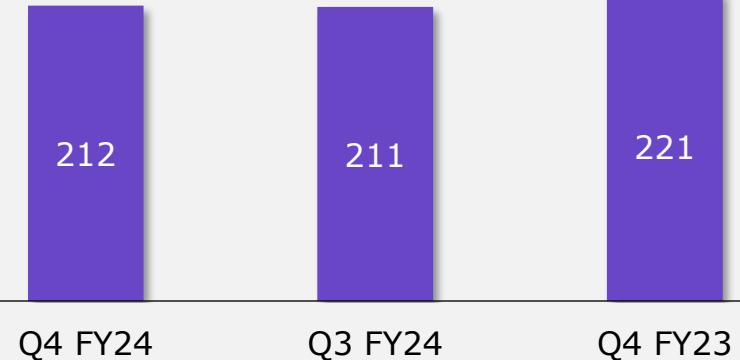


Digital Revenue (INR Mn) & % Share

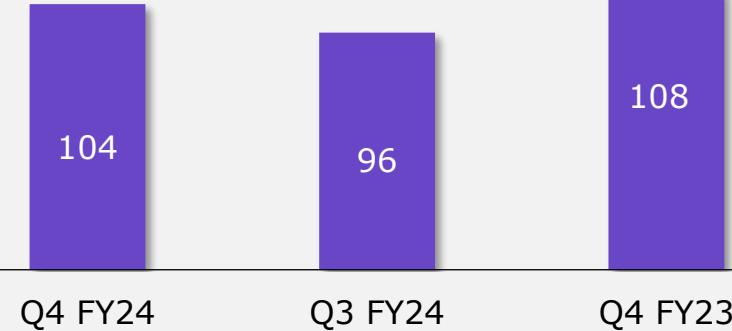


Consolidated Financial Summary

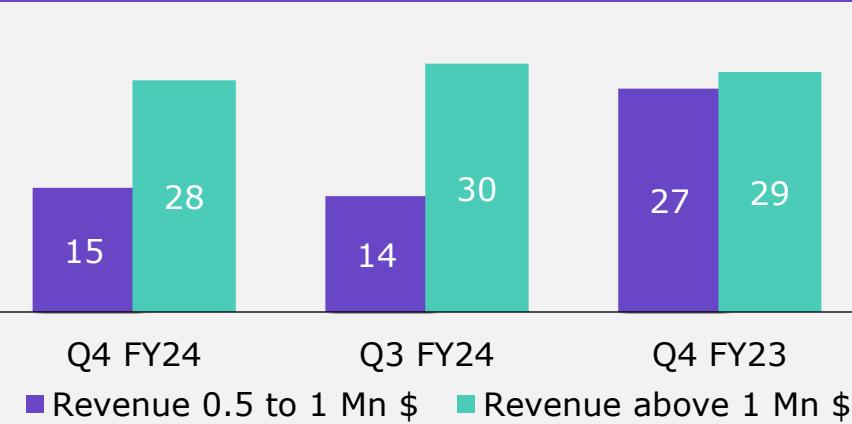
Active Clients



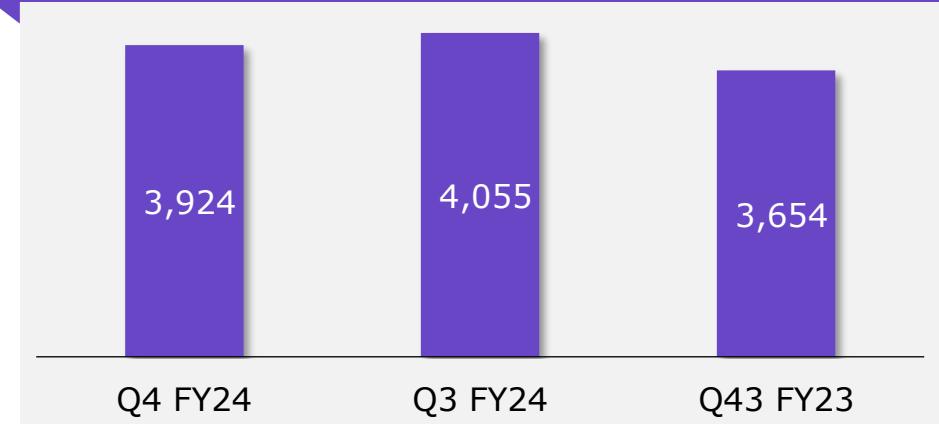
Debtors Days



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-Mar-24	31-Dec-23	QoQ Growth	31-Mar-23	YoY Growth	31-Mar-24	31-Mar-23	YoY Growth
		Q4 FY24	Q3 FY24		Q4 FY23		12M FY 24	12M FY 23	
Net Sales / Income from Operation									
1	Income	2,554.1	2,502.3	2.1%	2,310.8	10.5%	9,648.7	9,033.0	6.8%
2	Expenditure								
(a)	Employee Cost	1,560.6	1,461.3	6.8%	1,325.2	17.8%	5,748.4	4,798.9	19.8%
(b)	Depreciation	90.8	84.4	7.7%	72.1	26.0%	336.7	278.8	20.7%
(c)	Other Expenditure	595.3	656.3	-9.3%	554.2	7.4%	2,417.0	2,232.7	8.3%
(d)	Total Expenditure	2,246.8	2,202.0	2.0%	1,951.5	15.1%	8,502.0	7,310.4	16.3%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	307.3	300.3	2.4%	359.2	-14.4%	1,146.7	1,722.5	-33.4%
4	Other Income	18.1	19.1	-5.1%	25.7	-29.5%	69.7	53.9	29.3%
5	Profit before Interest and Exceptional Items (3+4)	325.5	319.4	1.9%	384.9	-15.4%	1,216.4	1,776.5	-31.5%
6	Finance Cost	7.6	6.3		4.8		26.1	22.6	
7	Exchange Gain/(loss)	(56.0)	93.7		12.9		5.4	107.2	
8	Profit after Interest but before Exceptional Items (5-6+7)	261.9	406.8	-35.6%	393.0	-33.4%	1,195.7	1,861.1	-35.7%
9	Exceptional Items								
10	Profit(+) / Loss (-) from Ordinary Activities before Tax (8+9)	261.9	406.8	-35.6%	393.0	-33.4%	1,195.7	1,861.1	-35.7%
11	Tax Expenses	104.9	66.4	57.9%	102.4	2.5%	291.4	522.2	-44.2%
12	Net Profit(+) / Loss (-) from Ordinary Activities after Tax (10-11)	157.0	340.4	-53.9%	290.6	-46.0%	904.4	1,338.9	-32.5%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+) / Loss (-) for the Period (12-13)	157.0	340.4	-53.9%	290.6	-46.0%	904.4	1,338.9	-32.5%
15	Other Comprehensive Income	(9.4)	(2.5)		(1.1)		(17.6)	17.7	
16	Total Comprehensive Income for the period (14+15)	147.6	337.9	-56.3%	289.5	-49.0%	886.8	1,356.5	-34.6%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



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