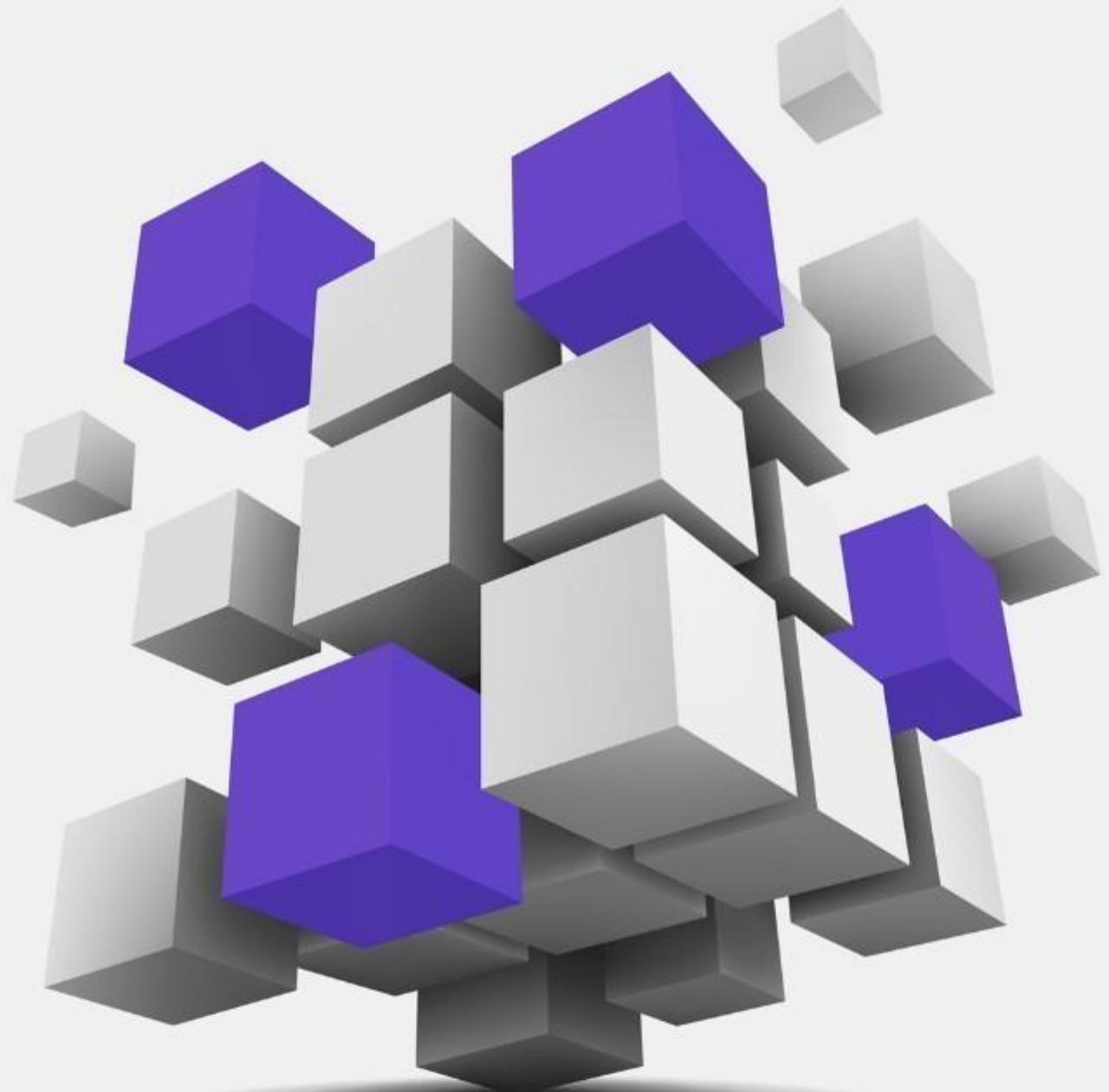


# Earnings Presentation

Q4 FY25

22<sup>ND</sup> MAY 2025



( expleo )

Think bold, act reliable

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# Agenda



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

# Consolidated Q4FY25 Q-o-Q Review

## Revenue:

- Operating Revenue was Rs 2,558 million vs Rs 2,576 million, marginally down by 0.7%
- Total Income was Rs 2,603 million vs Rs 2,604 million

## Profit:

- Adjusted EBITDA stood at Rs 400 million vs Rs 436 million in Q3FY25, down by 8.3%
- Adjusted EBITDA margin of 15.6% in Q4FY25 as against 16.9% in Q3FY25
- PAT was at Rs 236 million vs Rs 193 million in Q3FY25, up by 22.7%
- PAT margin of 9.1% in Q4FY25 as against 7.4% in Q3FY25
- Basic EPS at Rs 15.51 in Q4FY25 as against Rs 12.75 in Q3FY25, up by 21.7%

## Cash:

- Net cash position stood at Rs 2,294 million vs Rs 3,501 million for Q3FY25

\*Note:

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

# Consolidated Q4FY25 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 2,558 million vs Rs 2,554 million
- Total Income was Rs 2,603 million vs Rs 2,572 million, up by 1.2%

## Profit:

- Adjusted EBITDA stood at Rs 400 million vs Rs 398 million in Q4FY24
- Adjusted EBITDA margin of 15.6% in Q4FY25 as against 15.6% in Q4FY24
- PAT was at Rs 236 million vs Rs 148 million in Q4FY24, up by 60.0%
- PAT margin of 9.1% in Q4FY25 as against 5.7% in Q4FY24
- Basic EPS at Rs 15.51 in Q4FY25 as against Rs 10.12 in Q4FY24, up by 53.4%

## Cash:

- Net cash position stood at Rs 2,294 million vs Rs 1,840 million for Q4FY24

\*Note:

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

# Consolidated FY25 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 10,248 million vs Rs 9,649 million, up by 6.2%
- Total Income was Rs 10,410 million vs Rs 9,724 million, up by 7.1%

## Profit:

- Adjusted EBITDA stood at Rs 1,657 million vs Rs 1,483 million in FY24, up by 11.7%
- Adjusted EBITDA margin of 16.2% in FY25 as against 15.4% in FY24, up by 80bps
- PAT was at Rs 1,023 million vs Rs 887 million in FY24, up by 15.4%
- PAT margin of 9.8% in FY25 as against 9.1% in FY24
- Basic EPS at Rs 66.52 in FY25 as against Rs 58.27 in FY24, up by 14.2%

## Cash:

- Net cash position stood at Rs 2,294 million vs Rs 1,840 million for FY24

\*Note:

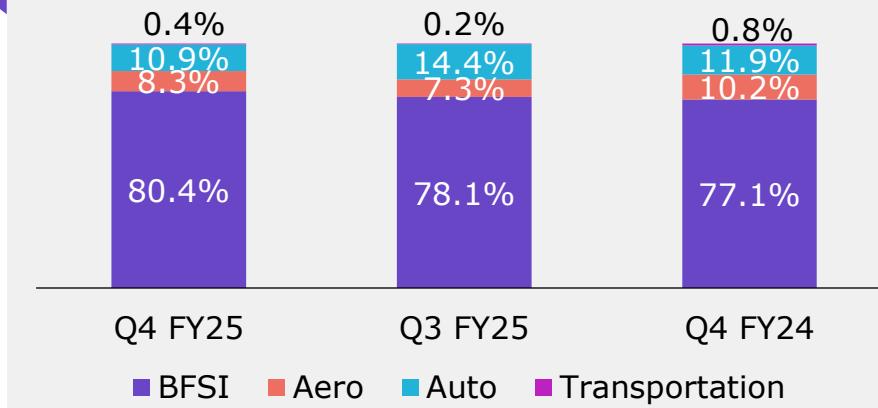
*Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income*

# Consolidated Financial Summary

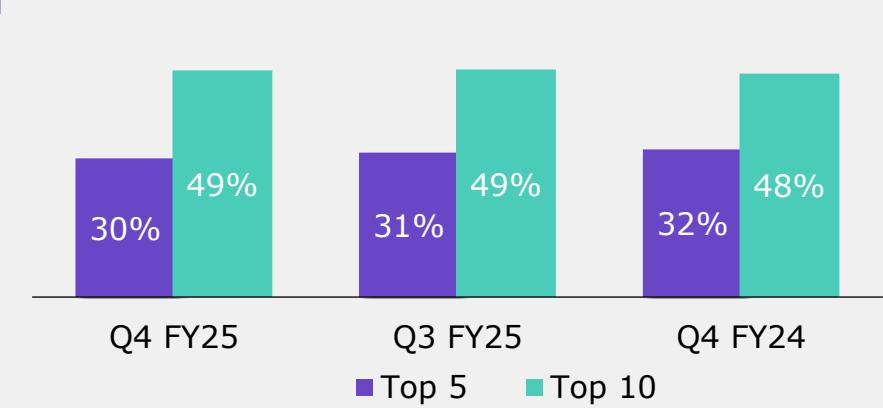
Particulars	Metrics	31-Mar-25	31-Dec-24	QoQ Growth	31-Mar-24	YoY Growth	31-Mar-25	31-Mar-24	YoY Growth
		Q4 FY25	Q3 FY25		Q4 FY24		12M FY25	12M FY24	
<b>Revenue (Rs Million)</b>	Total Revenue	2,603.1	2,604.4	0.0%	2,572.2	1.2%	10,410.0	9,723.8	7.1%
	Net Revenue	2,558.0	2,575.8	-0.7%	2,554.1	0.2%	10,248.0	9,648.7	6.2%
<b>Profit (Rs Million)</b>	Adjusted EBITDA	400.0	436.4	-8.3%	398.2	0.5%	1,656.7	1,483.4	11.7%
	PBT Before Forex Gain / Loss	340.4	334.0	1.9%	317.9	7.1%	1,342.0	1,190.3	12.7%
	PBT	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
	PAT (Before OCI)	240.8	197.8	21.7%	157.0	53.4%	1,032.4	904.4	14.2%
	Total Comprehensive Income	236.2	192.5	22.7%	147.6	60.0%	1,022.9	886.8	15.4%
<b>Margin (%)</b>	Adjusted EBITDA	15.6%	16.9%		15.6%		16.2%	15.4%	
	PBT Before Forex Gain / Loss	13.1%	12.8%		12.4%		12.9%	12.2%	
	PBT	13.6%	10.9%		10.2%		13.4%	12.3%	
	PAT (Before OCI)	9.2%	7.6%		6.1%		9.9%	9.3%	
	Total Comprehensive Income	9.1%	7.4%		5.7%		9.8%	9.1%	
<b>EPS (Rs)</b>	Basic	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%
	Diluted	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%

# Consolidated Financial Summary

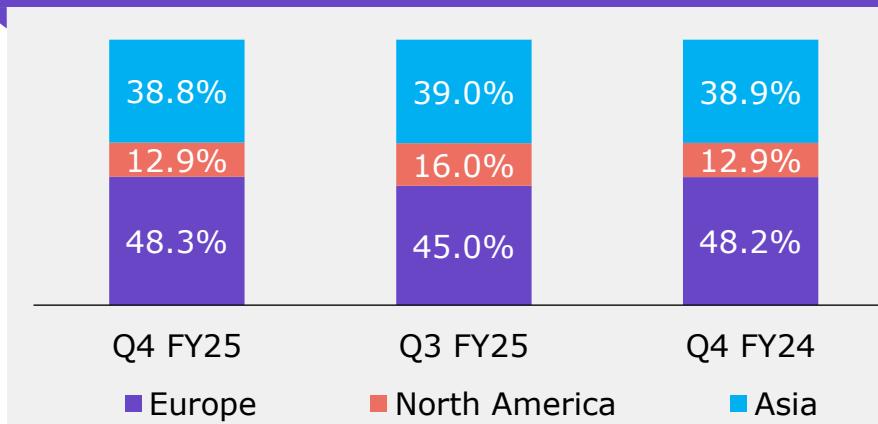
## Revenue by Industry



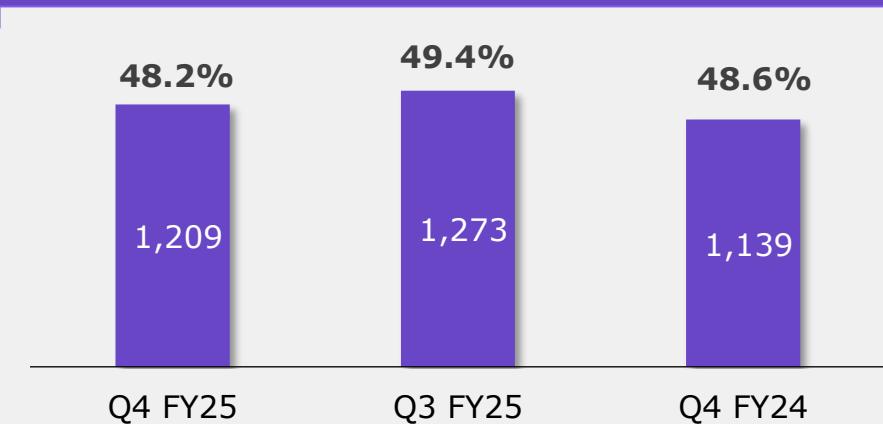
## Top Clients Contribution



## Revenue by Region

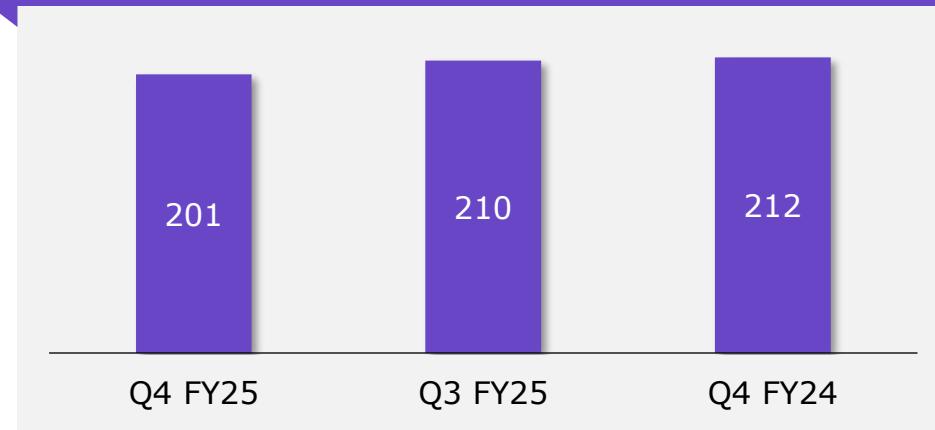


## Digital Revenue (INR Mn) & % Share

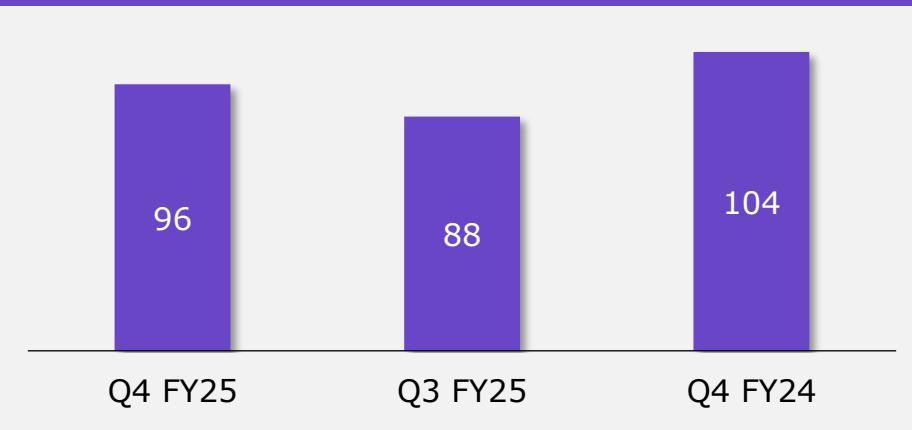


# Consolidated Financial Summary

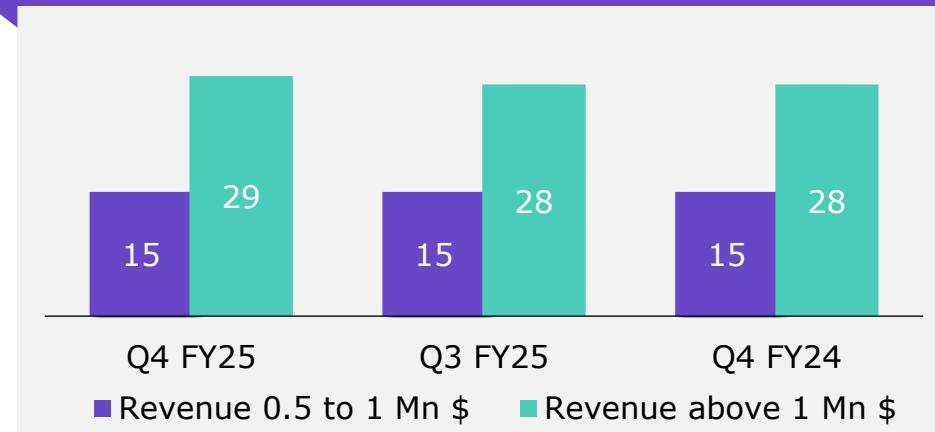
## Active Clients



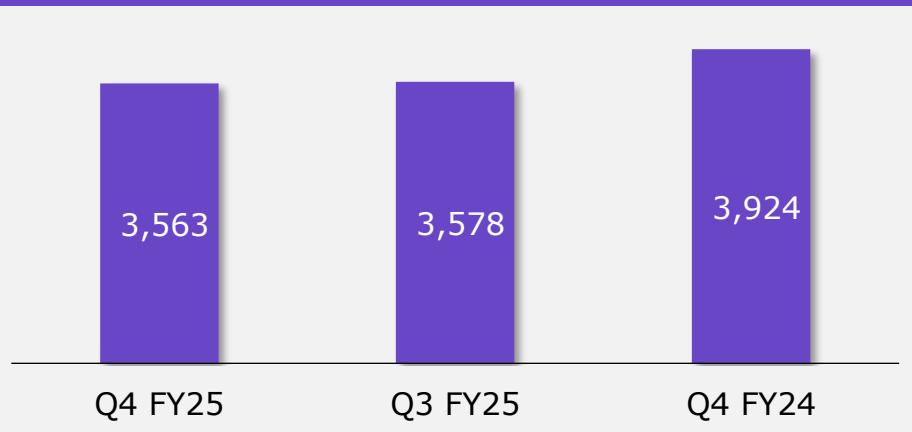
## Debtors Days



## 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-25	31-Dec-24	QoQ Growth	31-Mar-24	YoY Growth	31-Mar-25	31-Mar-24	YoY Growth
		Q4 FY25	Q3 FY25		Q4 FY24		12M FY25	12M FY24	
<b>Net Sales / Income from Operation</b>									
1	<b>Income</b>	2,558.0	2,575.8	-0.7%	2,554.1	0.2%	10,248.0	9,648.7	6.2%
2	<b>Expenditure</b>								
(a)	Employee Cost	1,608.8	1,466.6	9.7%	1,560.6	3.1%	6,078.6	5,748.4	5.7%
(b)	Depreciation	80.5	123.7	-34.9%	90.8	-11.4%	393.1	336.7	16.8%
(c)	Other Expenditure	549.1	672.8	-18.4%	595.3	-7.8%	2,512.7	2,417.0	4.0%
(d)	<b>Total Expenditure</b>	2,238.4	2,263.1	-1.1%	2,246.8	-0.4%	8,984.4	8,502.0	5.7%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	319.5	312.7	2.2%	307.3	4.0%	1,263.6	1,146.7	10.2%
4	Other Income	30.3	28.6	5.9%	18.1	67.2%	111.6	69.7	60.1%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	349.8	341.3	2.5%	325.5	7.5%	1,375.2	1,216.4	13.1%
6	Finance Cost	9.4	7.3		7.6		33.2	26.1	
7	Exchange Gain/(loss)	14.8	(51.0)		(56.0)		50.4	5.4	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
9	Exceptional Items								
10	<b>Profit(+) / Loss (-) from Ordinary Activities before Tax (8+9)</b>	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
11	Tax Expenses	114.5	85.2	34.4%	104.9	9.1%	360.0	291.3	23.6%
12	<b>Net Profit(+) / Loss (-) from Ordinary Activities after Tax (10-11)</b>	240.8	197.8	21.7%	157.0	53.4%	1,032.4	904.4	14.2%
13	Extraordinary Items (net of tax expense Rs.)								
14	<b>Net Profit(+) / Loss (-) for the Period (12-13)</b>	240.8	197.8	21.7%	157.0	53.4%	1,032.4	904.4	14.2%
15	Other Comprehensive Income	(4.6)	(5.3)		(9.4)		(9.5)	(17.6)	
16	<b>Total Comprehensive Income for the period (14+15)</b>	236.2	192.5	22.7%	147.6	60.0%	1,022.9	886.8	15.4%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%

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