

Earnings Presentation

Q4 FY25

22ND MAY 2025



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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

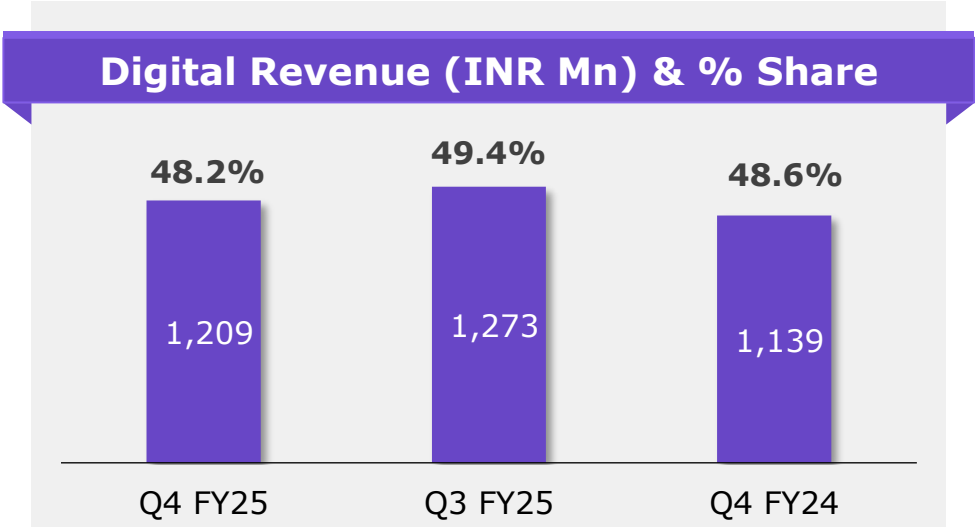
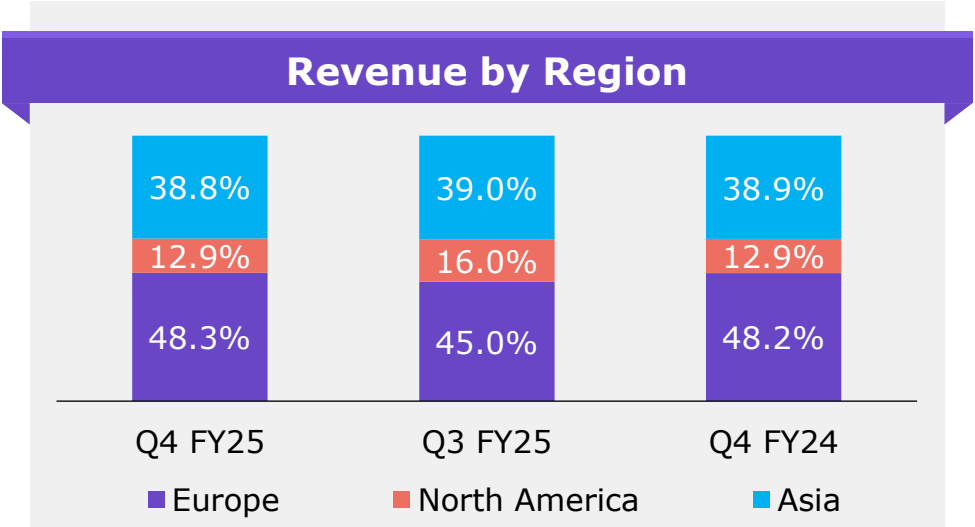
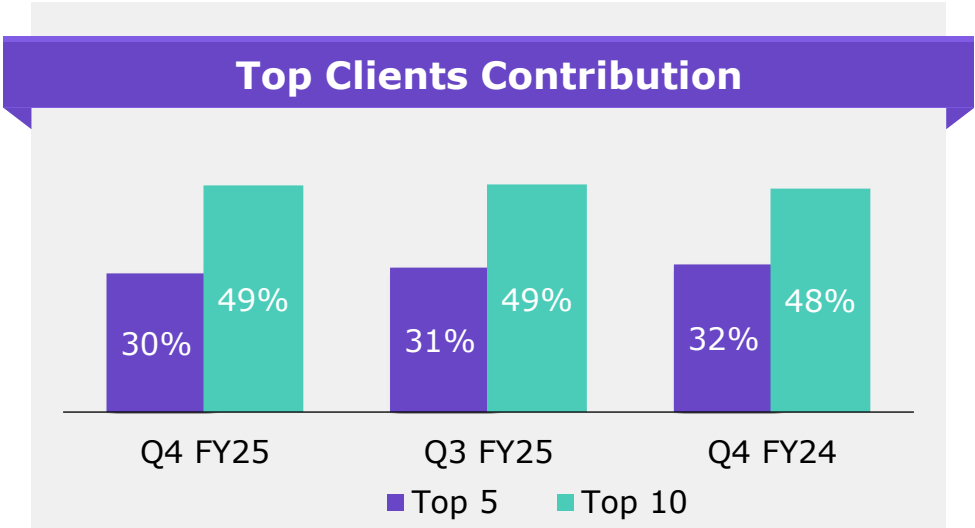
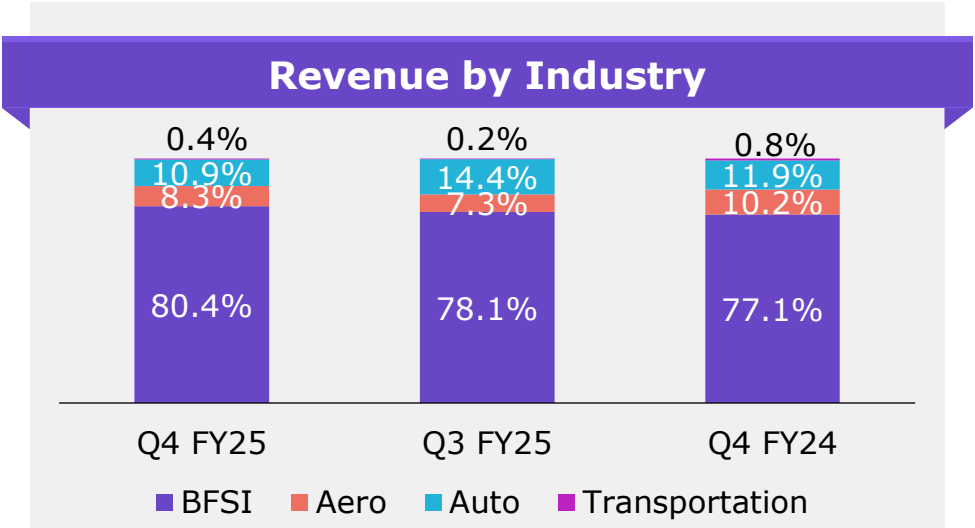
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Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

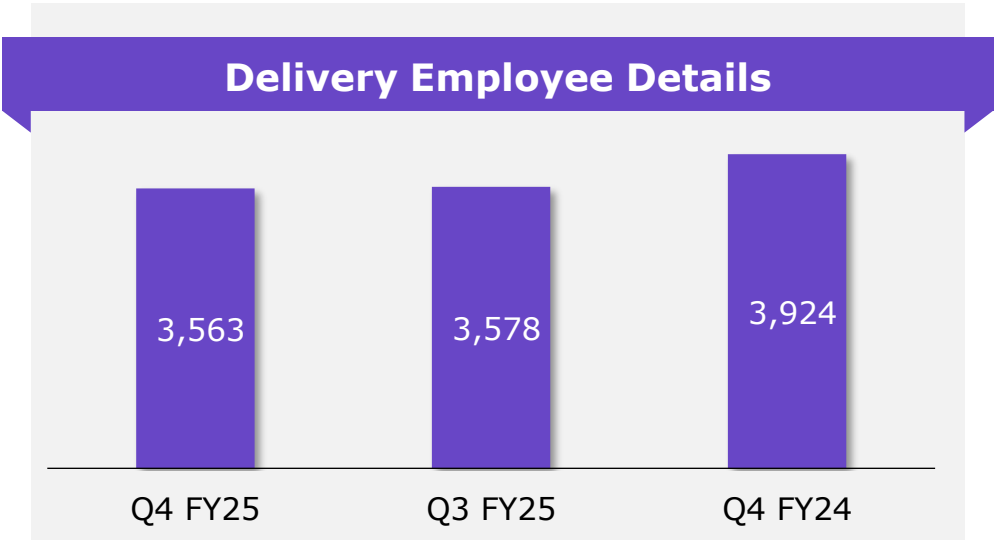
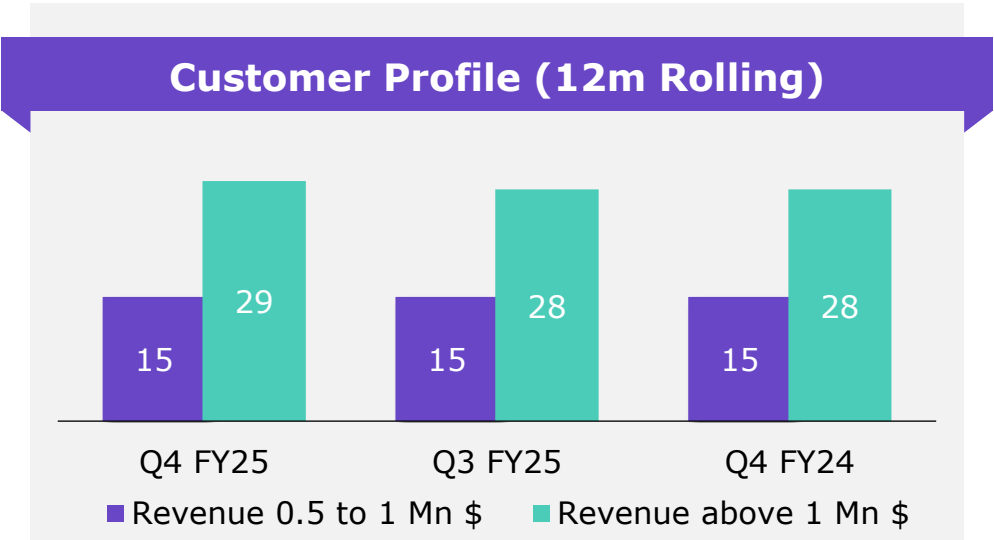
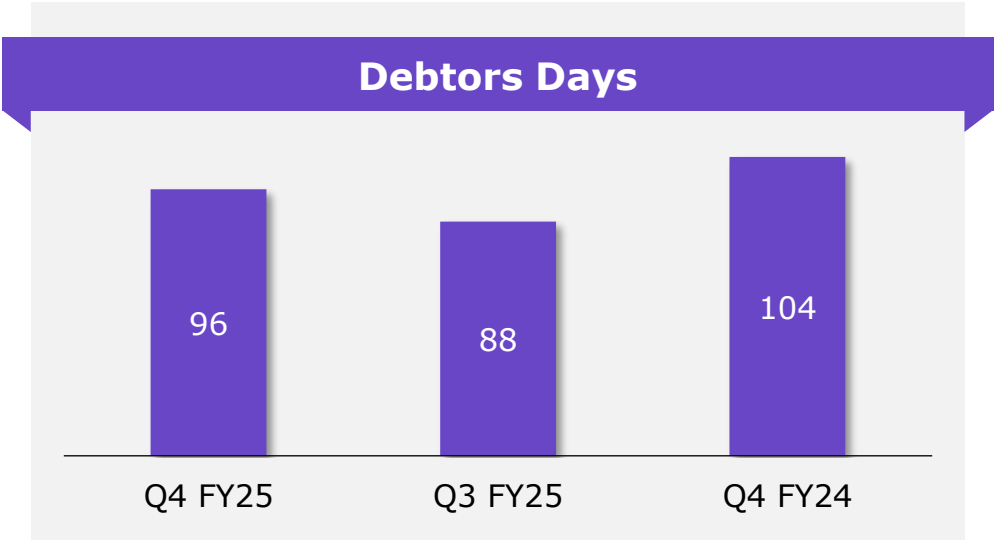
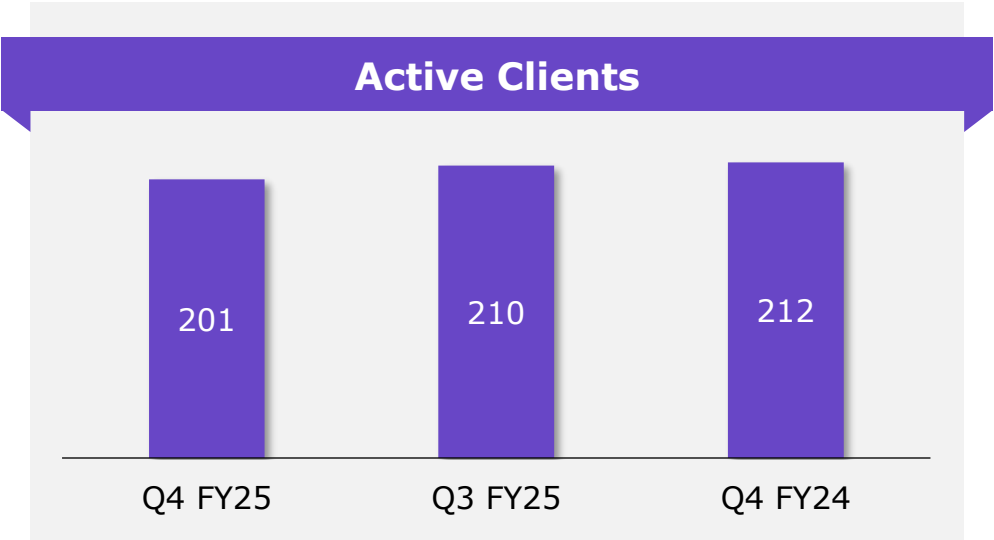
Consolidated Financial Summary

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	
Revenue (Rs Million)	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%
Profit (Rs Million)	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%
Margin (%)	<i>Adjusted EBITDA</i>	15.6%	16.9%		15.6%		16.2%	15.4%	
	<i>PBT Before Forex Gain / Loss</i>	13.1%	12.8%		12.4%		12.9%	12.2%	
	<i>PBT</i>	13.6%	10.9%		10.2%		13.4%	12.3%	
	<i>PAT (Before OCI)</i>	9.2%	7.6%		6.1%		9.9%	9.3%	
	<i>Total Comprehensive Income</i>	9.1%	7.4%		5.7%		9.8%	9.1%	
EPS (Rs)	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



Consolidated Financial Summary



Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-25 Q4 FY25	31-Dec-24 Q3 FY25	QoQ Growth	31-Mar-24 Q4 FY24	YoY Growth	31-Mar-25 12M FY25	31-Mar-24 12M FY24	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,558.0	2,575.8	-0.7%	2,554.1	0.2%	10,248.0	9,648.7	6.2%
2	Expenditure								
(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)	Total Expenditure	2,238.4	2,263.1	-1.1%	2,246.8	-0.4%	8,984.4	8,502.0	5.7%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	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	Profit before Interest and Exceptional Items (3+4)	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	Profit after Interest but before Exceptional Items (5-6+7)	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
9	Exceptional Items								
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	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	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	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	Net Profit(+)/ Loss (-) for the Period (12-13)	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	Total Comprehensive Income for the period (14+15)	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%

Our values

Courage

Excellence

Collaboration

Respect

Accountability



Think bold, act reliable



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