

Earnings Presentation

Q4 FY26

13TH MAY 2026



[expleo]

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q4FY26 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,863 million vs Rs 2,794 million, up by 2.5%
- Total Income was Rs 2,989 million vs Rs 2,897 million, up by 3.1%

Profit:

- Adjusted EBITDA stood at Rs 445 million vs Rs 465 million in Q3FY26
- Adjusted EBITDA margin of 15.5% in Q4FY26 as against 16.6% in Q3FY26
- PAT was at Rs 493 million vs Rs 234 million in Q3FY26, up by 2.1 times
- PAT margin of 16.5% in Q4FY26 as against 8.1% in Q3FY26
- Basic EPS at Rs 26.85 in Q4FY26 as against Rs 14.26 in Q3FY26, up by 88.3%

Cash:

- Net cash position stood at Rs 3,757 million vs Rs 3,892 million for Q3FY26

**Note:*

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

Consolidated Q4FY26 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,863 million vs Rs 2,558 million, up by 11.9%
- Total Income was Rs 2,989 million vs Rs 2,603 million, up by 14.8%

Profit:

- Adjusted EBITDA stood at Rs 445 million vs Rs 400 million in Q4FY25, up by 11.1%
- Adjusted EBITDA margin of 15.5% in Q4FY26 as against 15.6% in Q4FY25
- PAT was at Rs 493 million vs Rs 236 million in Q4FY25, up by 2.1 times
- PAT margin of 16.5% in Q4FY25 as against 9.1% in Q4FY25
- Basic EPS at Rs 26.85 in Q4FY25 as against Rs 15.51 in Q4FY25, up by 73.1%

Cash:

- Net cash position stood at Rs 3,757 million vs Rs 2,294 million for Q4FY25

**Note:*

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

Consolidated FY26 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 11,080 million vs Rs 10,248 million, up by 8.1%
- Total Income was Rs 11,459 million vs Rs 10,410 million, up by 10.1%

Profit:

- Adjusted EBITDA stood at Rs 1,725 million vs Rs 1,657 million in FY25, up by 4.1%
- Adjusted EBITDA margin of 15.6% in FY26 as against 16.2% in FY25
- PAT was at Rs 1,405 million vs Rs 1,023 million in FY25, up by 37.3%
- PAT margin of 12.3% in FY26 as against 9.8% in FY25
- Basic EPS at Rs 79.89 in FY26 as against Rs 66.52 in FY25, up by 20.1%

Cash:

- Net cash position stood at Rs 3,757 million vs Rs 2,294 million for FY25

**Note:*

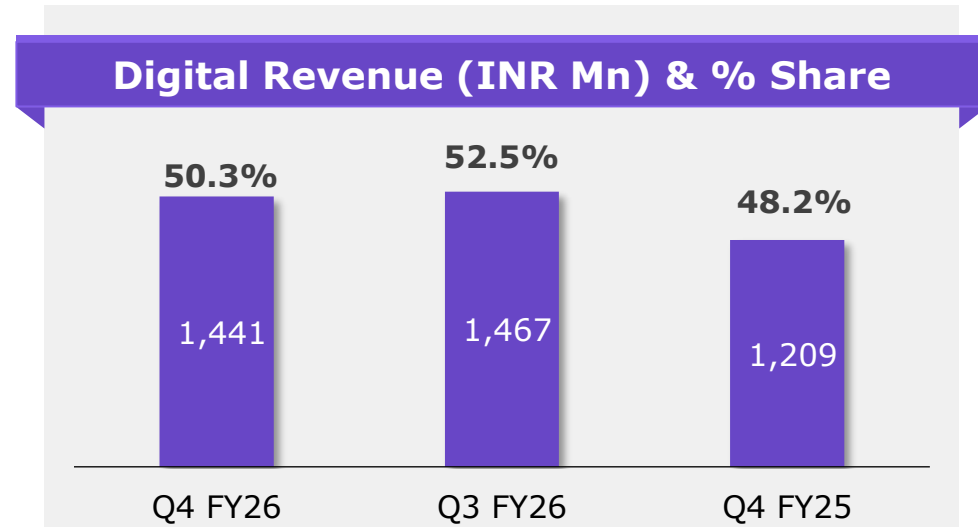
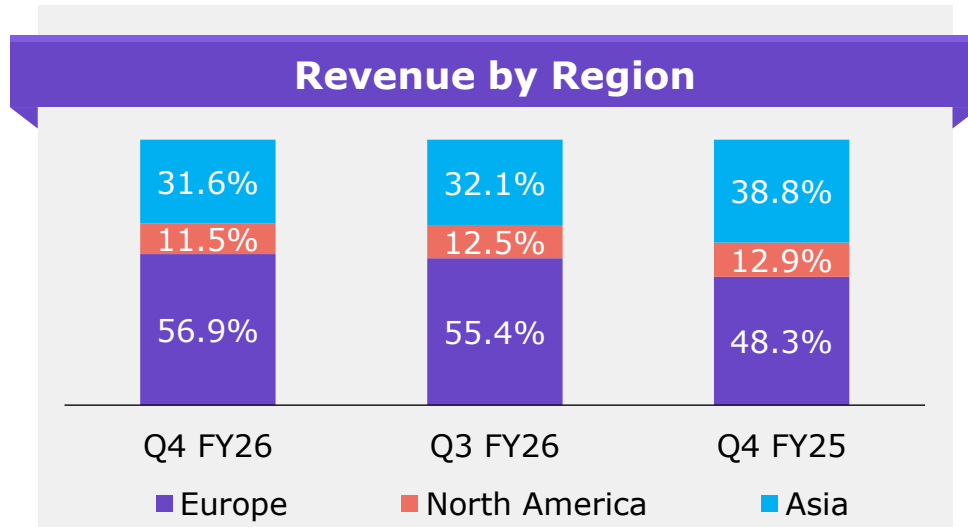
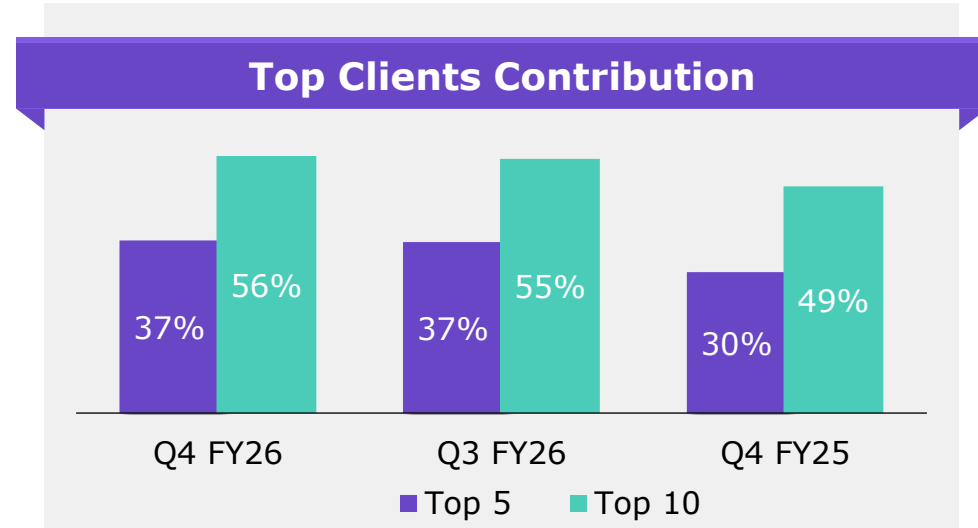
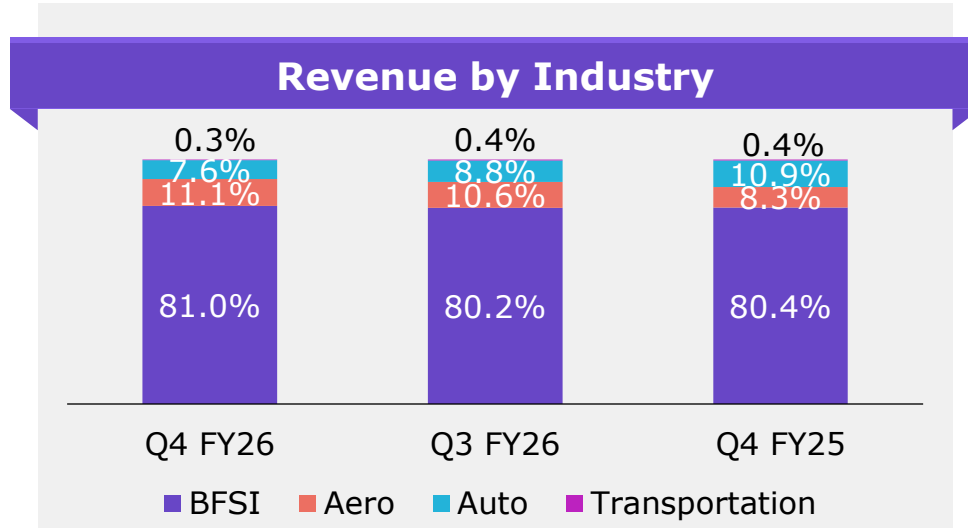
Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated Financial Summary

Particulars	Metrics	31-Mar-26	31-Dec-25	QoQ Growth	31-Mar-25	YoY Growth	31-Mar-26	31-Mar-25	YoY Growth
		Q4 FY26	Q3 FY26		Q4 FY25		12M FY26	12M FY25	
Revenue (Rs Million)	Total Revenue	2,988.5	2,897.4	3.1%	2,603.1	14.8%	11,458.5	10,410.0	10.1%
	Net Revenue	2,862.8	2,793.5	2.5%	2,558.0	11.9%	11,079.6	10,248.0	8.1%
Profit (Rs Million)	Adjusted EBITDA	444.6	464.8	-4.3%	400.0	11.1%	1,724.6	1,656.7	4.1%
	PBT Before Forex Gain / Loss	450.9	278.9	61.7%	340.4	32.5%	1,468.0	1,342.0	9.4%
	PBT	508.8	319.5	59.3%	355.2	43.2%	1,625.7	1,392.4	16.8%
	PAT (Before OCI)*	416.7	221.3	88.3%	240.8	73.1%	1,239.8	1,032.4	20.1%
	Total Comprehensive Income*	493.1	233.5	111.2%	236.2	108.8%	1,404.7	1,022.9	37.3%
Margin (%)	<i>Adjusted EBITDA</i>	<i>15.5%</i>	<i>16.6%</i>		<i>15.6%</i>		<i>15.6%</i>	<i>16.2%</i>	
	<i>PBT Before Forex Gain / Loss</i>	<i>15.1%</i>	<i>9.6%</i>		<i>13.1%</i>		<i>12.8%</i>	<i>12.9%</i>	
	<i>PBT</i>	<i>17.0%</i>	<i>11.0%</i>		<i>13.6%</i>		<i>14.2%</i>	<i>13.4%</i>	
	<i>PAT (Before OCI)*</i>	<i>13.9%</i>	<i>7.6%</i>		<i>9.2%</i>		<i>10.8%</i>	<i>9.9%</i>	
	<i>Total Comprehensive Income*</i>	<i>16.5%</i>	<i>8.1%</i>		<i>9.1%</i>		<i>12.3%</i>	<i>9.8%</i>	
EPS (Rs)	Basic	26.85	14.26	88.3%	15.51	73.1%	79.89	66.52	20.1%
	Diluted	26.85	14.26	88.3%	15.51	73.1%	79.89	66.52	20.1%

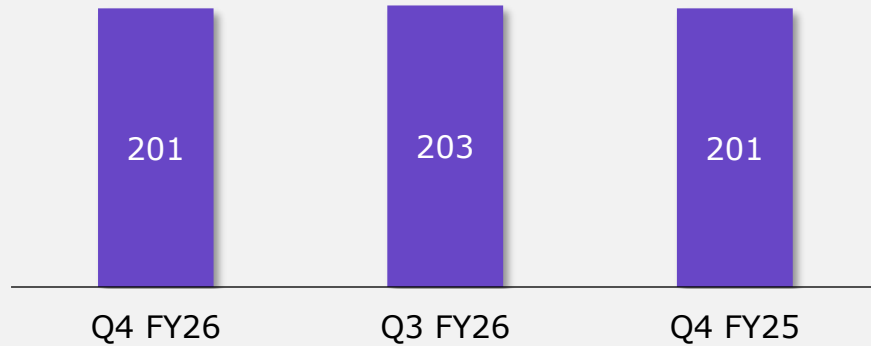
* Including labour code impact

Consolidated Financial Summary

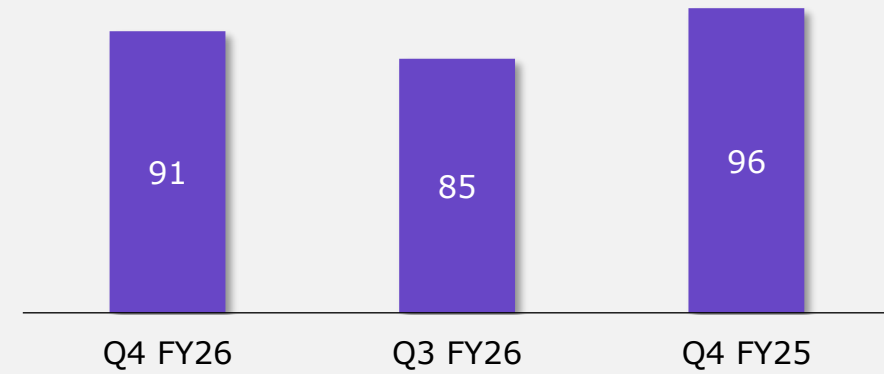


Consolidated Financial Summary

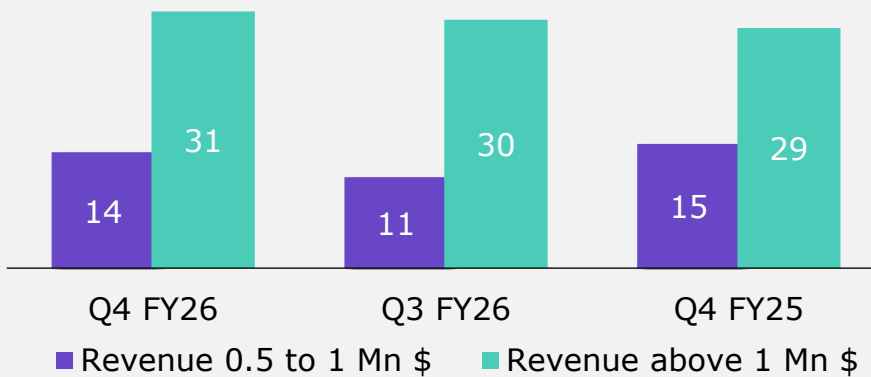
Active Clients



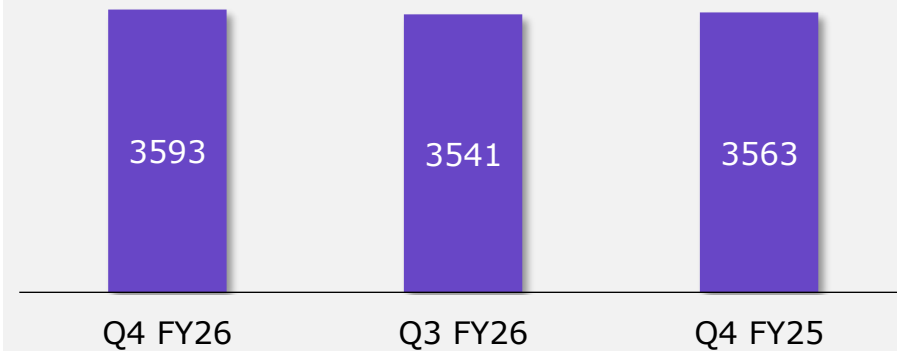
Debtors Days



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-26 Q4 FY26	31-Dec-25 Q3 FY26	QoQ Growth	31-Mar-25 Q4 FY25	YoY Growth	31-Mar-26 12M FY26	31-Mar-25 12M FY25	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,862.8	2,793.5	2.5%	2,558.0	11.9%	11,079.6	10,248.0	8.1%
2	Expenditure								
(a)	Employee Cost	1,837.3	1,676.1	9.6%	1,608.8	14.2%	6,901.3	6,078.6	13.5%
(b)	Depreciation	59.2	73.0	-18.9%	80.5	-26.5%	283.3	393.1	-27.9%
(c)	Other Expenditure	598.1	656.7	-8.9%	549.1	8.9%	2,478.7	2,512.7	-1.4%
(d)	Total Expenditure	2,494.6	2,405.8	3.7%	2,238.5	11.4%	9,663.2	8,984.4	7.6%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	368.2	387.7	-5.0%	319.5	15.2%	1,416.4	1,263.6	12.1%
4 (a)	Other Income from Operations	17.3	4.1	319.2%	-	0.0%	25.0	-	0.0%
4 (b)	Other Income regular	50.6	59.3	-14.6%	30.3	66.9%	196.3	111.6	75.9%
5	Profit before Interest and Exceptional Items (3+4)	436.0	451.0	-3.3%	349.8	24.6%	1,637.6	1,375.2	19.1%
6	Finance Cost	5.7	4.2		9.4		22.4	33.2	
7	Exchange Gain/(loss)	57.9	40.5		14.8		157.7	50.4	
8	Profit after Interest but before Exceptional Items (5-6+7)	488.2	487.3	0.2%	355.2	37.4%	1,772.9	1,392.4	27.3%
9	Exceptional Items	20.6	(167.9)		-		(147.3)	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	508.8	319.5	59.3%	355.2	43.2%	1,625.7	1,392.4	16.8%
11	Tax Expenses	92.1	98.2	-6.2%	114.5	-19.5%	385.8	360.0	7.2%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	416.7	221.3	88.3%	240.8	73.1%	1,239.8	1,032.4	20.1%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (12-13)	416.7	221.3	88.3%	240.8	73.1%	1,239.8	1,032.4	20.1%
15	Other Comprehensive Income	76.4	12.2		(4.6)		164.9	(9.5)	
16	Total Comprehensive Income for the period (14+15)	493.1	233.5	111.2%	236.2	108.8%	1,404.7	1,022.9	37.3%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	26.85	14.26	88.3%	15.51	73.1%	79.89	66.52	20.1%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	26.85	14.26	88.3%	15.51	73.1%	79.89	66.52	20.1%

Our values

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Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



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