



Q3 FY24 Total Revenue up by 10.9% Q-o-Q to Rs 2,615 million

Chennai, 7th February 2024: Expleo Solutions Ltd (BSE: 533121) (NSE: EXPLEOSOL), announced its **Third quarter and Nine months** results ended on 31st December 2023. Expleo is a global technology, engineering and consulting service provider that partners with leading organizations to guide them through their business transformation, helping them achieve operational excellence and future-proof their businesses. The results are available on the company's website <https://investors.expleo.com>

Commenting on the results, Mr. Balaji Viswanathan, Managing Director & CEO, Expleo Solutions Limited, said:

"The Q3 FY 23-24 results indicate a marginal growth and augurs well for demand acceleration over the next two to three quarters. The cost optimisation measures that we took last quarter is showing some positive signs and there is continued effort in ensuring that we are optimising our utilisation rates and G&A expenses.

There are positive momentum and deal pipeline in some of the geographies, however in the main best-shoring countries there is still a cautious approach and the deal sizes and duration are indicative of this. Digital solutions continues to have an increased demand and we continue our investments in building Digital and security capabilities, including a few certifications and partnerships in this area.

We had good collections during the quarter as we closed the calendar year which is reflected in the cash balance and in reduction of the Days Sales outstanding."

PERFORMANCE HIGHLIGHTS

Consolidated Q3FY24 Q-o-Q Review

- The operating revenue was Rs 2,502 million in Q3FY24 as compared Rs 2,341 million in Q2FY24, reflecting a growth of 6.9%.
- Total income was Rs 2,615 million in Q3FY24 as compared to Rs 2,357 million in Q2FY24, reflecting a growth of 10.9%.
- EBITDA stood at Rs 385 million at 15.4% in Q3FY24 as compared to Rs 354 million at 15.1% in Q2FY24.
- Profit after tax stood at Rs 338 million in Q3FY24 as compared to Rs 200 million in Q2FY24.
- Basic EPS stood at Rs 21.93 as compared to Rs 13.22 for Q2FY24.
- The Company's net cash position stood at Rs 2,117 million in Q3FY24 as compared to Rs 1,294 million in Q2FY24.

Consolidated Q3FY24 Y-o-Y Review

- The operating revenue was Rs 2,502 million in Q3FY24 as compared to Rs 2,402 million in Q3FY23, reflecting a growth of 4.2%.
- Total income was Rs 2,615 million in Q3FY24 as compared to Rs 2,536 million in Q3FY23, reflecting a growth of 3.1%.
- EBITDA stood at Rs 385 million with the margin at 15.4% in Q3FY24 as compared to Rs 721 million with the margin at 30.0% in Q3FY23.
- Profit after tax stood at Rs 338 million in Q3FY24 as compared to Rs 558 million in Q3FY23.
- Basic EPS stood at Rs 21.93 as compared to Rs 35.67 for Q3FY23.
- The Company's net cash position stood at Rs 2,117 million in Q3FY24 as compared to Rs 1,599 million in Q3FY23.

Consolidated 9MFY24 Y-o-Y Review

- The operating revenue was Rs 7,095 million as compared to Rs 6,722 million in 9MFY23, reflecting a growth of 5.5%.
- Total income was Rs 7,208 million as compared to Rs 6,845 million in 9MFY23, reflecting a growth of 5.3%.
- EBITDA stood at Rs 1,085 million with the margin at 15.3% in 9MFY24 as compared to Rs 1,570 million with the margin at 23.4% in 9MFY23.
- Profit after tax stood at Rs 739 million as compared to Rs 1,067 million in 9MFY23.
- Basic EPS stood at Rs 48.16 as compared to Rs 67.54 in 9MFY23.
- The Company's net cash position stood at Rs 2,117 million in 9MFY24 as compared to Rs 1,599 million in 9MFY23.

About Expleo Solutions Limited

Expleo Solutions Limited is a publicly listed company on the BSE Limited (BSE) and National Stock Exchange of India Limited (NSE), and its registered office is in Chennai. The Company has a more than 25-year track record of successful business operations worldwide. Expleo Solutions Limited is part of the Expleo Group, a global engineering, technology and consulting service provider that partners with leading organisations to guide them through their business transformation, helping them achieve operational excellence and future-proof their businesses.

More information about Expleo Solutions Limited > visit - <https://investors.expleo.com/>

About Expleo

Expleo is a global engineering, technology and consulting service provider that partners with leading organisations to guide them through their business transformation, helping them achieve operational excellence and future-proof their businesses.

Expleo benefits from more than 40 years of experience developing complex products, optimising manufacturing processes, and ensuring the quality of information systems.



Leveraging its deep sector knowledge and wide-ranging expertise in fields including AI engineering, digitalisation, hyper-automation, cybersecurity and data science, the group's mission is to fast-track innovation through each step of the value chain.

As a responsible and diverse organisation, Expleo is committed to doing business with integrity and working towards a more sustainable and secure society.

Expleo boasts an extensive global footprint, powered by 17,000 highly skilled experts delivering value in 30 countries.

For more information, visit <https://expleo.com> and follow @ExpleoGroup on Twitter and LinkedIn

For further information, please contact:

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