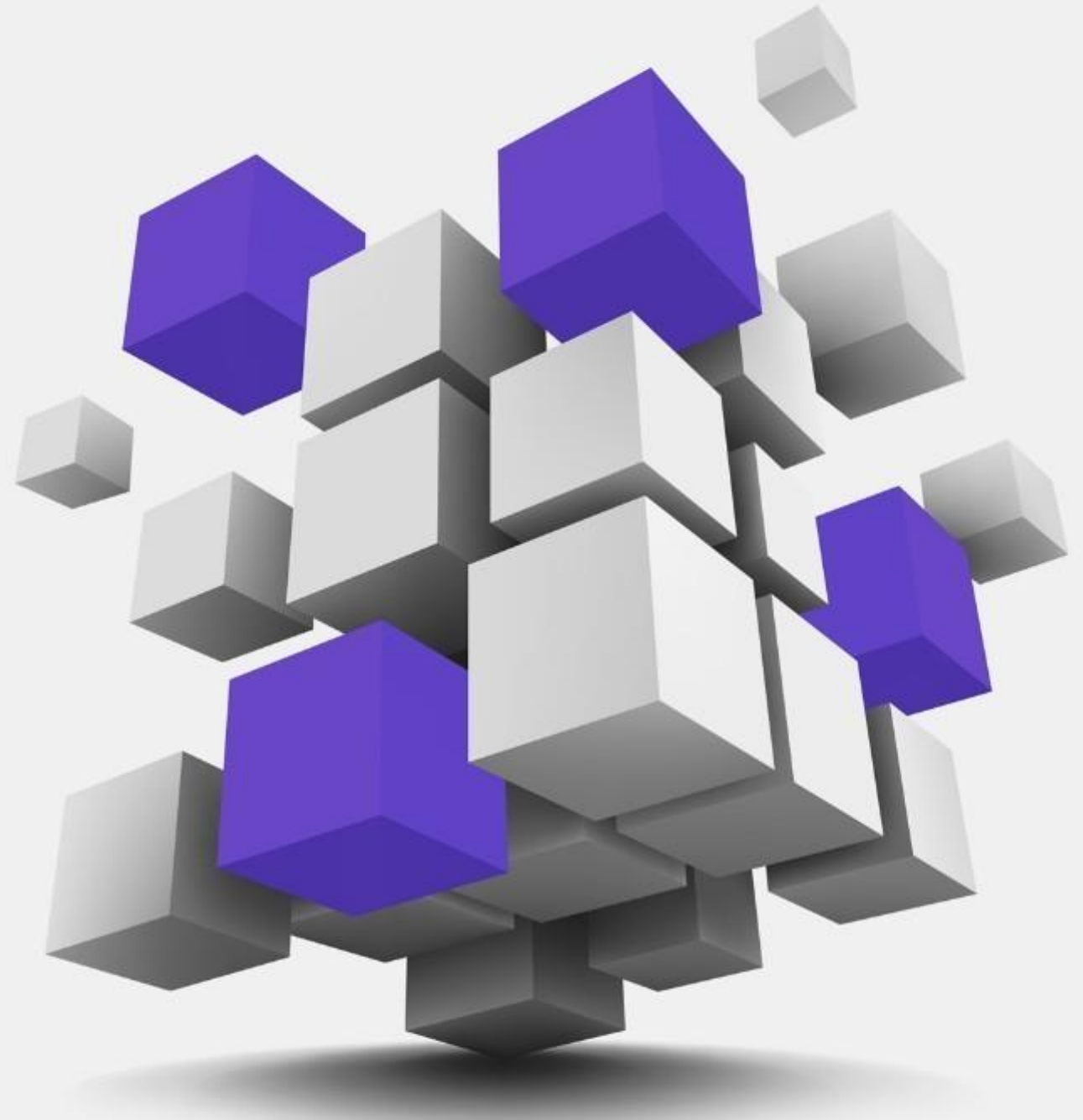


Earnings Presentation

Q3 FY23

14TH FEBRUARY 2023



[expleo]

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q3Y23 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,351 million vs Rs 1,310 million, up by 3.1%
- Total Income was Rs 1,467million vs Rs 1,328 million, up by 10.4%

Profit:

- EBITDA stood at Rs 315 million vs Rs 289 million in Q2FY23, up by 8.8%
- EBITDA margin of 23.3% in Q3FY23 as against 22.1% in Q2FY23, up by 122 basis points
- PAT was at Rs 294 million vs Rs 185 million in Q2FY23, up by 58.8%
- PAT margin of 20.0% in Q3FY23 as against 13.9% in Q2FY23, up by 610 basis points
- Basic EPS at Rs 28.22 in Q3FY23 as against Rs 17.17 in Q2FY23, up by 64.4%

Cash:

- Net cash position stood at Rs 1,599 million vs Rs 1,082 million for Q2FY23

Consolidated Q3FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,351 million vs Rs 1,058 million, up by 27.7%
- Total Income was Rs 1,467 million vs Rs 1,063 million, up by 38.0%

Profit:

- EBITDA stood at Rs 315 million vs Rs 187 million in Q3FY22, up by 68.0%
- EBITDA margin of 23.3% in Q3FY23 as against 17.7% in Q3FY22, up by 559 basis points
- PAT was at Rs 294 million vs Rs 116 million in Q3FY22, up by 153.7%
- PAT margin of 20.0% in Q3FY23 as against 10.9% in Q3FY22, up by 913 basis points
- Basic EPS at Rs 28.22 in Q3FY23 as against Rs 11.10 in Q3FY22, up by 154.3%

Cash:

- Net cash position stood at Rs 1,599 million vs Rs 1,633 million for Q3FY22

Consolidated 9MFY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 3,936 million vs Rs 2,910 million, up by 35.3%
- Total Income was Rs 4,048 million vs Rs 2,936 million, up by 37.9%

Profit:

- EBITDA stood at Rs 871 million vs Rs 524 million in 9MFY22, up by 66.2%
- EBITDA margin of 22.1% in 9MFY23 as against 18.0% in 9MFY22, up by 412 basis points
- PAT was at Rs 656 million vs Rs 361 million in 9MFY22, up by 81.9%
- PAT margin of 16.2% in 9MFY23 as against 12.3% in 9MFY22, up by 392 basis points
- Basic EPS at Rs 52.58 in 9MFY23 as against Rs 34.40 in 9MFY22, up by 52.8%

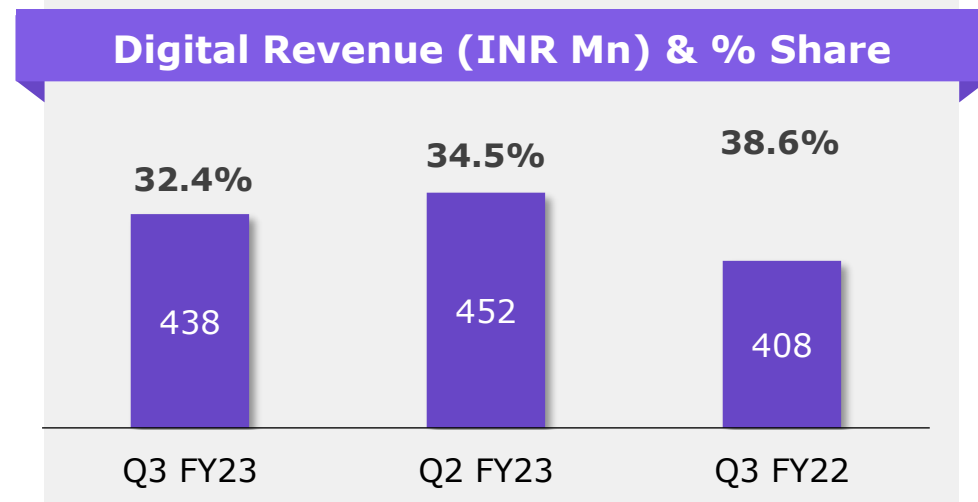
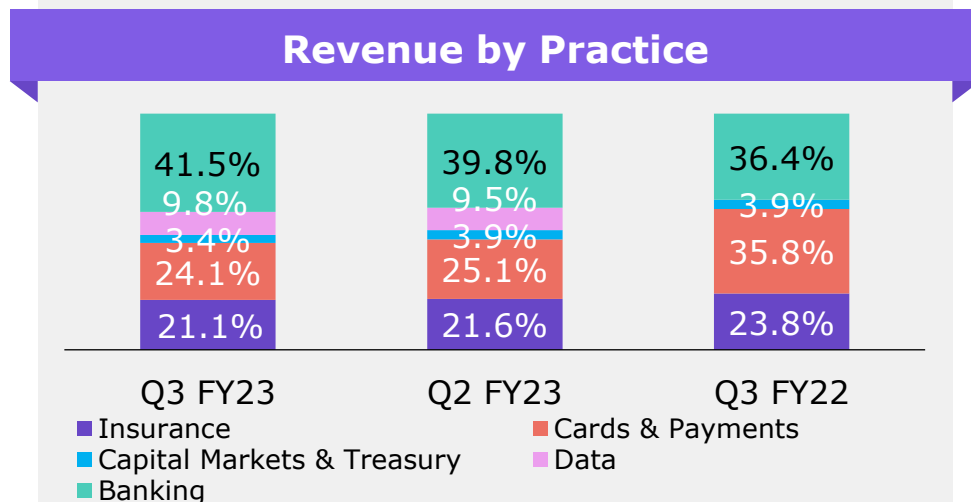
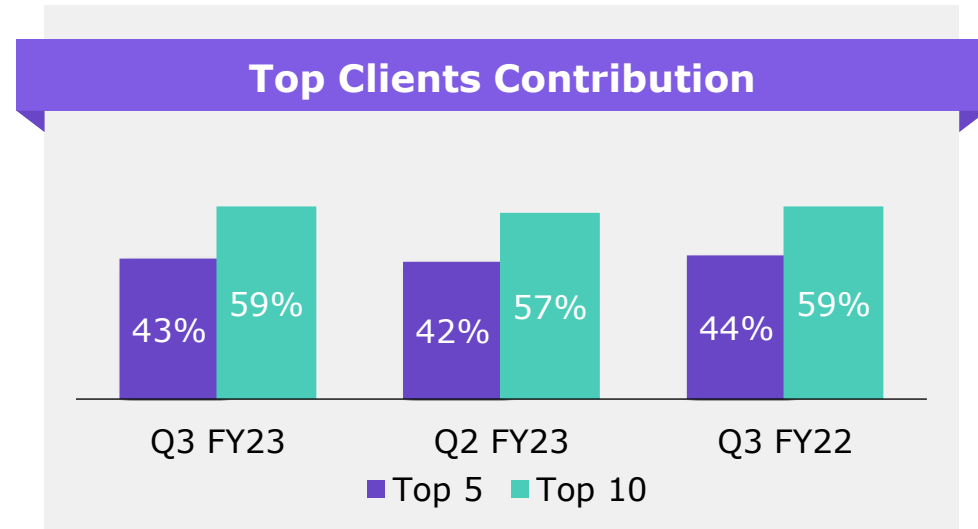
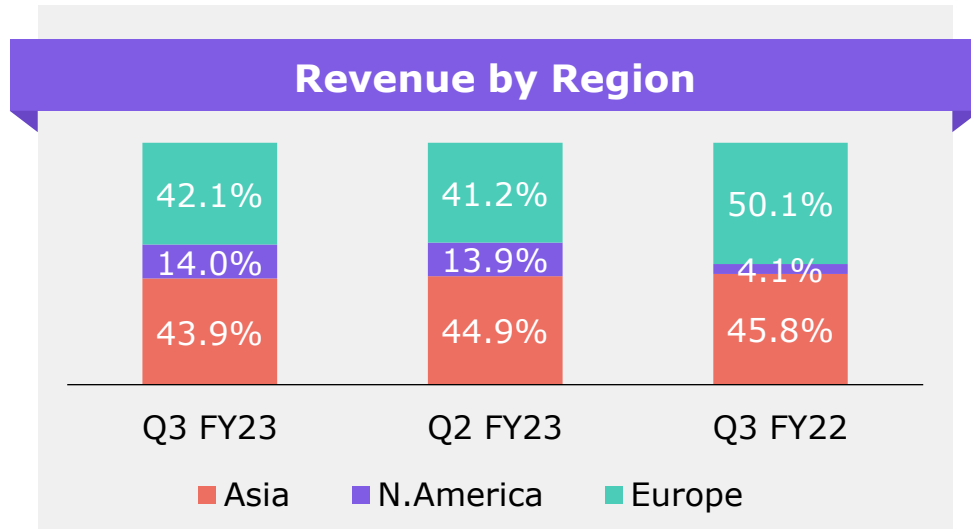
Cash:

- Net cash position stood at Rs 1,599 million vs Rs 1,633 million for 9MFY22

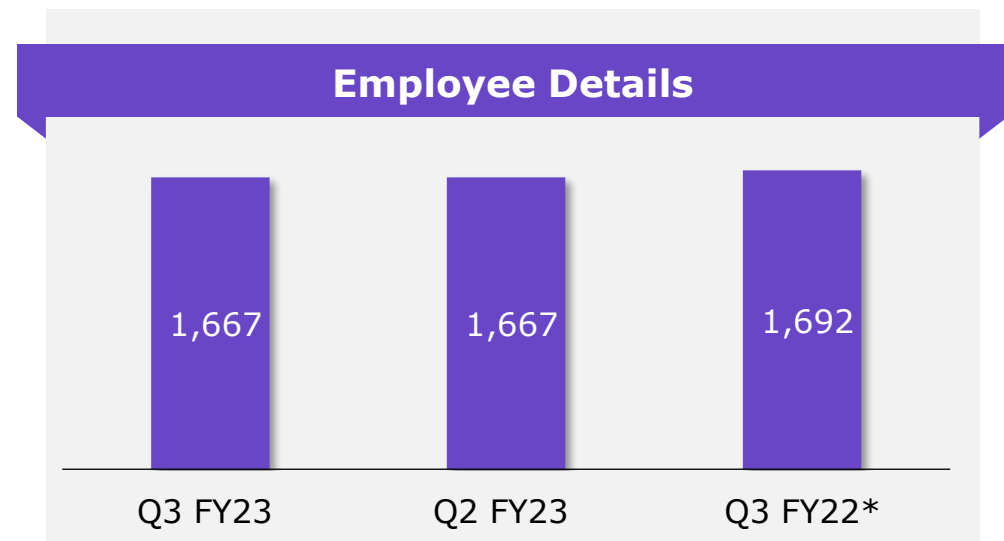
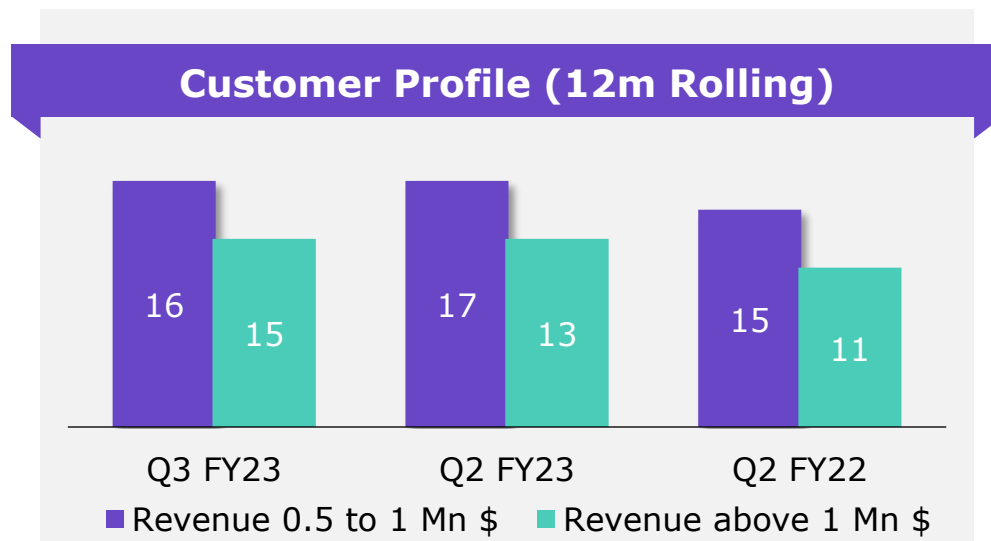
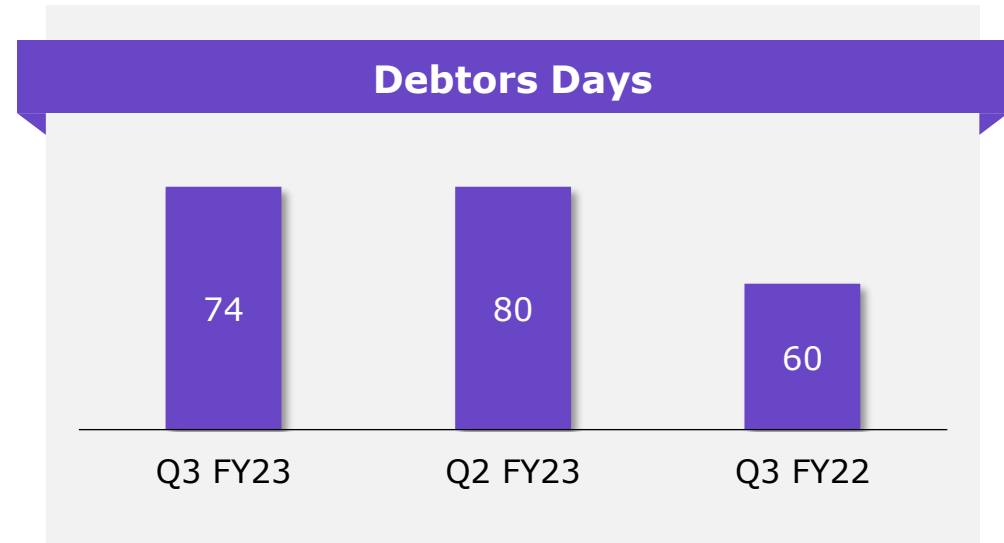
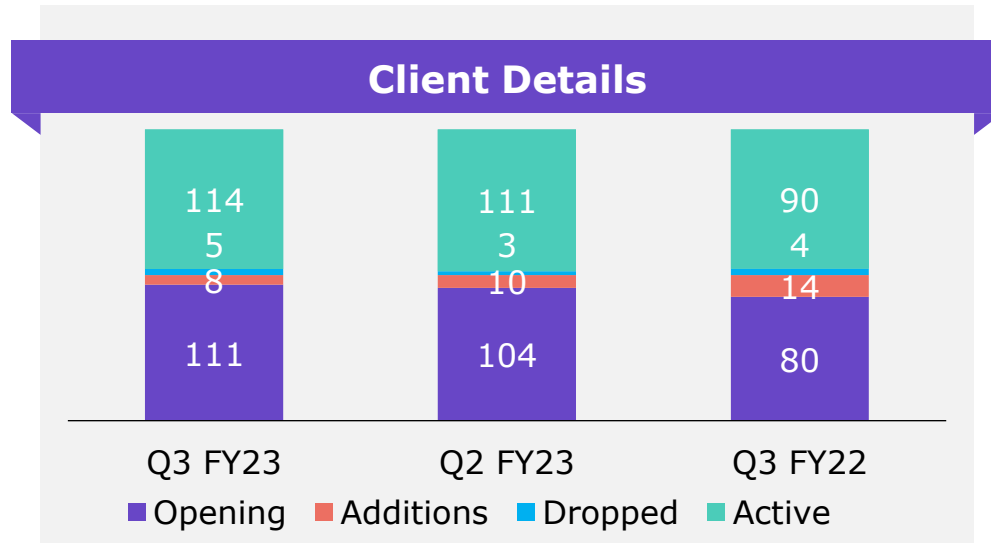
Consolidated Financial Summary

Particulars	Metrics	31-Dec-22	30-Sep-22	QoQ Growth	31-Dec-21	YoY Growth	31-Dec-22	31-Dec-21	YoY Growth
		Q3 FY23	Q2 FY23		Q3 FY22		9M FY 23	9M FY 22	
Revenue (Rs Million)	Total Revenue	1,466.9	1,328.4	10.4%	1,063.3	38.0%	4,048.1	2,936.4	37.9%
	Net Revenue	1,351.2	1,310.5	3.1%	1,058.4	27.7%	3,936.1	2,909.6	35.3%
Profit (Rs Million)	EBITDA	314.6	289.1	8.8%	187.2	68.0%	870.5	523.6	66.2%
	<i>PBT Before Forex Gain / Loss</i>	293.0	265.9	10.2%	168.7	73.7%	774.1	490.1	58.0%
	PBT	388.7	246.9	57.4%	152.9	154.3%	861.2	473.4	81.9%
	PAT (Before OCI)	289.4	176.0	64.4%	113.8	154.2%	637.0	352.7	80.6%
	Total Comprehensive Income	293.7	185.0	58.8%	115.8	153.7%	655.8	360.6	81.9%
Margin (%)	<i>EBITDA</i>	23.3%	22.1%		17.7%		22.1%	18.0%	
	<i>PBT Before Forex Gain / Loss</i>	20.0%	20.0%		15.9%		19.1%	16.7%	
	<i>PBT</i>	26.5%	18.6%		14.4%		21.3%	16.1%	
	<i>PAT (Before OCI)</i>	19.7%	13.2%		10.7%		15.7%	12.0%	
	<i>Total Comprehensive Income</i>	20.0%	13.9%		10.9%		16.2%	12.3%	
EPS (Rs)	Basic	28.22	17.17	64.4%	11.10	154.3%	52.58	34.40	52.8%
	Diluted	28.22	17.17	64.4%	11.10	154.3%	52.58	34.40	52.8%

Consolidated Financial Summary



Consolidated Financial Summary



* Q3 FY22 include 360 Coimbatore Apprentice trainees converted as billable headcounts

Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-22 Q3 FY23	30-Sep-22 Q2 FY23	QoQ Growth	31-Dec-21 Q3 FY22	YoY Growth	31-Dec-22 9M FY 23	31-Dec-21 9M FY 22	YoY Growth
	Net Sales / Income from Operation								
1	Income	1,351.2	1,310.5	3%	1,058.4	28%	3,936.1	2,909.6	35%
2	Expenditure								
(a)	Employee Cost	626.1	621.1	1%	502.9	24%	1,871.0	1,384.5	35%
(b)	Depreciation	39.4	38.9	1%	21.7	82%	114.4	56.3	103%
(c)	Other Expenditure	410.4	400.2	3%	368.2	11%	1,194.6	1,001.4	19%
(d)	Total Expenditure	1,076.0	1,060.2	1%	892.9	21%	3,180.0	2,442.3	30%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	275.2	250.3	10%	165.5	66%	756.1	467.3	62%
4	Other Income	20.0	17.9	12%	4.9	305%	24.9	26.8	-7%
5	Profit before Interest and Exceptional Items (3+4)	295.2	268.2	10%	170.5	73%	781.0	494.1	58%
6	Finance Cost	2.2	2.3		1.8		6.9	4.1	
7	Exchange Gain/(loss)	95.7	(19.0)		(15.8)		87.2	(16.7)	
8	Profit after Interest but before Exceptional Items (5-6+7)	388.7	246.9	57%	152.9	154%	861.2	473.4	82%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	388.7	246.9	57%	152.9	154%	861.2	473.4	82%
11	Tax Expenses	99.3	70.9	40%	39.0	155%	224.2	120.7	86%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	289.4	176.0	64%	113.8	154%	637.0	352.7	81%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	289.4	176.0	64%	113.8	154%	637.0	352.7	81%
15	Other Comprehensive Income	4.3	9.0		1.9		18.8	7.9	
16	Total Comprehensive Income for the period (14+15)	293.7	185.0	59%	115.8	154%	655.8	360.6	82%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	28.22	17.17	64%	11.10	154%	52.58	34.40	52.8%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	28.22	17.17	64%	11.10	154%	52.58	34.40	52.8%

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