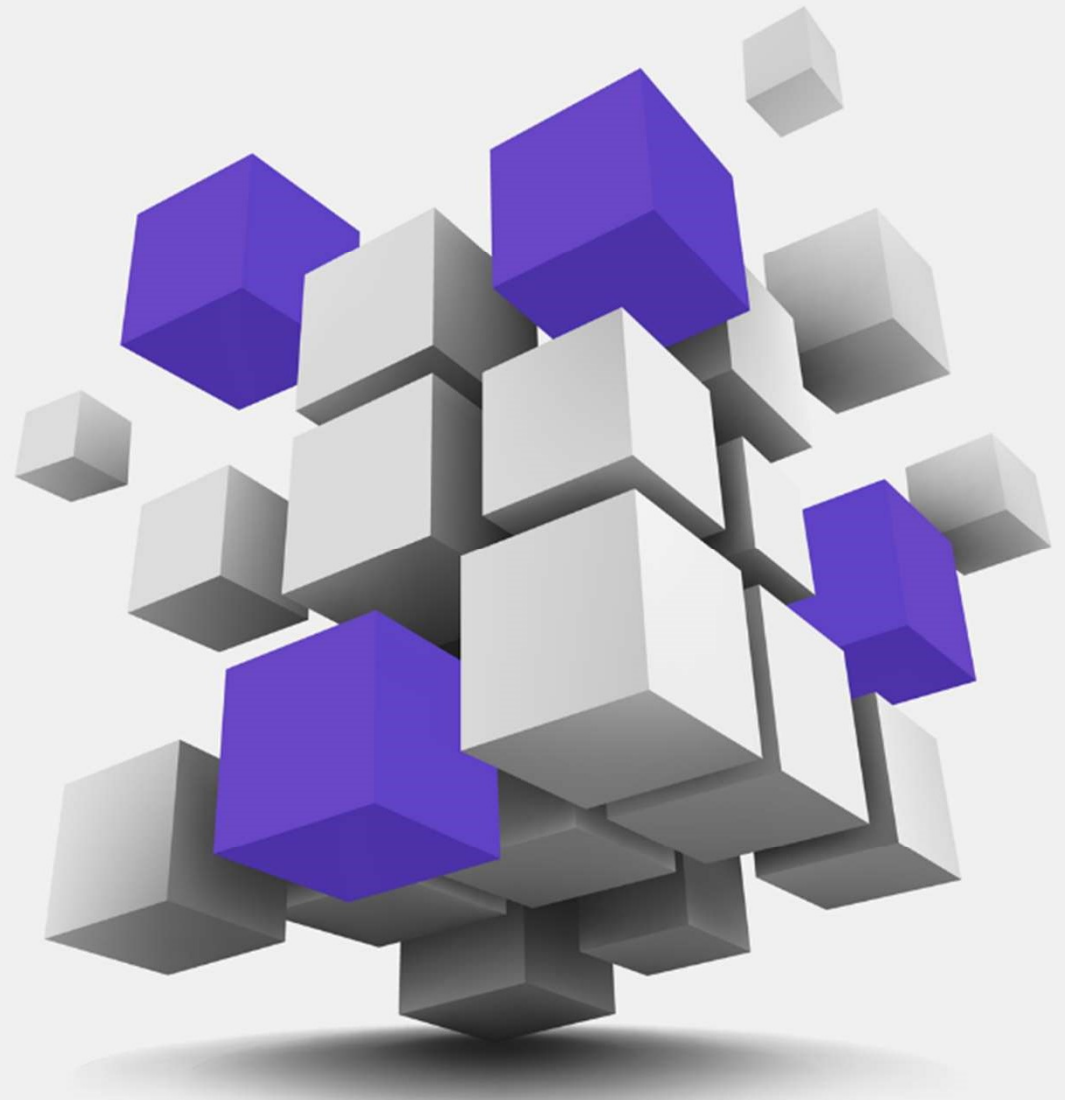


Earnings Presentation

Q1 FY22

12TH AUGUST 2021



(expleo)

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Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q1FY22 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 880 million vs Rs 793 million, up by 11.0%
- Total Income was Rs 922 million vs Rs 800 million, up by 15.2%

Profit:

- EBITDA stood at Rs 146 million vs Rs 191 million in Q4FY21
- EBITDA margin of 16.6% in Q1FY22 as against 24.1% in Q4FY21
- PAT was at Rs 130 million vs Rs 102 million in Q4FY21, up by 27.2%
- PAT margin of 14.1% in Q1FY22 as against 12.8% in Q4FY21, up by 133 bps
- Basic EPS at Rs 12.50 in Q1FY22 as against Rs 10.72 in Q4FY21 , up by 16.6%

Cash:

- Net cash position stood at Rs 1,377 million vs Rs 1,311 million for Q4FY21

Consolidated Q1FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 880 million vs Rs 758 million, up by 16.1%
- Total Income was Rs 922 million vs Rs 774 million, up by 19.1%

Profit:

- EBITDA stood at Rs 146 million vs Rs 194 million in Q1FY21
- EBITDA margin of 16.6% in Q1FY22 as against 25.5% in Q1FY21
- PAT was at Rs 130 million vs Rs 141 million in Q1FY21
- PAT margin of 14.1% in Q1FY22 as against 18.3% in Q1FY21
- Basic EPS at Rs 12.50 in Q1FY22 as against Rs 13.91 in Q1FY21

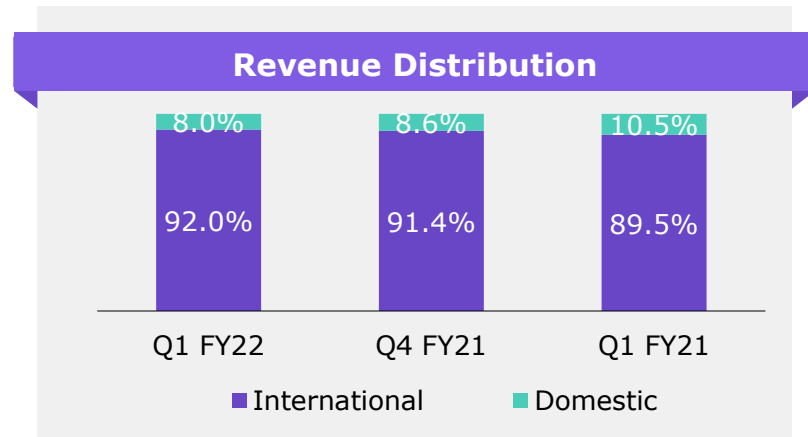
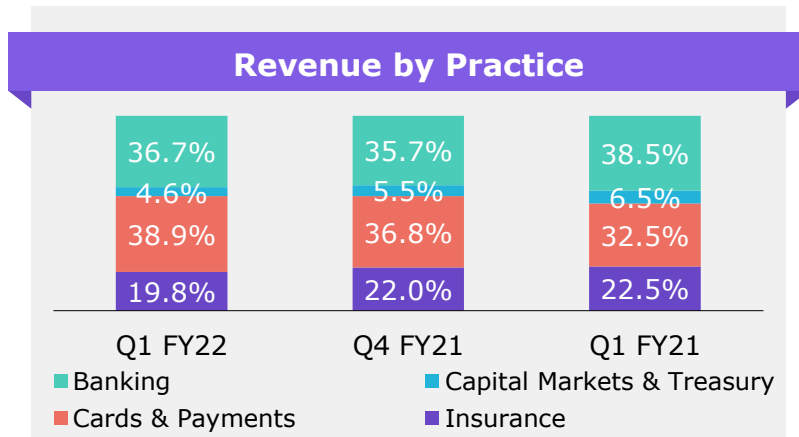
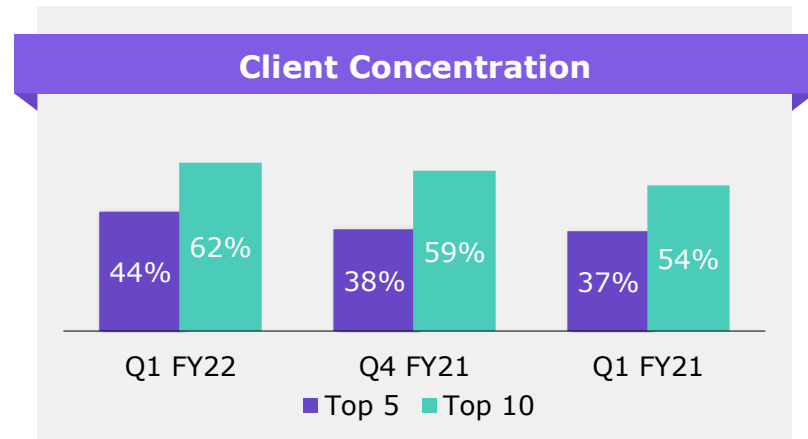
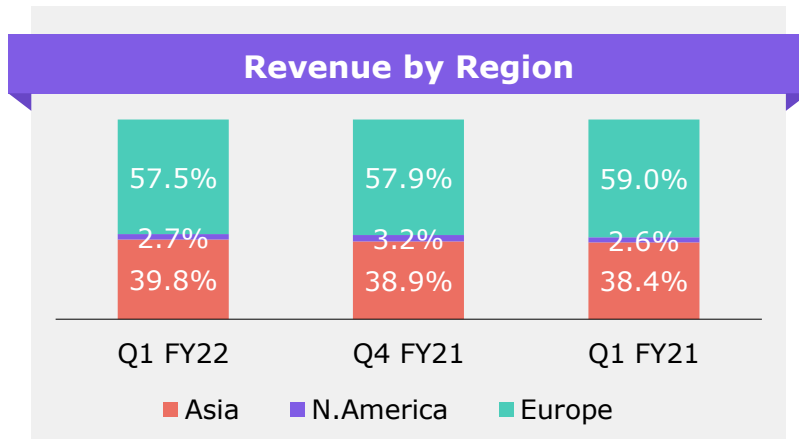
Cash:

- Net cash position stood at Rs 1,337 million vs Rs 1,002 million for Q1FY21

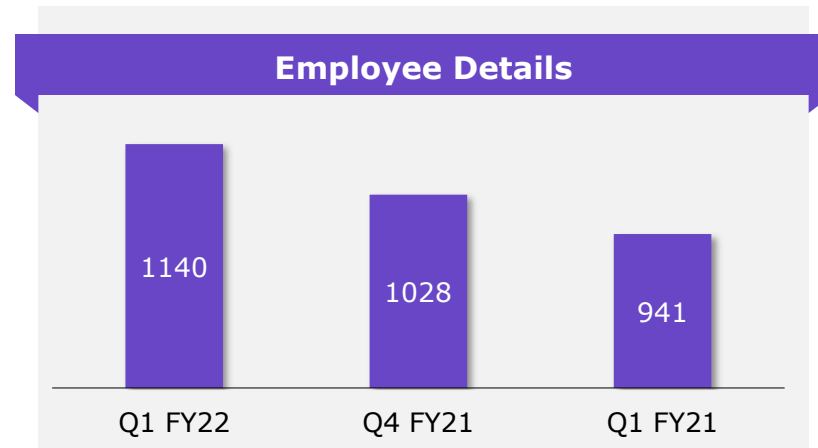
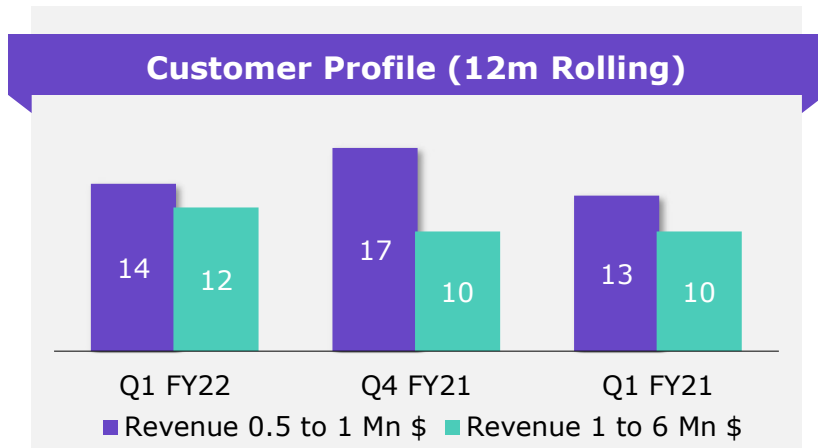
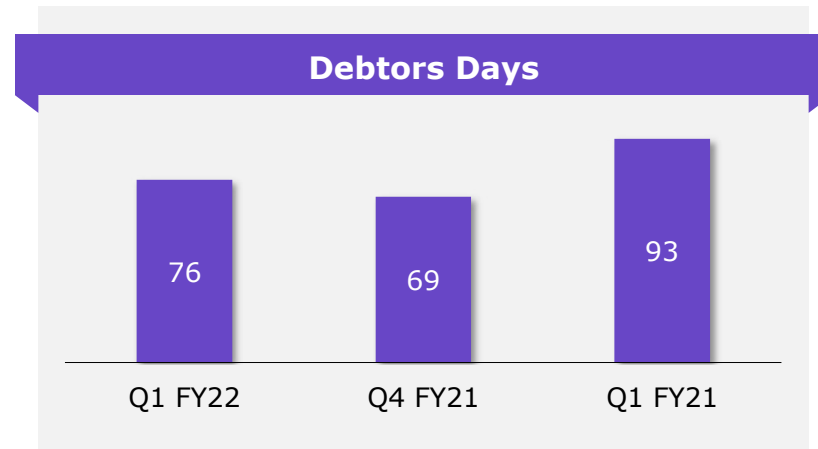
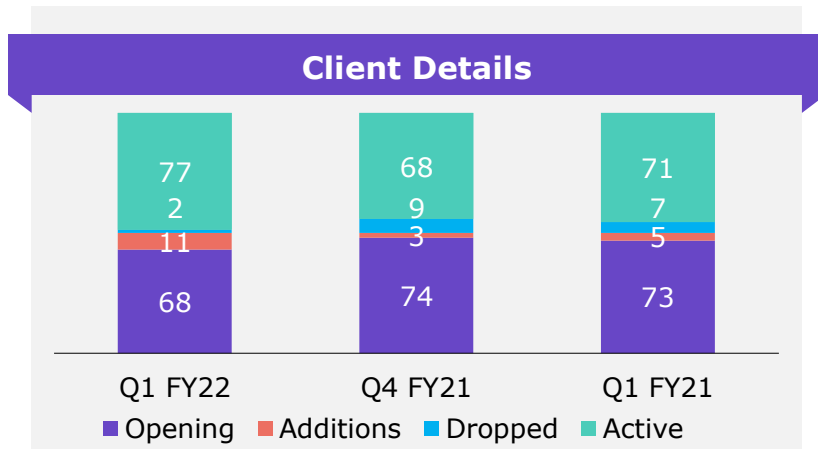
Consolidated Financial Summary

| Particulars | Metrics | 30-Jun-21 | 31-Mar-21 | QoQ Growth | 30-Jun-20 | YoY Growth |
|-----------------------------|-------------------------------------|--------------|--------------|---------------|--------------|---------------|
| | | Q1 FY22 | Q4 FY21 | | Q1 FY21 | |
| Revenue (Rs Million) | Total Revenue | 922.1 | 800.4 | 15.2% | 774.1 | 19.1% |
| | Net Revenue | 880.3 | 793.4 | 11.0% | 758.1 | 16.1% |
| Profit (Rs Million) | EBITDA | 145.8 | 191.2 | -23.7% | 193.6 | -24.7% |
| | <i>PBT Before Forex Gain / Loss</i> | <i>143.7</i> | <i>180.0</i> | <i>-20.2%</i> | <i>183.2</i> | <i>-21.6%</i> |
| | PBT | 169.7 | 153.9 | 10.3% | 193.1 | -12.1% |
| | PAT (Before OCI) | 128.1 | 109.9 | 16.6% | 142.6 | -10.1% |
| | Total Comprehensive Income | 130.0 | 102.2 | 27.2% | 141.4 | -8.0% |
| Margin (%) | <i>EBITDA</i> | <i>16.6%</i> | <i>24.1%</i> | | <i>25.5%</i> | |
| | <i>PBT Before Forex Gain / Loss</i> | <i>15.6%</i> | <i>22.5%</i> | | <i>23.7%</i> | |
| | <i>PBT</i> | <i>18.4%</i> | <i>19.2%</i> | | <i>25.0%</i> | |
| | <i>PAT (Before OCI)</i> | <i>13.9%</i> | <i>13.7%</i> | | <i>18.4%</i> | |
| | <i>Total Comprehensive Income</i> | <i>14.1%</i> | <i>12.8%</i> | | <i>18.3%</i> | |
| EPS (Rs) | Basic | 12.50 | 10.72 | 16.6% | 13.91 | -10.2% |
| | Diluted | 12.50 | 10.72 | 16.6% | 13.91 | -10.2% |

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) | 30-Jun-21 Q1 FY22 | 31-Mar-21 Q4 FY21 | QoQ Growth | 30-Jun-20 Q1 FY21 | YoY Growth |
|--------|---|----------------------|----------------------|---------------|----------------------|---------------|
| | Net Sales / Income from Operation | | | | | |
| 1 | Income | 880.3 | 793.4 | 11% | 758.1 | 16% |
| 2 | Expenditure | | | | | |
| (a) | Employee Cost | 428.0 | 398.8 | 7% | 399.0 | 7% |
| (b) | Depreciation | 15.9 | 14.9 | 7% | 13.8 | 15% |
| (c) | Other Expenditure | 306.5 | 203.5 | 51% | 165.5 | 85% |
| (d) | Total Expenditure | 750.4 | 617.1 | 22% | 578.3 | 30% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 129.9 | 176.3 | -26% | 179.8 | -28% |
| 4 | Other Income | 15.8 | 7.0 | 127% | 6.1 | 160% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 145.7 | 183.3 | -20% | 185.8 | -22% |
| 6 | Finance Cost | 2.0 | 3.2 | | 2.6 | |
| 7 | Exchange Gain/(loss) | 26.0 | (26.1) | | 9.9 | |
| 8 | Profit after Interest but before Exceptional Items (5-6+7) | 169.7 | 153.9 | 10% | 193.1 | -12% |
| 9 | Exceptional Items | - | - | | - | |
| 10 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9) | 169.7 | 153.9 | 10% | 193.1 | -12% |
| 11 | Tax Expenses | 41.6 | 44.1 | -6% | 50.5 | -18% |
| 12 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11) | 128.1 | 109.9 | 17% | 142.6 | -10% |
| 13 | Extraordinary Items (net of tax expense Rs.) | - | - | | - | |
| 14 | Net Profit(+)/ Loss (-) for the Period (12-13) | 128.1 | 109.9 | 17% | 142.6 | -10% |
| 15 | Other Comprehensive Income | 1.9 | (7.7) | | (1.2) | |
| 16 | Total Comprehensive Income for the period (14+15) | 130.0 | 102.2 | 27% | 141.4 | -8% |
| 17 | Earnings Per Share (EPS) in Rs. | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualized) | 12.50 | 10.72 | 17% | 13.91 | -10% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 12.50 | 10.72 | 17% | 13.91 | -10% |

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for Quality

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Partnership

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and Integrity

(expleo)

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