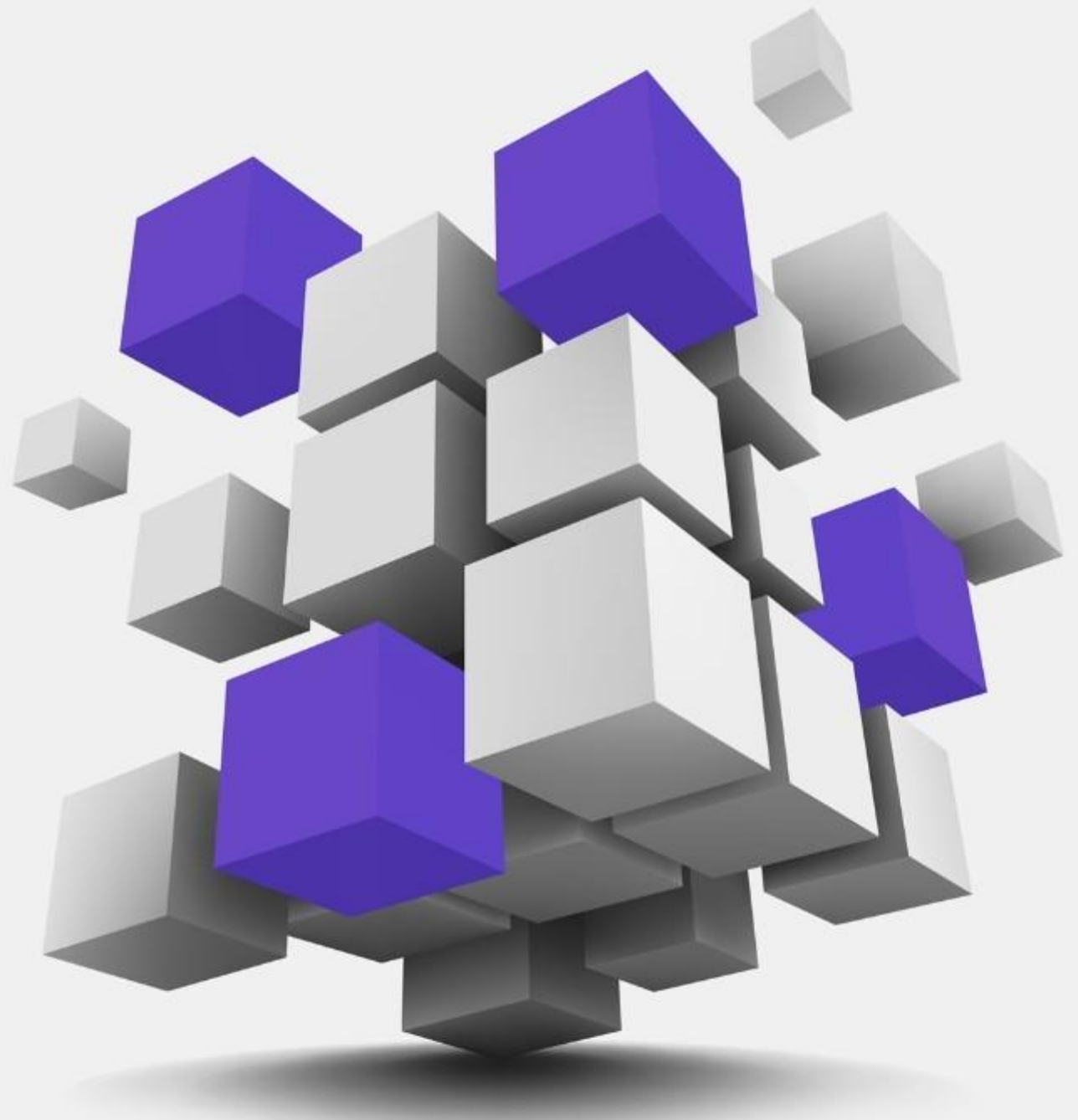


Earnings Presentation

Q1 FY23

12TH AUGUST 2022



[expleo]

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q1FY23 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,274 million vs Rs 1,136 million, up by 12.2%
- Total Income was Rs 1,282 million vs Rs 1,161 million, up by 10.4%

Profit:

- EBITDA stood at Rs 267 million vs Rs 249 million in Q4FY22, up by 7.1%
- EBITDA margin of 20.9 % in Q1FY23 as against 21.9% in Q4FY22, down by 101 basis
- PAT was at Rs 177 million vs Rs 173 million in Q4FY22, up by 2.5%
- PAT margin of 13.8 % in Q1FY23 as against 14.9% in Q4FY22, down by 107 basis
- Basic EPS at Rs 16.74 in Q1FY23 as against Rs 18.18 in Q4FY22, down by 7.9%

Cash:

- Net cash position stood at Rs 1,479 million vs Rs 1,558 million for Q4FY22

Consolidated Q1FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,274 million vs Rs 880 million, up by 44.8%
- Total Income was Rs 1,282 million vs Rs 922 million, up by 39.1%

Profit:

- EBITDA stood at Rs 267 million vs Rs 146 million in Q1FY23, up by 82.9%
- EBITDA margin of 20.9% in Q1FY23 as against 16.6% in Q1FY22, up by 437 basis
- PAT was at Rs 177 million vs Rs 130 million in Q1FY22, up by 36.2%
- PAT margin of 13.8% in Q1FY23 as against 14.1% in Q1FY22, down by 29 basis
- Basic EPS at Rs 16.74 in Q1FY23 as against Rs 12.50 in Q1FY22, up by 33.9%

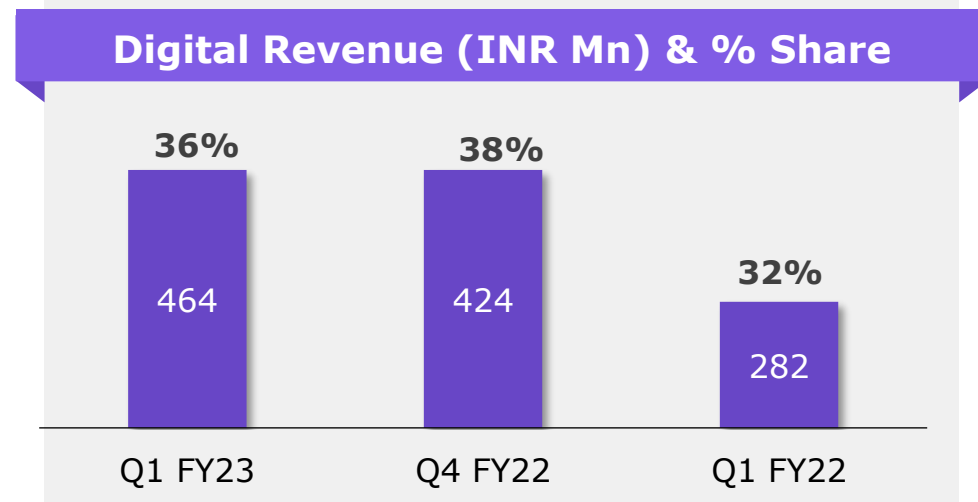
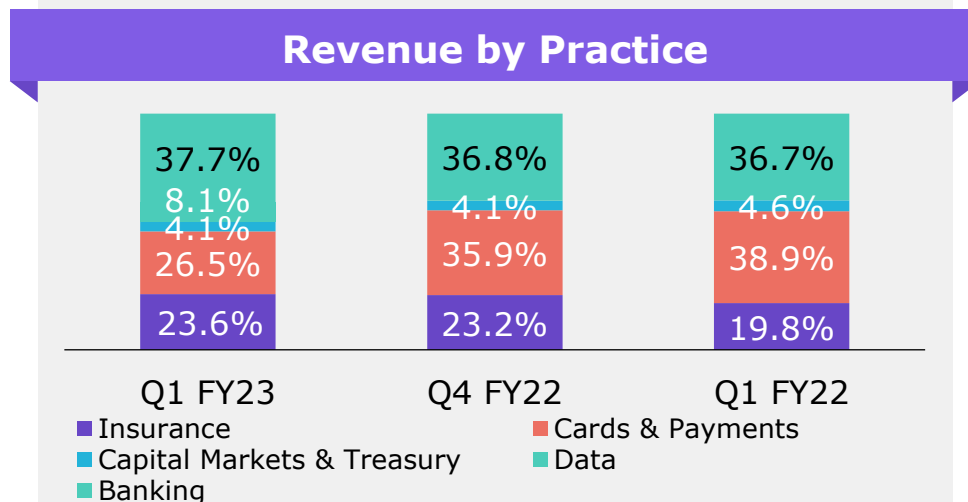
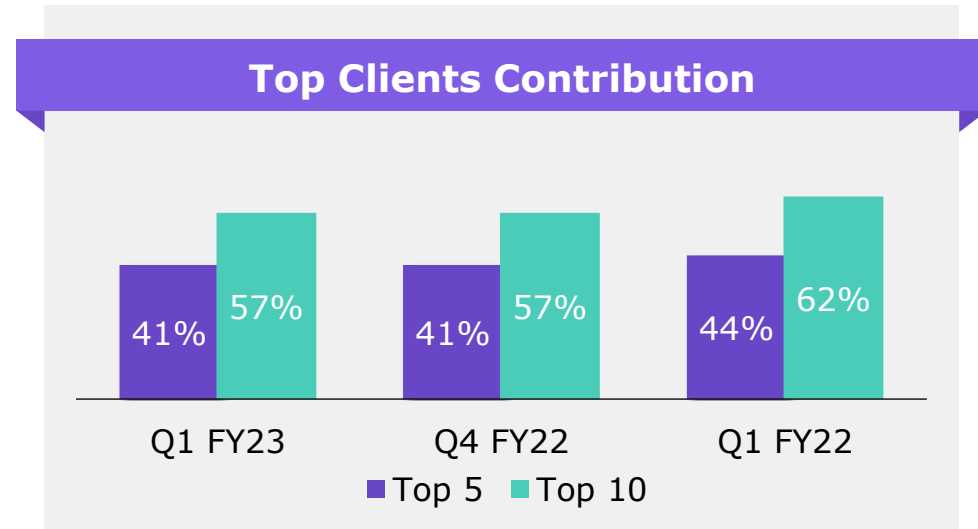
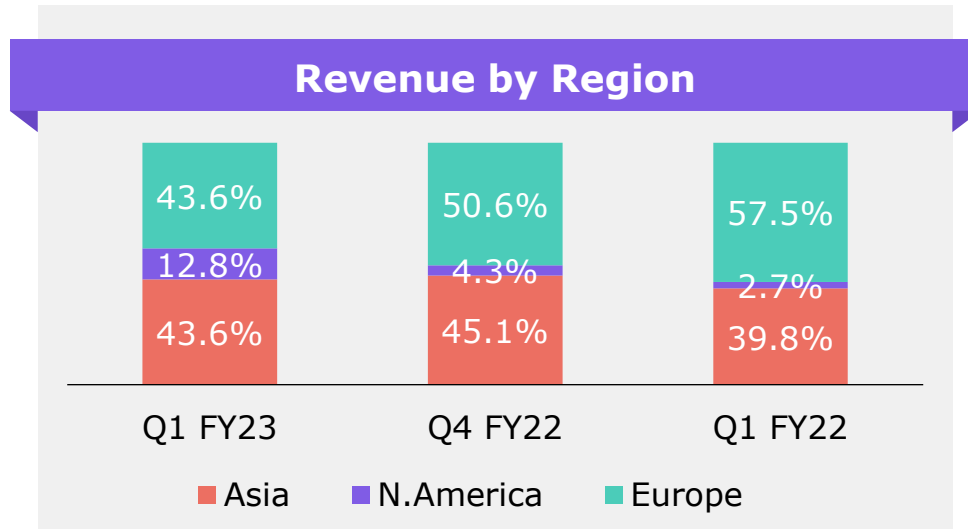
Cash:

- Net cash position stood at Rs 1,479 million vs Rs 1,377 million for Q1FY22

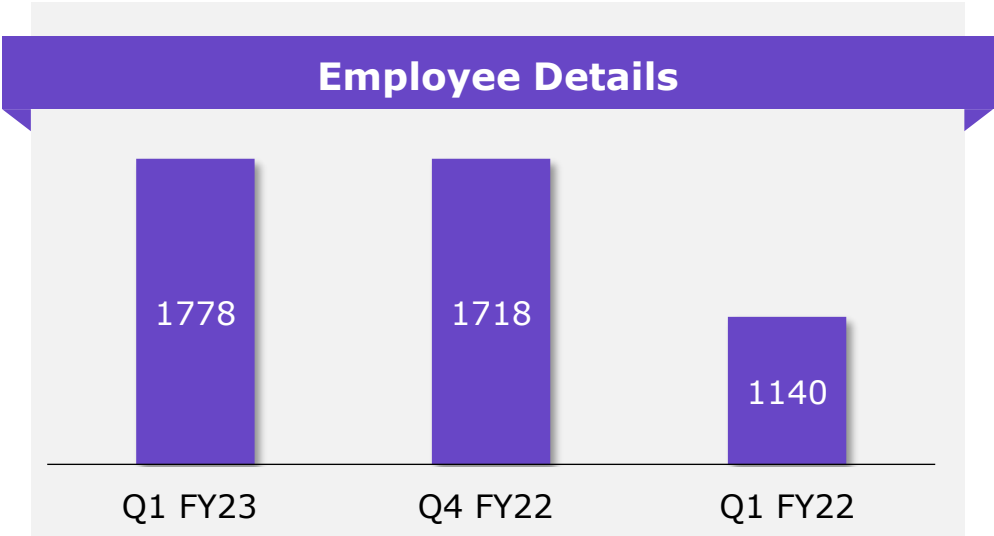
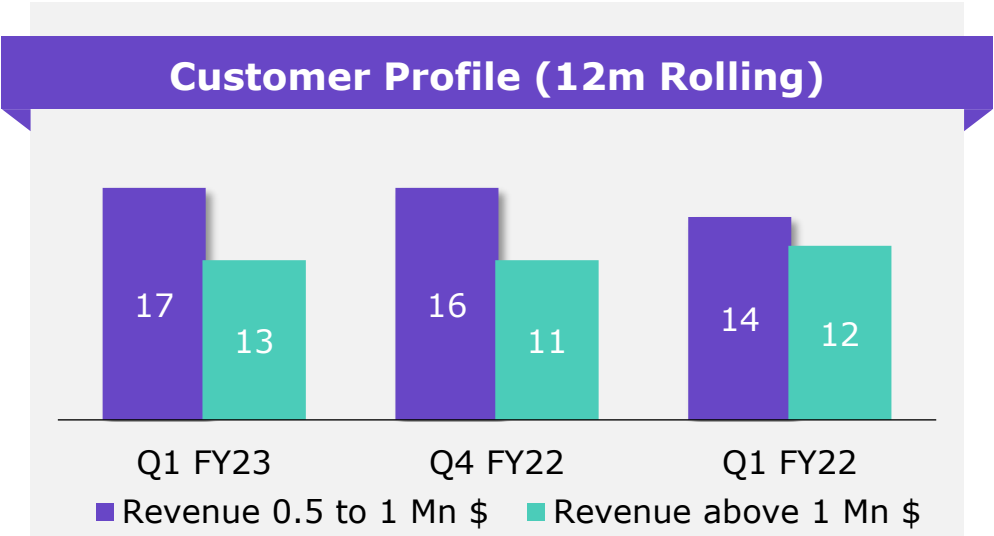
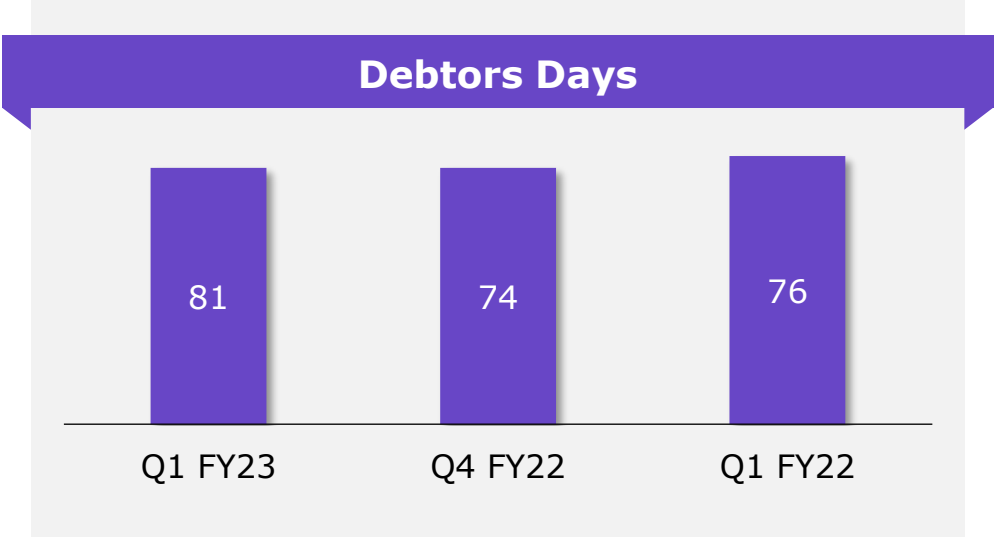
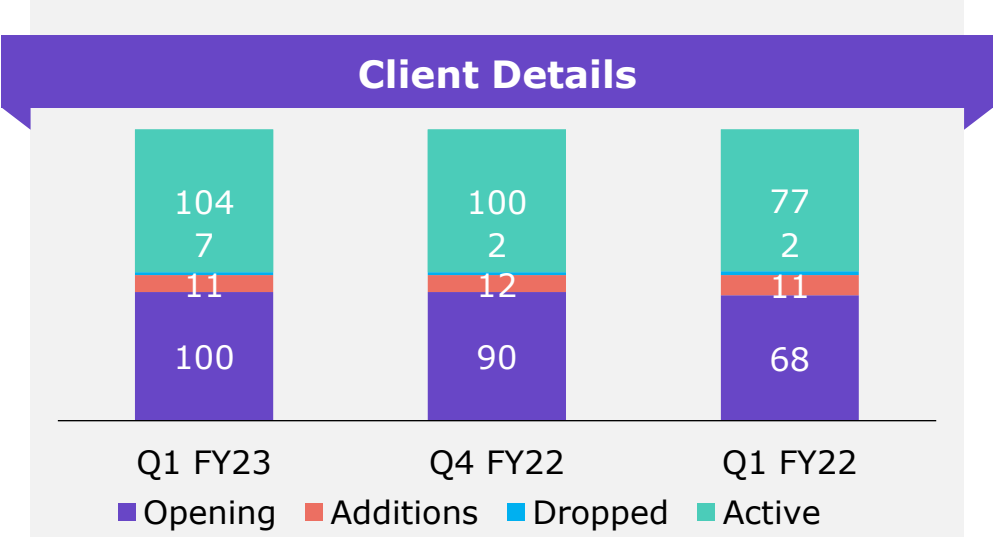
Consolidated Financial Summary

| Particulars | Metrics | 30-Jun-22 | 31-Mar-22 | QoQ Growth | 30-Jun-21 | YoY Growth |
|-----------------------------|-------------------------------------|-----------|-----------|------------|-----------|------------|
| | | Q1 FY23 | Q4 FY22 | | Q1 FY22 | |
| Revenue (Rs Million) | Total Revenue | 1,282.2 | 1,161.0 | 10.4% | 922.1 | 39.1% |
| | Net Revenue | 1,274.4 | 1,135.5 | 12.2% | 880.3 | 44.8% |
| Profit (Rs Million) | EBITDA | 266.7 | 249.1 | 7.1% | 145.8 | 82.9% |
| | <i>PBT Before Forex Gain / Loss</i> | 236.1 | 229.5 | 2.9% | 143.7 | 64.3% |
| | PBT | 225.6 | 248.1 | -9.0% | 169.7 | 32.9% |
| | PAT (Before OCI) | 171.6 | 186.4 | -7.9% | 128.1 | 34.0% |
| | Total Comprehensive Income | 177.1 | 172.8 | 2.5% | 130.0 | 36.2% |
| Margin (%) | <i>EBITDA</i> | 20.9% | 21.9% | | 16.6% | |
| | <i>PBT Before Forex Gain / Loss</i> | 18.4% | 19.8% | | 15.6% | |
| | <i>PBT</i> | 17.6% | 21.4% | | 18.4% | |
| | <i>PAT (Before OCI)</i> | 13.4% | 16.1% | | 13.9% | |
| | <i>Total Comprehensive Income</i> | 13.8% | 14.9% | | 14.1% | |
| EPS (Rs) | Basic | 16.74 | 18.18 | -7.9% | 12.50 | 33.9% |
| | Diluted | 16.74 | 18.18 | -7.9% | 12.50 | 33.9% |

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-22 Q1 FY23 | 31-Mar-22 Q4 FY22 | QoQ Growth | 30-Jun-21 Q1 FY22 | YoY Growth |
|--------|--|----------------------|----------------------|---------------|----------------------|---------------|
| | Net Sales / Income from Operation | | | | | |
| 1 | Income | 1,274.4 | 1,135.5 | 12% | 880.3 | 45% |
| 2 | Expenditure | | | | | |
| (a) | Employee Cost | 623.7 | 564.0 | 11% | 428.0 | 46% |
| (b) | Depreciation | 36.1 | 23.0 | 57% | 15.9 | 127% |
| (c) | Other Expenditure | 383.9 | 322.4 | 19% | 306.5 | 25% |
| (d) | Total Expenditure | 1,043.8 | 909.42 | 15% | 750.4 | 39% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 230.6 | 226.1 | 2% | 129.9 | 77% |
| 4 | Other Income | 7.8 | 6.9 | 13% | 15.8 | -50% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 238.5 | 233.0 | 2% | 145.7 | 64% |
| 6 | Finance Cost | 2.4 | 3.53 | | 2.0 | |
| 7 | Exchange Gain/(loss) | (10.4) | 18.6 | | 26.0 | |
| 8 | Profit after Interest but before Exceptional Items (5-6+7) | 225.6 | 248.1 | -9% | 169.7 | 33% |
| 9 | Exceptional Items | - | - | | - | |
| 10 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9) | 225.6 | 248.1 | -9% | 169.7 | 33% |
| 11 | Tax Expenses | 54.0 | 61.7 | -13% | 41.6 | 30% |
| 12 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11) | 171.6 | 186.4 | -8% | 128.1 | 34% |
| 13 | Extraordinary Items (net of tax expense Rs.) | - | - | | - | |
| 14 | Net Profit(+)/ Loss (-) for the Period (12-13) | 171.6 | 186.4 | -8% | 128.1 | 34% |
| 15 | Other Comprehensive Income | 5.5 | (13.6) | | 1.9 | |
| 16 | Total Comprehensive Income for the period (14+15) | 177.1 | 172.8 | 2% | 130.0 | 36% |
| 17 | Earnings Per Share (EPS) in Rs. | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualized) | 16.7 | 18.2 | -8% | 12.5 | 34% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 16.7 | 18.2 | -8% | 12.5 | 34% |

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

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