



Earnings Presentation

Q2 FY20

31 OCTOBER 2019

(expleo)

Safe Harbor

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Agenda



Consolidated Q2FY20 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 657million vs Rs 599 million, up 9.7%
- ✓ Total Income was Rs 658 million vs Rs 620 million, up 6.2%

□ Profit:

- ✓ EBITDA stood at Rs 144 million vs Rs 104 million in Q1FY20, up 38.8%
- ✓ EBITDA margin of 22.0% in Q2FY20 as against 17.4% in Q1FY20, up 463 bps
- ✓ PAT was at Rs 84 million vs Rs 67 million in Q1FY20, up 25.7%
- ✓ PAT margin of 12.7% in Q2FY20 as against 10.8% in Q1FY20, up 197bps
- ✓ Basic EPS at Rs 8.55 in Q2FY20 as against Rs 6.20 in Q1FY20

□ Cash:

- ✓ Net cash position stood at Rs 763 million vs Rs 747 million for Q1FY20

Consolidated H1FY20 Y-o-Y Review

❑ Revenue:

- ✓ Operating Revenue was Rs 1,256 million vs Rs 1,489 million.
- ✓ Total Income was Rs 1,278 million vs Rs 1,504 million.

❑ Profit:

- ✓ EBITDA stood at Rs 249 million vs Rs 301 million.
- ✓ EBITDA margin of 19.8% in H1FY20 as against 20.2% in H1FY19.
- ✓ PAT was at Rs 151 million vs Rs 220 million.
- ✓ PAT margin of 12.2% in H1FY20 as against 14.6% in H1FY19.
- ✓ Basic EPS at Rs 14.87 as against Rs 20.56 in H1FY19

❑ Cash:

- ✓ Net cash position stood at Rs 763 million vs Rs 760 million for H1FY19

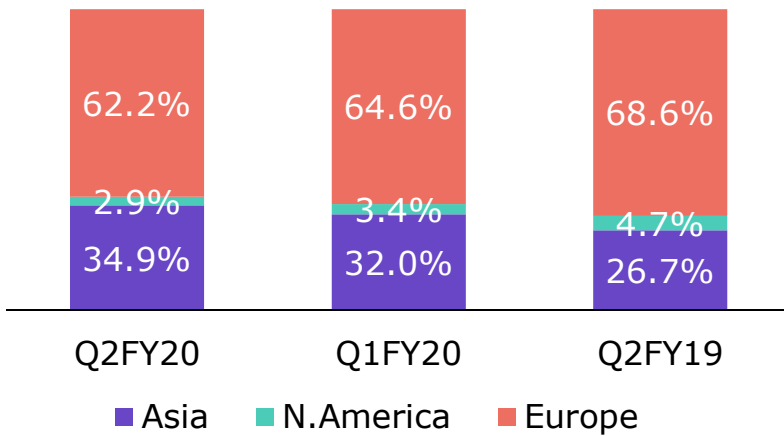
Consolidated Financial Summary

Particulars	Metrics	30-Sep-19 Q2 FY20	30-Jun-19 Q1 FY20	QoQ Growth	30-Sep-18 Q2 FY19	YoY Growth	30-Sep-19 H1 FY20	30-Sep-18 H1 FY19	YoY Growth
Revenue (Rs Million)	Total Revenue *	658.2	619.7	6.2%	762.8	-13.7%	1,277.9	1,503.6	-15.0%
	Net Revenue	656.7	598.9	9.7%	757.8	-13.3%	1,255.5	1,488.9	-15.7%
	EBITDA	144.5	104.1	38.8%	172.1	-16.0%	248.6	301.4	-17.5%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>126.0</i>	<i>108.0</i>	<i>16.7%</i>	<i>163.5</i>	<i>-22.9%</i>	<i>233.9</i>	<i>288.7</i>	<i>-19.0%</i>
	PBT	124.8	97.7	27.7%	207.8	-39.9%	222.5	331.1	-32.8%
	PAT (Before OCI)	89.5	66.2	35.2%	136.5	-34.4%	155.7	220.2	-29.3%
	Total Comprehensive Income	83.8	66.7	25.7%	134.6	-37.7%	150.5	219.6	-31.5%
Margin (%)	EBITDA	22.0%	17.4%		22.7%		19.8%	20.2%	
	<i>PBT Before Forex Gain / Loss</i>	<i>19.1%</i>	<i>17.4%</i>		<i>21.4%</i>		<i>18.3%</i>	<i>19.2%</i>	
	PBT	19.0%	15.8%		27.2%		17.4%	22.0%	
	PAT (Before OCI)	13.6%	10.7%		17.9%		12.2%	14.6%	
	Total Comprehensive Income	12.7%	10.8%		17.6%		11.8%	14.6%	
EPS (Rs)	Basic	8.55	6.20	38.0%	12.74	-32.9%	14.87	20.56	-27.7%
	Diluted	8.55	6.20	38.0%	12.74	-32.9%	14.87	20.56	-27.7%

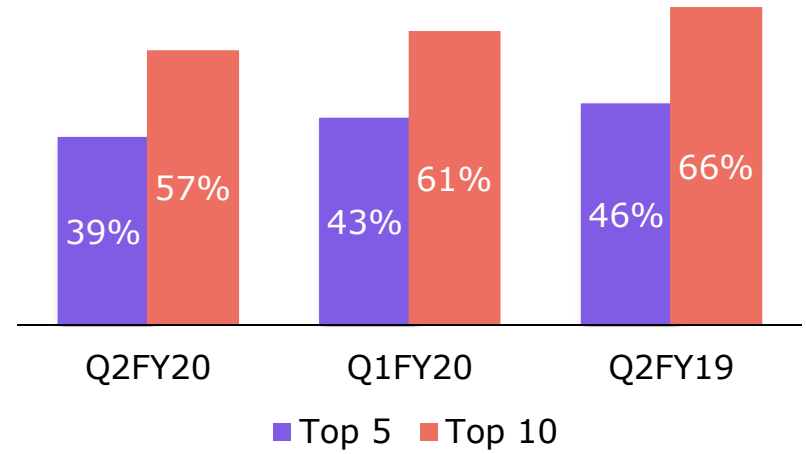
* Q1 FY20 Total Revenue incl. Scrip Sales – Rs. 9.78 Mn

Operating Metrics

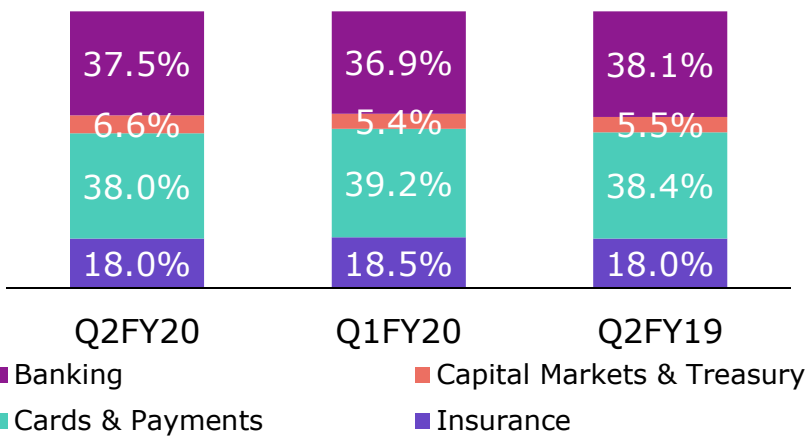
Revenue by Region



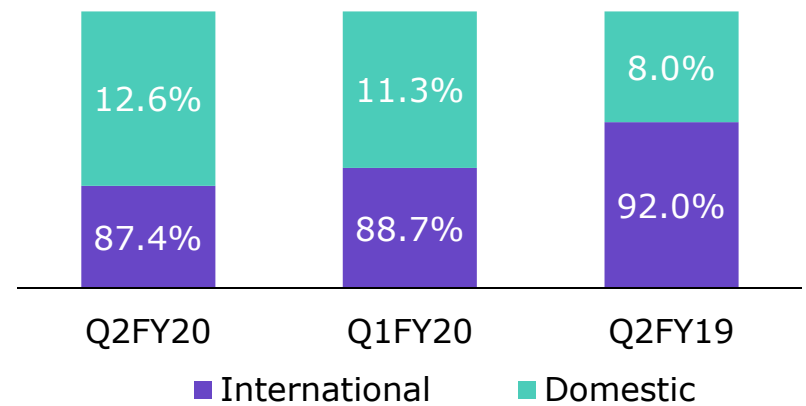
Client Concentration (12m Rolling)



Revenue by Practice

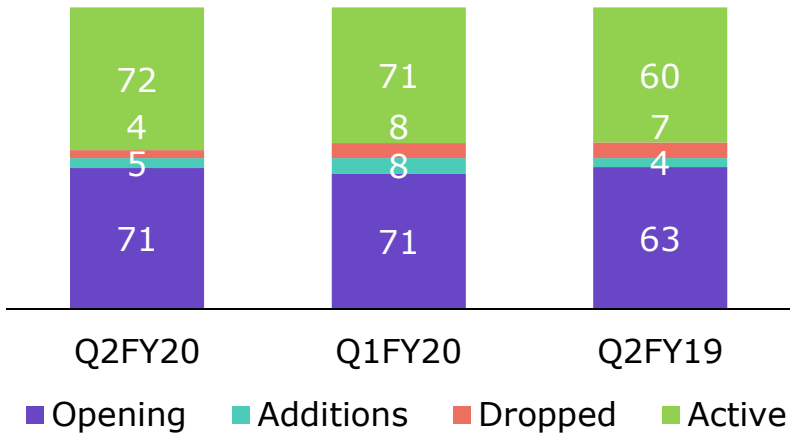


Revenue Distribution

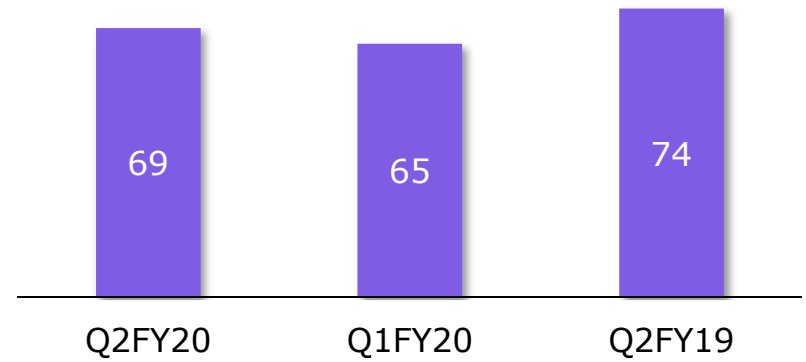


Operating Metrics

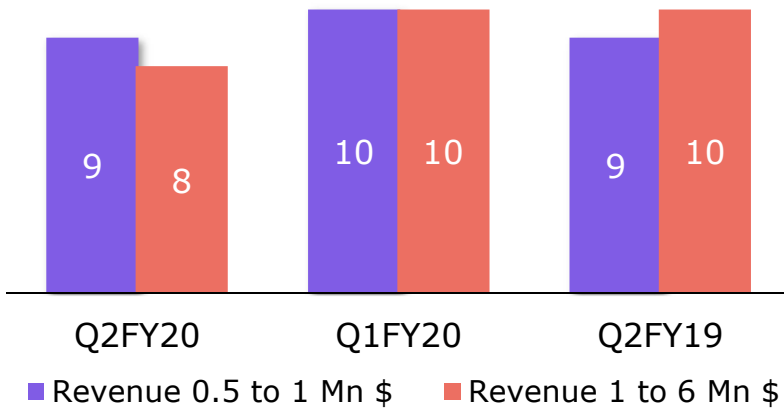
Client Details



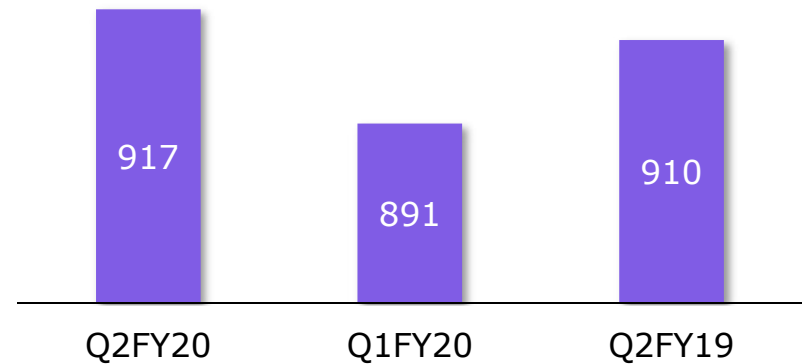
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Consolidated Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-19 Q2 FY20	30-Jun-19 Q1 FY20	QoQ Growth	30-Sep-18 Q2 FY19	YoY Growth	30-Sep-19 H1 FY20	30-Sep-18 H1 FY19	YoY Growth
	Net Sales / Income from Operation								
1	Income	656.7	598.9	10%	757.8	-13%	1,255.5	1,488.9	-16%
2	Expenditure								
(a)	Employee Cost	426.3	409.4	4%	476.4	-11%	835.6	956.2	-13%
(b)	Depreciation	15.0	16.9	-11%	13.6	11%	32.0	27.5	16%
(c)	Other Expenditure	85.9	85.4	1%	109.3	-21%	171.3	231.2	-26%
(d)	Total Expenditure	527.2	511.7	3%	599.3	-12%	1,038.9	1,215.0	-14%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	129.5	87.1	49%	158.5	-18%	216.6	273.9	-21%
4	Other Income	1.5	20.9	-93%	5.0	-70%	22.4	14.8	52%
5	Profit before Interest and Exceptional Items (3+4)	131.0	108.0	21%	163.5	-20%	239.0	288.7	-17%
6	Finance Cost	5.0	0.0		-		5.0	-	
7	Exchange Gain/(loss)	(1.2)	(10.2)		44.3		(11.4)	42.5	
8	Profit after Interest but before Exceptional Items (5-6+7)	124.8	97.7	28%	207.8	-40%	222.5	331.1	-33%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	124.8	97.7	28%	207.8	-40%	222.5	331.1	-33%
11	Tax Expenses	35.3	31.5	12%	71.3	-51%	66.8	110.9	-40%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	89.5	66.2	35%	136.5	-34%	155.7	220.2	-29%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	89.5	66.2	35%	136.5	-34%	155.7	220.2	-29%
15	Other Comprehensive Income	(5.7)	0.5		(1.9)		(5.2)	(0.7)	
16	Total Comprehensive Income for the period (14+15)	83.8	66.7	26%	134.6	-38%	150.5	219.6	-31%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	8.55	6.20	38%	12.74	-33%	14.87	20.56	-28%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	8.55	6.20	38%	12.74	-33%	14.87	20.56	-28%

Thank you for your attention. (expleo)

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for Quality

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Honesty
and Integrity