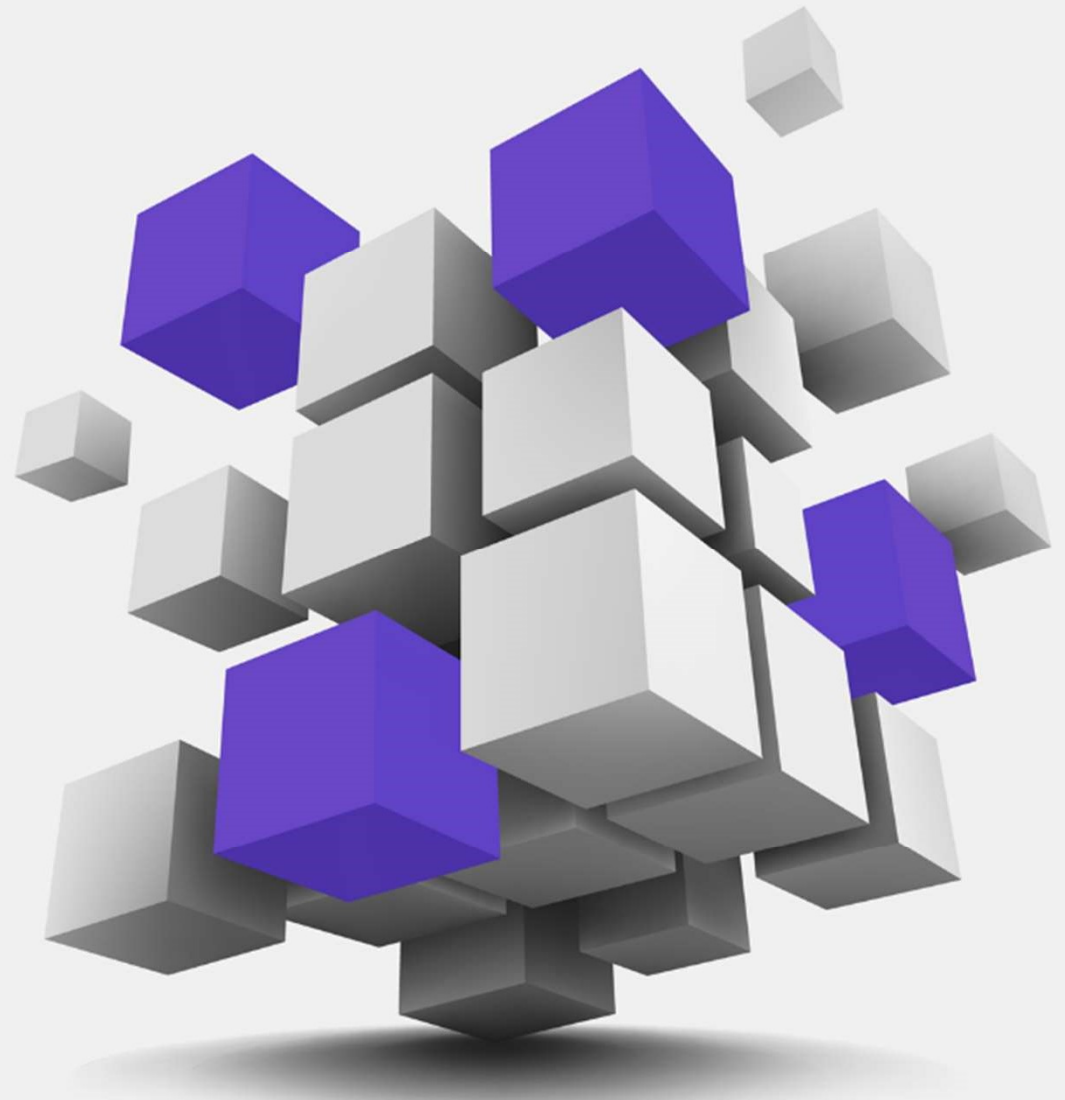


Earnings Presentation

Q2 FY22

10TH NOVEMBER 2021



(expleo)

Think bold, act reliable

Safe Harbor

This presentation has been prepared by Expleo Solutions Limited solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information on Expleo Solutions including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q2FY22 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 971 million vs Rs 880 million, up by 10.3%
- Total Income was Rs 977 million vs Rs 922 million, up by 5.9%

Profit:

- EBITDA stood at Rs 164 million vs Rs 146 million in Q1FY22
- EBITDA margin of 16.9% in Q2FY22 as against 16.6% in Q1FY22
- PAT was at Rs 115 million vs Rs 130 million in Q1FY22
- PAT margin of 11.7% in Q2FY22 as against 14.1% in Q1FY22
- Basic EPS at Rs 10.80 in Q2FY22 as against Rs 12.50 in Q1FY22

Cash:

- Net cash position stood at Rs 1,452 million vs Rs 1,377 million for Q1FY22

Consolidated Q2FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 971 million vs Rs 736 million, up by 31.9%
- Total Income was Rs 977 million vs Rs 747 million, up by 30.8%

Profit:

- EBITDA stood at Rs 164 million vs Rs 177 million in Q2FY21
- EBITDA margin of 16.9% in Q2FY22 as against 24.0% in Q2FY21
- PAT was at Rs 115 million vs Rs 128 million in Q2FY21
- PAT margin of 11.7% in Q2FY22 as against 17.2% in Q2FY21
- Basic EPS at Rs 10.80 in Q2FY22 as against Rs 12.27 in Q2FY21

Cash:

- Net cash position stood at Rs 1,452 million vs Rs 1,079 million for Q2FY21

Consolidated H1FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,851 million vs Rs 1,494 million, up by 23.9%
- Total Income was Rs 1,872 million vs Rs 1,521 million, up by 23.1%

Profit:

- EBITDA stood at Rs 336 million vs Rs 370 million in H1FY21
- EBITDA margin of 18.1% in H1FY22 as against 24.8% in H1FY21
- PAT was at Rs 245 million vs Rs 270 million in H1FY21
- PAT margin of 13.1% in H1FY22 as against 17.7% in H1FY21
- Basic EPS at Rs 23.30 in H1FY22 as against Rs 26.18 in H1FY21

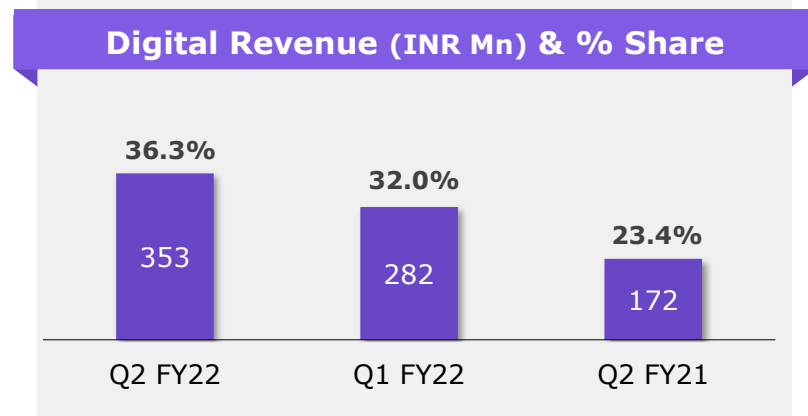
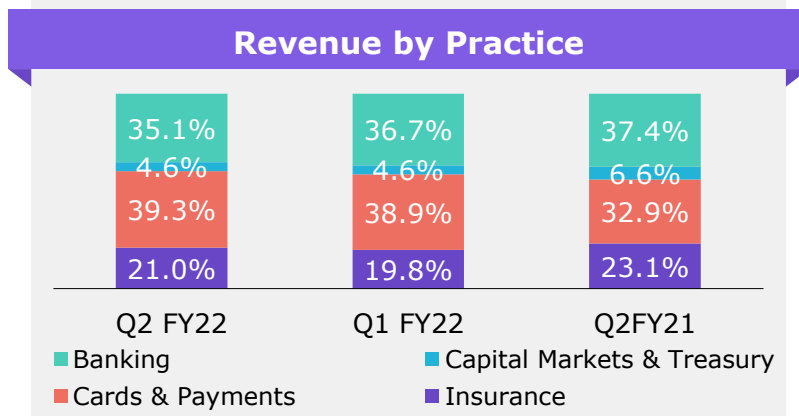
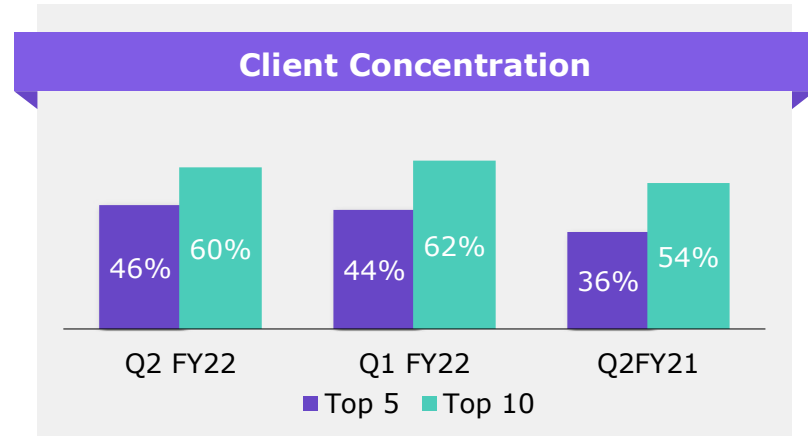
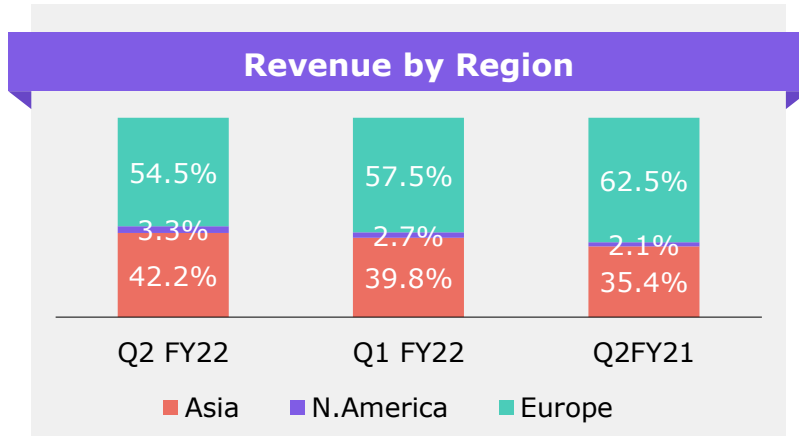
Cash:

- Net cash position stood at Rs 1,452 million vs Rs 1,079 million for H1FY21

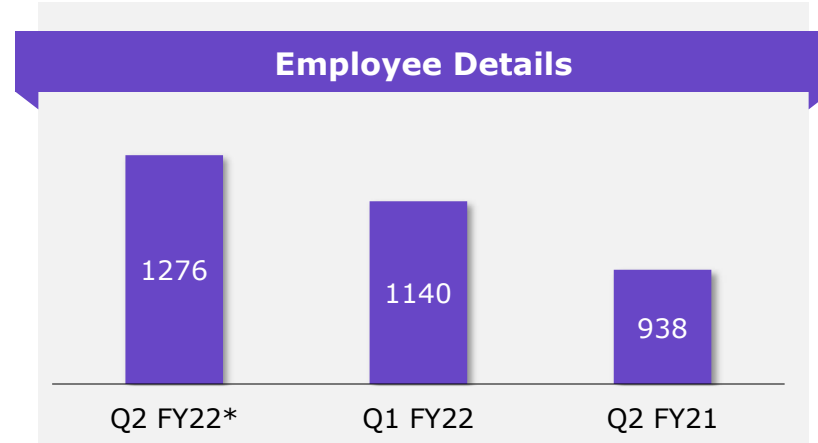
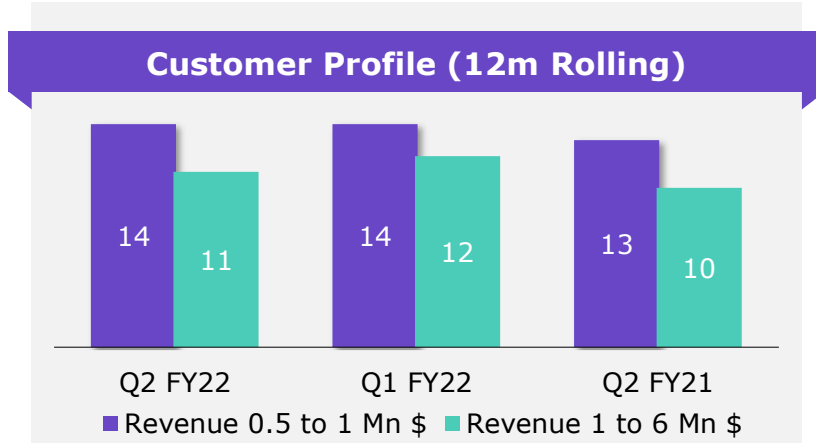
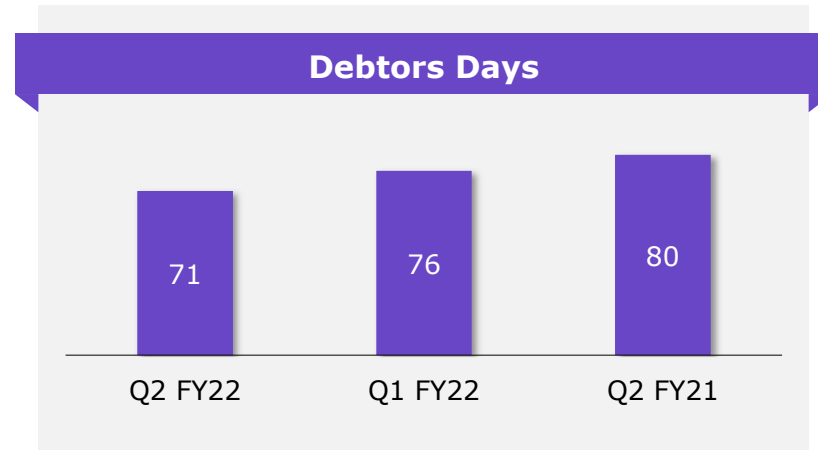
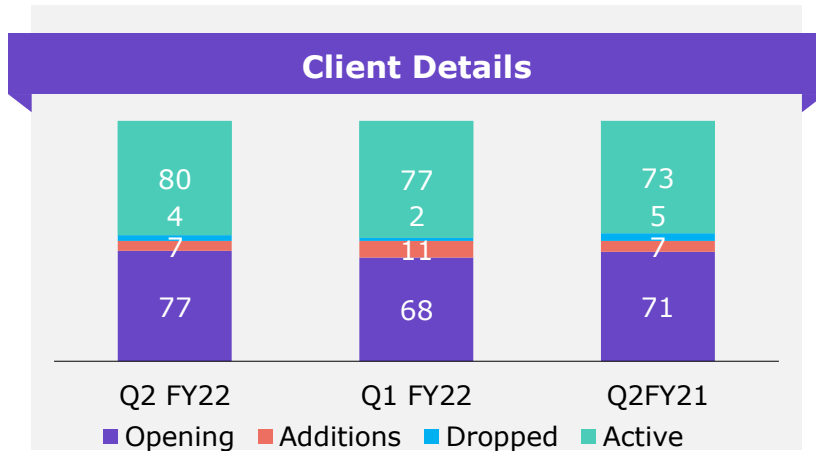
Consolidated Financial Summary

| Particulars | Metrics | 30-Sep-21 | 30-Jun-21 | QoQ Growth | 30-Sep-20 | YoY Growth | 30-Sep-21 | 30-Sep-20 | YoY Growth |
|-----------------------------|-------------------------------------|-----------|-----------|------------|-----------|------------|-----------|-----------|------------|
| | | Q2 FY22 | Q1 FY22 | | Q2 FY21 | | H1 FY 22 | H1 FY 21 | |
| Revenue (Rs Million) | Total Revenue | 977.0 | 922.1 | 5.9% | 746.8 | 30.8% | 1,872.2 | 1,520.9 | 23.1% |
| | Net Revenue | 970.9 | 880.3 | 10.3% | 736.3 | 31.9% | 1,851.2 | 1,494.4 | 23.9% |
| Profit (Rs Million) | EBITDA | 163.7 | 145.8 | 12.3% | 176.6 | -7.3% | 335.5 | 370.2 | -9.4% |
| | <i>PBT Before Forex Gain / Loss</i> | 177.7 | 143.7 | 23.6% | 166.8 | 6.5% | 321.4 | 350.0 | -8.2% |
| | PBT | 150.8 | 169.7 | -11.2% | 171.1 | -11.9% | 320.5 | 364.2 | -12.0% |
| | PAT (Before OCI) | 110.7 | 128.1 | -13.6% | 125.9 | -12.0% | 238.8 | 268.4 | -11.0% |
| | Total Comprehensive Income | 114.8 | 130.0 | -11.7% | 128.2 | -10.5% | 244.8 | 269.5 | -9.2% |
| Margin (%) | <i>EBITDA</i> | 16.9% | 16.6% | | 24.0% | | 18.1% | 24.8% | |
| | <i>PBT Before Forex Gain / Loss</i> | 18.2% | 15.6% | | 22.3% | | 17.2% | 23.0% | |
| | <i>PBT</i> | 15.4% | 18.4% | | 22.9% | | 17.1% | 23.9% | |
| | <i>PAT (Before OCI)</i> | 11.3% | 13.9% | | 16.9% | | 12.8% | 17.6% | |
| | <i>Total Comprehensive Income</i> | 11.7% | 14.1% | | 17.2% | | 13.1% | 17.7% | |
| EPS (Rs) | Basic | 10.80 | 12.50 | -13.6% | 12.27 | -12.0% | 23.30 | 26.18 | -11.0% |
| | Diluted | 10.80 | 12.50 | -13.6% | 12.27 | -12.0% | 23.30 | 26.18 | -11.0% |

Consolidated Financial Summary



Consolidated Financial Summary



9 * Headcount is excluding the HTD Apprentice Coimbatore of 370
 © 2020 Expleo Solutions Limited, All Rights Reserved.

Consolidated Financial Summary

| Sr No. | Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS) | 30-Sep-21 Q2 FY22 | 30-Jun-21 Q1 FY22 | QoQ Growth | 30-Sep-20 Q2 FY21 | YoY Growth | 30-Sep-21 H1 FY 22 | 30-Sep-20 H1 FY 21 | YoY Growth |
|--------|---|----------------------|----------------------|---------------|----------------------|---------------|-----------------------|-----------------------|------------|
| | Net Sales / Income from Operation | | | | | | | | |
| 1 | Income | 970.9 | 880.3 | 10% | 736.3 | 32% | 1,851.2 | 1,494.4 | 24% |
| 2 | Expenditure | | | | | | | | |
| (a) | Employee Cost | 453.5 | 428.0 | 6% | 398.6 | 14% | 881.6 | 797.6 | 11% |
| (b) | Depreciation | 18.8 | 15.9 | 18% | 13.6 | 38% | 34.6 | 27.4 | 26% |
| (c) | Other Expenditure | 326.7 | 306.5 | 7% | 161.1 | 103% | 633.2 | 326.6 | 94% |
| (d) | Total Expenditure | 799.0 | 750.4 | 6% | 573.3 | 39% | 1,549.4 | 1,151.6 | 35% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 171.8 | 129.9 | 32% | 163.0 | 5% | 301.8 | 342.8 | -12% |
| 4 | Other Income | 6.1 | 15.8 | -61% | 6.2 | -2% | 21.9 | 12.3 | 78% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 177.9 | 145.7 | 22% | 169.2 | 5% | 323.7 | 355.1 | -9% |
| 6 | Finance Cost | 0.3 | 2.0 | | 2.5 | | 2.3 | 5.0 | |
| 7 | Exchange Gain/(loss) | (26.9) | 26.0 | | 4.3 | | (0.89) | 14.2 | |
| 8 | Profit after Interest but before Exceptional Items (5-6+7) | 150.8 | 169.7 | -11% | 171.1 | -12% | 320.5 | 364.2 | -12% |
| 9 | Exceptional Items | - | - | | - | | - | - | |
| 10 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9) | 150.8 | 169.7 | -11% | 171.1 | -12% | 320.5 | 364.2 | -12% |
| 11 | Tax Expenses | 40.1 | 41.6 | -4% | 45.2 | -11% | 81.7 | 95.8 | -15% |
| 12 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11) | 110.7 | 128.1 | -14% | 125.9 | -12% | 238.8 | 268.4 | -11% |
| 13 | Extraordinary Items (net of tax expense Rs.) | - | - | | - | | - | - | |
| 14 | Net Profit(+)/ Loss (-) for the Period (12-13) | 110.7 | 128.1 | -14% | 125.9 | -12% | 238.8 | 268.4 | -53% |
| 15 | Other Comprehensive Income | 4.1 | 1.9 | | 2.3 | | 5.9 | 1.1 | |
| 16 | Total Comprehensive Income for the period (14+15) | 114.78 | 130.0 | -12% | 128.2 | -10% | 244.8 | 269.5 | -9% |
| 17 | Earnings Per Share (EPS) in Rs. | | | | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualized) | 10.80 | 12.50 | -14% | 12.27 | -12% | 23.30 | 26.18 | -53% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 10.80 | 12.50 | -14% | 12.27 | -12% | 23.30 | 26.18 | -53% |

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

Desikan Narayanan

Expleo Solutions Limited

Desikan.Narayanan@expleogroup.com

Diwakar Pingle

Christensen Advisory, India

dpingle@christensenir.com

expleogroup.com