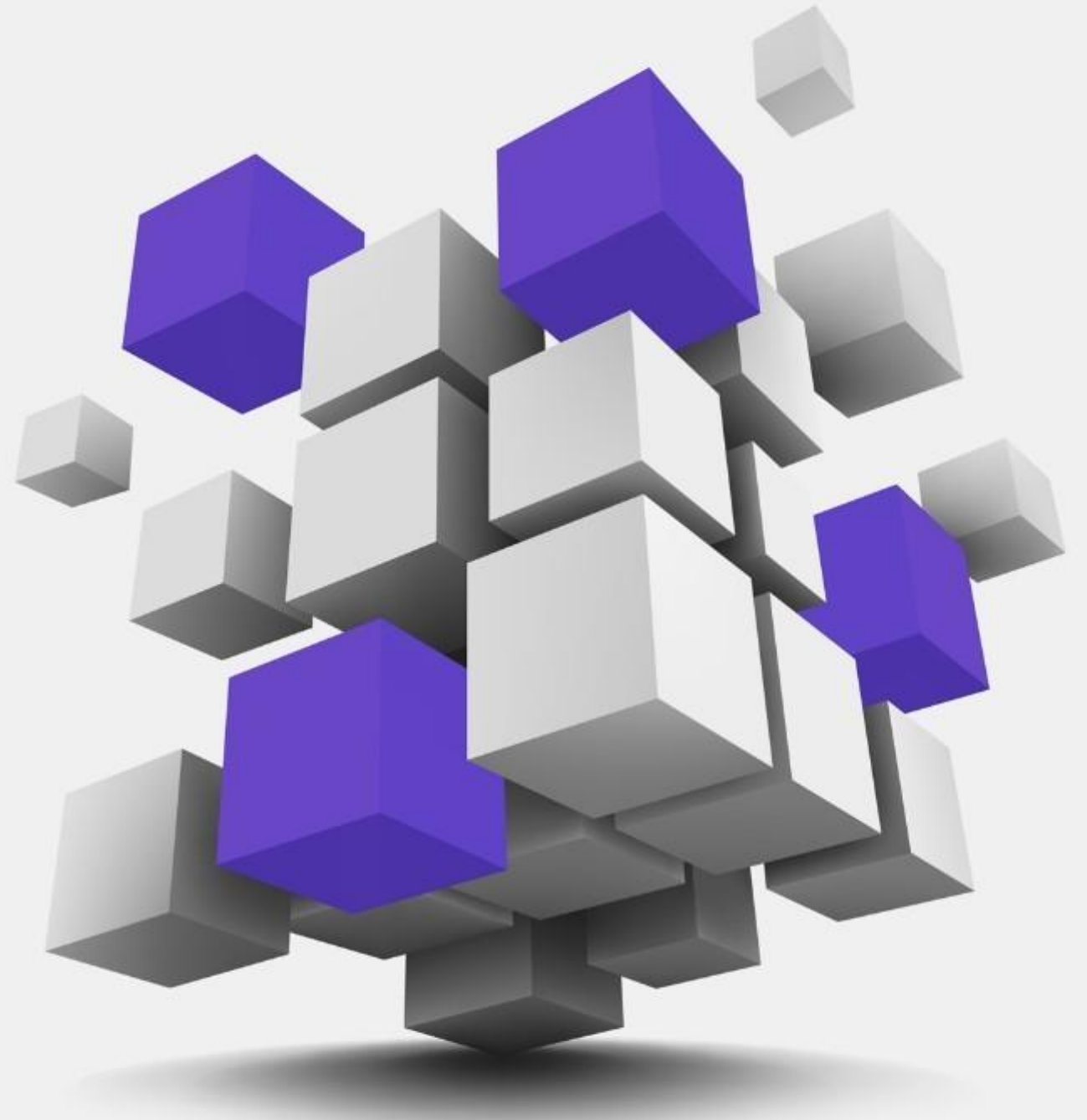


Earnings Presentation

Q2 FY23

10TH NOVEMBER 2022



[expleo]

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q2Y23 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,310 million vs Rs 1,274 million, up by 2.8%
- Total Income was Rs 1,328 million vs Rs 1,282 million, up by 3.6%

Profit:

- EBITDA stood at Rs 289 million vs Rs 267 million in Q1FY23, up by 8.4%
- EBITDA margin of 22.1% in Q2FY23 as against 20.9% in Q1FY23, up by 113 basis points
- PAT was at Rs 185 million vs Rs 177 million in Q1FY23, up by 4.4%
- PAT margin of 13.9% in Q2FY23 as against 13.8% in Q1FY23, up by 11 basis points
- Basic EPS at Rs 17.17 in Q2FY23 as against Rs 16.74 in Q1FY23, up by 2.6%

Cash:

- Net cash position stood at Rs 1,082 million vs Rs 1,479 million for Q1FY23

Consolidated Q2FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,310 million vs Rs 971 million, up by 35.0%
- Total Income was Rs 1,328 million vs Rs 977 million, up by 36.0%

Profit:

- EBITDA stood at Rs 289 million vs Rs 191 million in Q2FY22, up by 51.7%
- EBITDA margin of 22.1% in Q2FY23 as against 19.6% in Q2FY22, up by 243 basis points
- PAT was at Rs 185 million vs Rs 115 million in Q2FY22, up by 61.2%
- PAT margin of 13.9% in Q2FY23 as against 11.7% in Q2FY22, up by 218 basis points
- Basic EPS at Rs 17.17 in Q2FY23 as against Rs 10.80 in Q2FY22, up by 59.0%

Cash:

- Net cash position stood at Rs 1,082 million vs Rs 1,452 million for Q2FY22

Consolidated H1FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,585 million vs Rs 1,851 million, up by 39.6%
- Total Income was Rs 2,611 million vs Rs 1,873 million, up by 39.4%

Profit:

- EBITDA stood at Rs 556 million vs Rs 336 million in H1FY22, up by 65.2%
- EBITDA margin of 21.5% in H1FY23 as against 18.2% in H1FY22, up by 333 basis points
- PAT was at Rs 362 million vs Rs 245 million in H1FY22, up by 47.9%
- PAT margin of 13.9% in H1FY23 as against 13.1% in H1FY22, up by 80 basis points
- Basic EPS at Rs 33.91 in H1FY23 as against Rs 23.30 in H1FY22, up by 45.5%

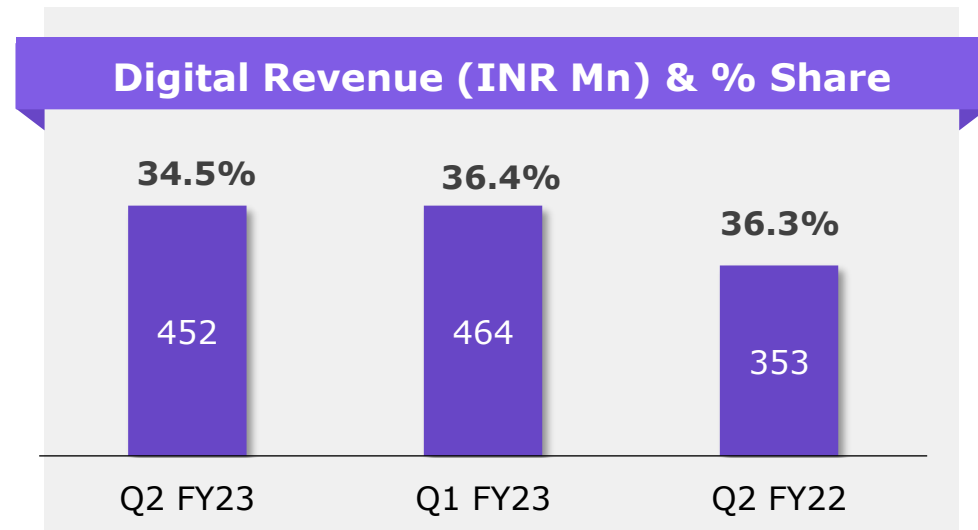
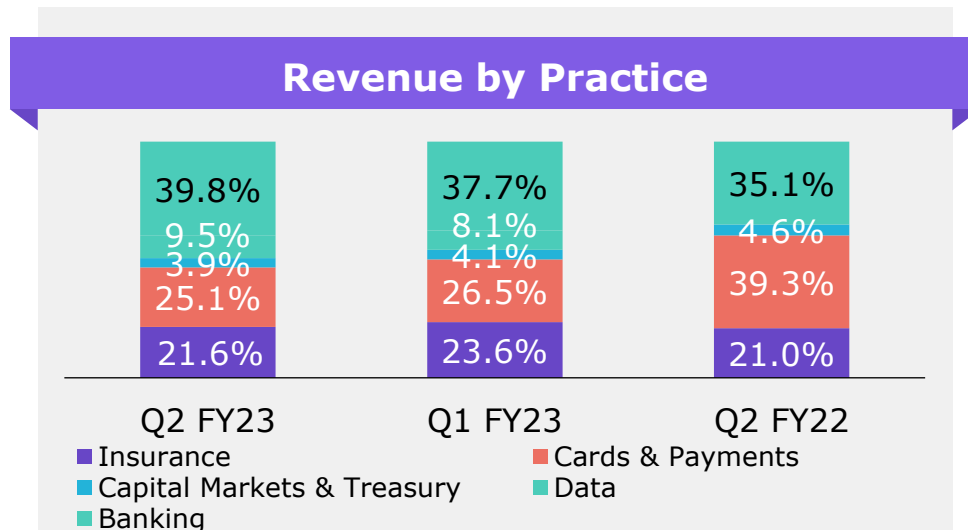
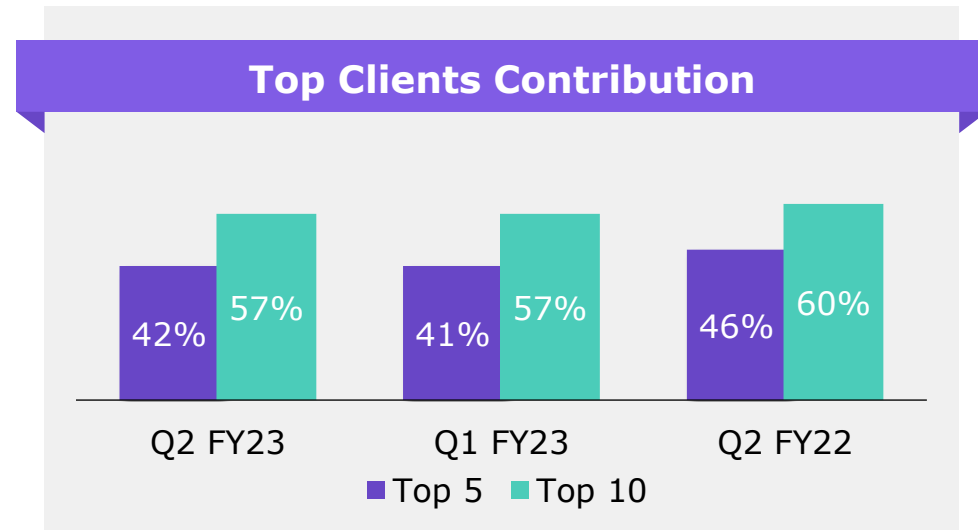
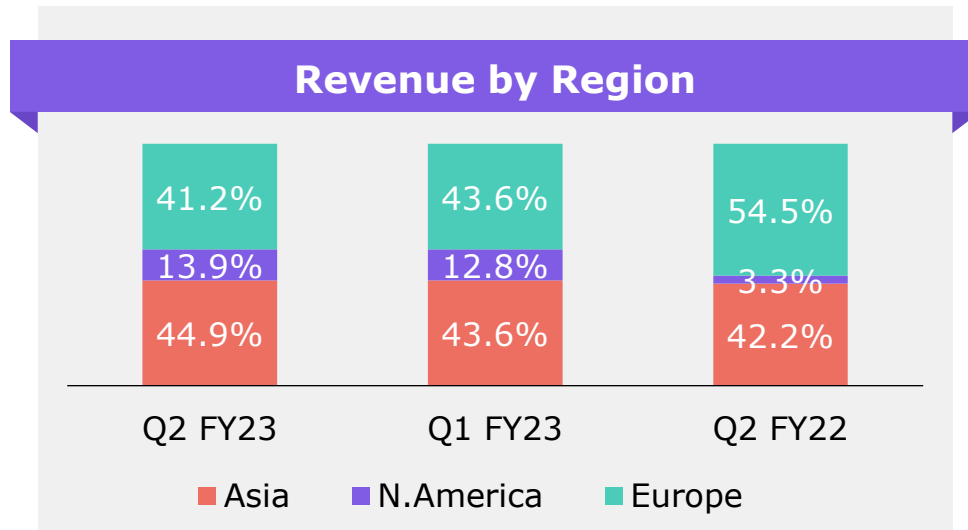
Cash:

- Net cash position stood at Rs 1,082 million vs Rs 1,452 million for H1FY22

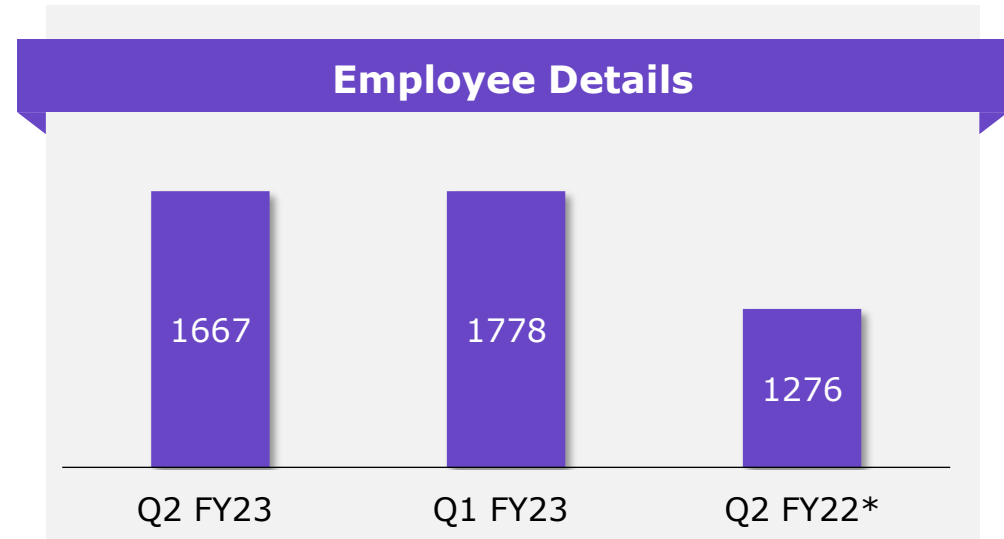
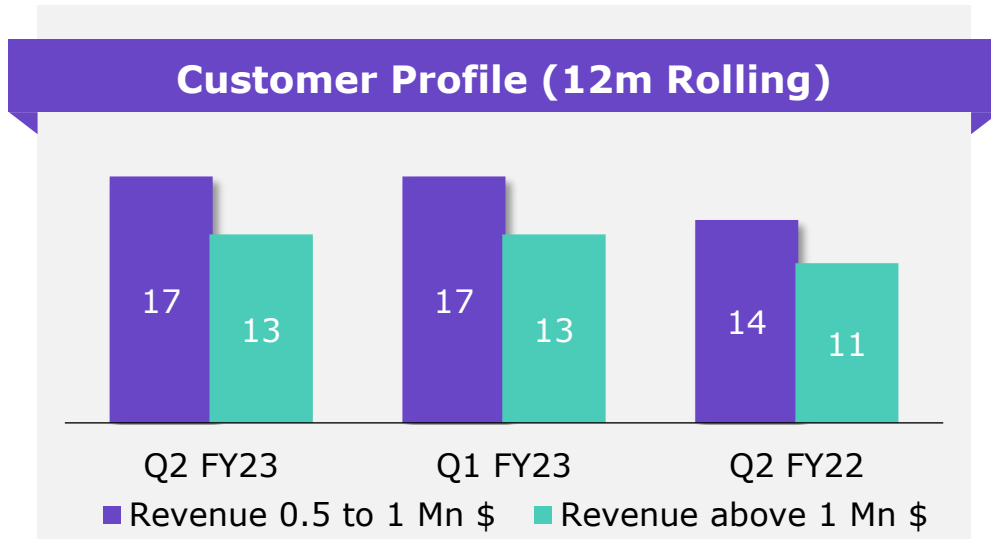
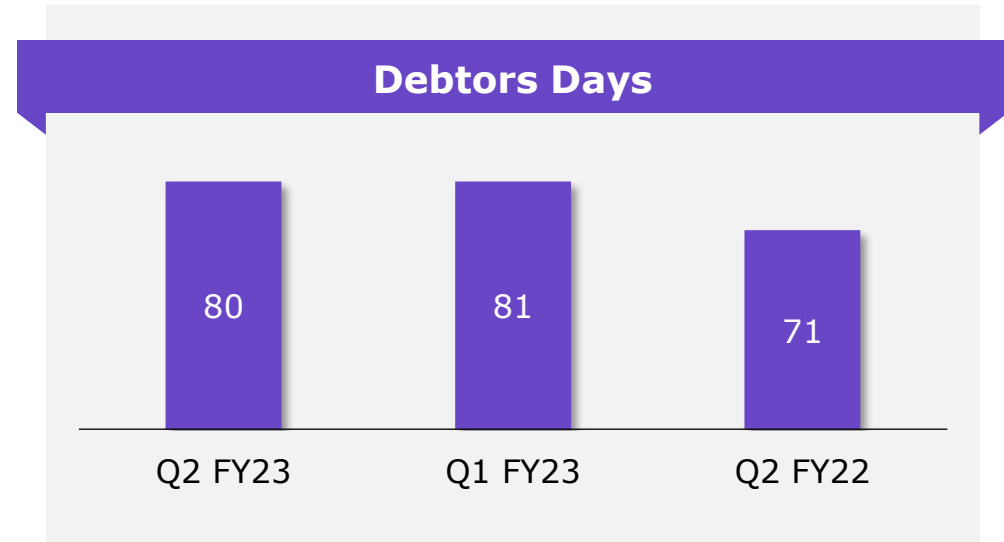
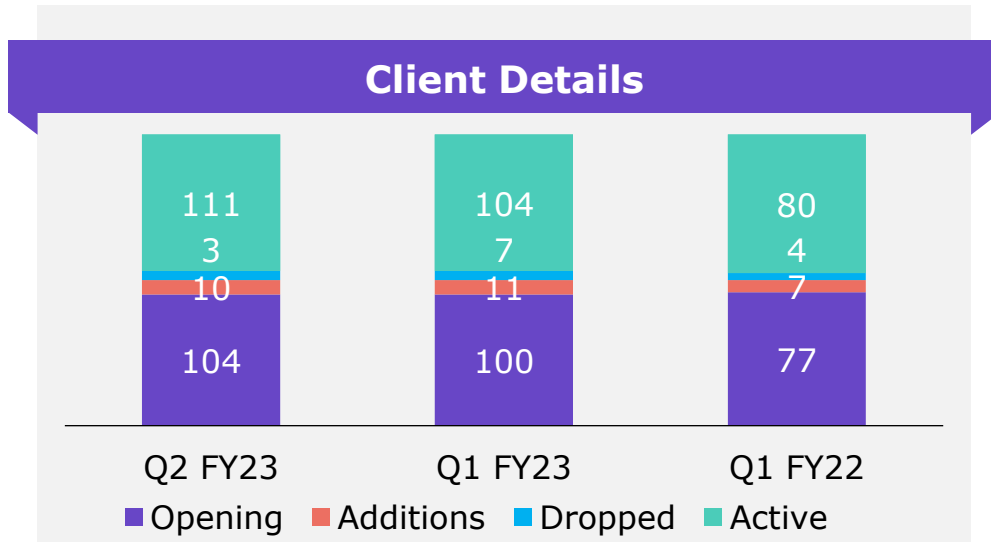
Consolidated Financial Summary

Particulars		Metrics		30-Sep-22	30-Jun-22	QoQ Growth	30-Sep-21	YoY Growth	30-Sep-22	30-Sep-21	YoY Growth
		Q2 FY23	Q1 FY23	Q2 FY22	H1 FY 23		H1 FY 22				
Revenue (Rs Million)	Total Revenue	1,328.4	1,282.2	3.6%	977.0	36.0%	2,610.6	1,873.1	39.4%		
	Net Revenue	1,310.5	1,274.4	2.8%	970.9	35.0%	2,584.9	1,851.2	39.6%		
Profit (Rs Million)	EBITDA	289.1	266.7	8.4%	190.6	51.7%	555.9	336.4	65.2%		
	<i>PBT Before Forex Gain / Loss</i>	265.9	236.1	12.6%	177.7	49.6%	501.9	321.4	56.2%		
	PBT	246.9	225.6	9.4%	150.8	63.7%	472.5	320.5	47.4%		
	PAT (Before OCI)	176.0	171.7	2.5%	110.7	58.9%	347.7	238.9	45.6%		
	Total Comprehensive Income	185.0	177.1	4.4%	114.8	61.2%	362.1	244.8	47.9%		
Margin (%)	<i>EBITDA</i>	22.1%	20.9%		19.6%		21.5%	18.2%			
	<i>PBT Before Forex Gain / Loss</i>	20.0%	18.4%		18.2%		19.2%	17.2%			
	<i>PBT</i>	18.6%	17.6%		15.4%		18.1%	17.1%			
	<i>PAT (Before OCI)</i>	13.2%	13.4%		11.3%		13.3%	12.8%			
	<i>Total Comprehensive Income</i>	13.9%	13.8%		11.7%		13.9%	13.1%			
EPS (Rs)	Basic	17.17	16.74	2.6%	10.80	59.0%	33.91	23.30	45.5%		
	Diluted	17.17	16.74	2.6%	10.80	59.0%	33.91	23.30	45.5%		

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-Sep-22 Q2 FY23	30-Jun-22 Q1 FY23	QoQ Growth	30-Sep-21 Q2 FY22	YoY Growth	30-Sep-22 H1 FY 23	30-Sep-21 H1 FY 22	YoY Growth
	Net Sales / Income from Operation								
1	Income	1,310.5	1,274.4	3%	970.9	35%	2,584.9	1,851.2	40%
2	Expenditure								
(a)	Employee Cost	621.1	623.7	0%	453.5	37%	1,244.9	881.6	41%
(b)	Depreciation	38.9	36.1	8%	18.8	107%	75.0	34.6	117%
(c)	Other Expenditure	400.2	383.9	4%	326.7	22%	784.1	633.2	24%
(d)	Total Expenditure	1,060.2	1,043.8	2%	799.0	33%	2,104.0	1,549.4	36%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	250.3	230.6	9%	171.8	46%	480.9	301.8	59%
4	Other Income	17.9	7.8	129%	6.1	194%	25.7	21.9	18%
5	Profit before Interest and Exceptional Items (3+4)	268.2	238.5	12%	177.9	51%	506.6	323.7	57%
6	Finance Cost	2.3	2.4		0.3		4.7	2.3	
7	Exchange Gain/(loss)	(19.0)	(10.4)		(26.9)		(29.4)	(0.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	246.9	225.6	9%	150.8	64%	472.5	320.5	47%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	246.9	225.6	9%	150.8	64%	472.5	320.5	47%
11	Tax Expenses	70.9	54.0	31%	40.1	77%	124.9	81.7	53%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	176.0	171.7	3%	110.7	59%	347.7	238.9	46%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	176.0	171.7	3%	110.7	59%	347.7	238.9	46%
15	Other Comprehensive Income	9.0	5.5		4.1		14.4	5.9	
16	Total Comprehensive Income for the period (14+15)	185.0	177.1	4%	114.8	61%	362.1	244.8	48%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	17.17	16.74	3%	10.80	59%	33.91	23.30	45.5%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	17.17	16.74	3%	10.80	59%	33.91	23.30	45.5%

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