



Earnings Presentation

Q3 FY20

30 January 2020

(expleo)

Safe Harbor

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Agenda



Consolidated Q3FY20 Q-o-Q Review

❑ Revenue:

- ✓ Operating Revenue was Rs 682 million vs Rs 657 million, up 3.8%
- ✓ Total Income was Rs 725 million vs Rs 658 million, up 10.1%

❑ Profit:

- ✓ EBITDA stood at Rs 117 million vs Rs 144 million in Q2FY20, drop by 18.8%
- ✓ EBITDA margin of 17.2% in Q3FY20 as against 22.0% in Q2FY20, drop by 480 bps
- ✓ PAT was at Rs 105 million vs Rs 84 million in Q2FY20, up by 25.4 %
- ✓ PAT margin of 14.5% in Q3FY20 as against 12.7% in Q2FY20, up 177 bps
- ✓ Basic EPS at Rs 9.96 in Q3FY20 as against Rs 8.55 in Q2FY20, up 16.6 %

❑ Cash:

- ✓ Net cash position stood at Rs 900 million vs Rs 763 million for Q2FY20

Consolidated Q3'FY20 Y-o-Y Review

❑ Revenue:

- ✓ Operating Revenue was Rs 682 million vs Rs 698 million, drop by 2.4%
- ✓ Total Income was Rs 725 million vs Rs 713 million, up 1.6%

❑ Profit:

- ✓ EBITDA stood at Rs 117 million vs Rs 132 million in Q3FY19, drop by 11.4%
- ✓ EBITDA margin of 17.2% in Q3FY20 as against 19.0% in Q3FY19, drop by 175 bps
- ✓ PAT was at Rs 105 million vs Rs 48 million in Q3FY19, up 120.9%
- ✓ PAT margin of 14.5% in Q3FY20 as against 6.7% in Q3FY19, up 785 bps
- ✓ Basic EPS at Rs 9.96 in Q3FY20 as against Rs 4.52 in Q3FY19

❑ Cash:

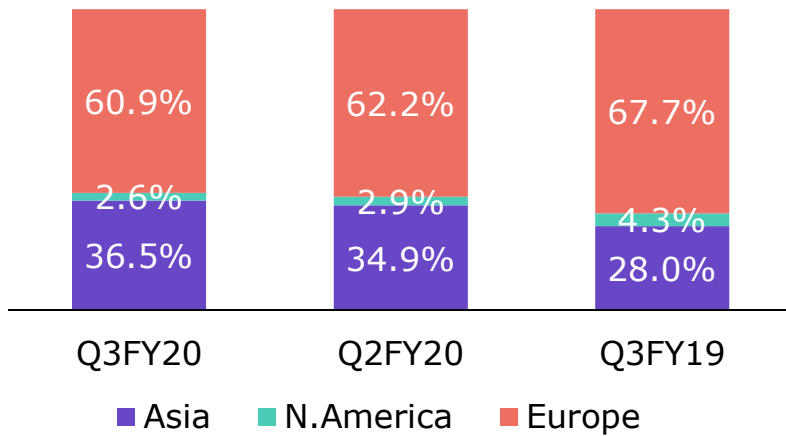
- ✓ Net cash position stood at Rs 900 million vs Rs 879 million for Q3FY19

Consolidated Financial Summary

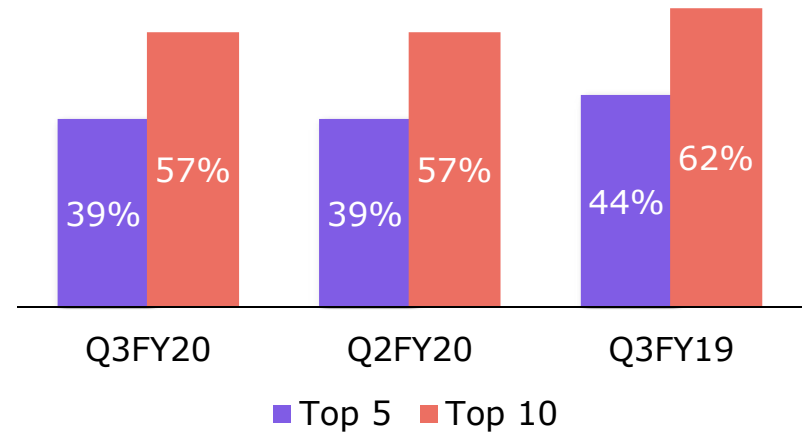
Particulars	Metrics	31-Dec-19 Q3 FY20	30-Sep-19 Q2 FY20	QoQ Growth	31-Dec-18 Q3 FY19	YoY Growth	31-Dec-19 9M FY20	31-Dec-18 9M FY19	YoY Growth
Revenue (Rs Million)	Total Revenue	724.6	658.2	10.1%	713.4	1.6%	1,991.1	2,217.0	-10.2%
	Net Revenue	681.9	656.7	3.8%	698.5	-2.4%	1,937.5	2,172.4	-10.8%
	EBITDA	117.3	144.5	-18.8%	132.5	-11.5%	365.9	419.0	-12.7%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>102.6</i>	<i>126.0</i>	<i>-18.6%</i>	<i>133.6</i>	<i>-23.2%</i>	<i>336.5</i>	<i>422.2</i>	<i>-20.3%</i>
	PBT	143.7	124.8	15.2%	78.2	83.8%	366.3	409.3	-10.5%
	PAT (Before OCI)	103.6	89.5	15.7%	48.4	114.1%	259.3	268.6	-3.5%
	Total Comprehensive Income	105.1	83.8	25.4%	47.6	120.9%	255.6	267.1	-4.3%
Margin (%)	EBITDA	17.2%	22.0%		19.0%		18.9%	19.3%	
	<i>PBT Before Forex Gain / Loss</i>	<i>14.2%</i>	<i>19.1%</i>		<i>18.7%</i>		<i>16.9%</i>	<i>19.0%</i>	
	PBT	19.8%	19.0%		11.0%		18.4%	18.5%	
	PAT (Before OCI)	14.3%	13.6%		6.8%		13.0%	12.1%	
	Total Comprehensive Income	14.5%	12.7%		6.7%		12.8%	12.0%	
EPS (Rs)	Basic	9.96	8.55	16.6%	4.52	120.4%	24.94	25.08	-0.6%
	Diluted	9.96	8.55	16.6%	4.52	120.4%	24.94	25.08	-0.6%

Operating Metrics

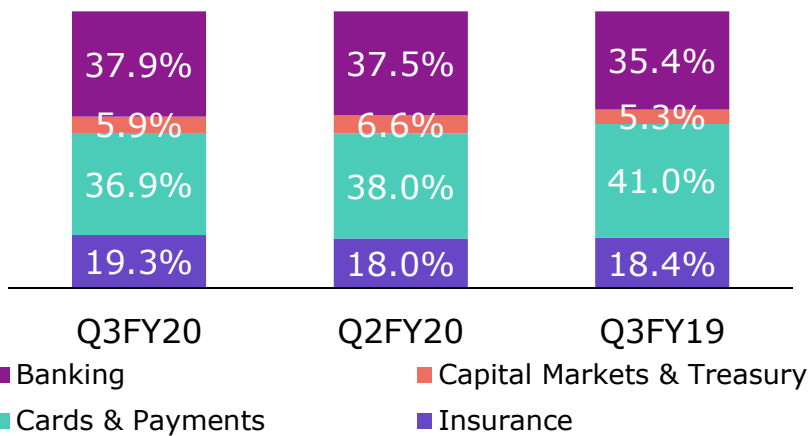
Revenue by Region



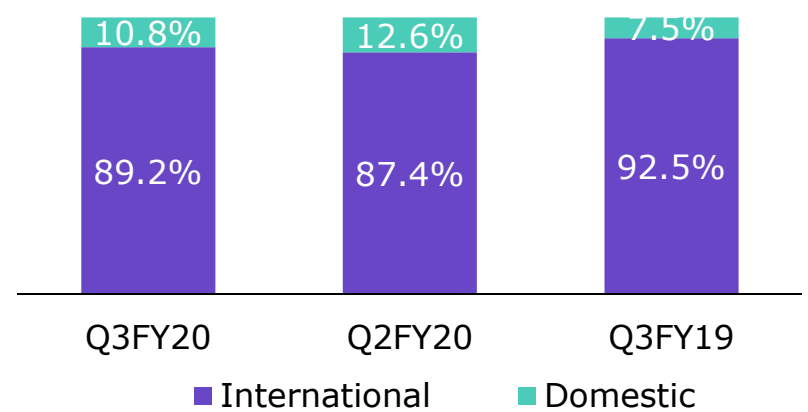
Client Concentration (12m Rolling)



Revenue by Practice

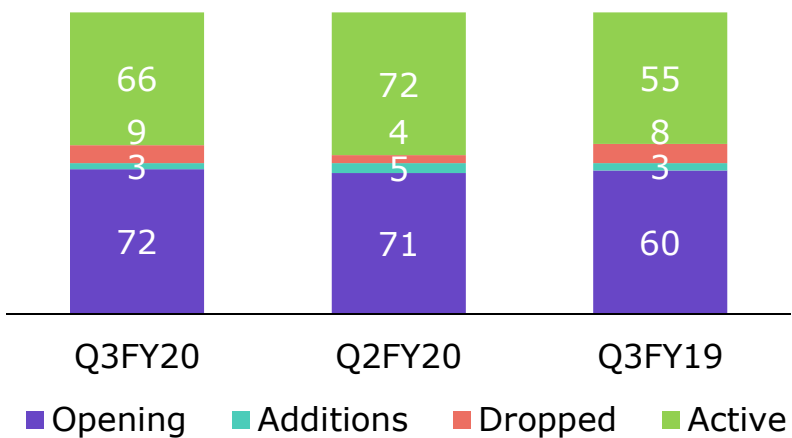


Revenue Distribution

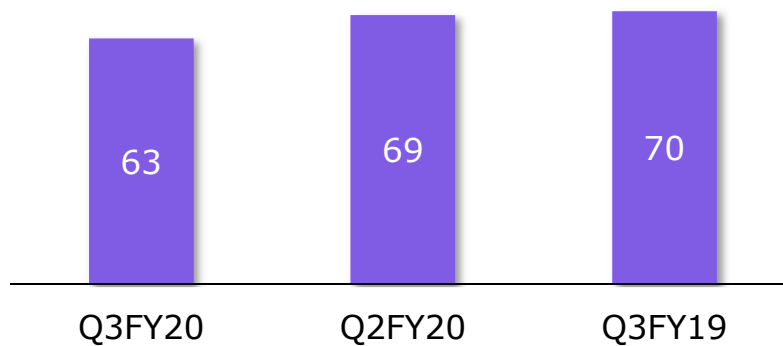


Operating Metrics

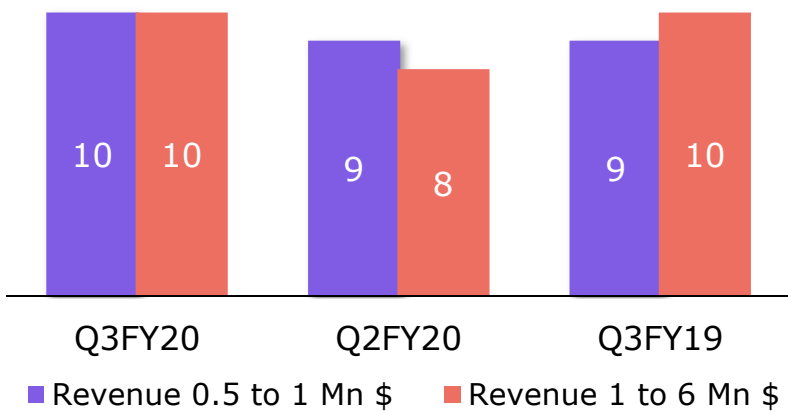
Client Details



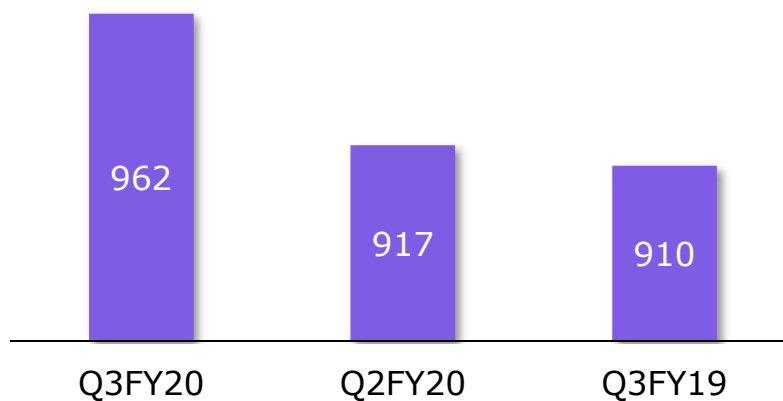
Debtors Days



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)	31-Dec-19 Q3 FY20	30-Sep-19 Q2 FY20	QoQ Growth	31-Dec-18 Q3 FY19	YoY Growth	31-Dec-19 9M FY20	31-Dec-18 9M FY19	YoY Growth
	Net Sales / Income from Operation								
1	Income	681.9	656.7	4%	698.5	-2%	1,937.45	2,172.4	-10.8%
2	Expenditure								
(a)	Employee Cost	463.3	426.3	9%	453.4	2%	1,298.9	1,409.6	-8%
(b)	Depreciation	13.4	15.0	-11%	13.6	-1%	45.4	41.1	10%
(c)	Other Expenditure	101.3	85.9	18%	112.7	-10%	272.6	343.9	-21%
(d)	Total Expenditure	578.0	527.2	10%	579.6	0%	1,616.9	1,794.5	-10%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	103.9	129.5	-20%	118.9	-13%	320.5	377.9	-15%
4	Other Income	1.5	1.5	-1%	14.9	-90%	23.9	44.6	-47%
5	Profit before Interest and Exceptional Items (3+4)	105.4	131.0	-20%	133.8	-21%	344.4	422.5	-18%
6	Finance Cost	2.9	5.0		0.3		7.9	0.3	
7	Exchange Gain/(loss)	41.2	(1.2)		(55.4)		29.8	(12.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	143.7	124.8	15%	78.1	84%	366.3	409.3	-11%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	143.7	124.8	15%	78.1	84%	366.3	409.3	-11%
11	Tax Expenses	40.2	35.3	14%	29.8	35%	107.0	140.7	-24%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	103.6	89.5	16%	48.3	115%	259.3	268.6	-3%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	103.6	89.5	16%	48.3	115%	259.3	268.6	-3%
15	Other Comprehensive Income	1.5	(5.7)		(0.8)		(3.7)	(1.5)	
16	Total Comprehensive Income for the period (14+15)	105.1	83.8	25%	47.5	121%	255.6	267.1	-4%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	9.96	8.55	17%	4.52	120%	24.94	25.08	-1%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	9.96	8.55	17%	4.52	120%	24.94	25.08	-1%

Thank you for your attention. (expleo)

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for Quality

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and Integrity