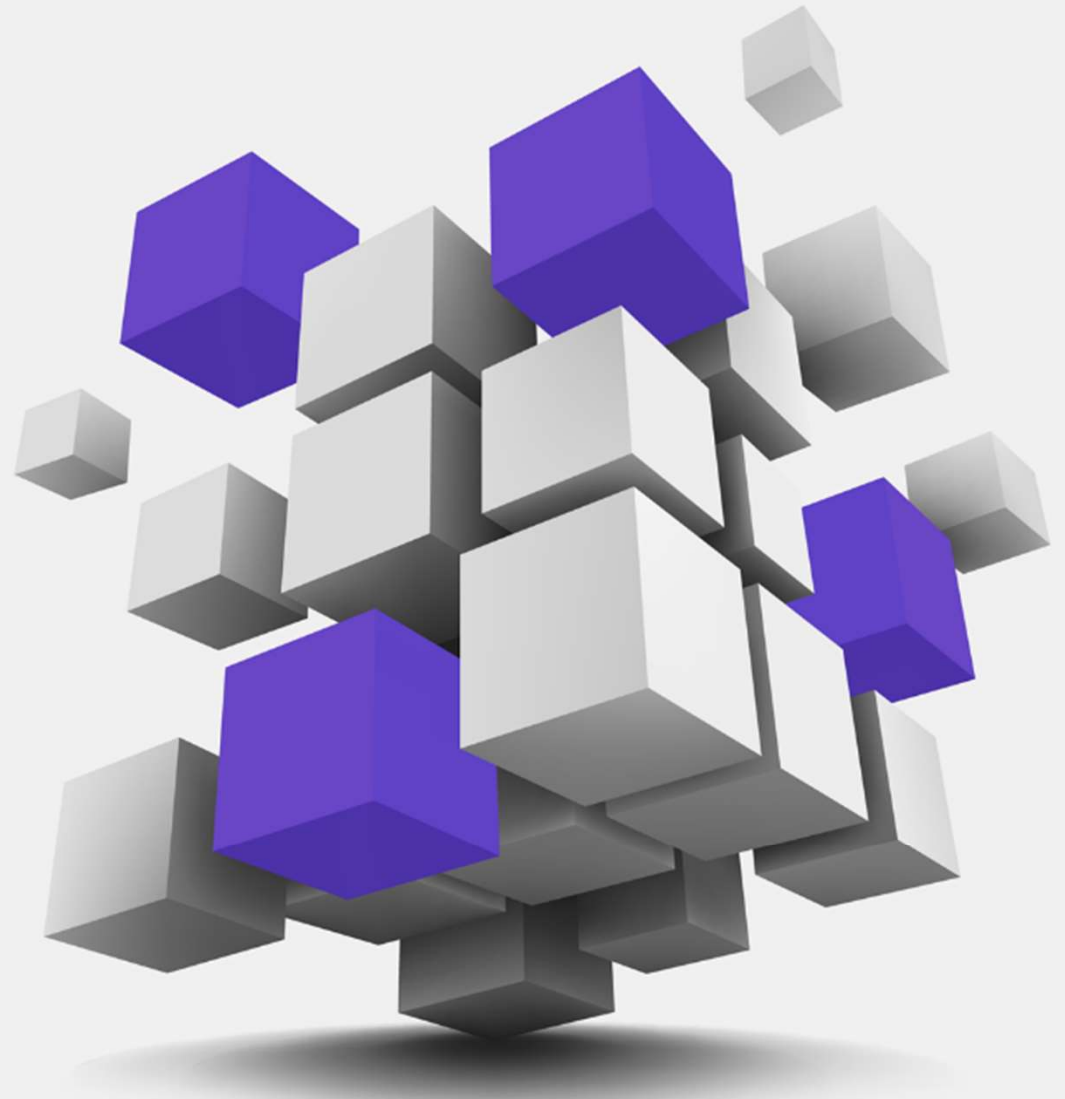


Earnings Presentation

Q3 FY22

3RD FEBRUARY 2022



(expleo)

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q3FY22 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,058 million vs Rs 971 million, up by 9.0%
- Total Income was Rs 1,063 million vs Rs 977 million, up by 8.8%

Profit:

- EBITDA stood at Rs 187 million vs Rs 191 million in Q2FY22
- EBITDA margin of 17.7% in Q3FY22 as against 19.6% in Q2FY22
- PAT was at Rs 116 million vs Rs 115 million in Q2FY22
- PAT margin of 10.9% in Q3FY22 as against 11.7% in Q2FY22
- Basic EPS at Rs 11.10 in Q3FY22 as against Rs 10.80 in Q2FY22

Cash:

- Net cash position stood at Rs 1,633 million vs Rs 1,452 million for Q2FY22

Consolidated Q3FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,058 million vs Rs 721 million, up by 46.8%
- Total Income was Rs 1,063 million vs Rs 768 million, up by 38.5%

Profit:

- EBITDA stood at Rs 187 million vs Rs 137 million in Q3FY21, up by 36.6%
- EBITDA margin of 17.7% in Q3FY22 as against 19.0% in Q3FY21
- PAT was at Rs 116 million vs Rs 125 million in Q3FY21
- PAT margin of 10.9% in Q3FY22 as against 16.3% in Q3FY21
- Basic EPS at Rs 11.10 in Q3FY22 as against Rs 12.30 in Q3FY21

Cash:

- Net cash position stood at Rs 1,633 million vs Rs 1,415 million for Q3FY21

Consolidated 9MFY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,910 million vs Rs 2,216 million, up by 31.3%
- Total Income was Rs 2,936 million vs Rs 2,289 million, up by 28.3%

Profit:

- EBITDA stood at Rs 524 million vs Rs 507 million in 9MFY21
- EBITDA margin of 18.0% in 9MFY22 as against 22.9% in 9MFY21
- PAT was at Rs 361 million vs Rs 394 million in 9MFY21
- PAT margin of 12.3% in 9MFY22 as against 17.2% in 9MFY21
- Basic EPS at Rs 34.40 in 9MFY22 as against Rs 38.48 in 9MFY21

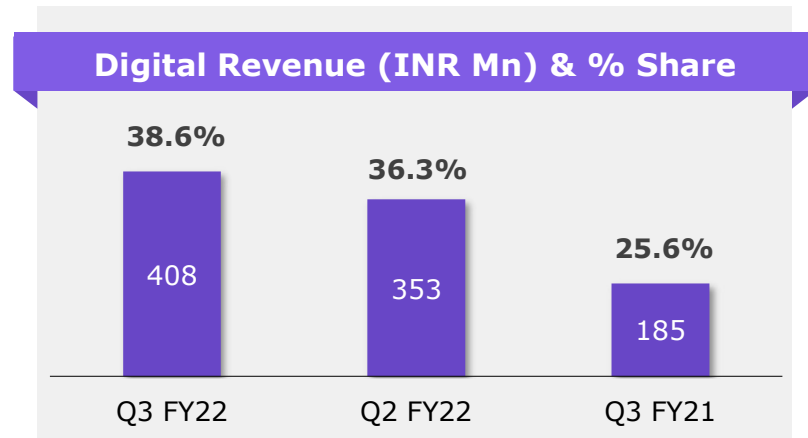
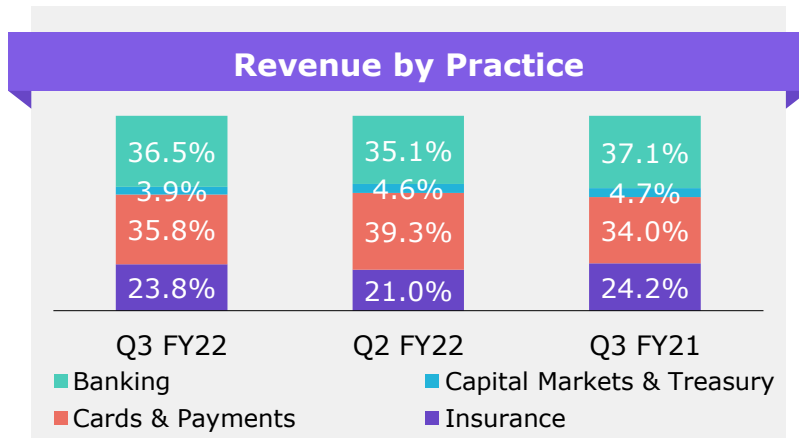
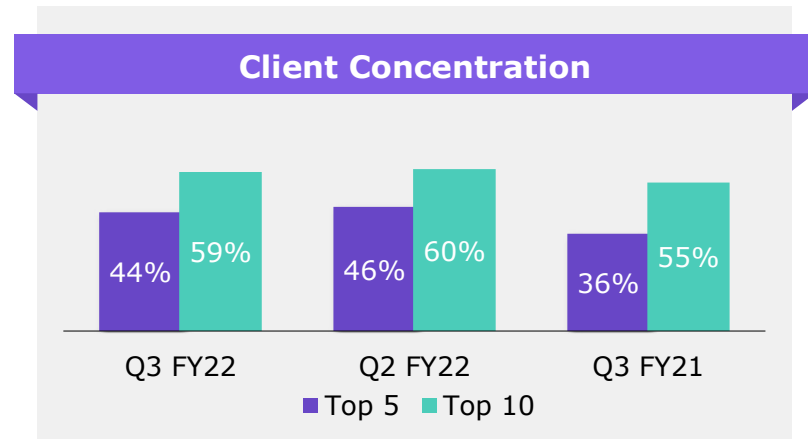
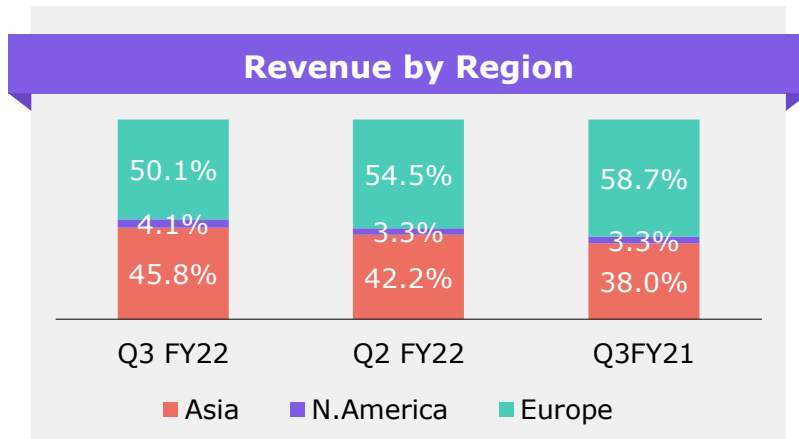
Cash:

- Net cash position stood at Rs 1,633 million vs Rs 1,415 million for 9MFY21

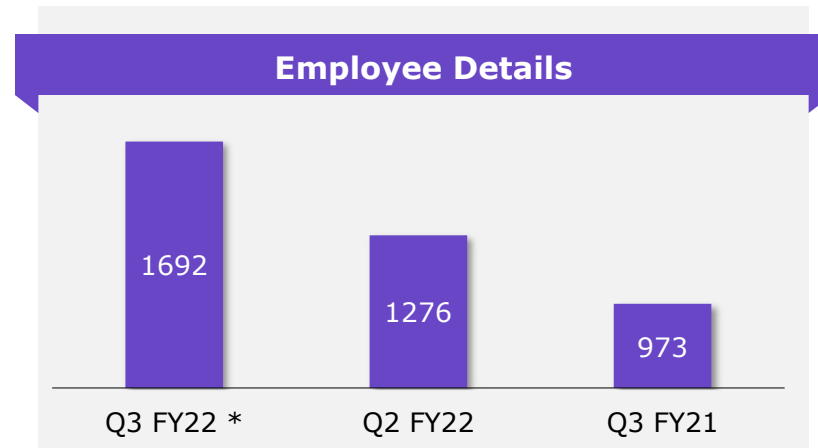
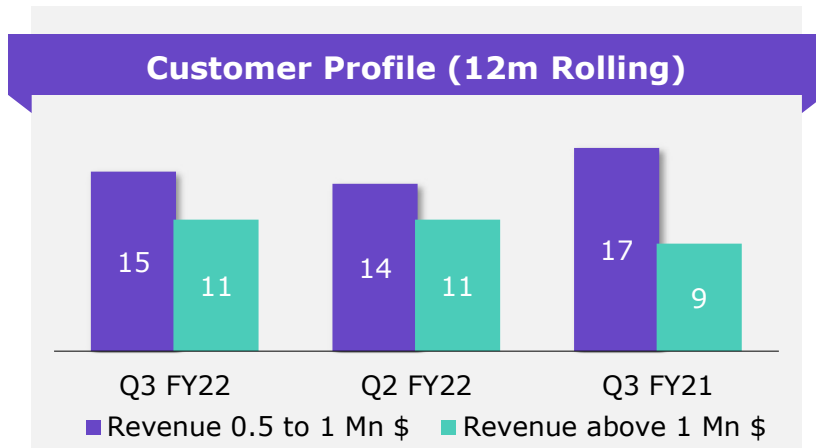
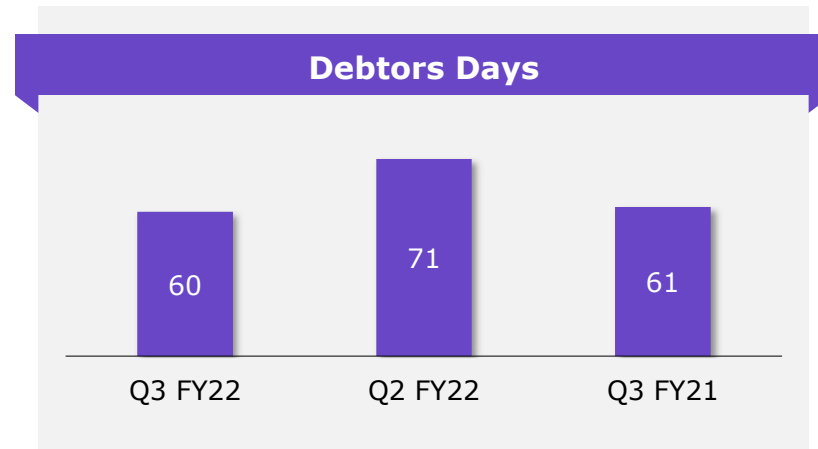
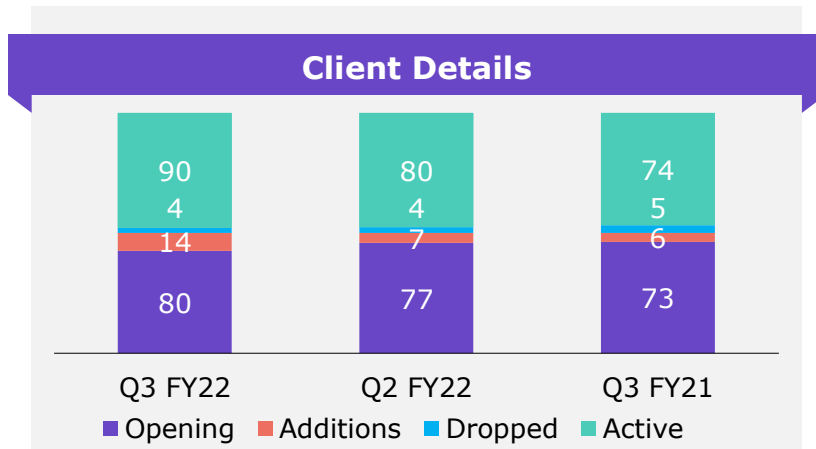
Consolidated Financial Summary

Particulars	Metrics	31-Dec-21	30-Sep-21	QoQ Growth	31-Dec-20	YoY Growth	31-Dec-21	31-Dec-20	YoY Growth
		Q3 FY22	Q2 FY22		Q3 FY21		9M FY 22	9M FY21	
Revenue (Rs Million)	Total Revenue	1,063.3	977.0	8.8%	768.0	38.5%	2,936.4	2,288.9	28.3%
	Net Revenue	1,058.4	970.9	9.0%	721.1	46.8%	2,909.6	2,215.5	31.3%
Profit (Rs Million)	EBITDA	187.2	190.6	-1.8%	137.0	36.6%	523.7	507.3	3.2%
	<i>PBT Before Forex Gain / Loss</i>	168.7	177.7	-5.1%	128.7	31.1%	490.1	478.7	2.4%
	PBT	152.9	150.8	1.4%	165.9	-7.9%	473.4	530.1	-10.7%
	PAT (Before OCI)	113.8	110.7	2.8%	126.1	-9.7%	352.7	394.5	-10.6%
	Total Comprehensive Income	115.8	114.8	0.9%	124.9	-7.3%	360.5	394.4	-8.6%
Margin (%)	<i>EBITDA</i>	17.7%	19.6%		19.0%		18.0%	22.9%	
	<i>PBT Before Forex Gain / Loss</i>	15.9%	18.2%		16.8%		16.7%	20.9%	
	<i>PBT</i>	14.4%	15.4%		21.6%		16.1%	23.2%	
	<i>PAT (Before OCI)</i>	10.7%	11.3%		16.4%		12.0%	17.2%	
	<i>Total Comprehensive Income</i>	10.9%	11.7%		16.3%		12.3%	17.2%	
EPS (Rs)	Basic	11.10	10.80	2.8%	12.30	-9.7%	34.40	38.48	-10.6%
	Diluted	11.10	10.80	2.8%	12.30	-9.7%	34.40	38.48	-10.6%

Consolidated Financial Summary



Consolidated Financial Summary



* Q3 FY22 include 360 Coimbatore Apprentice trainees converted as billable headcounts

Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-21 Q3 FY22	30-Sep-21 Q2 FY22	QoQ Growth	31-Dec-20 Q3 FY21	YoY Growth	31-Dec-21 9M FY 22	31-Dec-20 9M FY21	YoY Growth
	Net Sales / Income from Operation								
1	Income	1,058.4	970.9	9%	721.1	47%	2,909.6	2,215.5	31%
2	Expenditure								
(a)	Employee Cost	502.9	453.5	11%	374.6	34%	1,384.5	1,172.2	18%
(b)	Depreciation	21.7	18.8	16%	15.7	38%	56.3	43.1	31%
(c)	Other Expenditure	368.2	326.7	13%	209.5	76%	1,001.4	536.1	87%
(d)	Total Expenditure	892.9	799.0	12%	599.8	49%	2,442.3	1,751.4	39%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	165.5	171.8	-4%	121.3	36%	467.3	464.1	1%
4	Other Income	4.9	6.1	-19%	9.6	-49%	26.8	21.9	22%
5	Profit before Interest and Exceptional Items (3+4)	170.5	177.9	-4%	131.0	30%	494.1	486.0	2%
6	Finance Cost	1.8	0.3		2.3		4.1	7.3	
7	Exchange Gain/(loss)	(15.8)	(26.9)		37.2		(16.7)	51.4	
8	Profit after Interest but before Exceptional Items (5-6+7)	152.9	150.8	1%	165.9	-8%	473.4	530.1	-11%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	152.9	150.8	1%	165.9	-8%	473.4	530.1	-11%
11	Tax Expenses	39.0	40.1	-3%	39.8	-2%	120.7	135.6	-11%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	113.8	110.7	3%	126.1	-10%	352.7	394.5	-11%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	113.8	110.7	3%	126.1	-10%	352.7	394.5	-68%
15	Other Comprehensive Income	1.9	4.0		(1.2)		7.9	(0.1)	
16	Total Comprehensive Income for the period (14+15)	115.8	114.8	1%	124.9	-7%	360.5	394.4	-9%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	11.10	10.80	3%	12.30	-10%	34.40	38.48	-68%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	11.10	10.80	3%	12.30	-10%	34.40	38.48	-68%

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