



Earnings Presentation

Q4 FY19 and Full Year FY19

6TH MAY 2019

[expleo]

Safe Harbor

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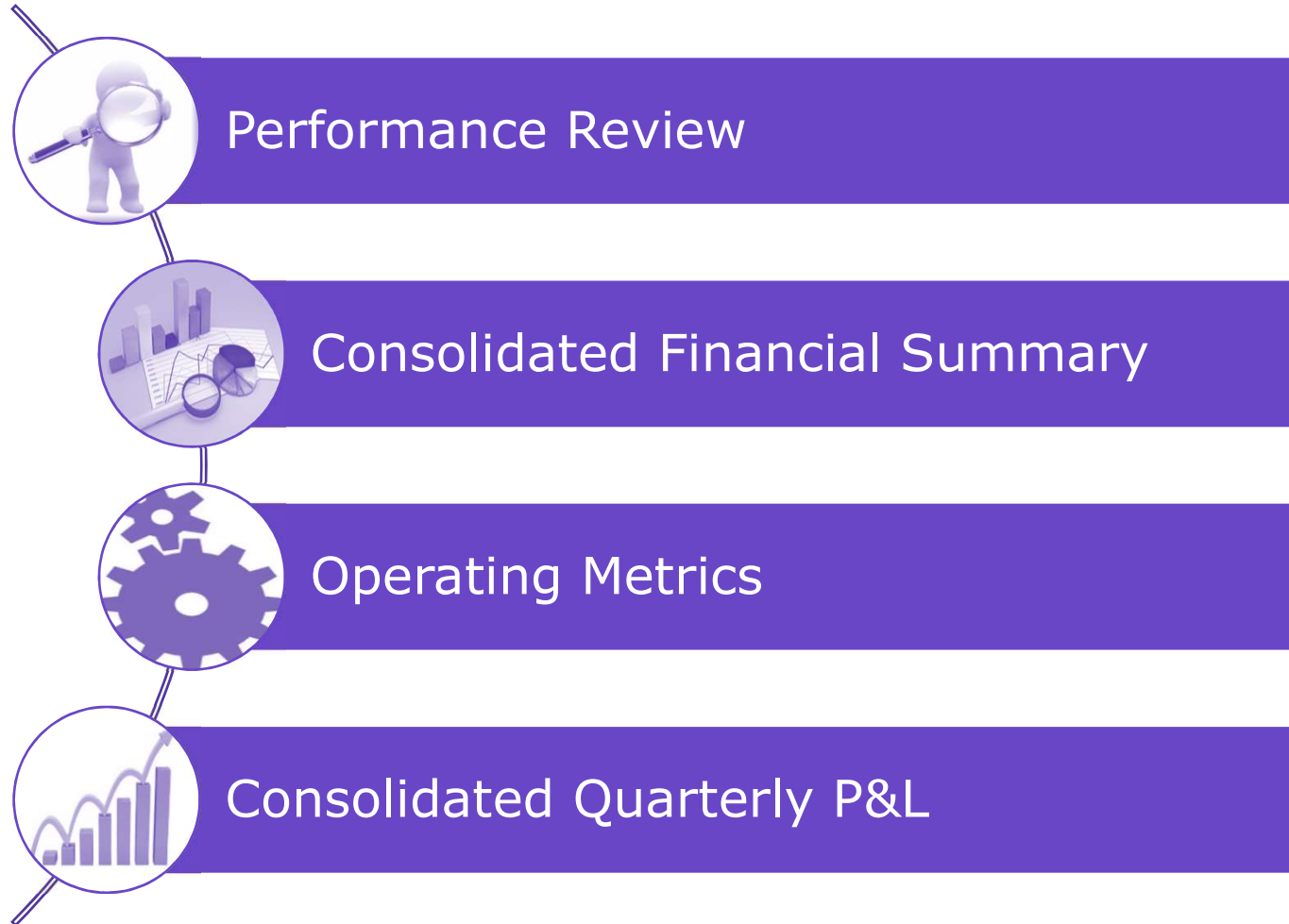
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Agenda



Consolidated Q4FY19 Q-o-Q Review

❑ Revenue:

- ✓ Operating Revenue was Rs 655 million vs Rs 698 million; a drop of 6.2%
- ✓ Total Income was Rs 671 million vs Rs 713 million; a drop of 6.0%

❑ Profit:

- ✓ EBITDA stood at Rs 135 million vs Rs 133 million; growth by 1.9 %
- ✓ EBITDA margin of 20.6% in Q4FY19 as against 19.0% in Q3FY19
- ✓ PAT was at Rs 93 million vs Rs 48 million; a growth of 95.9%
- ✓ PAT margin of 13.9% in Q4FY19 as against 6.7% in Q3FY19
- ✓ Basic EPS at Rs 8.71 in Q4FY19 as against Rs 4.52 in Q3FY19

❑ Cash:

- ✓ Net cash position stood at Rs 987 million in Q4FY19 vs Rs 879 million for Q3FY19

Consolidated FY19 Y-o-Y Review

□ Revenue:

- ✓ Operating Revenue was Rs 2,828 million vs Rs 2,712 million; a growth 4.3%
- ✓ Total Income was Rs 2,888 million vs Rs 2,786 million; a growth 3.7%

□ Profit:

- ✓ EBITDA stood at Rs 554 million vs Rs 405 million; a growth 36.8%
- ✓ EBITDA margin of 19.6% in FY19 as against 14.9% in FY18
- ✓ PAT was at Rs 360 million vs Rs 319 million; a growth 13.0%
- ✓ PAT margin of 12.5% in FY19 as against 11.5% in FY18
- ✓ Basic EPS at Rs 33.79 as against Rs 29.90 in FY18

□ Cash:

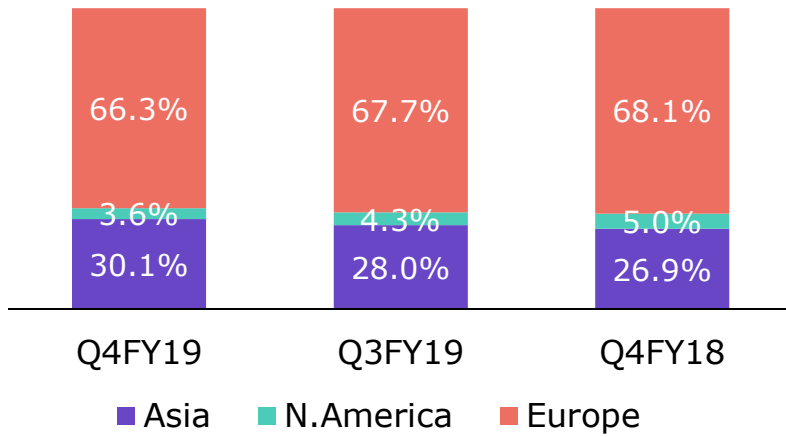
- ✓ Net cash position stood at Rs 987 million as against Rs 850 million for FY18

Consolidated Financial Summary

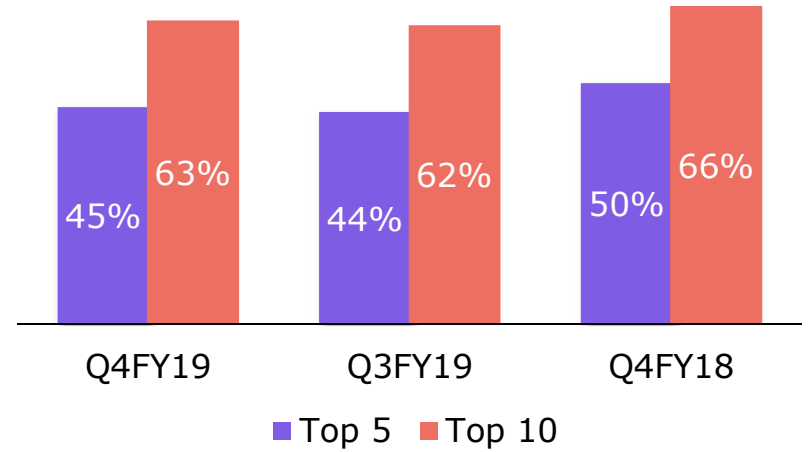
Particulars	Metrics	31-Mar-19	31-Dec-18	QoQ	31-Mar-18	YoY	31-Mar-19	31-Mar-18	YoY
		Q4 FY19	Q3 FY19	Growth	Q4 FY18	Growth	FY19	FY18	Growth
Revenue (Rs Million)	Total Revenue	670.7	713.4	-6.0%	766.0	-12.4%	2,887.7	2,785.9	3.7%
	Net Revenue	655.3	698.5	-6.2%	740.3	-11.5%	2,827.7	2,712.3	4.3%
Profit (Rs Million)	EBITDA	135.0	132.5	1.9%	108.7	24.2%	554.0	404.9	36.8%
	<i>PBT Before Forex Gain / Loss</i>	136.1	133.6	1.8%	117.5	15.8%	558.3	420.0	32.9%
	PBT	126.4	78.2	61.6%	145.6	-13.2%	535.7	479.1	11.8%
	PAT (Before OCI)	93.4	48.4	92.8%	103.4	-9.7%	362.0	319.8	13.2%
	Total Comprehensive Income	93.3	47.6	95.9%	103.8	-10.1%	360.5	319.0	13.0%
Margin (%)	EBITDA	20.6%	19.0%		14.7%		19.6%	14.9%	
	<i>PBT Before Forex Gain / Loss</i>	20.3%	18.7%		15.3%		19.3%	15.1%	
	PBT	18.8%	11.0%		19.0%		18.5%	17.2%	
	PAT (Before OCI)	13.9%	6.8%		13.5%		12.5%	11.5%	
	Total Comprehensive Income	13.9%	6.7%		13.6%		12.5%	11.5%	
EPS (Rs)	Basic	8.7	4.5	92.8%	9.7	-9.8%	33.8	29.9	13.0%
	Diluted	8.7	4.5	92.8%	9.7	-9.8%	33.8	29.9	13.0%

Operating Metrics

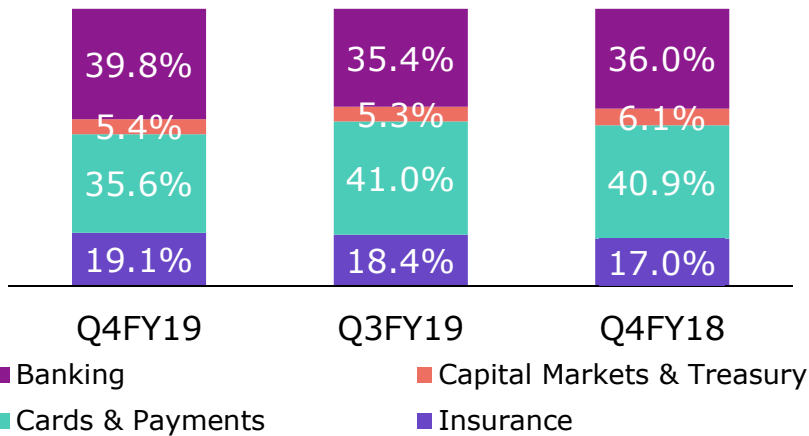
Revenue by Region



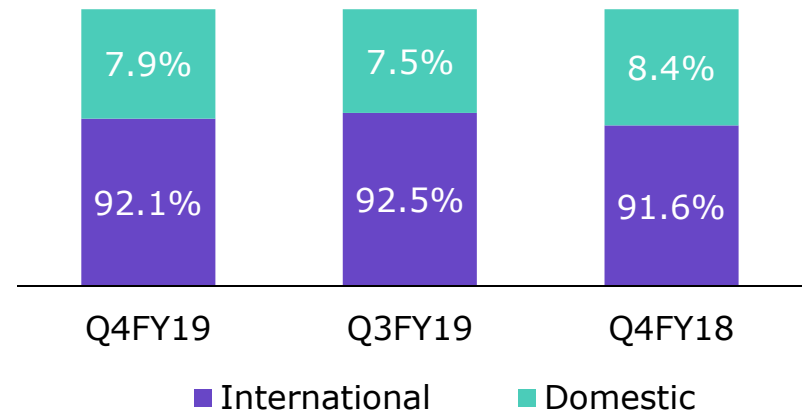
Client Concentration



Revenue by Practice

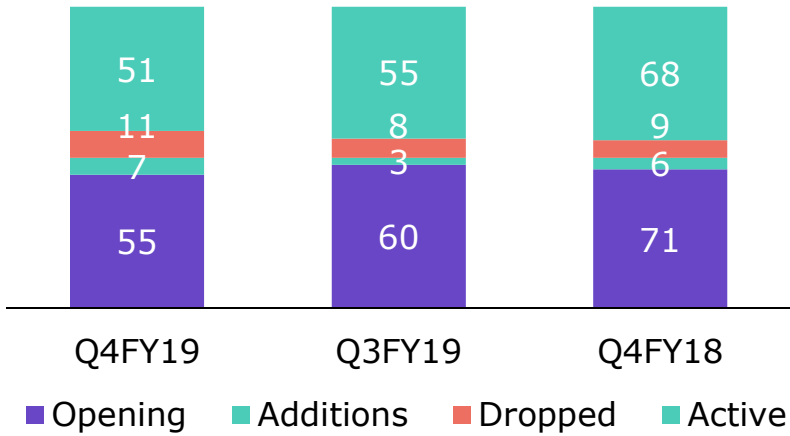


Revenue Distribution

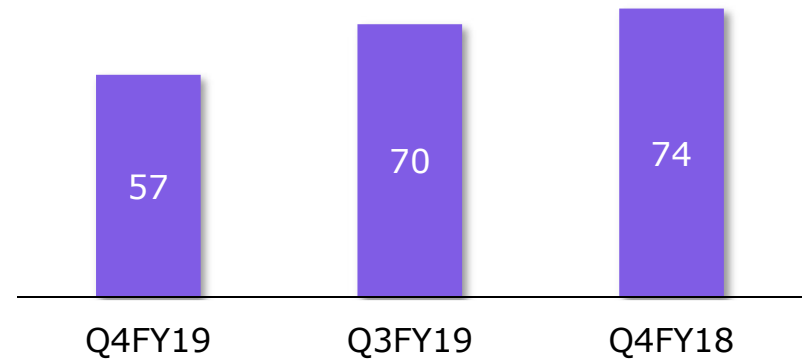


Operating Metrics

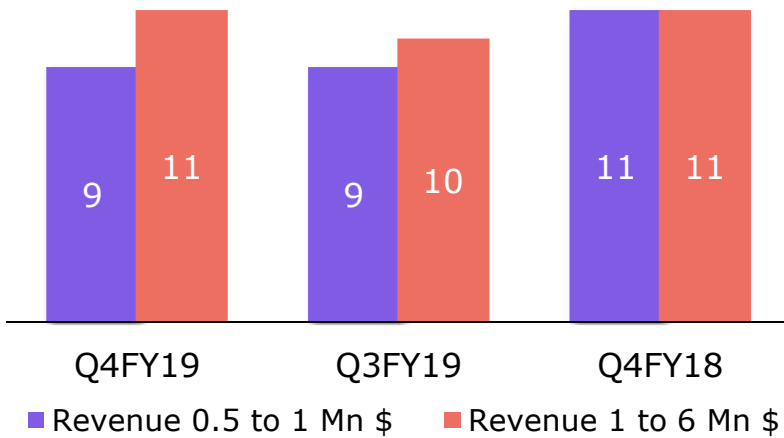
Client Details



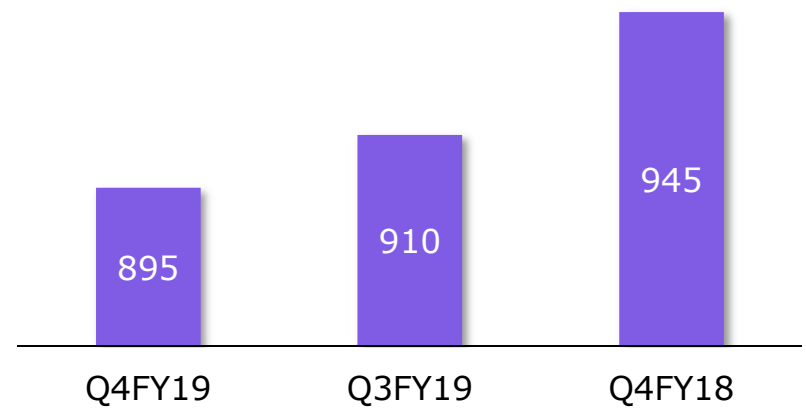
Debtors Days



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-Mar-19 Q4 FY19	31-Dec-18 Q3 FY19	QoQ Growth	31-Mar-18 Q4 FY18	YoY Growth	31-Mar-19 FY19	31-Mar-18 FY18	YoY Growth
	Net Sales / Income from Operation								
1	Income	655.3	698.5	-6%	740.3	-11%	2,827.7	2,712.3	4%
2	Expenditure								
(a)	Employee Cost	424.0	453.4	-6%	492.6	-14%	1,833.6	1,841.2	0%
(b)	Depreciation	13.9	13.5	3%	14.0	0%	55.0	55.5	-1%
(c)	Other Expenditure	96.3	112.6	-14%	139.0	-31%	440.1	466.3	-6%
(d)	Total Expenditure	534.2	579.5	-8%	645.6	-17%	2,328.7	2,363.0	-1%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	121.1	119.0	2%	94.7	28%	499.0	349.4	43%
4	Other Income	15.4	14.9	3%	25.6	-40%	59.9	73.5	-18%
5	Profit before Interest and Exceptional Items (3+4)	136.4	133.9	2%	120.3	13%	559.0	422.9	32%
6	Finance Cost	0.4	0.3		2.9		0.7	2.9	
7	Exchange Gain/(loss)	(9.7)	(55.4)		28.1		(22.7)	59.1	
8	Profit after Interest but before Exceptional Items (5-6+7)	126.4	78.2	62%	145.6	-13%	535.7	479.1	12%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	126.4	78.2	62%	145.6	-13%	535.7	479.1	12%
11	Tax Expenses	33.0	29.8	11%	42.2	-22%	173.7	159.4	9%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax	93.4	48.4	93%	103.4	-10%	362.0	319.8	13%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	93.4	48.4	93%	103.4	-10%	362.0	319.8	13%
15	Other Comprehensive Income	(0.1)	(0.8)		0.5		(1.5)	(0.8)	
16	Total Comprehensive Income for the period (14+15)	93.3	47.6	96%	103.8	-10%	360.5	319.0	13%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualize)	8.71	4.52	93%	9.66	-10%	33.79	29.90	13%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	8.71	4.52	93%	9.66	-10%	33.79	29.90	13%

Thank you for your attention. (expleo)

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