



Earnings Presentation

Q4 & Full Year FY '20

28 May 2020

(expleo)

Safe Harbor

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Agenda



Consolidated Q4FY20 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 757 million vs Rs 682 million, up by 10.9%
- ✓ Total Income was Rs 789 million vs Rs 725 million, up by 8.8%

□ Profit:

- ✓ EBITDA stood at Rs 158 million vs Rs 117 million in Q3FY20, up by 35.0%
- ✓ EBITDA margin of 20.9% in Q4FY20 as against 17.2% in Q3FY20, up by 373bps
- ✓ PAT was at Rs 139 million vs Rs 105 million in Q3FY20, up by 32.4%
- ✓ PAT margin of 17.6% in Q4FY20 as against 14.5% in Q3FY20, up by 314bps
- ✓ Basic EPS at Rs 13.48 in Q4FY20 as against Rs 9.96 in Q3FY20, up by 35.3%

□ Cash:

- ✓ Net cash position stood at Rs 872 million vs Rs 900 million for Q3FY20

Consolidated Q4FY20 Y-o-Y Review

□ Revenue:

- ✓ Operating Revenue was Rs 757 million vs Rs 655 million, up by 15.5%
- ✓ Total Income was Rs 789 million vs Rs 671 million, up by 17.6%

□ Profit:

- ✓ EBITDA stood at Rs 158 million vs Rs 135 million in Q4FY19, up by 17.3%
- ✓ EBITDA margin of 20.9% in Q4FY20 as against 20.6% in Q4FY19, up by 30bps
- ✓ PAT was at Rs 139 million vs Rs 93 million in Q4FY19, up by 49.1%
- ✓ PAT margin of 17.6% in Q4FY20 as against 13.9% in Q4FY19, up by 373bps
- ✓ Basic EPS at Rs 13.48 in Q4FY20 as against Rs 8.71 in Q4FY19, up by 54.7%

Consolidated FY20 Y-o-Y Review

□ Revenue:

- ✓ Operating Revenue was Rs 2,694 million vs Rs 2,828 million in FY19
- ✓ Total Income was Rs 2,780 million vs Rs 2,888 million in FY19

□ Profit:

- ✓ EBITDA stood at Rs 524 million vs Rs 554 million in FY19
- ✓ EBITDA margin of 19.5% in FY20 as against 19.6% in FY19
- ✓ PAT was at Rs 395 million vs Rs 360 million, up by 9.5%
- ✓ PAT margin of 14.2% in FY20 as against 12.5% in FY19
- ✓ Basic EPS at Rs 38.51 as against Rs 33.79 in FY19 , up by 14.0%

□ Cash:

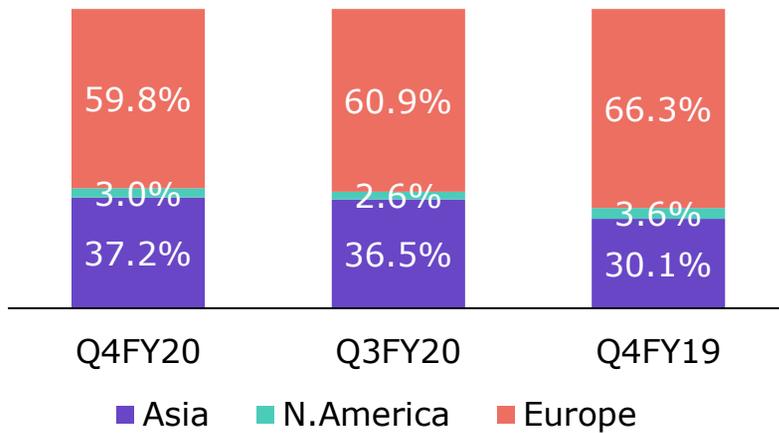
- ✓ Net cash position stood at Rs 872 million vs Rs 987 million for FY19

Consolidated Financial Summary

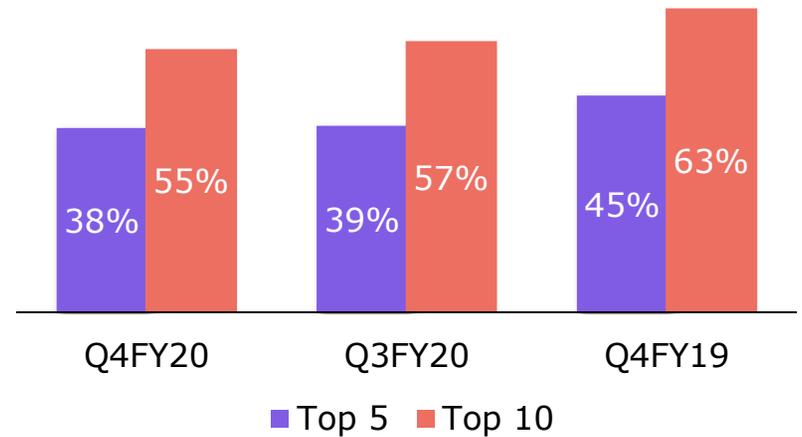
Particulars	Metrics	31-Mar-20 Q4 FY20	31-Dec-19 Q3 FY20	QoQ Growth	31-Mar-19 Q4 FY19	YoY Growth	31-Mar-20 FY20	31-Mar-19 FY19	YoY Growth
Revenue (Rs Million)	Total Revenue	788.5	724.6	8.8%	670.7	17.6%	2,779.6	2,887.7	-3.7%
	Net Revenue	756.6	681.9	10.9%	655.3	15.5%	2,694.0	2,827.7	-4.7%
	EBITDA	158.4	117.3	35.0%	135.0	17.3%	524.3	554.0	-5.4%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>143.5</i>	<i>102.6</i>	<i>39.9%</i>	<i>136.1</i>	<i>5.5%</i>	<i>480.0</i>	<i>558.3</i>	<i>-14.0%</i>
	PBT	174.3	143.7	21.3%	126.4	37.9%	540.6	535.7	0.9%
	PAT (Before OCI)	139.7	103.6	34.9%	93.4	49.6%	399.0	362.0	10.2%
	Total Comprehensive Income	139.1	105.1	32.4%	93.3	49.1%	394.7	360.5	9.5%
Margin (%)	EBITDA	20.9%	17.2%		20.6%		19.5%	19.6%	
	<i>PBT Before Forex Gain / Loss</i>	<i>18.2%</i>	<i>14.2%</i>		<i>20.3%</i>		<i>17.3%</i>	<i>19.3%</i>	
	PBT	22.1%	19.8%		18.8%		19.4%	18.5%	
	PAT (Before OCI)	17.7%	14.3%		13.9%		14.4%	12.5%	
	Total Comprehensive Income	17.6%	14.5%		13.9%		14.2%	12.5%	
EPS (Rs)	Basic	13.48	9.96	35.3%	8.71	54.7%	38.51	33.79	14.0%
	Diluted	13.48	9.96	35.3%	8.71	54.7%	38.51	33.79	14.0%

Operating Metrics

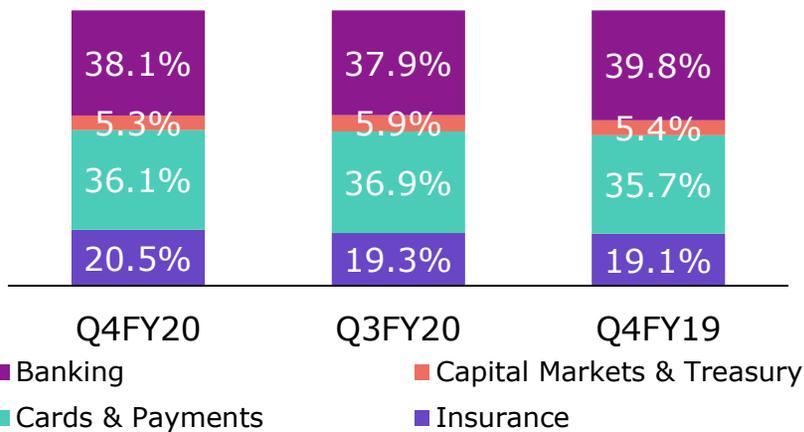
Revenue by Region



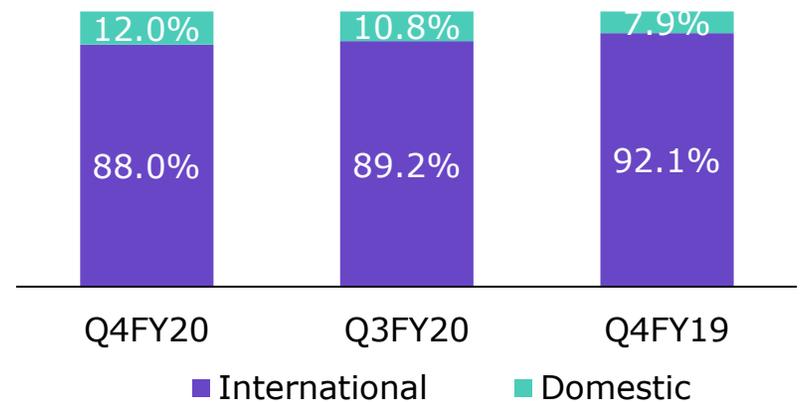
Client Concentration (12m Rolling)



Revenue by Practice

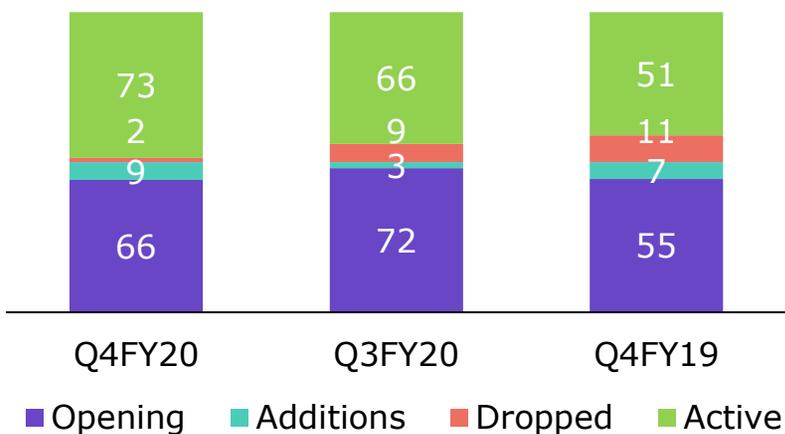


Revenue Distribution

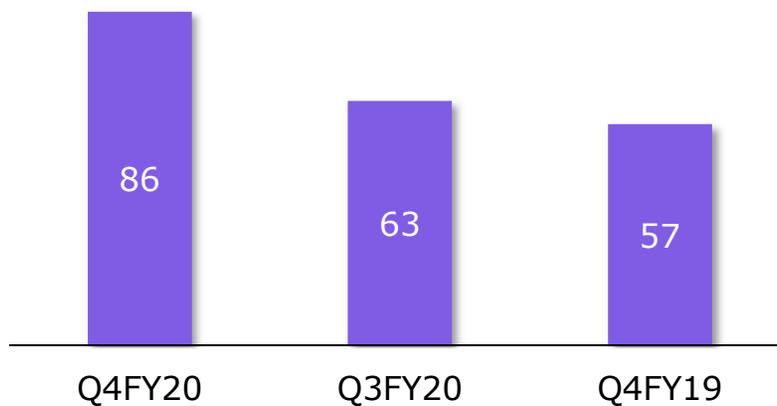


Operating Metrics

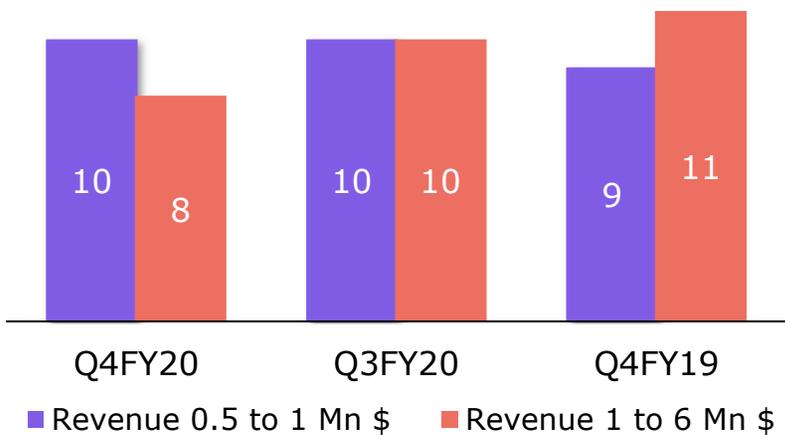
Client Details



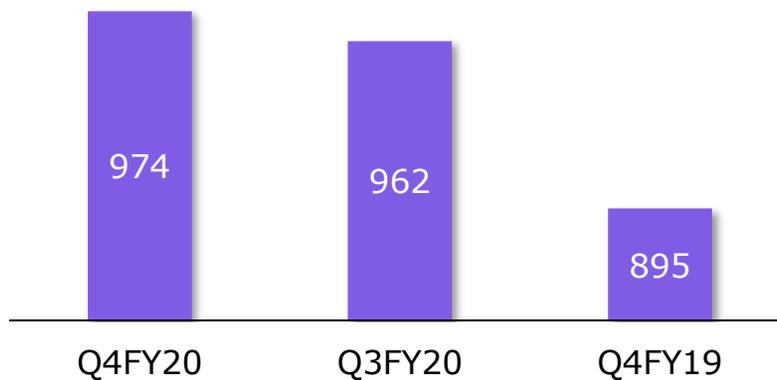
Debtors Days



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-Mar-20 Q4 FY20	31-Dec-19 Q3 FY20	QoQ Growth	31-Mar-19 Q4 FY19	YoY Growth	31-Mar-20 FY20	31-Mar-19 FY19	YoY Growth
	Net Sales / Income from Operation								
1	Income	756.6	681.9	11%	655.3	15%	2,694.0	2,827.7	-4.7%
2	Expenditure								
(a)	Employee Cost	494.2	463.3	7%	424.0	17%	1,793.1	1,833.6	-2%
(b)	Depreciation	12.9	13.4	-4%	13.9	-8%	58.2	55.0	6%
(c)	Other Expenditure	104.0	101.3	3%	96.3	8%	376.7	440.1	-14%
(d)	Total Expenditure	611.0	578.0	6%	534.2	14%	2,228.0	2,328.7	-4%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	145.5	103.9	40%	121.1	20%	466.1	499.0	-7%
4	Other Income	1.2	1.5	-21%	15.4	-92%	25.0	59.9	-58%
5	Profit before Interest and Exceptional Items (3+4)	146.7	105.4	39%	136.4	8%	491.1	559.0	-12%
6	Finance Cost	3.2	2.9		0.4		11.1	0.7	
7	Exchange Gain/(loss)	30.8	41.2		(9.7)		60.6	(22.7)	
8	Profit after Interest but before Exceptional Items (5-6+7)	174.30	143.7	21%	126.4	38%	540.6	535.7	1%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	174.3	143.7	21%	126.4	38%	540.6	535.7	1%
11	Tax Expenses	34.6	40.2	-14%	33.0	5%	141.6	173.7	-18%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	139.7	103.6	35%	93.4	50%	399.0	362.0	10%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	139.7	103.6	35%	93.4	50%	399.0	362.0	10%
15	Other Comprehensive Income	(0.6)	1.5		(0.1)		(4.3)	(1.5)	
16	Total Comprehensive Income for the period (14+15)	139.1	105.1	32%	93.3	49%	394.7	360.5	9%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.48	9.96	35%	8.71	55%	38.51	33.79	14%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.48	9.96	35%	8.71	55%	38.51	33.79	14%

Thank you for your attention. (expleo)

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Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity