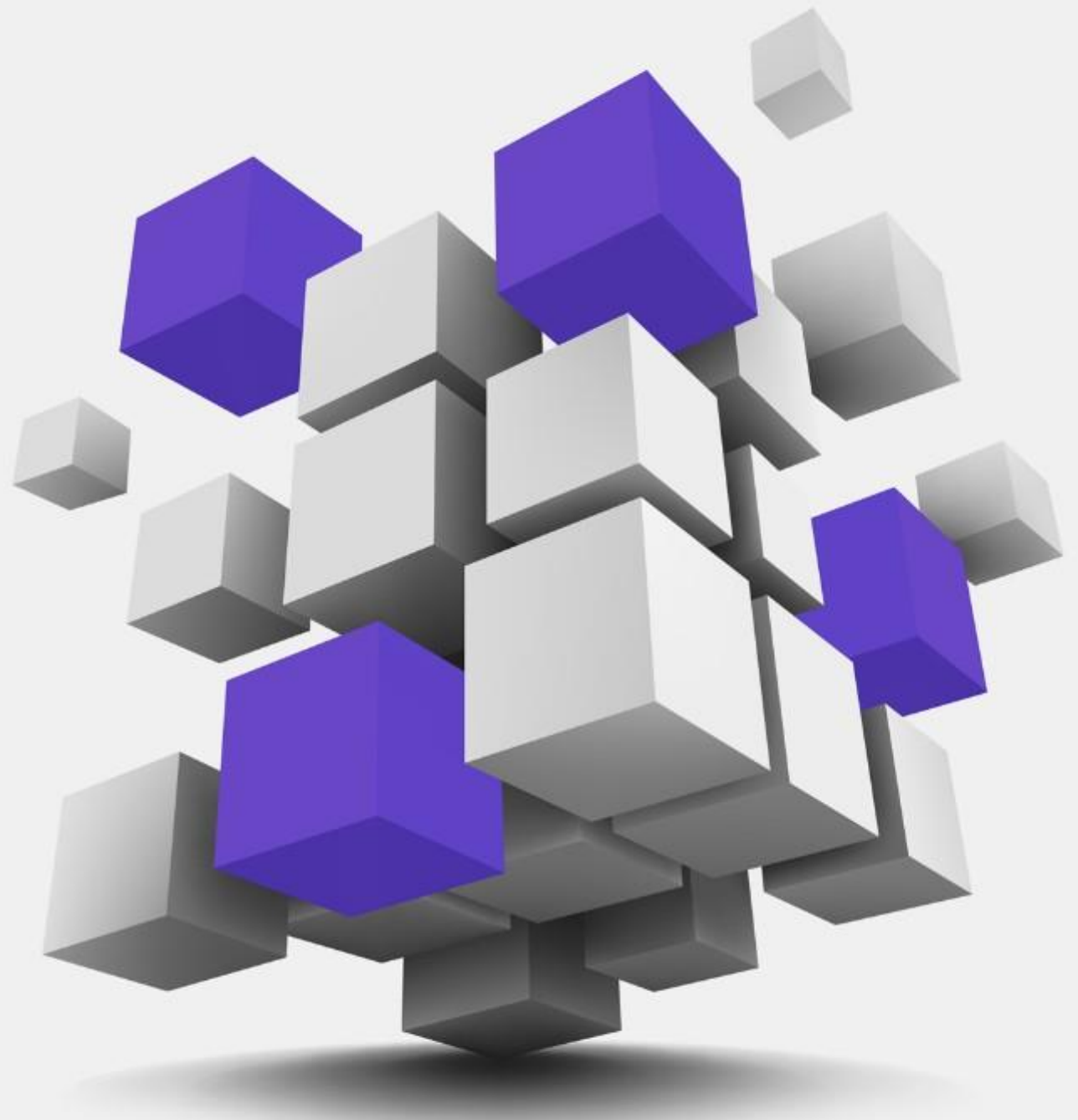


Earnings Presentation

Q4 FY22

18TH MAY 2022



[expleo]

Think bold, act reliable

Safe Harbor

This presentation has been prepared by Expleo Solutions Limited solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information on Expleo Solutions including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q4FY22 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,136 million vs Rs 1,058 million, up by 7.3%
- Total Income was Rs 1,161 million vs Rs 1,063 million, up by 9.2%

Profit:

- EBITDA stood at Rs 249 million vs Rs 187 million in Q3FY22, up by 33.1%
- EBITDA margin of 21.9% in Q4FY22 as against 17.7% in Q3FY22, up by 425 basis
- PAT was at Rs 173 million vs Rs 116 million in Q3FY22, up by 49.4%
- PAT margin of 14.9% in Q4FY22 as against 10.9% in Q3FY22, up by 401 basis
- Basic EPS at Rs 18.18 in Q4FY22 as against Rs 11.10 in Q3FY22, up by 63.7%

Cash:

- Net cash position stood at Rs 1,558 million vs Rs 1,633 million for Q3FY22

Consolidated Q4FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,136 million vs Rs 793 million, up by 43.1%
- Total Income was Rs 1,161 million vs Rs 800 million, up by 45.1%

Profit:

- EBITDA stood at Rs 249 million vs Rs 191 million in Q4FY21, up by 30.3%
- EBITDA margin of 21.9% in Q4FY22 as against 24.1% in Q4FY21
- PAT was at Rs 173 million vs Rs 102 million in Q4FY21, up by 69.1%
- PAT margin of 14.9% in Q4FY22 as against 12.8% in Q4FY21, up by 212 basis
- Basic EPS at Rs 18.18 in Q4FY22 as against Rs 10.72 in Q4FY21, up by 69.6%

Cash:

- Net cash position stood at Rs 1,558 million vs Rs 1,311 million for Q4FY21

Consolidated FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 4,045 million vs Rs 3,009 million, up by 34.4%
- Total Income was Rs 4,081 million vs Rs 3,063 million, up by 33.2%

Profit:

- EBITDA stood at Rs 773 million vs Rs 698 million in FY21, up by 10.6%
- EBITDA margin of 19.1% in FY22 as against 23.2% in FY21
- PAT was at Rs 533 million vs Rs 497 million in FY21, up by 7.4%
- PAT margin of 13.1% in FY22 as against 16.2% in FY21
- Basic EPS at Rs 52.58 in FY22 as against Rs 49.20 in FY21, up by 6.9%

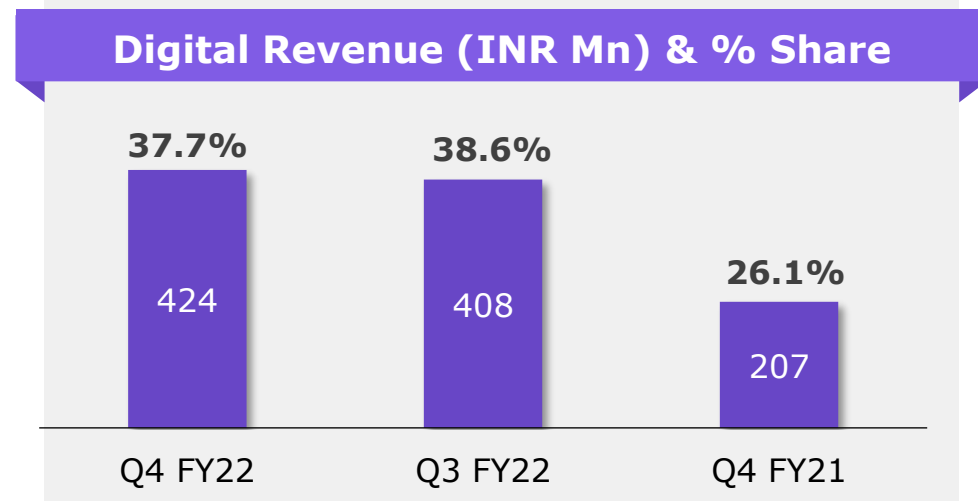
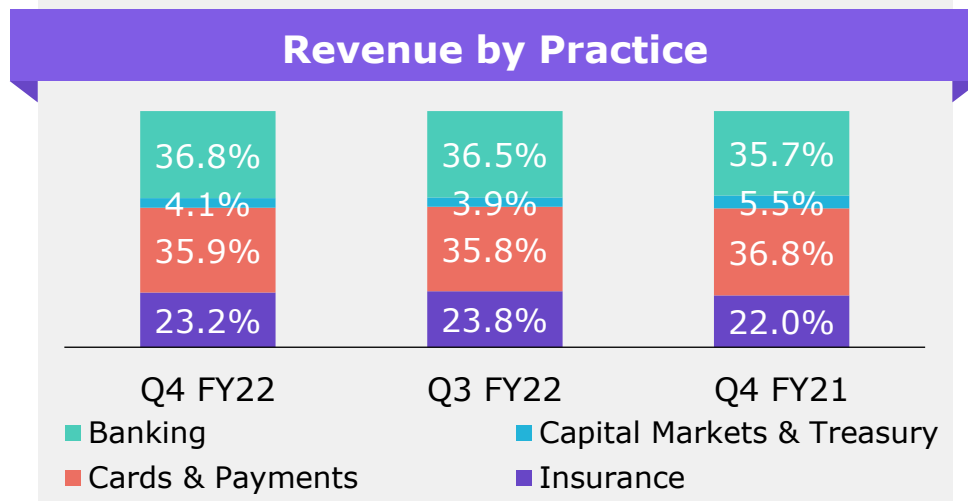
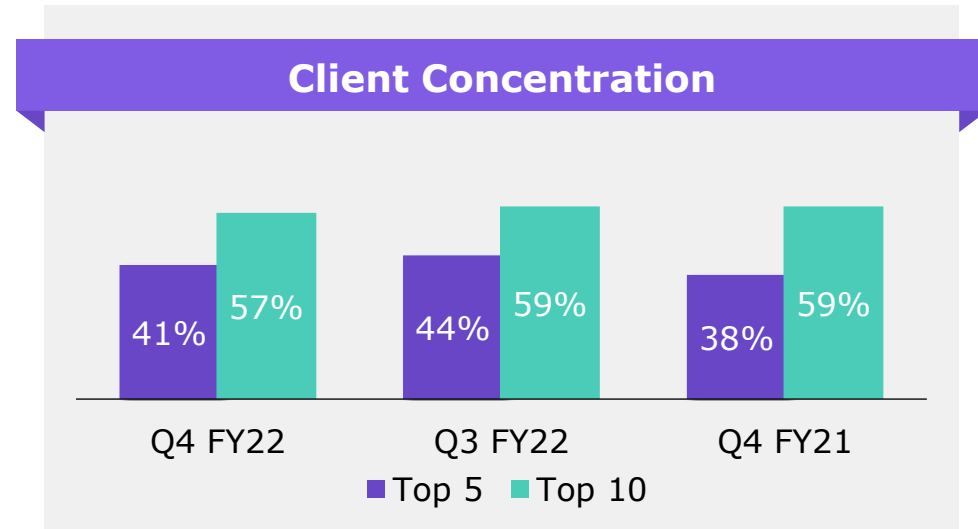
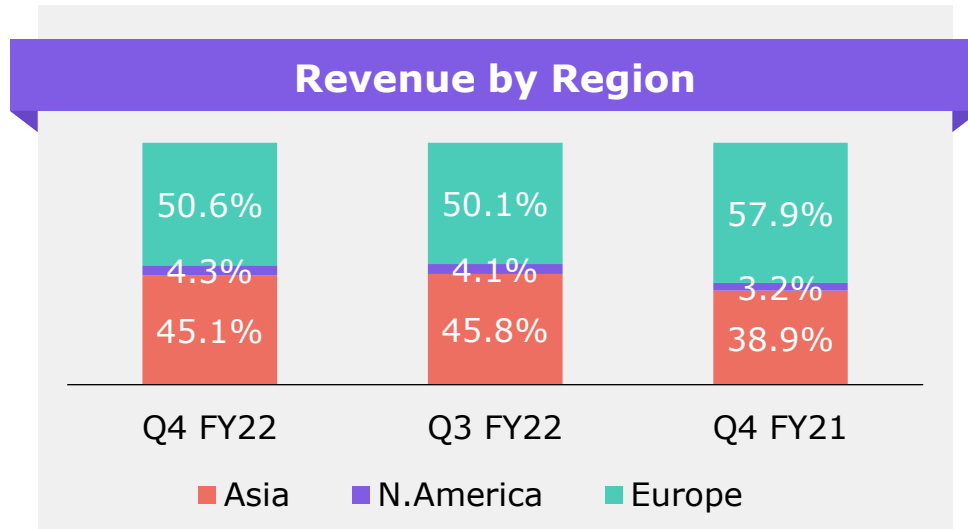
Cash:

- Net cash position stood at Rs 1,558 million vs Rs 1,311 million for FY21

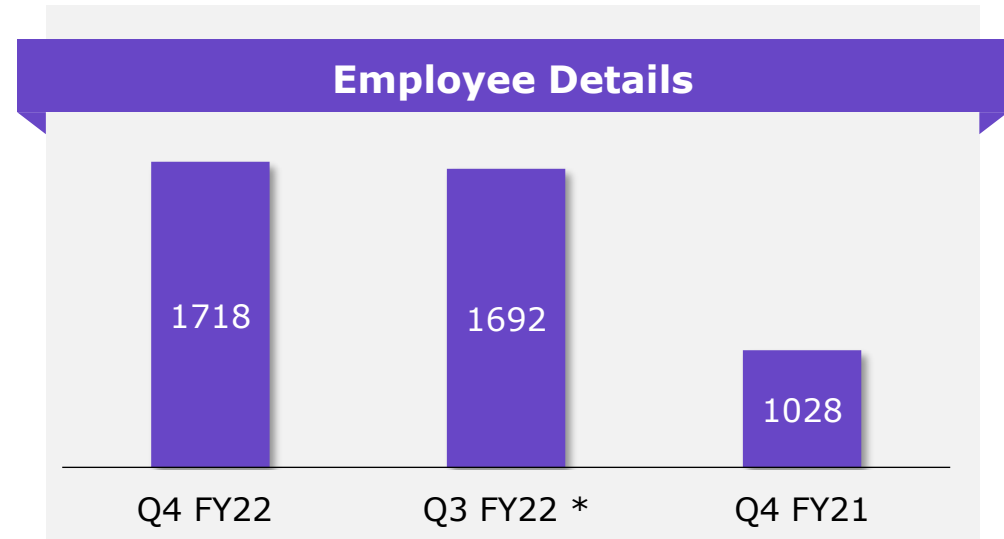
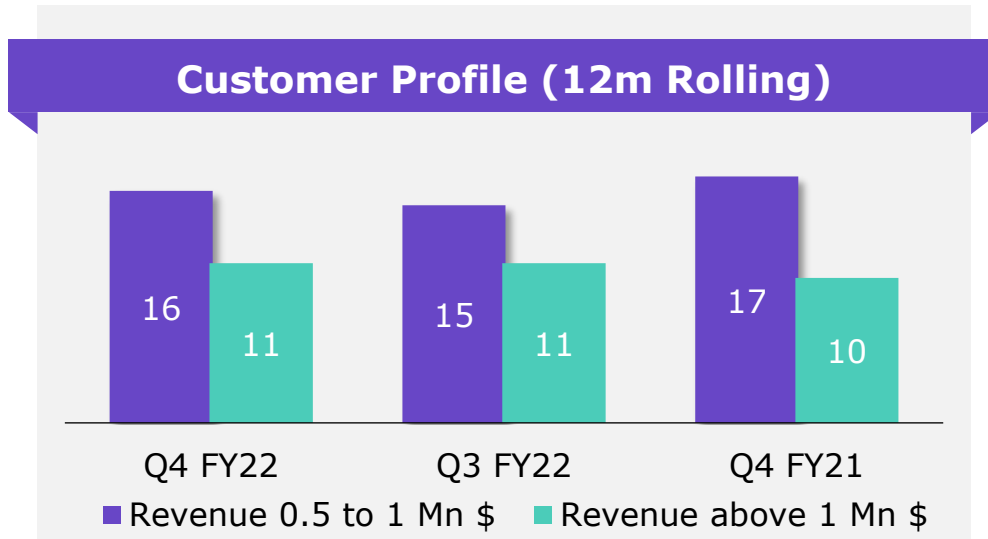
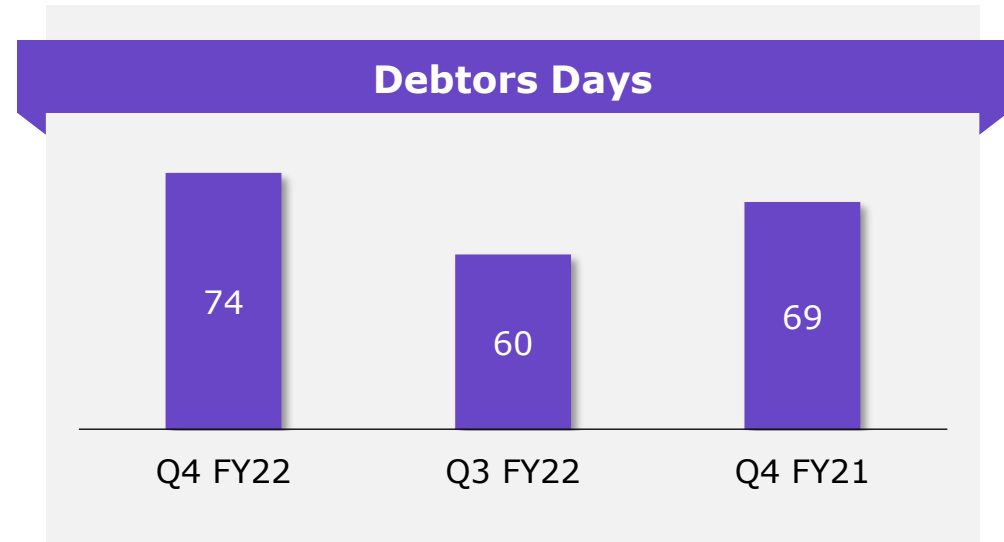
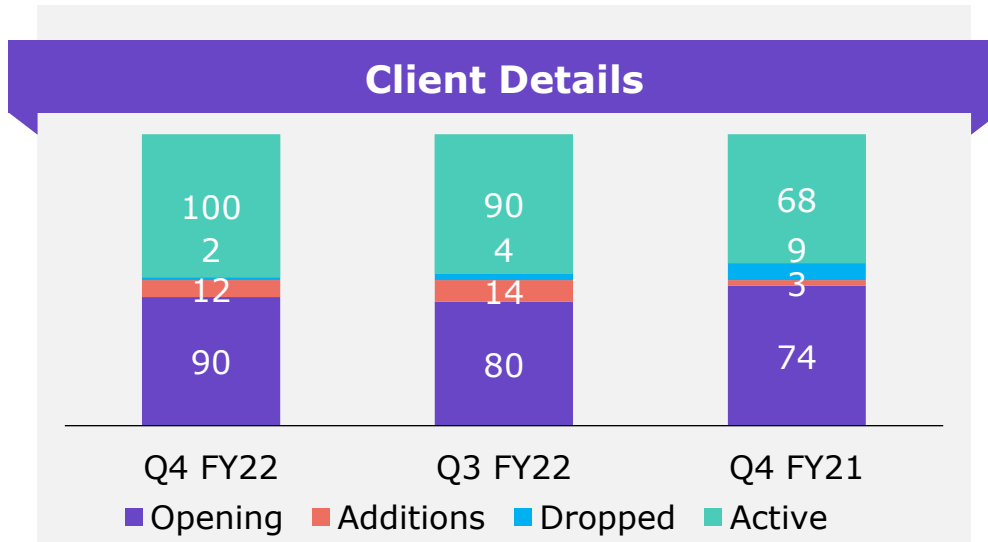
Consolidated Financial Summary

Particulars	Metrics	31-Mar-22	31-Dec-21	QoQ Growth	31-Mar-21	YoY Growth	31-Mar-22	31-Mar-21	YoY Growth
		Q4 FY22	Q3 FY22		Q4 FY21		12M FY 22	12M FY21	
Revenue (Rs Million)	Total Revenue	1,161	1,063	9.2%	800	45.1%	4,081	3,063	33.2%
	Net Revenue	1,136	1,058	7.3%	793	43.1%	4,045	3,009	34.4%
Profit (Rs Million)	EBITDA	249	187	33.1%	191	30.3%	773	698	10.6%
	<i>PBT Before Forex Gain / Loss</i>	229	169	36.1%	180	27.4%	720	659	9.2%
	PBT	248	153	62.4%	154	61.1%	722	684	5.5%
	PAT (Before OCI)	186	114	63.7%	110	69.6%	539	504	6.9%
	Total Comprehensive Income	173	116	49.4%	102	69.1%	533	497	7.4%
Margin (%)	<i>EBITDA</i>	21.9%	17.7%		24.1%		19.1%	23.2%	
	<i>PBT Before Forex Gain / Loss</i>	19.8%	15.9%		22.5%		17.6%	21.5%	
	<i>PBT</i>	21.4%	14.4%		19.2%		17.7%	22.3%	
	<i>PAT (Before OCI)</i>	16.1%	10.7%		13.7%		13.2%	16.5%	
	<i>Total Comprehensive Income</i>	14.9%	10.9%		12.8%		13.1%	16.2%	
EPS (Rs)	Basic	18.18	11.10	63.7%	10.72	69.6%	52.58	49.20	6.9%
	Diluted	18.18	11.10	63.7%	10.72	69.6%	52.58	49.20	6.9%

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)	31-Mar-22 Q4 FY22	31-Dec-21 Q3 FY22	QoQ Growth	31-Mar-21 Q4 FY21	YoY Growth	31-Mar-22 12M FY 22	31-Mar-21 12M FY21	YoY Growth
	Net Sales / Income from Operation								
1	Income	1,135.5	1,058.4	7%	793.4	43%	4,045.1	3,008.9	34%
2	Expenditure								
(a)	Employee Cost	564.0	502.9	12%	398.8	41%	1,948.6	1,570.9	24%
(b)	Depreciation	23.0	21.7	6%	14.9	54%	79.3	58.0	37%
(c)	Other Expenditure	322.4	368.2	-12%	203.5	58%	1,323.8	739.5	79%
(d)	Total Expenditure	909.4	892.9	2%	617.1	47%	3,351.7	2,368.5	42%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	226.1	165.5	37%	176.3	28%	693.4	640.4	8%
4	Other Income	6.9	4.9	40%	7.0	-1%	33.7	28.9	17%
5	Profit before Interest and Exceptional Items (3+4)	233.0	170.5	37%	183.3	27%	727.1	669.3	9%
6	Finance Cost	3.5	1.8		3.2		7.6	10.6	
7	Exchange Gain/(loss)	18.6	(15.8)		(26.1)		1.9	25.3	
8	Profit after Interest but before Exceptional Items (5-6+7)	248.1	152.8	62%	154.0	61%	721.5	684.1	5%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	248.1	152.8	62%	154.0	61%	721.5	684.1	5%
11	Tax Expenses	61.7	39.0	58%	44.1	40%	182.4	179.6	2%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	186.4	113.7	64%	109.9	70%	539.0	504.4	7%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	186.4	113.7	64%	109.9	70%	539.0	504.4	7%
15	Other Comprehensive Income	(13.6)	1.9		(7.7)		(5.7)	(7.8)	
16	Total Comprehensive Income for the period (14+15)	172.8	115.7	49%	102.2	69%	533.4	496.6	7%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	18.18	11.10	64%	10.72	70%	52.58	49.20	7%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	18.18	11.10	64%	10.72	70%	52.58	49.20	7%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

Desikan Narayanan

Expleo Solutions Limited
Desikan.Narayanan@expleogroup.com

Diwakar Pingle

Ernst & Young LLP
Diwakar.Pingle@in.ey.com

expleogroup.com