



## Q1FY22 Revenue up by 19.1% Y-o-Y to Rs 922 million

**Chennai, 12 August, 2021:** Expleo Solutions Limited (BSE: 533121) (NSE: EXPLEOSOL), announced its **First quarter** results ended on 30<sup>th</sup> June, 2021. Expleo Solutions is a Technology services company specialises in providing quality assurance services for Banking, Financial and Insurance (BFSI) Software, and in enabling automation, digital transformation to its clients. The results are available on the company's website, <https://expleosolutions.com>

### PERFORMANCE HIGHLIGHTS

#### Consolidated Q1FY22 Q-o-Q Review

- The operating revenue was Rs 880 million in Q1FY22 as compared to Rs 793 million during the previous quarter, reflecting a growth of 11.0%.
- Total income was Rs 922 million in Q1FY22 as compared to Rs 800 million during the previous quarter, reflecting a growth of 15.2%.
- EBITDA stood at Rs 146 million with the margin at 16.6% in Q1FY22 as compared to Rs 191 million with the margin at 24.1% during the previous quarter.
- Profit after tax stood at Rs 130 million in Q1FY22 as compared to Rs 102 million during the previous quarter, reflecting a growth of 27.2%.
- Basic EPS stood at Rs 12.50 as compared to Rs 10.72 for Q4FY21, reflecting a growth of 16.6%.
- The Company's net cash position stood at Rs 1,377 million in Q1FY22 as compared to Rs 1,311 million during the previous quarter.

## Consolidated Q1FY22 Y-o-Y Review

- The operating revenue was Rs 880 million in Q1FY22 as compared to Rs 758 million in Q1FY21, reflecting a growth of 16.1%.
- Total income was Rs 922 million in Q1FY22 as compared to Rs 774 million in Q1FY21, reflecting a growth of 19.1%.
- EBITDA stood at Rs 146 million with the margin at 16.6% in Q1FY22 as compared to Rs 194 million with the margin at 25.5% in Q1FY21.
- Profit after tax stood at Rs 130 million in Q1FY22 as compared to Rs 141 million in Q1FY21.
- Basic EPS stood at Rs 12.50 as compared to Rs 13.91 for Q1FY21.
- The Company's net cash position stood at Rs 1,377 million in Q1FY22 as compared to Rs 1,002 million in Q1FY21.

**Commenting on the results, Mr. Balaji Viswanathan, Managing Director & CEO, Expleo Solutions Limited, said** *"We continue to see healthy demand for the services across all markets in both Asia and Europe regions. The opportunity for the specialised testing services, automation and digital services continue to see traction and the segment is growing faster. During the first half of this calendar year 2021 we have added 2 new clients with revenue of over \$ 1mn. Digital services is now 29% of our total business compared to 15% of the total business as of March 2020. We continue to add new clients (11 new clients added in Q1FY22) and build our competency and capacity. Our Offshore business contribution continues to grow and is at 60% of the revenue compared to 48% YoY. We continue to invest in up-skilling and re-skilling our teams to gear up for the emerging demand. The current demand in the market and the skill hunt is impacting everyone in the industry and we see an increased attrition rate and have geared up our Talent acquisition engine to meet the demands. This will also see a small impact in our cost and margins in the short to medium term.*



*The second wave of COVID had a significant impact across India with increased number of infections and deaths. We, keeping this in mind, have been working on vaccination drives for our team members and their families. We conducted two such drives in Chennai. We also communicate and sensitise the teams on a possible third wave and taking precautions is being done. We continue to work from home and are closely monitoring the situation.*

*Post the announcement of the merger of the unlisted companies, we are working on the integration plan, to ensure that we execute it once the approvals are in place. We have signed up for an additional facility in Coimbatore and are rationalising the leased premises in Chennai. This will add additional capacity by end of the year and should help us in future growth.*

### **About Expleo Solutions Limited**

Expleo Solutions Limited is part of Expleo Group, a trusted partner for end-to-end and integrated engineering, quality and management consulting services for digital transformation. Our combined group offers access to sector-specific expertise and best practices across consultancy and business agility, product design, production and inservice support, as well as continuous quality.

Expleo Solutions Limited is the leading Business Assurance and Testing Specialist focusing exclusively on the Financial Sector. With a successful track record of over 20 years, we help our clients to roll out their products and services on schedule, whilst mitigating quality risks. Our end-to-end expertise spans business agility, continuous quality and management consulting. Providing best-shoring solutions, our clients benefit from secure, controlled and customer centric delivery centres, combined with Expleo's global delivery model and capabilities. The company has served 150 plus customers in APAC, USA, UK and Middle East.

It is a public company listed in both BSE and NSE with its registered office in Chennai. The company is ISO 9001:2015 and ISO 27001:2013 certified, both its Chennai Test Centres are SSAE 16/ISAE 3402 and PCI: DSS compliant.

Its financial software testing services have helped system integrators and product development companies to achieve near defect-free rollouts of software products such as TS



PRIME, TS2®, First Vision®, Oracle FLEXCUBE®, T24, Equation, B@ncs24, CS Eximills, FinnOne™, Kondor+, Siebel, Newton, Kastle, Genius, Premia, MIDAS, ClarityQ and Finacle.

For more information, see <https://expleosolutions.com/>

**About Expleo Technology Germany GmbH**

Expleo Technology is the leading global provider of quality assurance services for digital business. This position stems from over 30 years of successful consultancy operations. Our local heritage dates back 40 years, with a proud history in engineering and quality assurance. Expleo Technology consultants provide solutions for all aspects of quality throughout the whole software product lifecycle driven by a standardized methodology, industrialized automation processes and deep domain knowledge in various industries.

Headquartered in Cologne, Germany, our 2,500 strong team, based in all major German cities, brings global delivery capabilities for engineering services, quality services and management consulting, reinforcing our position as a partner of trust with our industry-leading clients.

For more information, see <https://expleogroup.com/>

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