



SEC/SE/018/24-25  
Chennai, May 23, 2024

**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
P J Towers, Dalal Street,  
Mumbai – 400 001  
Scrip Code: 533121

**National Stock Exchange of India Limited,**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051  
Symbol: EXPLEOSOL

**Sub: Submission of Earnings Presentation.**

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Dear Sir/Madam,

Please find attached the Earnings presentation for the quarter and year ended March 31, 2024.

The above information shall also be made available on the website of the Company i.e., <https://investors.expleo.com>.

You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,  
For Expleo Solutions Limited

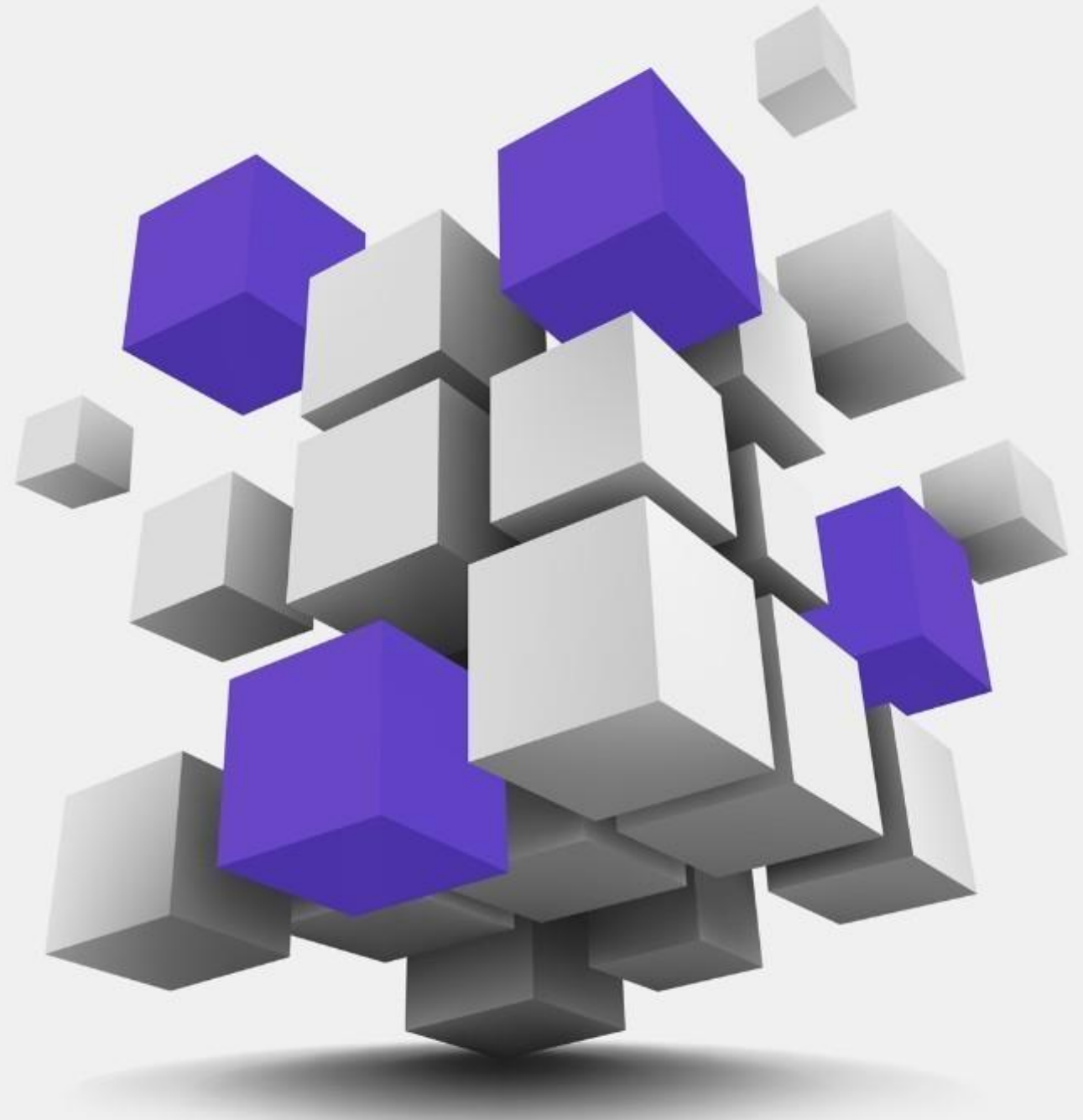
Balaji Viswanathan  
Managing Director & CEO  
DIN No. 06771242

Encl : As above.

# Earnings Presentation

Q4 FY24

23<sup>RD</sup> MAY 2024



**[ expleo ]**

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# Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

# Consolidated Q4FY24 Q-o-Q Review

## Revenue:

- Operating Revenue was Rs 2,554 million vs Rs 2,502 million, up by 2.1%
- Total Income was Rs 2,572 million vs Rs 2,615 million, down by 1.6%

## Profit:

- EBITDA stood at Rs 398 million vs Rs 385 million in Q3FY24
- EBITDA margin of 15.6% in Q4FY24 as against 15.4% in Q3FY24
- PAT was at Rs 148 million vs Rs 338 million in Q3FY24
- PAT margin of 5.7% in Q4FY24 as against 12.9% in Q3FY24
- Basic EPS at Rs 10.12 in Q4FY24 as against Rs 21.93 in Q3FY24

## Cash:

- Net cash position stood at Rs 1,840 million vs Rs 2,117 million for Q3FY24

# Consolidated Q4FY24 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 2,554 million vs Rs 2,311 million, up by 10.5%
- Total Income was Rs 2,572 million vs Rs 2,349 million, up by 9.5%

## Profit:

- EBITDA stood at Rs 398 million vs Rs 431 million in Q4FY23
- EBITDA margin of 15.6% in Q4FY24 as against 18.7% in Q4FY23
- PAT was at Rs 148 million vs Rs 290 million in Q4FY23
- PAT margin of 5.7% in Q4FY24 as against 12.3% in Q4FY23
- Basic EPS at Rs 10.12 in Q4FY24 as against Rs 18.73 in Q4FY23

## Cash:

- Net cash position stood at Rs 1,840 million vs Rs 1,557 million for Q4FY23

# Consolidated FY24 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 9,649 million vs Rs 9,033 million, up by 6.8%
- Total Income was Rs 9,724 million vs Rs 9,194 million, up by 5.8%

## Profit:

- EBITDA stood at Rs 1,483 million vs Rs 2,001 million in FY23
- EBITDA margin of 15.4% in FY24 as against 22.2% in FY23
- PAT was at Rs 887 million vs Rs 1,357 million in FY23
- PAT margin of 9.1% in FY24 as against 14.8% in FY23
- Basic EPS at Rs 58.27 in FY24 as against Rs 86.27 in FY23

## Cash:

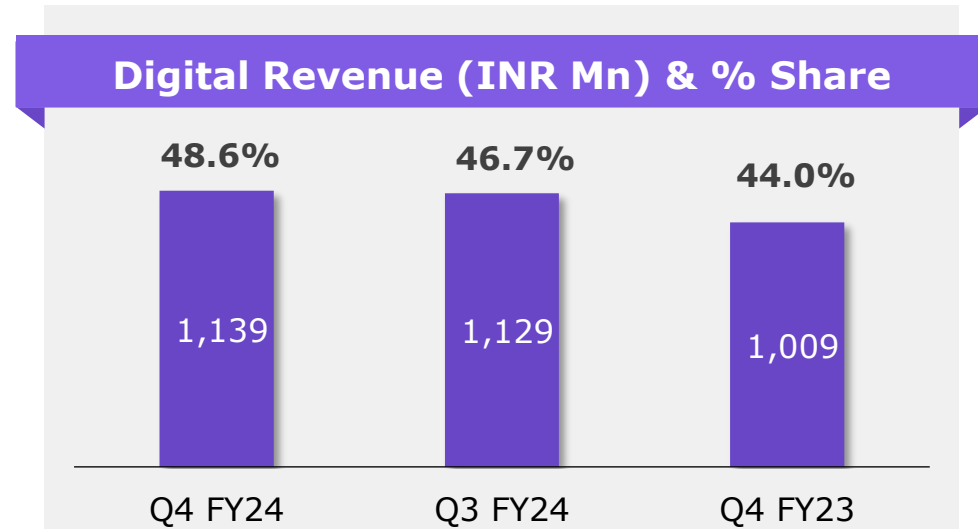
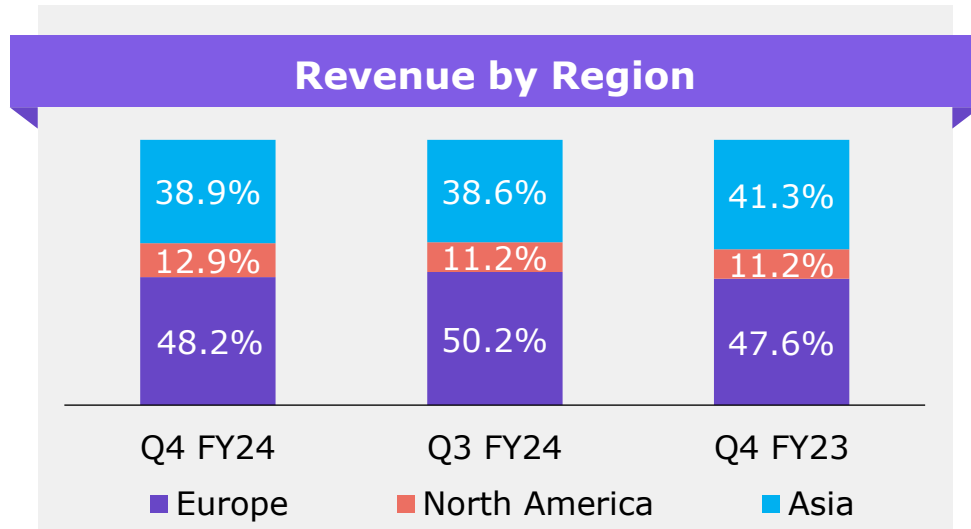
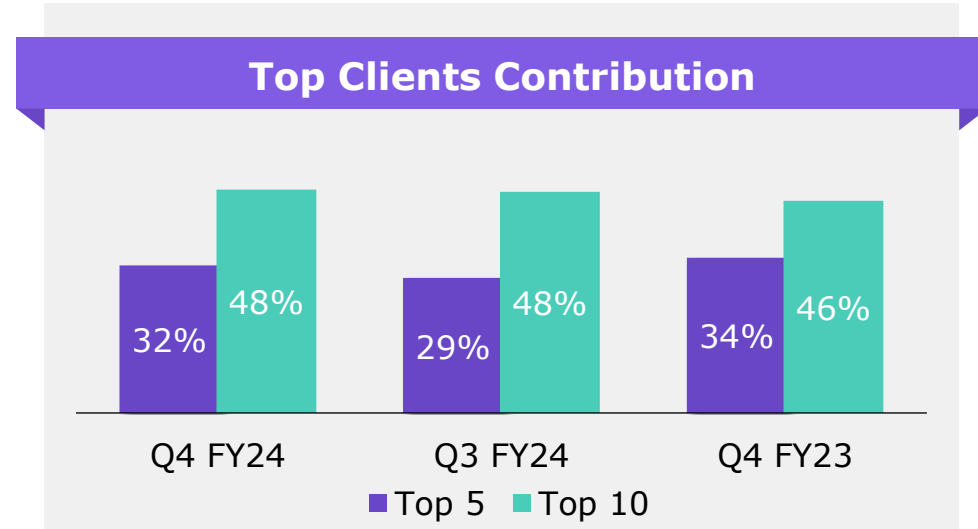
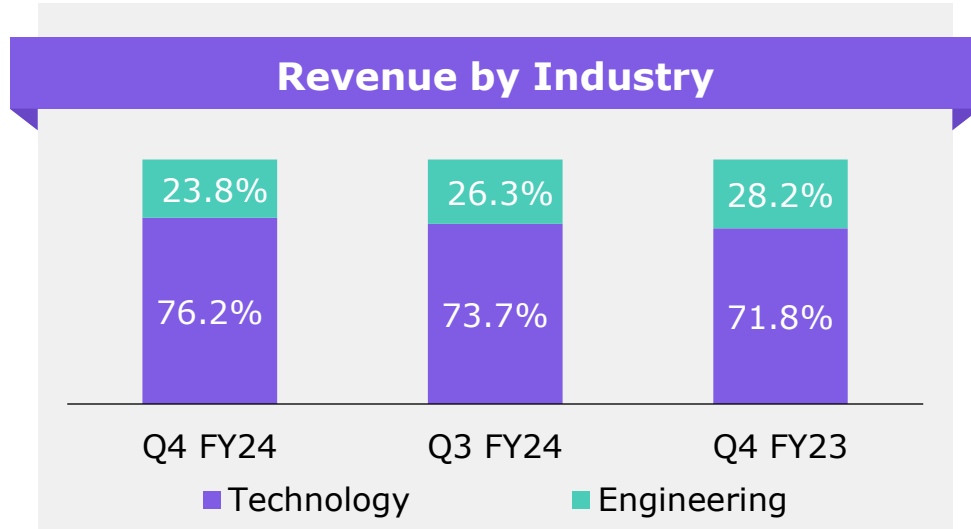
- Net cash position stood at Rs 1,840 million vs Rs 1,557 million for FY23

# Consolidated Financial Summary

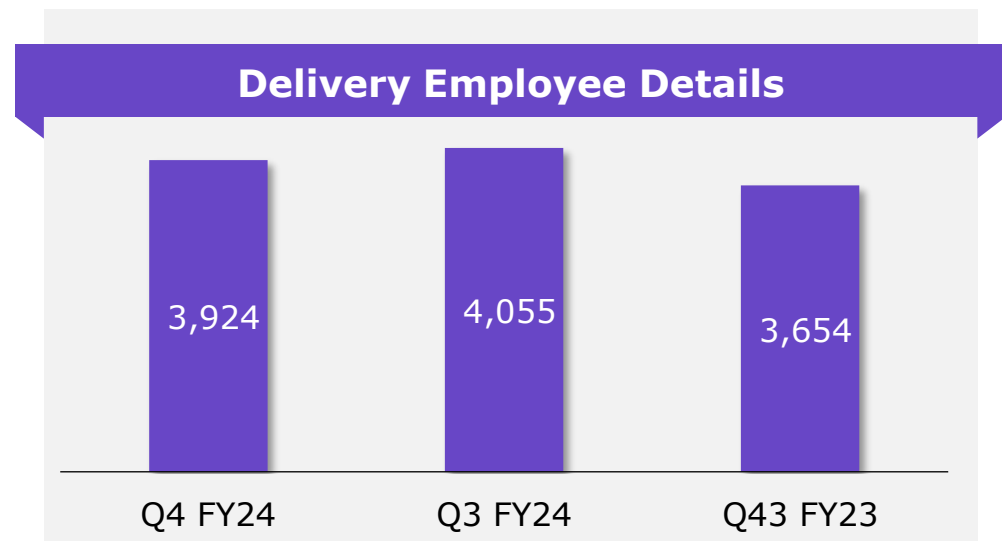
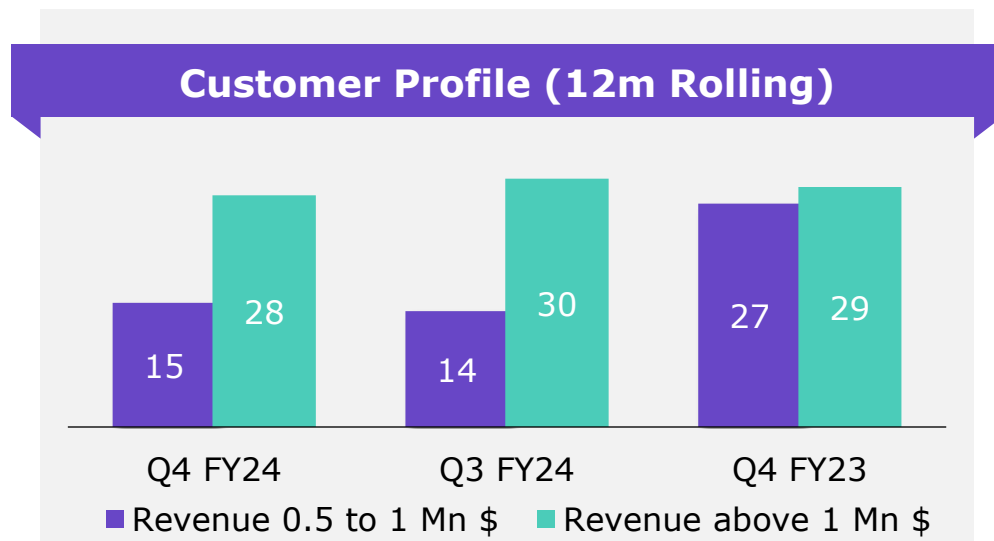
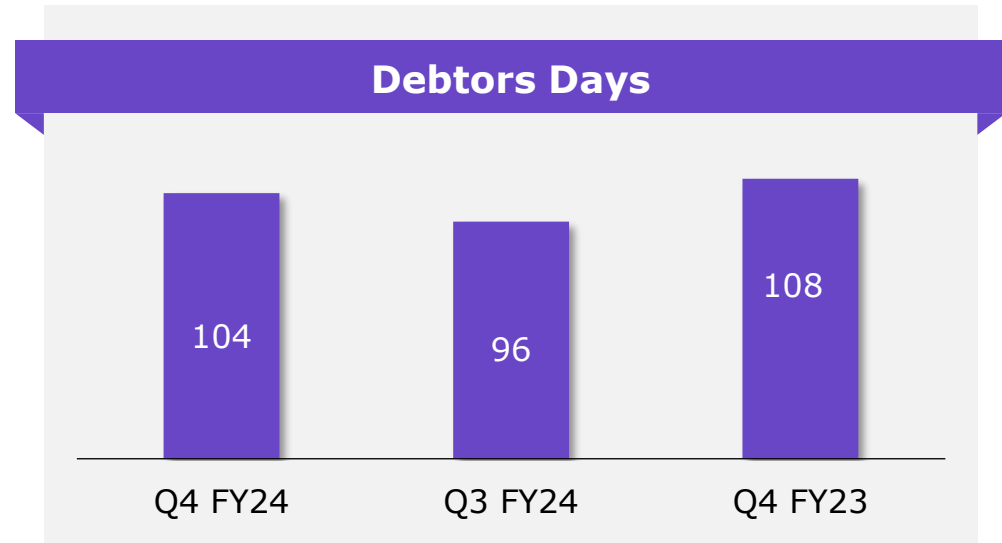
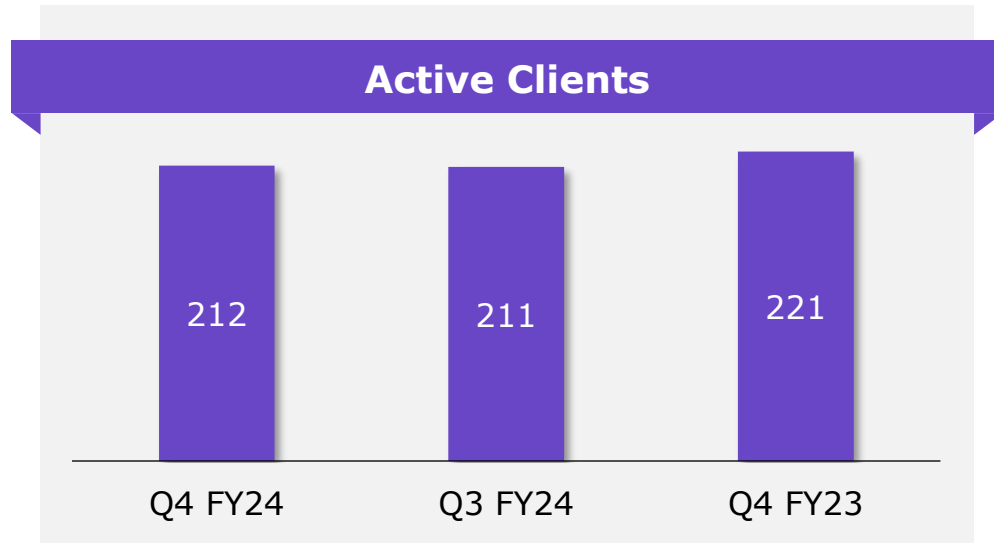
Particulars		Metrics		31-Mar-24	31-Dec-23	QoQ Growth	31-Mar-23	YoY Growth	31-Mar-24	31-Mar-23	YoY Growth
		Q4 FY24	Q3 FY24	Q4 FY23	12M FY 24		12M FY 23				
<b>Revenue (Rs Million)</b>	Total Revenue	2,572.2	2,615.1	-1.6%	2,349.4	9.5%	9,723.8	9,194.0	5.8%		
	Net Revenue	2,554.1	2,502.3	2.1%	2,310.8	10.5%	9,648.7	9,033.0	6.8%		
<b>Profit (Rs Million)</b>	EBITDA	398.2	384.6	3.5%	431.3	-7.7%	1,483.4	2,001.4	-25.9%		
	PBT Before Forex Gain / Loss	317.9	313.1	1.5%	380.1	-16.4%	1,190.3	1,753.9	-32.1%		
	PBT	261.9	406.8	-35.6%	393.0	-33.4%	1,195.7	1,861.1	-35.7%		
	PAT (Before OCI)	157.0	340.4	-53.9%	290.6	-46.0%	904.4	1,338.9	-32.5%		
	Total Comprehensive Income	147.6	337.9	-56.3%	289.5	-49.0%	886.8	1,356.5	-34.6%		
<b>Margin (%)</b>	<i>EBITDA</i>	<i>15.6%</i>	<i>15.4%</i>		<i>18.7%</i>		<i>15.4%</i>	<i>22.2%</i>			
	<i>PBT Before Forex Gain / Loss</i>	<i>12.4%</i>	<i>12.0%</i>		<i>16.2%</i>		<i>12.2%</i>	<i>19.1%</i>			
	<i>PBT</i>	<i>10.2%</i>	<i>15.6%</i>		<i>16.7%</i>		<i>12.3%</i>	<i>20.2%</i>			
	<i>PAT (Before OCI)</i>	<i>6.1%</i>	<i>13.0%</i>		<i>12.4%</i>		<i>9.3%</i>	<i>14.6%</i>			
	<i>Total Comprehensive Income</i>	<i>5.7%</i>	<i>12.9%</i>		<i>12.3%</i>		<i>9.1%</i>	<i>14.8%</i>			
<b>EPS (Rs)</b>	Basic	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%		
	Diluted	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%		



# 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-24 Q4 FY24	31-Dec-23 Q3 FY24	QoQ Growth	31-Mar-23 Q4 FY23	YoY Growth	31-Mar-24 12M FY 24	31-Mar-23 12M FY 23	YoY Growth
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	2,554.1	2,502.3	2.1%	2,310.8	10.5%	9,648.7	9,033.0	6.8%
2	<b>Expenditure</b>								
(a)	Employee Cost	1,560.6	1,461.3	6.8%	1,325.2	17.8%	5,748.4	4,798.9	19.8%
(b)	Depreciation	90.8	84.4	7.7%	72.1	26.0%	336.7	278.8	20.7%
(c)	Other Expenditure	595.3	656.3	-9.3%	554.2	7.4%	2,417.0	2,232.7	8.3%
(d)	<b>Total Expenditure</b>	2,246.8	2,202.0	2.0%	1,951.5	15.1%	8,502.0	7,310.4	16.3%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	307.3	300.3	2.4%	359.2	-14.4%	1,146.7	1,722.5	-33.4%
4	Other Income	18.1	19.1	-5.1%	25.7	-29.5%	69.7	53.9	29.3%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	325.5	319.4	1.9%	384.9	-15.4%	1,216.4	1,776.5	-31.5%
6	Finance Cost	7.6	6.3		4.8		26.1	22.6	
7	Exchange Gain/(loss)	(56.0)	93.7		12.9		5.4	107.2	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	261.9	406.8	-35.6%	393.0	-33.4%	1,195.7	1,861.1	-35.7%
9	Exceptional Items								
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	261.9	406.8	-35.6%	393.0	-33.4%	1,195.7	1,861.1	-35.7%
11	Tax Expenses	104.9	66.4	57.9%	102.4	2.5%	291.4	522.2	-44.2%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	157.0	340.4	-53.9%	290.6	-46.0%	904.4	1,338.9	-32.5%
13	Extraordinary Items (net of tax expense Rs.)								
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	157.0	340.4	-53.9%	290.6	-46.0%	904.4	1,338.9	-32.5%
15	Other Comprehensive Income	(9.4)	(2.5)		(1.1)		(17.6)	17.7	
16	<b>Total Comprehensive Income for the period (14+15)</b>	<b>147.6</b>	<b>337.9</b>	<b>-56.3%</b>	<b>289.5</b>	<b>-49.0%</b>	<b>886.8</b>	<b>1,356.5</b>	<b>-34.6%</b>
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	10.12	21.93	-53.9%	18.73	-46.0%	58.27	86.27	-32.5%

# Our values

Courage

Excellence

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Respect

Accountability

# ( expleo )

Think bold, act reliable



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