



SEC/SE/088/24-25

Chennai, November 14, 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.

Dear Sir/Madam,

Please find attached the Earnings presentation for the quarter ended September 30, 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

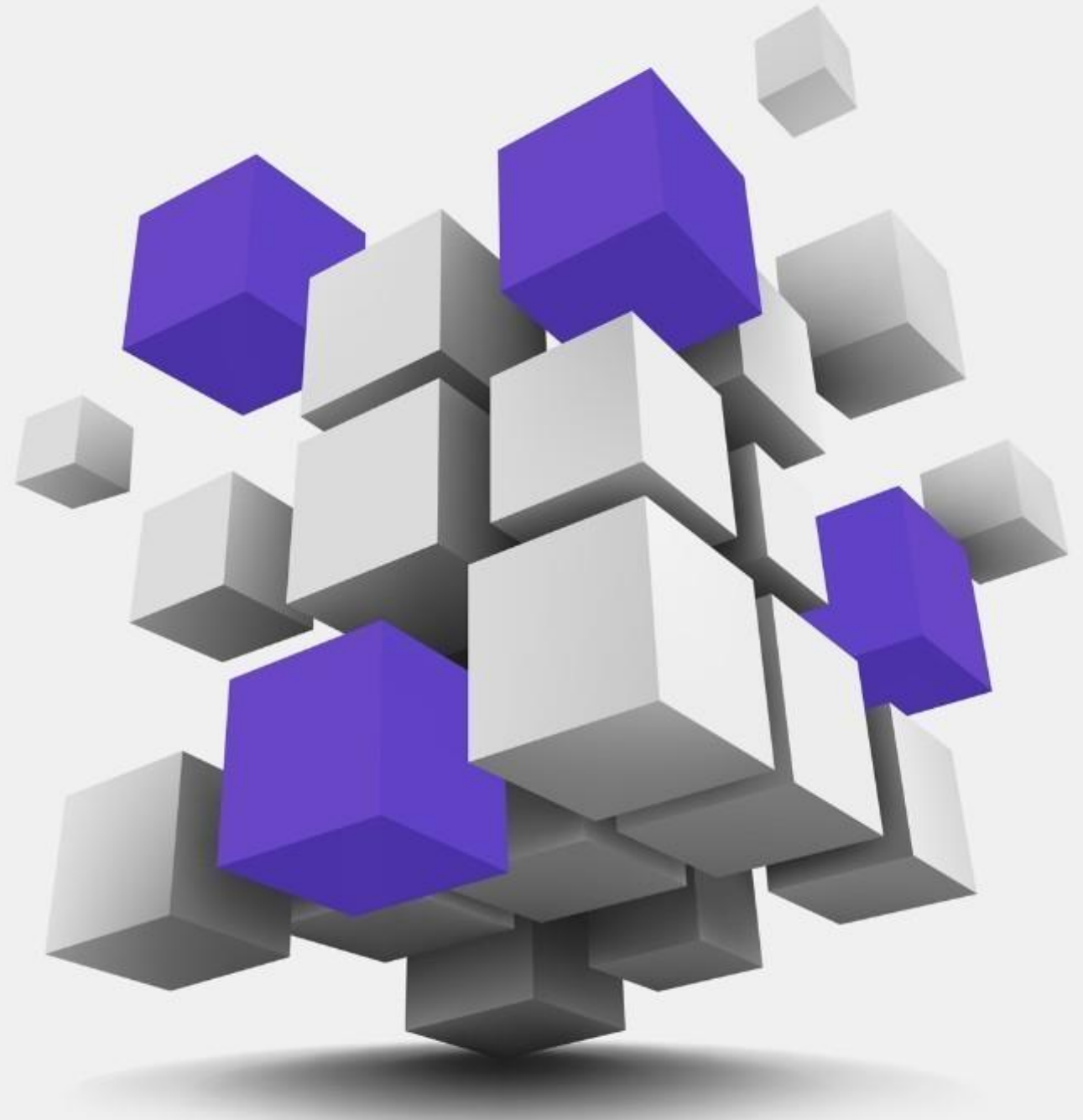
S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl: As above.

Earnings Presentation

Q2 FY25

14TH NOVEMBER 2024



[expleo]

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q2FY25 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,593 million vs Rs 2,522 million, up by 2.8%
- Total Income was Rs 2,719 million vs Rs 2,544 million, up by 6.9%

Profit:

- Adjusted EBITDA stood at Rs 423 million vs Rs 397 million in Q1FY25, up by 6.4%
- Adjusted EBITDA margin of 16.3% in Q2FY25 as against 15.8% in Q1FY25
- PAT was at Rs 357 million vs Rs 237 million in Q1FY25, up by 50.5%
- PAT margin of 13.1% in Q2FY25 as against 9.3% in Q1FY25
- Basic EPS at Rs 22.86 in Q2FY25 as against Rs 15.40 in Q1FY25, up by 48.5%

Cash:

- Net cash position stood at Rs 2,762 million vs Rs 2,606 million for Q1FY25

**Note:*

Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated Q2FY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,593 million vs Rs 2,341 million, up by 10.7%
- Total Income was Rs 2,719 million vs Rs 2,357 million, up by 15.4%

Profit:

- Adjusted EBITDA stood at Rs 423 million vs Rs 354 million in Q2FY24, up by 19.3%
- Adjusted EBITDA margin of 16.3% in Q2FY25 as against 15.1% in Q2FY24
- PAT was at Rs 357 million vs Rs 200 million in Q2FY24, up by 78.1%
- PAT margin of 13.1% in Q2FY25 as against 8.5% in Q2FY24
- Basic EPS at Rs 22.86 in Q2FY25 as against Rs 13.22 in Q2FY24, up by 73.0%

Cash:

- Net cash position stood at Rs 2,762 million vs Rs 1,294 million for Q2FY24

**Note:*

Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated H1FY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 5,114 million vs Rs 4,592 million, up by 11.4%
- Total Income was Rs 5,254 million vs Rs 4,625 million, up by 13.6%

Profit:

- Adjusted EBITDA stood at Rs 820 million vs Rs 700 million in H1FY24, up by 17.2%
- Adjusted EBITDA margin of 16.0% in H1FY25 as against 15.2% in H1FY24
- PAT was at Rs 594 million vs Rs 401 million in H1FY24, up by 48.1%
- PAT margin of 11.3% in H1FY25 as against 8.7% in H1FY24
- Basic EPS at Rs 38.26 in H1FY25 as against Rs 26.23 in H1FY24, up by 45.9%

Cash:

- Net cash position stood at Rs 2,762 million vs Rs 1,294 million for H1FY24

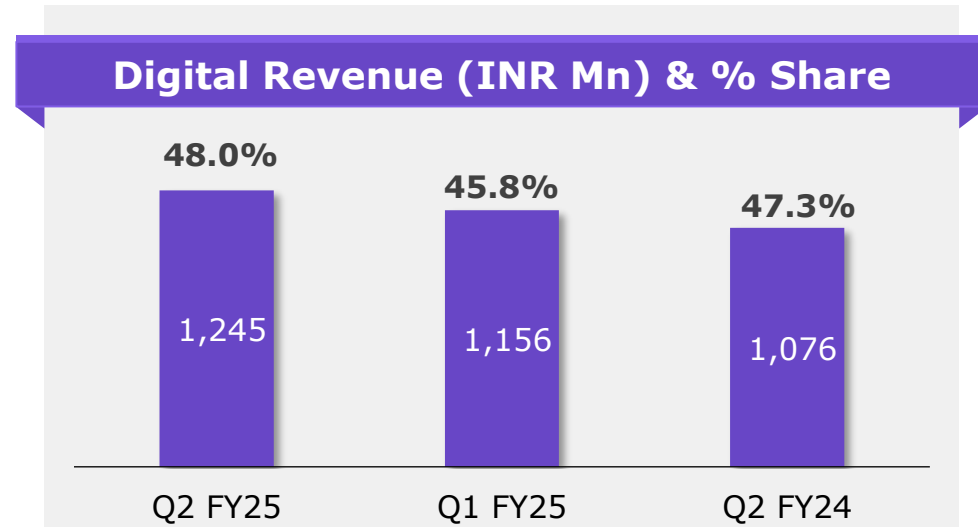
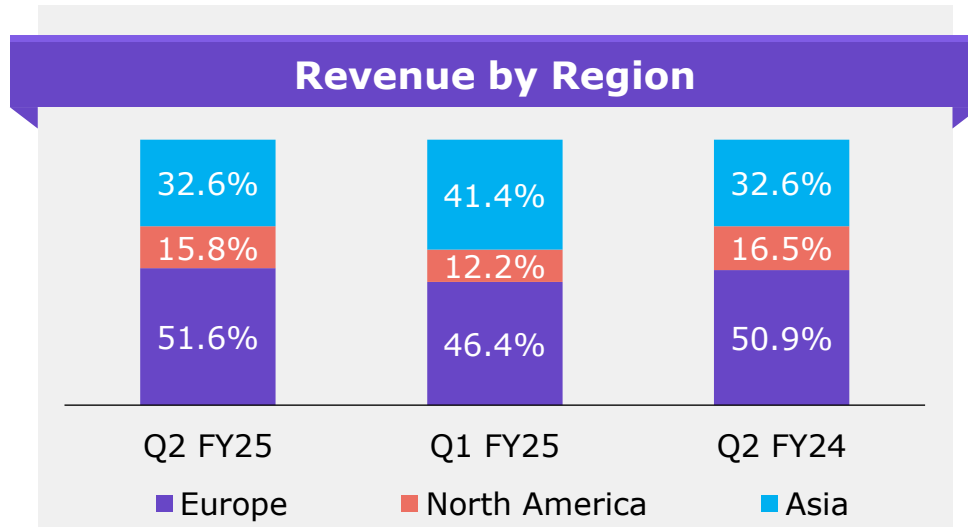
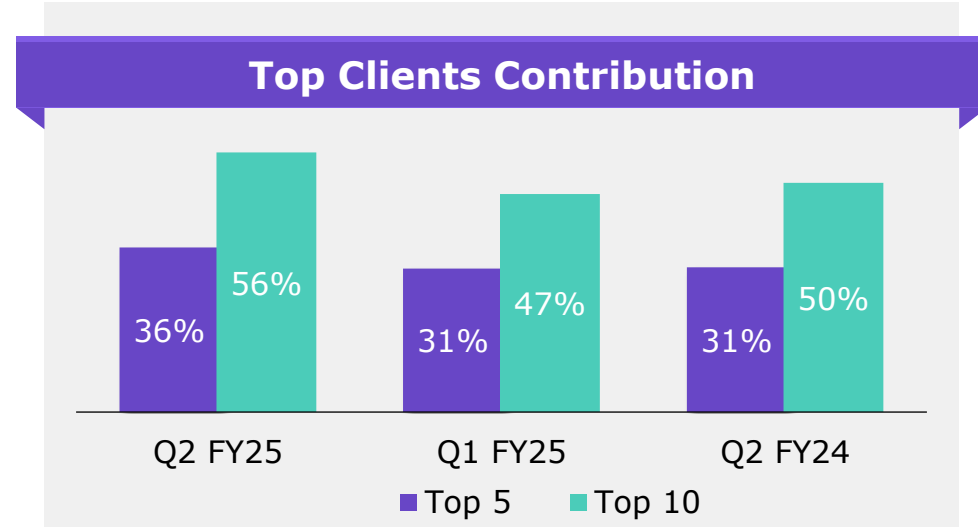
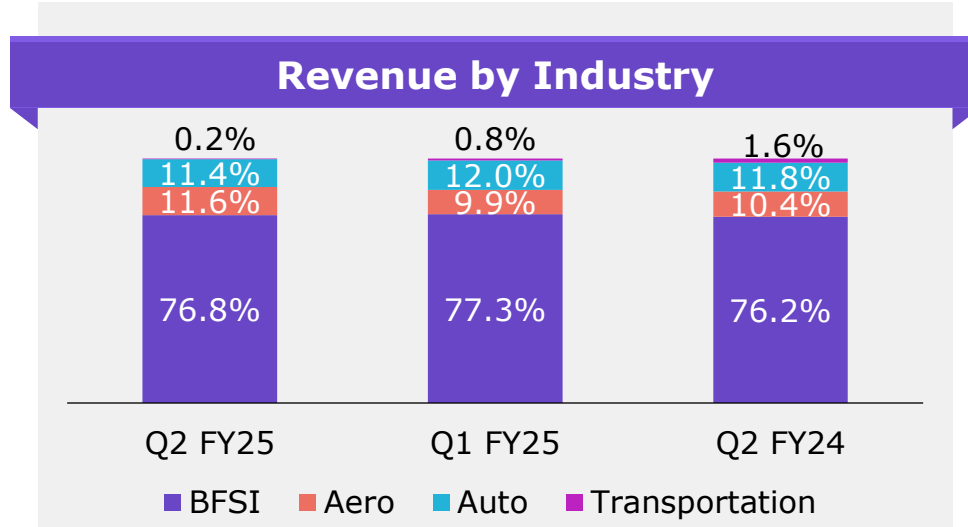
**Note:*

Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated Financial Summary

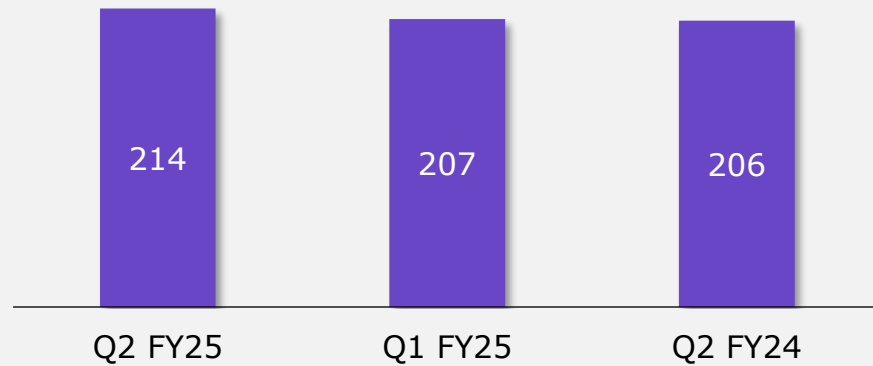
Particulars	Metrics	30-Sep-24	30-Jun-24	QoQ Growth	30-Sep-23	YoY Growth	30-Sep-24	30-Sep-23	YoY Growth
		Q2 FY25	Q1 FY25		Q2 FY24		H1 FY25	H1 FY24	
Revenue (Rs Million)	Total Revenue	2,719.4	2,543.6	6.9%	2,357.4	15.4%	5,253.6	4,625.3	13.6%
	Net Revenue	2,592.6	2,521.7	2.8%	2,341.1	10.7%	5,114.2	4,592.3	11.4%
Profit (Rs Million)	Adjusted EBITDA	422.8	397.4	6.4%	354.4	19.3%	820.2	700.0	17.2%
	PBT Before Forex Gain / Loss	348.6	318.9	9.3%	283.8	22.8%	667.5	559.3	19.3%
	PBT	444.7	309.5	43.7%	268.4	65.7%	754.2	527.0	43.1%
	PAT (Before OCI)	354.8	239.0	48.5%	205.2	73.0%	593.9	407.1	45.9%
	Total Comprehensive Income	357.0	237.2	50.5%	200.4	78.1%	594.2	401.3	48.1%
Margin (%)	<i>Adjusted EBITDA</i>	<i>16.3%</i>	<i>15.8%</i>		<i>15.1%</i>		<i>16.0%</i>	<i>15.2%</i>	
	<i>PBT Before Forex Gain / Loss</i>	<i>12.8%</i>	<i>12.5%</i>		<i>12.0%</i>		<i>12.7%</i>	<i>12.1%</i>	
	<i>PBT</i>	<i>16.4%</i>	<i>12.2%</i>		<i>11.4%</i>		<i>14.4%</i>	<i>11.4%</i>	
	<i>PAT (Before OCI)</i>	<i>13.0%</i>	<i>9.4%</i>		<i>8.7%</i>		<i>11.3%</i>	<i>8.8%</i>	
	<i>Total Comprehensive Income</i>	<i>13.1%</i>	<i>9.3%</i>		<i>8.5%</i>		<i>11.3%</i>	<i>8.7%</i>	
EPS (Rs)	Basic	22.86	15.40	48.5%	13.22	73.0%	38.26	26.23	45.9%
	Diluted	22.86	15.40	48.5%	13.22	73.0%	38.26	26.23	45.9%

Consolidated Financial Summary

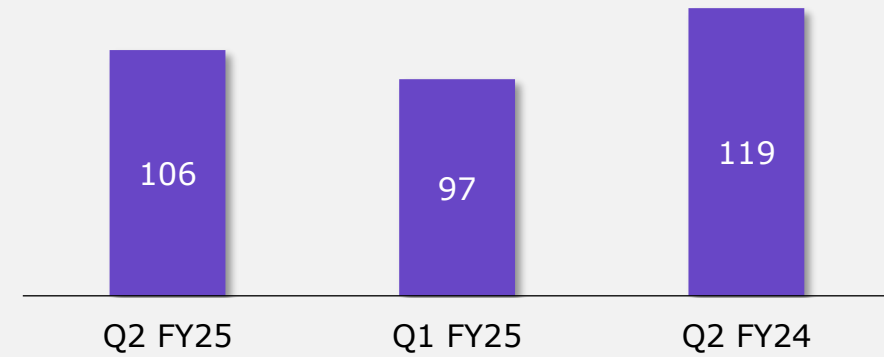


Consolidated Financial Summary

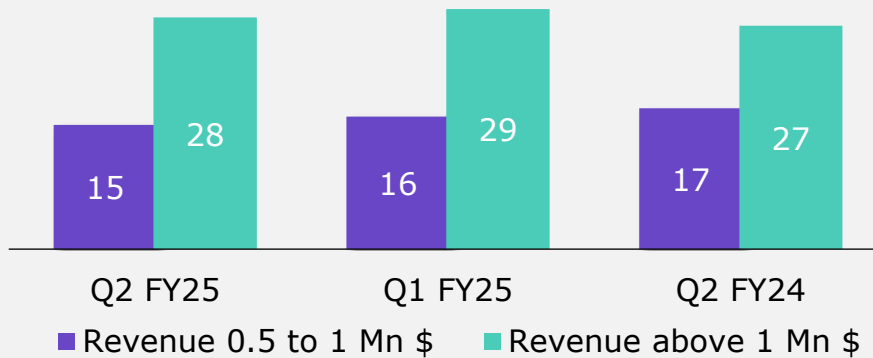
Active Clients



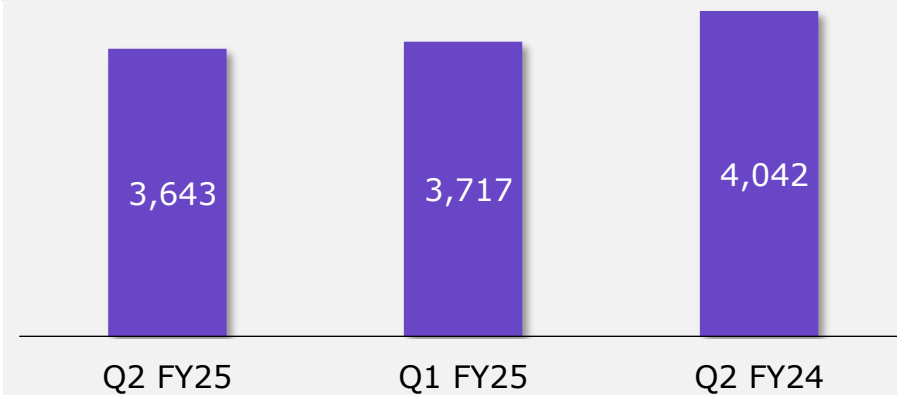
Debtors Days



Customer Profile (12m Rolling)



Delivery Employee Details



Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-24 Q2 FY25	30-Jun-24 Q1 FY25	QoQ Growth	30-Sep-23 Q2 FY24	YoY Growth	30-Sep-24 H1 FY25	30-Sep-23 H1 FY24	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,592.6	2,521.7	2.8%	2,341.1	10.7%	5,114.2	4,592.3	11.4%
2	Expenditure								
(a)	Employee Cost	1,523.7	1,479.5	3.0%	1,386.3	9.9%	3,003.2	2,726.4	10.2%
(b)	Depreciation	95.2	93.6	1.7%	80.8	17.8%	188.9	161.4	17.0%
(c)	Other Expenditure	646.1	644.7	0.2%	600.4	7.6%	1,290.9	1,165.9	10.7%
(d)	Total Expenditure	2,265.0	2,217.9	2.1%	2,067.6	9.5%	4,482.9	4,053.8	10.6%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	327.6	303.8	7.8%	273.6	19.7%	631.3	538.6	17.2%
4	Other Income	30.7	22.0	39.9%	16.2	89.5%	52.7	33.0	59.6%
5	Profit before Interest and Exceptional Items (3+4)	358.3	325.7	10.0%	289.8	23.6%	684.0	571.6	19.7%
6	Finance Cost	9.7	6.8		6.0		16.5	12.3	
7	Exchange Gain/(loss)	96.1	(9.4)		(15.4)		86.7	(32.3)	
8	Profit after Interest but before Exceptional Items (5-6+7)	444.7	309.5	43.7%	268.4	65.7%	754.2	527.0	43.1%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	444.7	309.5	43.7%	268.4	65.7%	754.2	527.0	43.1%
11	Tax Expenses	89.8	70.5	27.4%	63.3	42.0%	160.3	120.0	33.7%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	354.8	239.0	48.5%	205.2	73.0%	593.9	407.1	45.9%
13	Extraordinary Items (net of tax expense Rs.)						-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	354.8	239.0	48.5%	205.2	73.0%	593.9	407.1	45.9%
15	Other Comprehensive Income	2.2	(1.8)		(4.8)		0.4	(5.7)	
16	Total Comprehensive Income for the period (14+15)	357.0	237.2	50.5%	200.4	78.1%	594.2	401.3	48.1%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	22.86	15.40	48.5%	13.22	73.0%	38.26	26.23	45.9%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	22.86	15.40	48.5%	13.22	73.0%	38.26	26.23	45.9%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

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