



SEC/SE/048/22-23

Chennai, August 11, 2022

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
Scrip Code: EXPLEOSOL

Sub: Submission of Investor Presentation.

Dear Sir/Madam,

This is further to our letter no. SEC/SE/045/22-23 dated August 10, 2022 intimating the schedule of conference call with Analysts/Investors to be held on Friday, August 12, 2022. Please find attached the Investor presentation towards the same.

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

Q1 FY23

12TH AUGUST 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 Q1FY23 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,274 million vs Rs 1,136 million, up by 12.2%
- Total Income was Rs 1,282 million vs Rs 1,161 million, up by 10.4%

Profit:

- EBITDA stood at Rs 267 million vs Rs 249 million in Q4FY22, up by 7.1%
- EBITDA margin of 20.9 % in Q1FY23 as against 21.9% in Q4FY22, down by 101 basis
- PAT was at Rs 177 million vs Rs 173 million in Q4FY22, up by 2.5%
- PAT margin of 13.8 % in Q1FY23 as against 14.9% in Q4FY22, down by 107 basis
- Basic EPS at Rs 16.74 in Q1FY23 as against Rs 18.18 in Q4FY22, down by 7.9%

Cash:

- Net cash position stood at Rs 1,479 million vs Rs 1,558 million for Q4FY22

Consolidated Q1FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,274 million vs Rs 880 million, up by 44.8%
- Total Income was Rs 1,282 million vs Rs 922 million, up by 39.1%

Profit:

- EBITDA stood at Rs 267 million vs Rs 146 million in Q1FY23, up by 82.9%
- EBITDA margin of 20.9% in Q1FY23 as against 16.6% in Q1FY22, up by 437 basis
- PAT was at Rs 177 million vs Rs 130 million in Q1FY22, up by 36.2%
- PAT margin of 13.8% in Q1FY23 as against 14.1% in Q1FY22, down by 29 basis
- Basic EPS at Rs 16.74 in Q1FY23 as against Rs 12.50 in Q1FY22, up by 33.9%

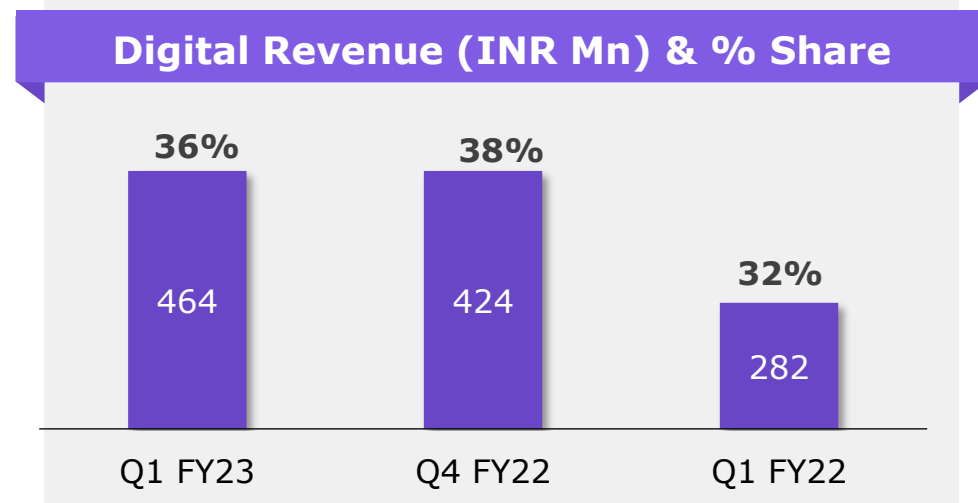
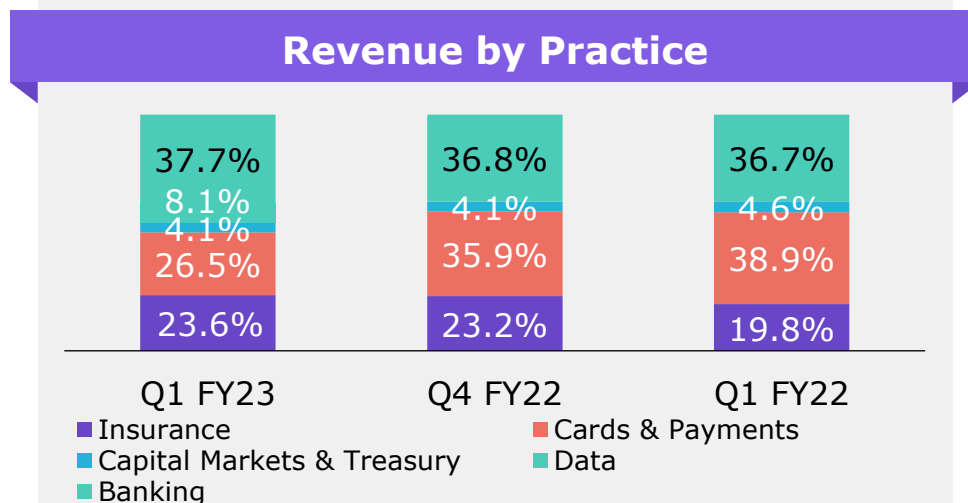
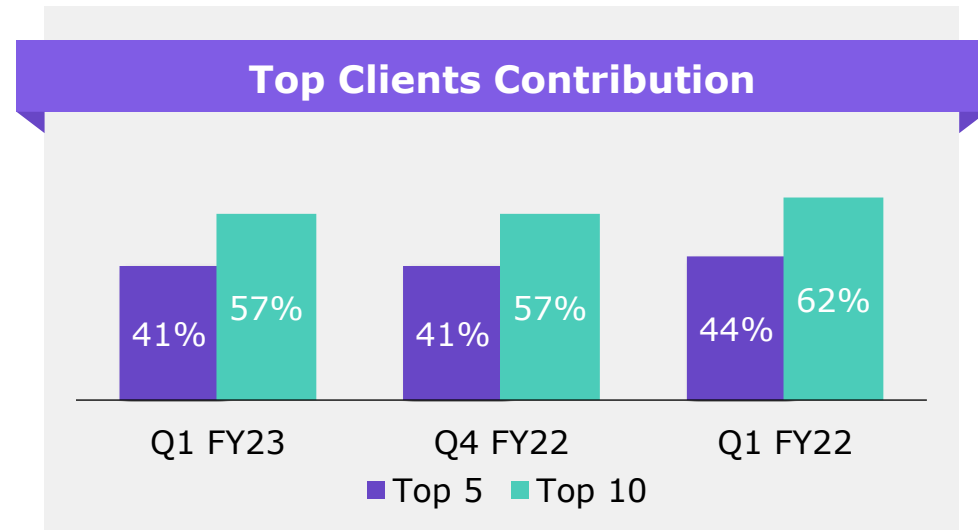
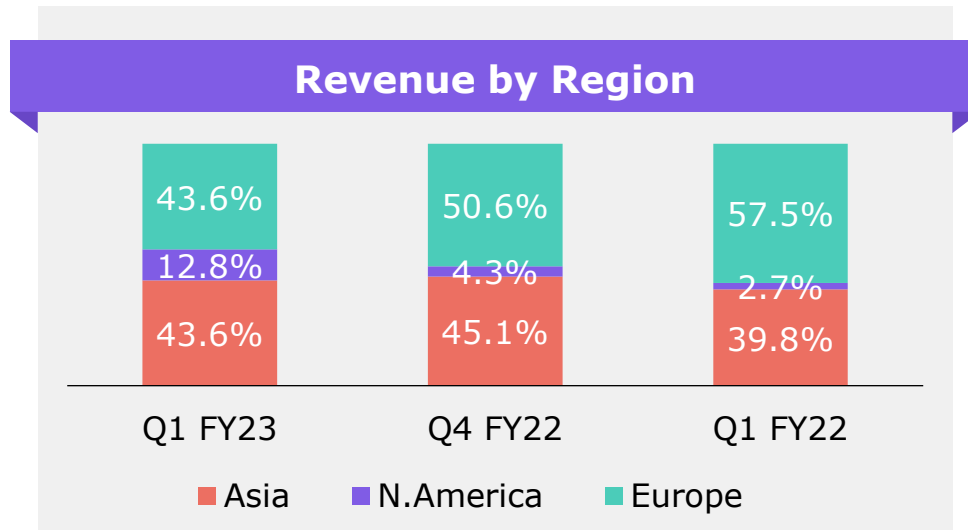
Cash:

- Net cash position stood at Rs 1,479 million vs Rs 1,377 million for Q1FY22

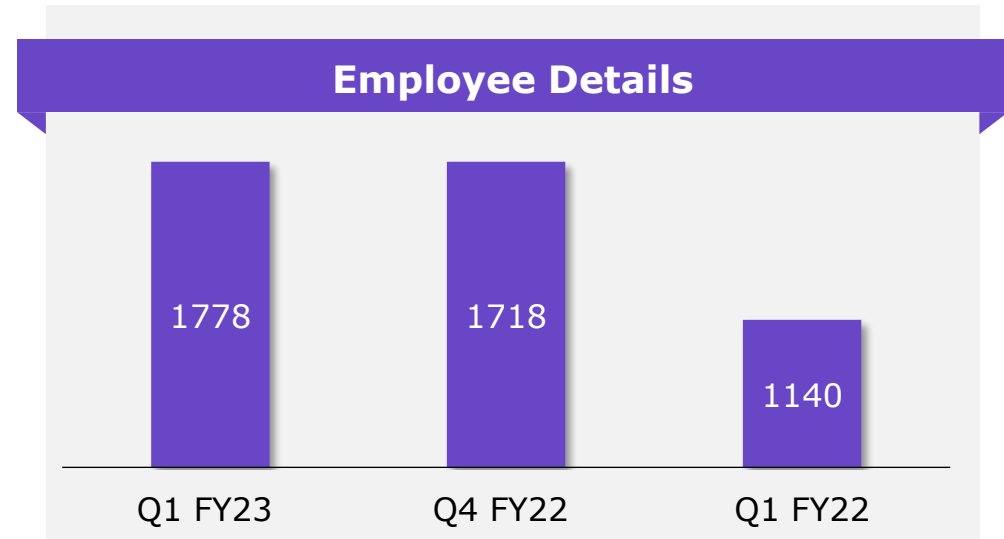
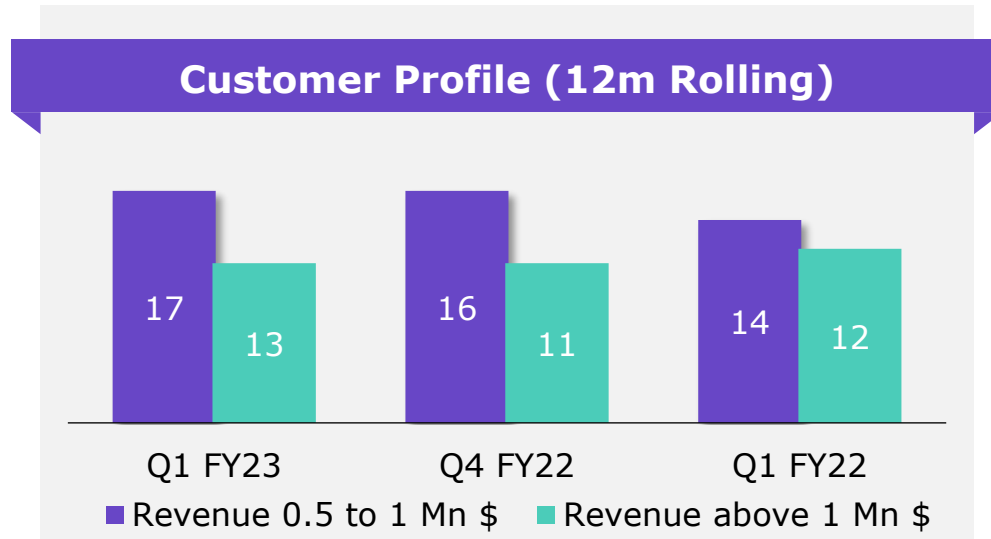
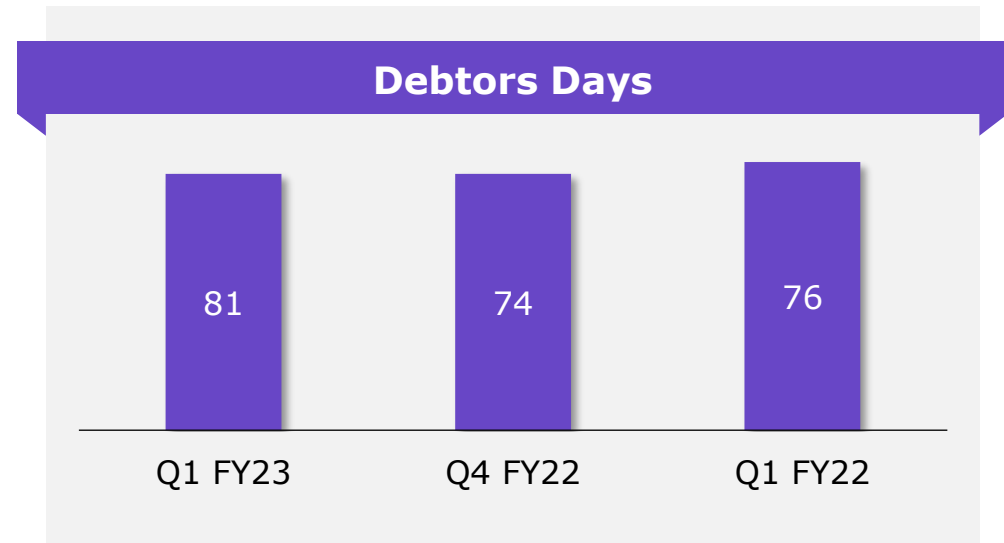
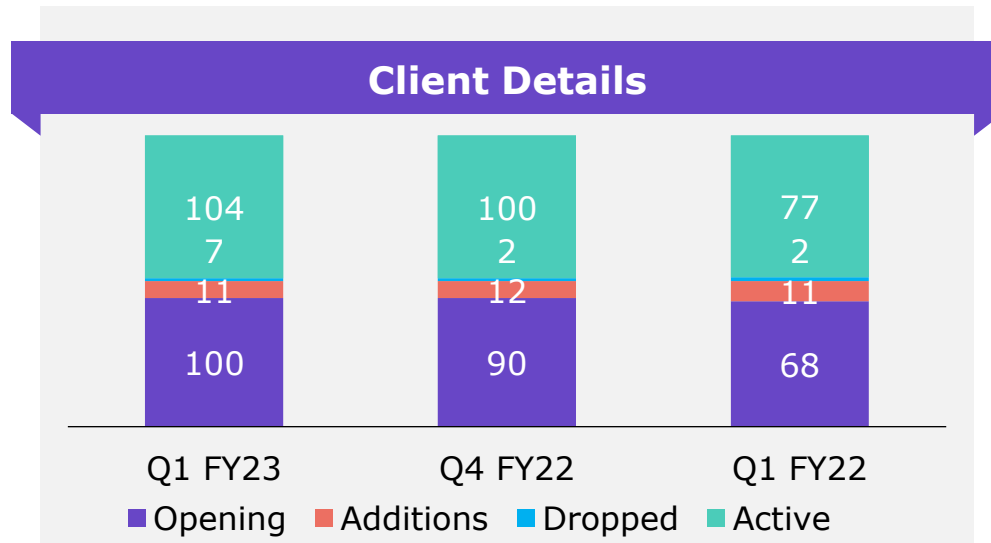
Consolidated Financial Summary

Particulars	Metrics	30-Jun-22	31-Mar-22	QoQ Growth	30-Jun-21	YoY Growth
		Q1 FY23	Q4 FY22		Q1 FY22	
Revenue (Rs Million)	Total Revenue	1,282.2	1,161.0	10.4%	922.1	39.1%
	Net Revenue	1,274.4	1,135.5	12.2%	880.3	44.8%
Profit (Rs Million)	EBITDA	266.7	249.1	7.1%	145.8	82.9%
	<i>PBT Before Forex Gain / Loss</i>	236.1	229.5	2.9%	143.7	64.3%
	PBT	225.6	248.1	-9.0%	169.7	32.9%
	PAT (Before OCI)	171.6	186.4	-7.9%	128.1	34.0%
	Total Comprehensive Income	177.1	172.8	2.5%	130.0	36.2%
Margin (%)	<i>EBITDA</i>	20.9%	21.9%		16.6%	
	<i>PBT Before Forex Gain / Loss</i>	18.4%	19.8%		15.6%	
	<i>PBT</i>	17.6%	21.4%		18.4%	
	<i>PAT (Before OCI)</i>	13.4%	16.1%		13.9%	
	<i>Total Comprehensive Income</i>	13.8%	14.9%		14.1%	
EPS (Rs)	Basic	16.74	18.18	-7.9%	12.50	33.9%
	Diluted	16.74	18.18	-7.9%	12.50	33.9%

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)	30-Jun-22 Q1 FY23	31-Mar-22 Q4 FY22	QoQ Growth	30-Jun-21 Q1 FY22	YoY Growth
	Net Sales / Income from Operation					
1	Income	1,274.4	1,135.5	12%	880.3	45%
2	Expenditure					
(a)	Employee Cost	623.7	564.0	11%	428.0	46%
(b)	Depreciation	36.1	23.0	57%	15.9	127%
(c)	Other Expenditure	383.9	322.4	19%	306.5	25%
(d)	Total Expenditure	1,043.8	909.42	15%	750.4	39%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	230.6	226.1	2%	129.9	77%
4	Other Income	7.8	6.9	13%	15.8	-50%
5	Profit before Interest and Exceptional Items (3+4)	238.5	233.0	2%	145.7	64%
6	Finance Cost	2.4	3.53		2.0	
7	Exchange Gain/(loss)	(10.4)	18.6		26.0	
8	Profit after Interest but before Exceptional Items (5-6+7)	225.6	248.1	-9%	169.7	33%
9	Exceptional Items	-	-		-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	225.6	248.1	-9%	169.7	33%
11	Tax Expenses	54.0	61.7	-13%	41.6	30%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	171.6	186.4	-8%	128.1	34%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	171.6	186.4	-8%	128.1	34%
15	Other Comprehensive Income	5.5	(13.6)		1.9	
16	Total Comprehensive Income for the period (14+15)	177.1	172.8	2%	130.0	36%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	16.7	18.2	-8%	12.5	34%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	16.7	18.2	-8%	12.5	34%

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

Asha Gupta

Ernst & Young LLP
Asha.Gupta@in.ey.com

expleogroup.com