



SEC/SE/070/21-22

Chennai, November 11, 2021

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: Intimation of proposed press release for Financial Results – Q2 FY 2021-22 of Expleo Solutions Limited

Dear Sir/Madam,

Please find attached a press release proposed to be issued on the Financial Results for the quarter ended September 30, 2021.

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.



Q2FY22 Revenue up by 31.9% Y-o-Y to Rs 971 million

Chennai, 10 November, 2021: Expleo Solutions Ltd (BSE: 533121) (NSE: EXPLEOSOL), announced its **Second quarter and half years** results ended on 30th September, 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 Q2FY22 Q-o-Q Review

- The operating revenue was Rs 971 million in Q2FY22 as compared to Rs 880 million in Q1FY22, reflecting a growth of 10.3%.
- Total income was Rs 977 million in Q2FY22 as compared to Rs 922 million in Q1FY22, reflecting a growth of 5.9%.
- EBITDA stood at Rs 164 million with the margin at 16.9% in Q2FY22 as compared to Rs 146 million with the margin at 16.6% in Q1FY22, reflecting a growth of 12.3%.
- Profit after tax stood at Rs 115 million in Q2FY22 as compared to Rs 130 million in Q1FY22.
- Basic EPS stood at Rs 10.80 as compared to Rs 12.50 for Q1FY22,
- The Company's net cash position stood at Rs 1,452 million in Q2FY22 as compared to Rs 1,377 million in Q1FY22.

Consolidated Q2FY22 Y-o-Y Review

- The operating revenue was Rs 971 million in Q2FY22 as compared to Rs 736 million in Q2FY21, reflecting a growth of 31.9%.



- Total income was Rs 977 million in Q2FY22 as compared to Rs 747 million in Q2FY21, reflecting a growth of 30.8%.
- EBITDA stood at Rs 164 million with the margin at 16.9 % in Q2FY22 as compared to Rs 177 million with the margin at 24.0% in Q2FY21.
- Profit after tax stood at Rs 115 million in Q2FY22 as compared to Rs 128 million in Q2FY21.
- Basic EPS stood at Rs 10.80 as compared to Rs 12.27 for Q2FY21.
- The Company's net cash position stood at Rs 1,452 million in Q2FY22 as compared to Rs 1,079 million in Q2FY21.

Consolidated H1FY22 Y-o-Y Review

- The operating revenue was Rs 1,851 million as compared to Rs 1,494 million in H1FY21, reflecting a growth of 23.9%.
- Total income was Rs 1,872 million as compared to Rs 1,521 million in H1FY21, reflecting a growth of 23.1%.
- EBITDA stood at Rs 336 million with the margin at 18.1% in H1FY22 as compared to Rs 370 million with the margin at 24.8% in H1FY21
- Profit after tax stood at Rs 245 million as compared to Rs 270 million in H1FY21.
- Basic EPS stood at Rs 23.30 as compared to Rs 26.18 in H1FY21.
- The Company's net cash position stood at Rs 1,452 million in H1FY22 as compared to Rs 1,079 million in H1FY21.

Commenting on the results, Mr. Balaji Viswanathan, Managing Director & CEO, Expleo Solutions Limited, said "The opportunity and demand continues to be upbeat. The challenges on hiring and retention is also continuing. While we managed to hire a significant number of employees, we also ramped up our graduate hiring and upskilling through Expleo Academy. We hired over 350 resources in the 0-2 years experience and have put them through a robust upskilling



program as part of Expleo Academy. These resources will be available for customer projects starting from Jan 2022. We are looking to hire and skill over 700 graduates in 2022 across the Tech Services and Engineering services.

Digital and Specialised testing services is now over 35% of our total business compared to around 25% in the beginning of the financial year. We continue to add new clients (7 new clients added in Q2FY22) and build our competency and capacity. Our offshore business contribution continues to grow and is at ~65% of the revenue compared to 49% (YoY).

Upskilling on demand has given us significant benefits to build right skilling and upskilling our teams in the last 9-12 months. The current demand for skills and the increase in resource cost is impacting our capability to fulfil client demands effectively. While this is an industry trend, we have tried to address this through dynamic upskilling, graduate hiring and manage the demands.

We launched our Delivery and Training Center in Coimbatore in Oct 2021. The center has a capacity of ~400 seats and has started functioning from the 3rd week of Oct. This is a significant step for us to attract the right talent and competency to address the growing demand(s).

We continue to focus on Employee safety and Welfare, continued with vaccination campaigns during this quarter. We have been in constant touch and supporting the teams on physical and mental health during this phase of remote working.

The integration of the unlisted companies is progressing well, we have received the nod from the Stock Exchanges and SEBI. We have filed now with NCLT and expect to close this transaction before end of the fiscal year."

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 Quality Assurance, Quality Engineering, consultancy and business agility, Automation, Continuous Quality, Dev Ops, product design, production, and in-service support.



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, automation and management consulting. Providing best-shoring solutions to 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, Europe 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 Eximbills, FinnOne™, Kondor+, Siebel, Newton, Kastle, Genius, Premia, MIDAS, ClarityQ, Finacle and other leading software solutions.

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

About Expleo

Expleo is a trusted partner for end-to-end, integrated engineering, quality services and management consulting for digital transformation. We help businesses harness unrelenting technological change to successfully deliver innovations that will help them gain a competitive advantage and improve the everyday lives of people around the globe.

Expleo is active in the technology-intensive sectors that make business and society more connected, sustainable, and secure. We offer unique access to industry-specific expertise and best practice across the following services: consultancy and business agility, product design, production, and in-service support, as well as continuous quality.

Our 13,500 people bring the right balance of boldness and reliability that businesses need to succeed in this disruptive era. We are active in 30 countries, generating €903 million in revenue in 2020.

Expleo's network of affiliate companies includes Aerotec, Athos Aéronautique, Double Consulting, Edison Technical Recruitment, Moorhouse Consulting, Silver Atena, Stirling Dynamics, Sud Aviation Services, Trissential and Vista Technologies.



[When needed e.g. Press release boiler, include: “We make a difference in the following areas: Aerospace, Automotive, Banking & Financial services, Defence, Energy & Utilities, Healthcare, Industrial, Insurance, Media, Naval, Public Sector, Retail & Logistics, Telecoms, Transportation.”]

For more information: expleogroup.com

For further information, please contact:

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