



SEC/SE/060/23-24

Chennai, August 10, 2023

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 Investor Presentation.

Dear Sir/Madam,

Please find attached the Investor presentation for the quarter ended June 30, 2023

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

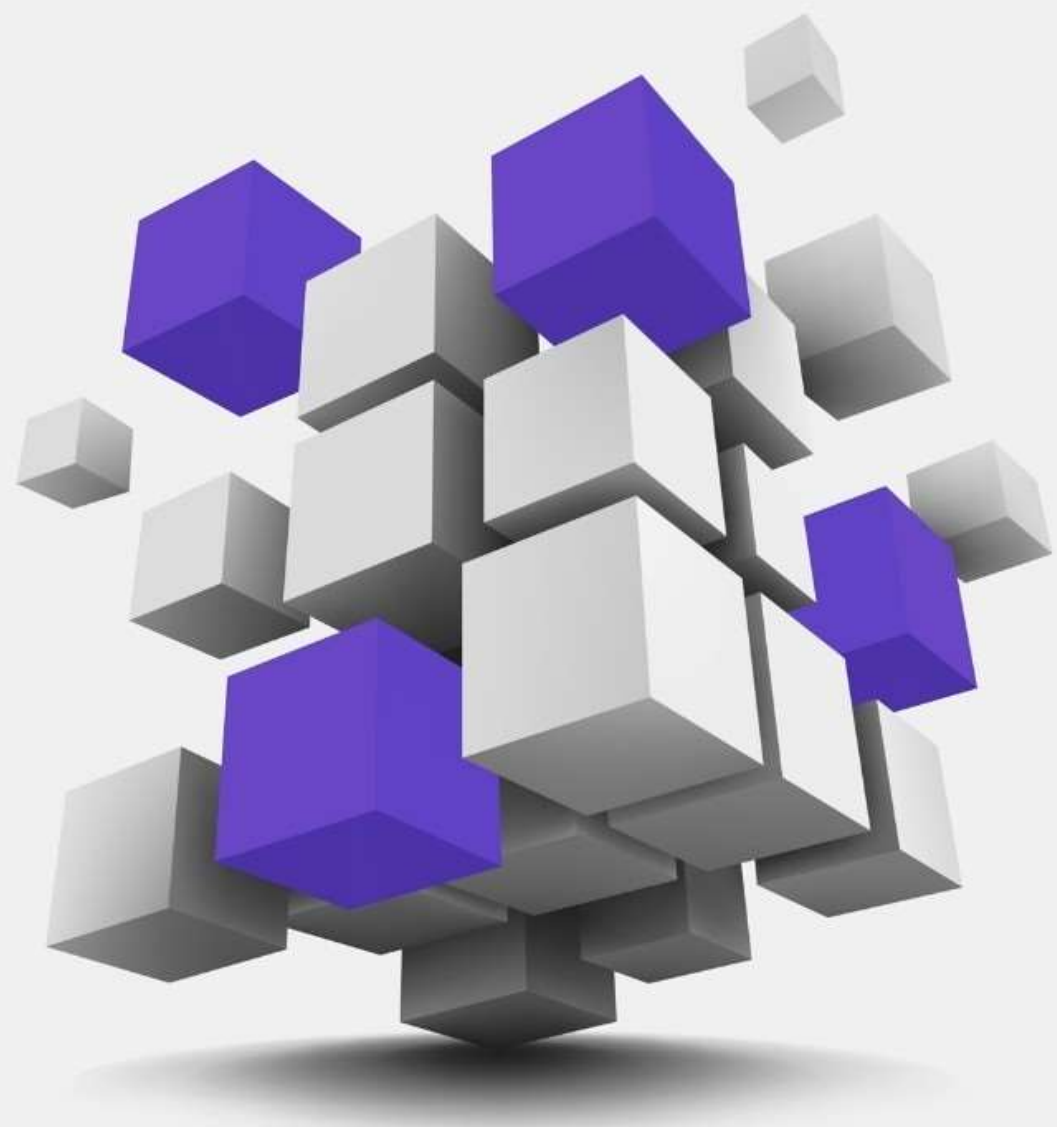
S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl: As above.

Earnings Presentation

Q1 FY24

10TH AUGUST 2023



(expleo)

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q1FY24 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,251 million vs Rs 2,311 million, down by 2.6%
- Total Income was Rs 2,268 million vs Rs 2,349 million, down by 3.5%

Profit:

- EBITDA stood at Rs 346 million vs Rs 431 million in Q4FY23, down by 19.9%
- EBITDA margin of 15.4% in Q1FY24 as against 18.7% in Q4FY23, down by 331 basis points
- PAT was at Rs 201 million vs Rs 290 million in Q4FY23, down by 30.6%
- PAT margin of 8.9% in Q1FY24 as against 12.3% in Q4FY23, down by 346 basis points
- Basic EPS at Rs 13.01 in Q1FY24 as against Rs 18.73 in Q4FY23, down by 30.5%

Cash:

- Net cash position stood at Rs 1,640 million vs Rs 1,557 million for Q4FY23

Consolidated Q1FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,251 million vs Rs 2,124 million, up by 6%
- Total Income was Rs 2,268 million vs Rs 2,132 million, up by 6.4%

Profit:

- EBITDA stood at Rs 346 million vs Rs 376 million in Q1FY23, down by 8.1%
- EBITDA margin of 15.4% in Q1FY24 as against 17.7% in Q1FY23, down by 235 basis points
- PAT was at Rs 201 million vs Rs 235 million in Q1FY23, down by 14.5%
- PAT margin of 8.9% in Q1FY24 as against 11.0% in Q1FY23, down by 217 basis points
- Basic EPS at Rs 13.01 in Q1FY24 as against Rs 14.79 in Q1FY23, down by 12.1%

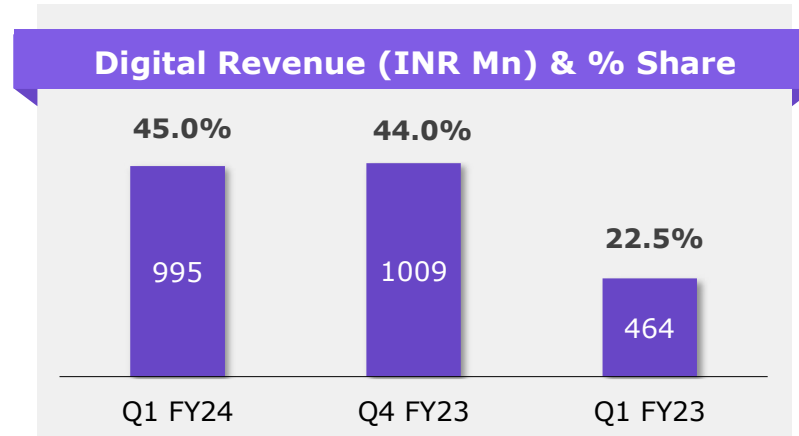
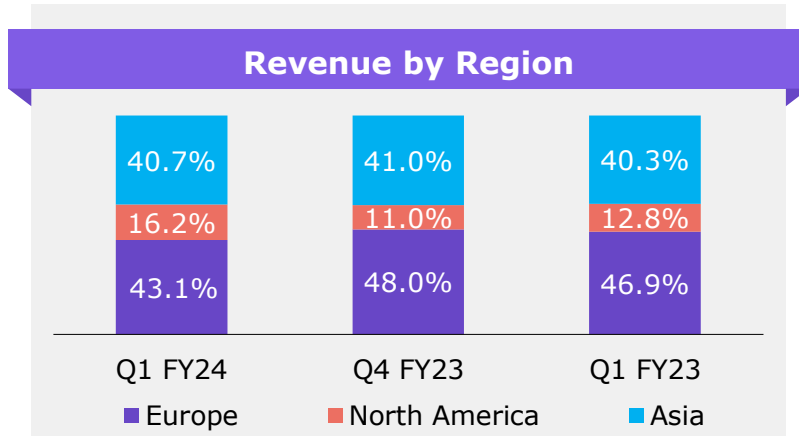
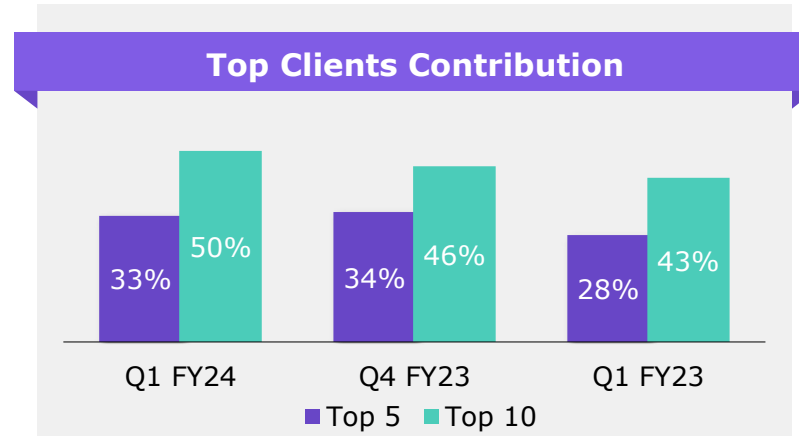
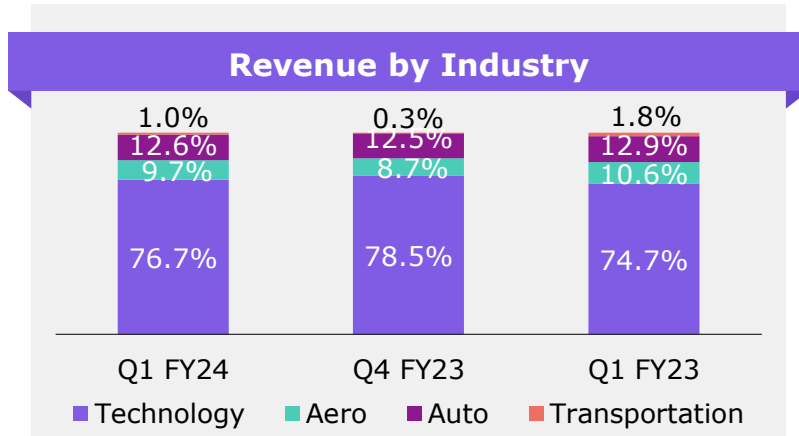
Cash:

- Net cash position stood at Rs 1,640 million vs Rs 1,715 million for Q1FY23

Consolidated Financial Summary

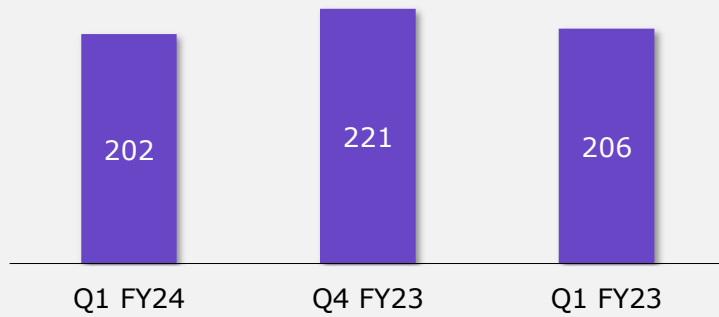
Particulars	Metrics	30-Jun-23	31-Mar-23	QoQ Growth	30-Jun-22	YoY Growth
		Q1 FY24	Q4 FY23		Q1 FY23	
Revenue (Rs Million)	Total Revenue	2,268.0	2,349.4	-3.5%	2,132.0	6.4%
	Net Revenue	2,251.2	2,310.8	-2.6%	2,124.0	6.0%
Profit (Rs Million)	EBITDA	345.6	431.3	-19.9%	376.1	-8.1%
	<i>PBT Before Forex Gain / Loss</i>	275.6	380.1	-27.5%	314.1	-12.3%
	PBT	258.6	393.0	-34.2%	306.7	-15.7%
	PAT (Before OCI)	201.9	290.6	-30.5%	229.6	-12.1%
	Total Comprehensive Income	200.9	289.5	-30.6%	235.0	-14.5%
Margin (%)	<i>EBITDA</i>	15.4%	18.7%		17.7%	
	<i>PBT Before Forex Gain / Loss</i>	12.1%	16.2%		14.7%	
	<i>PBT</i>	11.4%	16.7%		14.4%	
	<i>PAT (Before OCI)</i>	8.9%	12.4%		10.8%	
	<i>Total Comprehensive Income</i>	8.9%	12.3%		11.0%	
EPS (Rs)	Basic	13.01	18.73	-30.5%	14.79	-12.1%
	Diluted	13.01	18.73	-30.5%	14.79	-12.1%

Consolidated Financial Summary

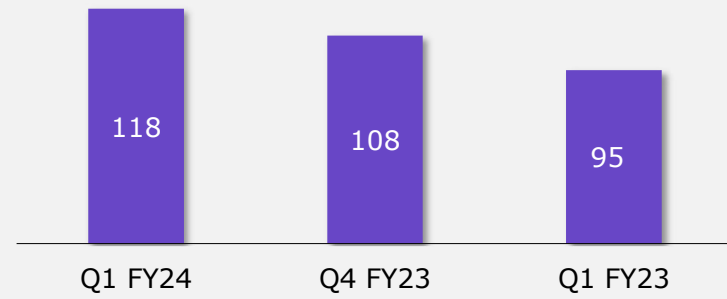


Consolidated Financial Summary

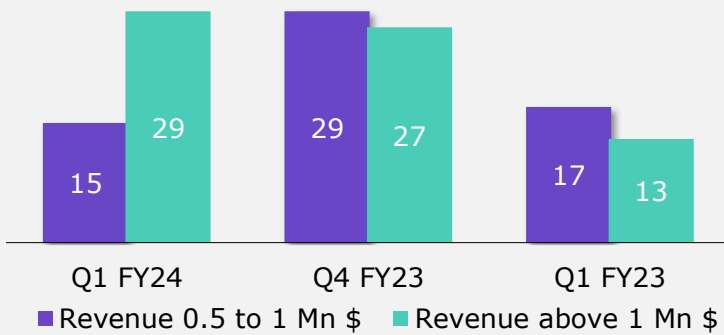
Active Clients



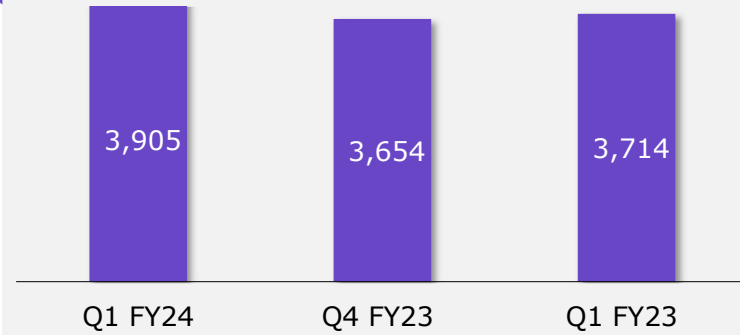
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-23 Q1 FY24	31-Mar-23 Q4 FY23	QoQ Growth	30-Jun-22 Q1 FY23	YoY Growth
	Net Sales / Income from Operation					
1	Income	2,251.2	2,310.8	-2.6%	2,124.0	6.0%
2	Expenditure					
(a)	Employee Cost	1,340.1	1,325.2	1.1%	1,178.1	13.7%
(b)	Depreciation	80.6	72.1	11.8%	67.1	20.1%
(c)	Other Expenditure	565.5	554.2	2.0%	569.8	-0.8%
(d)	Total Expenditure	1,986.2	1,951.5	1.8%	1,815.1	9.4%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	265.0	359.2	-26.2%	309.0	-14.2%
4	Other Income	16.8	25.7	-34.6%	8.0	111.2%
5	Profit before Interest and Exceptional Items (3+4)	281.8	384.9	-26.8%	316.9	-11.1%
6	Finance Cost	6.3	4.8		2.8	
7	Exchange Gain/(loss)	(17.0)	12.9		(7.4)	
8	Profit after Interest but before Exceptional Items (5-6+7)	258.6	393.0	-34.2%	306.7	-15.7%
9	Exceptional Items	-	-		-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	258.6	393.0	-34.2%	306.7	-15.7%
11	Tax Expenses	56.7	102.4	-44.6%	77.1	-26.5%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	201.9	290.6	-30.5%	229.6	-12.1%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	201.9	290.6	-30.5%	229.6	-12.1%
15	Other Comprehensive Income	(1.0)	(1.1)		5.5	
16	Total Comprehensive Income for the period (14+15)	200.9	289.5	-30.6%	235.0	-14.5%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.01	18.73	-30.53%	14.79	-12.05%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.01	18.73	-30.53%	14.79	-12.05%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

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