



SEC/SE/114/19-20

Chennai, January 30, 2020

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/110/19-20 dated January 28, 2020 intimating the schedule of conference call with Analysts/Investors to be held on Thursday, January 30, 2020. 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
(Formerly known as SQS India BFSI Limited)

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

Encl : As above.



Earnings Presentation

Q3 FY20

30 January 2020

(expleo)

Safe Harbor

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Agenda



Consolidated Q3FY20 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 682 million vs Rs 657 million, up 3.8%
- ✓ Total Income was Rs 725 million vs Rs 658 million, up 10.1%

□ Profit:

- ✓ EBITDA stood at Rs 117 million vs Rs 144 million in Q2FY20, drop by 18.8%
- ✓ EBITDA margin of 17.2% in Q3FY20 as against 22.0% in Q2FY20, drop by 480 bps
- ✓ PAT was at Rs 105 million vs Rs 84 million in Q2FY20, up by 25.4 %
- ✓ PAT margin of 14.5% in Q3FY20 as against 12.7% in Q2FY20, up 177 bps
- ✓ Basic EPS at Rs 9.96 in Q3FY20 as against Rs 8.55 in Q2FY20, up 16.6 %

□ Cash:

- ✓ Net cash position stood at Rs 900 million vs Rs 763 million for Q2FY20

Consolidated Q3'FY20 Y-o-Y Review

❑ Revenue:

- ✓ Operating Revenue was Rs 682 million vs Rs 698 million, drop by 2.4%
- ✓ Total Income was Rs 725 million vs Rs 713 million, up 1.6%

❑ Profit:

- ✓ EBITDA stood at Rs 117 million vs Rs 132 million in Q3FY19, drop by 11.4%
- ✓ EBITDA margin of 17.2% in Q3FY20 as against 19.0% in Q3FY19, drop by 175 bps
- ✓ PAT was at Rs 105 million vs Rs 48 million in Q3FY19, up 120.9%
- ✓ PAT margin of 14.5% in Q3FY20 as against 6.7% in Q3FY19, up 785 bps
- ✓ Basic EPS at Rs 9.96 in Q3FY20 as against Rs 4.52 in Q3FY19

❑ Cash:

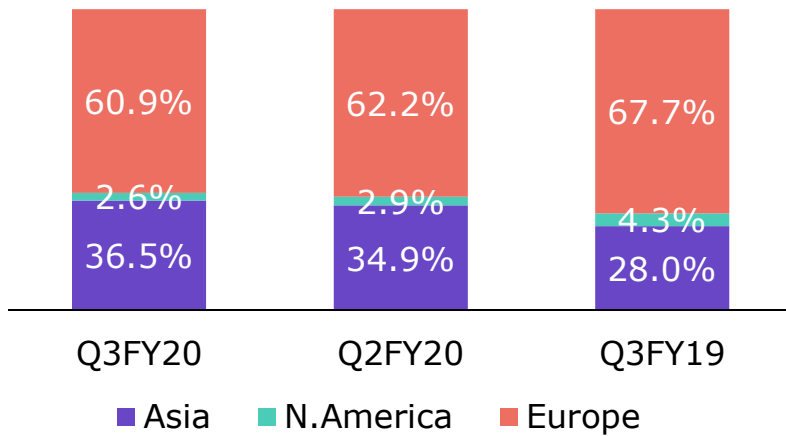
- ✓ Net cash position stood at Rs 900 million vs Rs 879 million for Q3FY19

Consolidated Financial Summary

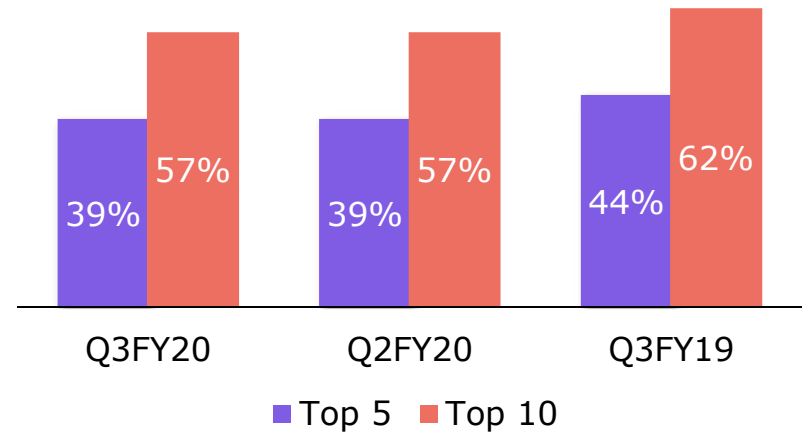
Particulars	Metrics	31-Dec-19 Q3 FY20	30-Sep-19 Q2 FY20	QoQ Growth	31-Dec-18 Q3 FY19	YoY Growth	31-Dec-19 9M FY20	31-Dec-18 9M FY19	YoY Growth
Revenue (Rs Million)	Total Revenue	724.6	658.2	10.1%	713.4	1.6%	1,991.1	2,217.0	-10.2%
	Net Revenue	681.9	656.7	3.8%	698.5	-2.4%	1,937.5	2,172.4	-10.8%
	EBITDA	117.3	144.5	-18.8%	132.5	-11.5%	365.9	419.0	-12.7%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>102.6</i>	<i>126.0</i>	<i>-18.6%</i>	<i>133.6</i>	<i>-23.2%</i>	<i>336.5</i>	<i>422.2</i>	<i>-20.3%</i>
	PBT	143.7	124.8	15.2%	78.2	83.8%	366.3	409.3	-10.5%
	PAT (Before OCI)	103.6	89.5	15.7%	48.4	114.1%	259.3	268.6	-3.5%
	Total Comprehensive Income	105.1	83.8	25.4%	47.6	120.9%	255.6	267.1	-4.3%
Margin (%)	EBITDA	17.2%	22.0%		19.0%		18.9%	19.3%	
	<i>PBT Before Forex Gain / Loss</i>	<i>14.2%</i>	<i>19.1%</i>		<i>18.7%</i>		<i>16.9%</i>	<i>19.0%</i>	
	PBT	19.8%	19.0%		11.0%		18.4%	18.5%	
	PAT (Before OCI)	14.3%	13.6%		6.8%		13.0%	12.1%	
	Total Comprehensive Income	14.5%	12.7%		6.7%		12.8%	12.0%	
EPS (Rs)	Basic	9.96	8.55	16.6%	4.52	120.4%	24.94	25.08	-0.6%
	Diluted	9.96	8.55	16.6%	4.52	120.4%	24.94	25.08	-0.6%

Operating Metrics

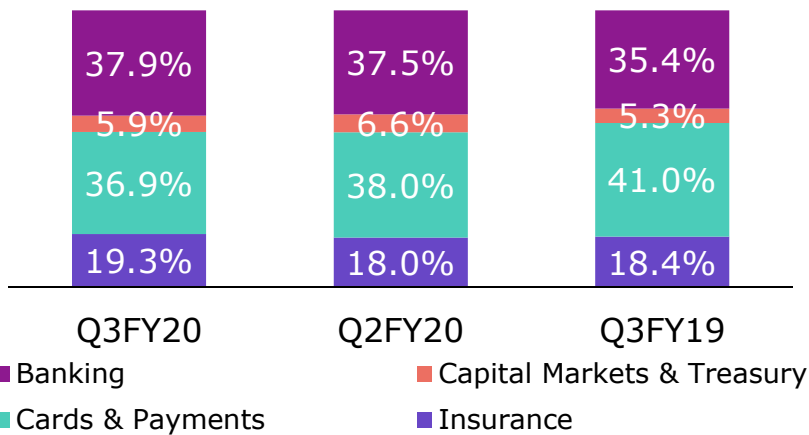
Revenue by Region



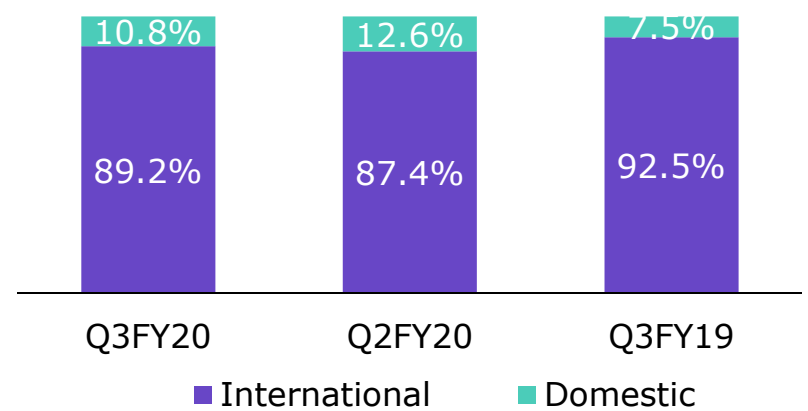
Client Concentration (12m Rolling)



Revenue by Practice

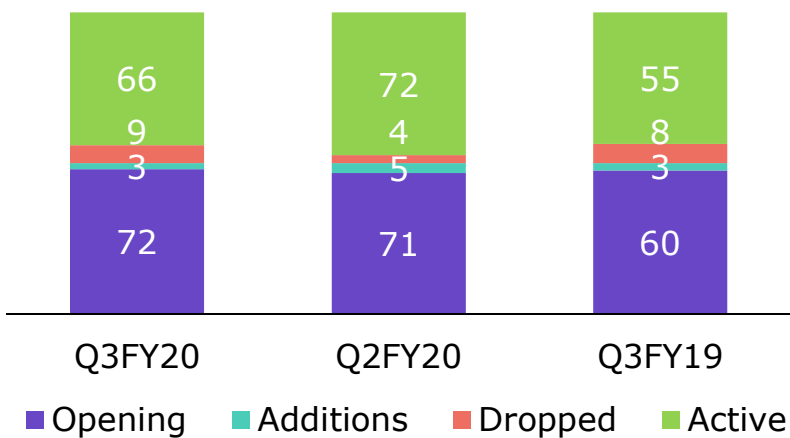


Revenue Distribution

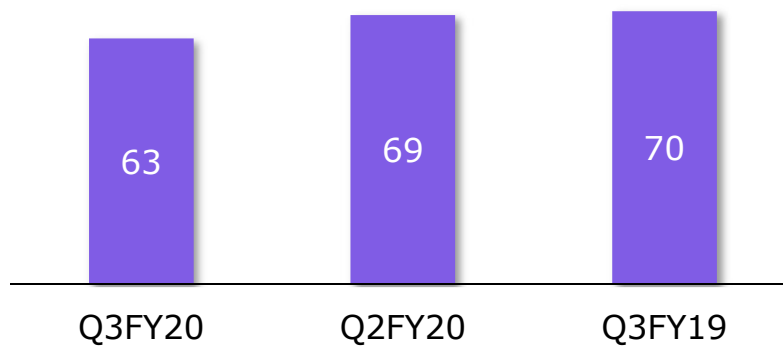


Operating Metrics

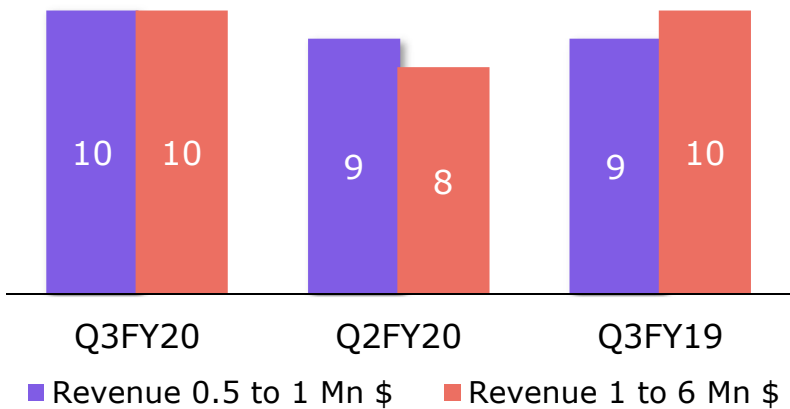
Client Details



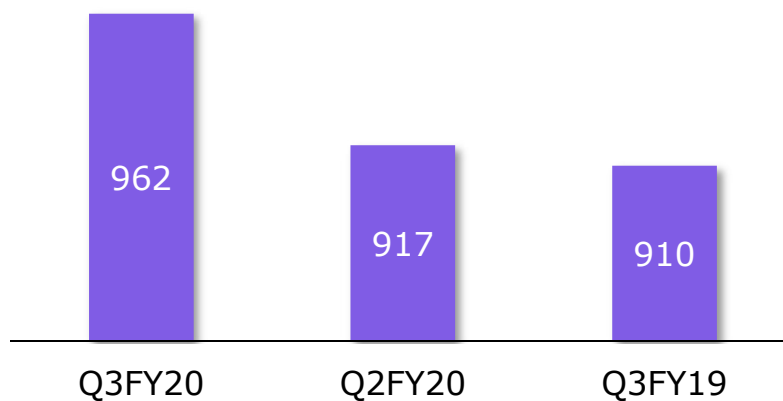
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Consolidated Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-19 Q3 FY20	30-Sep-19 Q2 FY20	QoQ Growth	31-Dec-18 Q3 FY19	YoY Growth	31-Dec-19 9M FY20	31-Dec-18 9M FY19	YoY Growth
	Net Sales / Income from Operation								
1	Income	681.9	656.7	4%	698.5	-2%	1,937.45	2,172.4	-10.8%
2	Expenditure								
(a)	Employee Cost	463.3	426.3	9%	453.4	2%	1,298.9	1,409.6	-8%
(b)	Depreciation	13.4	15.0	-11%	13.6	-1%	45.4	41.1	10%
(c)	Other Expenditure	101.3	85.9	18%	112.7	-10%	272.6	343.9	-21%
(d)	Total Expenditure	578.0	527.2	10%	579.6	0%	1,616.9	1,794.5	-10%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	103.9	129.5	-20%	118.9	-13%	320.5	377.9	-15%
4	Other Income	1.5	1.5	-1%	14.9	-90%	23.9	44.6	-47%
5	Profit before Interest and Exceptional Items (3+4)	105.4	131.0	-20%	133.8	-21%	344.4	422.5	-18%
6	Finance Cost	2.9	5.0		0.3		7.9	0.3	
7	Exchange Gain/(loss)	41.2	(1.2)		(55.4)		29.8	(12.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	143.7	124.8	15%	78.1	84%	366.3	409.3	-11%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	143.7	124.8	15%	78.1	84%	366.3	409.3	-11%
11	Tax Expenses	40.2	35.3	14%	29.8	35%	107.0	140.7	-24%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	103.6	89.5	16%	48.3	115%	259.3	268.6	-3%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	103.6	89.5	16%	48.3	115%	259.3	268.6	-3%
15	Other Comprehensive Income	1.5	(5.7)		(0.8)		(3.7)	(1.5)	
16	Total Comprehensive Income for the period (14+15)	105.1	83.8	25%	47.5	121%	255.6	267.1	-4%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	9.96	8.55	17%	4.52	120%	24.94	25.08	-1%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	9.96	8.55	17%	4.52	120%	24.94	25.08	-1%

Thank you for your attention. (expleo)

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Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity