



SEC/SE/070/19-20
Chennai, July 31, 2019

1) Manager – CRD,
BSE Ltd.,
P J Towers, Dalal Street,
Mumbai – 400 001

Fax No.022-22722037/39/41
Tel: 022 - 22728013/8390/8307
Scrip Code: 533121
ISIN No. INE201K01015

2) Listing Manager,
National Stock Exchange of India Ltd.,
'Exchange Plaza'
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051

Fax: 022- 26598237/38
Tel: 022 - 26598200
Scrip Code: **EXPLEOSOL**
ISIN No. INE201K01015

Sub: Submission of Investor Presentation.

Dear Sir/Madam,

This is further to our letter no. SEC/SE/066/19-20 dated July 30, 2019 intimating the schedule of conference call with Analysts/Investors to be held on Thursday, August 1, 2019. 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



Earnings Presentation

Q1 FY20

31ST JULY 2019

(expleo)

Safe Harbor

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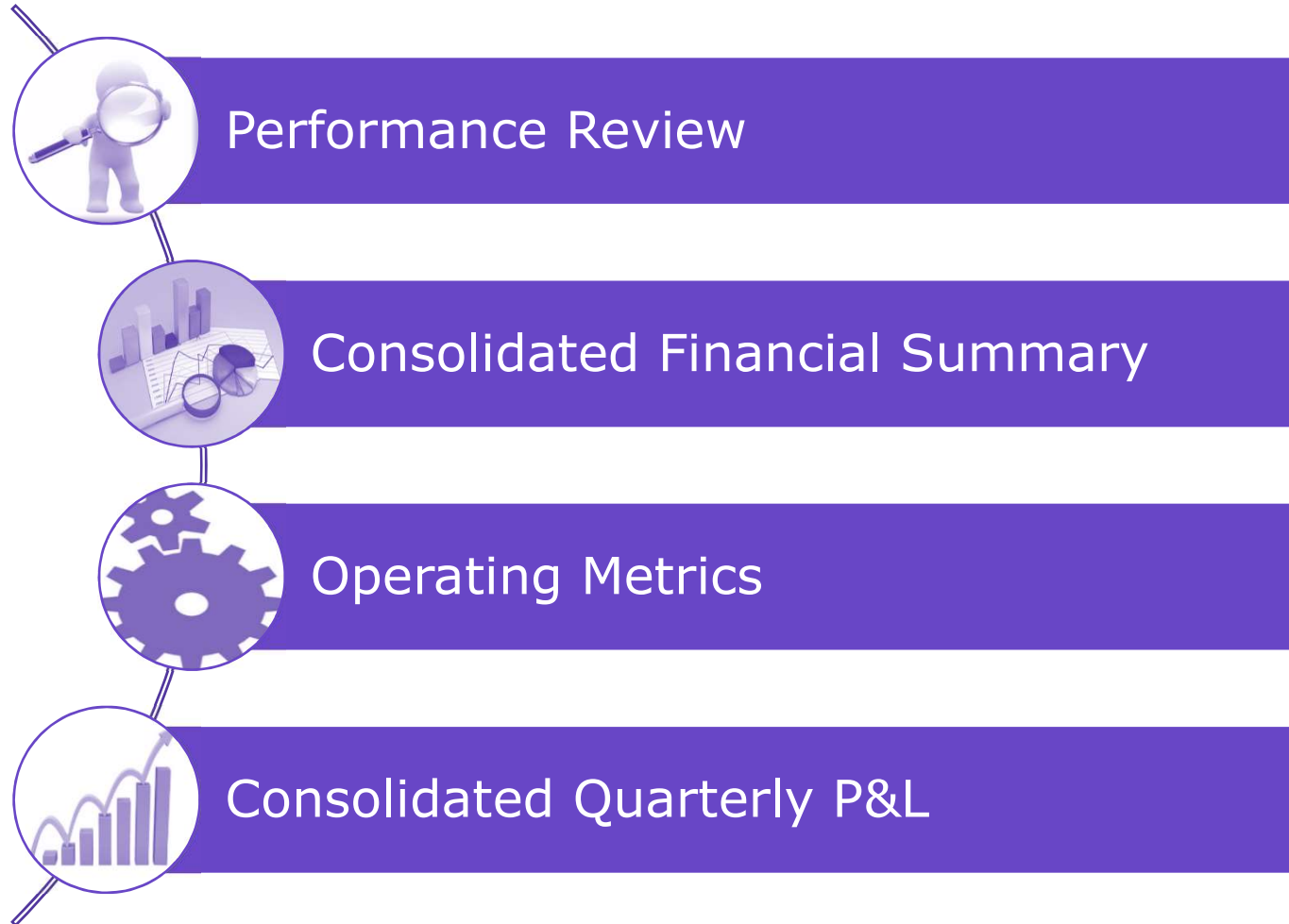
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Agenda



Consolidated Q1FY20 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 599 million vs Rs 655 million
- ✓ Total Income was Rs 620 million vs Rs 671 million

□ Profit:

- ✓ EBITDA stood at Rs 104 million vs Rs 135 million in Q4FY19
- ✓ EBITDA margin of 17.4% in Q1FY20 as against 20.6% in Q4FY19
- ✓ PAT was at Rs 67 million vs Rs 93 million in Q4FY19
- ✓ PAT margin of 10.8% in Q1FY20 as against 13.9% in Q4FY19
- ✓ Basic EPS at Rs 6.20 in Q1FY20 as against Rs 8.71 in Q4FY19

□ Cash:

- ✓ Net cash position stood at Rs 747 million in Q1FY20 vs Rs 987 million for Q4FY19

Consolidated Q1FY20 Y-o-Y Review

❑ Revenue:

- ✓ Operating Revenue was Rs 599 million vs Rs 731 million
- ✓ Total Income was Rs 620 million vs Rs 741 million

❑ Profit:

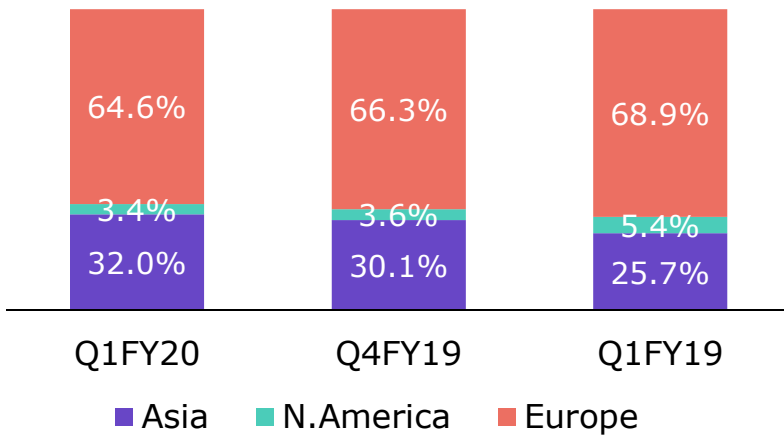
- ✓ EBITDA stood at Rs 104 million vs Rs 129 million in Q1FY19
- ✓ EBITDA margin of 17.4% in Q1FY20 as against 17.7% in Q1FY19
- ✓ PAT was at Rs 67 million vs Rs 85 million in Q1FY19
- ✓ PAT margin of 10.8% in Q1FY20 as against 11.5% in Q1FY19
- ✓ Basic EPS at Rs 6.20 as against Rs 7.82 in Q1FY19

Consolidated Financial Summary

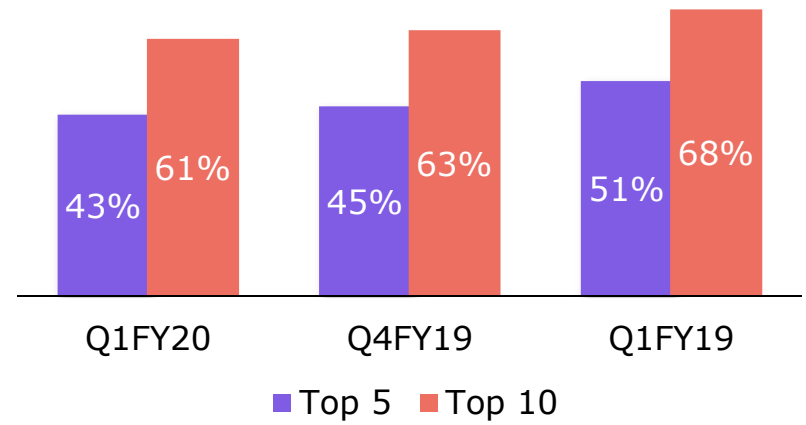
Particulars	Metrics	30-Jun-19 Q1 FY20	31-Mar-19 Q4 FY19	QoQ Growth	30-Jun-18 Q1 FY19	YoY Growth
Revenue (Rs Million)	Total Revenue	619.7	670.7	-7.6%	740.8	-16.3%
	Net Revenue	598.9	655.3	-8.6%	731.1	-18.1%
	EBITDA	104.1	135.0	-22.9%	129.3	-19.5%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>108.0</i>	<i>136.1</i>	<i>-20.7%</i>	<i>125.2</i>	<i>-13.7%</i>
	PBT	97.7	126.4	-22.7%	123.3	-20.7%
	PAT (Before OCI)	66.2	93.4	-29.1%	83.8	-20.9%
	Total Comprehensive Income	66.7	93.3	-28.5%	85.0	-21.6%
Margin (%)	EBITDA	17.4%	20.6%		17.7%	
	<i>PBT Before Forex Gain / Loss</i>	<i>17.4%</i>	<i>20.3%</i>		<i>16.9%</i>	
	PBT	15.8%	18.8%		16.6%	
	PAT (Before OCI)	10.7%	13.9%		11.3%	
	Total Comprehensive Income	10.8%	13.9%		11.5%	
EPS (Rs)	Basic	6.20	8.71	-28.9%	7.82	-20.8%
	Diluted	6.20	8.71	-28.9%	7.82	-20.8%

Operating Metrics

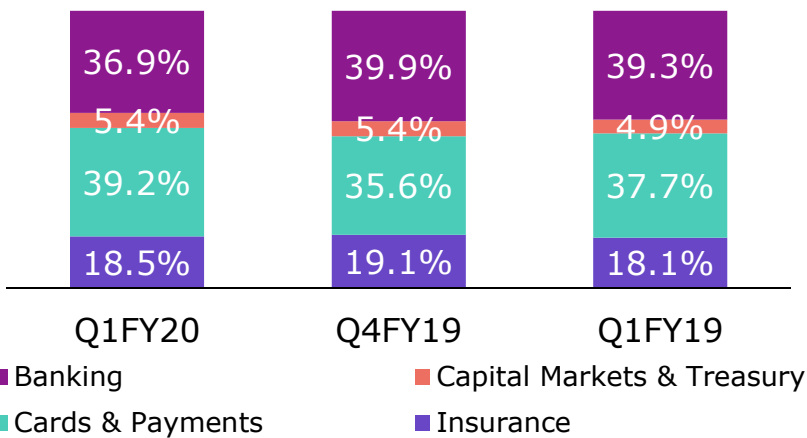
Revenue by Region



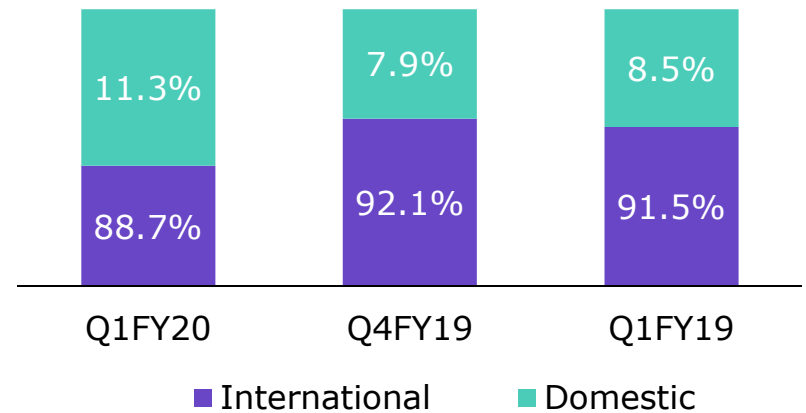
Client Concentration (12m Rolling)



Revenue by Practice

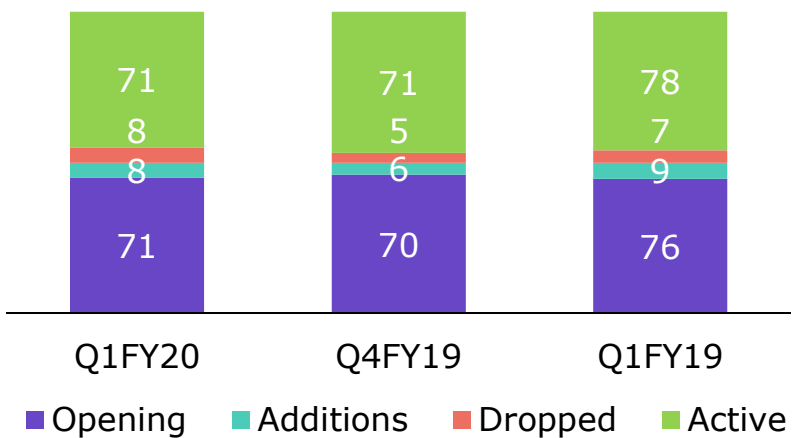


Revenue Distribution

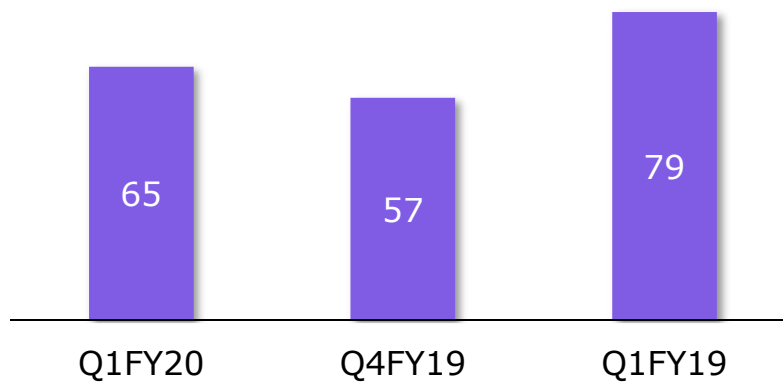


Operating Metrics

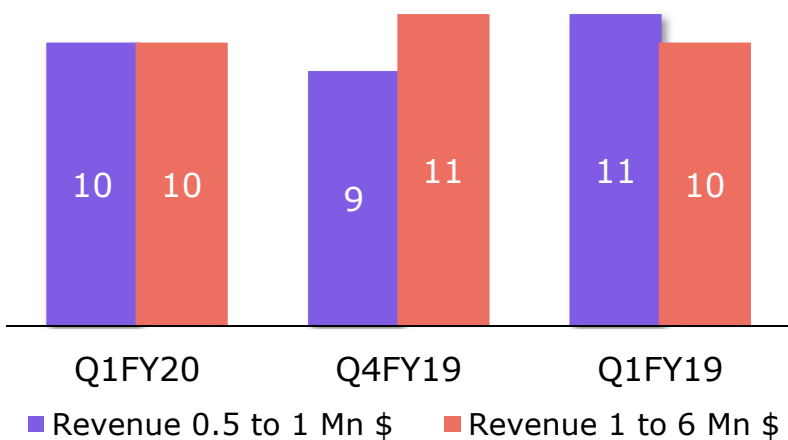
Client Details



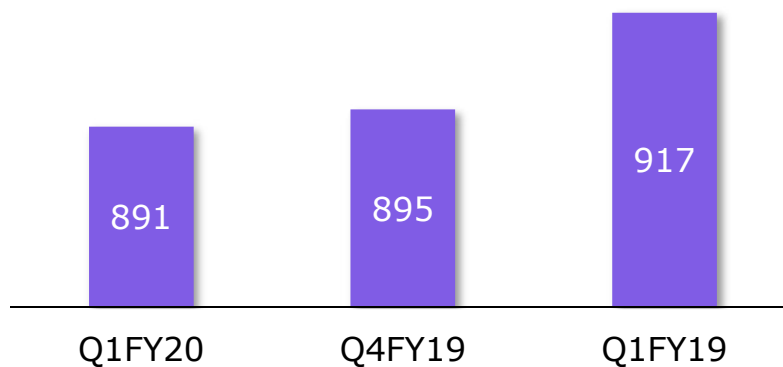
Debtors Days



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)	30-Jun-19 Q1 FY20	31-Mar-19 Q4 FY19	QoQ Growth	30-Jun-18 Q1 FY19	YoY Growth
	Net Sales / Income from Operation					
1	Income	598.9	655.3	-9%	731.1	-18%
2	Expenditure					
(a)	Employee Cost	409.4	424.0	-3%	479.8	-15%
(b)	Depreciation	16.9	13.9	21%	13.9	22%
(c)	Other Expenditure	85.4	96.3	-11%	122.0	-30%
(d)	Total Expenditure	511.7	534.2	-4%	615.7	-17%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	87.1	121.1	-28%	115.4	-25%
4	Other Income	20.9	15.4	36%	9.8	114%
5	Profit before Interest and Exceptional Items (3+4)	108.0	136.4	-21%	125.2	-14%
6	Finance Cost	0.0	0.4			
7	Exchange Gain/(loss)	(10.2)	(9.7)		(1.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	97.7	126.4	-23%	123.3	-21%
9	Exceptional Items	-	-			
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	97.7	126.4	-23%	123.3	-21%
11	Tax Expenses	31.5	33.0	-5%	39.6	-20%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	66.2	93.4	-29%	83.8	-21%
13	Extraordinary Items (net of tax expense Rs.)	-	-			
14	Net Profit(+)/ Loss (-) for the Period (12-13)	66.2	93.4	-29%	83.8	-21%
15	Other Comprehensive Income	0.5	(0.1)		1.3	
16	Total Comprehensive Income for the period (14+15)	66.7	93.3	-29%	85.0	-22%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.20	8.71	-29%	7.82	-21%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	6.20	8.71	-29%	7.82	-21%

Thank you for your attention. (expleo)

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Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity