



SEC/SE/007/22-23
Chennai, May 18, 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/003/22-23 dated May 17, 2022 intimating the schedule of conference call with Analysts/Investors to be held on Thursday, May 19, 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

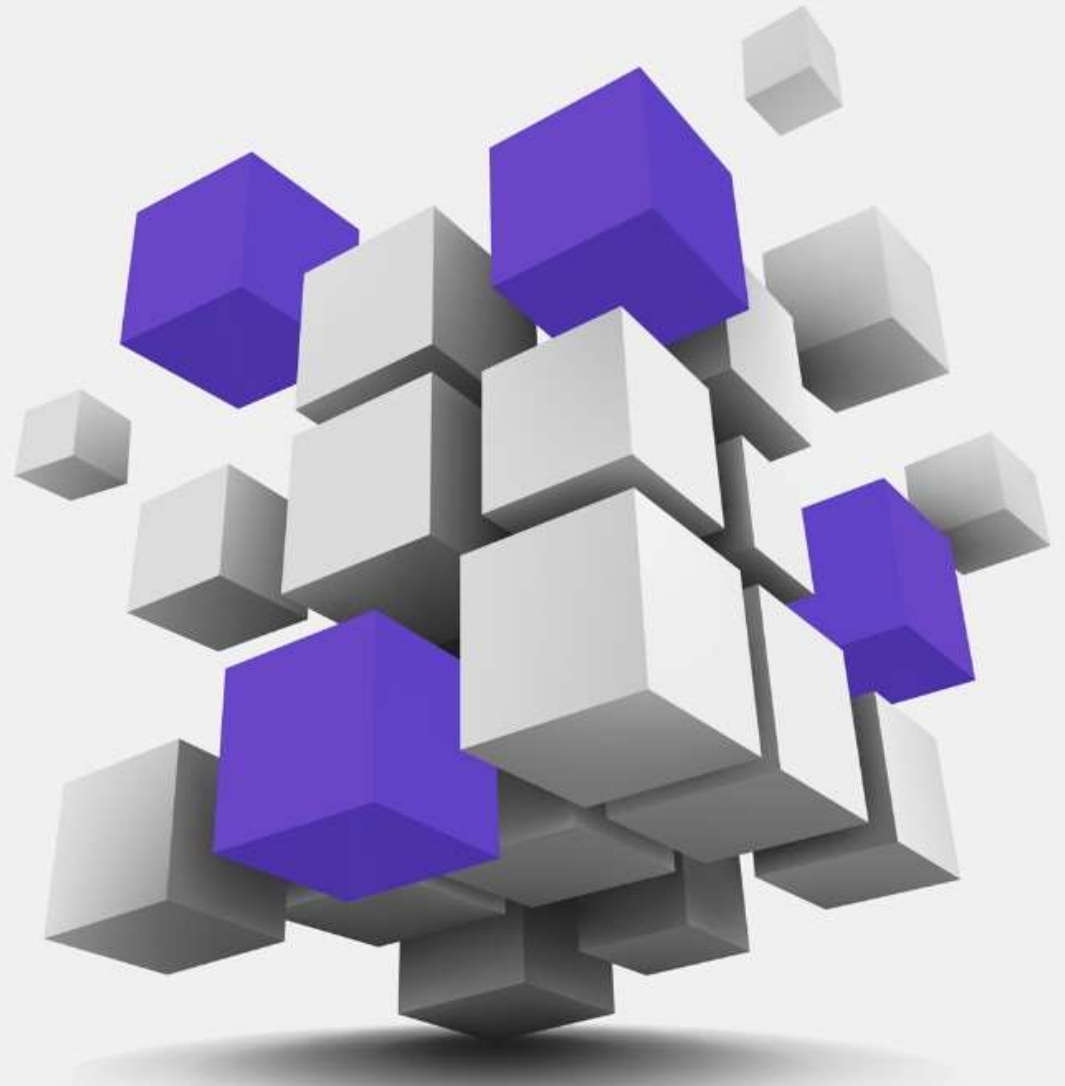
S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl : As above.

Earnings Presentation

Q4 FY22

18TH MAY 2022



(expleo)

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q4FY22 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,136 million vs Rs 1,058 million, up by 7.3%
- Total Income was Rs 1,161 million vs Rs 1,063 million, up by 9.2%

Profit:

- EBITDA stood at Rs 249 million vs Rs 187 million in Q3FY22, up by 33.1%
- EBITDA margin of 21.9% in Q4FY22 as against 17.7% in Q3FY22, up by 425 basis
- PAT was at Rs 173 million vs Rs 116 million in Q3FY22, up by 49.3%
- PAT margin of 14.9% in Q4FY22 as against 10.9% in Q3FY22, up by 400 basis
- Basic EPS at Rs 18.18 in Q4FY22 as against Rs 11.10 in Q3FY22, up by 63.7%

Cash:

- Net cash position stood at Rs 1,558 million vs Rs 1,633 million for Q3FY22

Consolidated Q4FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,135 million vs Rs 793 million, up by 43.1%
- Total Income was Rs 1,161 million vs Rs 800 million, up by 45.1%

Profit:

- EBITDA stood at Rs 249 million vs Rs 191 million in Q4FY21, up by 30.3%
- EBITDA margin of 21.9% in Q4FY22 as against 24.1% in Q4FY21
- PAT was at Rs 173 million vs Rs 102 million in Q4FY21, up by 69.1%
- PAT margin of 14.9% in Q4FY22 as against 12.8% in Q4FY21, up by 212 basis
- Basic EPS at Rs 18.18 in Q4FY22 as against Rs 10.72 in Q4FY21, up by 69.6%

Cash:

- Net cash position stood at Rs 1,558 million vs Rs 1,311 million for Q4FY21

Consolidated FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 4,045 million vs Rs 3,009 million, up by 34.4%
- Total Income was Rs 4,081 million vs Rs 3,063 million, up by 33.2%

Profit:

- EBITDA stood at Rs 789 million vs Rs 698 million in FY21, up by 13.0%
- EBITDA margin of 19.5% in FY22 as against 23.2% in FY21
- PAT was at Rs 533 million vs Rs 497 million in FY21, up by 7.4%
- PAT margin of 13.1% in FY22 as against 16.2% in FY21
- Basic EPS at Rs 52.58 in FY22 as against Rs 49.20 in FY21, up by 6.9%

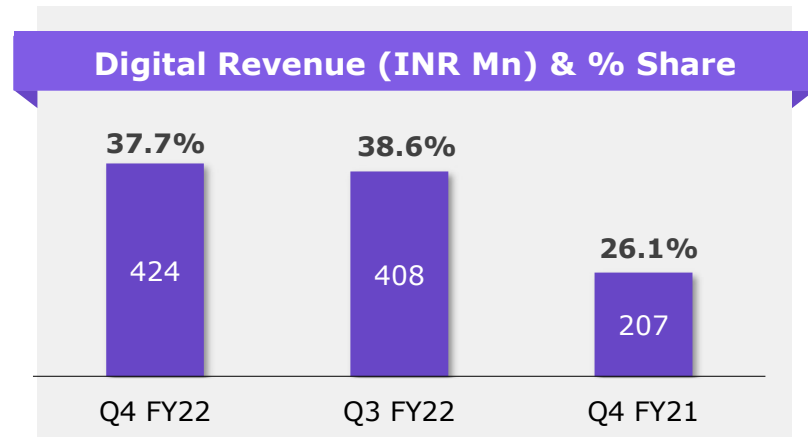
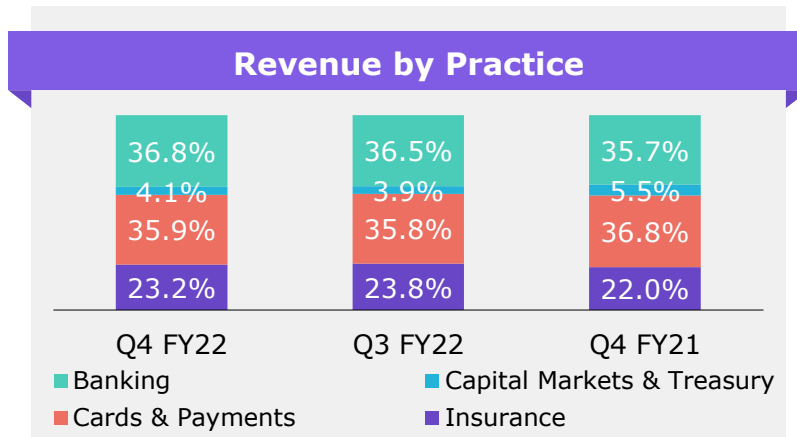
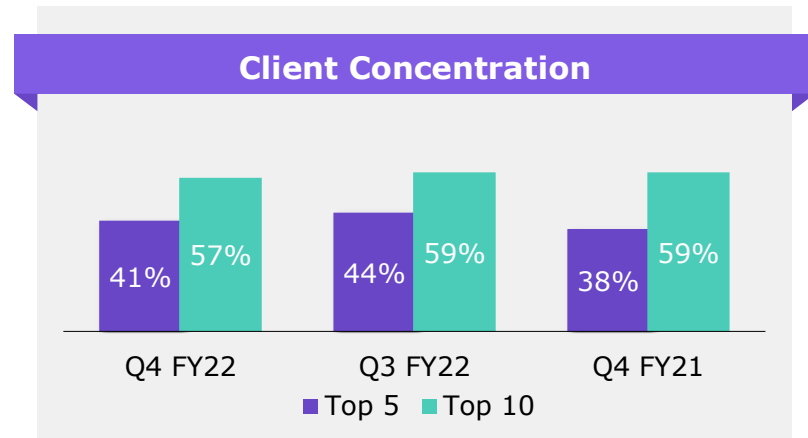
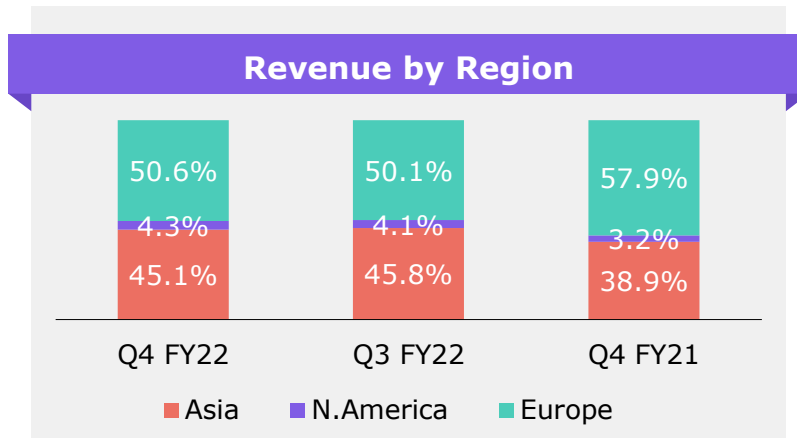
Cash:

- Net cash position stood at Rs 1,558 million vs Rs 1,311 million for FY21

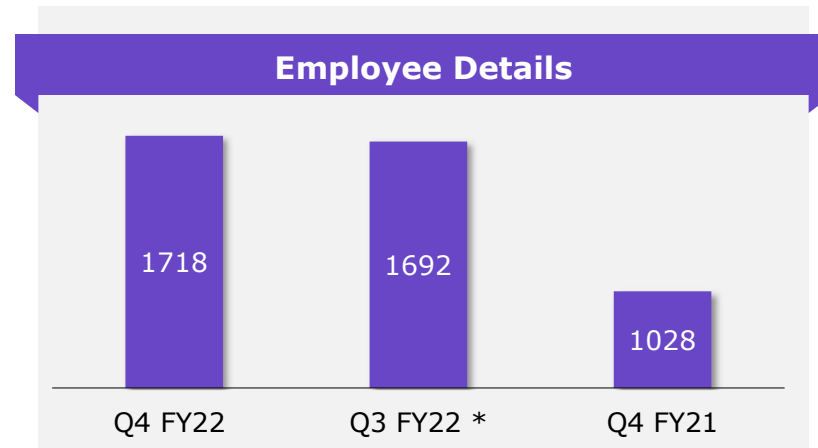
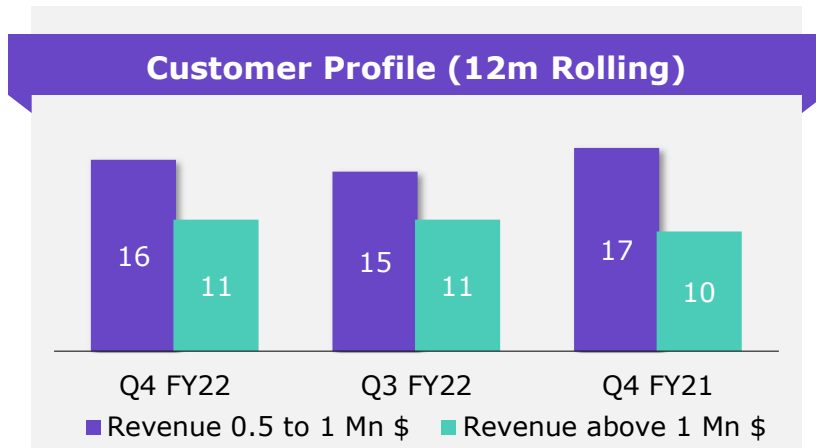
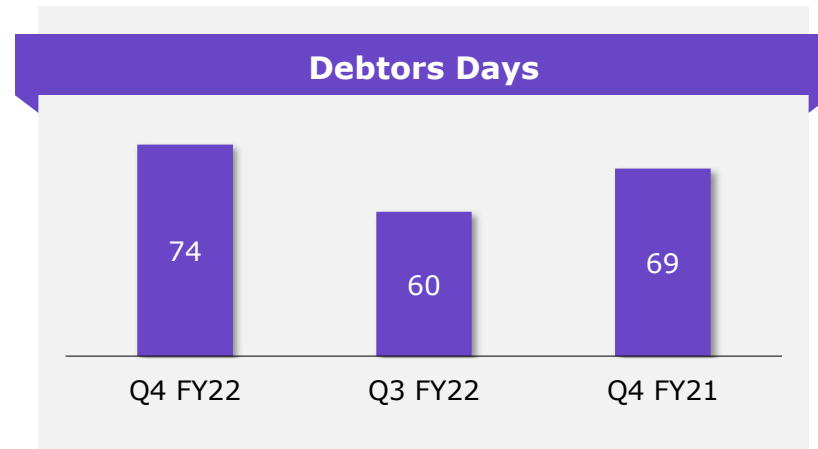
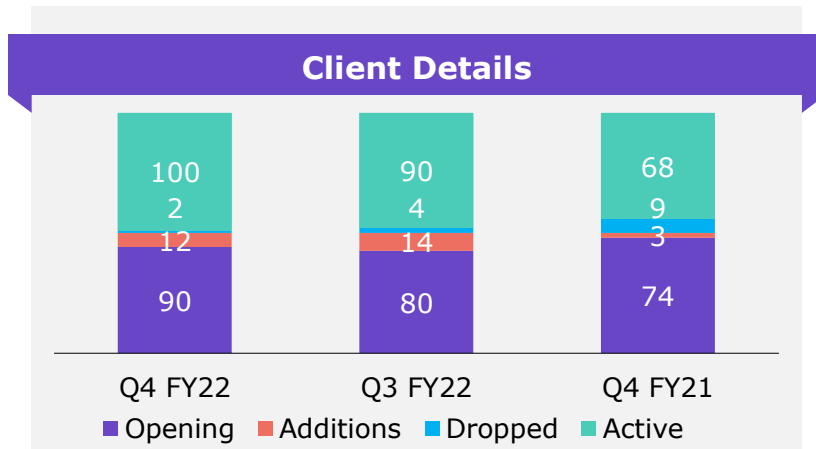
Consolidated Financial Summary

Particulars	Metrics	31-Mar-22	31-Dec-21	QoQ Growth	31-Mar-21	YoY Growth	31-Mar-22	31-Mar-21	YoY Growth
		Q4 FY22	Q3 FY22		Q4 FY21		12M FY 22	12M FY21	
Revenue (Rs Million)	Total Revenue	1,161.0	1,063.3	9.2%	800.4	45.1%	4,080.7	3,063.1	33.2%
	Net Revenue	1,135.5	1,058.4	7.3%	793.4	43.1%	4,045.1	3,008.9	34.4%
Profit (Rs Million)	EBITDA	249.1	187.2	33.1%	191.2	30.3%	789.5	698.5	13.0%
	<i>PBT Before Forex Gain / Loss</i>	229.5	168.7	36.1%	180.1	27.4%	738.2	658.8	12.1%
	PBT	248.1	152.9	62.3%	154.0	61.1%	721.5	684.1	5.5%
	PAT (Before OCI)	186.4	113.8	63.7%	109.9	69.6%	539.0	504.4	6.9%
	Total Comprehensive Income	172.8	115.7	49.3%	102.2	69.1%	533.4	496.6	7.4%
Margin (%)	<i>EBITDA</i>	21.9%	17.7%		24.1%		19.5%	23.2%	
	<i>PBT Before Forex Gain / Loss</i>	19.8%	15.9%		22.5%		18.1%	21.5%	
	<i>PBT</i>	21.4%	14.4%		19.2%		17.7%	22.3%	
	<i>PAT (Before OCI)</i>	16.1%	10.7%		13.7%		13.2%	16.5%	
	<i>Total Comprehensive Income</i>	14.9%	10.9%		12.8%		13.1%	16.2%	
EPS (Rs)	Basic	18.18	11.10	63.7%	10.72	69.6%	52.58	49.20	6.9%
	Diluted	18.18	11.10	63.7%	10.72	69.6%	52.58	49.20	6.9%

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)	31-Mar-22 Q4 FY22	31-Dec-21 Q3 FY22	QoQ Growth	31-Mar-21 Q4 FY21	YoY Growth	31-Mar-22 12M FY 22	31-Mar-21 12M FY21	YoY Growth
	Net Sales / Income from Operation								
1	Income	1,135.52	1,058.4	7%	793.4	43%	4,045.1	3,008.9	34%
2	Expenditure								
(a)	Employee Cost	564.03	502.9	12%	398.8	41%	1,948.6	1,570.9	24%
(b)	Depreciation	23.01	21.7	6%	14.9	54%	79.3	58.0	37%
(c)	Other Expenditure	322.38	368.2	-12%	203.5	58%	1,307.1	739.5	77%
(d)	Total Expenditure	909.42	892.9	2%	617.1	47%	3,335.0	2,368.5	41%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	226.09	165.5	37%	176.3	28%	710.1	640.4	11%
4	Other Income	6.91	4.9	40%	7.0	-1%	35.6	28.9	23%
5	Profit before Interest and Exceptional Items (3+4)	233.00	170.5	37%	183.3	27%	745.7	669.3	11%
6	Finance Cost	3.53	1.8		3.2		7.5	10.6	
7	Exchange Gain/(loss)	18.62	(15.8)		(26.1)		(16.7)	25.3	
8	Profit after Interest but before Exceptional Items (5-6+7)	248.10	152.9	62%	154.0	61%	721.5	684.1	5%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	248.10	152.9	62%	154.0	61%	721.5	684.1	5%
11	Tax Expenses	61.72	39.0	58%	44.1	40%	182.5	179.6	2%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	186.38	113.8	64%	109.9	70%	539.0	504.4	7%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	186.38	113.8	64%	109.9	70%	539.0	504.4	7%
15	Other Comprehensive Income	(13.58)	1.9		(7.7)		(5.7)	(7.8)	
16	Total Comprehensive Income for the period (14+15)	172.81	115.7	49%	102.2	69%	533.4	496.6	7%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	18.18	11.1	64%	10.72	70%	52.58	49.20	7%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	18.18	11.1	64%	10.72	70%	52.58	49.20	7%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



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