



SEC/SE/078/22-23

Chennai, November 10, 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/074/22-23 dated November 09, 2022 intimating the schedule of conference call with Analysts/Investors to be held on Friday, November 11, 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

Q2 FY23

10TH NOVEMBER 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 Q2Y23 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 1,310 million vs Rs 1,274 million, up by 2.8%
- Total Income was Rs 1,328 million vs Rs 1,282 million, up by 3.6%

Profit:

- EBITDA stood at Rs 289 million vs Rs 267 million in Q1FY23, up by 8.4%
- EBITDA margin of 22.1% in Q2FY23 as against 20.9% in Q1FY23, up by 113 basis points
- PAT was at Rs 185 million vs Rs 177 million in Q1FY23, up by 4.4%
- PAT margin of 13.9% in Q2FY23 as against 13.8% in Q1FY23, up by 11 basis points
- Basic EPS at Rs 17.17 in Q2FY23 as against Rs 16.74 in Q1FY23, up by 2.6%

Cash:

- Net cash position stood at Rs 1,082 million vs Rs 1,479 million for Q1FY23

Consolidated Q2FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,310 million vs Rs 971 million, up by 35.0%
- Total Income was Rs 1,328 million vs Rs 977 million, up by 36.0%

Profit:

- EBITDA stood at Rs 289 million vs Rs 191 million in Q2FY22, up by 51.7%
- EBITDA margin of 22.1% in Q2FY23 as against 19.6% in Q2FY22, up by 243 basis points
- PAT was at Rs 185 million vs Rs 115 million in Q2FY22, up by 61.2%
- PAT margin of 13.9% in Q2FY23 as against 11.7% in Q2FY22, up by 218 basis points
- Basic EPS at Rs 17.17 in Q2FY23 as against Rs 10.80 in Q2FY22, up by 59.0%

Cash:

- Net cash position stood at Rs 1,082 million vs Rs 1,452 million for Q2FY22

Consolidated H1FY23 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,585 million vs Rs 1,851 million, up by 39.6%
- Total Income was Rs 2,611 million vs Rs 1,873 million, up by 39.4%

Profit:

- EBITDA stood at Rs 556 million vs Rs 336 million in H1FY22, up by 65.2%
- EBITDA margin of 21.5% in H1FY23 as against 18.2% in H1FY22, up by 333 basis points
- PAT was at Rs 362 million vs Rs 245 million in H1FY22, up by 47.9%
- PAT margin of 13.9% in H1FY23 as against 13.1% in H1FY22, up by 80 basis points
- Basic EPS at Rs 33.91 in H1FY23 as against Rs 23.30 in H1FY22, up by 45.5%

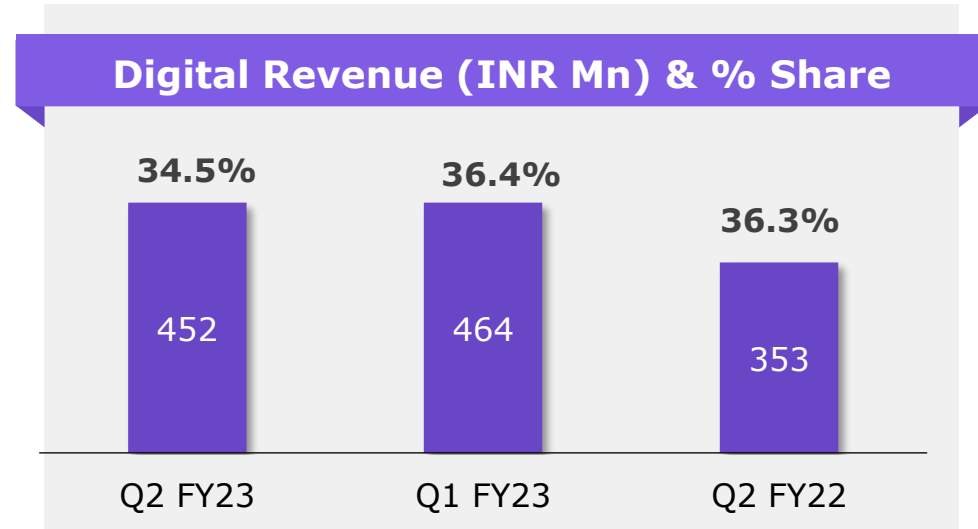
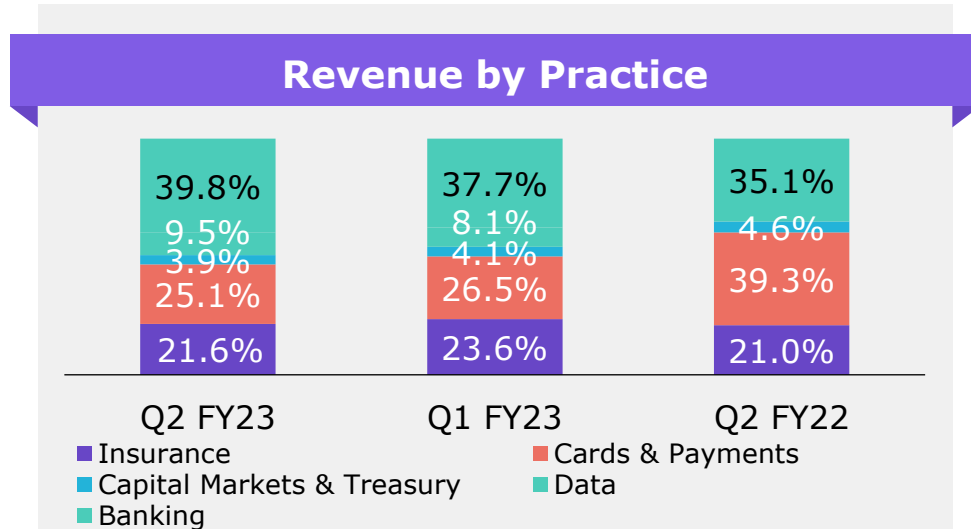
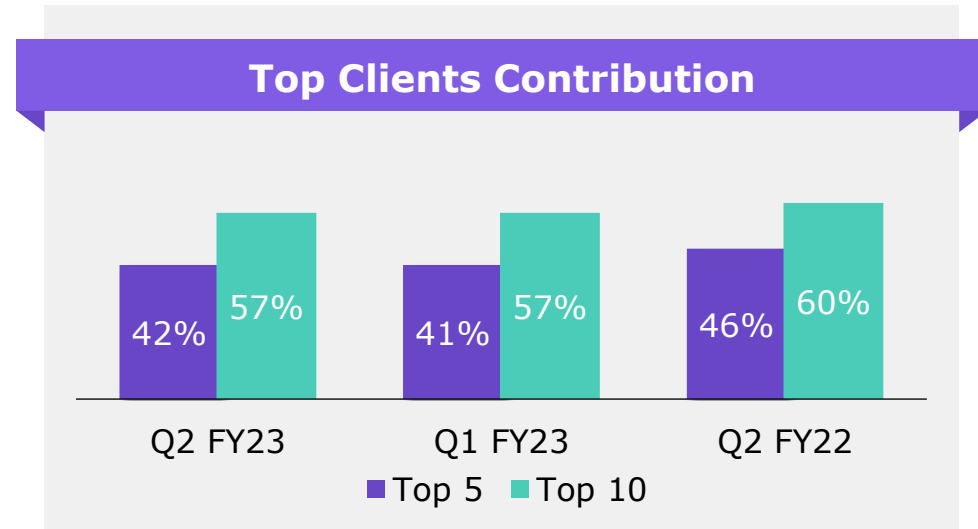
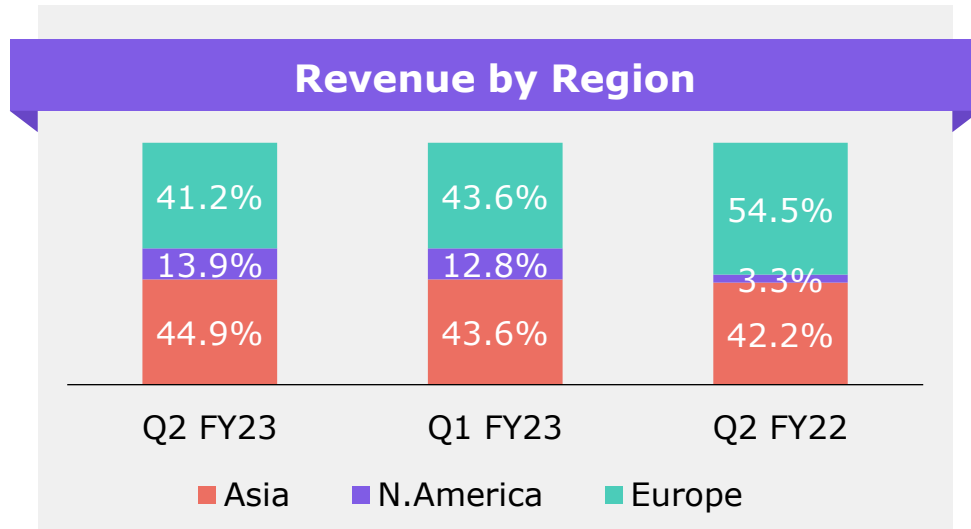
Cash:

- Net cash position stood at Rs 1,082 million vs Rs 1,452 million for H1FY22

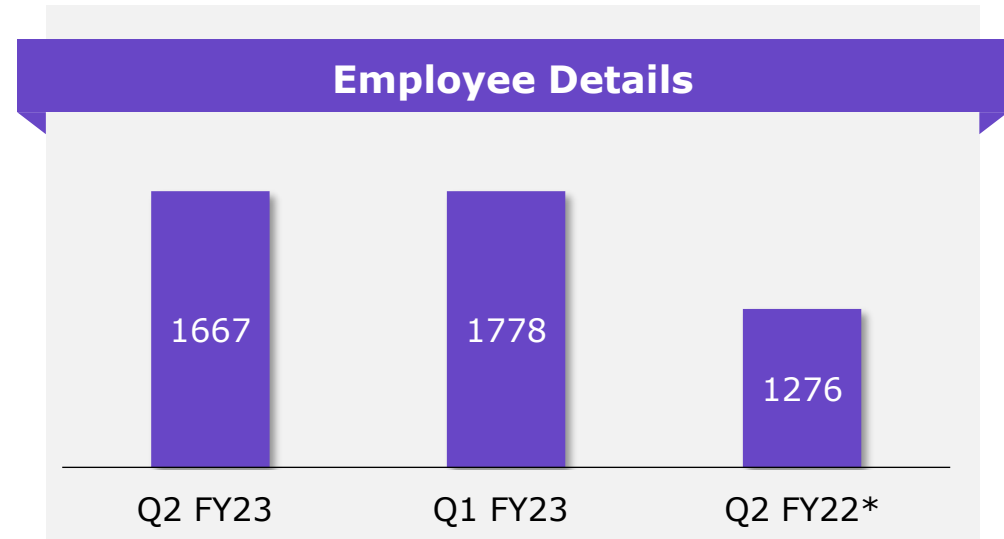
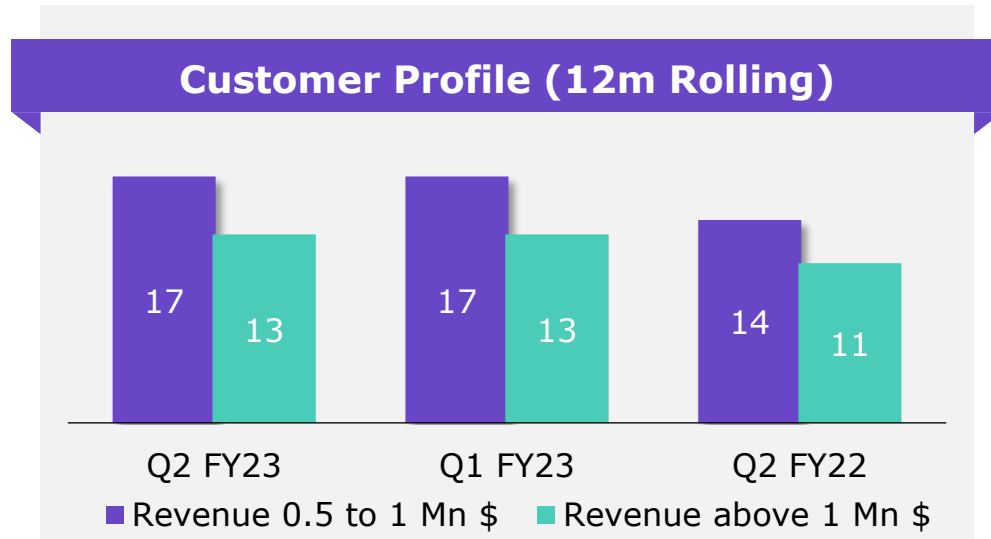
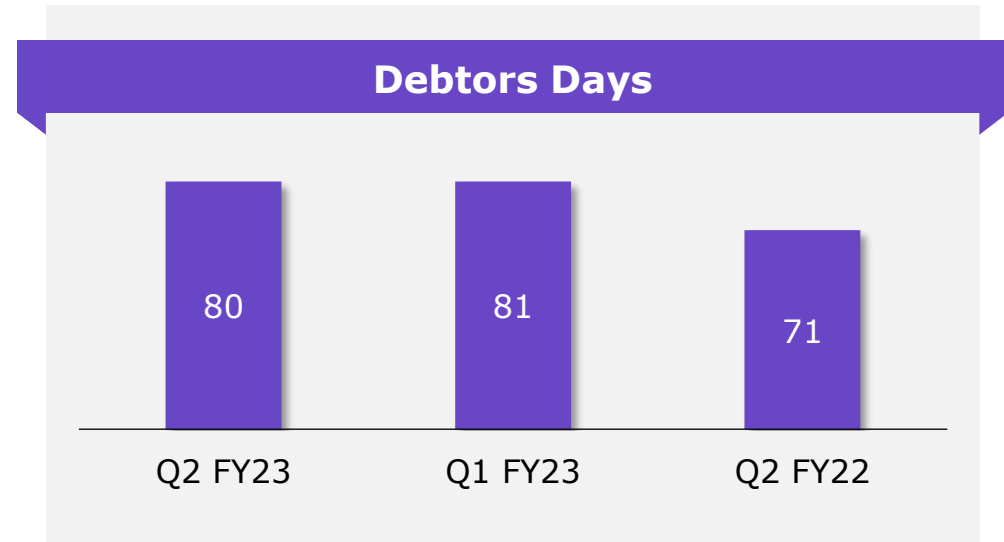
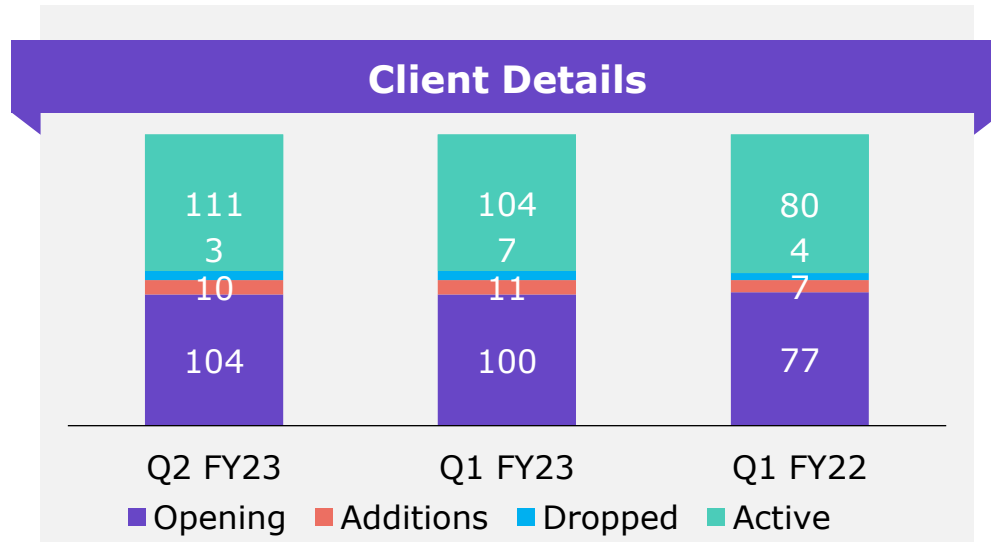
Consolidated Financial Summary

Particulars		Metrics		30-Sep-22	30-Jun-22	QoQ Growth	30-Sep-21	YoY Growth	30-Sep-22	30-Sep-21	YoY Growth
		Q2 FY23	Q1 FY23	Q2 FY22	H1 FY 23		H1 FY 22				
Revenue (Rs Million)	Total Revenue	1,328.4	1,282.2	3.6%	977.0	36.0%	2,610.6	1,873.1	39.4%		
	Net Revenue	1,310.5	1,274.4	2.8%	970.9	35.0%	2,584.9	1,851.2	39.6%		
Profit (Rs Million)	EBITDA	289.1	266.7	8.4%	190.6	51.7%	555.9	336.4	65.2%		
	<i>PBT Before Forex Gain / Loss</i>	265.9	236.1	12.6%	177.7	49.6%	501.9	321.4	56.2%		
	PBT	246.9	225.6	9.4%	150.8	63.7%	472.5	320.5	47.4%		
	PAT (Before OCI)	176.0	171.7	2.5%	110.7	58.9%	347.7	238.9	45.6%		
	Total Comprehensive Income	185.0	177.1	4.4%	114.8	61.2%	362.1	244.8	47.9%		
Margin (%)	<i>EBITDA</i>	22.1%	20.9%		19.6%		21.5%	18.2%			
	<i>PBT Before Forex Gain / Loss</i>	20.0%	18.4%		18.2%		19.2%	17.2%			
	<i>PBT</i>	18.6%	17.6%		15.4%		18.1%	17.1%			
	<i>PAT (Before OCI)</i>	13.2%	13.4%		11.3%		13.3%	12.8%			
	<i>Total Comprehensive Income</i>	13.9%	13.8%		11.7%		13.9%	13.1%			
EPS (Rs)	Basic	17.17	16.74	2.6%	10.80	59.0%	33.91	23.30	45.5%		
	Diluted	17.17	16.74	2.6%	10.80	59.0%	33.91	23.30	45.5%		

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)	30-Sep-22 Q2 FY23	30-Jun-22 Q1 FY23	QoQ Growth	30-Sep-21 Q2 FY22	YoY Growth	30-Sep-22 H1 FY 23	30-Sep-21 H1 FY 22	YoY Growth
	Net Sales / Income from Operation								
1	Income	1,310.5	1,274.4	3%	970.9	35%	2,584.9	1,851.2	40%
2	Expenditure								
(a)	Employee Cost	621.1	623.7	0%	453.5	37%	1,244.9	881.6	41%
(b)	Depreciation	38.9	36.1	8%	18.8	107%	75.0	34.6	117%
(c)	Other Expenditure	400.2	383.9	4%	326.7	22%	784.1	633.2	24%
(d)	Total Expenditure	1,060.2	1,043.8	2%	799.0	33%	2,104.0	1,549.4	36%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	250.3	230.6	9%	171.8	46%	480.9	301.8	59%
4	Other Income	17.9	7.8	129%	6.1	194%	25.7	21.9	18%
5	Profit before Interest and Exceptional Items (3+4)	268.2	238.5	12%	177.9	51%	506.6	323.7	57%
6	Finance Cost	2.3	2.4		0.3		4.7	2.3	
7	Exchange Gain/(loss)	(19.0)	(10.4)		(26.9)		(29.4)	(0.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	246.9	225.6	9%	150.8	64%	472.5	320.5	47%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	246.9	225.6	9%	150.8	64%	472.5	320.5	47%
11	Tax Expenses	70.9	54.0	31%	40.1	77%	124.9	81.7	53%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	176.0	171.7	3%	110.7	59%	347.7	238.9	46%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	176.0	171.7	3%	110.7	59%	347.7	238.9	46%
15	Other Comprehensive Income	9.0	5.5		4.1		14.4	5.9	
16	Total Comprehensive Income for the period (14+15)	185.0	177.1	4%	114.8	61%	362.1	244.8	48%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	17.17	16.74	3%	10.80	59%	33.91	23.30	45.5%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	17.17	16.74	3%	10.80	59%	33.91	23.30	45.5%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

Desikan Narayanan

Expleo Solutions Limited
Desikan.Narayanan@expleogroup.com

Asha Gupta

Ernst & Young LLP
Asha.Gupta@in.ey.com

expleogroup.com