



SEC/SE/010/21-22
Chennai, May 20, 2021

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/006/21-22 dated May 19, 2021 intimating the schedule of conference call with Analysts/Investors to be held on Friday, May 21, 2021. 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 & Full Year FY21

20 MAY 2021



(expleo)

Think bold, act reliable

Safe Harbor

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Agenda



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Performance Review

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Consolidated Financial Summary

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Operating Metrics

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Consolidated Quarterly P&L

[expleo]



Consolidated Q4FY21 Q-o-Q Review

- **Revenue:**
 - Operating Revenue was Rs 793 million vs Rs 721 million, up by 10.0%
 - Total Income was Rs 800 million vs Rs 768 million, up by 4.2%

- **Profit:**
 - EBITDA stood at Rs 191 million vs Rs 137 million in Q3FY21, up by 39.5%
 - EBITDA margin of 24.1% in Q4FY21 as against 19% in Q3FY21, up by 510bps
 - PAT was at Rs 102 million vs Rs 125 million in Q3FY21
 - PAT margin of 12.8% in Q4FY21 as against 16.3% in Q3FY21
 - Basic EPS at Rs 10.72 in Q4FY21 as against Rs 12.30 in Q3FY21

- **Cash:**
 - Net cash position stood at Rs 1,311 million vs Rs 1,415 million for Q3FY21



Consolidated FY21 Y-o-Y Review

- **Revenue:**
 - Operating Revenue was Rs 3,009 million vs Rs 2,702 million in FY20, up by 11.4%
 - Total Income was Rs 3,063 million vs Rs 2,780 million in FY20, up by 10.2%

- **Profit:**
 - EBITDA stood at Rs 698 million vs Rs 532 million in FY20, up by 31.3%
 - EBITDA margin of 23.2% in FY21 as against 19.7% in FY20, up by 352bps
 - PAT was at Rs 497 million vs Rs 395 million in FY20, up by 25.8%
 - PAT margin of 16.2% in FY21 as against 14.2% in FY20, up by 201bps
 - Basic EPS at Rs 49.20 in FY21 as against Rs 38.51 in FY20, up by 27.8%

- **Cash:**
 - Net cash position stood at Rs 1,311 million vs Rs 872 million for FY20



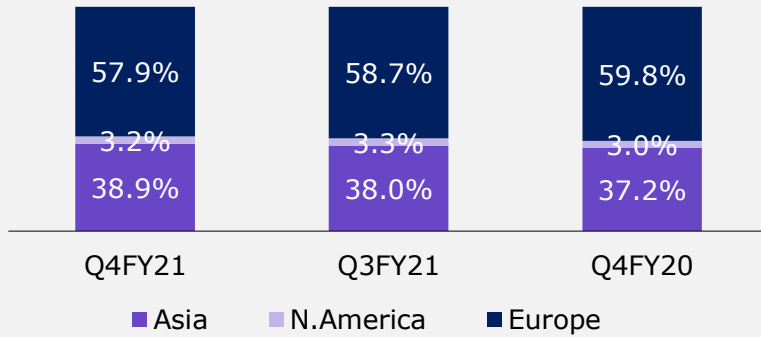
Consolidated Financial Summary

Particulars	Metrics	31-Mar-21	31-Dec-20	QoQ Growth	31-Mar-20	YoY Growth	31-Mar-21	31-Mar-20	YoY Growth
		Q4 FY21	Q3 FY21		Q4 FY20		FY21	FY20	
Revenue (Rs Million)	Total Revenue	800.4	768.0	4.2%	788.6	1.5%	3,063.1	2,779.9	10.2%
	Net Revenue	793.4	721.1	10.0%	755.0	5.1%	3,008.9	2,702.2	11.4%
Profit (Rs Million)	EBITDA	191.2	137.0	39.5%	156.8	21.9%	698.5	532.2	31.3%
	<i>PBT Before Forex Gain / Loss</i>	180.0	128.7	39.9%	143.5	25.4%	658.7	480.0	37.2%
	PBT	153.9	165.9	-7.2%	174.3	-11.7%	684.0	540.6	26.5%
	PAT (Before OCI)	109.9	126.1	-12.9%	139.7	-21.4%	504.4	399.0	26.4%
	Total Comprehensive Income	102.2	124.9	-18.2%	139.1	-26.5%	496.6	394.7	25.8%
Margin (%)	<i>EBITDA</i>	24.1%	19.0%		20.8%		23.2%	19.7%	
	<i>PBT Before Forex Gain / Loss</i>	22.5%	16.8%		18.2%		21.5%	17.3%	
	<i>PBT</i>	19.2%	21.6%		22.1%		22.3%	19.4%	
	<i>PAT (Before OCI)</i>	13.7%	16.4%		17.7%		16.5%	14.4%	
	<i>Total Comprehensive Income</i>	12.8%	16.3%		17.6%		16.2%	14.2%	
EPS (Rs)	Basic	10.72	12.30	-12.9%	13.48	-20.5%	49.20	38.51	27.8%
	Diluted	10.72	12.30	-12.9%	13.48	-20.5%	49.20	38.51	27.8%

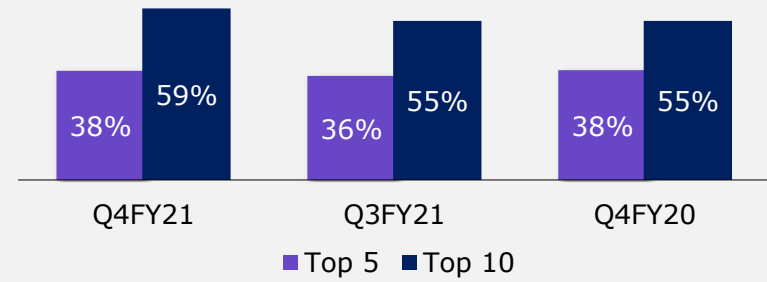


Operating Metrics

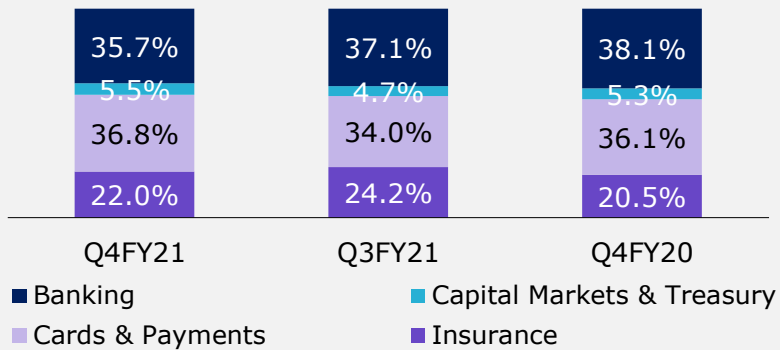
Revenue by Region



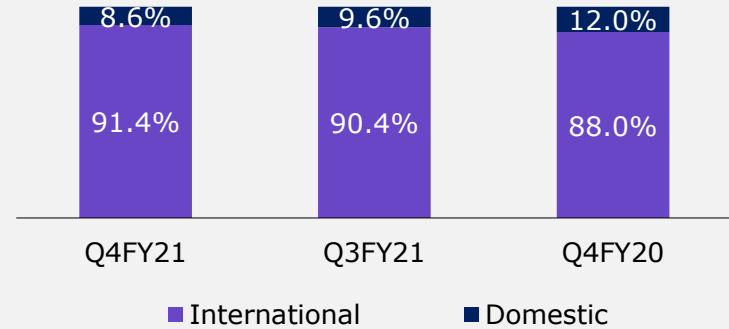
Client Concentration (12m Rolling)



Revenue by Practice



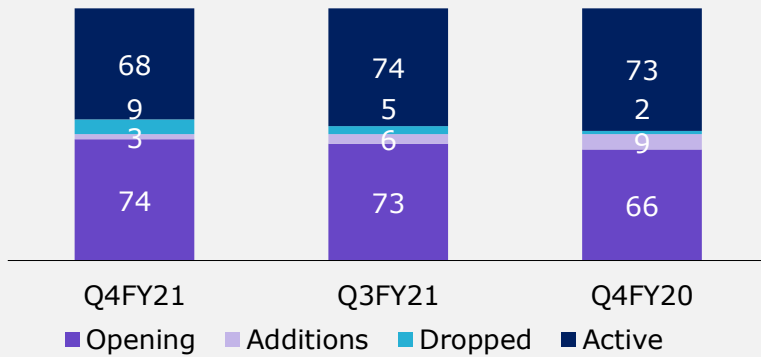
Revenue Distribution



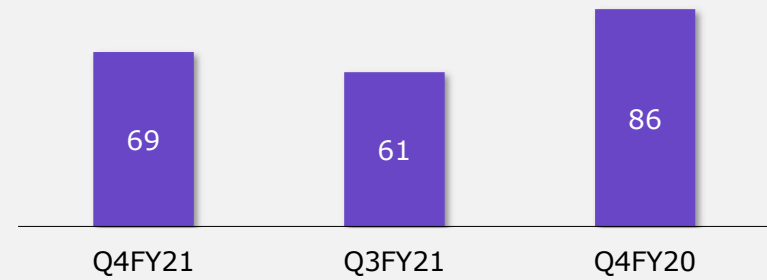


Operating Metrics

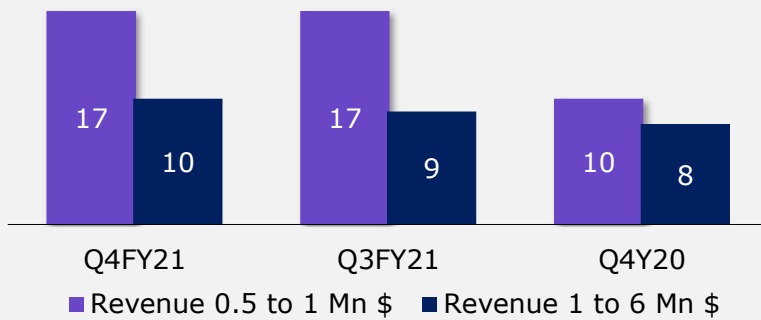
Client Details



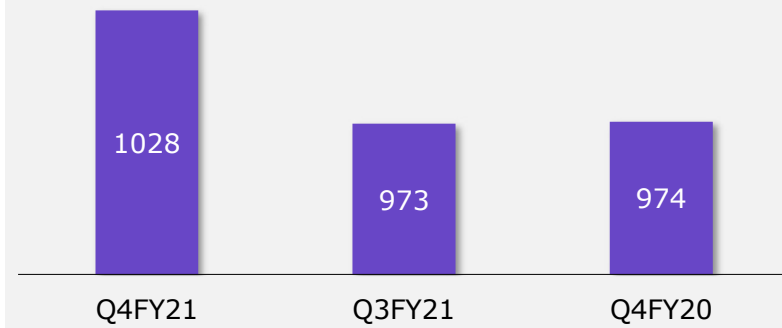
Debtors Days



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)	31-Mar-21 Q4 FY21	31-Dec-20 Q3 FY21	QoQ Growth	31-Mar-20 Q4 FY20	YoY Growth	31-Mar-21 FY21	31-Mar-20 FY20	YoY Growth
	Net Sales / Income from Operation								
1	Income	793.4	721.1	10%	755.0	5%	3,008.9	2,702.2	11%
2	Expenditure								
(a)	Employee Cost	398.8	374.6	6%	397.5	0%	1,570.9	1,464.1	7%
(b)	Depreciation	14.9	15.7	-5%	12.9	16%	58.0	58.2	0%
(c)	Other Expenditure	203.5	209.5	-3%	200.6	1%	739.5	705.9	5%
(d)	Total Expenditure	617.1	599.8	3%	611.0	1%	2,368.5	2,228.2	6%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	176.3	121.3	45%	143.9	22%	640.4	473.9	35%
4	Other Income	7.0	9.6	-28%	2.8	150%	28.9	17.1	68%
5	Profit before Interest and Exceptional Items (3+4)	183.3	131.0	40%	146.7	25%	669.3	491.1	36%
6	Finance Cost	3.2	2.3		3.2		10.6	11.1	
7	Exchange Gain/(loss)	(26.1)	37.2		30.8		25.3	60.6	
8	Profit after Interest but before Exceptional Items (5-6+7)	153.9	165.9	-7%	174.3	-12%	684.0	540.6	27%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	153.9	165.9	-7%	174.3	-12%	684.0	540.6	27%
11	Tax Expenses	44.1	39.8	11%	34.6	27%	179.6	141.5	27%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	109.9	126.1	-13%	139.7	-21%	504.4	399.0	26%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	109.9	126.1	-13%	139.7	-21%	504.4	399.0	26%
15	Other Comprehensive Income	(7.7)	(1.2)		(0.6)		(7.8)	(4.3)	
16	Total Comprehensive Income for the period (14+15)	102.2	124.9	-18%	139.1	-27%	496.6	394.7	26%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	10.72	12.30	-13%	13.48	-21%	49.20	38.51	28%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	10.72	12.30	-13%	13.48	-21%	49.20	38.51	28%

Thank you for your attention.

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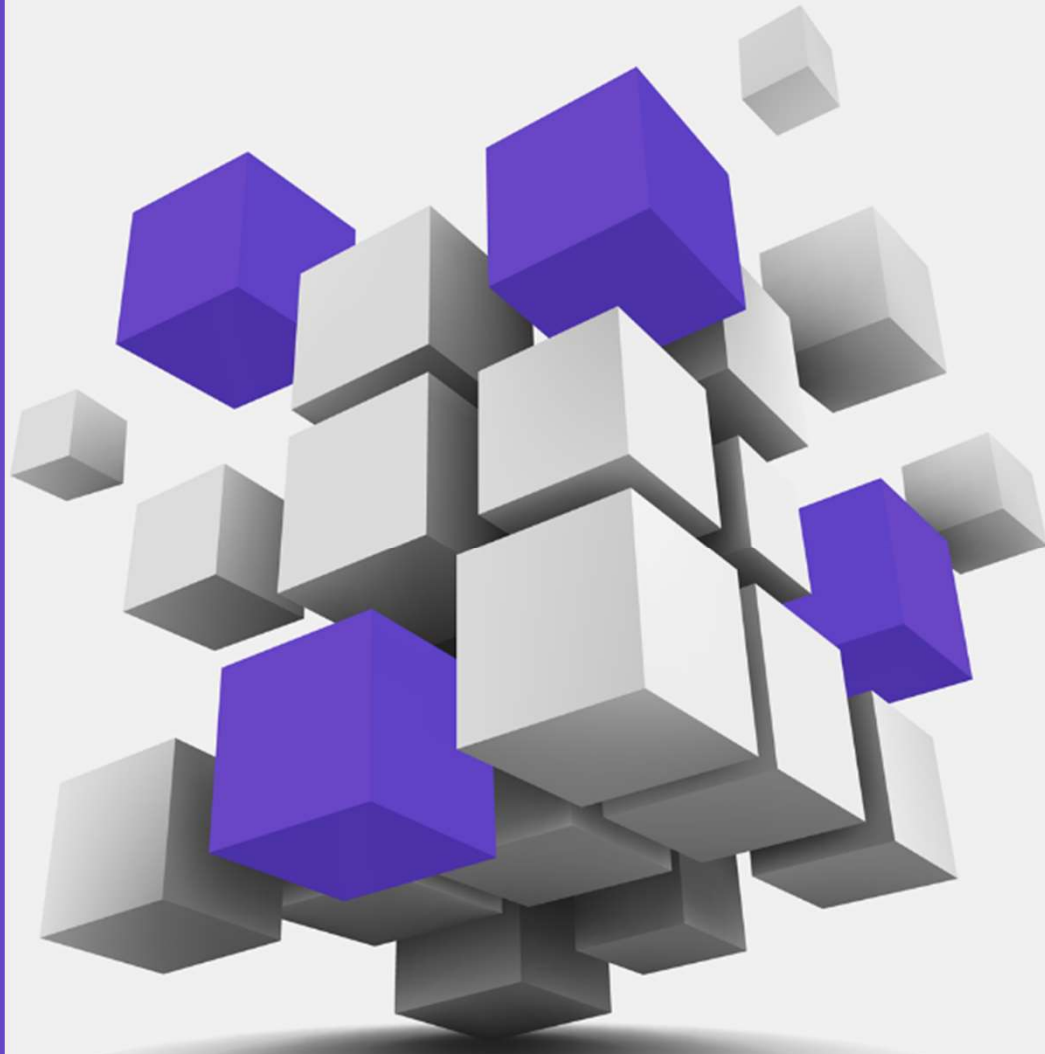
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Our Values

Passion for Quality | Professional Partnership | Employees Excellence | Responsibility | Honesty and Integrity



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