



SEC/SE/072/20-21

Chennai, February 05, 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/069/20-21 dated February 03, 2021 intimating the schedule of conference call with Analysts/Investors to be held on Monday, February 08, 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
(Formerly known as SQS India BFSI Limited)

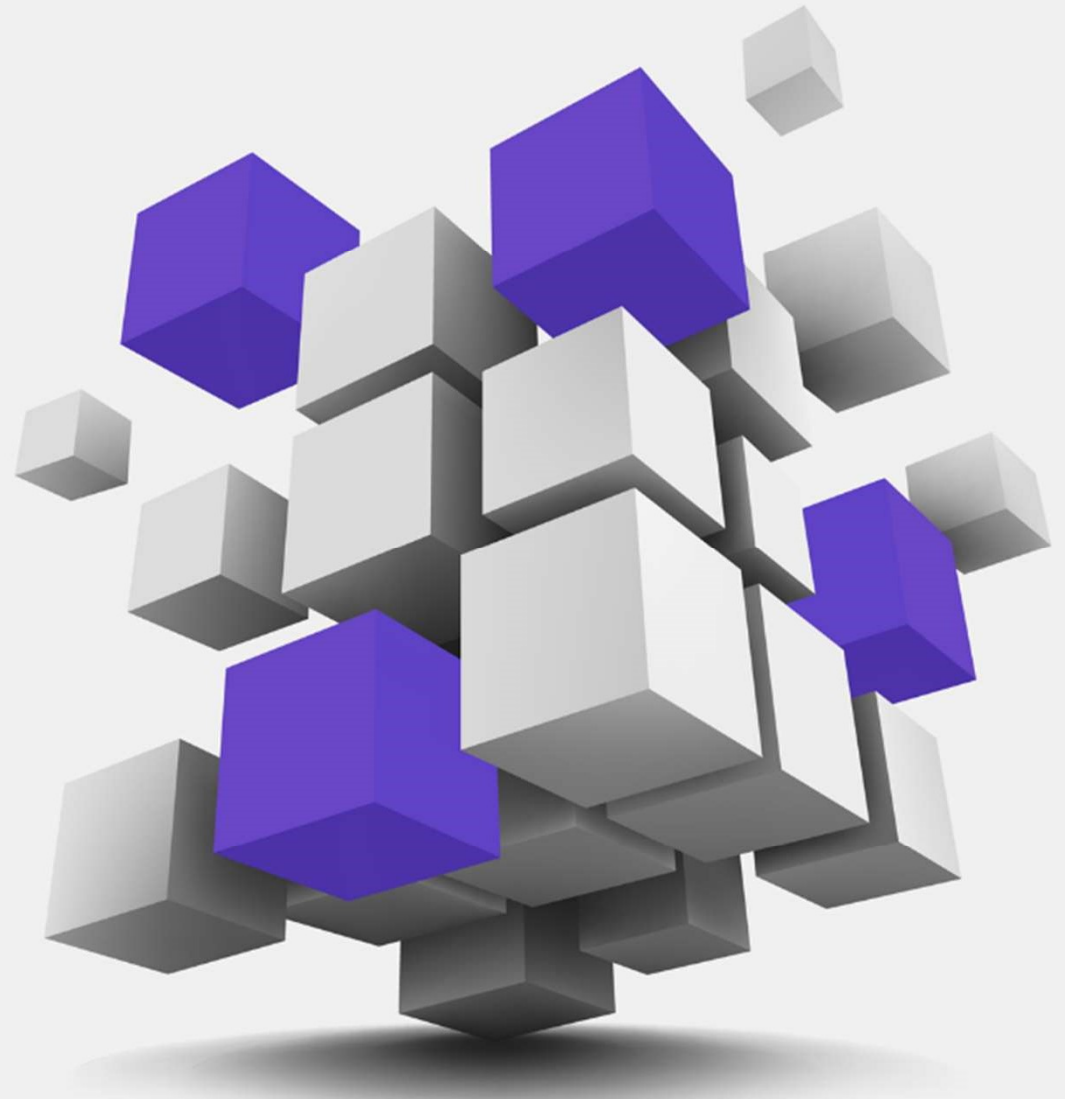
S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl : As above.

Earnings Presentation

Q3 FY21

04 FEBRUARY 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 Q3FY21 Q-o-Q Review

- **Revenue:**
 - Operating Revenue was Rs 721 million vs Rs 736 million, drop by 2.1%
 - Total Income was Rs 768 million vs Rs 747 million, up by 2.8%
- **Profit:**
 - EBITDA stood at Rs 137 million vs Rs 177 million in Q2FY21, drop by 22.4%
 - EBITDA margin of 19% in Q3FY21 as against 24% in Q2FY21, drop by 500bps
 - PAT was at Rs 125 million vs Rs 128 million in Q2FY21, drop by 2.6%
 - PAT margin of 16.3% in Q3FY21 as against 17.2% in Q2FY21, drop by 90bps
 - Basic EPS at Rs 12.30 in Q3FY21 as against Rs 12.27 in Q2FY21, up by 0.2%
- **Cash:**
 - Net cash position stood at Rs 1,415 million vs Rs 1,079 million for Q2FY21



Consolidated 9MFY21 Y-o-Y Review

- **Revenue:**
 - Operating Revenue was Rs 2,216 million vs Rs 1,947 million in 9MFY20, up by 13.8%
 - Total Income was Rs 2,289 million vs Rs 1,991 million in 9MFY20, up by 15.0%

- **Profit:**
 - EBITDA stood at Rs 507 million vs Rs 376 million in 9MFY20, up by 35.0%
 - EBITDA margin of 22.9% in 9MFY21 as against 19.3% in 9MFY20, up by 360bps
 - PAT was at Rs 394 million vs Rs 256 million in 9MFY20, up by 54.3%
 - PAT margin of 17.2% in 9MFY21 as against 12.8% in 9MFY20, up by 440bps
 - Basic EPS at Rs 38.48 in 9MFY21 as against Rs 24.94 in 9MFY20, up by 54.3%

- **Cash:**
 - Net cash position stood at Rs 1,415 million vs Rs 900 million for 9MFY20



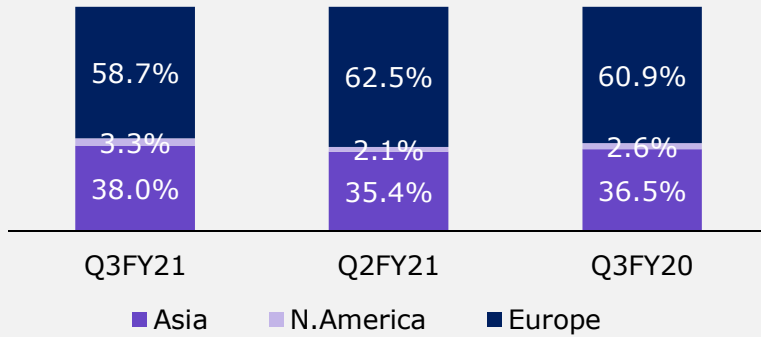
Consolidated Financial Summary

Particulars	Metrics	31-Dec-20	30-Sep-20	QoQ Growth	31-Dec-19	YoY Growth	31-Dec-20	31-Dec-20	YoY Growth
		Q3 FY21	Q2 FY21		Q3 FY20		9M FY21	9M FY20	
Revenue (Rs Million)	Total Revenue	768.0	746.8	2.8%	724.6	6.0%	2,288.9	1,991.1	15.0%
	Net Revenue	721.1	736.3	-2.1%	681.9	5.7%	2,215.5	1,947.2	13.8%
Profit (Rs Million)	EBITDA	137.0	176.6	-22.4%	117.3	16.8%	507.3	375.6	35.0%
	<i>PBT Before Forex Gain / Loss</i>	128.7	166.8	-22.9%	102.6	25.4%	478.7	336.5	42.3%
	PBT	165.9	171.1	-3.0%	143.7	15.4%	530.1	366.3	44.7%
	PAT (Before OCI)	126.1	125.9	0.2%	103.6	21.8%	394.5	259.3	52.1%
	Total Comprehensive Income	124.9	128.2	-2.6%	105.1	18.8%	394.4	255.6	54.3%
Margin (%)	<i>EBITDA</i>	19.0%	24.0%		17.2%		22.9%	19.3%	
	<i>PBT Before Forex Gain / Loss</i>	16.8%	22.3%		14.2%		20.9%	16.9%	
	<i>PBT</i>	21.6%	22.9%		19.8%		23.2%	18.4%	
	<i>PAT (Before OCI)</i>	16.4%	16.9%		14.3%		17.2%	13.0%	
	<i>Total Comprehensive Income</i>	16.3%	17.2%		14.5%		17.2%	12.8%	
EPS (Rs)	Basic	12.30	12.27	0.2%	9.96	23.4%	38.48	24.94	54.3%
	Diluted	12.30	12.27	0.2%	9.96	23.4%	38.48	24.94	54.3%

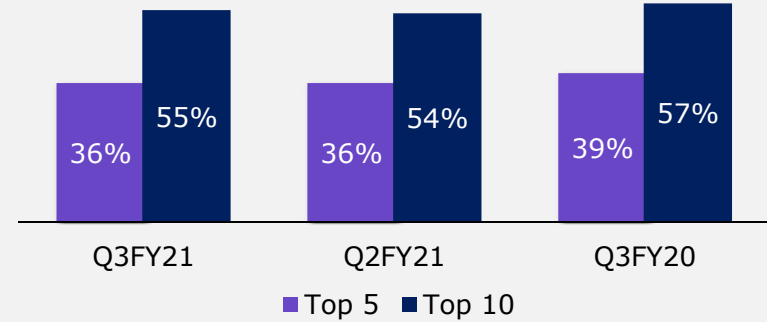


Operating Metrics

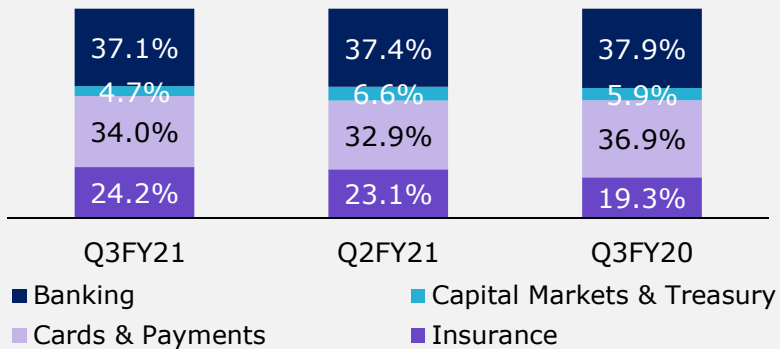
Revenue by Region



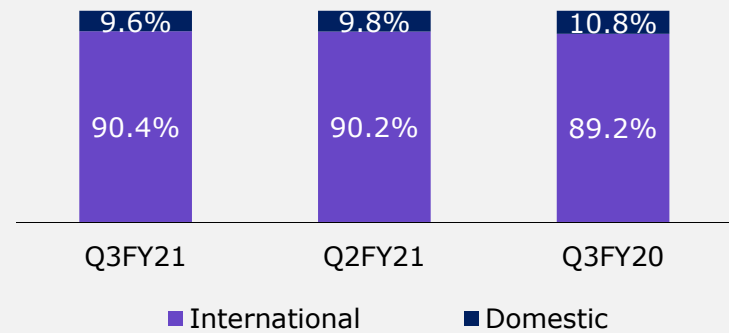
Client Concentration (12m Rolling)



Revenue by Practice



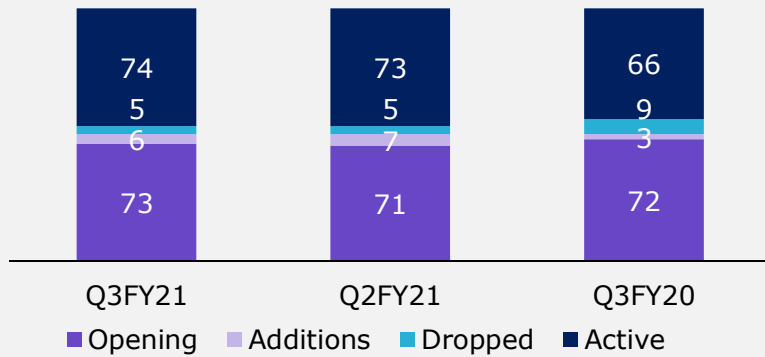
Revenue Distribution



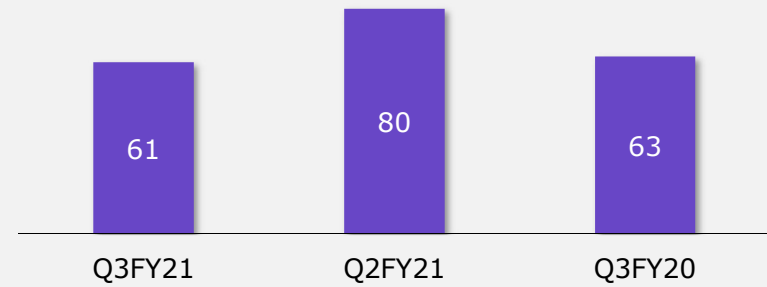


Operating Metrics

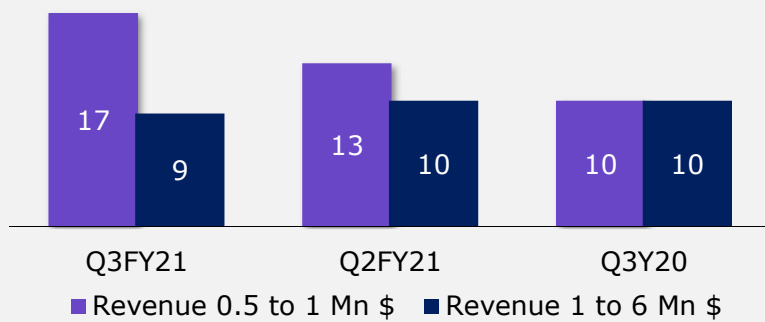
Client Details



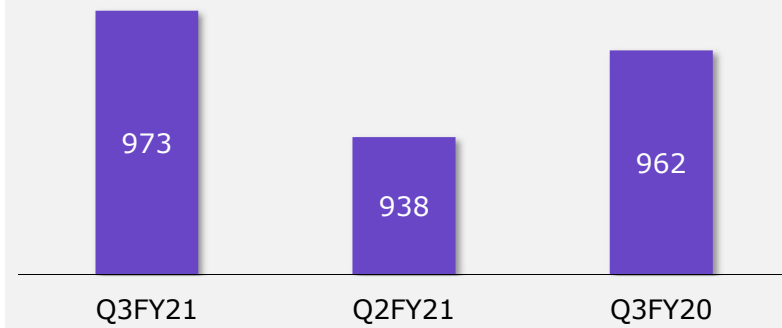
Debtors Days



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-20 Q3 FY21	30-Sep-20 Q2 FY21	QoQ Growth	31-Dec-19 Q3 FY20	YoY Growth	31-Dec-20 9M FY21	31-Dec-20 9M FY20	YoY Growth
	Net Sales / Income from Operation								
1	Income	721.1	736.3	-2%	681.9	6%	2,215.5	1,947.2	14%
2	Expenditure								
(a)	Employee Cost	483.5	493.3	-2%	463.3	4%	1,464.2	1,298.9	13%
(b)	Depreciation	15.7	13.6	15%	13.4	17%	43.1	45.4	-5%
(c)	Other Expenditure	100.6	66.4	51%	101.3	-1%	244.0	272.6	-10%
(d)	Total Expenditure	599.8	573.3	5%	578.0	4%	1,751.4	1,616.9	8%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	121.3	163.0	-26%	103.9	17%	464.1	330.3	41%
4	Other Income	9.6	6.2	54%	1.5	550%	21.9	14.1	55%
5	Profit before Interest and Exceptional Items (3+4)	131.0	169.2	-23%	105.4	24%	486.0	344.4	41%
6	Finance Cost	2.3	2.5		2.9		7.3	7.9	
7	Exchange Gain/(loss)	37.2	4.3		41.2		51.4	29.8	
8	Profit after Interest but before Exceptional Items (5-6+7)	165.9	171.1	-3%	143.7	15%	530.1	366.3	45%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	165.9	171.1	-3%	143.7	15%	530.1	366.3	45%
11	Tax Expenses	39.8	45.2	-12%	40.1	-1%	135.6	106.9	27%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	126.1	125.9	0%	103.6	22%	394.5	259.3	52%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	126.1	125.9	0%	103.6	22%	394.5	259.3	52%
15	Other Comprehensive Income	(1.2)	2.3		1.5		(0.1)	(3.7)	
16	Total Comprehensive Income for the period (14+15)	124.9	128.2	-3%	105.1	19%	394.4	255.6	54%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	12.30	12.27	0%	9.96	23%	38.48	24.94	54%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	12.30	12.27	0%	9.96	23%	38.48	24.94	54%

Thank you for your attention.

Expleo Solutions Limited
(Formerly known as SQS India BFSI Limited)

6A, Sixth Floor, Prince Infocity II
No. 283/3 & 283/4
Rajiv Gandhi Salai (OMR), Kandanchavadi
Chennai 600096, India
Phone: +91 44 4392 3200
Fax: +91 44 4392 3258

investor.expleosol@expleogroup.com

<https://expleosolutions.com>

CIN No. L64202TN1998PLC066604

Desikan Narayanan
Expleo Solutions Limited
(Formerly known as SQS India BFSI Limited)
Desikan.Narayanan@expleogroup.com

Diwakar Pingle
Christensen IR
dpingle@christensenir.com

Our Values

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



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