



SEC/SE/018/19-20
Chennai, May 07, 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/013/19-20 dated May 03, 2019 intimating the schedule of conference call with Analysts/Investors to be held on May 07, 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 & Compliance Officer
FCS No.3838



Earnings Presentation

Q4 FY19 and Full Year FY19

6TH MAY 2019

[expleo]

Safe Harbor

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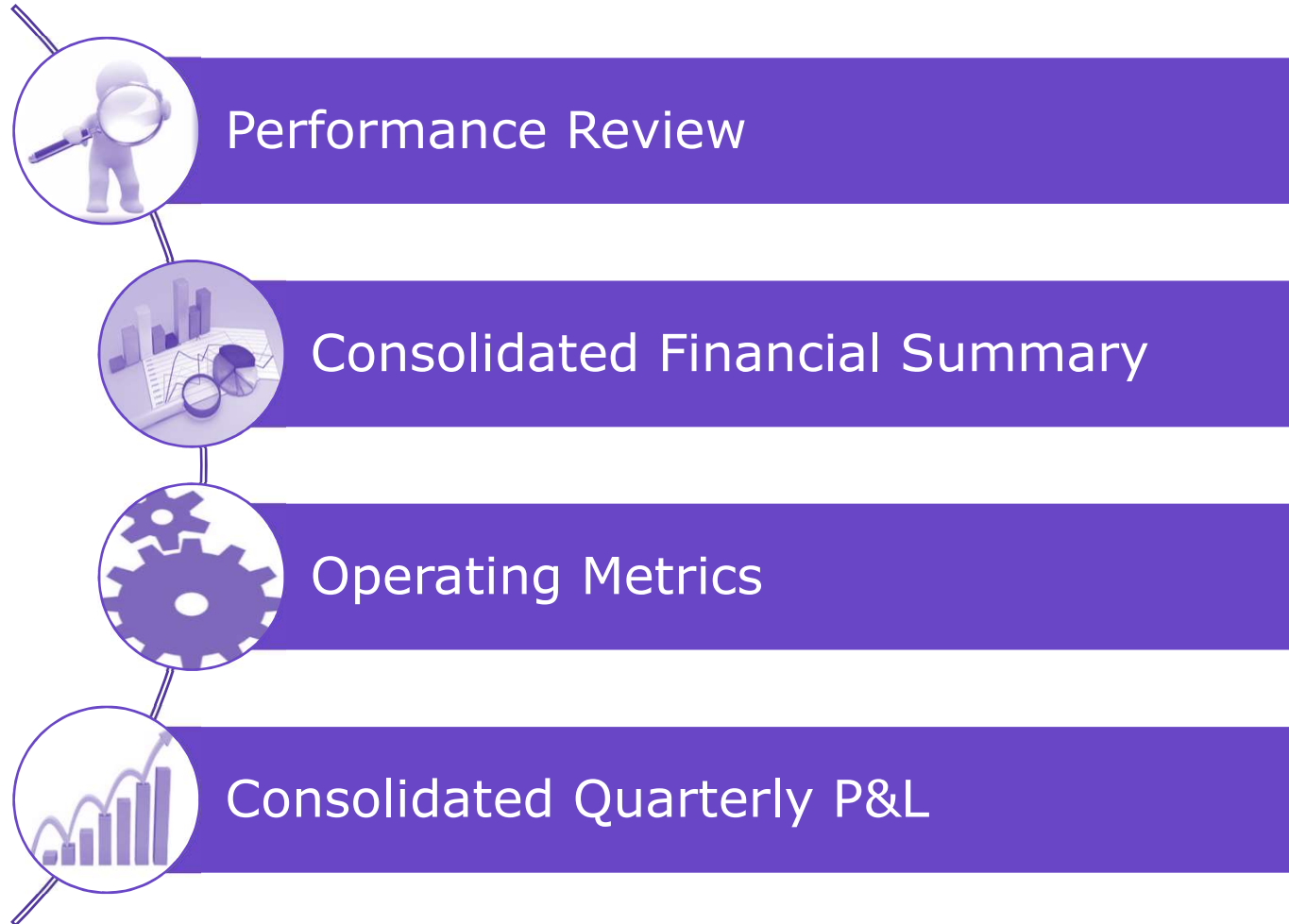
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Agenda



Consolidated Q4FY19 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 655 million vs Rs 698 million; a drop of 6.2%
- ✓ Total Income was Rs 671 million vs Rs 713 million; a drop of 6.0%

□ Profit:

- ✓ EBITDA stood at Rs 135 million vs Rs 133 million; growth by 1.9 %
- ✓ EBITDA margin of 20.6% in Q4FY19 as against 19.0% in Q3FY19
- ✓ PAT was at Rs 93 million vs Rs 48 million; a growth of 95.9%
- ✓ PAT margin of 13.9% in Q4FY19 as against 6.7% in Q3FY19
- ✓ Basic EPS at Rs 8.71 in Q4FY19 as against Rs 4.52 in Q3FY19

□ Cash:

- ✓ Net cash position stood at Rs 987 million in Q4FY19 vs Rs 879 million for Q3FY19

Consolidated FY19 Y-o-Y Review

□ Revenue:

- ✓ Operating Revenue was Rs 2,828 million vs Rs 2,712 million; a growth 4.3%
- ✓ Total Income was Rs 2,888 million vs Rs 2,786 million; a growth 3.7%

□ Profit:

- ✓ EBITDA stood at Rs 554 million vs Rs 405 million; a growth 36.8%
- ✓ EBITDA margin of 19.6% in FY19 as against 14.9% in FY18
- ✓ PAT was at Rs 360 million vs Rs 319 million; a growth 13.0%
- ✓ PAT margin of 12.5% in FY19 as against 11.5% in FY18
- ✓ Basic EPS at Rs 33.79 as against Rs 29.90 in FY18

□ Cash:

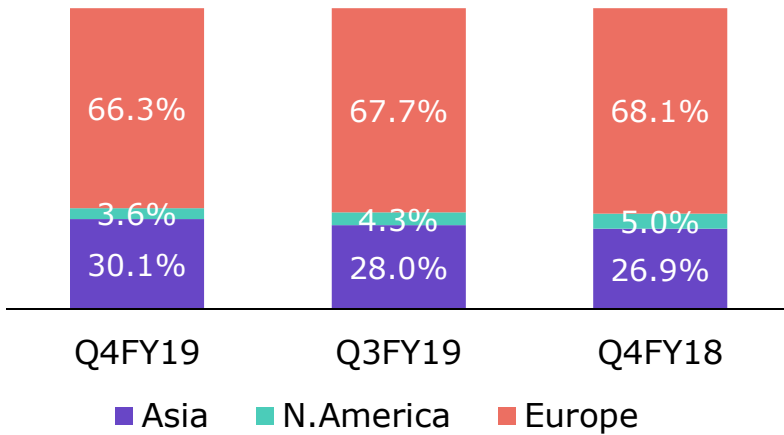
- ✓ Net cash position stood at Rs 987 million as against Rs 850 million for FY18

Consolidated Financial Summary

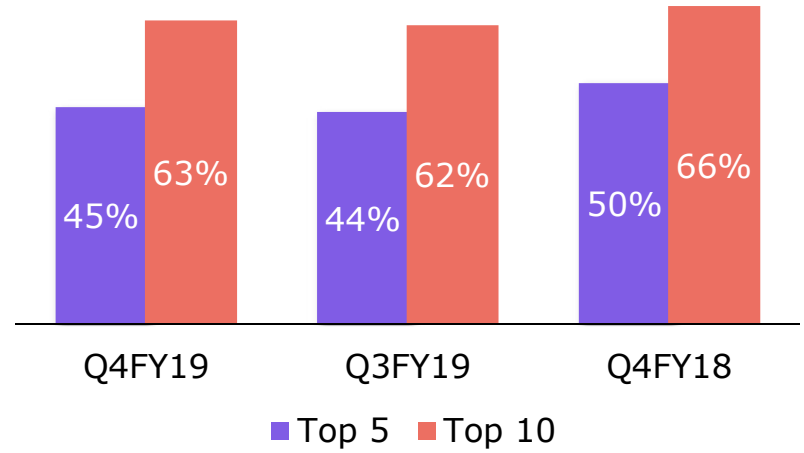
| Particulars | Metrics | 31-Mar-19 | 31-Dec-18 | QoQ | 31-Mar-18 | YoY | 31-Mar-19 | 31-Mar-18 | YoY |
|-------------------------|-------------------------------------|-----------|-----------|--------|-----------|--------|-----------|-----------|--------|
| | | Q4 FY19 | Q3 FY19 | Growth | Q4 FY18 | Growth | FY19 | FY18 | Growth |
| Revenue (Rs Million) | Total Revenue | 670.7 | 713.4 | -6.0% | 766.0 | -12.4% | 2,887.7 | 2,785.9 | 3.7% |
| | Net Revenue | 655.3 | 698.5 | -6.2% | 740.3 | -11.5% | 2,827.7 | 2,712.3 | 4.3% |
| Profit (Rs Million) | EBITDA | 135.0 | 132.5 | 1.9% | 108.7 | 24.2% | 554.0 | 404.9 | 36.8% |
| | <i>PBT Before Forex Gain / Loss</i> | 136.1 | 133.6 | 1.8% | 117.5 | 15.8% | 558.3 | 420.0 | 32.9% |
| | PBT | 126.4 | 78.2 | 61.6% | 145.6 | -13.2% | 535.7 | 479.1 | 11.8% |
| | PAT (Before OCI) | 93.4 | 48.4 | 92.8% | 103.4 | -9.7% | 362.0 | 319.8 | 13.2% |
| | Total Comprehensive Income | 93.3 | 47.6 | 95.9% | 103.8 | -10.1% | 360.5 | 319.0 | 13.0% |
| Margin (%) | EBITDA | 20.6% | 19.0% | | 14.7% | | 19.6% | 14.9% | |
| | <i>PBT Before Forex Gain / Loss</i> | 20.3% | 18.7% | | 15.3% | | 19.3% | 15.1% | |
| | PBT | 18.8% | 11.0% | | 19.0% | | 18.5% | 17.2% | |
| | PAT (Before OCI) | 13.9% | 6.8% | | 13.5% | | 12.5% | 11.5% | |
| | Total Comprehensive Income | 13.9% | 6.7% | | 13.6% | | 12.5% | 11.5% | |
| EPS (Rs) | Basic | 8.7 | 4.5 | 92.8% | 9.7 | -9.8% | 33.8 | 29.9 | 13.0% |
| | Diluted | 8.7 | 4.5 | 92.8% | 9.7 | -9.8% | 33.8 | 29.9 | 13.0% |

Operating Metrics

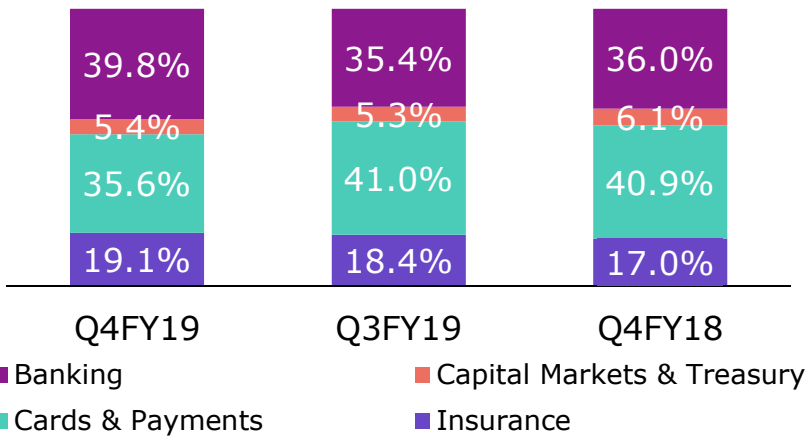
Revenue by Region



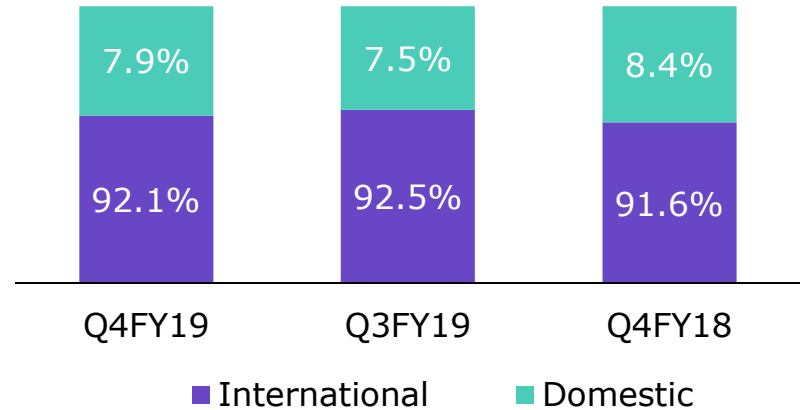
Client Concentration



Revenue by Practice

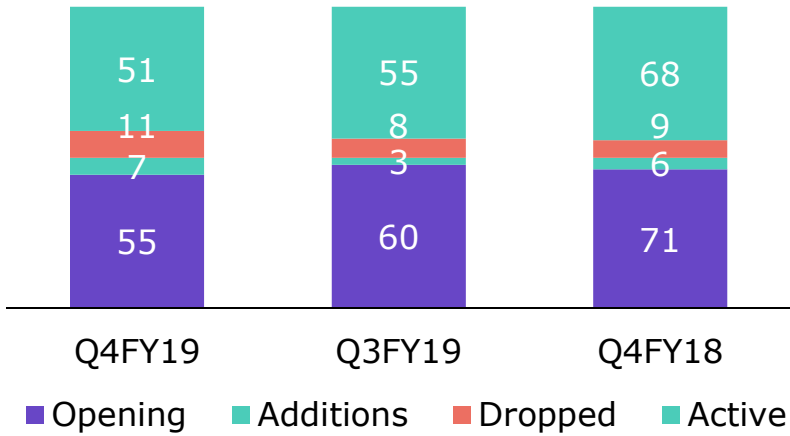


Revenue Distribution

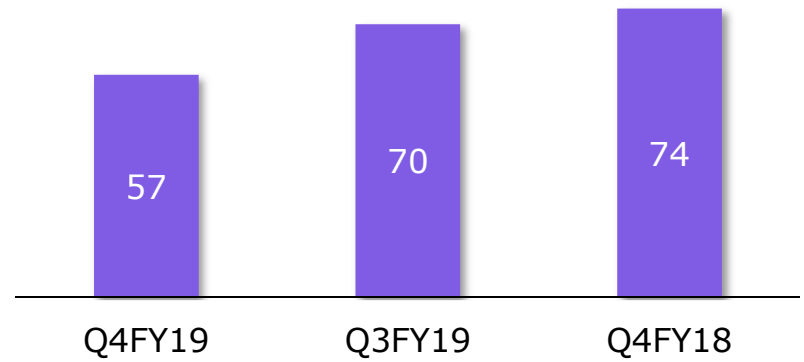


Operating Metrics

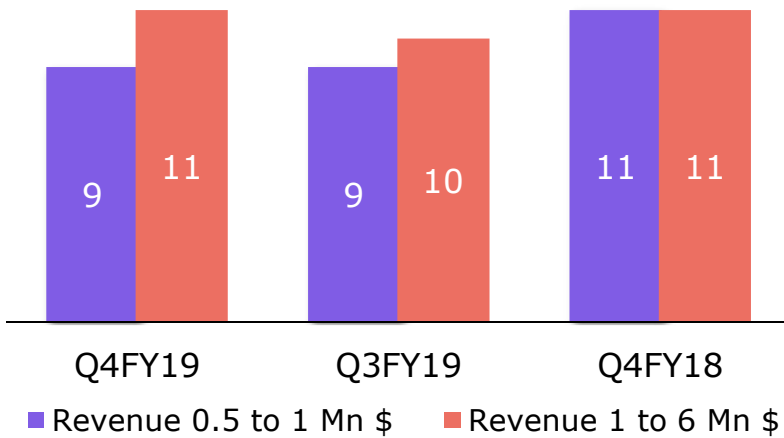
Client Details



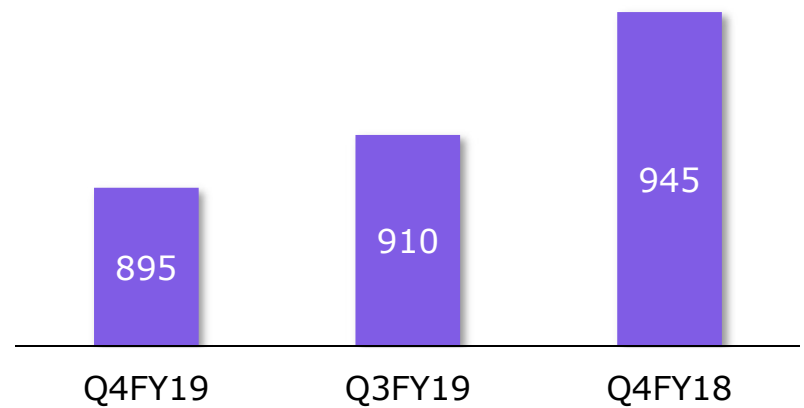
Debtors Days



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-19 Q4 FY19 | 31-Dec-18 Q3 FY19 | QoQ Growth | 31-Mar-18 Q4 FY18 | YoY Growth | 31-Mar-19 FY19 | 31-Mar-18 FY18 | YoY Growth |
|--------|---|----------------------|----------------------|---------------|----------------------|-------------|-------------------|-------------------|------------|
| | Net Sales / Income from Operation | | | | | | | | |
| 1 | Income | 655.3 | 698.5 | -6% | 740.3 | -11% | 2,827.7 | 2,712.3 | 4% |
| 2 | Expenditure | | | | | | | | |
| (a) | Employee Cost | 424.0 | 453.4 | -6% | 492.6 | -14% | 1,833.6 | 1,841.2 | 0% |
| (b) | Depreciation | 13.9 | 13.5 | 3% | 14.0 | 0% | 55.0 | 55.5 | -1% |
| (c) | Other Expenditure | 96.3 | 112.6 | -14% | 139.0 | -31% | 440.1 | 466.3 | -6% |
| (d) | Total Expenditure | 534.2 | 579.5 | -8% | 645.6 | -17% | 2,328.7 | 2,363.0 | -1% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 121.1 | 119.0 | 2% | 94.7 | 28% | 499.0 | 349.4 | 43% |
| 4 | Other Income | 15.4 | 14.9 | 3% | 25.6 | -40% | 59.9 | 73.5 | -18% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 136.4 | 133.9 | 2% | 120.3 | 13% | 559.0 | 422.9 | 32% |
| 6 | Finance Cost | 0.4 | 0.3 | | 2.9 | | 0.7 | 2.9 | |
| 7 | Exchange Gain/(loss) | (9.7) | (55.4) | | 28.1 | | (22.7) | 59.1 | |
| 8 | Profit after Interest but before Exceptional Items (5-6+7) | 126.4 | 78.2 | 62% | 145.6 | -13% | 535.7 | 479.1 | 12% |
| 9 | Exceptional Items | - | - | | - | | - | - | |
| 10 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9) | 126.4 | 78.2 | 62% | 145.6 | -13% | 535.7 | 479.1 | 12% |
| 11 | Tax Expenses | 33.0 | 29.8 | 11% | 42.2 | -22% | 173.7 | 159.4 | 9% |
| 12 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax | 93.4 | 48.4 | 93% | 103.4 | -10% | 362.0 | 319.8 | 13% |
| 13 | Extraordinary Items (net of tax expense Rs.) | - | - | | - | | - | - | |
| 14 | Net Profit(+)/ Loss (-) for the Period (12-13) | 93.4 | 48.4 | 93% | 103.4 | -10% | 362.0 | 319.8 | 13% |
| 15 | Other Comprehensive Income | (0.1) | (0.8) | | 0.5 | | (1.5) | (0.8) | |
| 16 | Total Comprehensive Income for the period (14+15) | 93.3 | 47.6 | 96% | 103.8 | -10% | 360.5 | 319.0 | 13% |
| 17 | Earnings Per Share (EPS) in Rs. | | | | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualize) | 8.71 | 4.52 | 93% | 9.66 | -10% | 33.79 | 29.90 | 13% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 8.71 | 4.52 | 93% | 9.66 | -10% | 33.79 | 29.90 | 13% |

Thank you for your attention. (expleo)

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Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity