



SEC/SE/046/21-22

Chennai, August 12, 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.**

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Dear Sir/Madam,

This is further to our letter no. SEC/SE/042/21-22 dated August 11, 2021 intimating the schedule of conference call with Analysts/Investors to be held on Friday, August 13, 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

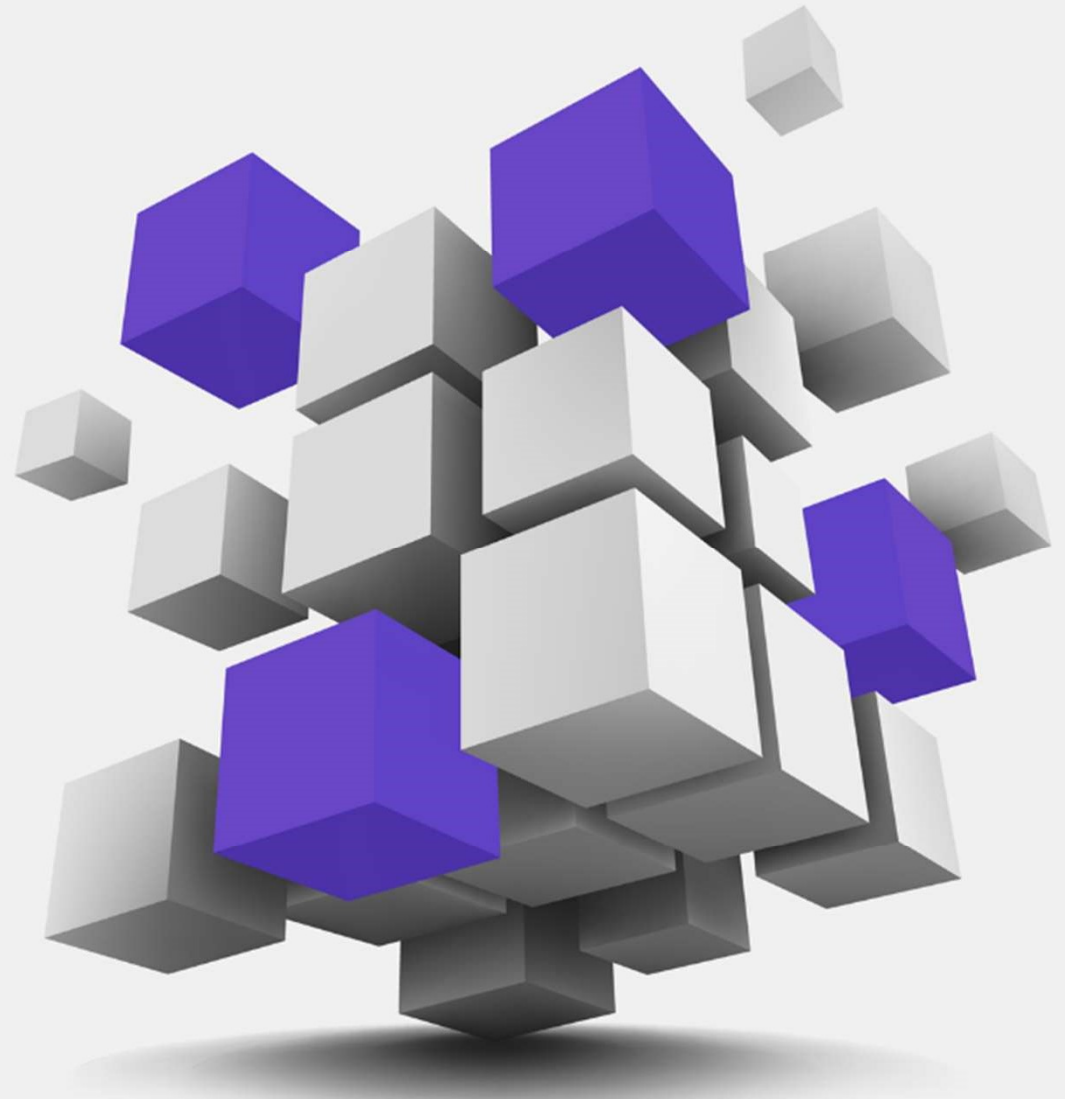
S. Sampath Kumar  
Company Secretary and Compliance Officer  
Membership No. FCS 3838

Encl : As above.

# Earnings Presentation

Q1 FY22

12TH AUGUST 2021



**( expleo )**

Think bold, act reliable

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# Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

# Consolidated Q1FY22 Q-o-Q Review

## Revenue:

- Operating Revenue was Rs 880 million vs Rs 793 million, up by 11.0%
- Total Income was Rs 922 million vs Rs 800 million, up by 15.2%

## Profit:

- EBITDA stood at Rs 146 million vs Rs 191 million in Q4FY21
- EBITDA margin of 16.6% in Q1FY22 as against 24.1% in Q4FY21
- PAT was at Rs 130 million vs Rs 102 million in Q4FY21, up by 27.2%
- PAT margin of 14.1% in Q1FY22 as against 12.8% in Q4FY21, up by 133 bps
- Basic EPS at Rs 12.50 in Q1FY22 as against Rs 10.72 in Q4FY21 , up by 16.6%

## Cash:

- Net cash position stood at Rs 1,377 million vs Rs 1,311 million for Q4FY21

# Consolidated Q1FY22 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 880 million vs Rs 758 million, up by 16.1%
- Total Income was Rs 922 million vs Rs 774 million, up by 19.1%

## Profit:

- EBITDA stood at Rs 146 million vs Rs 194 million in Q1FY21
- EBITDA margin of 16.6% in Q1FY22 as against 25.5% in Q1FY21
- PAT was at Rs 130 million vs Rs 141 million in Q1FY21
- PAT margin of 14.1% in Q1FY22 as against 18.3% in Q1FY21
- Basic EPS at Rs 12.50 in Q1FY22 as against Rs 13.91 in Q1FY21

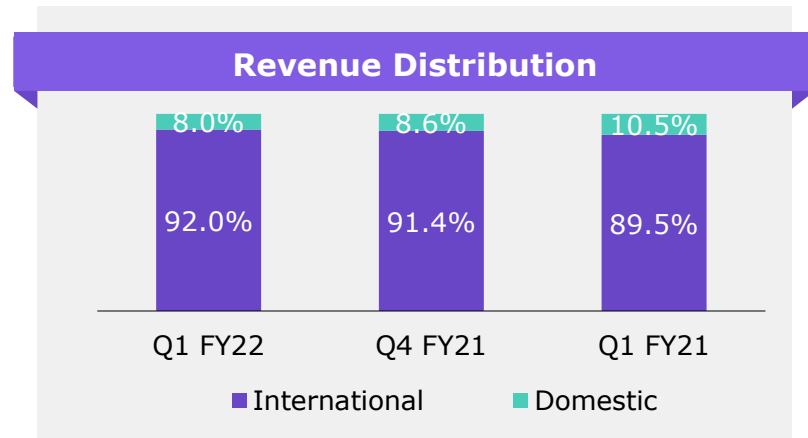
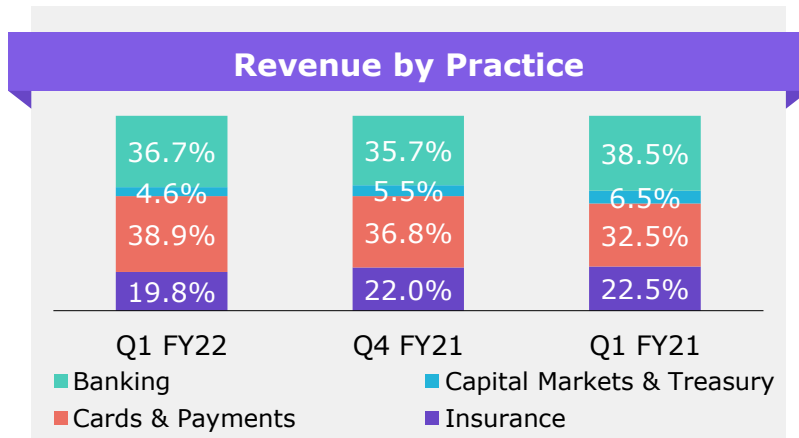
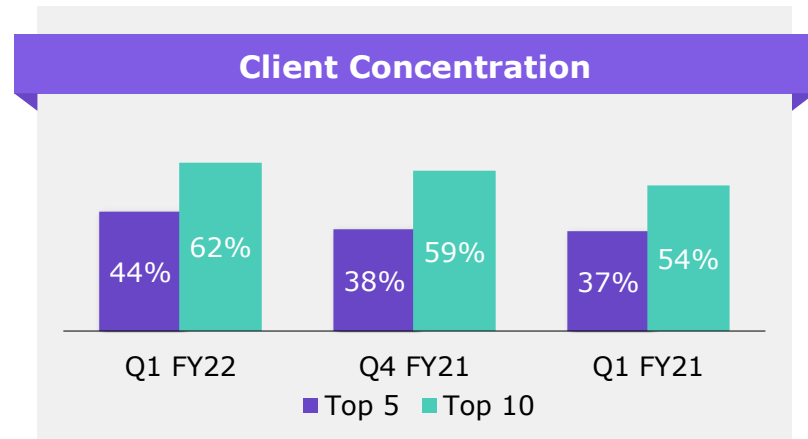
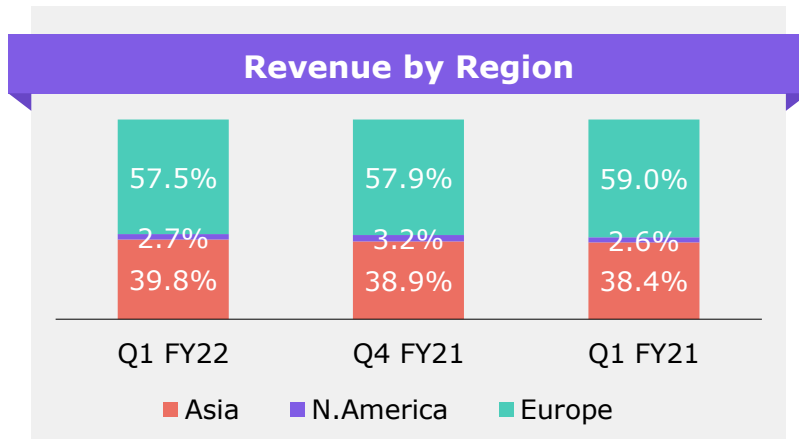
## Cash:

- Net cash position stood at Rs 1,337 million vs Rs 1,002 million for Q1FY21

## Consolidated Financial Summary

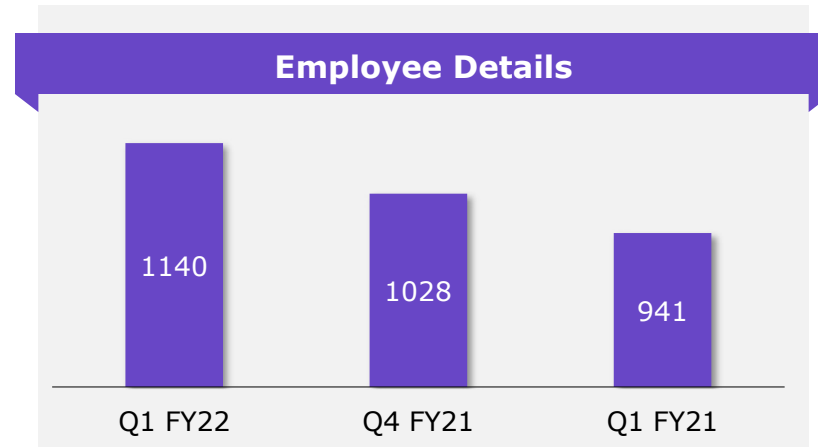
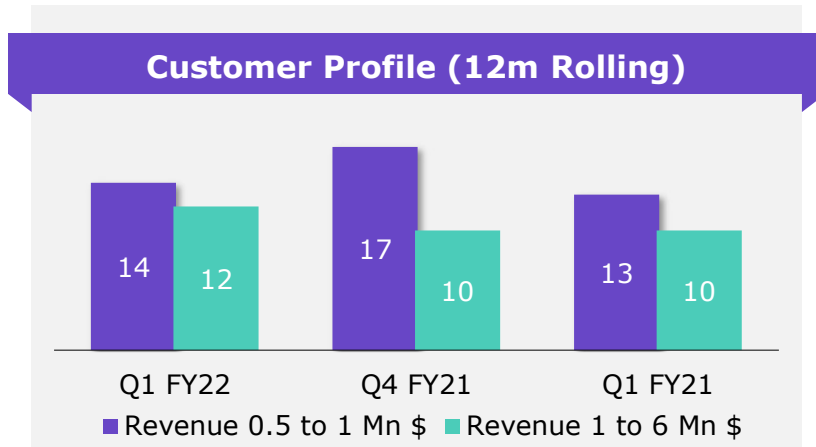
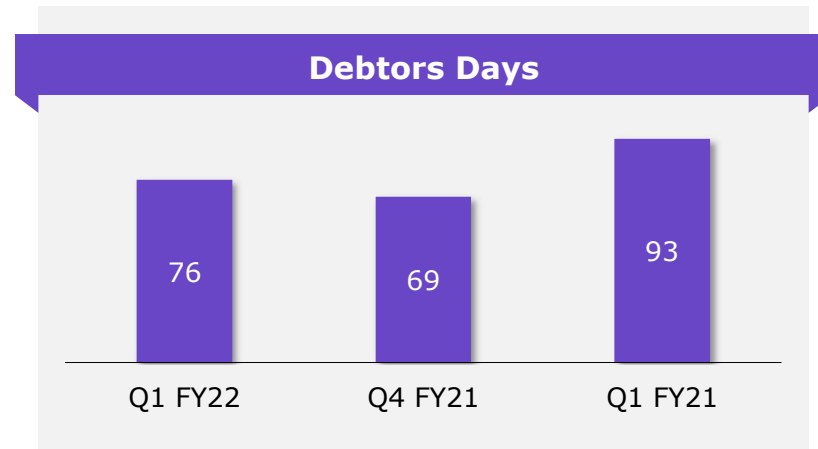
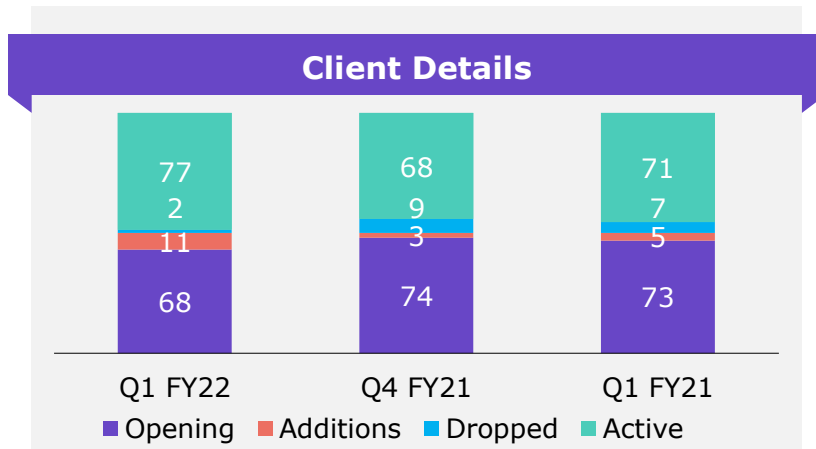
Particulars	Metrics	30-Jun-21	31-Mar-21	QoQ Growth	30-Jun-20	YoY Growth
		Q1 FY22	Q4 FY21		Q1 FY21	
<b>Revenue (Rs Million)</b>	Total Revenue	922.1	800.4	15.2%	774.1	19.1%
	Net Revenue	880.3	793.4	11.0%	758.1	16.1%
<b>Profit (Rs Million)</b>	EBITDA	145.8	191.2	-23.7%	193.6	-24.7%
	<i>PBT Before Forex Gain / Loss</i>	<i>143.7</i>	<i>180.0</i>	<i>-20.2%</i>	<i>183.2</i>	<i>-21.6%</i>
	PBT	169.7	153.9	10.3%	193.1	-12.1%
	PAT (Before OCI)	128.1	109.9	16.6%	142.6	-10.1%
	Total Comprehensive Income	130.0	102.2	27.2%	141.4	-8.0%
<b>Margin (%)</b>	<i>EBITDA</i>	<i>16.6%</i>	<i>24.1%</i>		<i>25.5%</i>	
	<i>PBT Before Forex Gain / Loss</i>	<i>15.6%</i>	<i>22.5%</i>		<i>23.7%</i>	
	<i>PBT</i>	<i>18.4%</i>	<i>19.2%</i>		<i>25.0%</i>	
	<i>PAT (Before OCI)</i>	<i>13.9%</i>	<i>13.7%</i>		<i>18.4%</i>	
	<i>Total Comprehensive Income</i>	<i>14.1%</i>	<i>12.8%</i>		<i>18.3%</i>	
<b>EPS (Rs)</b>	Basic	12.50	10.72	16.6%	13.91	-10.2%
	Diluted	12.50	10.72	16.6%	13.91	-10.2%

# 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-Jun-21 Q1 FY22	31-Mar-21 Q4 FY21	QoQ Growth	30-Jun-20 Q1 FY21	YoY Growth
	<b>Net Sales / Income from Operation</b>					
1	<b>Income</b>	880.3	793.4	11%	758.1	16%
2	<b>Expenditure</b>					
(a)	Employee Cost	428.0	398.8	7%	399.0	7%
(b)	Depreciation	15.9	14.9	7%	13.8	15%
(c)	Other Expenditure	306.5	203.5	51%	165.5	85%
(d)	<b>Total Expenditure</b>	750.4	617.1	22%	578.3	30%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	129.9	176.3	-26%	179.8	-28%
4	Other Income	15.8	7.0	127%	6.1	160%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	145.7	183.3	-20%	185.8	-22%
6	Finance Cost	2.0	3.2		2.6	
7	Exchange Gain/(loss)	26.0	(26.1)		9.9	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	169.7	153.9	10%	193.1	-12%
9	Exceptional Items	-	-		-	
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	169.7	153.9	10%	193.1	-12%
11	Tax Expenses	41.6	44.1	-6%	50.5	-18%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	128.1	109.9	17%	142.6	-10%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-	
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	128.1	109.9	17%	142.6	-10%
15	Other Comprehensive Income	1.9	(7.7)		(1.2)	
16	<b>Total Comprehensive Income for the period (14+15)</b>	<b>130.0</b>	<b>102.2</b>	<b>27%</b>	<b>141.4</b>	<b>-8%</b>
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	12.50	10.72	17%	13.91	-10%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	12.50	10.72	17%	13.91	-10%

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Passion  
for Quality

Professional  
Partnership

Employees  
Excellence

Responsibility

Honesty  
and Integrity

# ( expleo )

Think bold, act reliable



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