



SEC/SE/114/23-24

Chennai, February 07, 2024

**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  
Symbol: EXPLEOSOL

**Sub: Submission of Earnings Presentation.**

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Dear Sir/Madam,

Please find attached the Earnings presentation for the quarter and nine months ended December 31, 2023.

The above information shall also be made available on the website of the Company i.e., <https://investors.expleo.com>.

You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,  
For Expleo Solutions Limited

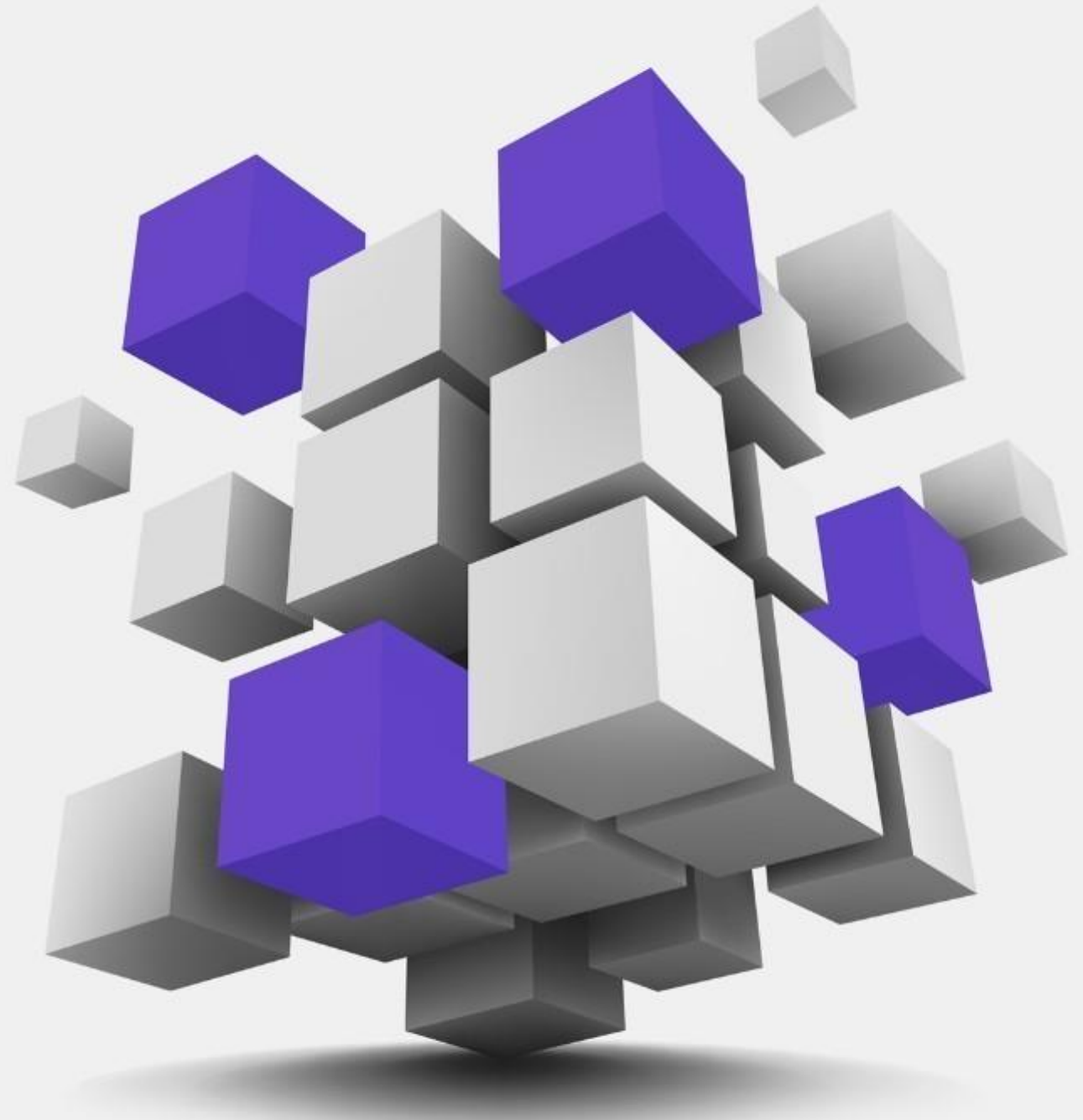
S. Sampath Kumar  
Company Secretary and Compliance Officer  
Membership No. FCS 3838

Encl: As above.

# Earnings Presentation

Q3 FY24

7<sup>TH</sup> FEBRUARY 2024



**[ expleo ]**

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# Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

# Consolidated Q3FY24 Q-o-Q Review

## Revenue:

- Operating Revenue was Rs 2,502 million vs Rs 2,341 million, up by 6.9%
- Total Income was Rs 2,615 million vs Rs 2,357 million, up by 10.9%

## Profit:

- EBITDA stood at Rs 385 million vs Rs 354 million in Q2FY24, up by 8.5%
- EBITDA margin of 15.4% in Q3FY24 as against 15.1% in Q2FY24
- PAT was at Rs 338 million vs Rs 200 million in Q2FY24
- PAT margin of 12.9% in Q3FY24 as against 8.5% in Q2FY24
- Basic EPS at Rs 21.93 in Q3FY24 as against Rs 13.22 in Q2FY24

## Cash:

- Net cash position stood at Rs 2,117 million vs Rs 1,294 million for Q2FY24

# Consolidated Q3FY24 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 2,502 million vs Rs 2,402 million, up by 4.2%
- Total Income was Rs 2,615 million vs Rs 2,536 million, up by 3.1%

## Profit:

- EBITDA stood at Rs 385 million vs Rs 721 million in Q3FY23
- EBITDA margin of 15.4% in Q3FY24 as against 30.0% in Q3FY23
- PAT was at Rs 338 million vs Rs 558 million in Q3FY23
- PAT margin of 12.9% in Q3FY24 as against 22.0% in Q3FY23
- Basic EPS at Rs 21.93 in Q3FY24 as against Rs 35.67 in Q3FY23

## Cash:

- Net cash position stood at Rs 2,117 million vs Rs 1,599 million for Q3FY23

# Consolidated 9MFY24 Y-o-Y Review

## Revenue:

- Operating Revenue was Rs 7,095 million vs Rs 6,722 million, up by 5.5%
- Total Income was Rs 7,208 million vs Rs 6,845 million, up by 5.3%

## Profit:

- EBITDA stood at Rs 1,085 million vs Rs 1,570 million in 9MFY23
- EBITDA margin of 15.3% in 9MFY24 as against 23.4% in 9MFY23
- PAT was at Rs 739 million vs Rs 1,067 million in 9MFY23
- PAT margin of 10.3% in 9MFY24 as against 15.6% in 9MFY23
- Basic EPS at Rs 48.16 in 9MFY24 as against Rs 67.54 in 9MFY23

## Cash:

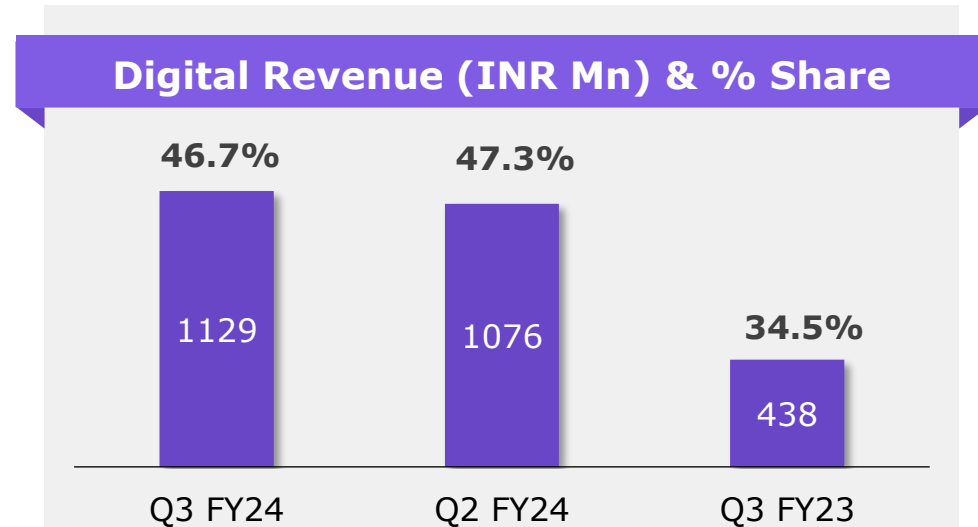
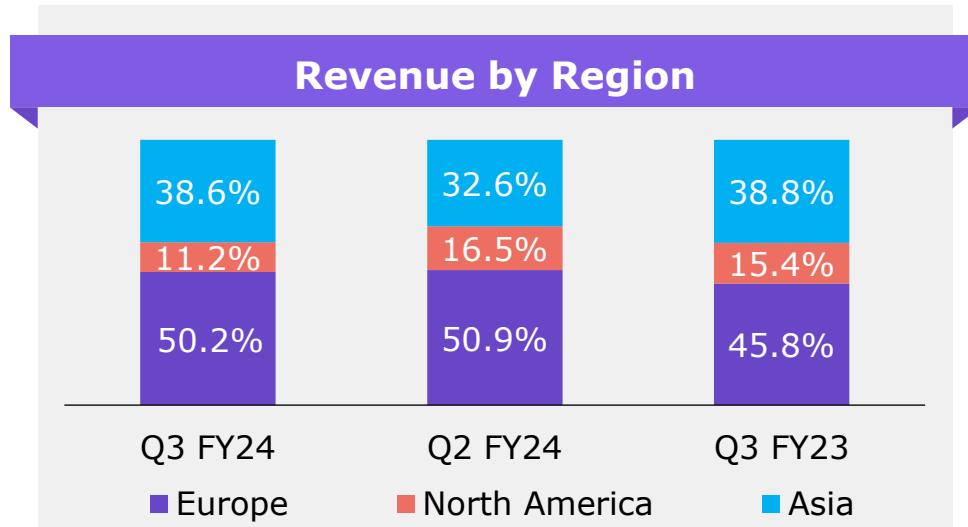
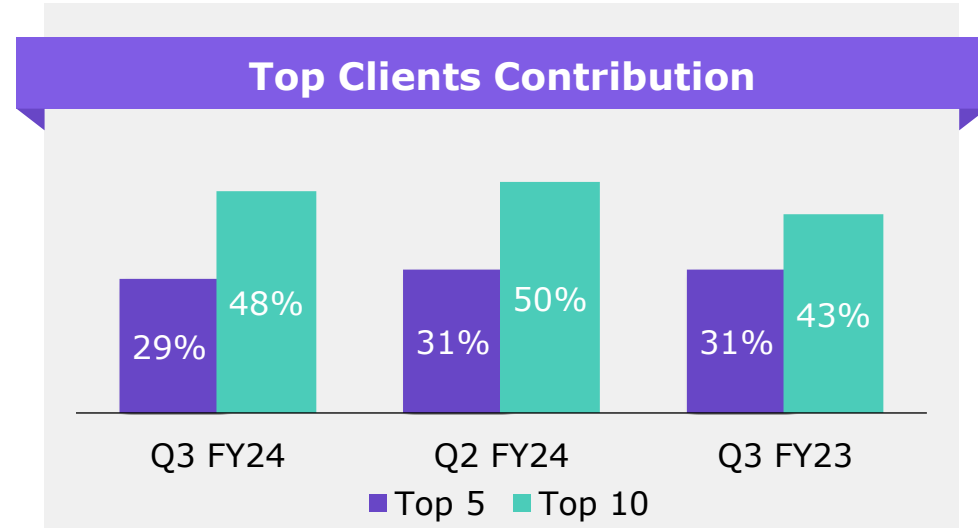
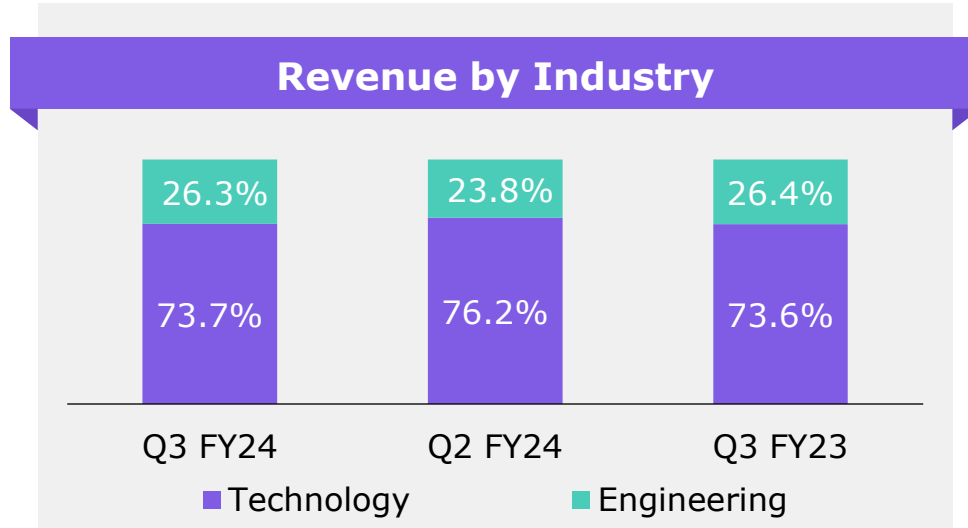
- Net cash position stood at Rs 2,117 million vs Rs 1,599 million for 9MFY23

# Consolidated Financial Summary

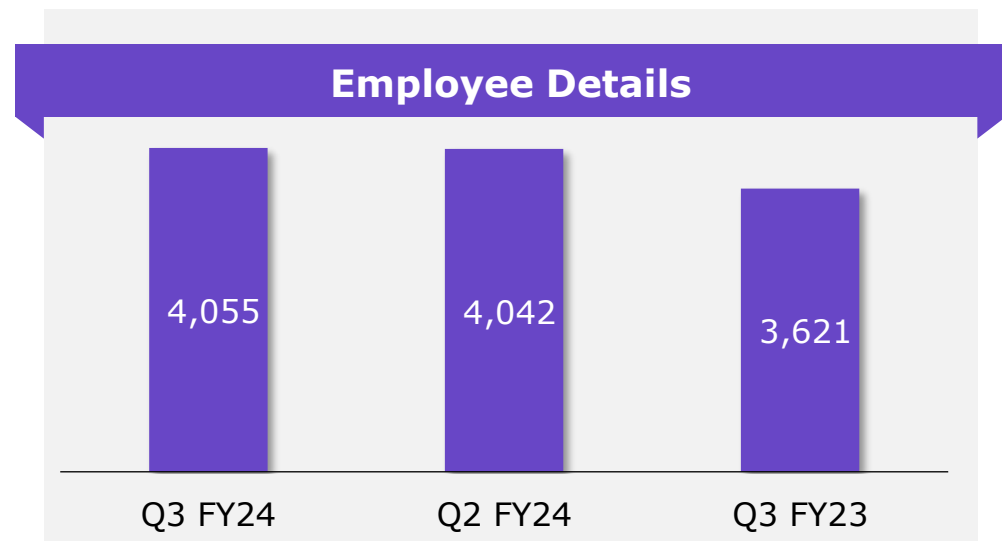
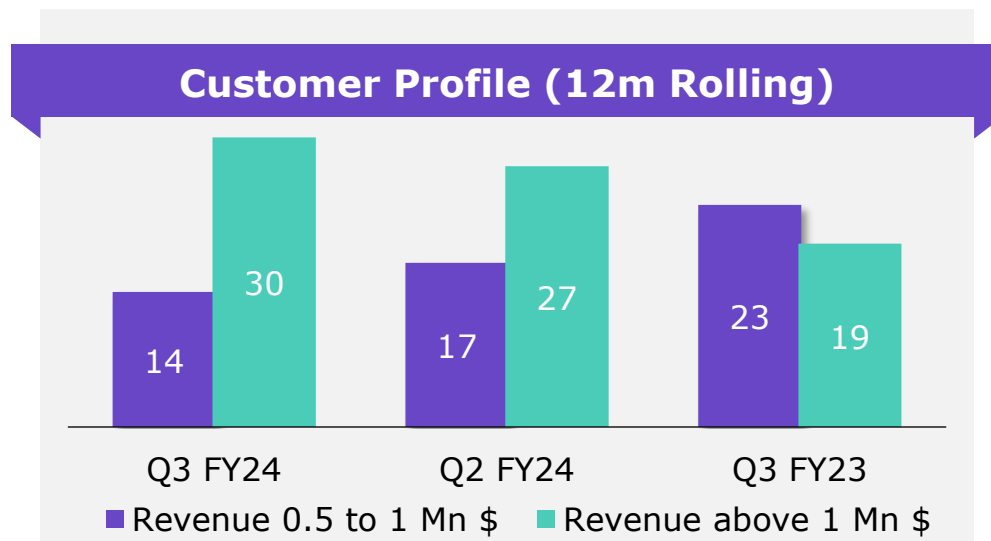
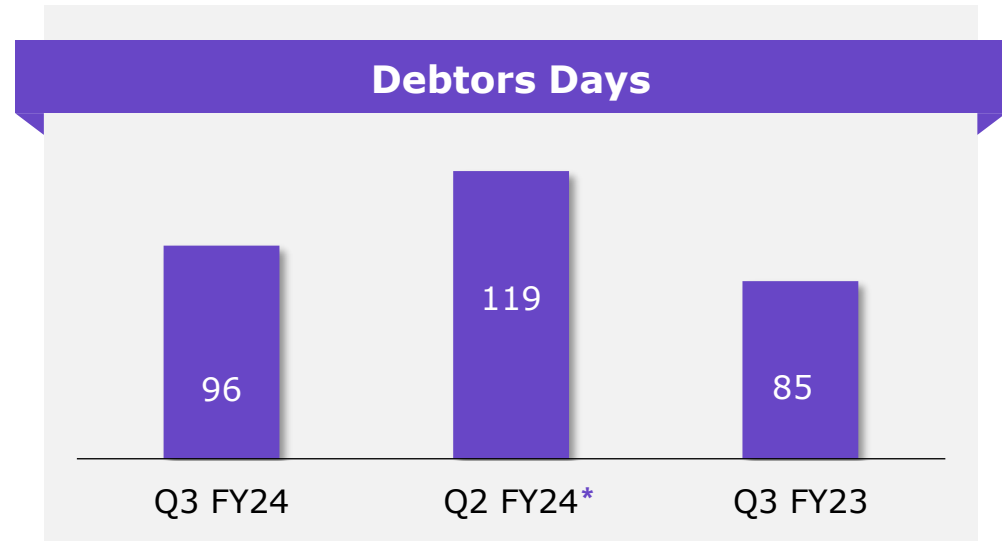
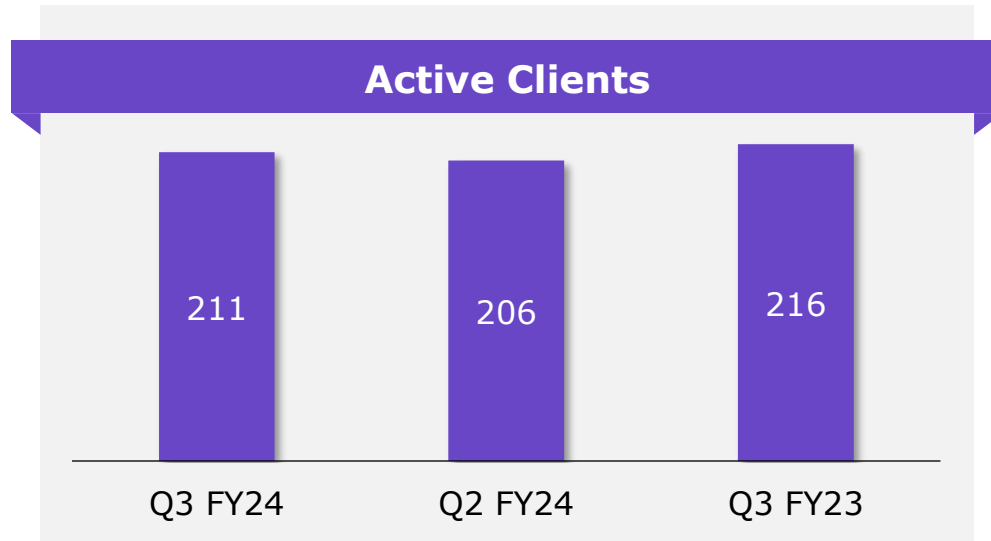
Particulars	Metrics	31-Dec-23	30-Sep-23	QoQ Growth	31-Dec-22	YoY Growth	31-Dec-23	31-Dec-22	YoY Growth
		Q3 FY24	Q2 FY24		Q3 FY23		9M FY24	9M FY23	
<b>Revenue (Rs Million)</b>	Total Revenue	2,615.1	2,357.3	10.9%	2,536.3	3.1%	7,208	6,845	5.3%
	Net Revenue	2,502.3	2,341.1	6.9%	2,402.1	4.2%	7,095	6,722	5.5%
<b>Profit (Rs Million)</b>	EBITDA	384.6	354.4	8.5%	721.24	-46.7%	1,085	1,570	-30.9%
	PBT Before Forex Gain / Loss	313.1	283.8	10.3%	644.9	-51.5%	872	1,374	-36.5%
	PBT	406.8	268.4	51.6%	772.9	-47.4%	934	1,468	-36.4%
	PAT (Before OCI)	340.4	205.1	65.9%	553.6	-38.5%	747	1,048	-28.7%
	Total Comprehensive Income	337.8	200.4	68.6%	557.9	-39.4%	739	1,067	-30.7%
<b>Margin (%)</b>	<i>EBITDA</i>	15.4%	15.1%		30.0%		15.3%	23.4%	
	<i>PBT Before Forex Gain / Loss</i>	12.0%	12.0%		25.4%		12.1%	20.1%	
	<i>PBT</i>	15.6%	11.4%		30.5%		13.0%	21.4%	
	<i>PAT (Before OCI)</i>	13.0%	8.7%		21.8%		10.4%	15.3%	
	<i>Total Comprehensive Income</i>	12.9%	8.5%		22.0%		10.3%	15.6%	
<b>EPS (Rs)</b>	Basic	21.93	13.22	65.9%	35.67	-38.5%	48.16	67.54	-28.7%
	Diluted	21.93	13.22	65.9%	35.67	-38.5%	48.16	67.54	-28.7%



# 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)	31-Dec-23 Q3 FY24	30-Sep-23 Q2 FY24	QoQ Growth	31-Dec-22 Q3 FY23	YoY Growth	31-Dec-23 9M FY24	31-Dec-22 9M FY23	YoY Growth
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	2,502.3	2,341.1	6.9%	2,402.1	4.2%	7,094.6	6,722.2	5.5%
2	<b>Expenditure</b>								
(a)	Employee Cost	1,461.3	1,386.3	5.4%	1,124.9	29.9%	4,187.8	3,473.7	20.6%
(b)	Depreciation	84.4	80.8	4.4%	70.3	20.1%	245.8	206.7	18.9%
(c)	Other Expenditure	656.3	600.4	9.3%	556.0	18.0%	1,822.2	1,678.5	8.6%
(d)	<b>Total Expenditure</b>	2,202.0	2,067.6	6.5%	1,751.1	25.7%	6,255.8	5,358.9	16.7%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	300.3	273.6	9.8%	651.0	-53.9%	838.8	1,363.3	-38.5%
4	Other Income	19.1	16.2	17.8%	6.2	207.1%	52.1	28.2	84.7%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	319.4	289.8	10.2%	657.2	-51.4%	890.9	1,391.5	-36.0%
6	Finance Cost	6.3	6.0		12.3		18.5	17.7	
7	Exchange Gain/(loss)	93.7	(15.3)		127.9		61.4	94.2	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	406.8	268.4	51.6%	772.9	-47.4%	933.8	1,468.0	-36.4%
9	Exceptional Items								
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	406.8	268.4	51.6%	772.9	-47.4%	933.8	1,468.0	-36.4%
11	Tax Expenses	66.4	63.3	5.0%	219.2	-69.7%	186.4	419.8	-55.6%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	340.4	205.1	65.9%	553.6	-38.5%	747.4	1,048.2	-28.7%
13	Extraordinary Items (net of tax expense Rs.)								
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	340.4	205.1	65.9%	553.6	-38.5%	747.4	1,048.2	-28.7%
15	Other Comprehensive Income	(2.5)	(4.8)		4.3		(8.2)	18.8	
16	<b>Total Comprehensive Income for the period (14+15)</b>	<b>337.8</b>	<b>200.4</b>	<b>68.6%</b>	<b>557.9</b>	<b>-39.4%</b>	<b>739.2</b>	<b>1,067.0</b>	<b>-30.7%</b>
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	21.93	13.22	65.9%	35.67	-38.5%	48.16	67.54	-28.7%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	21.93	13.22	65.9%	35.67	-38.5%	48.16	67.54	-28.7%

# Our values

Courage

Excellence

Collaboration

Respect

Accountability

# ( expleo )

Think bold, act reliable



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