



SEC/SE/098/19-20

Chennai, October 31, 2019

**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/094/19-20 dated October 29, 2019 intimating the schedule of conference call with Analysts/Investors to be held on Thursday, October 31, 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 and Compliance Officer  
Membership No. FCS 3838

Encl : As above.



# Earnings Presentation

Q2 FY20

31 OCTOBER 2019

( expleo )

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## Agenda



## Consolidated Q2FY20 Q-o-Q Review

### ❑ Revenue:

- ✓ Operating Revenue was Rs 657million vs Rs 599 million, up 9.7%
- ✓ Total Income was Rs 658 million vs Rs 620 million, up 6.2%

### ❑ Profit:

- ✓ EBITDA stood at Rs 144 million vs Rs 104 million in Q1FY20, up 38.8%
- ✓ EBITDA margin of 22.0% in Q2FY20 as against 17.4% in Q1FY20, up 463 bps
- ✓ PAT was at Rs 84 million vs Rs 67 million in Q1FY20, up 25.7%
- ✓ PAT margin of 12.7% in Q2FY20 as against 10.8% in Q1FY20, up 197bps
- ✓ Basic EPS at Rs 8.55 in Q2FY20 as against Rs 6.20 in Q1FY20

### ❑ Cash:

- ✓ Net cash position stood at Rs 763 million vs Rs 747 million for Q1FY20

## Consolidated H1FY20 Y-o-Y Review

### □ Revenue:

- ✓ Operating Revenue was Rs 1,256 million vs Rs 1,489 million.
- ✓ Total Income was Rs 1,278 million vs Rs 1,504 million.

### □ Profit:

- ✓ EBITDA stood at Rs 249 million vs Rs 301 million.
- ✓ EBITDA margin of 19.8% in H1FY20 as against 20.2% in H1FY19.
- ✓ PAT was at Rs 151 million vs Rs 220 million.
- ✓ PAT margin of 12.2% in H1FY20 as against 14.6% in H1FY19.
- ✓ Basic EPS at Rs 14.87 as against Rs 20.56 in H1FY19

### □ Cash:

- ✓ Net cash position stood at Rs 763 million vs Rs 760 million for H1FY19

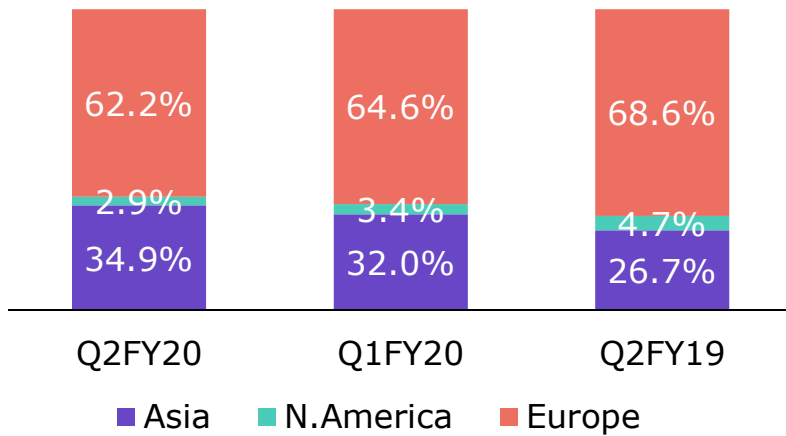
## Consolidated Financial Summary

Particulars	Metrics	30-Sep-19	30-Jun-19	QoQ	30-Sep-18	YoY	30-Sep-19	30-Sep-18	YoY
		Q2 FY20	Q1 FY20	Growth	Q2 FY19	Growth	H1 FY20	H1 FY19	Growth
Revenue (Rs Million)	Total Revenue *	658.2	619.7	6.2%	762.8	-13.7%	1,277.9	1,503.6	-15.0%
	Net Revenue	656.7	598.9	9.7%	757.8	-13.3%	1,255.5	1,488.9	-15.7%
	EBITDA	144.5	104.1	38.8%	172.1	-16.0%	248.6	301.4	-17.5%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>126.0</i>	<i>108.0</i>	<i>16.7%</i>	<i>163.5</i>	<i>-22.9%</i>	<i>233.9</i>	<i>288.7</i>	<i>-19.0%</i>
	PBT	124.8	97.7	27.7%	207.8	-39.9%	222.5	331.1	-32.8%
	PAT (Before OCI)	89.5	66.2	35.2%	136.5	-34.4%	155.7	220.2	-29.3%
	Total Comprehensive Income	83.8	66.7	25.7%	134.6	-37.7%	150.5	219.6	-31.5%
Margin (%)	EBITDA	22.0%	17.4%		22.7%		19.8%	20.2%	
	<i>PBT Before Forex Gain / Loss</i>	<i>19.1%</i>	<i>17.4%</i>		<i>21.4%</i>		<i>18.3%</i>	<i>19.2%</i>	
	PBT	19.0%	15.8%		27.2%		17.4%	22.0%	
	PAT (Before OCI)	13.6%	10.7%		17.9%		12.2%	14.6%	
	Total Comprehensive Income	12.7%	10.8%		17.6%		11.8%	14.6%	
EPS (Rs)	Basic	8.55	6.20	38.0%	12.74	-32.9%	14.87	20.56	-27.7%
	Diluted	8.55	6.20	38.0%	12.74	-32.9%	14.87	20.56	-27.7%

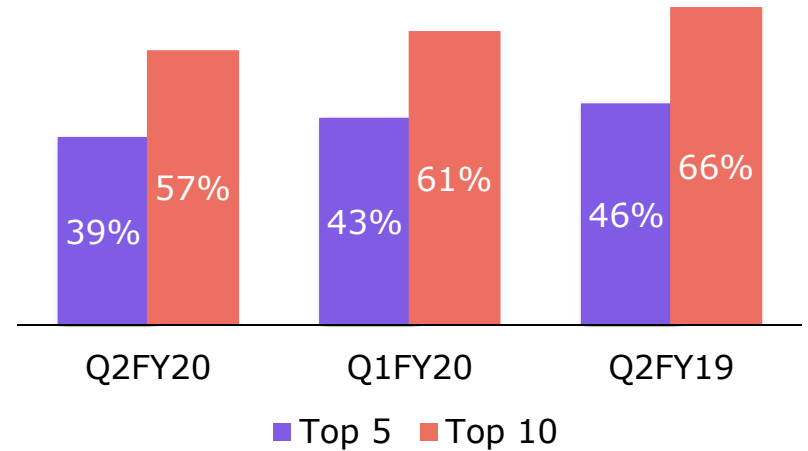
\* Q1 FY20 Total Revenue incl. Scrip Sales – Rs. 9.78 Mn

## Operating Metrics

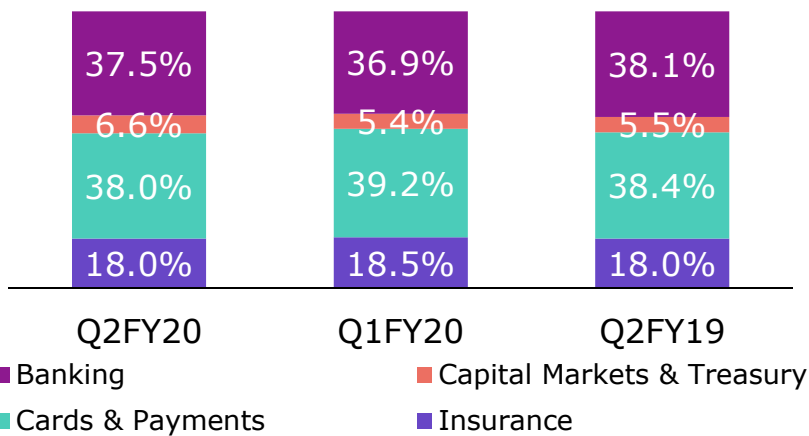
### Revenue by Region



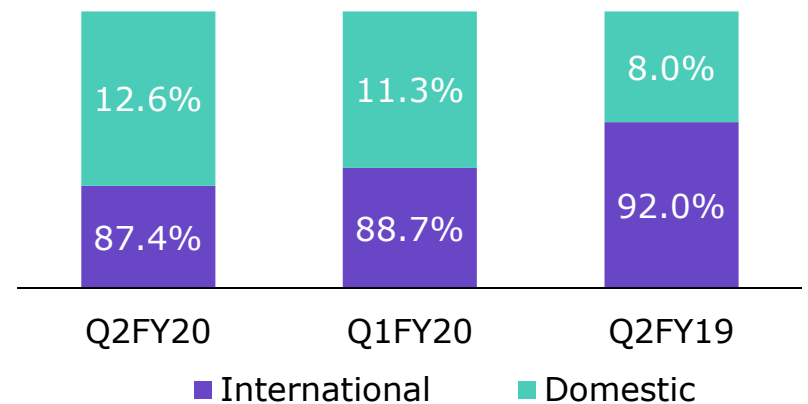
### Client Concentration (12m Rolling)



### Revenue by Practice



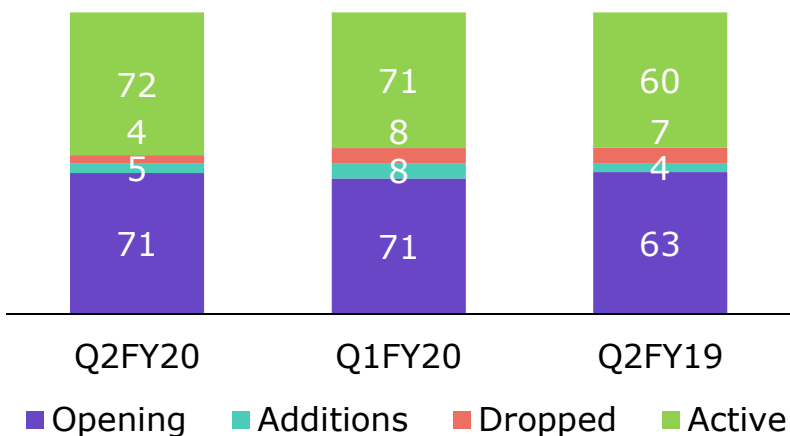
### Revenue Distribution



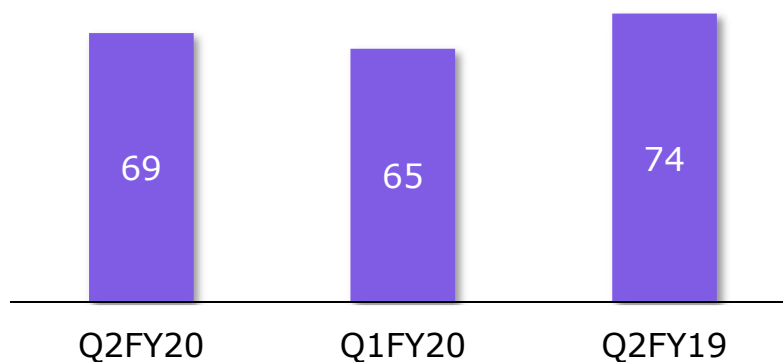


# Operating Metrics

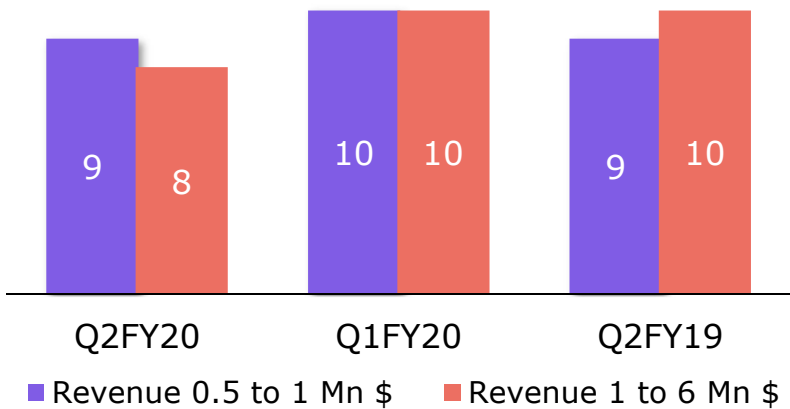
## Client Details



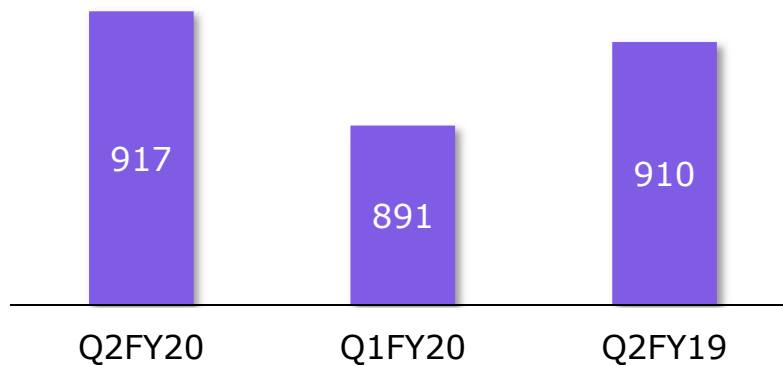
## Debtors Days



## 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)	30-Sep-19 Q2 FY20	30-Jun-19 Q1 FY20	QoQ Growth	30-Sep-18 Q2 FY19	YoY Growth	30-Sep-19 H1 FY20	30-Sep-18 H1 FY19	YoY Growth
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	656.7	598.9	10%	757.8	-13%	1,255.5	1,488.9	-16%
2	<b>Expenditure</b>								
(a)	Employee Cost	426.3	409.4	4%	476.4	-11%	835.6	956.2	-13%
(b)	Depreciation	15.0	16.9	-11%	13.6	11%	32.0	27.5	16%
(c)	Other Expenditure	85.9	85.4	1%	109.3	-21%	171.3	231.2	-26%
(d)	<b>Total Expenditure</b>	527.2	511.7	3%	599.3	-12%	1,038.9	1,215.0	-14%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	129.5	87.1	49%	158.5	-18%	216.6	273.9	-21%
4	Other Income	1.5	20.9	-93%	5.0	-70%	22.4	14.8	52%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	131.0	108.0	21%	163.5	-20%	239.0	288.7	-17%
6	Finance Cost	5.0	0.0		-		5.0	-	
7	Exchange Gain/(loss)	(1.2)	(10.2)		44.3		(11.4)	42.5	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	124.8	97.7	28%	207.8	-40%	222.5	331.1	-33%
9	Exceptional Items	-	-		-		-	-	
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	124.8	97.7	28%	207.8	-40%	222.5	331.1	-33%
11	Tax Expenses	35.3	31.5	12%	71.3	-51%	66.8	110.9	-40%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	89.5	66.2	35%	136.5	-34%	155.7	220.2	-29%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	89.5	66.2	35%	136.5	-34%	155.7	220.2	-29%
15	Other Comprehensive Income	(5.7)	0.5		(1.9)		(5.2)	(0.7)	
16	<b>Total Comprehensive Income for the period (14+15)</b>	<b>83.8</b>	<b>66.7</b>	<b>26%</b>	<b>134.6</b>	<b>-38%</b>	<b>150.5</b>	<b>219.6</b>	<b>-31%</b>
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	8.55	6.20	38%	12.74	-33%	14.87	20.56	-28%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	8.55	6.20	38%	12.74	-33%	14.87	20.56	-28%

# Thank you for your attention. ( expleo )

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## Our Values

Passion  
for Quality

Professional  
Partnership

Employees  
Excellence

Responsibility

Honesty  
and Integrity