



SEC/SE/012/20-21
Chennai, May 28, 2020

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/008/20-21 dated May 26, 2020 intimating the schedule of conference call with Analysts/Investors to be held on Friday, May 29, 2020. 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

Q4 & Full Year FY '20

28 May 2020

(expleo)

Safe Harbor

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Agenda



Consolidated Q4FY20 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 757 million vs Rs 682 million, up by 10.9%
- ✓ Total Income was Rs 789 million vs Rs 725 million, up by 8.8%

□ Profit:

- ✓ EBITDA stood at Rs 158 million vs Rs 117 million in Q3FY20, up by 35.0%
- ✓ EBITDA margin of 20.9% in Q4FY20 as against 17.2% in Q3FY20, up by 373bps
- ✓ PAT was at Rs 139 million vs Rs 105 million in Q3FY20, up by 32.4%
- ✓ PAT margin of 17.6% in Q4FY20 as against 14.5% in Q3FY20, up by 314bps
- ✓ Basic EPS at Rs 13.48 in Q4FY20 as against Rs 9.96 in Q3FY20, up by 35.3%

□ Cash:

- ✓ Net cash position stood at Rs 872 million vs Rs 900 million for Q3FY20

Consolidated Q4FY20 Y-o-Y Review

□ Revenue:

- ✓ Operating Revenue was Rs 757 million vs Rs 655 million, up by 15.5%
- ✓ Total Income was Rs 789 million vs Rs 671 million, up by 17.6%

□ Profit:

- ✓ EBITDA stood at Rs 158 million vs Rs 135 million in Q4FY19, up by 17.3%
- ✓ EBITDA margin of 20.9% in Q4FY20 as against 20.6% in Q4FY19, up by 30bps
- ✓ PAT was at Rs 139 million vs Rs 93 million in Q4FY19, up by 49.1%
- ✓ PAT margin of 17.6% in Q4FY20 as against 13.9% in Q4FY19, up by 373bps
- ✓ Basic EPS at Rs 13.48 in Q4FY20 as against Rs 8.71 in Q4FY19, up by 54.7%

Consolidated FY20 Y-o-Y Review

❑ Revenue:

- ✓ Operating Revenue was Rs 2,694 million vs Rs 2,828 million in FY19
- ✓ Total Income was Rs 2,780 million vs Rs 2,888 million in FY19

❑ Profit:

- ✓ EBITDA stood at Rs 524 million vs Rs 554 million in FY19
- ✓ EBITDA margin of 19.5% in FY20 as against 19.6% in FY19
- ✓ PAT was at Rs 395 million vs Rs 360 million, up by 9.5%
- ✓ PAT margin of 14.2% in FY20 as against 12.5% in FY19
- ✓ Basic EPS at Rs 38.51 as against Rs 33.79 in FY19 , up by 14.0%

❑ Cash:

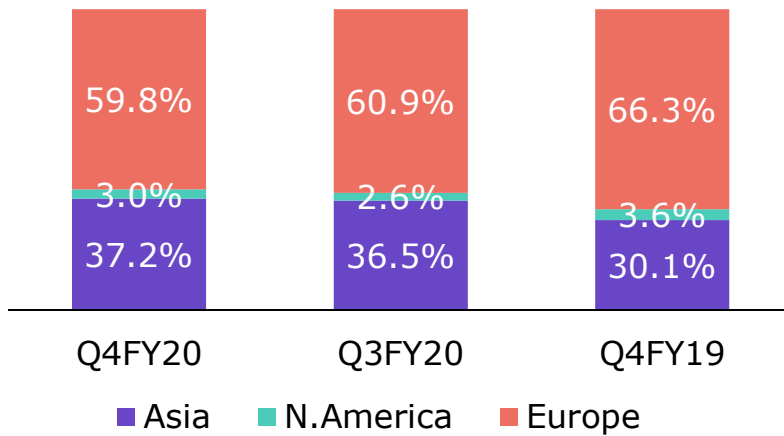
- ✓ Net cash position stood at Rs 872 million vs Rs 987 million for FY19

Consolidated Financial Summary

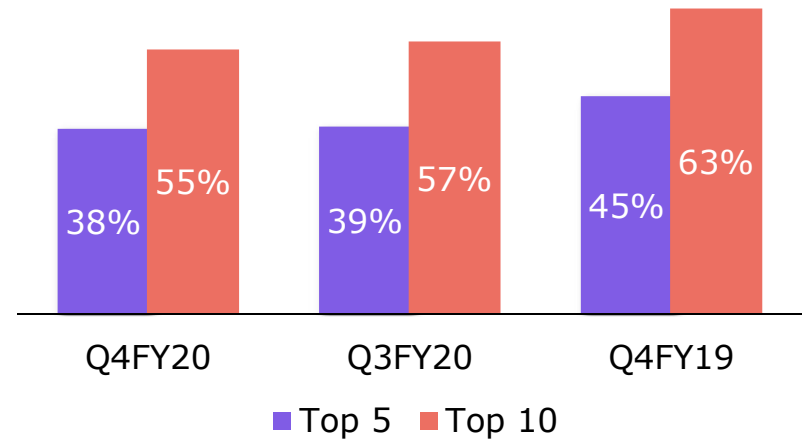
Particulars	Metrics	31-Mar-20 Q4 FY20	31-Dec-19 Q3 FY20	QoQ Growth	31-Mar-19 Q4 FY19	YoY Growth	31-Mar-20 FY20	31-Mar-19 FY19	YoY Growth
Revenue (Rs Million)	Total Revenue	788.5	724.6	8.8%	670.7	17.6%	2,779.6	2,887.7	-3.7%
	Net Revenue	756.6	681.9	10.9%	655.3	15.5%	2,694.0	2,827.7	-4.7%
	EBITDA	158.4	117.3	35.0%	135.0	17.3%	524.3	554.0	-5.4%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>143.5</i>	<i>102.6</i>	<i>39.9%</i>	<i>136.1</i>	<i>5.5%</i>	<i>480.0</i>	<i>558.3</i>	<i>-14.0%</i>
	PBT	174.3	143.7	21.3%	126.4	37.9%	540.6	535.7	0.9%
	PAT (Before OCI)	139.7	103.6	34.9%	93.4	49.6%	399.0	362.0	10.2%
	Total Comprehensive Income	139.1	105.1	32.4%	93.3	49.1%	394.7	360.5	9.5%
Margin (%)	EBITDA	20.9%	17.2%		20.6%		19.5%	19.6%	
	<i>PBT Before Forex Gain / Loss</i>	<i>18.2%</i>	<i>14.2%</i>		<i>20.3%</i>		<i>17.3%</i>	<i>19.3%</i>	
	PBT	22.1%	19.8%		18.8%		19.4%	18.5%	
	PAT (Before OCI)	17.7%	14.3%		13.9%		14.4%	12.5%	
	Total Comprehensive Income	17.6%	14.5%		13.9%		14.2%	12.5%	
EPS (Rs)	Basic	13.48	9.96	35.3%	8.71	54.7%	38.51	33.79	14.0%
	Diluted	13.48	9.96	35.3%	8.71	54.7%	38.51	33.79	14.0%

Operating Metrics

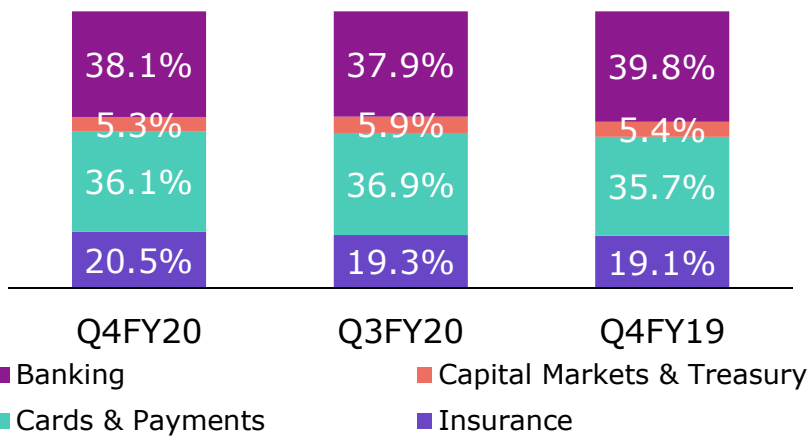
Revenue by Region



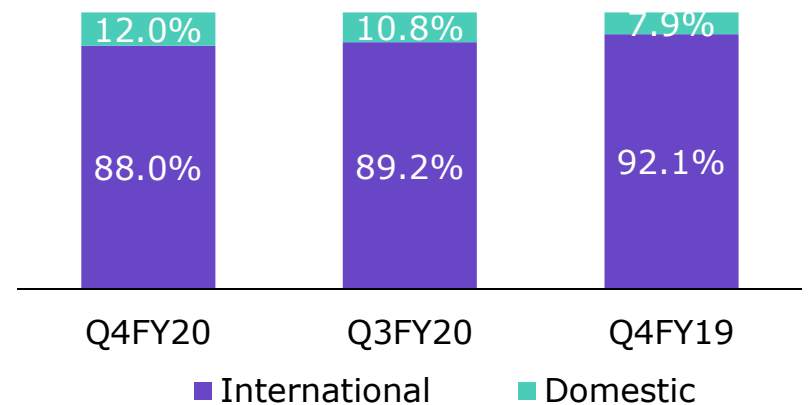
Client Concentration (12m Rolling)



Revenue by Practice

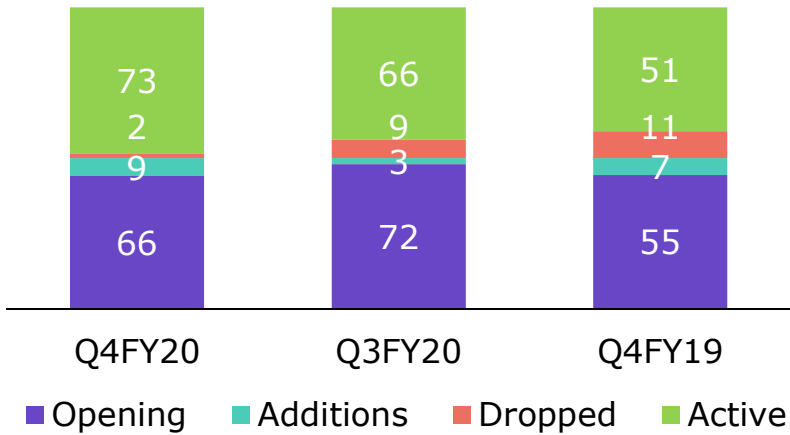


Revenue Distribution

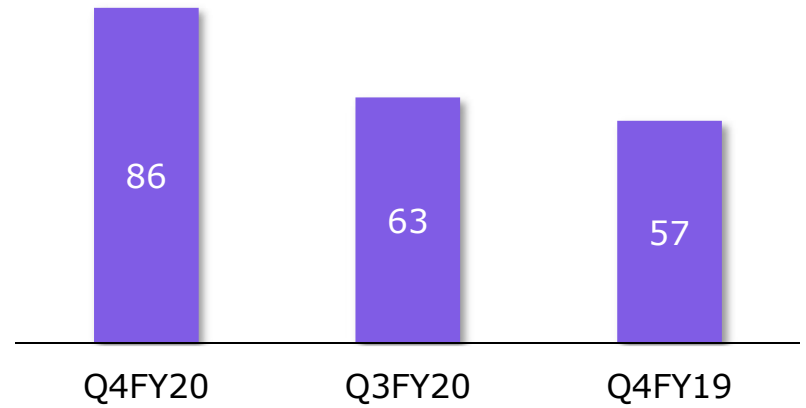


Operating Metrics

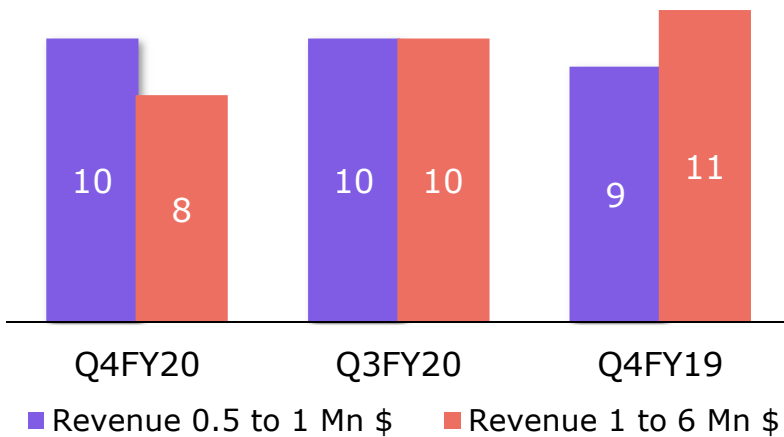
Client Details



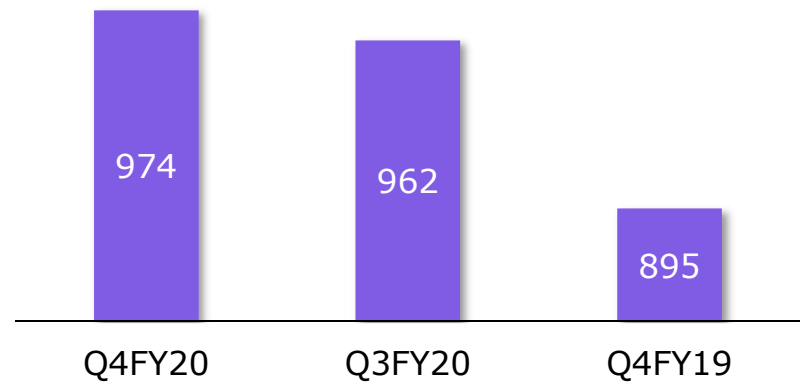
Debtors Days



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-Mar-20 Q4 FY20	31-Dec-19 Q3 FY20	QoQ Growth	31-Mar-19 Q4 FY19	YoY Growth	31-Mar-20 FY20	31-Mar-19 FY19	YoY Growth
	Net Sales / Income from Operation								
1	Income	756.6	681.9	11%	655.3	15%	2,694.0	2,827.7	-4.7%
2	Expenditure								
(a)	Employee Cost	494.2	463.3	7%	424.0	17%	1,793.1	1,833.6	-2%
(b)	Depreciation	12.9	13.4	-4%	13.9	-8%	58.2	55.0	6%
(c)	Other Expenditure	104.0	101.3	3%	96.3	8%	376.7	440.1	-14%
(d)	Total Expenditure	611.0	578.0	6%	534.2	14%	2,228.0	2,328.7	-4%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	145.5	103.9	40%	121.1	20%	466.1	499.0	-7%
4	Other Income	1.2	1.5	-21%	15.4	-92%	25.0	59.9	-58%
5	Profit before Interest and Exceptional Items (3+4)	146.7	105.4	39%	136.4	8%	491.1	559.0	-12%
6	Finance Cost	3.2	2.9		0.4		11.1	0.7	
7	Exchange Gain/(loss)	30.8	41.2		(9.7)		60.6	(22.7)	
8	Profit after Interest but before Exceptional Items (5-6+7)	174.30	143.7	21%	126.4	38%	540.6	535.7	1%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	174.3	143.7	21%	126.4	38%	540.6	535.7	1%
11	Tax Expenses	34.6	40.2	-14%	33.0	5%	141.6	173.7	-18%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	139.7	103.6	35%	93.4	50%	399.0	362.0	10%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	139.7	103.6	35%	93.4	50%	399.0	362.0	10%
15	Other Comprehensive Income	(0.6)	1.5		(0.1)		(4.3)	(1.5)	
16	Total Comprehensive Income for the period (14+15)	139.1	105.1	32%	93.3	49%	394.7	360.5	9%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.48	9.96	35%	8.71	55%	38.51	33.79	14%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.48	9.96	35%	8.71	55%	38.51	33.79	14%

Thank you for your attention. (expleo)

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Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity