



SEC/SE/071/21-22

Chennai, November 11, 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.

Dear Sir/Madam,

This is further to our letter no. SEC/SE/067/21-22 dated November 09, 2021 intimating the schedule of conference call with Analysts/Investors to be held on Friday, November 12, 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

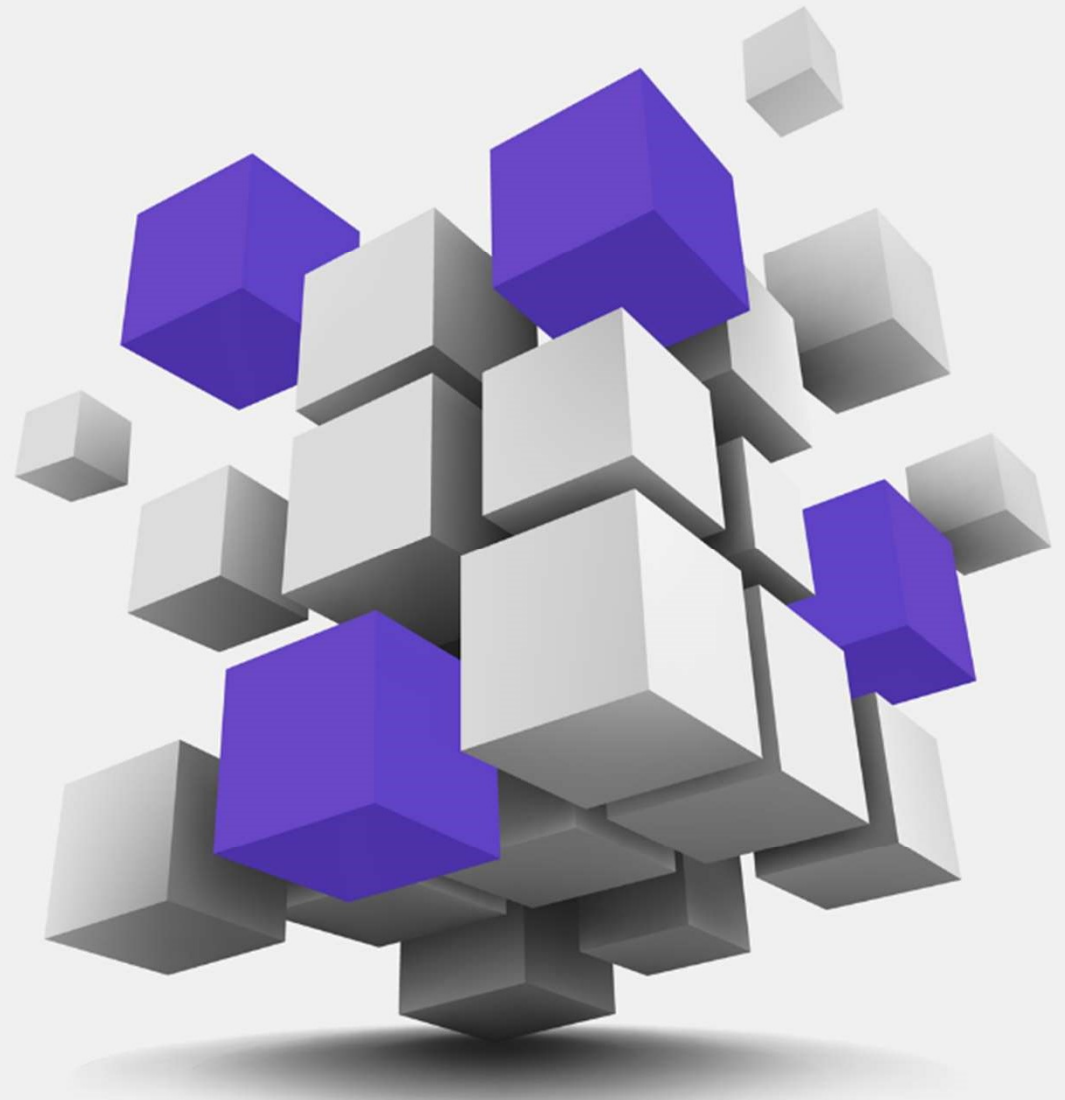
S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl : As above.

Earnings Presentation

Q2 FY22

10TH NOVEMBER 2021



(expleo)

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q2FY22 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 971 million vs Rs 880 million, up by 10.3%
- Total Income was Rs 977 million vs Rs 922 million, up by 5.9%

Profit:

- EBITDA stood at Rs 164 million vs Rs 146 million in Q1FY22
- EBITDA margin of 16.9% in Q2FY22 as against 16.6% in Q1FY22
- PAT was at Rs 115 million vs Rs 130 million in Q1FY22
- PAT margin of 11.7% in Q2FY22 as against 14.1% in Q1FY22
- Basic EPS at Rs 10.80 in Q2FY22 as against Rs 12.50 in Q1FY22

Cash:

- Net cash position stood at Rs 1,452 million vs Rs 1,377 million for Q1FY22

Consolidated Q2FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 971 million vs Rs 736 million, up by 31.9%
- Total Income was Rs 977 million vs Rs 747 million, up by 30.8%

Profit:

- EBITDA stood at Rs 164 million vs Rs 177 million in Q2FY21
- EBITDA margin of 16.9% in Q2FY22 as against 24.0% in Q2FY21
- PAT was at Rs 115 million vs Rs 128 million in Q2FY21
- PAT margin of 11.7% in Q2FY22 as against 17.2% in Q2FY21
- Basic EPS at Rs 10.80 in Q2FY22 as against Rs 12.27 in Q2FY21

Cash:

- Net cash position stood at Rs 1,452 million vs Rs 1,079 million for Q2FY21

Consolidated H1FY22 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 1,851 million vs Rs 1,494 million, up by 23.9%
- Total Income was Rs 1,872 million vs Rs 1,521 million, up by 23.1%

Profit:

- EBITDA stood at Rs 336 million vs Rs 370 million in H1FY21
- EBITDA margin of 18.1% in H1FY22 as against 24.8% in H1FY21
- PAT was at Rs 245 million vs Rs 270 million in H1FY21
- PAT margin of 13.1% in H1FY22 as against 17.7% in H1FY21
- Basic EPS at Rs 23.30 in H1FY22 as against Rs 26.18 in H1FY21

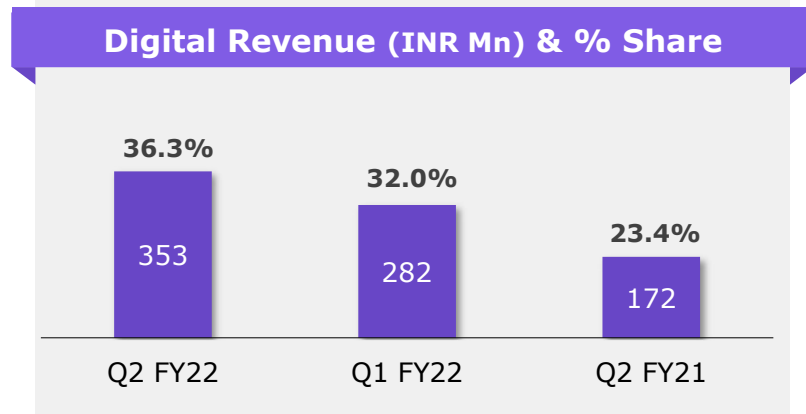
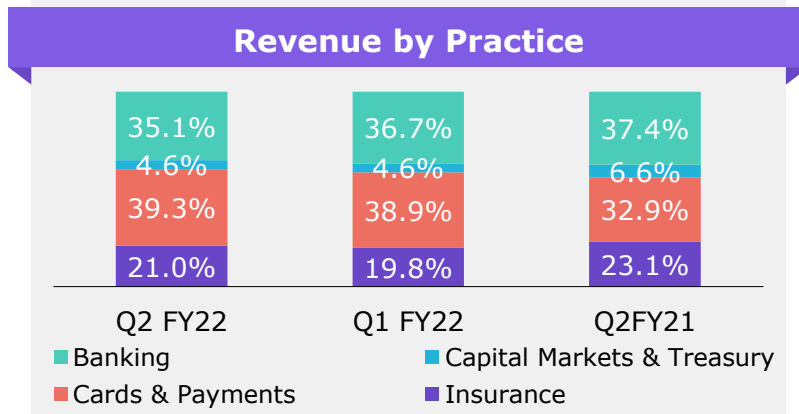
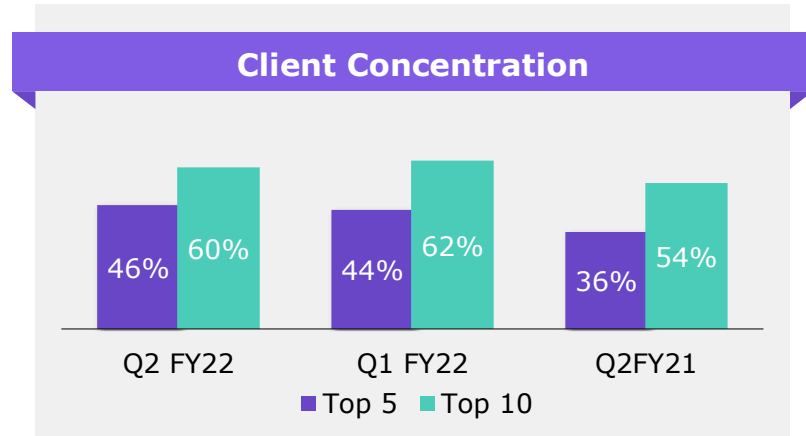
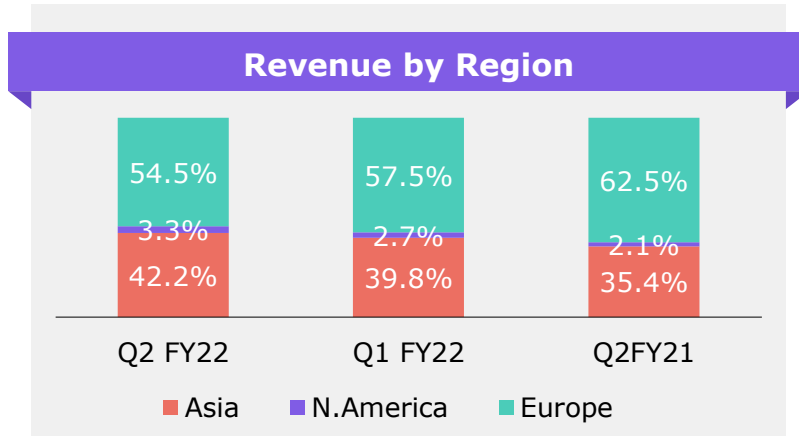
Cash:

- Net cash position stood at Rs 1,452 million vs Rs 1,079 million for H1FY21

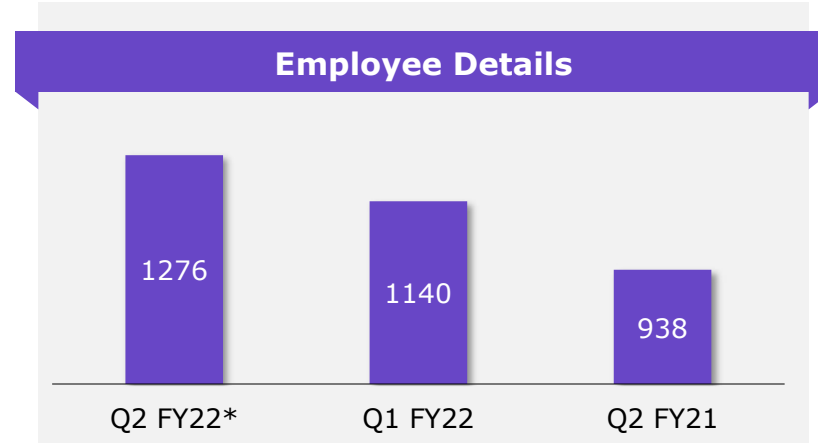
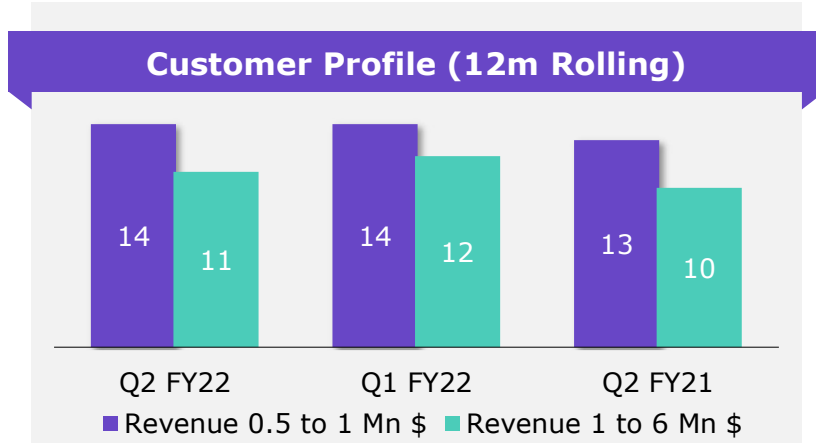
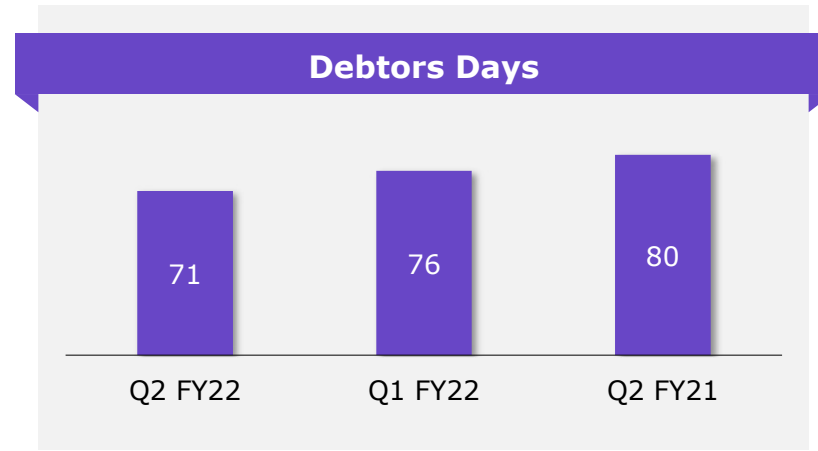
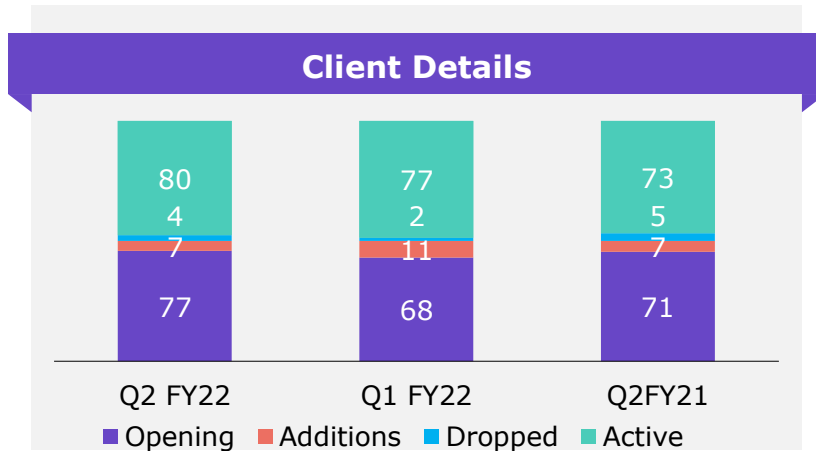
Consolidated Financial Summary

| Particulars | Metrics | 30-Sep-21 | 30-Jun-21 | QoQ Growth | 30-Sep-20 | YoY Growth | 30-Sep-21 | 30-Sep-20 | YoY Growth |
|-----------------------------|-------------------------------------|-----------|-----------|------------|-----------|------------|-----------|-----------|------------|
| | | Q2 FY22 | Q1 FY22 | | Q2 FY21 | | H1 FY 22 | H1 FY 21 | |
| Revenue (Rs Million) | Total Revenue | 977.0 | 922.1 | 5.9% | 746.8 | 30.8% | 1,872.2 | 1,520.9 | 23.1% |
| | Net Revenue | 970.9 | 880.3 | 10.3% | 736.3 | 31.9% | 1,851.2 | 1,494.4 | 23.9% |
| Profit (Rs Million) | EBITDA | 163.7 | 145.8 | 12.3% | 176.6 | -7.3% | 335.5 | 370.2 | -9.4% |
| | <i>PBT Before Forex Gain / Loss</i> | 177.7 | 143.7 | 23.6% | 166.8 | 6.5% | 321.4 | 350.0 | -8.2% |
| | PBT | 150.8 | 169.7 | -11.2% | 171.1 | -11.9% | 320.5 | 364.2 | -12.0% |
| | PAT (Before OCI) | 110.7 | 128.1 | -13.6% | 125.9 | -12.0% | 238.8 | 268.4 | -11.0% |
| | Total Comprehensive Income | 114.8 | 130.0 | -11.7% | 128.2 | -10.5% | 244.8 | 269.5 | -9.2% |
| Margin (%) | <i>EBITDA</i> | 16.9% | 16.6% | | 24.0% | | 18.1% | 24.8% | |
| | <i>PBT Before Forex Gain / Loss</i> | 18.2% | 15.6% | | 22.3% | | 17.2% | 23.0% | |
| | <i>PBT</i> | 15.4% | 18.4% | | 22.9% | | 17.1% | 23.9% | |
| | <i>PAT (Before OCI)</i> | 11.3% | 13.9% | | 16.9% | | 12.8% | 17.6% | |
| | <i>Total Comprehensive Income</i> | 11.7% | 14.1% | | 17.2% | | 13.1% | 17.7% | |
| EPS (Rs) | Basic | 10.80 | 12.50 | -13.6% | 12.27 | -12.0% | 23.30 | 26.18 | -11.0% |
| | Diluted | 10.80 | 12.50 | -13.6% | 12.27 | -12.0% | 23.30 | 26.18 | -11.0% |

Consolidated Financial Summary



Consolidated Financial Summary



9 * Headcount is excluding the HTD Apprentice Coimbatore of 370
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Consolidated Financial Summary

| Sr No. | Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS) | 30-Sep-21 Q2 FY22 | 30-Jun-21 Q1 FY22 | QoQ Growth | 30-Sep-20 Q2 FY21 | YoY Growth | 30-Sep-21 H1 FY 22 | 30-Sep-20 H1 FY 21 | YoY Growth |
|--------|-----------------------------------------------------------------------------------------------------------|----------------------|----------------------|---------------|----------------------|---------------|-----------------------|-----------------------|------------|
| | Net Sales / Income from Operation | | | | | | | | |
| 1 | Income | 970.9 | 880.3 | 10% | 736.3 | 32% | 1,851.2 | 1,494.4 | 24% |
| 2 | Expenditure | | | | | | | | |
| (a) | Employee Cost | 453.5 | 428.0 | 6% | 398.6 | 14% | 881.6 | 797.6 | 11% |
| (b) | Depreciation | 18.8 | 15.9 | 18% | 13.6 | 38% | 34.6 | 27.4 | 26% |
| (c) | Other Expenditure | 326.7 | 306.5 | 7% | 161.1 | 103% | 633.2 | 326.6 | 94% |
| (d) | Total Expenditure | 799.0 | 750.4 | 6% | 573.3 | 39% | 1,549.4 | 1,151.6 | 35% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 171.8 | 129.9 | 32% | 163.0 | 5% | 301.8 | 342.8 | -12% |
| 4 | Other Income | 6.1 | 15.8 | -61% | 6.2 | -2% | 21.9 | 12.3 | 78% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 177.9 | 145.7 | 22% | 169.2 | 5% | 323.7 | 355.1 | -9% |
| 6 | Finance Cost | 0.3 | 2.0 | | 2.5 | | 2.3 | 5.0 | |
| 7 | Exchange Gain/(loss) | (26.9) | 26.0 | | 4.3 | | (0.89) | 14.2 | |
| 8 | Profit after Interest but before Exceptional Items (5-6+7) | 150.8 | 169.7 | -11% | 171.1 | -12% | 320.5 | 364.2 | -12% |
| 9 | Exceptional Items | - | - | | - | | - | - | |
| 10 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9) | 150.8 | 169.7 | -11% | 171.1 | -12% | 320.5 | 364.2 | -12% |
| 11 | Tax Expenses | 40.1 | 41.6 | -4% | 45.2 | -11% | 81.7 | 95.8 | -15% |
| 12 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11) | 110.7 | 128.1 | -14% | 125.9 | -12% | 238.8 | 268.4 | -11% |
| 13 | Extraordinary Items (net of tax expense Rs.) | - | - | | - | | - | - | |
| 14 | Net Profit(+)/ Loss (-) for the Period (12-13) | 110.7 | 128.1 | -14% | 125.9 | -12% | 238.8 | 268.4 | -53% |
| 15 | Other Comprehensive Income | 4.1 | 1.9 | | 2.3 | | 5.9 | 1.1 | |
| 16 | Total Comprehensive Income for the period (14+15) | 114.78 | 130.0 | -12% | 128.2 | -10% | 244.8 | 269.5 | -9% |
| 17 | Earnings Per Share (EPS) in Rs. | | | | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualized) | 10.80 | 12.50 | -14% | 12.27 | -12% | 23.30 | 26.18 | -53% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 10.80 | 12.50 | -14% | 12.27 | -12% | 23.30 | 26.18 | -53% |

Our values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity

(expleo)

Think bold, act reliable



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