



SEC/SE/088/23-24

Chennai, November 09, 2023

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.

Dear Sir/Madam,

Please find attached the Earnings presentation for the quarter ended September 30, 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

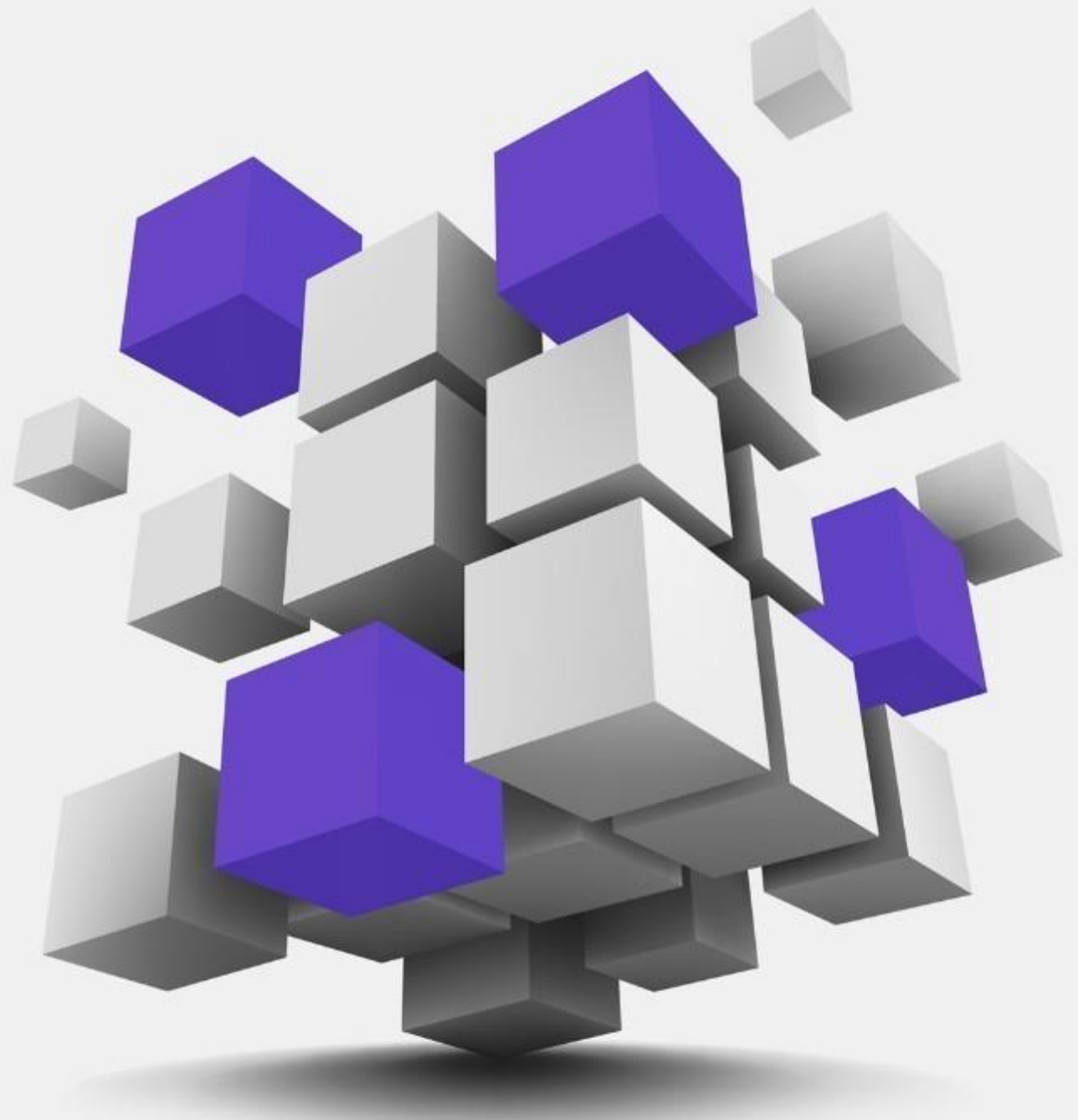
S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl: As above.

Earnings Presentation

Q2 FY24

9TH NOVEMBER 2023



[expleo]

Think bold, act reliable

Safe Harbor

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Agenda



● **Performance Review**



● **Consolidated Financial Summary**



● **Operating Metrics**



● **Consolidated Quarterly P&L**

Consolidated Q2FY24 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,341 million vs Rs 2,251 million, up by 4%
- Total Income was Rs 2,357 million vs Rs 2,268 million, up by 3.9%

Profit:

- EBITDA stood at Rs 354 million vs Rs 346 million in Q1FY24, up by 2.5%
- EBITDA margin of 15.1% in Q2FY24 as against 15.4% in Q1FY24
- PAT was at Rs 200 million vs Rs 201 million in Q1FY24
- PAT margin of 8.5% in Q2FY24 as against 8.9% in Q1FY24
- Basic EPS at Rs 13.22 in Q2FY24 as against Rs 13.01 in Q1FY24

Cash:

- Net cash position stood at Rs 1,294 million vs Rs 1,640 million for Q1FY24

Consolidated Q2FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,341 million vs Rs 2,196 million, up by 6.6%
- Total Income was Rs 2,357 million vs Rs 2,210 million, up by 6.7%

Profit:

- EBITDA stood at Rs 354 million vs Rs 473 million in Q2FY23
- EBITDA margin of 15.1% in Q2FY24 as against 21.5% in Q2FY23
- PAT was at Rs 200 million vs Rs 274 million in Q2FY23
- PAT margin of 8.5% in Q2FY24 as against 12.4% in Q2FY23
- Basic EPS at Rs 13.22 in Q2FY24 as against Rs 17.08 in Q2FY23

Cash:

- Net cash position stood at Rs 1,294 million vs Rs 1,294 million for Q2FY23

Consolidated H1FY24 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 4,592 million vs Rs 4,320 million, up by 6.3%
- Total Income was Rs 4,625 million vs Rs 4,342 million, up by 6.5%

Profit:

- EBITDA stood at Rs 700 million vs Rs 849 million in H1FY23
- EBITDA margin of 15.2% in H1FY24 as against 19.6% in H1FY23
- PAT was at Rs 401 million vs Rs 509 million in H1FY23
- PAT margin of 8.7% in H1FY24 as against 11.7% in H1FY23
- Basic EPS at Rs 26.23 in H1FY24 as against Rs 31.87 in H1FY23

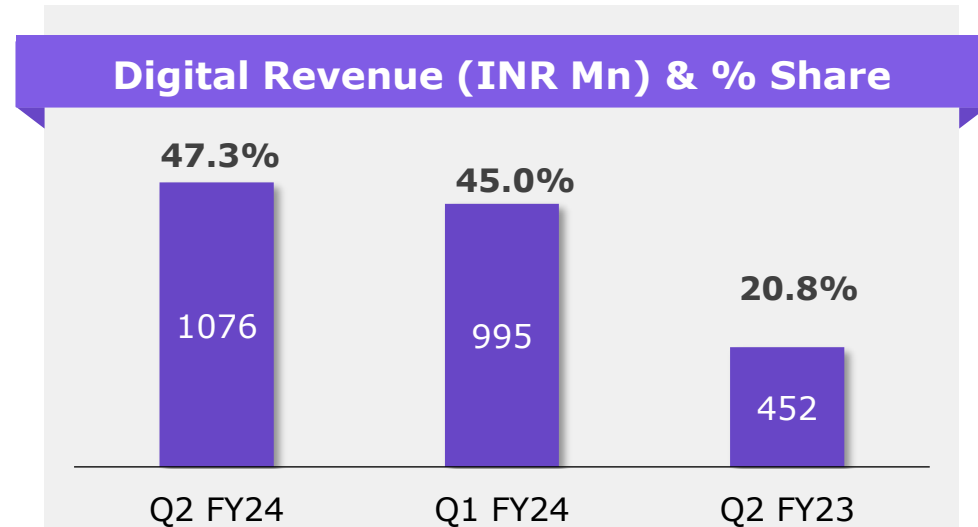
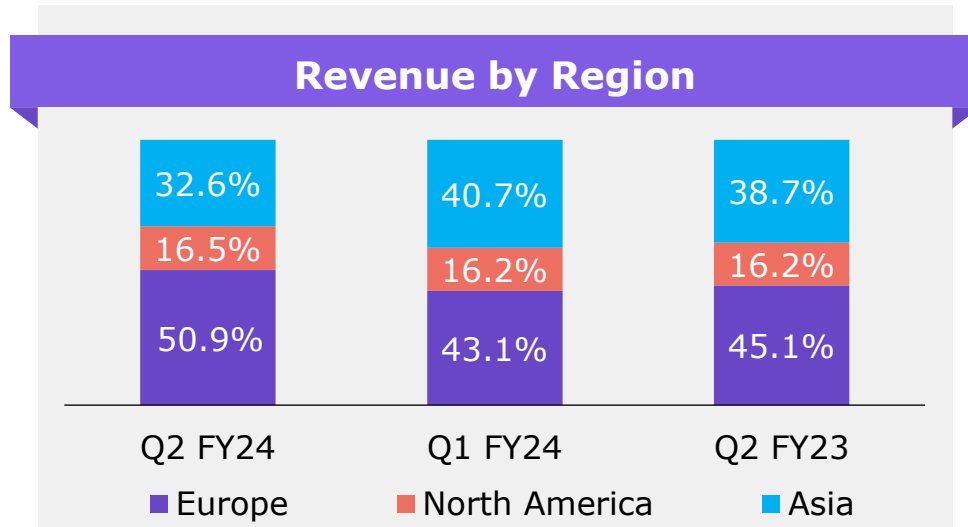
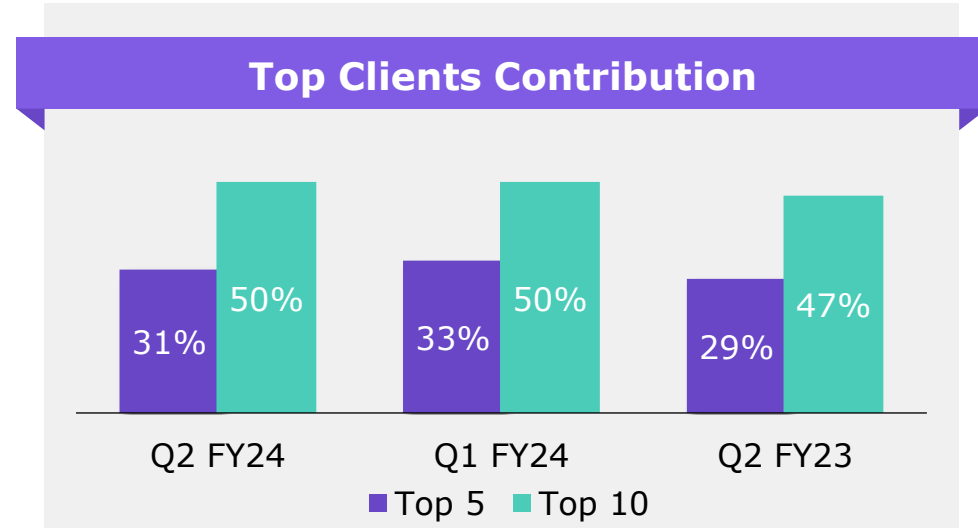
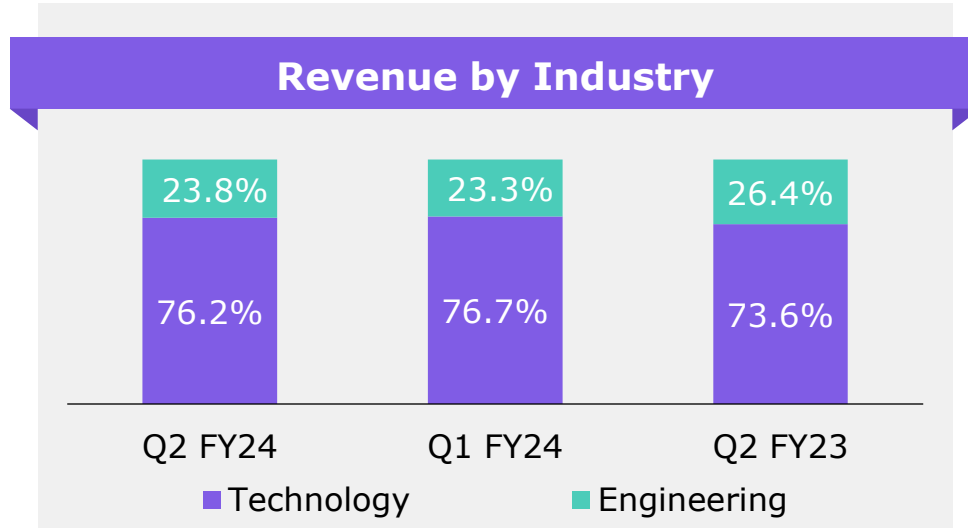
Cash:

- Net cash position stood at Rs 1,294 million vs Rs 1,294 million for H1FY23

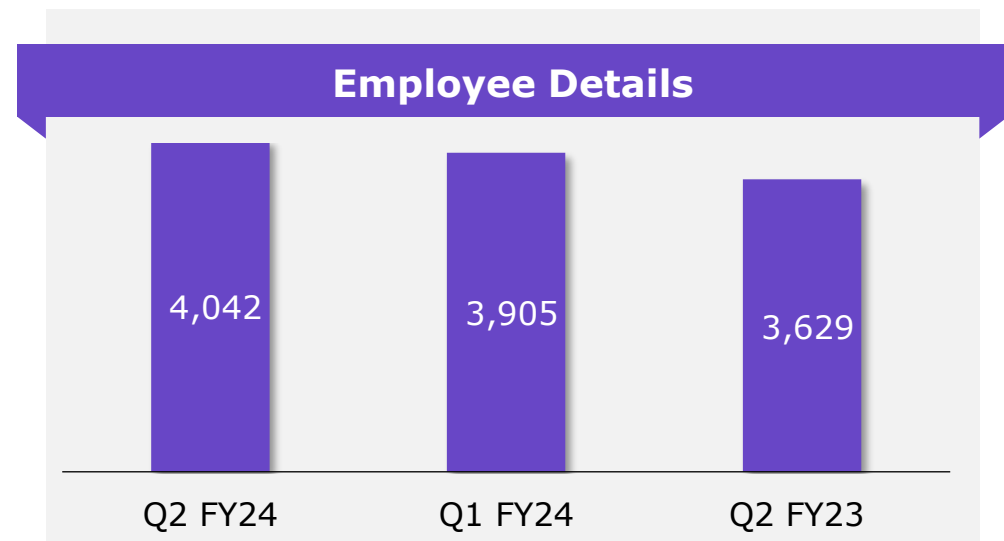
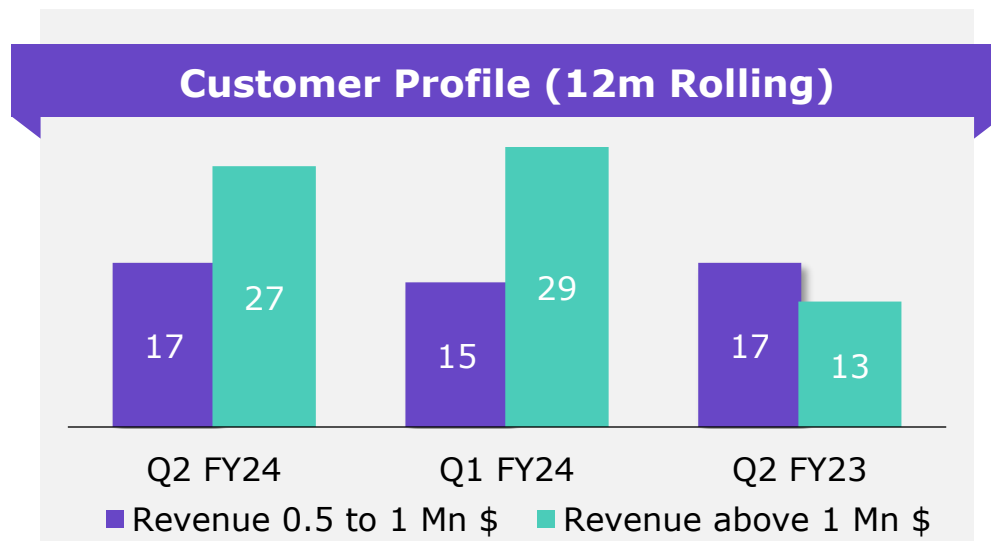
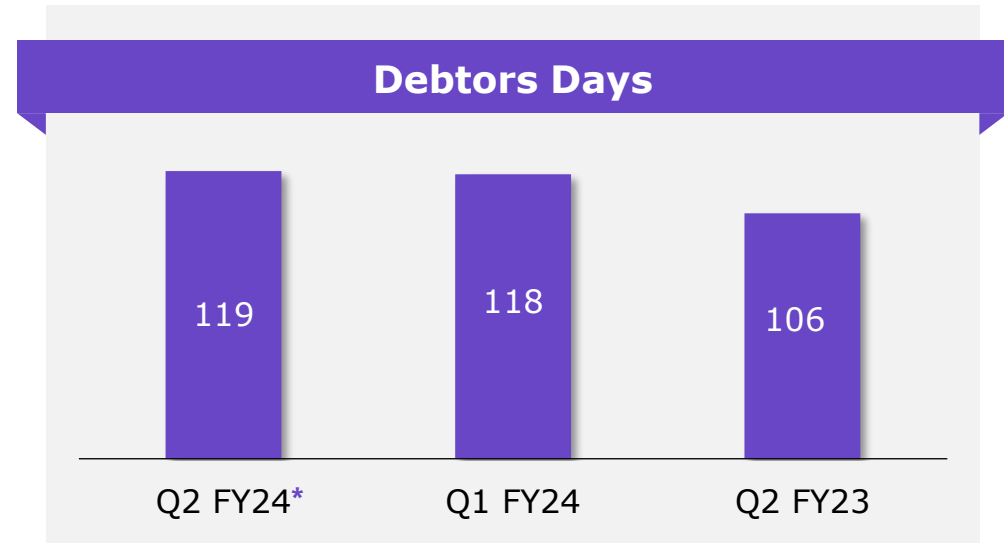
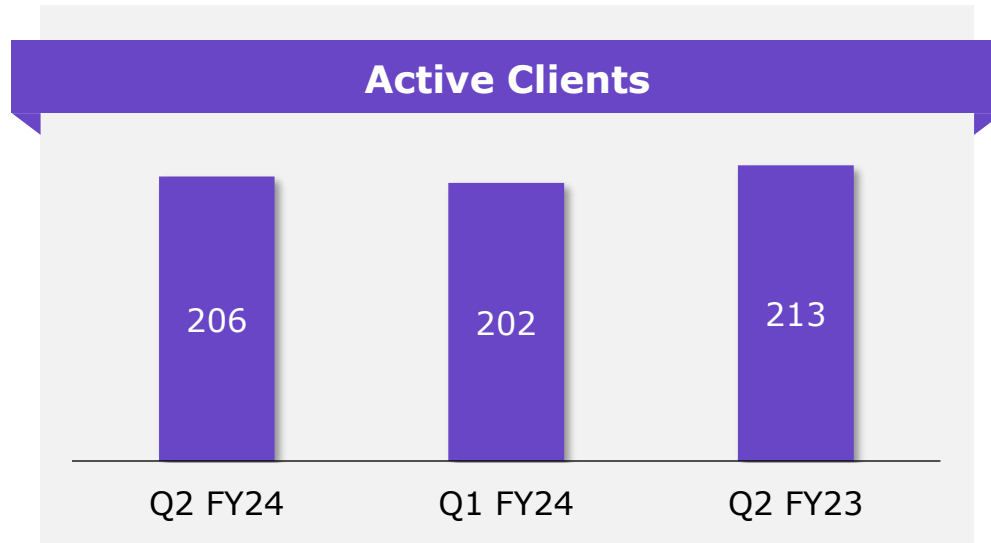
Consolidated Financial Summary

Particulars	Metrics	30-Sep-23	30-Jun-23	QoQ Growth	30-Sep-22	YoY Growth	30-Sep-23	30-Sep-22	YoY Growth
		Q2 FY24	Q1 FY24		Q2 FY23		H1 FY24	H1 FY23	
Revenue (Rs Million)	Total Revenue	2,357.3	2,268.0	3.9%	2,210.1	6.7%	4,625.3	4,342.1	6.5%
	Net Revenue	2,341.1	2,251.2	4.0%	2,196.1	6.6%	4,592.3	4,320.1	6.3%
Profit (Rs Million)	EBITDA	354.4	345.6	2.5%	472.7	-25.0%	700.0	848.8	-17.5%
	<i>PBT Before Forex Gain / Loss</i>	283.8	275.6	3.0%	414.8	-31.6%	559.3	728.9	-23.3%
	PBT	268.4	258.6	3.8%	388.5	-30.9%	527.0	695.2	-24.2%
	PAT (Before OCI)	205.1	201.9	1.6%	265.0	-22.6%	407.0	494.6	-17.7%
	Total Comprehensive Income	200.4	200.9	-0.2%	274.0	-26.9%	401.3	509.1	-21.2%
Margin (%)	<i>EBITDA</i>	15.1%	15.4%		21.5%		15.2%	19.6%	
	<i>PBT Before Forex Gain / Loss</i>	12.0%	12.1%		18.8%		12.1%	16.8%	
	<i>PBT</i>	11.4%	11.4%		17.6%		11.4%	16.0%	
	<i>PAT (Before OCI)</i>	8.7%	8.9%		12.0%		8.8%	11.4%	
	<i>Total Comprehensive Income</i>	8.5%	8.9%		12.4%		8.7%	11.7%	
EPS (Rs)	Basic	13.22	13.01	1.6%	17.08	-22.6%	26.23	31.87	-17.7%
	Diluted	13.22	13.01	1.6%	17.08	-22.6%	26.23	31.87	-17.7%

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)	30-Sep-23 Q2 FY24	30-Jun-23 Q1 FY24	QoQ Growth	30-Sep-22 Q2 FY23	YoY Growth	30-Sep-23 H1 FY24	30-Sep-22 H1 FY23	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,341.1	2,251.2	4.0%	2,196.1	6.6%	4,592.3	4,320.1	6.3%
2	Expenditure								
(a)	Employee Cost	1,386.3	1,340.1	3.4%	1,170.7	18.4%	2,726.4	2,348.8	16.1%
(b)	Depreciation	80.8	80.6	0.3%	69.4	16.6%	161.4	136.5	18.3%
(c)	Other Expenditure	600.4	565.5	6.2%	552.7	8.6%	1,165.9	1,122.5	3.9%
(d)	Total Expenditure	2,067.6	1,986.2	4.1%	1,792.7	15.3%	4,053.8	3,607.8	12.4%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	273.6	265.0	3.2%	403.4	-32.2%	538.5	712.3	-24.4%
4	Other Income	16.2	16.8	-3.6%	14.0	15.5%	33.0	22.0	50.1%
5	Profit before Interest and Exceptional Items (3+4)	289.8	281.8	2.8%	417.4	-30.6%	571.6	734.3	-22.2%
6	Finance Cost	6.0	6.3		2.6		12.3	5.4	
7	Exchange Gain/(loss)	(15.3)	(17.0)		(26.3)		(32.3)	(33.7)	
8	Profit after Interest but before Exceptional Items (5-6+7)	268.4	258.6	3.8%	388.5	-30.9%	527.0	695.2	-24.2%
9	Exceptional Items		-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	268.4	258.6	3.8%	388.5	-30.9%	527.0	695.2	-24.2%
11	Tax Expenses	63.3	56.7	11.6%	123.5	-48.8%	120.0	200.6	-40.2%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	205.1	201.9	1.6%	265.0	-22.6%	407.0	494.6	-17.7%
13	Extraordinary Items (net of tax expense Rs.)		-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	205.1	201.9	1.6%	265.0	-22.6%	407.0	494.6	-17.7%
15	Other Comprehensive Income	(4.7)	(1.0)		9.0		(5.7)	14.5	
16	Total Comprehensive Income for the period (14+15)	200.4	200.9	-0.2%	274.0	-26.9%	401.3	509.1	-21.2%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.22	13.01	1.61%	17.08	-22.59%	26.23	31.87	-17.7%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.22	13.01	1.61%	17.08	-22.59%	26.23	31.87	-17.7%

Our values

Courage

Excellence

Collaboration

Respect

Accountability

(expleo)

Think bold, act reliable



Get Social with @ExpleoGroup

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