



Earnings Presentation

Q1 FY20

31ST JULY 2019

(expleo)

Safe Harbor

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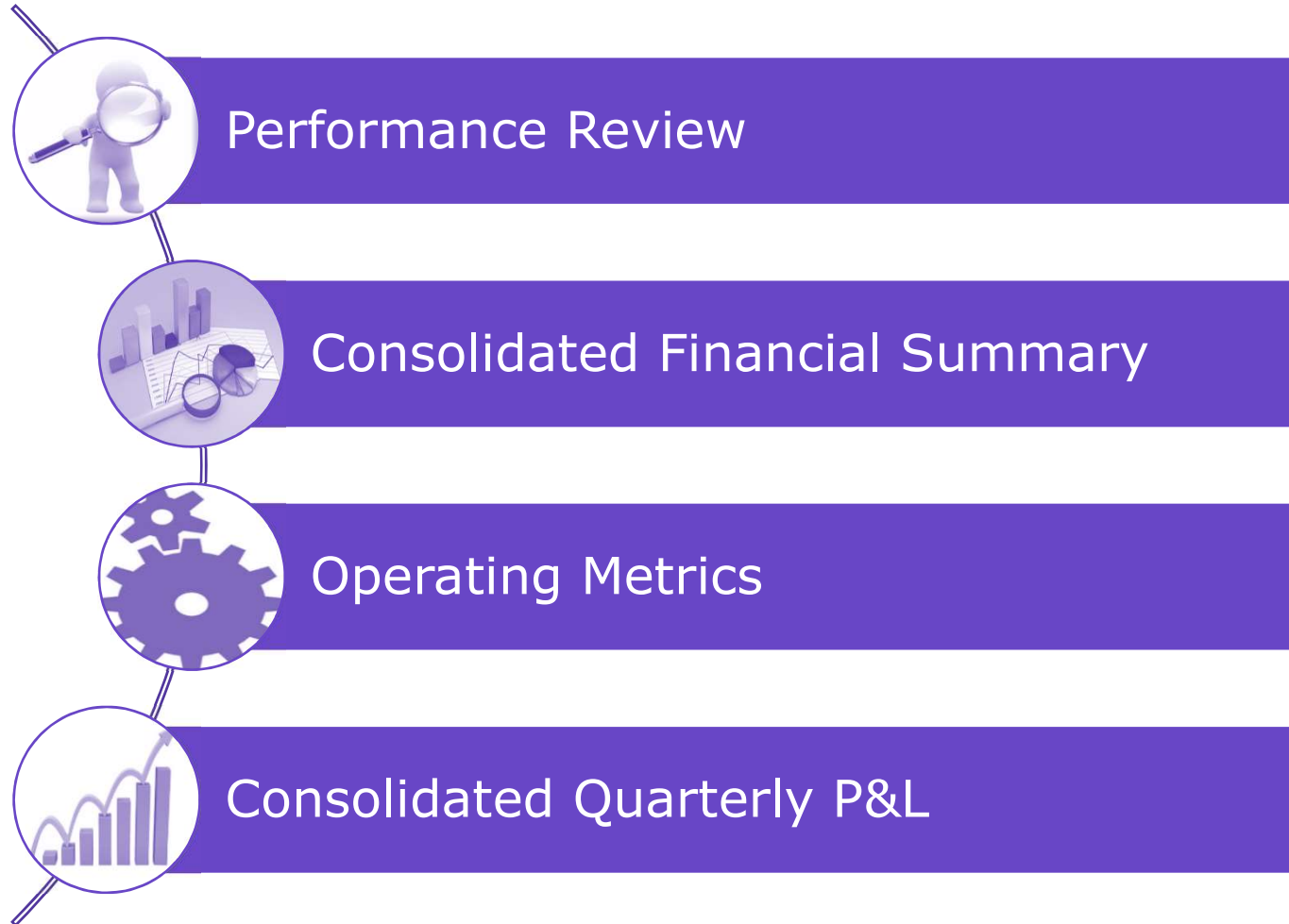
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Agenda



Consolidated Q1FY20 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 599 million vs Rs 655 million
- ✓ Total Income was Rs 620 million vs Rs 671 million

□ Profit:

- ✓ EBITDA stood at Rs 104 million vs Rs 135 million in Q4FY19
- ✓ EBITDA margin of 17.4% in Q1FY20 as against 20.6% in Q4FY19
- ✓ PAT was at Rs 67 million vs Rs 93 million in Q4FY19
- ✓ PAT margin of 10.8% in Q1FY20 as against 13.9% in Q4FY19
- ✓ Basic EPS at Rs 6.20 in Q1FY20 as against Rs 8.71 in Q4FY19

□ Cash:

- ✓ Net cash position stood at Rs 747 million in Q1FY20 vs Rs 987 million for Q4FY19

Consolidated Q1FY20 Y-o-Y Review

❑ Revenue:

- ✓ Operating Revenue was Rs 599 million vs Rs 731 million
- ✓ Total Income was Rs 620 million vs Rs 741 million

❑ Profit:

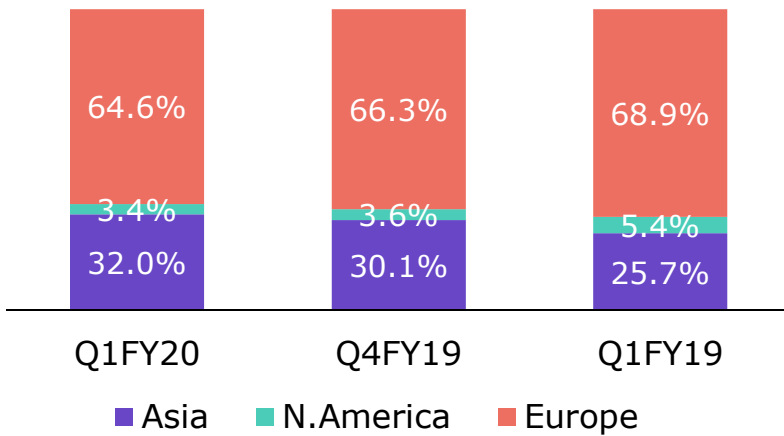
- ✓ EBITDA stood at Rs 104 million vs Rs 129 million in Q1FY19
- ✓ EBITDA margin of 17.4% in Q1FY20 as against 17.7% in Q1FY19
- ✓ PAT was at Rs 67 million vs Rs 85 million in Q1FY19
- ✓ PAT margin of 10.8% in Q1FY20 as against 11.5% in Q1FY19
- ✓ Basic EPS at Rs 6.20 as against Rs 7.82 in Q1FY19

Consolidated Financial Summary

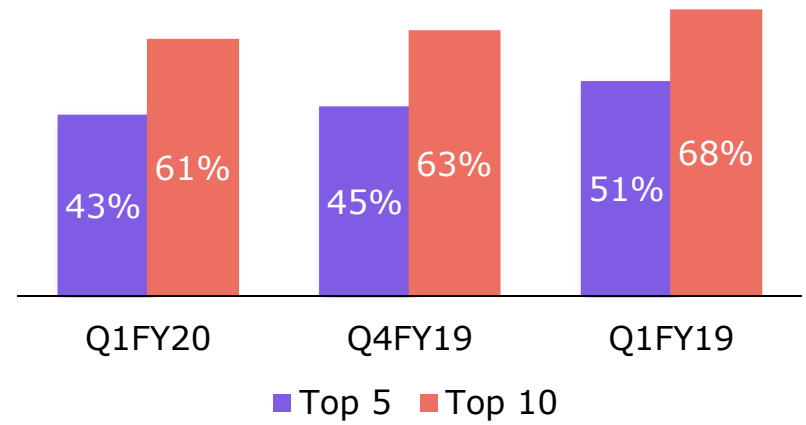
Particulars	Metrics	30-Jun-19 Q1 FY20	31-Mar-19 Q4 FY19	QoQ Growth	30-Jun-18 Q1 FY19	YoY Growth
Revenue (Rs Million)	Total Revenue	619.7	670.7	-7.6%	740.8	-16.3%
	Net Revenue	598.9	655.3	-8.6%	731.1	-18.1%
	EBITDA	104.1	135.0	-22.9%	129.3	-19.5%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>108.0</i>	<i>136.1</i>	<i>-20.7%</i>	<i>125.2</i>	<i>-13.7%</i>
	PBT	97.7	126.4	-22.7%	123.3	-20.7%
	PAT (Before OCI)	66.2	93.4	-29.1%	83.8	-20.9%
	Total Comprehensive Income	66.7	93.3	-28.5%	85.0	-21.6%
Margin (%)	EBITDA	17.4%	20.6%		17.7%	
	<i>PBT Before Forex Gain / Loss</i>	<i>17.4%</i>	<i>20.3%</i>		<i>16.9%</i>	
	PBT	15.8%	18.8%		16.6%	
	PAT (Before OCI)	10.7%	13.9%		11.3%	
	Total Comprehensive Income	10.8%	13.9%		11.5%	
EPS (Rs)	Basic	6.20	8.71	-28.9%	7.82	-20.8%
	Diluted	6.20	8.71	-28.9%	7.82	-20.8%

Operating Metrics

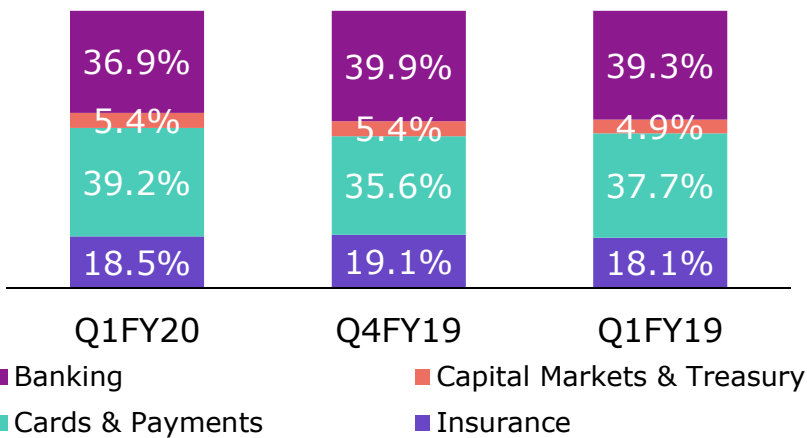
Revenue by Region



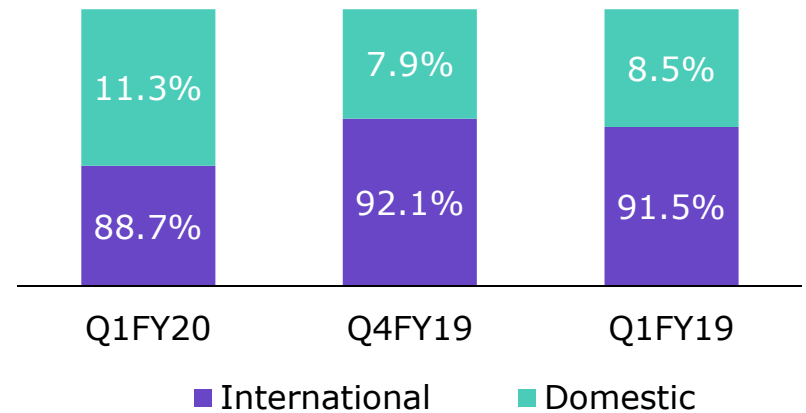
Client Concentration (12m Rolling)



Revenue by Practice

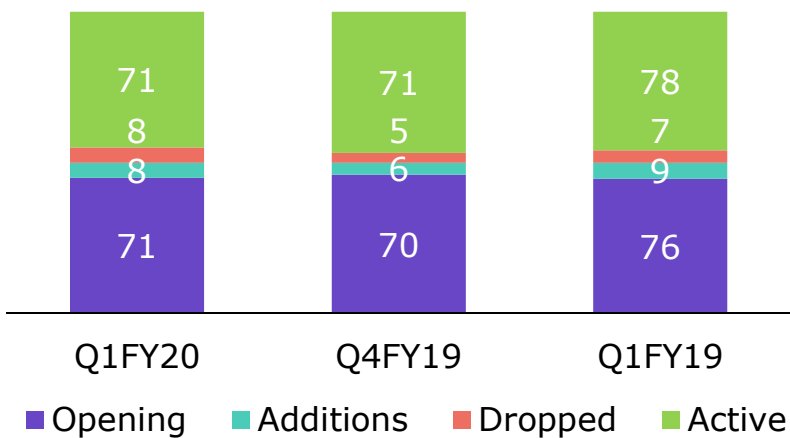


Revenue Distribution

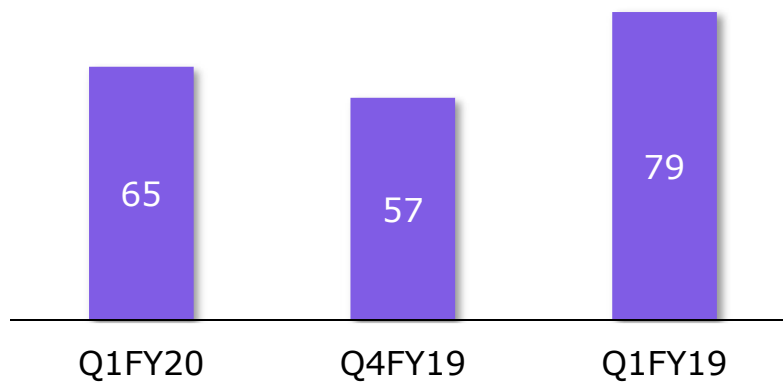


Operating Metrics

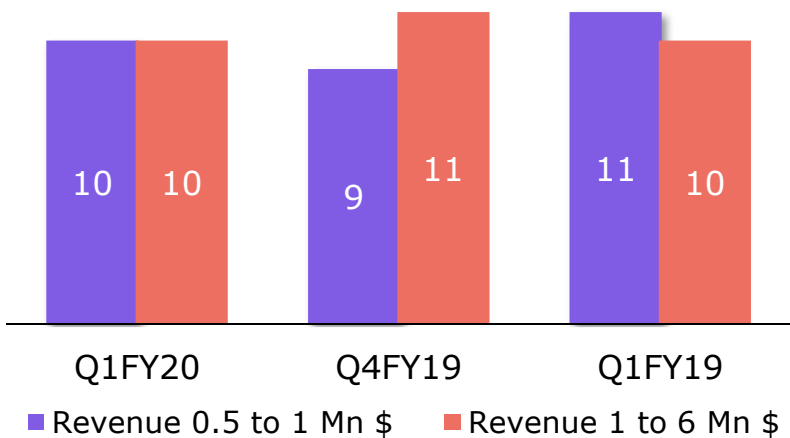
Client Details



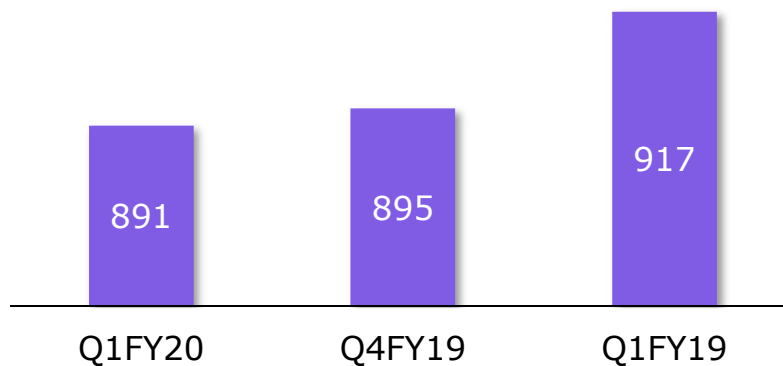
Debtors Days



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-Jun-19 Q1 FY20	31-Mar-19 Q4 FY19	QoQ Growth	30-Jun-18 Q1 FY19	YoY Growth
	Net Sales / Income from Operation					
1	Income	598.9	655.3	-9%	731.1	-18%
2	Expenditure					
(a)	Employee Cost	409.4	424.0	-3%	479.8	-15%
(b)	Depreciation	16.9	13.9	21%	13.9	22%
(c)	Other Expenditure	85.4	96.3	-11%	122.0	-30%
(d)	Total Expenditure	511.7	534.2	-4%	615.7	-17%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	87.1	121.1	-28%	115.4	-25%
4	Other Income	20.9	15.4	36%	9.8	114%
5	Profit before Interest and Exceptional Items (3+4)	108.0	136.4	-21%	125.2	-14%
6	Finance Cost	0.0	0.4			
7	Exchange Gain/(loss)	(10.2)	(9.7)		(1.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	97.7	126.4	-23%	123.3	-21%
9	Exceptional Items	-	-			
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	97.7	126.4	-23%	123.3	-21%
11	Tax Expenses	31.5	33.0	-5%	39.6	-20%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	66.2	93.4	-29%	83.8	-21%
13	Extraordinary Items (net of tax expense Rs.)	-	-			
14	Net Profit(+)/ Loss (-) for the Period (12-13)	66.2	93.4	-29%	83.8	-21%
15	Other Comprehensive Income	0.5	(0.1)		1.3	
16	Total Comprehensive Income for the period (14+15)	66.7	93.3	-29%	85.0	-22%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.20	8.71	-29%	7.82	-21%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	6.20	8.71	-29%	7.82	-21%

Thank you for your attention. (expleo)

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and Integrity