

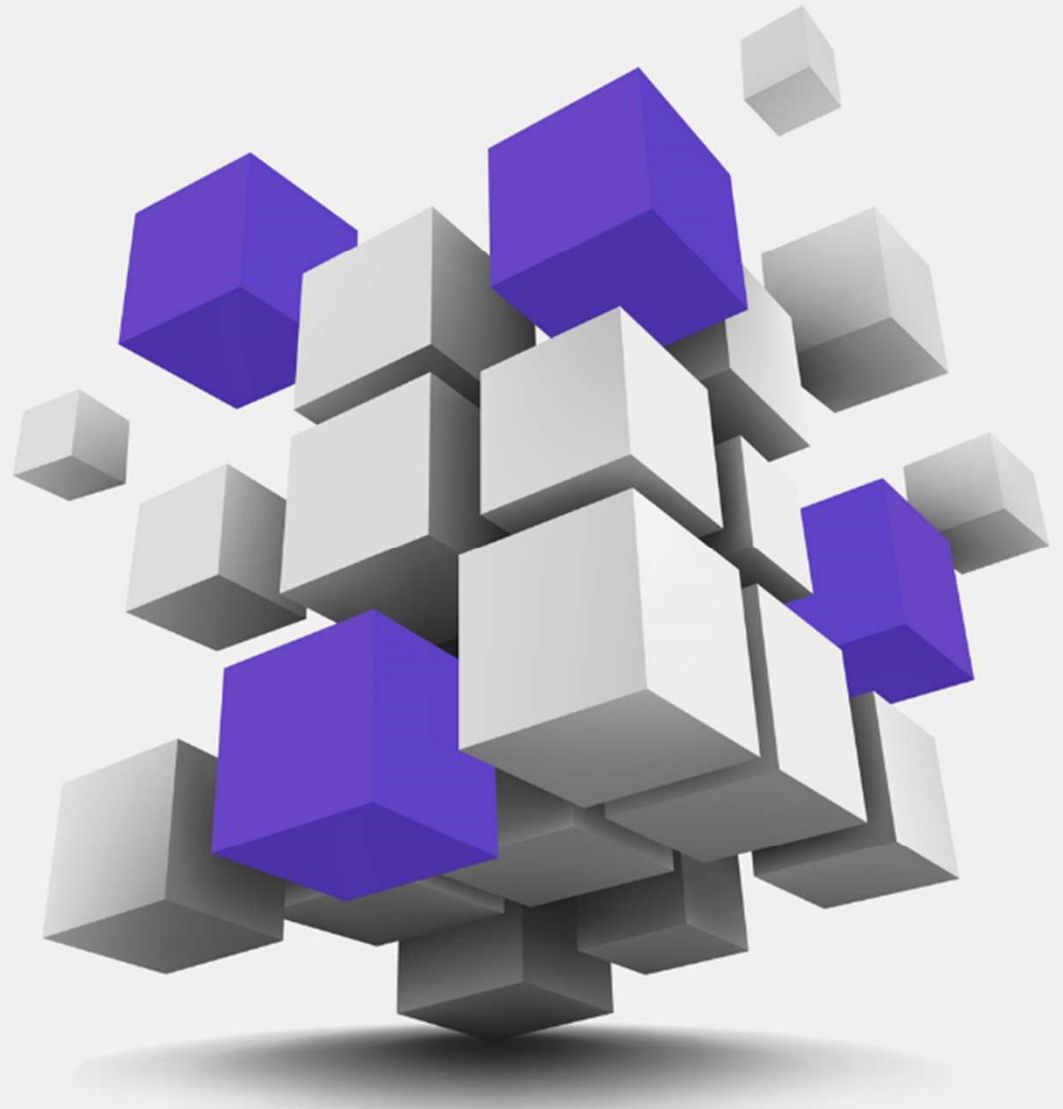
Earnings Presentation

Q2 FY21

05 NOVEMBER 2020

(expleo)

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Safe Harbor

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Agenda

An overhead photograph of four people sitting around a round white table in a meeting. They are looking at documents and a laptop. The table is cluttered with papers, sticky notes, and mobile phones.

1

Performance Review

2

Consolidated Financial Summary

3

Operating Metrics

4

Consolidated Quarterly P&L

[expleo]



Consolidated Q2FY21 Q-o-Q Review

- **Revenue:**

- Operating Revenue was Rs 736 million vs Rs 758 million
- Total Income was Rs 747 million vs Rs 774 million

- **Profit:**

- EBITDA stood at Rs 177 million vs Rs 194 million in Q1FY21
- EBITDA margin of 24.0% in Q2FY21 as against 25.5% in Q1FY21
- PAT was at Rs 128 million vs Rs 141 million in Q1FY21
- PAT margin of 17.2% in Q2FY21 as against 18.3% in Q1FY21
- Basic EPS at Rs 12.27 in Q2FY21 as against Rs 13.91 in Q1FY21

- **Cash:**

- Net cash position stood at Rs 1,079 million vs Rs 1,002 million for Q1FY21



Consolidated Q2FY21 Y-o-Y Review

- **Revenue:**

- Operating Revenue was Rs 736 million vs Rs 657 million, up by 12.1%
- Total Income was Rs 747 million vs Rs 658 million, up by 13.5%

- **Profit:**

- EBITDA stood at Rs 177 million vs Rs 144 million in Q2FY20, up by 22.2%
- EBITDA margin of 24.0% in Q2FY21 as against 22.0% in Q2FY20, up by 198bps
- PAT was at Rs 128 million vs Rs 84 million in Q2FY20, up by 52.9%
- PAT margin of 17.2% in Q2FY21 as against 12.7% in Q2FY20, up by 443bps
- Basic EPS at Rs 12.27 in Q2FY21 as against Rs 8.55 in Q2FY20, up by 43.6%



Consolidated H1FY21 Y-o-Y Review

- **Revenue:**

- Operating Revenue was Rs 1,494 million vs Rs 1,265 million in H1FY20, up by 18.1%
- Total Income was Rs 1,521 million vs Rs 1,278 million in H1FY20, up by 19.0%

- **Profit:**

- EBITDA stood at Rs 370 million vs Rs 247 million in H1FY20, up by 49.9%
- EBITDA margin of 24.8% in H1FY21 as against 19.5% in H1FY20, up by 526bps
- PAT was at Rs 270 million vs Rs 151 million in H1FY20, up by 79.1%
- PAT margin of 17.7% in H1FY21 as against 11.8% in H1FY20, up by 595bps
- Basic EPS at Rs 26.18 in H1FY21 as against Rs 14.87 in H1FY20, up by 76.1%

- **Cash:**

- Net cash position stood at Rs 1,079 million vs Rs 763 million for H1FY20



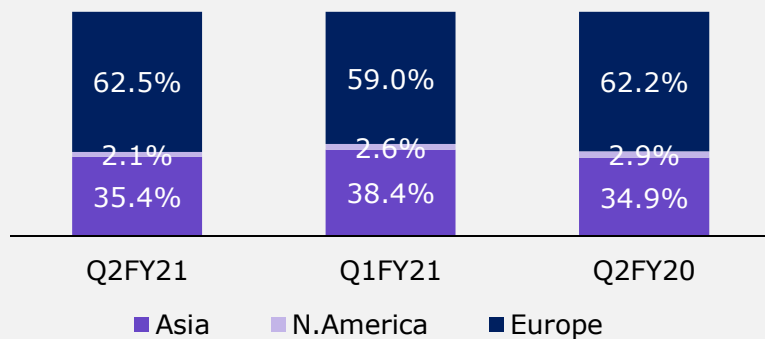
Consolidated Financial Summary

Particulars	Metrics	30-Sep-20	30-Jun-20	QoQ Growth	30-Sep-19	YoY Growth	30-Sep-20	30-Sep-19	YoY Growth
		Q2 FY21	Q1 FY21		Q2 FY20		H1 FY21	H1 FY20	
Revenue (Rs Million)	Total Revenue	746.8	774.1	-3.5%	658.2	13.5%	1520.9	1,277.9	19.0%
	Net Revenue	736.3	758.1	-2.9%	656.7	12.1%	1494.4	1,265.3	18.1%
Profit (Rs Million)	EBITDA	176.6	193.6	-8.8%	144.5	22.2%	370.2	246.9	49.9%
	PBT Before Forex Gain / Loss	166.8	183.2	-9.0%	126.0	32.4%	350.0	222.5	57.3%
	PBT	171.1	193.1	-11.4%	124.8	37.1%	364.2	222.5	63.7%
	PAT (Before OCI)	125.9	142.6	-11.7%	89.5	40.6%	268.4	155.7	72.4%
	Total Comprehensive Income	128.2	141.4	-9.3%	83.8	52.9%	269.5	150.5	79.1%
Margin (%)	EBITDA	24.0%	25.5%		22.0%		24.8%	19.5%	
	PBT Before Forex Gain / Loss	22.3%	23.7%		19.1%		23.0%	17.4%	
	PBT	22.9%	25.0%		19.0%		24.0%	17.4%	
	PAT (Before OCI)	16.9%	18.4%		13.6%		17.7%	12.2%	
	Total Comprehensive Income	17.2%	18.3%		12.7%		17.7%	11.8%	
EPS (Rs)	Basic	12.27	13.91	-11.8%	8.55	43.6%	26.18	14.87	76.1%
	Diluted	12.27	13.91	-11.8%	8.55	43.6%	26.18	14.87	76.1%

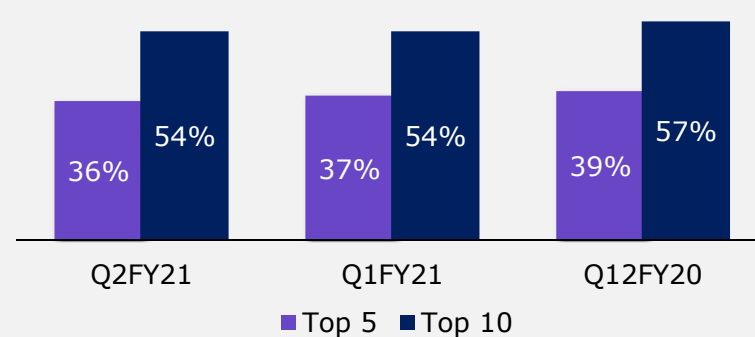


Operating Metrics

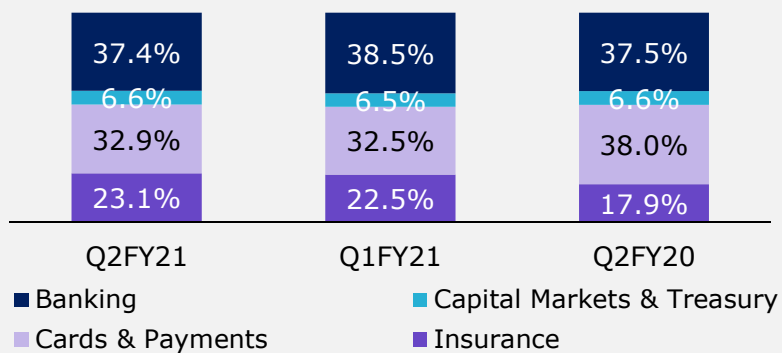
Revenue by Region



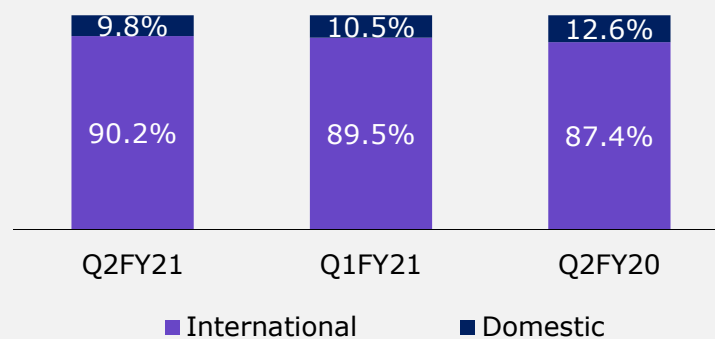
Client Concentration (12m Rolling)



Revenue by Practice



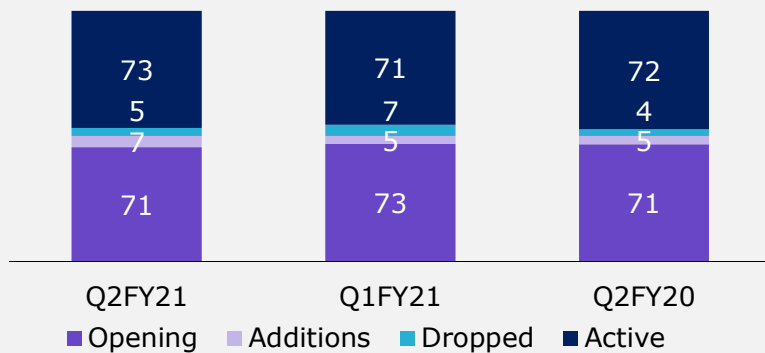
Revenue Distribution



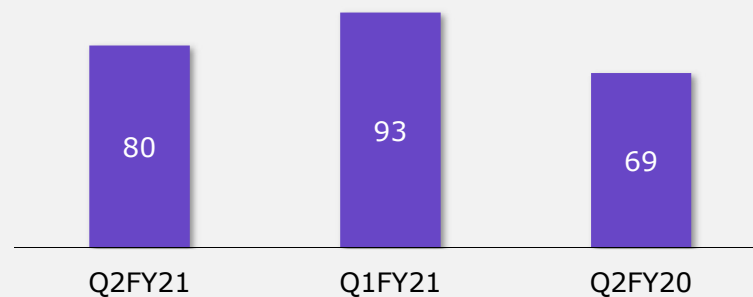


Operating Metrics

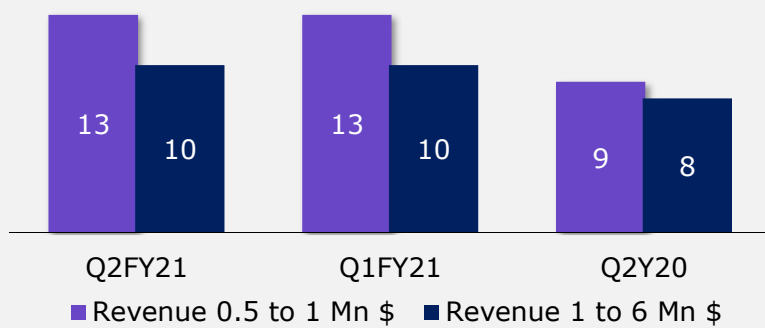
Client Details



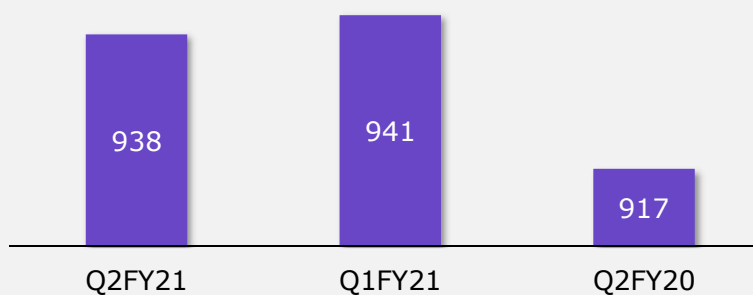
Debtors Days



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-20 Q2 FY21	30-Jun-20 Q1 FY21	QoQ Growth	30-Sep-19 Q2 FY20	YoY Growth	30-Sep-20 H1 FY21	30-Sep-19 H1 FY20	YoY Growth
	Net Sales / Income from Operation								
1	Income	736.3	758.1	-3%	656.7	12%	1,494.4	1,265.3	18%
2	Expenditure								
(a)	Employee Cost	493.3	487.5	1%	426.3	16%	980.7	835.6	17%
(b)	Depreciation	13.6	13.8	-2%	15.0	-9%	27.4	32.0	-14%
(c)	Other Expenditure	66.4	77.0	-14%	85.9	-23%	143.4	182.7	-21%
(d)	Total Expenditure	573.3	578.3	-1%	527.2	9%	1,151.5	1,050.3	10%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	163.0	179.8	-9%	129.5	26%	342.9	215.0	59%
4	Other Income	6.2	6.1	3%	1.5	317%	12.3	12.6	-3%
5	Profit before Interest and Exceptional Items (3+4)	169.2	185.9	-9%	131.0	29%	355.2	227.6	56%
6	Finance Cost	2.5	2.6		5.0		5.0	5.0	
7	Exchange Gain/(loss)	4.3	9.9		(1.2)		14.2	-	
8	Profit after Interest but before Exceptional Items (5-6+7)	171.1	193.2	-11%	124.8	37%	364.4	222.6	64%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	171.1	193.2	-11%	124.8	37%	364.4	222.6	64%
11	Tax Expenses	45.2	50.5	-10%	35.3	28%	95.8	66.8	43%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	125.9	142.7	-12%	89.5	41%	268.6	155.8	72%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	125.9	142.7	-12%	89.5	41%	268.6	155.8	72%
15	Other Comprehensive Income	2.3	(1.2)		(5.7)		1.1	(5.2)	
16	Total Comprehensive Income for the period (14+15)	128.2	141.5	-9%	83.8	53%	269.7	150.6	79%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	12.27	13.91	-12%	8.55	44%	26.18	14.87	76%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	12.27	13.91	-12%	8.55	44%	26.18	14.87	76%

Thank you for your attention.

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Our Values

Passion for Quality	Professional Partnership	Employees Excellence	Responsibility	Honesty and Integrity
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