

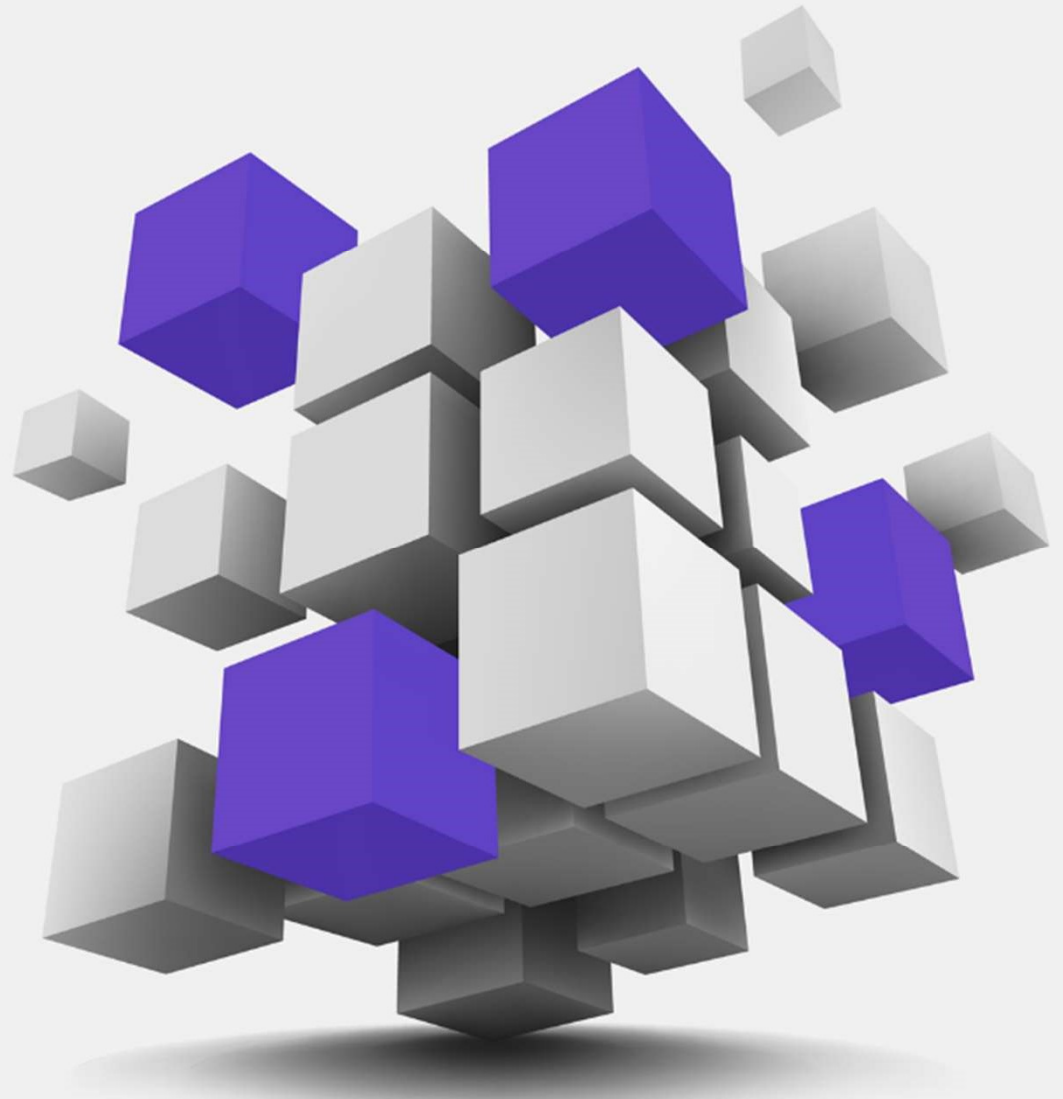
Earnings Presentation

Q3 FY21

04 FEBRUARY 2021

(expleo)

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Safe Harbor

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Agenda

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Performance Review

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Consolidated Quarterly P&L

[expleo]



Consolidated Q3FY21 Q-o-Q Review

- **Revenue:**

- Operating Revenue was Rs 721 million vs Rs 736 million, drop by 2.1%
- Total Income was Rs 768 million vs Rs 747 million, up by 2.8%

- **Profit:**

- EBITDA stood at Rs 137 million vs Rs 177 million in Q2FY21, drop by 22.4%
- EBITDA margin of 19% in Q3FY21 as against 24% in Q2FY21, drop by 500bps
- PAT was at Rs 125 million vs Rs 128 million in Q2FY21, drop by 2.6%
- PAT margin of 16.3% in Q3FY21 as against 17.2% in Q2FY21, drop by 90bps
- Basic EPS at Rs 12.30 in Q3FY21 as against Rs 12.27 in Q2FY21, up by 0.2%

- **Cash:**

- Net cash position stood at Rs 1,415 million vs Rs 1,079 million for Q2FY21



Consolidated 9MFY21 Y-o-Y Review

- **Revenue:**

- Operating Revenue was Rs 2,216 million vs Rs 1,947 million in 9MFY20, up by 13.8%
- Total Income was Rs 2,289 million vs Rs 1,991 million in 9MFY20, up by 15.0%

- **Profit:**

- EBITDA stood at Rs 507 million vs Rs 376 million in 9MFY20, up by 35.0%
- EBITDA margin of 22.9% in 9MFY21 as against 19.3% in 9MFY20, up by 360bps
- PAT was at Rs 394 million vs Rs 256 million in 9MFY20, up by 54.3%
- PAT margin of 17.2% in 9MFY21 as against 12.8% in 9MFY20, up by 440bps
- Basic EPS at Rs 38.48 in 9MFY21 as against Rs 24.94 in 9MFY20, up by 54.3%

- **Cash:**

- Net cash position stood at Rs 1,415 million vs Rs 900 million for 9MFY20



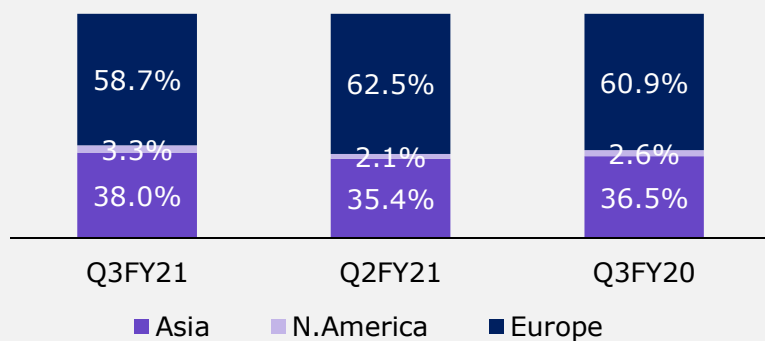
Consolidated Financial Summary

Particulars	Metrics	31-Dec-20	30-Sep-20	QoQ Growth	31-Dec-19	YoY Growth	31-Dec-20	31-Dec-20	YoY Growth
		Q3 FY21	Q2 FY21		Q3 FY20		9M FY21	9M FY20	
Revenue (Rs Million)	Total Revenue	768.0	746.8	2.8%	724.6	6.0%	2,288.9	1,991.1	15.0%
	Net Revenue	721.1	736.3	-2.1%	681.9	5.7%	2,215.5	1,947.2	13.8%
Profit (Rs Million)	EBITDA	137.0	176.6	-22.4%	117.3	16.8%	507.3	375.6	35.0%
	PBT Before Forex Gain / Loss	128.7	166.8	-22.9%	102.6	25.4%	478.7	336.5	42.3%
	PBT	165.9	171.1	-3.0%	143.7	15.4%	530.1	366.3	44.7%
	PAT (Before OCI)	126.1	125.9	0.2%	103.6	21.8%	394.5	259.3	52.1%
	Total Comprehensive Income	124.9	128.2	-2.6%	105.1	18.8%	394.4	255.6	54.3%
Margin (%)	EBITDA	19.0%	24.0%		17.2%		22.9%	19.3%	
	PBT Before Forex Gain / Loss	16.8%	22.3%		14.2%		20.9%	16.9%	
	PBT	21.6%	22.9%		19.8%		23.2%	18.4%	
	PAT (Before OCI)	16.4%	16.9%		14.3%		17.2%	13.0%	
	Total Comprehensive Income	16.3%	17.2%		14.5%		17.2%	12.8%	
EPS (Rs)	Basic	12.30	12.27	0.2%	9.96	23.4%	38.48	24.94	54.3%
	Diluted	12.30	12.27	0.2%	9.96	23.4%	38.48	24.94	54.3%

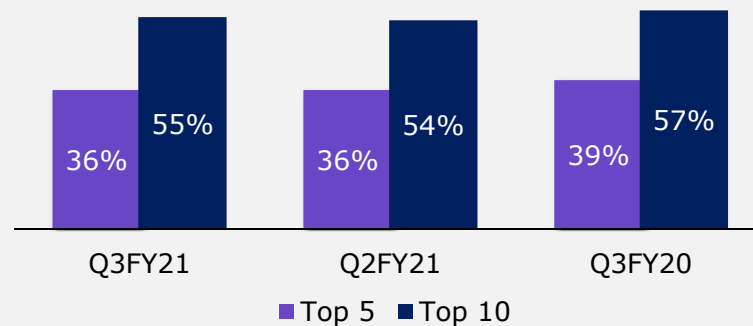


Operating Metrics

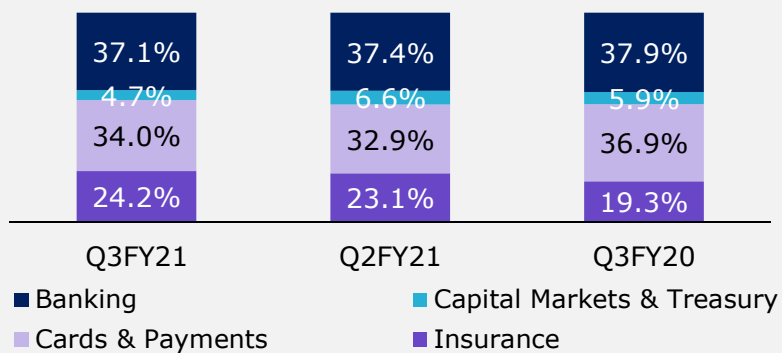
Revenue by Region



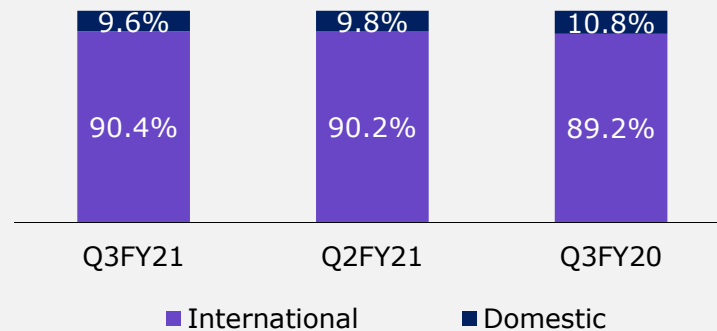
Client Concentration (12m Rolling)



Revenue by Practice



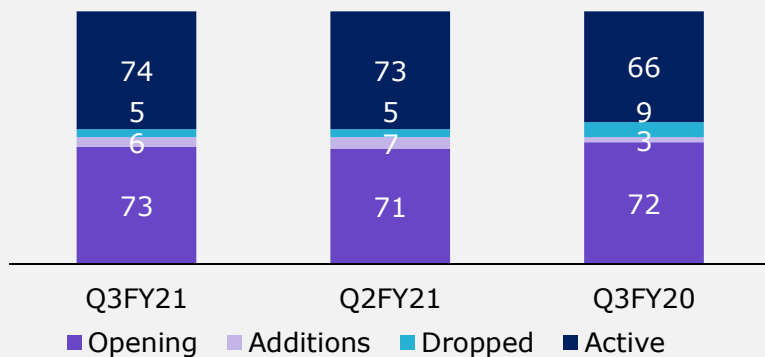
Revenue Distribution



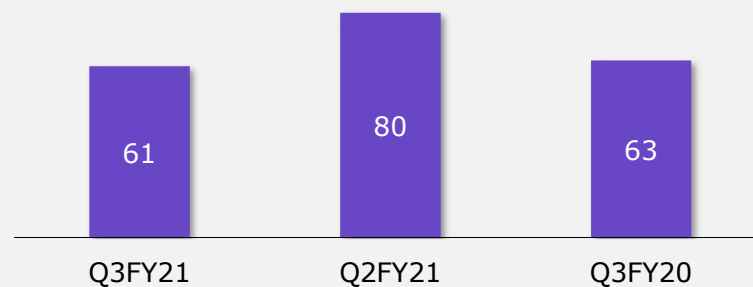


Operating Metrics

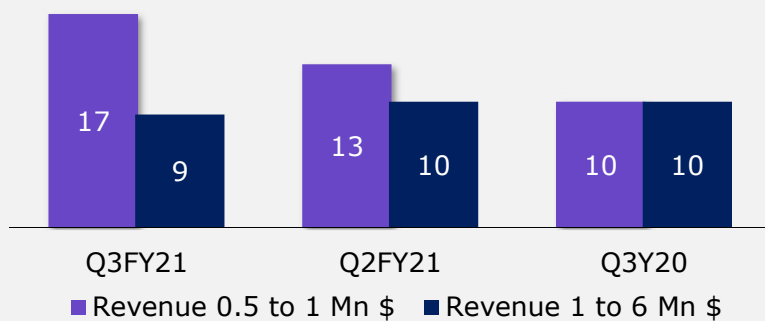
Client Details



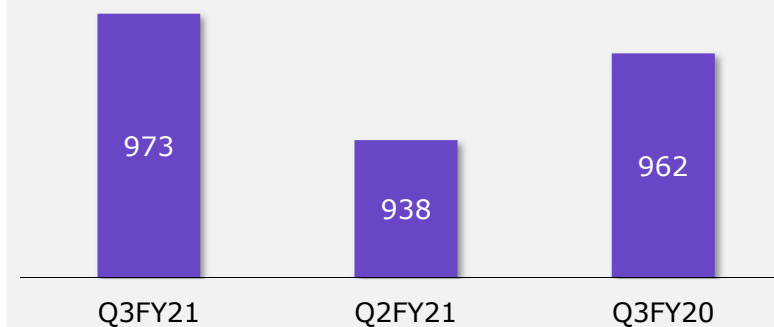
Debtors Days



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-Dec-20 Q3 FY21	30-Sep-20 Q2 FY21	QoQ Growth	31-Dec-19 Q3 FY20	YoY Growth	31-Dec-20 9M FY21	31-Dec-20 9M FY20	YoY Growth
	Net Sales / Income from Operation								
1	Income	721.1	736.3	-2%	681.9	6%	2,215.5	1,947.2	14%
2	Expenditure								
(a)	Employee Cost	483.5	493.3	-2%	463.3	4%	1,464.2	1,298.9	13%
(b)	Depreciation	15.7	13.6	15%	13.4	17%	43.1	45.4	-5%
(c)	Other Expenditure	100.6	66.4	51%	101.3	-1%	244.0	272.6	-10%
(d)	Total Expenditure	599.8	573.3	5%	578.0	4%	1,751.4	1,616.9	8%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	121.3	163.0	-26%	103.9	17%	464.1	330.3	41%
4	Other Income	9.6	6.2	54%	1.5	550%	21.9	14.1	55%
5	Profit before Interest and Exceptional Items (3+4)	131.0	169.2	-23%	105.4	24%	486.0	344.4	41%
6	Finance Cost	2.3	2.5		2.9		7.3	7.9	
7	Exchange Gain/(loss)	37.2	4.3		41.2		51.4	29.8	
8	Profit after Interest but before Exceptional Items (5-6+7)	165.9	171.1	-3%	143.7	15%	530.1	366.3	45%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	165.9	171.1	-3%	143.7	15%	530.1	366.3	45%
11	Tax Expenses	39.8	45.2	-12%	40.1	-1%	135.6	106.9	27%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	126.1	125.9	0%	103.6	22%	394.5	259.3	52%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	126.1	125.9	0%	103.6	22%	394.5	259.3	52%
15	Other Comprehensive Income	(1.2)	2.3		1.5		(0.1)	(3.7)	
16	Total Comprehensive Income for the period (14+15)	124.9	128.2	-3%	105.1	19%	394.4	255.6	54%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	12.30	12.27	0%	9.96	23%	38.48	24.94	54%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	12.30	12.27	0%	9.96	23%	38.48	24.94	54%

Thank you for your attention.

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Passion for Quality	Professional Partnership	Employees Excellence	Responsibility	Honesty and Integrity
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