



SEC/SE/021/19-20
Chennai, May 17, 2019

1) Manager – CRD,
BSE Ltd.,
P J Towers, Dalal Street,
Mumbai – 400 001

Fax No.022-22722037/39/41
Tel: 022 - 22728013/8390/8307
Scrip Code: 533121
ISIN No. INE201K01015

2) Listing Manager,
National Stock Exchange of India Ltd.,
'Exchange Plaza'
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051

Fax: 022- 26598237/38
Tel: 022 - 26598200
Scrip Code: EXPLEOSOL
ISIN No. INE201K01015

Sub: Intimation of schedule of Analyst / Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

In accordance with Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby provide the Schedule of Analyst / Investor Meetings of the Company held in Mumbai, on Friday, May 17, 2019 between 9.00 AM to 5.45 PM. The list of investors attended the meeting are as follows:

S. #.	Name of Firm / Individual
1.	Banyan Capital
2.	Nimis Sheth - Individual Investor
3.	Multi - act Investments
4.	Vridhhi Capital
5.	M3 Investments
6.	Value Quest
7.	Centrum
8.	SBI Capital
9.	Girik Capital
10.	Lucky Securities
11.	DHFL Pramerica Asset Managers
12.	Principal PNB
13.	Unique Investments



The presentation made to the Investors during the meeting is enclosed herewith.

Request you to kindly take note of the above and oblige.

Thanking you,

Yours faithfully,

For Expleo Solutions Limited

(Formerly known as SQS India BFSI Limited)

S. Sampath Kumar

Company Secretary and Compliance Officer

Membership No. FCS 3838



Investor Presentation

May 2019

(expleo)

Introducing Expleo

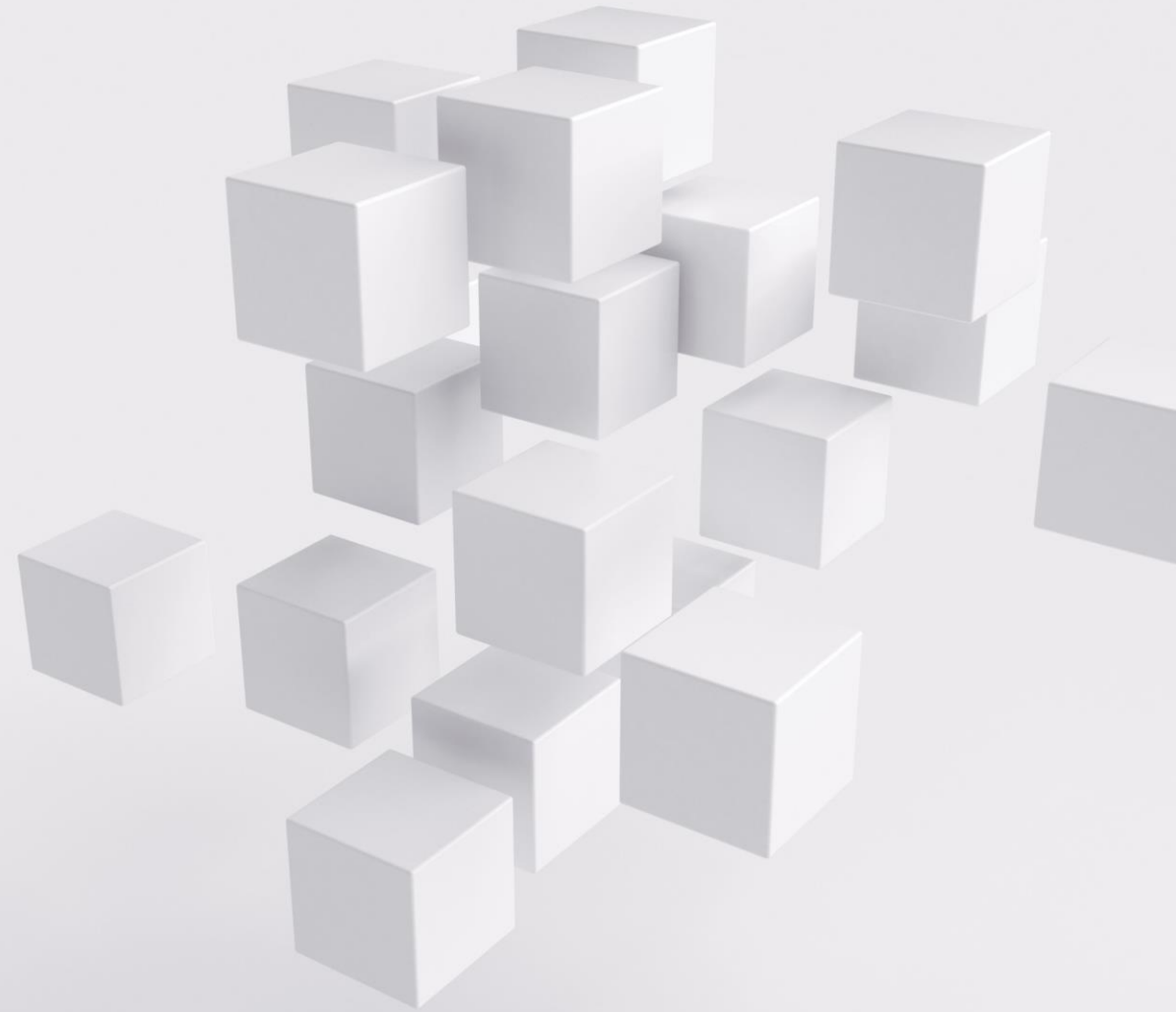
Through the Lens

MAY 2019

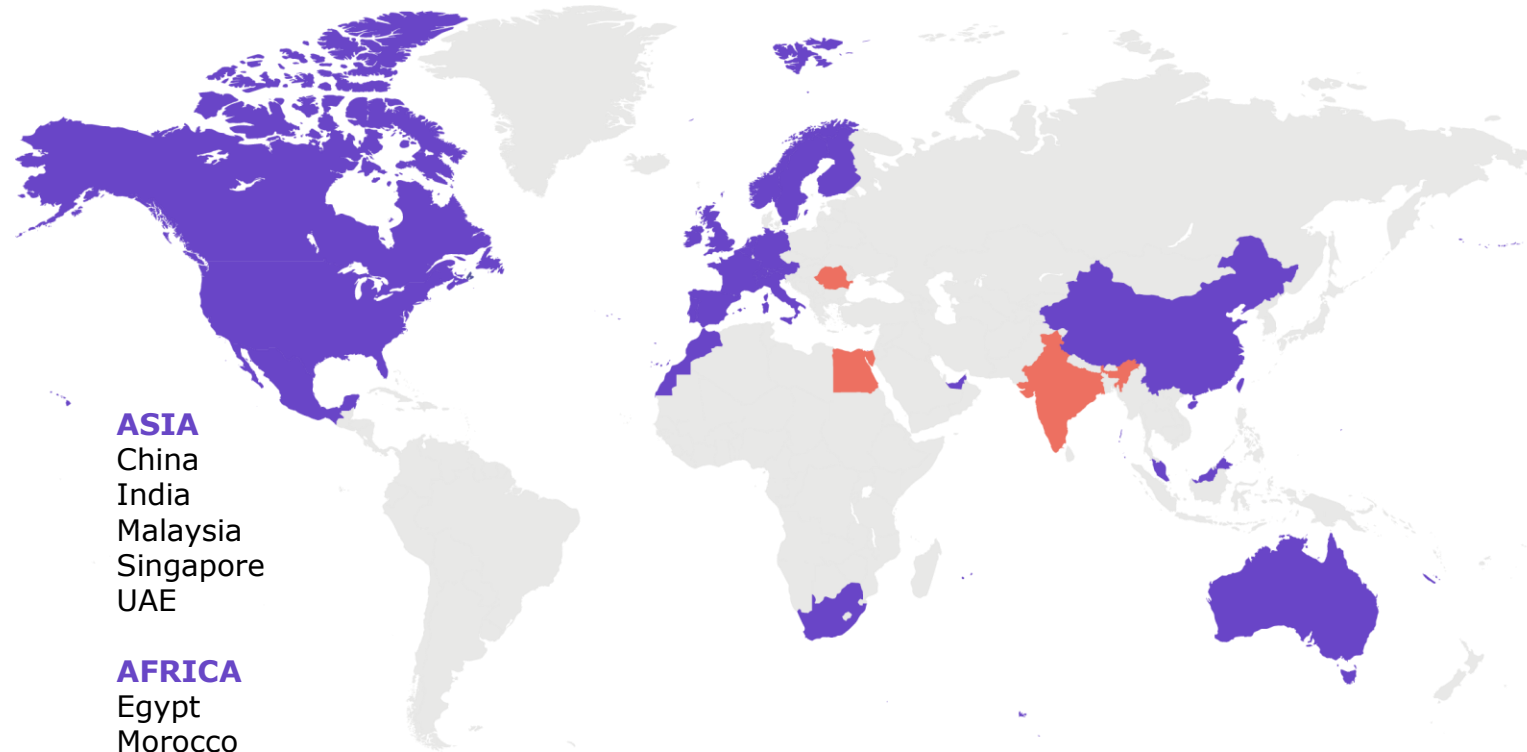
(expleo)

A new breed of technology partner

A trusted partner for end-to-end,
integrated engineering, quality
services and management
consulting for digital
transformation



We operate a scalable and cost-effective global delivery model



EUROPE

Austria
Belgium
Finland
France
Germany
Ireland
Italy
Netherlands
Norway
Portugal
Romania
Spain
Sweden
Switzerland
United Kingdom

ASIA

China
India
Malaysia
Singapore
UAE

AFRICA

Egypt
Morocco
South Africa

OCEANIA

Australia

NORTH AMERICA

Canada
Mexico
United States

Strong pan-European presence with best-in-class technological centres ()

● Global excellence centres with unique bestshoring capabilities in Egypt, India and Romania

Fast-developing capabilities in North America and China

employing
15,000+
technology
loving
game-changers

€1.1bn
2018 revenue

25+
countries

We cover the full life cycle with end-to-end integrated solutions

Consulting



Accelerating business agility, performance and digital transformation

- Strategy
- Management
- Execution

Engineering



Managing critical and complex systems

- Design & product development
- Manufacturing and supply chain
- In-service support

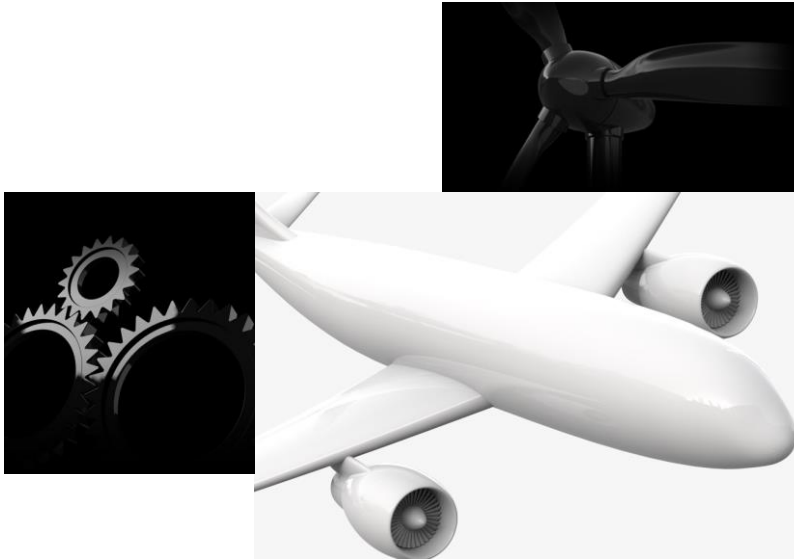
Quality



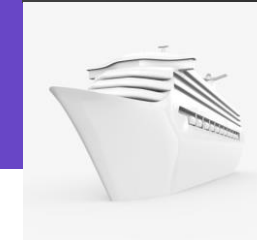
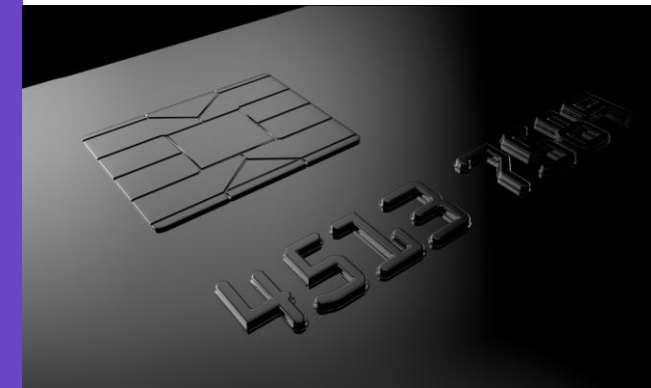
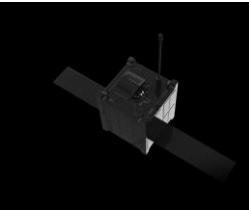
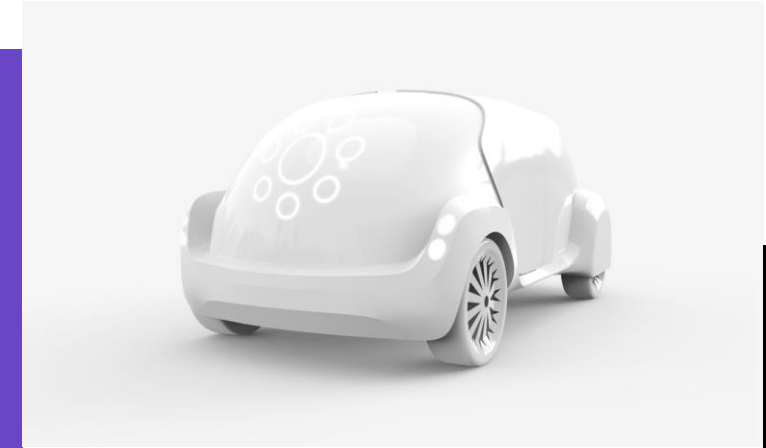
Ensuring continuous quality in systems and applications

- Quality management
- Quality engineering
- Quality assurance

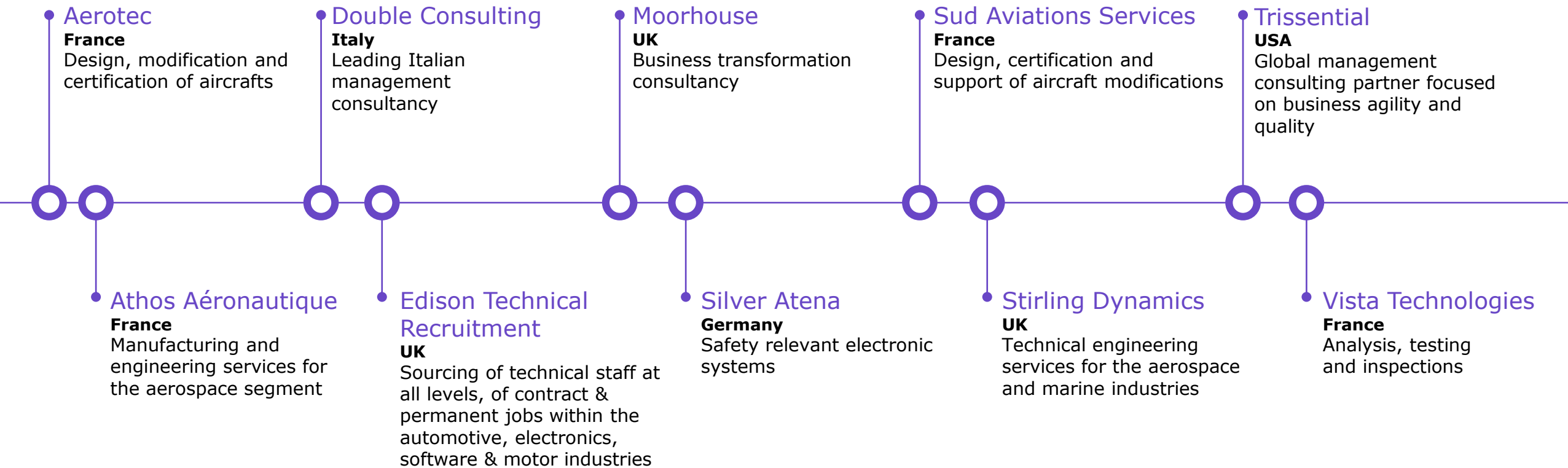
We are active in the technology-intensive sectors



Aerospace
Automotive
Banking & Financial services
Defence
Energy & Utilities
Healthcare
Industrial
Insurance
Media
Naval
Public Sector
Retail & Logistics
Telecoms
Transportation



Through our global network of affiliate companies, we offer enhanced specialist services



Our bold minds help clients successfully deliver innovations at scale

Within the current climate of unrelenting change, businesses need both specialist expertise and creativity that will give them the confidence to take calculated risks.

Businesses also need trusted and accountable partners at their side.

Expleo's people rise to this challenge, combining flair and rigour, making ingenuity and vigilance work together.

bold

/bəʊld/
adjective

(of a person, action, or idea) showing a willingness to take risks; confident and courageous.



reliable

/rɪˈlaɪəb(ə)l/
adjective

consistently good in quality or performance; able to be trusted.



Way forward

Through the Lens

(expleo)

Additional Service Offerings



**Business Analysis /
Consulting**



**Development
Specific tools**



**Business Process
Automation / RPA
Solutioning**

Shift Left



Shift Right



**Post
Production**



Tech Help Desk

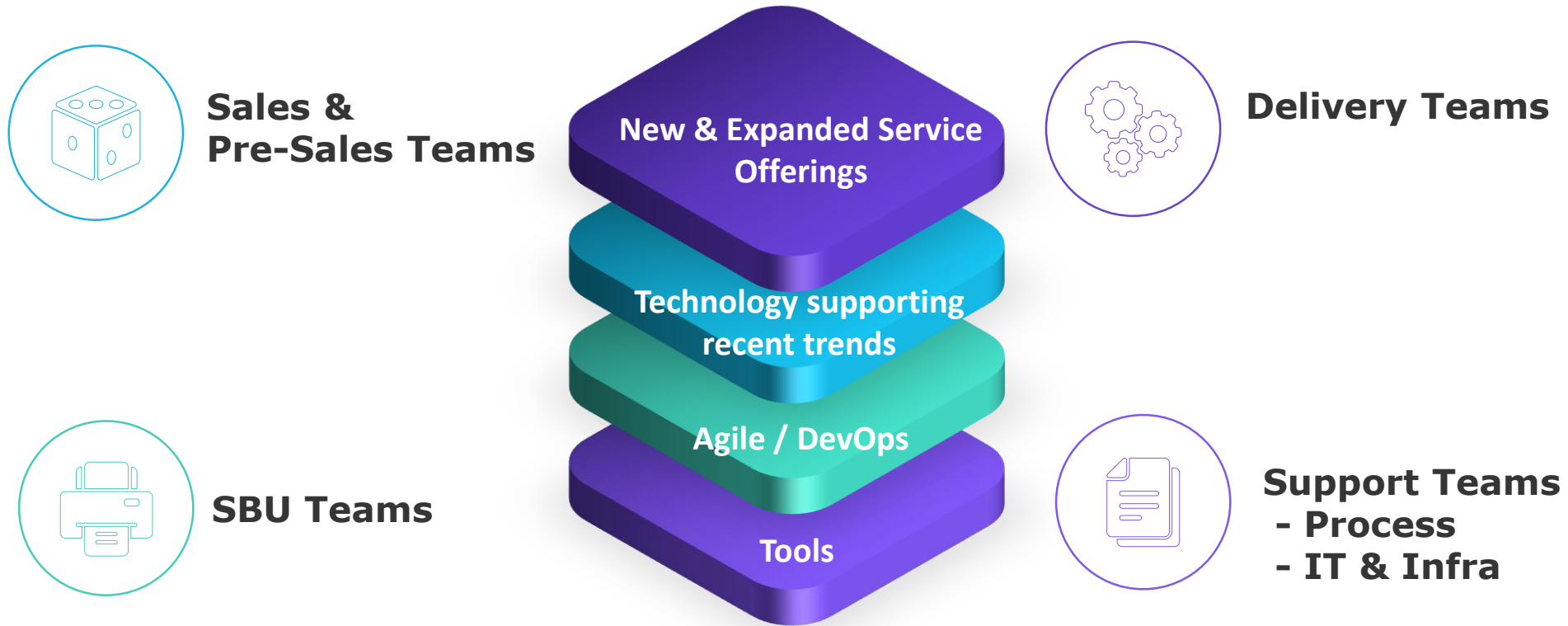


**Business User
Training**

Balanced / Adjacent Related

- ☐ Security Testing
- ☐ Test Environment Management
- ☐ Test Data Management
- ☐ UI / UX testing

Upskilling teams



Finance update



Consolidated Financial Summary



Operating Metrics



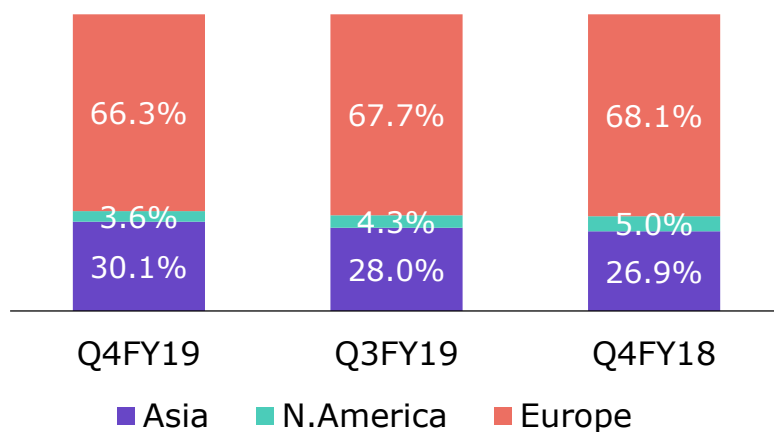
Consolidated Quarterly P&L

Consolidated Financial Summary

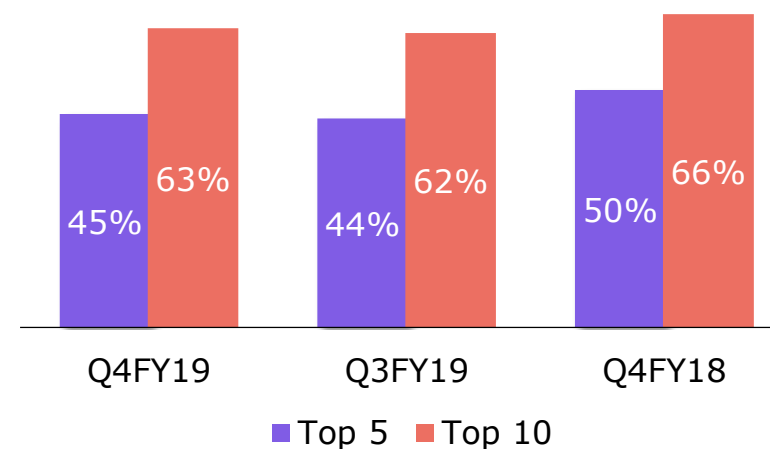
Particulars	Metrics	31-Mar-19 Q4 FY19	31-Dec-18 Q3 FY19	QoQ Growth	31-Mar-18 Q4 FY18	YoY Growth	31-Mar-19 FY19	31-Mar-18 FY18	YoY Growth
Revenue (Rs Million)	Total Revenue	670.7	713.4	-6.0%	766.0	-12.4%	2,887.7	2,785.9	3.7%
	Net Revenue	655.3	698.5	-6.2%	704.3	-7.0%	2,827.7	2,712.3	4.3%
	EBITDA	135.0	132.5	1.9%	72.6	85.9%	554.0	404.9	36.8%
Profit (Rs Million)	PBT Before Forex Gain / Loss	136.1	133.6	1.8%	117.5	15.8%	558.3	420.0	32.9%
	PBT	126.3	78.2	61.6%	145.6	-13.2%	535.7	479.1	11.8%
	PAT (Before OCI)	93.4	48.4	92.7%	103.3	-9.7%	362.0	319.8	13.2%
	Total Comprehensive Income	93.3	47.6	95.9%	103.8	-10.1%	360.5	319.0	13.0%
Margin (%)	EBITDA	20.6%	19.0%		10.3%		19.6%	14.9%	
	PBT Before Forex Gain / Loss	20.3%	18.7%		15.3%		19.3%	15.1%	
	PBT	18.8%	11.0%		19.0%		18.5%	17.2%	
	PAT (Before OCI)	13.9%	6.8%		13.5%		12.5%	11.5%	
EPS (Rs)	Total Comprehensive Income	13.9%	6.7%		13.6%		12.5%	11.5%	
	Basic	8.7	4.5	92.8%	9.7	-9.8%	33.8	29.9	13.0%
	Diluted	8.7	4.5	92.8%	9.7	-9.8%	33.8	29.9	13.0%

Operating Metrics

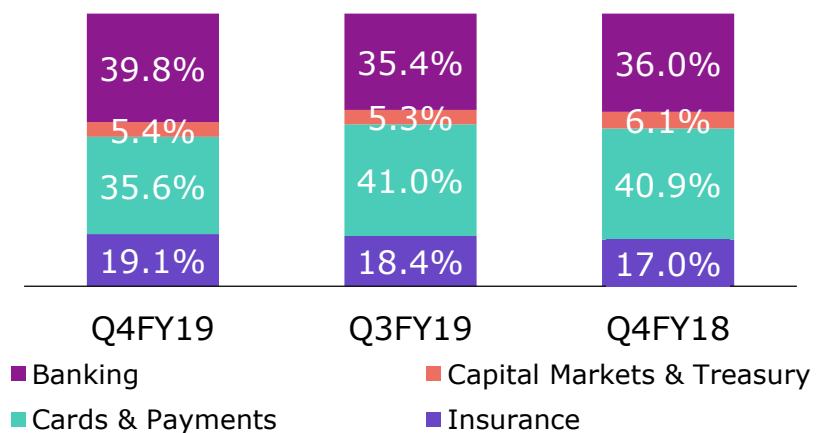
Revenue by Region



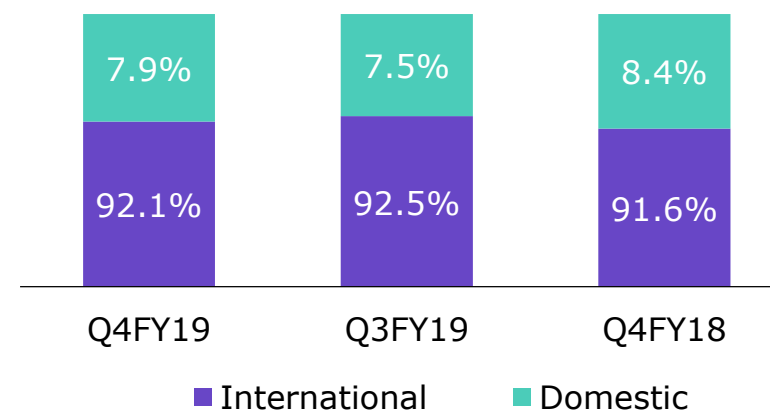
Client Concentration



Revenue by Practice

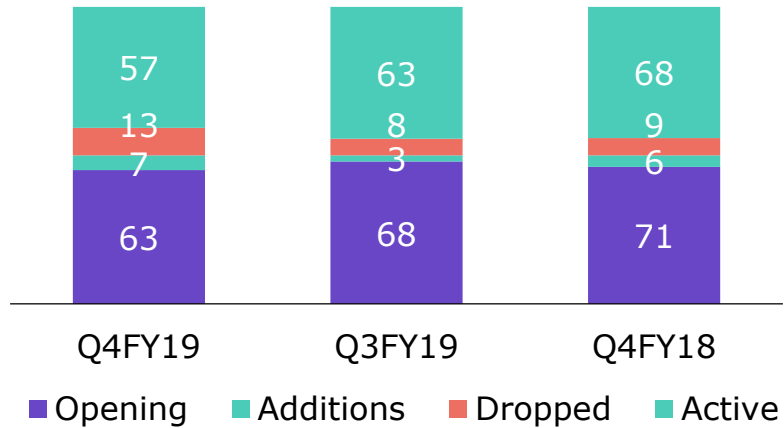


Revenue Distribution

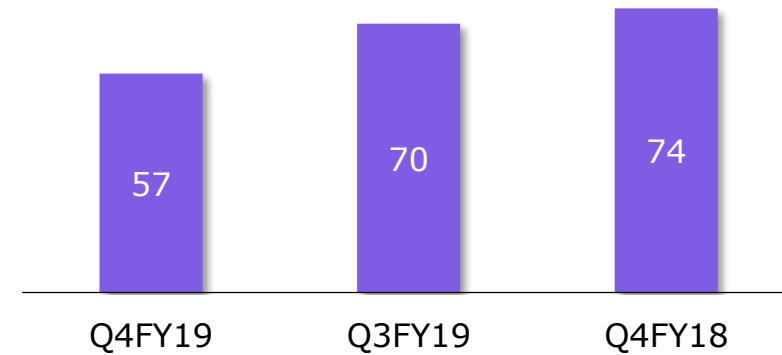


Operating Metrics

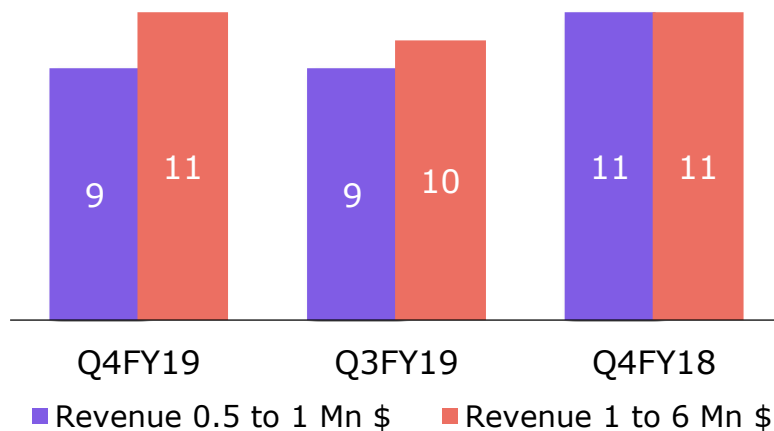
Client Details



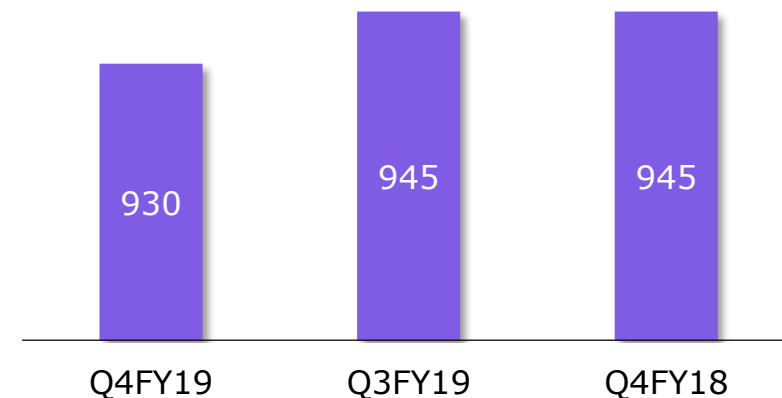
Debtors Days



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-Mar-19 Q4 FY19	31-Dec-18 Q3 FY19	QoQ Growth	31-Mar-18 Q4 FY18	YoY Growth	31-Mar-19 FY19	31-Mar-18 FY18	YoY Growth
	Net Sales / Income from Operation								
1	Income	655.3	698.5	-6%	704.3	-7%	2,827.7	2,712.3	4%
2	Expenditure								
(a)	Employee Cost	424.0	453.4	-6%	492.6	-14%	1,833.6	1,841.2	0%
(b)	Depreciation	13.9	13.5	3%	14.0	0%	55.0	55.5	-1%
(c)	Other Expenditure	96.3	112.6	-14%	139.0	-31%	440.1	466.3	-6%
(d)	Total Expenditure	534.2	579.5	-8%	645.6	-17%	2,328.7	2,363.0	-1%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	121.1	119.0	2%	58.7	106%	499.0	349.4	43%
4	Other Income	15.3	14.9	3%	61.7	-75%	59.9	73.5	-18%
5	Profit before Interest and Exceptional Items (3+4)	136.4	133.9	2%	120.3	13%	559.0	422.9	32%
6	Finance Cost	0.4	0.3		2.9		0.7	2.9	
7	Exchange Gain/(loss)	(9.7)	(55.4)		28.1		(22.7)	59.1	
8	Profit after Interest but before Exceptional Items (5-6+7)	126.3	78.2	62%	145.6	-13%	535.7	479.1	12%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	126.3	78.2	62%	145.6	-13%	535.7	479.1	12%
11	Tax Expenses	33.0	29.8	11%	42.2	-22%	173.7	159.4	9%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax	93.4	48.4	93%	103.3	-10%	362.0	319.8	13%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	93.4	48.4	93%	103.3	-10%	362.0	319.8	13%
15	Other Comprehensive Income	(0.1)	(0.8)		0.5		(1.5)	(0.8)	
16	Total Comprehensive Income for the period (14+15)	93.3	47.6	96%	103.8	-10%	360.5	319.0	13%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualize	8.71	4.52	93%	9.66	-10%	33.79	29.90	13%
(b)	Basic and diluted EPS after Extraordinary items (not annualized	8.71	4.52	93%	9.66	-10%	33.79	29.90	13%

Thank you for your attention.

(expleo)

Expleo Solutions Limited
(Formerly known as SQS India BFSI Limited)
6A, Sixth Floor, Prince Infocity II
No. 283/3 & 283/4
Rajiv Gandhi Salai (OMR), Kandanchavadi
Chennai 600096, India
Phone: +91 44 4392 3200
Fax: +91 44 4392 3258
info-india@expleogroup.com
www.sqs-bfsi.com
CIN No. L64202TN1998PLC066604

Desikan Narayanan
Expleo Solutions Limited
(Formerly known as SQS India BFSI Limited)
Investor.sqsbfsi@sqs.com

Diwakar Pingle
Christensen IR
dpingle@christensenir.com

Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity

