



Earnings Presentation

Q1 FY21

20 AUGUST 2020

(expleo)

Safe Harbor

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Agenda



Consolidated Q1FY21 Q-o-Q Review

□ Revenue:

- ✓ Operating Revenue was Rs 758 million vs Rs 755 million, up by 0.4%
- ✓ Total Income was Rs 774 million vs Rs 789 million, drop by 1.8%

□ Profit:

- ✓ EBITDA stood at Rs 194 million vs Rs 157 million in Q4FY20, up by 23.5%
- ✓ EBITDA margin of 25.5% in Q1FY21 as against 20.8% in Q4FY20, up by 477bps
- ✓ PAT was at Rs 141 million vs Rs 139 million in Q4FY20, up by 1.6%
- ✓ PAT margin of 18.3% in Q1FY21 as against 17.6% in Q4FY20, up by 62bps
- ✓ Basic EPS at Rs 13.91 in Q1FY21 as against Rs 13.48 in Q4FY20, up by 3.2%

□ Cash:

- ✓ Net cash position stood at Rs 1,002 million vs Rs 872 million for Q4FY20

Consolidated Q1FY21 Y-o-Y Review

□ Revenue:

- ✓ Operating Revenue was Rs 758 million vs Rs 609 million, up by 24.6%
- ✓ Total Income was Rs 774 million vs Rs 620 million, up by 24.9%

□ Profit:

- ✓ EBITDA stood at Rs 194 million vs Rs 114 million in Q1FY20, up by 70.1%
- ✓ EBITDA margin of 25.5% in Q1FY21 as against 18.7% in Q1FY20, up by 684bps
- ✓ PAT was at Rs 141 million vs Rs 67 million in Q1FY20, up by 112.0%
- ✓ PAT margin of 18.3% in Q1FY21 as against 10.8% in Q1FY20, up by 750bps
- ✓ Basic EPS at Rs 13.91 in Q1FY21 as against Rs 6.20 in Q1FY20, up by 124.5%

□ Cash:

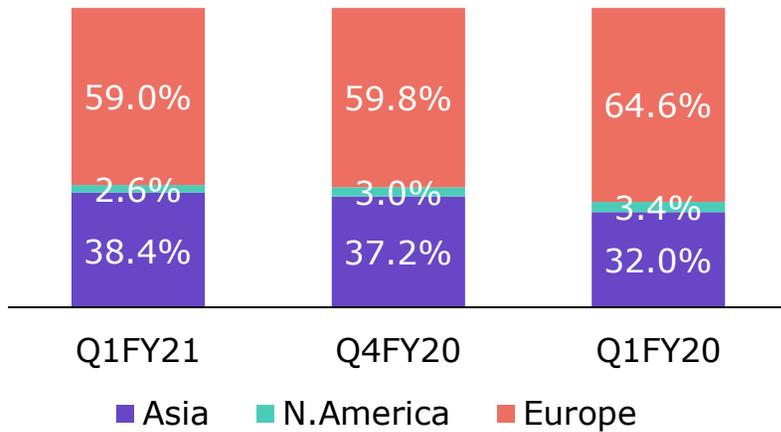
- ✓ Net cash position stood at Rs 1,002 million vs Rs 747 million for Q4FY20

Consolidated Financial Summary

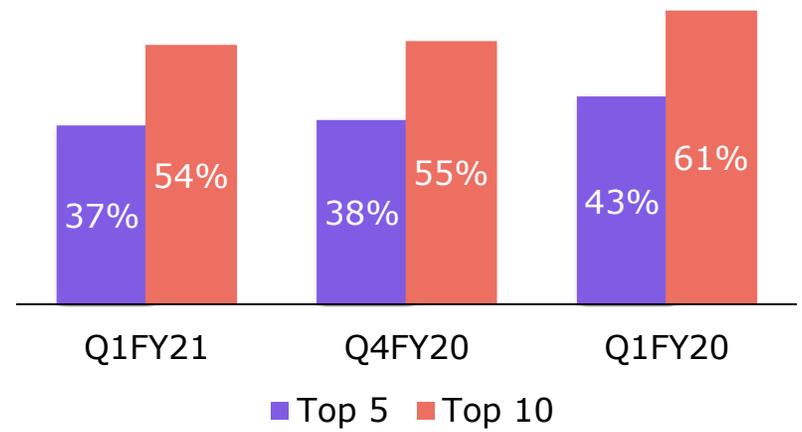
Particulars	Metrics	30-Jun-20 Q1 FY21	31-Mar-20 Q4 FY20	QoQ Growth	30-Jun-19 Q1 FY20	YoY Growth
Revenue (Rs Million)	Total Revenue	774.1	788.5	-1.8%	619.7	24.9%
	Net Revenue	758.1	755.0	0.4%	608.6	24.6%
	EBITDA	193.6	156.8	23.5%	113.8	70.1%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	183.2	143.5	27.7%	108.0	69.7%
	PBT	193.1	174.3	10.8%	97.7	97.6%
	PAT (Before OCI)	142.6	139.7	2.1%	66.2	115.3%
	Total Comprehensive Income	141.4	139.1	1.6%	66.7	112.0%
Margin (%)	EBITDA	25.5%	20.8%		18.7%	
	<i>PBT Before Forex Gain / Loss</i>	23.7%	18.2%		17.4%	
	PBT	25.0%	22.1%		15.8%	
	PAT (Before OCI)	18.4%	17.7%		10.7%	
	Total Comprehensive Income	18.3%	17.6%		10.8%	
EPS (Rs)	Basic	13.91	13.48	3.2%	6.20	124.5%
	Diluted	13.91	13.48	3.2%	6.20	124.5%

Operating Metrics

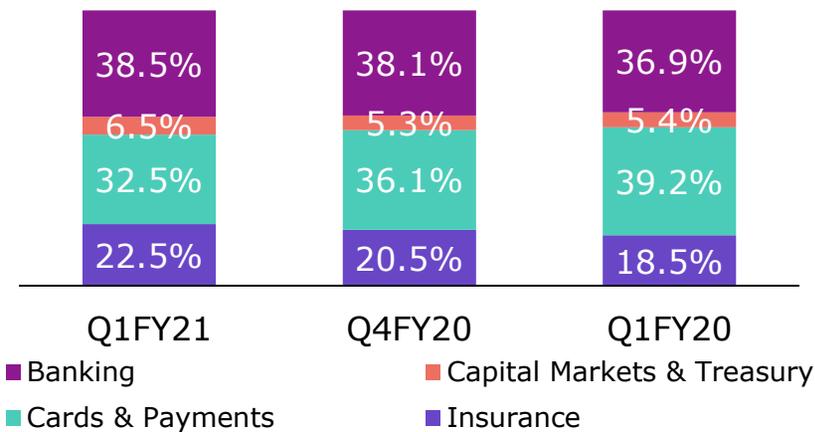
Revenue by Region



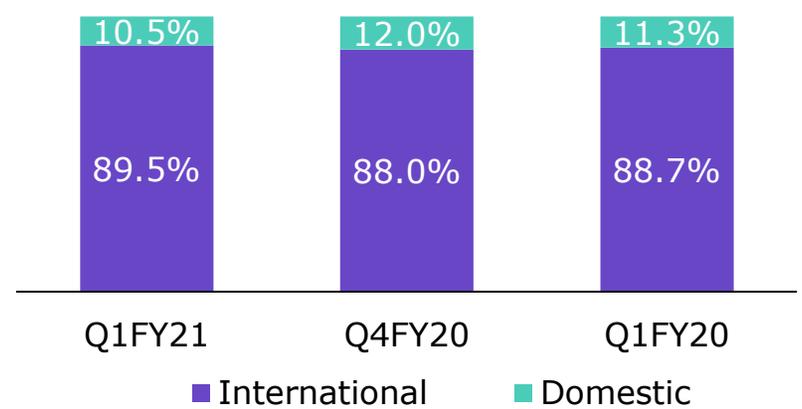
Client Concentration (12m Rolling)



Revenue by Practice

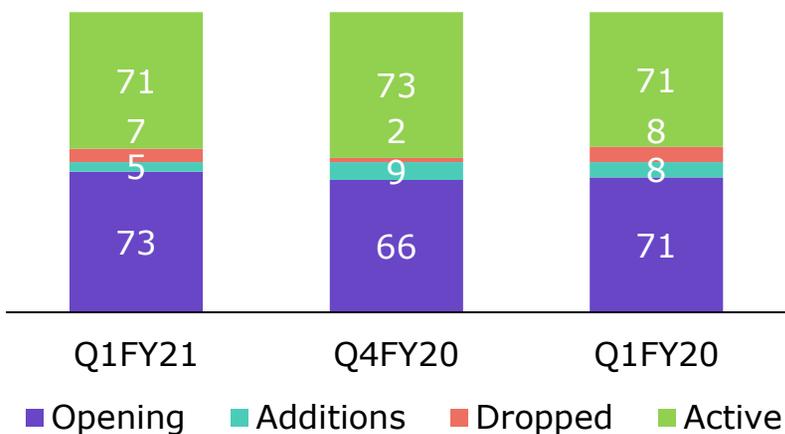


Revenue Distribution

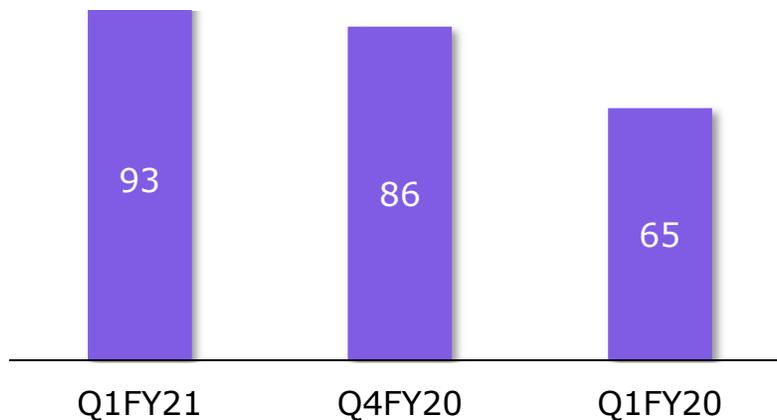


Operating Metrics

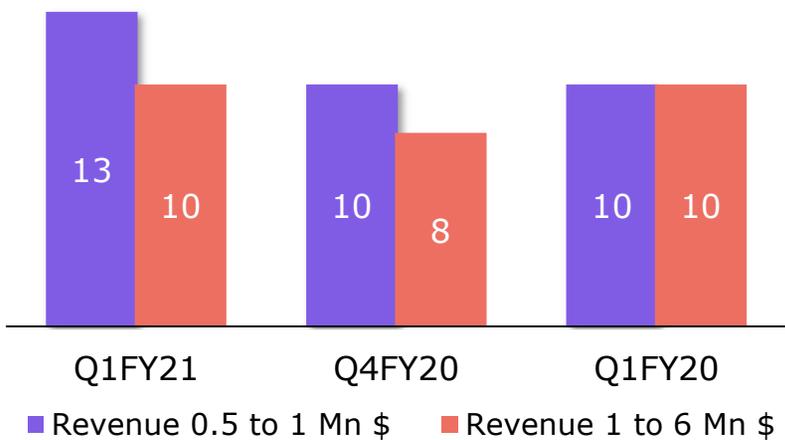
Client Details



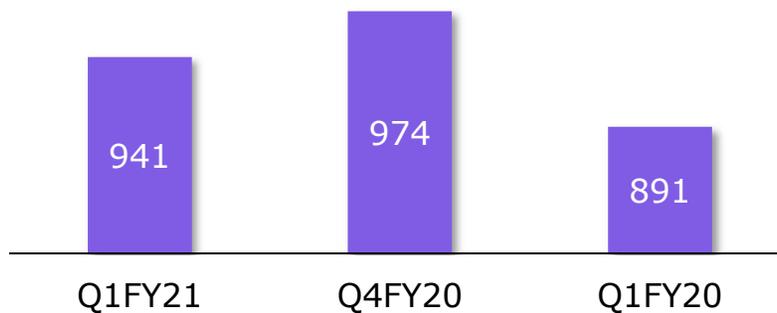
Debtors Days



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-20 Q1 FY21	31-Mar-20 Q4 FY20	QoQ Growth	30-Jun-19 Q1 FY20	YoY Growth
	Net Sales / Income from Operation					
1	Income	758.1	754.98	0.4%	608.6	25%
2	Expenditure					
(a)	Employee Cost	487.5	494.2	-1%	409.4	19%
(b)	Depreciation	13.8	12.9	8%	16.9	-18%
(c)	Other Expenditure	77.0	104.0	-26%	85.4	-10%
(d)	Total Expenditure	578.3	611.0	-5%	511.7	13%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	179.8	143.9	25%	96.9	86%
4	Other Income	6.1	2.77	119%	11.1	-46%
5	Profit before Interest and Exceptional Items (3+4)	185.8	146.7	27%	108.0	72%
6	Finance Cost	2.6	3.2		0.0	
7	Exchange Gain/(loss)	9.9	30.8		(10.2)	
8	Profit after Interest but before Exceptional Items (5-6+7)	193.13	174.3	11%	97.7	98%
9	Exceptional Items	-	-		-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	193.1	174.3	11%	97.7	98%
11	Tax Expenses	50.5	34.6	46%	31.5	60%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	142.6	139.7	2%	66.2	115%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	142.6	139.7	2%	66.2	115%
15	Other Comprehensive Income	(1.2)	(0.6)		0.5	
16	Total Comprehensive Income for the period (14+15)	141.4	139.1	2%	66.7	112%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.91	13.48	3%	6.20	125%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.91	13.48	3%	6.20	125%

Thank you for your attention. (expleo)

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Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity