



SEC/SE/013/25-26

Chennai, May 22, 2025

BSE Limited,
Phiroze Jeejeebhoy Towers,
P J Towers, Dalal Street,
Mumbai – 400 001
Scrip Code: 533121

National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051
Symbol: EXPLEOSOL

Sub: Submission of Earnings Presentation.

Dear Sir/Madam,

Please find attached the Earnings presentation for the quarter and financial year ended March 31, 2025.

The above information shall also be made available on the website of the Company i.e., <https://investors.expleo.com>.

You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,
For Expleo Solutions Limited

S. Sampath Kumar
Company Secretary and Compliance Officer
Membership No. FCS 3838

Encl: As above.

Expleo Solutions Ltd.

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Kandanchavadi, Chennai 600096 • India • T. +91 44 4392 3200

CIN: L64202TN1998PLC066604 • GST No: 33AABCT0976G1ZG

Earnings Presentation

Q4 FY25

22ND MAY 2025

[expleo]

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Safe Harbor

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Agenda



Performance Review



Consolidated Financial Summary



Operating Metrics



Consolidated Quarterly P&L

Consolidated Q4FY25 Q-o-Q Review

Revenue:

- Operating Revenue was Rs 2,558 million vs Rs 2,576 million, marginally down by 0.7%
- Total Income was Rs 2,603 million vs Rs 2,604 million

Profit:

- Adjusted EBITDA stood at Rs 400 million vs Rs 436 million in Q3FY25, down by 8.3%
- Adjusted EBITDA margin of 15.6% in Q4FY25 as against 16.9% in Q3FY25
- PAT was at Rs 236 million vs Rs 193 million in Q3FY25, up by 22.7%
- PAT margin of 9.1% in Q4FY25 as against 7.4% in Q3FY25
- Basic EPS at Rs 15.51 in Q4FY25 as against Rs 12.75 in Q3FY25, up by 21.7%

Cash:

- Net cash position stood at Rs 2,294 million vs Rs 3,501 million for Q3FY25

**Note:*

Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated Q4FY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 2,558 million vs Rs 2,554 million
- Total Income was Rs 2,603 million vs Rs 2,572 million, up by 1.2%

Profit:

- Adjusted EBITDA stood at Rs 400 million vs Rs 398 million in Q4FY24
- Adjusted EBITDA margin of 15.6% in Q4FY25 as against 15.6% in Q4FY24
- PAT was at Rs 236 million vs Rs 148 million in Q4FY24, up by 60.0%
- PAT margin of 9.1% in Q4FY25 as against 5.7% in Q4FY24
- Basic EPS at Rs 15.51 in Q4FY25 as against Rs 10.12 in Q4FY24, up by 53.4%

Cash:

- Net cash position stood at Rs 2,294 million vs Rs 1,840 million for Q4FY24

**Note:*

Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

Consolidated FY25 Y-o-Y Review

Revenue:

- Operating Revenue was Rs 10,248 million vs Rs 9,649 million, up by 6.2%
- Total Income was Rs 10,410 million vs Rs 9,724 million, up by 7.1%

Profit:

- Adjusted EBITDA stood at Rs 1,657 million vs Rs 1,483 million in FY24, up by 11.7%
- Adjusted EBITDA margin of 16.2% in FY25 as against 15.4% in FY24, up by 80bps
- PAT was at Rs 1,023 million vs Rs 887 million in FY24, up by 15.4%
- PAT margin of 9.8% in FY25 as against 9.1% in FY24
- Basic EPS at Rs 66.52 in FY25 as against Rs 58.27 in FY24, up by 14.2%

Cash:

- Net cash position stood at Rs 2,294 million vs Rs 1,840 million for FY24

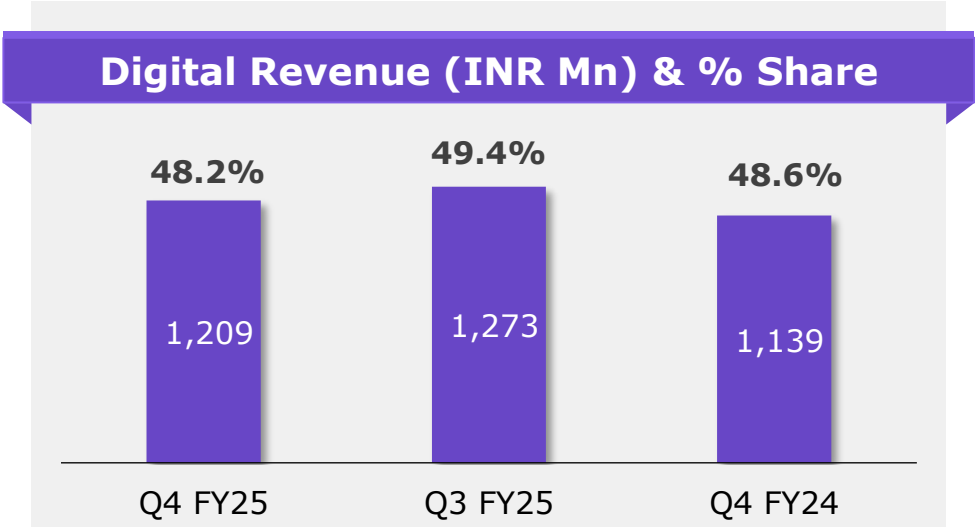
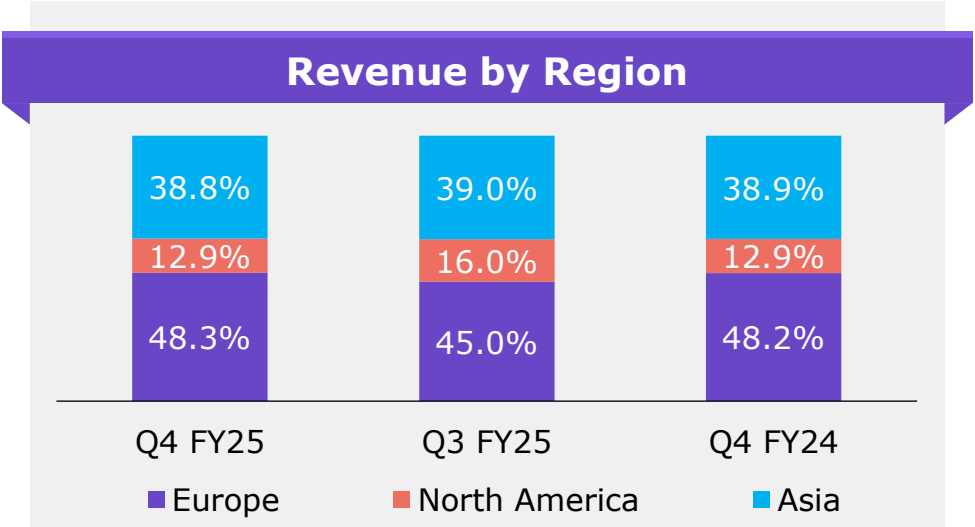
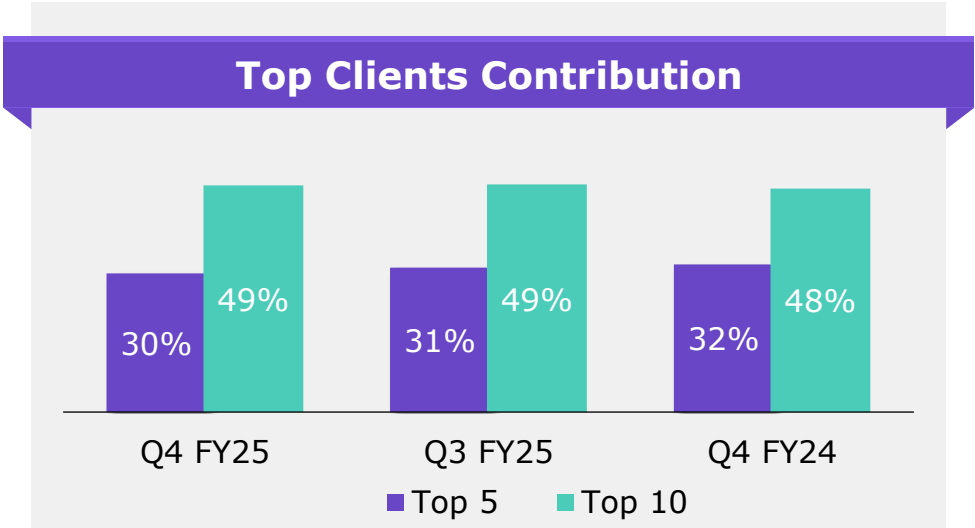
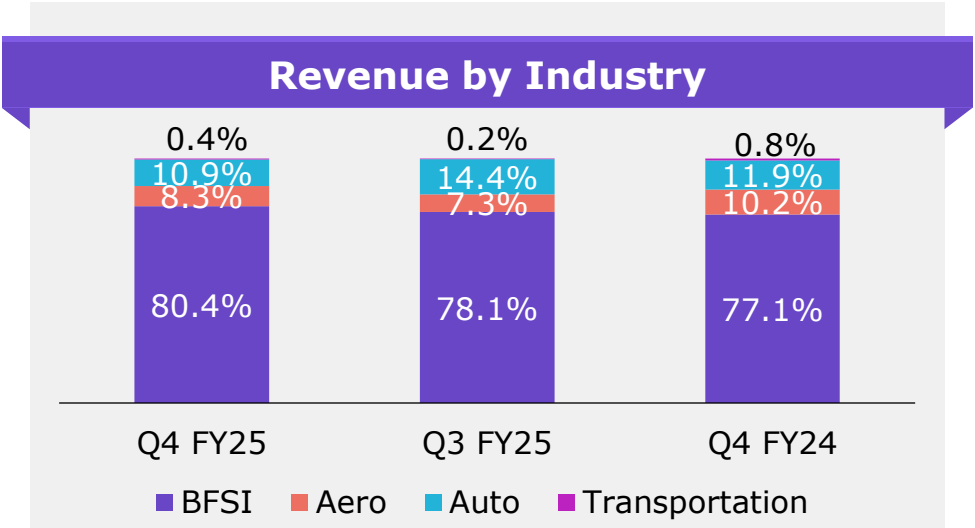
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Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income

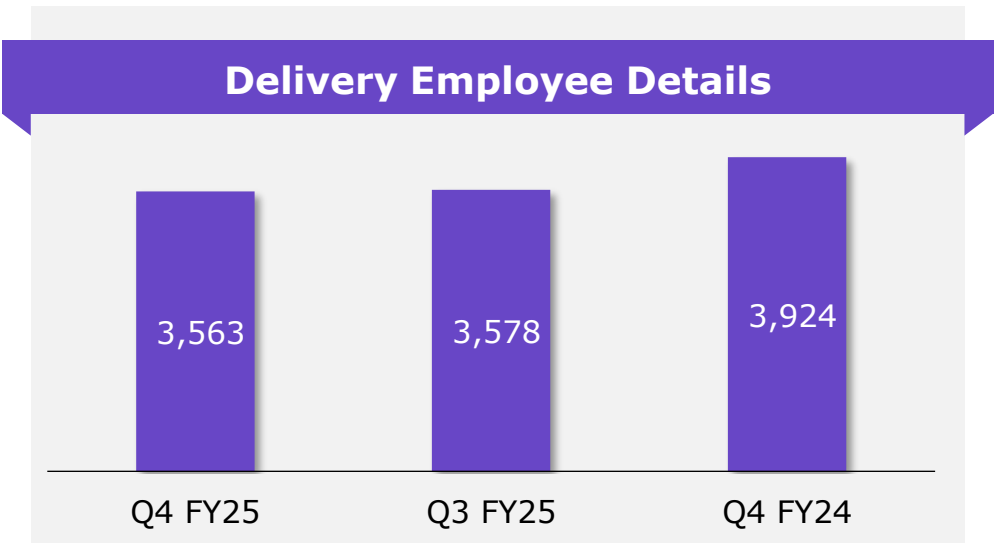
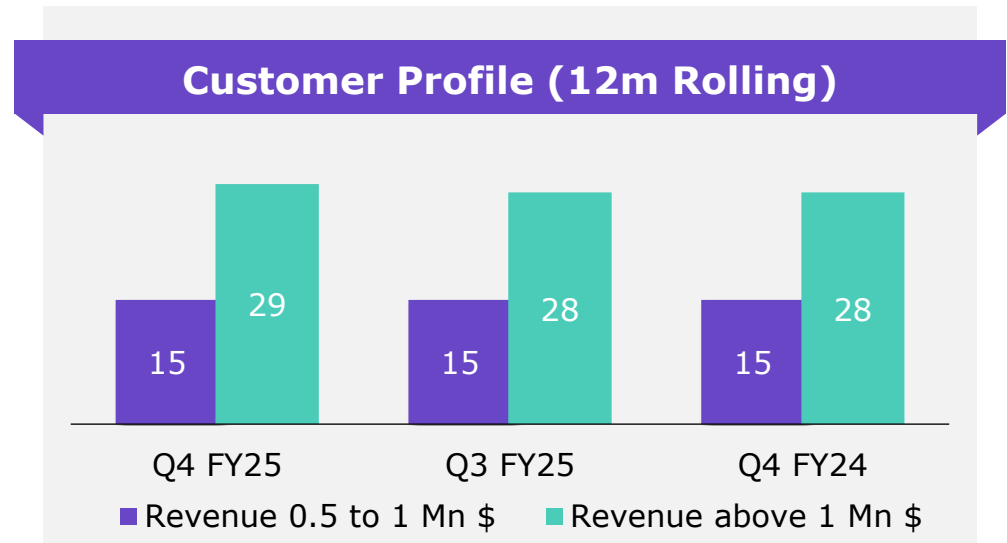
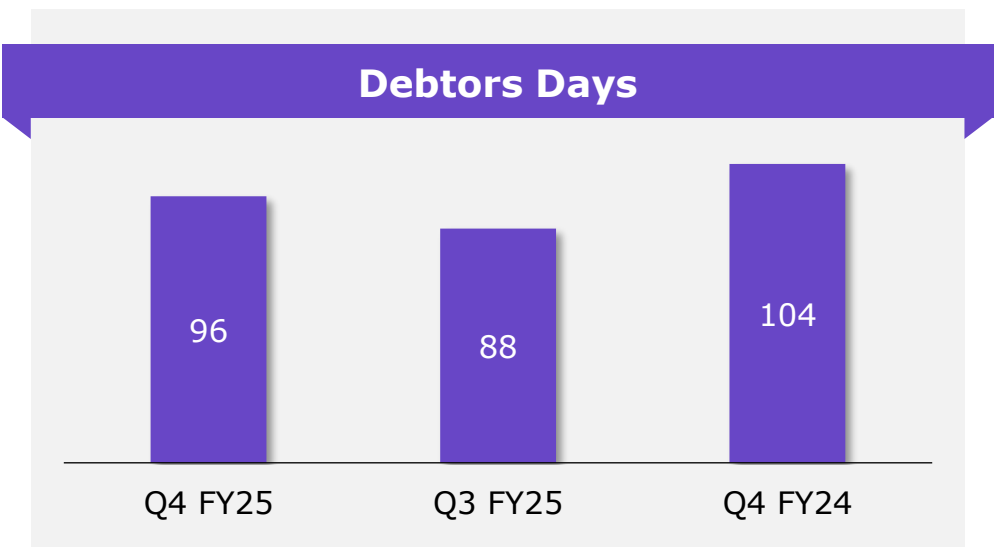
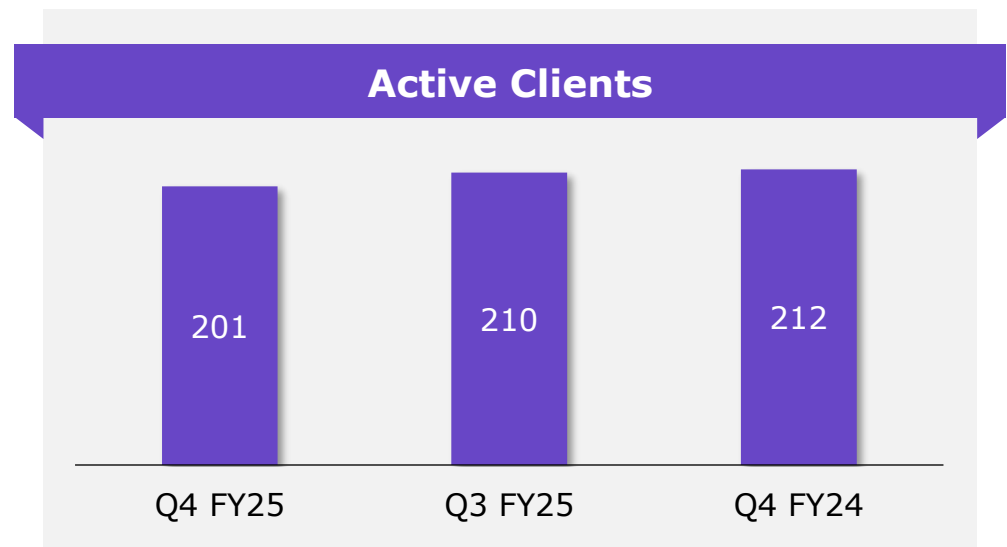
Consolidated Financial Summary

Particulars Metrics		31-Mar-25	31-Dec-24	QoQ Growth	31-Mar-24	YoY Growth	31-Mar-25	31-Mar-24	YoY Growth
		Q4 FY25	Q3 FY25		Q4 FY24		12M FY25	12M FY24	
Revenue (Rs Million)	Total Revenue	2,603.1	2,604.4	0.0%	2,572.2	1.2%	10,410.0	9,723.8	7.1%
	Net Revenue	2,558.0	2,575.8	-0.7%	2,554.1	0.2%	10,248.0	9,648.7	6.2%
Profit (Rs Million)	Adjusted EBITDA	400.0	436.4	-8.3%	398.2	0.5%	1,656.7	1,483.4	11.7%
	PBT Before Forex Gain / Loss	340.4	334.0	1.9%	317.9	7.1%	1,342.0	1,190.3	12.7%
	PBT	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
	PAT (Before OCI)	240.8	197.8	21.7%	157.0	53.4%	1,032.4	904.4	14.2%
	Total Comprehensive Income	236.2	192.5	22.7%	147.6	60.0%	1,022.9	886.8	15.4%
Margin (%)	<i>Adjusted EBITDA</i>	<i>15.6%</i>	<i>16.9%</i>		<i>15.6%</i>		<i>16.2%</i>	<i>15.4%</i>	
	<i>PBT Before Forex Gain / Loss</i>	<i>13.1%</i>	<i>12.8%</i>		<i>12.4%</i>		<i>12.9%</i>	<i>12.2%</i>	
	<i>PBT</i>	<i>13.6%</i>	<i>10.9%</i>		<i>10.2%</i>		<i>13.4%</i>	<i>12.3%</i>	
	<i>PAT (Before OCI)</i>	<i>9.2%</i>	<i>7.6%</i>		<i>6.1%</i>		<i>9.9%</i>	<i>9.3%</i>	
	<i>Total Comprehensive Income</i>	<i>9.1%</i>	<i>7.4%</i>		<i>5.7%</i>		<i>9.8%</i>	<i>9.1%</i>	
EPS (Rs)	Basic	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%
	Diluted	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%

Consolidated Financial Summary



Consolidated Financial Summary



Consolidated Financial Summary

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-25 Q4 FY25	31-Dec-24 Q3 FY25	QoQ Growth	31-Mar-24 Q4 FY24	YoY Growth	31-Mar-25 12M FY25	31-Mar-24 12M FY24	YoY Growth
	Net Sales / Income from Operation								
1	Income	2,558.0	2,575.8	-0.7%	2,554.1	0.2%	10,248.0	9,648.7	6.2%
2	Expenditure								
(a)	Employee Cost	1,608.8	1,466.6	9.7%	1,560.6	3.1%	6,078.6	5,748.4	5.7%
(b)	Depreciation	80.5	123.7	-34.9%	90.8	-11.4%	393.1	336.7	16.8%
(c)	Other Expenditure	549.1	672.8	-18.4%	595.3	-7.8%	2,512.7	2,417.0	4.0%
(d)	Total Expenditure	2,238.4	2,263.1	-1.1%	2,246.8	-0.4%	8,984.4	8,502.0	5.7%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	319.5	312.7	2.2%	307.3	4.0%	1,263.6	1,146.7	10.2%
4	Other Income	30.3	28.6	5.9%	18.1	67.2%	111.6	69.7	60.1%
5	Profit before Interest and Exceptional Items (3+4)	349.8	341.3	2.5%	325.5	7.5%	1,375.2	1,216.4	13.1%
6	Finance Cost	9.4	7.3		7.6		33.2	26.1	
7	Exchange Gain/(loss)	14.8	(51.0)		(56.0)		50.4	5.4	
8	Profit after Interest but before Exceptional Items (5-6+7)	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
9	Exceptional Items								
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	355.2	283.0	25.5%	261.9	35.6%	1,392.4	1,195.7	16.4%
11	Tax Expenses	114.5	85.2	34.4%	104.9	9.1%	360.0	291.3	23.6%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	240.8	197.8	21.7%	157.0	53.4%	1,032.4	904.4	14.2%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (12-13)	240.8	197.8	21.7%	157.0	53.4%	1,032.4	904.4	14.2%
15	Other Comprehensive Income	(4.6)	(5.3)		(9.4)		(9.5)	(17.6)	
16	Total Comprehensive Income for the period (14+15)	236.2	192.5	22.7%	147.6	60.0%	1,022.9	886.8	15.4%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	15.51	12.75	21.7%	10.12	53.4%	66.52	58.27	14.2%

Our values

Courage

Excellence

Collaboration

Respect

Accountability



Think bold, act reliable



Get Social with @ExpleoGroup

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