



SEC/SE/058/20-21

Chennai, November 05, 2020

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
Scrip Code: EXPLEOSOL

Sub: Submission of Investor Presentation.

Dear Sir/Madam,

This is further to our letter no. SEC/SE/055/20-21 dated November 03, 2020 intimating the schedule of conference call with Analysts/Investors to be held on Friday, November 06, 2020. Please find attached the Investor presentation towards the same.

You are requested to take the above on record 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

Encl : As above.

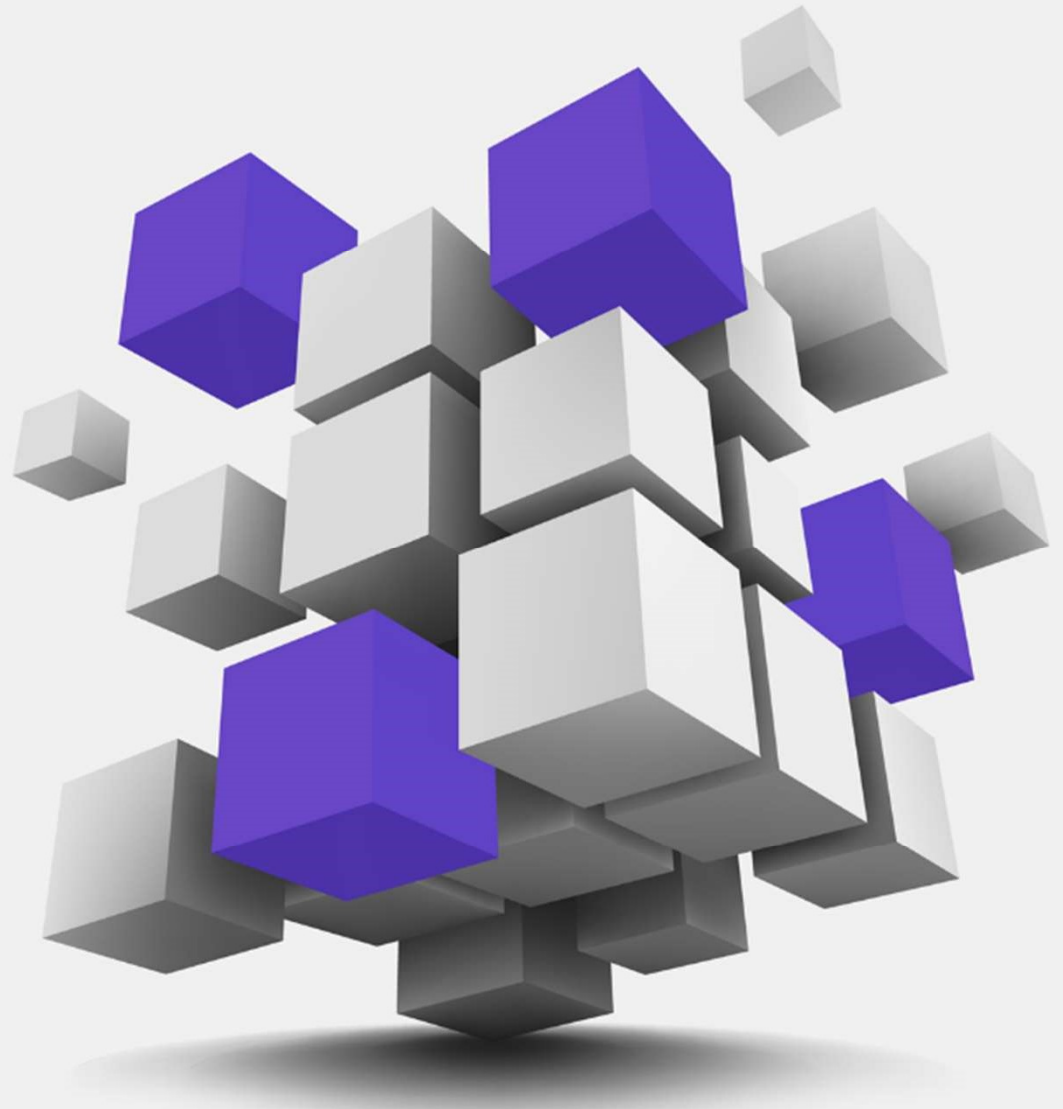
Earnings Presentation

Q2 FY21

05 NOVEMBER 2020

(expleo)

Think bold, act reliable



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



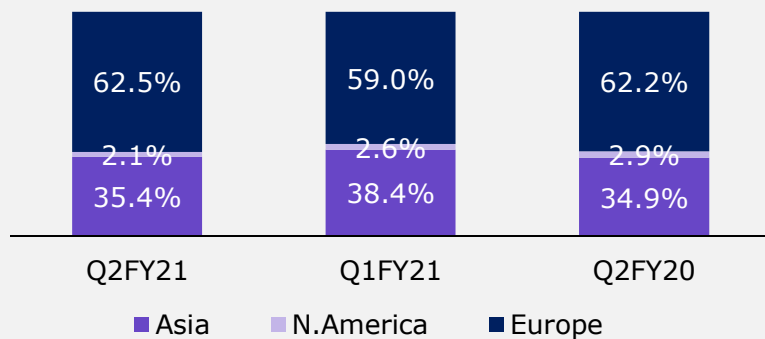
Consolidated Financial Summary

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%

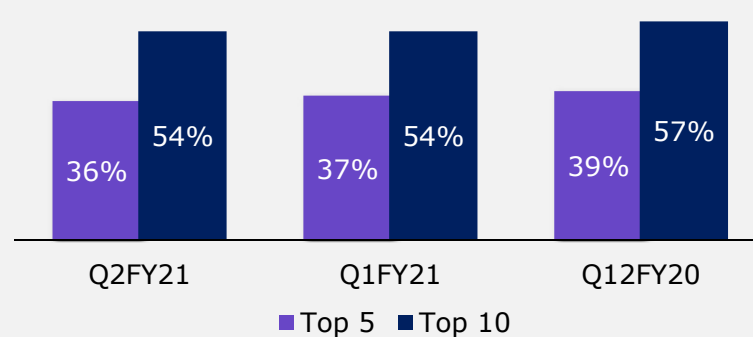


Operating Metrics

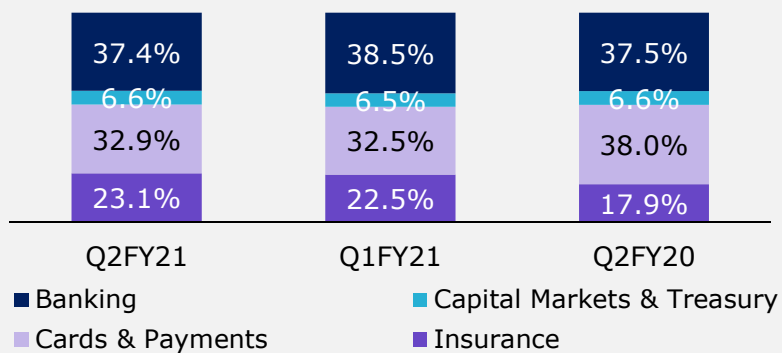
Revenue by Region



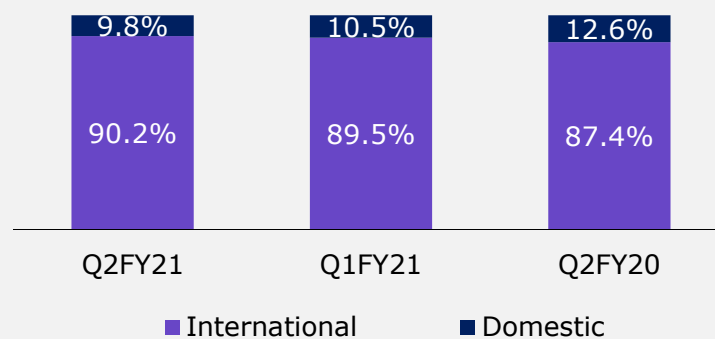
Client Concentration (12m Rolling)



Revenue by Practice



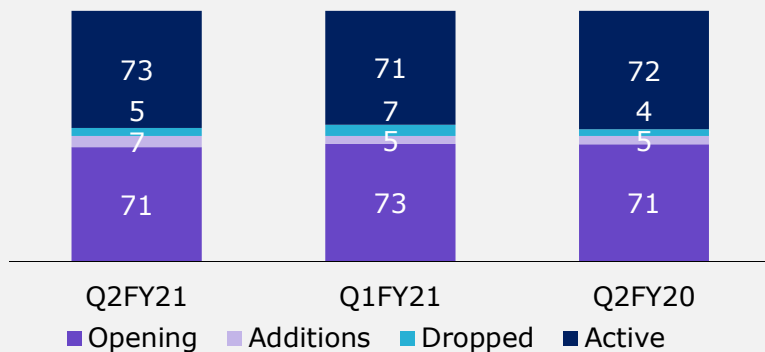
Revenue Distribution



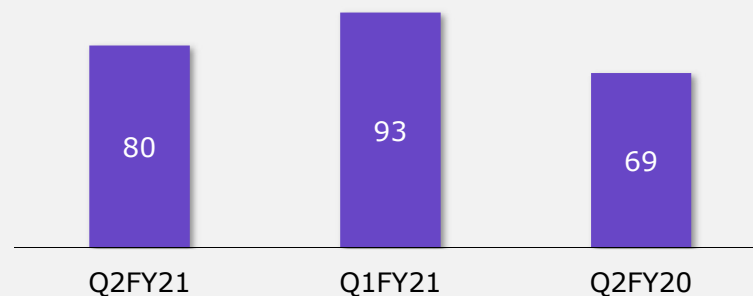


Operating Metrics

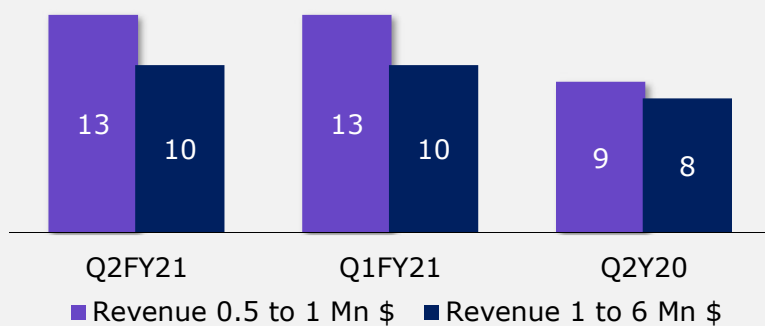
Client Details



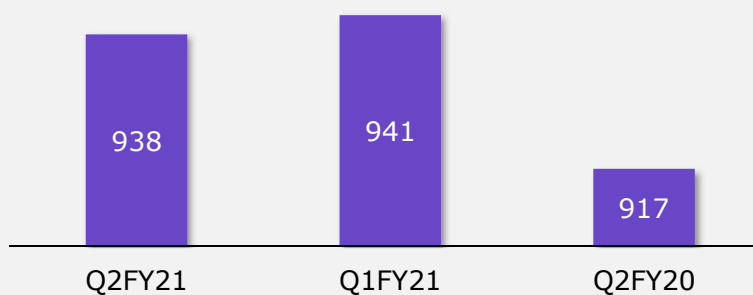
Debtors Days



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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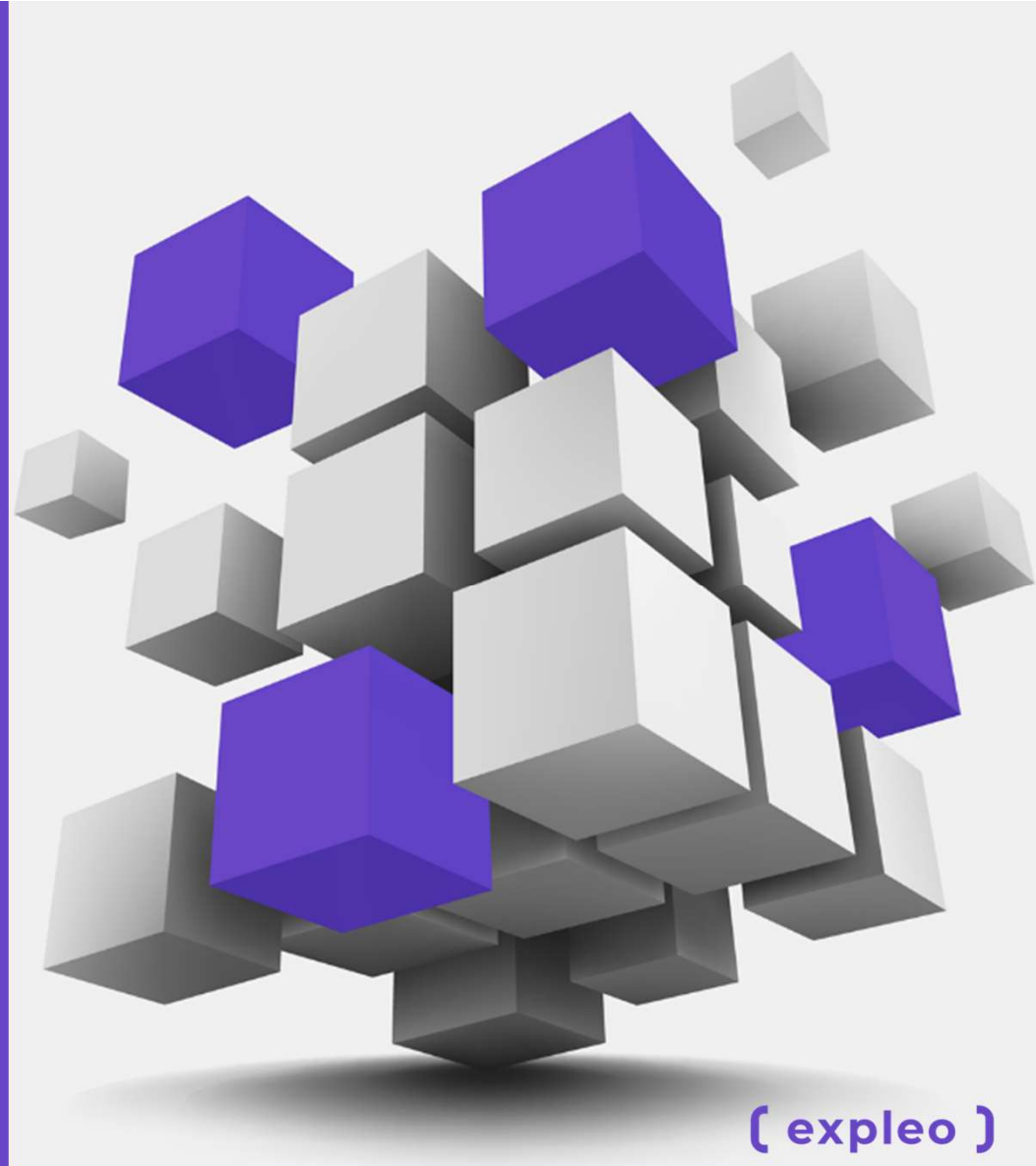
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Our Values

Passion for Quality	Professional Partnership	Employees Excellence	Responsibility	Honesty and Integrity
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