

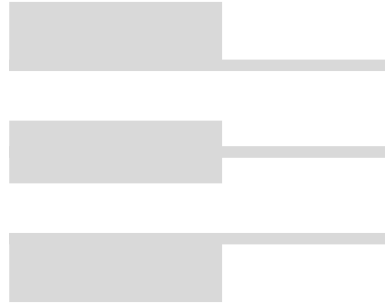


**A Modernization  
Engineering Company**

Q4 FY'24

# Earning's presentation : Financial performance

07<sup>th</sup> May 2024



# Q4 FY24 Performance Highlights



Consolidated Business			
PAT		QoQ*	YoY*
₹ 110.4 Crs	↓	(14.1%)	↑ 6.9%

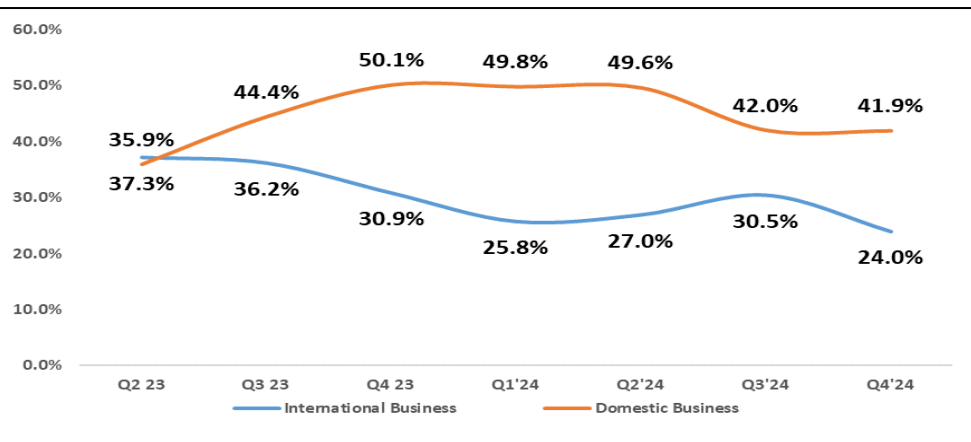
\* Before Exceptional Items

International Services			
Revenue \$	QoQ	YoY	
\$ 81.7 Mn	↓ (2.4%) (2.2% CC)	↑ 34.3% 33.9% CC	
Revenue ₹	QoQ	YoY	
₹ 679.0 Crs	↓ (2.6%)	↑ 39.5%	

Domestic Business			
GC	QoQ	YoY	
₹ 64.8 Crs	↓ (9.1%)	↑ 18.6%	

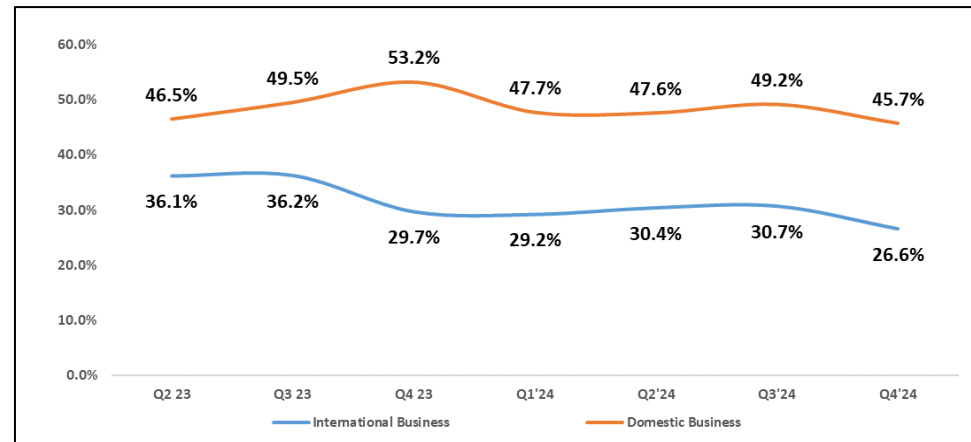
Consolidated EPS (in ₹)					
	Q4'24	Q3'24	Q4'23	QoQ	YoY
Consol EPS before Exceptional items	4.0	4.6	4.1	(14.3%)	(3.2%)
Consol EPS post Exceptional items	4.0	(1.6)	4.1	(341.2%)	(3.2%)

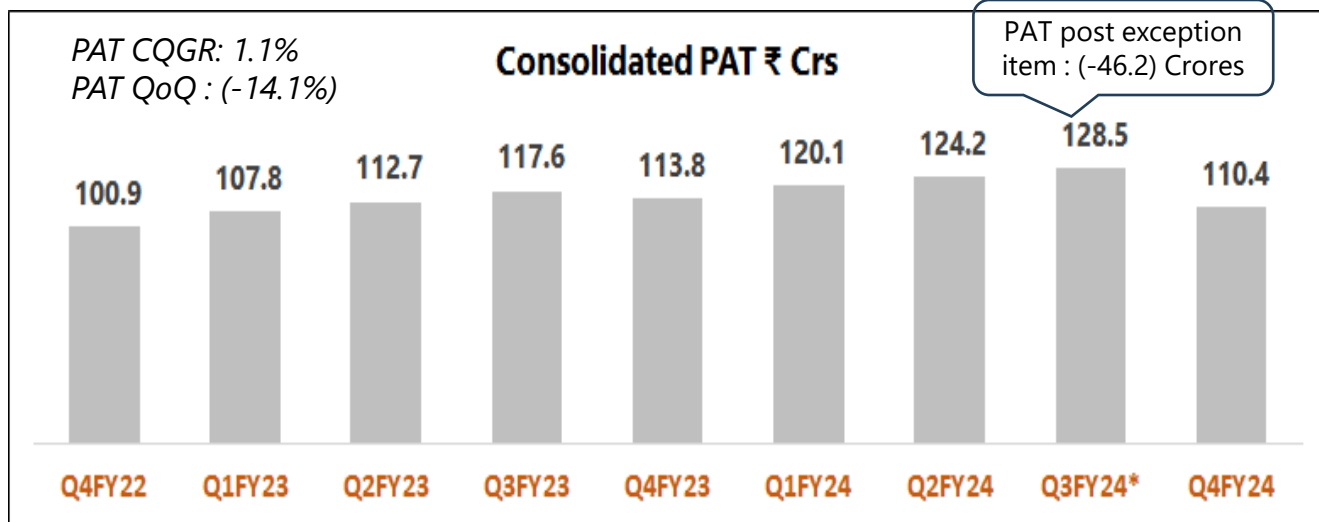
## ROCE



- At Consol level,  
ROCE : Q4'24 : **25.4%**  
(Q3'24: 31.4%)  
RONW : Q4'24 : **31.4%**  
(Q3'24: 35.0%)

## RONW





## Break up – Other Income & Fx

International services	Q1'24	Q2'24	Q3'24	Q4'24	FY'24
<b>Other Income</b>	16.0	8.4	7.7	21.3	53.5
<b>Fx Impact Loss / (Gain)</b>					
Exchange - Realized Loss / (Gain)	(0.2)	1.5	(1.8)	(3.8)	(4.4)
Exchange - Restatement	(0.9)	(3.2)	(1.9)	(0.4)	(6.5)
Domestic Business	Q1'24	Q2'24	Q3'24	Q4'24	FY'24
<b>Other Income</b>	10.7	12.6	5.6	29.2	58.2
<b>Fx Impact Loss / (Gain)</b>					
Exchange - Realized Loss / (Gain)	1.1	(0.3)	(4.2)	(0.1)	(3.5)
Exchange - Restatement	(1.9)	(1.0)	1.3	(0.4)	(2.0)

## Break up of Depreciation in P&L

Particulars	Q1'24	Q2'24	Q3'24	Q4'24
Depreciation of Fixed Assets	10.0	11.6	11.6	11.7
Amortisation of Intangibles	20.7	21.3	21.5	21.2
Quant	16.8	17.1	17.2	17.0
Earlier acquisitions (Encore, GBW, Sopris & Scalable)	4.0	4.2	4.3	4.2
<b>Subtotal - International</b>	<b>30.7</b>	<b>32.9</b>	<b>33.1</b>	<b>32.9</b>
<b>Subtotal - Domestic</b>	<b>0.5</b>	<b>0.5</b>	<b>0.6</b>	<b>0.8</b>
<b>Total</b>	<b>31.2</b>	<b>33.3</b>	<b>33.7</b>	<b>33.7</b>

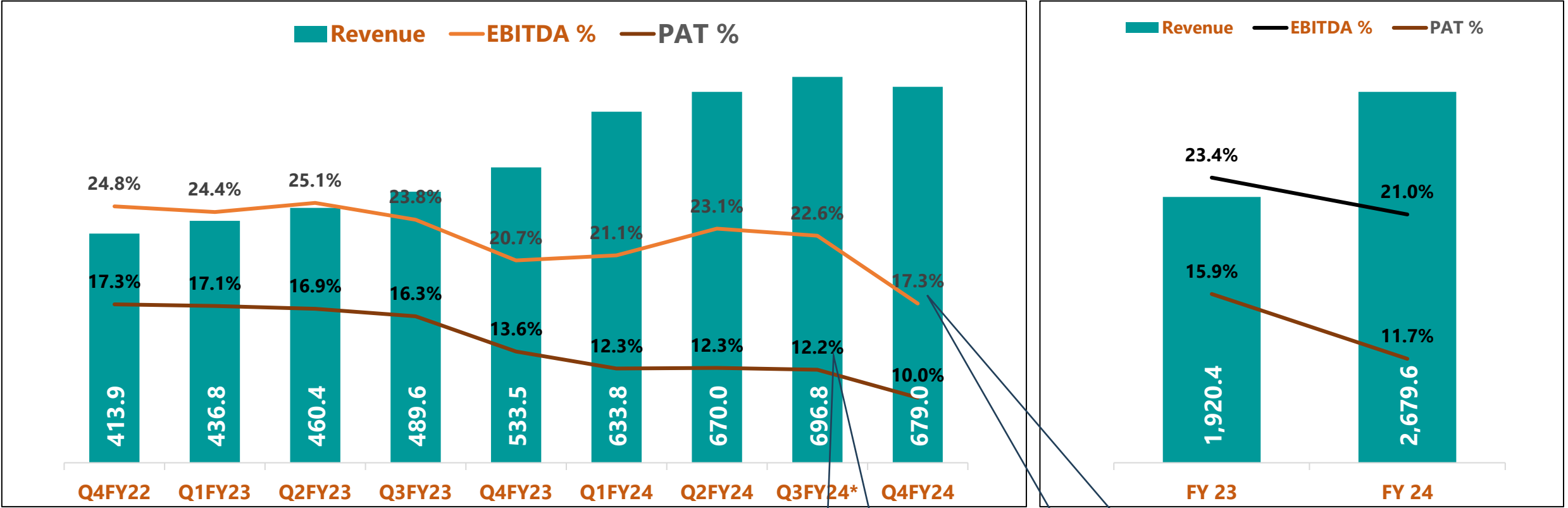
## Break up - Amortization and Interest

Particulars	Q1'24	Q2'24	Q3'24	Q4'24
Amortisation of Intangibles	20.7	21.3	21.5	21.2
Interest on Acquisition loan	6.5	6.9	8.1	7.8
Unwinding Interest on deferred consideration	11.3	11.1	11.1	10.1
<b>Total</b>	<b>38.6</b>	<b>39.3</b>	<b>40.6</b>	<b>39.1</b>

### Amortization and Interest

Interest on acquisition loan and deferred consideration (17.9 Crs) & Amortization of intangibles (21.2 Crs) in Q4'24 is at similar levels from Q3'24.

# International Services Financial Trend



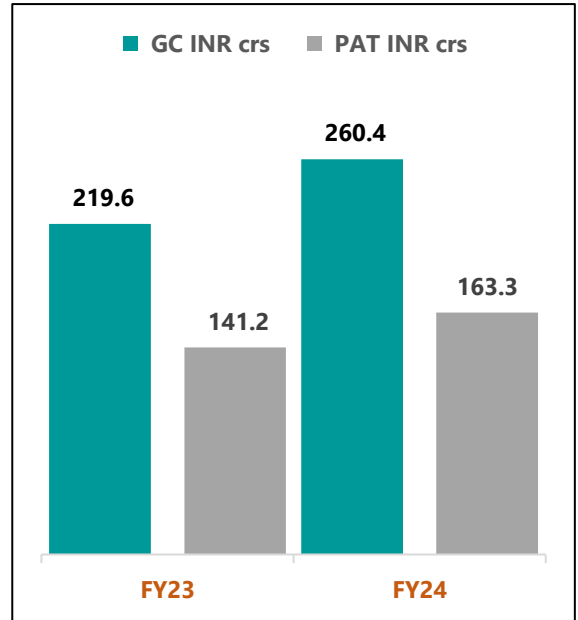
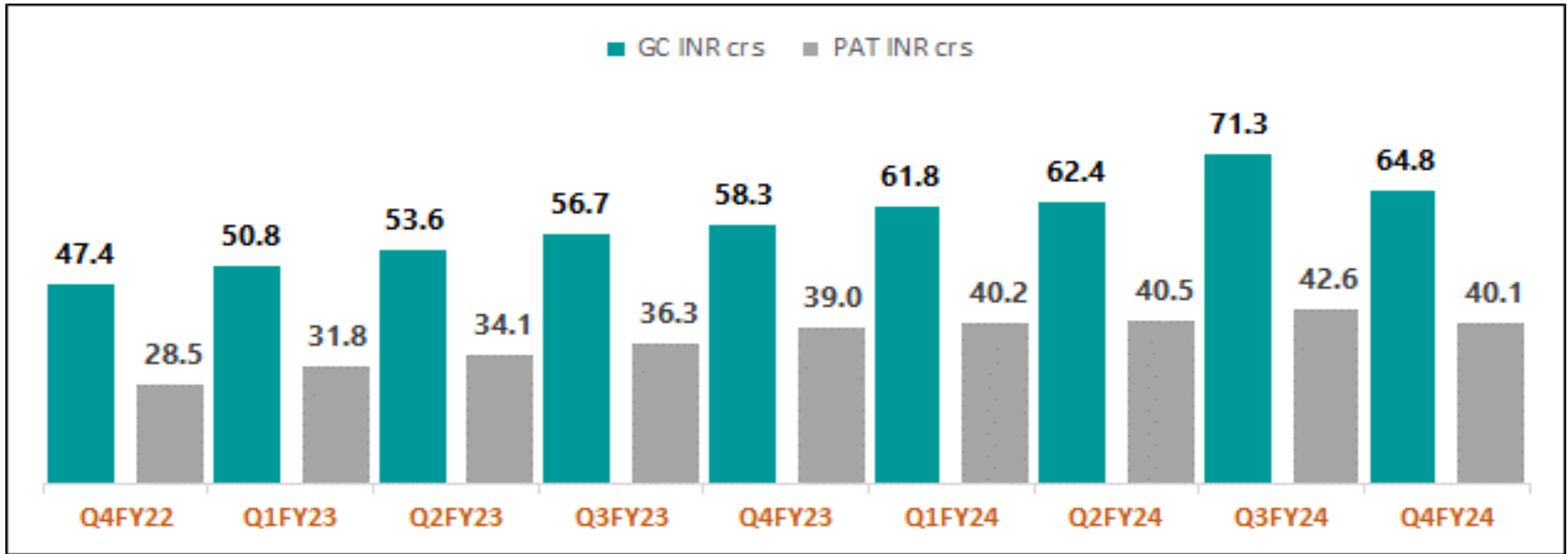
- 1. Revenue CQGR – 6.4%
- 2. EBITDA (before FX & OI) CQGR – 1.7%
- 3. Q4'24 International services EBITDA before FX & OI was at 17.3% against 22.6% in Q3'24.

PAT post exception item : (12.6%)

Adjusted EBITDA for Q4'24 : 19.0% (due to one timer adjustment)

Revenue No's are in INR Crs

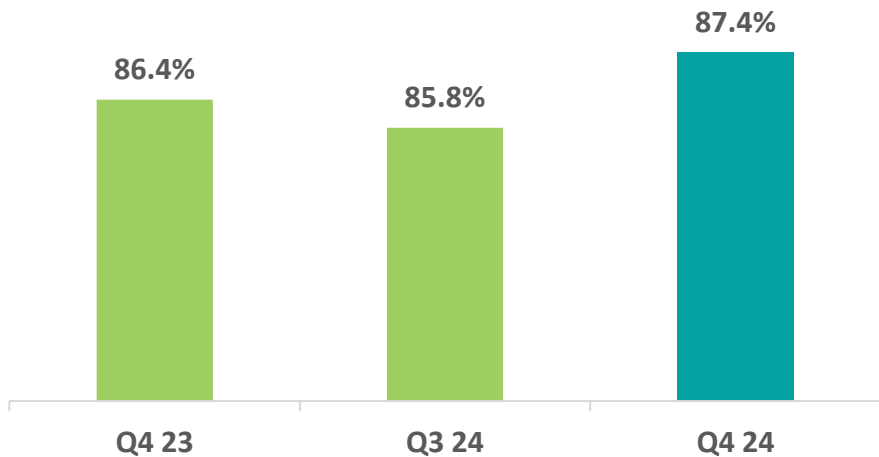
# Domestic Business Financial Trend



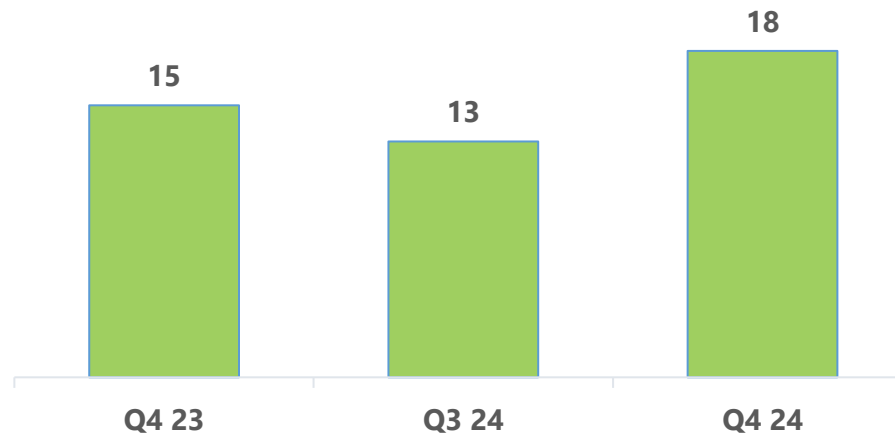
- Gross Contribution CQGR – 4.0%
- Q4 FY'24 Gross contribution reduced (-9.1%)
- PAT CQGR – 4.4%



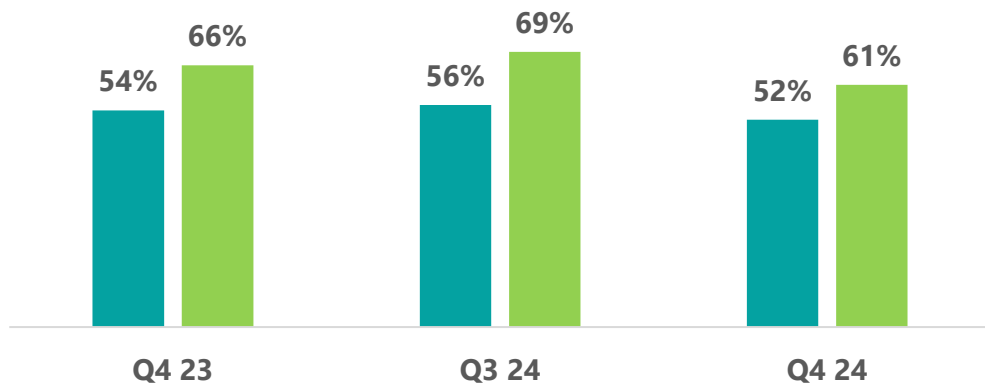
# International Services: Revenue Growth



**Utilization**

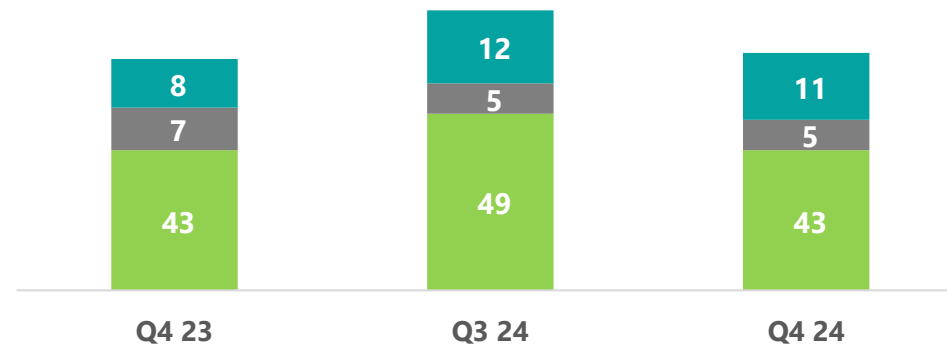


**New Customers added**



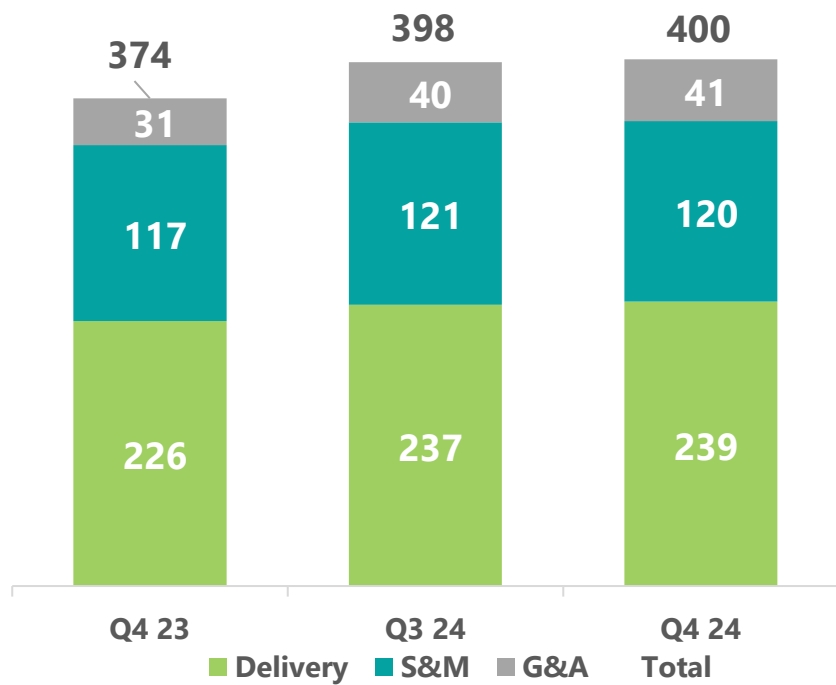
■ Top 10 Customer ■ Top 20 Customer

**Client Concentration**

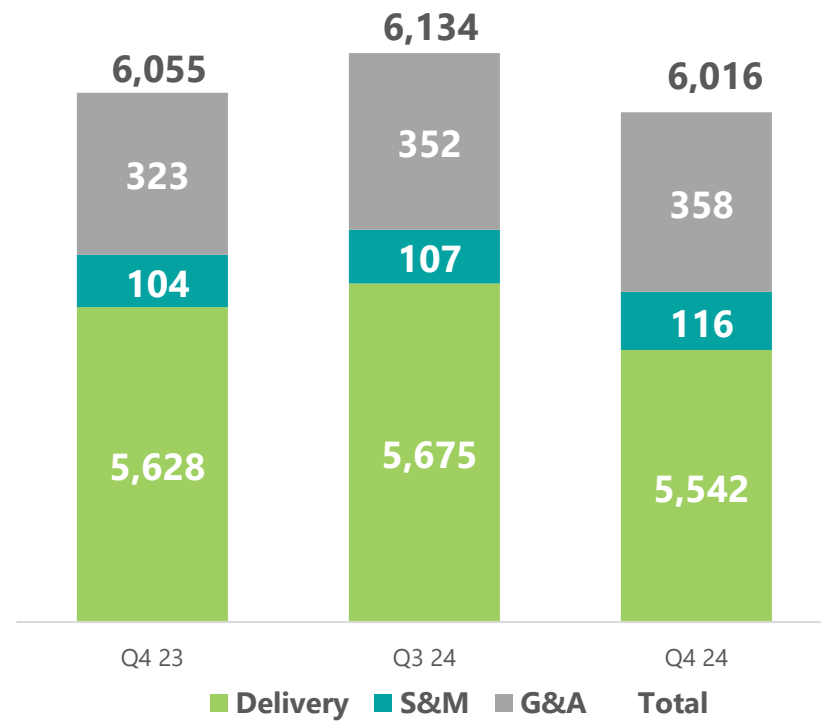


■ 1-3 Mn ■ 3-5 Mn ■ 5+ Mn

**No. of \$ Million Customers**



**Domestic Business : Headcount by Function**

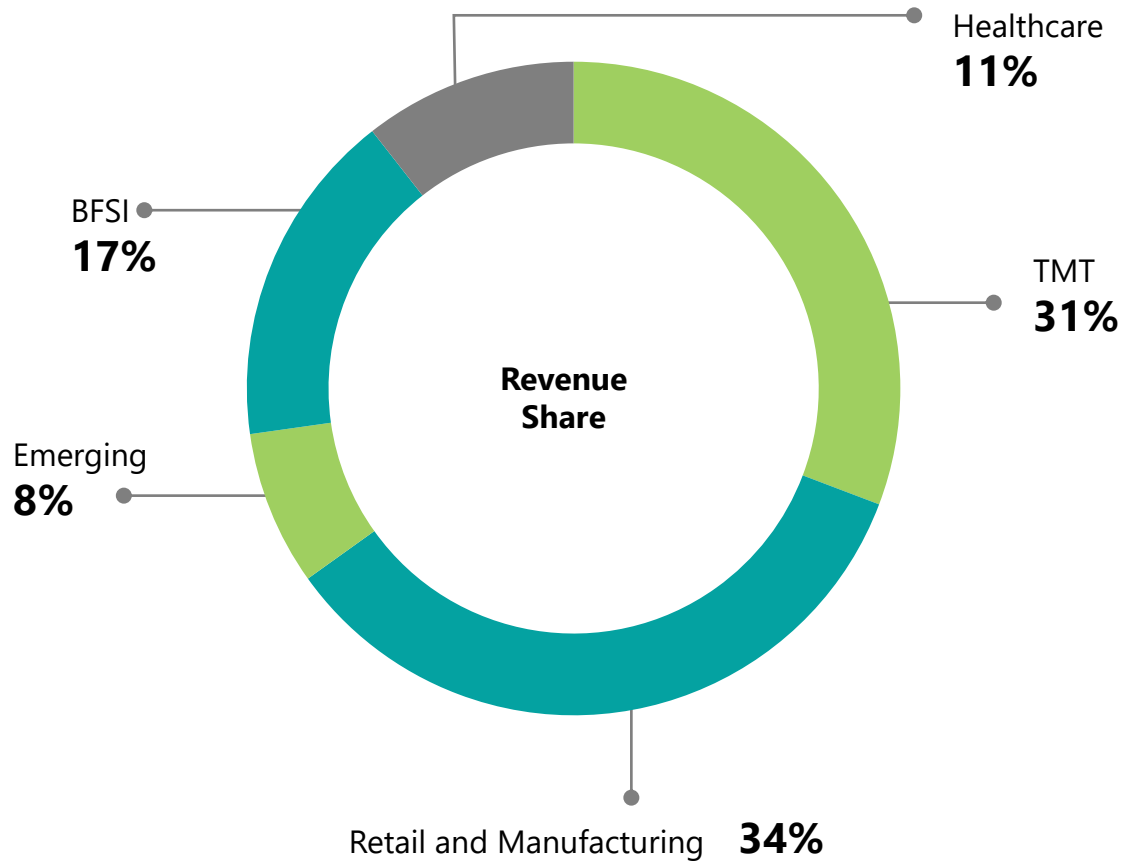


**International services : Headcount by Function**

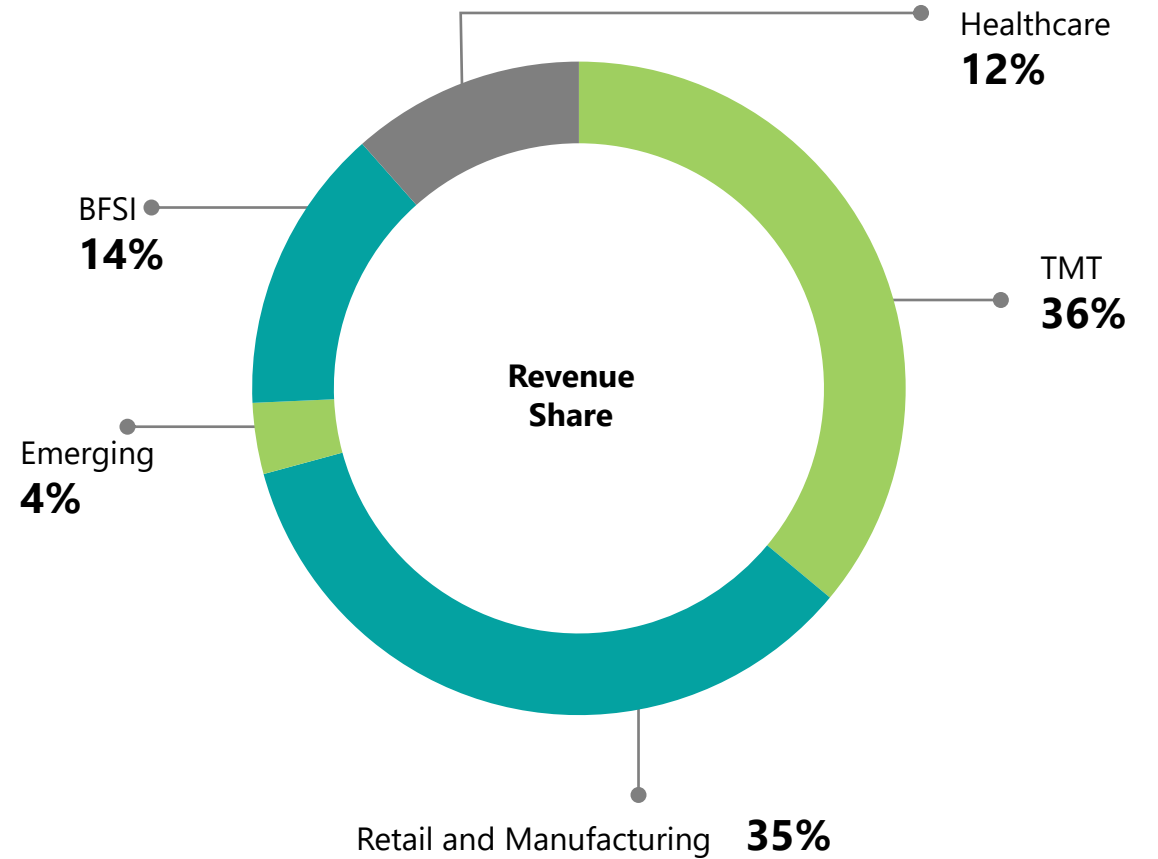
# International Business: Revenue by Verticals Mix



### Q3 FY24

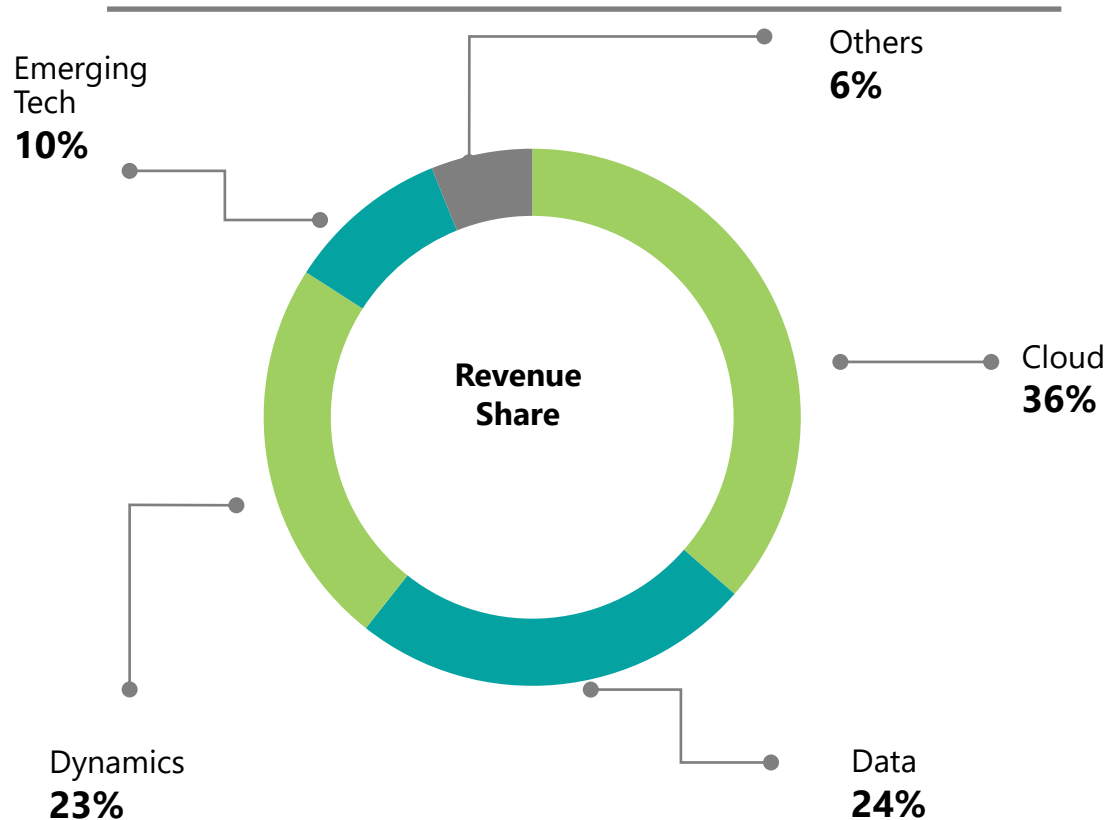


### Q4 FY24

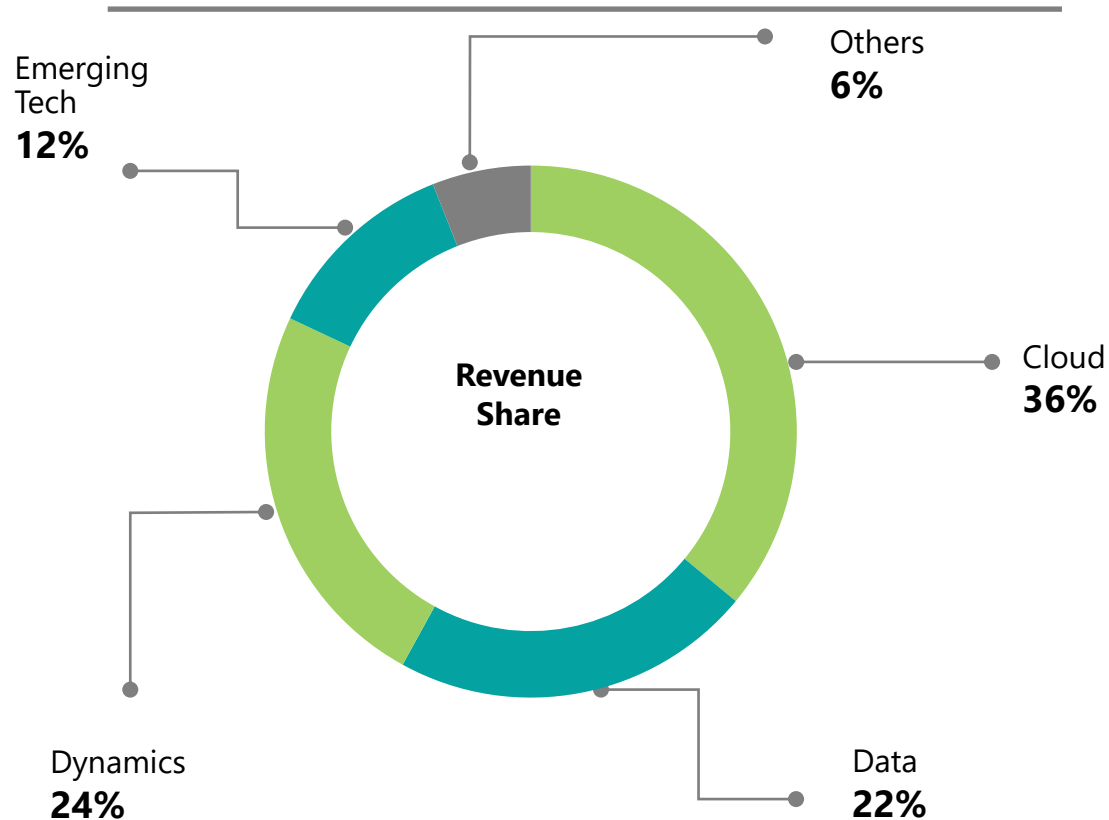




### Q3 FY 24



### Q4 FY 24



# THANK YOU



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