

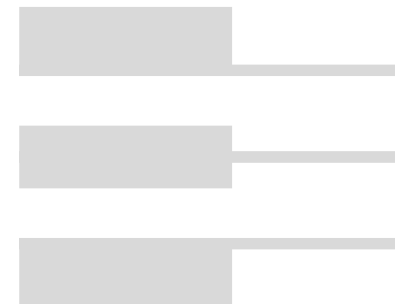


**A Modernization
Engineering Company**

Q1 FY'25

Earning's presentation: Financial performance

31st July 2024



Q1 FY25 Performance Highlights

International Services

Revenue \$		QoQ		YoY
82.7	↑	1.3%	↑	6.9%
		1.4% CC		7.5% CC

Revenue ₹		QoQ		YoY
687.8	↑	1.3%	↑	8.5%

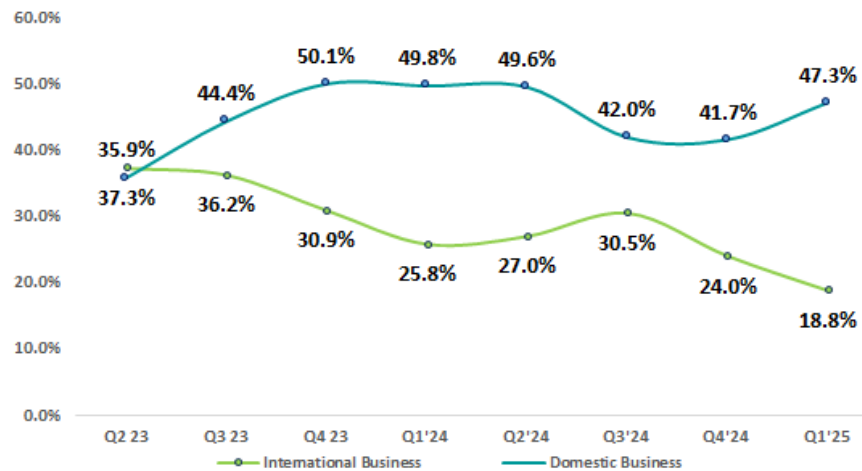
Domestic Business

GC		QoQ		YoY
68.5	↑	5.8%	↑	10.7%

Consolidated EPS (in ₹)

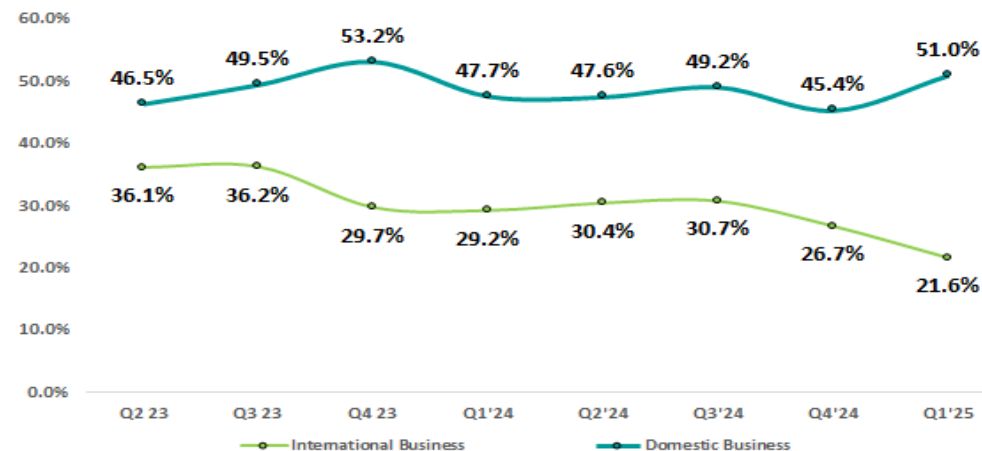
	Q1'25	Q4'24	Q1'24	QoQ	YoY
Consol EPS before Exceptional items	3.8	4.0	4.3	(4.0%)	(12.0%)
Consol EPS post Exceptional items	3.8	4.0	4.3	(4.0%)	(12.0%)

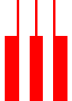
ROCE



- At Consol level,
ROCE : Q1'25 : **23.5%**
(Q4'24: 27.7%)
RONW : Q1'25 : **27.7%**
(Q4'24: 31.4%)

RONW

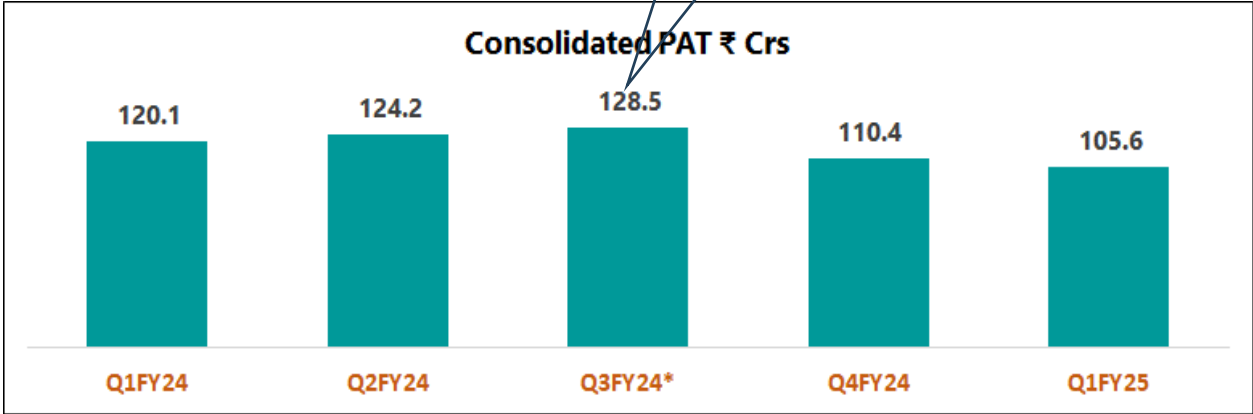




Consolidated PAT

PAT CQGR: (-3.2%)
PAT QoQ : (-4.3%)

PAT post exception
item : (-46.2) Crores



Break up of Depreciation in P&L

Particulars	Q1'24	Q4'24	Q1'25
Depreciation of Fixed Assets	10.0	11.7	11.4
Amortisation of Intangibles	20.7	21.2	21.2
Quant	16.8	17.0	17.0
Earlier acquisitions (Encore, GBW, Sopris & Scal)	4.0	4.2	4.2
Subtotal - International	30.7	32.9	32.6
Subtotal - Domestic	0.5	0.8	0.7
Total	31.2	33.7	33.3

Break up – Interest Expenses

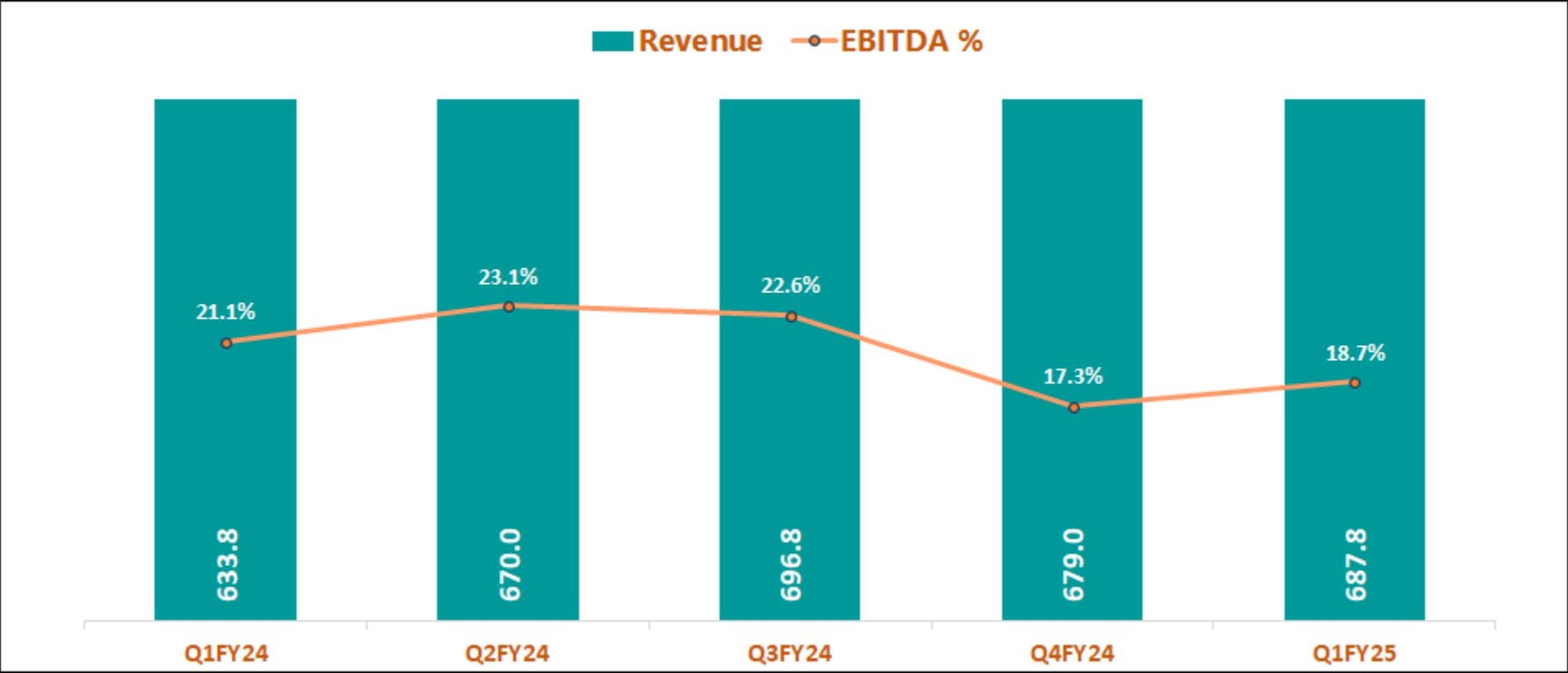
Particulars	Q1'24	Q4'24	Q1'25
Interest on Acquisition loan	6.5	7.8	10.8
Unwinding Interest on deferred consideration	11.3	10.1	6.5
Total	17.8	17.9	17.3

Break up –Other Income and Fx

International services	Q1'24	Q4'24	Q1'25
Other Income & Fx	17.2	25.5	10.2
Domestic Business	Q1'24	Q4'24	Q1'25
Other Income & Fx	11.6	29.7	9.2

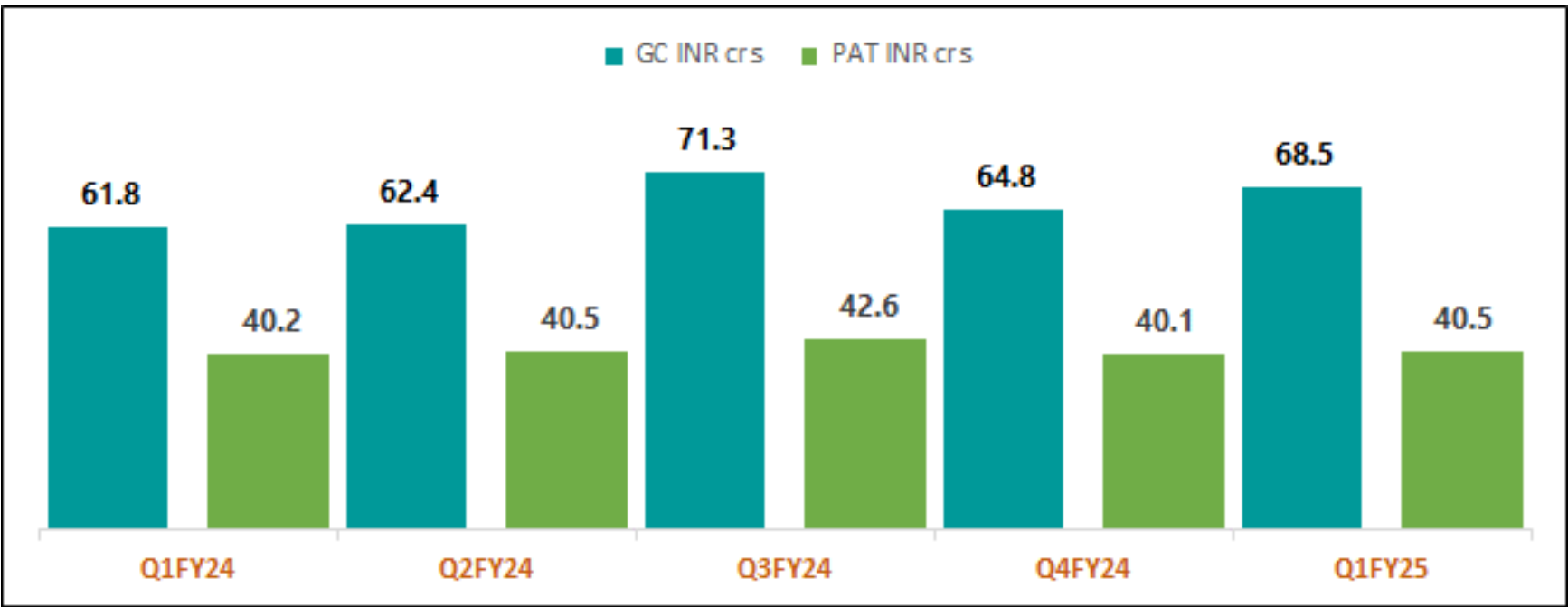


International Services Financial Trend



- 1. Revenue CQGR 2.1%
- 2. EBITDA (before FX & OI) CQGR -2.9%
- 3. Q1'25 International services EBITDA before FX & OI was at 18.7% against 17.3% in Q4'24.

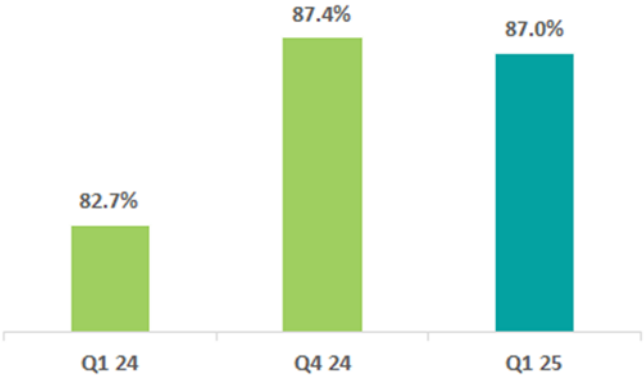
Revenue No's are in INR Crs



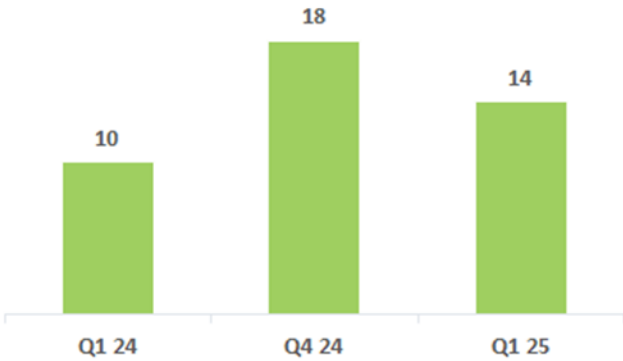
- Gross Contribution CQGR 2.6%
- QoQ Gross contribution increased by 5.8%
- PAT CQGR 0.2%



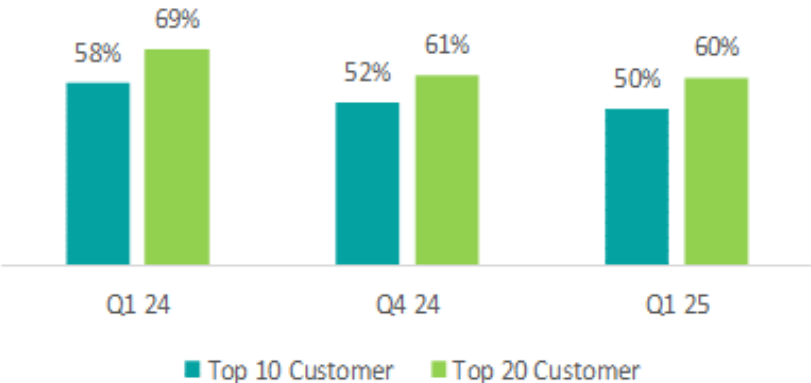
International Services: Revenue Growth



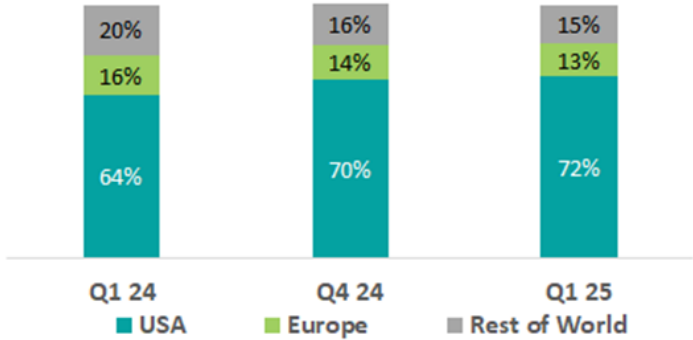
Utilization



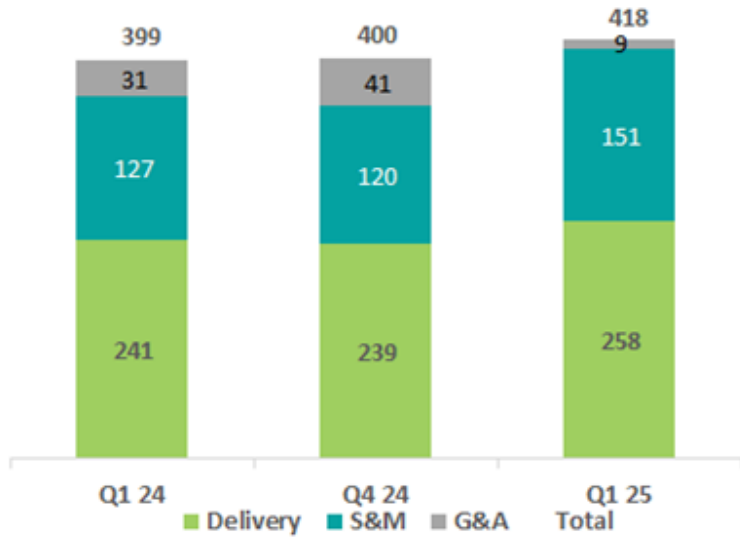
New Customers added



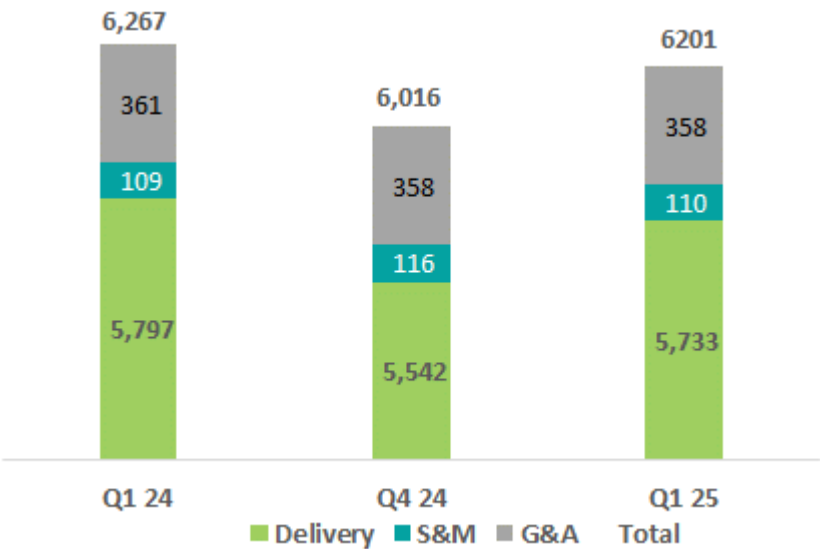
Client Concentration



No. of \$ Million Customers

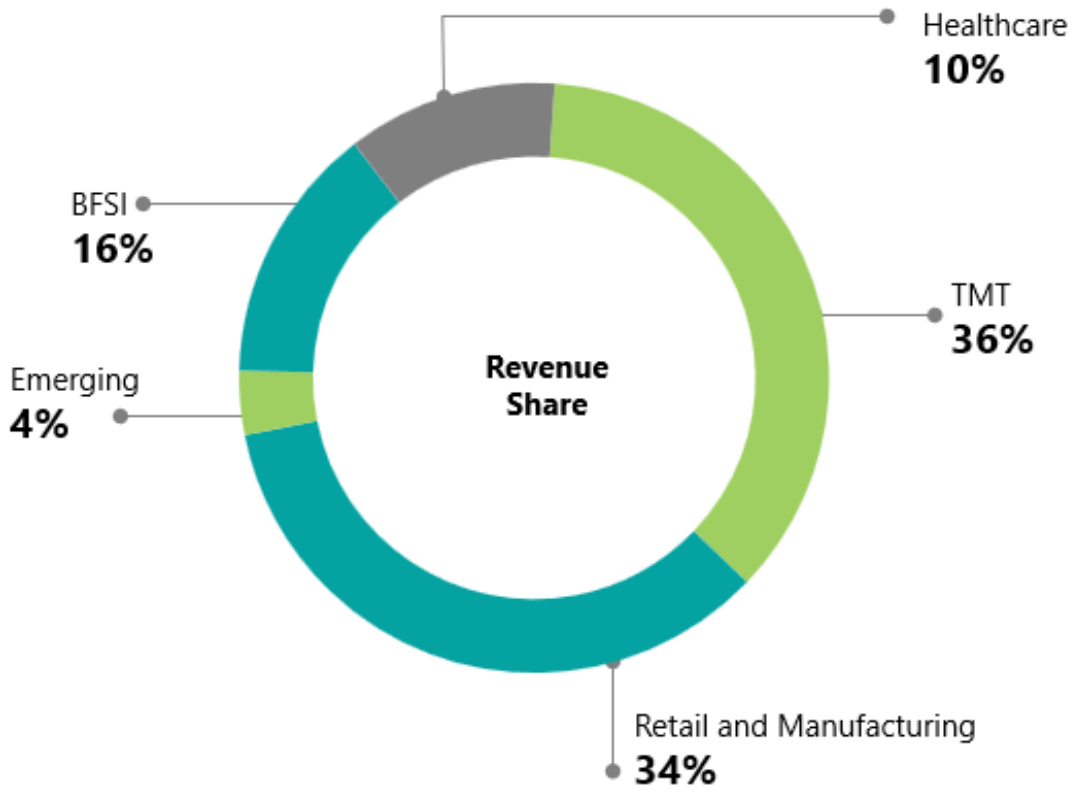


Domestic Business : Headcount by Function

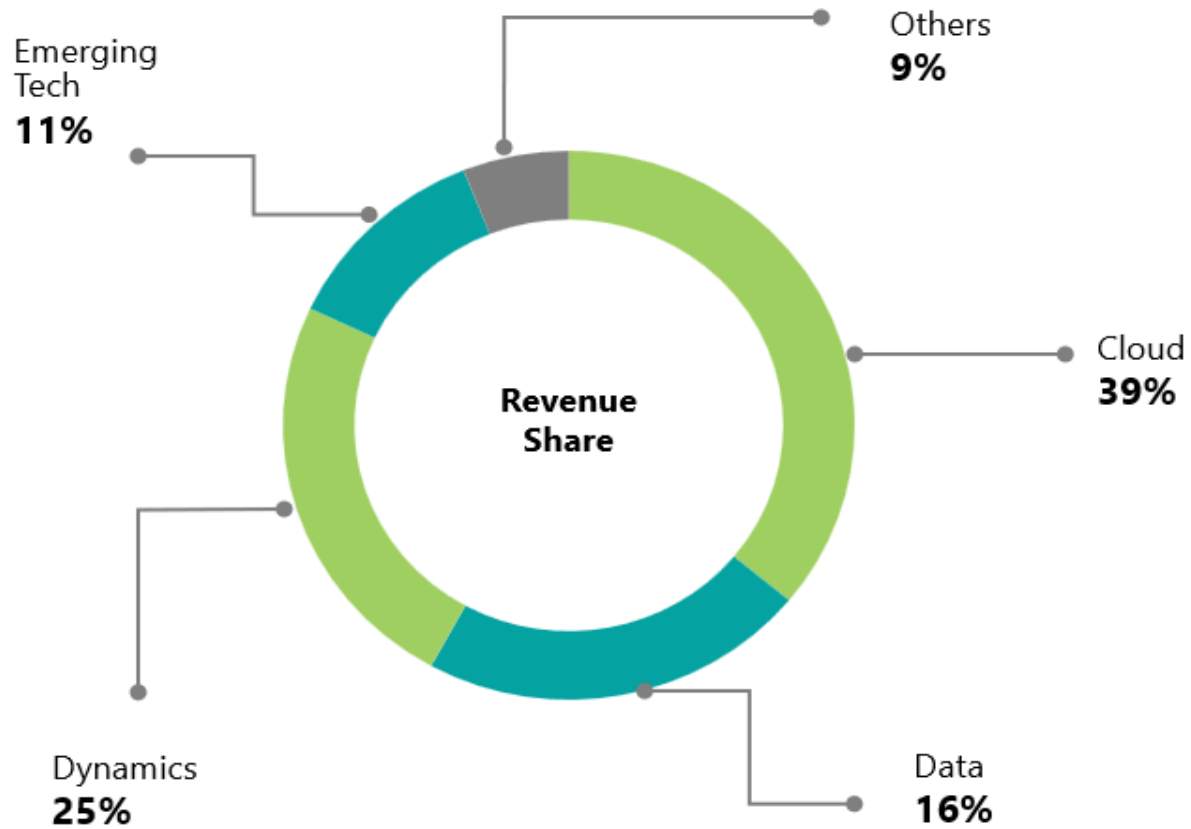


International services : Headcount by Function

Verticals Mix



GTM's



THANK YOU



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