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Financial Performance - FY18 Q3
30th Jan, 2018

Financial Summary



Metrics		FY18 Q3	Q-o-Q	FY18 YTD	Y-o-Y
Revenue	OPG revenue (USD mm)	48.9	1%	146	0%
	OPG revenue (INR mm)	3,399	3%	10,039	1%
	Total revenue (INR mm)	3,405	-7%	10,492	2%
Profit	OPM (INR mm)	778	-7%	2,508	-21%
	EBITDA (INR mm)*	911	-30%	3,295	-14%
	Operating EBITDA (INR mm)*	904	-5%	2,862	-20%
	Net profit (INR mm)	575	-35%	2,255	-19%
Margin	OPM (%)	23%	-2%	25%	-7%
	EBITDA (%)	27%	-9%	31%	-6%
	Operating EBITDA (%)	27%	-2%	29%	-7%
	Net profit (%)	17%	-7%	21%	-6%

**Operating EBITDA Excludes Other Income, whereas EBITDA includes Total Revenue*

- Q-o-Q USD revenue increased by 1.2% and CC revenue up by 1.1%
 - Anticipate upwards trend in revenue and margin from Q4
- In FY18 YTD, company has accounted a total of INR 289 mm under SEIS; +ve PAT impact of 3.7% for YTD
 - INR 64.83 mm accrued for YTD FY18 accounted in FY18 Q3 (part of operating revenue)
 - INR 223.86 mm pertaining to previous years treated as “Exceptional Items”
- Share buyback program of INR 2580 mm announced at INR 2000; pending regulatory approval

Other Income – FY18 Q3 vs. FY18 Q2

Other Income	FY18 Q3	FY18 Q2	FY18 Q1	FY17 Q4	FY17 Q3
Investment Income	69.9	69.7	70.2	59.1	76.7
Revaluation and Realized Gain	(70.8)	55.9	16.9	(133.9)	40.4
Other Misc. Income	7.1	14.8	(4.9)	2.2	(4.2)
Total	6.2	140.4	82.2	(72.6)	112.9

Figures in INR millions.

- Drop in other income primarily due to adverse exchange rate movement
- **Revaluation and Realised Gain**
 - USD/INR FY'18 Q3 Exit: 63.85 vs. FY'18 Q2 Exit: 65.29
 - EUR/INR FY'18 Q3 Exit: 76.61 vs. FY'18 Q2 Exit: 77.15
 - GBP/INR FY'18 Q3 Exit: 86.21 vs. FY'18 Q2 Exit: 87.47

Note: For analysis purpose we have grouped any (losses) or gain under other income, whereas In published financial results any (losses) are grouped under other expenses

Current Hedge Status

- Total outstanding hedges now \$142.3 mm at average INR 69.3/\$; 100% forwards
 - 2.9 times quarter revenue vs. average of 2.8 times in preceding 4 quarters

Contract	Year	Currency	Amount (mn)	Avg. Rate (INR)	
Forwards	FY18 Q4	USD	30.79	70.0	
		Euro	0.65	86.3	
	Total FY18 Q4 – Equiv USD			\$31.57	70.0
	FY19 H1	USD	\$55.31	69.3	
	FY19 H2	USD	\$38.61	68.9	
	Total FY19 – USD			\$93.92	69.1
	FY20 H1	USD	\$14.67	69.2	
	FY20 H2	USD	\$2.15	69.6	
	Total FY20 –USD			\$16.82	69.3
	Total – Equiv USD			\$142.31	69.3

Note: EUR / USD taken at 1.20

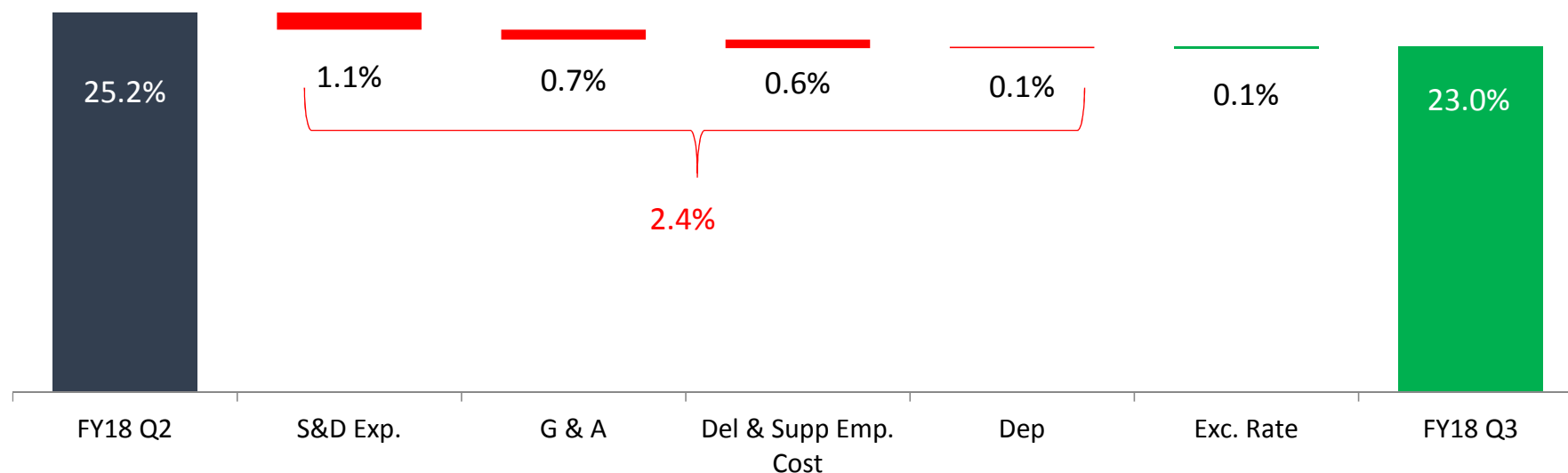
P&L Comparison: FY18 Q3 vs. FY18 Q2

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Figures in INR millions.

Operating P&L	FY18 Q3	OPR (%)	FY18 Q2	OPR (%)
Operating Revenue	3,398.7		3,308.8	
Cost of Revenues				
Delivery and Support Employees Cost	1,546.6	45.5%	1,489.7	45.0%
General and Administrative Expenses				
Facilities (Rent and Electricity)	158.9	4.7%	152.9	4.6%
Technological Services (Communications, AMC)	99.2	2.9%	95.2	2.9%
Administrative Services (Transport, HK, Security)	34.7	1.0%	38.7	1.2%
Legal and Professional Fees	58.5	1.7%	30.5	0.9%
CSR & Donation	19.7	0.6%	25.4	0.8%
Others	67.7	2.0%	63.1	1.9%
Total G&A	438.7	12.9%	405.7	12.3%
Selling and Distribution	509.2	15.0%	459.3	13.9%
Depreciation and Amortization	125.9	3.7%	119.2	3.6%
Total Operating Cost	2,620.4	77.1%	2,473.9	74.8%
Operating Profit	778.2	22.9%	834.9	25.2%
INR/USD (Avg)	64.72		64.28	
INR/EUR (Avg)	76.23		75.55	
INR/GBP (Avg)	85.88		84.16	

OPM Bridging Analysis: Q-o-Q FY18 Q3 vs. FY18 Q2



- S&D: Increase due to increase in BD staff
- G&A: Increase in Professional fees due to SEIS, recruitment and rental expenses
- Del & Supp Emp. Cost: Increase in Onshore delivery staff

Note:

- Bridging analysis in constant currency; impact of currency movement for revenue shown under Exc. rate
- S&D Exp. includes employee cost of onsite business development team

- Total Cash and Cash equivalents of INR 7,815 mm vs INR 7,696 mm for FY'18 Q2;
 - Equivalent to INR 197.3 per share vs INR 194.1 for FY'18 Q2
 - Net operating cash flow in FY'18 YTD is INR 2,318.2 mm (includes SEIS impact of INR 121.9) vs INR 2,475.1 mm in FY17 YTD
 - Capex during FY'18 Q3 is INR 54.3 mm vs INR 65.5 mm in FY'18 Q2
- EPS
 - Q3 Basic: INR 14.5; Diluted: INR 14.4
 - YTD Basic: INR 56.8; Diluted: INR 56.5
- Current book value per share of INR 360.0 vs. INR 345.7 FY'18 Q2

CSR Update

- Spent INR 47.3 mm for existing and new projects in FY'18 YTD related to India
- Areas covered: Health, Education, Child Labour Protection
- Total Life touched / benefited ~28k

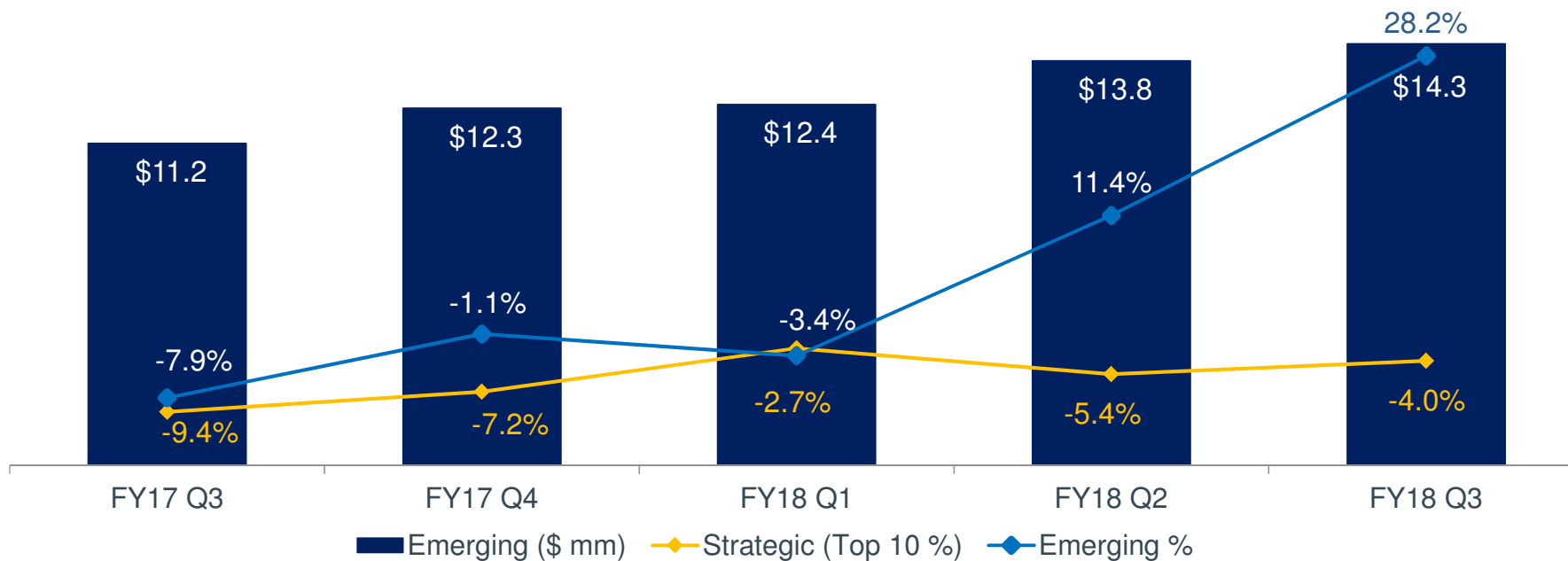
Key Business Metrics



Metrics		FY 18 Q3	FY 18 Q2	FY 18 Q1	FY 17 Q4	FY 17 Q3
Currency Contribution* (%)	USD	83%	82%	84%	84%	75%
	EURO	10%	10%	9%	10%	17%
	GBP	6%	6%	6%	6%	7%
Geographic Concentration*	North America	65%	65%	69%	67%	69%
	Europe	28%	29%	26%	28%	27%
Debtors (including unbilled)	DSO	89 days	81 days	88 days	85 days	78 days
Client Concentration	Top 10 contribution	71%	71%	75%	74%	76%
Billing Mix	FTE	78%	79%	80%	81%	83%
	SEZ Revenue	61%	60%	62%	61%	64%
Staff Utilization (Delivery)		72.9%	73.8%	76.8%	76.0%	78.5%
Client Contribution* (based on 12 month accrued revenue)	US\$ 500k+ Clients	16	14	14	14	15
	US\$ 1mm+ Clients	16	17	17	18	18
	US\$ 5mm+ Clients	6	6	6	6	6

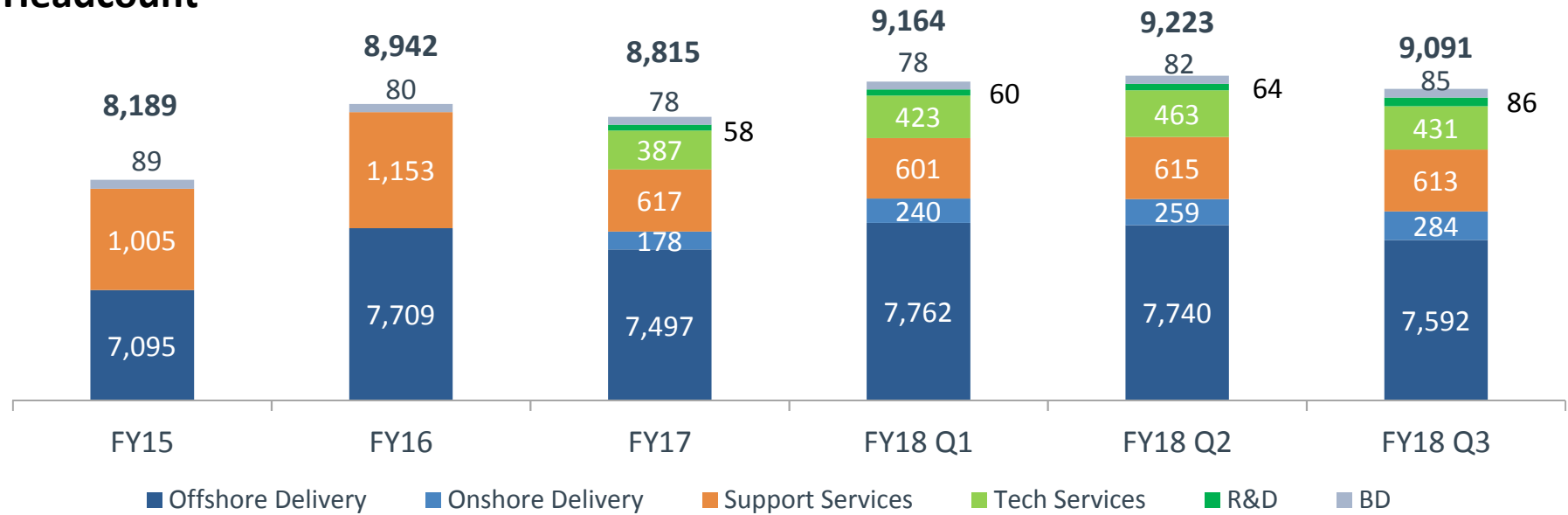
*Other smaller currencies, geographies and client contribution not shown

Revenue Mix Trends – Consol

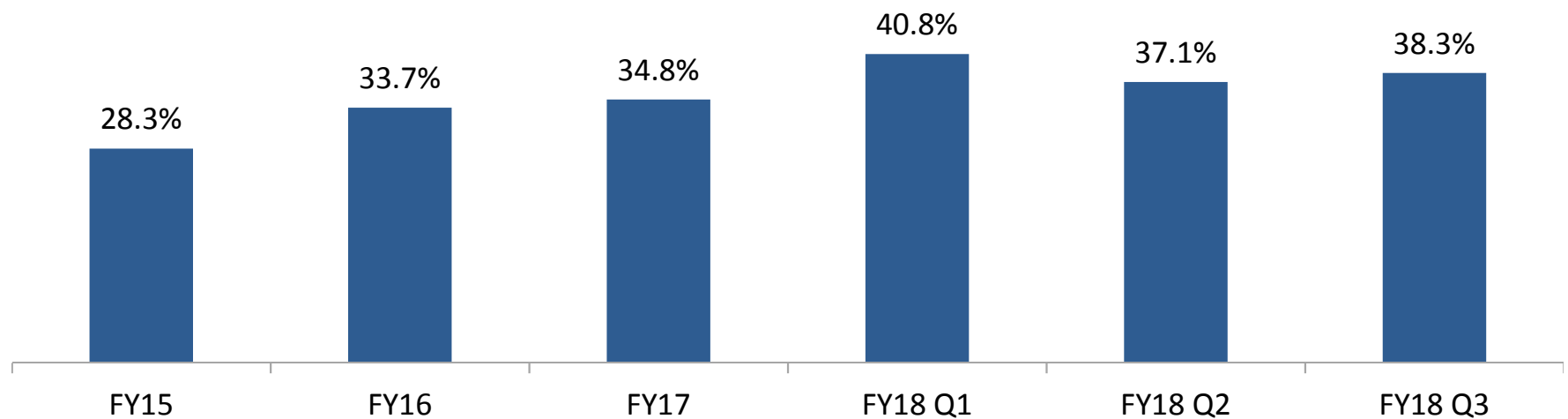


- Strategic (Top 10) clients Y-o-Y drop of -4.0% in both USD & CC
- Emerging client Y-o-Y growth in USD by 28.2% & and 23.1% in CC

Headcount



Offshore Attrition



This presentation contains forward-looking statements, inter-alia, to enable investors to comprehend company's prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is, inter-alia, subject to assumptions, risks, uncertainties, including but not limited to our ability to successfully conclude and integrate (potential) acquisition(s) and general regulatory and economic conditions affecting the industry. Should known or unknown risks or uncertainties materialise or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, expected or projected. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Further this presentation may also contain references to findings of various reports available in public domain. We make no representation as to their accuracy or that we necessarily subscribe to those findings. Figures for previous periods / year have been regrouped, wherever necessary.

Thank You

Balance Sheet Abstract



Particulars	Dec 31, 2017	Sep 30, 2017	% of Change
Shareholder's Funds			
Capital	396.1	396.5	-0.1%
Minority Interest	8.2	8.0	-
Reserves and Surplus	13,864.0	13,312.7	4%
Total Shareholder's Funds	14,268.4	13,717.3	4%
Application of Funds			
Fixed Assets	3,377.4	3,465.8	-3%
Deferred Tax Assets (net)	(124.3)	(70.7)	76%
Net Current Assets and Investments (Liquid)	11,015.2	10,322.2	7%
Total Application of Funds	14,268.4	13,717.3	4%

Figures in INR millions.

Financial Summary – Quarterly View



Metrics		FY18 Q3	FY18 Q2	FY18 Q1	FY17 Q4	FY17 Q3
Revenue	OPG revenue (USD mm)	48.9	48.4	48.8	47.9	47.2
	OPG revenue (INR mm)	3,399	3,309	3,332	3,315	3,247
	Total revenue (INR mm)	3,405	3,673	3,414	3,243	3,359
Profit	OPM (INR mm)	778	835	895	979	910
	EBITDA (INR mm)	911	1,298	1,086	1,043	1,156
	Operating EBITDA (INR mm)	904	954	1,004	1,116	1,043
	Net profit (INR mm)	575	887	794	750	860
Margin	OPM (%)	23%	25%	27%	30%	28%
	EBITDA (%)	27%	35%	32%	32%	34%
	Operating EBITDA (%)	27%	29%	30%	34%	32%
	Net profit (%)	17%	24%	23%	23%	26%
EPS	Basic	14.5	22.3	20.0	18.9	21.1
	Diluted	14.4	22.2	19.9	18.7	20.8

P&L Comparison – Quarterly View



Operating P&L	FY18 Q3	OPR (%)	FY18 Q2	OPR (%)	FY18 Q1	OPR (%)	FY17 Q4	OPR (%)
Operating Revenue	3,399		3,309		3,332		3,315	
Cost of Revenues								
Delivery and Support Employees Cost	1,547	46%	1,490	45%	1,432	43%	1,316	40%
General and Administrative Expenses								
Facilities (Rent and Electricity)	159	5%	153	5%	152	5%	152	5%
Technological Services (Communications, AMC)	99	3%	95	3%	100	3%	94	3%
Administrative Services (Transport, HK, Security)	35	1%	39	1%	49	1%	43	1%
Legal and Professional Fees	58	2%	30	1%	47	1%	47	1%
CSR & Donation	20	1%	25	1%	4	0%	10	0%
Others	68	2%	63	2%	62	2%	74	2%
Total G&A	439	13%	406	12%	414	12%	420	13%
Selling and Distribution*	509	15%	459	14%	482	14%	463	14%
Depreciation and Amortization	126	4%	119	4%	109	3%	137	4%
Total Operating Cost	2,620	77%	2,474	75%	2,437	73%	2,336	71%
Operating Profit	778	23%	835	25%	895	27%	979	29%

*Selling and Distribution includes employee cost of onsite business development team.

Figures in INR millions. ¹³

Key Business Metrics – Quarterly View



Metrics		FY18 Q3	FY18 Q2	FY18 Q1	FY17 Q4	FY17 Q3	FY17 Q2	FY17 Q1	FY16 Q4	FY16 Q3
Revenue Growth (%)	USD	1.2%	-0.9%	1.9%	1.5%	-3.5%	-2.6%	-1.1%	-2.0%	3.2%
	Constant Currency	1.1%	-1.8%	1.4%	1.6%	-2.6%	-0.4%	-0.6%	-2.5%	4.2%
Currency Concentration (%)	USD	83%	82%	84%	84%	75%	73%	72%	72%	73%
	EURO	10%	10%	9%	10%	17%	19%	19%	19%	18%
	GBP	6%	6%	6%	6%	7%	8%	9%	9%	9%
	Other	2%	2%	1%	0%	0%	0%	0%	0%	0%
Geographic Concentration	North America	65%	65%	69%	67%	69%	68%	66%	67%	67%
	Europe	28%	29%	26%	28%	27%	29%	30%	30%	29%
	ROW	7%	7%	5%	5%	4%	4%	3%	3%	4%
Debtors	DSO (including Un-billed)	81 days	81 days	88 days	85 days	78 days	74 days	80 days	73 days	71 days
Client	Top 10 contribution	71%	71%	75%	74%	76%	75%	74%	76%	77%
Billing Mix	FTE	78%	79%	80%	81%	83%	81%	81%	80%	82%
	SEZ Revenue	61%	60%	62%	61%	64%	64%	66%	66%	66%
Seat Count		8904	8926	8941	9035	9023	8,632	8,626	8,574	8,522
Staff Utilization (Delivery)		72.9%	73.8%	76.8%	76.0%	78.5%	79.5%	79.1%	77.8%	79.0%