

eClerx Investor Relations

Financial Performance – Q3FY23
Feb 2nd, 2023

Financial Summary

Metrics		FY23 Q3	Q-o-Q	YTD FY23	Y-o-Y
Revenue	OPG revenue (USD mm)	\$85.1	3.2%	\$247.1	19.1%
	OPG revenue (INR mm)	6,867	5.6%	19,548	24.6%
	Total revenue (INR mm)	7,045	5.0%	20,154	27.3%
Profit	EBITDA (INR mm)	2,084	3.0%	5,977	18.4%
	EBIT (INR mm)*	1,785	2.1%	5,156	20.0%
	Net profit (INR mm)	1,312	4.2%	3,563	19.3%
Margin	EBITDA (%)	29.6%	-56 bps	29.7%	-224 bps
	EBIT (%)	25.3%	-72 bps	25.6%	-157 bps
	Net profit (%)	18.6%	-14 bps	17.7%	-119 bps

* EBIT includes other income and excludes rental interest under IND AS116

- Q3 YoY Constant currency (CC) growth by 18.4%; QoQ CC growth of 3.2%
- Lease modification impact of Airoli consolidation considered in other income INR 54.6mm

Other Income

Figures in INR millions.

Other Income	FY23 Q3	FY23 Q2	FY23 Q1	FY22 Q4	FY22 Q3
Investment Income	66.1	42.8	26.0	21.0	27.9
Revaluation Income*	49.0	153.4	180.5	51.2	8.2
Others	62.7	12.5	12.6	24.7	8.7
Total	177.8	208.7	219.1	96.9	44.8

* Gain / Loss regrouped as other income/expenses based on profit or loss position in the press release financials

- Decrease in revaluation of FX assets due to lower change in USD/INR in Q3 compared to Q2
- Lease modification impact of Airoli consolidation considered in other income INR 54.6mm
- **Revaluation and Realised Gain**
 - USD/INR FY23 Q3 Exit: 82.73 vs. FY23 Q2 Exit: 81.36
 - EUR/INR FY23 Q3 Exit: 88.74 vs. FY23 Q2 Exit: 79.76
 - GBP/INR FY23 Q3 Exit: 100.11 vs. FY23 Q2 Exit: 90.67

Hedge Updates

Current Hedge Status

- Total outstanding hedges now \$193.8 mm at average INR 81.85/\$; 100% forwards

Contract	Year	Currency	Amount (mm)	Avg. Rate (INR)
Matured Forwards	Total FY22	USD	\$151.9	76.7
	FY23 Q1		\$39.2	77.7
	FY23 Q2		\$37.3	77.9
	FY23 Q3		\$40.8	78.8
	FY23 Q4		\$41.7	79.7
Outstanding Forwards	Total FY23	USD	\$82.5	79.3
	FY24Q1		\$41.7	80.8
	FY24Q2		\$33.3	81.5
	FY24Q3		\$33.3	82.9
	FY24Q4		\$21.0	83.7
	Total FY24	USD	\$129.3	82.0
	FY25Q1		\$13.5	84.6
	FY25Q2		\$6.3	85.3
	FY25Q3		\$3.0	85.9
	Total FY25		\$22.8	84.9
Total Outstanding		USD	\$193.8	81.9

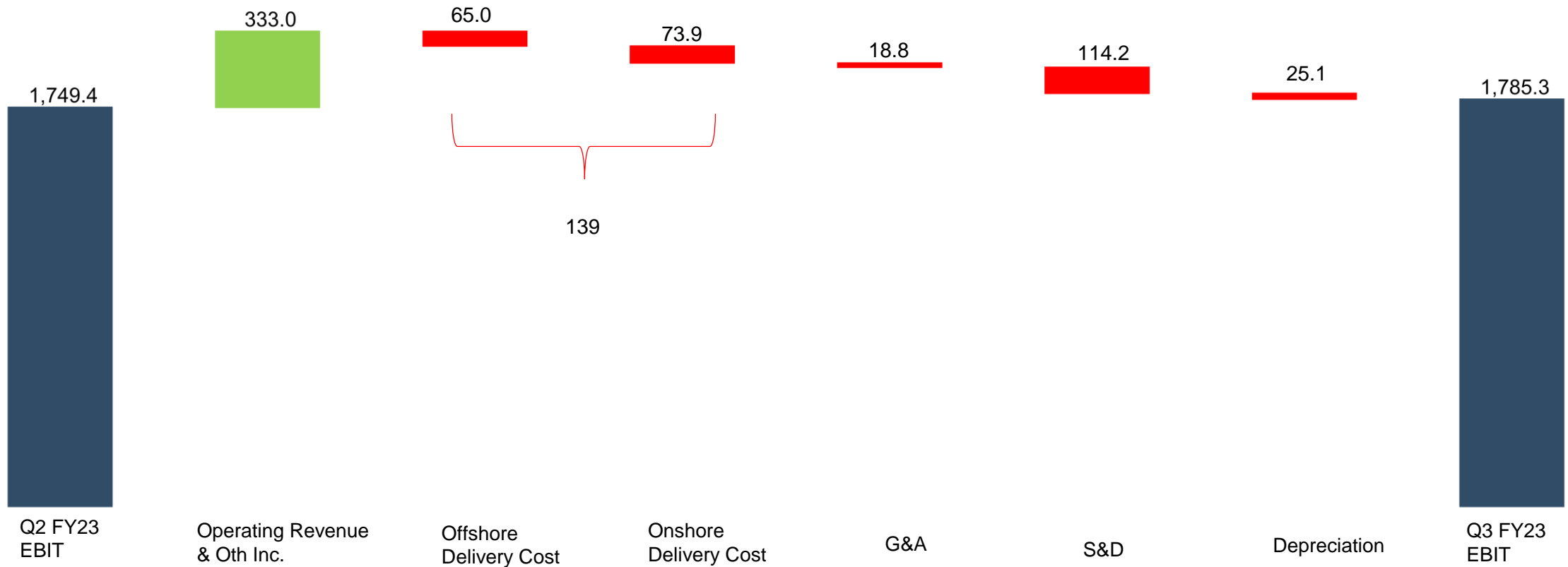
P&L Comparison

Figures in INR millions.

Operating P&L	FY23 Q3	OPR (%)	FY23 Q2	OPR (%)
Operating Revenue \$	85.1		82.5	
Total Revenue*	7,045		6,712	
Operating Revenue	6,867		6,503	
Cost of Revenues				
Delivery and Support Employees Cost	3,602	52.5%	3,463	53.2%
General and Administrative Expenses				
Facilities (Rent and Electricity)	96	1.4%	99	1.5%
Technological Services (Communications, AMC)	146	2.1%	132	2.0%
Administrative Services (Transport, HK, Security)	53	0.8%	50	0.8%
Legal and Professional Fees	95	1.4%	118	1.8%
Provision / Written off for Bad Debt	(3)	0.0%	3	0.0%
CSR & Donation	25	0.4%	17	0.3%
Others	171	2.5%	146	2.2%
Total G&A	584	8.5%	565	8.7%
Selling and Distribution	775	11.3%	661	10.2%
EBITDA	2,084	29.6%	2,023	30.1%
Depreciation and Amortization (Inc. rent as per IND AS116)	299	4.4%	274	4.2%
EBIT	1,785	25.3%	1,749	26.1%

* Forex Gain / Loss and gain / loss on sale of tangible assets regrouped as other income/expenses in the press release financials

QoQ EBIT Bridge



- Operating revenue & Oth Inc - Revenue growth
- Delivery cost higher due to HC growth
- S&D – Higher travel & marketing spends, higher bonus payout under Personiv; Includes Earnout payout of INR 24mm as well

Note:

- S&D Exp. includes employee cost of onsite business development team

Balance Sheet & Other Updates

- Total Cash and Cash Equivalents of INR 7,946 mm for Q3 FY23 vs INR 8,305 mm for Q2 FY23
 - Equivalent to INR 160.1 per share Q3 FY23 vs INR 167.3 for Q2 FY23
 - Net operating cash flow in Q3 FY23 is INR 1,094.7 mm vs INR 1,249.5 mm in Q2 FY23
 - EBITDA conversion at 52.5% for Q3 FY23 vs 61.8% in Q2 FY23
 - Capex during Q3 FY23 is INR 218 mm vs INR 190 mm in Q2 FY23
- EPS
 - Q3 Basic: 26.41 INR ; Diluted: 26.01 INR
- Current book value per share Q3 FY23 INR 385.4 vs. INR 351.4 Q2 FY23
- CSR Update
 - CSR spend of INR 21.2 mm for existing and new projects in Q3 FY23 related to eClerx India
 - Areas covered: Health, Education, Skills development
 - Total lives touched / benefited ~ 14k

Key Business Metrics

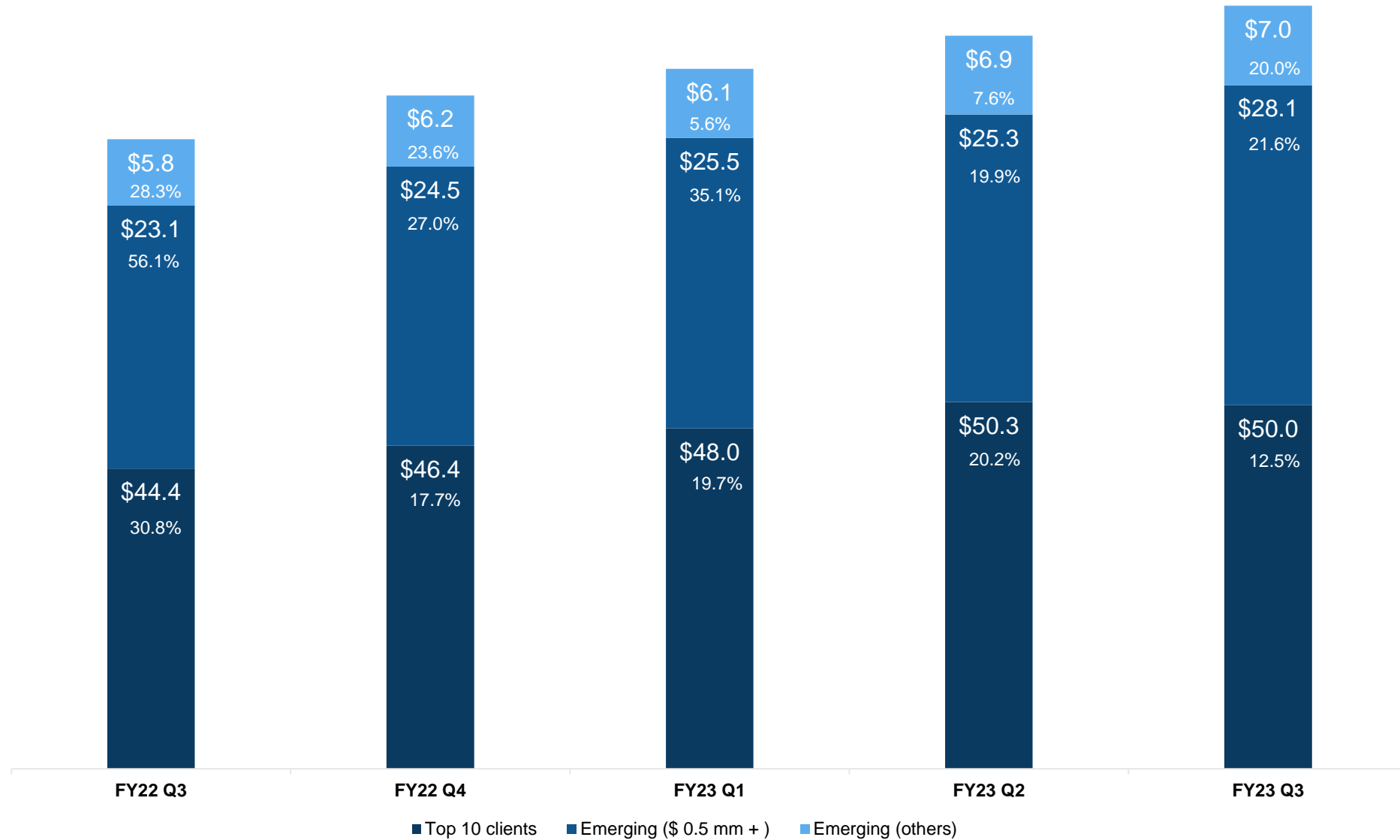
Metrics		FY23 Q3	FY23 Q2	FY23 Q1	FY22 Q4	FY22 Q3	FY22 Q2	FY22 Q1	FY21 Q4
Currency Contribution (%) *	USD	82%	83%	82%	81%	80%	80%	80%	79%
	EURO	10%	9%	10%	11%	11%	10%	12%	12%
	GBP	3%	3%	3%	3%	4%	5%	4%	4%
	Others	5%	5%	5%	5%	5%	5%	4%	5%
Geographic Concentration *	North America	71%	72%	70%	69%	70%	69%	70%	70%
	Europe	20%	20%	22%	23%	23%	24%	23%	23%
	ROW	9%	8%	8%	8%	7%	7%	7%	7%
Debtors (including unbilled)	DSO (days)	82	75	72	75	66	65	73	72
Client Concentration	Top 10 contribution	59%	61%	60%	60%	61%	60%	62%	62%
Billing Mix	BPaaS	26%	26%	27%	28%	26%	24%	25%	27%
	Onshore Revenue	19%	20%	21%	20%	19%	20%	20%	21%
Staff Utilization (Delivery) #		74.7%	73.8%	73.3%	78.5%	78.7%	78.2%	78.0%	80.8%
Client Contribution (based on TTM revenue)	US\$ 500k-1mm Clients	31	27	31	25	18	23	21	19
	US\$ 1mm-3mm Clients	24	26	21	24	25	20	20	20
	US\$ 3mm ++ Clients	17	16	16	16	16	16	15	13
Offshore Seat Count		11,278	11,278	10,582^	11,039	11,039	11,039	11,039	11,273

*Other smaller currencies, geographies and client contribution not shown

^ Temporary reduction in seat count, owing to ongoing facility consolidation

FY23 Q1 and Q2 calculation corrected

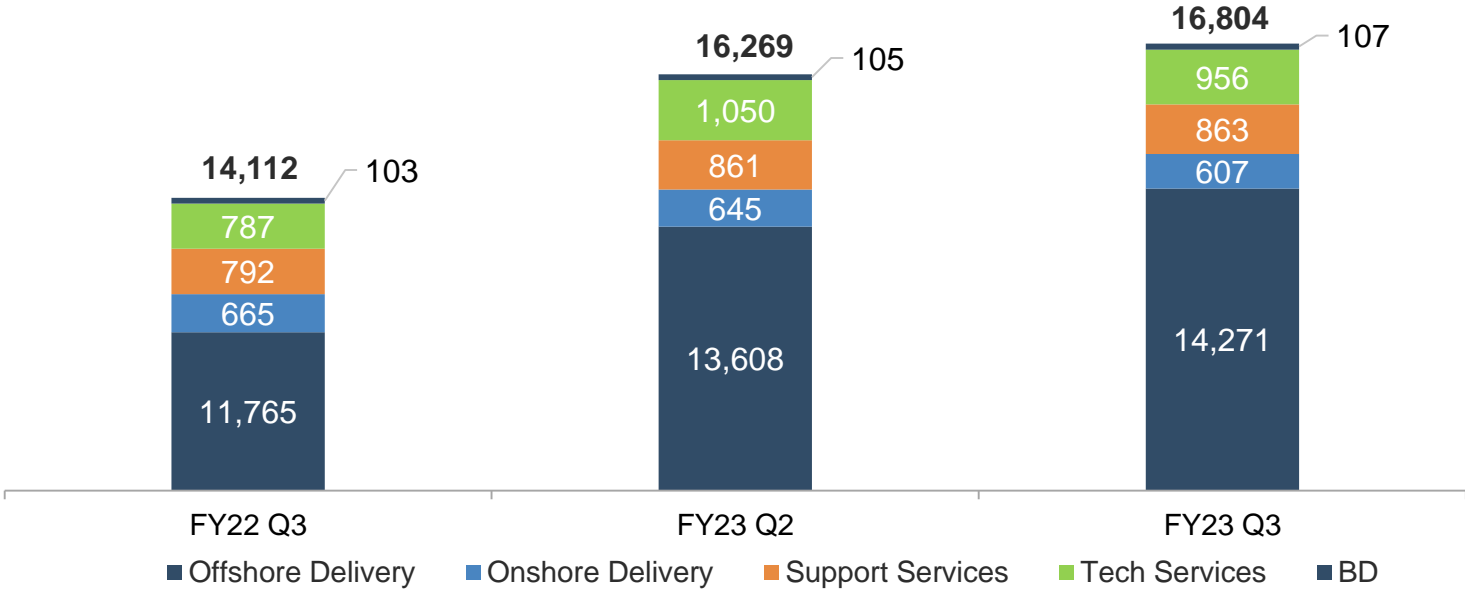
Revenue Mix Trends (\$mm)



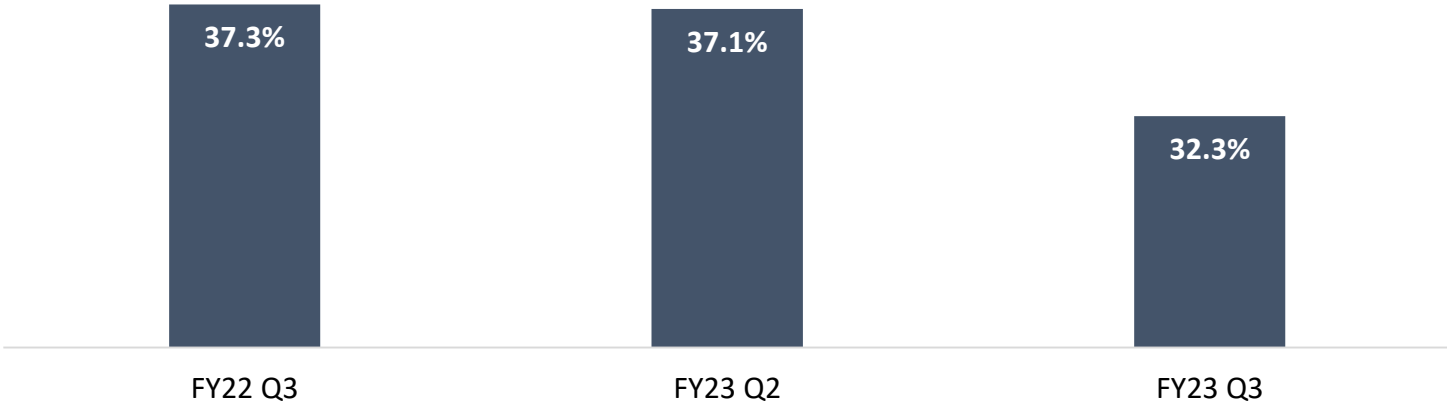
% Growth is measured at quarterly YoY level

Human Resources Update

Headcount



Offshore Voluntary Attrition^



^Attrition includes PH & Thailand (in addition to India) from Q2 FY22
From Q1FY23 attrition in the bottom quartile is excluded

Thank You

This presentation may contain forward-looking statements, which involves a various risks and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements.

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