

eClerx

INVESTOR RELATIONS

JAN 2026

FINANCIAL PERFORMANCE – Q3 FY26
JAN 28, 2026

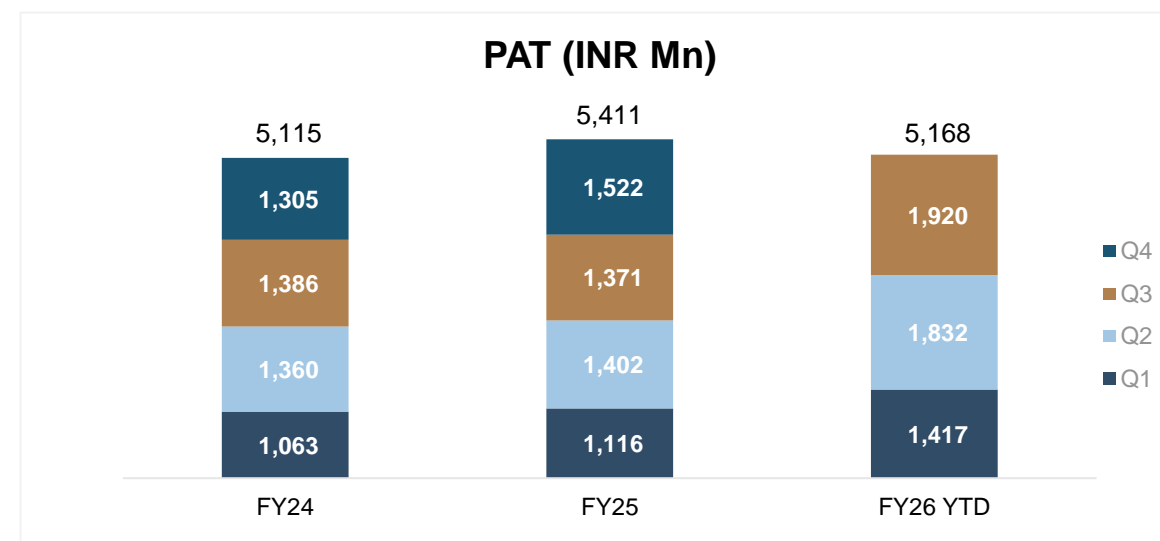
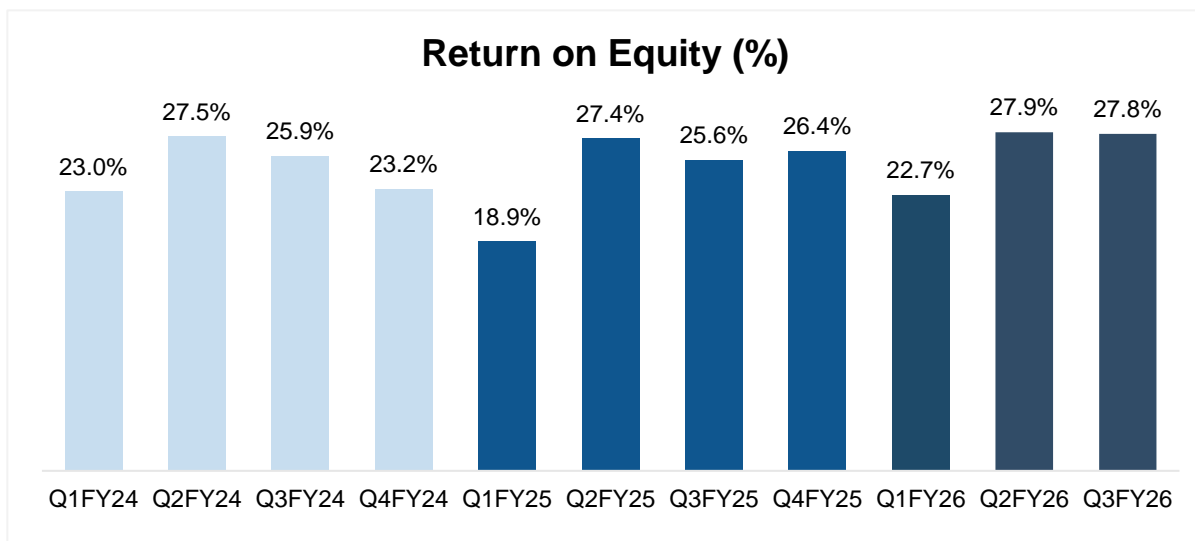
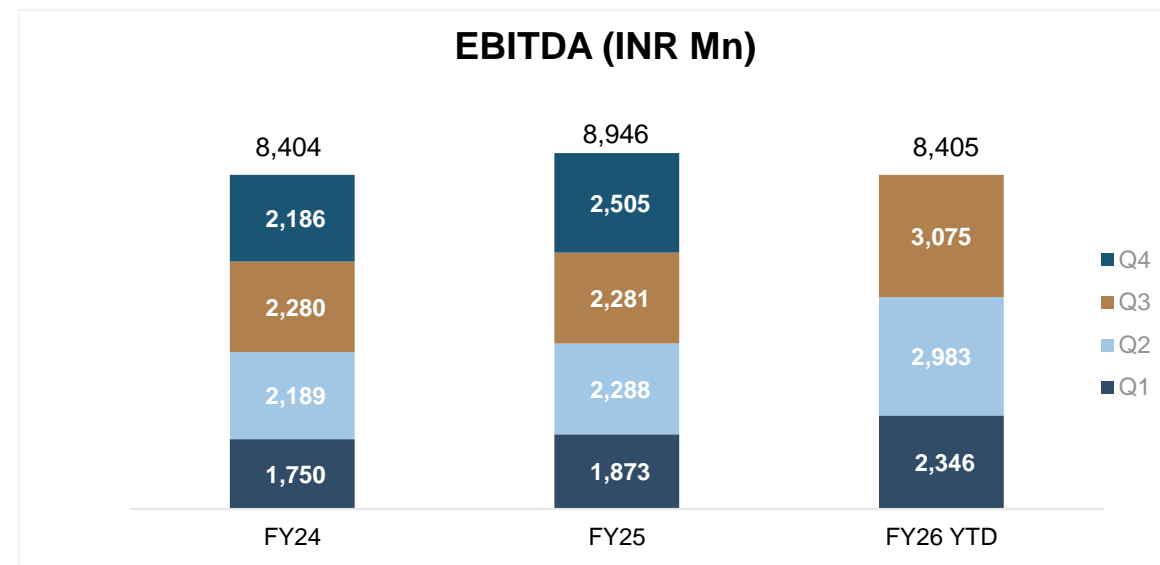
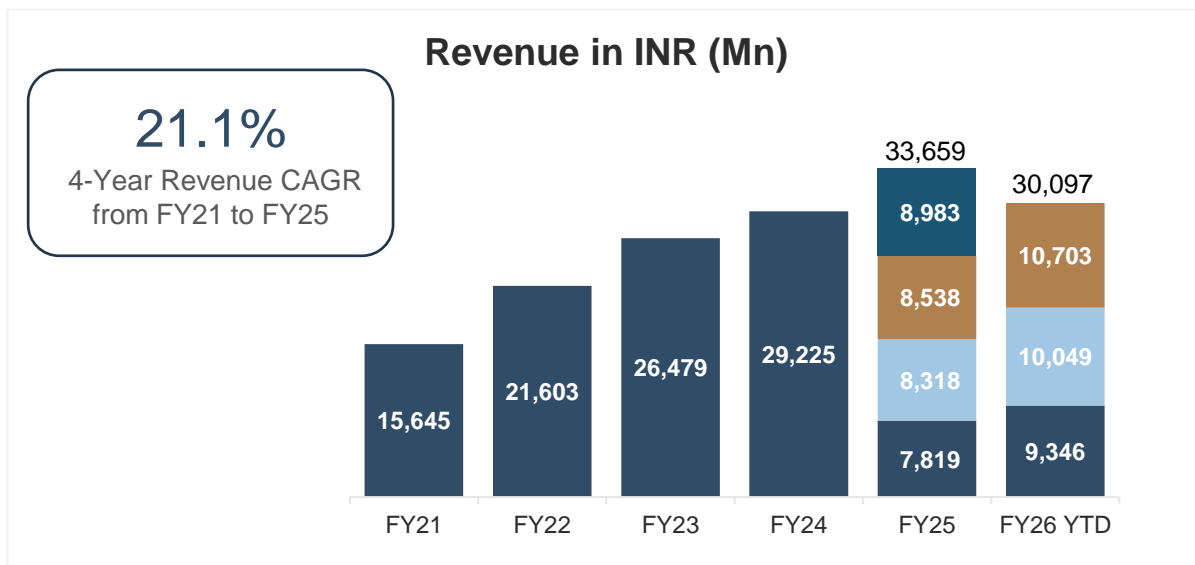
Financial Summary

Metrics		FY26 Q3	Q-o-Q	YTD FY26	Y-o-Y
Revenue	OPG revenue (USD mm)	\$121.7	5.4%	\$346.5	18.4%
	OPG revenue (INR mm)	10,703	6.5%	30,097	22.0%
	Total revenue (INR mm)	11,017	6.4%	30,820	22.2%
Profit	EBITDA (INR mm)	3,075	3.1%	8,405	30.5%
	EBIT (INR mm)	2,612	2.1%	7,148	31.4%
	Net profit (INR mm)	1,920	4.8%	5,168	32.9%
Margin	EBITDA (%)	27.9%	-90 bps	27.3%	174 bps
	EBIT (%)	23.7%	-100 bps	23.2%	164 bps
	Net profit (%)	17.4%	-27 bps	16.8%	135 bps

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

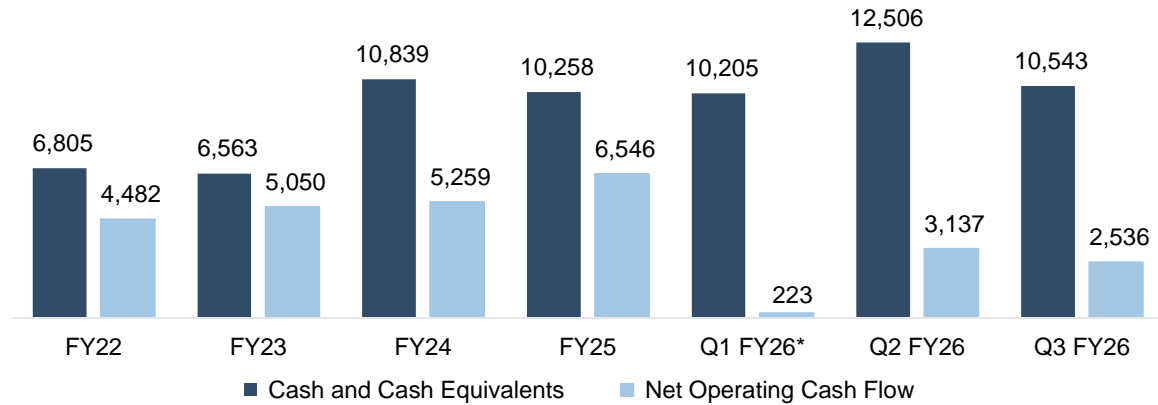
- Q3 YTD YoY Constant currency (CC) growth by 17.6%; QoQ CC growth by 5.5%
- 1:1 Bonus issue proposed in Q4

Key Performance Indicators

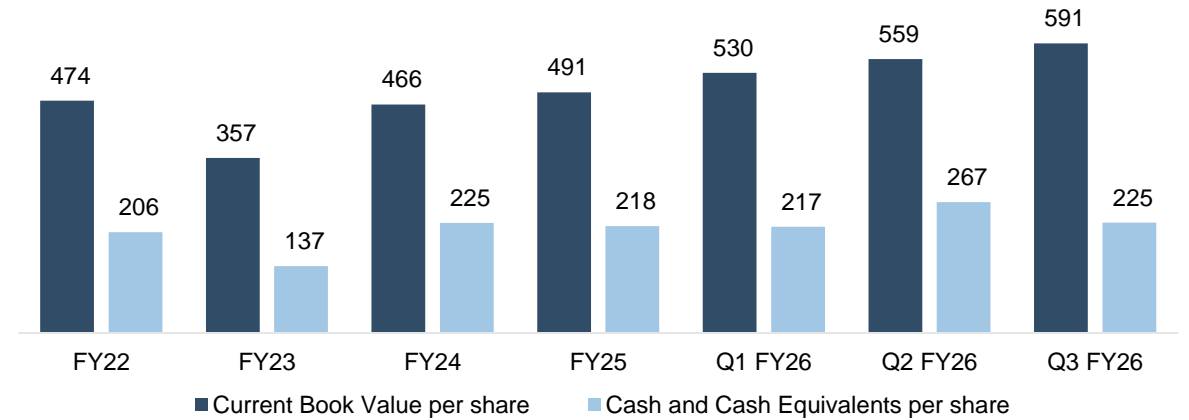


Balance Sheet and Other Updates

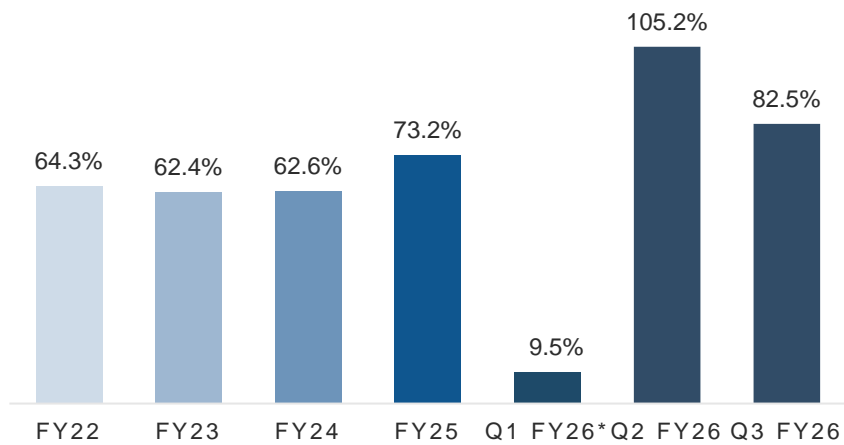
Cash and Cash Equivalents and Net Operating Cash flow (INR Mn)



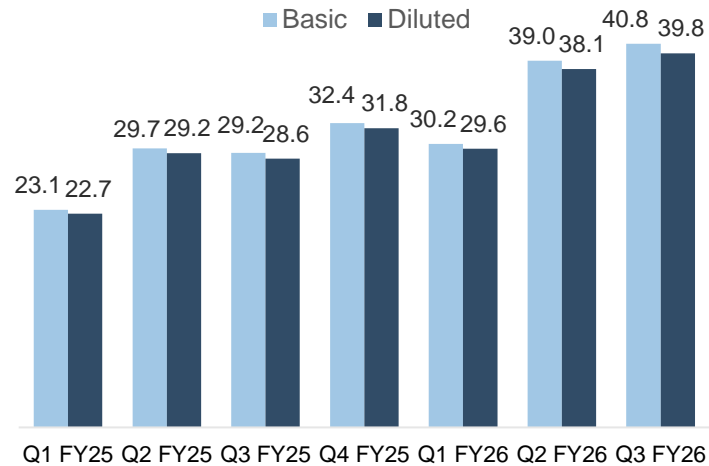
Book value and Cash & Cash Equivalents (INR)



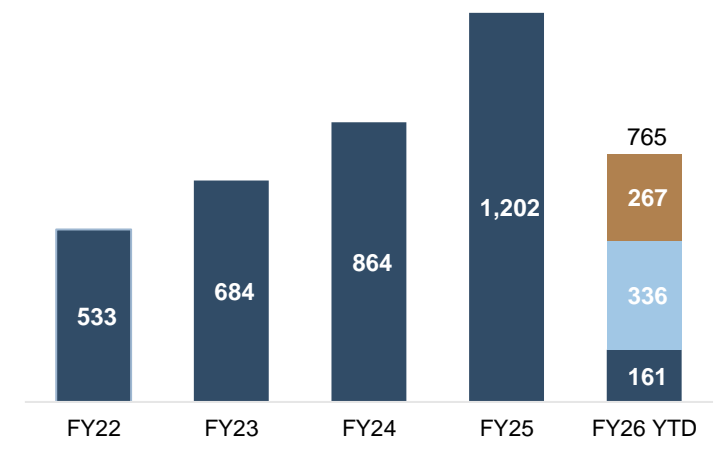
EBITDA conversion (%)



EPS (INR)



Capex (INR Mn)



* Additional funding to Gratuity Trust in Q1 FY26

Other Income

Figures in INR millions.

Other Income	FY26 Q3	FY26 Q2	FY26 Q1	FY25 Q4	FY25 Q3
Investment Income	124.0	108.4	105.5	100.7	86.0
Revaluation Income*	64.1	186.1	(32.1)	(33.7)	106.0
Others	125.3	9.4	31.9	115.5	22.1
Total	313.4	303.9	105.3	182.5	214.0

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

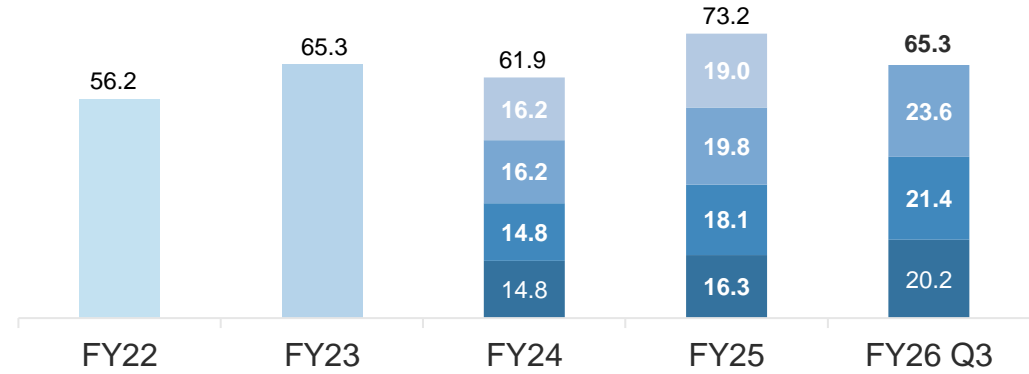
- **Revaluation Income:** Decreased due to lower USD depreciation against INR.
- **Others:** Increased from government grants received in Q3.
- **Revaluation and Realised Gain**
 - USD/INR FY26 Q3 Exit: 89.86 vs. FY26 Q2 Exit: 88.84
 - EUR/INR FY26 Q3 Exit: 105.41 vs. FY26 Q2 Exit: 104.39
 - GBP/INR FY26 Q3 Exit: 120.72 vs. FY26 Q2 Exit: 119.60

Revenue, A&A and ACV

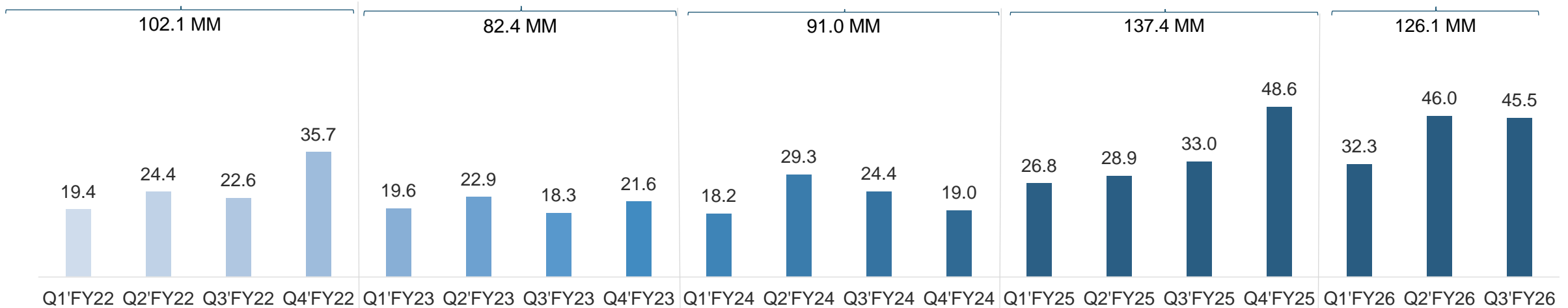
Industries

	Q1'25	Q2'25	Q3'25	Q4'25	FY25	Q1'26	Q2'26	Q3'26
BFSI	41.8%	43.8%	43.7%	43.7%	43.3%	43.2%	41.4%	40.1%
CMT	26.4%	26.1%	25.2%	25.7%	25.8%	25.4%	25.9%	25.0%
HiTech and M&D	16.8%	16.7%	16.2%	16.1%	16.4%	16.5%	16.7%	16.8%
Fashion & Luxury and Retail	10.3%	8.7%	9.3%	8.8%	9.3%	9.0%	8.4%	8.7%
Emerging	4.7%	4.8%	5.5%	5.7%	5.2%	5.9%	7.7%	9.5%
Total	100%	100%	100%	100%	100%	100%	100%	100%

A&A



ACV of new deals (excludes CLX)



Hedge Updates

Current Hedge Status

- Total outstanding hedges now \$252.3 mm at average INR 89.22/\$; 100% forwards

Contract	Year	Currency	Amount (mm)	Avg. Rate (INR)
Matured Forwards	FY25 Q3		\$49.8	84.66
	FY25 Q4		\$49.8	84.86
	Total FY25	USD	\$195.0	84.54
	FY26 Q1		\$52.8	85.25
	FY26 Q2		\$52.8	85.94
	FY26 Q3		\$52.8	86.22
	FY26 Q4		\$52.8	87.52
Outstanding Forwards	Total FY26	USD	\$52.8	87.52
	FY27 Q1		\$55.2	88.20
	FY27 Q2		\$42.6	88.78
	FY27 Q3		\$42.6	89.93
	FY27 Q4		\$27.6	90.75
	Total FY27	USD	\$168.0	89.21
	FY28 Q1		\$18.6	91.51
	FY28 Q2		\$8.7	92.59
	FY28 Q3		\$4.2	93.77
	Total Outstanding	USD	\$252.3	89.22

P&L Comparison

Figures in INR millions.

Operating P&L	FY26 Q3	OPR (%)	FY26 Q2	OPR (%)
Operating Revenue \$	\$121.7		\$115.5	
Total Revenue*	11,017		10,352	
Operating Revenue	10,703		10,049	
Cost of Revenues				
Delivery and Support Employees Cost	5,598	52.3%	5,281	52.6%
General and Administrative Expenses				
Facilities (Rent and Electricity)	159	1.5%	136	1.4%
Technological Services (Communications, AMC)	243	2.3%	246	2.4%
Administrative Services (Transport, HK, Security)	118	1.1%	113	1.1%
Legal and Professional Fees	190	1.8%	171	1.7%
Provision / Written off for Bad Debt	(7)	-0.1%	8	0.1%
CSR & Donation	23	0.2%	27	0.3%
Others	167	1.6%	157	1.6%
Total G&A	894	8.3%	859	8.5%
Selling and Distribution	1,450	13.5%	1,229	12.2%
EBITDA	3,075	27.9%	2,983	28.8%
Depreciation and Amortization (Inc. rent as per IND AS116)	463	4.3%	425	4.2%
EBIT	2,612	23.7%	2,558	24.7%

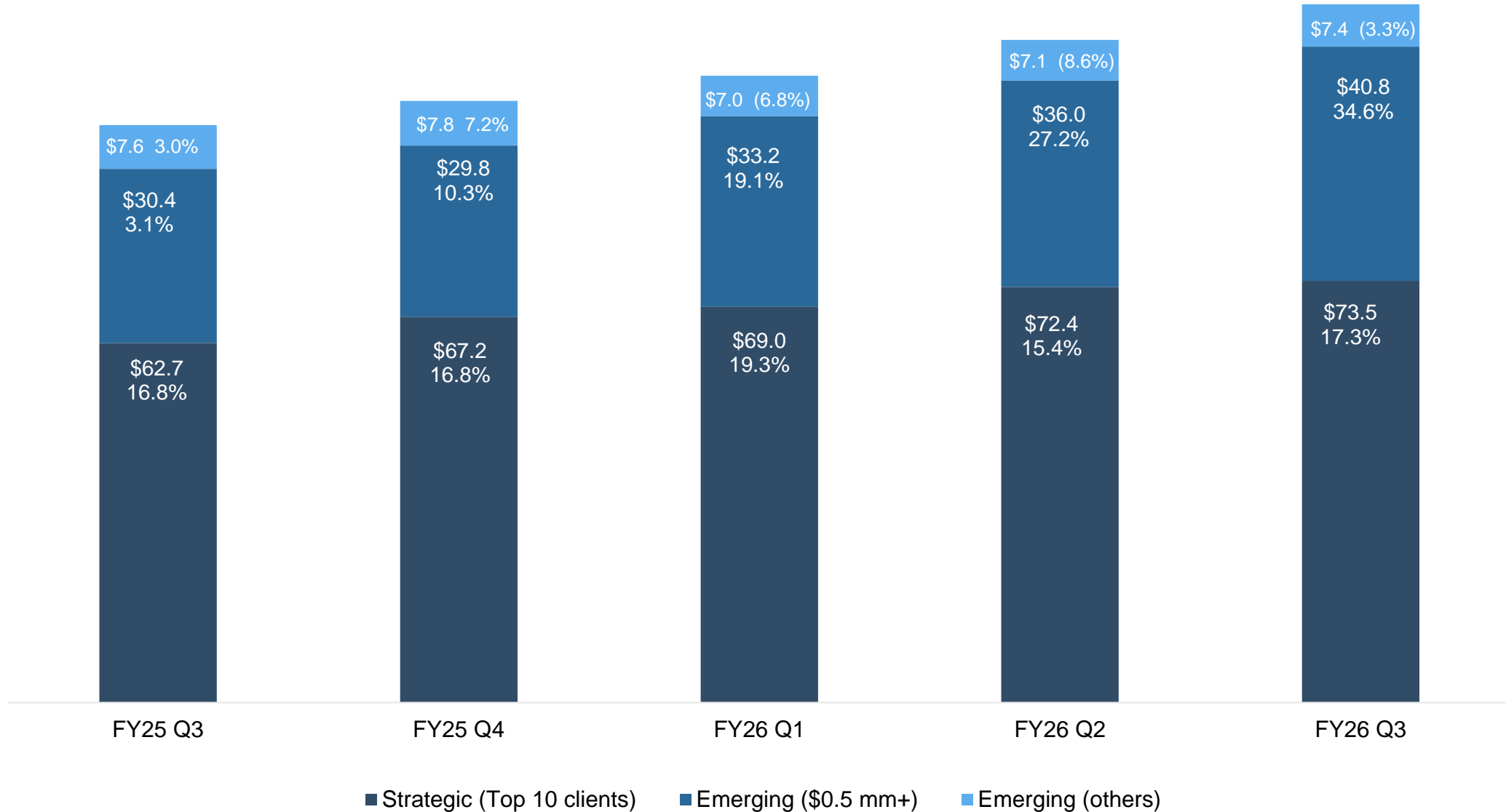
* Forex Gain / Loss and gain / loss on sale of tangible assets regrouped as other income/expenses in the press release financials
EBITDA and EBIT % on Total Revenue

Key Revenue Metrics

		FY26 Q3	FY26 Q2	FY26 Q1	FY25 Q4	FY25 Q3	FY25 Q2	FY25 Q1	FY24 Q4
Currency Contribution (%)	USD	86%	86%	86%	86%	86%	87%	86%	86%
	EURO	8%	8%	8%	8%	8%	8%	9%	9%
	GBP	3%	3%	3%	3%	3%	3%	3%	3%
	Others	3%	3%	3%	3%	3%	2%	2%	2%
Geographic Concentration*	North America	80%	80%	79%	78%	76%	76%	75%	74%
	Europe	14%	14%	15%	14%	16%	16%	17%	18%
	ROW	6%	6%	6%	8%	8%	8%	8%	8%
Client Concentration	Top 10 contribution	60%	63%	63%	64%	62%	63%	62%	63%
Billing Mix	BPaaS	19%	18%	19%	19%	19%	20%	21%	24%
	Onshore Revenue	18%	19%	20%	21%	21%	20%	20%	19%
Client Contribution (based on TTM revenue)	US\$ 500k-1mm Clients	44	44	42	37	36	36	38	41
	US\$ 1mm-3mm Clients	27	26	24	25	24	25	23	24
	US\$ 3mm ++ Clients	22	20	19	18	18	18	19	18
DSO	Days	78	76	86	80	83	77	81	84

*Other smaller currencies, geographies and client contribution not shown

Revenue Mix Trends (\$mm)



Key Headcount Metrics

		FY26 Q3	FY26 Q2	FY26 Q1	FY25 Q4	FY25 Q3	FY25 Q2	FY25 Q1	FY24 Q4	FY24 Q3
Staff Utilization (Delivery)	Staff Utilization (Delivery)	76.5%	75.1%	72.8%	73.2%	73.2%	74.1%	72.1%	73.5%	73.9%
Headcount	Offshore Delivery	18,147	17,754	16,865	15,925	15,260	14,861	14,921	14,690	14,496
	Onshore Delivery	652	651	655	656	627	637	683	630	611
	Support Services	1,060	1,021	995	941	923	907	898	862	843
	Tech Services	1,988	1,867	1,746	1,745	1,704	1,699	1,122	1,049	1,002
	Business Development	120	122	124	122	128	123	125	123	124
	Total	Total	21,967	21,415	20,385	19,389	18,642	18,227	17,749	17,354
Women Employees (%)	Women Employees (%)	39.2%	39.9%	39.3%	38.8%	38.5%	38.7%	38.8%	38.7%	38.6%
Offshore Voluntary Attrition	Offshore Voluntary Attrition	19.3%	20.3%	17.6%	24.3%	18.8%	28.8%	18.1%	22%	16.6%
Offshore Seat Count	Offshore Seat Count	15,519	15,140	14,731	13,976	13,810	12,009	11,999	11,635	12,029

Thank You

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