



Investor Factsheet

Stock Profile	
Sector	ITeS
BSE	532927
NSE	ECLERX
Listing Date	December 2007
Issued Shares* (Rs. mn)	387.11
Share Price*	1,147.65
Market Cap* (Rs. mn)	44,426.79
52-week Range*	976.00 – 1,397.00
* As on March 31, 2019	

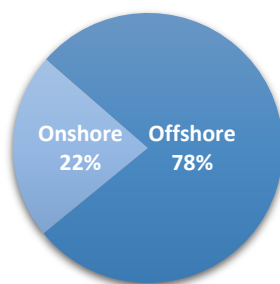
Investment Highlights

- Niche in running innovative operations for large portfolios of complex processes with a highly referenceable client base
- Market leader in a growing, addressable market for specialized services
- Steady operating margins of 18% and net margins of 15%
- Revenue CAGR of 23% and PAT CAGR of 14% over the last ten years
- Highly liquid balance sheet
- Consistent history of payout ratio
- ISO 27001 and SSAE16 compliant; assessed at CMMI and PCMM level 3
- In-house R&D center recognized by DSIR, Government of India

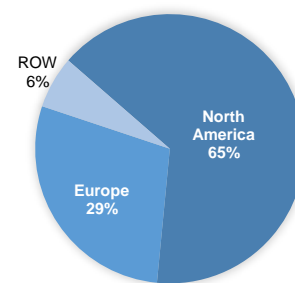
Shareholding Pattern as on March 31, 2019	
Promoters	50.53%
Bodies Corporate	1.19%
Public and Others	8.48%
MF/UTI/FIS	16.74%
FII's	23.06%

Valuations as on March 31, 2019	
EV/Sales	3.11
EV/EBITDA	12.47
P/E	19.11

Revenue Distribution

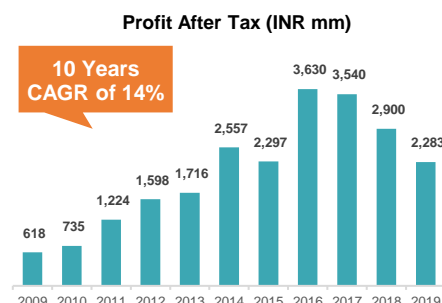
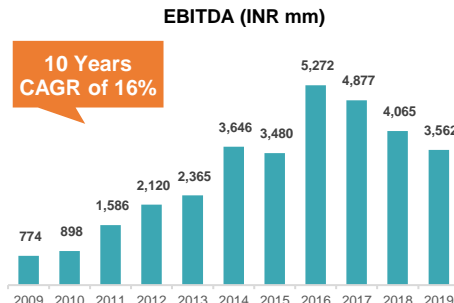
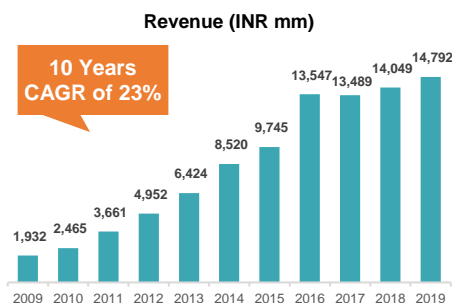


By Delivery Mix (FY19)



By Geography (FY19)

Financial Highlights



About eClerx

eClerx provides critical business operations services to more than 30+ global Fortune 500 clients, including many of the world's leading financial services firms, online retail and distributors, interactive media, luxury brands and entertainment, high tech and industrial manufacturing, travel and leisure, and software vendors, through operational support, data management, automation and analytics solutions. Incorporated in 2000, eClerx is India's first and only publicly listed knowledge processing (KPO) company and is today traded on both the Bombay and National Stock Exchanges of India. eClerx was ranked as one of Forbes Asia's 200 Best Under a Billion List and has won several global awards for quality, automation, analytics and operational excellence. eClerx has over 9,500 employees spanning 20+ nationalities across 20+ global cities including Austin, Chandigarh, Hamburg, London, Mumbai, New York, Philadelphia, Phuket, Pune, Singapore and Verona.

Domain Offerings

eClerx Markets:

For financial organizations across the world, eClerx Markets, offers consulting, technological innovation, and process management expertise to uniquely solve operational challenges. With nearly two decades of industry experience complemented by the application of smart automation and robotics, our team of experts deliver holistic solutions across the trade life cycle, change management, data analytics, compliance, cash securities operations, document digitization and generation, and outreach.

eClerx Digital:

eClerx Digital is the trusted partner of choice to the world's largest global brands for creative production, eCommerce / web operations, and analytics & insights services. We improve profitability for their digital businesses. Our team of 3000+ full-time digital delivery employees across our global production hubs apply deep digital expertise to effectively support the most demanding global clients by employing a follow the sun delivery model. eClerx Digital's innovative delivery model drives the "metrics that matter" for our clients: improved acquisition, conversion and retention and overall lifetime value of their customers.

eClerx Customer Operations:

eClerx Customer Operations uniquely improves customer experience and operational efficiencies by leveraging deep domain knowledge, advanced automation, and data analytics. We are leaders in quality monitoring and insights, digital care services, and advanced technical operations.

For further information, please contact:

Pratik Bhanushali

eClerx Services Limited

☎ +91 (22) 6614 8301 ✉ Pratik.Bhanushali@eclerx.com

Diwakar Pingle

Christensen Investor Relations

☎ +91 (22) 4215 0210 ✉ dpingle@christensenir.com