

AUGUST 2026

eClerx **INVESTOR RELATIONS**

FINANCIAL PERFORMANCE – Q1 FY27
AUGUST 5, 2026

Financial Summary

Metrics		FY27 Q1	Q-o-Q	Y-o-Y
Revenue	OPG revenue (USD mm)	\$125.9	2.8%	15.2%
	OPG revenue (INR mm)	11,524	4.1%	23.3%
	Total revenue (INR mm)	11,702	3.1%	23.8%
Profit	OPG EBITDA (INR mm)	2,652	-6.6%	18.4%
	EBITDA (INR mm)	2,831	-9.3%	20.6%
	EBIT (INR mm)	2,335	-11.0%	18.1%
	PAT (INR mm)	1,643	-13.2%	16.0%
Margin (%)	OPG EBITDA (%)	23.0%	-264 bps	-96 bps
	EBITDA (%)	24.2%	-330 bps	-64 bps
	EBIT (%)	20.0%	-317 bps	-97 bps
	PAT (%)	14.0%	-264 bps	-95 bps

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

HIGHLIGHTS OF THE QUARTER

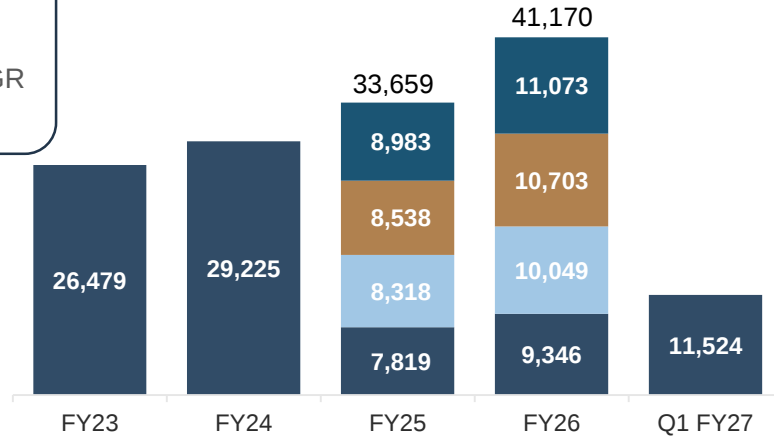
- Q1FY27 YoY constant currency (CC) growth of 15.1%; QoQ CC growth of 2.9%
- Dividend of INR 1 proposed for FY27
- Wage increments effective 1st April 2026

Key Financial Indicators (1)

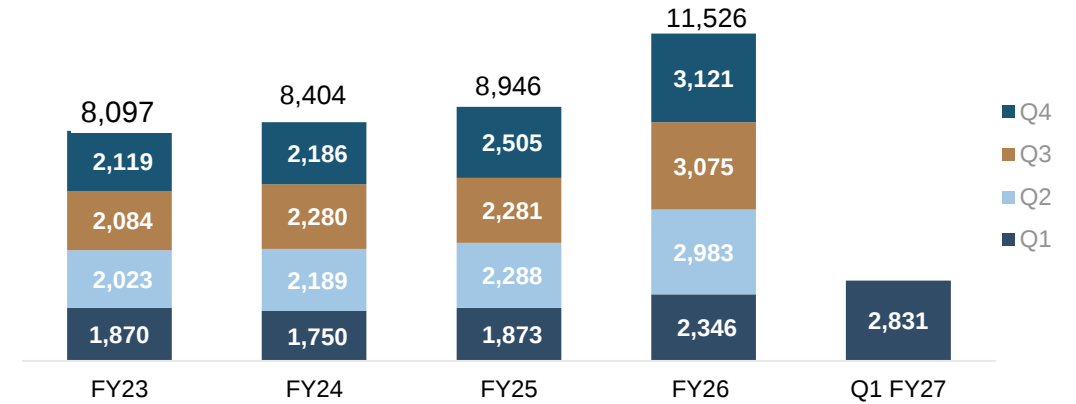
OPG Revenue in INR (Mn)

17.5%

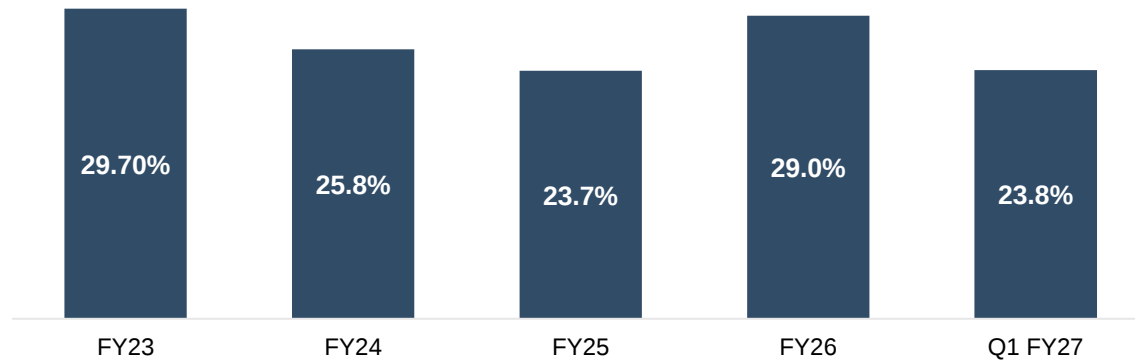
4-Year Revenue CAGR
from FY22 to FY26



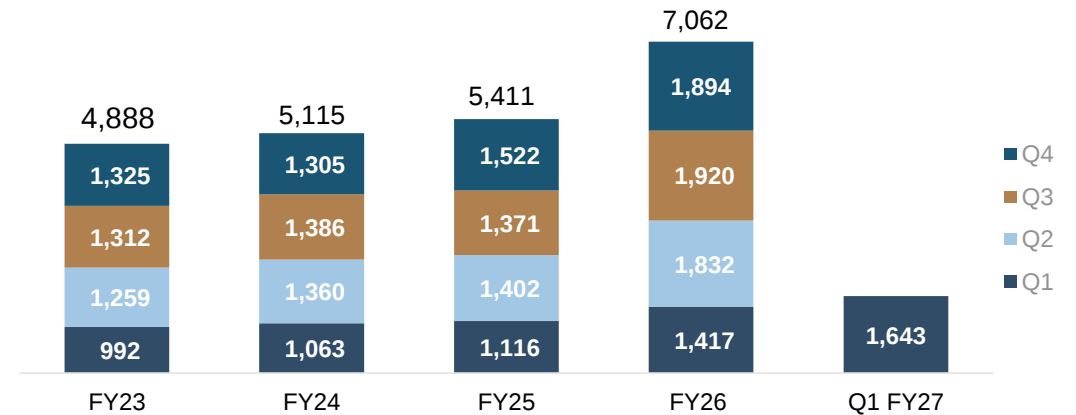
EBITDA (INR Mn)



Return on Equity (%)

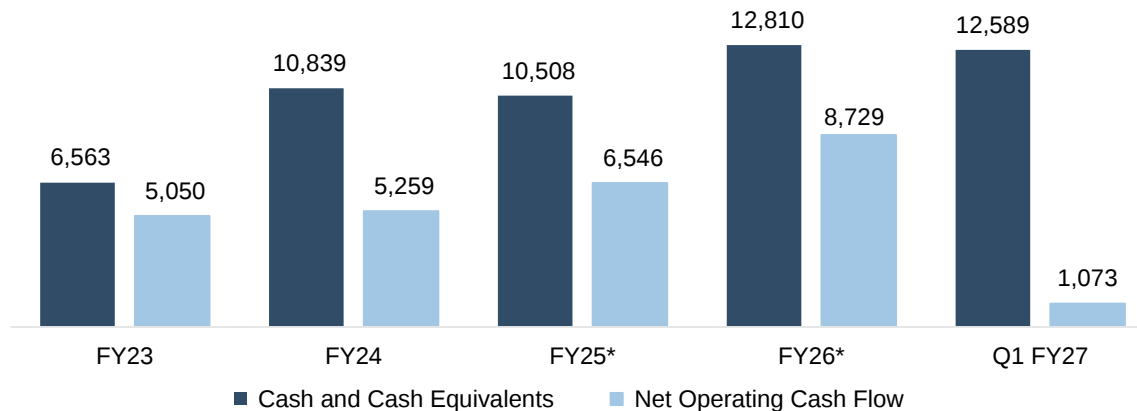


PAT (INR Mn)

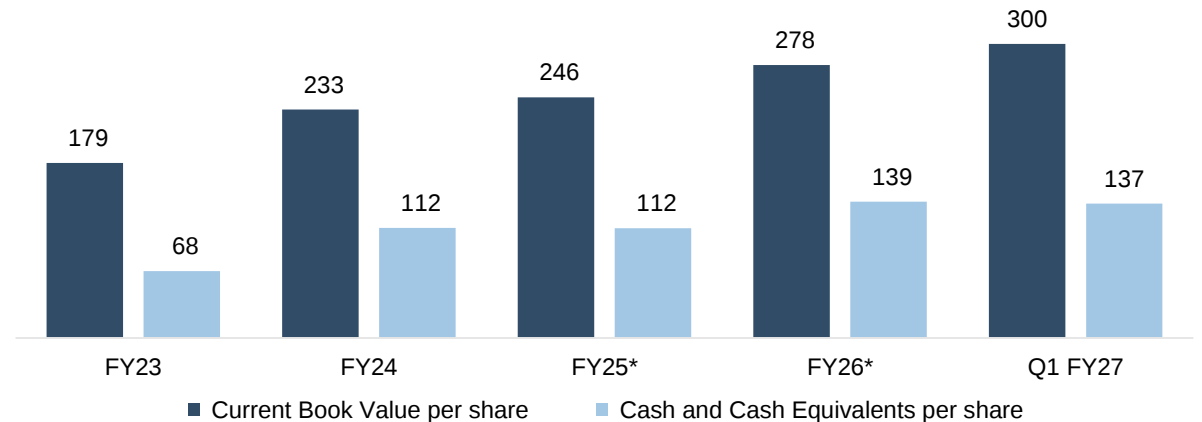


Key Financial Indicators (2)

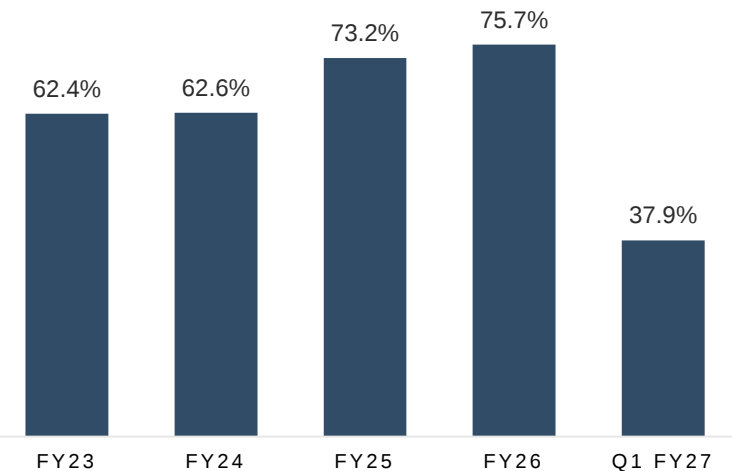
Cash and Cash Equivalents and Net Operating Cash flow (INR Mn)



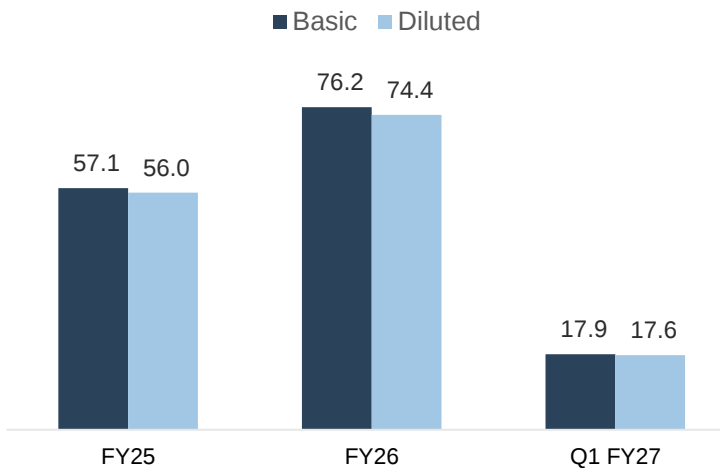
Book value and Cash & Cash Equivalents (INR)



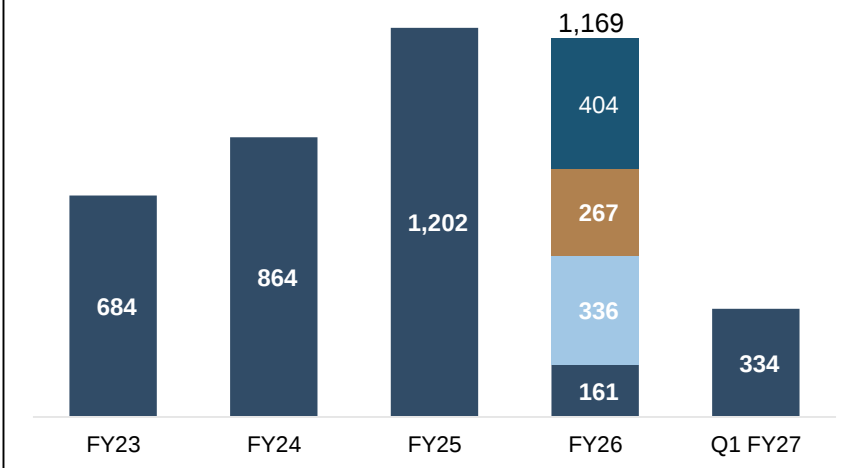
EBITDA conversion (%)



EPS (INR)



Capex (INR Mn)



*Effective Q4FY25 we have included Deposits more than 12 months
Changes in historical numbers due to Bonus issued in Q4 FY26

Other Income

Figures in INR millions.

Other Income	FY27 Q1	FY26 Q4	FY26 Q3	FY26 Q2	FY26 Q1
Investment Income	98.8	122.1	124.0	108.4	105.5
Revaluation Income*	35.7	105.7	64.1	186.1	(32.1)
Others	44.1	53.0	125.3	9.4	31.9
Total	178.6	280.8	313.4	303.9	105.3

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

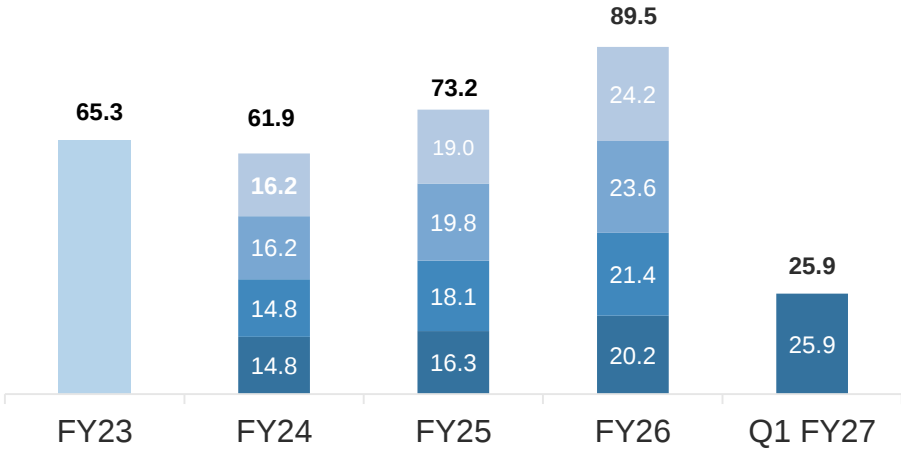
- **Revaluation Income:** Decreased due to lower INR depreciation against USD in Q1.
- **Revaluation and Realised Gain**
 - USD/INR FY27 Q1 Exit: 94.56 vs. FY26 Q4 Exit: 93.78
 - EUR/INR FY27 Q1 Exit:108.01 vs. FY26 Q4 Exit:108.09
 - GBP/INR FY27 Q1 Exit:125.47 vs. FY26 Q4 Exit:123.84

Revenue, A&A and ACV

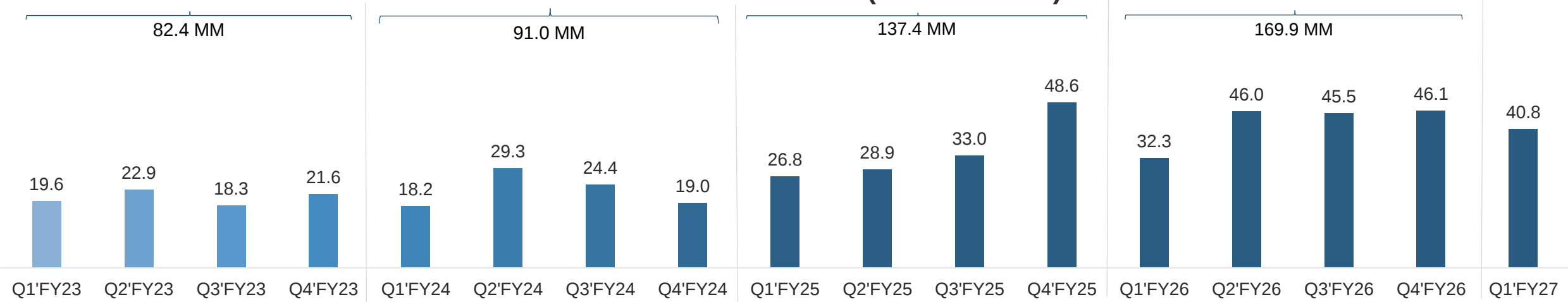
Revenue by Industries

	Q1'25	Q2'25	Q3'25	Q4'25	FY25	Q1'26	Q2'26	Q3'26	Q4'26	FY26	Q1'27
BFSI	41.8%	43.8%	43.7%	43.7%	43.3%	43.2%	41.4%	40.1%	38.7%	40.8%	37.6%
CMT	26.4%	26.1%	25.2%	25.7%	25.8%	25.4%	25.9%	25.0%	26.6%	25.7%	26.2%
HiTech and M&D	16.8%	16.7%	16.2%	16.1%	16.4%	16.5%	16.7%	16.8%	16.0%	16.5%	16.3%
Fashion & Luxury and Retail	10.3%	8.7%	9.3%	8.8%	9.3%	9.0%	8.4%	8.7%	8.4%	8.6%	8.2%
Emerging	4.7%	4.8%	5.5%	5.7%	5.2%	5.9%	7.7%	9.5%	10.2%	8.4%	11.7%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

A&A Revenue



ACV of new deals (excludes CLX)



Hedge Updates

Current Hedge Status

- Current total outstanding hedges at \$273.6 mm at average INR 93.41/\$; 100% forwards

Contract	Year	Currency	Amount (mm)	Avg. Rate (INR)
Matured Forwards	FY26 Q1		\$52.80	85.25
	FY26 Q2		\$52.80	85.94
	FY26 Q3		\$52.80	86.22
	FY26 Q4		\$47.60	87.38
	Total FY26	USD	\$206.00	86.17
	FY27 Q1		\$60.40	88.26
Outstanding Forwards	FY27 Q2		\$56.00	89.92
	FY27 Q3		\$57.60	91.66
	FY27 Q4		\$42.60	92.11
	Total FY27	USD	\$156.20	91.16
	FY28 Q1		\$45.40	94.70
	FY28 Q2		\$33.60	96.29
	FY28 Q3		\$22.50	97.78
	FY28 Q4		\$10.50	98.98
	Total FY28	USD	\$112.00	96.20
	FY29 Q1		\$5.40	100.85
	Total FY29	USD	\$5.40	100.85
Total Outstanding		USD	\$273.60	93.41

P&L Comparison

Figures in INR millions.

Operating P&L	FY27 Q1	OPR (%)	FY26 Q4	OPR (%)
Operating Revenue \$	\$125.9		\$122.4	
Total Revenue*	11,702		11,354	
Operating Revenue	11,524		11,073	
Cost of Revenues				
Delivery and Support Employees Cost	6,401	55.6%	5,851	52.8%
General and Administrative Expenses				
Facilities (Rent and Electricity)	160	1.4%	154	1.4%
Technological Services (Communications, AMC)	289	2.5%	237	2.1%
Administrative Services (Transport, HK, Security)	131	1.1%	115	1.0%
Legal and Professional Fees	190	1.6%	183	1.7%
Provision / Written off for Bad Debt	5	0.0%	(14)	-0.1%
CSR	28	0.2%	28	0.3%
Others	189	1.6%	199	1.8%
Total G&A	990	8.6%	902	8.1%
Selling and Distribution	1,480	12.8%	1,478	13.4%
Operating EBITDA	2,652	23.0%	2,841	25.7%
EBITDA[^]	2,831	24.2%	3,121	27.5%
Depreciation and Amortization (Inc. rent as per IND AS116)	496	4.3%	497	4.5%
EBIT[^]	2,335	20.0%	2,625	23.1%

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

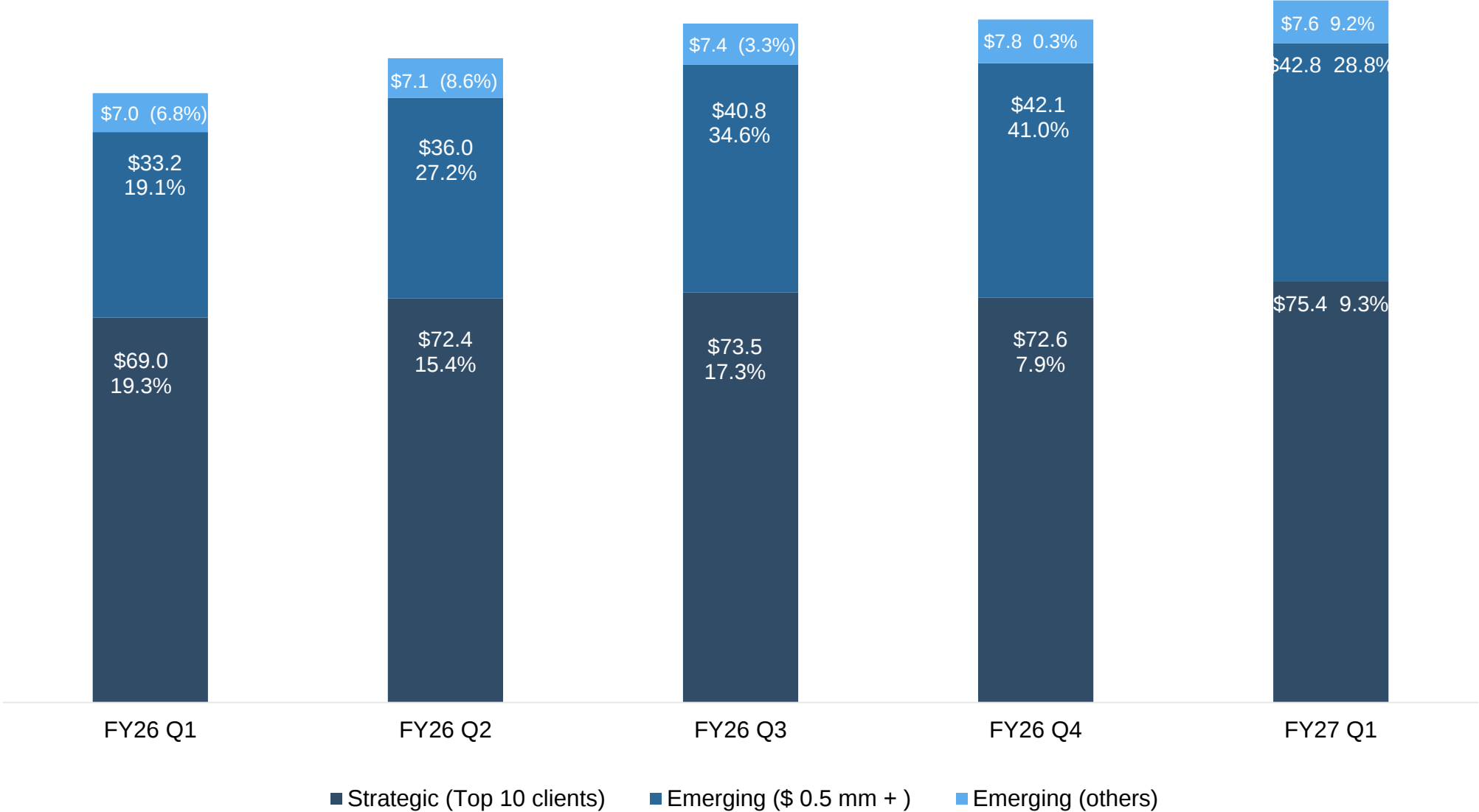
[^] EBITDA and EBIT % on Total Revenue

Key Revenue Metrics

		FY27 Q1	FY26 Q4	FY26 Q3	FY26 Q2	FY26 Q1	FY25 Q4	FY25 Q3	FY25 Q2	FY25 Q1
Currency Contribution (%)	USD	87%	86%	86%	86%	86%	86%	86%	87%	86%
	EURO	8%	8%	8%	8%	8%	8%	8%	8%	9%
	GBP	3%	3%	3%	3%	3%	3%	3%	3%	3%
	Others	2%	3%	3%	3%	3%	3%	3%	2%	2%
Geographic Concentration*	North America	78%	78%	80%	80%	79%	78%	76%	76%	75%
	Europe	16%	17%	14%	14%	15%	14%	16%	16%	17%
	ROW	6%	5%	6%	6%	6%	8%	8%	8%	8%
Client Concentration	Top 10 contribution	60%	59%	60%	63%	63%	64%	62%	63%	62%
Billing Mix	BPaaS	19%	18%	19%	18%	19%	19%	19%	20%	21%
	Onshore Revenue	18%	18%	18%	19%	20%	21%	21%	20%	20%
Client Contribution (based on TTM revenue)	US\$ 500k-1mm Clients	42	44	44	44	42	37	36	36	38
	US\$ 1mm-3mm Clients	28	27	27	26	24	25	24	25	23
	US\$ 3mm ++ Clients	25	24	22	20	19	18	18	18	19
DSO	Days	79	81	78	76	86	80	83	77	81

*Other smaller currencies, geographies and client contribution not shown

Revenue Mix Trends (\$mm)



% Growth is measured at quarterly YoY level

Key Headcount Metrics

		FY27 Q1	FY26 Q4	FY26 Q3	FY26 Q2	FY26 Q1	FY25 Q4	FY25 Q3	FY25 Q2	FY25 Q1
Staff Utilization (Delivery)	Staff Utilization (Delivery)	75.5%	74.2%	76.5%	75.1%	72.8%	73.2%	73.2%	74.1%	72.1%
Headcount	Offshore Delivery	18,305	18,586	18,147	17,754	16,865	15,925	15,260	14,861	14,921
	Onshore Delivery	732	741	652	651	655	656	627	637	683
	Support Services	1,078	1,082	1,060	1,021	995	941	923	907	898
	Tech Services	2,261	2,109	1,988	1,867	1,746	1,745	1,704	1,699	1,122
	Business Development	123	121	120	122	124	122	128	123	125
	Total	22,499	22,639	21,967	21,415	20,385	19,389	18,642	18,227	17,749
Women Employees (%)	Women Employees (%)	39.7%	39.1%	39.2%	39.9%	39.3%	38.8%	38.5%	38.7%	38.8%
Offshore Voluntary Attrition	Offshore Voluntary Attrition	18.1%	21.7%	19.3%	20.3%	17.6%	24.3%	18.8%	28.8%	18.1%
Offshore Seat Count	Offshore Seat Count	15,420	15,507	15,519	15,140	14,731	13,976	13,810	12,009	11,999

Thank You

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 realized, 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 materialize 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.