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Director

ExlService Holdings (EXLS)

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EXLS is a strategic partner to world's leading corporations, helping reinvent business models and operations with advanced technology and data

• Size Company - Medium

• 2024 Revenue - \$1.84B

• Technology - Sector

• Information Technology - Industry

• 2020-24 Revenue CAGR – 18%

• Global Headquarter - New York, NY.

• US-based with global ops in 50+ centers across 10+ countries."

• Employees 60,000+

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EXLS is diversified into four segments. This reduces EXLS's risk. This is beneficial to the shareholders.

Banking, Capital Markets and Diversified Industries

\$ 426.7 M | 23.2% | 3.7%

International Growth Markets

\$ 324.6 M | 17.7% | 21.4%

Healthcare and Life Sciences

\$ 430.7 M | 23.4% | 17.5%

Insurance

\$ 656.4 M | 35.7% | 11.9%

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Using Artificial Intelligence, EXLS is enabling its clients to reinvent themselves to become more competitive.

AI Innovation Driving Client Value:

- Predictive Analytics – Faster decisions via data science
- Automated Workflows – 15+ AI agents deployed, lower cost
- Fraud Detection – Real-time monitoring, higher recovery

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Why EXLS is a QUALITY Stock

- **Superior Profitability and Returns:**
 1. Adjusted Operating Margin (AOPM) reaching **19.4% in 2024**
 2. The Return on Equity (ROE) at **24.7%**
 3. Return on Invested Capital (ROIC) from 8.9% in 2020 to **17.7% in 2024.**

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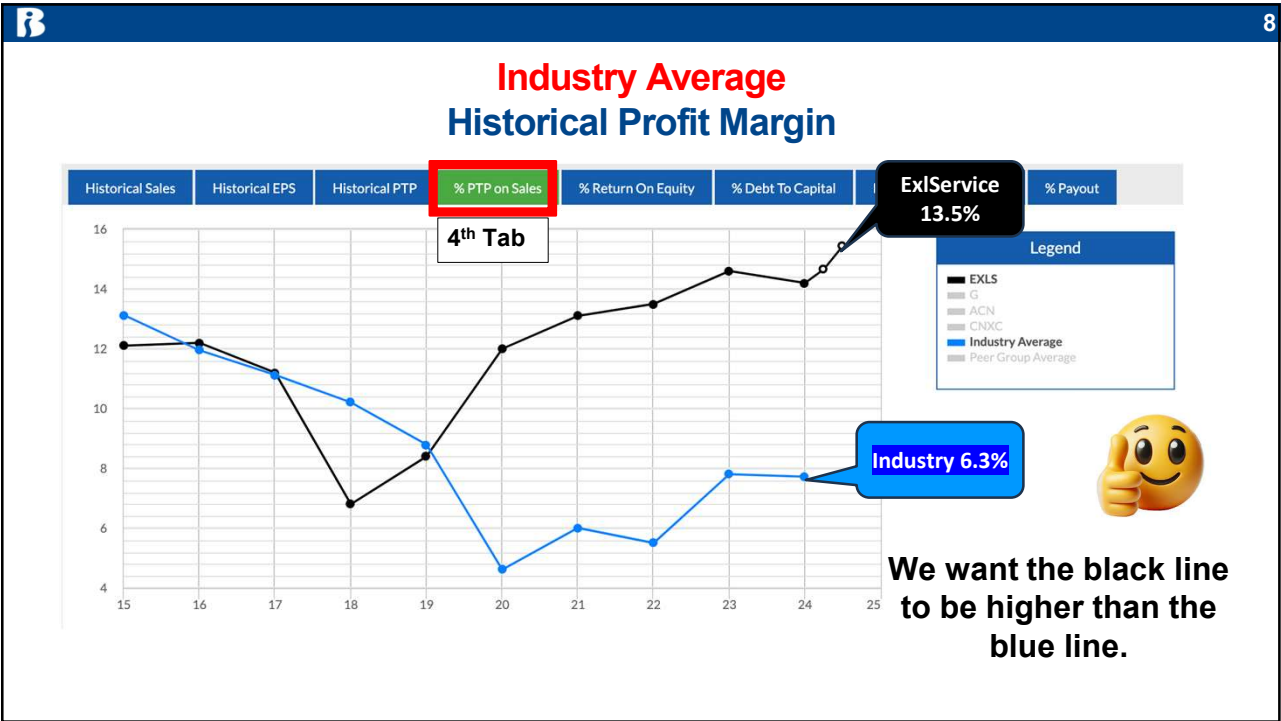
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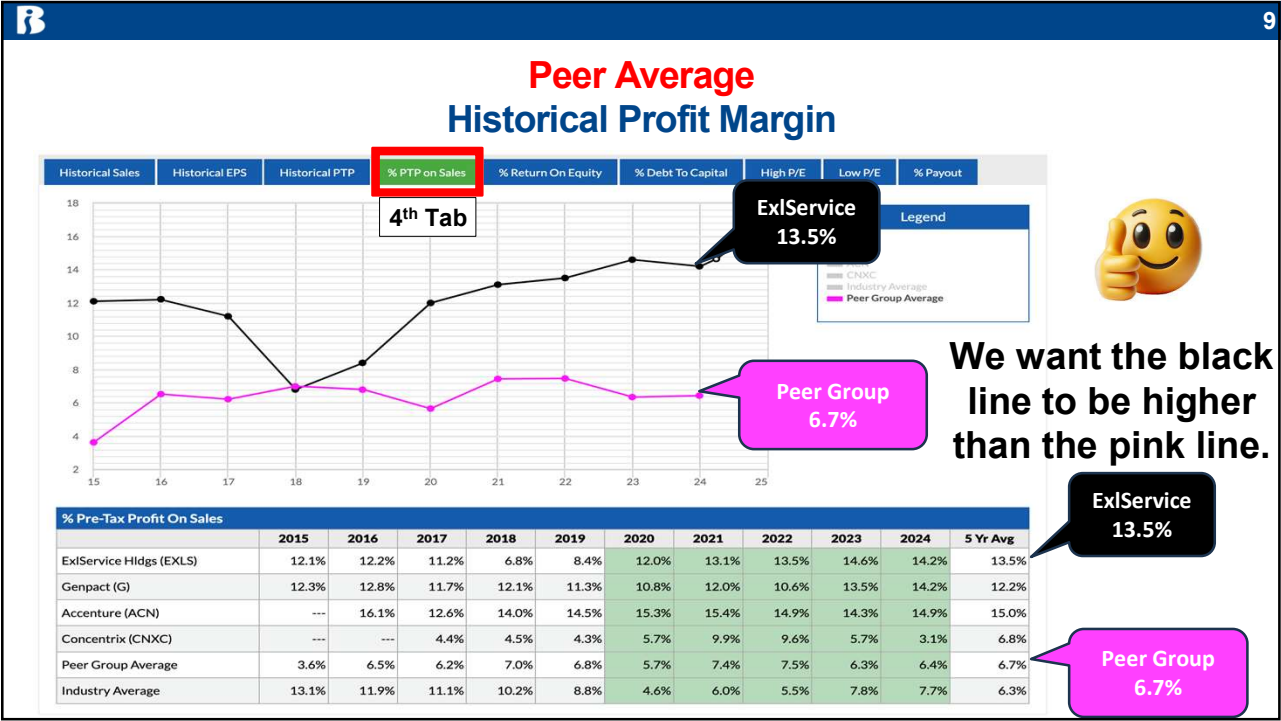
Why EXLS is a GROWTH Stock

- Consistent Double-Digit Growth Trajectory:
 - Double-digit growth for 7 of the past 8 years
 - The 2020-2024 Revenue CAGR was **18%**.
 - EPS growth has outpaced revenue growth, showing a **24% CAGR**

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Top **SWOT** Impact Capturing AI-Driven Transformation

- **S**trengths: Differentiated Competitive Barrier
- **W**eaknesses: Operational & Talent Risks
 1. Cyber/data privacy risks
 2. Talent competition in AI, challenges with scaling integrations,
 3. Offshore volatility stemming from FX and political risks in India/Philippines.

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Top **SWOT** Impact Capturing AI-Driven Transformation

- **O**pportunities:
 - AI-Driven Market Expansion
- **T**hreats:
 - External Economic and Regulatory Headwinds

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The Acid Tests are a
“Snapshot”
of a stock’s most important numbers,
the fundamentals

Sales

Pre-tax Profits

Earnings per Share

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Benchmarks

Company Size	Sales Volume	% Change Sales & EPS
Small	Less than \$1 B	12% or greater
Medium	\$1 B - \$10 B	7% - 12%
Large	Greater than \$10 B	5% - 7%

Evaluate Management

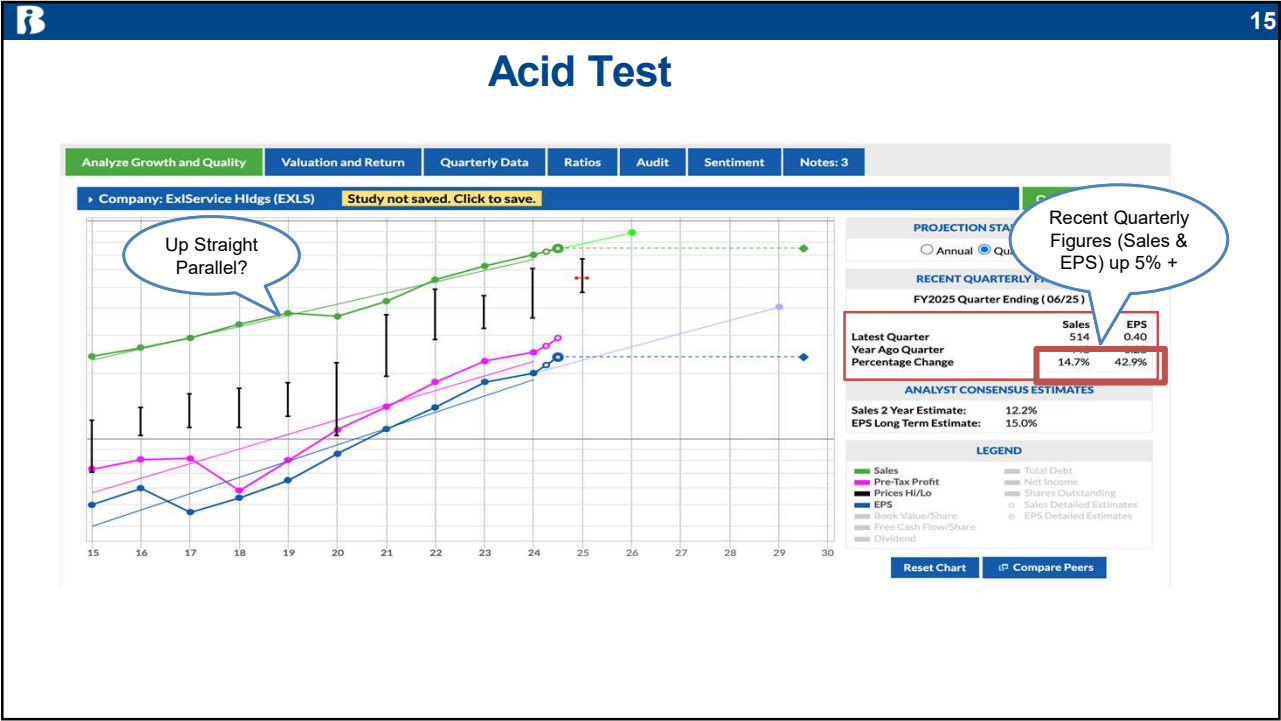
% PTP on Sales	Trend is even or up
% Return Equity (ROE)	15% or greater with trend even or up
% Debt to Capital	33% or less

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Acid Test

Fundamental Company Data

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Growth (%)	Forecast (%)	5 Yr Est
Historical Sales (\$M)	628	686	762	883	991	958	1,122	1,100	1,631	1,838	12.5%		---
Historical EPS (\$)	0.30	0.36	0.28	0.32	0.39	0.52	0.67	0.85	1.10	1.21	18.8%		---
Pre-Tax Profit (\$M)	76	84	85	60	83	115	147	190	238	261	16.7%		

Pre-Tax Profit (PTP) trending up or even, with recent year > than previous year

Sales Growth for Medium size company is 12.5% better than range of 7% - 12%

Evaluate Management

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	5 Yr Avg	Trend
% Pre-Tax Profit on Sales	12.1%	12.2%	11.2%	6.8%	8.4%	12.0%	13.1%	13.5%	14.6%	14.2%	13.5%	UP
% Return on Equity	11.2%	11.6%	7.9%	9.7%	10.3%	12.2%	16.3%	20.0%	21.2%	21.6%	18.3%	UP
% Debt To Capital	13.2%	7.9%	9.3%	31.6%	33.3%	31.5%	33.4%	29.3%	23.4%	28.2%	29.2%	UP

Return on Equity is 18.3% greater than trend is greater over last 5 years

Pre-Tax Profit (PTP) trending up or even, with recent year > than previous year

Debt 29.2% less than 33%

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Judgements for Sales & EPS

Sales Estimates

11.5% - VL

12.0% - Member Sentiment

11.3% - Zacks

12.2% - Morningstar

ESP Estimates

14.0% - VL

14.0% - Member Sentiment

13.9% - Zacks

15.0% - Morningstar

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Judgements for High PE & Low Price

High PE

38.9 - 5 Year Average

36.4 – Current / TTM

37.3 - One Outlier Removed

35.2 - Member Sentiment

Low Price

\$19.80 - 5 Year Ave. Low Price

\$28.20 - 2024 Low Price

\$37.30 - 52 Week Low Price

\$31.70 - Member Sentiment

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Results of Poll from the Audience

EXLS is in what Zone?

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