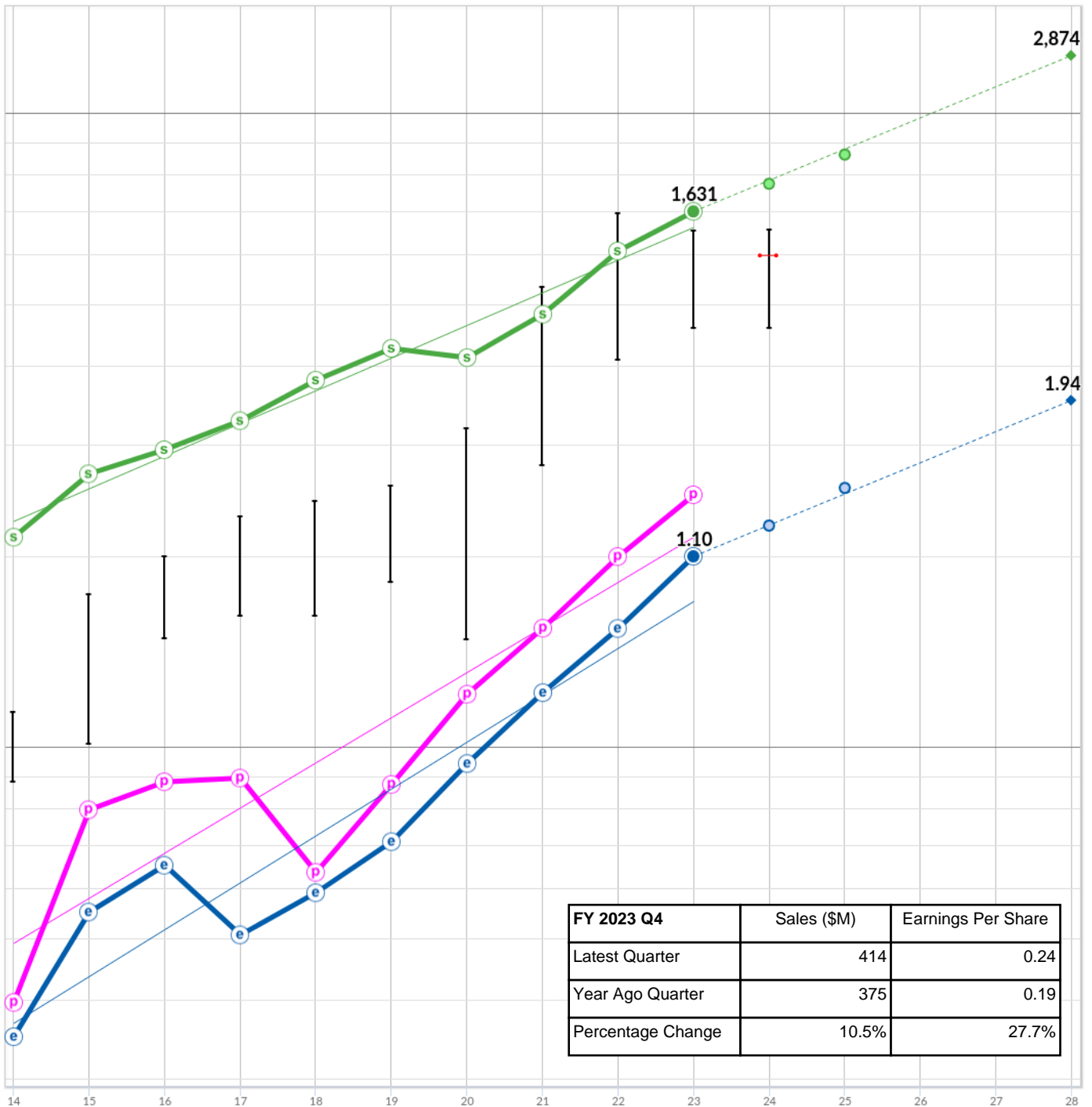


Stock Selection Guide

Company	ExlService Holdings		Date	03/08/24	
Prepared by	BASKAR		Data taken from	BI Stock Data	
Where traded	NAS		Industry	Information Technology Services	
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	166.9		2.2	76.5	
Debt (\$M)	271.0	% to Tot Cap	23.4	% Pot Dil	1.0

Symbol: EXLS

1 VISUAL ANALYSIS of Sales, Earnings, and Price



- | | | | |
|-----------------------------------|-------|------------------------------------------------|-------|
| (1) Historical Sales Growth | 12.6% | (3) Historical Earnings Per Share Growth | 18.6% |
| (2) Estimated Future Sales Growth | 12.0% | (4) Estimated Future Earnings Per Share Growth | 12.0% |

2 EVALUATING Management

ExlService Holdings

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Last 5 Year Avg.
% Pre-tax Profit on Sales	7.5%	12.1%	12.2%	11.2%	6.8%	8.4%	12.0%	13.1%	13.5%	14.6%	12.3%
% Earned on Equity	7.7%	11.2%	11.6%	7.9%	9.7%	10.3%	12.2%	16.3%	20.0%	21.2%	16.0%
% Debt To Capital	10.9%	13.2%	7.9%	9.3%	31.6%	33.3%	31.5%	33.4%	29.3%	23.4%	30.2%

3 PRICE-EARNINGS HISTORY as an indicator of the future

This shows how stock prices have fluctuated with earnings and dividends. It is building block for translating earnings into future stock prices.

CLOSING PRICE 32.80 (03/08/24)

52-WEEK HIGH 35.94

52-WEEK LOW 25.17

	A	B	C	D	E	F	G	H
Year	Price		Earnings	Price Earnings Ratio		Dividend	% Payout	% High Yield
	High	Low	Per Share	High A / C	Low B / C	Per Share	F / C * 100	F / B * 100
2019	14.2	10.0	0.39	36.4	25.6	0.00	0.0	0.0
2020	17.5	8.1	0.52	33.8	15.7	0.00	0.0	0.0
2021	29.2	15.3	0.67	43.6	22.8	0.00	0.0	0.0
2022	38.2	22.4	0.85	45.2	26.5	0.00	0.0	0.0
2023	35.8	25.2	1.10	32.6	22.9	0.00	0.0	0.0
AVERAGE		16.2		38.3	22.7		0.0	
CURRENT/TTM			1.09	32.9	23.0	0.00	0.0	
AVERAGE PRICE EARNINGS RATIO: 30.5					CURRENT PRICE EARNINGS RATIO: 30.0			

4 EVALUATING RISK and REWARD over the next 5 years

Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.

A HIGH PRICE - NEXT 5 YEARS

Avg. High P/E 30.0 X Estimate High Earnings/Share 1.94 = Forecasted High Price \$ 58.2

B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 23.6 X Estimate Low Earnings/Share 1.09 = Forecasted Low Price \$ 25.8

(b) Avg. Low Price of Last 5 Years 16.2

(c) Recent Market Low Price 22.4

(d) Price Dividend Will Support $\frac{\text{Indicated Dividend}}{\text{High Yield}} = \frac{0.00}{0.00\%} = 0.0$

Selected Forecasted Low Price \$ 25.8

C ZONING using 25%-50%-25%

Forecasted High Price 58.2 Minus Forecasted Low Price 25.8 = 32.4 Range. 25% of Range 8.1

Buy Zone 25.8 to 33.9

Hold Zone 33.9 to 50.1

Sell Zone 50.1 to 58.2

Present Market Price of 32.80 is in the **BUY** Zone

D UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price}} = \frac{58.2 - 32.80}{32.80} = 0.7744$
 $\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{58.2 - 32.80}{32.80 - 25.8} = 3.6$ To 1

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

$\frac{\text{High Price}}{\text{Closing Price}} = \frac{58.2}{32.80} = 1.7744$ X 100 = 177.44 - 100 = 77.4 % Appreciation

5 5-YEAR POTENTIAL

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

A $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{0.00}{32.80} = 0.0000 = 0.0\%$ Current Yield

B AVERAGE YIELD - USING FORECAST HIGH P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast High PE}} = \frac{0.0\%}{30.00} = 0.0\%$

AVERAGE YIELD - USING FORECAST AVERAGE P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{0.0\%}{26.80} = 0.0\%$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Appreciation 12.2 %
 Average Yield 0.0 %
 Annualized Rate of Return 12.2 %

COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 9.7 %
 Average Yield 0.0 %
 Annualized Rate of Return 9.7 %