

May 17, 2023

BSE Limited

Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

Security Code- 539978

National Stock Exchange of India Limited

"Exchange Plaza", Bandra-Kurla Complex,
Bandra (East),
Mumbai-400051

NSE Symbol- QUESS

Dear Sir / Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investor's presentation on the financial performance of Quess Corp Limited ("Company") for the fourth quarter and financial year ended March 31, 2023.

The above said presentation is also made available on the Company's website <https://www.quesscorp.com/investor-other-information/>.

Kindly take the same on record.

Thanking You,

Yours sincerely,

For Quess Corp Limited

Kundan K Lal

Company Secretary & Compliance Officer

Encl. a/a

Great
Place
To
Work®

Certified
JAN 2023 – JAN 2024
INDIA™

SIA
STAFFING INDUSTRY ANALYSTS

2022
Largest Global
Staffing Firms

QUESS
WINNING TOGETHER



Investor Presentation

Q4'FY23 & FY23

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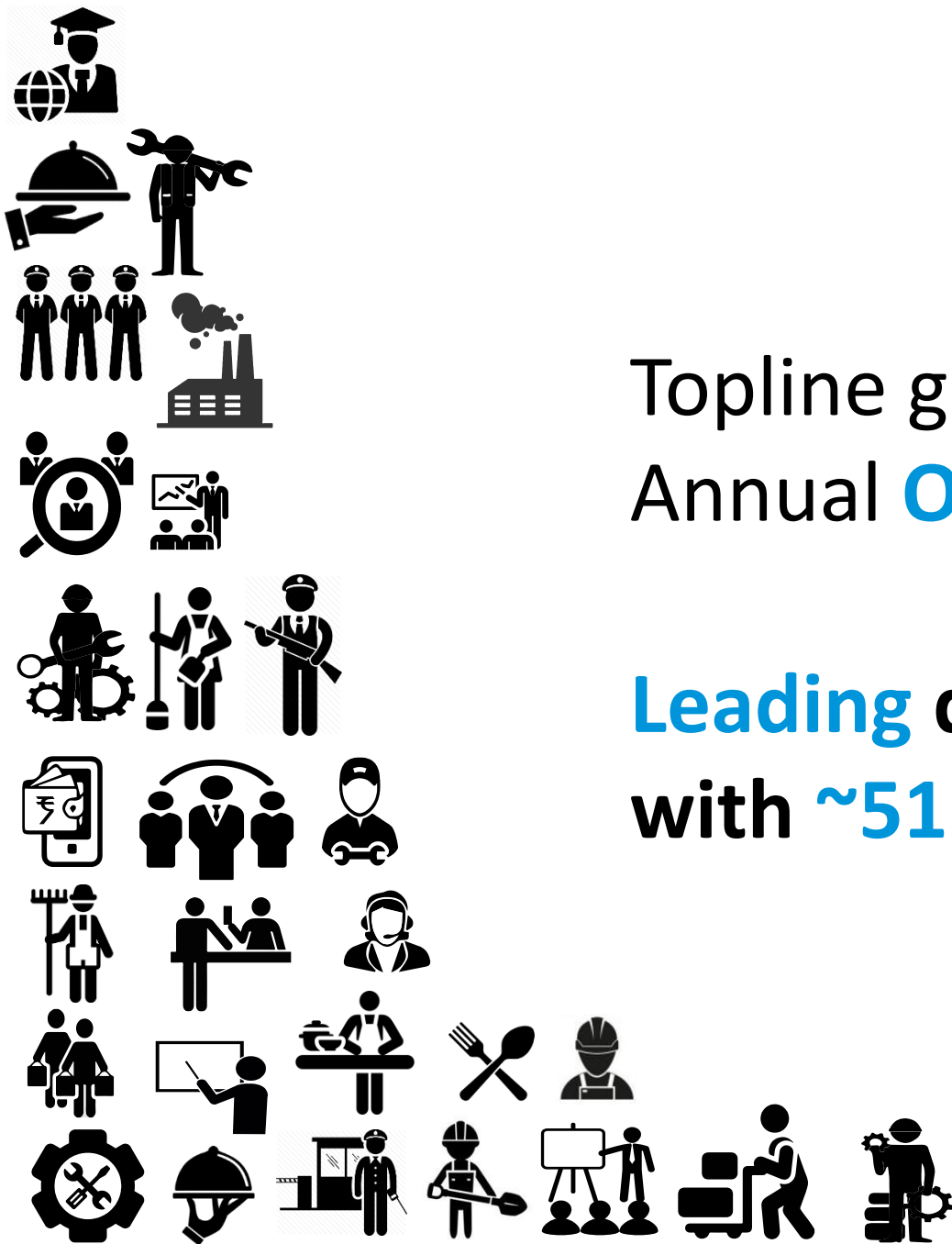
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Topline growth of **25% YoY**, with
Annual **OCF / EBITDA of 71%**

Leading domestic private sector employer
with **~511,000 FTE**



FY23 Business Highlights

Business Updates:

- Headcount net-addition of 74k (17% YoY growth) in FY23; **Second consecutive year of 70k+ HC addition**
- Steady **25% revenue growth** despite challenging market conditions
- EBITDA at ₹ 586 cr. down 6% YoY; **EBITDA ex-PLB at ₹ 681 cr. up 7% YoY**
- **Highest ever EBITDA by GTS at ₹ 353 cr.** in FY23 vs previous high of ₹ 317 cr. in FY22
- **Annual OCF / EBITDA ratio at 71% for FY23;** led by **reduction of 5 days in DSO**

Corporate Updates:

- **Great Place to Work** – Declared ‘Great Place to Work’ for 4th year in a row
- **Reduction in Gross debt by ₹ 57 cr.;** corresponding net cash increase by ₹ 66 cr.
- Paid interim **dividend of ₹8/share in FY23**

FY23 – Highlights

	FY23	YoY Change
Headcount	511k	↑ 17%
Revenue	₹ 17,158 cr.	↑ 25%
EBITDA	₹ 586 cr.	↓ 6%
EBITDA Ex-PLB	₹ 681 cr.	↑ 7%
% EBITDA	3.41%	↓ 114 bps
% EBITDA Ex-PLB icon"/> % EBITDA Ex-PLB	4.10%	↓ 66 bps

	FY23	YoY Change
PAT	₹ 223 cr.	↓ 11%
OCF	₹ 294 cr. <i>71% of Op-EBITDA</i>	↓ 31%
Net Debt / (cash)	₹ (82) cr.	↓ ₹ 66 cr.
RoE	8.4%	↓ 160 bps
Book value per share	₹ 184	↑ 12%
EPS (dil.)	₹ 15.0	↓ 7%

Q4FY23 – Highlights

	Q4 FY23	YoY Change
Headcount	511k	↑ 17%
Revenue	₹ 4,440 cr.	↑ 17%
EBITDA	₹ 152 cr.	↓ 18%
EBITDA Ex-PLB	₹ 172 cr.	↓ 11%
% EBITDA	3.42%	↓ 146 bps
% EBITDA Ex-PLB icon"/> % EBITDA Ex-PLB	4.0%	↓ 120 bps

	Q4 FY23	YoY Change
PAT	₹ 30 cr.	↓ 61%
OCF	₹ 114 cr. <i>117% of Op-EBITDA</i>	↔
Net Debt / (cash)	₹ (82) cr.	↓ ₹ 66 cr.
RoE	4.5%	↓ 772 bps
Book value per share	₹ 184	↑ 12%
EPS (dil.)	₹ 2.22	↓ 55%

FY23 – Financial Highlights

	Revenue	EBITDA	EBITDA %	PAT	OCF
Consolidated	₹ 17,158cr ↑ 25%	₹ 586cr ↓ 6%	3.41 % ↓ 114 bps	₹ 223cr ↓ 11%	₹ 294cr ↓ 31%
Excluding PLB	₹ 16,620cr ↑ 24%	₹ 681cr ↑ 7%	4.10 % ↓ 66 bps	₹ 334cr ↑ 28%	₹ 351cr ↓ 16%

WFM
GTS
OAM
PLB

Revenue	% Change
₹ 11,831 cr	↑ 25%
₹ 2,168 cr	↑ 23%
₹ 2,622 cr	↑ 24%
₹ 538 cr	↑ 59%

EBITDA	% Change
₹ 345 cr	↑ 18%
₹ 353 cr	↑ 11%
₹ 120 cr	↔ 0%
₹ -95 cr	-

The decline in EBITDA is largely due to growth investments in PLB

Q4'FY23 – Financial Highlights – YoY

	Consolidated	Excluding PLB
Revenue	₹ 4,440cr ↑ 17%	₹ 4,317cr ↑ 17%
EBITDA	₹ 152cr ↓ 18%	₹ 172cr ↓ 12%
EBITDA %	3.42 % ↓ 146 bps	3.99% ↓ 133 bps
PAT	₹ 30cr ↓ 61%	₹ 56cr ↓ 36%
OCF	₹ 114cr ↔	₹ 126cr ↑ 26%

	Revenue % Change	EBITDA % Change
WFM	₹ 3,062 cr 16%	₹ 86 cr -9%
GTS	₹ 571 cr 20%	₹ 95 cr 9%
OAM	₹ 684 cr 19%	₹ 30 cr 17%
PLB	₹ 123 cr 31%	₹ -20 cr -

PAT reduction of 36% w/o PLB due to one-time tax impact of INR 13 cr on the sale of Simpliance and increase of INR 8 cr in D&A

Q4'FY23 – Financial Highlights – QoQ

	Consolidated	Excluding PLB
Revenue	₹ 4,440cr ↓ 1%	₹ 4,317cr ↔
EBITDA	₹ 152cr ↑ 4%	₹ 172cr ↔
EBITDA %	3.42 % ↑ 16 bps	3.99% ↔
PAT	₹ 30cr ↓ 65%	₹ 56cr ↓ 51%
OCF	₹ 114cr ↑ 144%	₹ 126cr ↑ 101%

	Revenue % Change	EBITDA % Change
WFM	₹ 3,062 cr 0%	₹ 86 cr 0%
GTS	₹ 571 cr 2%	₹ 95 cr 6%
OAM	₹ 684 cr -1%	₹ 30 cr -4%
PLB	₹ 123 cr -17%	₹ -20 cr 25%

PAT reduction of 51% w/o PLB due to extraordinary income of INR 53 cr. In Q3 and one-time tax impact of INR 13 cr on the sale of Simpliance in Q4

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Company Overview



From HR Services to a **digitally-enabled Services Platform**



HR Services

Business Services

Platforms

Phases



2007 - 2013

2014 - 2020

2020 - present

HC

61,000

384,000

511,000

Services

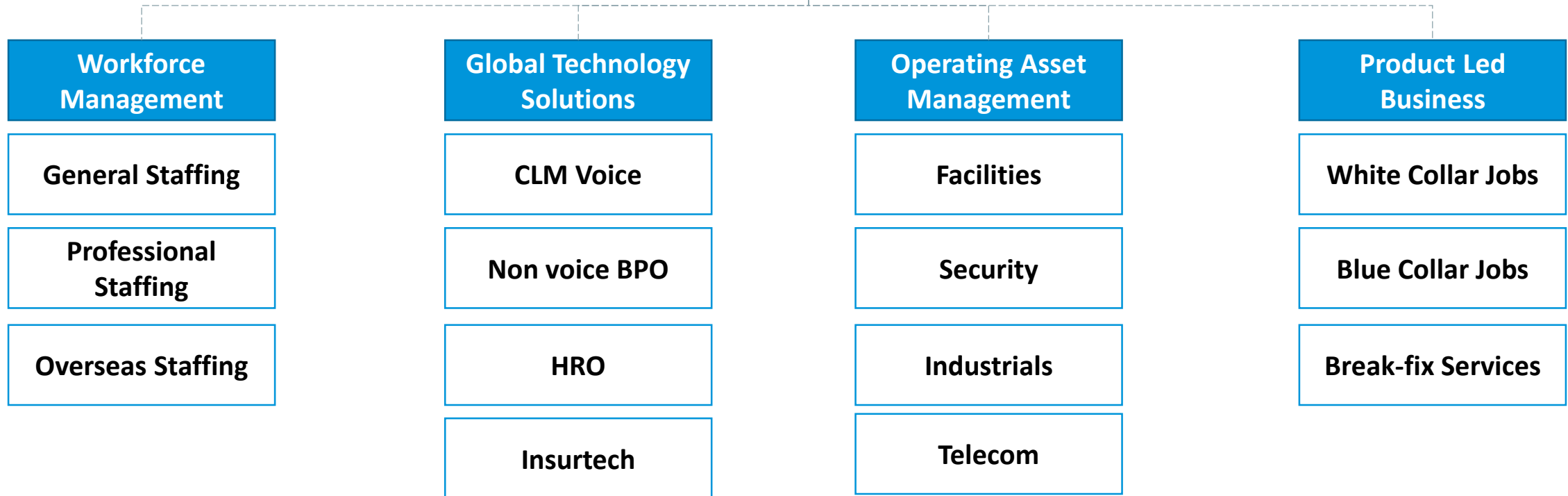
- Staffing
- Skilling
- Recruitment
- Facility Management

- Staffing
- Skilling
- Recruitment
- Facility Management
- Security Services
- Industrials
- BPO/CLM + HRO
- Tech services
- Job Portal
- Break-fix services



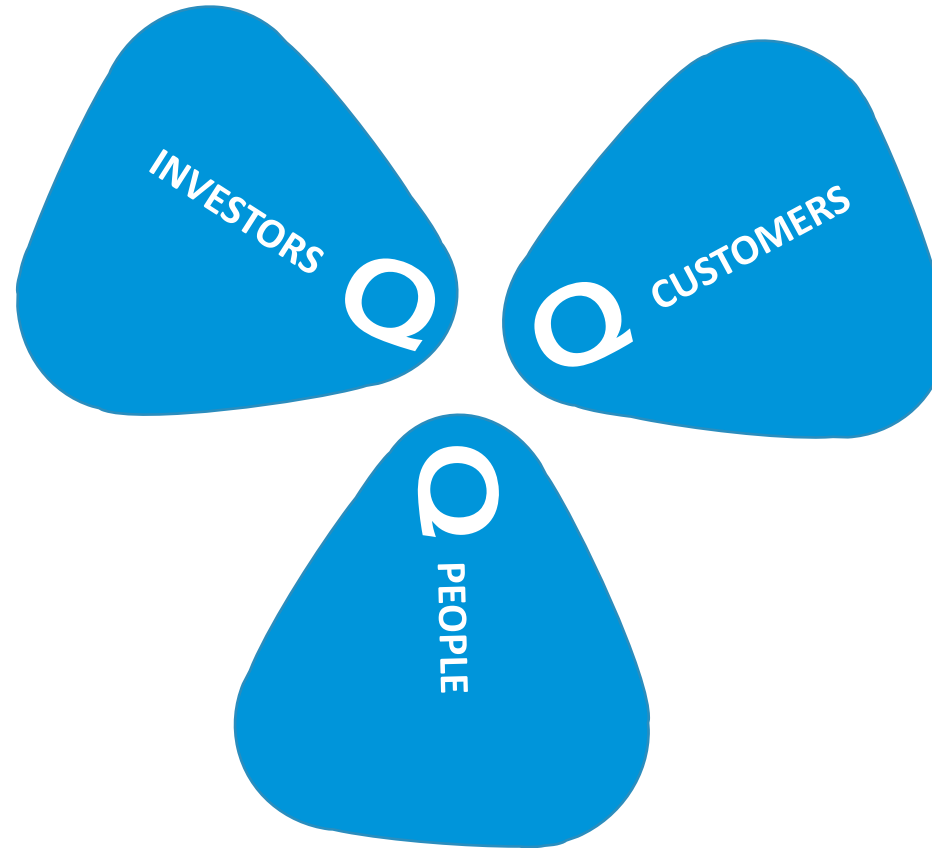
Our operations are spread across synergistic platforms

QUESS



We are a leading service provider in India for most of the services provided

Our focus is on **Winning Together** with our Customers, People and Investors

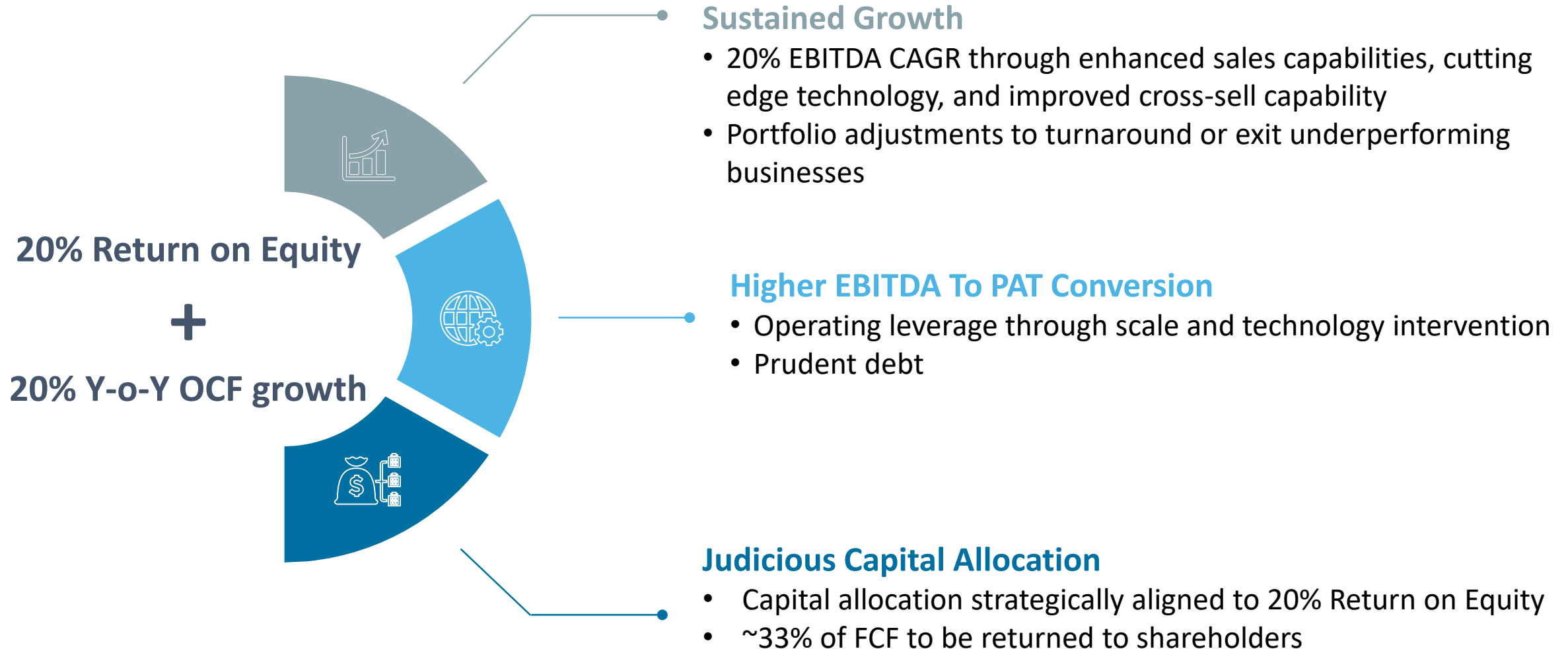


- Achieve and sustain **20% RoE**
- **Deliver 20% CAGR on OCF**
- Aspirational EBITDA of **6%**

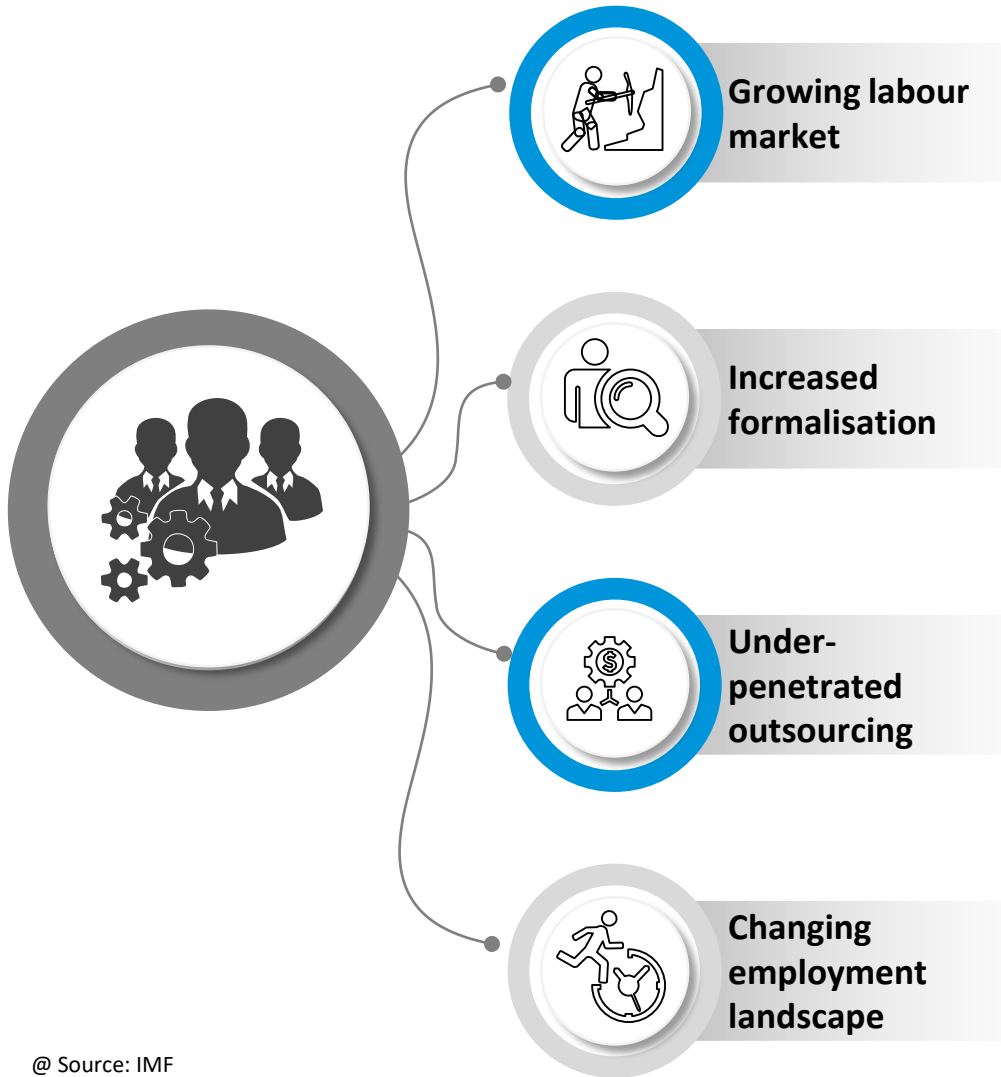
- **Build Scale - single operating platforms** for all organic business, brings in agility and speed in the way we work
- **Measure digital revenues separately**
- **Annual CSAT** across all business

- Become India's **Top 50 Great Place To Work**
- Women to constitute **50% of core workforce**
- Benefits coverage for Associates to cover **>70% of Associates**

Winning with Investors: The path to 20%

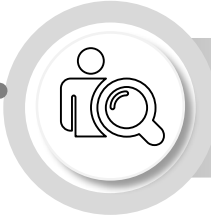


We enjoy massive **macroeconomic tailwind**



Growing labour market

- India to remain fastest growing major economy in 2023[@]
- ~ 563^{\$} million labour force
- One of the **world's largest labour force**, experiencing a tectonic shift in composition and focus



Increased formalisation

- Formalisation[^] to increase from 20.8% currently to 30.3% by 2025
- ~63^{*} million new PF subscribers and ~79 million new ESIC subscribers in India since September 2017
- GST registered firms increased from 7.5mn in 2017 to ~14.1mn currently



Under-penetrated outsourcing

- Indian companies **increasingly exploring outsourcing** to drive productivity and flexibility
- 0.7%[~] penetration of flexi staffing in India as compared to ~3% in most developed markets^{**}



Changing employment landscape

- Proposed new labour codes to accelerate formalization, compliance and outsourcing
- Huge potential to improve labour productivity through increased usage of technology, as minimum wages rise
- Gig workforce expected to expand to 23.5[#] million workers by 2029-30; a 3.5x increase over 10 years

@ Source: IMF
^ Source: Goldman Sachs, 2021
* Source: NSO - Payroll Reporting in India
~ Source: ESIC & EPFO
** Source: World Employment Confederation
Source: NITI Aayog
\$ Economic Survey 2021-22

ESG Progress – Q4 FY23

1. The People Company

Diverse workforce: 28 % of our core employees are women

Promoting inclusivity: Over 6,000 PWD employees

Nurturing work environment: Great place to work® re-certified and accredited for inclusive practices.

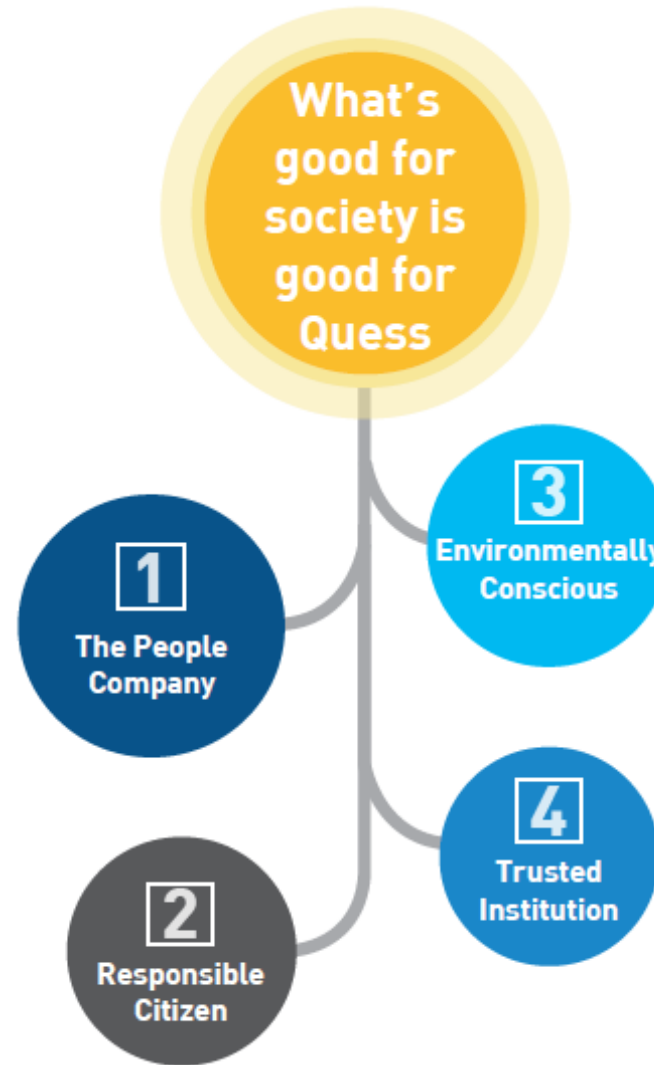
Health and wellness: Arogya World 2022 Health Workplace Award for Employee Health & Well-being.

2. Responsible Citizen

Community education: 75 schools covered under School Enhancement Programs

Community health: 12,000+ beneficiaries from the health and wellness programs

School upgradation: 75 schools and 17,000+ students benefitted



3. Environmentally Conscious

Environmentally positive:

~1.5 million devices repaired /refurbished by QDigi

Responsible waste management:

7,000+ Kgs of e-waste responsibility disposed and over 7,000 Kgs of paper waste recycled

Climate Science Commitment:

Committed to SBTi near-term emission reduction target by FY25

4. Trusted Institution

Robust code of conduct:

Nil Whistleblower/ Data Privacy/ Cyber-security/ Human Rights complaints filed during the year

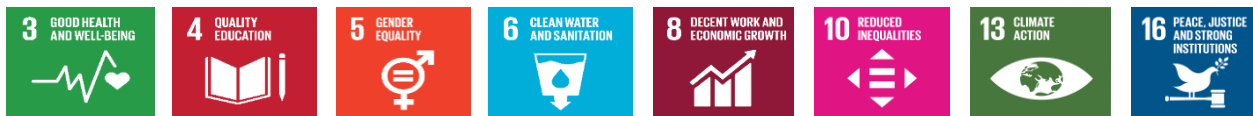
Quality and Information security:

Quess Corp is ISO 37001: 2016, ISO 27001: 2013, and ISO 9001: 2015 certified

Data Privacy and Cyber Security:

Cyber Security Council with C-suite level oversight

Safety Incident Management through WorQ for associates



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Key Corporate and Financial
Updates

Update on Q4 operating environment

Hiring environment continues to be challenging

- According to foundit Insight Tracker, job posting activity remained flattish in Q4'23, as several sectors slowed down their hiring processes
- Key sectors such as IT and BFSI saw decline of 3-5% in job posting activity, while FMCG and Travel saw increased activity (+10%)
- Allsec payroll data shows very mild increase (i.e. 1%) in same-customer pay-slips processed in Mar'23 vis-à-vis Mar'22

BFSI, FMCG, Non-voice BPO and Telecom were key drivers

- General staffing added over 2k HC in BFSI and FMCG segment
- Growth in collection business resulted in double-digit growth in Non-Voice BPO
- Telecom active infra business experienced tailwind on account of 5G rollout

Impact of market slowdown was abated by focus on IDC optimization

- Professional staffing and IFM registered lacklustre growth due to slowdown in IT sector
- IDC as % of revenue dropped from 5.7% in Q3 to 5.4% in Q4



FY23 Financial Updates

Revenue:

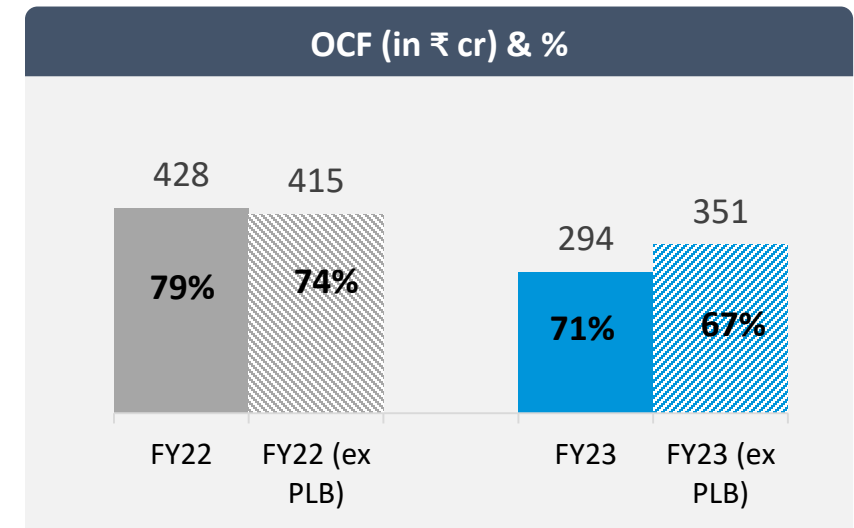
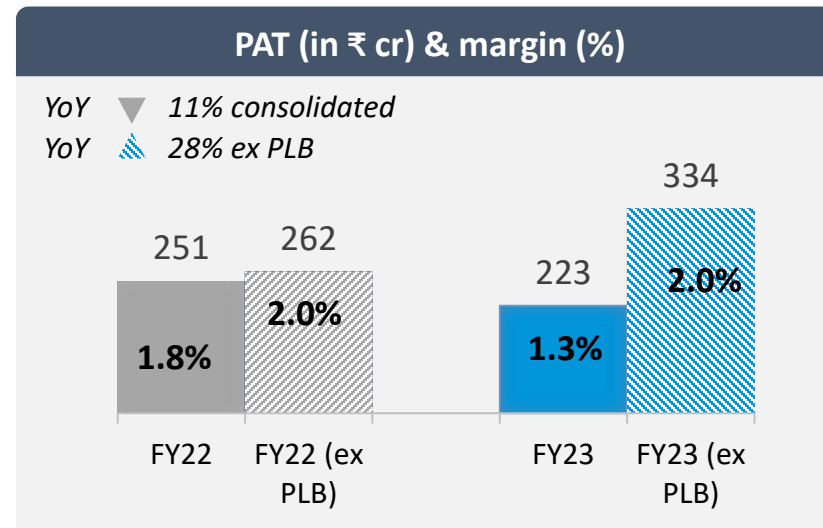
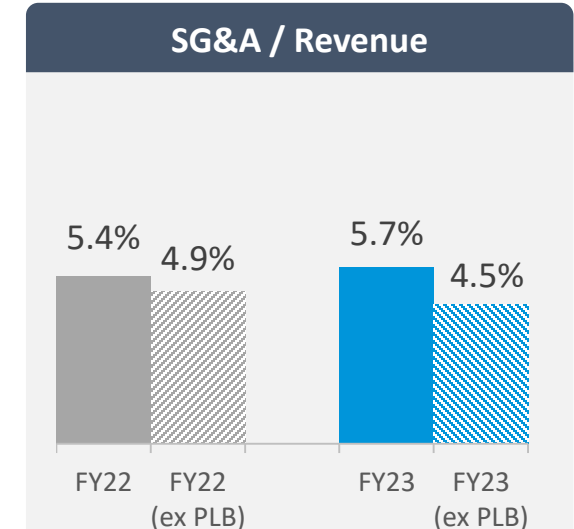
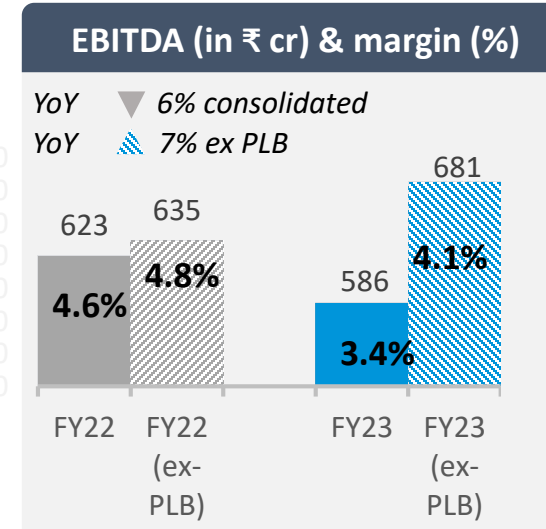
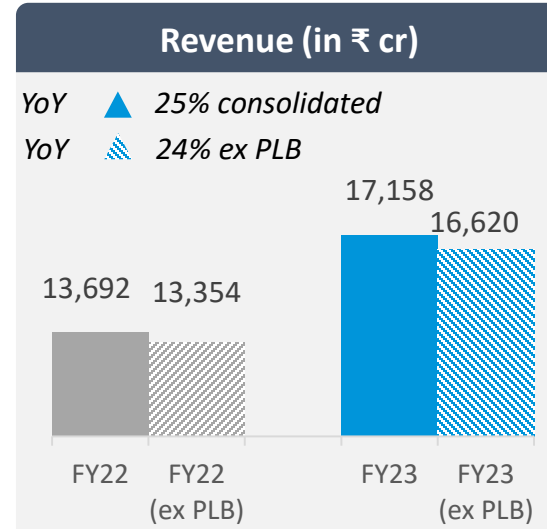
- **Up 25% YoY** driven by WFM (up 25%), OAM (up 24%) and GTS (up 23%)

Profitability:

- EBITDA from operations **down 6% YoY** to ₹ 586 cr, due to investments in PLB business
- SG&A / Revenue increased YoY from **5.4% to 5.7%** due to higher headcount, and increased spend on salary and travel

Cash Generation:

- FY23 OCF/Operating EBITDA conversion **at 71%**. DSO decreased by **5 days** YoY to 57 days
- Net cash position strengthened **at ₹ 82 crore** in FY23 against net cash position of ₹16 crore in FY22



Q4'FY23 Financial Updates (Consolidated)

Revenue:

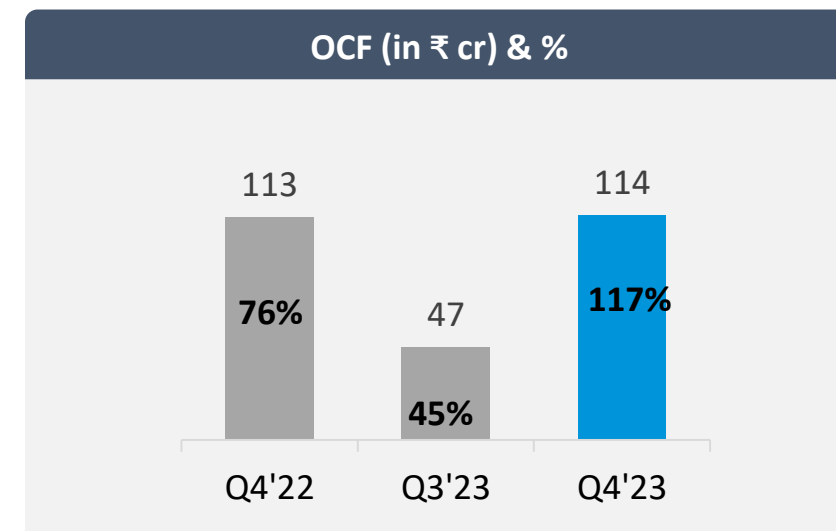
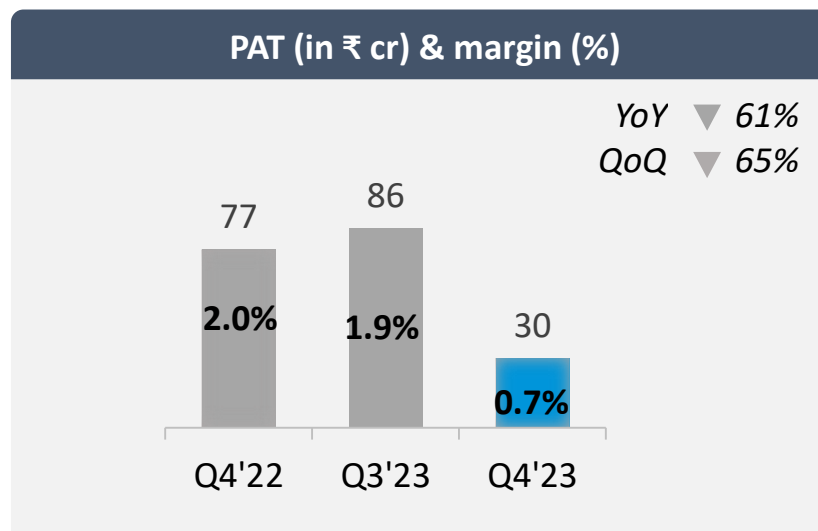
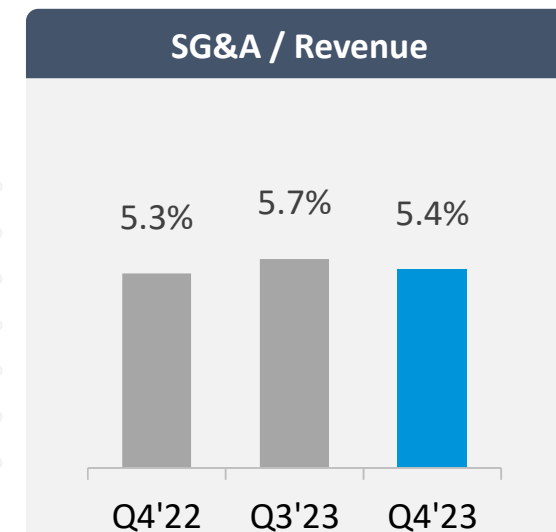
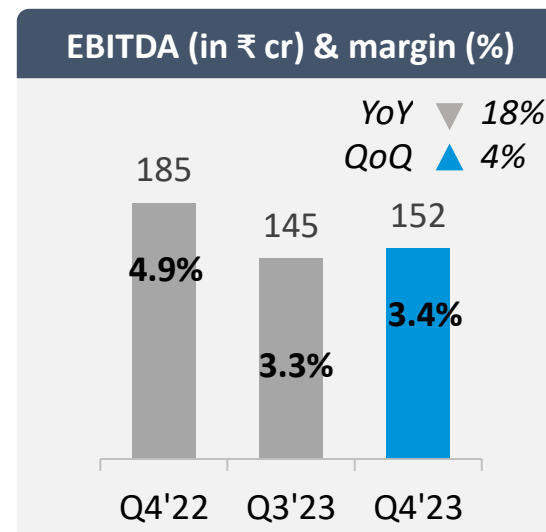
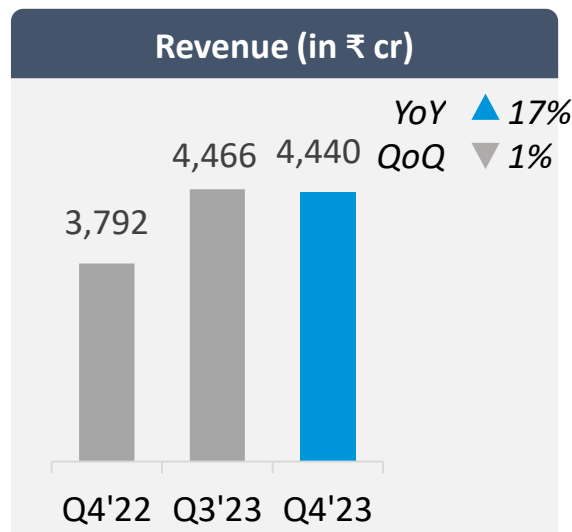
- **Up 17% YoY** driven by WFM (up 16%), OAM (up 19%) and GTS (up 20%)
- **Down 1% QoQ**, due to flat growth across platforms

Profitability:

- EBITDA from operations **down 18% YoY** to ₹ 152 crore, due to investments in Product Led Business
- SG&A / Revenue increased YoY from **5.3% to 5.4%** due to higher headcount, and increased spend on salary and travel

Cash Generation:

- Q4'23 OCF/Operating EBITDA conversion at 117%
- DSO decreased by 4 days QoQ to 55 days
- Net cash position at ₹ 82 crore in Q4'23 against net debt position of ₹ 68 crore in Q3'23



Q4'FY23 Financial Updates (Ex-PLB)

Revenue:

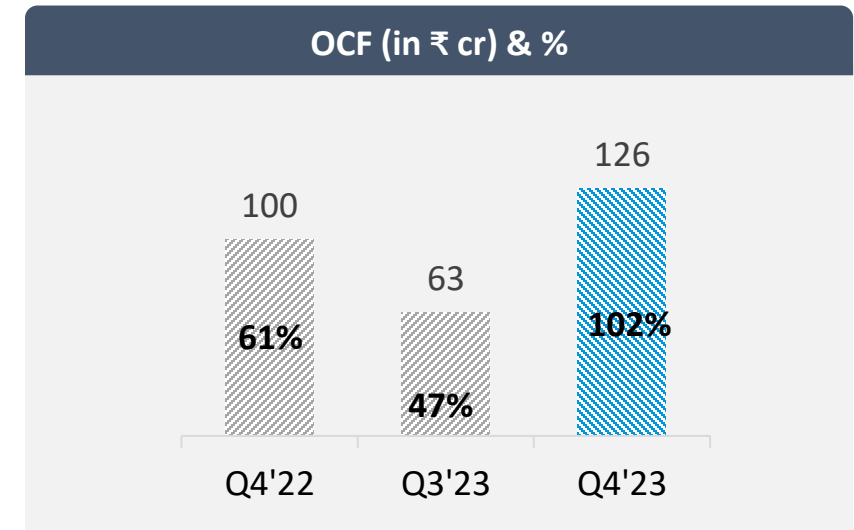
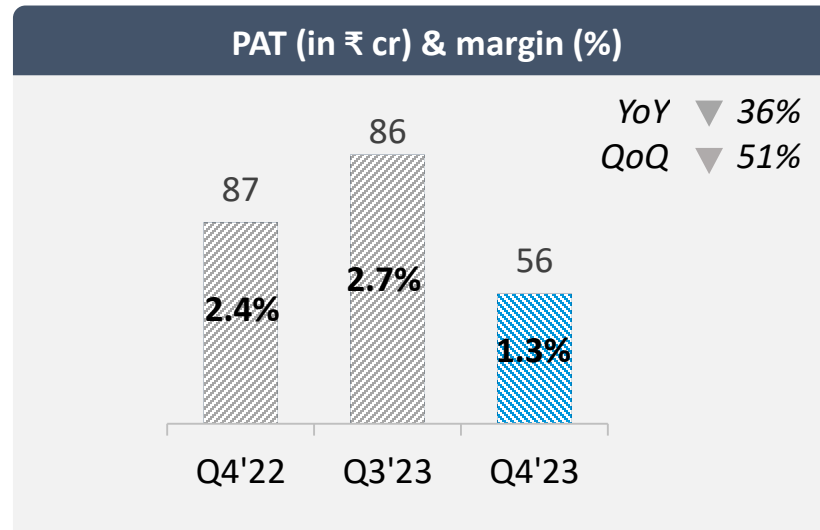
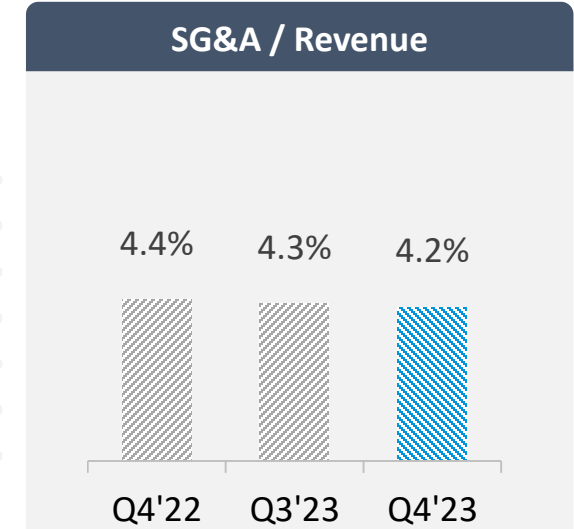
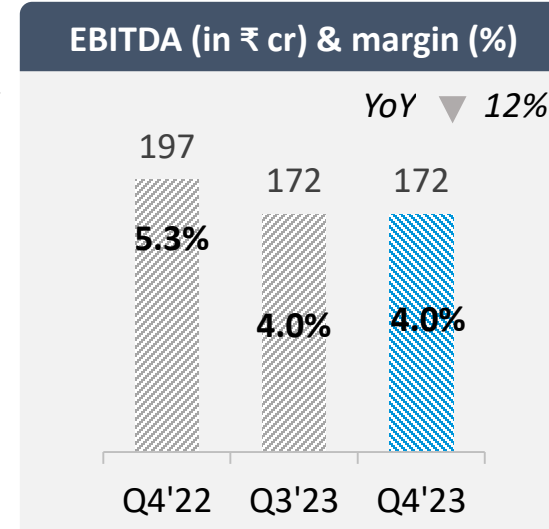
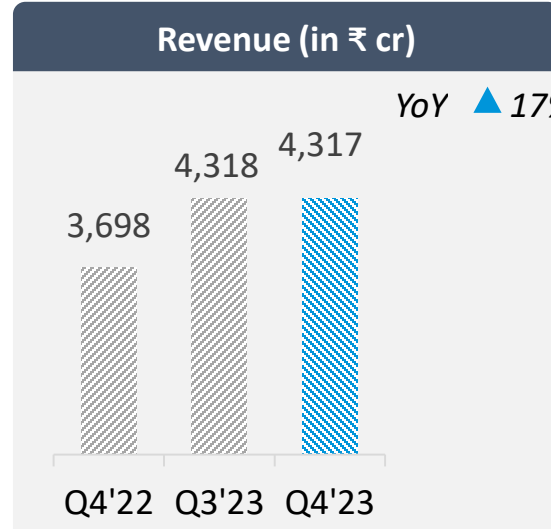
- **Up 17% YoY** driven by WFM (up 16%), OAM (up 19%) and GTS (up 20%)
- **Flat QoQ**, due to tepid growth across platforms

Profitability:

- EBITDA from operations **down 12% YoY** to ₹ 172 crore due to slowdown in IT staffing, international staffing and growth investments
- SG&A / Revenue decreased YoY from **4.4% to 4.2%** due to cost initiative measures implemented at end of Q3 this year

Cash Generation:

- Q4'23 OCF/Operating EBITDA conversion at 102% due to collection initiatives



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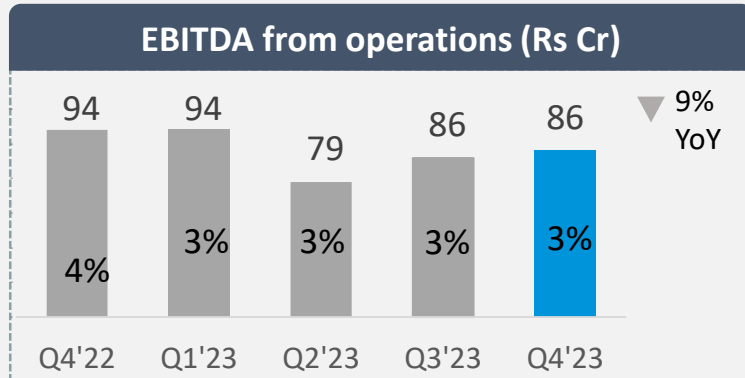
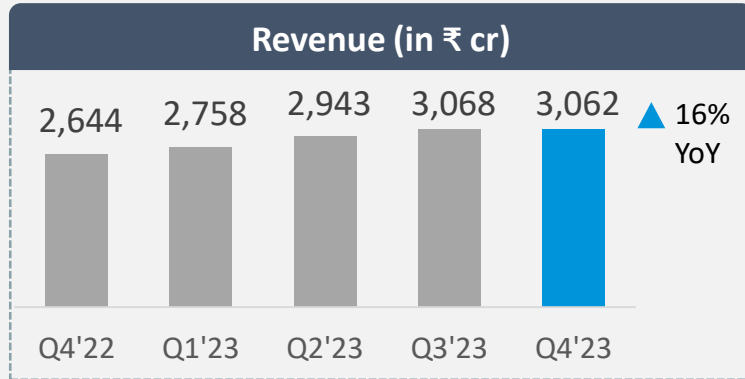


Platform-wise Updates

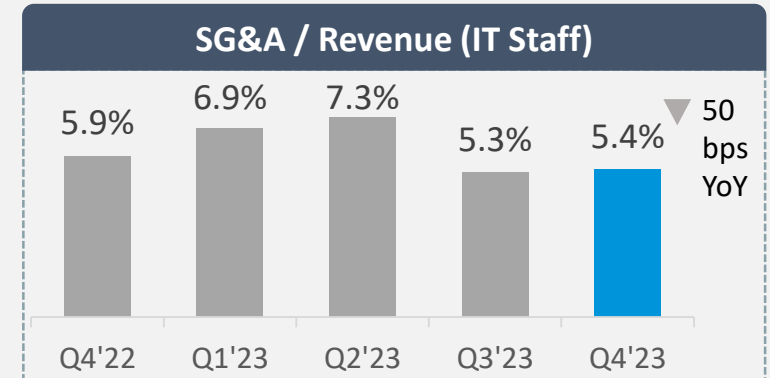
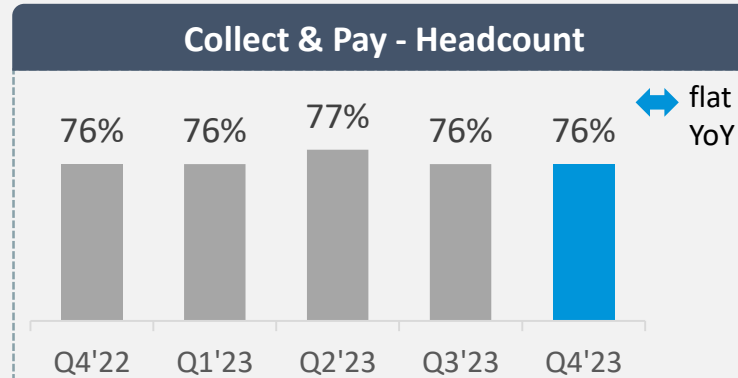
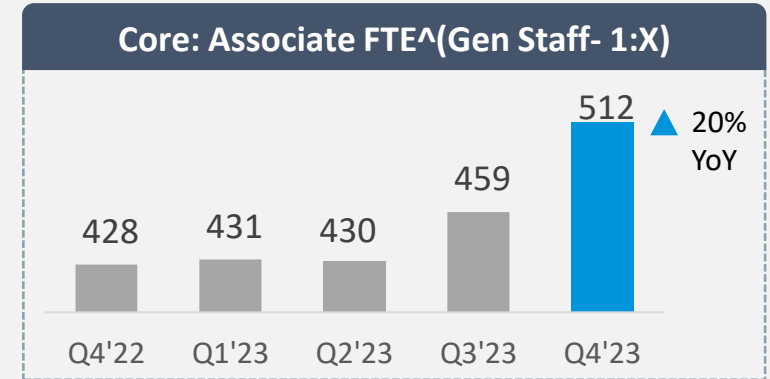
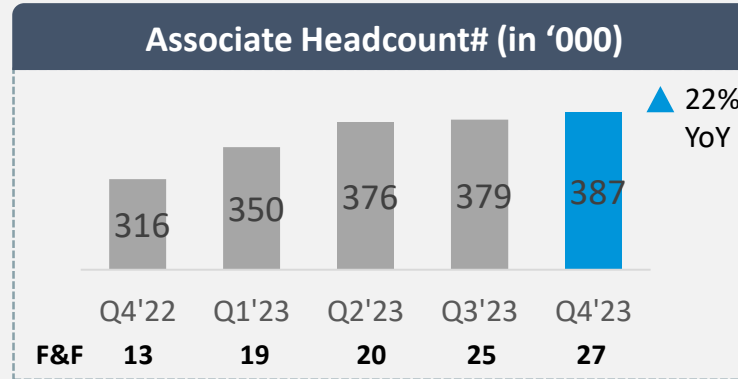


Workforce Management – Performance Snapshot

Financial Metrics



Operating Metrics

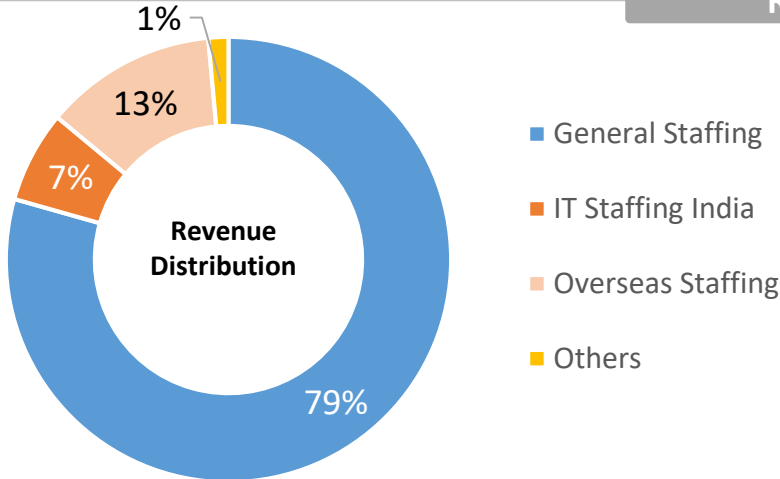


Key developments:

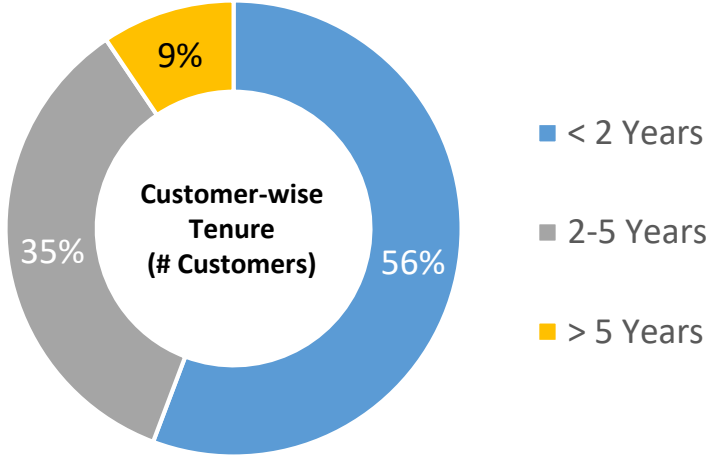
- **General Staffing** Revenue up 28% YoY in FY23. Added 60 new logos in Q4 and 239 new logos during the year. Manufacturing and Retail were key drivers
- **IT Staffing** Revenue and HC stayed flat QoQ in line with Industry trends. SG&A as % of revenue reduced by 50 bps YoY
- **Made an investment of ₹11 cr** in **North American professional staffing** business
- **Associate FTE** ratio highest at **1:512** for the quarter

Workforce Management – Revenue Distribution and Customer Insights

Revenue Distribution

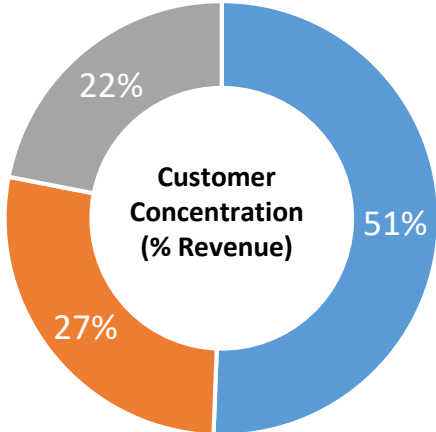


Staffing constitutes 99% of the revenue

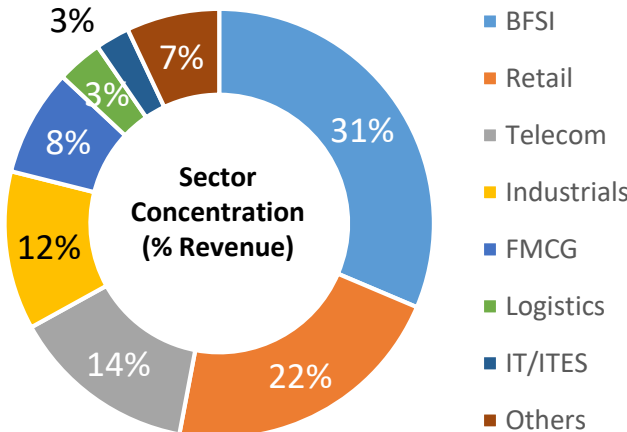


Good customer loyalty & healthy new customer addition

Customer Insights (Gen. Staffing)

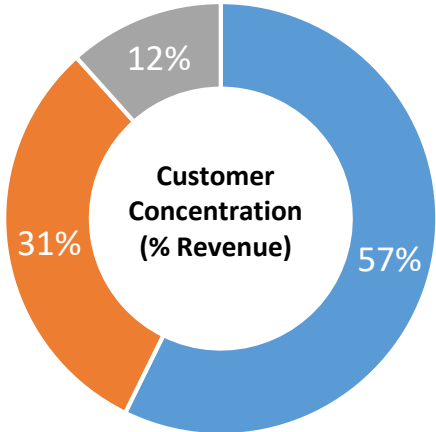


■ Top 10 ■ Next 40 ■ Others

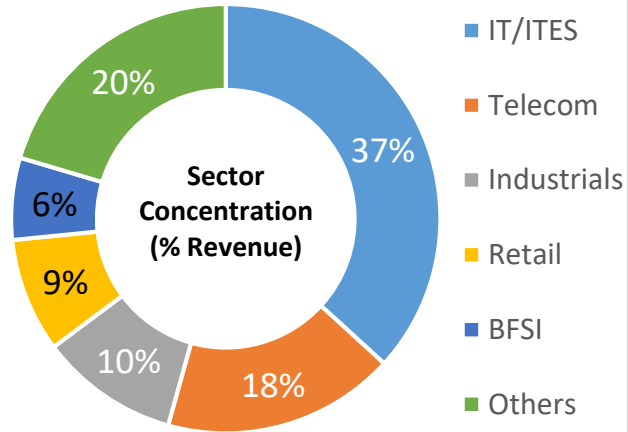


■ BFSI ■ Retail ■ Telecom ■ Industrials ■ FMCG ■ Logistics ■ IT/ITES ■ Others

Customer Insights (QITS)



■ Top 10 ■ Next 40 ■ Others



■ IT/ITES ■ Telecom ■ Industrials ■ Retail ■ BFSI ■ Others

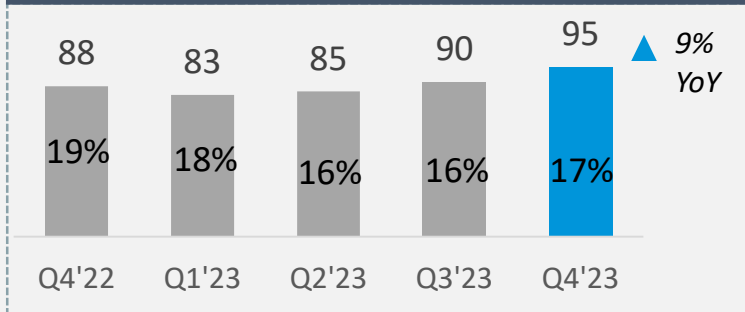
Global Technology Solutions – Performance Snapshot

Financial Metrics

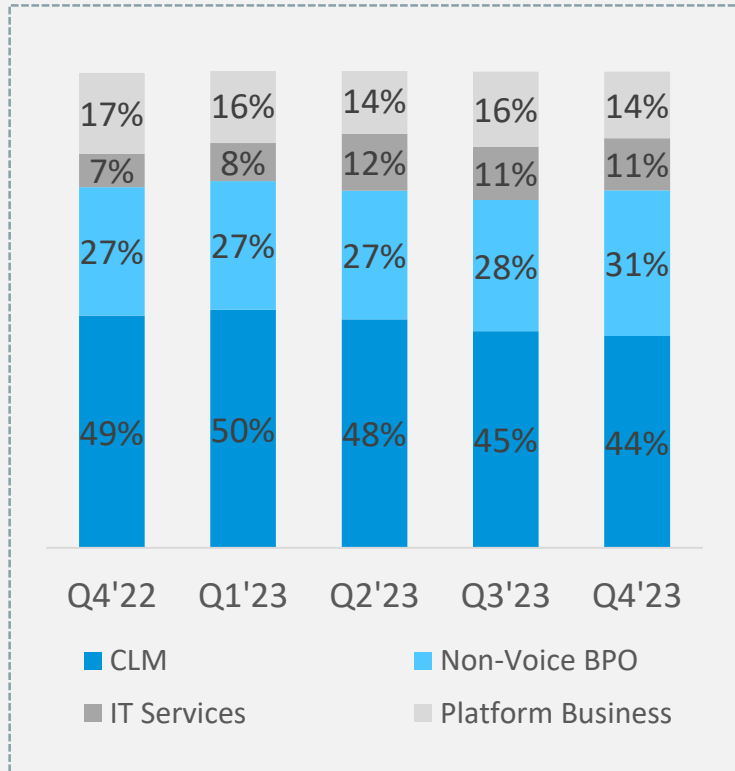
Revenue (Rs Cr)



EBITDA from operations (Rs Cr)



Revenue Distribution

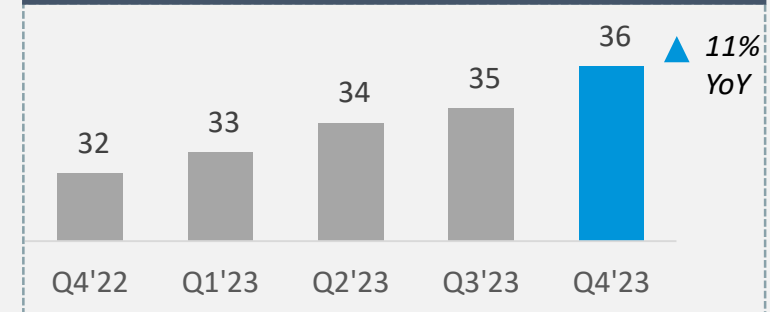


Operating Metrics

Revenue / Employee (Rs '000)



HRO Records Processed (Allsec: in lakhs)

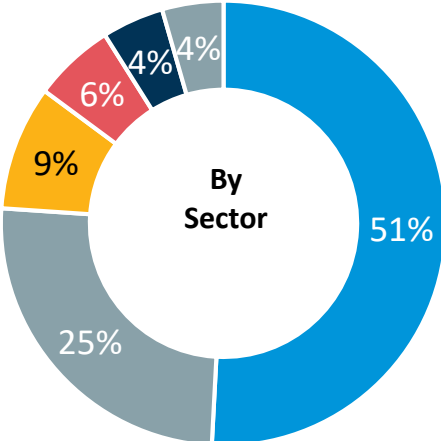


Key developments:

- **GTS:** Highest-ever revenue of ₹2,168 cr, up 23% YOY and EBITDA of ₹353 cr, up 11% YoY
- **CLM:** Revenue up 26% YoY driven by an increase in seat capacity of 57% in our delivery centre at Manila
- **Non – Voice BPO:** Achieved 28% YOY growth driven by 34% growth in collection business
- **Platform based services (InsurTech in US and HRO in India):** Pay slips processed per quarter up 11% YoY and crossed the 1.2 million/month mark

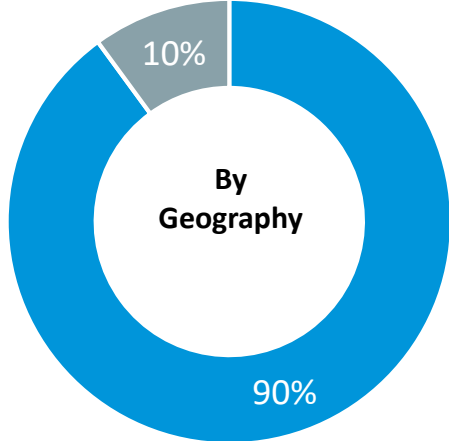
Global Technology Solutions– Revenue Distribution and Customer Insights

Diversified Revenue Base



Revenue-base diversified across sectors

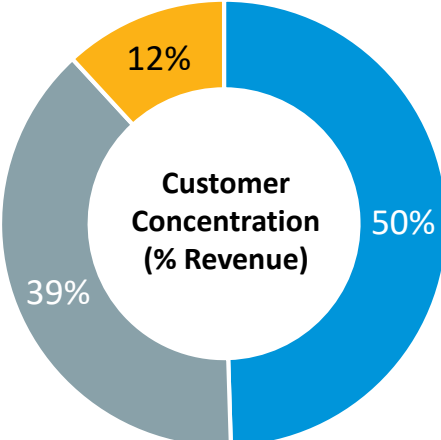
- BFSI
- IT/ITES
- Retail
- Telecom
- Industrials
- Others



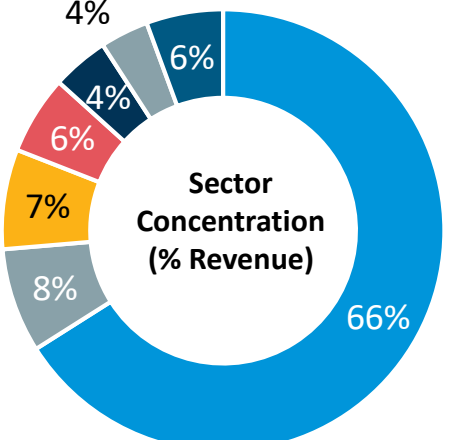
India is the main focus

- India
- NA

Customer Insights (CLM and Non-voice BPO)



- Top 10
- Next 40
- Others



- BFSI
- Telecom/Media
- Ecommerce
- Manufacturing
- Retail/FMCG
- IT/ITES
- Others

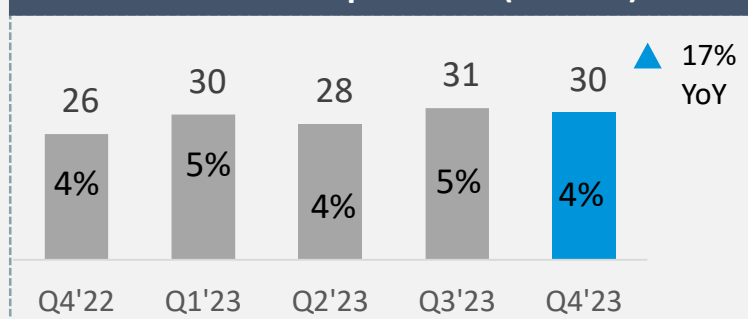
Operating Asset Management – Performance Snapshot

Financial Metrics

Revenue (Rs Cr)

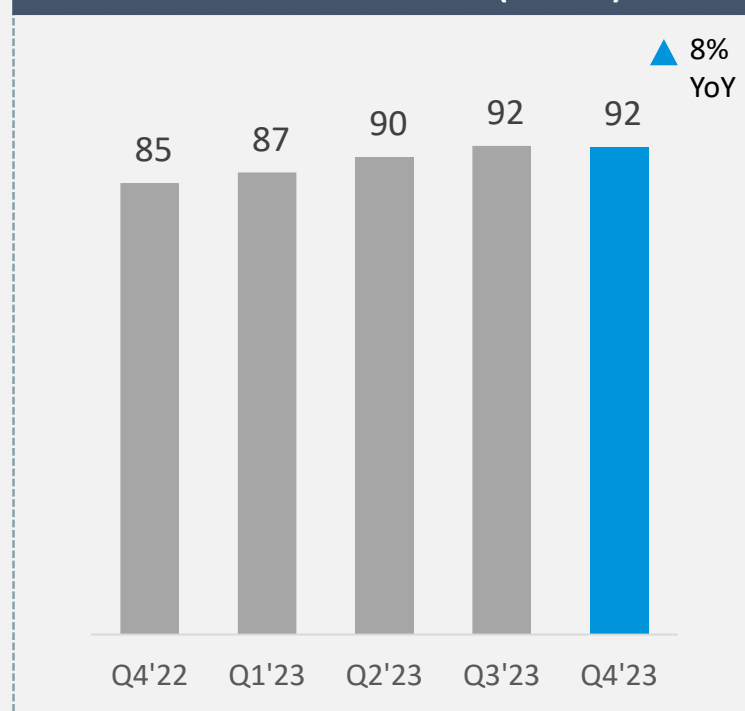


EBITDA from operations (in Rs Cr)

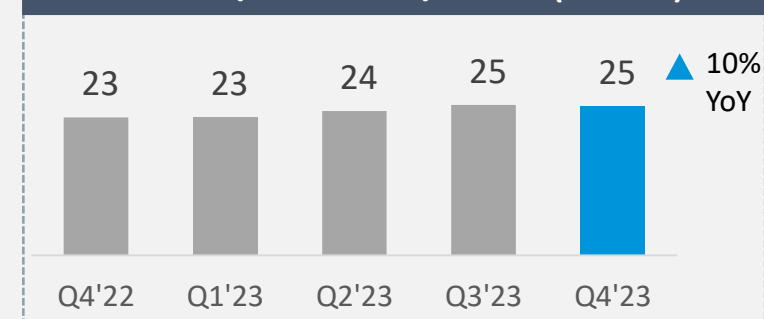


Operating Metrics

Associate Headcount# (in '000)



Revenue/Headcount/Month (Rs '000)



Core to Associate

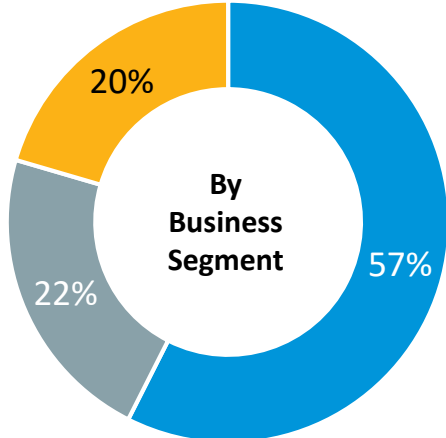


Key developments:

- **IFM:** Revenue up 23% YoY, due to a 71% YoY growth in our food business
- **Terrier Security:** Revenue up 22% YoY driven by a head count growth of 12%
- **Telecom Active Infra Services:** Revenue up 47%YoY on the back of ongoing 5G roll-out

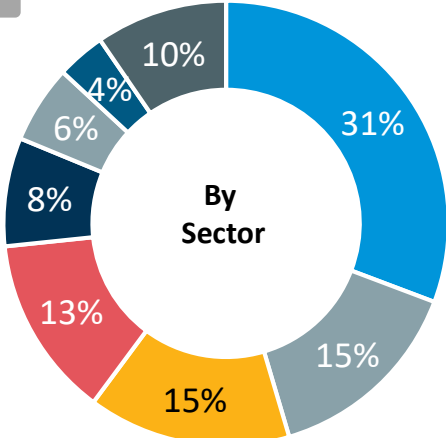
Operating Asset Management – Revenue Distribution and Customer Insights

Revenue Distribution



IFM* is the largest business segment

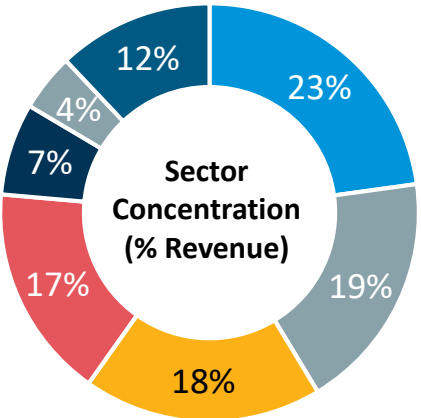
- IFM
- Security Services
- Others



Revenue-base diversified across sectors

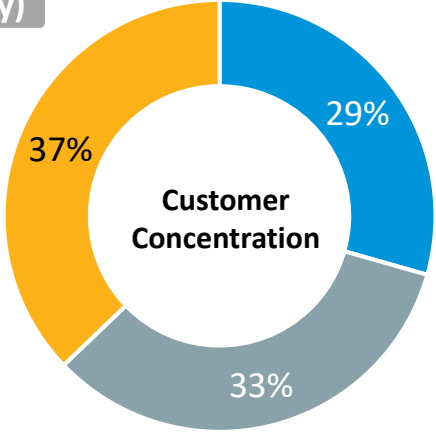
- Industrials
- Education
- IT/ITES
- BFSI
- Telecom
- Healthcare & Hospitality
- Real Estate
- Others

Customer Insights (IFM*+Security)



Diversified Customer Exposure:
Healthy distribution of contracts across customers

- Industrials
- IT/ITES
- Education
- BFSI
- Healthcare & Hospitality
- Real Estate
- Others



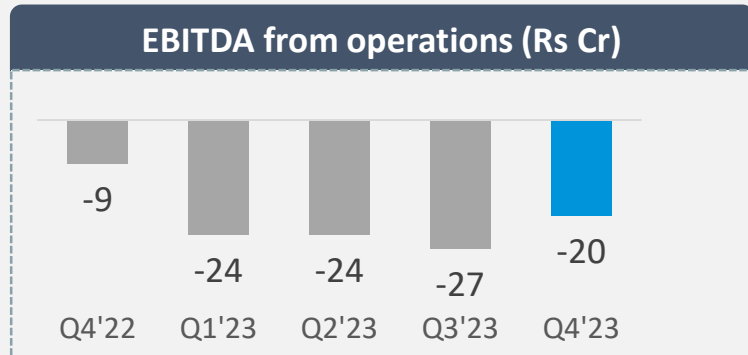
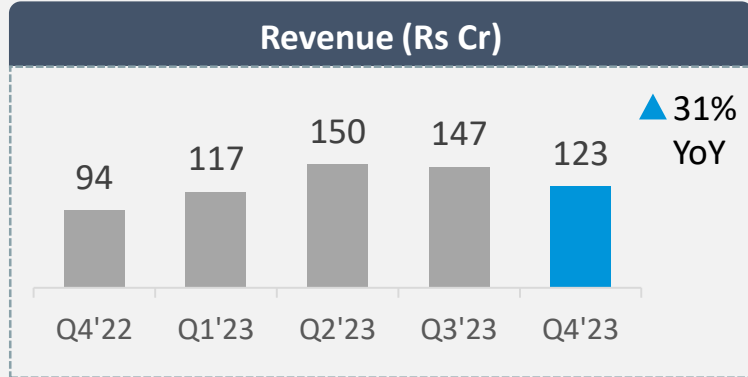
No Customer concentration risk
Top 10 customers account for 29% of revenue

- Top 10
- Next 40
- Others

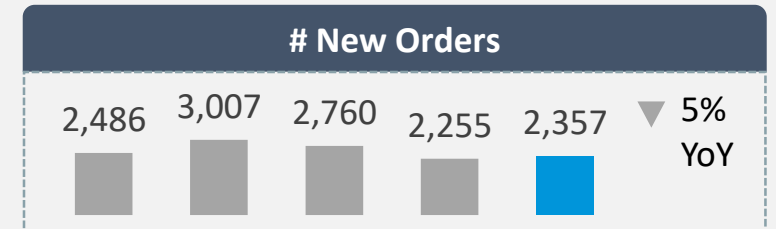
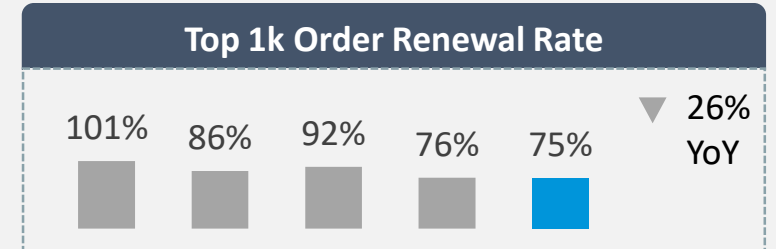
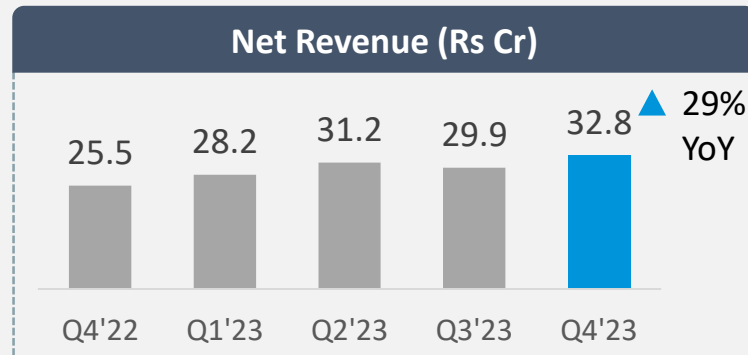
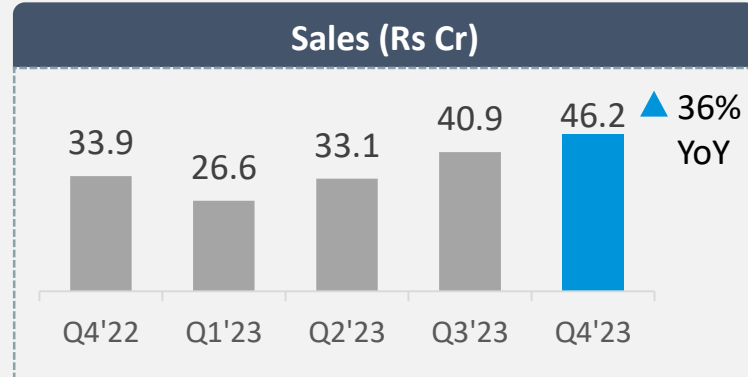
*Integrated Facility Management

Product Led Business – Performance snapshot

Product Led Business



foundit



Key developments:

- Revenue decline of 16% QoQ due to seasonal reduction in Qdigi revenue (down 20% QoQ)

foundit developments:

- New registration flow, search page and communication module for enhanced end user experience
- Positive traction on new features such as resume builder and Skillyst; Customer engagement metrics continues to stay strong at 90% +

“
Annexures

Income Statement

Particulars (in ₹ cr)	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ
Revenue from operations	4,440	3,792	4,466	17%	-1%
Less:					
Employee benefit expense	(3,797)	(3,228)	(3,809)	18%	0%
Cost of material	(113)	(84)	(140)	35%	-19%
Other expenses	(378)	(295)	(371)	28%	2%
Total expenses	(4,288)	(3,607)	(4,320)	19%	-1%
EBITDA	152	185	145	-18%	4%
Other income	4	5	7	-22%	-46%
Interest	(31)	(15)	(29)	112%	6%
Depreciation & amortisation	(76)	(64)	(70)	19%	10%
Operating EBT	48	111	54	-56%	-10%
NCI Put Option Liability	(0)	(5)	(0)	-97%	106%
Share of Profit from Associates (net of tax)	0	(1)	0	-111%	-35%
Profit before tax and Exceptional items	48	105	54	-54%	-10%
Exceptional items	-	1	(54)	100%	100%
Profit before tax	48	104	107	-53%	-55%
Tax	(18)	(27)	(22)	-32%	-15%
Profit after tax	30	77	86	-61%	-65%
EBITDA margin	3.42%	4.87%	3.26%	-145 bps	16 bps
PAT margin	0.68%	2.02%	1.92%	-135 bps	-124 bps
Basic EPS	2.24	4.98	5.94	-55%	-62%
Diluted EPS	2.22	4.94	5.91	-55%	-62%

FY'23	FY'22	YoY
17,158	13,692	25%
(14,660)	(11,687)	25%
(479)	(279)	72%
(1,434)	(1,103)	30%
(16,573)	(13,068)	27%
586	623	-6%
26	20	33%
(107)	(79)	35%
(275)	(212)	30%
231	352	-34%
-	(0)	-100%
0	(2)	-105%
231	350	-34%
(54)	(7)	641%
284	358	-20%
(61)	(107)	-42%
223	251	-11%
3.41%	4.55%	-114 bps
1.30%	1.83%	-43 bps
15.15	16.32	-7%
15.04	16.18	-7%

Balance Sheet

Particulars (in ₹ cr)	31-Mar-23	31-Mar-22	Var %
Non-current assets			
Fixed assets	646	498	30%
Intangibles	1,168	1,174	0%
Investments	3	10	-74%
Other non-current assets	792	568	39%
Current assets			
Trade receivables	1,485	1,270	17%
Unbilled revenue	1,203	1,062	13%
Cash and cash equivalents	613	604	2%
Loans & other current assets	208	184	13%
Total assets	6,119	5,371	14%
Equity			
Share capital	148	148	0%
Other equity	2,421	2,290	6%
Non controlling interest	162	131	24%
Debt			
Long term debt	9	24	-60%
Short term debt	522	564	-8%
Other liabilities			
Trade & other payables	125	115	8%
Other Financial Liabilities	1,785	1,321	35%
Other provisions & tax liabilities	947	778	22%
Total equities and liabilities	6,119	5,371	14%

Segment Reporting

Particulars (in ₹ cr)	Quarter Ended					
	Mar-23	Dec-22	Sep-22	Jun-22	Mar-22	Dec-21
Workforce Management						
Revenue	3,062	3,068	2,943	2,758	2,644	2,545
Reported EBITDA	86	86	79	94	94	81
<i>Reported EBITDA %</i>	<i>2.81%</i>	<i>2.80%</i>	<i>2.69%</i>	<i>3.41%</i>	<i>3.56%</i>	<i>3.18%</i>
Global Technology Services						
Revenue	571	561	529	507	477	468
Reported EBITDA	95	90	85	83	88	87
<i>Reported EBITDA %</i>	<i>16.64%</i>	<i>16.10%</i>	<i>15.98%</i>	<i>16.37%</i>	<i>18.45%</i>	<i>18.59%</i>
Operating Asset Management						
Revenue	684	689	651	597	577	578
Reported EBITDA	30	31	28	30	26	37
<i>Reported EBITDA %</i>	<i>4.39%</i>	<i>4.50%</i>	<i>4.27%</i>	<i>5.03%</i>	<i>4.43%</i>	<i>6.37%</i>
Product Led Business						
Revenue	123	147	150	117	94	95
Reported EBITDA	(20)	(27)	(24)	(24)	(9)	3
<i>Reported EBITDA %</i>	<i>-16%</i>	<i>-18%</i>	<i>-16%</i>	<i>-21%</i>	<i>-10%</i>	<i>3%</i>

India's largest business services platform, driving productivity for customers

Front End Processes



Marketing Services*



In-store & Field Sales*



Omni channel CLM & Backoffice Services



Collections*



Installation & After Sales Services*



Industrial Operations & Maintenance



Staffing & Payroll



Compliance Tech & Services



Facilities Maintenance



Manned & Electronics Security



F&A & HR Operations



Infrastructure & Digital IT Services

*Including gig-based workforce

1

Digital Hire-to-Retire

Sourcing



Recruiting



Onboarding



Payrolling

- **Digital sourcing** via auto-hiring engines, with digital pre-screening and assessment via [Qjobs](#) and [foundit](#)
- **End-to-end ATS ReQuit platform** from mandate creation, to candidate tagging and offer generation
- **Paperless on-boarding** of candidates within 14 minutes via [POP](#) (Paperless On-boarding Platform)
- **Flow-through payroll processing** and pay-slip generation on proprietary cloud-based **QPay** and **SmartPay** platforms

2

Technology-led Frontline Productivity

Digital workflow management

- [WorQ WorkTech](#) platform to remotely assign & monitor tasks, driving frontline productivity

Digitally delivered skilling

- [WorQ](#) digital skilling modules to **efficiently train & continuously update** employees

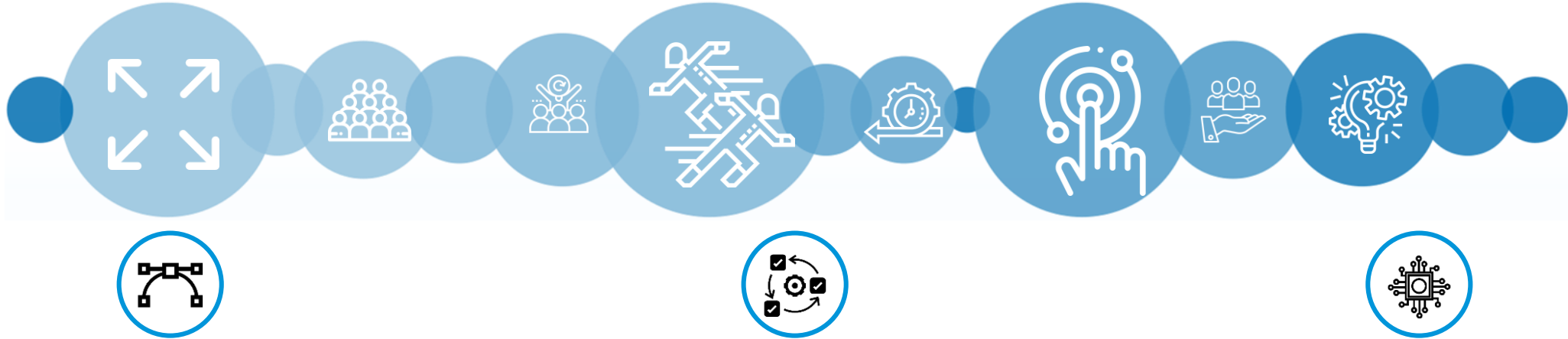
Processes and tooling

- **Superior tooling and SOPs** to drive productivity and improve dignity of labour

Ensuring flexibility and higher productivity

- [Taskmo](#), an on-demand task fulfilment platform to **manage seasonal demand through a distributed network of gig-workers** that ensures higher flexibility to customers at lower costs

Our customer proposition is unrivalled



Scale

- ~**511,000*** associates and employees deployed over **600+** cities
- International operations in **South East Asia, North America & the Middle East**
- **3,000+ clients, 63 offices** in **34 Indian cities**

Agility

- **An entrepreneurial** 15 year old startup
- **Widest repertoire of services**, including up-skilling platform
- We deliver tailor made solutions per **customer needs**, consistently
- Unrivalled capabilities to **Source, Screen and Select talent** (75mn+ database, tech-led hiring via foundit and QJobs)

Technology

- Significant **frontline productivity capabilities** (e.g., WorQ, Qjobs, Taskmo)
 - Digitised **hire-to-retain platform**
 - Leading **front-line productivity tools**

Winning Together





Qess House, Qess Corp Limited, 3/3/2, Bellandur Gate,
Sarjapur Road, Bengaluru - 560 103

About Qess Corp

Qess Corp Limited (Qess) is India's leading business services provider, leveraging our extensive domain knowledge and future-ready digital platforms to drive client productivity through outsourced solutions.

We provide a host of technology enabled staffing and managed outsourcing services across processes such as sales & marketing, customer care, after sales service, back office operations, manufacturing operations, facilities and security management, HR & F&A operations, IT & mobility services, etc.

Our passion for delivering exceptional services, augmented by proprietary digital platforms, has strongly established our credentials as India's largest employer in the private sector and the biggest integrated business services provider in the country. We are proud to achieve this success as a 15- year old start-up.

A core value driving our business is constantly making the workforce more productive. Our business strategy is aligned to this, including training and skill development for better employability, helping job seekers easily find employment opportunities, digitising workflows, and providing social security benefits to a wider employable population.

Established in 2007 and headquartered in Bengaluru, Qess today has unmatched geographic presence and scale with more than 644 locations across India, South East Asia & North America, backed by technology-intensity and domain specialization to create unmatched service experiences.

Learn more about us at

www.qesscorp.com



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