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SEC/SE/024/17-18
Chennai, 27 April, 2017

Corporate Relationship Department
Bombay Stock Exchange Limited
PJ Towers, Dalal Street
Mumbai – 400001

Sub: Submission of Investor Presentation
Ref: Scrip Code: 533121

Dear Sir/Madam,

This is further to our letter no. SEC/SE/017/17-18 dated April 25, 2017 intimating the schedule of conference call with Analysts/Investors to be held on Friday, April 27, 2017. Please find attached the Investor presentation towards the same.

You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,

For SQS India BFSI Limited



S. Sampath Kumar
Company Secretary and Compliance Officer
FCS No.3838

Transforming the World Through Quality



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SQS India BFSI Limited Earnings Presentation – Q4 and Full Year FY17

Safe Harbor



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Agenda



Performance Review

Consolidated Financial Summary

Operating Metrics

Business Outlook

Consolidated Quarterly P&L

Consolidated FY17 Y-o-Y Review



- The operating revenue was Rs 2,599 million for FY17 as compared to Rs 2,642 million in FY16; a drop of 1.6% in rupee terms and flat on a constant currency terms at US\$40.20 million compared to US\$40.17 million in FY16.
- Total income was Rs 2,606 million for FY17 ended March 31, 2017 as compared to Rs 2,651 million in FY16; a drop of 1.7%.
- Company reported EBITDA of Rs 512 million with the margin at 19.7% for FY17 as compared to Rs 541 million (margin at 20.5%) in FY16.
- Net profit stood at Rs 231 million for FY17 ended March 31, 2017 as compared to Rs 369 million in FY16; reflecting unrealised forex losses of 2.9%
- Basic EPS stood at Rs 21.61 as compared to Rs 34.85 for FY16.
- The Company's net cash position improved to Rs 890 million in FY17 as compared to Rs 857 million in FY16, demonstrating a strong cash conversion ratio of 123%.
- The Board is recommending a final dividend of Rs 20 per share for the year.

Consolidated Q4 FY17 Q-o-Q Review



- The operating revenue was Rs 575 million in Q4FY17 as compared to Rs 609 million during the previous quarter; a drop of 5.6%.
- Total income was Rs 576 million in Q4FY17 as compared to Rs 610 million during the previous quarter; a drop of 5.5%.
- EBITDA increased by 18.6% to Rs 117 million with the margin at 20.3% in Q4FY17 as compared to Rs 99 million (margin at 16.2%) during the previous quarter.
- Profit after tax stood at Rs 44 million in Q4FY17 as compared to Rs 38 million in Q3FY17.
- Basic EPS was at Rs 4.04 compared to Rs 3.58 for Q3FY17.

Consolidated Financial Summary

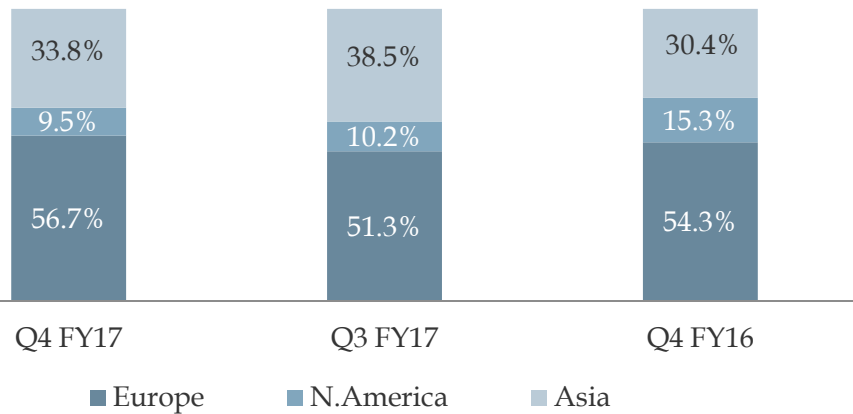


Particulars	Metrics	31-Mar-17	31-Dec-16	QoQ Growth	31-Mar-16	YoY Growth	31-Mar-17	31-Mar-16	YoY Growth
		Q4 FY17	Q3 FY17		Q4 FY16		FY17	FY16	
Revenue	Total Revenue (INR M)	576.3	609.9	-5.5%	724.3	-20.4%	2,606.1	2,651.4	-1.7%
	Net Revenue (INR M)	575.3	609.4	-5.6%	722.4	-20.4%	2,599.5	2,641.6	-1.6%
Profit	EBITDA (INR M)	117.0	98.7	18.6%	164.3	-28.8%	511.8	540.6	-5.3%
	<i>PBT Before Forex Gain/Loss(INR M)</i>	103.4	84.3	22.6%	157.8	-34.5%	464.6	507.1	-8.4%
	PBT (INR M)	65.7	60.1	9.3%	158.4	-58.5%	360.7	562.0	-35.8%
	PAT (INR M)	43.5	38.2	13.9%	106.0	-59.0%	230.6	369.0	-37.5%
Margin	EBITDA	20.3%	16.2%		22.7%		19.7%	20.5%	
	<i>PBT Before Forex Gain/Loss</i>	17.9%	13.8%		21.8%		17.8%	19.1%	
	PBT	11.4%	9.9%		21.9%		13.8%	21.2%	
	PAT	7.5%	6.3%		14.6%		8.8%	13.9%	
EPS	Basic (Rs.)	4.0	3.6	12.7%	10.0	-59.5%	21.6	34.8	-38.0%
	Diluted (Rs.)	4.0	3.6	12.8%	9.9	-59.4%	21.6	34.6	-37.7%
ShareHolding	Promoters (%)	53.9%	53.9%		54.1%		53.9%	54.1%	
	Public (%)	46.1%	46.1%		45.9%		46.1%	45.9%	

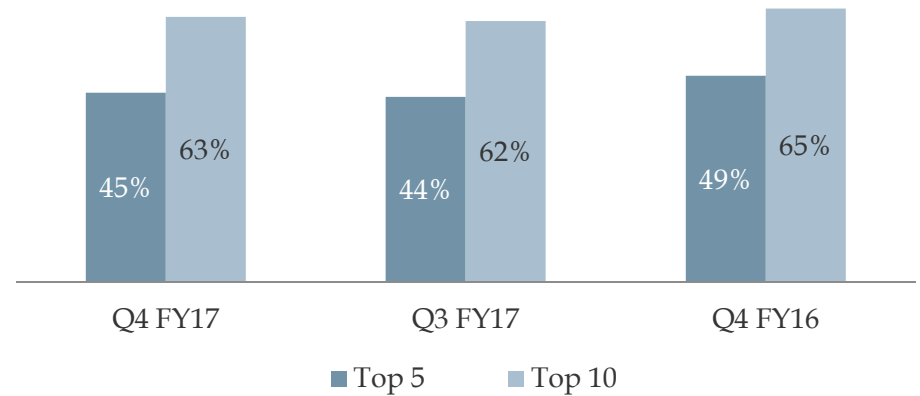
Operating Metrics



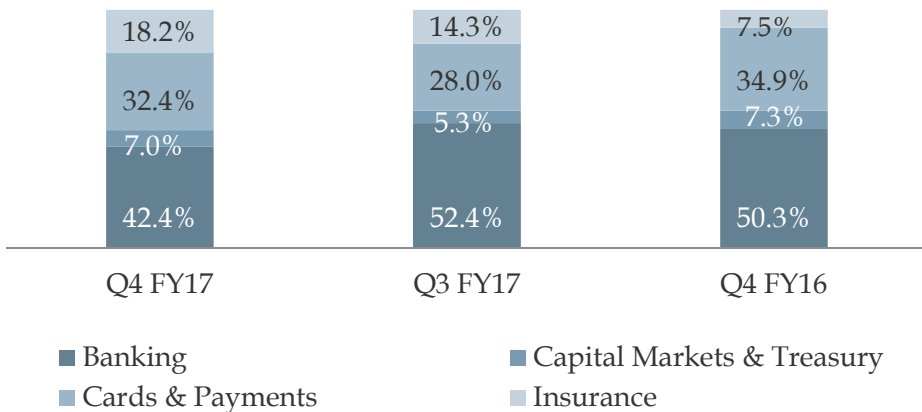
Revenue by Region



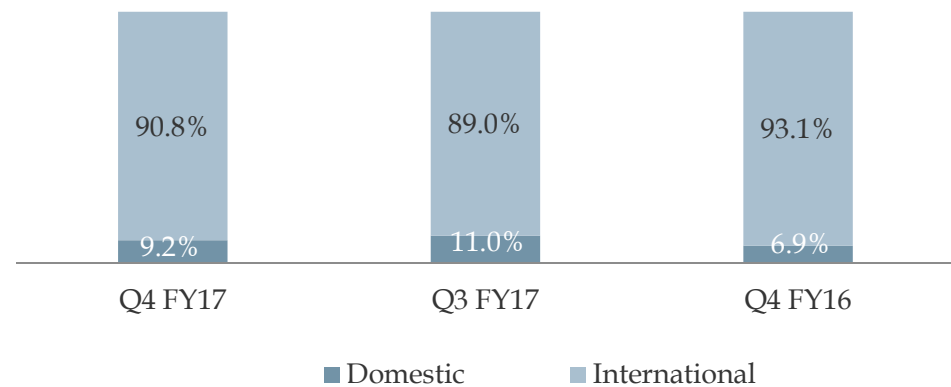
Client Concentration



Revenue by Practice



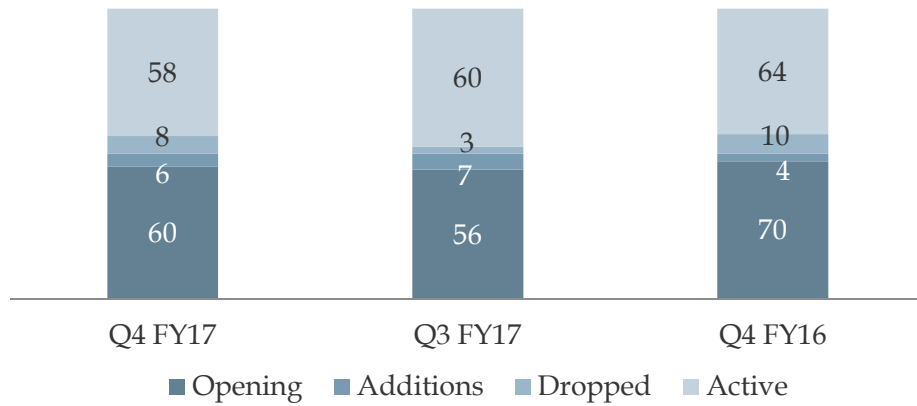
Revenue Distribution



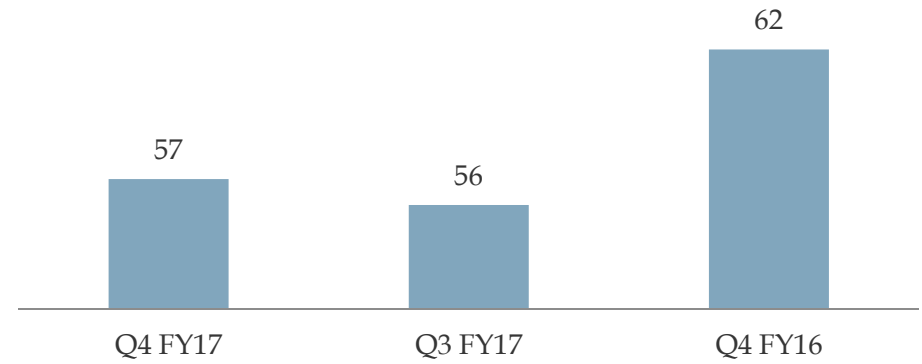
Operating Metrics



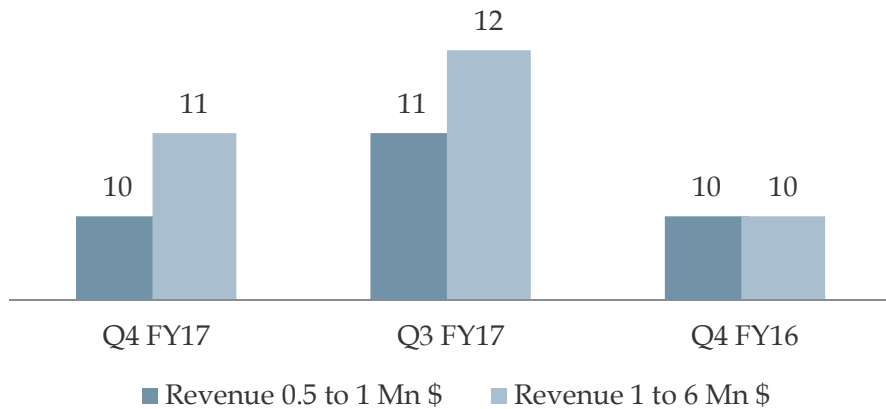
Clients Details



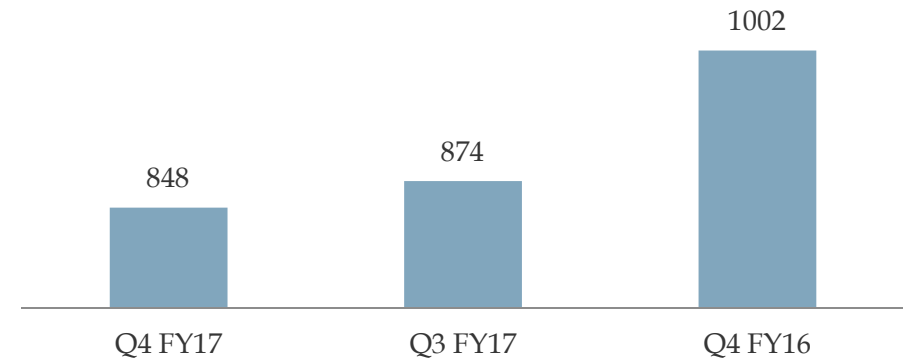
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Current trading and strategic developments in line with expectations



Build out digital consulting

We expect increased demand from digital services, robotics and process automation



Expand US footprint organically

Capitalise on the huge market opportunity US has to offer



Grow industrialised delivery

SQS is the leading global specialist in industrialised quality assurance service delivery

Consolidated Quarterly P & L



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-17 Q4 FY17	31-Dec-16 Q3 FY17	QoQ Growth	31-Mar-16 Q4 FY16	YoY Growth	31-Mar-17 FY17	31-Mar-16 FY16	YoY Growth
	Net Sales / Income from Operation								
1	Income	575.3	609.4	-6%	722.4	-20%	2,599.5	2,641.6	-2%
2	Expenditure								
(a)	Employee Cost	353.5	390.9	-10%	442.0	-20%	1,592.0	1,675.7	-5%
(b)	Depreciation	14.1	14.3	-2%	7.9	79%	52.0	40.5	28%
(c)	Other Expenditure	104.8	119.8	-13%	116.0	-10%	495.6	425.3	17%
(d)	Total Expenditure	472.3	525.0	-10%	565.9	-17%	2,139.6	2,141.6	0%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	103.0	84.4	22%	156.5	-34%	459.8	500.1	-8%
4	Other Income	1.0	0.4	146%	1.9	-48%	6.6	9.8	-32%
5	Profit before Interest and Exceptional Items (3+4)	104.0	84.8	23%	158.4	-34%	466.5	509.8	-9%
6	Interest	0.6	0.5		0.6		1.8	2.7	
7	Exchange Gain/(loss)	(37.7)	(24.2)		0.6		(103.9)	54.9	
8	Profit after Interest but before Exceptional Items (5-6)	65.7	60.1	9%	158.4	-59%	360.7	562.0	-36%
8	Exceptional Items						-		
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	65.7	60.1	9%	158.4	-59%	360.7	562.0	-36%
10	Tax Expenses	22.2	21.9	1%	52.4	-58%	130.1	193.0	-33%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	43.5	38.2	14%	106.0	-59%	230.6	369.0	-38%
12	Extraordinary Items (net of tax expense Rs.)								
13	Net Profit(+)/ Loss (-) for the Period (11-12)	43.5	38.2	14%	106.0	-59%	230.6	369.0	-38%
14	Paid-up Equity Share Capital of Rs10/- each	106.8	106.7		106.4		106.8	106.4	
15	Reserves Excluding Revaluation Reserve								
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualize	4.04	3.58	13%	9.97	-60%	21.61	34.85	-38%
(b)	Basic and diluted EPS after Extraordinary items (not annualize)	4.03	3.57	13%	9.91	-59%	21.56	34.62	-38%



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