



SEC/SE/162/18-19
Chennai, 25 October 2018

Corporate Relationship Department
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Mumbai – 400001

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

Dear Sir/Madam,

This is further to our letter no. SEC/SE/155/18-19 dated October 23, 2018 intimating the schedule of conference call with Analysts/Investors to be held on Friday, October 26, 2018. Please find attached the Investor presentation towards the same.

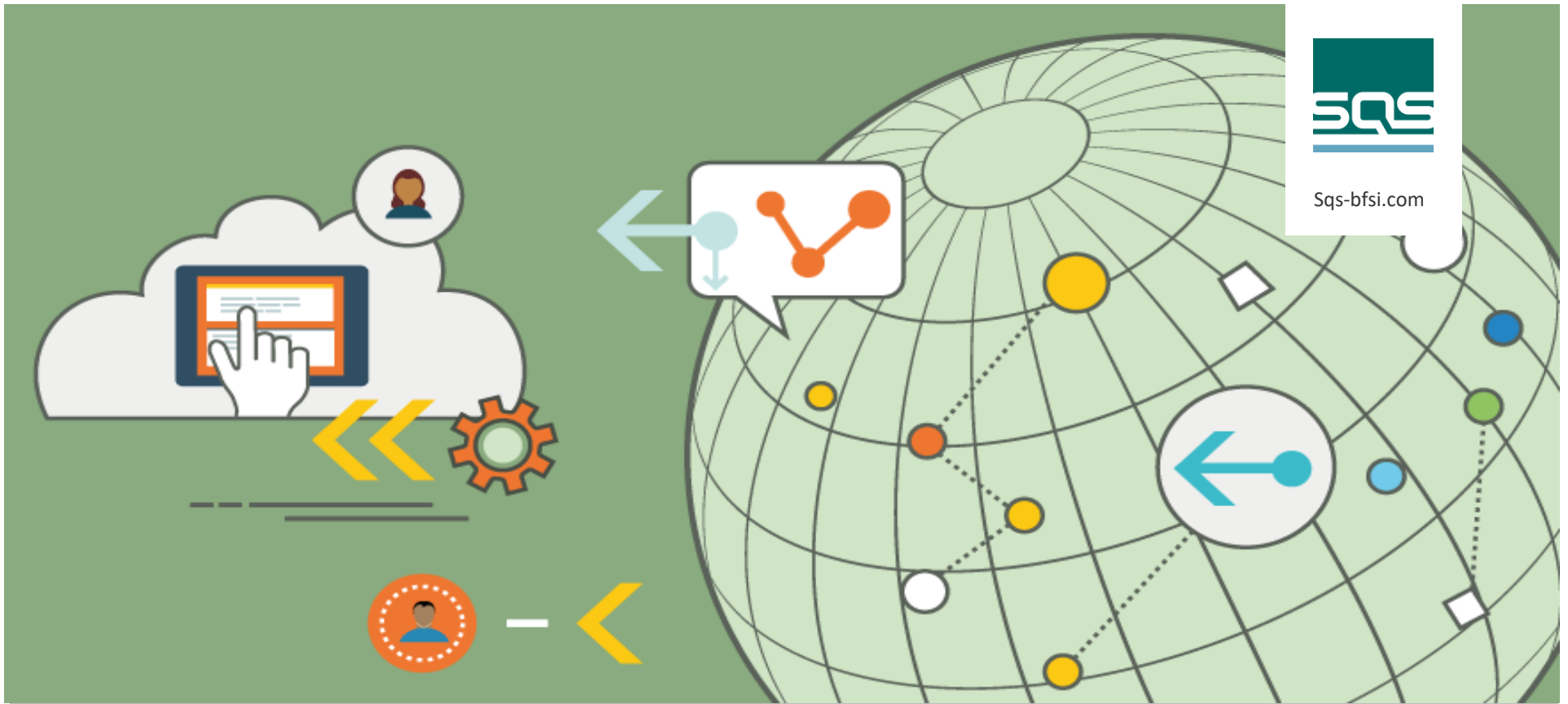
You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,

For SQS India BFSI Limited

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



SQS India BFSI Limited
Earnings Presentation – Q2FY19

Safe Harbor



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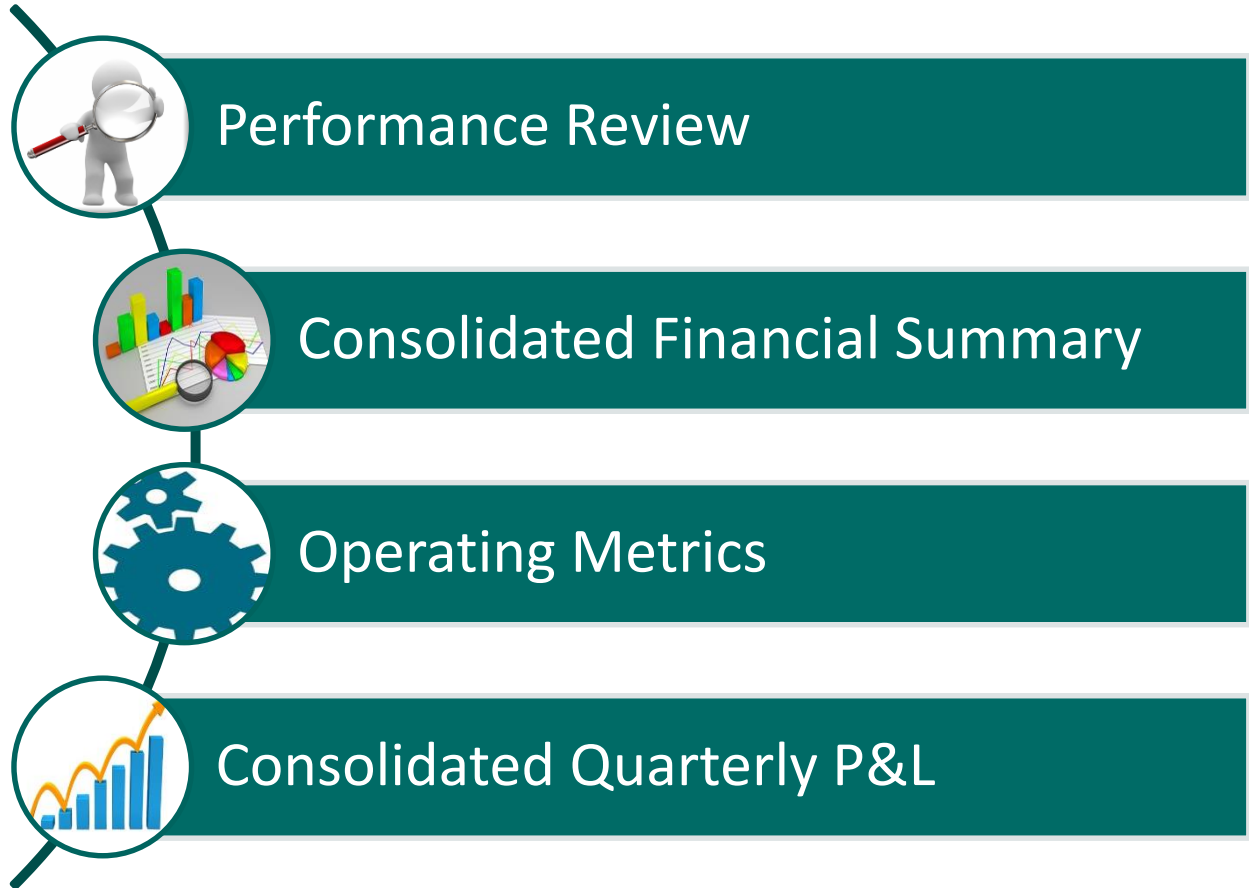
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Agenda



Consolidated Q2FY19 Q-o-Q Review



❑ Revenue:

- ✓ Operating Revenue was Rs 758 million vs Rs 731 million; a growth 3.7%
- ✓ Total Income was Rs 763 million vs Rs 741 million; a growth 3.0%

❑ Profit:

- ✓ EBITDA stood at Rs 172 million vs Rs 129 million; up 33.0%
- ✓ EBITDA margin of 22.7% in Q2FY19 as against 17.7% in Q1FY19
- ✓ PAT was at Rs 135 million vs Rs 85 million; a growth 58.3%
- ✓ PAT margin of 17.6% in Q2FY19 as against 11.5% in Q1FY19
- ✓ Basic EPS at Rs 12.74 as against Rs 7.82 in Q1FY19

❑ Cash:

- ✓ Net cash position stood at Rs 760 million vs Rs 904 million for Q1FY19

Consolidated H1FY19 Y-o-Y Review



❑ Revenue:

- ✓ Operating Revenue was Rs 1,489 million vs Rs 1,304 million; a growth 14.2%
- ✓ Total Income was Rs 1,504 million vs Rs 1,310 million; a growth 14.8%

❑ Profit:

- ✓ EBITDA stood at Rs 301 million vs Rs 227 million; up 32.5%
- ✓ EBITDA margin of 20.2% in H1FY19 as against 17.4% in H1FY18
- ✓ PAT was at Rs 220 million vs Rs 160 million; a growth 37.1%
- ✓ PAT margin of 14.6% in H1FY19 as against 12.2% in H1FY18
- ✓ Basic EPS at Rs 20.56 as against Rs 15.30 in H1FY18

❑ Cash:

- ✓ Net cash position stood at Rs 760 million vs Rs 748 million for H1FY18

Consolidated Financial Summary

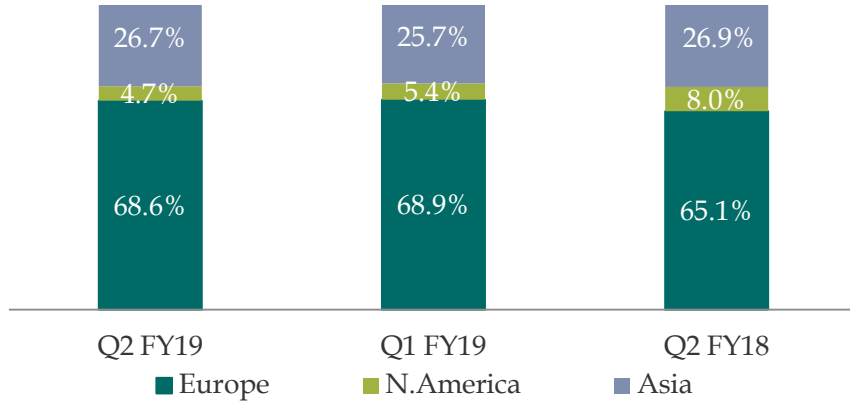


| Particulars | Metrics | 30-Sep-18 Q2 FY19 | 30-Jun-18 Q1 FY19 | QoQ Growth | 30-Sep-17 Q2 FY18 | YoY Growth | 30-Sep-18 H1 FY19 | 30-Sep-17 H1 FY18 | YoY Growth |
|-------------------------|-----------------------------------|----------------------|----------------------|---------------|----------------------|---------------|----------------------|----------------------|---------------|
| Revenue (Rs Million) | Total Revenue | 762.8 | 740.8 | 3.0% | 699.0 | 9.1% | 1,503.6 | 1,309.8 | 14.8% |
| | Net Revenue | 757.8 | 731.1 | 3.7% | 696.7 | 8.8% | 1,488.9 | 1,304.0 | 14.2% |
| | EBITDA | 172.1 | 129.3 | 33.0% | 103.6 | 66.0% | 301.4 | 227.4 | 32.5% |
| Profit (Rs Million) | <i>PBT Before Forex Gain/Loss</i> | 163.5 | 125.2 | 30.6% | 92.3 | 77.1% | 288.7 | 205.1 | 40.7% |
| | PBT | 207.8 | 123.3 | 68.5% | 110.8 | 87.6% | 331.1 | 251.7 | 31.5% |
| | PAT (Before OCI) | 136.5 | 83.8 | 63.0% | 73.4 | 86.0% | 220.2 | 163.4 | 34.8% |
| | Total Comprehensive Income | 134.6 | 85.0 | 58.3% | 72.8 | 84.8% | 219.6 | 160.1 | 37.1% |
| Margin (%) | EBITDA | 22.7% | 17.7% | | 14.9% | | 20.2% | 17.4% | |
| | <i>PBT Before Forex Gain/Loss</i> | 21.4% | 16.9% | | 13.2% | | 19.2% | 15.7% | |
| | PBT | 27.2% | 16.6% | | 15.9% | | 22.0% | 19.2% | |
| | PAT (Before OCI) | 17.9% | 11.3% | | 10.5% | | 14.6% | 12.5% | |
| | Total Comprehensive Income | 17.6% | 11.5% | | 10.4% | | 14.6% | 12.2% | |
| EPS (Rs) | Basic | 12.7 | 7.8 | 62.9% | 6.9 | 85.5% | 20.6 | 15.3 | 34.4% |
| | Diluted | 12.7 | 7.8 | 62.9% | 6.9 | 85.8% | 20.6 | 15.3 | 34.7% |

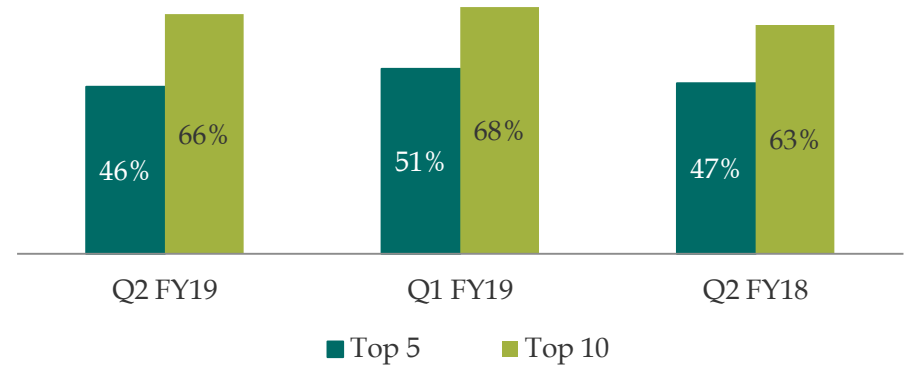
Operating Metrics



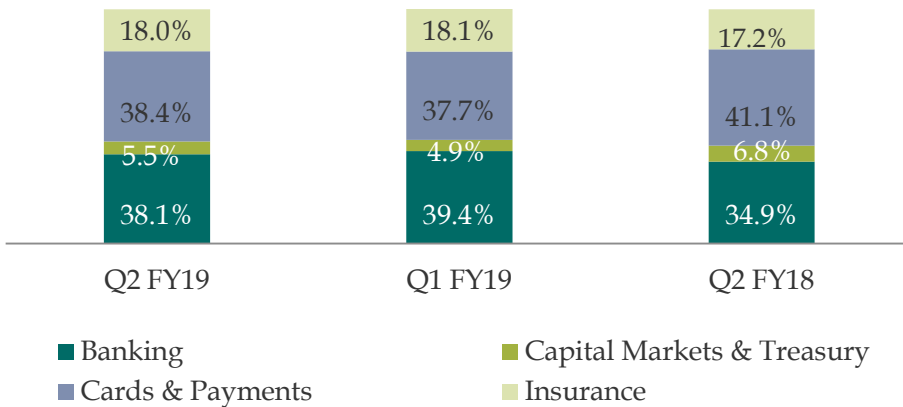
Revenue by Region



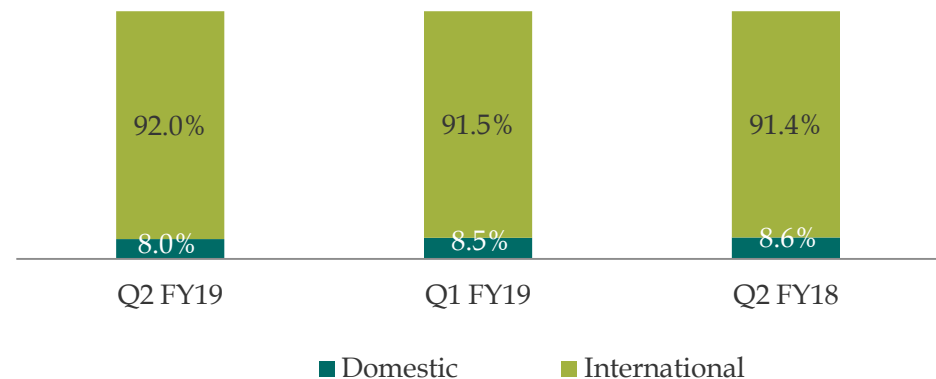
Client Concentration



Revenue by Practice



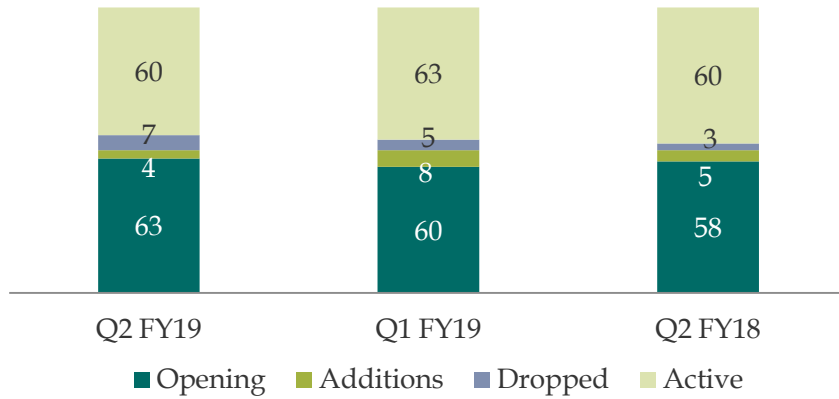
Revenue Distribution



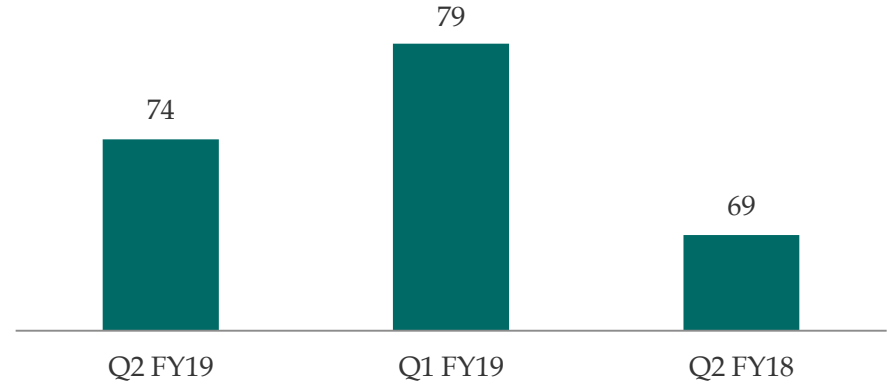
Operating Metrics



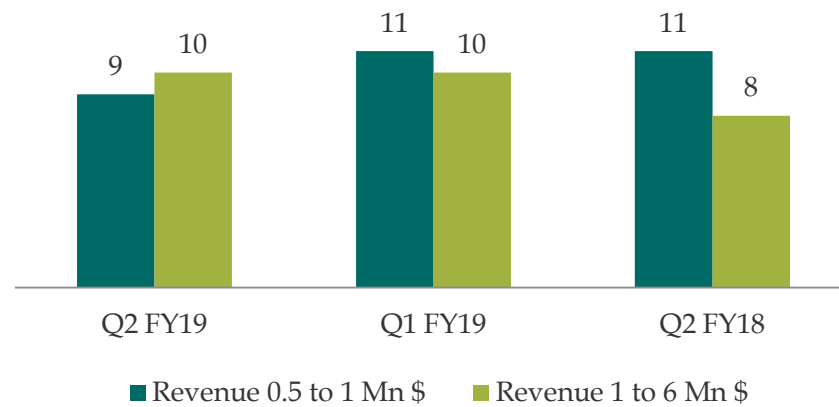
Clients Details



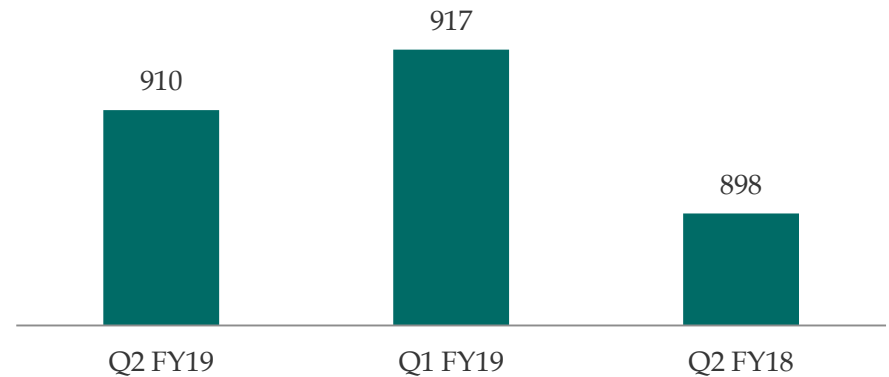
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Consolidated Quarterly P & L



| Sr No. | Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS) | 30-Sep-18 Q2 FY19 | 30-Jun-18 Q1 FY19 | QoQ Growth | 30-Sep-17 Q2 FY18 | YoY Growth | 30-Sep-18 H1 FY19 | 30-Sep-17 H1 FY18 | YoY Growth |
|--------|---|----------------------|----------------------|--------------|----------------------|--------------|----------------------|----------------------|--------------|
| | Net Sales / Income from Operation | | | | | | | | |
| 1 | Income | 757.8 | 731.1 | 3.7% | 696.7 | 8.8% | 1,488.9 | 1,304.0 | 14.2% |
| 2 | Expenditure | | | | | | | | |
| (a) | Employee Cost | 476.4 | 479.8 | -0.7% | 478.3 | -0.4% | 956.2 | 869.2 | 10.0% |
| (b) | Depreciation | 13.6 | 13.9 | -2.4% | 13.6 | -0.3% | 27.5 | 28.0 | -1.7% |
| (c) | Other Expenditure | 109.3 | 122.0 | -10.4% | 114.7 | -4.7% | 231.2 | 207.4 | 11.5% |
| (d) | Total Expenditure | 599.3 | 615.7 | -2.7% | 606.7 | -1.2% | 1,215.0 | 1,104.6 | 10.0% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 158.5 | 115.4 | 37.3% | 90.0 | 76.1% | 273.9 | 199.4 | 37.3% |
| 4 | Other Income | 5.0 | 9.8 | -48.8% | 2.3 | 119.5% | 14.8 | 5.7 | 158.7% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 163.5 | 125.2 | 30.6% | 92.3 | 77.1% | 288.7 | 205.1 | 40.7% |
| 6 | Finance Cost | - | - | | - | | - | - | |
| 7 | Exchange Gain/(loss) | 44.3 | (1.9) | | 18.5 | | 42.5 | 46.6 | |
| 8 | Profit after Interest but before Exceptional Items (5-6+7) | 207.8 | 123.3 | 68.5% | 110.8 | 87.6% | 331.1 | 251.7 | 31.5% |
| 9 | Exceptional Items | - | - | | - | | - | - | |
| 10 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9) | 207.8 | 123.3 | 68.5% | 110.8 | 87.6% | 331.1 | 251.7 | 31.5% |
| 11 | Tax Expenses | 71.3 | 39.6 | 80.3% | 37.4 | 90.7% | 110.9 | 88.3 | 25.5% |
| 12 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11) | 136.5 | 83.8 | 63.0% | 73.4 | 86.0% | 220.2 | 163.4 | 34.8% |
| 13 | Extraordinary Items (net of tax expense Rs.) | - | - | | - | | - | - | |
| 14 | Net Profit(+)/ Loss (-) for the Period (12-13) | 136.5 | 83.8 | 63.0% | 73.4 | 86.0% | 220.2 | 163.4 | 34.8% |
| 15 | Other Comprehensive Income | (1.9) | 1.3 | | (0.6) | | (0.7) | (3.3) | |
| 16 | Total Comprehensive Income for the period (14+15) | 134.6 | 85.0 | 58.3% | 72.8 | 84.8% | 219.6 | 160.1 | 37.1% |
| 17 | Earnings Per Share (EPS) in Rs. | | | | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualized) | 12.7 | 7.8 | 62.9% | 6.9 | 85.5% | 20.6 | 15.3 | 34.4% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 12.7 | 7.8 | 62.9% | 6.9 | 85.8% | 20.6 | 15.3 | 34.7% |



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Thank you for your attention.

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Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity