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SEC/SE/170/16-17
Chennai, 20 October, 2016

Corporate Relationship Department
Bombay Stock Exchange
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/164/16-17 dated October 18, 2016 intimating the schedule of conference call with Analysts/Investors to be held on Friday, October 21, 2016. 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

N. Vaidyanathan
Executive Director & CFO
DIN: 02636173



R.P.

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SQS India BFSI Limited Earnings Presentation – Q2 FY17

Safe Harbor



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Particulars



- Performance Review
- Consolidated Financial Summary
- Operating Metrics
- Consolidated Quarterly P & L

Consolidated Q2 FY17 Y-o-Y Review

- Q2 FY17 Operating revenue was Rs 684 million compared to Rs 666 million during the previous year same quarter.
- Total income was Rs 685 million compared to Rs 668 million during the previous year same quarter; growth of 2.6%.
- Company reported EBITDA of Rs 134 million compared to Rs 144 million during the corresponding quarter in the previous year.
- EBITDA Margin stood at 19.6% for Q2 FY17 compared to 21.6% in Q2 FY16.
- Profit after tax stood at Rs 59 million in Q2 FY17 compared to Rs 102 million during the previous year same quarter, reflecting a forex losses of Rs 30 million compared to forex gain of Rs 23 million for the same period previous year.
- Basic EPS decreased by 43% at Rs 5.5 compared to Rs 9.7 for Q2 FY16.

Consolidated H1 FY17 Review

- Operating revenue increased by 13.4% to Rs 1,415 million during the half year under review, compared to Rs 1,248 million during the corresponding first half of previous year.
- Total income was Rs 1,420 million for the H1 FY17 as compared to Rs 1,255 million during the corresponding first half of previous year.
- EBITDA stood at Rs 296 million for H1 FY17 as compared to Rs 244 million during the same period last year.
- EBITDA Margin stood at 20.9% for H1 FY17 compared to 19.6% in H1 FY16.
- Profits After Tax decreased by 21.1% to Rs 149 million in H1 FY17 as compared to Rs 189 million in corresponding first half of previous year, due to loss on account of exchange fluctuations of Rs 42 million, compared to exchange gain of Rs 61 million in H1 FY16.
- Basic EPS stood at Rs 14.0 as against Rs 17.9 in H1 FY16, a decrease of 21.9% over the first half of previous year.

Consolidated Financial Summary

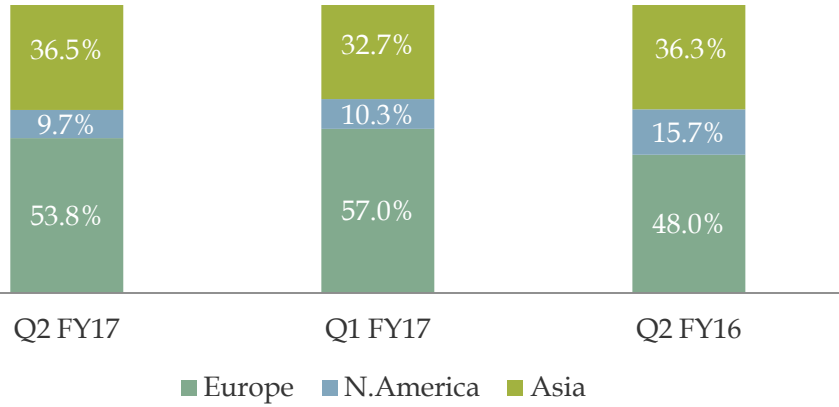


Particulars	Metrics	30-Sep-16	30-Jun-16	QoQ Growth	30-Sep-15	YoY Growth	30-Sep-16	30-Sep-15	YoY Growth
		Q2 FY17	Q1 FY17		Q2 FY16		H1 FY17	H1 FY16	
Revenue	Total Revenue (INR M)	685.1	734.9	-6.8%	667.8	2.6%	1,419.9	1,254.8	13.2%
	Net Revenue (INR M)	683.5	731.2	-6.5%	665.6	2.7%	1,414.7	1,248.1	13.4%
Profit	EBITDA (INR M)	133.7	162.1	-17.5%	143.8	-7.0%	296.0	244.1	21.3%
	<i>PBT Before Forex Gain/Loss(INR M)</i>	121.6	155.0	-21.6%	134.8	-9.8%	276.9	227.1	21.9%
	PBT (INR M)	91.6	143.0	-35.9%	157.7	-41.9%	234.9	288.2	-18.5%
	PAT (INR M)	58.8	90.2	-34.8%	102.3	-42.5%	149.3	189.3	-21.1%
Margin	EBITDA	19.6%	22.2%		21.6%		20.9%	19.6%	
	<i>PBT Before Forex Gain/Loss</i>	17.7%	21.1%		20.2%		19.5%	18.1%	
	PBT	13.4%	19.5%		23.6%		16.5%	23.0%	
	PAT	8.6%	12.3%		15.3%		10.5%	15.1%	
EPS	Basic (Rs.)	5.5	8.5	-35.1%	9.7	-43.1%	14.0	17.9	-21.9%
	Diluted (Rs.)	5.5	8.5	-35.1%	9.6	-42.6%	14.0	17.7	-21.2%
ShareHolding	Promoters (%)	53.9%	54.0%		54.5%		53.9%	54.5%	
	Public (%)	46.1%	46.0%		45.5%		46.1%	45.5%	

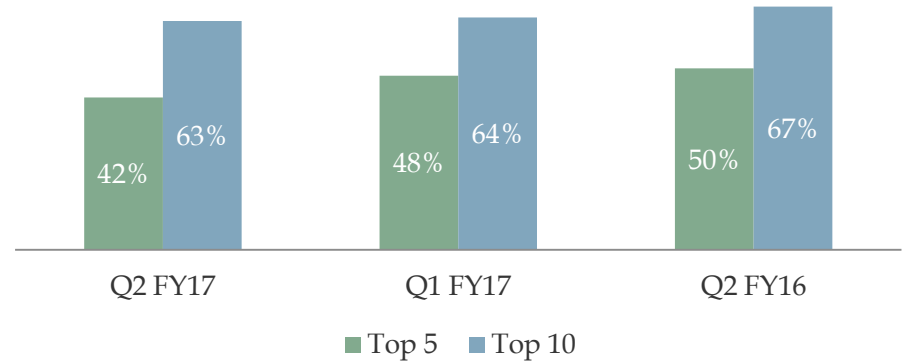
Operating Metrics



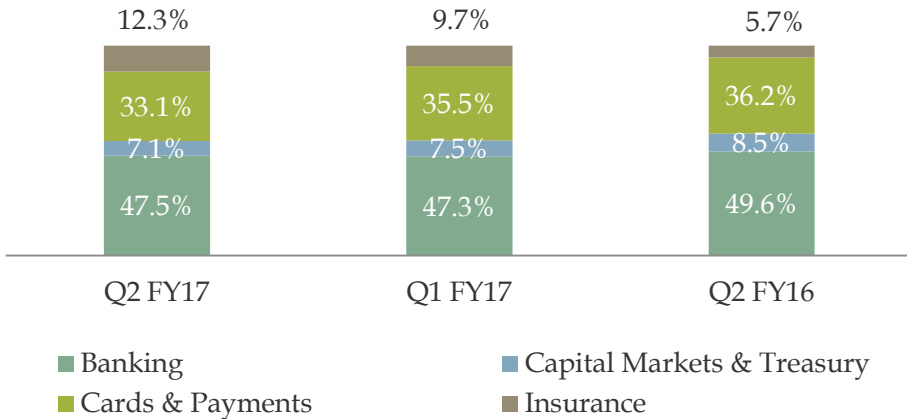
Revenue by Region



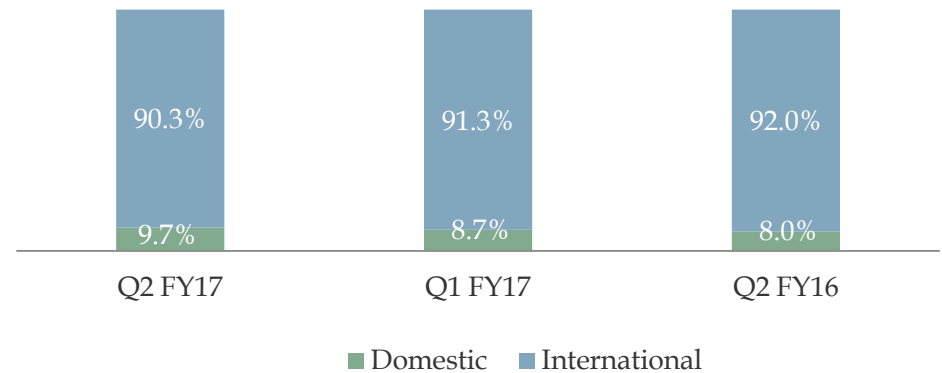
Client Concentration



Revenue by Practice



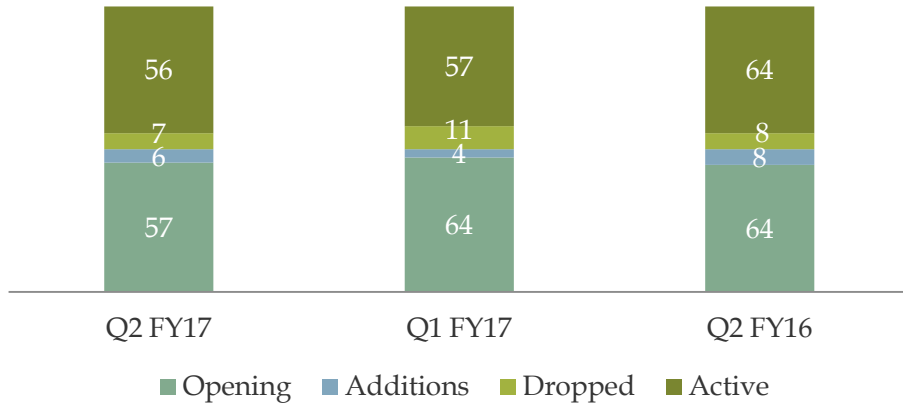
Revenue Distribution



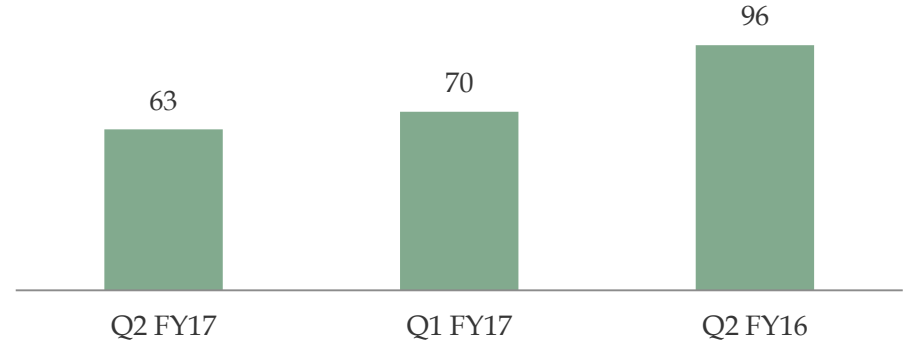
Operating Metrics



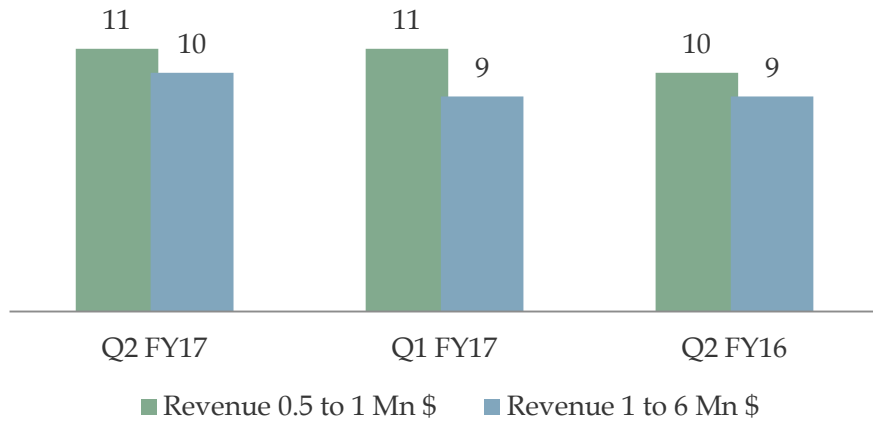
Clients Details



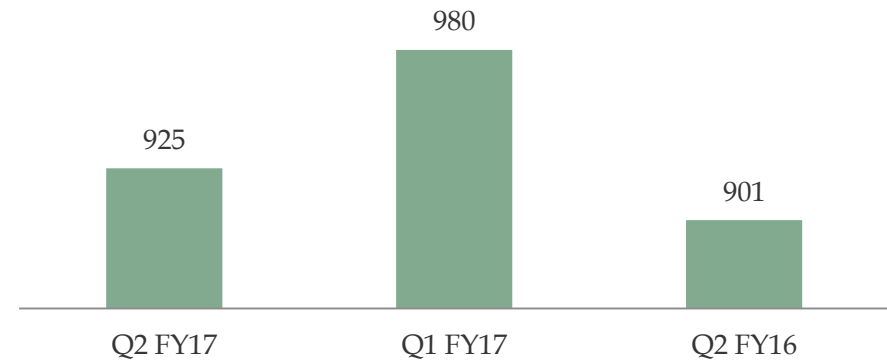
Debtors Days



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-16	30-Jun-16	QoQ Growth	30-Sep-15	YoY Growth	30-Sep-16	30-Sep-15	YoY Growth
		Q2 FY17	Q1 FY17		Q2 FY16		H1 FY17	H1 FY16	
	Net Sales / Income from Operation								
1	Income	683.5	731.2	-7%	665.6	3%	1,414.7	1,248.1	13%
2	Expenditure								
(a)	Employee Cost	410.2	437.5	-6%	418.4	-2%	847.7	800.5	6%
(b)	Depreciation	13.3	10.3	29%	10.8	23%	23.5	22.0	7%
(c)	Other Expenditure	139.7	131.6	6%	103.4	35%	271.1	203.5	33%
(d)	Total Expenditure	563.1	579.4	-3%	532.6	6%	1,142.3	1,026.0	11%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	120.4	151.9	-21%	133.0	-9%	272.5	222.1	23%
4	Other Income	1.5	3.6	-57%	2.2	-30%	5.2	6.7	-23%
5	Profit before Interest and Exceptional Items (3+4)	121.9	155.5	-22%	135.2	-10%	277.7	228.8	21%
6	Interest	0.4	0.5		0.4		0.8	1.7	
7	Exchange Gain/(loss)	(30.0)	(12.0)		22.9		(42.0)	61.1	
8	Profit after Interest but before Exceptional Items (5-6)	91.6	143.0	-36%	157.7	-42%	234.9	288.2	-18%
8	Exceptional Items							-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	91.6	143.0	-36%	157.7	-42%	234.9	288.2	-18%
10	Tax Expenses	32.8	52.8	-38%	55.4	-41%	85.6	99.0	-14%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	58.8	90.2	-35%	102.3	-43%	149.3	189.3	-21%
12	Extraordinary Items (net of tax expense Rs.)								
13	Net Profit(+)/ Loss (-) for the Period (11-12)	58.8	90.2	-35%	102.3	-43%	149.3	189.3	-21%
14	Paid-up Equity Share Capital of Rs10/- each	106.7	106.6		105.6		106.7	105.6	
15	Reserves Excluding Revaluation Reserve								
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualize)	5.51	8.49	-35%	9.69	-43%	14.00	17.93	-22%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	5.49	8.46	-35%	9.57	-43%	13.96	17.71	-21%



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