



SEC/SE/112/16-17  
Chennai, 28 July, 2016

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Mumbai – 400001

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CIN: L64202TN1998PLC066604

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

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Dear Sir/Madam,

This is further to our letter no. SEC/SE/105/16-17 dated July 26, 2016 intimating the schedule of conference call with Analysts/Investors to be held on Friday, July 29, 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  
(Formerly Thinksoft Global Services Limited)

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



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# SQS India BFSI Limited Earnings Presentation – Q1 FY17

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# Particulars

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

## Consolidated Q1 FY17 Y-o-Y Review

- Q1 FY17 Operating revenue was Rs 731 million compared to Rs 583 million during the previous year same quarter.
- Total income was Rs 735 million compared to Rs 587 million during the previous year same quarter; growth of 25%.
- Company reported EBITDA of Rs 162 million compared to Rs 100 million during the corresponding quarter in the previous year.
- EBITDA Margin stood at 22.2% for Q1 FY17 compared to 17.3% in Q1 FY16.
- Profit after tax shows a growth of 4% at Rs 90 million, (reflects Forex Losses of Rs. 12 million) compared to Rs 87 million during the previous year same quarter.
- Basic EPS increased by 3% at Rs 8.5 compared to Rs 8.2 for Q1 FY16.
- The Company's net cash position improved to Rs. 904 million (previous year end Rs 861 million), demonstrating a strong profit to cash conversion ratio.

## Consolidated Q1 FY17 Q-o-Q Review

- Q1 FY17 Operating revenue was Rs 731 million compared to Rs 722 million during the previous quarter.
- Total income was Rs 735 million compared to Rs 724 million during the previous quarter - increase of 1%.
- Company reported EBITDA of Rs 162 million compared to Rs 164 million in Q4 FY16.
- EBITDA Margin stood at 22.2% for Q1 FY17 compared to 22.7% in Q4 FY16.
- Profit after tax stood at Rs 90 million during the quarter under review compared to Rs 106 million during the previous quarter; drop primarily due to exchange loss of Rs. 12 million for the quarter.
- Basic EPS at Rs 8.5 compared to Rs 10.0 for Q4 FY16.

# Consolidated Financial Summary

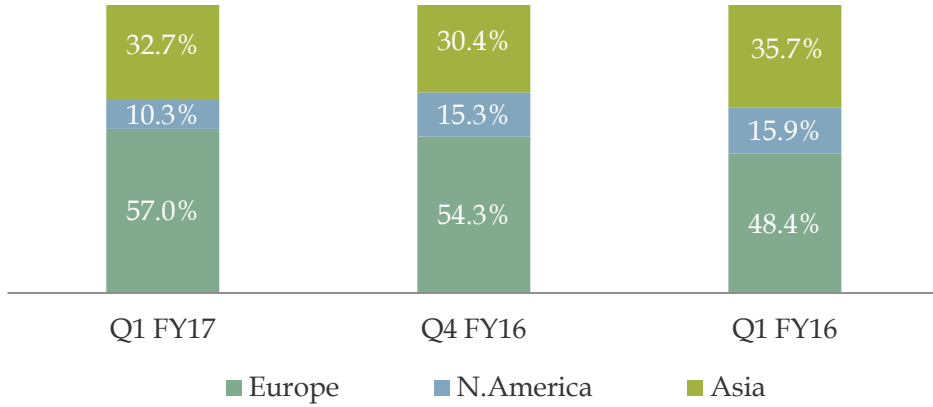


Particulars	Metrics	30-Jun-16	31-Mar-16	QoQ Growth	30-Jun-15	YoY Growth
		Q1 FY17	Q4 FY16		Q1 FY16	
Revenue	Total Revenue (INR M)	734.9	724.3	1%	587.0	25%
	Net Revenue (INR M)	731.2	722.4	1%	582.6	26%
Profit	EBITDA (INR M)	162.1	164.3	-1%	100.5	61%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	155.0	157.8	-2%	92.4	68%
	PBT (INR M)	143.0	158.4	-10%	130.7	9%
	PAT (INR M)	90.2	106.0	-15%	87.1	4%
Margin	EBITDA	22.2%	22.7%		17.3%	
	<i>PBT Before Forex Gain/Loss</i>	21.1%	21.8%		15.7%	
	PBT	19.5%	21.9%		22.3%	
	PAT	12.3%	14.6%		14.8%	
EPS	Basic (Rs.)	8.5	10.0	-15%	8.2	3%
	Diluted (Rs.)	8.5	9.9	-15%	8.1	4%
ShareHolding	Promoters (%)	54.0%	54.1%		54.5%	
	Public (%)	46.0%	45.9%		45.5%	

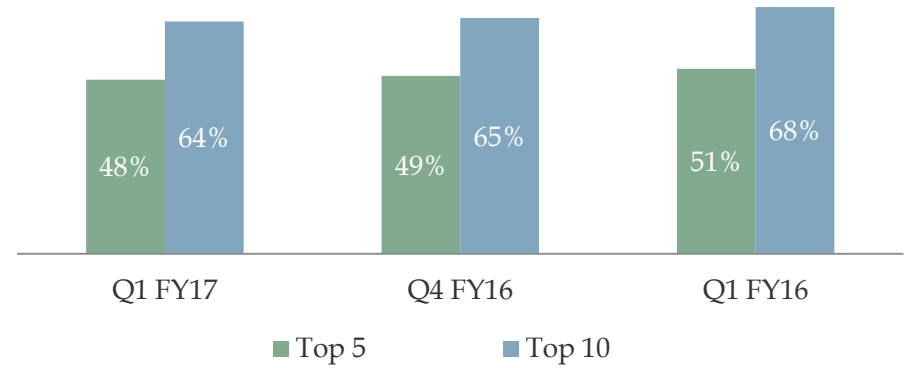
# Operating Metrics



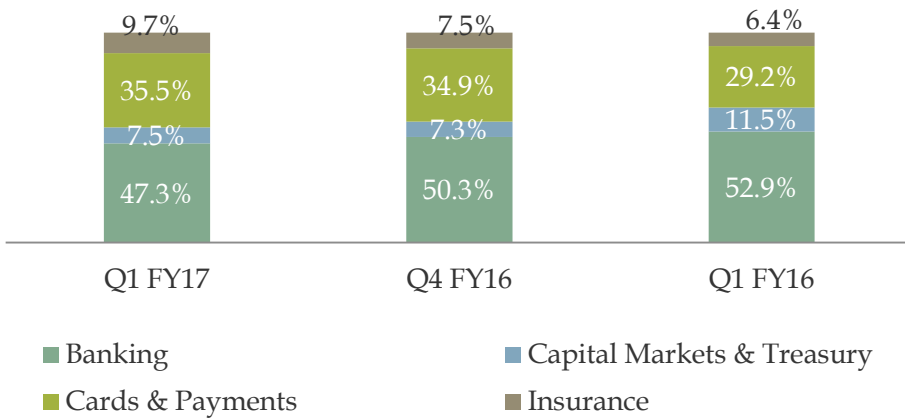
## Revenue by Region



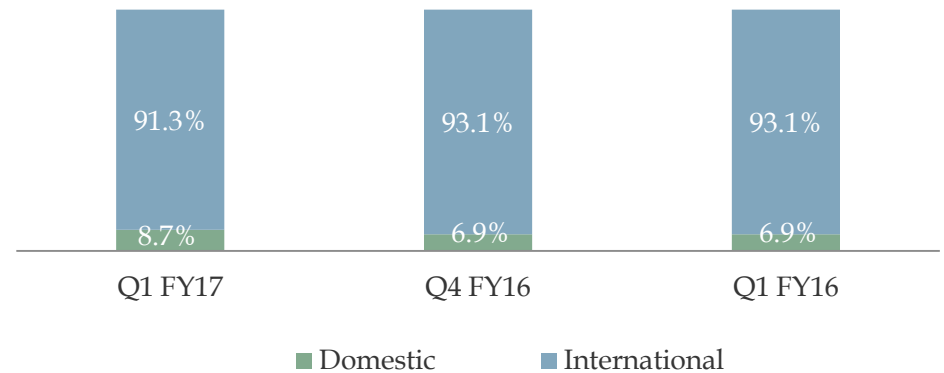
## Client Concentration



## Revenue by Practice



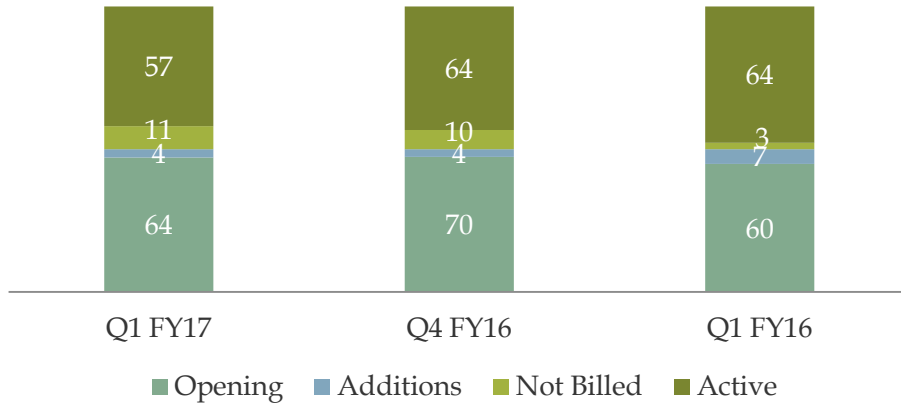
## Revenue Distribution



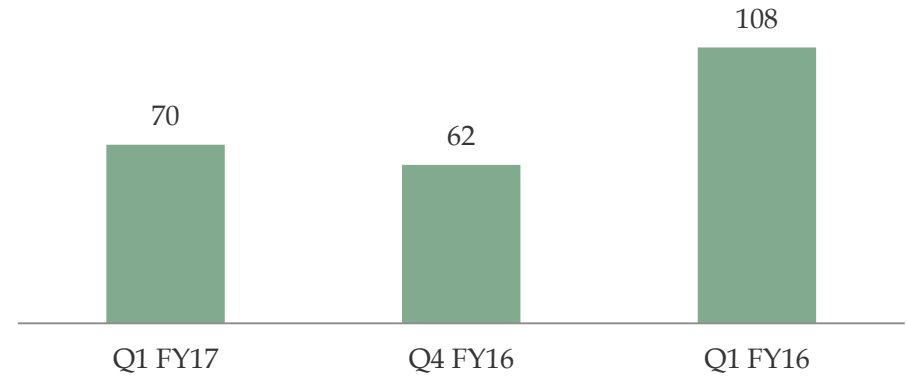
# Operating Metrics



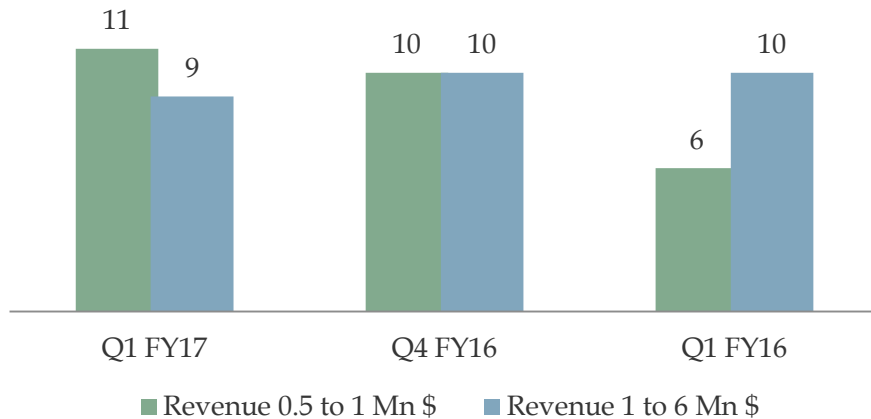
## Clients Details



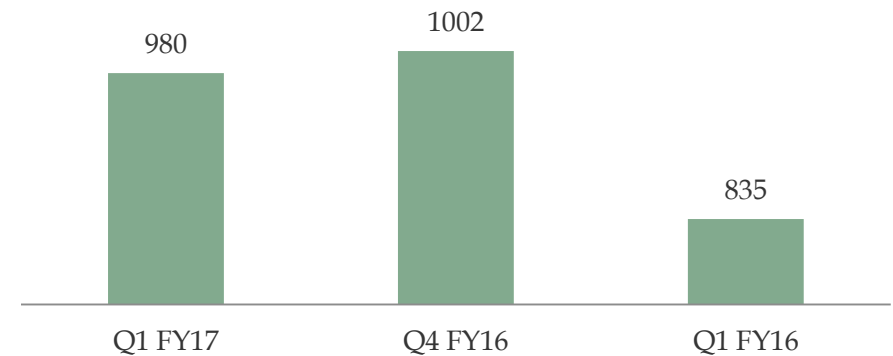
## Debtors Days



## 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-Jun-16	31-Mar-16	QoQ Growth	30-Jun-15	YoY Growth
		Q1 FY17	Q4 FY16		Q1 FY16	
	<b>Net Sales / Income from Operation</b>					
1	<b>Income</b>	731.2	722.4	1%	582.6	26%
2	<b>Expenditure</b>					
(a)	Employee Cost	437.5	442.0	-1%	382.1	14%
(b)	Depreciation	10.3	7.9	31%	11.2	-8%
(c)	Other Expenditure	131.6	116.0	13%	100.0	32%
(d)	<b>Total Expenditure</b>	579.4	565.9	2%	493.3	17%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	151.9	156.5	-3%	89.3	70%
4	Other Income	3.6	1.9	92%	4.4	-17%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	155.5	158.4	-2%	93.7	66%
6	Interest	0.5	0.6		1.3	
7	Exchange Gain/(loss)	(12.0)	0.6		38.3	
8	<b>Profit after Interest but before Exceptional Items (5-6)</b>	143.0	158.4	-10%	130.7	9%
8	Exceptional Items					
9	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)</b>	143.0	158.4	-10%	130.7	9%
10	Tax Expenses	52.8	52.4	1%	43.6	21%
11	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)</b>	90.2	106.0	-15%	87.1	4%
12	Extraordinary Items (net of tax expense Rs.)					
13	<b>Net Profit(+)/ Loss (-) for the Period (11-12)</b>	90.2	106.0	-15%	87.1	4%
14	Paid-up Equity Share Capital of Rs10/- each	-	-		105.6	
15	Reserves Excluding Revaluation Reserve					
16	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	8.49	9.97	-15%	8.24	3%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	8.46	9.91	-15%	8.14	4%



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