



SEC/SE/186/18-19
Chennai, 31 January 2019

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

SQS India BFSI Limited
6A, Sixth Floor, Prince Infocity II
No. 283/3 & 283/4
Rajiv Gandhi Salai (OMR)
Kandanchavadi, Chennai 600096, India

Phone: +91 44 4392 3200
Fax: +91 44 4392 3258
info-india@sqs.com
www.sqs-bfsi.com
CIN: L64202TN1998PLC066604

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

Dear Sir/Madam,

This is further to our letter no. SEC/SE/181/18-19 dated January 30, 2019 intimating the schedule of conference call with Analysts/Investors to be held on Thursday, January 31, 2019. Please find attached the Investor presentation towards the same.

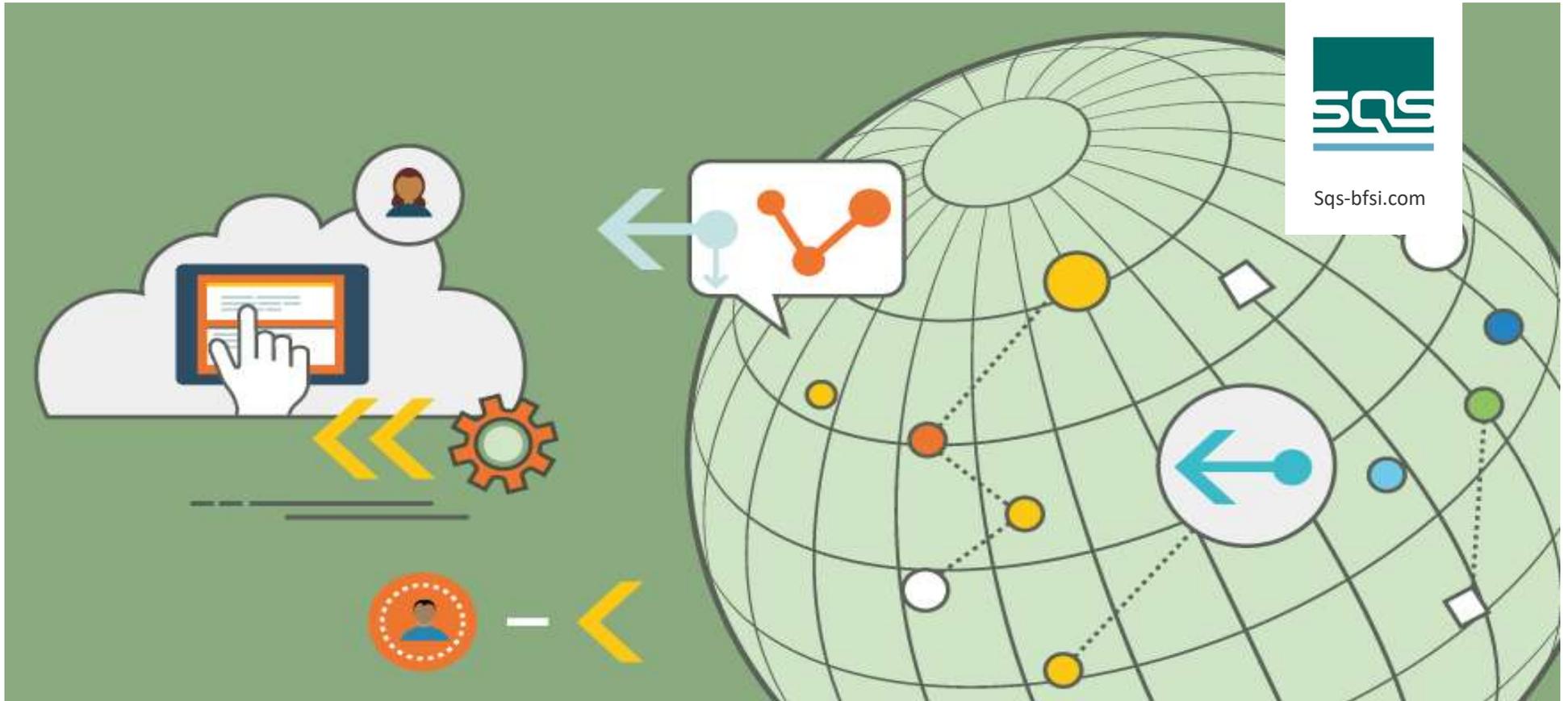
You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,

For SQS India BFSI Limited

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



Sqs-bfsi.com

SQS India BFSI Limited Earnings Presentation – Q3FY19

Safe Harbor



This presentation has been prepared by SQS India BFSI solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information on SQS India BFSI including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Agenda



Consolidated Q3FY19 Q-o-Q Review



❑ Revenue:

- ✓ Operating Revenue was Rs 705 million vs Rs 758 million; a drop of 7 %
- ✓ Total Income was Rs 713 million vs Rs 763 million; a drop of 6.5 %

❑ Profit:

- ✓ EBITDA stood at Rs 139 million vs Rs 172 million; down by 19%
- ✓ EBITDA margin of 19.8 % in Q3FY19 as against 22.7% in Q2FY19
- ✓ PAT was at Rs 48 million vs Rs 135 million; a drop of 65%
- ✓ PAT margin of 6.7% in Q3FY19 as against 17.6% in Q2FY19
- ✓ Basic EPS at Rs 4.52 as against Rs 12.74 in Q2FY19

❑ Cash:

- ✓ Net cash position stood at Rs 879 million vs Rs 760 million for Q2FY19

Consolidated 9MFY19 Y-o-Y Review



❑ Revenue:

- ✓ Operating Revenue was Rs 2,194 million vs Rs 2,008 million; a growth 9.3%
- ✓ Total Income was Rs 2,217 million vs Rs 2,020 million; a growth 9.8%

❑ Profit:

- ✓ EBITDA stood at Rs 441 million vs Rs 333 million; a growth 32.2%
- ✓ EBITDA margin of 20.1% in 9MFY19 as against 16.6% in 9MFY18
- ✓ PAT was at Rs 267 million vs Rs 215 million; a growth 24.2%
- ✓ PAT margin of 12.1% in 9MFY19 as against 10.7% in 9MFY18
- ✓ Basic EPS at Rs 25.08 as against Rs 20.25 in 9MFY18

❑ Cash:

- ✓ Net cash position stood at Rs 879 million vs Rs 863 million for 9MFY18

Consolidated Financial Summary

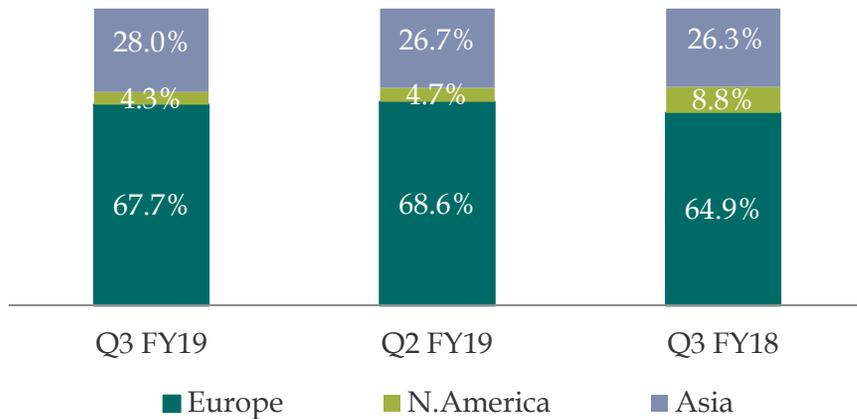


Particulars	Metrics	31-Dec-18 Q3 FY19	30-Sep-18 Q2 FY19	QoQ Growth	31-Dec-17 Q3 FY18	YoY Growth	31-Dec-18 9M FY19	31-Dec-17 9M FY18	YoY Growth
Revenue (Rs Million)	Total Revenue	713.4	762.8	-6.5%	710.1	0.5%	2,217.0	2,019.9	9.8%
	Net Revenue	705.4	757.8	-6.9%	704.0	0.2%	2,194.2	2,008.0	9.3%
	EBITDA	139.5	172.1	-18.9%	104.8	33.1%	440.8	333.4	32.2%
Profit (Rs Million)	<i>PBT Before Forex Gain/ Loss</i>	133.6	163.5	-18.3%	97.4	37.2%	422.3	302.1	39.8%
	PBT	78.2	207.8	-62.4%	81.8	-4.4%	409.3	333.1	22.9%
	PAT (Before OCI)	48.4	136.5	-64.5%	53.0	-8.6%	268.6	216.4	24.1%
	Total Comprehensive Income	47.6	134.6	-64.6%	55.1	-13.5%	267.2	215.2	24.2%
Margin (%)	EBITDA	19.8%	22.7%		14.9%		20.1%	16.6%	
	<i>PBT Before Forex Gain/ Loss</i>	18.7%	21.4%		13.7%		19.0%	15.0%	
	PBT	11.0%	27.2%		11.5%		18.5%	16.5%	
	PAT (Before OCI)	6.8%	17.9%		7.5%		12.1%	10.7%	
	Total Comprehensive Income	6.7%	17.6%		7.8%		12.1%	10.7%	
EPS (Rs)	Basic	4.5	12.7	-64.5%	5.0	-8.8%	25.1	20.3	23.8%
	Diluted	4.5	12.7	-64.5%	5.0	-8.7%	25.1	20.2	24.0%

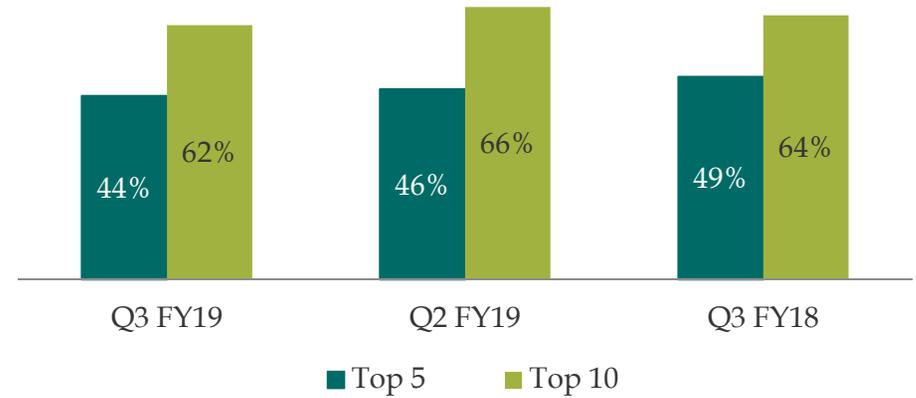
Operating Metrics



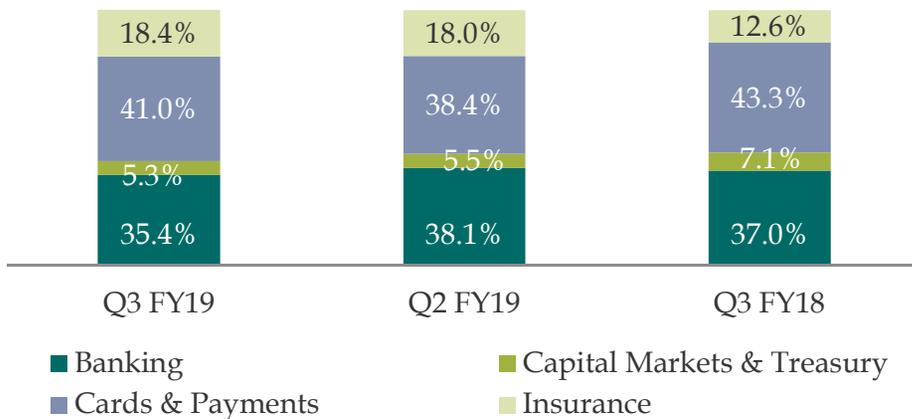
Revenue by Region



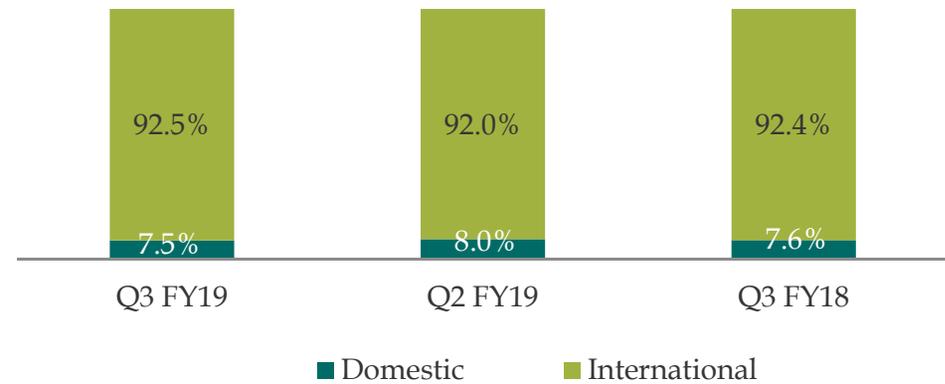
Client Concentration



Revenue by Practice



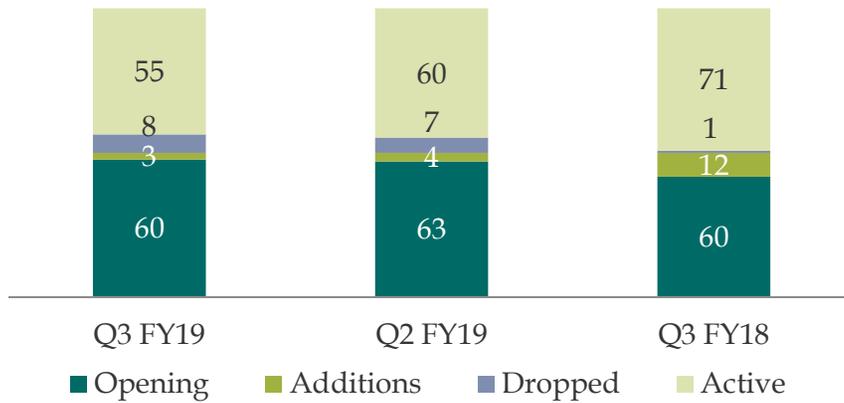
Revenue Distribution



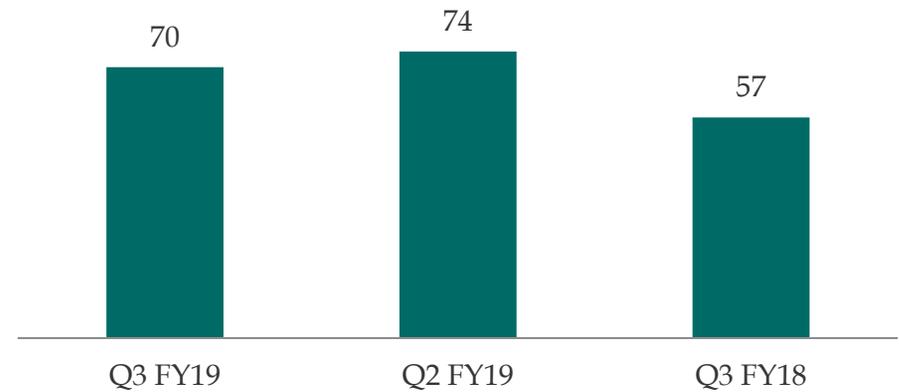
Operating Metrics



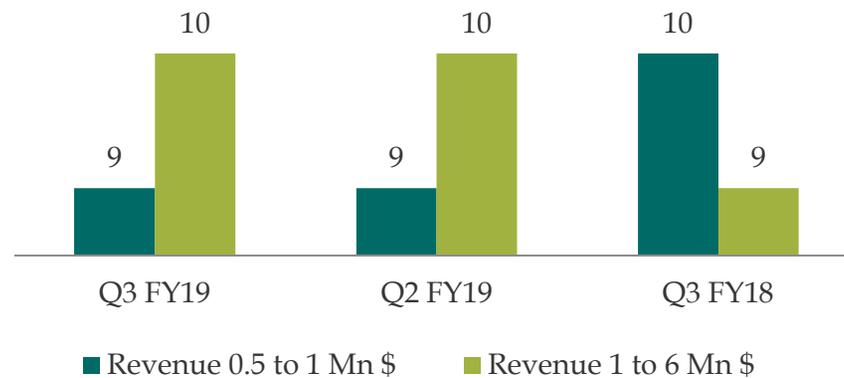
Clients Details



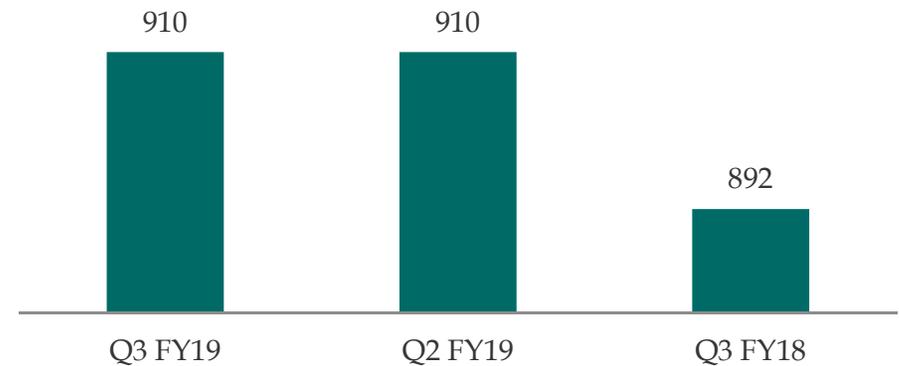
Debtors Days



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)	31-Dec-18 Q3 FY19	30-Sep-18 Q2 FY19	QoQ Growth	31-Dec-17 Q3 FY18	YoY Growth	31-Dec-18 9M FY19	31-Dec-17 9M FY18	YoY Growth
	Net Sales / Income from Operation								
1	Income	705.4	757.8	-7%	704.0	0%	2,194.2	2,008.0	9%
2	Expenditure								
(a)	Employee Cost	453.3	476.4	-5%	479.3	-5%	1,409.6	1,352.2	4%
(b)	Depreciation	13.5	13.6	0%	13.5	0%	41.0	41.5	-1%
(c)	Other Expenditure	112.6	109.3	3%	119.8	-6%	343.8	322.5	7%
(d)	Total Expenditure	579.5	599.3	-3%	612.7	-5%	1,794.5	1,716.2	5%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	125.9	158.5	-21%	91.3	38%	399.8	291.9	37%
4	Other Income	7.996	5.0	60%	6.1	30%	22.8	11.9	92%
5	Profit before Interest and Exceptional Items (3+4)	133.9	163.5	-18%	97.4	37%	422.6	303.7	39%
6	Finance Cost	0.3	-		-		0.3	1.6	
7	Exchange Gain/(loss)	(55.4)	44.3		(15.6)		(12.9)	31.0	
8	Profit after Interest but before Exceptional Items (5-6+7)	78.2	207.8	-62%	81.8	-4%	409.3	333.1	23%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	78.2	207.8	-62%	81.8	-4%	409.3	333.1	23%
11	Tax Expenses	29.8	71.3	-58%	28.8	3%	140.7	116.7	21%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	48.4	136.5	-65%	53.0	-9%	268.6	216.4	24%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	48.4	136.5	-65%	53.0	-9%	268.6	216.4	24%
15	Other Comprehensive Income	(0.8)	(1.9)		2.1		(1.5)	(1.2)	
16	Total Comprehensive Income for the period (14+15)	47.6	134.6	-65%	55.1	-14%	267.2	215.2	24%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	4.52	12.74	-65%	4.96	-9%	25.08	20.25	24%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	4.52	12.74	-65%	4.95	-9%	25.08	20.22	24%

Thank you for your attention.



sqs.com

SQS India BFSI Limited

6A, Sixth Floor, Prince Infocity II
No. 283/3 & 283/4
Rajiv Gandhi Salai (OMR), Kandanchavadi
Chennai 600096, India
Phone: +91 44 4392 3200
Fax: +91 44 4392 3258
info-india@sqs.com
www.sqs-bfsi.com
CIN No. L64202TN1998PLC066604

Desikan Narayanan
SQS India BFSI Ltd.
Desikan.Narayanan@sqs.com

Diwakar Pingle
Christensen IR
dpingle@christensenir.com

Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity