



SEC/SE/113/18-19  
Chennai, 26 July 2018

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

**SQS India BFSI Limited**  
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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/105/18-19 dated July 24, 2018 intimating the schedule of conference call with Analysts/Investors to be held on Friday, July 27, 2018. Please find attached the Investor presentation towards the same.

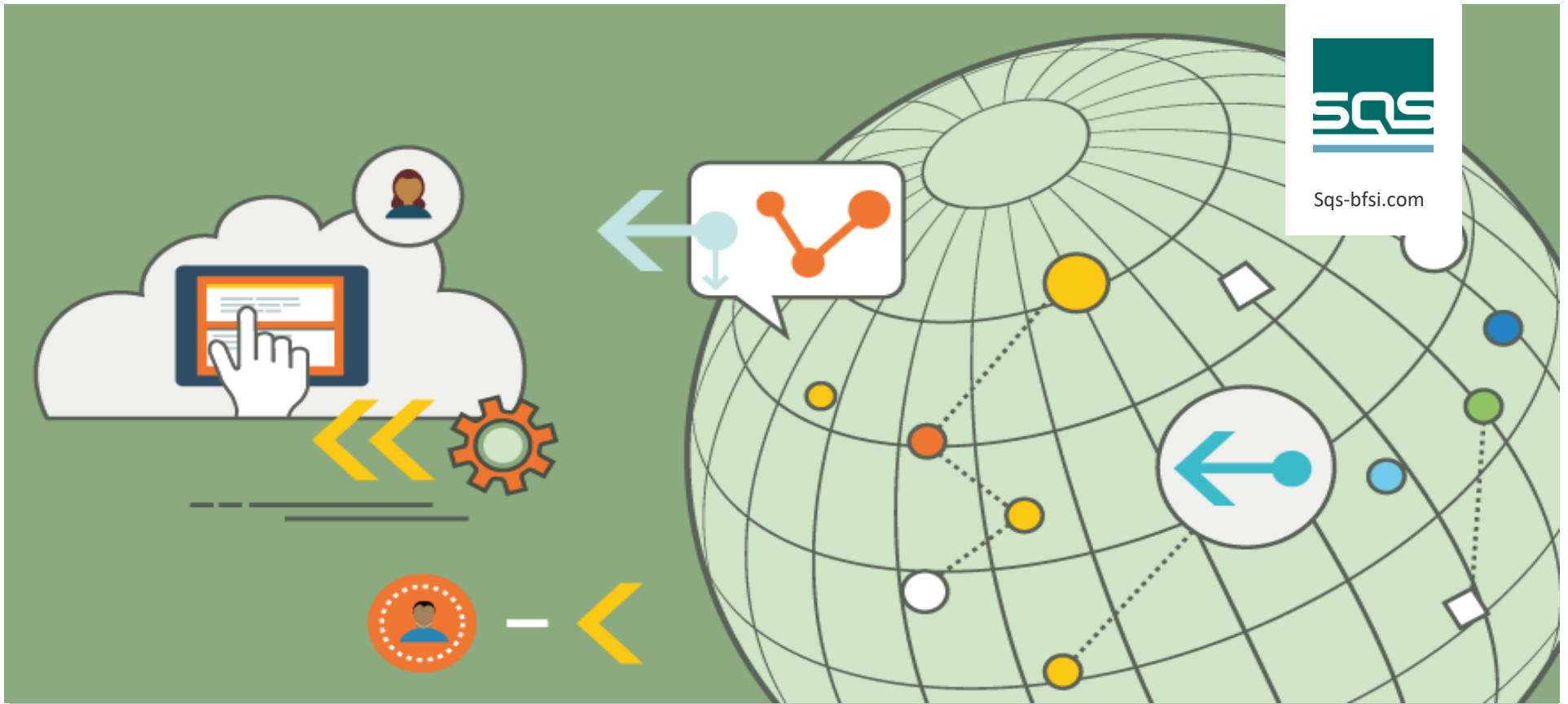
You are requested to take the above on record and oblige.

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 – Q1FY19

# Safe Harbor



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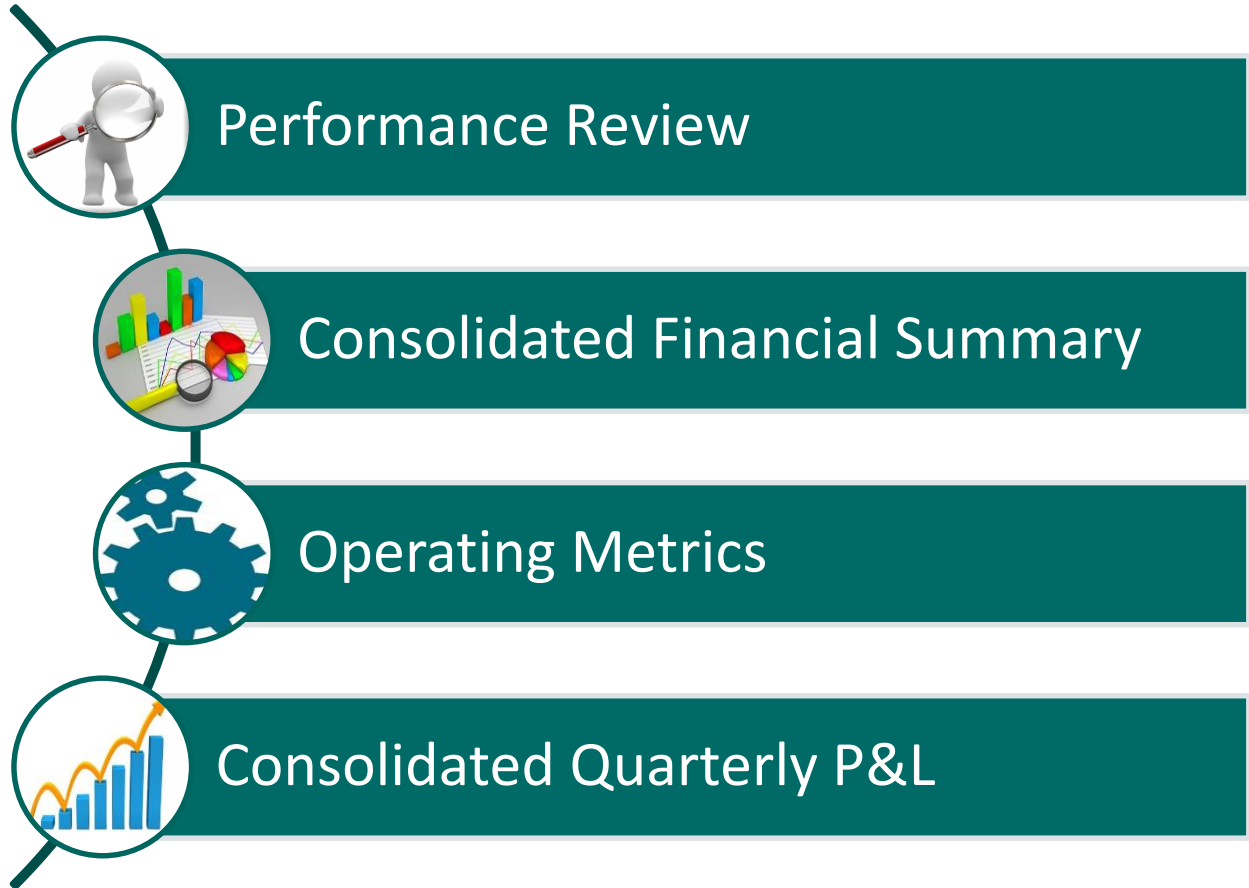
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# Agenda

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# Consolidated Q1FY19 Q-o-Q Review

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## ❑ Revenue:

- ✓ Operating Revenue was Rs 731 million vs Rs 756 million; drop 3.3%
- ✓ Total Income was Rs 741 million vs Rs 765 million; drop 3.1 %

## ❑ Profit:

- ✓ EBITDA stood at Rs 129 million vs Rs 125 million; up 3.7%
- ✓ EBITDA margin of 17.7% in Q1FY19 as against 16.5% in Q4FY18
- ✓ PAT was at Rs 84 million vs Rs 103 million; drop 19.0%
- ✓ PAT margin of 11.3% in Q1FY19 as against 13.5% in Q4FY18
- ✓ Basic EPS at Rs 7.82 as against Rs 9.66 in Q4FY18

## ❑ Cash:

- ✓ Net cash position stood at Rs 904 million vs Rs 850 million for Q4FY18

# Consolidated Q1FY19 Y-o-Y Review

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## ❑ Revenue:

- ✓ Operating revenue was Rs 731 million vs Rs 607 million; up 20.4%
- ✓ Total Income was Rs 741 million vs Rs 611 million; up 21.3%

## ❑ Profit:

- ✓ EBITDA stood at Rs 129 million vs Rs 124 million; up 4.5%
- ✓ EBITDA margin of 17.7% in Q1FY19 as against 20.4% in Q1FY18
- ✓ PAT was at Rs 84 million vs Rs 90 million; down 7.0%
- ✓ PAT margin of 11.3% in Q1FY19 as against 14.7% in Q1FY18
- ✓ Basic EPS at Rs 7.82 as against Rs 8.43 in Q1FY18

# Consolidated Financial Summary

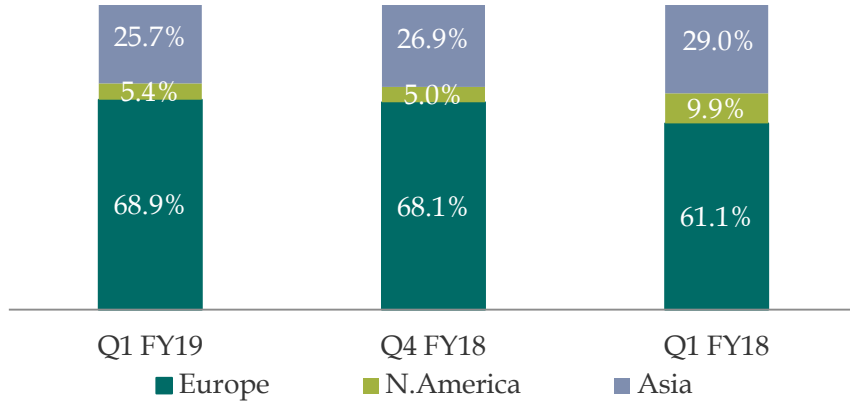


Particulars	Metrics	30-Jun-18 Q1 FY19	31-Mar-18 Q4 FY18	QoQ Growth	30-Jun-17 Q1 FY18	YoY Growth
Revenue (Rs Million)	Total Revenue	740.8	764.7	-3.1%	610.8	21.3%
	Net Revenue	731.1	756.4	-3.3%	607.4	20.4%
	EBITDA	129.3	124.7	3.7%	123.8	4.5%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	125.2	116.1	7.8%	112.9	10.9%
	PBT	123.3	145.6	-15.3%	141.0	-12.5%
	PAT (Before OCI)	83.8	103.3	-19.0%	90.0	-7.0%
	Total Comprehensive Income	85.0	103.8	-18.1%	87.3	-2.6%
	EBITDA	17.7%	16.5%		20.4%	
Margin (%)	<i>PBT Before Forex Gain / Loss</i>	16.9%	15.2%		18.5%	
	PBT	16.6%	19.0%		23.1%	
	PAT (Before OCI)	11.3%	13.5%		14.7%	
	Total Comprehensive Income	11.5%	13.6%		14.3%	
	Basic	7.8	9.7	-19.1%	8.4	-7.2%
EPS (Rs)	Diluted	7.8	9.7	-19.1%	8.4	-7.0%

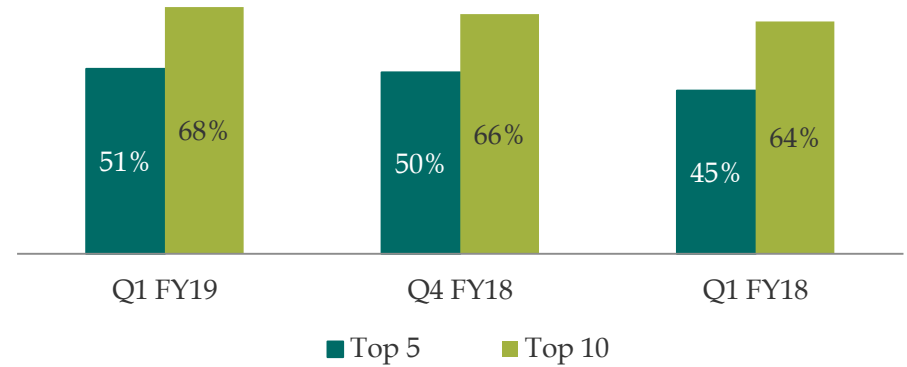
# Operating Metrics



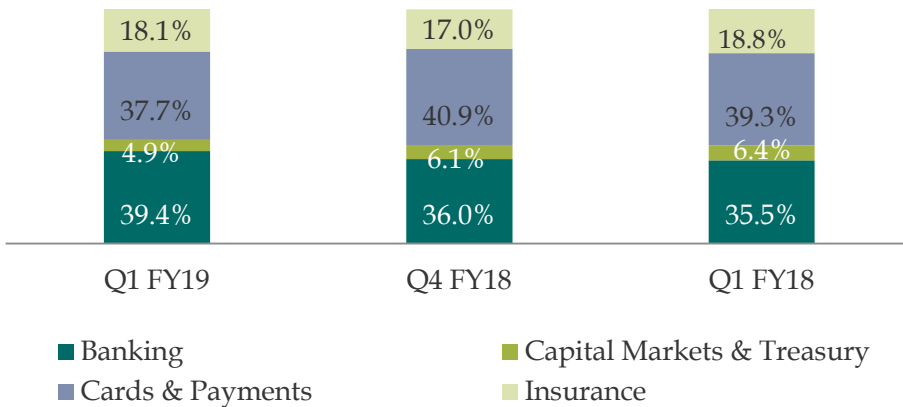
## Revenue by Region



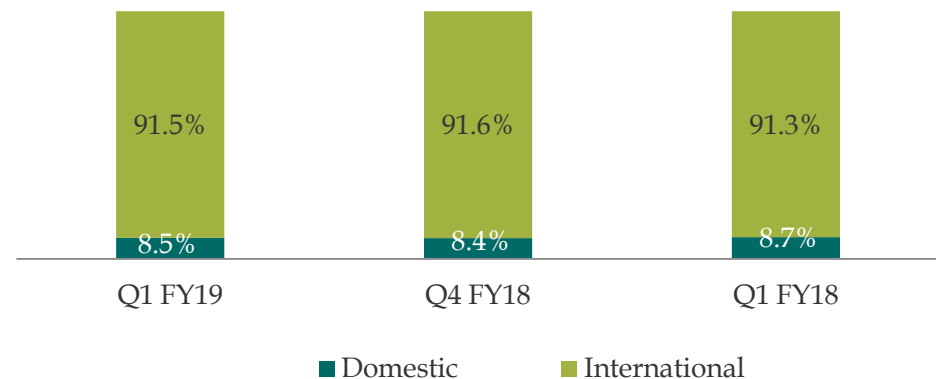
## Client Concentration



## Revenue by Practice



## Revenue Distribution

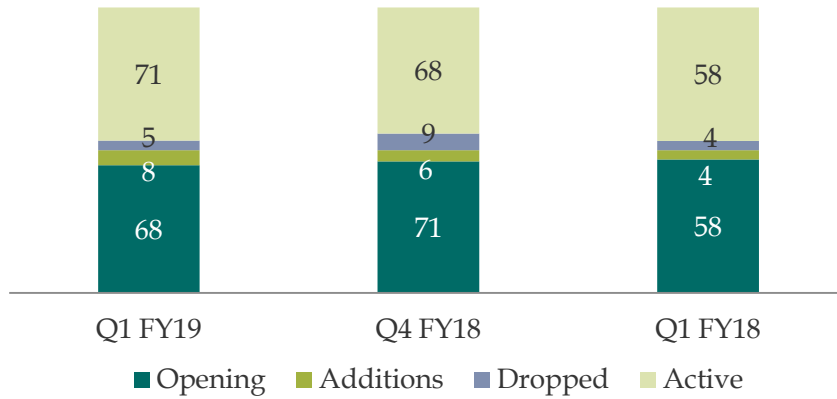




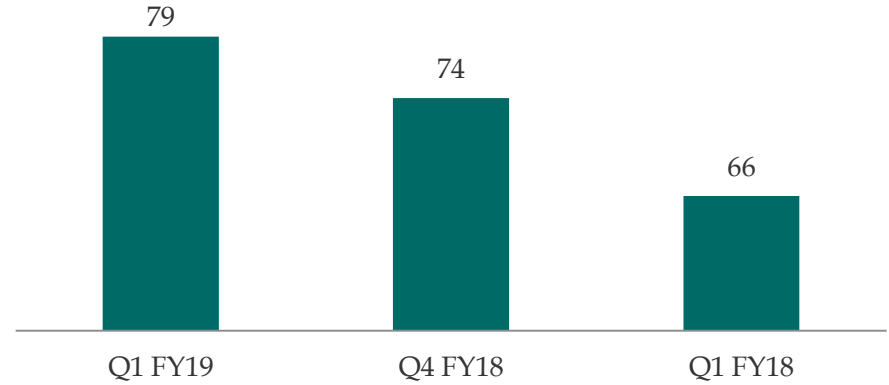
# Operating Metrics



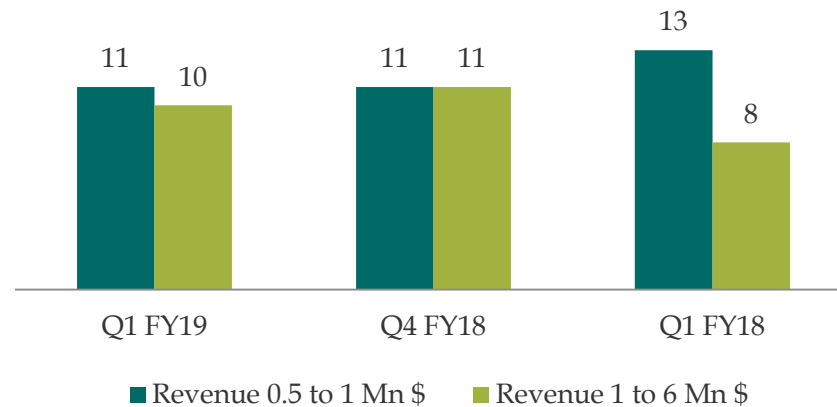
## Clients Details



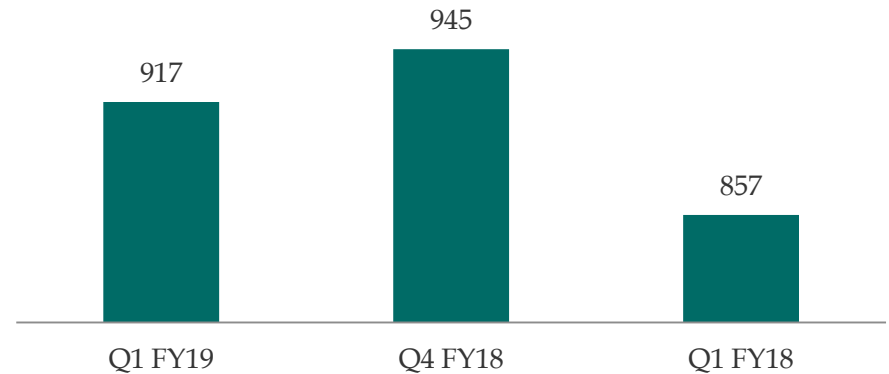
## Debtors Days



## 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)	30-Jun-18 Q1 FY19	31-Mar-18 Q4 FY18	QoQ Growth	30-Jun-17 Q1 FY18	YoY Growth
	<b>Net Sales / Income from Operation</b>					
1	<b>Income</b>	731.1	756.4	-3%	607.4	20%
2	<b>Expenditure</b>					
(a)	Employee Cost	479.8	492.6	-3%	390.9	23%
(b)	Depreciation	13.9	14.0	0%	14.4	-3%
(c)	Other Expenditure	122.0	139.0	-12%	92.7	32%
(d)	<b>Total Expenditure</b>	615.7	645.6	-5%	497.9	24%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	115.4	110.7	4%	109.4	5%
4	Other Income	9.8	8.3	17%	3.4	185%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	125.2	119.0	5%	112.9	11%
6	Finance Cost		2.9		-	
7	Exchange Gain/ (loss)	(1.9)	29.4		28.1	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	123.3	145.6	-15%	141.0	-13%
9	Exceptional Items					
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	123.3	145.6	-15%	141.0	-13%
11	Tax Expenses	39.6	42.3	-6%	50.9	-22%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	83.8	103.3	-19%	90.0	-7%
13	Extraordinary Items (net of tax expense Rs.)					
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	83.8	103.3	-19%	90.0	-7%
15	Other Comprehensive Income	1.3	0.5		(2.7)	
16	<b>Total Comprehensive Income for the period (14+15)</b>	<b>85.0</b>	<b>103.8</b>	<b>-18%</b>	<b>87.3</b>	<b>-3%</b>
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	7.82	9.66	-19%	8.43	-7%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	7.82	9.66	-19%	8.41	-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