



SEC/SE/029/16-17  
Chennai, 28 April, 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/022/16-17 dated April 26, 2016 intimating the schedule of conference call with Analysts/Investors to be held on Friday, April 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



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# SQS India BFSI Limited Earnings Presentation – Q4 and Full Year FY16

# Safe Harbor



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# Particulars

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

## Consolidated Q4 FY16 Y-o-Y Review

- Total income for Q4 FY16 up by 36% to Rs 724 million compared to Rs 531 million during Q4 FY15.
- Company reported EBITDA of Rs 164 million compared to Rs 90 million during the corresponding period of previous year.
- EBITDA Margin stood at 22.7% for Q4 FY16 compared to 17.1% in Q4 FY15.
- Profit after tax improved to Rs. 106 million during the quarter under review compared to Rs 16 million during the previous year same quarter.
- Basic EPS at Rs. 9.97 compared to Rs 1.57 for Q4 FY15.

## Consolidated FY16 Y-o-Y Review

- Total income grew to Rs 2,651 million for FY16 ended March 31, 2016 as compared to Rs 2,159 million in the corresponding period of the previous year, up by 23% in rupee terms.
- EBITDA stood at Rs 541 million with the margin at 20.5% for FY16 as compared to Rs 416 million (margin at 19.4%) during the corresponding period of previous year, an increase of 30%.
- Net profit stood at Rs 369 million for FY16 ended March 31, 2016 as compared to Rs 216 million in the corresponding period of the previous year; an increase of 71%.
- Basic EPS stood at Rs 34.85 as compared to Rs 20.86 for FY15.
- The Company's net cash position improved to Rs. 861 million (previous year end Rs. 688 million), demonstrating a strong profit to cash conversion ratio.
- The Company continues to invest in creation of additional delivery facility by adding 250 seats to its Chennai facility by Q2 FY 2016-17.
- The Board is recommending a final dividend of Rs. 20 per share.

# Consolidated Financial Summary

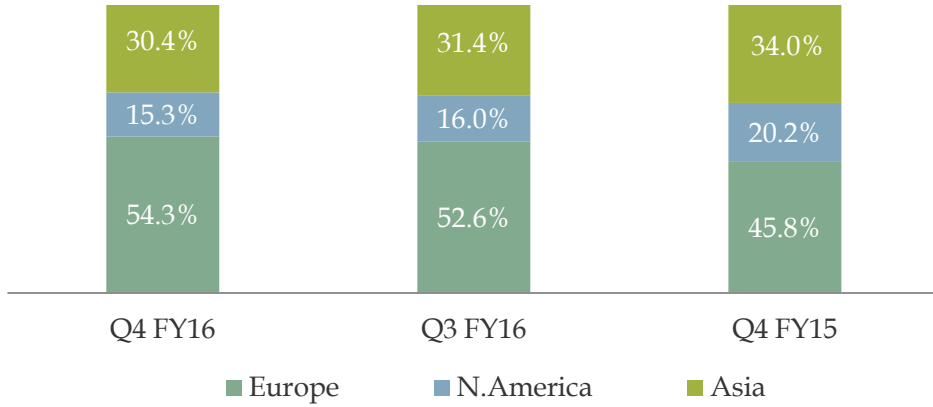


Particulars	Metrics	31-Mar-16	31-Dec-15	QoQ Growth	31-Mar-15	YoY Growth	31-Mar-16	31-Mar-15	YoY Growth
		Q4 FY16	Q3 FY16		Q4 FY15		FY16	FY15	
Revenue	Total Revenue (INR M)	724.3	672.3	8%	530.7	36%	2,651.4	2,159.0	23%
	Net Revenue (INR M)	722.4	671.1	8%	525.9	37%	2,641.6	2,141.5	23%
Profit	EBITDA (INR M)	164.3	132.2	24%	90.0	83%	540.6	415.5	30%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	157.8	122.3	29%	78.7	101%	507.1	364.8	39%
	PBT (INR M)	158.4	115.5	37%	25.2	528%	562.0	320.3	75%
	PAT (INR M)	106.0	73.8	44%	16.4	546%	369.0	216.4	71%
Margin	EBITDA	22.7%	19.7%		17.1%		20.5%	19.4%	
	<i>PBT Before Forex Gain/Loss</i>	21.8%	18.2%		14.8%		19.1%	16.9%	
	PBT	21.9%	17.2%		4.7%		21.2%	14.8%	
	PAT	14.6%	11.0%		3.1%		13.9%	10.0%	
EPS	Basic (Rs.)	10.0	6.9	44%	1.6	535%	34.8	20.9	67%
	Diluted (Rs.)	9.9	6.9	44%	1.5	540%	34.6	20.6	68%
ShareHolding	Promoters (%)	54.1%	54.2%		54.6%		54.1%	54.6%	
	Public (%)	45.9%	45.8%		45.4%		45.9%	45.4%	

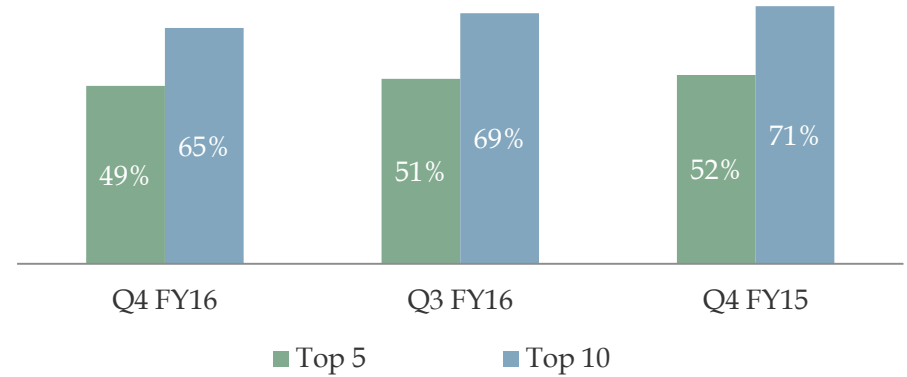
# Operating Metrics



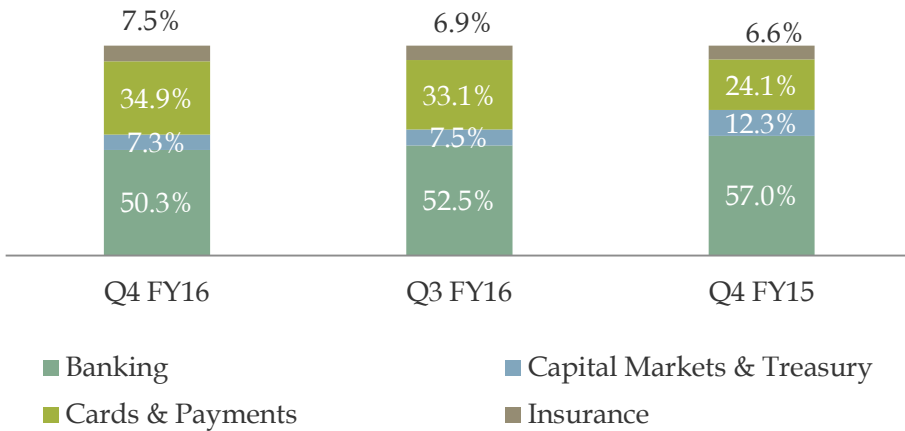
## Revenue by Region



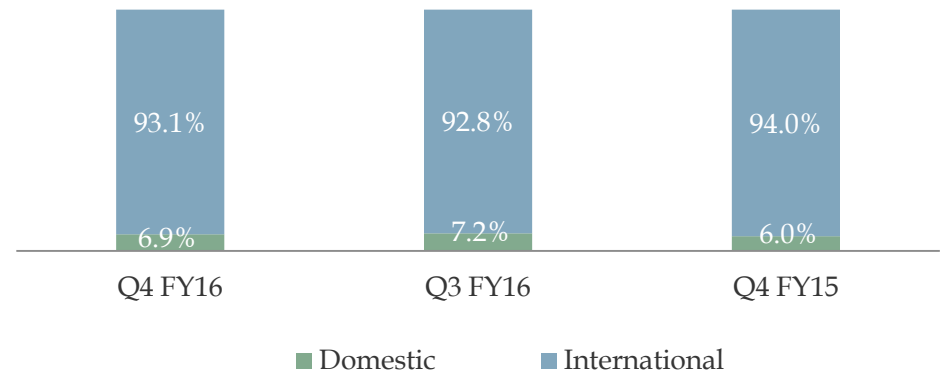
## Client Concentration



## Revenue by Practice



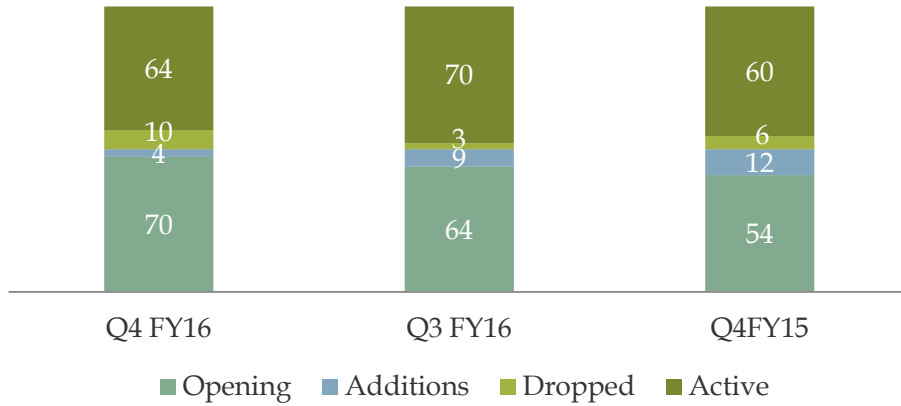
## Revenue Distribution



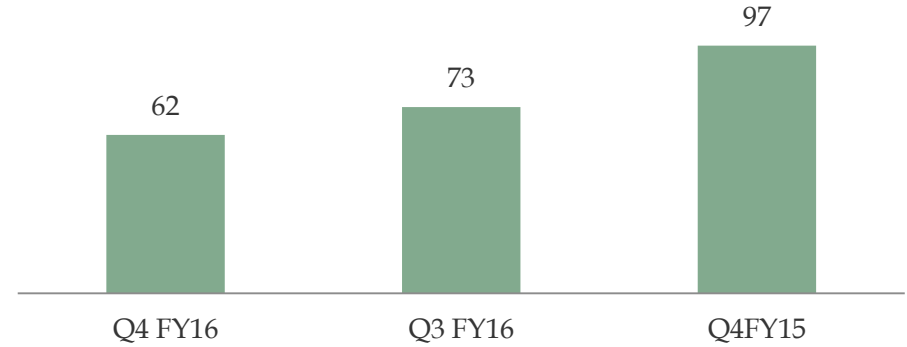
# Operating Metrics



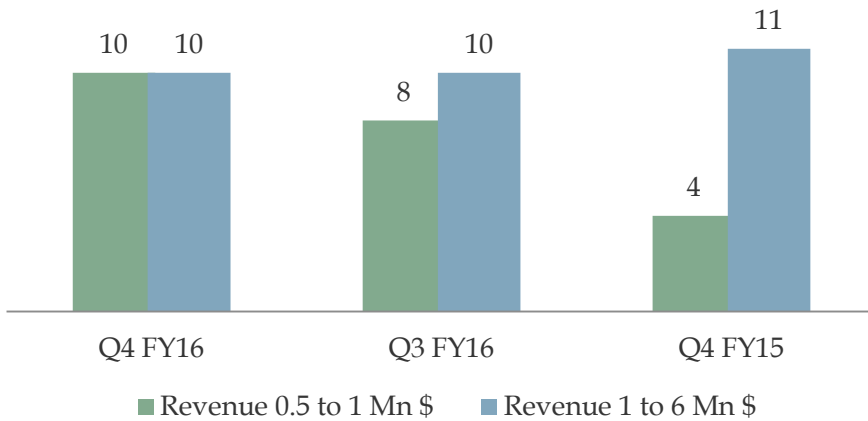
## Clients Details



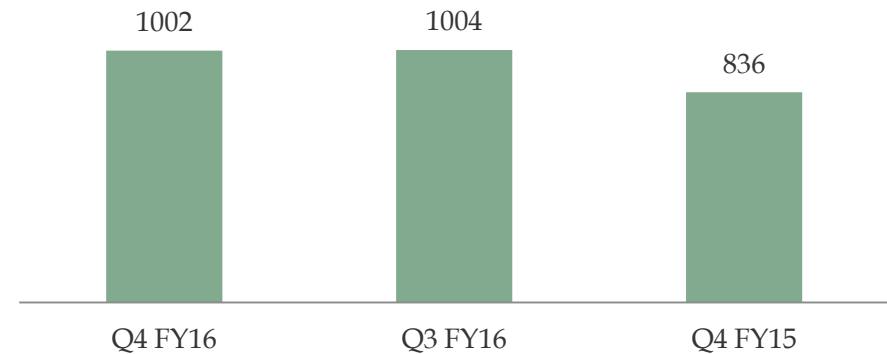
## Debtors Days



## 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-Mar-16	31-Dec-15	QoQ Growth	31-Mar-15	YoY Growth	31-Mar-16	31-Mar-15	YoY Growth
		Q4 FY16	Q3 FY16		Q4 FY15		FY16	FY15	
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	722.4	671.1	8%	525.9	37%	2,641.6	2,141.5	23%
2	<b>Expenditure</b>								
(a)	Employee Cost	442.0	433.1	2%	345.4	28%	1,675.7	1,360.8	23%
(b)	Depreciation	7.9	10.7	-27%	12.6	-38%	40.5	51.8	-22%
(c)	Other Expenditure	116.0	105.8	10%	90.5	28%	425.3	365.2	16%
(d)	<b>Total Expenditure</b>	565.9	549.6	3%	448.5	26%	2,141.6	1,777.8	20%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	156.5	121.5	29%	77.4	102%	500.1	363.7	37%
4	Other Income	1.9	1.2	56%	4.8	-61%	9.8	17.5	-44%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	158.4	122.7	29%	82.2	93%	509.8	381.2	34%
6	Interest	0.6	0.5		3.5		2.7	16.4	
7	Exchange Gain/(loss)	0.6	(6.8)		(53.5)		54.9	(44.5)	
8	<b>Profit after Interest but before Exceptional Items (5-6)</b>	158.4	115.5	37%	25.2	528%	562.0	320.3	75%
8	Exceptional Items						-		
9	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)</b>	158.4	115.5	37%	25.2	528%	562.0	320.3	75%
10	Tax Expenses	52.4	41.7	26%	8.8	495%	193.0	103.9	86%
11	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)</b>	106.0	73.8	44%	16.4	546%	369.0	216.4	71%
12	Extraordinary Items (net of tax expense Rs.)								
13	<b>Net Profit(+)/ Loss (-) for the Period (11-12)</b>	106.0	73.8	44%	16.4	546%	369.0	216.4	71%
14	Paid-up Equity Share Capital of Rs10/- each	-	106.2		105.5		-	105.5	
15	Reserves Excluding Revaluation Reserve								
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	9.97	6.94	44%	1.57	535%	34.85	20.86	67%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	9.91	6.89	44%	1.55	540%	34.62	20.57	68%



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