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SEC/SE/104/17-18
Chennai, 27 July, 2017

Corporate Relationship Department
Bombay Stock Exchange Limited
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/097/17-18 dated July 25, 2017 intimating the schedule of conference call with Analysts/Investors to be held on Friday, July 28, 2017. 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



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SQS India BFSI Limited Earnings Presentation – Q1FY18

Safe Harbor



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Agenda



Performance Review

Consolidated Financial Summary

Operating Metrics

Consolidated Quarterly P&L

Consolidated Q1FY18 Q-o-Q Review



- The operating revenue was Rs 607 million in Q1FY18 as compared to Rs 575 million during the previous quarter; a growth of 5.6%. Operating revenue for the quarter includes Rs 19.7 million towards sale of SEIS Scrips.
- Total income was Rs 611 million in Q1FY18 as compared to Rs 576 million during the previous quarter; a growth of 6.0%.
- EBITDA stood at Rs 124 million with the margin at 20.5% in Q1FY18 as compared to Rs 119 million (margin at 20.8%) during the previous quarter.
- Profit after tax stood at Rs 90 million in Q1FY18 as compared to Rs 45 million in Q4FY17.
- Basic EPS was at Rs 8.43 compared to Rs 4.18 for Q4FY17.

Note: Prior Year financials are restated as per IND AS and are unaudited

Consolidated Q1FY18 Y-o-Y Review



- The operating revenue was Rs 607 million for Q1FY18 as compared to Rs 731 million in Q1FY17; a drop of 16.9%. Operating revenue for the quarter includes Rs 19.7 million towards sale of SEIS Scrips.
- Total income was Rs 611 million as compared to Rs 735 million in Q1FY17; a drop of 16.9%.
- Company reported EBITDA of Rs 124 million with the margin at 20.5% for Q1FY18 as compared to Rs 165 million (margin at 22.5%) in Q1FY17.
- Net profit stood at Rs 90 million for Q1FY18 as compared to Rs 92 million in Q1FY17.
- Basic EPS stood at Rs 8.43 as compared to Rs 8.64 for Q1FY17.
- The Company's net cash position improved to Rs 997 million during the quarter under review as compared to Rs 897 million in Q1FY17. Cash conversion ratio was at 105%.

Note: Prior Year financials are restated as per IND AS and are unaudited

Consolidated Financial Summary



Particulars	Metrics	30-Jun-17	31-Mar-17	QoQ Growth	30-Jun-16	YoY Growth
		Q1 FY18	Q4 FY17		Q1 FY17	
Revenue	Total Revenue (INR M)	610.8	576.4	6.0%	734.8	-16.9%
	Net Revenue (INR M)	607.4	575.3	5.6%	731.2	-16.9%
Profit	EBITDA (INR M)	124.2	119.4	4.0%	164.7	-24.6%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	<i>113.0</i>	<i>105.7</i>	<i>6.8%</i>	<i>157.7</i>	<i>-28.4%</i>
	PBT (INR M)	141.1	68.0	107.3%	145.7	-3.2%
	PAT (INR M) (Before OCI)	90.1	44.6	101.9%	92.0	-2.1%
	Total Comprehensive Income (INR M)	87.4	43.1	102.8%	90.5	-3.4%
	Margin	EBITDA	20.5%	20.8%		22.5%
	<i>PBT Before Forex Gain/Loss</i>	<i>18.5%</i>	<i>18.3%</i>		<i>21.5%</i>	
	PBT	23.1%	11.8%		19.8%	
	PAT (Before OCI)	14.8%	7.7%		12.5%	
	Total Comprehensive Income	14.3%	7.5%		12.3%	
EPS	Basic (Rs.)	8.4	4.2	101.6%	8.6	-2.5%
	Diluted (Rs.)	8.4	4.2	101.6%	8.6	-2.2%

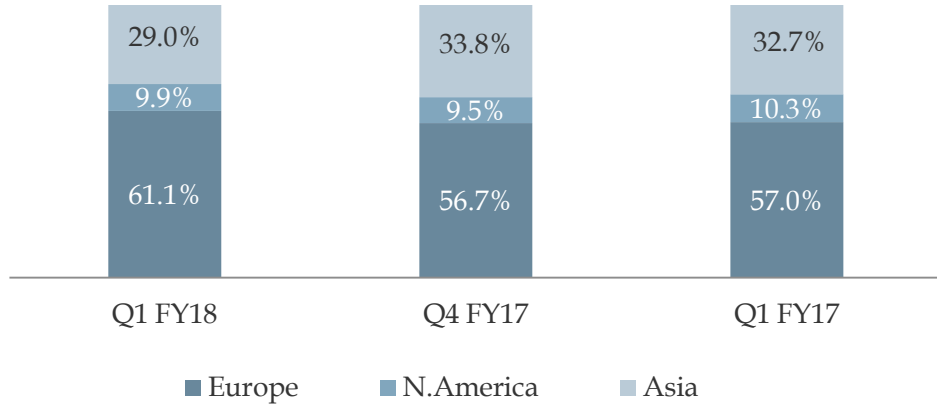
*OCI refers to Other Comprehensive Income

Note: Prior Year financials are restated as per IND AS and are unaudited

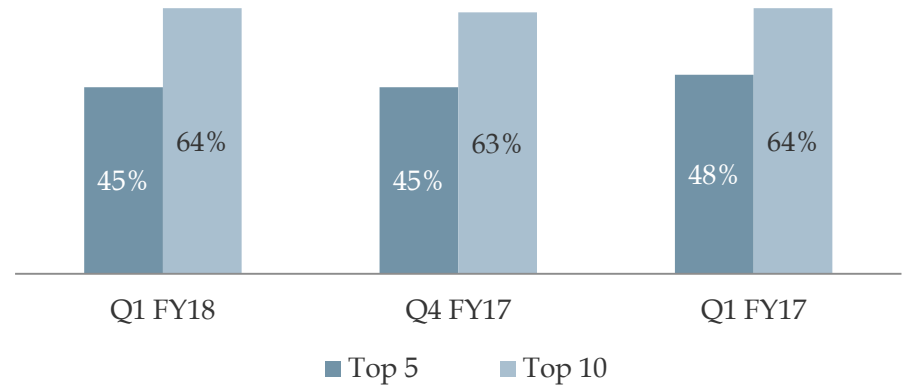
Operating Metrics



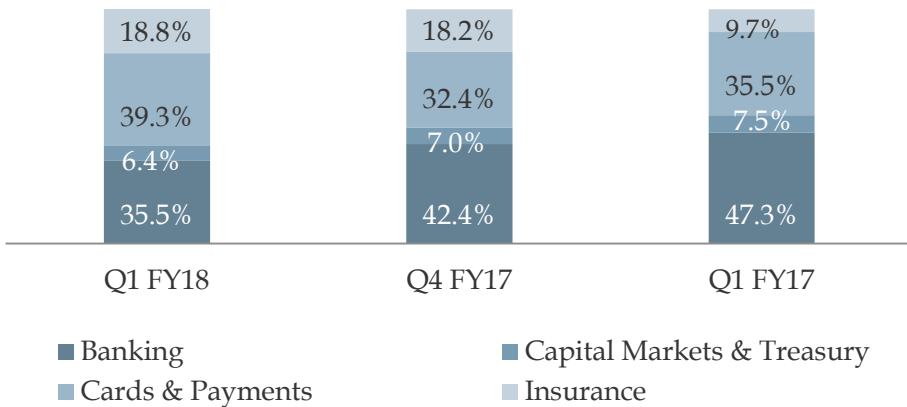
Revenue by Region



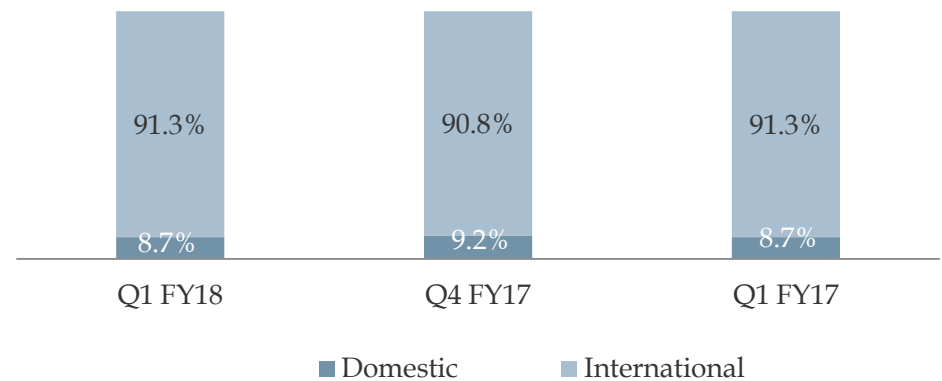
Client Concentration



Revenue by Practice



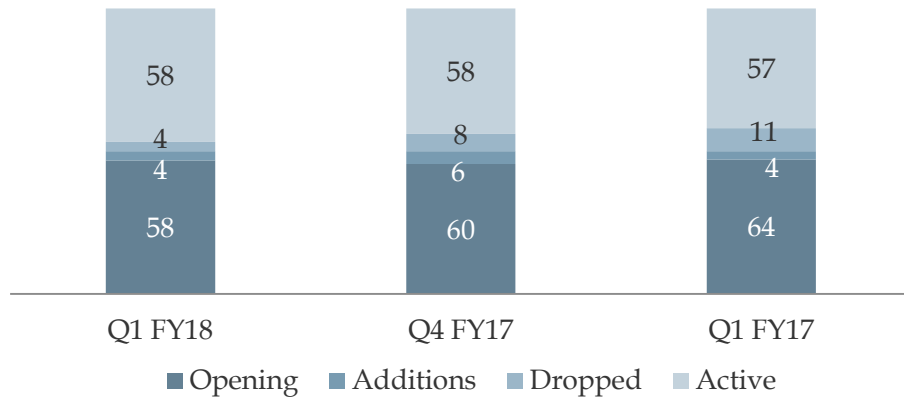
Revenue Distribution



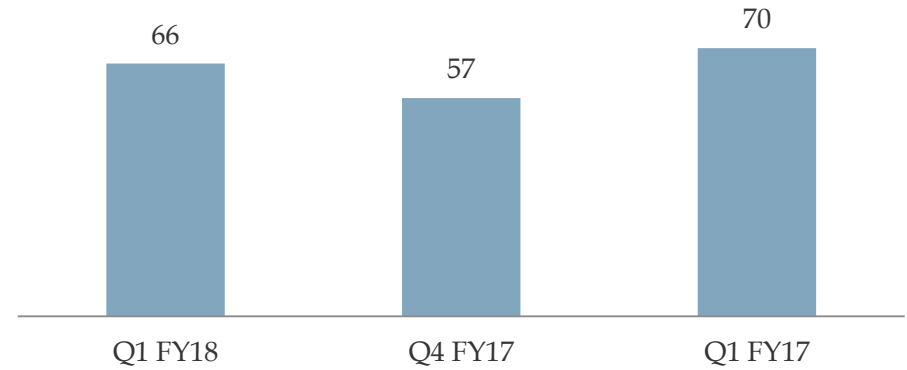
Operating Metrics



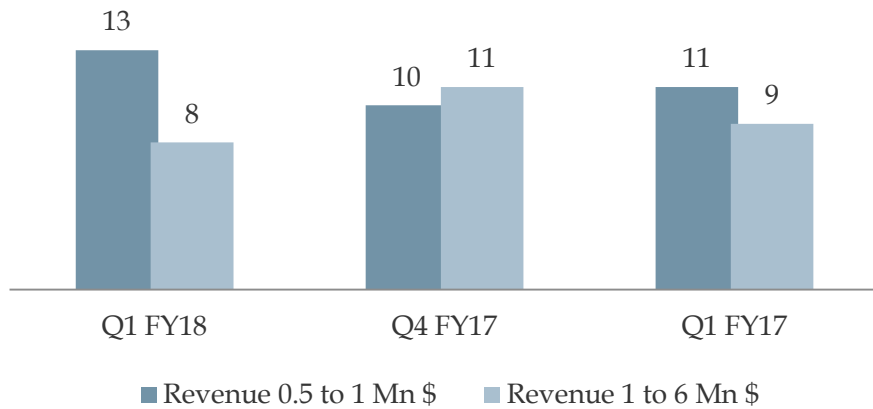
Clients Details



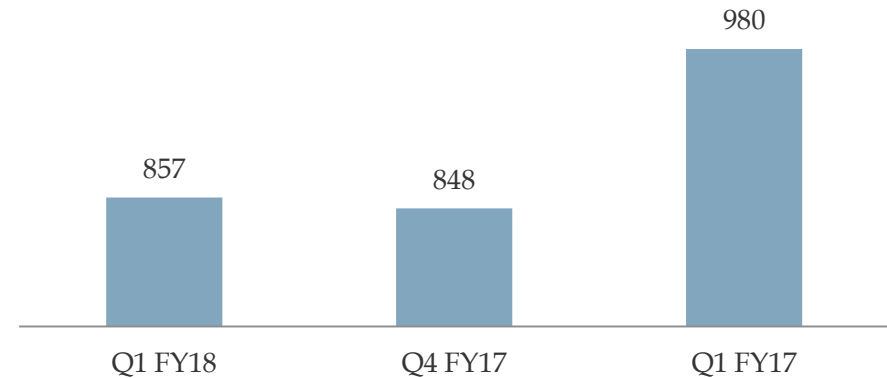
Debtors Days



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-17 Q1 FY18	31-Mar-17 Q4 FY17	QoQ Growth	30-Jun-16 Q1 FY17	YoY Growth
	Net Sales / Income from Operation					
1	Income	607.4	575.3	6%	731.2	-17%
2	Expenditure					
(a)	Employee Cost	392.1	351.1	12%	435.1	-10%
(b)	Depreciation	14.3	14.1	2%	10.3	40%
(c)	Other Expenditure	91.0	104.8	-13%	131.4	-31%
(d)	Total Expenditure	497.5	469.9	6%	576.8	-14%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	109.9	105.3	4%	154.5	-29%
4	Other Income	3.4	1.0	248%	3.6	-5%
5	Profit before Interest and Exceptional Items (3+4)	113.3	106.3	7%	158.1	-28%
6	Interest	0.4	0.6		0.4	
7	Exchange Gain/(loss)	28.1	(37.7)		(12.0)	
8	Profit after Interest but before Exceptional Items (5-6+7)	141.1	68.0	107%	145.7	-3%
9	Exceptional Items					
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	141.1	68.0	107%	145.7	-3%
11	Tax Expenses	50.9	23.4	118%	53.6	-5%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	90.1	44.6	102%	92.0	-2%
13	Extraordinary Items (net of tax expense Rs.)					
14	Net Profit(+)/ Loss (-) for the Period (12-13)	90.1	44.6	102%	92.0	-2%
15	Other Comprehensive Income	(2.7)	(1.5)		(1.5)	
16	Total Comprehensive Income for the period (14+15)	87.4	43.1	103%	90.5	-3%
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	8.43	4.18	102%	8.64	-2%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	8.41	4.17	102%	8.60	-2%

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