

SQS India BFSI Limited
Earnings Presentation – Q1FY19

Safe Harbor



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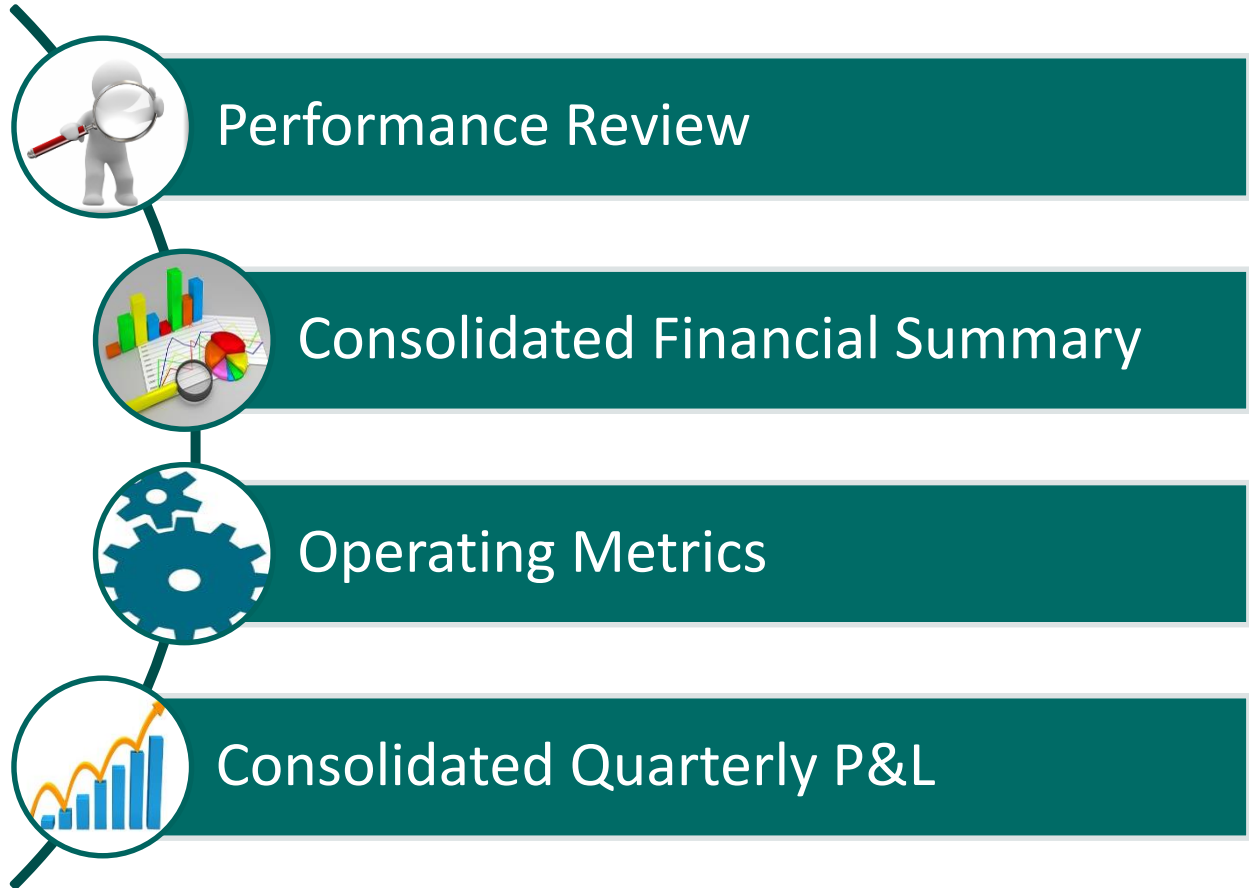
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Agenda



Consolidated Q1FY19 Q-o-Q Review



❑ 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



❑ 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

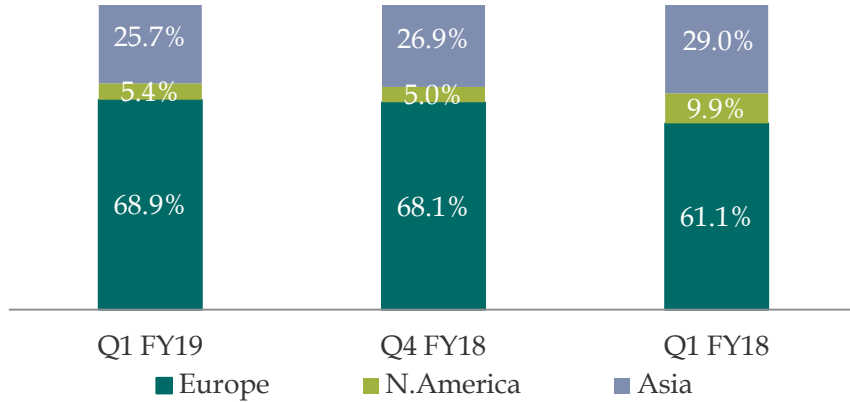


Particulars	Metrics	30-Jun-18 Q1 FY19	31-Mar-18 Q4 FY18	QoQ Growth	30-Jun-17 Q1 FY18	YoY Growth
Revenue (Rs Million)	Total Revenue	740.8	764.7	-3.1%	610.8	21.3%
	Net Revenue	731.1	756.4	-3.3%	607.4	20.4%
	EBITDA	129.3	124.7	3.7%	123.8	4.5%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	125.2	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%

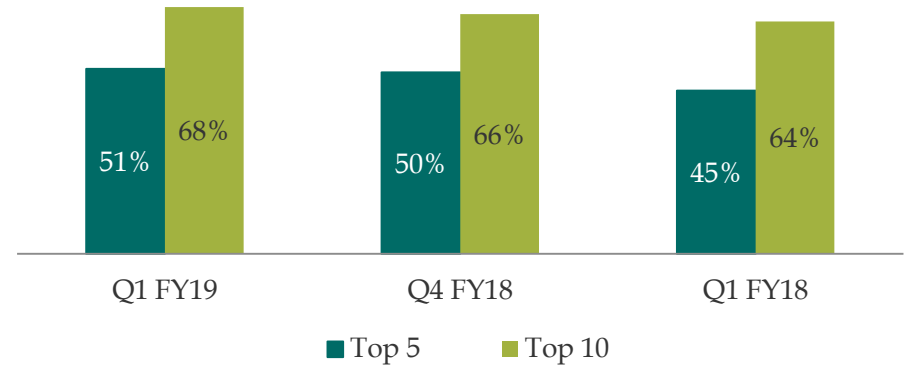
Operating Metrics



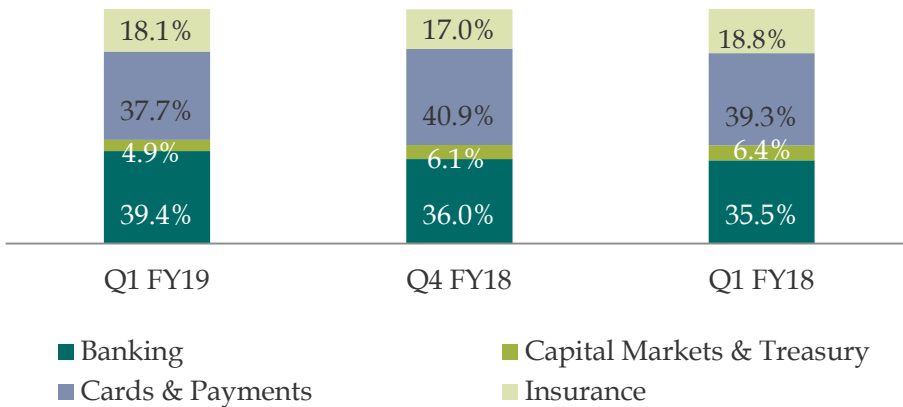
Revenue by Region



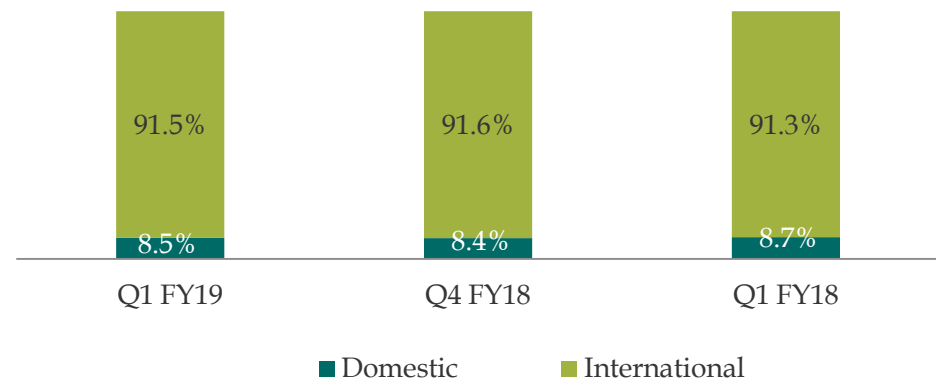
Client Concentration



Revenue by Practice



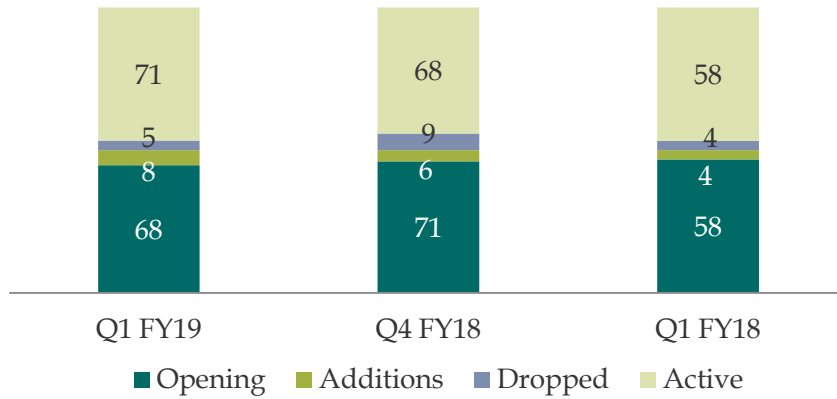
Revenue Distribution



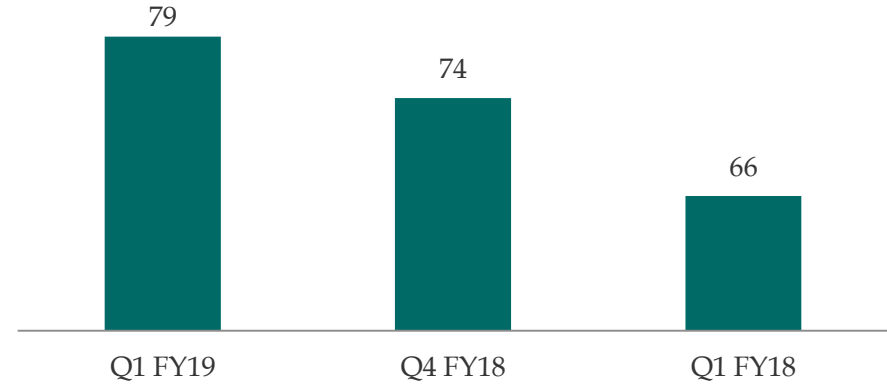
Operating Metrics



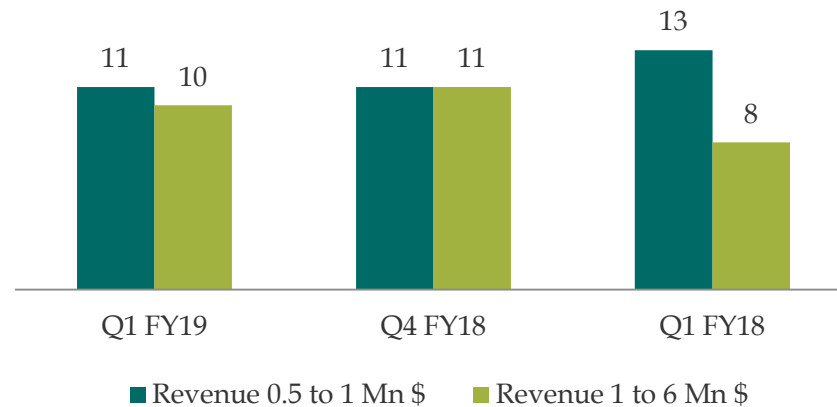
Clients Details



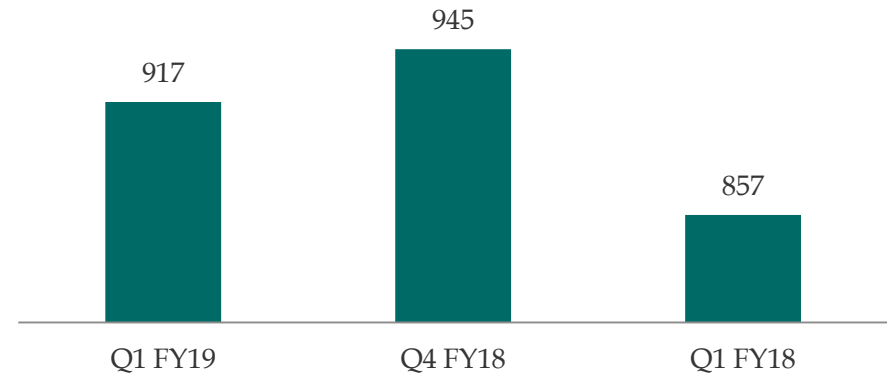
Debtors Days



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
	Net Sales / Income from Operation					
1	Income	731.1	756.4	-3%	607.4	20%
2	Expenditure					
(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)	Total Expenditure	615.7	645.6	-5%	497.9	24%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	115.4	110.7	4%	109.4	5%
4	Other Income	9.8	8.3	17%	3.4	185%
5	Profit before Interest and Exceptional Items (3+4)	125.2	119.0	5%	112.9	11%
6	Finance Cost		2.9		-	
7	Exchange Gain/ (loss)	(1.9)	29.4		28.1	
8	Profit after Interest but before Exceptional Items (5-6+7)	123.3	145.6	-15%	141.0	-13%
9	Exceptional Items					
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	123.3	145.6	-15%	141.0	-13%
11	Tax Expenses	39.6	42.3	-6%	50.9	-22%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	83.8	103.3	-19%	90.0	-7%
13	Extraordinary Items (net of tax expense Rs.)					
14	Net Profit(+)/ Loss (-) for the Period (12-13)	83.8	103.3	-19%	90.0	-7%
15	Other Comprehensive Income	1.3	0.5		(2.7)	
16	Total Comprehensive Income for the period (14+15)	85.0	103.8	-18%	87.3	-3%
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