

SQS India BFSI Limited
Earnings Presentation – Q3FY18

Safe Harbor



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Agenda



Performance Review

Consolidated Financial Summary

Operating Metrics

Consolidated Quarterly P&L

Consolidated Q3FY18 Q-o-Q Review



- The operating revenue was Rs 704 million in Q3FY18 as compared to Rs 697 million during the previous quarter; a growth of 1.0%. Operating revenue for the quarter includes Rs 16.3 million towards sale of SEIS Scrips.
- Total income was Rs 710 million in Q3FY18 as compared to Rs 699 million during the previous quarter; a growth of 1.6%.
- EBITDA stood at Rs 105 million with the margin at 15.0% in Q3FY18 as compared to Rs 104 million with the margin at 15.0% during the previous quarter.
- Profit after tax stood at Rs 53 million during the quarter under review as compared to Rs 74 million during Q2FY18, impacted by a forex loss of Rs 16 million as compared to forex gain of Rs 19 million in Q2FY18.
- Basic EPS stood at Rs 4.96 as compared to Rs 6.87 for Q2FY18.
- The Company's net cash position stood at Rs 859 million during the quarter under review as compared to Rs 748 million for Q2FY18.

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

Consolidated 9MFY18 Review



- The operating revenue marginally decreased by 0.8% to Rs 2,008 million during the 9m period under review as compared to Rs 2,024 million in the corresponding period of the previous year. Operating revenue for the period includes Rs 36.0 million towards sale of SEIS Scrips.
- Total income was Rs 2,020 million for the 9m period ended December 31, 2017 as compared to Rs 2,030 million in the corresponding period of the previous year.
- EBITDA stood at Rs 334 million with the margin at 16.6% during the 9m period under review, compared to Rs 402 million with the margin at 19.8% during the corresponding period of previous year.
- Profit After Tax stood at Rs 217 million for the 9m period ended December 31, 2017 as compared to Rs 193 million in the corresponding period of the previous year; reflecting a growth of 12.6%.
- Basic EPS stood at Rs 20.25 as compared to Rs 18.01 in the previous year for same period.
- The Company's net cash position stood at Rs 859 million during the 9m period under review as compared to Rs 832 million in December 31, 2016.

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

Consolidated Financial Summary



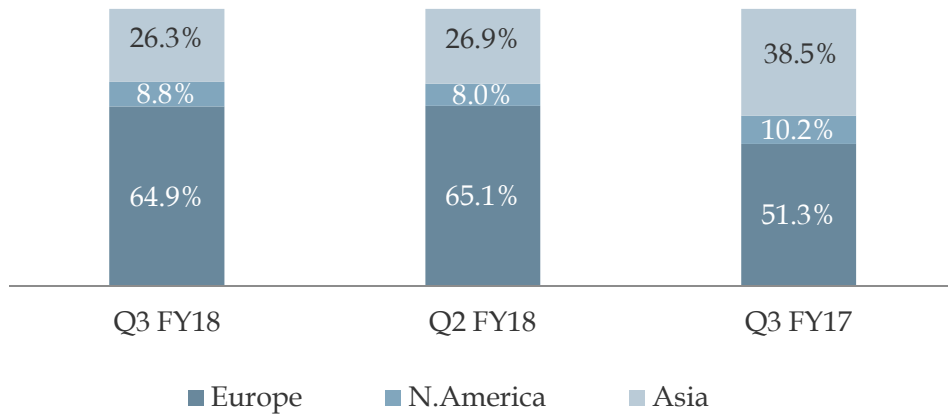
Particulars	Metrics	31-Dec-17	30-Sep-17	QoQ Growth	31-Dec-16	YoY Growth	31-Dec-17	31-Dec-16	YoY Growth
		Q3 FY18	Q2 FY18		Q3 FY17		9M FY18	9M FY17	
Revenue	Total Revenue (INR M)	710.1	699.0	1.6%	609.8	16.5%	2,019.9	2,029.8	-0.5%
	Net Revenue (INR M)	704.0	696.7	1.0%	609.4	15.5%	2,008.0	2,024.2	-0.8%
Profit	EBITDA (INR M)	105.3	104.3	1.0%	101.7	3.6%	333.8	401.5	-16.9%
	<i>PBT Before Forex Gain/Loss</i> (INR M)	97.4	92.3	5.5%	87.3	11.6%	302.5	367.9	-17.8%
	PBT (INR M)	81.8	110.8	-26.2%	63.1	29.7%	333.5	302.1	10.4%
	PAT (INR M) (Before OCI)	53.0	73.8	-28.2%	40.2	32.0%	216.8	192.5	12.6%
	Total Comprehensive Income (INR M)	55.1	73.5	-25.1%	38.2	44.3%	215.6	187.5	15.0%
Margin	EBITDA	15.0%	15.0%		16.7%		16.6%	19.8%	
	<i>PBT Before Forex Gain/Loss</i>	13.7%	13.2%		14.3%		15.0%	18.1%	
	PBT	11.5%	15.9%		10.3%		16.5%	14.9%	
	PAT (Before OCI)	7.5%	10.6%		6.6%		10.7%	9.5%	
	Total Comprehensive Income	7.8%	10.5%		6.3%		10.7%	9.2%	
EPS	Basic (Rs.)	4.96	6.87	-27.8%	3.72	33.3%	20.25	18.01	12.4%
	Diluted (Rs.)	4.95	6.85	-27.7%	3.71	33.5%	20.22	17.95	12.7%

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

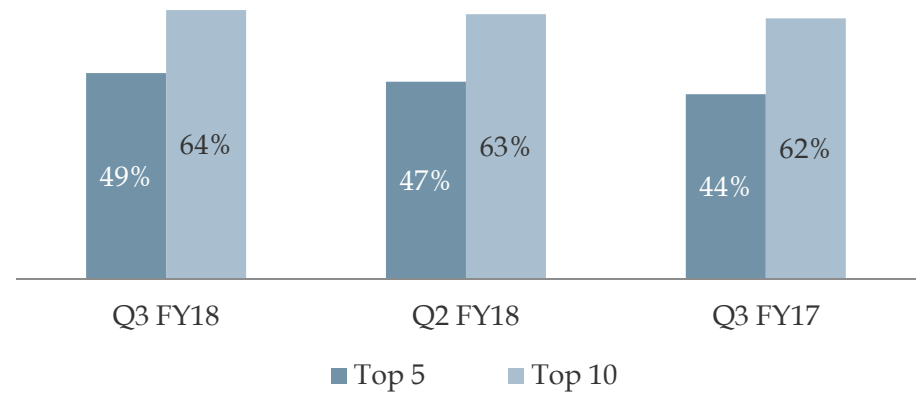
Operating Metrics



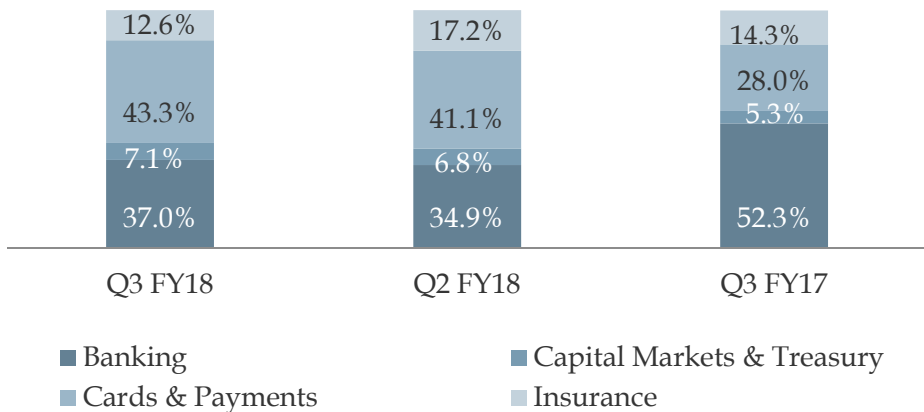
Revenue by Region



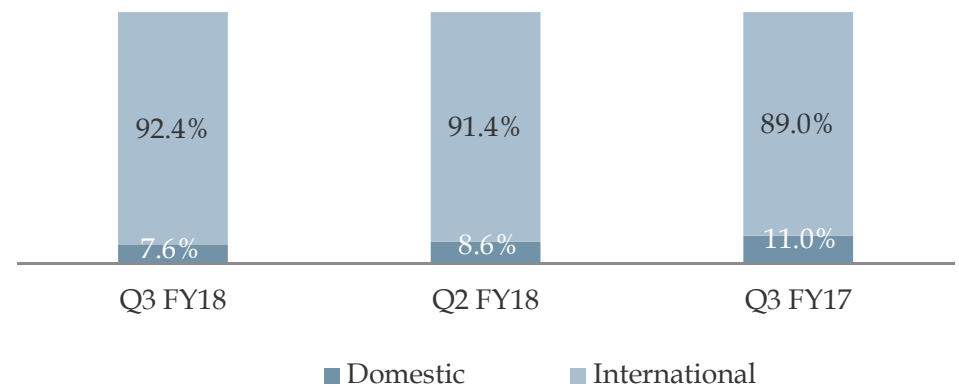
Client Concentration



Revenue by Practice



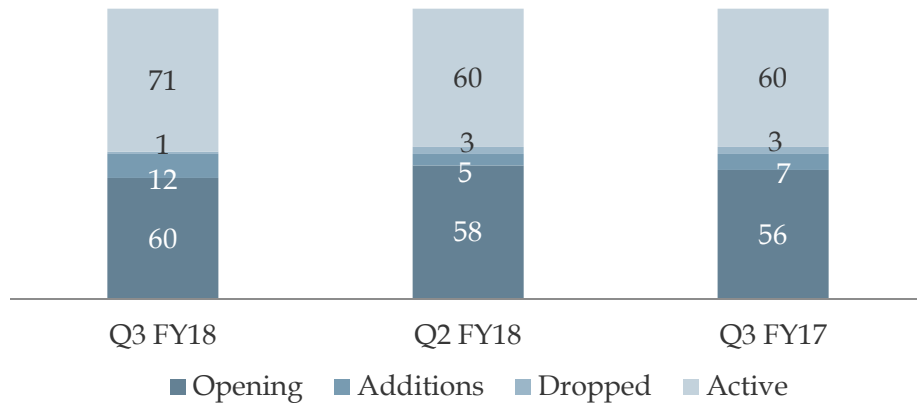
Revenue Distribution



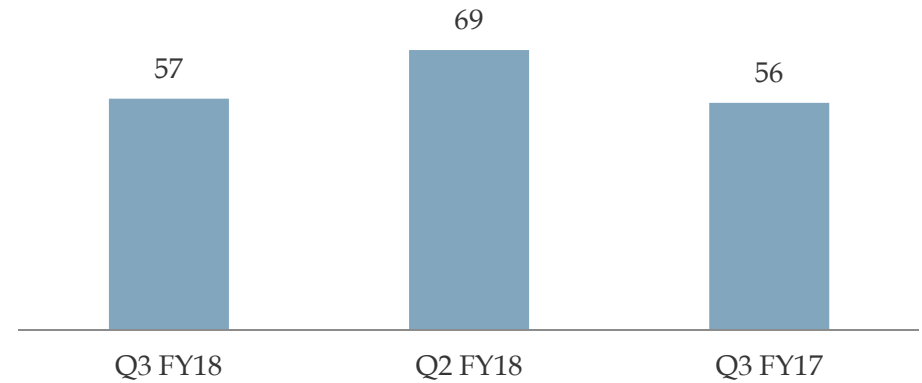
Operating Metrics



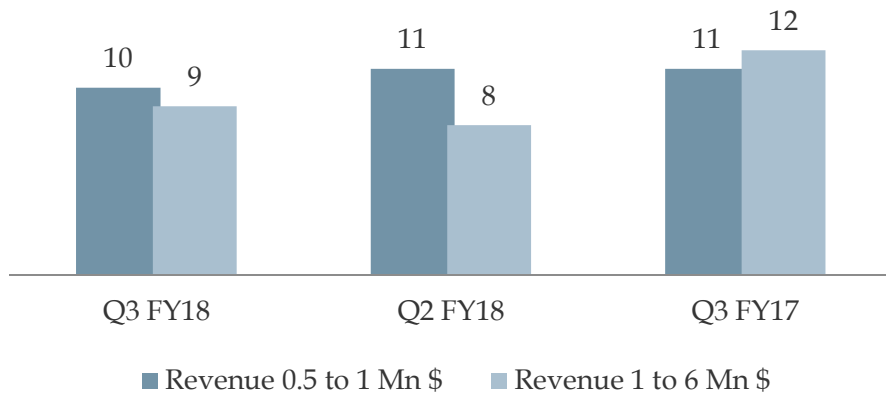
Clients Details



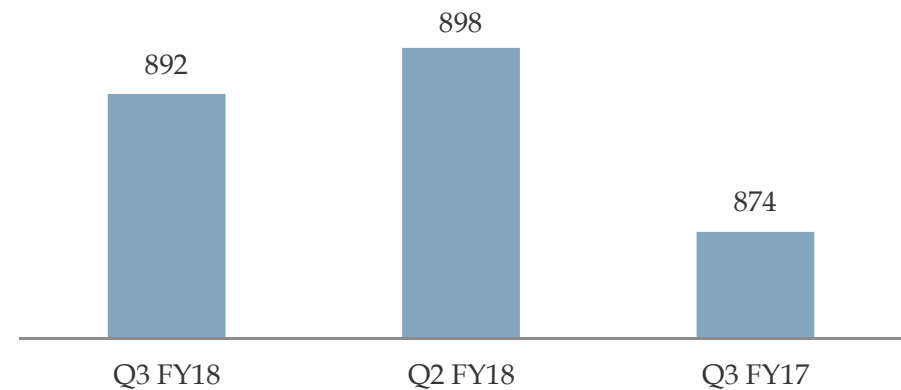
Debtors Days



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)	31-Dec-17 Q3 FY18	30-Sep-17 Q2 FY18	QoQ Growth	31-Dec-16 Q3 FY17	YoY Growth	31-Dec-17 9M FY18	31-Dec-16 9M FY17	YoY Growth
	Net Sales / Income from Operation								
1	Income	704.0	696.7	1%	609.4	16%	2,008.0	2,024.2	-1%
2	Expenditure								
(a)	Employee Cost	480.5	479.5	0%	387.9	24%	1,352.2	1,231.5	10%
(b)	Depreciation	13.5	13.6	-1%	14.3	-6%	41.5	37.9	10%
(c)	Other Expenditure	118.1	112.9	5%	119.8	-1%	322.1	391.2	-18%
(d)	Total Expenditure	612.2	606.1	1%	522.0	17%	1,715.8	1,660.6	3%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	91.8	90.6	1%	87.4	5%	292.3	363.6	-20%
4	Other Income	6.1	2.3	167%	0.4	1437%	11.9	5.6	112%
5	Profit before Interest and Exceptional Items (3+4)	97.9	92.9	5%	87.8	12%	304.1	369.2	-18%
6	Interest	0.5	0.6		0.5		1.6	1.3	
7	Exchange Gain/(loss)	(15.6)	18.5		(24.2)		31.0	(65.8)	
8	Profit after Interest but before Exceptional Items (5-6+7)	81.8	110.8	-26%	63.1	30%	333.5	302.1	10%
9	Exceptional Items								
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	81.8	110.8	-26%	63.1	30%	333.5	302.1	10%
11	Tax Expenses	28.8	37.0	-22%	22.9	26%	116.7	109.5	7%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	53.0	73.8	-28%	40.2	32%	216.8	192.5	13%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (12-13)	53.0	73.8	-28%	40.2	32%	216.8	192.5	13%
15	Other Comprehensive Income	2.1	(0.3)		(2.0)		(1.2)	(5.0)	
16	Total Comprehensive Income for the period (14+15)	55.1	73.5	-25%	38.2	44%	215.6	187.5	15%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	4.96	6.87	-28%	3.72	33%	20.25	18.01	13%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	4.95	6.85	-28%	3.71	34%	20.22	17.95	13%



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Thank you for your attention.

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Our Values

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for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity