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SQS India BFSI Limited Earnings Presentation – Q1 FY16

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Particulars



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

Consolidated Q1 FY16 Q-o-Q Review

- Q1 FY16 Operating revenue was Rs 583 million compared to Rs 526 million during the previous quarter.
- Total income was Rs 587 million compared to Rs 531 million during the previous quarter - increase of 11 %.
- The Company reported EBITDA of Rs 100 million compared to Rs 90 million during Q4 FY 15.
- EBITDA Margin stood at 17.3% for Q1 FY16 compared to 17.1% in Q4 FY15.
- Profit after tax stood at Rs 87 million during the quarter under review compared to Rs 16 million during the previous quarter.
- Basic EPS increases by 425% at Rs 8.2 compared to Rs 1.6 for Q4 FY15.

Consolidated Q1 FY16 Y-o-Y Review

- Q1 FY16 Operating revenue was Rs 583 million compared to Rs 513 million during the previous year same quarter.
- Total income was Rs 587 million compared to Rs 518 million during the previous year same quarter - increase of 13 %.
- The Company reported EBITDA of Rs 100 million compared to Rs 101 million during the corresponding quarter in the previous year.
- EBITDA Margin stood at 17.3% for Q1 FY16 compared to 19.7% in Q1 FY15.
- Profit after tax shows a growth of 39% at Rs 87 million compared to Rs 63 million during the previous year same quarter.
- Basic EPS increased by 35% at Rs 8.2 compared to Rs 6.1 for Q1 FY15.

Consolidated Financial Summary

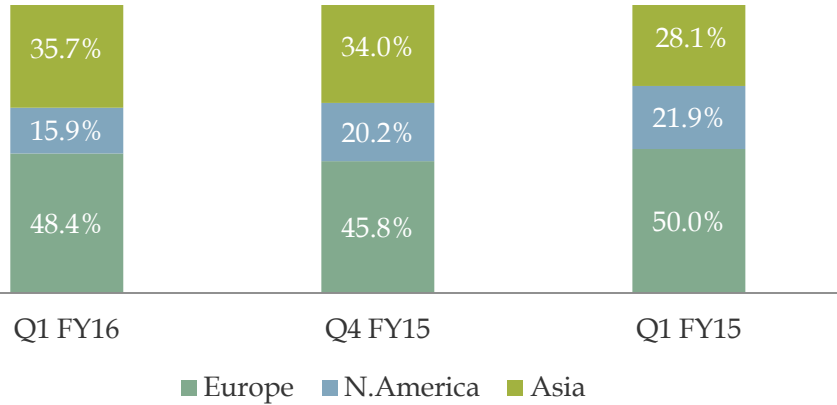


| Particulars | Metrics | 30-Jun-15 Q1 FY16 | 31-Mar-15 Q4 FY15 | QoQ Growth | 30-Jun-14 Q1 FY15 | YoY Growth |
|---------------------|------------------------------------------|----------------------|----------------------|------------|----------------------|------------|
| Revenue | Total Revenue (INR M) | 587.0 | 530.7 | 11% | 518.0 | 13% |
| | Net Revenue (INR M) | 582.6 | 525.9 | 11% | 513.2 | 14% |
| Profit | EBITDA (INR M) | 100.5 | 90.0 | 12% | 101.0 | 0% |
| | <i>PBT Before Forex Gain/Loss(INR M)</i> | 92.4 | 78.7 | 17% | 88.0 | 5% |
| | PBT (INR M) | 130.7 | 25.2 | 419% | 93.7 | 39% |
| | PAT (INR M) | 87.1 | 16.4 | 431% | 62.7 | 39% |
| Margin | EBITDA | 17.3% | 17.1% | | 19.7% | |
| | <i>PBT Before Forex Gain/Loss</i> | 15.7% | 14.8% | | 17.0% | |
| | PBT | 22.3% | 4.7% | | 18.1% | |
| | PAT | 14.8% | 3.1% | | 12.1% | |
| EPS | Basic (Rs.) | 8.2 | 1.6 | 425% | 6.1 | 35% |
| | Diluted (Rs.) | 8.1 | 1.6 | 425% | 5.9 | 38% |
| ShareHolding | Promoters (%) | 54.5% | 54.6% | | 53.2% | |
| | Public (%) | 45.5% | 45.4% | | 46.9% | |

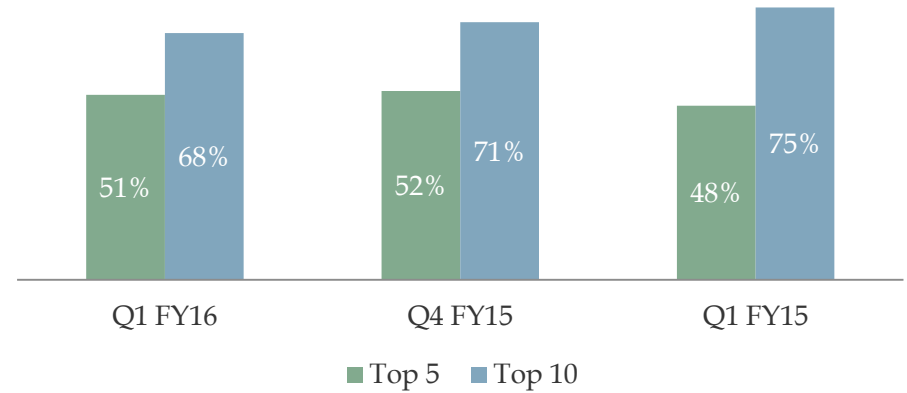
Operating Metrics



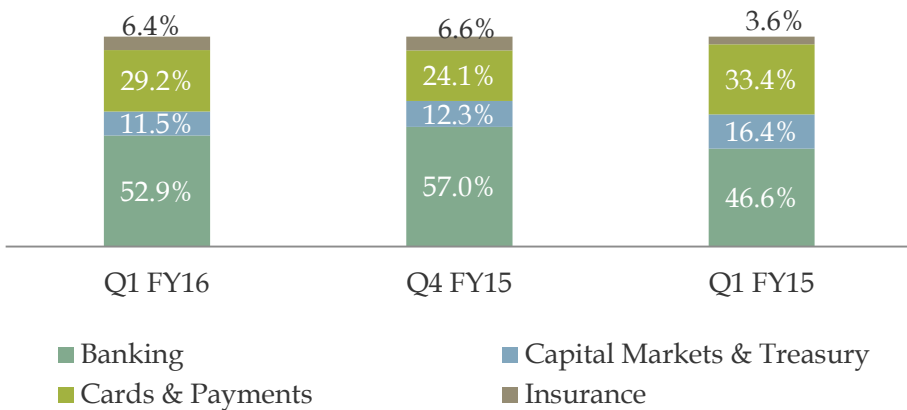
Revenue by Region



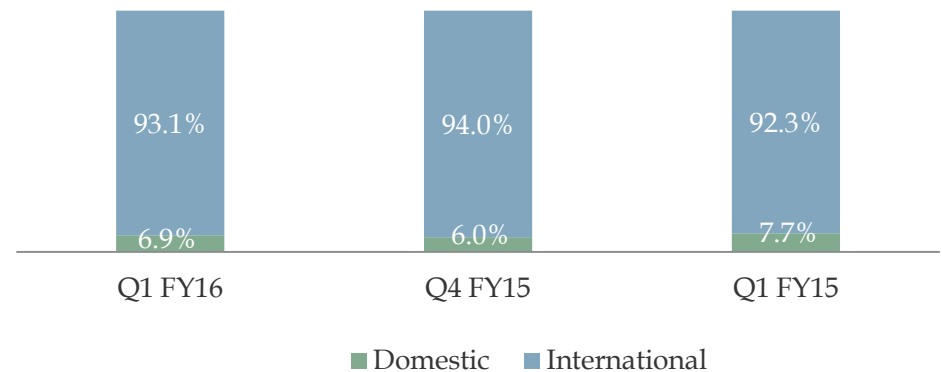
Client Concentration



Revenue by Practice



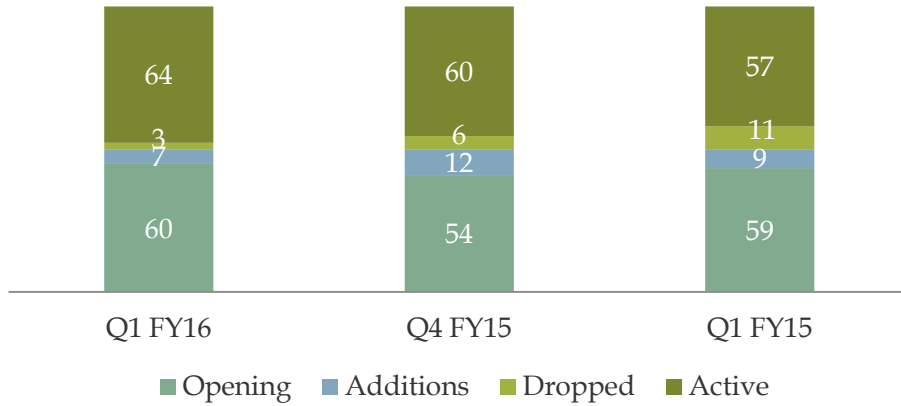
Revenue Distribution



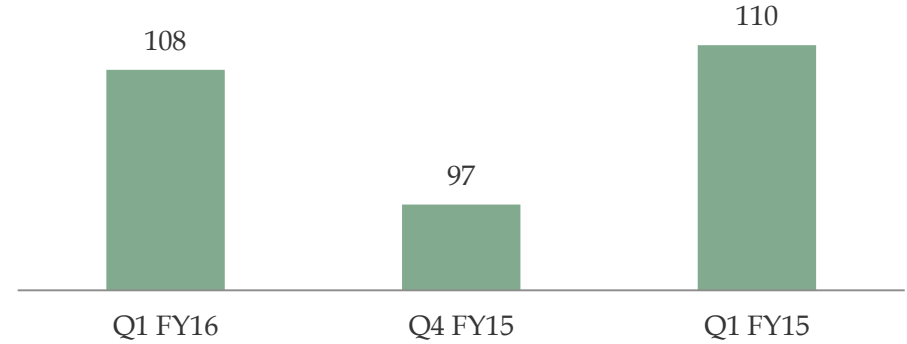
Operating Metrics



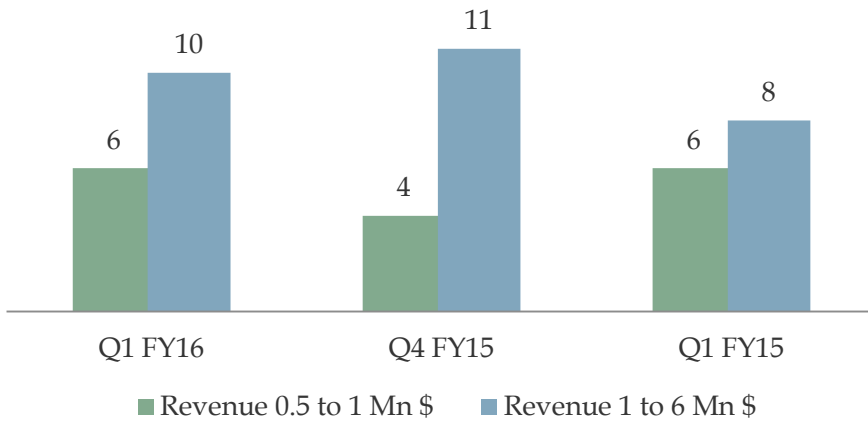
Clients Details



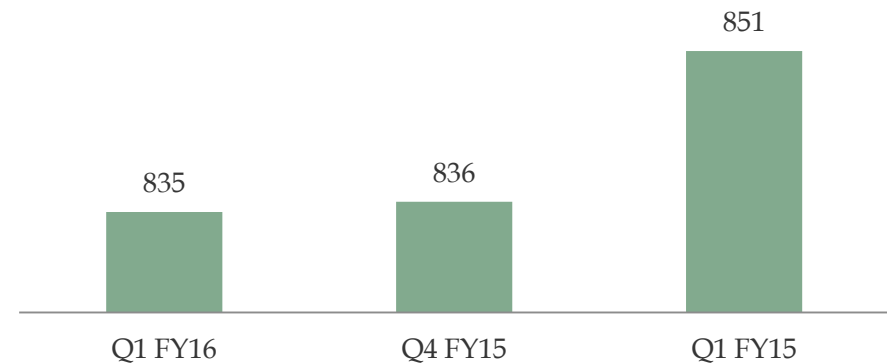
Debtors Days



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-15 Q1 FY16 | 31-Mar-15 Q4 FY15 | QoQ Growth | 30-Jun-14 Q1 FY15 | YoY Growth |
|--------|-----------------------------------------------------------------------------------------------------------|----------------------|----------------------|------------|----------------------|------------|
| | Net Sales / Income from Operation | | | | | |
| 1 | Income | 582.6 | 525.9 | 11% | 513.2 | 14% |
| 2 | Expenditure | | | | | |
| (a) | Employee Cost | 382.1 | 345.4 | 11% | 313.7 | 22% |
| (b) | Depreciation | 11.2 | 12.6 | -11% | 13.4 | -16% |
| (c) | Other Expenditure | 100.0 | 90.5 | 10% | 98.5 | 2% |
| (d) | Total Expenditure | 493.3 | 448.5 | 10% | 425.6 | 16% |
| 3 | Profit from Operations before Other Income, Interest & Exceptional Items (1-2) | 89.3 | 77.4 | 15% | 87.6 | 2% |
| 4 | Other Income | 4.4 | 4.8 | -8% | 4.8 | -9% |
| 5 | Profit before Interest and Exceptional Items (3+4) | 93.7 | 82.2 | 14% | 92.4 | 1% |
| 6 | Interest | 1.3 | 3.5 | | 4.4 | |
| 7 | Exchange Gain/(loss) | 38.3 | (53.5) | | 5.7 | |
| 8 | Profit after Interest but before Exceptional Items (5-6) | 130.7 | 25.2 | 419% | 93.7 | 39% |
| 8 | Exceptional Items | | | | - | |
| 9 | Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8) | 130.7 | 25.2 | 419% | 93.7 | 39% |
| 10 | Tax Expenses | 43.6 | 8.8 | 396% | 31.0 | 41% |
| 11 | Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10) | 87.1 | 16.4 | 431% | 62.7 | 39% |
| 12 | Extraordinary Items (net of tax expense Rs.) | | | | - | |
| 13 | Net Profit(+)/ Loss (-) for the Period (11-12) | 87.1 | 16.4 | 431% | 62.7 | 39% |
| 14 | Paid-up Equity Share Capital of Rs10/- each | 105.6 | 105.5 | | 103.1 | |
| 15 | Reserves Excluding Revaluation Reserve | | | | - | |
| 16 | Earnings Per Share (EPS) in Rs. | | | | | |
| (a) | Basic and diluted EPS before Extraordinary items (not annualized) | 8.24 | 1.57 | 425% | 6.09 | 35% |
| (b) | Basic and diluted EPS after Extraordinary items (not annualized) | 8.14 | 1.55 | 425% | 5.91 | 38% |



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