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SQS India BFSI Limited Earnings Presentation – Q1 FY17

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Particulars



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

Consolidated Q1 FY17 Y-o-Y Review

- Q1 FY17 Operating revenue was Rs 731 million compared to Rs 583 million during the previous year same quarter.
- Total income was Rs 735 million compared to Rs 587 million during the previous year same quarter; growth of 25%.
- Company reported EBITDA of Rs 162 million compared to Rs 100 million during the corresponding quarter in the previous year.
- EBITDA Margin stood at 22.2% for Q1 FY17 compared to 17.3% in Q1 FY16.
- Profit after tax shows a growth of 4% at Rs 90 million, (reflects Forex Losses of Rs. 12 million) compared to Rs 87 million during the previous year same quarter.
- Basic EPS increased by 3% at Rs 8.5 compared to Rs 8.2 for Q1 FY16.
- The Company's net cash position improved to Rs. 904 million (previous year end Rs 861 million), demonstrating a strong profit to cash conversion ratio.

Consolidated Q1 FY17 Q-o-Q Review

- Q1 FY17 Operating revenue was Rs 731 million compared to Rs 722 million during the previous quarter.
- Total income was Rs 735 million compared to Rs 724 million during the previous quarter - increase of 1%.
- Company reported EBITDA of Rs 162 million compared to Rs 164 million in Q4 FY16.
- EBITDA Margin stood at 22.2% for Q1 FY17 compared to 22.7% in Q4 FY16.
- Profit after tax stood at Rs 90 million during the quarter under review compared to Rs 106 million during the previous quarter; drop primarily due to exchange loss of Rs. 12 million for the quarter.
- Basic EPS at Rs 8.5 compared to Rs 10.0 for Q4 FY16.

Consolidated Financial Summary

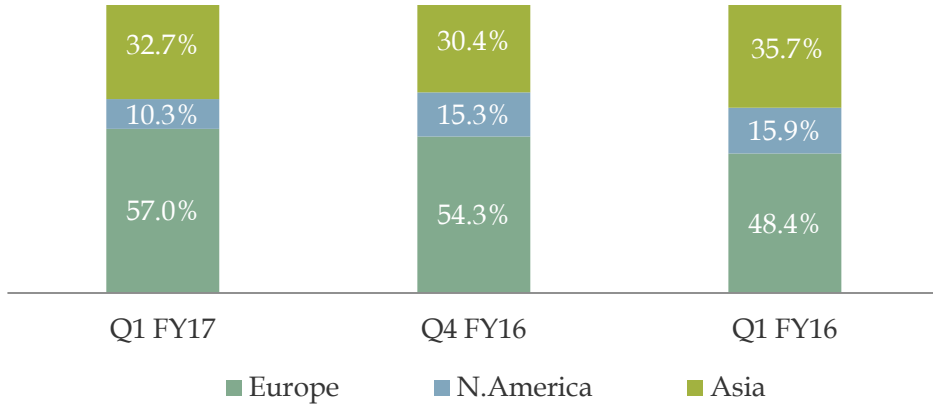


Particulars	Metrics	30-Jun-16	31-Mar-16	QoQ Growth	30-Jun-15	YoY Growth
		Q1 FY17	Q4 FY16		Q1 FY16	
Revenue	Total Revenue (INR M)	734.9	724.3	1%	587.0	25%
	Net Revenue (INR M)	731.2	722.4	1%	582.6	26%
Profit	EBITDA (INR M)	162.1	164.3	-1%	100.5	61%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	155.0	157.8	-2%	92.4	68%
	PBT (INR M)	143.0	158.4	-10%	130.7	9%
	PAT (INR M)	90.2	106.0	-15%	87.1	4%
Margin	EBITDA	22.2%	22.7%		17.3%	
	<i>PBT Before Forex Gain/Loss</i>	21.1%	21.8%		15.7%	
	PBT	19.5%	21.9%		22.3%	
	PAT	12.3%	14.6%		14.8%	
EPS	Basic (Rs.)	8.5	10.0	-15%	8.2	3%
	Diluted (Rs.)	8.5	9.9	-15%	8.1	4%
ShareHolding	Promoters (%)	54.0%	54.1%		54.5%	
	Public (%)	46.0%	45.9%		45.5%	

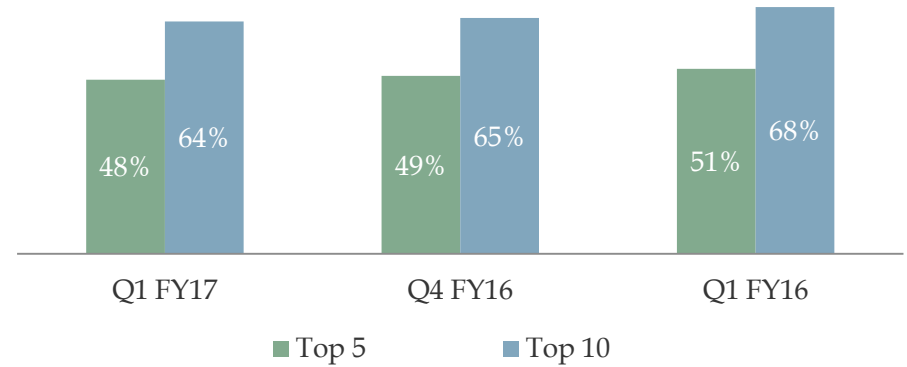
Operating Metrics



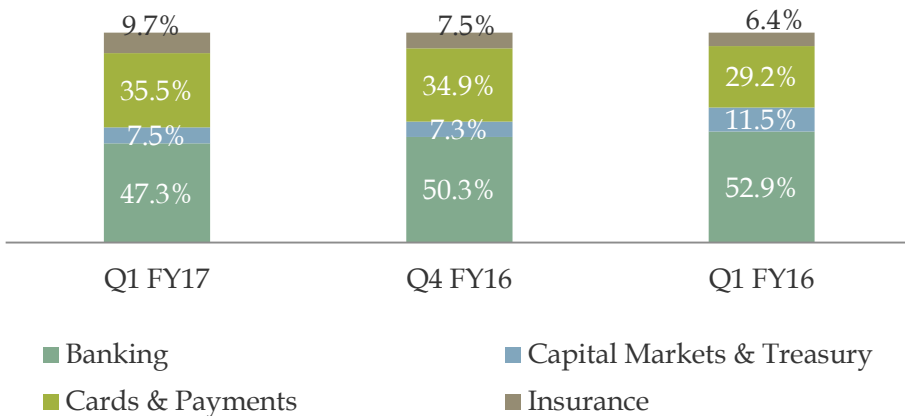
Revenue by Region



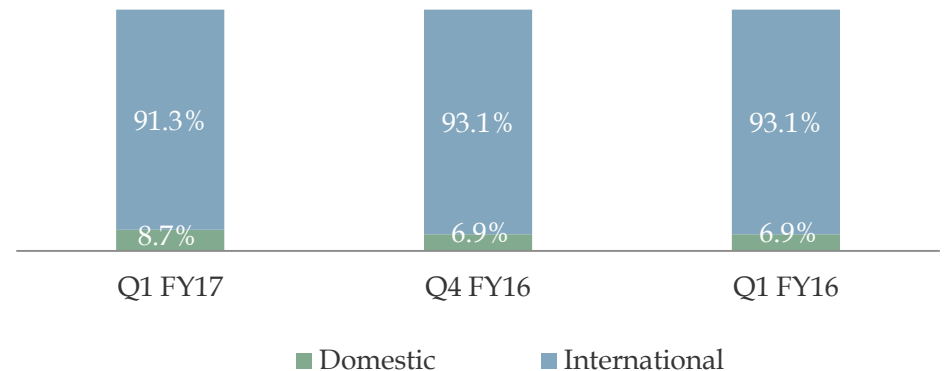
Client Concentration



Revenue by Practice



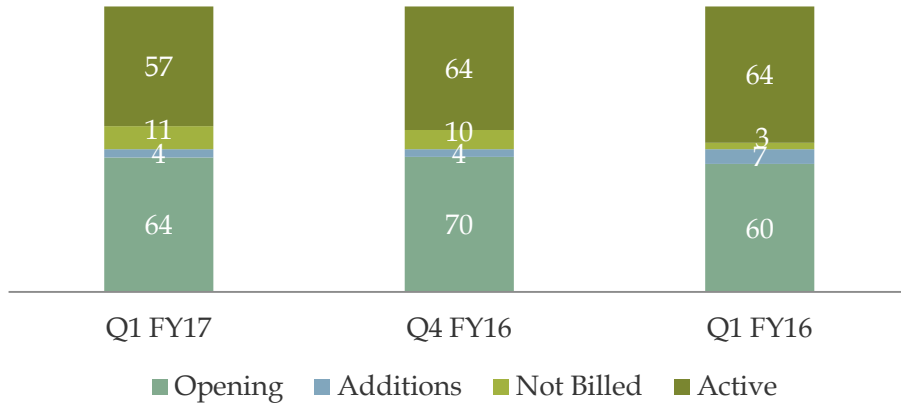
Revenue Distribution



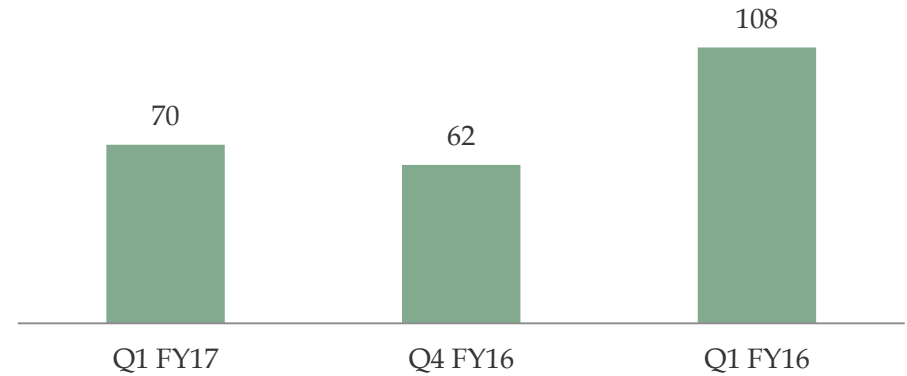
Operating Metrics



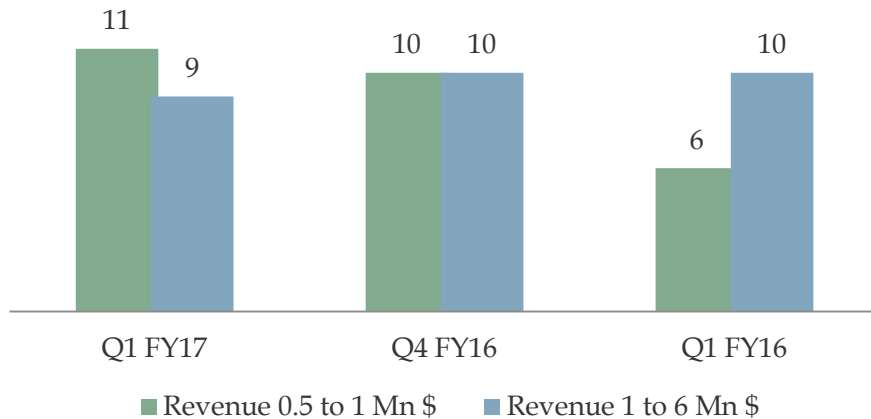
Clients Details



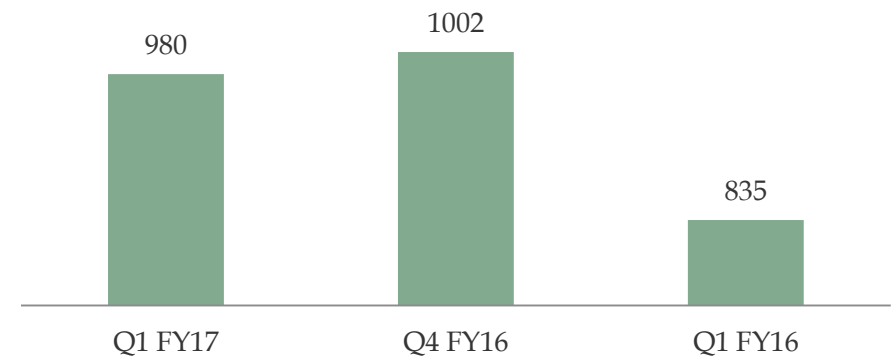
Debtors Days



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-16	31-Mar-16	QoQ Growth	30-Jun-15	YoY Growth
		Q1 FY17	Q4 FY16		Q1 FY16	
	Net Sales / Income from Operation					
1	Income	731.2	722.4	1%	582.6	26%
2	Expenditure					
(a)	Employee Cost	437.5	442.0	-1%	382.1	14%
(b)	Depreciation	10.3	7.9	31%	11.2	-8%
(c)	Other Expenditure	131.6	116.0	13%	100.0	32%
(d)	Total Expenditure	579.4	565.9	2%	493.3	17%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	151.9	156.5	-3%	89.3	70%
4	Other Income	3.6	1.9	92%	4.4	-17%
5	Profit before Interest and Exceptional Items (3+4)	155.5	158.4	-2%	93.7	66%
6	Interest	0.5	0.6		1.3	
7	Exchange Gain/(loss)	(12.0)	0.6		38.3	
8	Profit after Interest but before Exceptional Items (5-6)	143.0	158.4	-10%	130.7	9%
8	Exceptional Items					
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	143.0	158.4	-10%	130.7	9%
10	Tax Expenses	52.8	52.4	1%	43.6	21%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	90.2	106.0	-15%	87.1	4%
12	Extraordinary Items (net of tax expense Rs.)					
13	Net Profit(+)/ Loss (-) for the Period (11-12)	90.2	106.0	-15%	87.1	4%
14	Paid-up Equity Share Capital of Rs10/- each	-	-		105.6	
15	Reserves Excluding Revaluation Reserve					
16	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	8.49	9.97	-15%	8.24	3%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	8.46	9.91	-15%	8.14	4%



For more information, please contact:

Vaidyanathan N
SQS India BFSI Ltd.
vaidyanathan.n@sqs.com

Diwakar Pingle
Christensen IR
dpingle@christensenir.com

India Chennai
Registered Office/ Mailing address
SQS India BFSI Limited
(formerly Thinksoft Global Services Ltd.)
6A, sixth floor, Prince Infocity II,
No. 283/3 & 283/4, Rajiv Gandhi Salai (OMR),
Kandanchavadi, Chennai - 600 096.
Tel : +91 44 4392 3200
Fax : +91 44 4392 3258
CIN No. L64202TN1998PLC066604
www.sqs-bfsi.com