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SQS India BFSI Limited Earnings Presentation – Q1FY18

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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>	113.0	105.7	6.8%	157.7	-28.4%
	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>	18.5%	18.3%		21.5%	
	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%

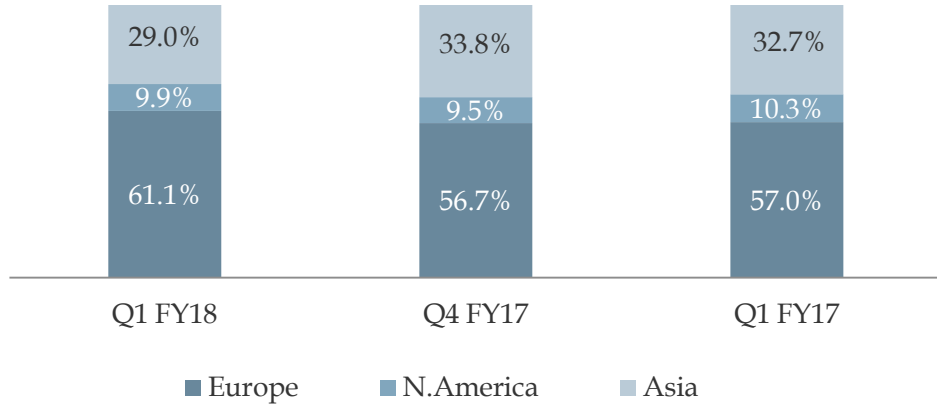
*OCI refers to Other Comprehensive Income

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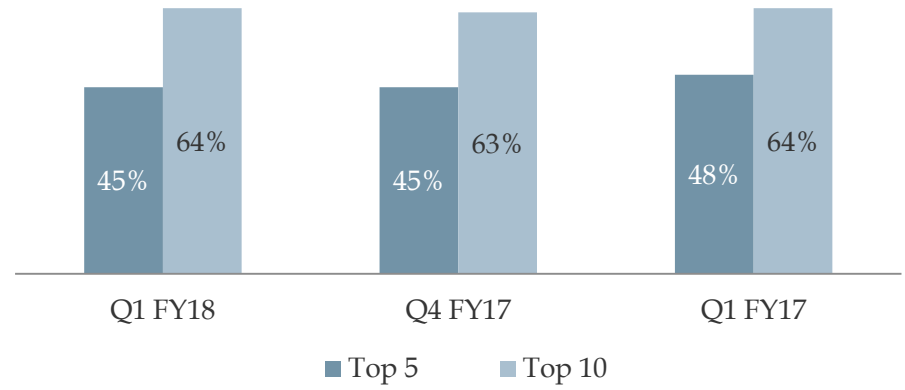
Operating Metrics



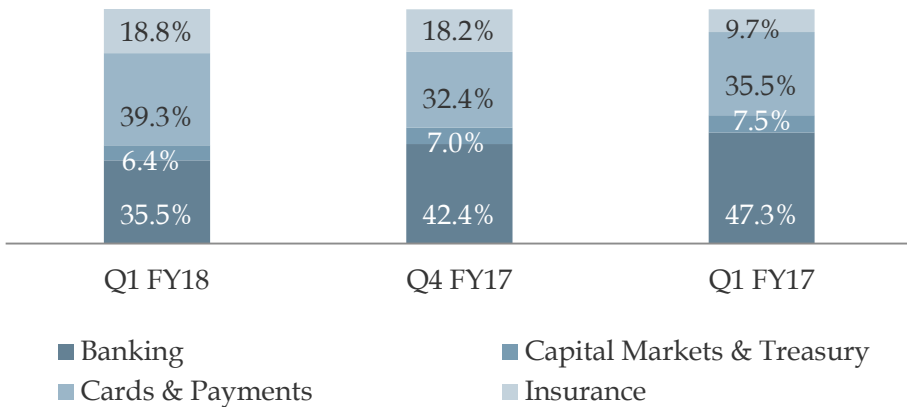
Revenue by Region



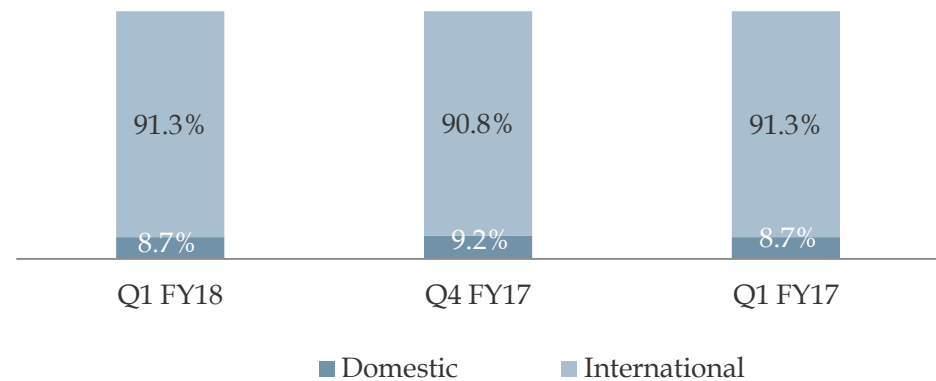
Client Concentration



Revenue by Practice



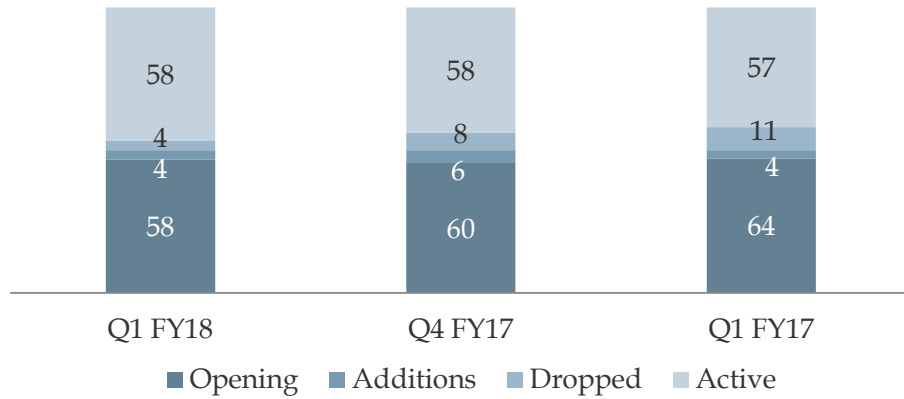
Revenue Distribution



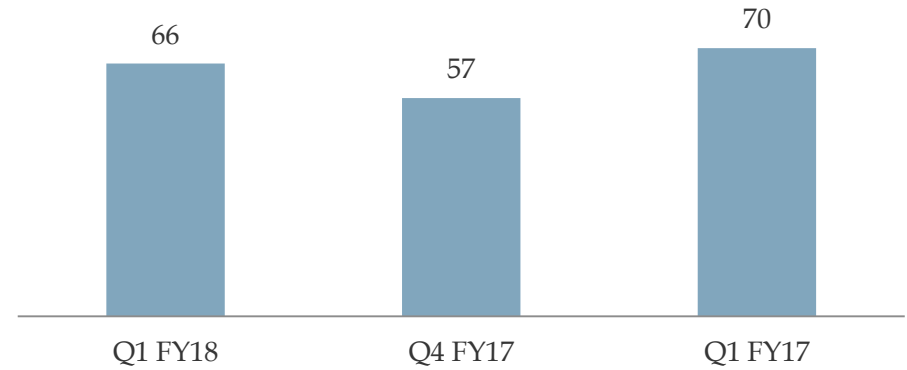
Operating Metrics



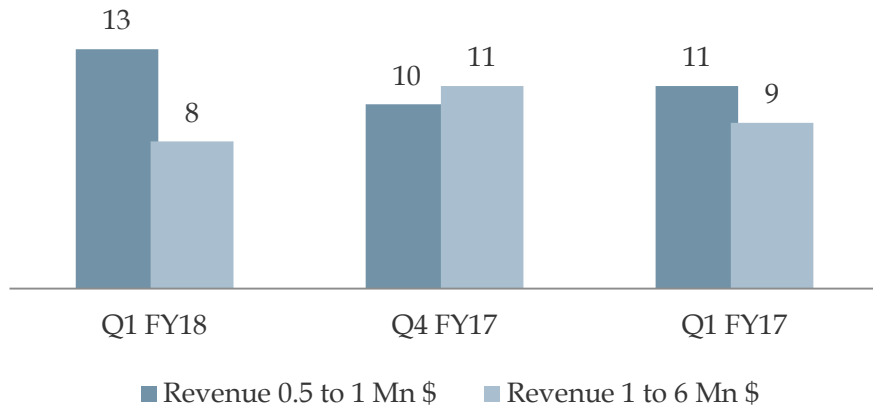
Clients Details



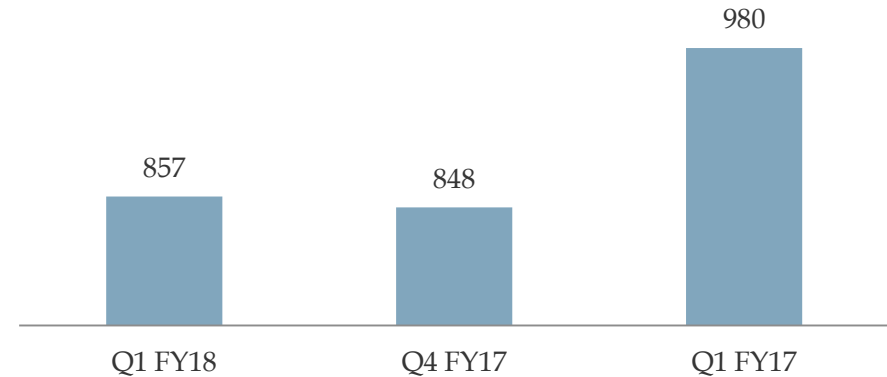
Debtors Days



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%

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



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