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SQS India BFSI Limited
Earnings Presentation – Q2FY18

Safe Harbor



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Agenda



Performance Review

Consolidated Financial Summary

Operating Metrics

Consolidated Quarterly P&L

Consolidated Q2FY18 Q-o-Q Review



- The operating revenue was Rs 697 million in Q2FY18 as compared to Rs 607 million during the last quarter; a growth of 14.7%.
- Total income was Rs 699 million in Q2FY18 as compared to Rs 611 million during the previous quarter; a growth of 14.4%.
- EBITDA stood at Rs 104 million with the margin at 15.0% in Q2FY18 as compared to Rs 124 million with the margin at 20.5 % during the previous quarter .
- Profit after tax stood at Rs 74 million during the quarter under review as compared to Rs 87 million during Q1FY18, reflecting a forex gain of Rs 19 million as compared to forex gain of Rs 28 million in Q1FY18.
- Basic EPS dropped by 18.5% at Rs 6.87 as compared to Rs 8.43 for Q1FY18.
- The Company's net cash position stood at Rs 748 million during the quarter under review.

Note: Q2FY17 financials are restated as per IND AS

Consolidated H1FY18 Review



- The operating revenue was Rs 1,304 million during the half year under review as compared to Rs 1,415 million during the corresponding first half of previous year.
- Total income was Rs 1,310 million for the H1FY18 as compared to Rs 1,420 million during the corresponding first half of previous year.
- EBITDA stood at Rs 228 million with the margin at 17.5% in H1FY18 as compared to Rs 301 million with the margin at 21.3% in H1FY17.
- Profits After Tax increased by 8.4% to Rs 161 million in H1FY18 as compared to Rs 148 million in corresponding first half of previous year.
- Basic EPS stood at Rs 15.30 in H1FY18 as against Rs 14.29 in H1FY17, an increase of 7.1%.
- The Company's net cash position stood at Rs 748 million during the half year ended under review as compared to Rs 762 million in Sep 30, 2016.

Note: Q2FY17 financials are restated as per IND AS

Consolidated Financial Summary



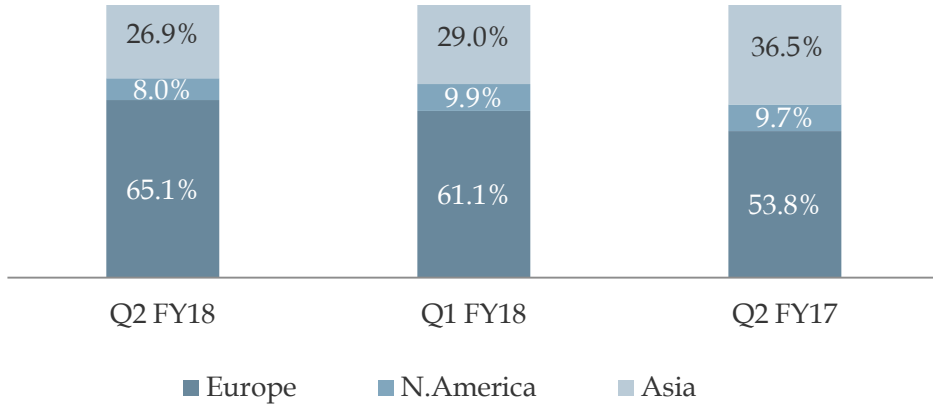
Particulars	Metrics	30-Sep-17	30-Jun-17	QoQ Growth	30-Sep-16	YoY Growth	30-Sep-17	30-Sep-16	YoY Growth
		Q2 FY18	Q1 FY18		Q2 FY17		H1 FY18	H1 FY17	
Revenue	Total Revenue (INR M)	699.0	610.8	14.4%	685.1	2.0%	1,309.8	1,419.9	-7.8%
	Net Revenue (INR M)	696.7	607.4	14.7%	683.5	1.9%	1,304.0	1,414.7	-7.8%
Profit	EBITDA (INR M)	104.2	124.2	-16.1%	136.1	-23.4%	228.5	300.8	-24.0%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	92.3	113.0	-18.3%	123.9	-25.5%	205.1	281.6	-27.2%
	PBT (INR M)	110.8	141.1	-21.5%	94.0	17.9%	251.7	239.7	5.0%
	PAT (INR M) (Before OCI)	73.8	90.1	-18.1%	60.4	22.3%	163.8	152.4	7.5%
	Total Comprehensive Income (INR M)	73.5	87.4	-15.9%	58.8	25.0%	160.8	148.4	8.4%
Margin	EBITDA	15.0%	20.5%		19.9%		17.5%	21.3%	
	<i>PBT Before Forex Gain/Loss</i>	13.2%	18.5%		18.1%		15.7%	19.8%	
	PBT	15.9%	23.1%		13.7%		19.2%	16.9%	
	PAT (Before OCI)	10.6%	14.8%		8.8%		12.5%	10.7%	
	Total Comprehensive Income	10.5%	14.3%		8.6%		12.3%	10.5%	
EPS	Basic (Rs.)	6.9	8.4	-18.5%	5.7	21.5%	15.3	14.3	7.1%
	Diluted (Rs.)	6.9	8.4	-18.5%	5.6	21.5%	15.3	14.2	7.2%

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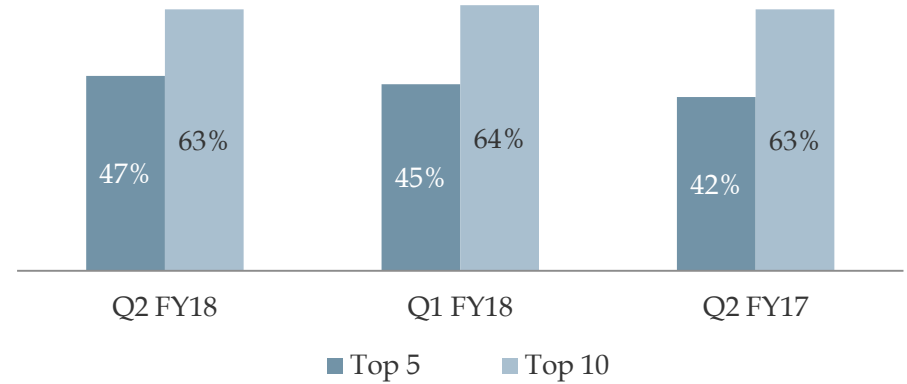
Operating Metrics



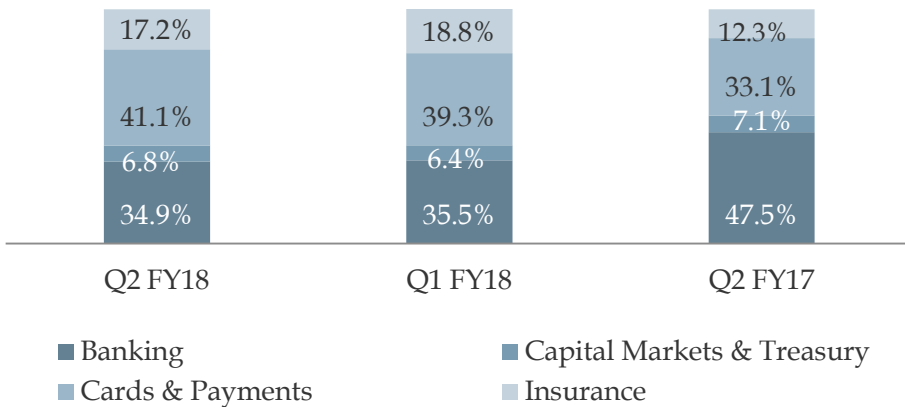
Revenue by Region



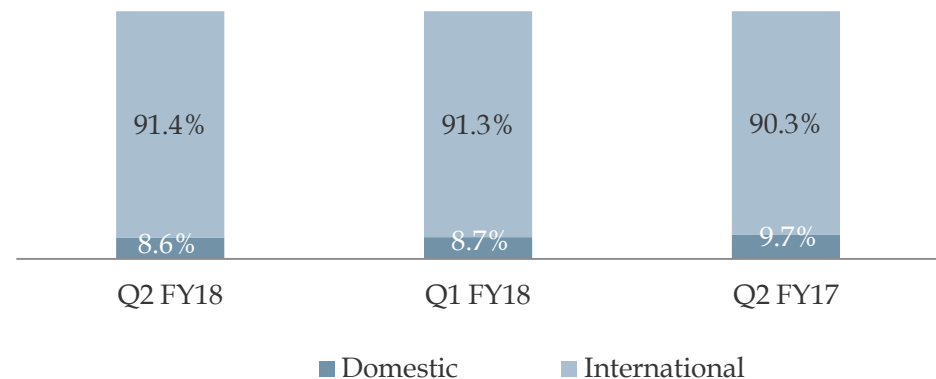
Client Concentration



Revenue by Practice



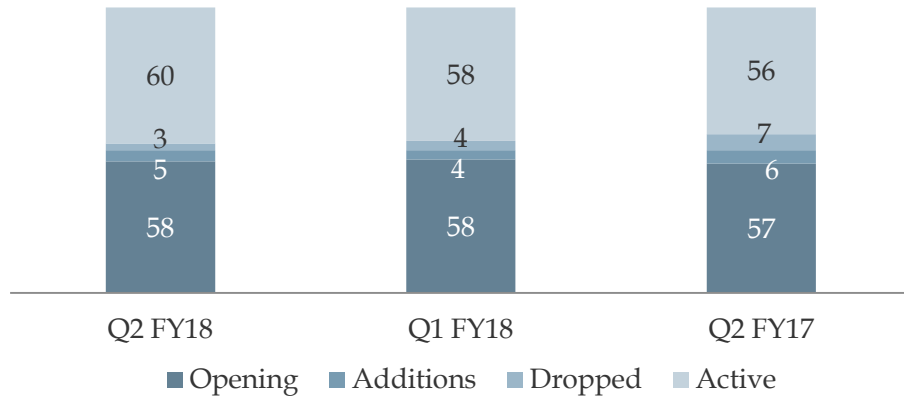
Revenue Distribution



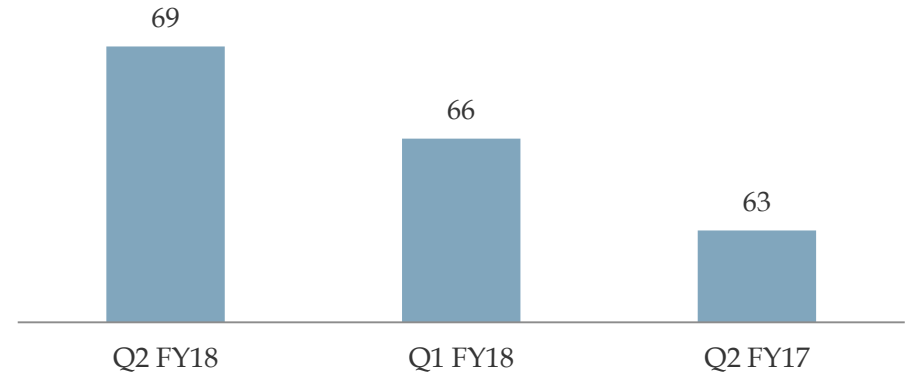
Operating Metrics



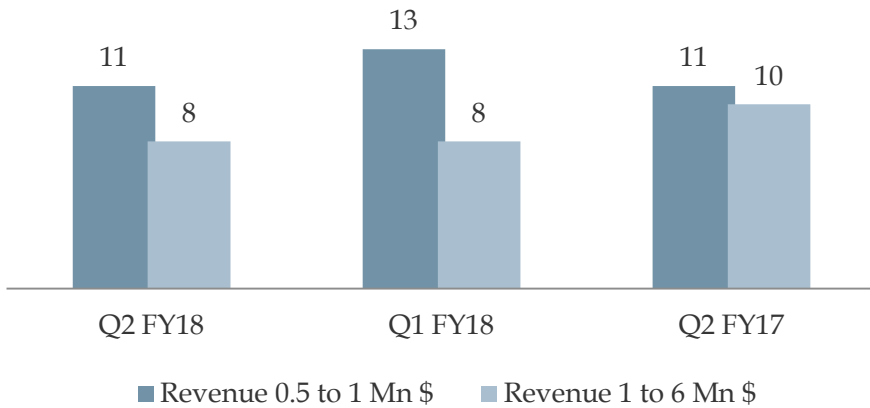
Clients Details



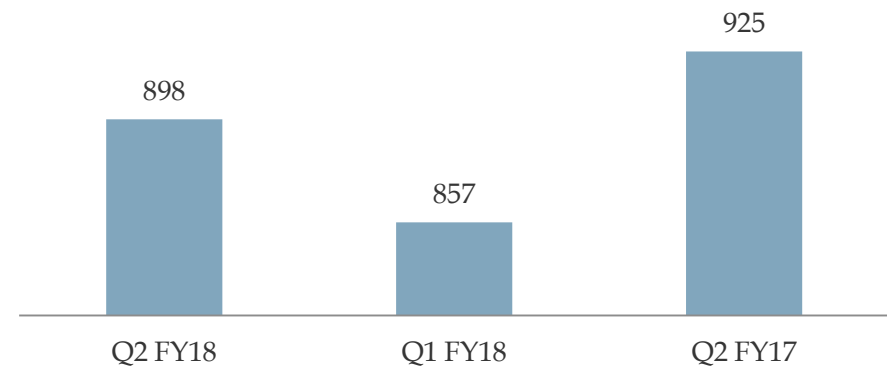
Debtors Days



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-Sep-17 Q2 FY18	30-Jun-17 Q1 FY18	QoQ Growth	30-Sep-16 Q2 FY17	YoY Growth	30-Sep-17 H1 FY18	30-Sep-16 H1 FY17	YoY Growth
	Net Sales / Income from Operation								
1	Income	696.7	607.4	15%	683.5	2%	1,304.0	1,414.7	-8%
2	Expenditure								
(a)	Employee Cost	479.5	392.1	22%	407.8	18%	871.6	842.9	3%
(b)	Depreciation	13.6	14.3	-5%	13.3	3%	28.0	23.5	19%
(c)	Other Expenditure	112.9	91.0	24%	139.7	-19%	203.9	271.1	-25%
(d)	Total Expenditure	606.1	497.5	22%	560.8	8%	1,103.6	1,137.5	-3%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	90.6	109.9	-18%	122.8	-26%	200.5	277.2	-28%
4	Other Income	2.3	3.4	-34%	1.5	47%	5.7	5.2	10%
5	Profit before Interest and Exceptional Items (3+4)	92.9	113.3	-18%	124.3	-25%	206.2	282.4	-27%
6	Interest	0.6	0.4		0.4		1.0	0.8	
7	Exchange Gain/(loss)	18.5	28.1		(30.0)		46.6	(42.0)	
8	Profit after Interest but before Exceptional Items (5-6+7)	110.8	141.1	-21%	94.0	18%	251.7	239.7	5%
9	Exceptional Items								
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	110.8	141.1	-21%	94.0	18%	251.7	239.7	5%
11	Tax Expenses	37.0	50.9	-27%	33.6	10%	87.9	87.3	1%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	73.8	90.1	-18%	60.4	22%	163.8	152.4	7%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (12-13)	73.8	90.1	-18%	60.4	22%	163.8	152.4	7%
15	Other Comprehensive Income	(0.3)	(2.7)		(1.6)		(3.0)	(4.0)	
16	Total Comprehensive Income for the period (14+15)	73.5	87.4	-16%	58.8	25%	160.8	148.4	8%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.87	8.43	-18.5%	5.65	21.5%	15.30	14.29	7.1%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	6.85	8.41	-18.5%	5.64	21.5%	15.26	14.24	7.2%

Note: Q2FY17 financials are restated as per IND AS



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Thank you for your attention.

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for Quality

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Honesty
and Integrity