

SQS India BFSI Limited
Earnings Presentation – Q2FY19

Safe Harbor



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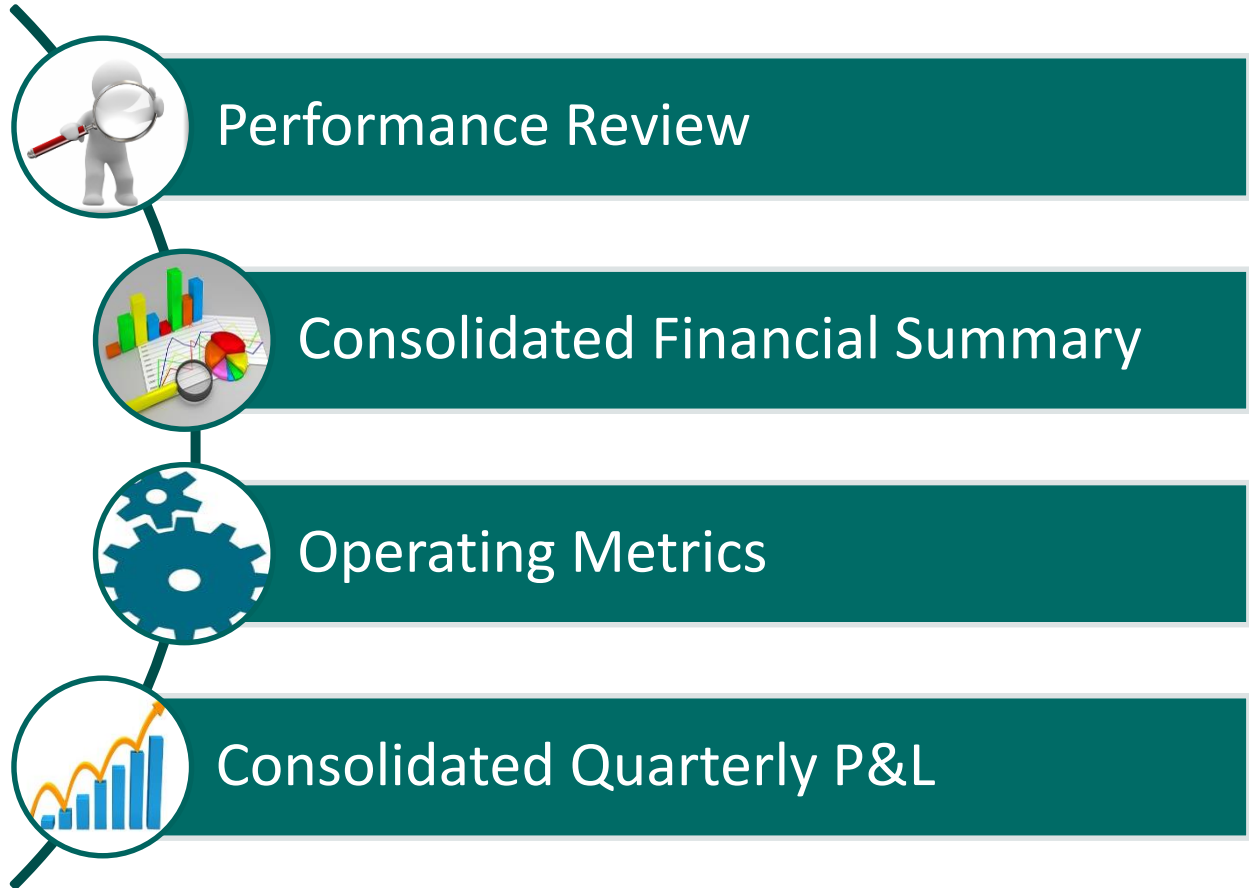
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Agenda



Consolidated Q2FY19 Q-o-Q Review



❑ Revenue:

- ✓ Operating Revenue was Rs 758 million vs Rs 731 million; a growth 3.7%
- ✓ Total Income was Rs 763 million vs Rs 741 million; a growth 3.0%

❑ Profit:

- ✓ EBITDA stood at Rs 172 million vs Rs 129 million; up 33.0%
- ✓ EBITDA margin of 22.7% in Q2FY19 as against 17.7% in Q1FY19
- ✓ PAT was at Rs 135 million vs Rs 85 million; a growth 58.3%
- ✓ PAT margin of 17.6% in Q2FY19 as against 11.5% in Q1FY19
- ✓ Basic EPS at Rs 12.74 as against Rs 7.82 in Q1FY19

❑ Cash:

- ✓ Net cash position stood at Rs 760 million vs Rs 904 million for Q1FY19

Consolidated H1FY19 Y-o-Y Review



❑ Revenue:

- ✓ Operating Revenue was Rs 1,489 million vs Rs 1,304 million; a growth 14.2%
- ✓ Total Income was Rs 1,504 million vs Rs 1,310 million; a growth 14.8%

❑ Profit:

- ✓ EBITDA stood at Rs 301 million vs Rs 227 million; up 32.5%
- ✓ EBITDA margin of 20.2% in H1FY19 as against 17.4% in H1FY18
- ✓ PAT was at Rs 220 million vs Rs 160 million; a growth 37.1%
- ✓ PAT margin of 14.6% in H1FY19 as against 12.2% in H1FY18
- ✓ Basic EPS at Rs 20.56 as against Rs 15.30 in H1FY18

❑ Cash:

- ✓ Net cash position stood at Rs 760 million vs Rs 748 million for H1FY18

Consolidated Financial Summary

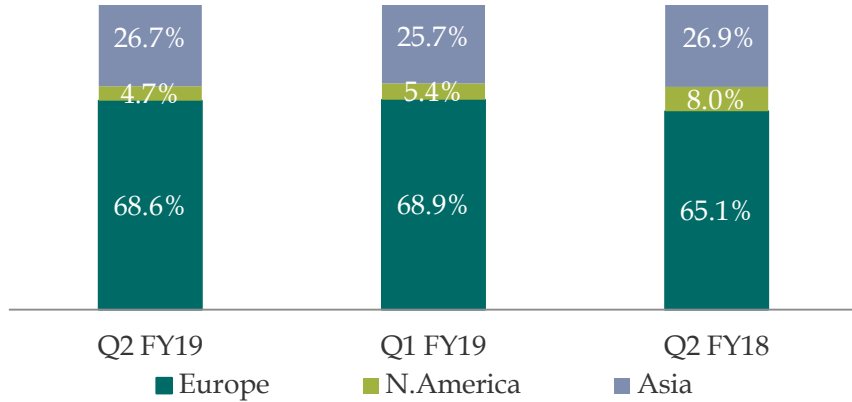


Particulars	Metrics	30-Sep-18 Q2 FY19	30-Jun-18 Q1 FY19	QoQ Growth	30-Sep-17 Q2 FY18	YoY Growth	30-Sep-18 H1 FY19	30-Sep-17 H1 FY18	YoY Growth
Revenue (Rs Million)	Total Revenue	762.8	740.8	3.0%	699.0	9.1%	1,503.6	1,309.8	14.8%
	Net Revenue	757.8	731.1	3.7%	696.7	8.8%	1,488.9	1,304.0	14.2%
	EBITDA	172.1	129.3	33.0%	103.6	66.0%	301.4	227.4	32.5%
Profit (Rs Million)	<i>PBT Before Forex Gain/Loss</i>	163.5	125.2	30.6%	92.3	77.1%	288.7	205.1	40.7%
	PBT	207.8	123.3	68.5%	110.8	87.6%	331.1	251.7	31.5%
	PAT (Before OCI)	136.5	83.8	63.0%	73.4	86.0%	220.2	163.4	34.8%
	Total Comprehensive Income	134.6	85.0	58.3%	72.8	84.8%	219.6	160.1	37.1%
Margin (%)	EBITDA	22.7%	17.7%		14.9%		20.2%	17.4%	
	<i>PBT Before Forex Gain/Loss</i>	21.4%	16.9%		13.2%		19.2%	15.7%	
	PBT	27.2%	16.6%		15.9%		22.0%	19.2%	
	PAT (Before OCI)	17.9%	11.3%		10.5%		14.6%	12.5%	
	Total Comprehensive Income	17.6%	11.5%		10.4%		14.6%	12.2%	
EPS (Rs)	Basic	12.7	7.8	62.9%	6.9	85.5%	20.6	15.3	34.4%
	Diluted	12.7	7.8	62.9%	6.9	85.8%	20.6	15.3	34.7%

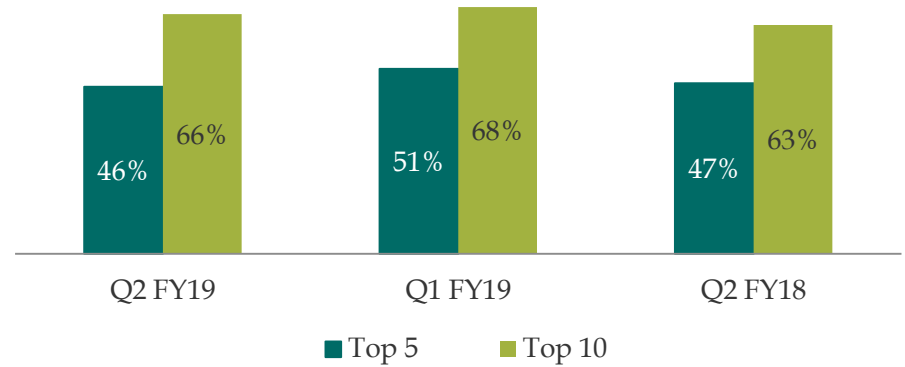
Operating Metrics



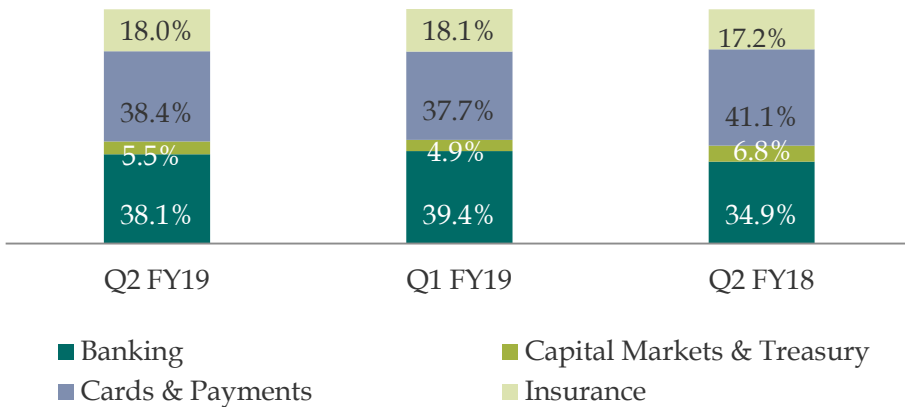
Revenue by Region



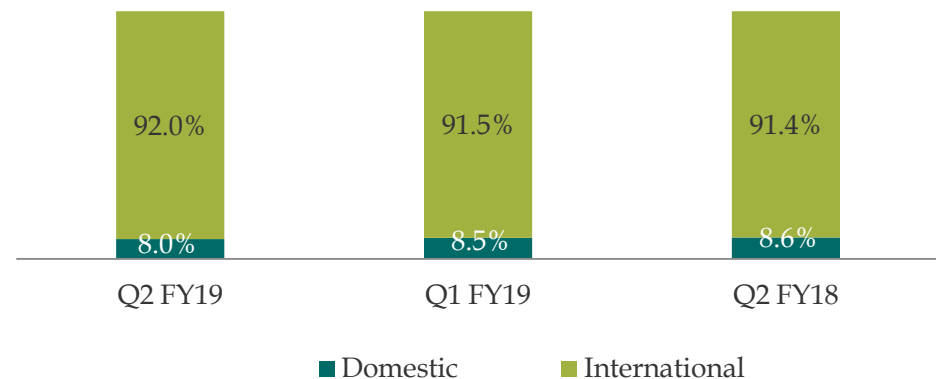
Client Concentration



Revenue by Practice



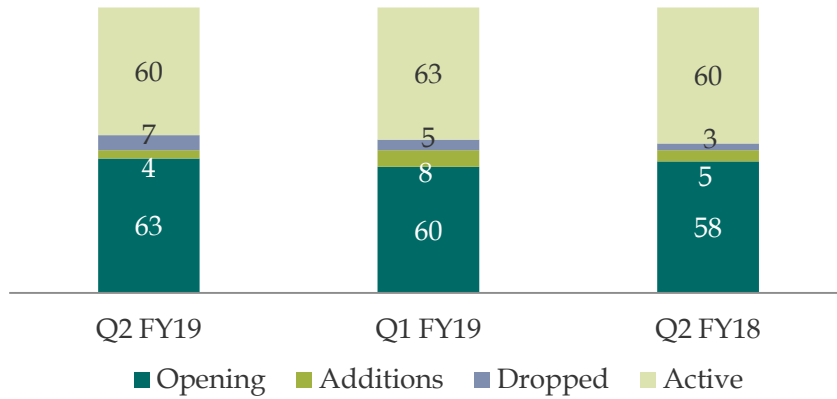
Revenue Distribution



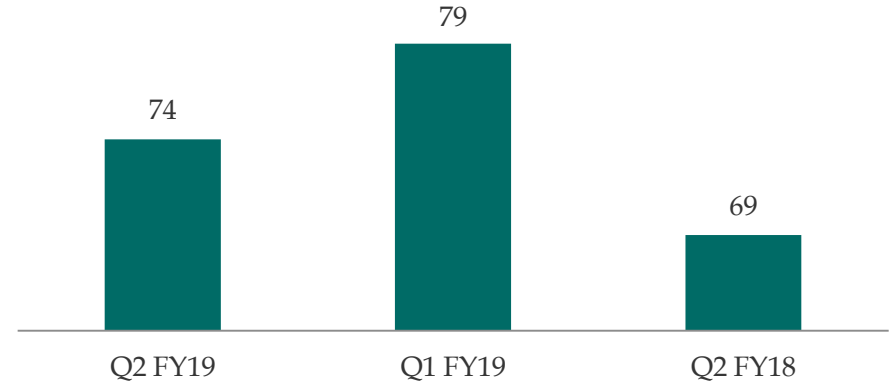
Operating Metrics



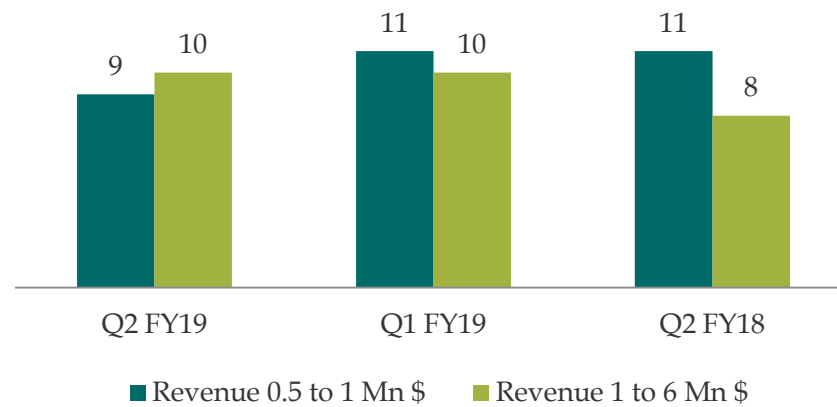
Clients Details



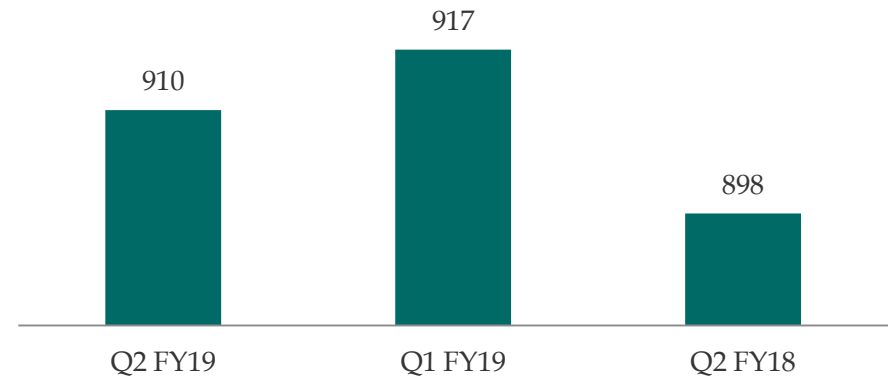
Debtors Days



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-18 Q2 FY19	30-Jun-18 Q1 FY19	QoQ Growth	30-Sep-17 Q2 FY18	YoY Growth	30-Sep-18 H1 FY19	30-Sep-17 H1 FY18	YoY Growth
	Net Sales / Income from Operation								
1	Income	757.8	731.1	3.7%	696.7	8.8%	1,488.9	1,304.0	14.2%
2	Expenditure								
(a)	Employee Cost	476.4	479.8	-0.7%	478.3	-0.4%	956.2	869.2	10.0%
(b)	Depreciation	13.6	13.9	-2.4%	13.6	-0.3%	27.5	28.0	-1.7%
(c)	Other Expenditure	109.3	122.0	-10.4%	114.7	-4.7%	231.2	207.4	11.5%
(d)	Total Expenditure	599.3	615.7	-2.7%	606.7	-1.2%	1,215.0	1,104.6	10.0%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	158.5	115.4	37.3%	90.0	76.1%	273.9	199.4	37.3%
4	Other Income	5.0	9.8	-48.8%	2.3	119.5%	14.8	5.7	158.7%
5	Profit before Interest and Exceptional Items (3+4)	163.5	125.2	30.6%	92.3	77.1%	288.7	205.1	40.7%
6	Finance Cost	-	-		-		-	-	
7	Exchange Gain/(loss)	44.3	(1.9)		18.5		42.5	46.6	
8	Profit after Interest but before Exceptional Items (5-6+7)	207.8	123.3	68.5%	110.8	87.6%	331.1	251.7	31.5%
9	Exceptional Items	-	-		-		-	-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	207.8	123.3	68.5%	110.8	87.6%	331.1	251.7	31.5%
11	Tax Expenses	71.3	39.6	80.3%	37.4	90.7%	110.9	88.3	25.5%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	136.5	83.8	63.0%	73.4	86.0%	220.2	163.4	34.8%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	Net Profit(+)/ Loss (-) for the Period (12-13)	136.5	83.8	63.0%	73.4	86.0%	220.2	163.4	34.8%
15	Other Comprehensive Income	(1.9)	1.3		(0.6)		(0.7)	(3.3)	
16	Total Comprehensive Income for the period (14+15)	134.6	85.0	58.3%	72.8	84.8%	219.6	160.1	37.1%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	12.7	7.8	62.9%	6.9	85.5%	20.6	15.3	34.4%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	12.7	7.8	62.9%	6.9	85.8%	20.6	15.3	34.7%



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Thank you for your attention.

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Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity