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SQS India BFSI Limited Earnings Presentation – Q3 FY15

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Particulars



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

Performance Review



Consolidated YoY Review

- Q3 FY15 Operating revenue was Rs 53.8 crore compared to Rs 51.0 crore during the previous year same quarter.
- Total income was Rs 54.2 crore compared to Rs 51.6 crore during the previous year same quarter - increase of 5%.
- The Company reported EBITDA of Rs 10.3 crore compared to Rs 11.6 crore during the corresponding quarter in the previous year.
- EBITDA Margin stood at 19.1% for Q3 FY15 compared to 22.8% in Q3 FY14.
- Net profit stood at Rs 6.6 crore during the quarter under review compared to Rs 7.0 crore during the previous year same quarter.
- Basic EPS stood at Rs 6.37 compared to Rs 6.90 for Q3 FY14.

Consolidated 9 month Review

- Operating revenue was Rs. 161.6 crores during the 9m period as compared to Rs. 144.4 crores during the corresponding period of previous year reflecting an increase of 12% in rupee terms.
- Total income was Rs. 162.8 crores for the 9m period ended December 31, 2014 as compared to Rs. 145.3 crores in the corresponding period of the previous year, up by 12% in rupee terms.
- EBIDTA stood at Rs. 32.6 crores during the 9 months period as compared to Rs. 34.4 crores during the corresponding period of previous year, drop by 5%.
- EBITDA Margin at 20.2% during the 9 months period as against 23.8% in 9 months ended December 31, 2013.
- Net profit stood at Rs. 20.0 crores 9m ended December 31, 2014 as compared to Net profit of Rs. 27.8 crores in the corresponding period of the previous year a decrease of 28% over the corresponding period previous year, mainly because of huge exchange gain in the previous year.
- Basic EPS stood at Rs. 19.36 compared to Rs 27.41 in the previous year.

Consolidated Financial Summary

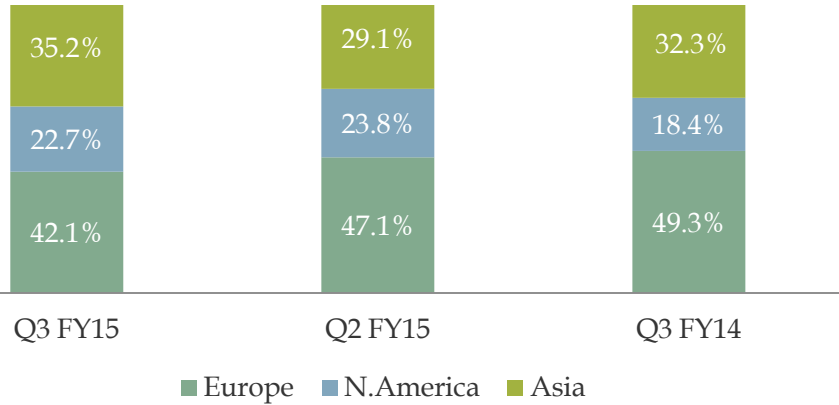


Particulars	Metrics	31-Dec-14 Q3 FY15	30-Sep-14 Q2 FY15	QoQ Growth	31-Dec-13 Q3 FY14	YoY Growth	31-Dec-14 9m FY15	31-Dec-13 9m FY14	Growth
Revenue	Total Revenue (INR M)	541.9	568.3	-5%	515.9	5%	1,628.3	1,453.3	12%
	Net Revenue (INR M)	538.0	564.4	-5%	509.7	6%	1,615.6	1,444.4	12%
Profit	EBITDA (INR M)	102.8	121.7	-16%	116.3	-12%	325.6	343.9	-5%
	<i>PBT Before Forex Gain/Loss(INR M)</i>	89.7	108.4	-17%	103.9	-14%	286.2	295.5	-3%
	PBT (INR M)	97.7	103.7	-6%	98.8	-1%	295.1	390.0	-24%
	PAT (INR M)	66.1	71.3	-7%	70.1	-6%	200.0	278.2	-28%
Margin	EBITDA	19.1%	21.6%		22.8%		20.2%	23.8%	
	<i>PBT Before Forex Gain/Loss</i>	16.6%	19.1%		20.1%		17.6%	20.3%	
	PBT	18.0%	18.2%		19.2%		18.1%	26.8%	
	PAT	12.2%	12.5%		13.6%		12.3%	19.1%	
EPS	Basic (Rs.)	6.4	6.9	-8%	6.9	-8%	19.4	27.4	-29%
	Diluted (Rs.)	6.2	6.7	-7%	6.7	-8%	18.8	26.7	-29%
ShareHolding	Promoters (%)	54.9%	52.9%		26.0%		54.9%	26.0%	
	Public (%)	45.1%	47.1%		74.0%		45.1%	74.0%	

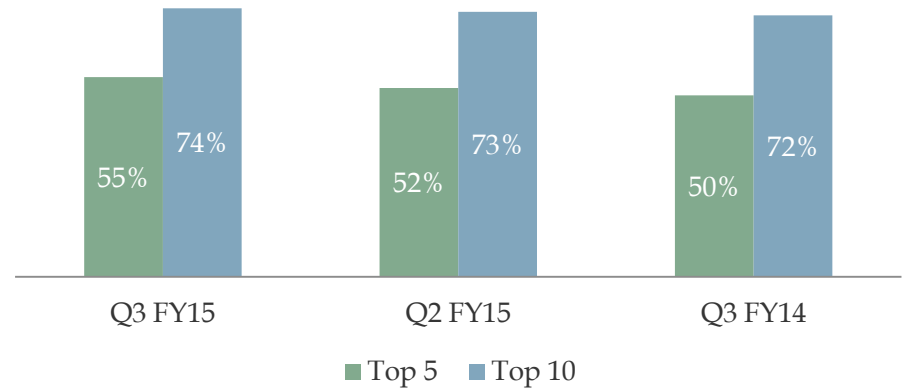
Operating Metrics



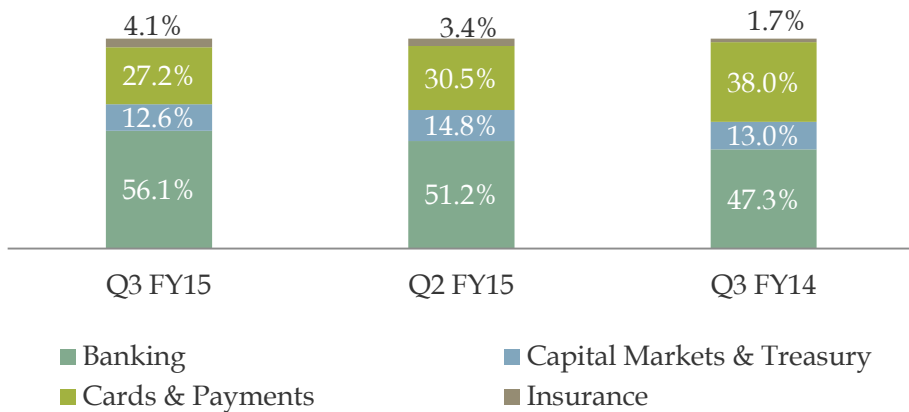
Revenue by Region



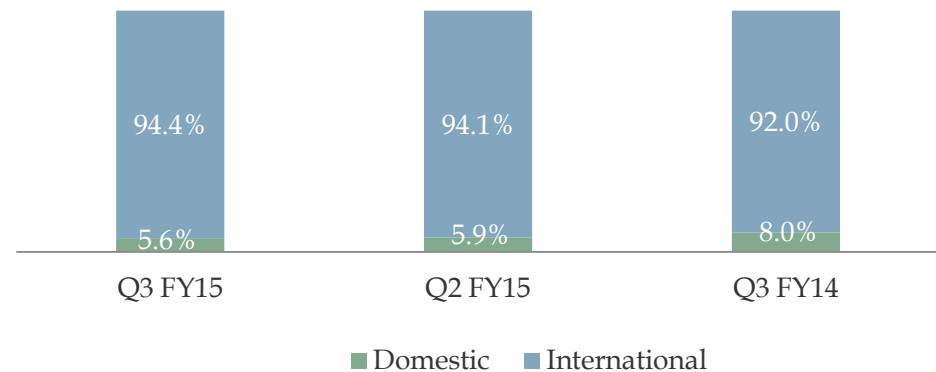
Client Concentration



Revenue by Practice



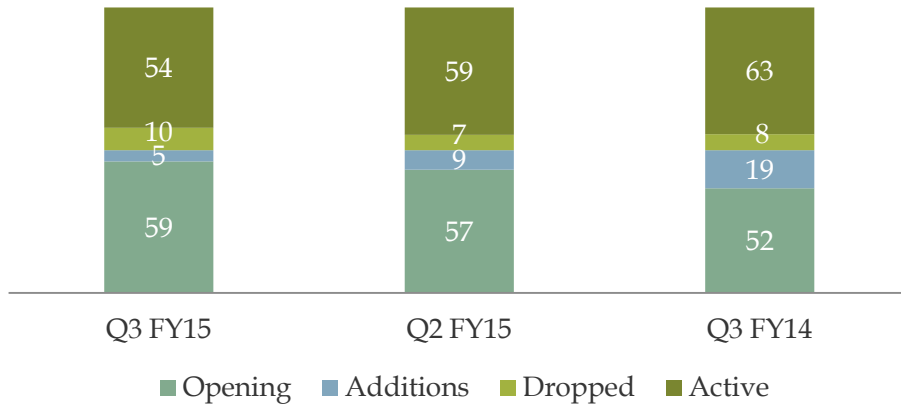
Revenue Distribution



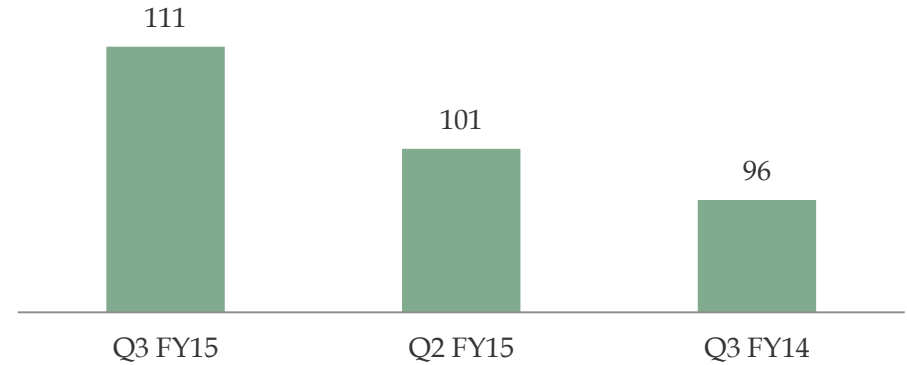
Operating Metrics



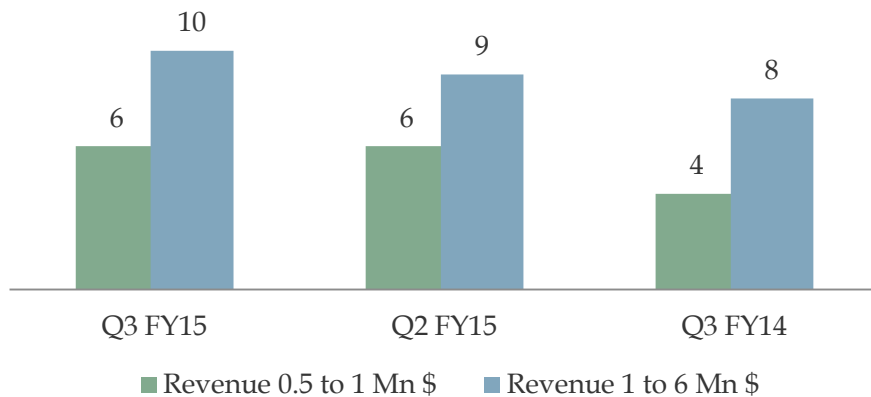
Clients Details



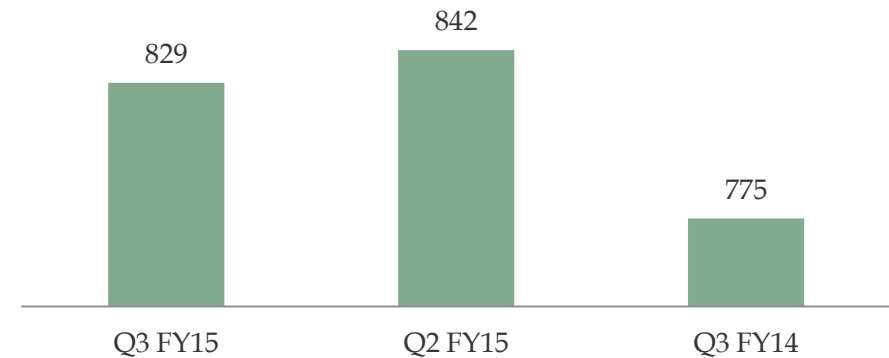
Debtors Days



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)	31-Dec-14	30-Sep-14	QoQ Growth	31-Dec-13	YoY Growth	31-Dec-14	31-Dec-13	YoY Growth
		Q3 FY15	Q2 FY15		Q3 FY14		9m FY15	9m FY14	
	Net Sales / Income from Operation								
1	Income	538.0	564.4	-5%	509.7	6%	1,615.6	1,444.4	12%
2	Expenditure								
(a)	Employee Cost	349.6	352.1	-1%	299.7	17%	1,015.3	835.9	21%
(b)	Depreciation	12.9	12.9	0%	13.6	-5%	39.2	42.0	-7%
(c)	Other Expenditure	85.6	90.6	-6%	93.7	-9%	274.7	264.6	4%
(d)	Total Expenditure	448.1	455.6	-2%	407.0	10%	1,329.2	1,142.5	16%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	89.9	108.8	-17%	102.7	-12%	286.4	301.9	-5%
4	Other Income	3.9	3.9	1%	6.2	-37%	12.7	8.9	42%
5	Profit before Interest and Exceptional Items (3+4)	93.8	112.7	-17%	108.9	-14%	299.1	310.8	-4%
6	Interest	4.1	4.3		5.0		12.9	15.3	
7	Exchange Gain/(loss)	8.0	(4.7)		(5.1)		8.9	94.5	
8	Profit after Interest but before Exceptional Items (5-6)	97.7	103.7	-6%	98.8	-1%	295.1	390.0	-24%
8	Exceptional Items				-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	97.7	103.7	-6%	98.8	-1%	295.1	390.0	-24%
10	Tax Expenses	31.6	32.4	-2%	28.7	10%	95.1	111.8	-15%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	66.1	71.3	-7%	70.1	-6%	200.0	278.2	-28%
12	Extraordinary Items (net of tax expense Rs.)				-				
13	Net Profit(+)/ Loss (-) for the Period (11-12)	66.1	71.3	-7%	70.1	-6%	200.0	278.2	-28%
14	Paid-up Equity Share Capital of Rs10/- each	103.9	103.4		101.7		103.9	101.7	
15	Reserves Excluding Revaluation Reserve				-				
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.37	6.90	-8%	6.90	-8%	19.36	27.41	-29%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	6.20	6.69	-7%	6.72	-8%	18.84	26.71	-29%



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