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SQS India BFSI Limited Earnings Presentation – Q3 FY16

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Particulars



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

Consolidated Q3 FY16 Y-o-Y Review

- Q3 FY16 Operating revenue was Rs 671 million compared to Rs 538 million during the previous year same quarter.
- Total income for Q3 FY 16 was up by 24% to Rs 672 million compared to Rs 542 million during the Q3 FY15.
- Company reported EBITDA of Rs 132 million compared to Rs 103 million during the corresponding period of previous year.
- EBITDA Margin stood at 19.7% for Q3 FY16 compared to 19.1% in Q3 FY15.
- Profit after tax stood at Rs 74 million during the quarter under review compared to Rs 66 million during the previous year same quarter.
- Basic EPS was at Rs 6.9 compared to Rs 6.4 for Q3 FY15.

Consolidated 9M FY16 Y-o-Y Review

- Operating revenue was Rs 1,919 million during the 9m period as compared to Rs 1,616 million during the corresponding period of previous year reflecting an increase of 19% in rupee terms.
- Total income was Rs 1,927 million for the 9m period ended December 31, 2015 as compared to Rs 1,628 million in the corresponding period of the previous year, up by 18% in rupee terms.
- EBITDA stood at Rs 377 million during the 9m period under review, compared to Rs 326 million during the corresponding 9m period of previous year, up by 16%.
- EBITDA Margin at 19.6% during the 9m period as against 20.2% in 9 months ended December 31, 2014.
- Net profit stood at Rs 263 million 9m ended December 31, 2015 as compared to Rs 200 million in the corresponding period of the previous year; an increase of 31% over the corresponding period previous year.
- Basic EPS stood at Rs 24.87 compared to Rs 19.36 in the previous year for same period.

Consolidated Financial Summary

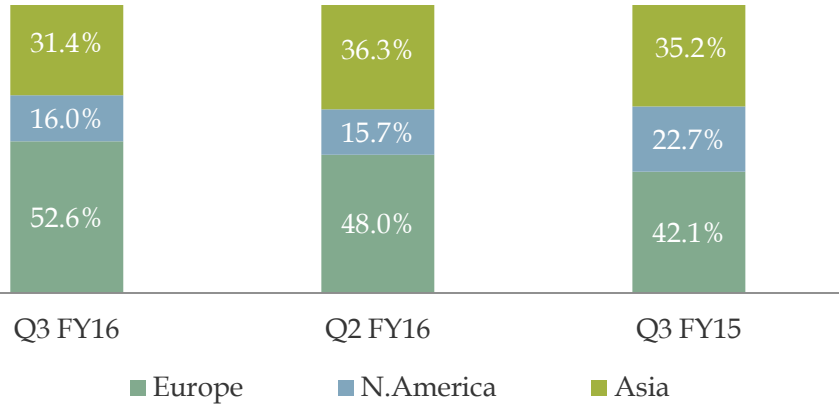


Particulars	Metrics	31-Dec-15	30-Sep-15	QoQ Growth	31-Dec-14	YoY Growth	31-Dec-15	31-Dec-14	YoY Growth
		Q3 FY16	Q2 FY16		Q3 FY15		9m FY16	9m FY15	
Revenue	Total Revenue (INR M)	672.3	667.8	1%	541.9	24%	1,927.1	1,628.3	18%
	Net Revenue (INR M)	671.1	665.6	1%	538.0	25%	1,919.2	1,615.6	19%
Profit	EBITDA (INR M)	132.2	143.8	-8%	102.8	29%	376.7	325.6	16%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	122.3	134.8	-9%	89.7	36%	349.7	286.2	22%
	PBT (INR M)	115.5	157.7	-27%	97.7	18%	403.6	295.1	37%
	PAT (INR M)	73.8	102.3	-28%	66.1	12%	262.9	200.0	31%
Margin	EBITDA	19.7%	21.6%		19.1%		19.6%	20.2%	
	<i>PBT Before Forex Gain/Loss</i>	18.2%	20.2%		16.6%		18.1%	17.6%	
	PBT	17.2%	23.6%		18.0%		20.9%	18.1%	
	PAT	11.0%	15.3%		12.2%		13.6%	12.3%	
EPS	Basic (Rs.)	6.9	9.7	-28%	6.4	9%	24.9	19.4	28%
	Diluted (Rs.)	6.9	9.6	-28%	6.2	11%	24.7	18.8	31%
ShareHolding	Promoters (%)	54.2%	54.5%		54.9%		54.2%	54.9%	
	Public (%)	45.8%	45.5%		45.1%		45.8%	45.1%	

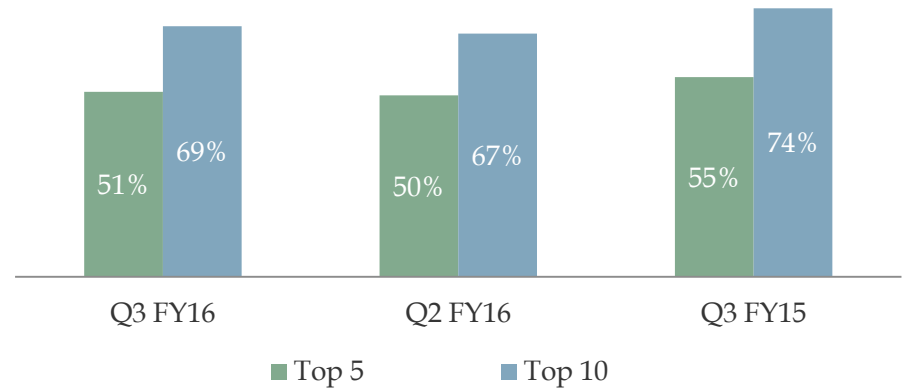
Operating Metrics



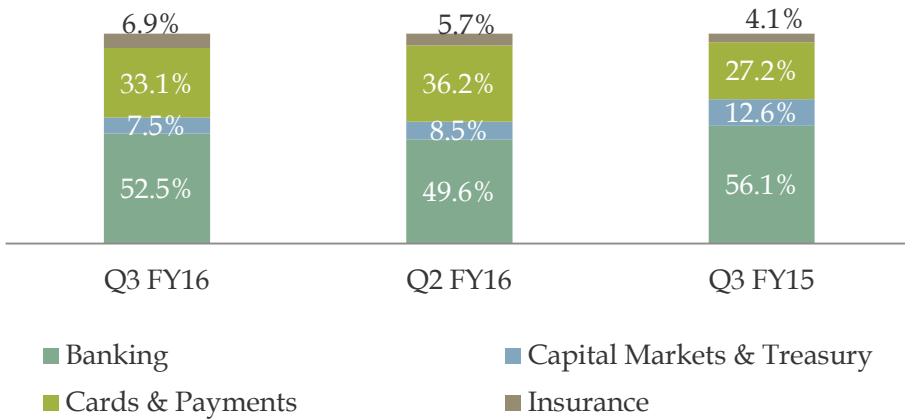
Revenue by Region



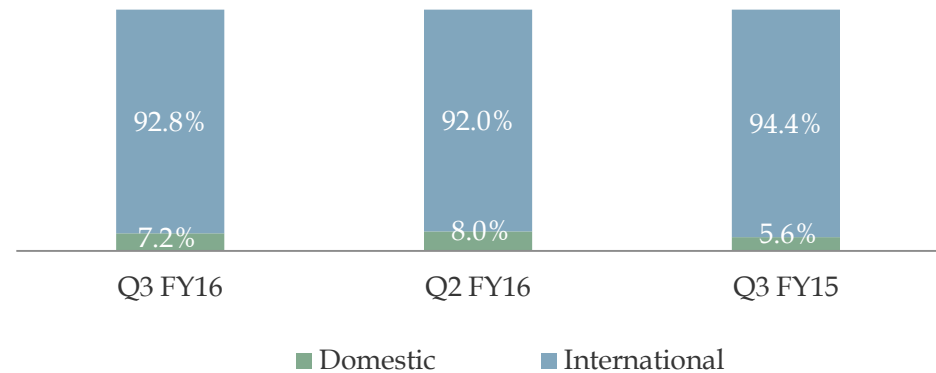
Client Concentration



Revenue by Practice



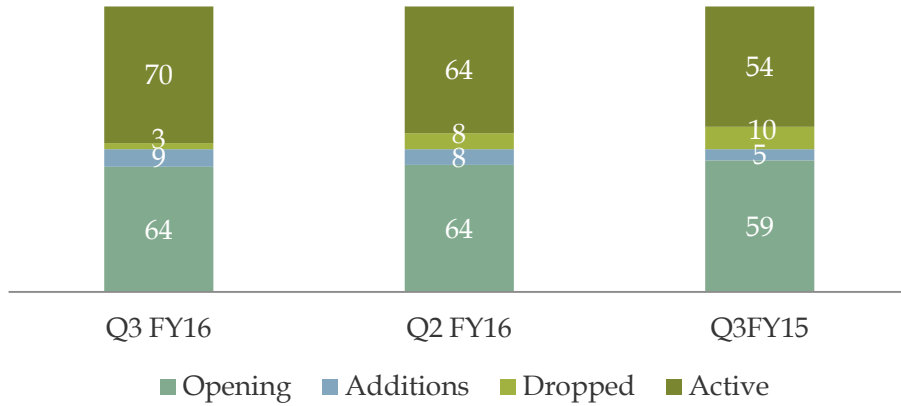
Revenue Distribution



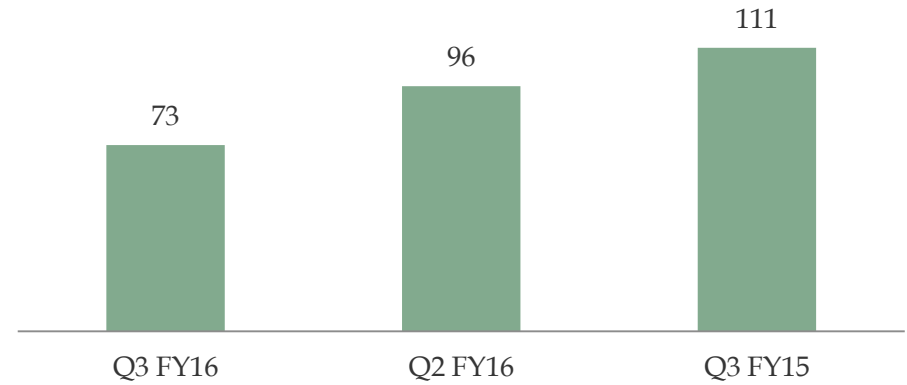
Operating Metrics



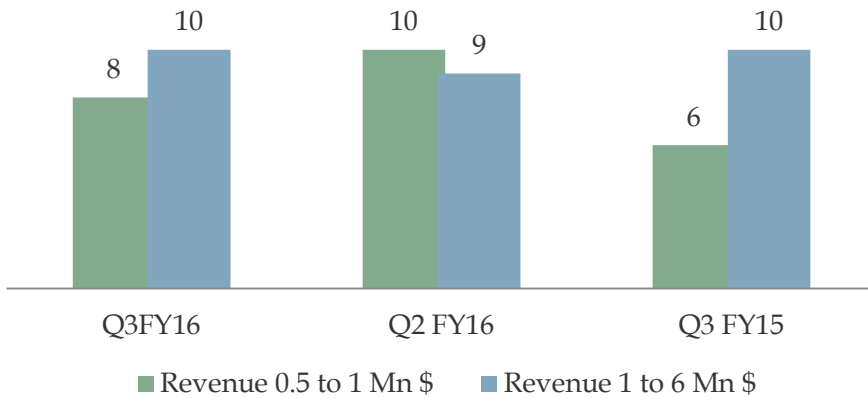
Clients Details



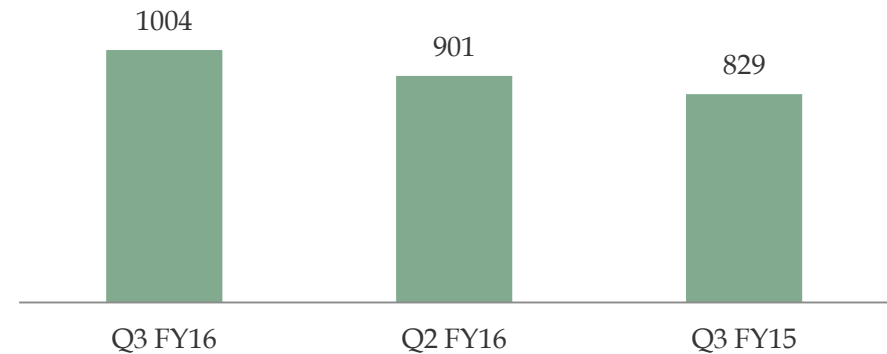
Debtors Days



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-15	30-Sep-15	QoQ Growth	31-Dec-14	YoY Growth	31-Dec-15	31-Dec-14	YoY Growth
		Q3 FY16	Q2 FY16		Q3 FY15		9m FY16	9m FY15	
	Net Sales / Income from Operation								
1	Income	671.1	665.6	1%	538.0	25%	1,919.2	1,615.6	19%
2	Expenditure								
(a)	Employee Cost	433.1	418.4	4%	349.6	24%	1,234.2	1,015.3	22%
(b)	Depreciation	10.7	10.8	-1%	12.9	-17%	32.6	39.2	-17%
(c)	Other Expenditure	105.8	103.4	2%	85.6	24%	308.4	274.7	12%
(d)	Total Expenditure	549.6	532.6	3%	448.1	23%	1,575.2	1,329.2	19%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	121.5	133.0	-9%	89.9	35%	344.0	286.4	20%
4	Other Income	1.2	2.2	-45%	3.9	-69%	7.9	12.7	-38%
5	Profit before Interest and Exceptional Items (3+4)	122.7	135.2	-9%	93.8	31%	351.9	299.1	18%
6	Interest	0.5	0.4		4.1		2.2	12.9	
7	Exchange Gain/(loss)	(6.8)	22.9		8.0		53.9	8.9	
8	Profit after Interest but before Exceptional Items (5-6)	115.5	157.7	-27%	97.7	18%	403.6	295.1	37%
8	Exceptional Items						-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	115.5	157.7	-27%	97.7	18%	403.6	295.1	37%
10	Tax Expenses	41.7	55.4	-25%	31.6	32%	140.7	95.1	48%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	73.8	102.3	-28%	66.1	12%	262.9	200.0	31%
12	Extraordinary Items (net of tax expense Rs.)								
13	Net Profit(+)/ Loss (-) for the Period (11-12)	73.8	102.3	-28%	66.1	12%	262.9	200.0	31%
14	Paid-up Equity Share Capital of Rs10/- each	106.2	105.6		103.9		106.2	103.9	
15	Reserves Excluding Revaluation Reserve								
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.94	9.69	-28%	6.37	9%	24.87	19.36	28%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	6.89	9.57	-28%	6.20	11%	24.68	18.84	31%



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

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