

SQS India BFSI Limited  
Earnings Presentation – Q3FY19

# Safe Harbor



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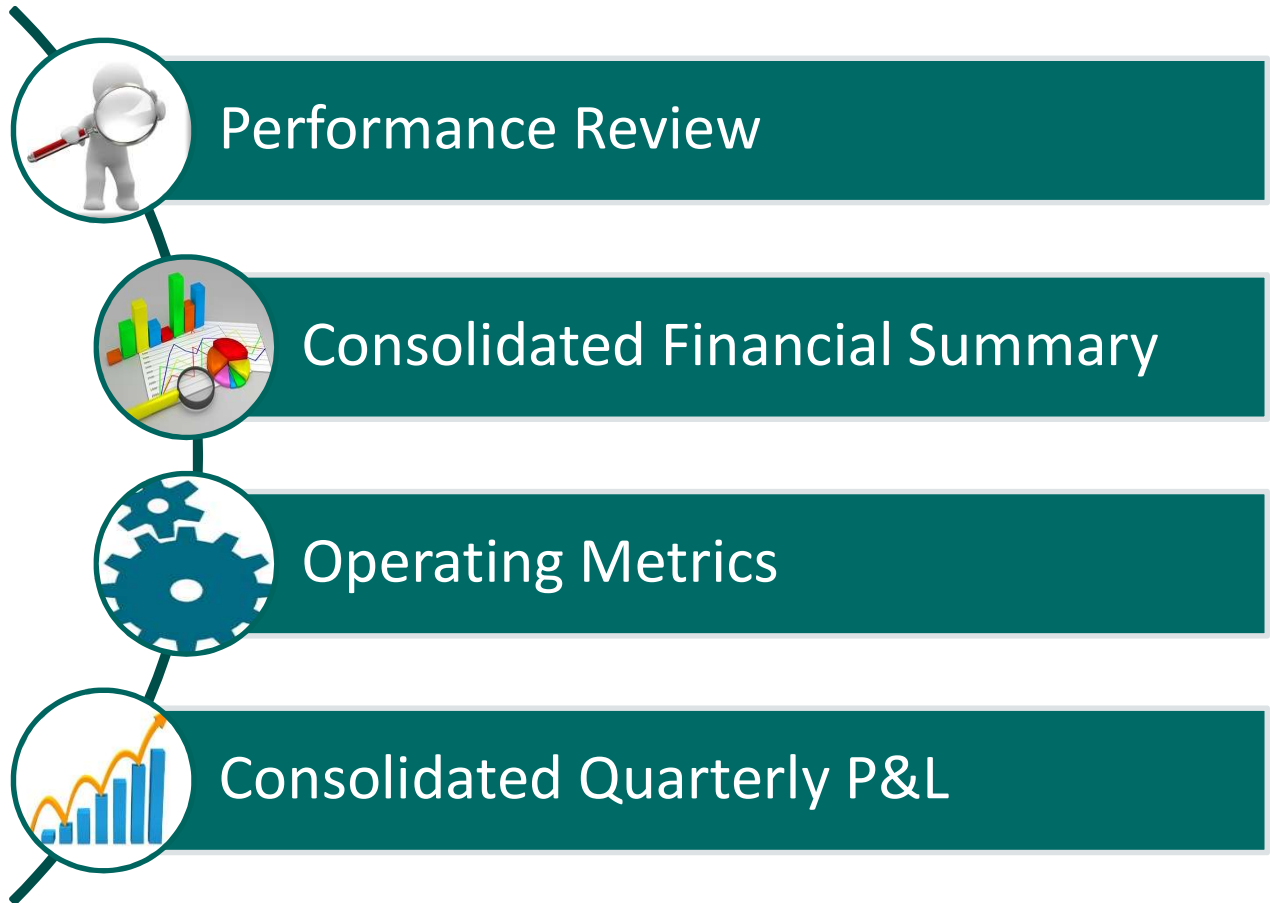
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# Agenda

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# Consolidated Q3FY19 Q-o-Q Review

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## ❑ Revenue:

- ✓ Operating Revenue was Rs 705 million vs Rs 758 million; a drop of 7 %
- ✓ Total Income was Rs 713 million vs Rs 763 million; a drop of 6.5 %

## ❑ Profit:

- ✓ EBITDA stood at Rs 139 million vs Rs 172 million; down by 19%
- ✓ EBITDA margin of 19.8 % in Q3FY19 as against 22.7% in Q2FY19
- ✓ PAT was at Rs 48 million vs Rs 135 million; a drop of 65%
- ✓ PAT margin of 6.7% in Q3FY19 as against 17.6% in Q2FY19
- ✓ Basic EPS at Rs 4.52 as against Rs 12.74 in Q2FY19

## ❑ Cash:

- ✓ Net cash position stood at Rs 879 million vs Rs 760 million for Q2FY19

# Consolidated 9MFY19 Y-o-Y Review

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## ❑ Revenue:

- ✓ Operating Revenue was Rs 2,194 million vs Rs 2,008 million; a growth 9.3%
- ✓ Total Income was Rs 2,217 million vs Rs 2,020 million; a growth 9.8%

## ❑ Profit:

- ✓ EBITDA stood at Rs 441 million vs Rs 333 million; a growth 32.2%
- ✓ EBITDA margin of 20.1% in 9MFY19 as against 16.6% in 9MFY18
- ✓ PAT was at Rs 267 million vs Rs 215 million; a growth 24.2%
- ✓ PAT margin of 12.1% in 9MFY19 as against 10.7% in 9MFY18
- ✓ Basic EPS at Rs 25.08 as against Rs 20.25 in 9MFY18

## ❑ Cash:

- ✓ Net cash position stood at Rs 879 million vs Rs 863 million for 9MFY18

# Consolidated Financial Summary

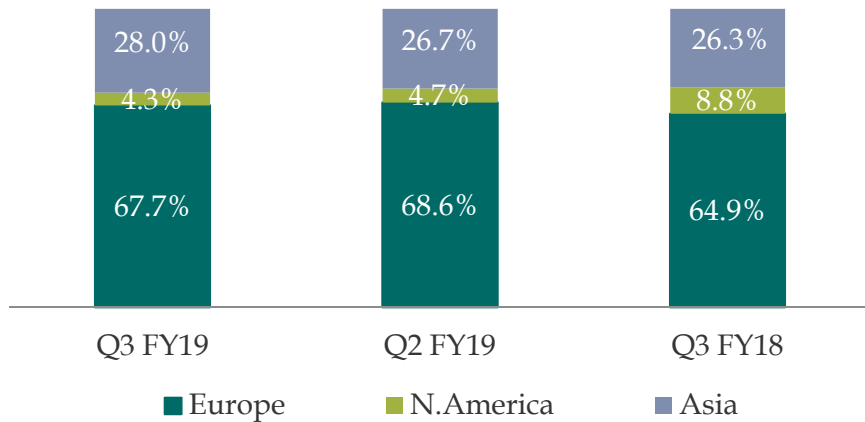


Particulars	Metrics	31-Dec-18 Q3 FY19	30-Sep-18 Q2 FY19	QoQ Growth	31-Dec-17 Q3 FY18	YoY Growth	31-Dec-18 9M FY19	31-Dec-17 9M FY18	YoY Growth
Revenue (Rs Million)	Total Revenue	713.4	762.8	-6.5%	710.1	0.5%	2,217.0	2,019.9	9.8%
	Net Revenue	705.4	757.8	-6.9%	704.0	0.2%	2,194.2	2,008.0	9.3%
	EBITDA	139.5	172.1	-18.9%	104.8	33.1%	440.8	333.4	32.2%
Profit (Rs Million)	<i>PBT Before Forex Gain/ Loss</i>	133.6	163.5	-18.3%	97.4	37.2%	422.3	302.1	39.8%
	PBT	78.2	207.8	-62.4%	81.8	-4.4%	409.3	333.1	22.9%
	PAT (Before OCI)	48.4	136.5	-64.5%	53.0	-8.6%	268.6	216.4	24.1%
	Total Comprehensive Income	47.6	134.6	-64.6%	55.1	-13.5%	267.2	215.2	24.2%
Margin (%)	EBITDA	19.8%	22.7%		14.9%		20.1%	16.6%	
	<i>PBT Before Forex Gain/ Loss</i>	18.7%	21.4%		13.7%		19.0%	15.0%	
	PBT	11.0%	27.2%		11.5%		18.5%	16.5%	
	PAT (Before OCI)	6.8%	17.9%		7.5%		12.1%	10.7%	
	Total Comprehensive Income	6.7%	17.6%		7.8%		12.1%	10.7%	
EPS (Rs)	Basic	4.5	12.7	-64.5%	5.0	-8.8%	25.1	20.3	23.8%
	Diluted	4.5	12.7	-64.5%	5.0	-8.7%	25.1	20.2	24.0%

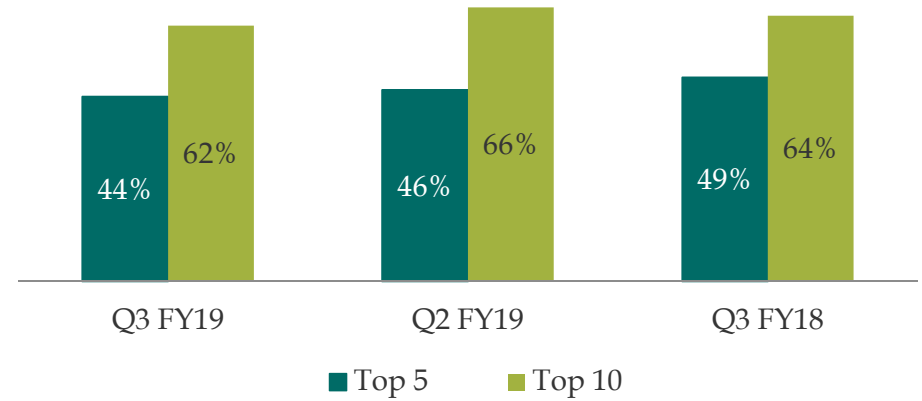
# Operating Metrics



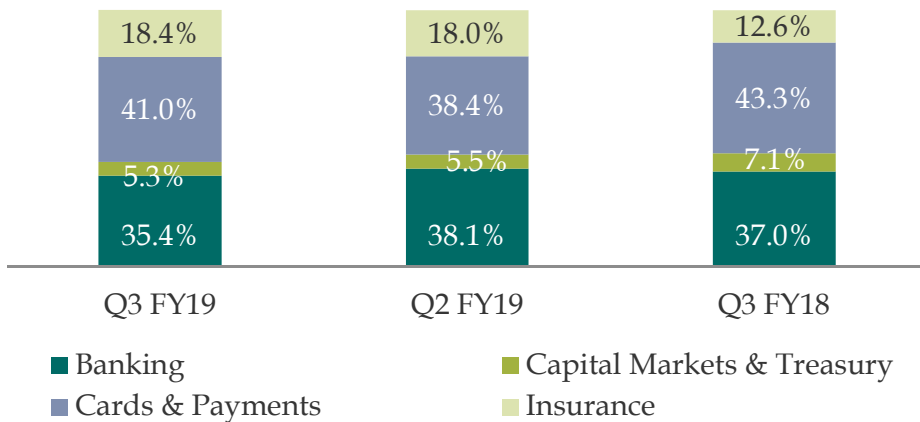
## Revenue by Region



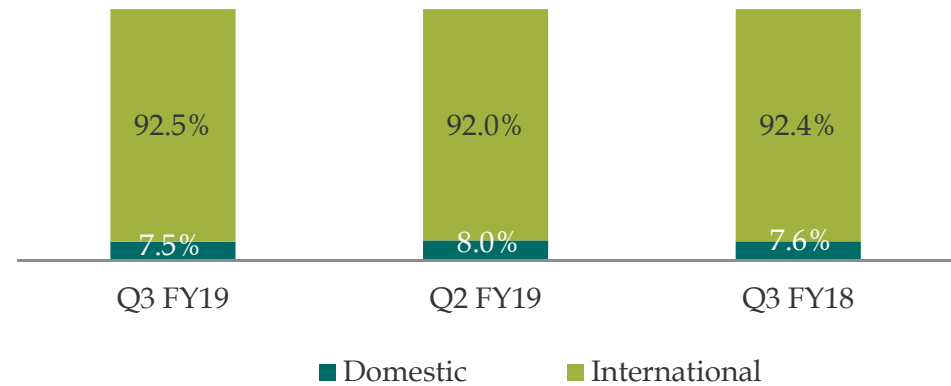
## Client Concentration



## Revenue by Practice



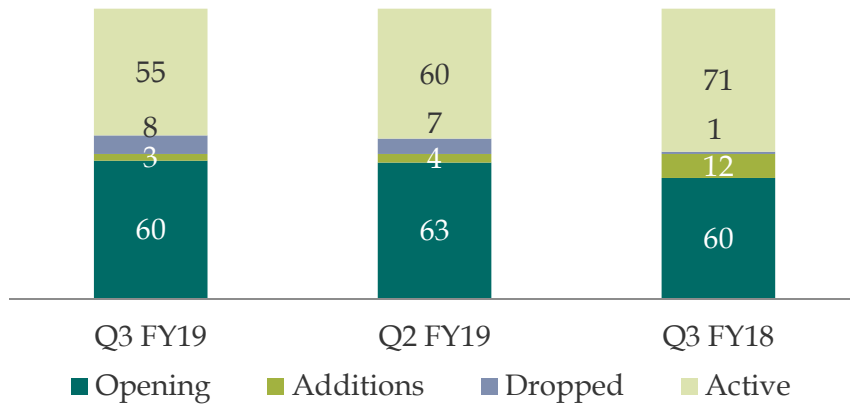
## Revenue Distribution



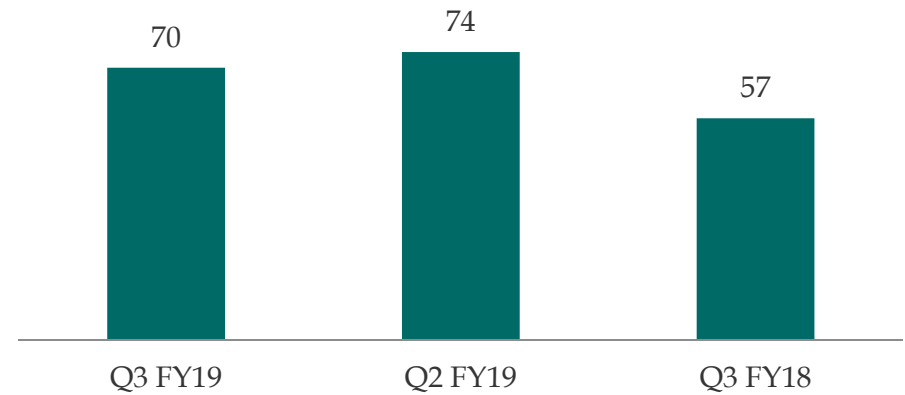
# Operating Metrics



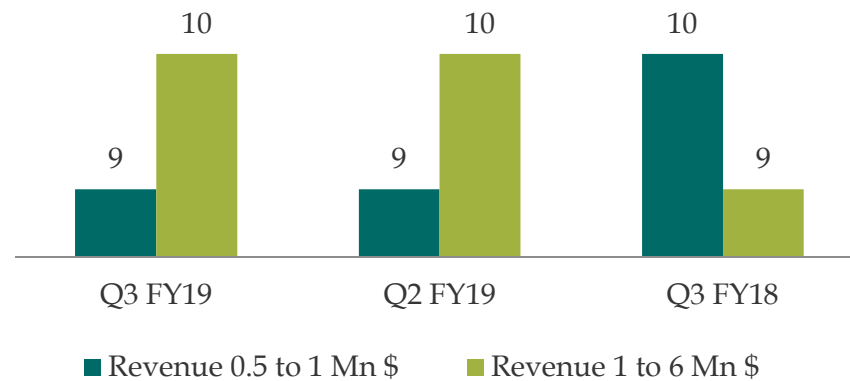
## Clients Details



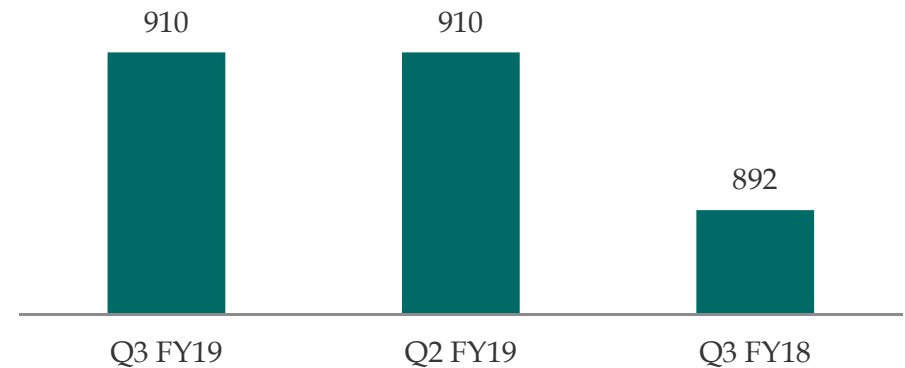
## Debtors Days



## 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-18 Q3 FY19	30-Sep-18 Q2 FY19	QoQ Growth	31-Dec-17 Q3 FY18	YoY Growth	31-Dec-18 9M FY19	31-Dec-17 9M FY18	YoY Growth
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	705.4	757.8	-7%	704.0	0%	2,194.2	2,008.0	9%
2	<b>Expenditure</b>								
(a)	Employee Cost	453.3	476.4	-5%	479.3	-5%	1,409.6	1,352.2	4%
(b)	Depreciation	13.5	13.6	0%	13.5	0%	41.0	41.5	-1%
(c)	Other Expenditure	112.6	109.3	3%	119.8	-6%	343.8	322.5	7%
(d)	<b>Total Expenditure</b>	579.5	599.3	-3%	612.7	-5%	1,794.5	1,716.2	5%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	125.9	158.5	-21%	91.3	38%	399.8	291.9	37%
4	Other Income	7.996	5.0	60%	6.1	30%	22.8	11.9	92%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	133.9	163.5	-18%	97.4	37%	422.6	303.7	39%
6	Finance Cost	0.3	-		-		0.3	1.6	
7	Exchange Gain/(loss)	(55.4)	44.3		(15.6)		(12.9)	31.0	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	78.2	207.8	-62%	81.8	-4%	409.3	333.1	23%
9	Exceptional Items	-	-		-		-	-	
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	78.2	207.8	-62%	81.8	-4%	409.3	333.1	23%
11	Tax Expenses	29.8	71.3	-58%	28.8	3%	140.7	116.7	21%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	48.4	136.5	-65%	53.0	-9%	268.6	216.4	24%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	48.4	136.5	-65%	53.0	-9%	268.6	216.4	24%
15	Other Comprehensive Income	(0.8)	(1.9)		2.1		(1.5)	(1.2)	
16	<b>Total Comprehensive Income for the period (14+15)</b>	47.6	134.6	-65%	55.1	-14%	267.2	215.2	24%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	4.52	12.74	-65%	4.96	-9%	25.08	20.25	24%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	4.52	12.74	-65%	4.95	-9%	25.08	20.22	24%

# Thank you for your attention.



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for Quality

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Partnership

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Excellence

Responsibility

Honesty  
and Integrity