

SQS India BFSI Limited
Earnings Presentation – Q4 and Full Year FY18

Safe Harbor



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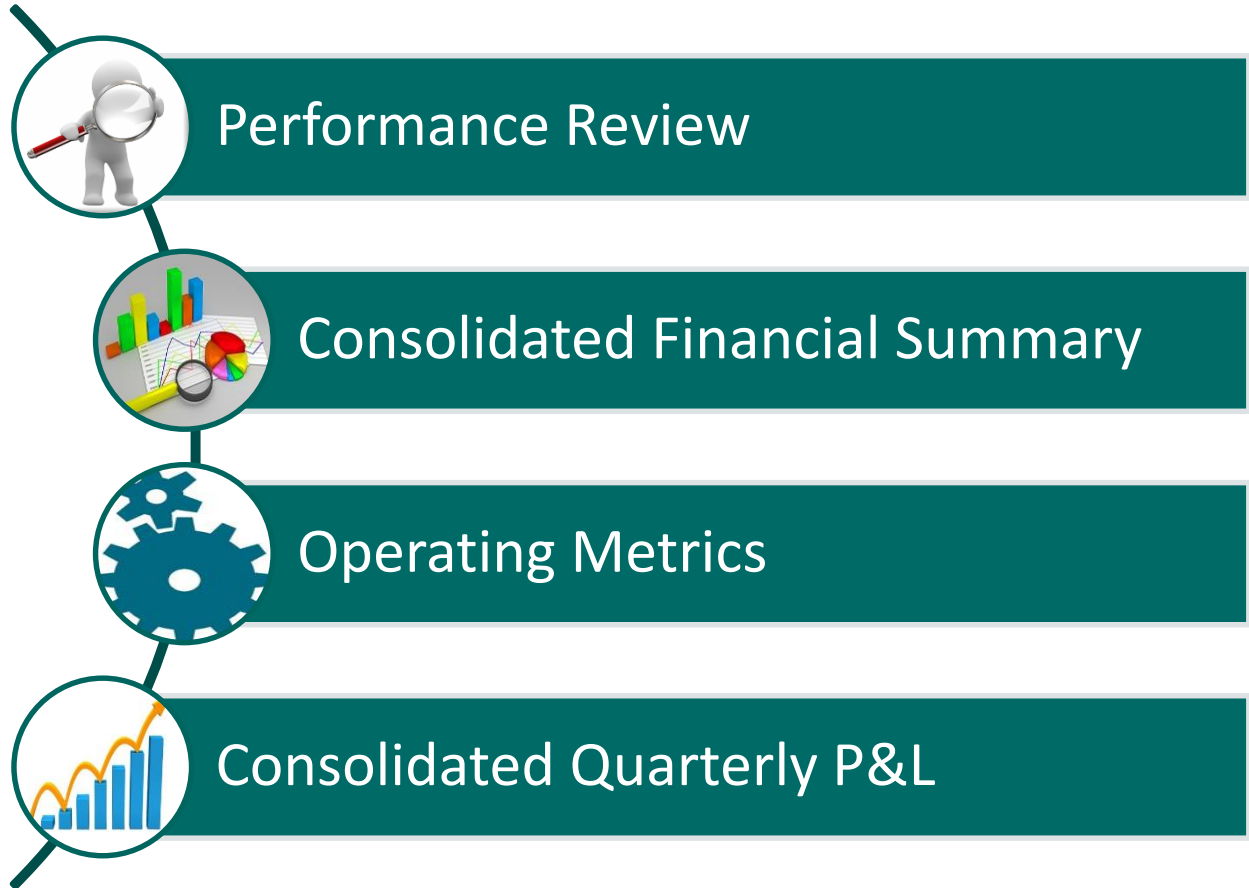
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Agenda



Consolidated Q4FY18 Q-o-Q Review



❑ Revenue:

- ✓ Operating Revenue was Rs 756 million vs Rs 704 million; up 7.4%
- ✓ Total Income was Rs 765 million vs Rs 710 million; up 7.7%

❑ Profit:

- ✓ EBITDA stood at Rs 125 million vs Rs 105 million; up 19.0%
- ✓ EBITDA margin of 16.5% in Q4FY18 as against 14.9% in Q3FY18
- ✓ PAT was at Rs 104 million vs Rs 55 million; up 88.5%
- ✓ PAT margin of 13.6% in Q4FY18 as against 7.8% in Q3FY18
- ✓ Basic EPS grew by 94.8% at Rs 9.66 as against Rs 4.96 in Q3FY18

❑ Cash:

- ✓ Net cash position stood at Rs 850 million vs Rs 859 million for Q3FY18

Note: Prior Year financials are restated as per IND AS and are unaudited

Consolidated FY18 Y-o-Y Review



❑ Revenue:

- ✓ In rupee terms, operating revenue was Rs 2,764 million vs Rs 2,599 million; up 6.3%
- ✓ Total Income was Rs 2,785 million vs Rs 2,610 million; up 6.7%

❑ Profit:

- ✓ EBITDA stood at Rs 457 million vs Rs 518 million; down 11.7%
- ✓ EBITDA margin of 16.5% in FY18 as against 19.9% in FY17
- ✓ PAT was at Rs 319 million vs Rs 232 million; up 37.5%
- ✓ PAT margin of 11.5% in FY18 as against 8.9% in FY17
- ✓ Basic EPS grew by 34.0% at Rs 29.90 as against Rs 22.31 in FY17

Note: Prior Year financials are restated as per IND AS and are unaudited

Consolidated Financial Summary



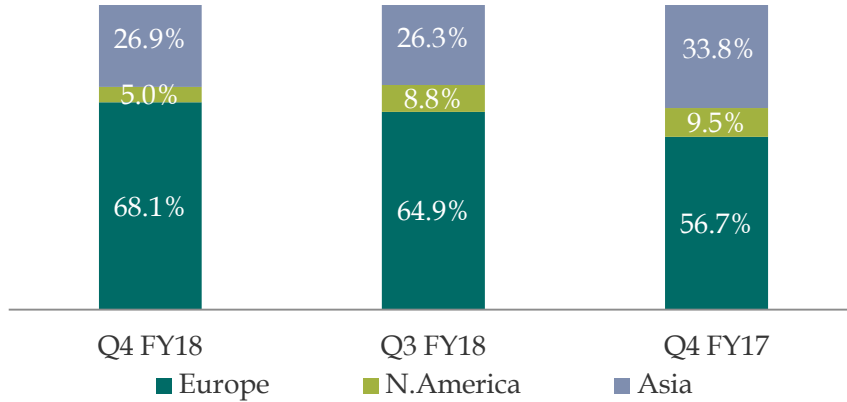
Particulars	Metrics	31-Mar-18 Q4 FY18	31-Dec-17 Q3 FY18	QoQ Growth	31-Mar-17 Q4 FY17	YoY Growth	31-Mar-18 FY18	31-Mar-17 FY17	YoY Growth
Revenue (Rs Million)	Total Revenue	764.7	710.1	7.7%	579.6	31.9%	2,784.6	2,610.1	6.7%
	Net Revenue	756.4	704.0	7.4%	575.3	31.5%	2,764.4	2,599.5	6.3%
	EBITDA	124.7	104.8	19.0%	117.6	6.0%	456.9	517.5	-11.7%
Profit (Rs Million)	<i>PBT Before Forex Gain/Loss</i>	116.1	97.4	19.2%	105.9	9.7%	418.7	474.2	-11.7%
	PBT	145.6	81.8	78.0%	68.2	113.5%	479.1	370.3	29.4%
	PAT (Before OCI)	103.3	53.0	94.9%	46.0	124.6%	319.7	238.1	34.3%
	Total Comprehensive Income	103.8	55.1	88.5%	44.5	133.4%	319.0	231.9	37.5%
Margin (%)	EBITDA	16.5%	14.9%		20.4%		16.5%	19.9%	
	<i>PBT Before Forex Gain/Loss</i>	15.2%	13.7%		18.3%		15.0%	18.2%	
	PBT	19.0%	11.5%		11.8%		17.2%	14.2%	
	PAT (Before OCI)	13.5%	7.5%		7.9%		11.5%	9.1%	
	Total Comprehensive Income	13.6%	7.8%		7.7%		11.5%	8.9%	
EPS (Rs)	Basic	9.7	5.0	94.8%	4.3	124.2%	29.9	22.3	34.0%
	Diluted	9.7	5.0	95.2%	4.3	124.7%	29.9	22.3	34.3%

Note: Prior Year financials are restated as per IND AS and are unaudited

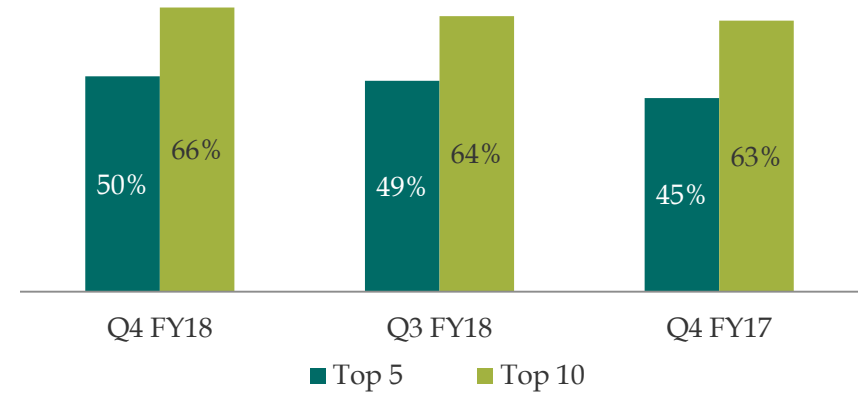
Operating Metrics



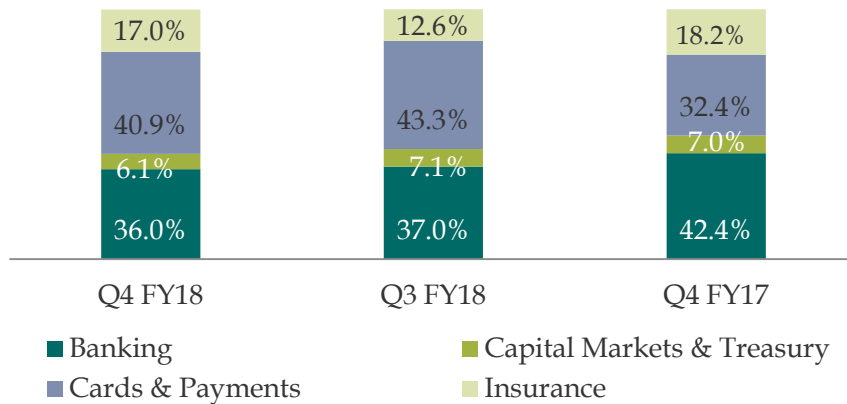
Revenue by Region



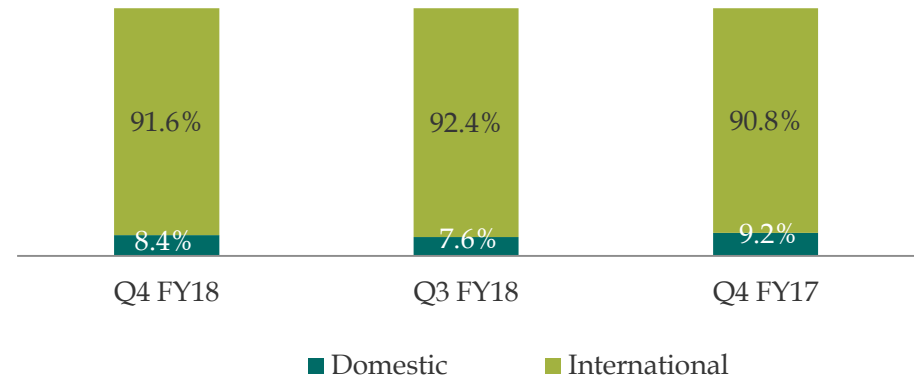
Client Concentration



Revenue by Practice



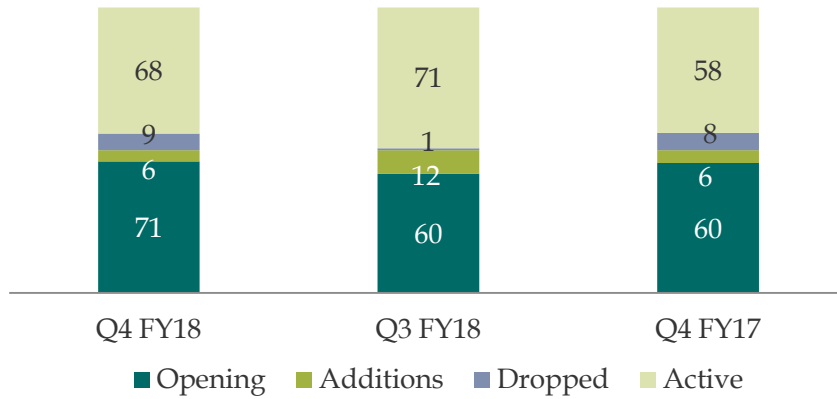
Revenue Distribution



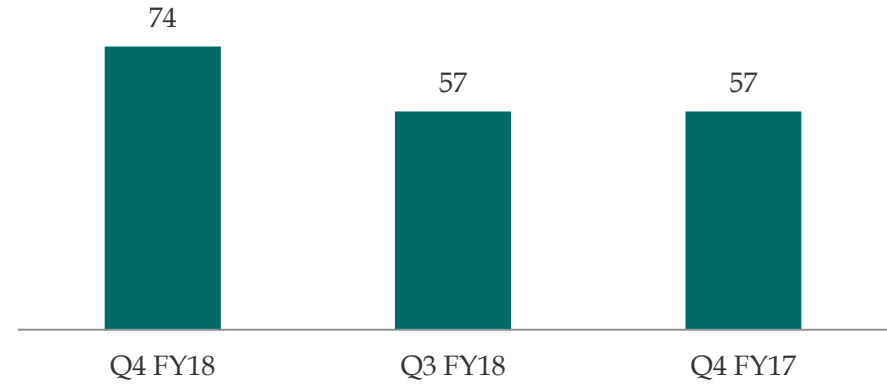
Operating Metrics



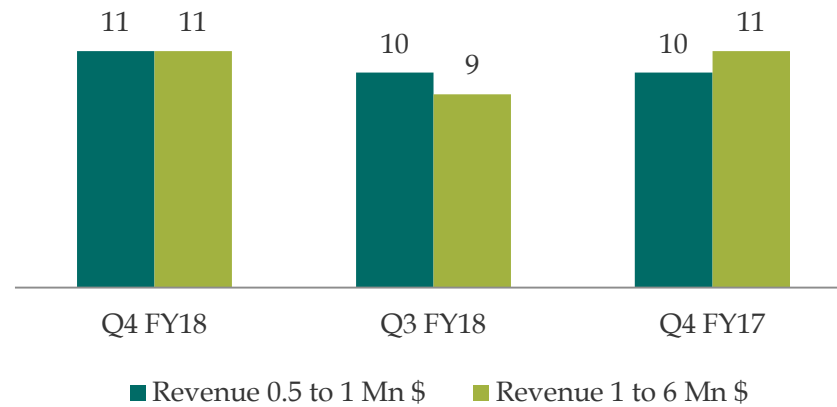
Clients Details



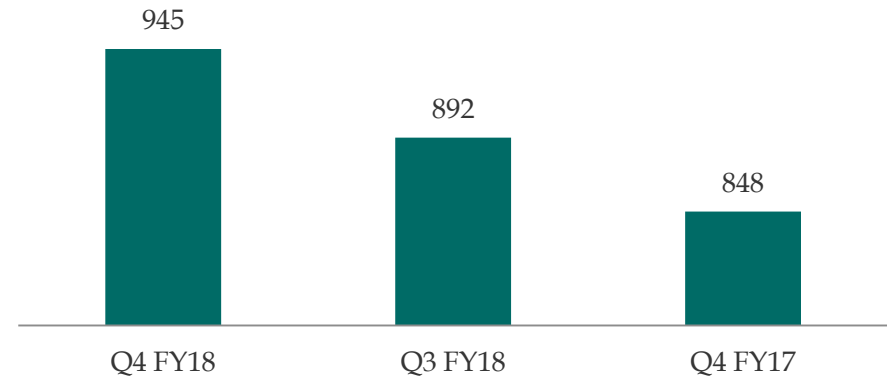
Debtors Days



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-Mar-18 Q4 FY18	31-Dec-17 Q3 FY18	QoQ Growth	31-Mar-17 Q4 FY17	YoY Growth	31-Mar-18 FY18	31-Mar-17 FY17	YoY Growth
	Net Sales / Income from Operation								
1	Income	756.4	704.0	7%	575.3	31%	2,764.4	2,599.5	6%
2	Expenditure								
(a)	Employee Cost	492.6	479.3	3%	350.7	40%	1,841.2	1,580.1	17%
(b)	Depreciation	14.0	13.5	3%	14.1	-1%	55.5	52.0	7%
(c)	Other Expenditure	139.0	119.9	16%	107.0	30%	466.3	502.0	-7%
(d)	Total Expenditure	645.6	612.7	5%	471.8	37%	2,363.0	2,134.0	11%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	110.7	91.3	21%	103.5	7%	401.4	465.5	-14%
4	Other Income	8.3	6.2	35%	4.3	92%	20.2	10.6	90%
5	Profit before Interest and Exceptional Items (3+4)	119.0	97.4	22%	107.9	10%	421.6	476.1	-11%
6	Finance Cost	2.9	-		2.0		2.9	2.0	
7	Exchange Gain/(loss)	29.4	(15.6)		(37.7)		60.4	(103.9)	
8	Profit after Interest but before Exceptional Items (5-6+7)	145.6	81.8	78%	68.2	114%	479.1	370.3	29%
9	Exceptional Items		-					-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)	145.6	81.8	78%	68.2	114%	479.1	370.3	29%
11	Tax Expenses	42.3	28.8	47%	22.2	91%	159.4	132.1	21%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)	103.3	53.0	95%	46.0	125%	319.7	238.1	34%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (12-13)	103.3	53.0	95%	46.0	125%	319.7	238.1	34%
15	Other Comprehensive Income	0.5	2.1		(1.6)		(0.8)	(6.2)	
16	Total Comprehensive Income for the period (14+15)	103.8	55.1	89%	44.5	133%	319.0	231.9	38%
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	9.66	4.96	95%	4.31	124%	29.90	22.31	34%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	9.66	4.95	95%	4.30	125%	29.90	22.26	34%



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Thank you for your attention.

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Our Values

Passion
for Quality

Professional
Partnership

Employees
Excellence

Responsibility

Honesty
and Integrity