SQS India BFSI Limited
6A, Sixth Floor, Prince Infocity II
No. 283/3 & 283/4
Rajiv Gandhi Salai (OMR)
Kandanchavadi, Chennai 600096, India

Phone: +91 44 4392 3200
Fax: +91 44 4392 3258
info-india@sqs.com
www.sqs-bfsi.com
CIN: L64202TN1998PLC066604

SEC/SE/244/16-17
Chennai, 17 March 2017

The Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Bandra-Kurla Complex
Bandra (East)
Mumbai-400 051

Sub: Intimation of schedule of Analyst / Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
Ref: Company Symbol: SQSBFSI

Dear Sir/Madam,

In accordance with Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby provide the Schedule of Analyst / Investor Meetings of the Company held in Mumbai, on Thursday, 16th March 2017 between 9.45 AM to 5.50 PM. The list of investors attended the meeting are as follows:

S. #.	Name of Firm / Individual
1	DSP BLACKROCK
2	UNION KBC MUTUAL FUND
3	ICICI PRUDENTIAL MUTUAL FUND
4	ANIVED PORTFOLIO MANAGERS
5	VAL-Q INVESTMENT ADVISORY PVT LTD
6	GIRIK CAPITAL
7	ASK INVESTMENTS
8	SYSTEMATIX SECURITIES & SHARES
9	EQUIRUS SECURITIES
10	UTI MUTUAL FUND
11	SUNDARAM MUTUAL FUND
12	RARE ENTERPRISES
13	LUCKY SECURITIES
14	MOTILAL OSWAL

The presentation made to the Investors during the meeting is enclosed herewith. Request you to kindly take note of the above and oblige.

Thanking you,

Yours faithfully,
For SQS India BFSI Limited

S. Sampath Kumar
Company Secretary and Compliance Officer
FCS No.3838

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SEC/SE/245/16-17
Chennai, 17 March 2017

Listing Department
Bombay Stock Exchange Limited
PJ Towers
Dalal Street
Mumbai - 400001

Sub: Intimation of schedule of Analyst / Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
Ref: Company Symbol: 533121

Dear Sir/Madam,

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SQS India BFSI Investors Presentation

Aarti Arvind – Managing Director & CEO
March, 2017

SQS is the leading global Quality Assurance specialist.

Founded 35 years ago, the **SQS mission** is to **Transform The World Through Quality**.

Our consultancy-led solutions will shape and drive results by:



Delivering Quality in Software –
in products, systems, processes and networks

Managing Risk and Compliance –
in an increasingly complex digital world

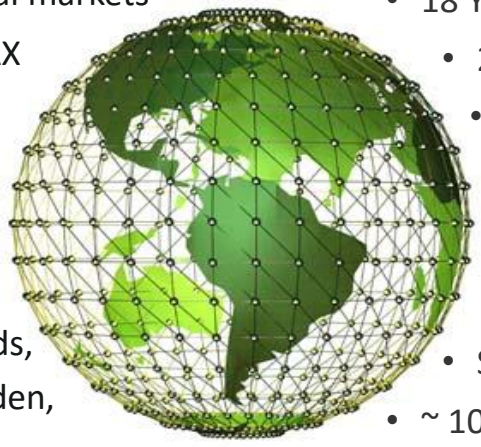
Driving Innovation and Agility –
in rapidly evolving digital organisations

Assureing Quality in Digital Businesses –
by addressing client needs on an industrial scale

The Global Specialist in Financial Services Testing

SQS

- The world's leading specialist in software quality
- 30+ Years experience in various vertical markets
- Customer base includes half of the DAX 30, nearly a third of the STOXX 50 and 20 per cent of the FTSE 100 companies
- Offices in Germany, UK, US, Australia, Austria, Egypt, Finland, France, India, Ireland, Italy, Malaysia, the Netherlands, Norway, Singapore, South Africa, Sweden, Switzerland and UAE
- 10,000+ completed projects
- ~ 4600 People



SQS BFSI

- 100% Financial Services focus
- 18 Years in Business
- 200+ client base across 23 countries
- ~80 Active Clients
- Offices in key Financial Centers: New York, London, Singapore, Brussels, Dubai, Hong Kong , Mumbai and Sydney
- Strong multi-country experience
- ~ 1000 People, 25% from Financial Industry
- Over 16M person hours of track record in Financial Services testing

Benefits Local Presence, Pedigree in Quality Testing, Strong Experience in Banking, with Global Delivery and Multi-Country Project Experience

Key Highlights

Revenue

9M FY 17 Revenue up by **+ 5%** (**7%** on Constant currency)

Group Revenue

Group revenue increased to **$ 5m (17%)** from **$3.1m (11%)** for the 9M FY 17

Client Focus

Clients **> $ 0.5m** revenue grew from **18 to 23.**

Industrialisation

Scaling technical capability

New digital business processes requires software Quality Assurance



Telephone calls



Photography



Banking



Insurance



Petrol powered Cars



Omni Channel Mobile Services



Smartphone



Digital Banking



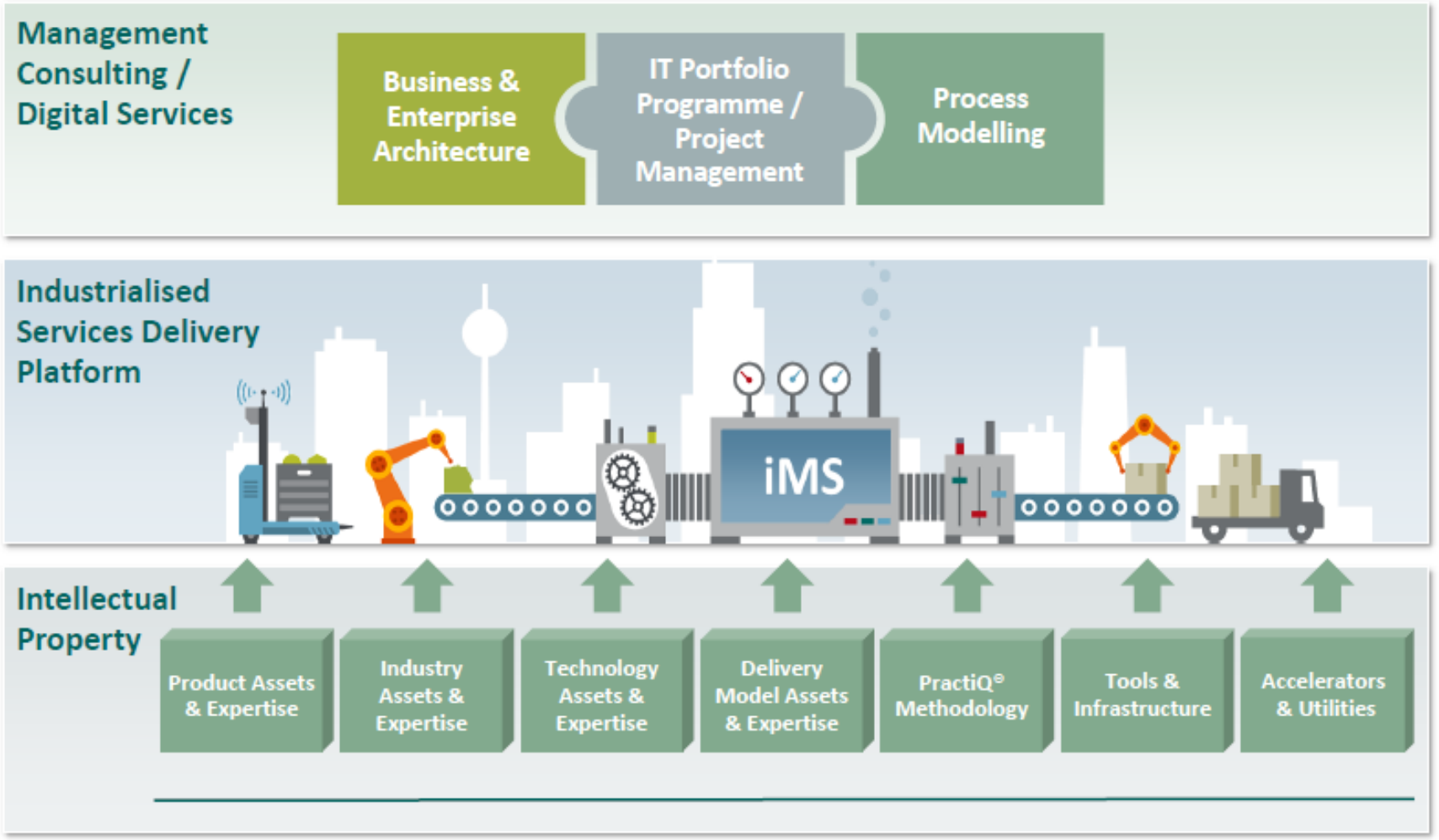
E-Insurance

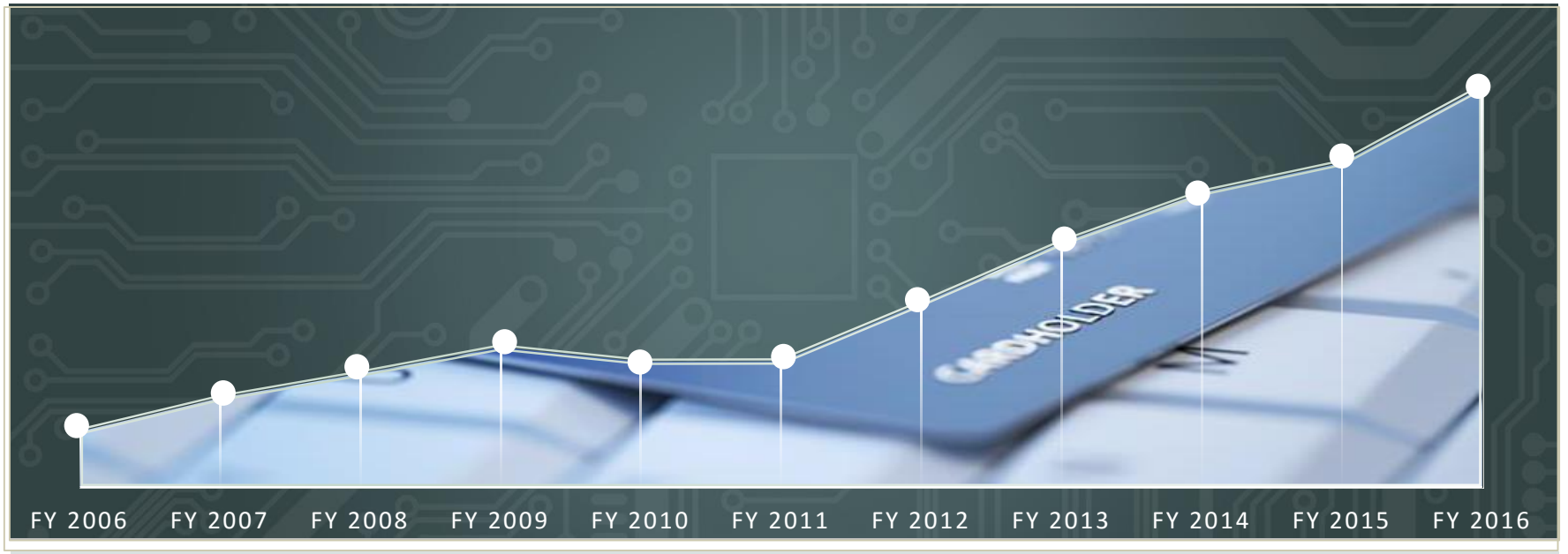


Autonomous driven electric vehicles

Market demand moves to digital consulting and shorter term deals

Digital Consulting and end-to-end Quality Assurance Services for Software are based on three pillars




FY 2006
FY 2007
FY 2008
FY 2009
FY 2010
FY 2011
FY 2012
FY 2013
FY 2014
FY 2015
FY 2016

Financials

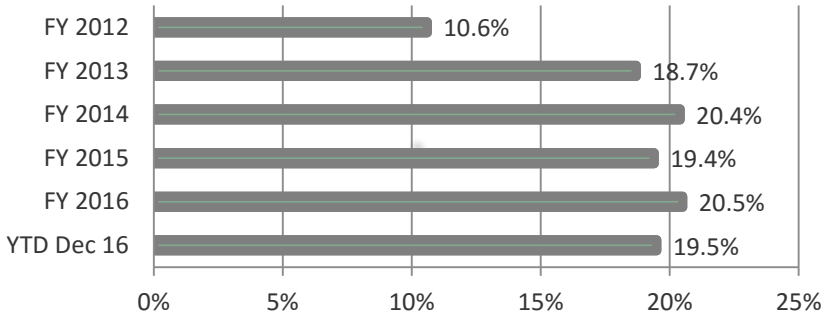
Revenue growth 5%; EBIDTA Increase 5 % compared with Previous year Nine Months period

in ₹ m	YTD Dec 16	YTD Dec 15	Change	Main developments
Revenue INR m	2024.2	1919.2	*5.5%*	Improved revenue from Europe & from Insurance & Cards verticals
Revenue $ m	30.1	29.5	*2.1%*	
EBIDTA	394.4	376.2	*4.7%*	
PBT Before FX Gain / Loss	360.9	349.3	*3.2%*	
PAT	187.5	263.1	*-28.7%*	Exchange loss Rs. 66 Mn (Previous year same period : gain Rs. 54 Mn)
Net Cash Position	837	693	*144 m*	Cash Balance increased to ₹ 837 Mn. DSO decreased to 56 days from 73 days in Dec 31,'15

Key metrics

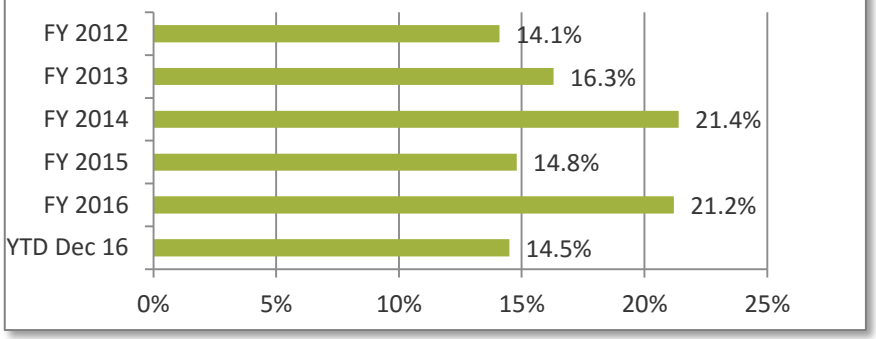
EBITDA

(in % of revenue)

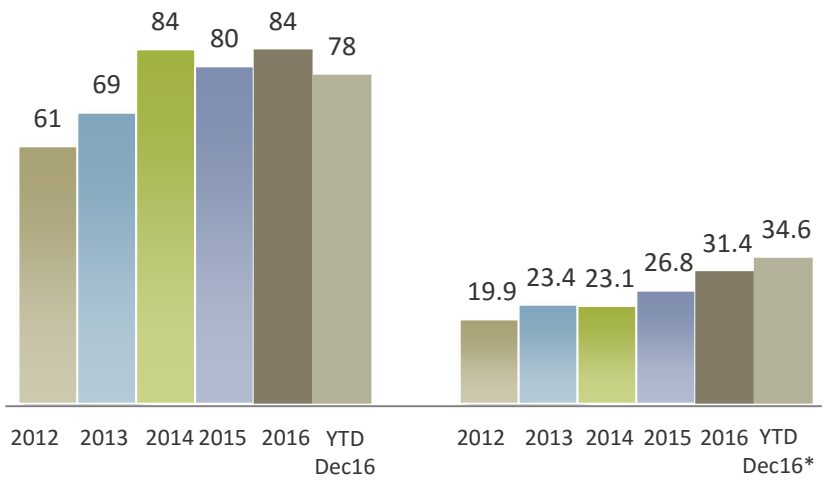


PBT

(in % of revenue)

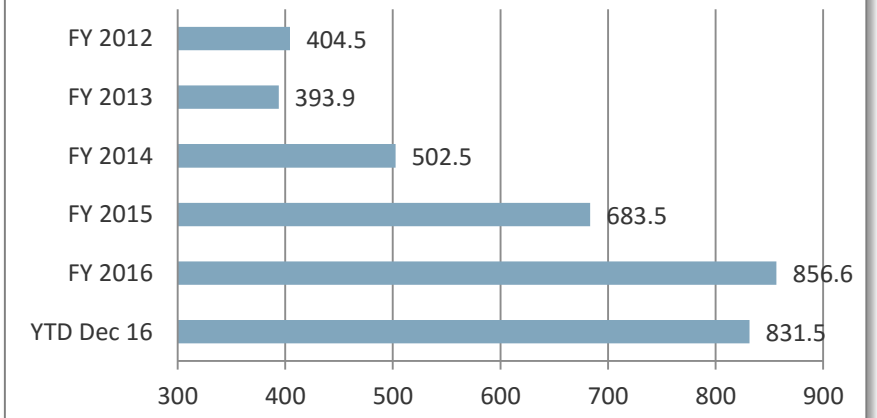


Number of clients / Average revenue



Cash balance

(in INR mn)

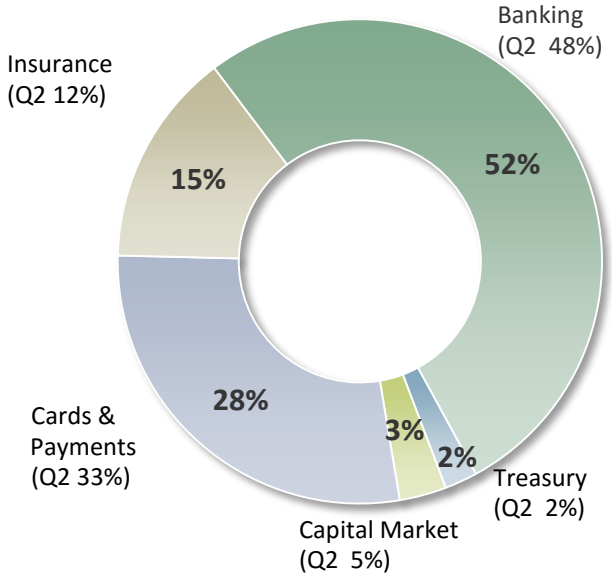


* - YTD Dec 16 FY17 Revenue Annualized.

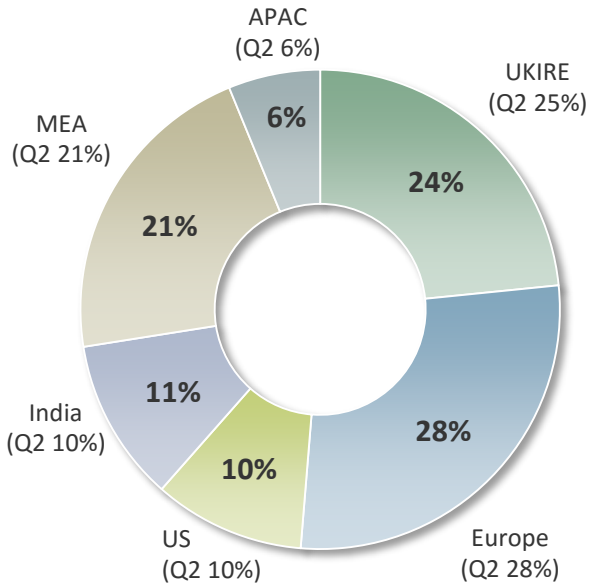
Regional split remained the same

Q3 FY-2017 Revenue

Revenue by practice : Q3 – 17 Vs Q2 -17



Revenue by geographies : Q3 – 17 Vs Q2 -17





Outlook

Current trading and strategic developments in line with expectations



Build out digital consulting
We expect increased demand from digital services, robotics and process automation

Expand US footprint organically
Capitalise on the huge market opportunity US has to offer

Grow industrialised delivery
SQS is the leading global specialist in industrialised quality assurance service delivery



Thank you for your attention