



SEC/SE/246/16-17  
Chennai, 17 March 2017

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

**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

**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 Friday, 17<sup>th</sup> March 2017 between 9.00 AM to 4.50 PM. The list of investors attended the meeting are as follows:

<b>S. #.</b>	<b>Name of Firm / Individual</b>
1	VALUE QUEST
2	M3 INVESTMENTS
3	INDIA NIVESH
4	FININVEST
5	KROMA ADVISORS
6	OHM GROUP
7	AXIS SECURITIES
8	ASTUTE INVESTMENTS
9	KNS CAPITAL
10	BIRLA SUN LIFE INSURANCE
11	EMKAY GLOBAL

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



SEC/SE/247/16-17  
Chennai, 17 March 2017

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

**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

**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,

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 Friday, 17<sup>th</sup> March 2017 between 9.00 AM to 4.50 PM. The list of investors attended the meeting are as follows:

<b>S. #.</b>	<b>Name of Firm / Individual</b>
1	VALUE QUEST
2	M3 INVESTMENTS
3	INDIA NIVESH
4	FININVEST
5	KROMA ADVISORS
6	OHM GROUP
7	AXIS SECURITIES
8	ASTUTE INVESTMENTS
9	KNS CAPITAL
10	BIRLA SUN LIFE INSURANCE
11	EMKAY GLOBAL

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

Transforming the World Through Quality



[sqs.com](http://sqs.com)



# 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:



# 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



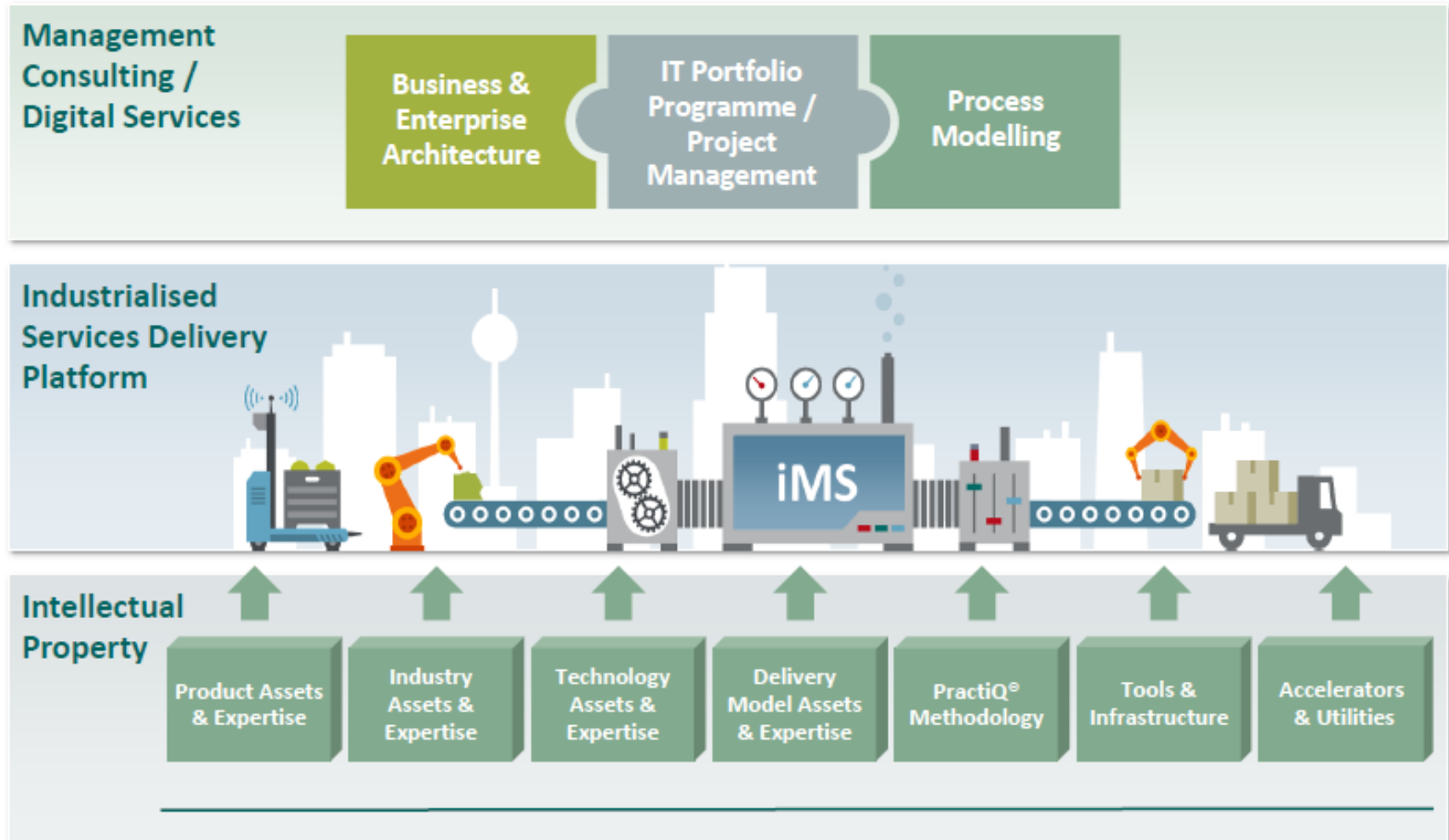
E-Insurance



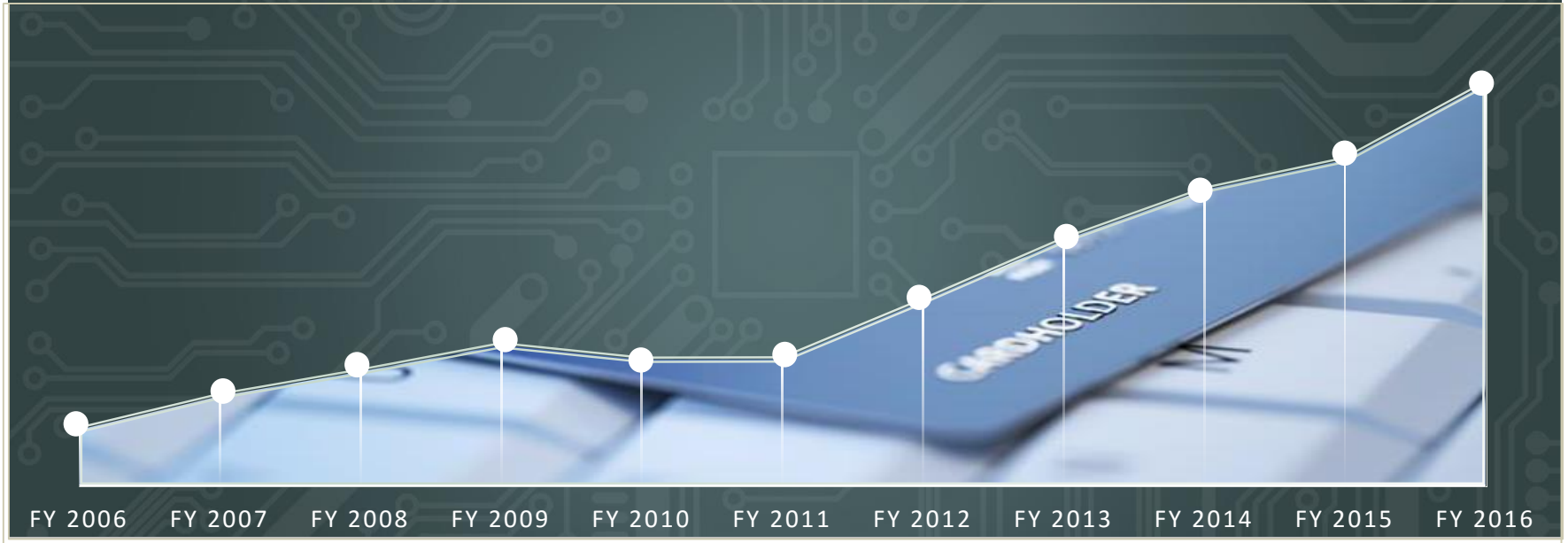
Autonomous driven electric vehicles

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







## Financials

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



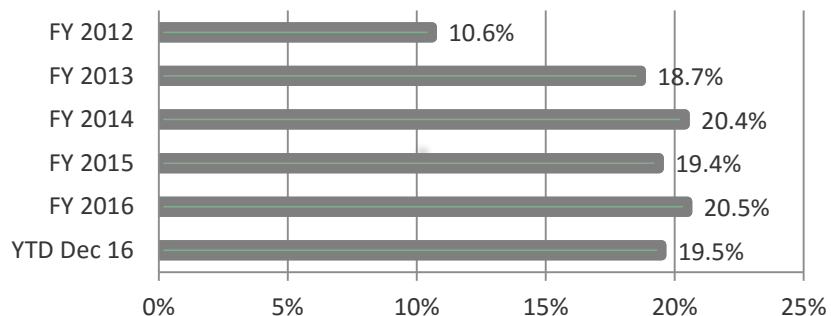
in ₹ m	YTD Dec 16	YTD Dec 15	Change	Main developments
Revenue INR m	2024.2	1919.2	5.5%	Improved revenue from Europe & from Insurance & Cards verticals
Revenue \$ m	30.1	29.5	2.1%	
EBIDTA	394.4	376.2	4.7%	
PBT Before FX Gain / Loss	360.9	349.3	3.2%	
PAT	187.5	263.1	-28.7%	Exchange loss Rs. 66 Mn (Previous 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



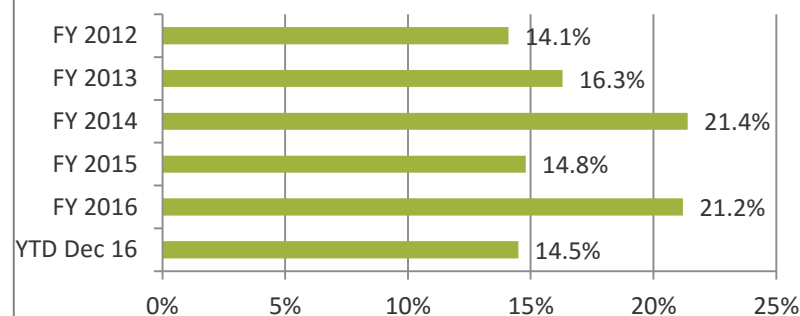
## EBITDA

(in % of revenue)

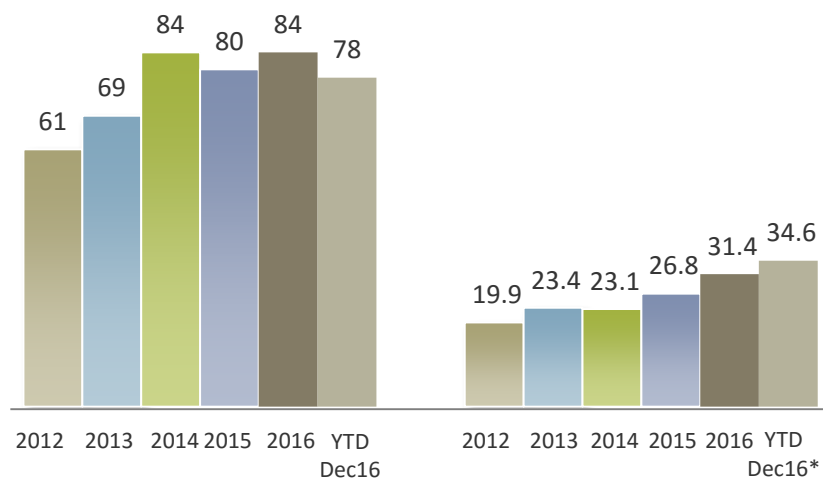


## PBT

(in % of revenue)

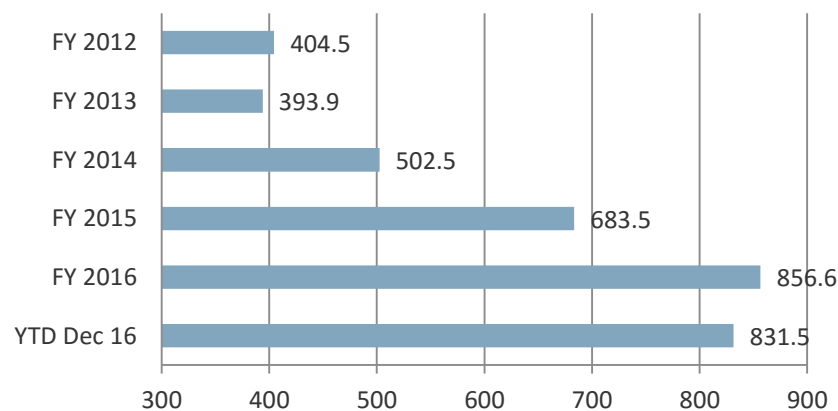


## Number of clients / Average revenue



## Cash balance

(in INR mn)



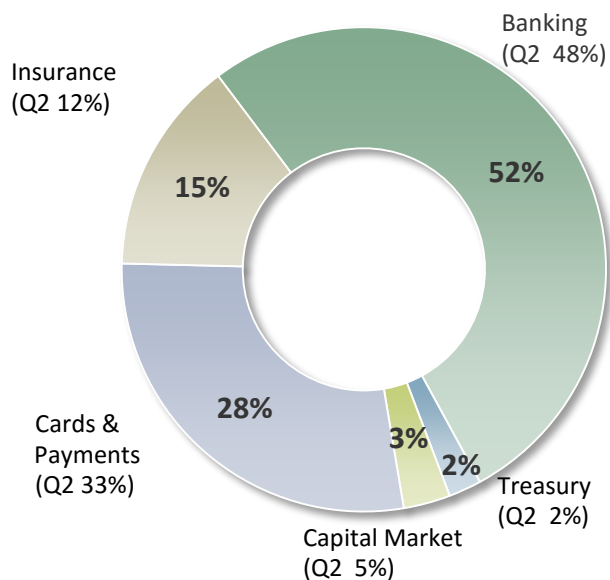
\* - YTD Dec 16 FY17 Revenue Annualized.

## Regional split remained the same

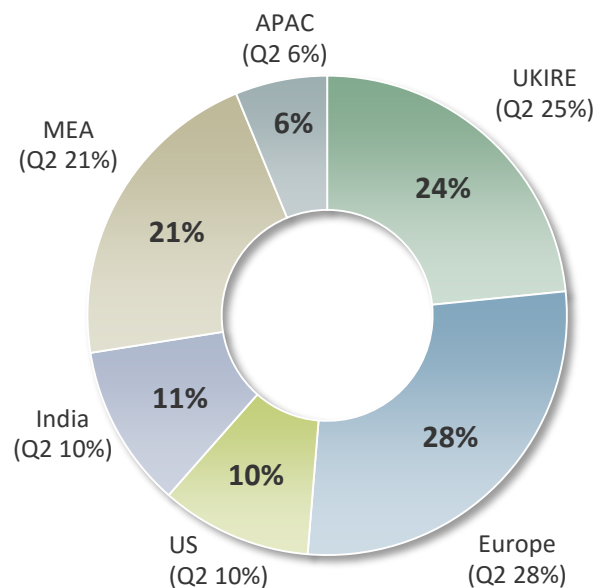


### Q3 FY-2017 Revenue

Revenue by practice : Q3 – 17 Vs Q2 -17



Revenue by geographies : Q3 – 17 Vs Q2 -17



© SQS India BFSI Ltd – Investor Presentation March 2017 11

# 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**