



SEC/SE/243/15-16
Chennai, 17 March 2016

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

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

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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 please find below the Schedule of Analyst / Investor Meetings of the Company proposed to be held in Mumbai on Friday, 18th March 2016:

S.#.	Name of Firm / Individual	Type of Meeting
1	Accendo Cap	One to One
2	Kamlesh Shah (Individual Investor)	One to One
3	Girik Cap	One to One
4	B & K Securities	One to One
5	Axis Securities	One to One
6	Centrum Broking	One to One

The latest presentation which will be used in the investor meetings is also attached herewith.

Request you to kindly take note of the above intimation.

Note: Changes may happen due to exigencies on the part of Analyst/ investor or the company.

Thanking you,

Yours faithfully,
For SQS India BFSI Limited
(Formerly Thinksoft Global Services Limited)

S. Akila
Company Secretary



SEC/SE/244/15-16
Chennai, 17 March 2016

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

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Ref: Company Symbol: 533121

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Company Secretary

SQS – the world's leading specialist in software quality



Sqs-bfsi.com



SQS India BFSI Investors Presentation

Dr. Martin Müller – Managing Director & CEO

Vaidyanathan N – CFO

March , 2016

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This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

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SQS is the world's leading specialist in end-to-end business process software quality assurance.



Founded more than 30 years ago, we have established ourselves as the leading specialist for **end to end software quality solutions**, serving **North America, EMEA and APAC**.

The **SQS mission** is to shape and support the most critical and challenging software change initiatives. We support our clients through our **deep industry know how** and **global delivery capability**.

Driven by our **standardised methodology PractiQ®**, **industrialisation & automation processes**.

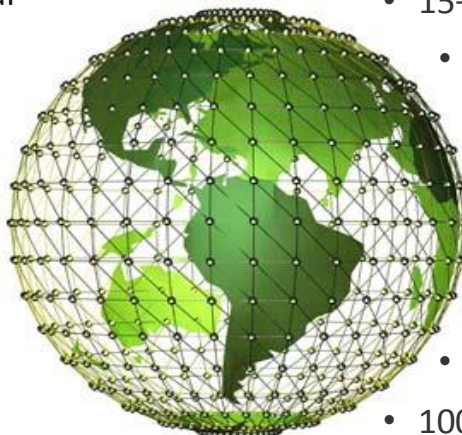


The Global Specialist in Financial Services Testing



SQS

- The world's leading specialist in software quality
- 30+ Years experience in various vertical markets
- Customer base includes 20 FTSE-100 companies, half of the DAX 30 companies and nearly a third of the STOXX-50 companies
- Offices in : Austria, Benelux, Germany, Egypt, Finland, France, India, Ireland, Norway, Portugal, South Africa, UK, Sweden, Switzerland, USA
- Strong multi-country experience
- 7,000+ completed projects
- 4000+ People



SQS BFSI

- 100% Financial Services focus
 - 15+ Years in Business
 - 200+ client base across 23 countries
 - 80+ Active Clients
 - Offices in key Financial Centers: New York, London, Frankfurt, Singapore, Brussels, Dubai, Hong Kong, Mumbai and Sydney
 - Strong multi-country experience
 - 1000+ People, 25% from Financial Industry
- Over 15M 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

Clear focus on Key Markets and Operational Excellence



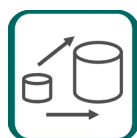
- **Successfully Completed Integration with SQS Group. Now in a continuous development mode**
- **New Customers bringing in higher onsite revenue** (from 55% to 61%). Potential to be migrated offshore, in line with the company's offshore centric model
- **Bigger client size**
 - ✓ Client spread enlarged -over \$ 0.5 million Clients grew from 15 to 18.
- **Focus continues to be on the US and Europe.** Also new business opportunities in the Middle East and Asia
- **Banking continues to be the strongest practice** showing consistent growth, up 12% to 15.2m\$. The insurance segment also grew by 90% to \$1.86 m, with high future potential
- **Employee related parameters improved** – Focus on:
 - ✓ Utilisation improved to 70%
 - ✓ Attrition at 19.2%.



Revenue growth 19%; PAT Increase 31% compared with Previous year Nine Months period

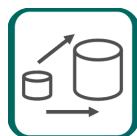


Compared with YTD Dec 14 FY 2015



Growth

+ 19% in ₹ terms to **₹ 1920 Mn** (**+ 11%** in \$ terms to \$ 29.48 Mn)



Utilisation

Blended utilisation increased to **70%** (from 65%)



PBT Before Exchange Gain/Loss

PBT Before Exchange Gain/Loss increased
by **22%** to **₹ 350 Mn.**



PAT

PAT increased by **31%** to **₹ 263 Mn**

Satisfactory results in 2014-15 paving base and way for future growth



Achievements 2015-16- 9 Months

- Overall Revenue increase by 19% compared to first 9 months of FY 2014-15.
- Group Business reached 10% of the Total Revenue
- Utilization improved to 70%.



Effect on Business

- Clients > \$ 0.5m
- revenue grew from 15 to 18
- Better visibility in the market
- Innovative, technology and re-usable asset based delivery
- Improved gross margins



Targets 2015-16

- Expand share of test automation and output based pricing
- Organic growth in own established client environment
- Further strengthen our position in US market
- Realize the advantages of Group strengths



Developing the US Market and how to grow



USA

- USA is 50% of the global market in IT services, but SQS' presence has been only 22%
- Re-structuring of US Sales and Pre-Sales complete
- Move towards SQS BFSI of USA revenues to reach Europe volume levels



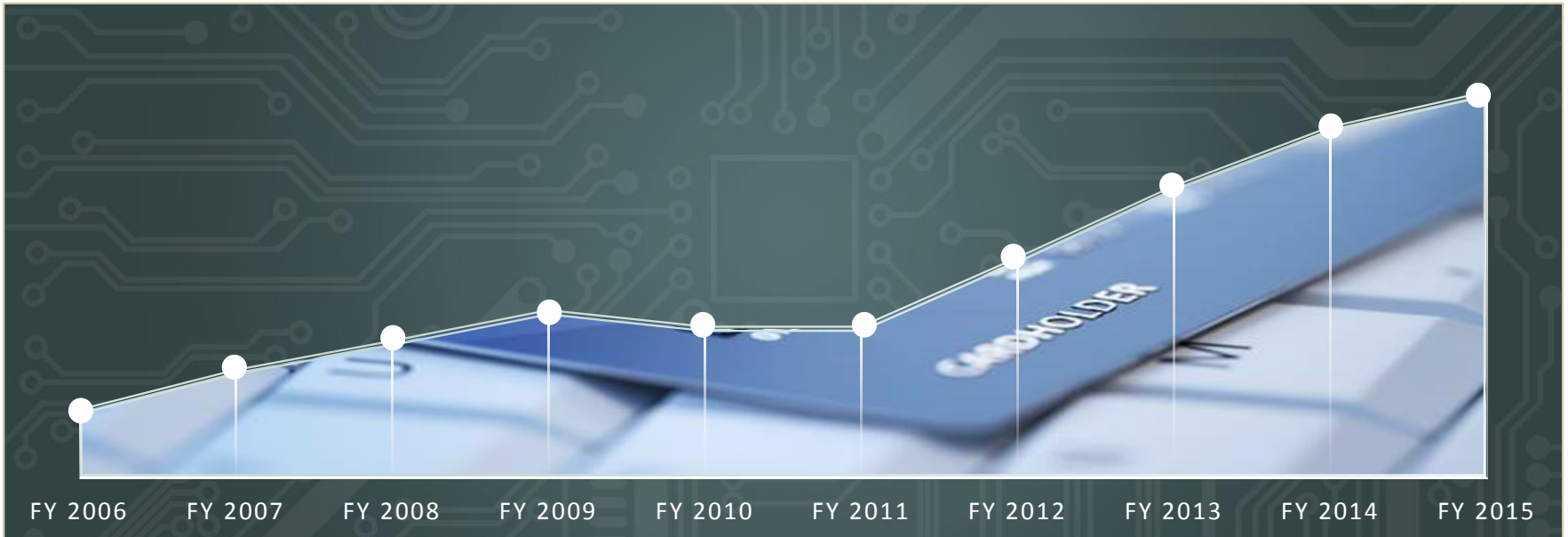
How do we get there

- Replace existing service providers to clients by aggressive sale and demonstrating thru PoCs
- Through appropriate Business intelligence get aware of new clients programs and provide offerings
- Explore possibilities of cross selling BFSI to existing clients of SQS



How to sustain

- Long-term stable relationships with large corporations
- Experienced and motivated management team
- Cost benefits to the clients through increased offshoring and managed services



Financials

Revenue growth 19%; PAT Increase 31% compared with Previous year Nine Months period



in INR m	YTD Dec 15	YTD Dec 14	Change	Main developments
Revenue INR m	1919.2	1615.6	18.8%	Improved revenue from Europe & from Banking & Cards verticals
Revenue \$ m	29.5	26.5	11.3%	
EBIDTA	376.2	325.6	15.5%	Improved Utilization at 70%
PBT Before FX Gain / Loss	349.3	286.1	22.1%	
PAT	263.1	200.1	31.5%	Exchange gain Rs. 54 Mn (Previous year same period : gain Rs. 9 Mn)
Net Cash Position	693	635	58 m	Cash Balance increased to ₹ 693 Mn after 2 Dividend Payouts of Rs 305 Mn.

Revenue increased by 1 % compared to previous quarter



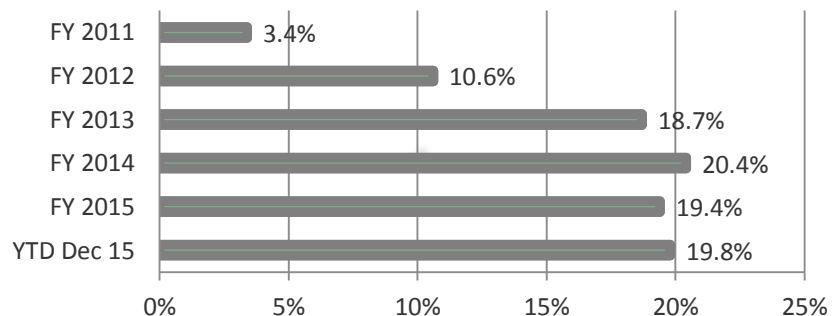
in ₹ Mn	Q3 -2016	Q2-2016	Change	Main developments
Revenue ₹ Mn	671.1	665.6	0.8%	
Revenue \$ Mn	10.2	10.2	-0.2%	Marginal variation
EBITDA	132.2	143.8	-8.1%	Investment in Human Capital: 148 resources added.
PBT Before FX Gain / Loss	122.3	134.8	-9.3%	
PBT	115.5	157.7	-26.7%	
Receivables	556	639	84 m	Improved to 73 days from 96 days in Q2 FY16,

The deployment of our strategy is evidenced by our key metrics



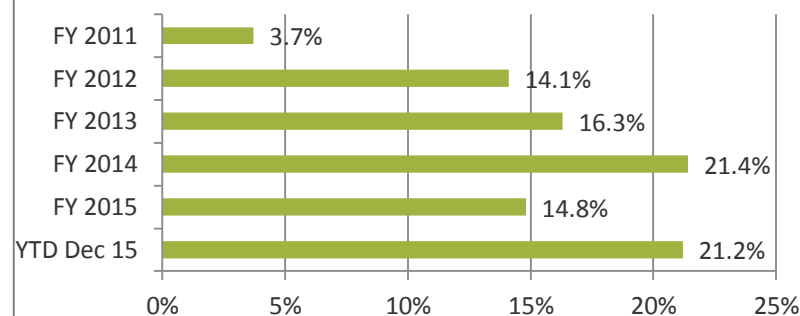
EBITDA

(in % of revenue)

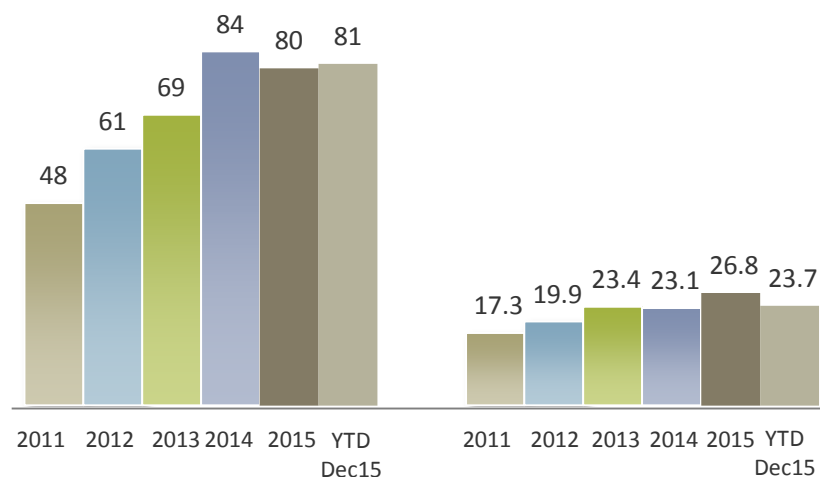


PBT

(in % of revenue)

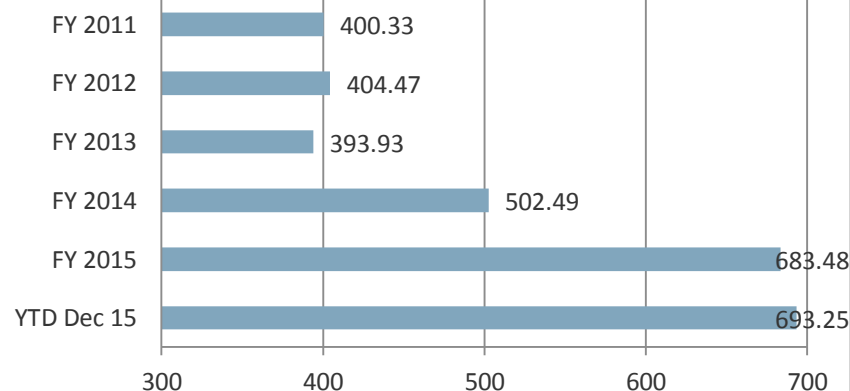


Number of clients / Average revenue



Cash balance

(in INR mn)



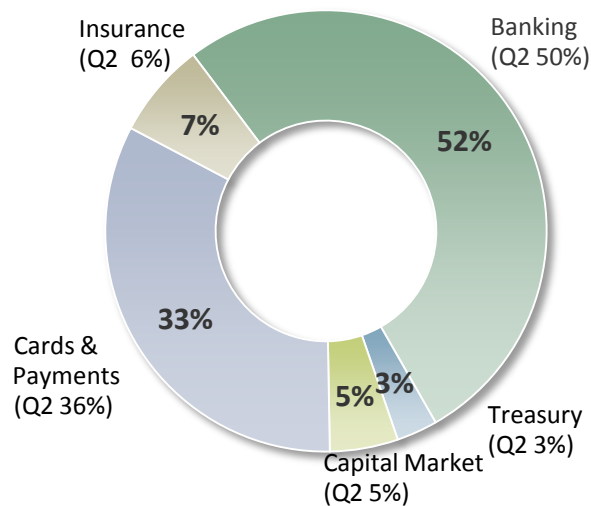
* - YTD Dec 15 2016 Revenue Annualized.

Banking practice & Europe Region contributed the Increase in Revenues.

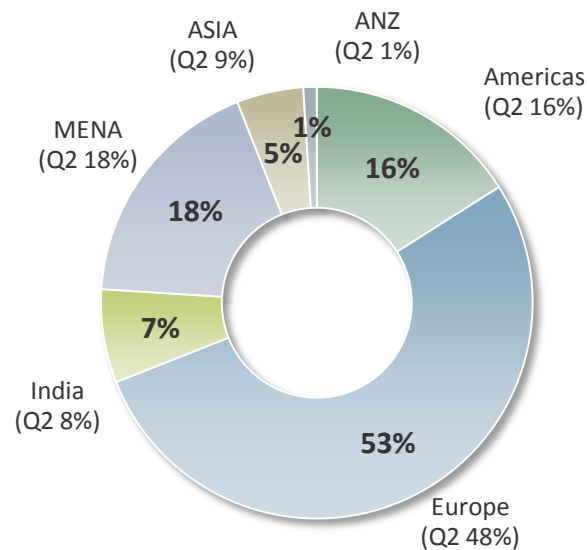


Q3 FY-2016 Revenue

Revenue by practice



Revenue by geographies



Markets and Outlook

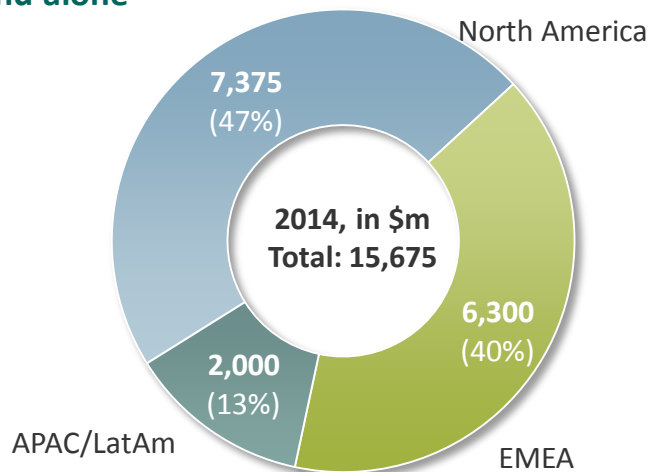


Testing Services market growth rates are well above the c. 2% for IT services



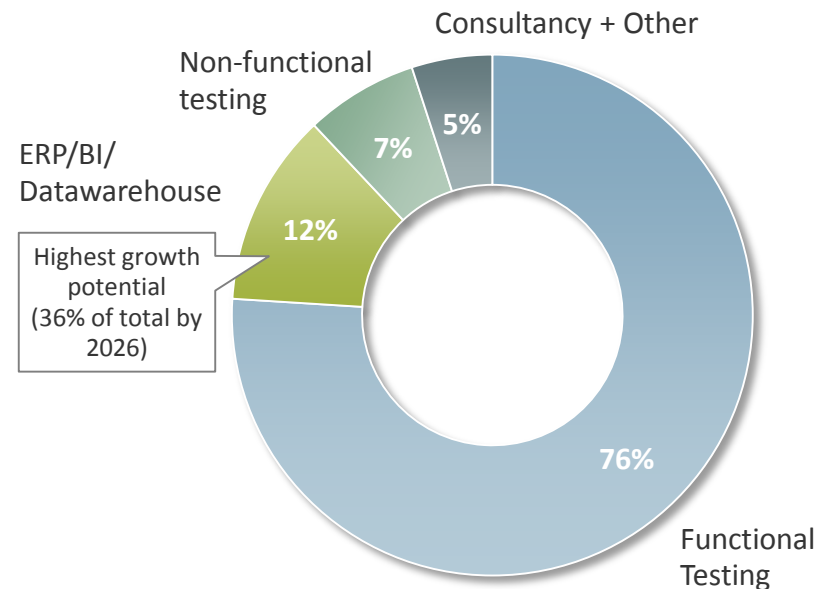
World market testing services

Specialist testing contracted stand alone



Change per year	2015	2016	2017
North America	+ 14%	+ 14%	+ 14%
EMEA	+ 12%	+ 12%	+ 12%
APAC/LatAm	+ 11%	+ 11%	+ 13%

Market split by services



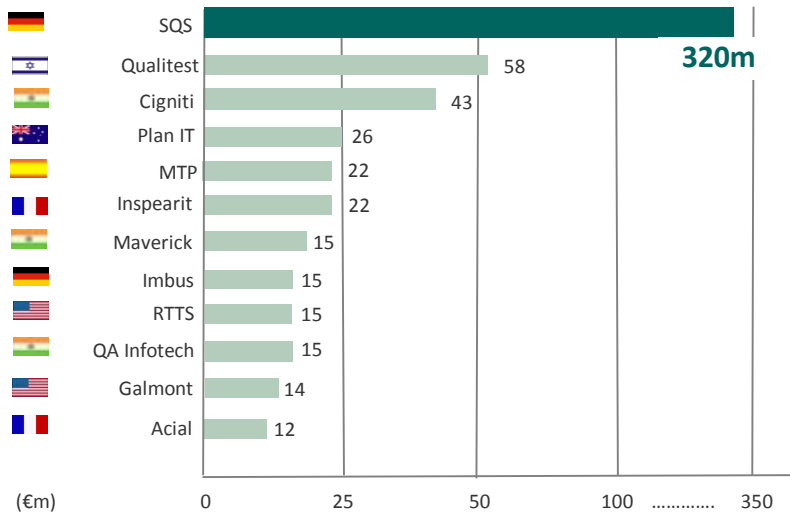
Highest growth rates expected in Financial Services, Energy & Utilities, Retail & Logistics

SQS is the world's largest software quality services specialist by revenue and has moved to # 8 among system integrators.

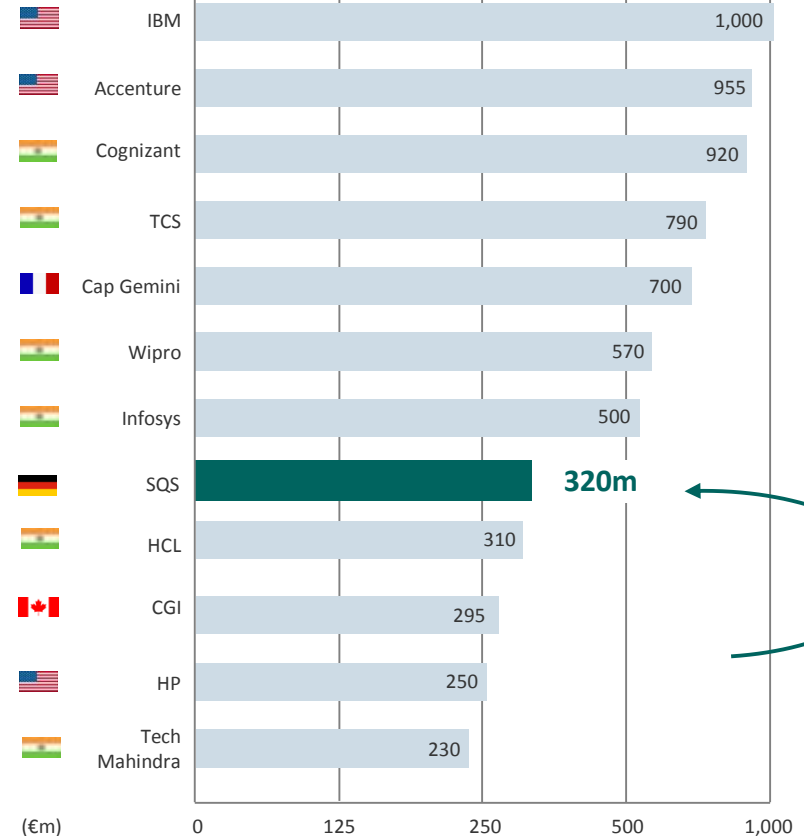


Pure Play Quality Services Specialists

1



System Integrators (testing part only)



8

World market for software quality services:

- \$15 to \$17bn * **
- 48% in US, 33% in Europe, 20% RoW **
- Expected CAGR of ~8% *

Source: *Nelson Hall Report, 2014/2016; **Gartner 2016; SQS, based on estimated or published 2015 revenue figures



Thank you for your attention