



SEC/SE/158/17-18  
Chennai, 21 September, 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

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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**

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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, September 21, 2017 between 9.00 AM to 4.30 PM. The list of investors attended the meeting are as follows:

<b>S. #.</b>	<b><u>Name of Firm / Individual</u></b>
1	Girik Capital
2	L&T Mutual Fund
3	Oyster Rock Capital
4	ICICI Pru Mutual Fund
5	Principal India
6	M3 Investments
7	Multi-Act
8	Banyan Capital
9	Motilal Oswal
10	OHM
11	Kitara
12	Trustline India Holdings
13	IDFC
14	Spark
15	Antique
16	Systematix
17	HDFC
18	Value Quest



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/159/17-18  
Chennai, 21 September, 2017

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

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sqs.com

# SQS India BFSI Investors' Presentation

September 2017

Aarti Arvind – Managing Director & CEO  
Ramaseshan K – Chief Financial Officer

September 2017

Aarti Arvind – Managing Director & CEO  
Ramaseshan K – Chief Financial Officer

# We have a proud history in software quality assurance



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



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

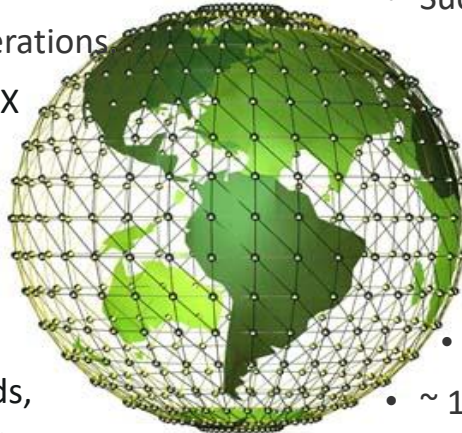


# The Global Specialist in Financial Services Testing



## SQS

- SQS is the leading global specialist in end-to-end quality services.
- 35 Years of successful consultancy operations
- 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
- ~ 4400 People



## SQS BFSI

- 100% Financial Services focus
  - Successful track record of over 15 years
  - 150+ customers in APAC, USA, UK and Middle East
  - 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 14M person hours of track record in Financial Services testing
- ISO 9001:2015 and ISO 27001:2013 certified, SSAE 16/ISAE 3402 and PCI:DSS compliant

## Benefits

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

# Key Highlights



## Revenue

Q1 FY 18 Revenue up by + 6%  
(7% on Constant currency)  
compared to Q4 FY 17

## Group Revenue

Group revenue increased to \$ 1.7m  
(18.9%) from \$1.6 m (18.8%)  
for Q4 FY 17

## Client Focus

Average revenue per client grew  
from **INR 34.2 m to INR 41.9 m**  
(annualized).

## Profit Before Tax (PBT)

PBT for the quarter ended at  
**INR 141 m** compared to **INR 68 m**  
in Q4 FY 17



# Industrialised Managed Service (iMS)



**Deliver faster**



**Provide certainty**



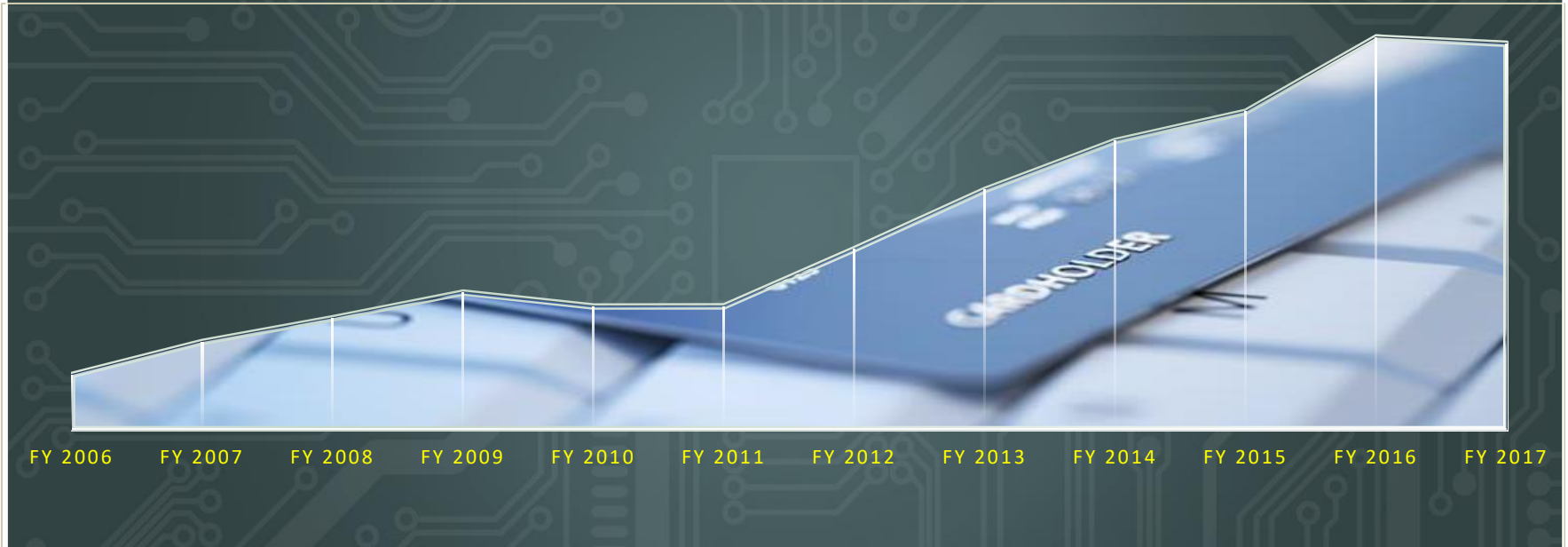
**Reduce costs**



**Improve customer satisfaction**

- Leverage iMS to measure efficiencies and Quality
- Improve integration of systems to avoid redundancies





# Financials

# Revenue increase of 5.6% in Q1 FY 18



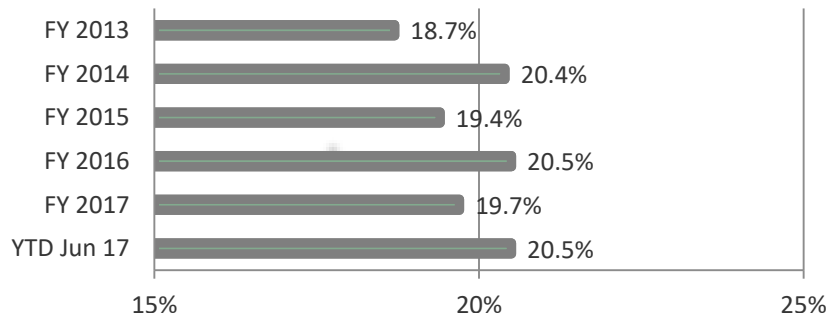
in ₹ m	Qtr 1 FY 18	Qtr 4 FY 17	Change	Main developments
<b>Revenue INR m</b>	607.4	575.3	5.6%	Improved revenue from Europe and US
<b>Revenue \$ m</b>	9.4	8.7	8.7%	
<b>EBIDTA</b>	124.2	119.4	4.0%	3rd party onsite deployment
<b>PBT Before FX Gain / Loss</b>	113.0	105.7	6.8%	
<b>PAT</b>	90.1	44.6	101.9%	Exchange gain Rs. 28 Mn vs loss of Rs. 37 m in Q4 FY17
<b>Net Cash Position</b>	997	890	107 m	DSO at 66 days from 57 days in Mar 31, 2017

# Key metrics



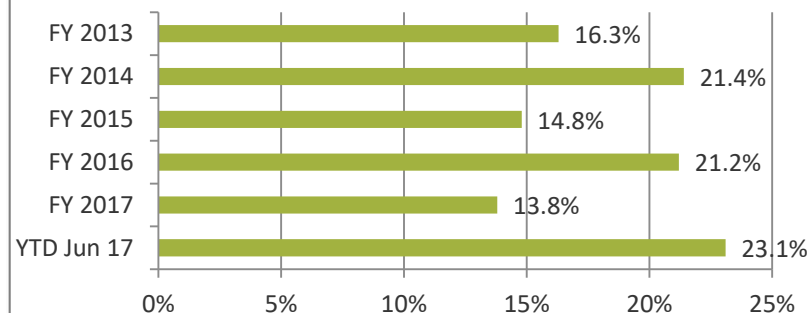
## EBITDA

(in % of revenue)



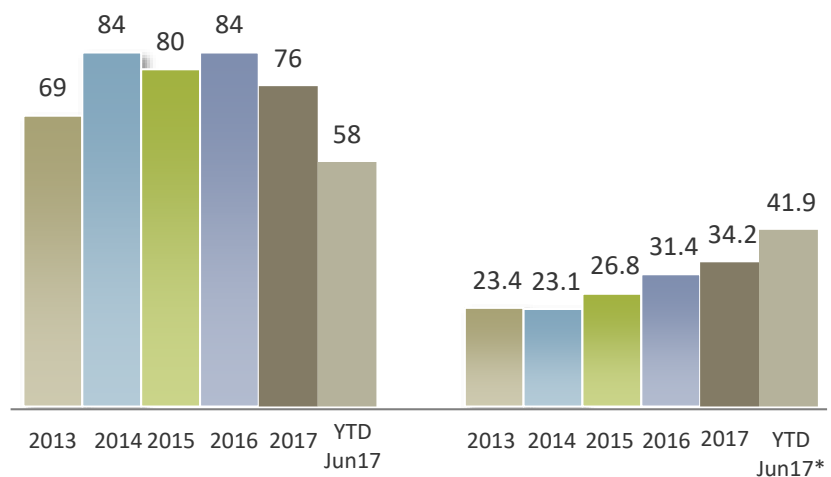
## PBT

(in % of revenue)



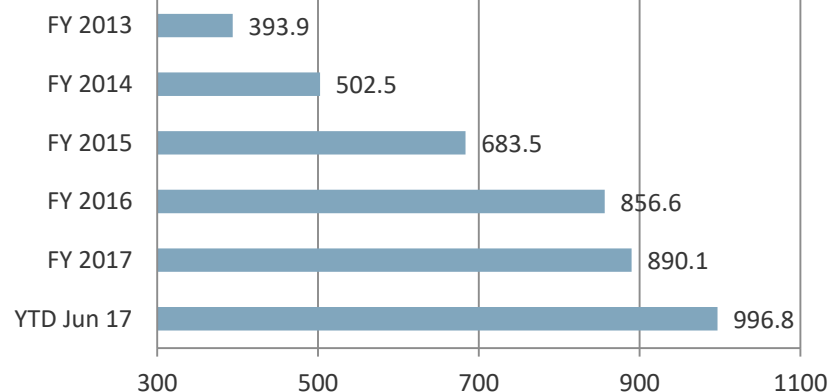
## Number of clients / Average revenue

(in INR mn)



## Cash balance

(in INR mn)



\* - YTD Jun 17 FY18 Revenue Annualized.

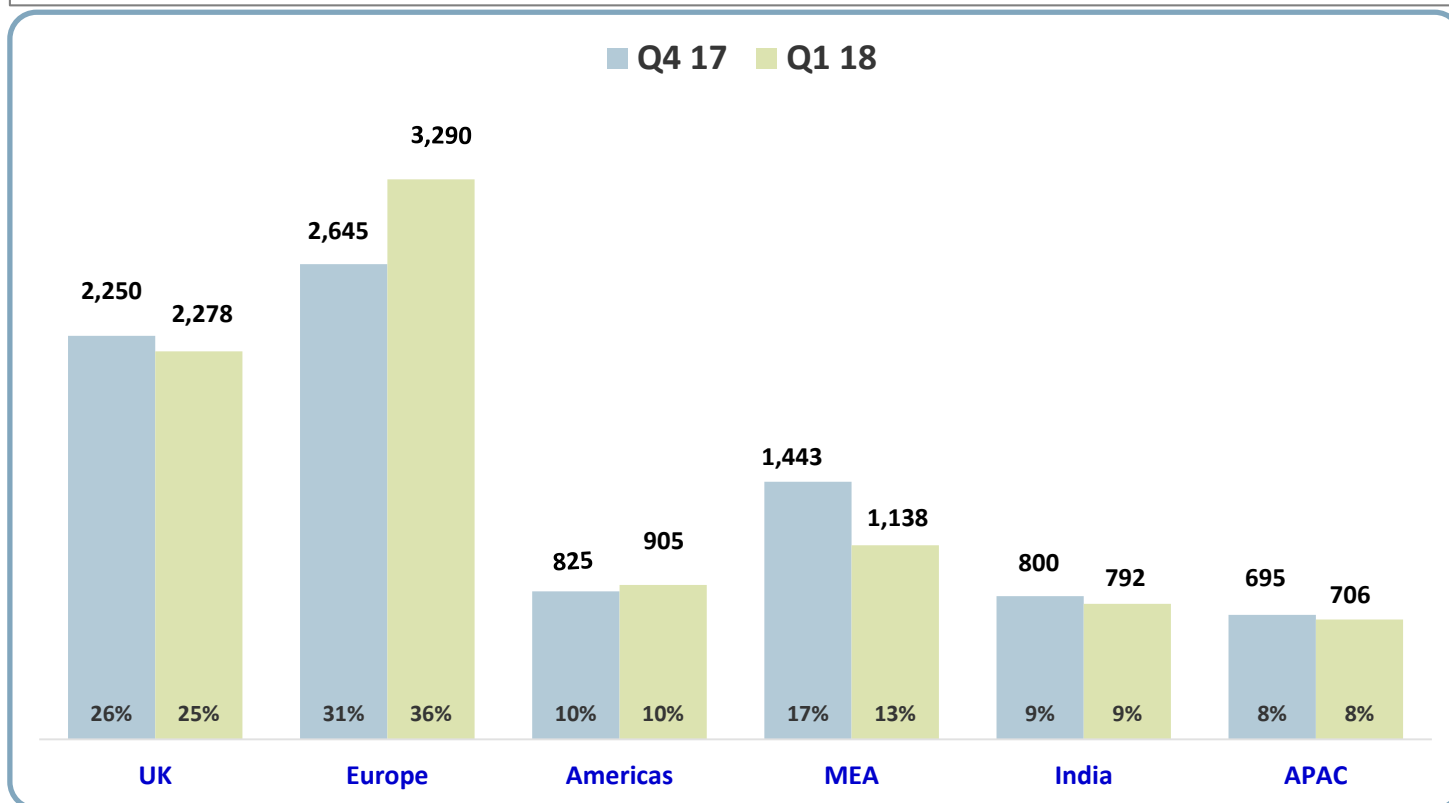
# Revenue split



in US\$ '000

## Q1 FY-2018 Revenue

### Revenue by geographies : Q4 – 17 Vs Q1 - 18



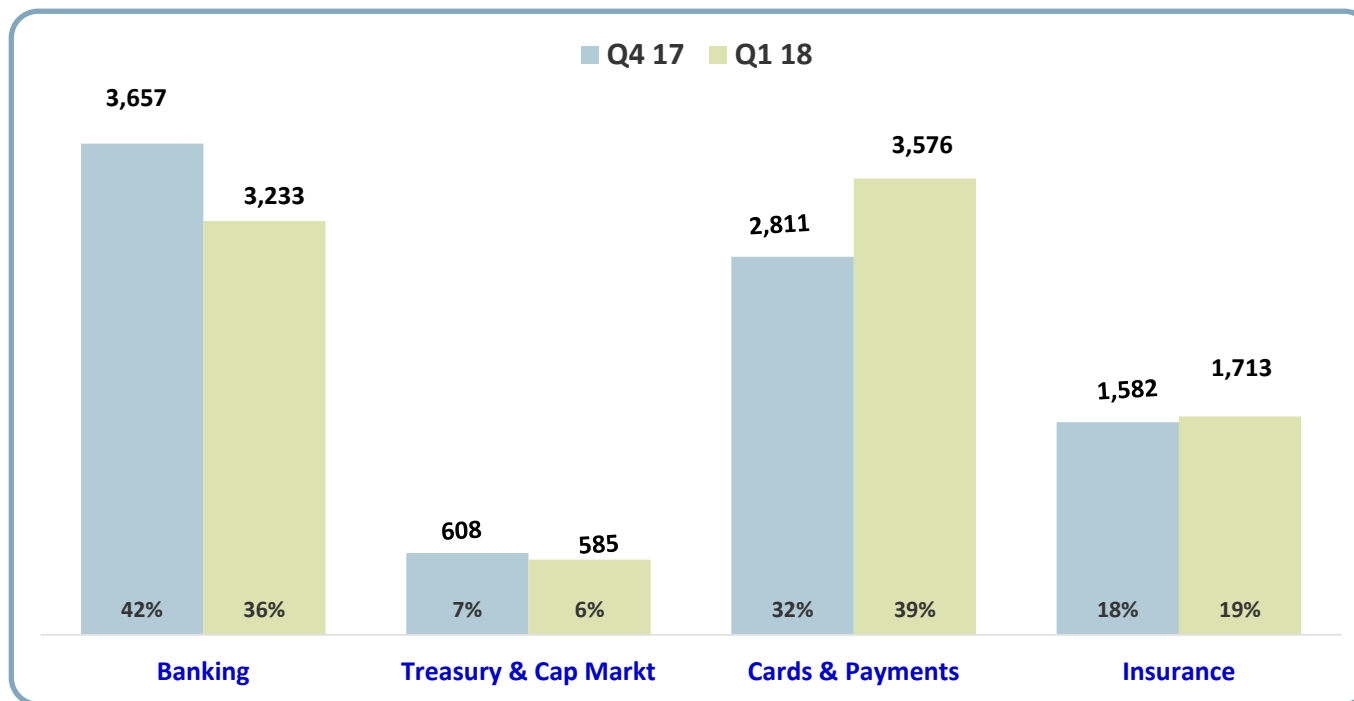
# Revenue split



in US\$ '000

## Q1 FY-2018 Revenue

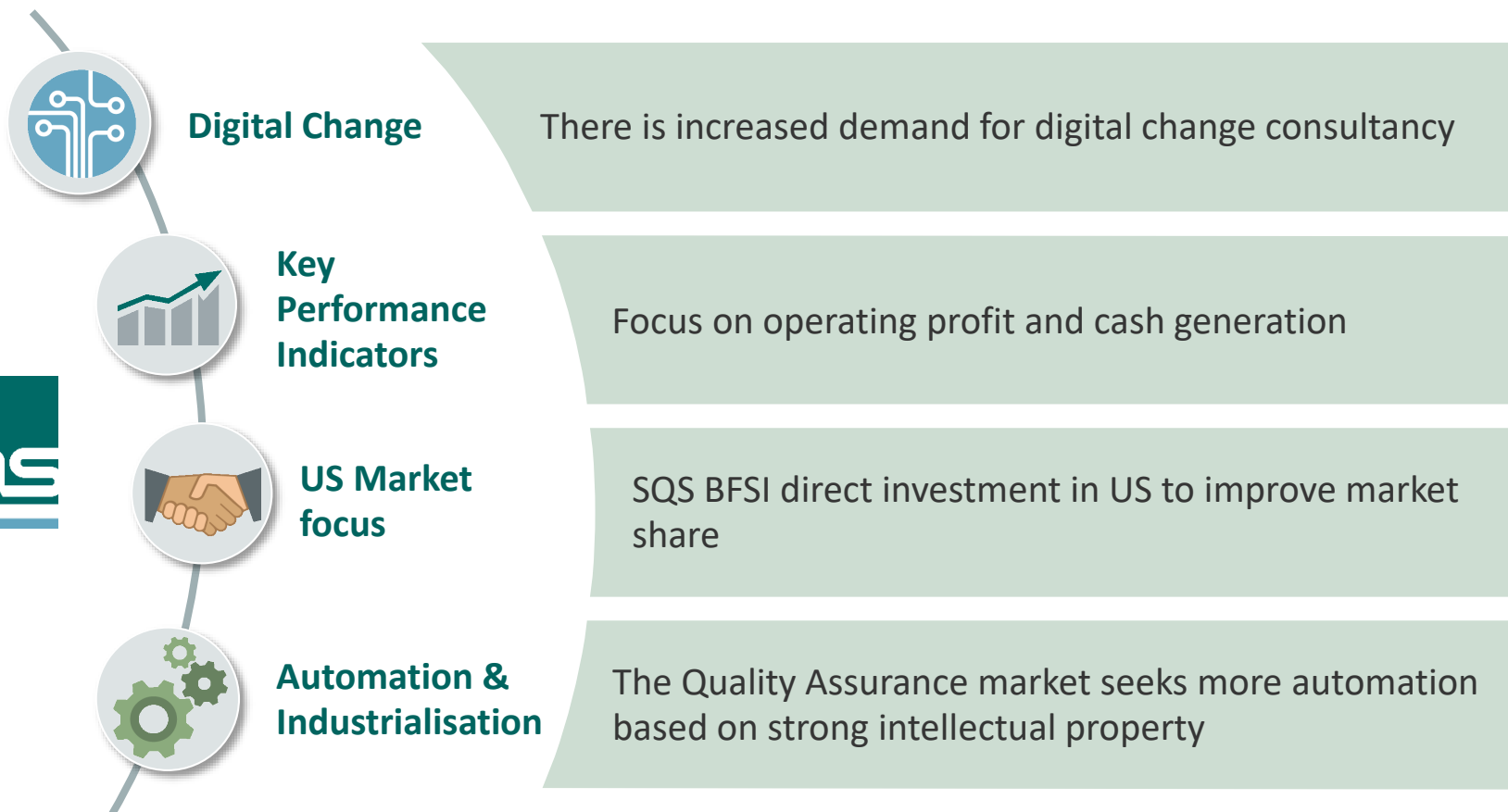
### Revenue by practice : Q4 – 17 Vs Q1 - 18





## Summary and Outlook

# Growth potential driven by digital consulting and automation







**Thank you for your attention**