

Transforming the World Through Quality



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SQS India BFSI Investors Presentation

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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



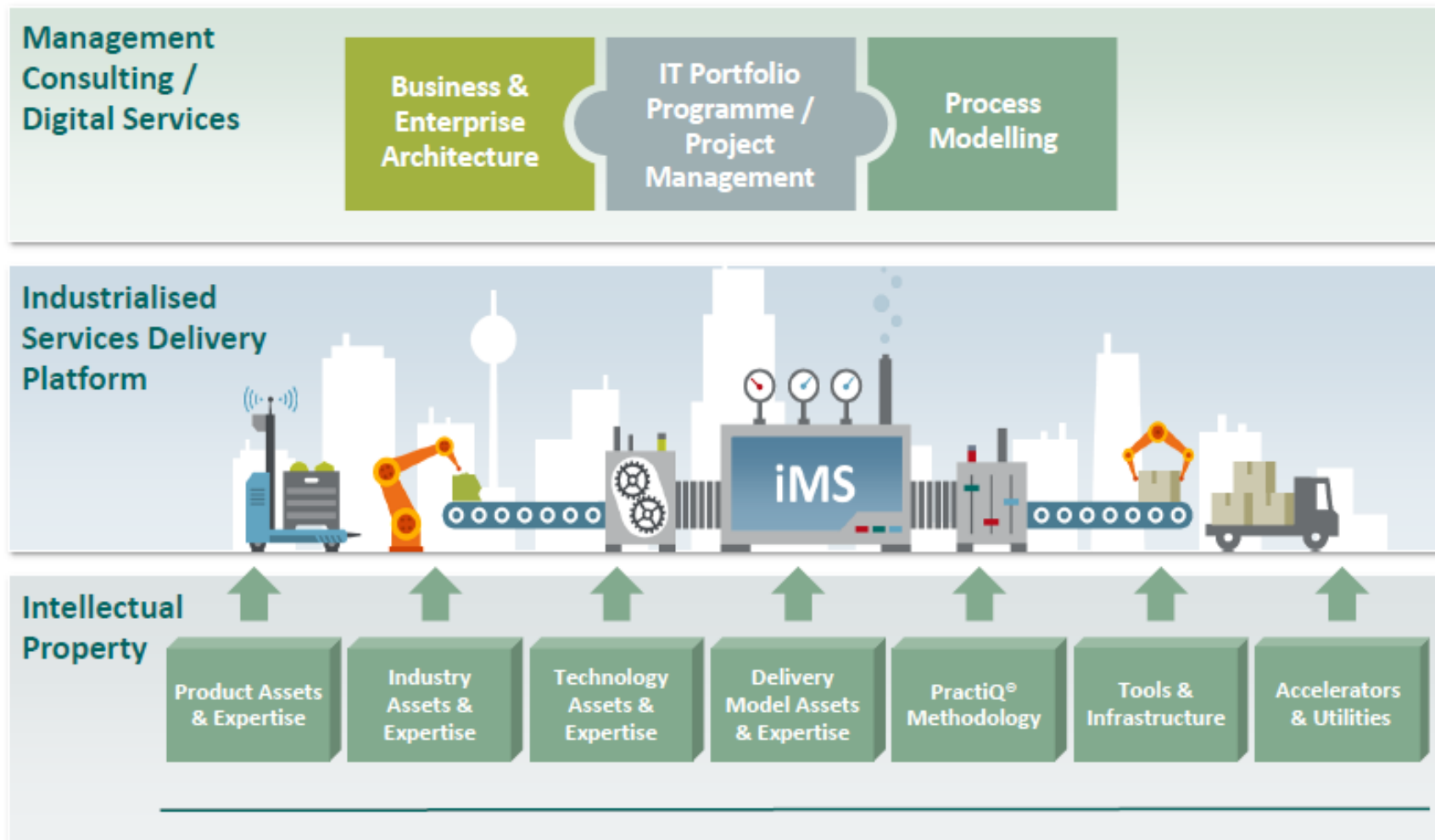
E-Insurance

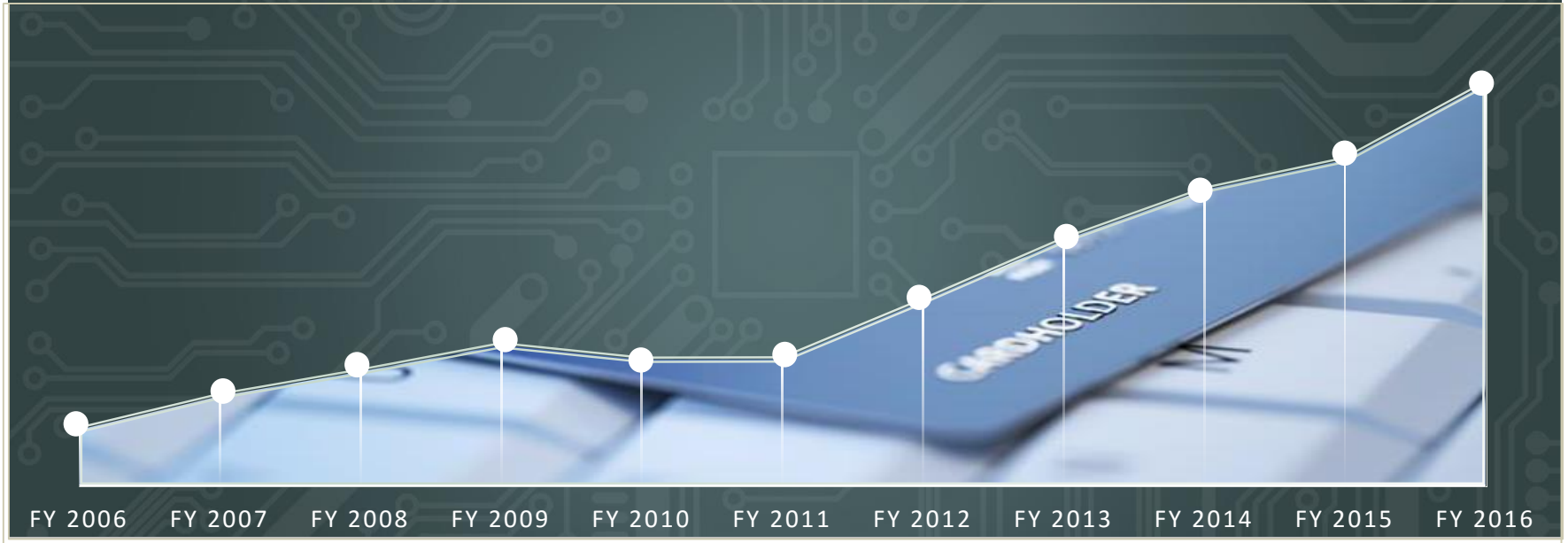


Autonomous driven electric vehicles

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



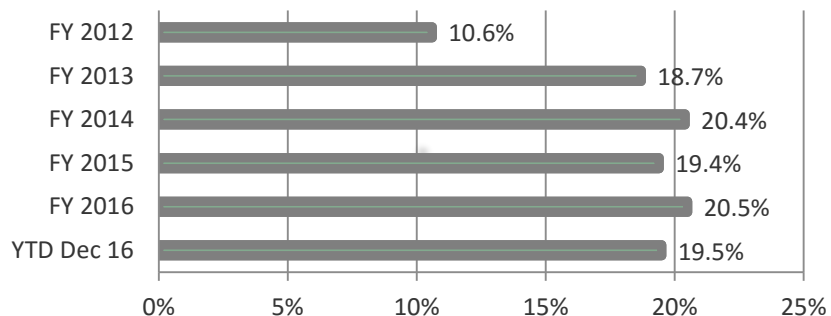
in ₹ m	YTD Dec 16	YTD Dec 15	Change	Main developments
Revenue INR m	2024.2	1919.2	5.5%	Improved revenue from Europe & from Insurance & Cards verticals
Revenue \$ m	30.1	29.5	2.1%	
EBIDTA	394.4	376.2	4.7%	
PBT Before FX Gain / Loss	360.9	349.3	3.2%	
PAT	187.5	263.1	-28.7%	Exchange loss Rs. 66 Mn (Previous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



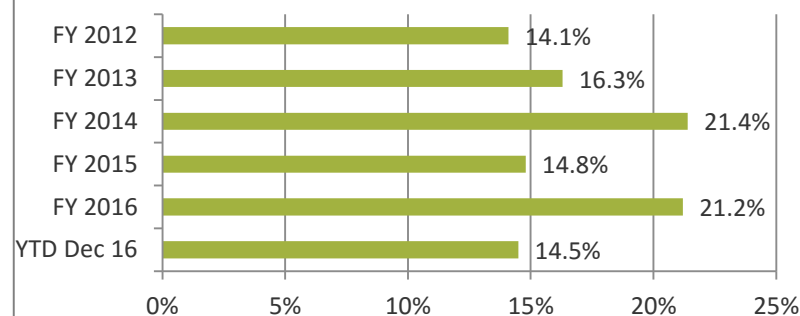
EBITDA

(in % of revenue)

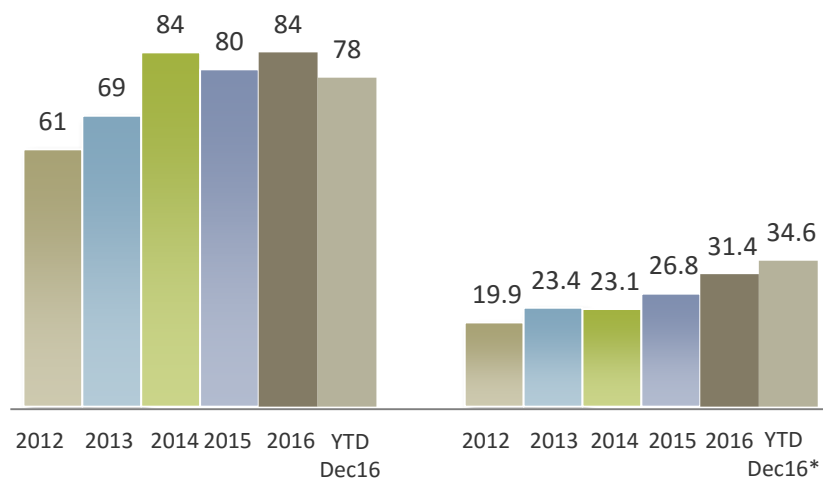


PBT

(in % of revenue)

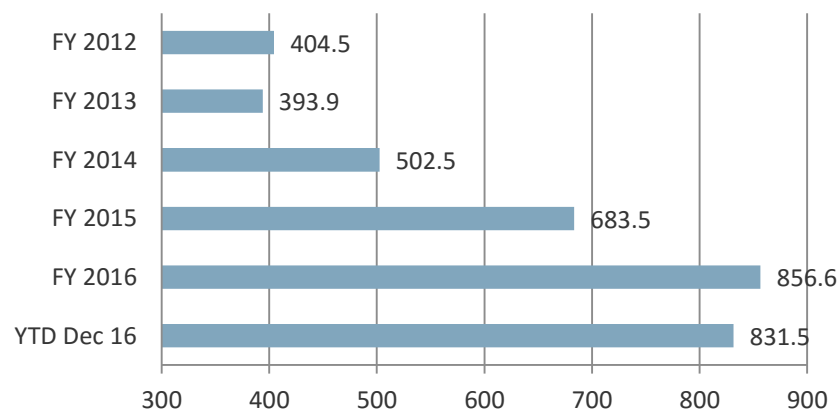


Number of clients / Average revenue



Cash balance

(in INR mn)



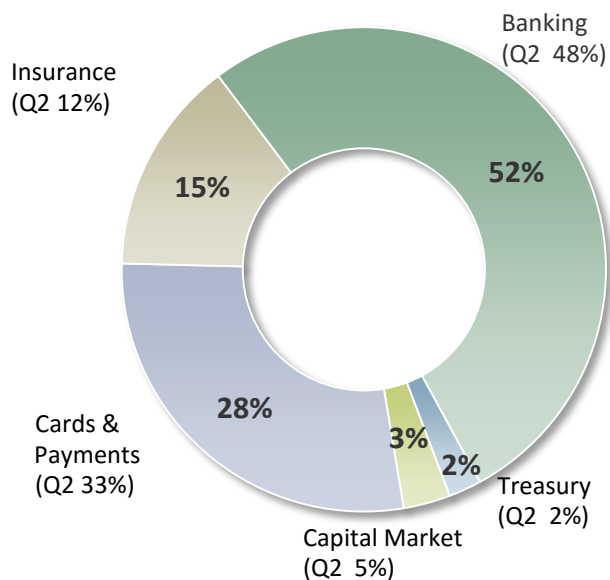
* - YTD Dec 16 FY17 Revenue Annualized.

Regional split remained the same

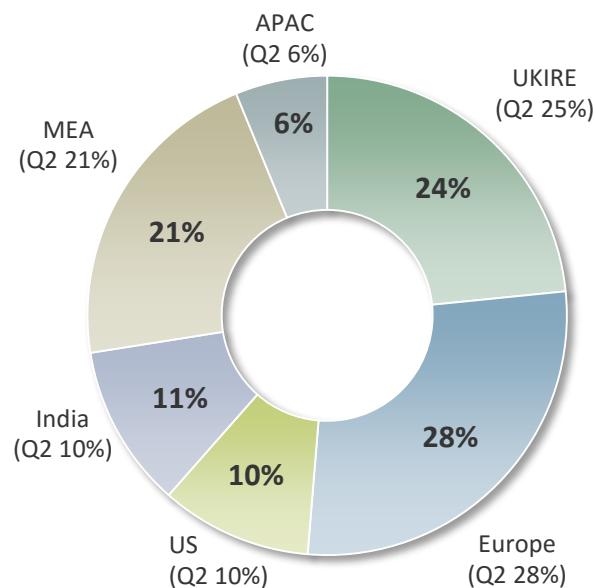


Q3 FY-2017 Revenue

Revenue by practice : Q3 – 17 Vs Q2 -17



Revenue by geographies : Q3 – 17 Vs Q2 -17





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