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SQS India BFSI Limited Earnings Presentation – Q2 FY15

Safe Harbor



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Particulars



- Performance Review
- Consolidated Financial Summary
- Operating Metrics
- Consolidated Quarterly P & L

Consolidated QoQ Review

- Q2 FY15 Operating revenue was Rs 56.4 crore compared to Rs 51.3 crore during the previous quarter.
- Total income was Rs 56.8 crore compared to Rs 51.8 crore during the previous quarter - an increase of 10%.
- The Company reported EBITDA of Rs 12.2 crore compared to Rs 10.1 crore during the previous quarter.
- EBITDA Margin stood at 21.6% for Q2 FY15 compared to 19.7% in Q1 FY15, up 189 bps.
- Net profit stood at Rs 7.1 crore during the quarter under review compared to Rs 6.3 crore during the previous quarter.
- Basic EPS stood at Rs 6.90 compared to Rs 6.09 for Q1 FY15.

Consolidated H1 FY15 Review

- Operating revenue was Rs 107.8 crore during the half year under review as compared to Rs 100.9 crore during the previous half year reflecting an increase of 7 % in rupee terms and in USD by 9 % to \$ 17.87 Mn.
- Total income was Rs 108.6 crore for the H1 FY15 as compared to Rs 103.2 crore in the previous half year.
- EBITDA stood at Rs 22.3 crore for H1 FY15 as compared to Rs 17.0 crore during the previous half year.
- EBITDA Margin at 20.7% during the period under review as against 16.8% in H2 FY14, up 386 bps.
- Net profit stood at Rs 13.4 crore 6m ended September 30, 2014 as compared to Rs 9.2 crore in the previous half year an increase of 45% over the previous half year.
- Basic EPS stood at Rs 12.99. Increase of 44 % over the previous half year.

Consolidated Financial Summary

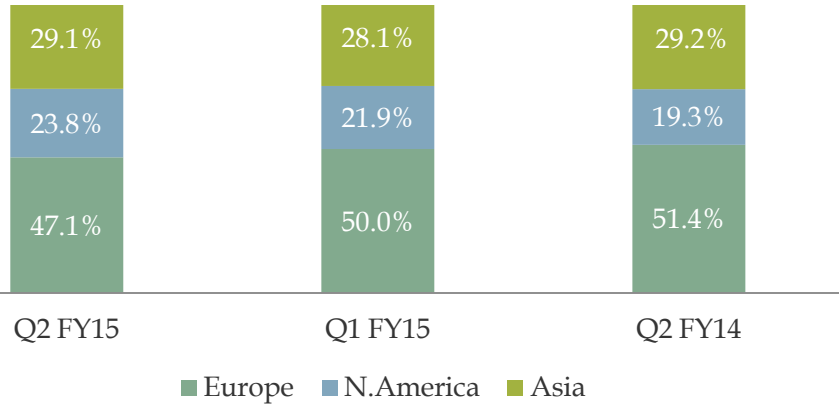


Particulars	Metrics	30-Sep-14	30-Jun-14	QoQ Growth	30-Sep-13	YoY Growth	30-Sep-14	31-Mar-14	Growth
		Q2 FY15	Q1 FY15		Q2 FY14		H1 FY15	H2 FY14	
Revenue	Total Revenue (INR M)	568.3	518.0	10%	507.1	12%	1,086.3	1,031.8	5%
	Net Revenue (INR M)	564.4	513.2	10%	504.3	12%	1,077.6	1,009.7	7%
Profit	EBITDA (INR M)	121.7	101.0	20%	116.7	4%	222.7	169.7	31%
	<i>PBT Before Forex Gain/ Loss(INR M)</i>	108.4	88.0	23%	100.5	8%	196.4	153.7	28%
	PBT (INR M)	103.7	93.7	11%	147.8	-30%	197.4	131.2	50%
	PAT (INR M)	71.3	62.7	14%	105.5	-32%	134.0	92.4	45%
Margin	EBITDA	21.6%	19.7%		23.1%		20.7%	16.8%	
	<i>PBT Before Forex Gain/ Loss</i>	19.1%	17.0%		19.8%		18.1%	14.9%	
	PBT	18.2%	18.1%		29.1%		18.2%	12.7%	
	PAT	12.5%	12.1%		20.8%		12.3%	9.0%	
EPS	Basic (Rs.)	6.9	6.1	13%	10.4	-34%	13.0	9.0	44%
	Diluted (Rs.)	6.7	5.9	13%	10.3	-35%	12.6	8.4	50%

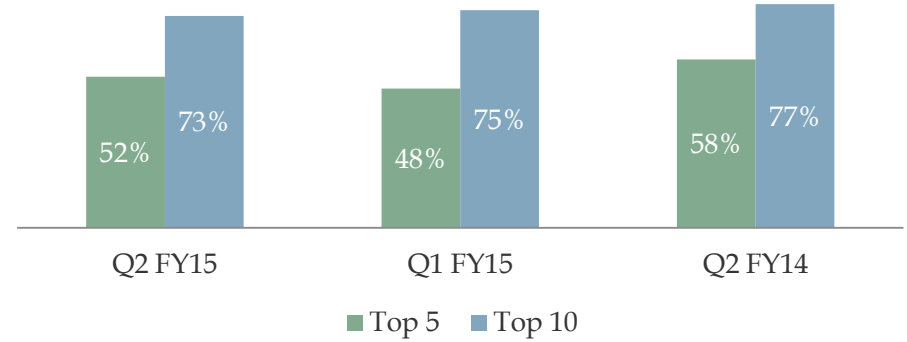
Operating Metrics



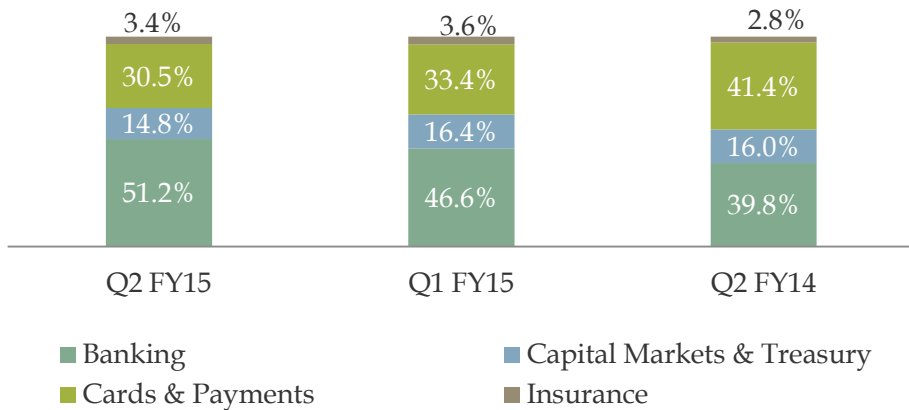
Revenue by Region



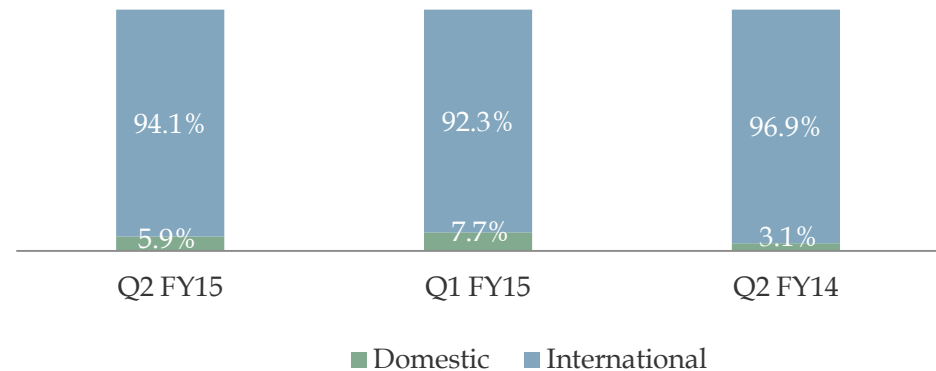
Client Concentration



Revenue by Practice



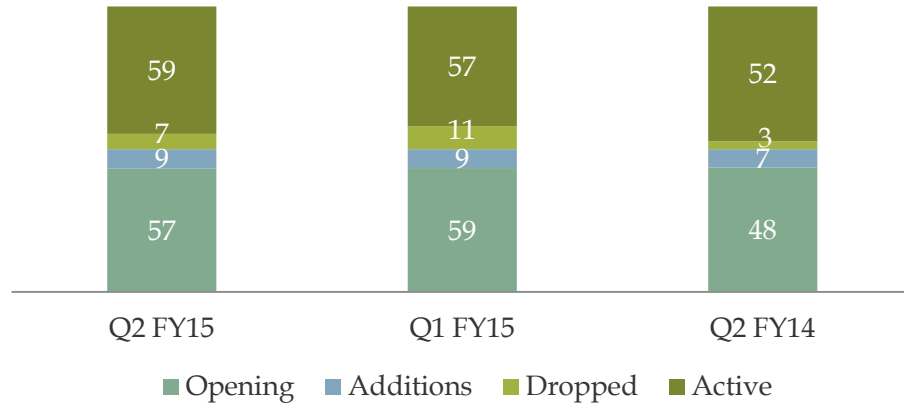
Revenue Distribution



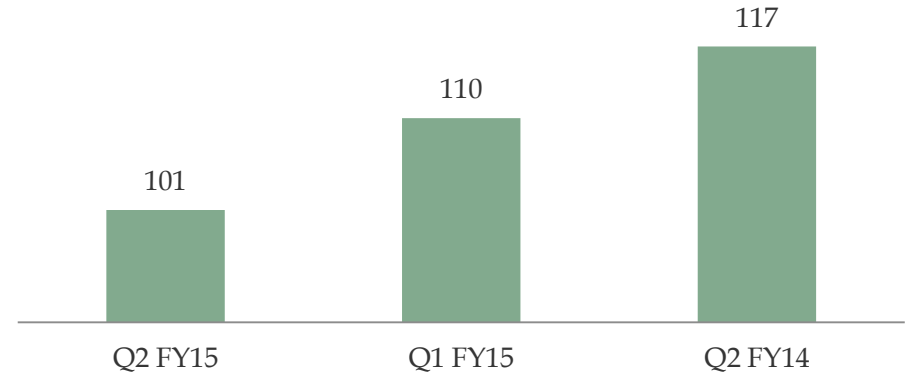
Operating Metrics



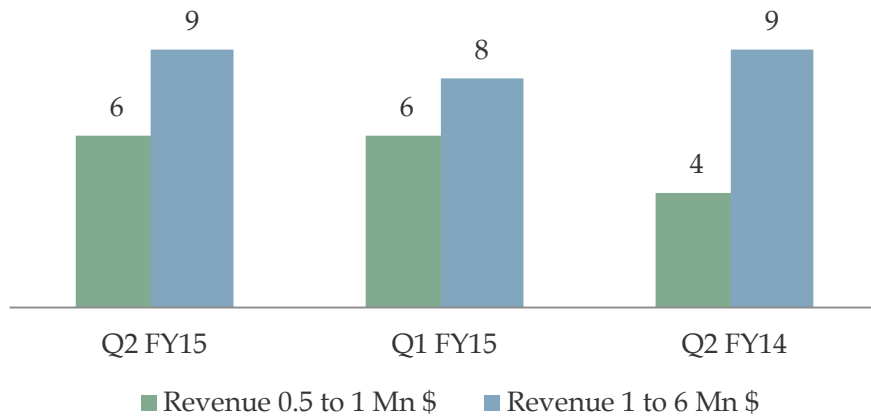
Clients Details



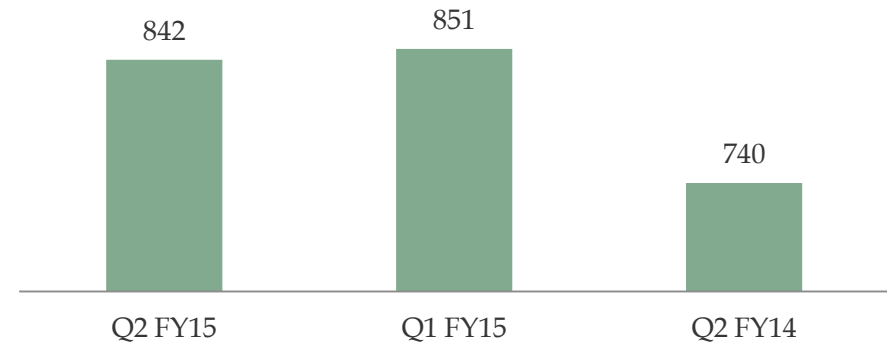
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Consolidated Quarterly P & L



Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-14	30-Jun-14	QoQ Growth	30-Sep-13	YoY Growth	30-Sep-14	31-Mar-14	Growth
		Q2 FY15	Q1 FY15		Q2 FY14		H1 FY15	H2 FY14	
	Net Sales / Income from Operation								
1	Income	564.4	513.2	10%	504.3	12%	1,077.6	1,009.7	7%
2	Expenditure								
(a)	Employee Cost	352.1	313.7	12%	290.9	21%	665.8	646.1	3%
(b)	Depreciation	12.9	13.4	-4%	13.9	-7%	26.3	28.3	-7%
(c)	Other Expenditure	90.6	98.5	-8%	96.7	-6%	189.1	194.0	-3%
(d)	Total Expenditure	455.6	425.6	7%	401.5	13%	881.2	868.3	1%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	108.8	87.6	24%	102.8	6%	196.4	141.4	39%
4	Other Income	3.9	4.8	-19%	2.8	37%	8.7	22.1	-61%
5	Profit before Interest and Exceptional Items (3+4)	112.7	92.4	22%	105.6	7%	205.1	163.5	25%
6	Interest	4.3	4.4		5.1		8.7	9.8	
7	Exchange Gain/ (loss)	(4.7)	5.7		47.3		1.0	(22.5)	
8	Profit after Interest but before Exceptional Items (5-6)	103.7	93.7	11%	147.8	-30%	197.4	131.2	50%
8	Exceptional Items		-		-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	103.7	93.7	11%	147.8	-30%	197.4	131.2	50%
10	Tax Expenses	32.4	31.0	5%	42.3	-23%	63.4	38.8	63%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	71.3	62.7	14%	105.5	-32%	134.0	92.4	45%
12	Extraordinary Items (net of tax expense Rs.)		-						
13	Net Profit(+)/ Loss (-) for the Period (11-12)	71.3	62.7	14%	105.5	-32%	134.0	92.4	45%
14	Paid-up Equity Share Capital of Rs10/- each	103.4	103.1		101.5		103.4	102.7	
15	Reserves Excluding Revaluation Reserve		-		-				
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.90	6.09	13%	10.40	-34%	12.99	9.01	44%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	6.69	5.91	13%	10.27	-35%	12.61	8.40	50%



For more information, please contact:

Vaidyanathan N
SQS India BFSI Ltd.
vaidyanathan.n@sqs.com

Diwakar Pingle
Christensen IR
dpingle@christensenir.com

India Chennai
Registered Office/ Mailing address
SQS India BFSI Limited
(formerly Thinksoft Global Services Ltd.)
6A, sixth floor, Prince Infocity II,
No. 283/3 & 283/4, Rajiv Gandhi Salai (OMR),
Kandanchavadi, Chennai - 600 096.
Tel : +91 44 4392 3200
Fax : +91 44 4392 3258
CIN No. L64202TN1998PLC066604
www.sqs-bfsi.com