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# SQS India BFSI Limited Earnings Presentation – Q4 and Full Year FY15

# Safe Harbor



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# Particulars

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

## Consolidated FY15 Y-o-Y Review

- Operating revenue was Rs 214.2 crore as compared to Rs 194.4 crore during the corresponding period of previous year reflecting an increase of 10% in rupee terms.
- Total income was Rs 215.9 crore for FY15 as compared to Rs 196.9 crore in the corresponding period of the previous year, up by 10% in rupee terms.
- EBITDA stood at Rs 41.6 crore as compared to Rs 39.7 crore during the corresponding period of previous year, an increase of 5%.
- Net profit stood at Rs 21.6 crore for FY15 ended March 31, 2015 as compared Rs 30.0 crore in the corresponding period of the previous year, decrease of 28% due to exchange rate movement.
- Basic EPS stood at Rs 20.86, decrease of 29% over the same period last year.
- EBITDA to Operating Cash Flow conversion improved to 110% for the year (previous year 85%)

## Consolidated Q4 FY15 Y-o-Y Review

- Q4 FY15 Operating revenue was Rs 52.6 crore compared to Rs 50.0 crore during the previous year same quarter.
- Total income was Rs 53.1 crore compared to Rs 51.6 crore during the previous year same quarter - increase of 3%.
- The Company reported EBITDA of Rs 9.0 crore compared to Rs 5.3 crore during the corresponding quarter in the previous year.
- EBITDA Margin stood at 17.1% for Q4 FY15 compared to 10.7% in Q4 FY14.
- Net profit stood at Rs 1.6 crore during the quarter under review compared to Rs 2.2 crore during the previous year same quarter.
- Basic EPS stood at Rs 1.57 compared to Rs 2.17 for Q4 FY14.

# Consolidated Financial Summary

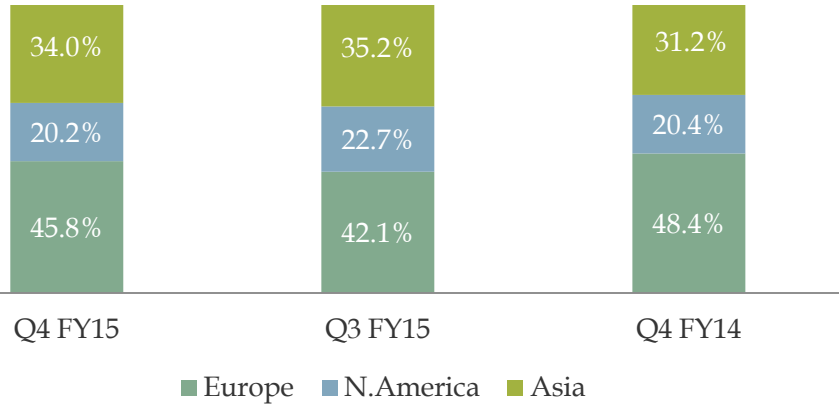


Particulars	Metrics	31-Mar-15	31-Dec-14	QoQ Growth	31-Mar-14	YoY Growth	31-Mar-15	31-Mar-14	YoY Growth
		Q4 FY15	Q3 FY15		Q4 FY14		FY15	FY14	
Revenue	Total Revenue (INR M)	530.7	541.9	-2%	515.8	3%	2,159.0	1,969.2	10%
	Net Revenue (INR M)	525.9	538.0	-2%	500.0	5%	2,141.5	1,944.4	10%
Profit	EBITDA (INR M)	90.0	102.8	-12%	53.3	69%	415.5	397.1	5%
	<i>PBT Before Forex Gain / Loss(INR M)</i>	78.7	89.7	-12%	49.7	58%	364.8	345.2	6%
	PBT (INR M)	25.2	97.7	-74%	32.3	-22%	320.3	422.3	-24%
	PAT (INR M)	16.4	66.1	-75%	22.2	-26%	216.4	300.4	-28%
Margin	EBITDA	17.1%	19.1%		10.7%		19.4%	20.4%	
	<i>PBT Before Forex Gain / Loss</i>	14.8%	16.6%		9.6%		16.9%	17.5%	
	PBT	4.7%	18.0%		6.3%		14.8%	21.4%	
	PAT	3.1%	12.2%		4.3%		10.0%	15.3%	
EPS	Basic (Rs.)	1.6	6.4	-75%	2.2	-28%	20.9	29.5	-29%
	Diluted (Rs.)	1.5	6.2	-75%	2.1	-26%	20.6	28.7	-28%
ShareHolding	Promoters (%)	54.6%	54.9%		26.0%		54.6%	26.0%	
	Public (%)	45.4%	45.1%		74.0%		45.4%	74.0%	

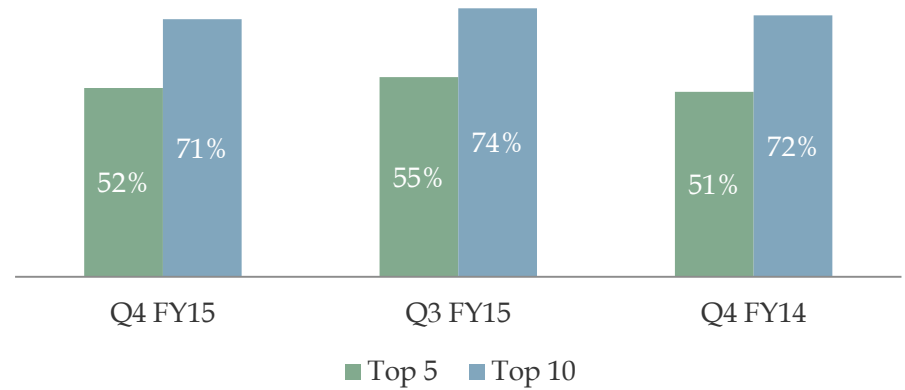
# Operating Metrics



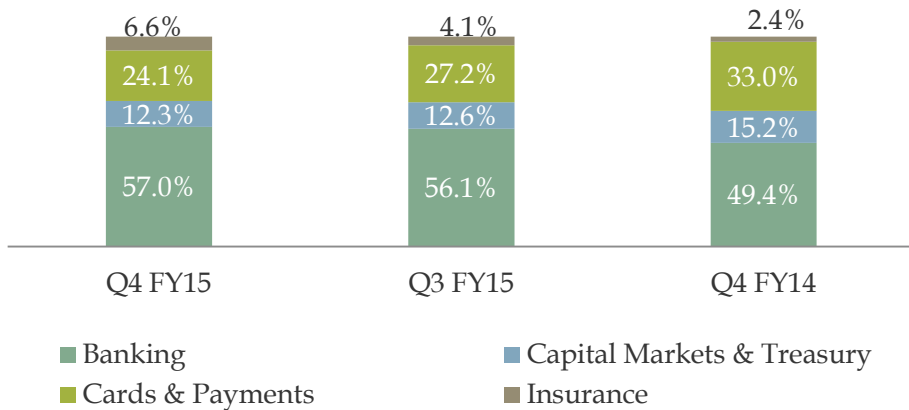
## Revenue by Region



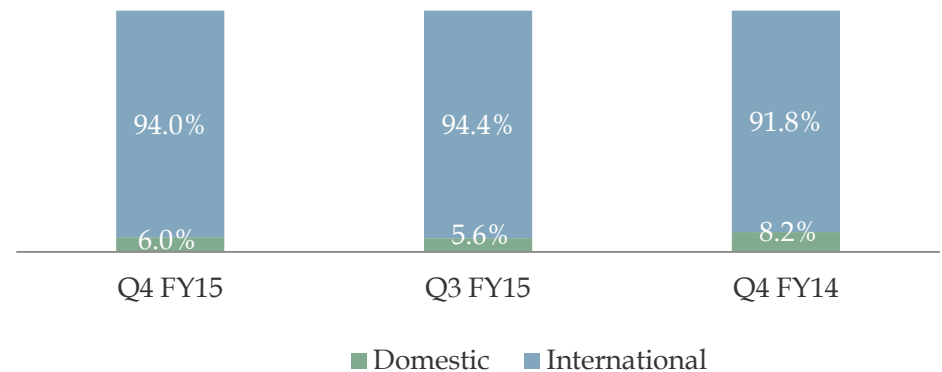
## Client Concentration



## Revenue by Practice



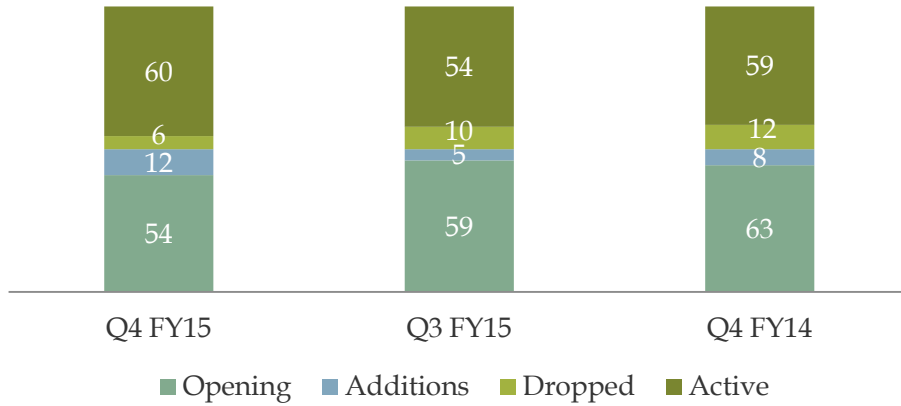
## Revenue Distribution



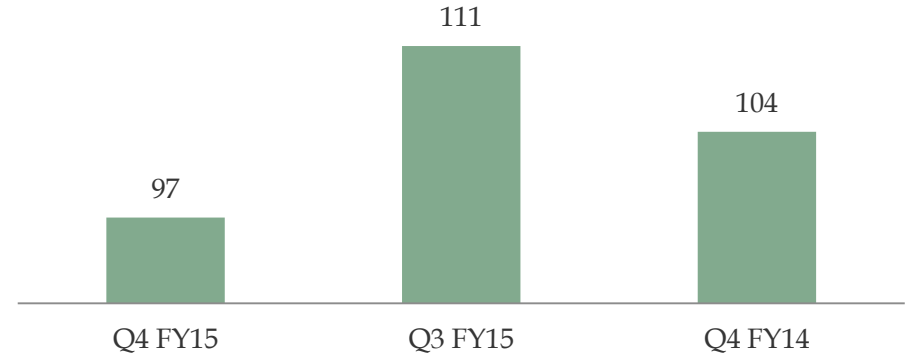
# Operating Metrics



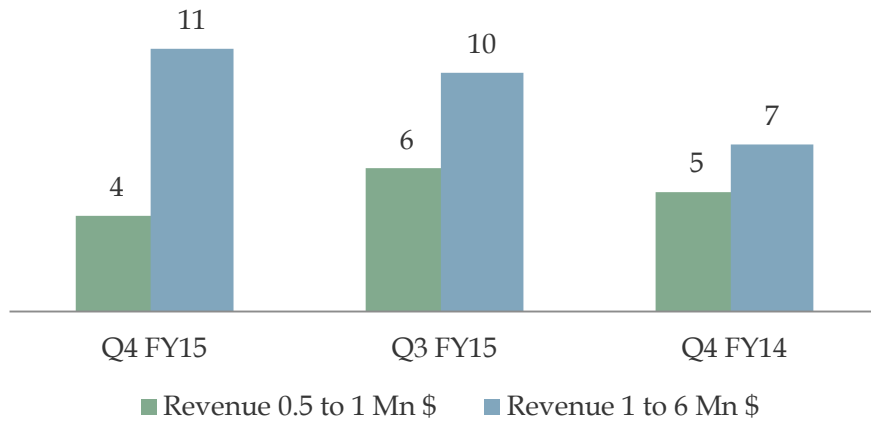
## Clients Details



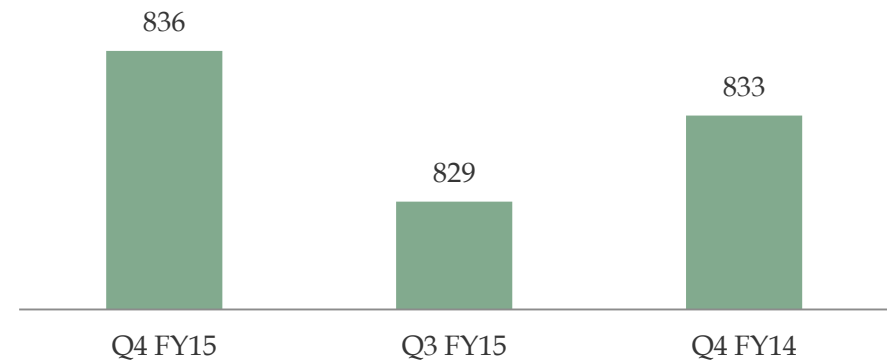
## Debtors Days



## 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)	31-Mar-15 Q4 FY15	31-Dec-14 Q3 FY15	QoQ Growth	31-Mar-14 Q4 FY14	YoY Growth	31-Mar-15 FY15	31-Mar-14 FY14	YoY Growth
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	525.9	538.0	-2%	500.0	5%	2,141.5	1,944.4	10%
2	<b>Expenditure</b>								
(a)	Employee Cost	345.4	349.6	-1%	346.3	0%	1,360.8	1,182.2	15%
(b)	Depreciation	12.6	12.9	-2%	14.6	-14%	51.8	56.6	-8%
(c)	Other Expenditure	90.5	85.6	6%	100.4	-10%	365.2	365.1	0%
(d)	<b>Total Expenditure</b>	448.5	448.1	0%	461.3	-3%	1,777.8	1,603.9	11%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	77.4	89.9	-14%	38.7	100%	363.7	340.5	7%
4	Other Income	4.8	3.9	22%	15.8	-70%	17.5	24.8	-29%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	82.2	93.8	-12%	54.5	51%	381.2	365.3	4%
6	Interest	3.5	4.1		4.8		16.4	20.1	
7	Exchange Gain/(loss)	(53.5)	8.0		(17.4)		(44.5)	77.1	
8	<b>Profit after Interest but before Exceptional Items (5-6)</b>	25.2	97.7	-74%	32.3	-22%	320.3	422.3	-24%
8	Exceptional Items				-			-	
9	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)</b>	25.2	97.7	-74%	32.3	-22%	320.3	422.3	-24%
10	Tax Expenses	8.8	31.6	-72%	10.1	-13%	103.9	121.9	-15%
11	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)</b>	16.4	66.1	-75%	22.2	-26%	216.4	300.4	-28%
12	Extraordinary Items (net of tax expense Rs.)				-				
13	<b>Net Profit(+)/ Loss (-) for the Period (11-12)</b>	16.4	66.1	-75%	22.2	-26%	216.4	300.4	-28%
14	Paid-up Equity Share Capital of Rs10/- each	105.5	103.9		102.7		105.5	102.7	
15	Reserves Excluding Revaluation Reserve				-				
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	1.57	6.37	-75%	2.17	-28%	20.86	29.53	-29%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	1.55	6.20	-75%	2.10	-26%	20.57	28.66	-28%





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