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# SQS India BFSI Limited Earnings Presentation – Q4 and Full Year FY16

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# Particulars

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

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## Consolidated Q4 FY16 Y-o-Y Review

- Total income for Q4 FY16 up by 36% to Rs 724 million compared to Rs 531 million during Q4 FY15.
- Company reported EBITDA of Rs 164 million compared to Rs 90 million during the corresponding period of previous year.
- EBITDA Margin stood at 22.7% for Q4 FY16 compared to 17.1% in Q4 FY15.
- Profit after tax improved to Rs. 106 million during the quarter under review compared to Rs 16 million during the previous year same quarter.
- Basic EPS at Rs. 9.97 compared to Rs 1.57 for Q4 FY15.

## Consolidated FY16 Y-o-Y Review

- Total income grew to Rs 2,651 million for FY16 ended March 31, 2016 as compared to Rs 2,159 million in the corresponding period of the previous year, up by 23% in rupee terms.
- EBITDA stood at Rs 541 million with the margin at 20.5% for FY16 as compared to Rs 416 million (margin at 19.4%) during the corresponding period of previous year, an increase of 30%.
- Net profit stood at Rs 369 million for FY16 ended March 31, 2016 as compared to Rs 216 million in the corresponding period of the previous year; an increase of 71%.
- Basic EPS stood at Rs 34.85 as compared to Rs 20.86 for FY15.
- The Company's net cash position improved to Rs. 861 million (previous year end Rs. 688 million), demonstrating a strong profit to cash conversion ratio.
- The Company continues to invest in creation of additional delivery facility by adding 250 seats to its Chennai facility by Q2 FY 2016-17.
- The Board is recommending a final dividend of Rs. 20 per share.

# Consolidated Financial Summary

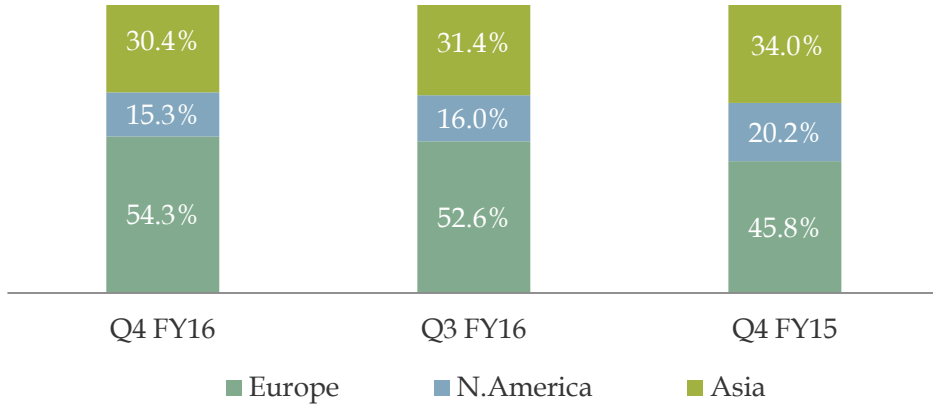


Particulars	Metrics	31-Mar-16	31-Dec-15	QoQ Growth	31-Mar-15	YoY Growth	31-Mar-16	31-Mar-15	YoY Growth
		Q4 FY16	Q3 FY16		Q4 FY15		FY16	FY15	
Revenue	Total Revenue (INR M)	724.3	672.3	8%	530.7	36%	2,651.4	2,159.0	23%
	Net Revenue (INR M)	722.4	671.1	8%	525.9	37%	2,641.6	2,141.5	23%
Profit	EBITDA (INR M)	164.3	132.2	24%	90.0	83%	540.6	415.5	30%
	<i>PBT Before Forex Gain/Loss (INR M)</i>	157.8	122.3	29%	78.7	101%	507.1	364.8	39%
	PBT (INR M)	158.4	115.5	37%	25.2	528%	562.0	320.3	75%
	PAT (INR M)	106.0	73.8	44%	16.4	546%	369.0	216.4	71%
Margin	EBITDA	22.7%	19.7%		17.1%		20.5%	19.4%	
	<i>PBT Before Forex Gain/Loss</i>	21.8%	18.2%		14.8%		19.1%	16.9%	
	PBT	21.9%	17.2%		4.7%		21.2%	14.8%	
	PAT	14.6%	11.0%		3.1%		13.9%	10.0%	
EPS	Basic (Rs.)	10.0	6.9	44%	1.6	535%	34.8	20.9	67%
	Diluted (Rs.)	9.9	6.9	44%	1.5	540%	34.6	20.6	68%
ShareHolding	Promoters (%)	54.1%	54.2%		54.6%		54.1%	54.6%	
	Public (%)	45.9%	45.8%		45.4%		45.9%	45.4%	

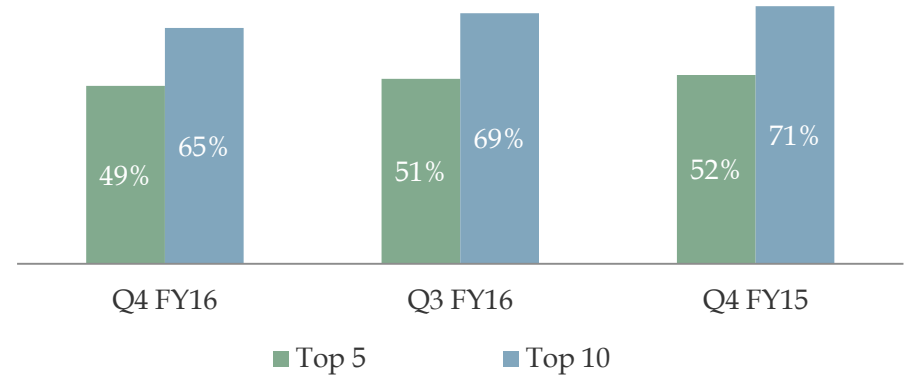
# Operating Metrics



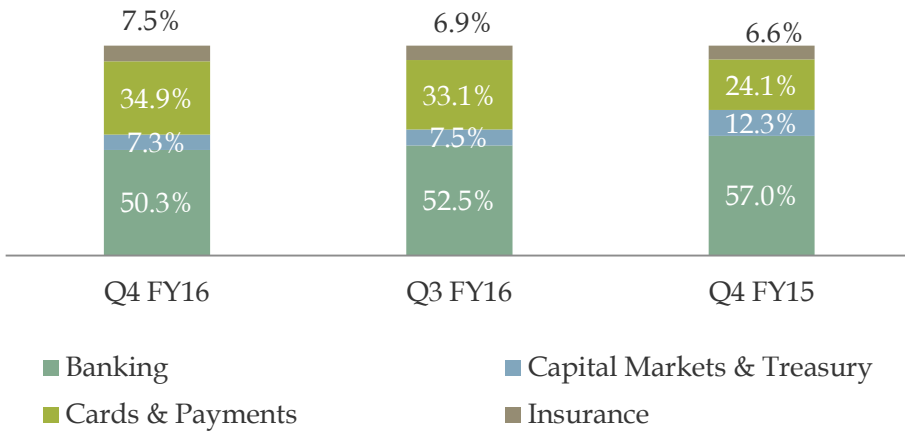
## Revenue by Region



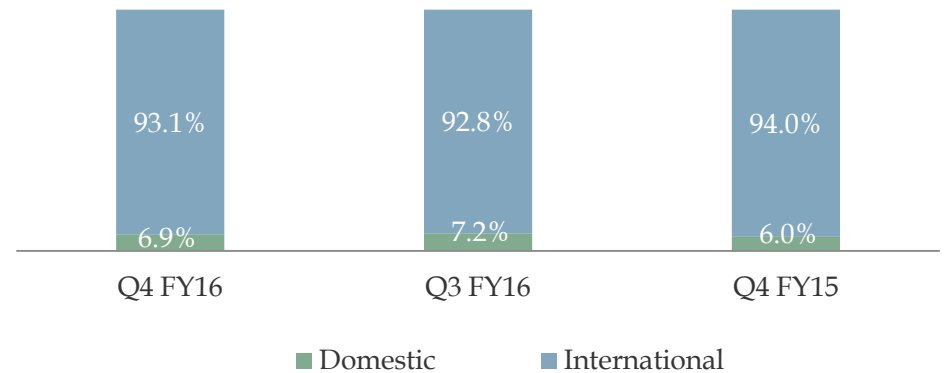
## Client Concentration



## Revenue by Practice



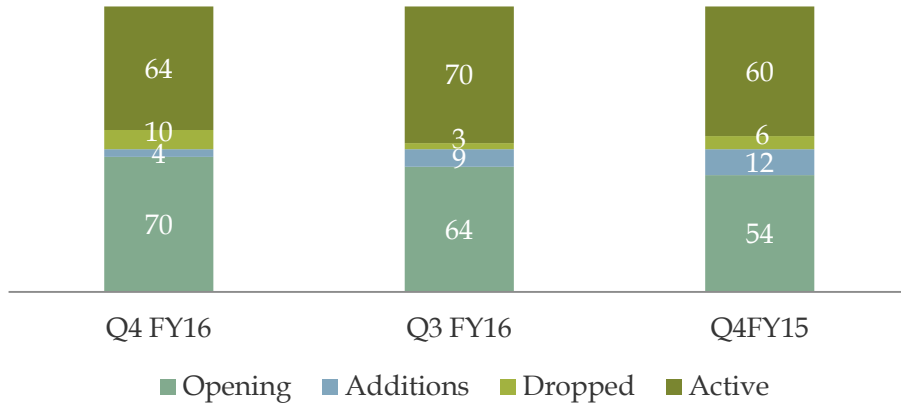
## Revenue Distribution



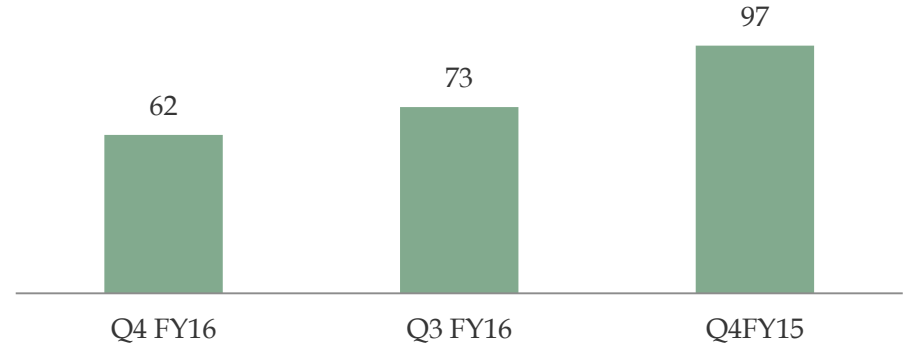
# Operating Metrics



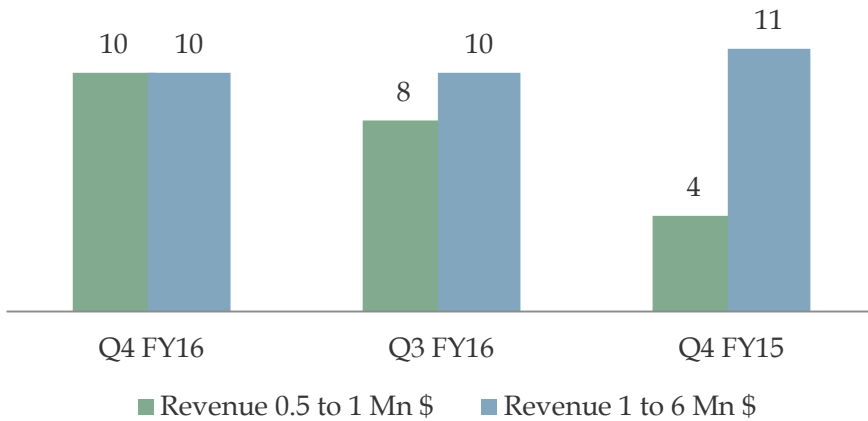
## Clients Details



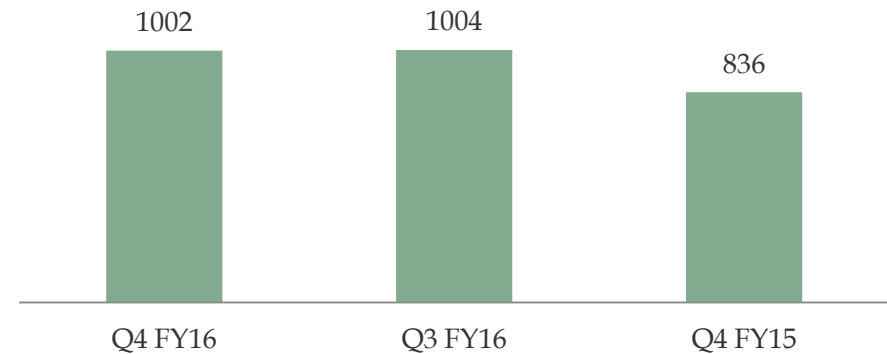
## Debtors Days



## 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-16	31-Dec-15	QoQ Growth	31-Mar-15	YoY Growth	31-Mar-16	31-Mar-15	YoY Growth
		Q4 FY16	Q3 FY16		Q4 FY15		FY16	FY15	
	<b>Net Sales / Income from Operation</b>								
1	<b>Income</b>	722.4	671.1	8%	525.9	37%	2,641.6	2,141.5	23%
2	<b>Expenditure</b>								
(a)	Employee Cost	442.0	433.1	2%	345.4	28%	1,675.7	1,360.8	23%
(b)	Depreciation	7.9	10.7	-27%	12.6	-38%	40.5	51.8	-22%
(c)	Other Expenditure	116.0	105.8	10%	90.5	28%	425.3	365.2	16%
(d)	<b>Total Expenditure</b>	565.9	549.6	3%	448.5	26%	2,141.6	1,777.8	20%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	156.5	121.5	29%	77.4	102%	500.1	363.7	37%
4	Other Income	1.9	1.2	56%	4.8	-61%	9.8	17.5	-44%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	158.4	122.7	29%	82.2	93%	509.8	381.2	34%
6	Interest	0.6	0.5		3.5		2.7	16.4	
7	Exchange Gain/(loss)	0.6	(6.8)		(53.5)		54.9	(44.5)	
8	<b>Profit after Interest but before Exceptional Items (5-6)</b>	158.4	115.5	37%	25.2	528%	562.0	320.3	75%
8	Exceptional Items						-		
9	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)</b>	158.4	115.5	37%	25.2	528%	562.0	320.3	75%
10	Tax Expenses	52.4	41.7	26%	8.8	495%	193.0	103.9	86%
11	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)</b>	106.0	73.8	44%	16.4	546%	369.0	216.4	71%
12	Extraordinary Items (net of tax expense Rs.)								
13	<b>Net Profit(+)/ Loss (-) for the Period (11-12)</b>	106.0	73.8	44%	16.4	546%	369.0	216.4	71%
14	Paid-up Equity Share Capital of Rs10/- each	-	106.2		105.5		-	105.5	
15	Reserves Excluding Revaluation Reserve								
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	9.97	6.94	44%	1.57	535%	34.85	20.86	67%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	9.91	6.89	44%	1.55	540%	34.62	20.57	68%





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