



SEC/SE/156/17-18

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
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CIN: L64202TN1998PLC066604

Sub: Intimation of schedule of Analyst / Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref: Company Symbol: SQSBFSI

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 Wednesday, September 20, 2017 between 10.00 AM to 6.00 PM. The list of investors attended the meeting are as follows:

S. #.	Name of Firm / Individual
1	ASK Investments/Astute Investments
2	Bank of Baroda Capital
3	Way2Wealth
4	AUM Advisors
5	IL & FS Mutual Fund
6	Birla Sun Life Insurance
7	Reliance ADA
8	DHFL Pramerica
9	Axis Securities
10	SIMPL
11	KIFS Trade Capital
12	Reliance Capital
13	Canara MF
14	Kotak MF

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



Transforming the World Through Quality



sqs.com



SQS India BFSI Investors' Presentation

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

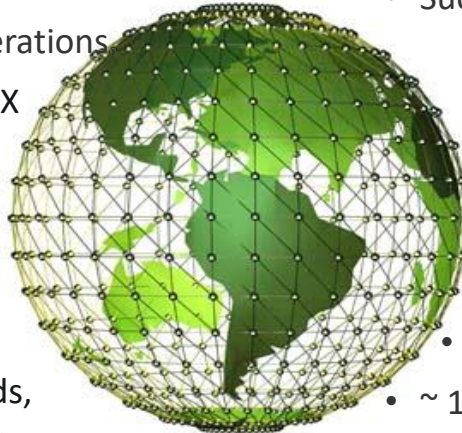


The Global Specialist in Financial Services Testing



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



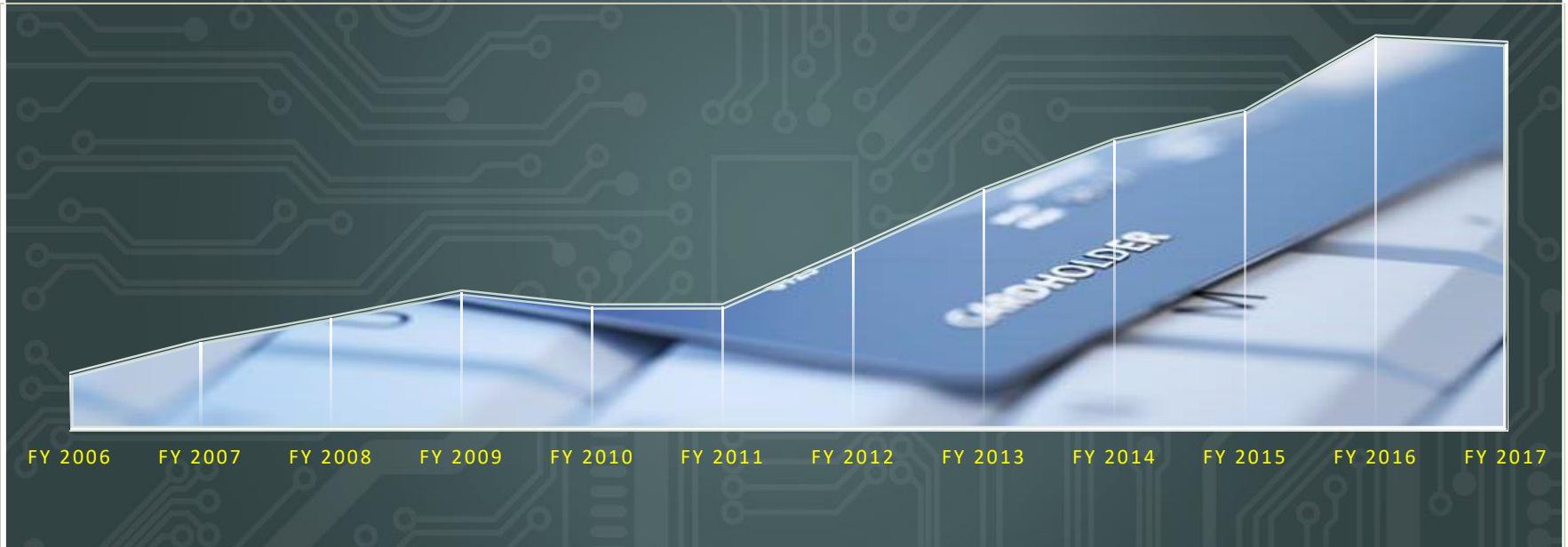
Reduce costs



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



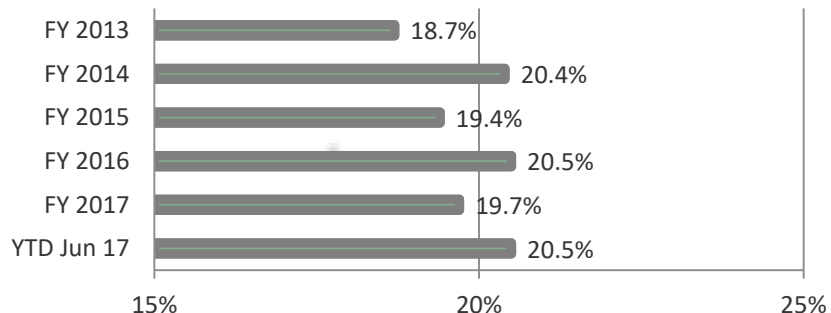
in ₹ m	Qtr 1 FY 18	Qtr 4 FY 17	Change	Main developments
Revenue INR m	607.4	575.3	5.6%	Improved revenue from Europe and US
Revenue \$ m	9.4	8.7	8.7%	
EBIDTA	124.2	119.4	4.0%	3rd party onsite deployment
PBT Before FX Gain / Loss	113.0	105.7	6.8%	
PAT	90.1	44.6	101.9%	Exchange gain Rs. 28 Mn vs loss of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

Key metrics



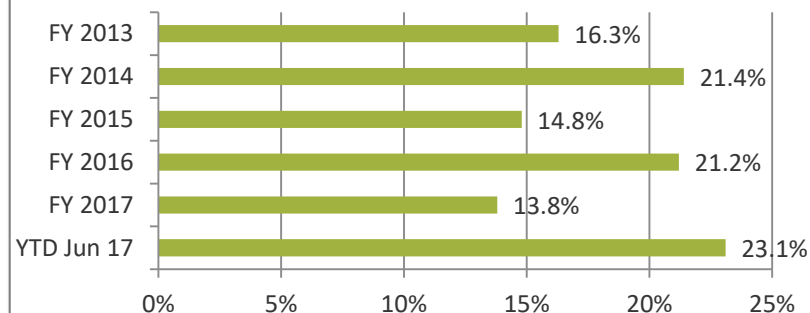
EBITDA

(in % of revenue)



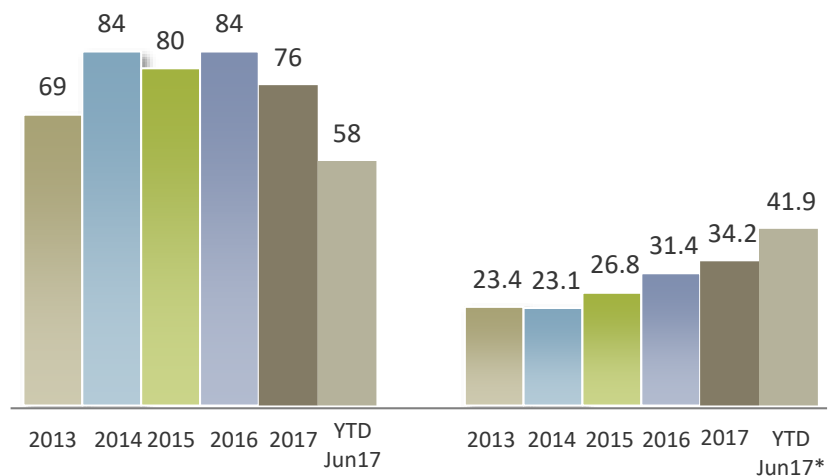
PBT

(in % of revenue)



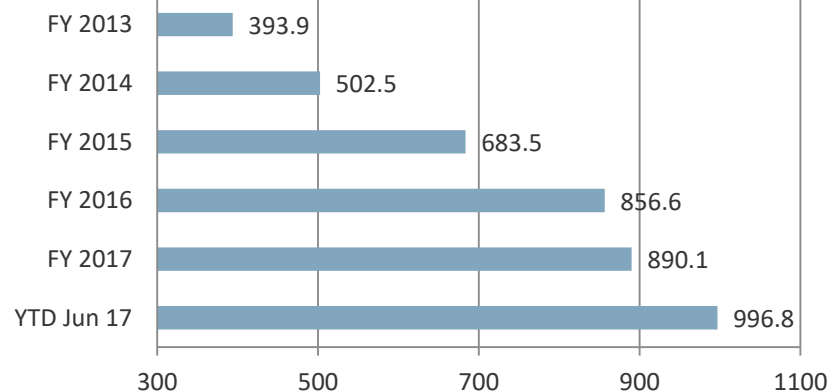
Number of clients / Average revenue

(in INR mn)



Cash balance

(in INR mn)



* - YTD Jun 17 FY18 Revenue Annualized.

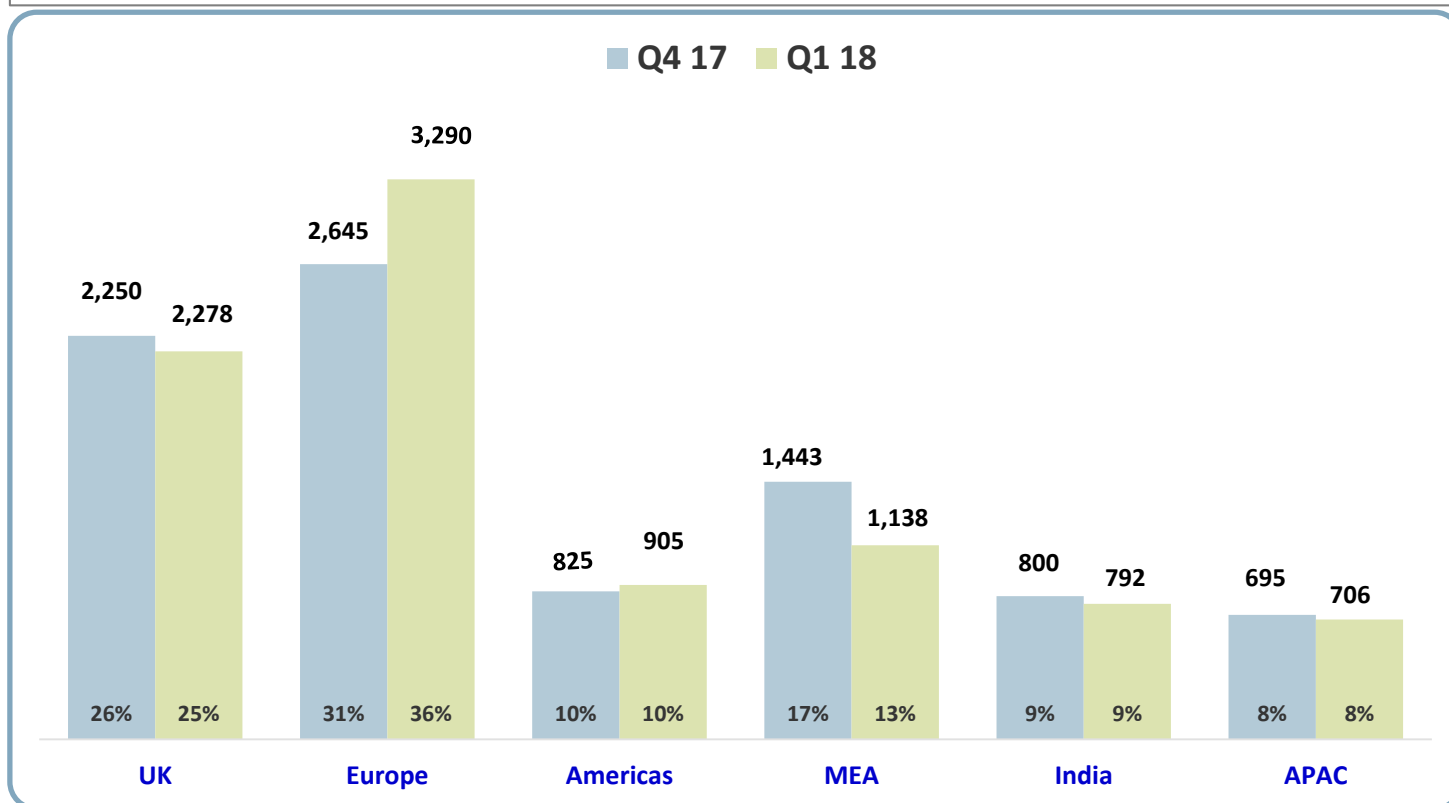
Revenue split



in US\$ '000

Q1 FY-2018 Revenue

Revenue by geographies : Q4 – 17 Vs Q1 - 18



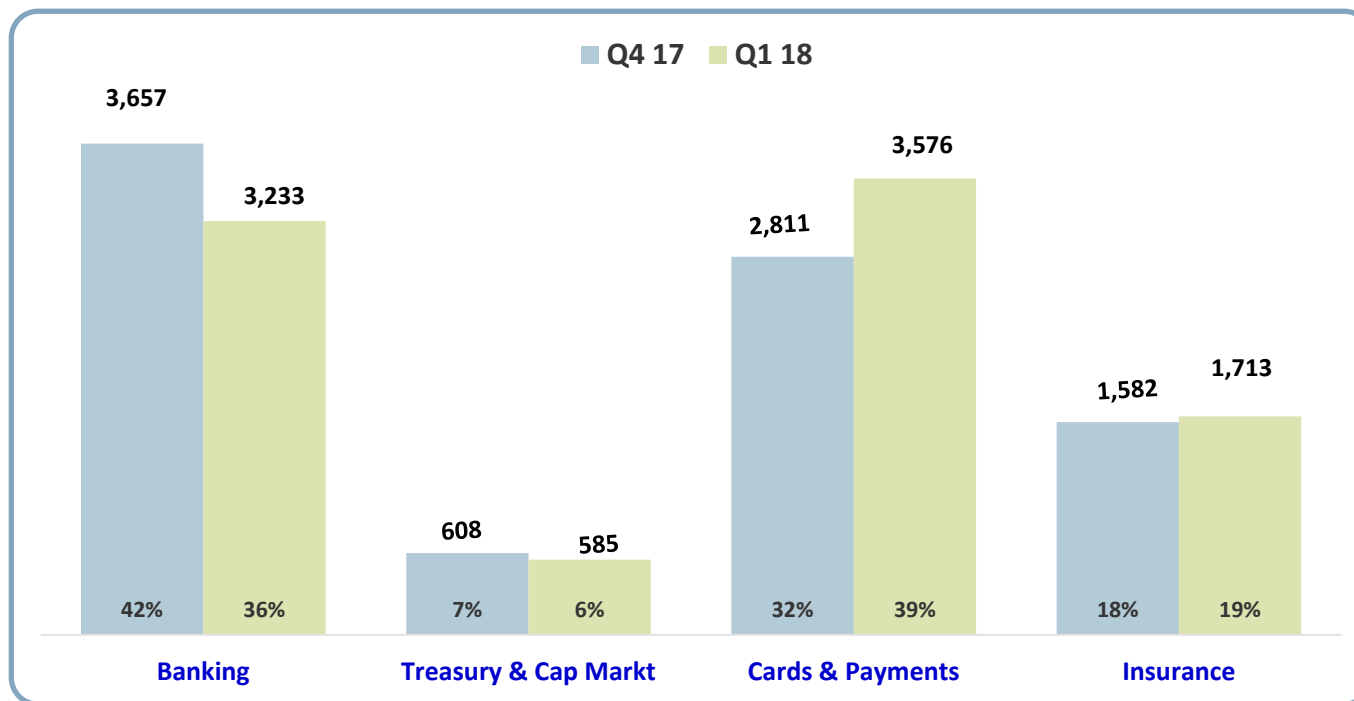
Revenue split



in US\$ '000

Q1 FY-2018 Revenue

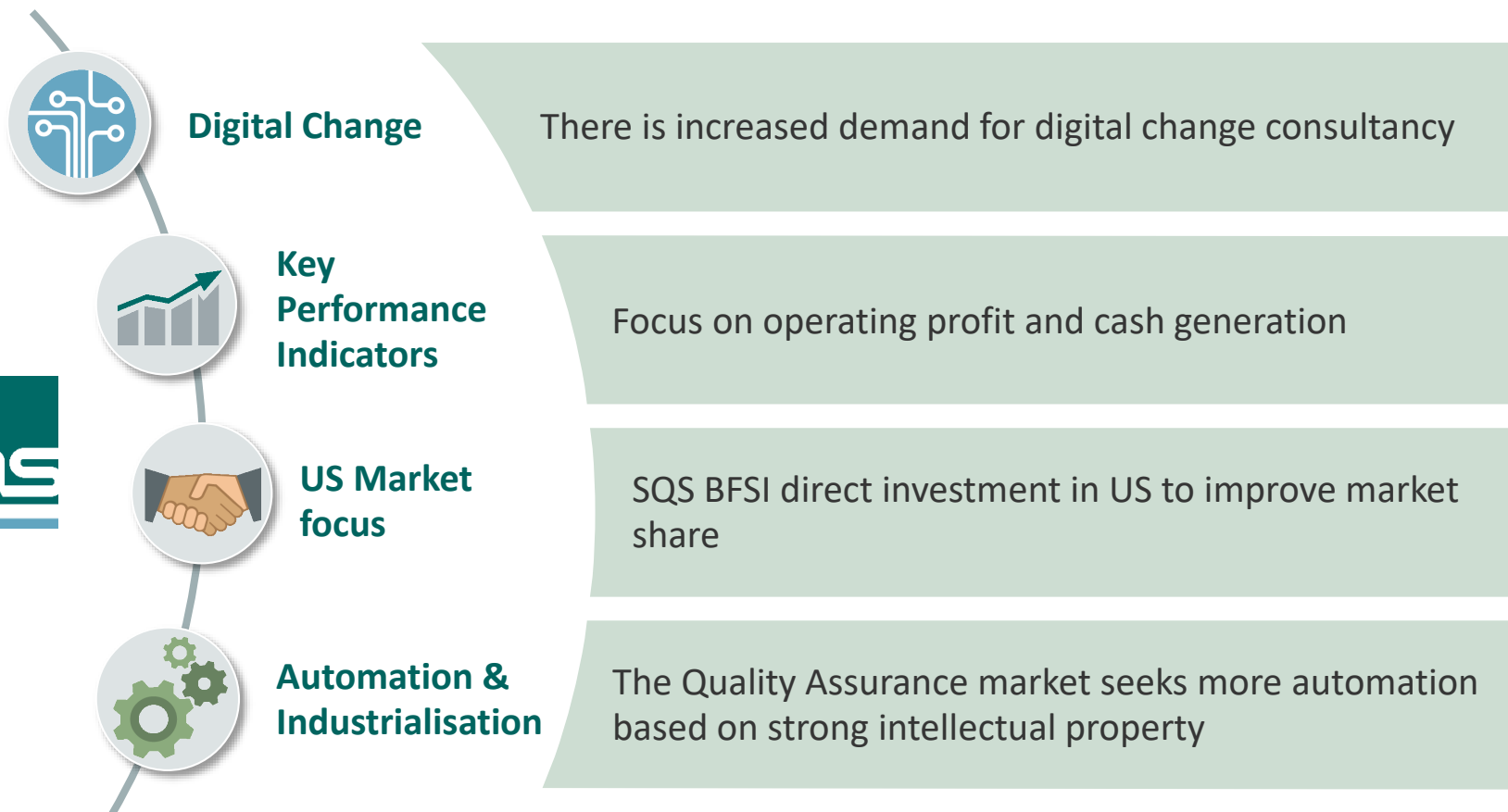
Revenue by practice : Q4 – 17 Vs Q1 - 18





Summary and Outlook

Growth potential driven by digital consulting and automation





Thank you for your attention