SEC/SE/159/17-18
Chennai, 21 September, 2017

SQS India BFSI Limited
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No. 283/3 & 283/4
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CIN: L64202TN1998PLC066604

Listing Department
Bombay Stock Exchange Limited
PJ Towers
Dalal Street
Mumbai - 400001

Sub: Intimation of schedule of Analyst / Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
Ref: Company Symbol: 533121

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 Thursday, September 21, 2017 between 9.00 AM to 4.30 PM. The list of investors attended the meeting are as follows:

S. #.	Name of Firm / Individual
1	Girik Capital
2	L&T Mutual Fund
3	Oyster Rock Capital
4	ICICI Pru Mutual Fund
5	Principal India
6	M3 Investments
7	Multi-Act
8	Banyan Capital
9	Motilal Oswal
10	OHM
11	Kitara
12	Trustline India Holdings
13	IDFC
14	Spark
15	Antique
16	Systematix
17	HDFC
18	Value Quest

SQS India BFSI Limited

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

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

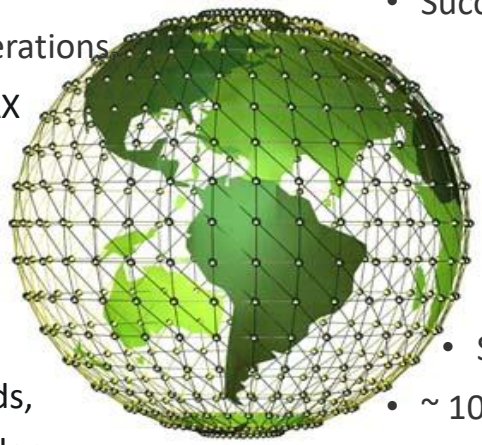
Driving Innovation and Agility –
in rapidly evolving digital organisations

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).

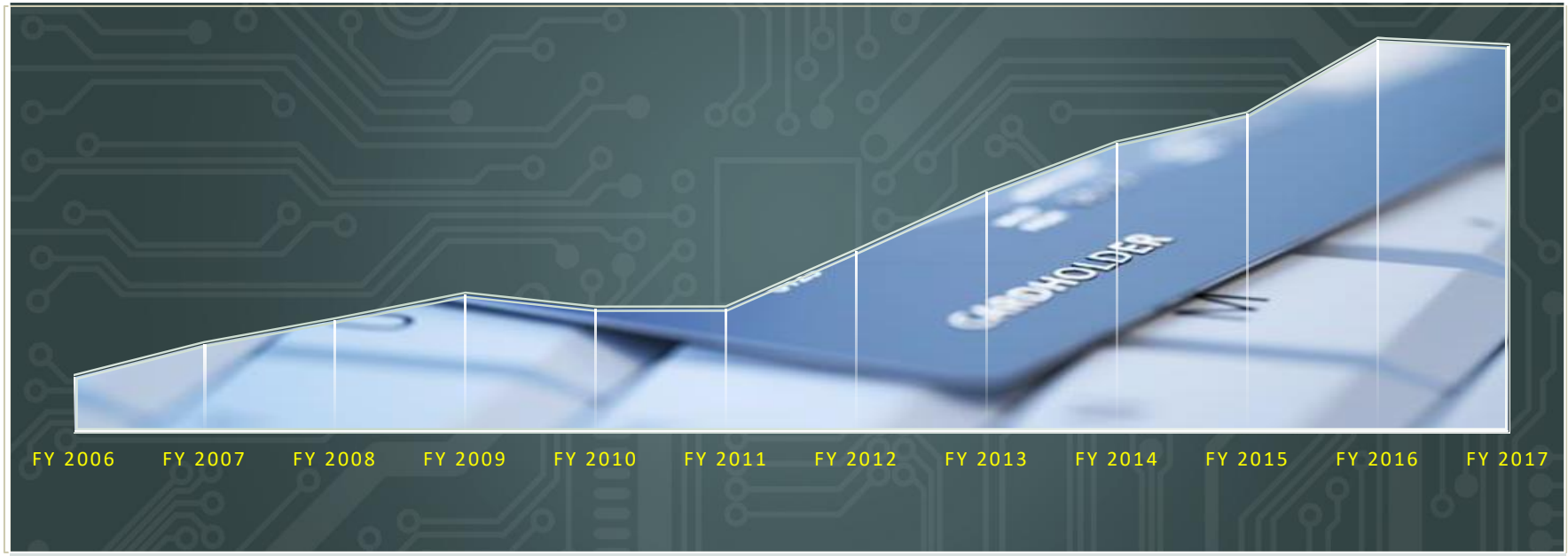
Profit Before Tax (PBT)

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

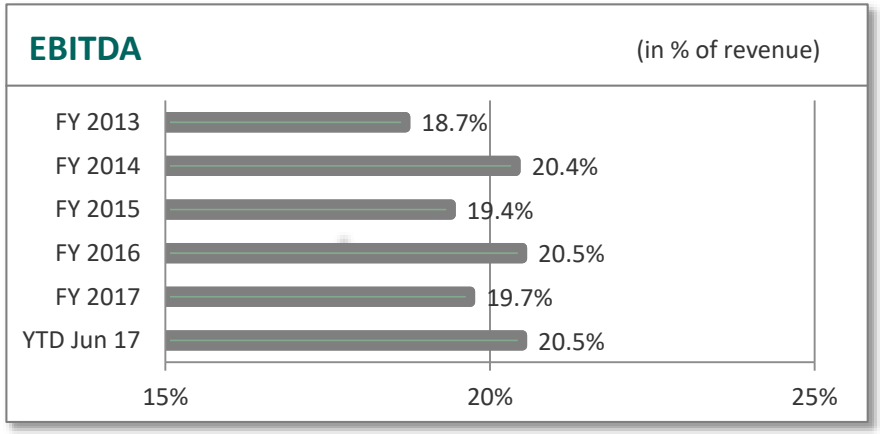

CARDHOLDER
FY 2006
FY 2007
FY 2008
FY 2009
FY 2010
FY 2011
FY 2012
FY 2013
FY 2014
FY 2015
FY 2016
FY 2017

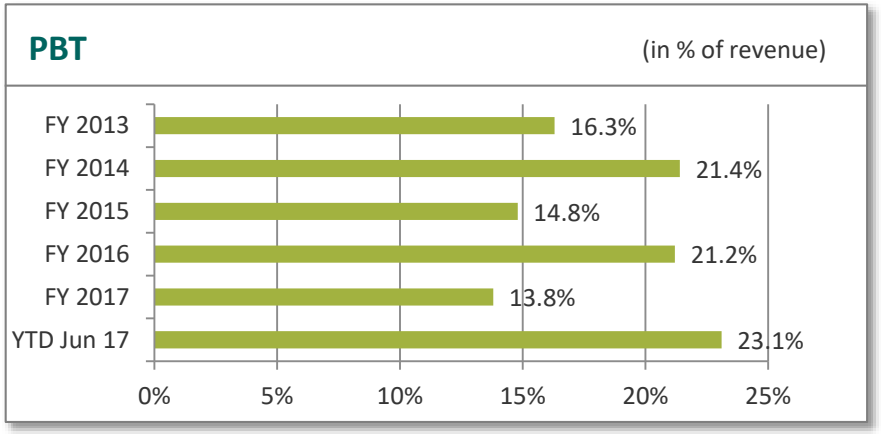
Financials

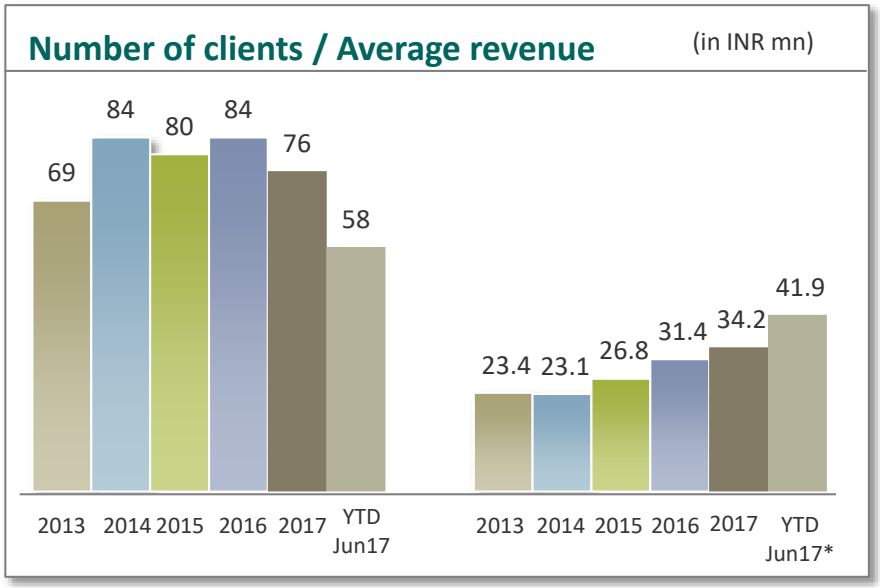
Revenue increase of 5.6% in Q1 FY 18

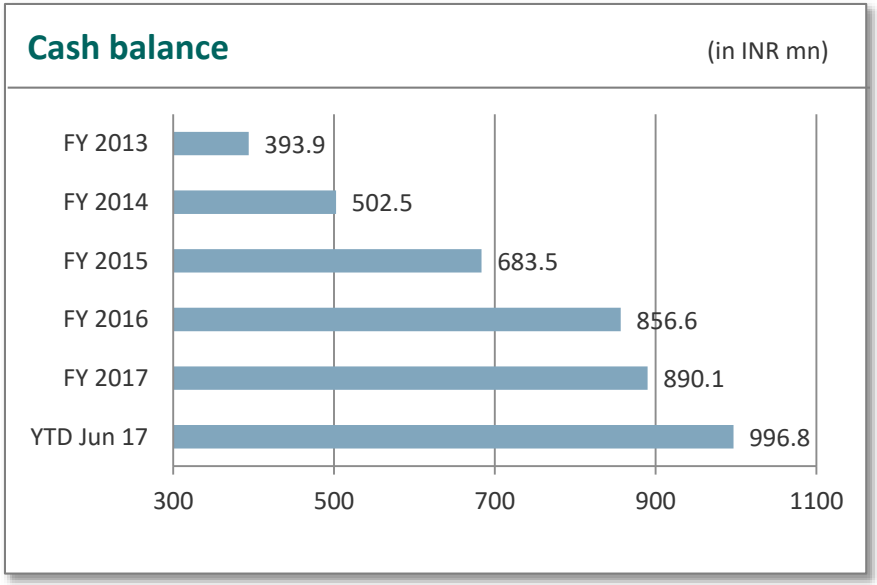
in ₹ m	Qtr 1 FY 18	Qtr 4 FY 17	Change	Main developments
Revenue INR m	607.4	575.3	*5.6%*	Improved revenue from Europe and US
Revenue $ m	9.4	8.7	*8.7%*	
EBIDTA	124.2	119.4	*4.0%*	3rd party onsite deployment
PBT Before FX Gain / Loss	113.0	105.7	*6.8%*	
PAT	90.1	44.6	*101.9%*	Exchange gain Rs. 28 Mn vs 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









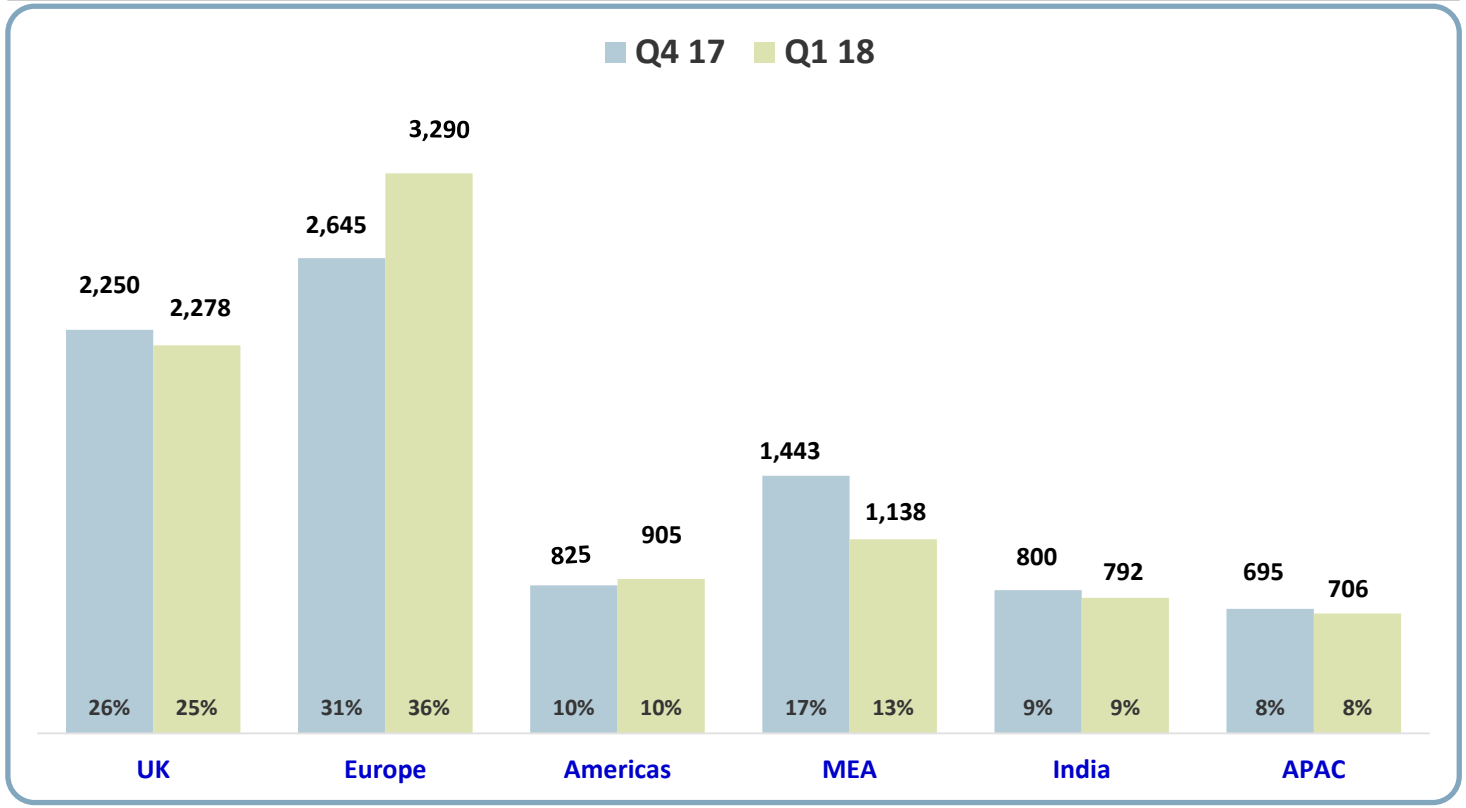
* - YTD Jun 17 FY18 Revenue Annualized.

Revenue split

in US$ '000

Q1 FY-2018 Revenue

Revenue by geographies : Q4 – 17 Vs Q1 - 18

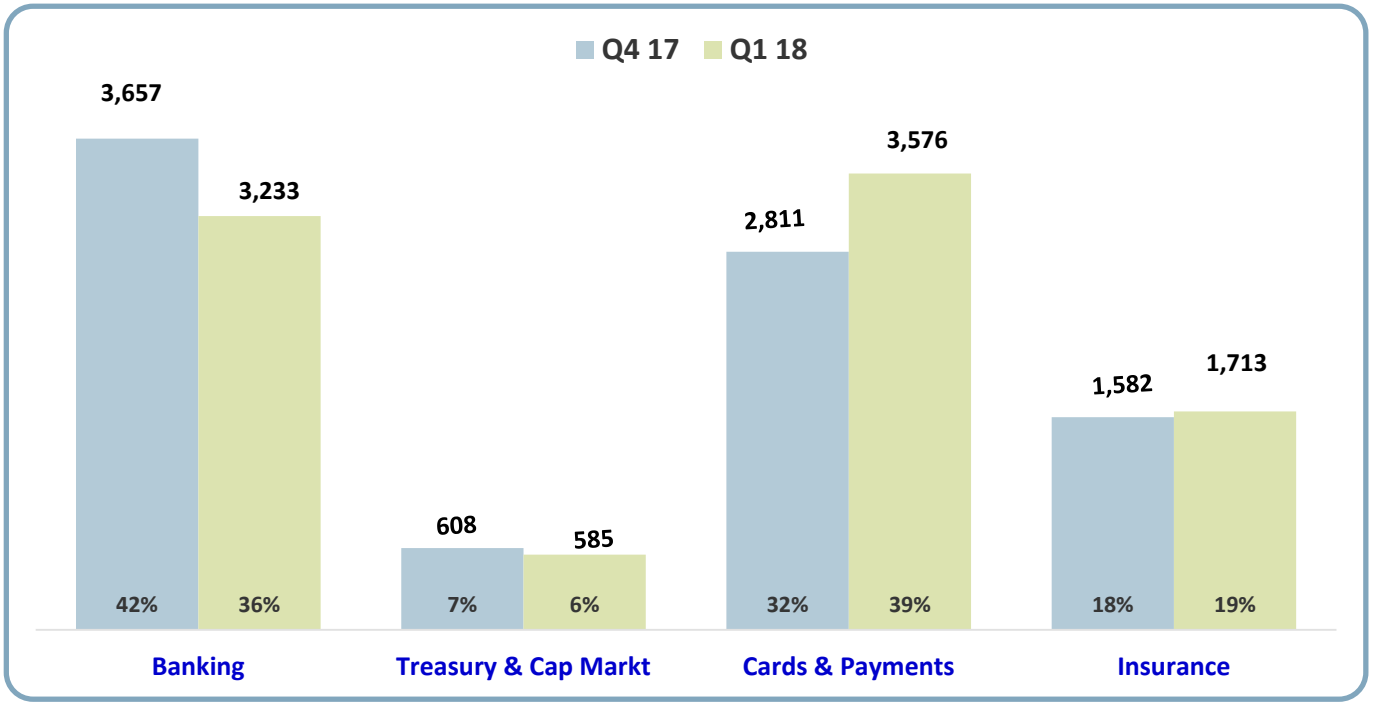


Revenue split

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

Digital Change

There is increased demand for digital change consultancy

Key Performance Indicators

Focus on operating profit and cash generation

US Market focus

SQS BFSI direct investment in US to improve market share

Automation & Industrialisation

The Quality Assurance market seeks more automation based on strong intellectual property

Thank you for your attention