

QCL/SEC/2026-27/72

October 30, 2026

To,

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Security Code – 539978

National Stock Exchange of India Limited
Exchange Plaza,
Bandra- Kurla Complex,
Bandra (East), Mumbai – 400 051
NSE Symbol – QUESS

Dear Sir/ Madam,

Sub: Investors Presentation – Q2 FY27

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investors Presentation for the quarter and half-year ended September 30, 2026.

The above information will also be available on the website of the Company at www.quesscorp.com.

Kindly take the above information on record and oblige.

Yours sincerely,

For Quess Corp Limited

KUNDAN
KUMAR LAL

Digitally signed by
KUNDAN KUMAR LAL
Date: 2026.10.30
20:58:52 +05'30'

Kundan K Lal
Company Secretary & Compliance Officer
Membership No.: F8393

Encl: as above

Quess Corp Limited

Quess Tower, Sky Walk Avenue, 32/4, Hosur Road, Roopena Agrahara, Bommanahalli, Bengaluru– 560068, Karnataka, India
Tel: +91 080-49345666 | contactus@quesscorp.com | CIN L74140KA2007PLC043909

Quess Corp Ltd Investor Presentation Q2 and H1 FY27



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Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same have been provided only for the convenience of readers.

Q2 FY27 Highlights



Headcount of 5,04,000 – India's largest staffing player with net addition of 21k in Q2



Revenue: ₹ **4,396 Cr**, up **15% YoY** and EBITDA: ₹ **86 Cr**, up **12% YoY**;
PAT at ₹ **75 Cr** and EPS at ₹ **5.0** up YoY by **44%** with **ROE* of 25%**



Net cash of ₹ **471 Cr** after final dividend of ~₹ 45 Cr of **FY26** paid in Q2
Cash collection of more than ₹ **5k Cr** during the quarter



GS delivered **Revenue 15% YoY** and **Op. Margins 23% YoY** with **net HC add of ~20k+ YoY**



GPTW Middle East 2026: ranked **#40 Best Workplaces** and **#32 Best Workplaces for Women**;
Won the **National POSH Excellence Award 2026**;



Board has approved an Interim dividend of ₹ 5 per share

**ROE has been calculated based on TTM PAT*



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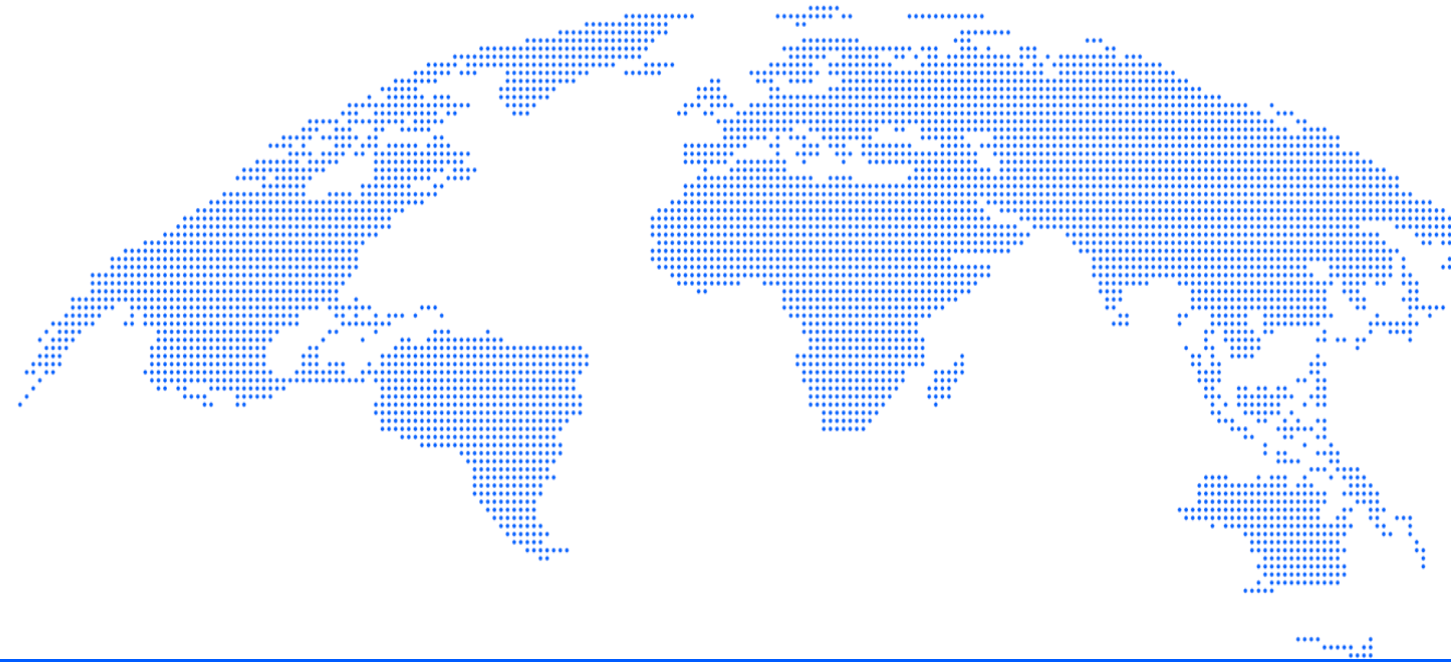
Segment Updates

01

Company Overview

Quess – Tech enabled Workforce platform

Quess is one of the largest private-sector employers and a focused, **tech-powered talent infrastructure** company helping enterprises hire, manage, and scale talent across functions and industries.



8

Countries

5.04L+

**Employees &
Associates**

2,300+

Clients

40K+

**Gross Monthly
On-Boarding**

1400+

**Recruiters powered
proprietary AI
technology**

Our Journey



Objective

Position Quess as the preferred career and technology-driven talent partner



Strategic Outcomes

A focused, agile, and future-ready organization built for long-term sustainable growth and shareholder value.

Initial Growth

Staffing Services

2007-2016

Expansion

Workforce Management

2014-2024

3- Way Demerger

Focused Play

India's #1 Staffing Company

2025 Onwards



Global Scale

Aspire to be largest global staffing player by 2030



Simplified Corporate Structure



Enhanced management focus



Uniquely defined capital allocation strategy



Clarity of investment thesis

Purpose That Powers Us: Our Mission and Vision

What differentiates us is not just our scale, but our mission and vision.



Employment Opportunities

We help job seekers find formal employment opportunities.



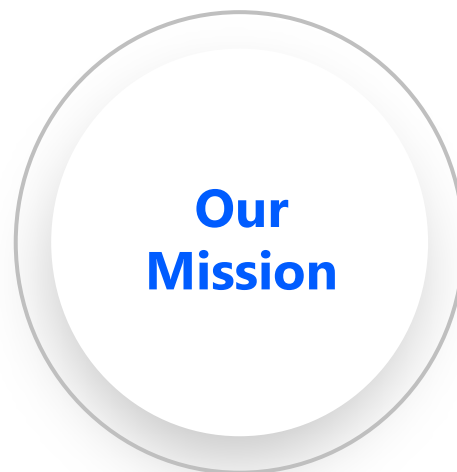
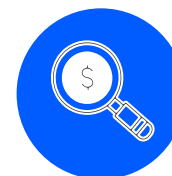
Productivity

Enhancing workforce productivity is at the heart of our business.



Diversity

We are committed to fostering an inclusive and diverse workforce that reflects the communities we serve.



Social Security

We provide social security benefits to a wider employable population.



Training & Skill Development

We focus on improving employability through continuous training.

Our Vision & Our Purpose

To build a tech-driven workforce ecosystem that empowers businesses and talent to thrive.

Our purpose is to build a leading institution that drives productivity for clients by outsourcing and optimising their staffing requirements. We aim to be the preferred firm for employees, customers, and investors alike.

Large Scale Operations



Active Associates:

~504,000

General Staffing: ~490k

Professional Staffing: ~8k

Overseas Businesses: ~6k



Recruiters:

1400+

Monthly Onboarding:

~40,000+ Gross Adds



Active Clients:

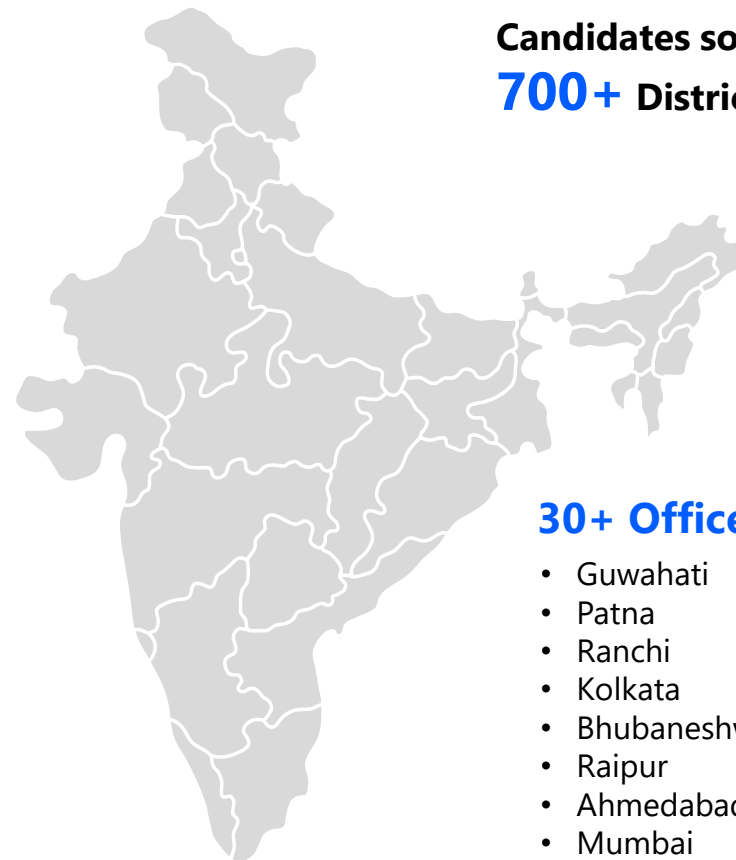
~2,300

~30% clients with

5+ yr tenure

Candidates sourced from

700+ Districts across India



30+ Offices – Across India

- Guwahati
- Patna
- Ranchi
- Kolkata
- Bhubaneswar
- Raipur
- Ahmedabad
- Mumbai
- Goa
- Pune
- Jammu
- Kochi
- Chandigarh
- Delhi
- Gurugram
- Lucknow
- Indore
- Jaipur
- Bengaluru
- Hyderabad
- Vijayawada
- Chennai
- Trivandrum

Quess Business Segments (H1 FY27 figures)

(Figures in ₹ Cr)

Building a future-ready workforce ecosystem

				
	General Staffing <ul style="list-style-type: none"> Consumer, Retail & Telecom (CRT) Manufacturing Banking and Financial Services & Insurance (BFSI) Construction 	4,90,262 (97%)	₹ 7,419 (86%)	₹ 108 (53%)
	Professional Staffing <ul style="list-style-type: none"> Digital & Technology Skills Global Capability Centre (GCC) Services Recruitment Services International Mobility 	7,566 (1.5%)	₹ 506 (6%)	₹ 55 (27%)
	Overseas Business <ul style="list-style-type: none"> APAC (Singapore, Malaysia, Philippines, Vietnam, Sri Lanka) Middle East 	5,696 (1.1%)	₹ 651 (8%)	₹ 43 (21%)
	Digital Platforms <ul style="list-style-type: none"> Technology Investments Blue-Collar Job & HRMS Platform On-demand Gig Platform 			

High-margin portfolio contributes to 48% of total profitability

Board of Directors



Ajit Isaac

Non-Executive Chairman

Founder of Quess Corp, with 30+ years in scaling businesses. Led key partnerships, including Fairfax Financial Holdings' 2013 investment, the company's largest shareholder to date



Lohit Bhatia

ED & Group Chief Executive Officer

With 29+ years experience, 10yrs in textile & auto engineering following by 19 yrs in services including 16 yrs at Quess



Anish Thurthi

Non-Executive Director

Director, Fairbridge Capital Private Limited, with 20+ years in investment management and M&A advisory



Gopalakrishnan Soundarajan

Non-Executive Director

MD, Hamblin Watsa Investment Counsel & CEO, Fairfax India Holdings Corporation, with 18+ years in investment management and financial leadership



Kalpathi Ratna Girish

Non-Executive, Independent Director

Brings 38+ years in taxation, M&A, and business strategy advisory, including leadership roles at KPMG and Baker Tilly DHC



Sudha Suresh

Non-Executive, Independent Director

Brings 20+ years in financial leadership and corporate governance, including CFO and CEO roles at Ujjivan Financial Services



S Devarajan

Non-Executive, Independent Director

Brings 30+ years in technology leadership and business transformation, including as CEO of Cisco India and MD of Tata Elxsi



Vivek Mansingh

Non-Executive, Independent Director

Brings 30+ years in engineering leadership and technology entrepreneurship, including senior roles at Cisco, Dell, and HP

Management Team



Lohit Bhatia

ED & Group Chief Executive Officer

With 29+ years experience, 10yrs in textile & auto engineering following by 19 yrs in services including 16 yrs at Quess



Neeraj Jain

Chief Financial Officer

Brings 20+ years in finance leadership across global technology, services, and fintech businesses.



Namrata Sajnani

Chief Operating Officer

18+ years in operational leadership, process excellence, and technology-enabled transformation



Sunitha Karthikeyan

Chief People Officer

20+ years in HR leadership, talent strategy, and organizational excellence.



Nitin Dave

Chief Executive Officer,
Staffing Solutions

Brings 25+ years in general management, sales & marketing across global markets



Kapil Joshi

Chief Executive Officer,
IT Staffing

Brings 25+ years in IT services, workforce solutions, and AI-led talent strategy.



Sanjay Shetty

Chief Business Officer,
Recruitment, GCC & Int. Services

Brings 20+ years in talent strategy and scaling Global Capability Centers.

Promoters

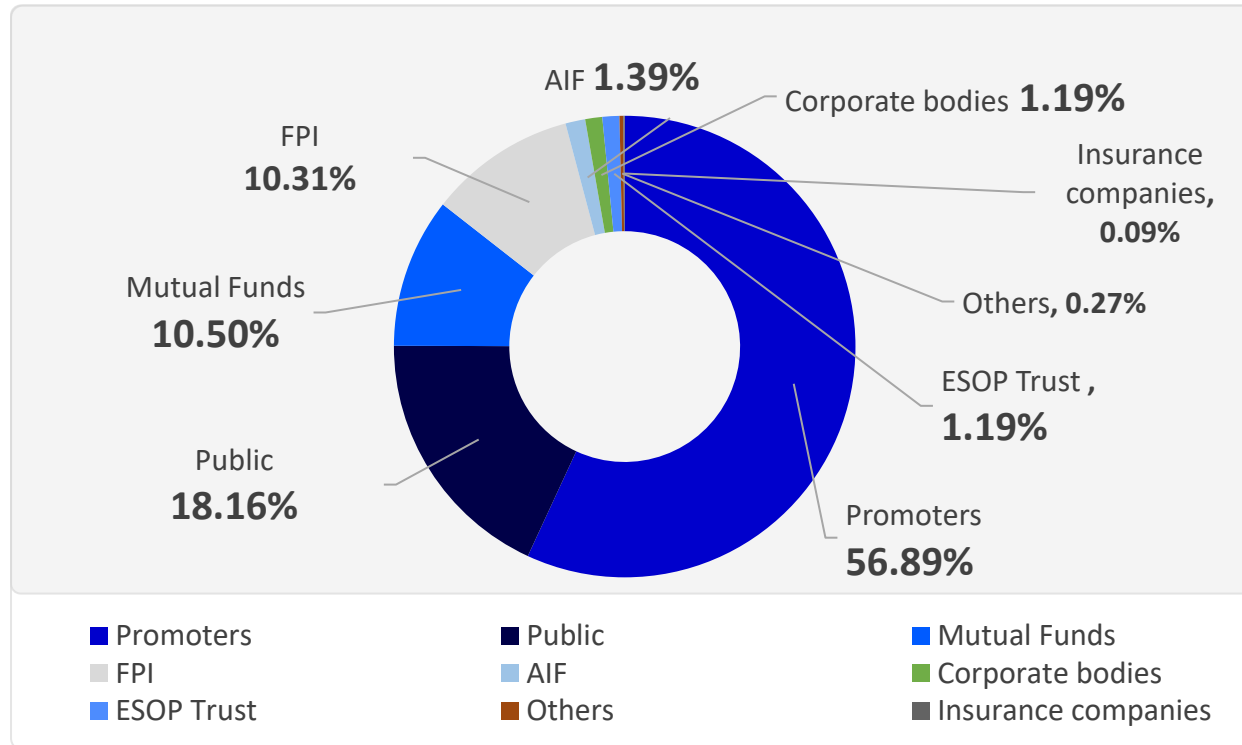
Ajit Isaac
Chairman and Non Executive Director



FAIRFAX
FINANCIAL HOLDINGS LIMITED



57%
Shareholding



**as on Sept 30, 2026*

Non promoter shareholders*	%
Tata Mutual Fund	7.85%
Ashish Dhawan	4.90%
Ellipsis Partners LLC	3.91%
Bandhan Mutual Funds	1.79%
Vanguard Global & International Equity Funds	1.40%
Acadian Asset Management	1.04%

***Holding more than 1%**

Auditors



50%
of Directors are Independent



Independent
Directors



Non-Executive
Directors



Non- Executive
Chairman



Executive
Director

Deloitte.

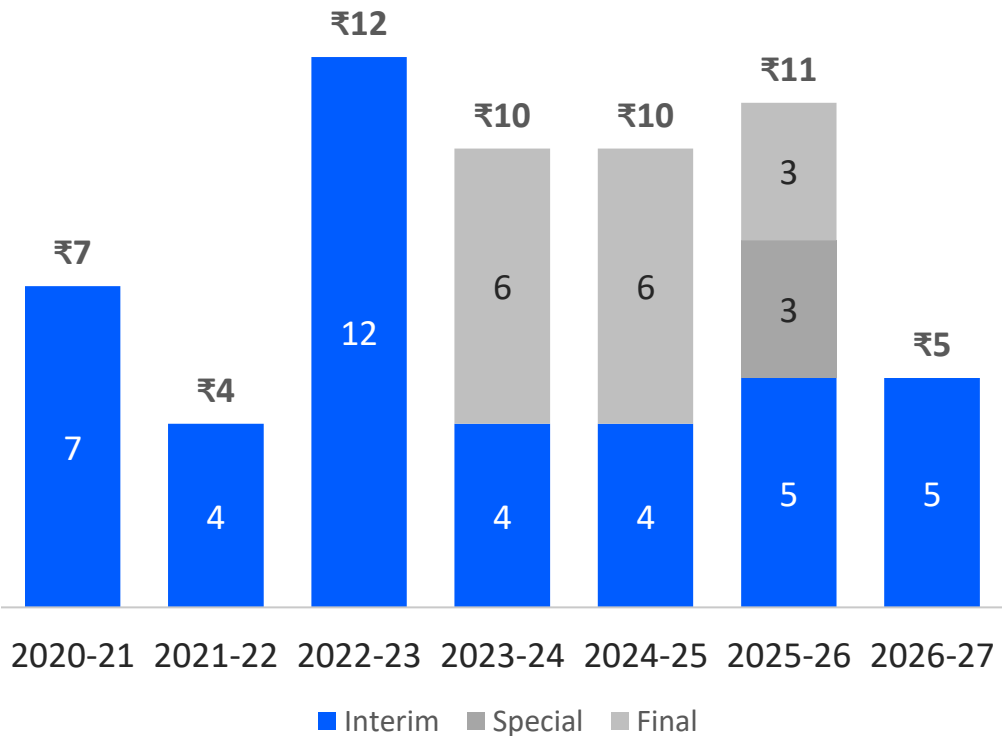
 Grant Thornton

Dividend Distribution History

Financial Year	Type of Dividend	Dividend per share	% of Dividend	Total Dividend
2020-21	Interim Dividend	7	70%	7
2021-22	Interim Dividend	4	40%	4
2022-23	Interim Dividend	4	40%	12
	Interim Dividend	8	80%	
2023-24	Interim Dividend	4	40%	10
	Final Dividend	6	60%	
2024-25	Interim Dividend	4	40%	10
	Final Dividend	6	60%	
2025-26	Interim Dividend	5	50%	11
	Special Interim Dividend	3	30%	
	Final Dividend	3	30%	
2026-27	Interim Dividend*	5	50%	5

*Record date for the interim dividend is 6th November 2026

Dividend per share, ₹



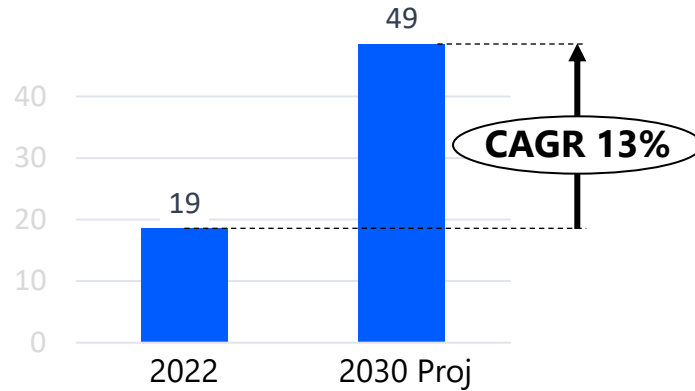
The Dividend Distribution Policy can be accessed at

https://www.quesscorp.com/wp-content/uploads/2026/05/Dividend_Distribution_Policy.pdf

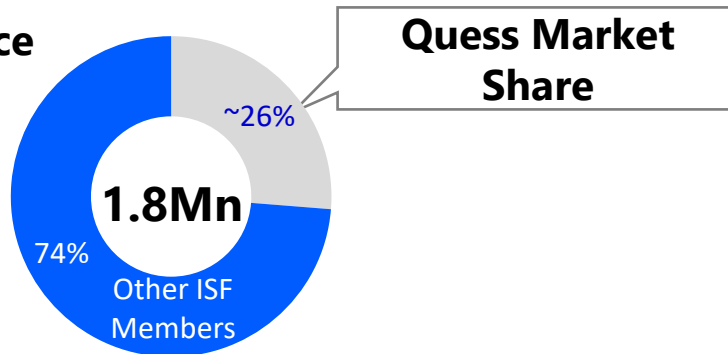
Market Opportunity for Quess

India Staffing & Recruitment Services

\$ Bn



Flexi Workforce Headcount (ISF, 2025)



Growth Drivers



Farm to non-Farm



India expected to add 7.85 Mn non-farm jobs annually through 2030



Unorganized to Organized



GST collection up from \$103Bn in FY18 to \$257Bn in FY25 (~2.7X)



Formalization of workforce



15+ Mn net adds to EPFO in FY25, highest since formal job tracking began



Shift towards flexi staffing



Flexi workforce growing at 12.6% CAGR; projected to reach 9.16 Mn by FY27

India today is the **most exciting staffing market globally**

Your Trusted Partner for Scalable, Compliant & Future-Ready Staffing Solutions

Best-in-Class Audit & Controls

Statutory auditors: **Deloitte Haskins & Sells LLP** and Internal auditors: **Grant Thornton Bharat LLP**, supported by strong internal audit controls.

Reliable, Efficient & Compliant Operations

Established governance framework ensures reliable, efficient, and compliant operations with low risk.

Market Credibility & Transparency

Publicly listed organisation ensuring full regulatory compliance, transparency, and confidence.

Robust Governance Structure

Governance driven by a Board of **8 Directors**, including **4 Independent Directors** for unbiased oversight.

Enterprise Risk Management for Continuity

Robust **Enterprise Risk Management (ERM)** ensures continuity and stable outcomes in dynamic environments.

High Standards of Reporting & Communication

Timely quarterly results, annual reports, and statutory disclosures ensure clear communication.

Responsible & Ethical Business Practices

Ethical business practices supported by publicly disclosed policies and governance frameworks.

ESG Strength That Enhance Customer Value Chains

Strong ESG performance with ratings: **CFC Finlease – 7.4 (Very Good)** and **SES ESG – 63.3**, enhancing client value chains.

Strong Social Impact Through CSR

CSR initiatives **improving 75 schools, 28 anganwadis**, and benefiting **17,000+ children**, supporting meaningful social impact.

Large, Diverse & Inclusive Workforce

With **84,000+ women**, Quess builds inclusive, high-performing teams customers value.

India's Largest Staffing & Workforce Solutions provider

490K+

associates deployed

55K+

apprentices

70+

sourcing hubs for
onboarding including a
centralised Center of
Experience in Jaipur

30+

offices and extensive
Tier 2 & 3 reach for
faster onboarding

57k

new UANs for FY26

166K+

first-time workers
formalized in FY25



Quess IT Staffing & Solutions

India's leading technology workforce partner,
delivering skilled IT talent and managed
technology solutions to 300+ enterprises
across 80+ cities.

~7,500+
Associates deployed

800+
Technology skill
domains

350+
Specialist IT
recruiters

30K+
Monthly talent
outreach

Quess Recruitment Services

India's leading recruitment company with **15+ years** of experience staffing executive professionals across levels and skillsets. Our **RPO** recruiters across India **cover 800+ tech skills, deliver 8,000+ hires annually, and support both IT and Non-IT hiring.**

8,000+
Annual hires

75+
Recruiters

800+
Tech Skills

Overseas Business

Global Expansion Engine

6,000+ Associates

7+ Countries

APAC

- Singapore & Malaysia (Professional & General Staffing)
- Philippines (Professional Staffing)
- Sri Lanka (Professional & General Staffing)
- Vietnam (Professional Staffing)

Middle East

- Dubai and Abu-Dhabi (Professional + General Staffing)



Digital Platforms



Job Platform for
Blue & Grey Collar
Workforce



Mobile-first
HRMS Platform



One of the largest
employee benefits
platforms



Transforming
employee learning



One of the largest
tech-driven gig
discovery platforms
in India



**12.6Mn+ Job
Seekers On
Hamara Jobs**



**150K+ Daily
Active Users
on Hamara HR**



**75K+ Gig
Worker
Community**

Our Reach

Among the top
private banking &
NBFC leaders driving

India's largest telecom
operator by subscriber
base and data
consumption hire from
us.

World's largest e-commerce
and logistics ecosystem
player hired



India's biggest retail
company by revenue and
store network hire from us.

World's largest IT
services & consulting
firm hire IT professionals
from us.

Global leader in industrial
automation and energy
management hire from us.

Our Trusted Partners



Telecom



FOXCONN



vodafone



airtel



FMCG



pepsico



unicharm



HONASA



Henkel



BPO/ITes



genpact

accenture



Retail



Reliance
RETAIL



DMart



ADITYA BIRLA
FASHION & RETAIL



FMCD



SAMSUNG



LG Electronics

xiaomi



**Lifesciences
& Pharma**



BHARAT
BIOTECH



LUPIN



BE
Biological E. Limited
Celebrating Life Every Day



ALKEM



**E-Commerce
& Logistics**



amazon



ekart
LOGISTICS



**ecom
express**



Consulting



KPMG

Deloitte.



Our Client Portfolio



BFSI



AXIS BANK



FINANCE



**POONAWALLA
FINCORP**



Mahindra FINANCE



HeroFinCorp.



Manufacturing



Honeywell

CATERPILLAR



adani



IT Services

Infosys

HCLTech



Sapient®

UNISYS

kyndryl

accenture



cognizant



Automotive

TATA MOTORS



RENAULT



BAJAJ



BOSCH

DAIMLER TRUCK
Innovation Center India

Awards earned by Team



Ranked **#1** In SIA's top 100 largest staffing firms in India, **2025**, Ranked **#37** top 100 largest global staffing firms in **2024**



#19 Best Place to Work in India, **2025** | Great Place to Work certified for seventh consecutive year, **2026**



India's Top **10** Best workplace in Health and wellness **2026**



Ranked **#2** among India's largest employers and **#3** among women employers, **2024**



Certified Great Place to Work in **2026** – **Singapore** (third consecutive year) and **UAE** (first time)



Ranked **40th** among the Best workplace in the middle east **2026**. Ranked **32nd** among the Best workplace for women in the middle east **2026**.



Trailblazer 2026 Award Winner & **Quality Standards** Badge Recipient for 2026/2027



Ranked **#188** In the Fortune India 500 list in **2025**



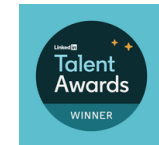
Ranked **#175** in ET500 list in **2025**



Excellence in DEI Commitment (PANIndia Category) at the CIIEFI National Conference on Industrial Relations **2025**



Certified Leadership Factory of India in **2026-2028**



AI Pioneer – Best Talent Acquisition Team **2025**

02

Financial Updates

Q2 FY27 Financial Highlights

(Figures in ₹ Cr)

Revenue	Q2 FY27	YoY	QoQ
General Staffing	3,823 [^]	▲ 15%	▲ 6%
Professional Staffing	254	▲ 13%	▲ 1%
Overseas Business	318	▲ 10%	▼ 4%
Total [#]	4,396	▲ 15%	▲ 5%

Op. Margin	Q2 FY27	YoY	QoQ
General Staffing	57	▲ 23%	▲ 11%
Professional Staffing	27	▼ 2%	▼ 4%
Overseas Business	22	▲ 23%	▲ 7%
Total [#]	106	▲ 18%	▲ 8%

Consolidated

Adj. EBITDA*	92	▲ 20%	▲ 7%
Adj. EBITDA %	2.1%	▲ 10 bps	▲ 4 bps
Headcount	504k	▲ 4%	▲ 5%

PAT	75	▲ 44%	▼ 9%
PAT %	1.7%	▲ 35bps	▼ 27bps
EPS	₹ 5.0	▲ 44%	▼ 9%

[^]Revenue includes one-time increase of ₹ 120 Cr, during the quarter due to the implementation of the **new Labour Code**

*Adj. EBITDA excludes non-cash ESOP expense of ₹ 6 Cr.

Includes Digital platform

Q1FY27 PAT and EPS include one-time other income of ₹ 24 Cr due to income tax refunds

H1 FY27 Financial Highlights

(Figures in ₹ Cr)

Revenue	H1 FY27	H1 FY26	YoY
General Staffing	7,419 [^]	6,439	▲ 15%
Professional Staffing	506	468	▲ 8%
Overseas Business	651	575	▲ 13%
Total [#]	8,578	7,483	▲ 15%

Op. Margin	H1 FY27	H1 FY26	YoY
General Staffing	108	92	▲ 18%
Professional Staffing	55	52	▲ 4%
Overseas Business	43	36	▲ 20%
Total [#]	204	175	▲ 16%

Consolidated

Adj. EBITDA*	178	146	▲ 22%
Adj. EBITDA %	2.1%	2.0%	▲ 12 bps
Headcount	504k	483k	▲ 4%

PAT	157	103	▲ 53%
PAT %	1.83%	1.37%	▲ 45 bps
EPS	₹ 10.4	₹ 6.9	▲ 51%

[^]Revenue includes one-time increase of ₹ 298 Cr, during the H1 due to the implementation of the **new Labour Code**

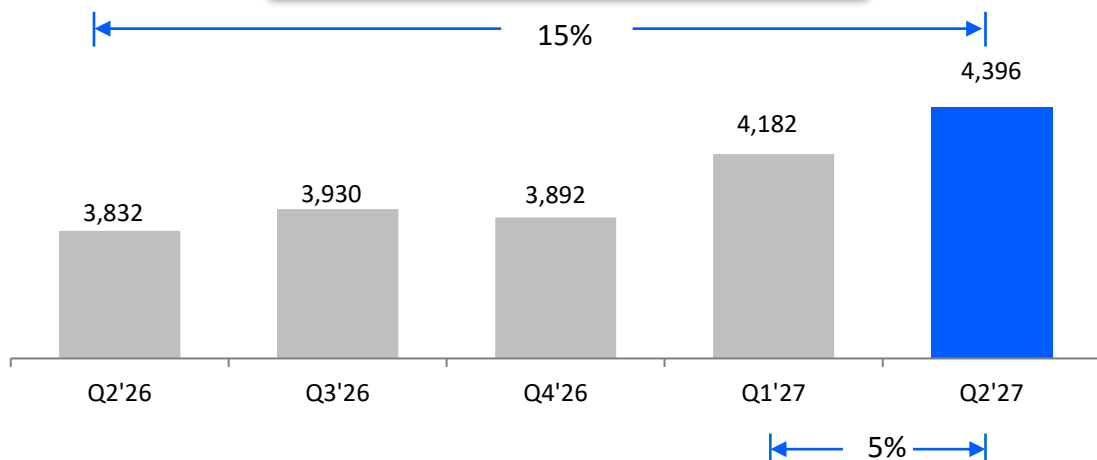
*Adj. EBITDA excludes non-cash ESOP expense of ₹ 8 Cr.

[#] Includes Digital platform

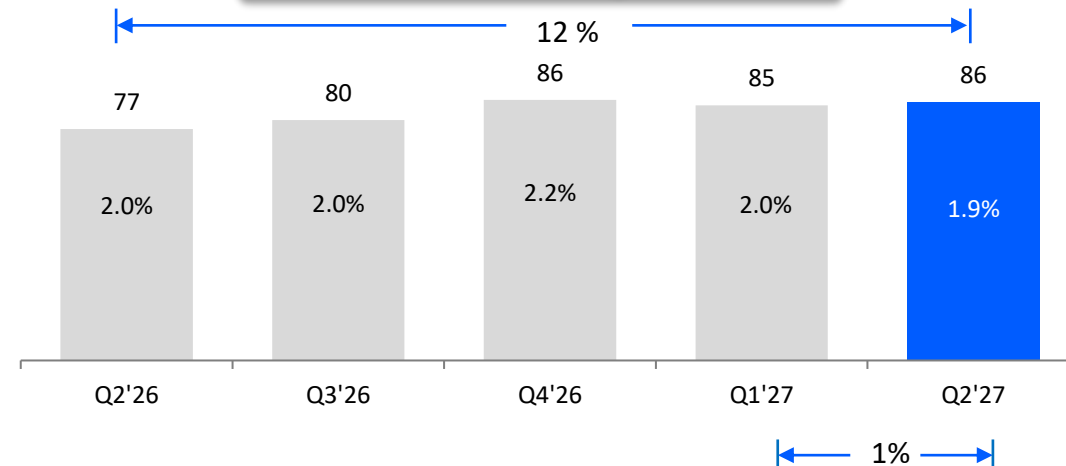
Q2 FY27 Financial Updates

(Figures in ₹ Cr)

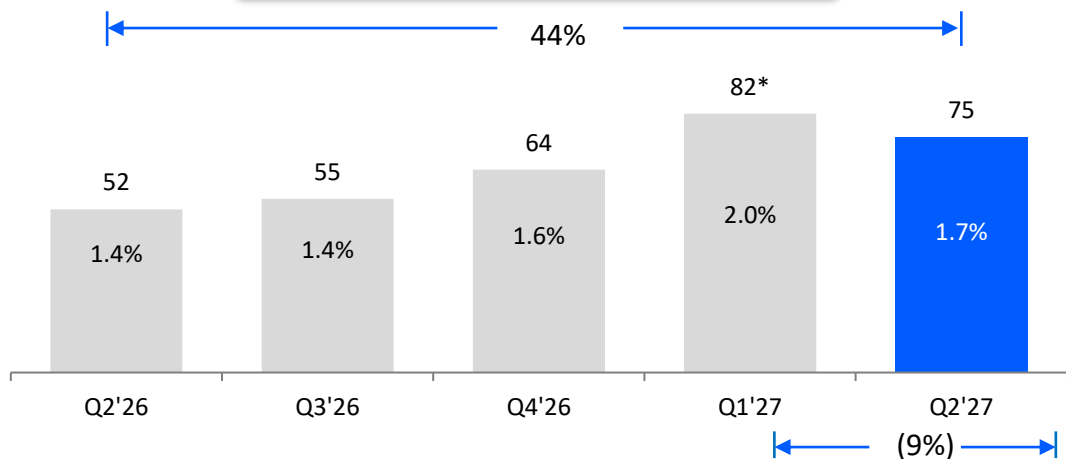
Revenue



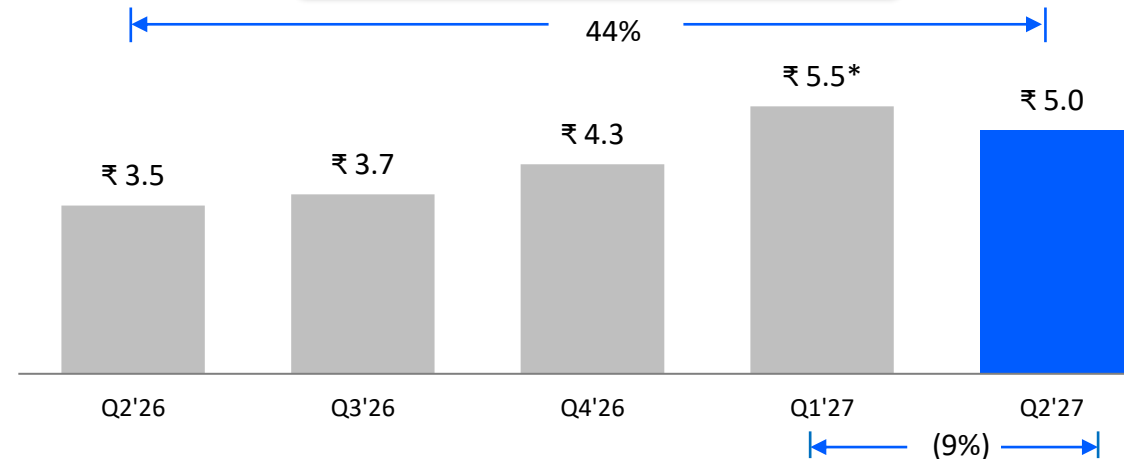
EBITDA & Margin %



PAT & Margin %



EPS (in ₹)



*Q1FY27 PAT and EPS include one-time other income of ₹ 24 Cr due to income tax refunds

Income Statement (Figures in ₹ Cr)

Particulars	Q2 FY2027	Q1 FY2027	QoQ	Q2 FY2026	YoY
Revenue	4,396	4,182	▲ 5%	3,832	▲ 15%
Adj. EBITDA (excl. ESOP cost)*	92	86	▲ 7%	77	▲ 20%
Adj. EBITDA Margin %	2.1%	2.1%	▲ 4 bps	2.0%	▲ 10 bps
EBITDA	86	85	▲ 1%	77	▲ 12%
Depreciation	9	10	-	10	-
Interest	14	14	-	13	-
Other Income^	2	26	-	4	-
Exceptional Items	-	-	-	-	-
PBT	65	86	▼ 25%	57	▲ 12%
Tax	-10	4	-	6	-
PAT	75	82	▼ 9%	52	▲ 44%
PAT Margin %	1.7%	2.0%	-27bps	1.4%	35bps
Diluted EPS (in ₹)	₹ 5.0	₹ 5.5	▼ 9%	₹ 3.5	▲ 44%

H1 FY27	H1 FY26	YoY
8,578	7,483	▲ 15%
178	146	▲ 22%
2.1%	2.0%	▲ 12 bps
170	146	▲ 16%
19	21	-
29	23	-
28	9	-
-	(2)	-
151	110	▲ 37%
-6	7	-
157	103	▲ 53%
1.8%	1.4%	45bps
₹ 10.4	₹ 6.9	▲ 51%

*Adj. EBITDA excludes non-cash ESOP expense of ₹ 6 Cr. in Q2 FY27 and ₹ 8 Cr. in H1 FY27

^Q1FY27 PAT and EPS include one-time other income of ₹ 24 Cr due to income tax refunds

Balance Sheet

(Figures in ₹ Cr)

Particulars (₹ Cr)	H1 FY2027	FY2026	Movement	% Change	FY 2025
Assets					
Fixed Assets & Intangibles	395	388	7	▲ 2%	341
Other Non-Current Assets	447	638	(191)	▼ 30%	575
Trade Receivables & Unbilled Revenue	2,150	1,582	568	▲ 36%	1,529
Cash and Cash Equivalent	471	271	201	▲ 74%	267
Other current Assets	187	160	27	▲ 17%	100
Total Assets	3,650	3,039	611	▲ 20%	2,812
Liabilities					
Equity & Other Equity	1,185	1,168	17	▲ 1%	1,086
Debt	-	-	-	-	12
Other Liabilities	2,465	1,871	594	▲ 32%	1,714
Total Liabilities	3,650	3,039	611	▲ 20%	2,812
Net Cash	471	271	200	▲ 74%	255

Cashflow Statement

(Figures in ₹ Cr)

Particulars (₹ Cr)	H1 FY27	H1 FY26	FY2026	FY2025
PAT	157	103	222	46
Cash generated from operations	137	199	298	251
Income taxes (paid)/refund received	229	(41)	(68)	129
Net Operating cashflows	366	158	229	380
Expenditure on PPE	(6)	(3)	(9)	(1)
Other Investing Activities	41	(32)	(63)	4
Net Investing cashflows	34	(35)	(72)	2
Borrowing (net of Repayment)	-	(12)	(12)	(124)
Lease Liability Repayment	(19)	(18)	(37)	(33)
Dividend & Interest payment	(98)	(100)	(189)	(162)
Other Financing activities	(45)	1	0	0
Net Financing cashflows	(162)	(129)	(238)	(318)
Net change in cash flows	238	(6)	(80)	64

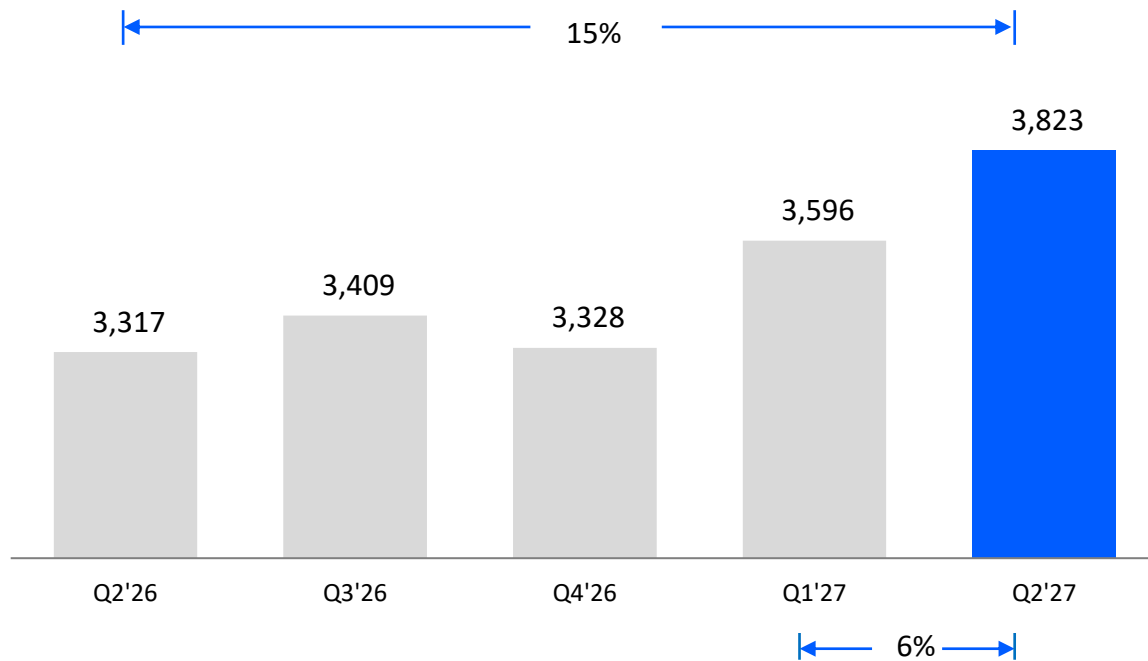
03

Segment updates

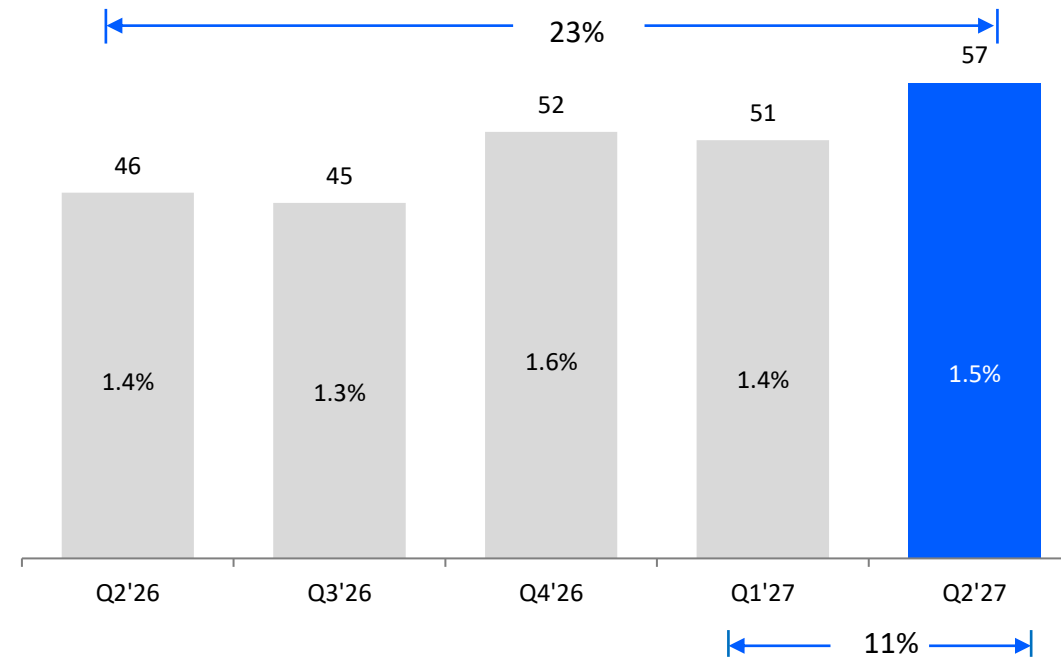
Financial Performance | General Staffing

(Figures in ₹ Cr)

Revenue



EBITDA & Margin %



Key Developments

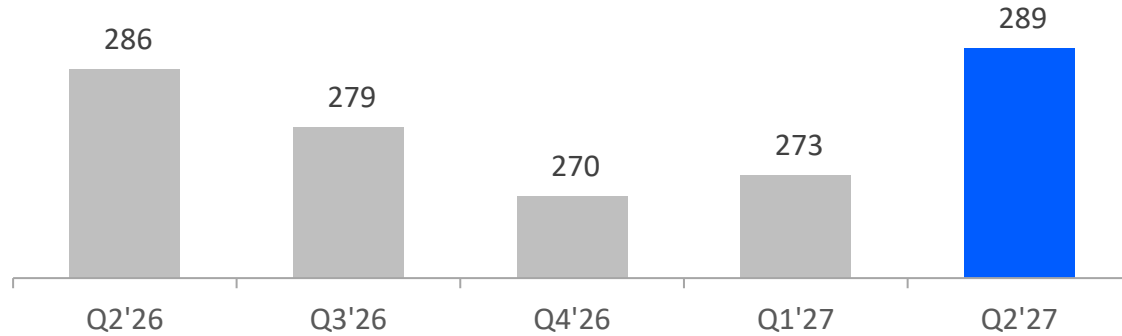
- **116 new contracts** added with highest ever cash collection of ~₹ 4.3k Cr in the quarter
- Addition of **20,857 associates** with Core to associate ratio improving to **289**

- **Double digit growth** in Revenue and Operating profit with stable margin profile
- New Labour Code impact led to one time increase in **revenue of Rs. 120 crs**

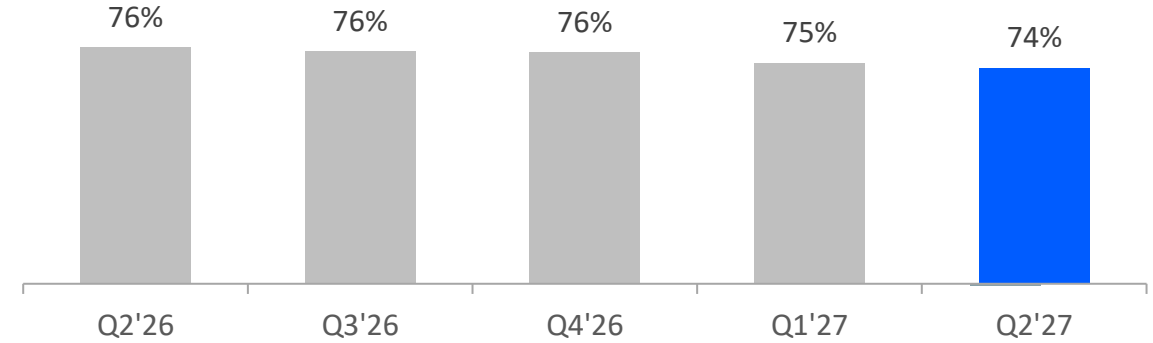
- Highest ever **sourcing of 57k** during quarter aided by technology & recruiter productivity
- **GS DSO days improved to 24**, while AR remained stable at 15 days

Operational Performance | General Staffing - QSS

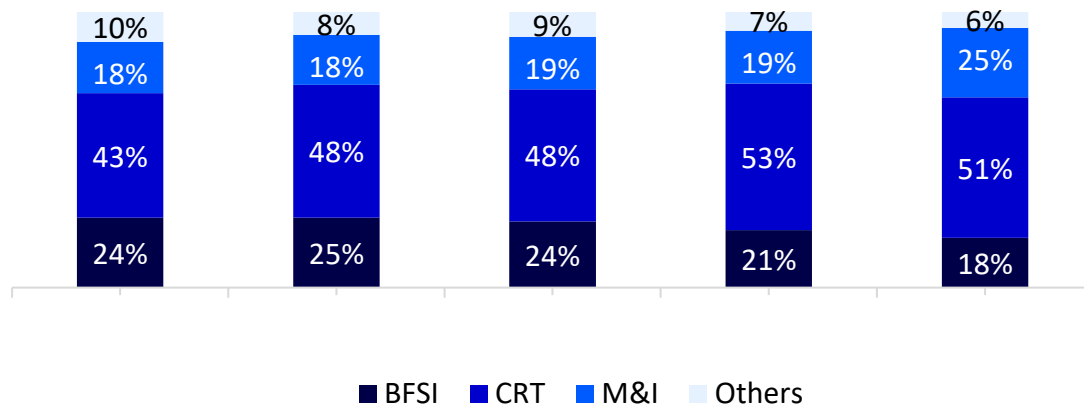
Associate : Core FTE



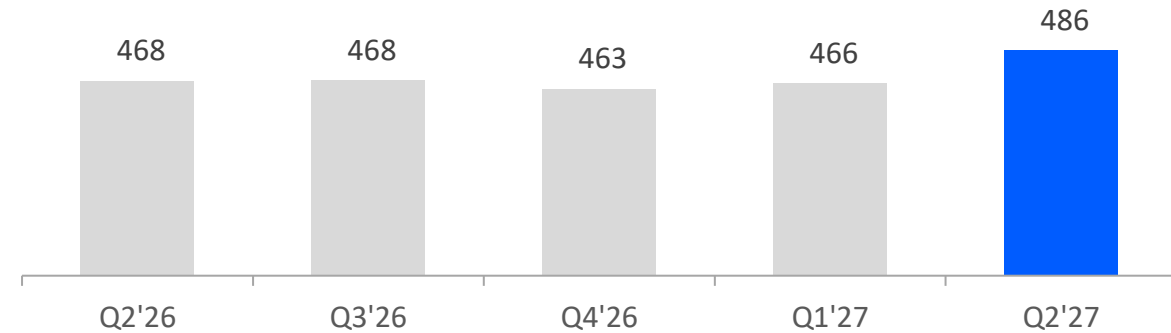
Collect & Pay %



Sector-wise Concentration %



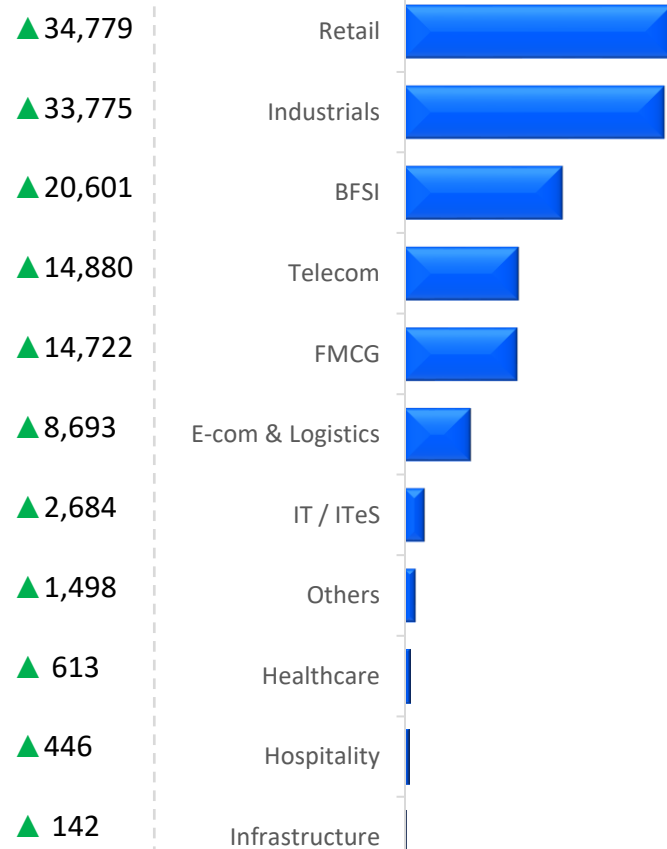
Headcount ('000)



Q2 FY27 Hiring snapshot (Quess Staffing Solutions)

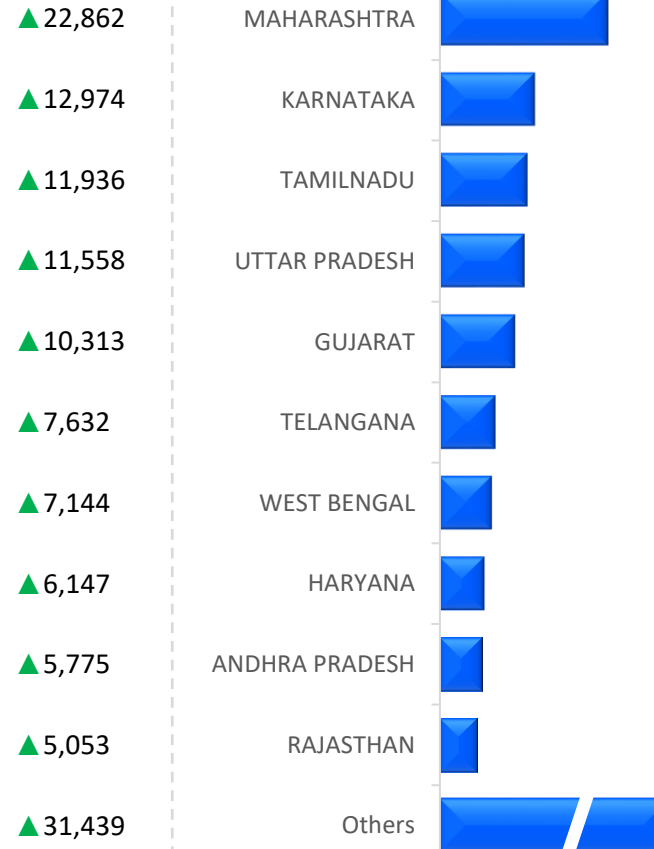
Sector-wise

Gross addition : ~ (133k vs 104k)



State-wise

Gross addition : ~ (133k vs 104k)



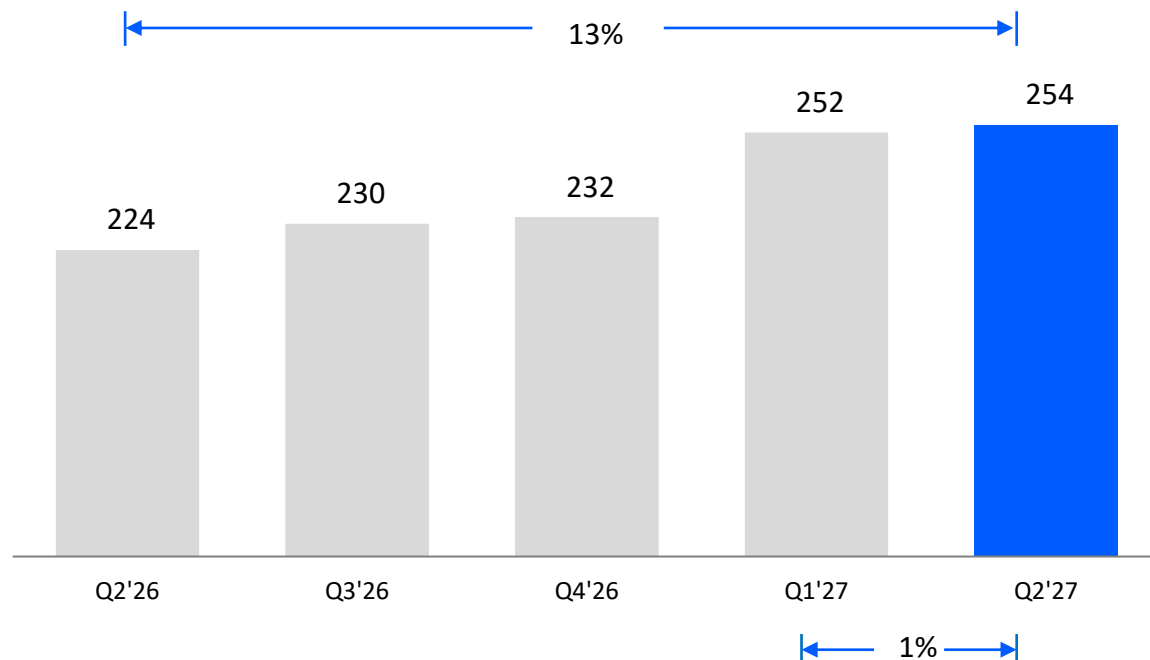
Operational Metrics (Q2 vs Q1)

Gender	Male ▲ 80% vs 78%	Female ▼ 20% vs 22%
Sourcing	Transfer ▼ 57% vs 62%	Sourcing ▲ 43% vs 38%
Formalization	Existing ▲ 72% vs 57%	New ▼ 28% vs 43%
Average Age	Male 26 vs 27	Female 25 vs 25

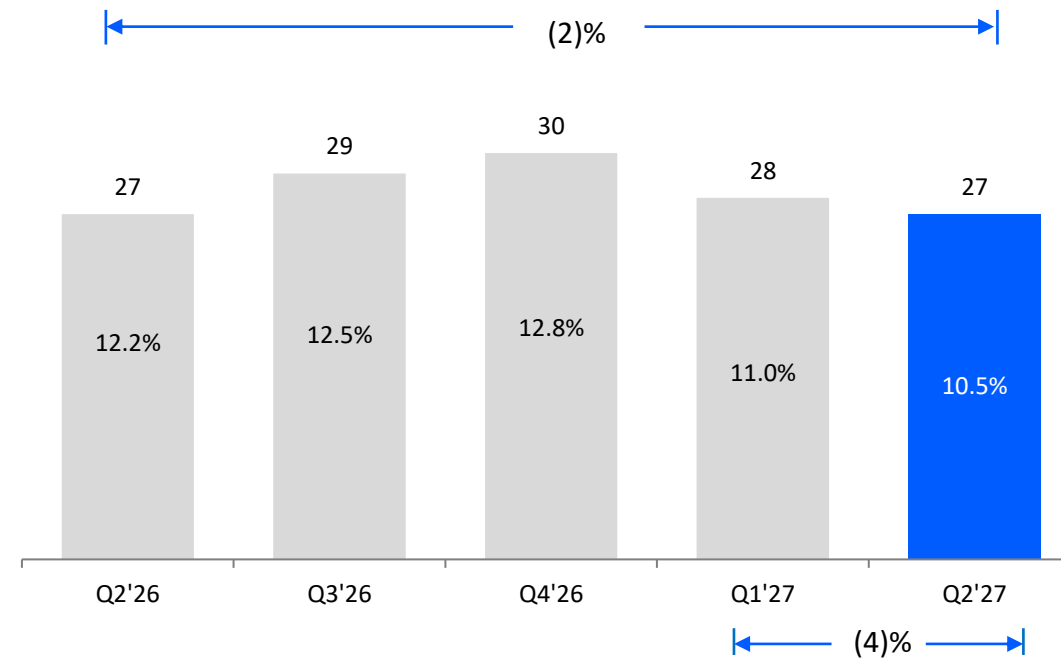
Financial Performance | Professional Staffing

(Figures in ₹ Cr)

Revenue



EBITDA & Margin %



Key Developments

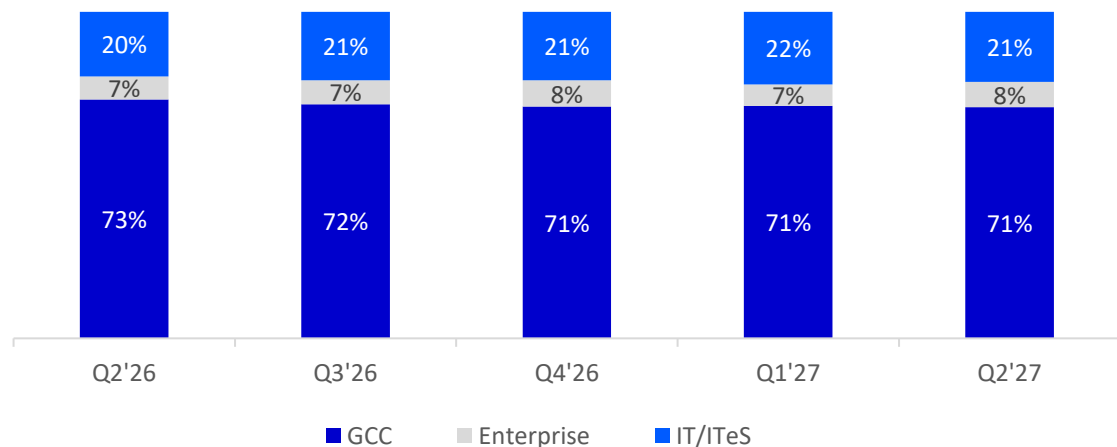
- **Added 27 contracts** during the quarter with 62 during H1 FY27
- **GCC contributing 71%** of headcount and revenue contribution with BFSI and CRT as fastest growing verticals

- Gross margin to EBITDA margin conversion at 48% with lower utilization impacting QoQ revenue growth
- **Double digit EBITDA margin** after absorbing investments in leadership hiring

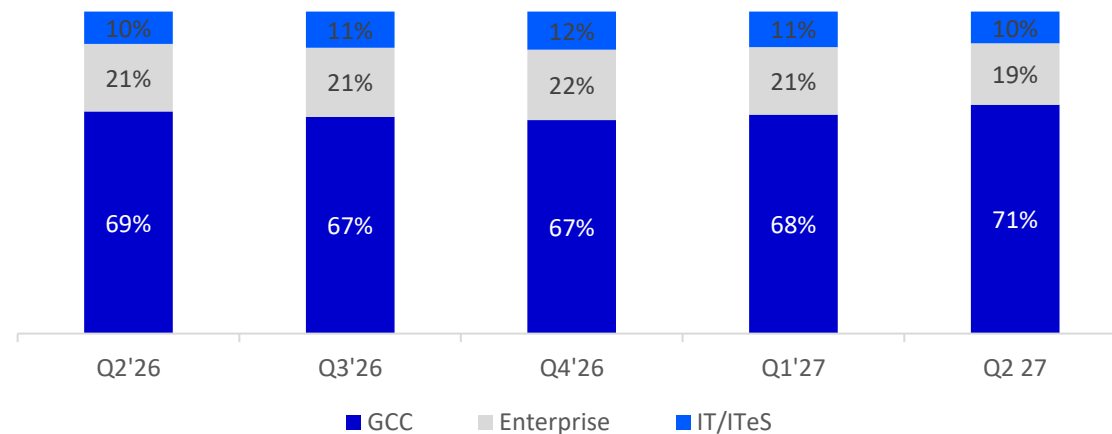
- Headcount at quarter exit stood at **7,566** with addition of **437 associates**
- **Open mandates at 1,100+** primarily in niche and high value roles

Operational Performance | Professional Staffing

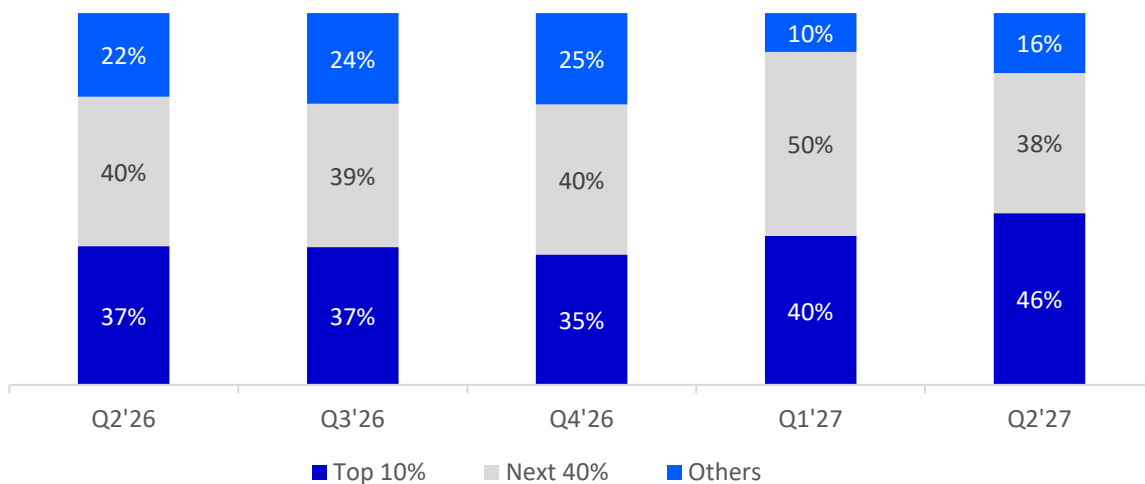
Headcount ('000)



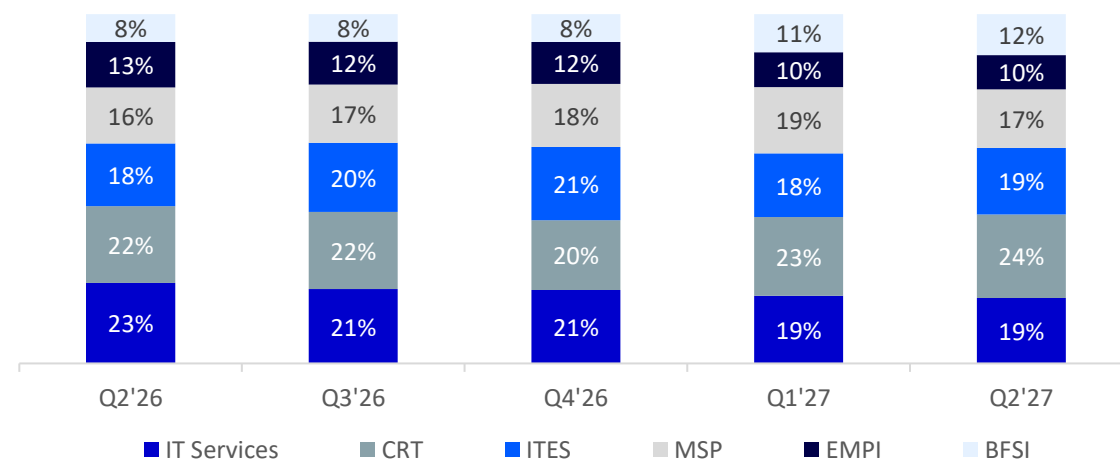
Revenue Contribution %



Client Concentration %



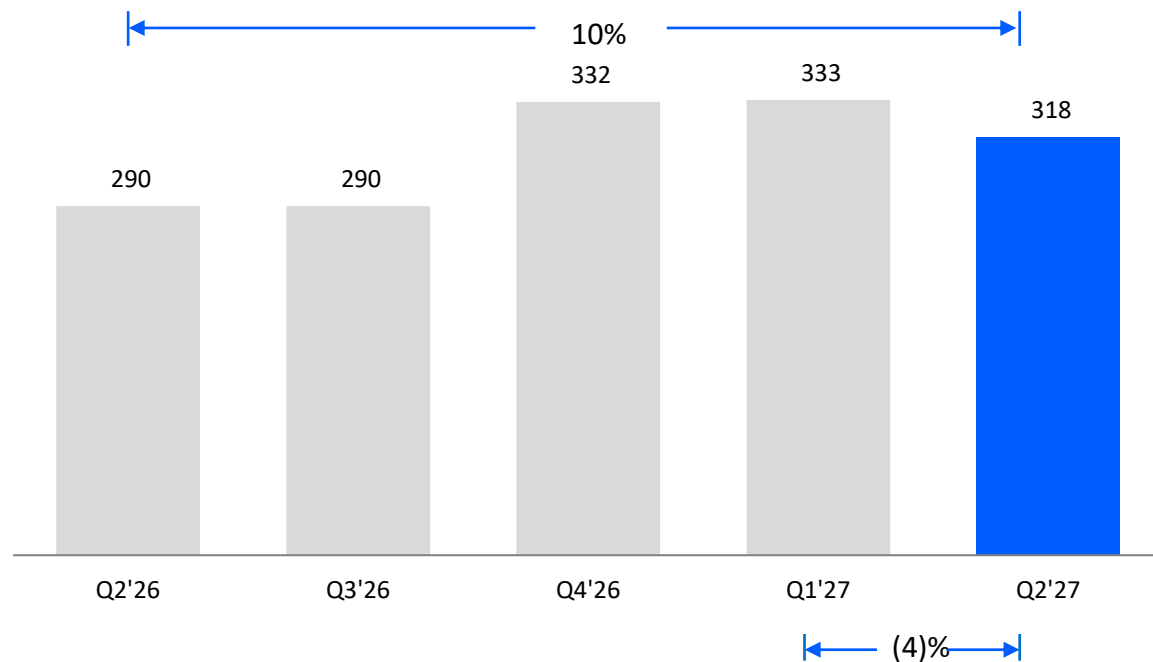
Sector-wise Concentration %



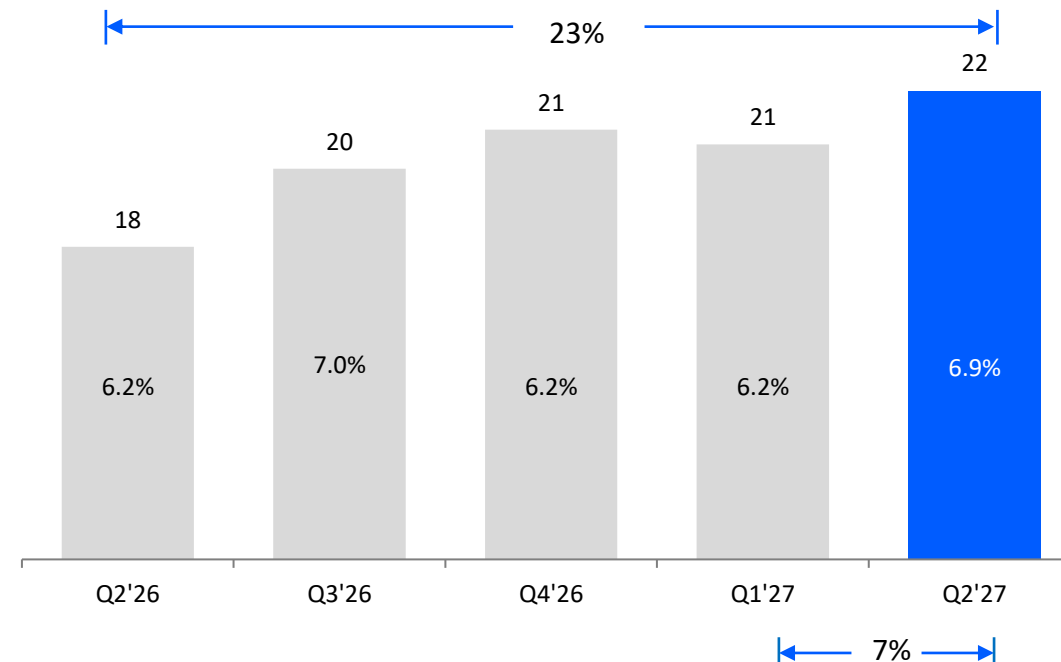
Financial Performance | Overseas Business

(Figures in ₹ Cr)

Revenue



EBITDA & Margin %



Key Developments

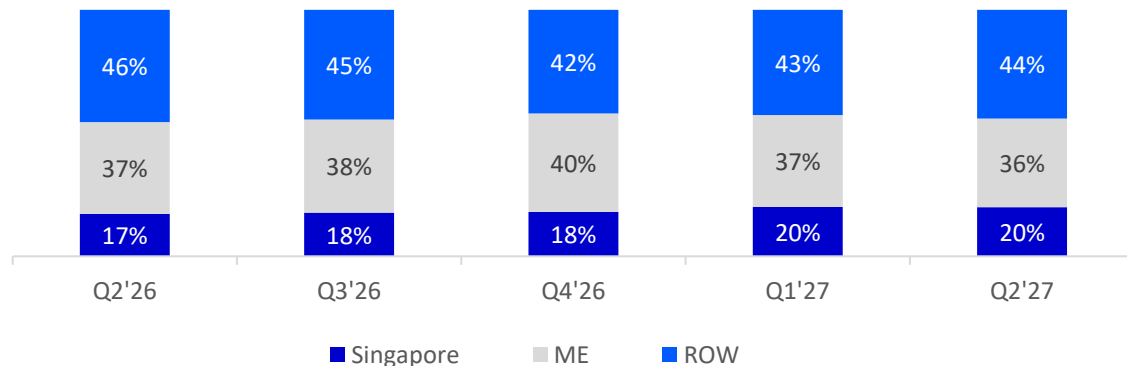
- **33 new contracts** added with **double digit growth (YoY)** in Revenue and EBITDA
- EBITDA margins remain stable despite currency fluctuations

- Middle East delivered **margins at 14.2%**, revenue flat due to geopolitical issues
- Singapore GS added **8 new contracts** adding 59 local HC

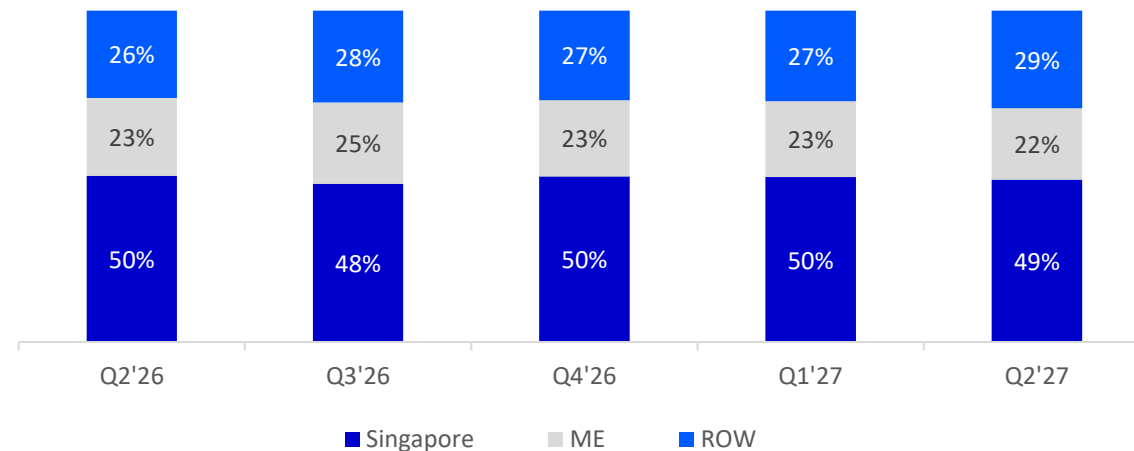
- Philippines recorded **15% YoY** revenue growth with a **10.5% net margin**
- Malaysia achieved **50% YoY** revenue growth with lower margin profile

Operational Performance | Overseas Business

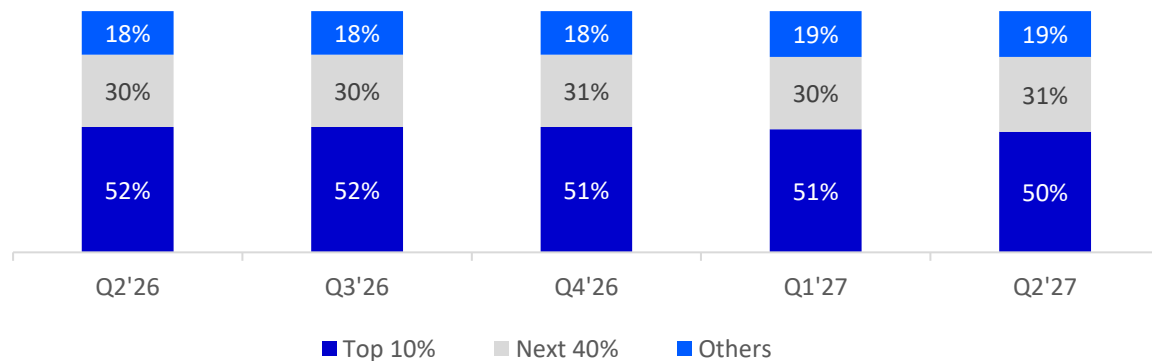
Region-wise Headcount %



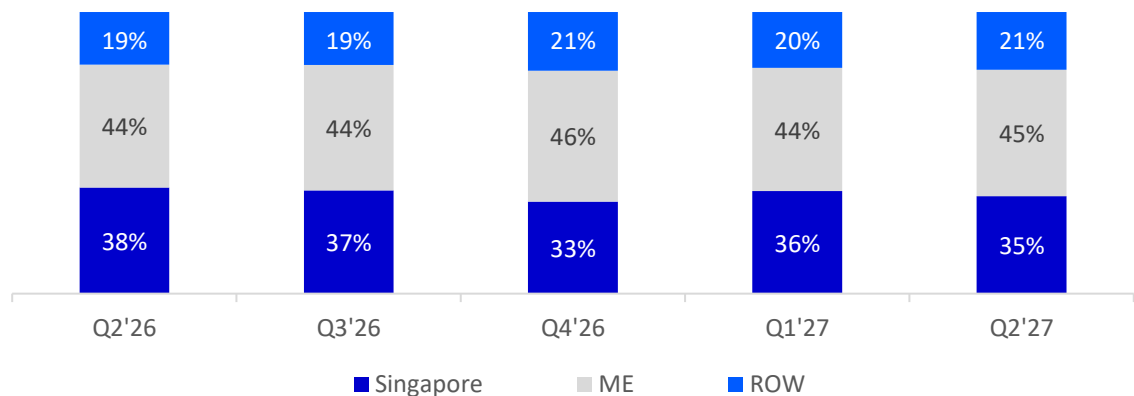
Region-wise Revenue %



Client Concentration %



Region-wise EBITDA %





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About Quess Corp

Established in Bengaluru in 2007, Quess Corp Limited (BSE: 539978, NSE: QUESS) is India's largest and a global leader in staffing and workforce solutions. Quess leverages deep domain expertise and AI-driven digital platforms to help businesses enhance productivity and build a future-ready workforce.

Its comprehensive suite of technology-enabled staffing and managed outsourcing services spans key sectors including BFSI, Retail, Telecom, Manufacturing, IT, and GCCs. Today, Quess has a workforce of approximately ~5,04,000 employees across 8 countries and serving over 2,300+ clients.

Quess Corp ranked #19 among India's Best Workplaces in 2025 & has been certified a Great Place to Work for the seventh consecutive year in 2026 for India. Additionally, we have been recognised as Great Place to Work for UAE, Middle-East, and Singapore in 2026. Staffing Industry Analysts (SIA) has recognised Quess Corp as India's No.1 staffing company in 2025 & 37th globally in 2024. Quess also became the first Indian firm to join the World Employment Confederation in 2025. In just 18 years, Quess has grown from a start-up to a trusted global workforce leader.

Quess Corp holds a "Strong" ESG rating of 66/100 from CRISIL and high credit quality with an [ICRA]AA (Stable) / A1+ status, reflecting robust financial health and enhanced sustainability commitments.

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