



# Quess Corp Limited

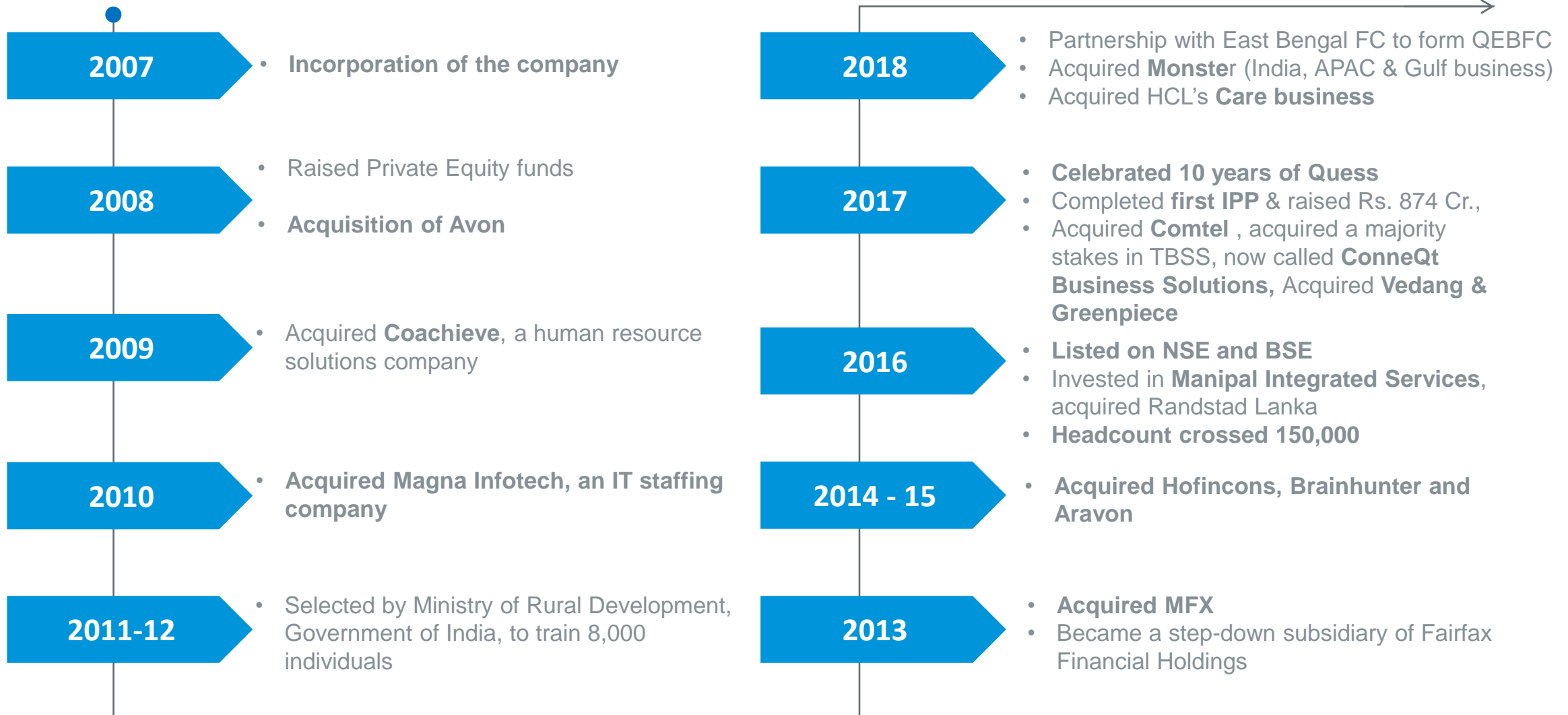


# India's Leading Business Services Platform

<b>Founded</b>	September 2007
<b>Promoters</b>	Ajit Isaac & FFH
<b>Present in 10 countries</b>	Operations in N America, S America, Middle East and SE Asia. Pan India presence with 65 offices
<b>Employees</b>	~300,000 +
<b>Revenue</b>	USD 1.2 Bn
<b>Clients</b>	1900+
<b>Current Market Cap</b>	USD 1.7 Bn
<b>Acquisitions</b>	23 acquisitions and investments across segments and geographies
<b>Credit Rating</b>	[ICRA]AA- (Positive)



# Quess Corp : Key Milestones



# The Way We Work

## Our Objectives

Over the long term, our goal is to compound our **Book Value** by **20% p.a.**

Our focus is **long term growth** and not quarterly earnings. We will grow through organic growth as well as through friendly M&A

We will never bet our company on **any one project** or acquisition

We aim to keep our debt to **EBITDA** gearing around **2x**

On an **asset light model**, we will continue to develop innovative product and service lines

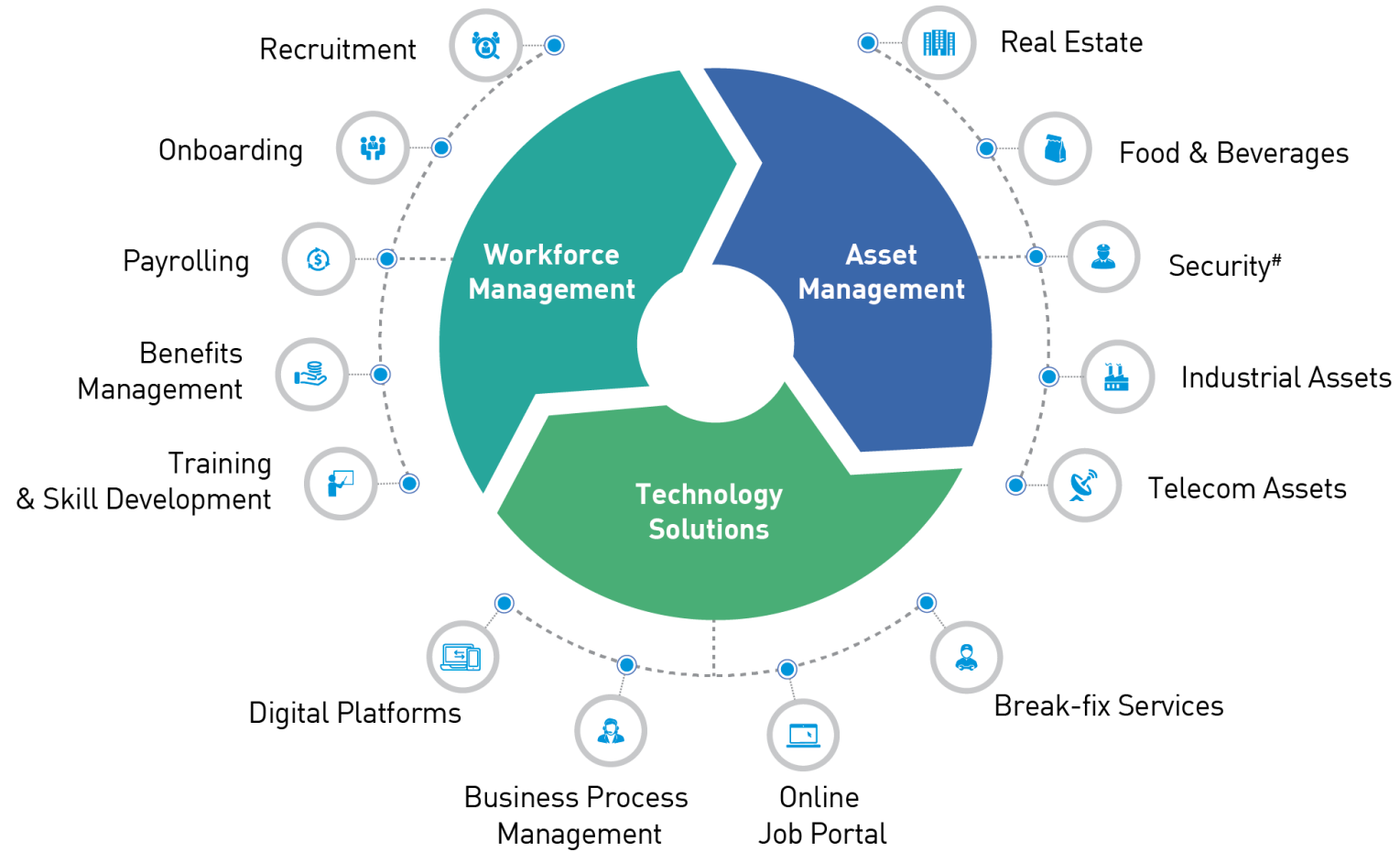
We will always give back to society and **engage with communities** that we associate with

## Supported by Decentralised and Empowered Structure

- Our businesses will be decentralized and run by Presidents
- The Corporate Office will be involved only in capital allocation, performance goal setting and leadership planning.
- Complete and open communication between Corporate Office and all businesses, and co-operation between each businesses is an essential requirement at Qess.
- Culture built around Customer Centricity, Employee Engagement and Speed & Agility of Action

# Services offered across segments

## Platforms



# Associate company

# Our scale of operations

Force behind **2000 MW** of power, **40 MTPA** of metal and **5 MTPA** of non-ferrous metals

**1.50 lakhs** Meals /Day



Skill development of over **67,000 students** across **95+** training centres

India's Largest Staffing Team with **190,000+ Associates**



**80,000** shipments per day across 51 cities

**13,000+** Hospital beds; **40,000** student beds & **220 Mn+ Sq.ft** under management



Onboarding of more than **5,00,000+ candidates** through Paperless Onboarding Platform

**72 Mn CVs** uploaded on the Monster portal



**75,000** Telecom Towers  
**2.1 Mn** Household Meter readings per month

Repair over **2 Mn** phones through DigiCare network

**10 Countries**

**23 Acquisitions**

**3 Platform**

**1900+ Clients**

**~3,00,000 Employees**

**We positively impact and touch the lives of millions of Indians in a very unique manner!**

# Our Strategy Going Forward



1

- Organically expand service portfolio and operations with primary focus on high growth markets

2

- Improve margins through operating leverage, focus on higher value added services and continued shift in business mix in favor of higher margin segments

3

- Leverage Digitization to transform business processes and improve customer experience, service delivery and cost efficiencies

4

- Supplement service offerings through margin and return accretive M&A strategy

# Community Outreach | Careworks Foundation



**“Creating a positive impact in the lives of people, especially in the areas of health and education.”**

- Reaching out to 257 teachers
- Reaching out to 8,188 children across 43 government schools through our flagship School Enhancement Programme

[www.cwfglobal.org](http://www.cwfglobal.org)





Thank You