

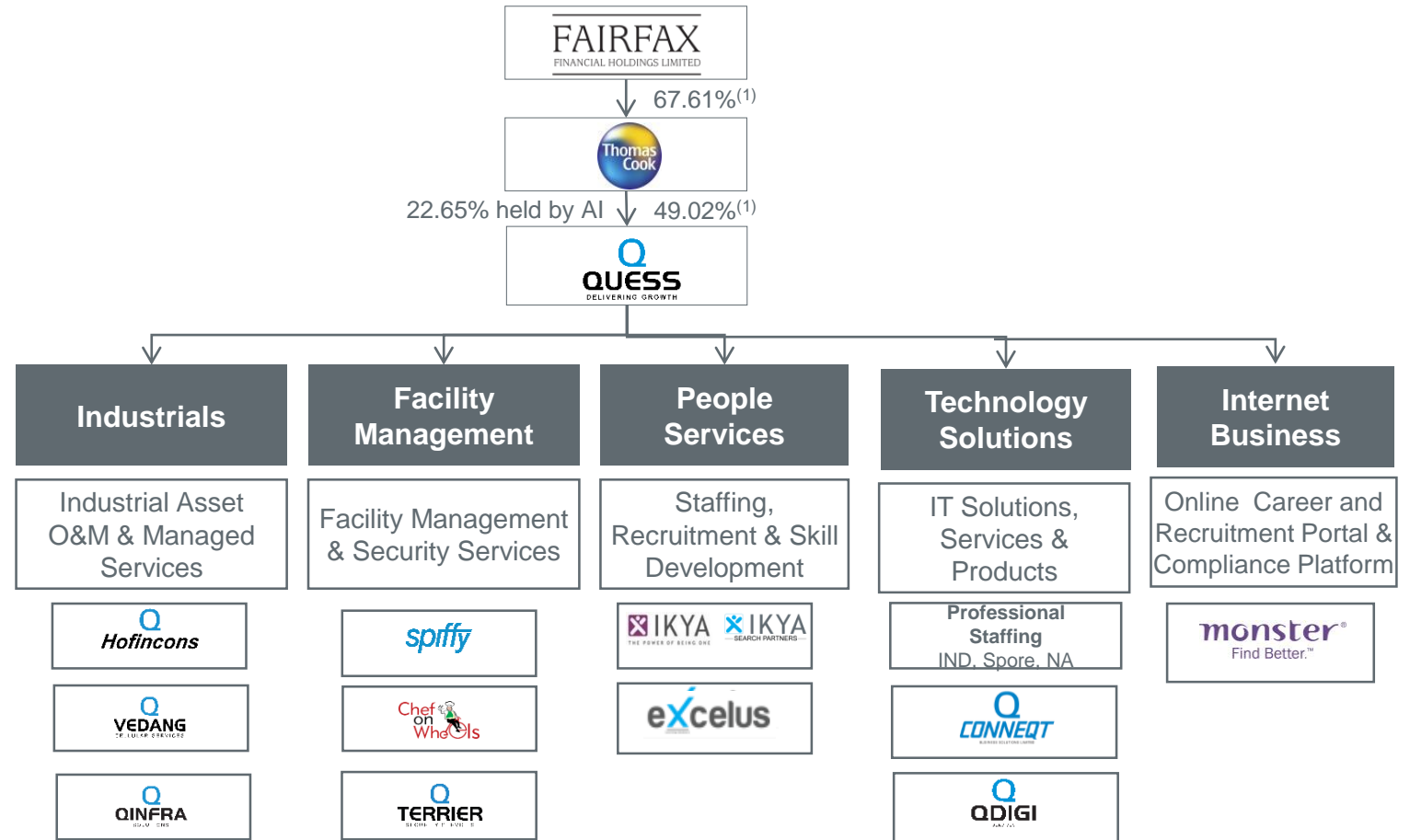


# Quest Corp Limited



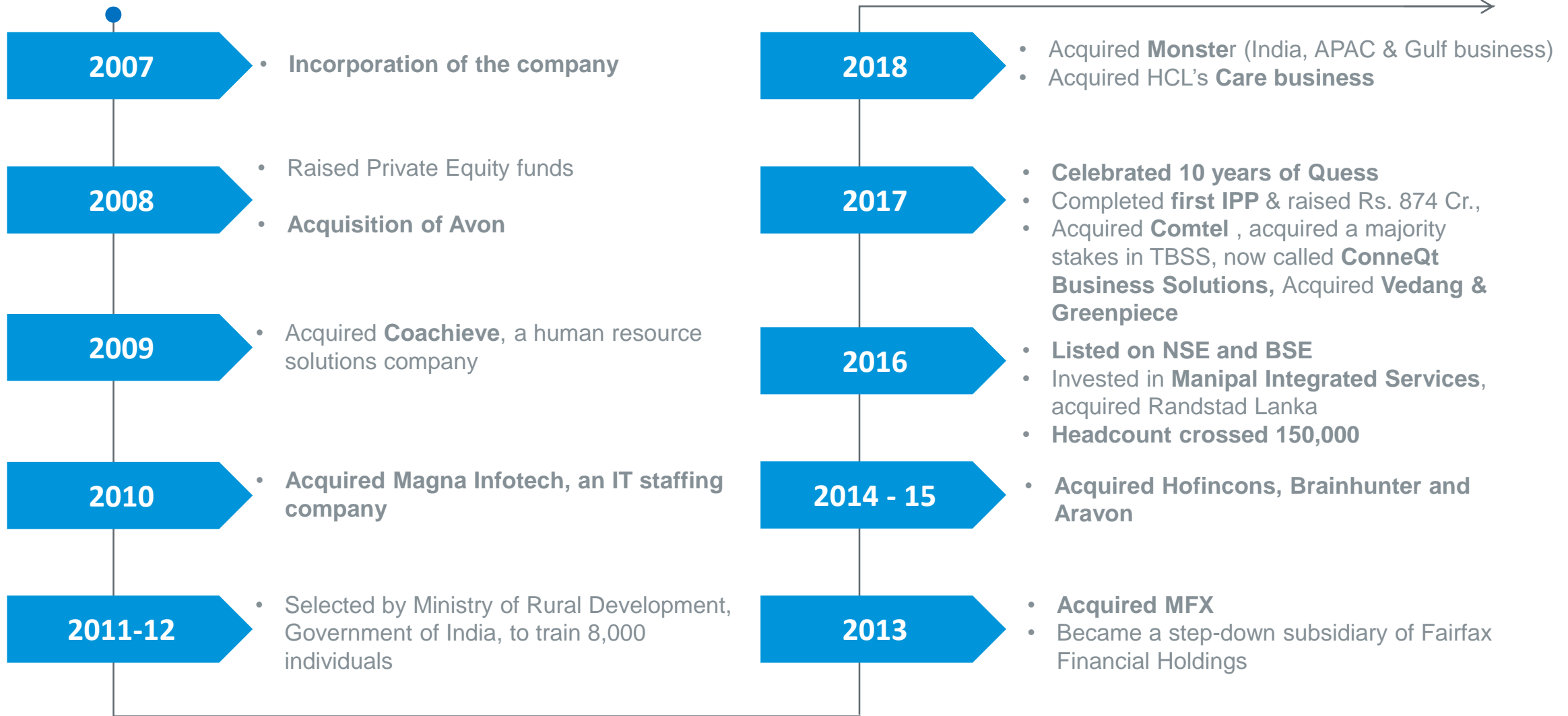
# India's Leading Business Services Platform

|                                |   |
|--------------------------------|---|
| <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.    |
| <b>Employees</b>               | Over 280,400  |
| <b>Revenue</b>                 | USD 1.2 Bn  |
| <b>Clients</b>                 | 1900+   |
| <b>Current Market Cap</b>      | USD 1.8 Bn (as on Sep 30, 2018)                                 |
| <b>Acquisitions</b>            | 23 acquisitions and investments across segments and geographies |
| <b>Credit Rating</b>           | [ICRA]AA- (Positive)  |



(1) Data as of Sep 30, 2018 ; headcount data includes Terrier

# Quess Corp : Key Milestones



# The Way We Work

## Our Objectives

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

Our focus is **long term growth** through organic initiatives 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 at around 2x**

With an **asset light model**, we will continue to develop innovative products 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

| Segment              | Services                 |                               |                                  |                                 |
|----------------------|--------------------------|-------------------------------|----------------------------------|---------------------------------|
| Industrials          | O&M of Industrial Assets | Telecom and Utility Solutions | Digital Infrastructure Solutions | Technology and Consulting       |
| Facility Management  | Facility Maintenance     | Food Catering                 | Security Services                | Landscaping                     |
| People Services      | General Staffing         | Skill Development             | Payroll and compliance           | Logistics & Warehousing         |
| Technology Solutions | IT Staffing              | IT Products and Solutions     | Customer Lifecycle Management    | IT Break-fix & Managed Services |
| Internet Business    | Job Portal               | Online Compliance Management  |                                  |                                 |

# Our scale of operations

Force behind **1,100 MW** of power, **30 MTPA** of metal and **5 MTPA** of non-ferrous metals

**1.50 lakhs** Meals /Day



Skill development of over **50,000 students** across **100** training centres

India's Largest Staffing Team with **175,000+ Associates**



**82,000** shipments per day across 51 cities

**12,000+** Hospital beds; **40,000** student beds & **220 Mn+ Sq.ft** under management



Onboarding of more than **4,00,000+ candidates** through Paperless Onboarding Platform

**88.3 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**

**5 Verticals**

**1900+ Clients**

**280,400+ Employees**

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

# How we lead

|                       |  |
|-----------------------|--|
| Ikya                  | Top general staffing provider in India with over 175,000 associates  |
| Excelus               | Among the largest PPP training and skill development partners with 100 centers across India  |
| Magna                 | Largest IT staff augmentation provider in India with ~10,100 associates  |
| Comtel                | Largest IT Staffing company in Singapore   |
| Monster               | 2nd largest job portal in India , providing recruitment solutions and services to ~65 Million registered users across India, South East Asia and the Gulf    |
| MFx                   | Two sophisticated data centers at Ridgefield Park, New Jersey and Roanoke, Virginia which are SSAE 16 SOC1 Type II compliant facility                        |
| Hofincons             | Leading the market in Industrial Asset Management with presence across power, energy, oil & gas refining, chemicals, ferrous & non-ferrous industry segments |
| Maxeed and Vedang     | Amongst top 3 leading players in the Telecom Network Operations & Maintenance space in India   |
| Conneqt               | Amongst leading customer lifecycle management company  |
| Greenpiece            | Leading end-to-end design and landscaping services firm  |
| Integrated Facilities | Among the largest integrated facility management providers in India with over 220 Mn+ square feet under management, 1.5 lakhs meals served per day           |

# 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