

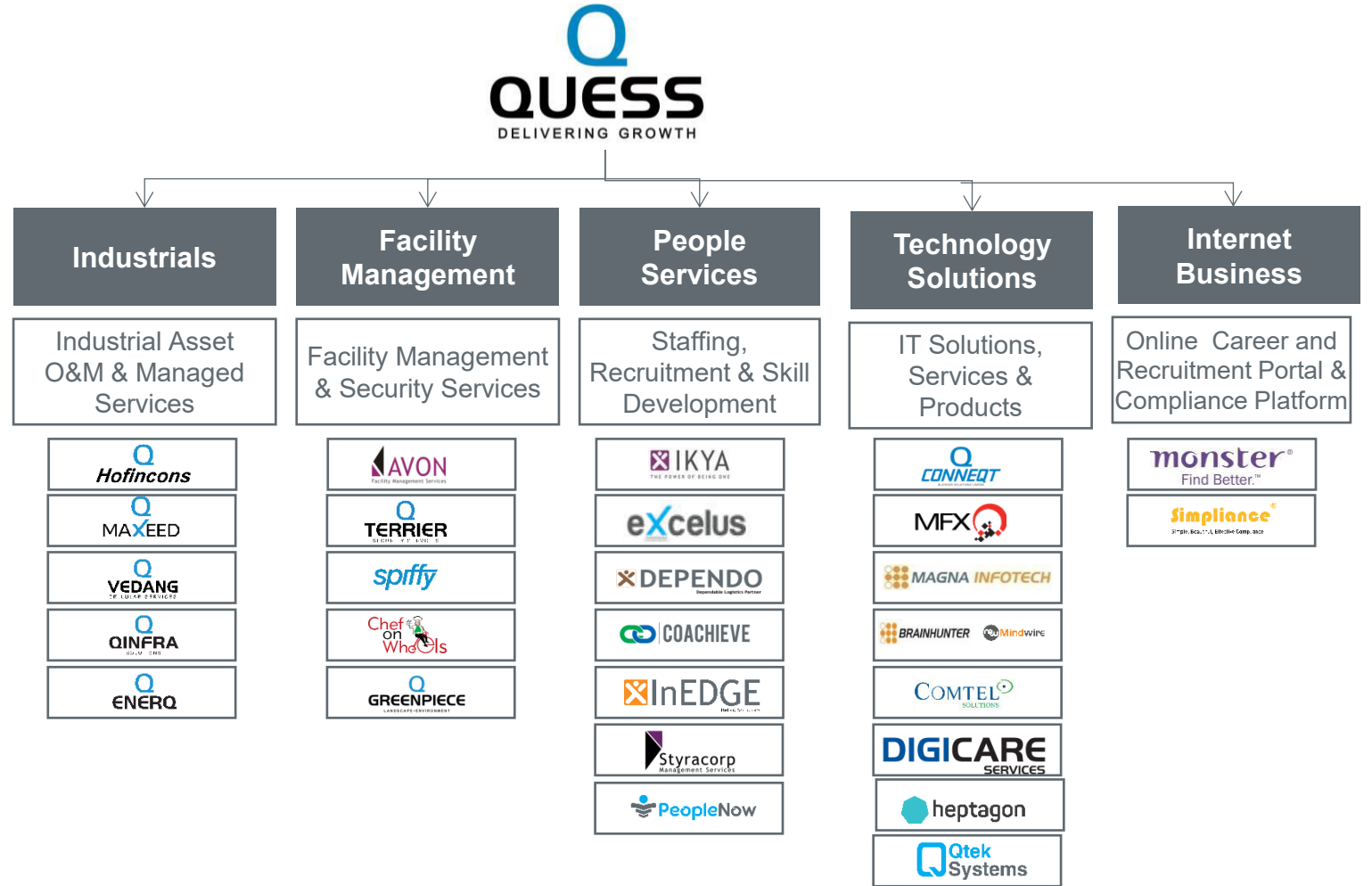


# Quest Corp Limited

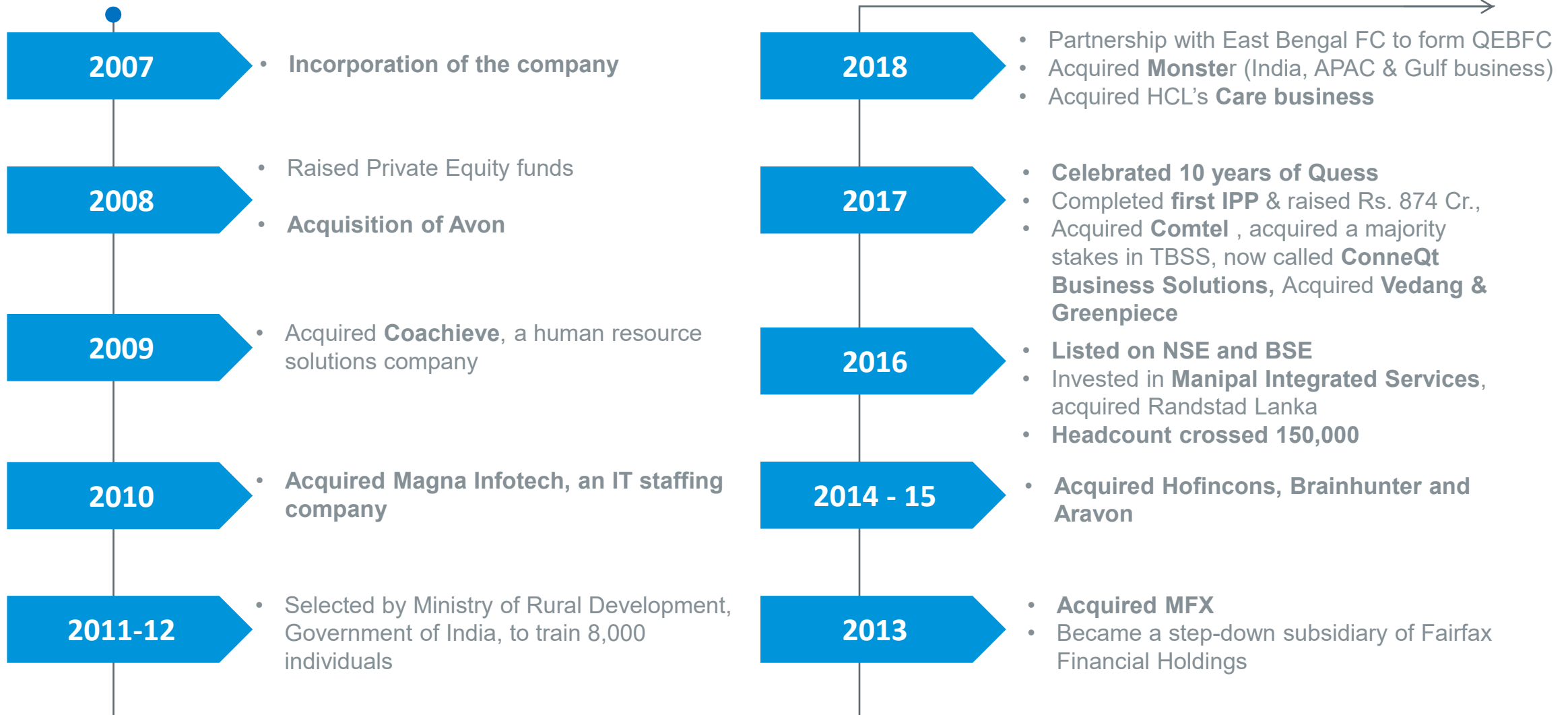


# India's Leading Business Services Platform

<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. Pan India presence with 65 offices
<b>Employees</b>	Over 272,000
<b>Revenue</b>	USD 1.2 Bn
<b>Clients</b>	1700+
<b>Current Market Cap</b>	USD 2.4 Bn (as on June 30, 2018)
<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

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 **1920 MW** of power, **35 MTPA** of metal and **4 MTPA** of non-ferrous metals

**1.50 lakhs** Meals /Day



Skill development of over **50,000 students** across **95** training centres

India's Largest Staffing Team with **164,400+ Associates**



**70,000** shipments per day across 36 cities

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



Onboarding of more than **3,00,000+ candidates** through Paperless Onboarding Platform

**86.7 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**

**1700+ Clients**

**272,000+ Employees**

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

# How We Lead

<b>Ikya</b>	Top general staffing provider in India with over 164,000 associates
<b>Excelus</b>	Among the largest PPP training and skill development partners with 95 centers across India
<b>Magna</b>	Largest IT staff augmentation provider in India with over 12,000 associates
<b>Comtel</b>	Largest IT Staffing company in Singapore
<b>Monster</b>	2 <sup>nd</sup> largest job portal in India , providing recruitment solutions and services to ~65 Million registered users across India, South East Asia and the Gulf
<b>MFX</b>	Two sophisticated data centers at Ridgefield Park, New Jersey and Roanoke, Virginia which are SSAE 16 SOC1 Type II compliant facility
<b>Hofincons</b>	Leading the market in Industrial Asset Management with presence across power, energy, oil & gas refining, chemicals, ferrous & non-ferrous industry segments
<b>Maxeed and Vedang</b>	Amongst top 3 leading players in the Telecom Network Operations & Maintenance space in India
<b>Conneqt</b>	Amongst leading customer lifecycle management company
<b>Greenpiece</b>	Leading end-to-end design and landscaping services firm
<b>Integrated Facilities</b>	Among the largest integrated facility management providers in India with over 220 Mn+ square feet under management, 1.5 Mn 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)

A large blue arrow pointing to the right, with a dark grey outline. The text "Thank You" is written in white serif font inside the arrow. The background is white with a blue vertical bar on the right side.

Thank You