



# Corporate Update

April 2018

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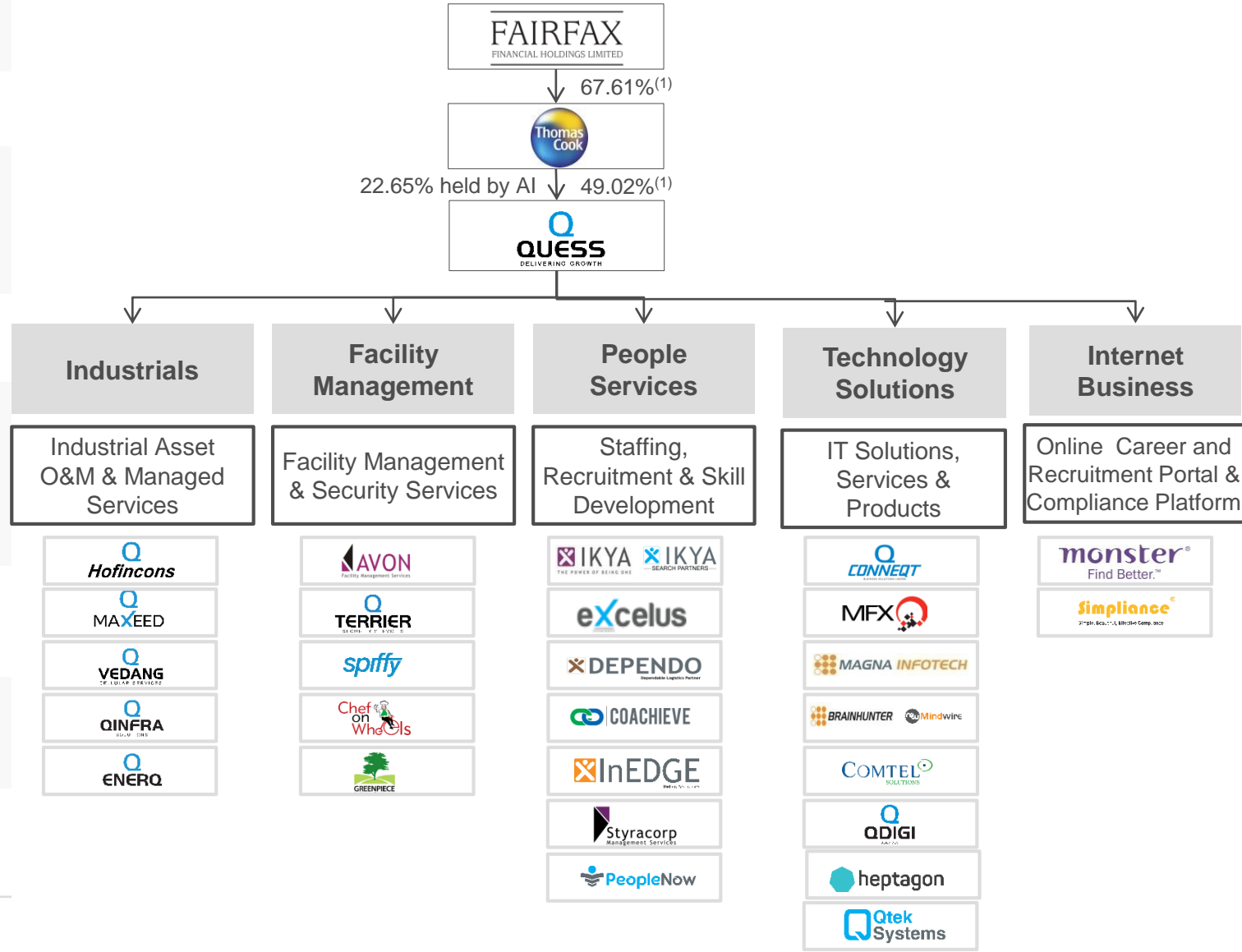
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# About Us

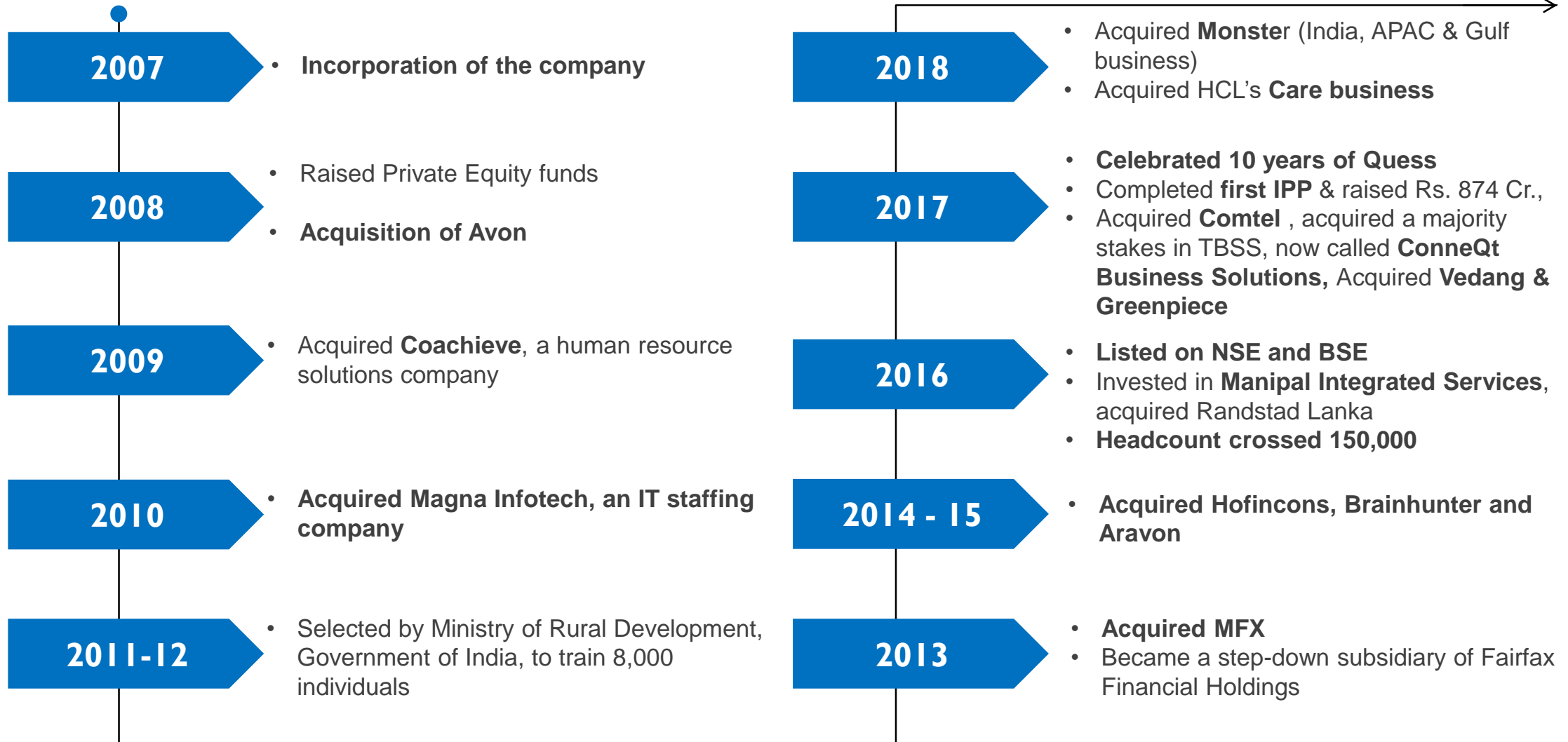
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# India's Leading Integrated Business Services Platform

<b>Founded</b>	September 2007
<b>Promoters</b>	Ajit Isaac & FFH
<b>Present in</b>	Operations in N America, Middle East and SE Asia. Pan India presence with 65 offices <sup>(1)</sup>
<b>Employees <sup>(2)</sup></b>	Over 250,000
<b>Key 9MFY18 Financials</b>	Revenue : USD 668 mn (+39%) EBITDA : USD 38 mn (+46%) Margin : 5.73% (+28 bps) PAT : USD 40 mn (+192%)
<b>Current Market Cap</b>	USD 2.3 Bn (as on Mar 31, 2018)
<b>Acquisitions</b>	22 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

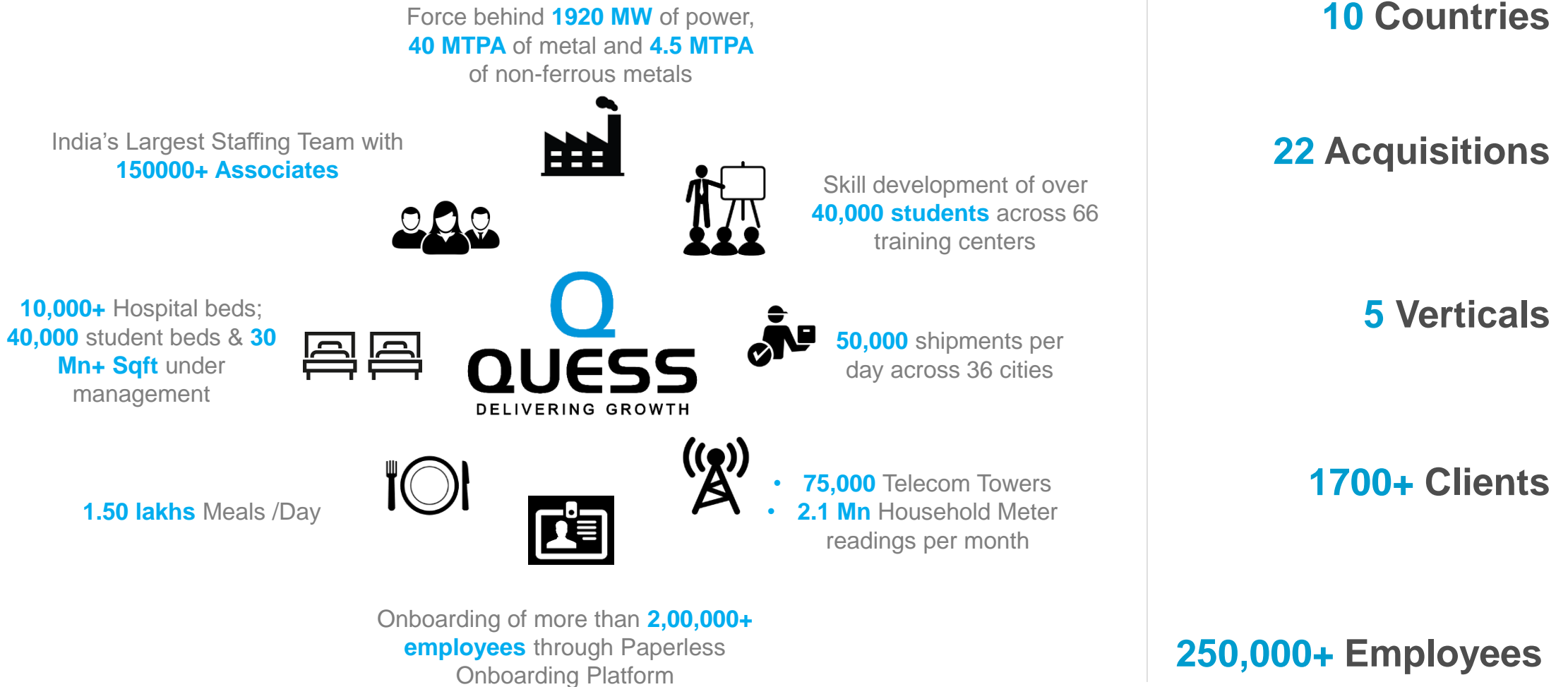
## Supported by Decentralised and Empowered Structure

- 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



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



# How We Lead

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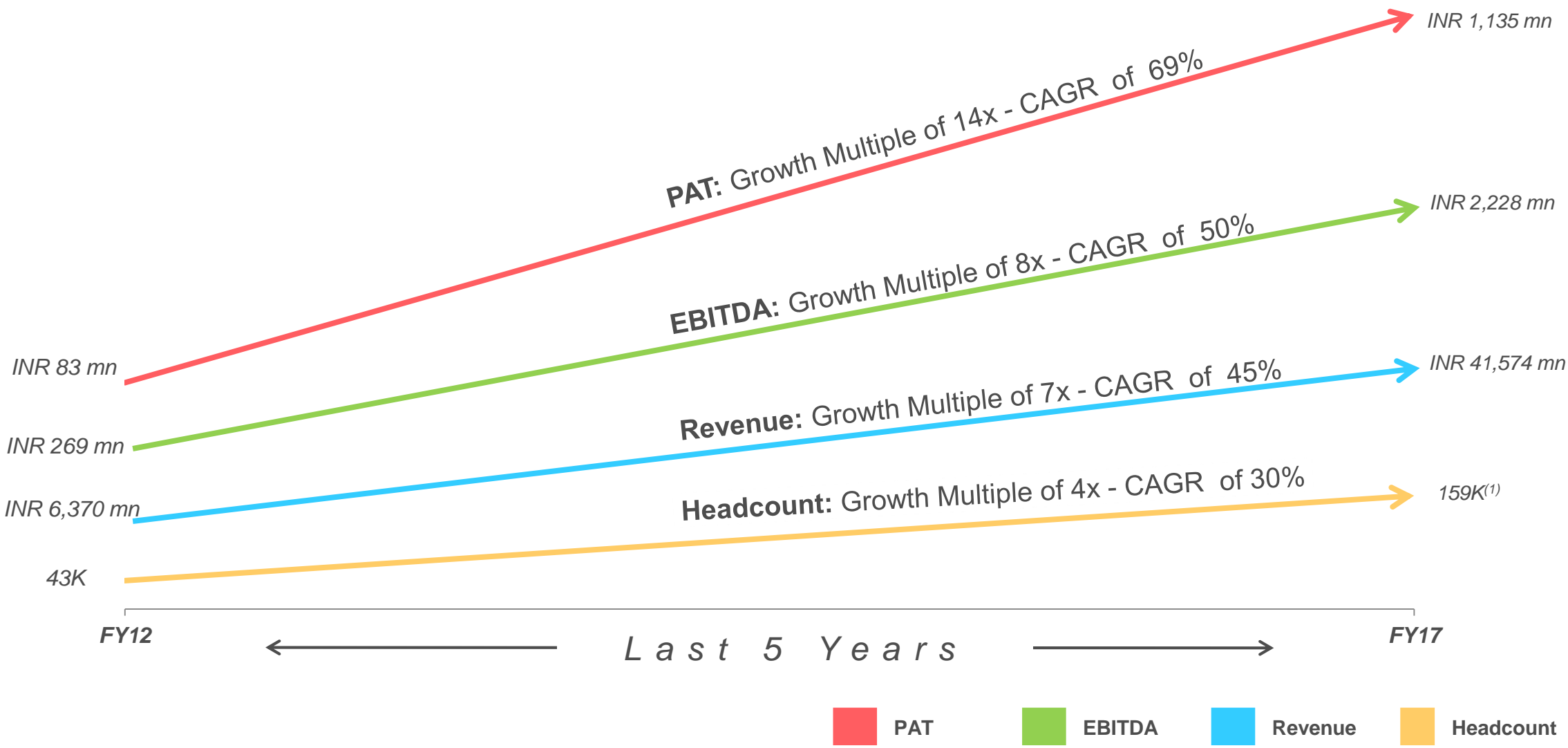
<b>Ikya</b>	Top general staffing provider in India with over 150,000 associates
<b>Excelus</b>	Among the largest PPP training and skill development partners with 66 centers across India
<b>Magna</b>	Largest IT staff augmentation provider in India with over 10,000 associates
<b>Comtel</b>	Largest IT Staffing 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 30 Mn+ square feet under management, 4.5 Mn meals served per month and over 50,000 associates

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# Key Highlights

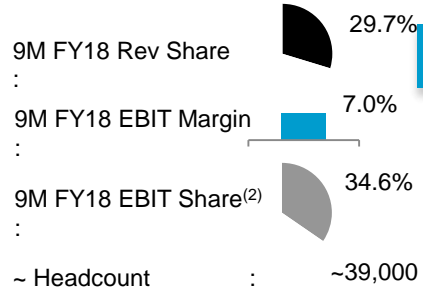
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# Strong Long Term Growth and Profitability



Note: FY12 figures are as per Indian GAAP while those of FY17 are prepared according to Ind AS.  
 (1) Does not include Manipal Integrated Services and Terrier

# ... With Leadership Position across Segments...



### Technology Solutions

- Largest IT staff augmentation provider in India<sup>(1)</sup>
- Largest independent IT staffing company in Singapore<sup>(1)</sup>

### Industrials

- Among the leading industrial services providers in India, for O&M and managed services<sup>(1)</sup>

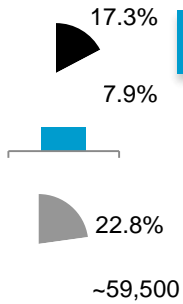
5.6%
4.2%
4.0%
~6,500

**Market leading presence across segments**

### People Services

- Largest General Staffing company in India
- Among the largest training and skill development partners of Ministry of Rural Development<sup>(1)</sup>

47.7%
4.8%
38.7%
~1,38,000



### Facility Management

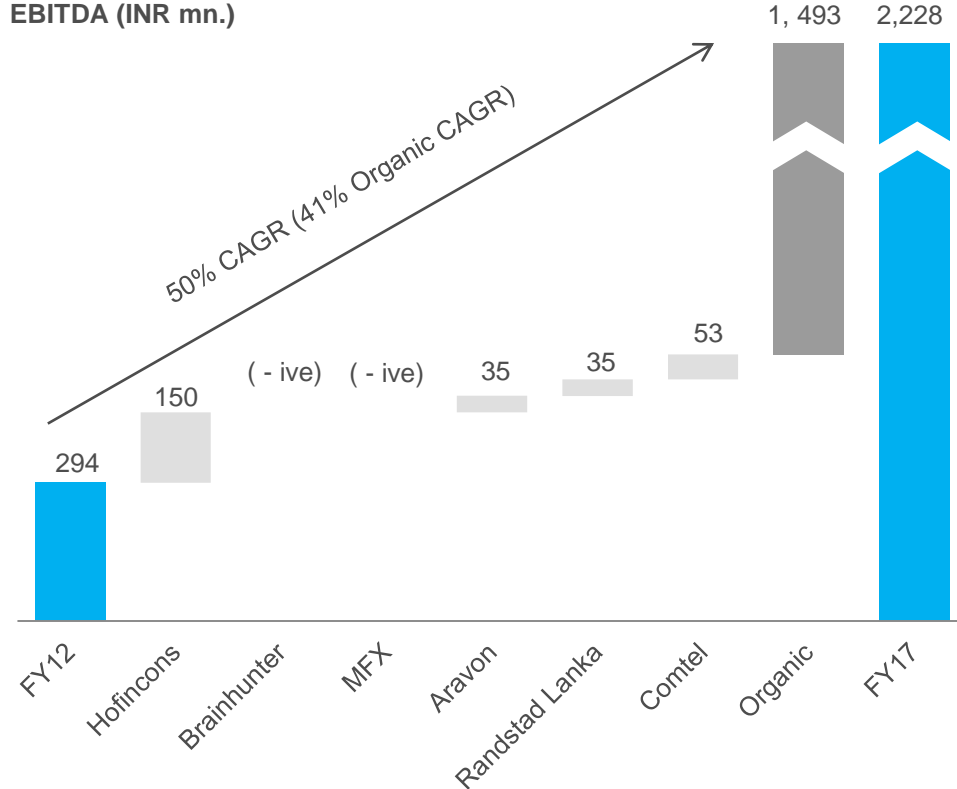
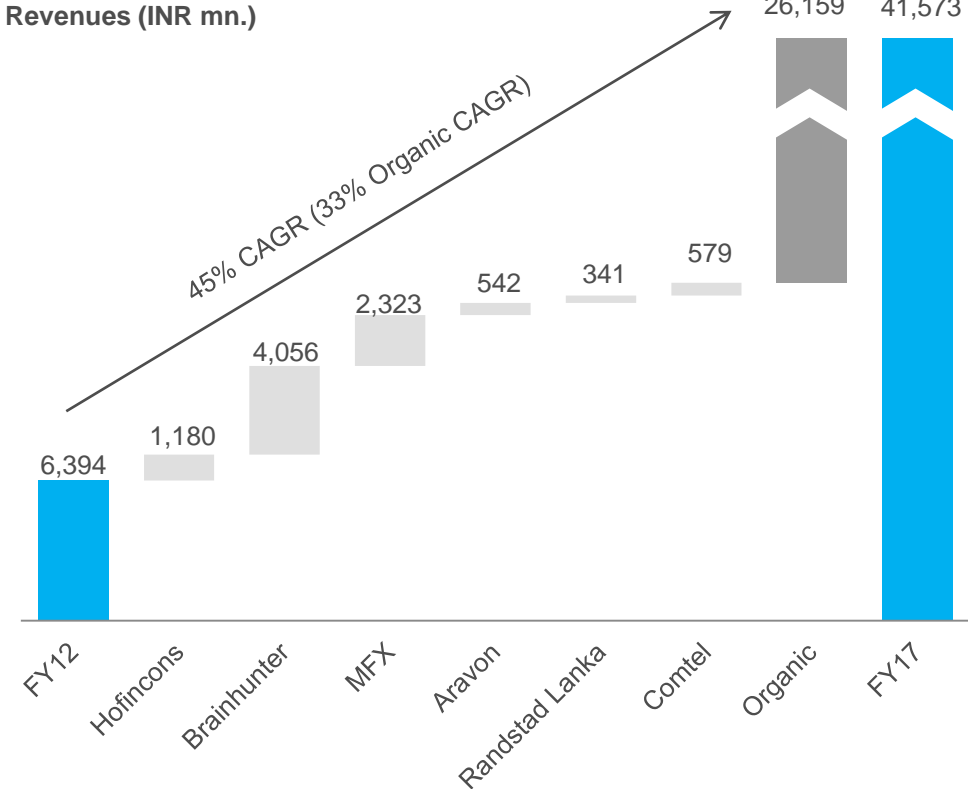
- Leading Integrated Facility Management company in India<sup>(1)</sup>

**Unique Platform That Is Difficult To Replicate With Offerings Across Industries And Geographies**

# Strong Organic Growth Across 5 Years

**5 yr Revenue CAGR of 45%. Organic Growth CAGR of 33%  
Inorganic Growth of 12%**

**5 yr EBITDA CAGR of 50%. Organic Growth CAGR of 41%.  
Inorganic growth of 9%**



(1) Revenue and EBITDA shown above relates to the financials of respective year of acquisition.

# 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.”**

- Impacting 250 teachers through our Teachers' Learning Program
- Reaching out to 7,900 children across 43 government schools through our Healthcare initiative
- Awarded Scholarship to over 210 students

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

# Thank You!

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