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# Q1 FY17: Key Highlights

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# Business Update

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## MXF & Brainhunter Turnaround

- BH and MFX have been focus areas over the past 1 year
- Management efforts have started yielding results. Both companies turned EBITDA & PAT positive
- Significant improvement in operational parameters.
- Turnaround translated into GTS EBITDA margin expansion of 1.0% from 7.4% (in Q1 FY16) to 8.4% (in Q1 FY17)

## Randstad Lanka - Acquisition

- The quarter saw successful closure of the acquisition of Randstad Lanka (Private) Limited (“Randstad Lanka”)
- Expansion of Quess’ footprint across South East Asia.
- Randstad Lanka has been seeing significant growth post acquisition, with headcount as of June 30, 2016 at 610 compared to 550 at the time of transaction closure in April 2016.

## Credit Rating Upgrade

- ICRA has upgraded long-term rating outstanding on long-term fund based facilities to [ICRA]AA- from [ICRA]A+.
- Outlook has been revised to Stable from Positive
- Short-term rating of [ICRA]A1+ reaffirmed on short-term fund based facilities, short-term non-fund based facilities and commercial paper programme.

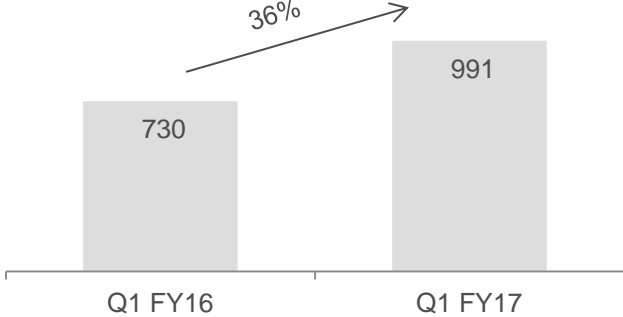
## Focus on Logistics & Shared Services

- Quess has been actively pursuing e-commerce logistics business logistics (last-mile delivery / first mile) and Business Process Services (including finance & accounting, payroll and HR outsourcing services)
- As an extension of this strategy, the management has decided to form separate subsidiaries to exclusively focus on these businesses

# Business Snapshot – Q1 FY17

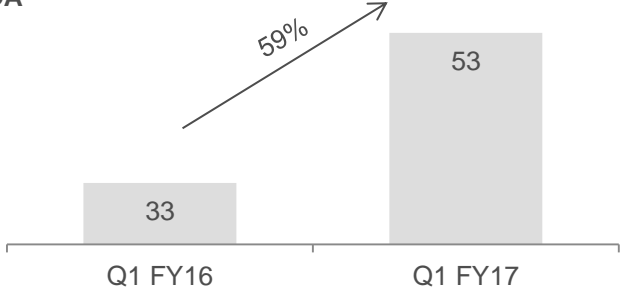
## Gross Revenue

INR cr



## EBITDA

INR cr



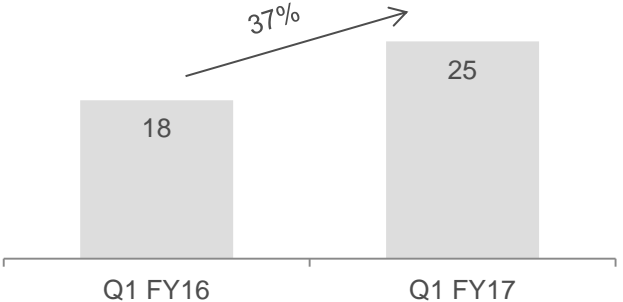
EBITDA Margin

4.5%

5.3%

## PAT

INR cr



PAT Margin

2.5%

2.5%

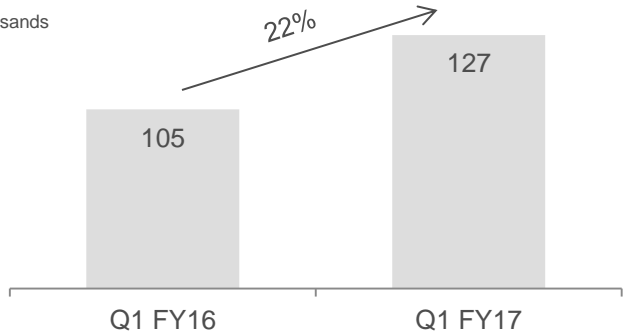
Ex Ind AS Impact

2.5%

2.5%

## Headcount

In Thousands



# Thank You!

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