



Q3 FY18 Earnings Update

January 2018

Disclaimer

- ▶ *This presentation has been prepared by Qess Corp Limited ("Company") solely for information purposes without any regard to any specific objectives, financial situations or informational needs of any particular person. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable law in certain jurisdictions. By reviewing this presentation, you agree to be bound by the restrictions contained herein, and to maintain absolute confidentiality, regarding the information disclosed in these materials.*
- ▶ *This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor.*
- ▶ *This presentation contains statements that constitute forward looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements. This presentation may contain certain currency exchange rates and the same have been provided only for the convenience of readers.*
- ▶ *This presentation is not a complete description of the Company and may not be all inclusive and may not contain all of the information that you may consider material. The information contained in this presentation has not been independently verified. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Viewers of this presentation must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, accounting, investment or other advice.*
- ▶ *Any person placing reliance on the information contained in this presentation or any other communication by the Company does so at his or her own risk and none of the Company nor any of its affiliates, advisers or representatives, any placement agent, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions, insufficiencies or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation.*
- ▶ *This presentation has not been and will not be registered as a prospectus with any Registrar of Companies in India. This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement, a private placement offer letter or an offer document under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law.*

Contents

- ▶ 01. PERFORMANCE HIGHLIGHTS
- ▶ 02. FINANCIAL PERFORMANCE
- ▶ 03. M&A

Performance Highlights

Performance Highlights – Q3 FY18

Operating Revenue

- Q3 FY18 Revenue at ₹ 1,584 cr compared to ₹ 1,067 cr in Q3 FY17
- YoY growth of 48%

EBITDA

- Q3 FY18 EBITDA at ₹ 91 cr compared to ₹ 60 cr in Q3 FY17
- YoY growth of 52%

PAT

- Q3 FY18 PAT at ₹ 70 cr compared to ₹ 34 cr in Q3 FY17
- YoY growth of 107%

EPS

- EPS# for Q3FY18 increased to ₹4.8 per share from ₹ 2.6 in Q3FY17.
- YoY growth of 86%

Performance Highlights – 9M FY18

Operating Revenue

- 9M FY18 Revenue at ₹ 4,277 cr compared to ₹ 3,075 cr in 9M FY17
- YoY growth of 39%

EBITDA

- 9M FY18 EBITDA at ₹ 245 cr compared to ₹ 168 cr in 9M FY17
- YoY growth of 46%

PAT

- 9M FY18 PAT at ₹ 258 cr compared to ₹ 89 cr in 9M FY17
- YoY growth of 192%

Headcount*

- ~243,000 employees at the end of 9M FY18 compared to ~158,000 at the end of 9M FY17
- YoY growth of 54%

**Headcount data is as on December 31, 2017 and includes Terrier*

Financial Performance

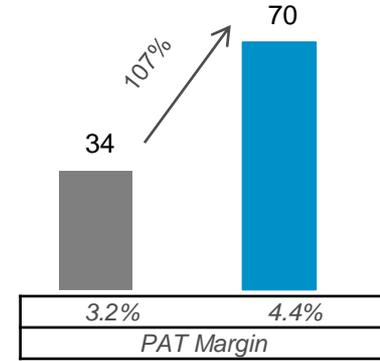
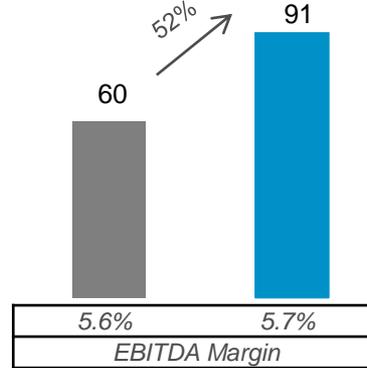
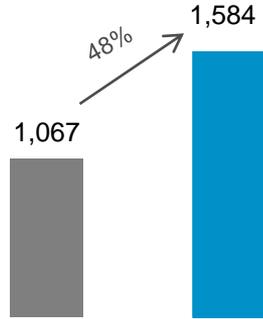
Business Snapshot

Gross Revenue

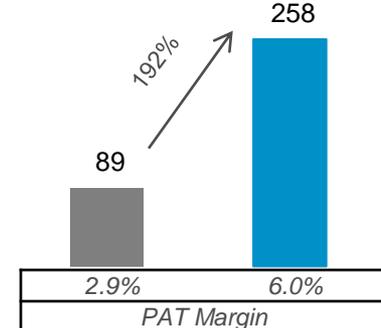
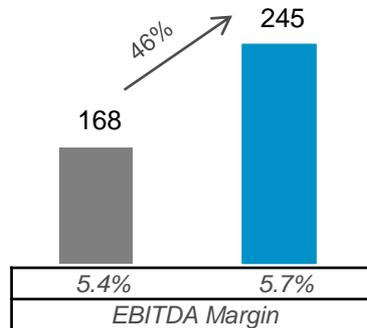
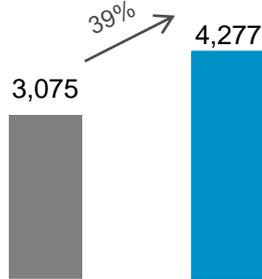
EBITDA

PAT

Quarterly Performance
Q3 FY17 vs. Q3 FY18



Nine months Performance
9M FY17 vs. 9M FY18



Business Segment Highlights

Global Technology Solutions

Q3 FY18	Q3 FY17
480	281
71%	
34	21
7.0%	7.5%

People & Services

Q3 FY18	Q3 FY17
736	587
25%	
35	28
4.8%	4.7%

Integrated Facility Management

Q3 FY18	Q3 FY17
263	142
86%	
21	9
7.9%	6.0%

Industrials

Q3 FY18	Q3 FY17
105	57
83%	
4	3
3.7%	5.6%

Particulars

Revenue

% YoY Change

EBIT

EBIT Margin

Particulars

Revenue

% YoY Change

EBIT

EBIT Margin

Financial Statements

Income Statement

Amount in Rs. Crs

Particulars	Q3 FY18	Q3 FY17	YoY Change	9M FY18	9M FY17	YoY Change
Operating Income	1,584	1,067	48%	4,277	3,075	39%
EBITDA	91	60	52%	245	168	46%
<i>EBITDA Margin</i>	5.7%	5.6%	14bps	5.7%	5.4%	28bps
Depreciation	(12)	(7)	69%	(28)	(20)	39%
Finance Expenses	(17)	(12)	39%	(49)	(31)	56%
Other Income	13	6	108%	33	12	165%
PBT	74	46	61%	201	129	56%
Income Tax	(5)	(13)		56	(40)	
PAT	70	34	107%	258	89	192%
<i>PAT Margin</i>	4.4%	3.2%	125 bps	6.0%	2.9%	316 bps
Basic EPS (in ₹)	4.8	2.6	85%	18.5	7.2	156%
Diluted EPS (in ₹)	4.8	2.6	86%	18.3	7.1	157%

M&A

Acquisition of 90% stake in Greenpiece Landscapes



Snapshot

Company Greenpiece Landscapes India Private Limited

Headquarter Bengaluru

Services Offered

- Design: Designing & customizing landscape elements as per client needs
- Execution: Install softscape, hardscape and irrigation elements as per agreed design
- Maintenance: Maintenance services as an annual contract post execution of project

Presence Largely present across South India and Western India

Headcount ~700 Employees

Business Highlights

- Greenpiece (GP) is a leading end-to-end design and landscaping services firm catering to marquee corporate, industrial and real estate firms in India and abroad
- Strong client base with longstanding relationships, repeat business & pre-qualification; overall network of 150+ clients
- Currently engaged across 100+ projects and executing over 30+ active projects
- Critical functions handled by tenured management – some of whom have been with the firm for over 20+ years
- Steady track record of growth with existing and new customers (2 yr. CAGR of ~28%)

Financial Highlights

(In Rs Cr.)	FY15	FY16	FY17
Revenue	20.2	25.2	33.3
EBITDA	1.2	2.0	3.3
EBITDA%	6.1%	8.1%	9.8%

Thank You!

Quess Corp Limited

Quess House, 3/3/2 Bellandur Gate, Sarjapur Road
Bangalore 560103, Karnataka, India