



# Q1 FY18 Earnings Update

July 2017

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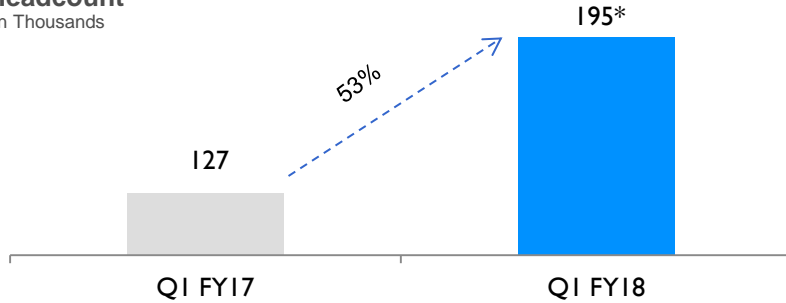
# Performance Highlights

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# Business Snapshot – Q1 FY18

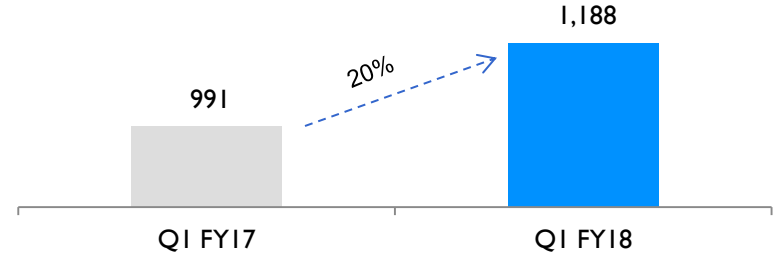
## Headcount

In Thousands



## Gross Revenue

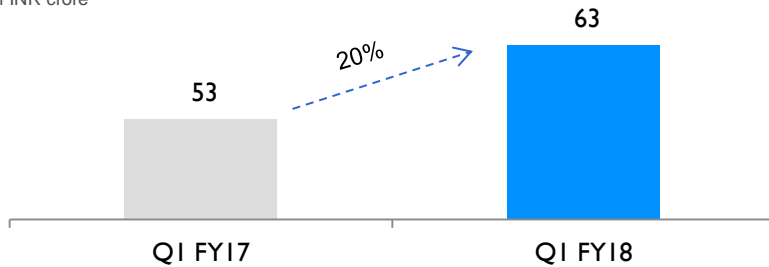
In INR crore



\*Includes Terrier and MIS

## EBITDA

In INR crore



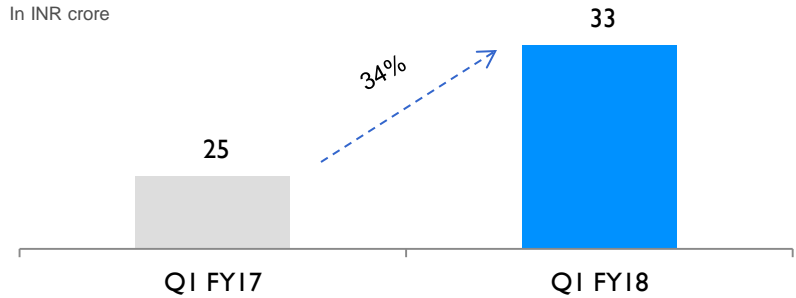
EBITDA Margin

5.3%

5.3%

## Profit After Tax

In INR crore



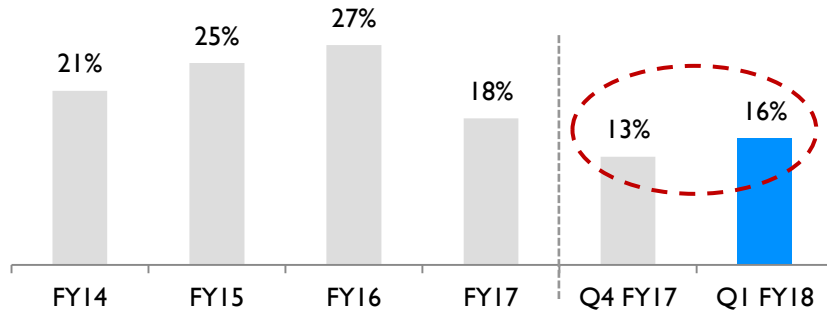
PAT Margin

2.5%

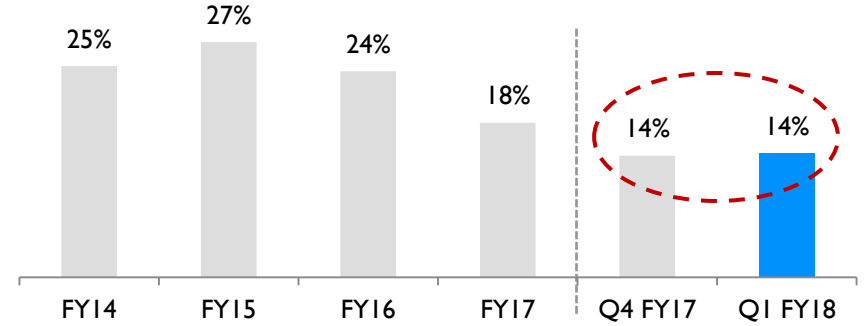
2.8%

# Key Financial Ratios

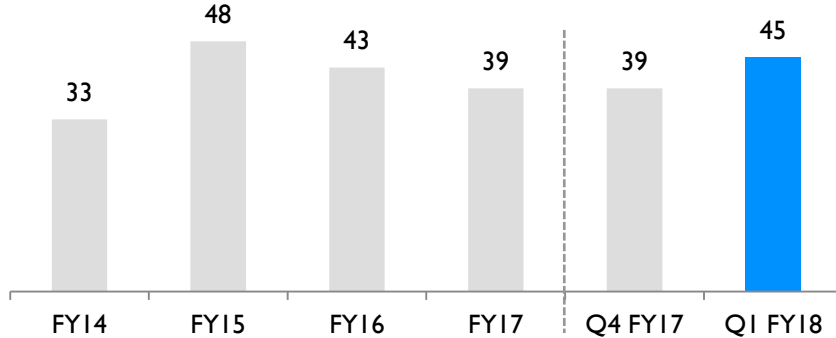
Return on Equity – Post Tax



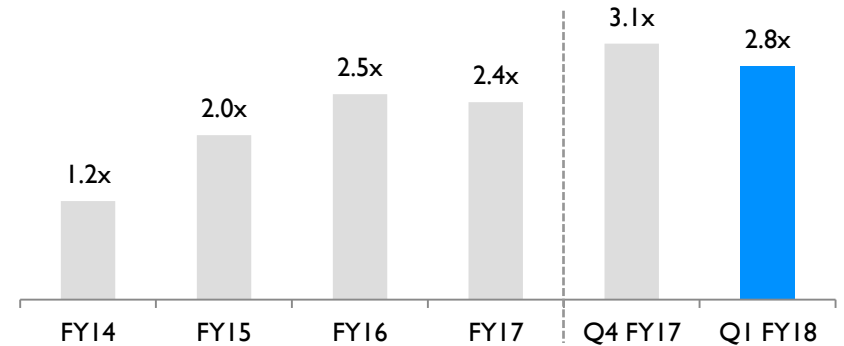
Return on Capital Employed – Pre Tax



Days Sales Outstanding



Leverage Ratio (Debt / EBITDA)



*Expansion of capital base, proceeds invested in acquisitions yet to be fully consolidated*

RoCE: EBIT / Average (Net Worth + Gross Debt + Minority Interest) ; RoE: Net Income / Average Net Worth ; DSO = Debtors / Sales 360 for annual data ; Leverage Ratio = Debt / EBITDA  
 FY12, FY13, FY16 and FY17 represent 12 months periods; while FY14 and FY15 denote annualised numbers for 9 and 15 months respectively

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# Financial Performance

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# Financial Highlights: Income Statement

Particulars	Q1 FY18	Q1 FY17	Movement
Sale of Services	1,188	991	197
<b>Total Revenue</b>	<b>1,188</b>	<b>991</b>	<b>197</b>
Expenses			
Cost of materials and stores and spare parts consumed	(11)	(12)	1
Employee benefit expense	(1,022)	(844)	(178)
Other expenses	(91)	(82)	(10)
<b>Total Operating Expenses</b>	<b>(1,125)</b>	<b>(938)</b>	<b>(186)</b>
<b>EBITDA</b>	<b>63</b>	<b>53</b>	<b>11</b>
Other Income	4	1	3
Depreciation & Amortisation	(7)	(6)	(1)
Interest	(16)	(9)	(7)
<b>Earnings Before Tax</b>	<b>45</b>	<b>38</b>	<b>6</b>
Tax	(12)	(14)	2
<b>Profit After Tax</b>	<b>33</b>	<b>25</b>	<b>8</b>
Other Comprehensive Income (net of tax)	0	(1)	1
<b>Total Comprehensive Income</b>	<b>33</b>	<b>24</b>	<b>9</b>
<b>EBITDA Margin</b>	<b>5.3%</b>	<b>5.3%</b>	
<b>PAT Margin</b>	<b>2.8%</b>	<b>2.5%</b>	

## Key Highlights

- Overall head count grew by 53% to ~195K vis-à-vis over same quarter last year.
- Revenue at INR 1,188 Cr. saw a growth of 20% over same quarter last year.
  - The incremental revenue growth of INR 197 Cr. has come at the similar margin with EBITDA growing at 20% on YoY basis.
- This resulted in EBITDA Margin at 5.3%.
- Net Profit of INR 33 Cr. is a growth of 34% over same quarter last year
- Profit margin expansion by 29 bps YoY.
- EPS (Diluted) of INR 2.6 is a growth of 21% over same quarter last year.

# Business Segment Highlights

## Global Technology Solutions

Q1 FY18	Q1 FY17
Actuals	Actuals
390	275
42%	
26	20
6.8%	7.1%

## People & Services

Q1 FY18	Q1 FY17
Actuals	Actuals
619	567
9%	
31	25
5.0%	4.4%

## Integrated Facility Management

Q1 FY18	Q1 FY17
Actuals	Actuals
119	96
23%	
7	4
6.1%	3.6%

## Industrials

Q1 FY18	Q1 FY17
Actuals	Actuals
60	53
14%	
3	6
4.5%	10.4%

Particulars

Revenue

% YoY Change

EBIT

EBIT Margin

Particulars

Revenue

% YoY Change

EBIT

EBIT Margin

Note: Figures in INR cr, unless mentioned otherwise



# Thank You!

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