

## Quess Delivers Robust Q1'18 Results

### YoY EBITDA up 20%, PAT up 34% and PAT margin up 29 bps

**Bengaluru, India – 21<sup>st</sup> July 2017:** Quess Corp., India's leading integrated business services provider announced today its financial results for the first quarter (Q1 FY18) ended 30<sup>th</sup> June 2017. The key consolidated financials for Q1'18 are:

Particulars (in ₹ cr)	Q1'18	Q1'17	YoY (%)	Q4'17	QoQ (%)
<b>Revenue</b>	1,188	991	19.9%	1,122	5.9%
<b>EBITDA</b>	63	53	20.4%	59	8.2%
<i>EBITDA Margin</i>	5.3%	5.3%	2 bps	5.2%	12 bps
<b>PAT</b>	33	25	34.2%	28	19.9%
<i>PAT Margin</i>	2.8%	2.5%	29 bps	2.5%	32 bps
<b>Diluted EPS (in ₹)</b>	<b>2.6</b>	<b>2.1</b>	<b>20.9%</b>	<b>2.2</b>	<b>19.8%</b>

### Q1'18 – Highlights

- Revenue grew 19.9% YoY to ₹1,188 cr from ₹991 cr in Q1'17.
- EBITDA grew 20.4% YoY to ₹63 cr compared to ₹53 cr. Margin steady at 5.3%.
- PAT grew 34.2% YoY at ₹33 cr from ₹25 cr. Margin increased to 2.8% as against 2.5% in Q1'17, registering an expansion of 29 bps YoY.
- Diluted EPS was higher by 20.9% YoY at ₹2.6.
- Employee headcount as on June 30, 2017 was ~195,000 (Including Manipal and Terrier) compared to ~127,250 employees in the corresponding quarter of last year, registering a growth of 53.2%.
- Update on Acquisitions
  - For acquisition of Specialty Facility Management Business of MIS (Manipal Integrated Services Private Limited), received approval from BSE and NSE and filed the draft scheme of arrangement with NCLT (National Company Law Tribunal) on April 26, 2017, awaiting approval.
  - Acquisition of further 25% stake in Terrier Security Services Private Limited was referred to FIPB. Post FIPB dissolution case referred to nodal ministry (MHA – Ministry of Home Affairs).
- Quess' Board and Shareholders have approved fund raise by divesting up to 10% of shareholding through IPP (Institutional Placement Program). The funds will be predominantly used for strategic Mergers & Acquisitions apart from funding organic growth.

## Segment Wise Performance

Particulars (in ₹ cr)	Q1'18	Q1'17	YoY (%)	Q4'17	QoQ (%)
<b>People &amp; Services</b>					
Revenue	619.4	567.2	9.2%	608.0	1.9%
Results	30.7	25.1	22.3%	29.8	2.9%
EBIT Margin	5.0%	4.4%		4.9%	
<b>Global Technology Solutions</b>					
Revenue	389.7	274.7	41.9%	349.6	11.5%
Results	26.3	19.6	34.5%	23.0	14.5%
EBIT Margin	6.8%	7.1%		6.6%	
<b>Integrated Facility Management</b>					
Revenue	118.5	96.1	23.3%	107.6	10.1%
Results	7.3	3.5	107.2%	6.5	12.1%
EBIT Margin	6.1%	3.6%		6.0%	
<b>Industrials</b>					
Revenue	60.5	53.0	14.2%	56.9	6.4%
Results	2.7	5.5	-50.3%	2.7	0.9%
EBIT Margin	4.5%	10.4%		4.8%	

**Commenting on the financial results, CMD & CEO Mr. Ajit Isaac** said that, *"We are pleased with our robust results for Q1'18 solidifying our leadership position as an Integrated Business Services Provider. As indicated in our topline growth and expansion of profit margins, we continue to compound value for our shareholders over the long term. Funds that will be raised through IPP will enable us to make investments in opportunities that leverage the opportunities in the growing Indian economy. Through a combination of organic growth and new investments our focus continues to be on expanding margins and increasing our return on equity."* Speaking on the recent roll out of GST he further added *"We believe we are well positioned to benefit from the introduction of GST which will expedite the transition from unorganized to organized sector while opening other segments of the economy for our expanded range of business services."*

## About Quess Corp

Quess Corp Limited (BSE: 539978, NSE: QUSS), established in 2007, is India's leading integrated business services provider. Based out of Bengaluru, Quess today has a Pan-India presence with 65 offices across 34 cities along with overseas footprint in North America, the Middle East and South East Asia. It serves over 1700+ customers across 4 segments namely, Global Technology Solutions, People & Services, Integrated Facility Management and Industrials. Quess has over 195,000 employees (including Manipal Integrated Services and Terrier Security Services) and market cap of over INR 11,500 Crores as on June 30, 2017. For further details on Quess Corp Ltd. please visit: <http://www.uesscorp.com>

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