



Quess Corp Limited

13th Annual General Meeting

29th Sept, 2020

Key Developments



Largest Private sector employer in India



Certified Great Place to work by GPTW Institute



Mr. Suraj Moraje joined as Group CEO and Executive Director

FY20 Key Initiatives

Corporate Actions



TCIL Demerger

- **Direct Shareholding** by TCIL Shareholder, including **Farifax holdings Canada** to the tune of ~33%
- Shareholders increased from 40,000 to 85,000 public shareholding increased to ~45% from ~28%



Balance Sheet Optimization

- **Cash Conversion and debt reduction:** OCF/EBITDA at **44% in FY20 and 152% in Q1FY20**
- **Impairment of Goodwill and intangibles**



Optimizing Operating structure

- Merged 4 subsidiaries, closed 1 non-operating sub, further merger of 4 subs approved by Board
- Subsidiary count to come down from 41 to 32, in line with our operating strategy



Digitization

- Digital Ready Strategy continues to be at core of our business 15 bots, 90+ interconnect apps
- Operational and **digital readiness**, during covid, **testament to the success of digital first strategy**

FY20 Key Investments

Investments and Divestments



Acquisition of Allsec Tech

- Acquired 73.4% stake in Allsec technologies in Q1FY20.
- Acquisition provided **international BPO exposure and industry leading HRO capabilities**, processing payroll for more than 1 million lives per month.
- Cemented our position as 2nd largest domestic BPO player.



Investment by Amazon

- INR 51 cr strategic **investment by Amazon in Qess for Digicare.**
- Acquired 0.51% of Qess for 50% premium to then share price.
- Investment is being utilized towards **aggressive expansion service network** and adding services lines of Digicare



Trimax Smart Infra acquisition

- Acquired 100% stake from the partner, to gain **better control over the Smart City project and complete ownership of receivables from the Govt.**
- Out of INR 240 cr project cost we have collected INR 100 cr as of FY20.

FY21 Focus Areas

Focus Areas for FY21



Conservation of Cash and reduction of debt



Cost Optimization by creating a leaner and a more future ready organization



Strengthening Digital Services



Cross-Selling, to increase wallet share across customer, by utilizing deeper client relationships

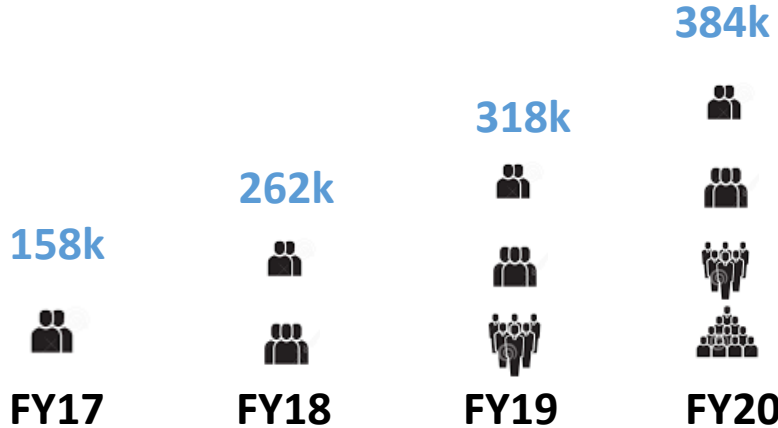
monster®

DIGICARE
SERVICES

Turnaround of Emerging Businesses, Monster and Digicare

Employees

3.84 lakh Qessian's pivotal for our success



Frontline warriors during Covid-19



We welcome the leadership of our new Board members



Mr. K R Girish



Mr. Gaurav Mathur

Giving back to Society



Careworks Foundation

Academic Program Support



573 Scholarships Awarded
14,478 Kits Distributed

School Enhancement Program

Classroom Environment



21 Libraries upgraded
14 Science Labs upgraded
19 Computer Labs upgraded



Average **36%** increase
in the enrollment

Covid Support



80,000 meals
to the deserving



2 mn PPE kits distributed
to students and teachers

Creating Value for Shareholders



Unmatched scale: Top 3 in most businesses



Seasoned Leadership



Digital Backbone



Preferred firm for Employees and Customers



Predictable Operating Results

20% RoE by FY23

Thank You!