

Quess records revenue growth of 4% and EBITDA growth of 8% (on QoQ basis)

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Bangalore- 560103

Quess Corp, India's leading business services provider, announced its Q3 FY23 financial results today.

Financial Highlights

- **Q3 FY23 revenue up 4% QoQ** driven by General Staffing (up 6%), Quess Singapore (up 8%) IFMS (up 6%) and Conneqt (up 5%)
- **EBITDA for Q3 FY23 is up 8% QoQ to ₹145cr** from ₹135cr. EBITDA margin has improved by 10bps with reductions in SG&A
- **QoQ PAT up by 116%** from ₹40cr to ₹86cr
- **EPS up 110%** on a QOQ and **6%** on a YOY basis
- On YOY basis EBITDA for Q3 has dropped by 19% from ₹179cr to ₹145cr primarily due to an **additional spend of ₹30cr in Q3 FY23 in Monster/foundit.**
- **GTS** achieves its **highest** ever EBITDA
- **Simpliance:** Completed the divestment with an investment gain of ₹53.5cr
- Paid an interim **dividend of ₹8/share** for FY23

The key consolidated financial parameters are:

Particulars (in ₹ cr)	Q3FY23	Q3FY22	Q2FY23	YoY	QoQ
Revenue from operations	4,466	3,685	4,273	21%	4%
Reported EBITDA	145	179	135	-19%	8%
Reported EBITDA Margin	3.26%	4.87%	3.16%	-161 bps	10 bps
Profit before tax (before exceptional item)	54	115	50	-53%	8%
PBT Margin (after exceptional item)	2.40%	3.09%	1.16%	-69bps	124bps
Profit after tax	86	89	40	-3%	116%
PAT margin	1.92%	2.40%	0.93%	-48bps	99bps

Q3FY23 Business highlights

➤ Workforce Management:

- Total headcount crossed **379k**, an increase of **25% YoY**, with an addition of **109 new logos**
- **General Staffing** Revenues are **up 24% YoY** and **up by 6% QoQ**
- **IT staffing:** Operating efficiencies and SG&A cost reduction (200 bps QoQ) led to **8% QoQ** improvement in EBITDA
- **Quess Singapore** continues to witness strong demand with Revenue and EBITDA **up by 8%** and **16%, QoQ** respectively

➤ Global Technology Solutions:

- Platform posted its highest Revenue of **₹ 561cr**, a growth of **20% YoY** and **6% QoQ**
- Associate Headcount for platform crossed **50k milestone**
- **Non-CLM BPO:** Vertical grew by **29% YoY**, led by **37% YoY growth** in the Collections business

➤ Operating Asset Management:

- **Integrated Facility Management:** Revenue is up **23% YoY**, Food business Revenue grew by **47% YoY**
- **Security Services:** Revenue is up by **13% YoY** and **5% QoQ**, headcount crosses **22K**

➤ Product Led Business:

- **Monster:** Now rebranded as '**Foundit**' to reflect our vision of transforming from Job Board to a complete Talent Platform
- Monster sales crossed a **₹40cr milestone**
- Sales and Revenue up by **40% and 23% YoY** respectively
- Candidate traffic and engagement continues to be strong with 6-month active candidate base almost touching **18 million** for the first time

Commenting on the results, ED & Group CEO Mr. Guruprasad Srinivasan said, *"We are pleased to report revenues of ₹ 4,466cr with a QoQ growth of 4%. Our EBITDA grew by 8% QoQ with sales growth, operating efficiencies and SG&A cost reductions being its key drivers. GTS posted its highest ever EBITDA of ₹ 90cr in a challenging environment, once again substantiating the strength of all-weather business model. We are making good progress with our internal plans of cost reduction and the overall growth of our profitability."*

About Quess Corp

Established in Bengaluru in 2007, Quess Corp Limited (BSE: 539978, NSE: QUESS) is India's leading business services provider - that leverages its extensive domain knowledge and future-ready digital platforms to drive client productivity through outsourced solutions.

Quess provides a host of technology enabled staffing and managed outsourcing services across processes such as sales & marketing, customer care, after sales service, back office operations, manufacturing, facilities and security management, HR & F&A operations, IT & mobility services etc. Quess has a team of ~505,000 employees, serving ~3000 clients across India, North America, APAC and the Middle East as on Dec 31st, 2022.

For further details on Quess Corp Ltd., please visit: <http://www.quesscopy.com>

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