

February 02, 2024

BSE Limited

Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001
Security Code- 539978

National Stock Exchange of India Limited

"Exchange Plaza", Bandra-Kurla Complex,
Bandra (East),
Mumbai-400051
NSE Symbol- QUESS

Dear Sir / Madam,

Sub: Press Release

We are enclosing herewith copy of Press Release dated February 02, 2024 titled "Q3FY24 EBIDTA up by 24% YoY to ₹181 crores, Headcount up by 11% YoY to 557k".

Kindly take the same on record.

Yours sincerely,
For Quess Corp Limited

Kundan K Lal
Company Secretary & Compliance Officer

Encl. a/a

Q3FY24 EBIDTA up by 24% YoY to ₹181 crores, Headcount up by 11% YoY to 557k

Bengaluru, India, February 02nd 2024: Qess Corp, India's leading business services provider announced its Q3FY24 financial results today.

Q3FY24 Highlights

- Revenue at ₹4,842 cr up by **8% YoY and 2% QoQ**
- EBITDA at ₹181 cr up by **24% YoY and 11% QoQ**
- Adjusted PAT* at 84 cr up by 162% YoY and 15% QoQ
- Board has approved an **interim dividend of ₹4 per share** for FY24

Particulars	Quarter Ended				
	Q3 FY24	Q3 FY23	YoY	Q2 FY24	QoQ
Headcount	557k	504k	11%	547k	2%
Revenue (in ₹ cr.)	4,842	4,466	8%	4,748	2%
EBITDA (in ₹ cr.)	181	145	24%	164	11%
EBITDA%	3.7%	3.3%	48bps	3.4%	29bps
PBT (in ₹ cr.)	59	107	(45)%	79	(25)%
PBT %	1.2%	2.4%	(118)bps	1.7%	(45)bps
PAT (in ₹ cr.)	64	85	(25)%	71	(10)%
PAT %	1.3%	1.9%	(60)bps	1.5%	(18)bps
Diluted EPS – Rs.	4.28	5.88	(27)%	4.81	(11)%
Adjusted PAT* (in ₹ cr.)	84	32	162%	72	15%
Adjusted EPS* (in ₹ cr.)	5.59	2.14	161%	4.85	15%

*Adjusted PAT/EPS is calculated excluding one-off exceptional items

Commenting on the results, ED & Group CEO Mr. Guruprasad Srinivasan said, “We are pleased to announce a robust EBITDA growth of 24% YoY, helping us reach an EBITDA of 181Cr. This achievement is attributed to the consistent non-linear growth in our Global Technology Solutions platform, a focus on profitable growth in the Operating Asset Management platform, and a significant reduction of 50% in the burn rate of foundit.

As part of our corporate structure simplification process for business lines, we have successfully implemented the amalgamation of our fully owned subsidiaries Conneqt Business Solutions Limited, MFX Infotech Private Limited and Greenpiece Landscape India Private Limited, post NCLT approval during the quarter.

In our Workforce Management platform, the successful addition of 13,000 in headcount is due to our vertical focus strategy, which has yielded results in the manufacturing and BFSI sectors now collectively contribute over 45% of our business.

Our employees are our most valuable asset, and their well-being is always our top priority. I am delighted to announce that Qess has been certified as a 'Great Place to Work' for the 5th consecutive year.”

Particulars	Quarter Ended				
	Q3 FY24	Q3 FY23	YoY	Q2 FY24	QoQ
Workforce Management					
Revenue (in ₹ cr.)	3,430	3,068	12%	3,315	3%
EBITDA (in ₹ cr.)	90	86	4%	87	3%
EBITDA %	2.6%	2.8%	(19)bps	2.6%	2bps
Global Technology Services					
Revenue (in ₹ cr.)	588	561	5%	584	1%
EBITDA (in ₹ cr.)	108	90	19%	104	3%
EBITDA %	18.3%	16.1%	220bps	17.8%	48bps
Operating Asset Management					
Revenue (in ₹ cr.)	695	689	1%	705	(1)%
EBITDA (in ₹ cr.)	36	31	16%	35	4%
EBITDA %	5.2%	4.5%	70bps	5%	26bps
Product Led Business					
Revenue (in ₹ cr.)	129	147	(13)%	143	(10)%
EBITDA (in ₹ cr.)	(10)	(27)	nm	(20)	nm
EBITDA %	(7.8)%	(18.2)%	nm	(14.1)%	nm

Q3FY24 Platform highlights

➤ Global Technology Solutions (GTS):

- **Employee Experience Management (EXM)** has strengthened its position as a market leader by processing **4 million pay slips**, achieving **4% QoQ** growth
- **Customer Experience Management (CXM)** continues with **21% YoY growth**, driven by **30 % YoY Q3** growth in the International Business
- Non-Voice BPM business grew by a **22% YoY** and **2% QoQ**; Collection business up by **25% YoY** and **6% QoQ**.

➤ Operating Asset Management (OAM):

- Food business saw a **gross margin improvement of 18% QoQ**, attributed to improved operational efficiencies and the mobilization of contracts secured during H1'24
- Telecom active infrastructure achieved its **best-ever performance in Q3**, driven by the rollout of 5G technology.

➤ Workforce Management (WFM):

- **Total gross headcount** for the vertical reached **444k**, an increase of **17% YoY** and **3% QoQ**
- Growth sectors includes Manufacturing and BFSI
- **87 new customer contracts** added during the quarter.

➤ Product Led Business (PLB):

- Launched **foundit 2.0**- Disruptive AI driven recruitment product for limited customers
- Reduction of 50% in the burn rate of foundit
- Sales growth seen in foundit: **9% YoY** and **5% QoQ**.

Profitable growth in each platform, with margin improvement and operational consolidation are the key themes for the coming quarters.

Q3 FY2024 Earnings Conference Call**Conference Call Details: Monday, 05 February 2024 at 11:00 AM IST**

Diamond Pass	Registration Link
Universal Access Number	+91 22 6280 1259 / +91 22 7115 8160

The number listed above is universally accessible from all networks and all countries.

Toll Free Number	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448
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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 **~557,000** employees, serving ~3,000 clients across India, North America, APAC and the Middle East as on Dec. 31st, 2023.

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

For more information, please contact:

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