

## Quess Corp posts highest ever annual Revenue and PBT

26<sup>th</sup> May 2022

Bangalore- 560103

Quess Corp, India's leading business services provider announced its annual and fourth quarter FY22 financial results today.

### Financial Highlights

- **FY22 revenue** of ₹13,692cr up by **26% YoY**, driven by General Staffing (**up 28%**), QITS (**up 42%**), and Conneqt (**up 28%**)
- **FY22 EBITDA** from operations of ₹668cr up by **16% YoY**
- **FY22 PAT** of ₹251cr up by **241% YoY**
- **FY22 OCF / Operating EBITDA** conversion at **79%**
- **Net cash** position sustained at ₹16cr in FY22 against ₹34cr in FY21

The key consolidated financial parameters are:

Particulars ( in ₹ cr)	Q4 FY22	Q4 FY21	Q3 FY22	YoY	QoQ	FY 22	FY 21	YoY
<b>Revenue from operations</b>	<b>3,792</b>	<b>3,005</b>	<b>3,685</b>	<b>26%</b>	<b>3%</b>	<b>13,692</b>	<b>10,837</b>	<b>26%</b>
Reported EBITDA	185	38	179	388%	3%	623	458	36%
Reported EBITDA Margin	4.87%	1.26%	4.87%	361 bps	bps	4.55%	4.23%	33 bps
Profit before tax	104	(31)	114	430%	-9%	358	185	94%
PBT Margin	2.73%	-1.04%	3.09%	378 bps	-36 bps	2.61%	1.70%	91 bps
<b>Profit after tax</b>	<b>77</b>	<b>(58)</b>	<b>89</b>	<b>232%</b>	<b>-13%</b>	<b>251</b>	<b>74</b>	<b>241%</b>
PAT margin	2.02%	-1.94%	2.40%	396 bps	-38 bps	1.83%	0.68%	115 bps

### Q4 FY22 Business highlights

- **Workforce Management :**
  - **Total headcount for the vertical crossed 300k, an increase of 4% QoQ and 19% YoY**
  - **General Staffing** headcount crossed 285k. Driving revenues up 25% YoY and 7% QoQ with Retail and Telecom segments being key drivers.
  - **General Staffing** added 218 new logos in FY22, including 71 new logos in Q4
  - **IT Staffing** domestic headcount up by 10% YoY, with EBITDA up by 33% YoY
  - **Quess Singapore** saw 62% QoQ EBITDA growth

- **Global Technology Solutions:**

- **CLM:** Revenue up 30% YoY, driven by Non-voice CLM growth of 61% YoY. Business development continues to be robust with 27 logos added during Q4 FY22
- **Non-CLM BPO:** Collection business revenue up by 13% YoY as Covid restrictions across country eased up
- **Platform based services:** Pay slips processed per quarter up by 25% YoY
- **IT Services:** Domestic IT Services up 30% YoY

- **Operating Asset Management:**

- **IFM:** Revenue up 27% YoY, with 20 new client wins in the quarter.
- **Terrier Security:** Revenue up by 21% YoY with 18 new customers added in the quarter

- **Emerging Business:**

- **Monster.com** active user base more than doubled in the year to 14.6 M; User Acquisition & Re-activation crossed **2 million** in the quarter.
- **Qjobs platform crossed 3.5 million+** candidates and 2 million+ active job openings in FY22

**Commenting on the results, ED & Group CEO Mr. Guruprasad Srinivasan** said, “We are delighted to report our highest ever Revenue, EBIDTA & PBT, reaffirming our execution capability. All our large businesses have continued to demonstrate exceptional growth, driving our consolidated revenues up by 26% YoY and 3% QoQ. Our continued focus on cross-sell is yielding results as businesses and employees leverage our vast service portfolio to offer innovative solutions to our clients.

As a responsible corporate citizen, we strongly believe in giving back to the society- besides renovating infrastructure for 74 schools **benefiting ~14k students** and teachers, we have also made good progress on ESG front. Today, women constitute 29% of our core workforce – up from 26% in FY21 and over 93k employees hired by us this year enjoyed first time social security benefits. We are very optimistic about FY23 on the basis of feedback from clients and we will continue to focus on our joint goals of hitting and sustaining a 20% ROE while growing OCF at a 20% CAGR”

### 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 ~437,000 employees, serving ~3000 clients across India, North America, APAC and the Middle East as on March 31, 2022.

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

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