

May 17, 2023

BSE Limited

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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 May 17, 2023 titled “**Quess Corp posts a steady 25% YoY revenue growth, well positioned to leverage investments made in the last year**”.

Kindly take the same on record.

Yours sincerely,

For Quess Corp Limited

Kundan K Lal

Company Secretary & Compliance Officer

Encl. a/a

Quess Corp posts a steady 25% YoY revenue growth, well positioned to leverage investments made in the last year.

 17th May 2023

Bangalore- 560103

Quess Corp, India's leading business services provider announced its annual and fourth quarter FY23 financial results today.

FY23 Financial Highlights

- Headcount net-addition of 74k (17% YoY growth) in FY23; **Second consecutive year of 70k+ HC addition**
- **Revenue of ₹17,158 cr up 25% YoY**, driven by Work Force Management (WFM) **up 25%**, Operating Asset Management (OAM) **up 24%**, Global Tech Solutions (GTS) **up 23%** and Product Led Business (PLB) **up 59%**
- **EBITDA at ₹586 cr down 6% YoY**; excluding PLB, **EBITDA increased by 7% to ₹681 cr**
- **PAT of ₹223 cr down 11% YoY**; excluding PLB, **PAT increased by 28% to ₹334 cr**
- **OCF / Operating EBITDA conversion at 71%**; excluding PLB, **OCF / Operating EBITDA conversion at 67%**
- **Net cash position has improved to ₹82 cr in FY23 against ₹16 cr in FY22**

Key consolidated financial parameters:

Particulars (in ₹ cr)	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY 23	FY 22	YoY
Revenue	4,440	3,792	4,446	17.1%	-0.6%	17,158	13,692	25%
Reported EBITDA	152	185	145	-17.8%	4.5%	586	623	-6%
EBITDA Margin	3.42%	4.87%	3.26%	-145 bps	16 bps	3.41%	4.55%	-114 bps
Profit before tax	48	104	107	-53%	-55%	284	358	-20%
PBT Margin	1.1%	2.73%	2.4%	-165 bps	-131 bps	1.66%	2.61%	-95 bps
Profit after tax	30	77	86	-61%	-65%	223	251	-11%
PAT margin	0.68%	2.02%	1.92%	-135 bps	-124 bps	1.3%	1.83%	-53 bps

Key consolidated financial parameters **excluding PLB**:

Particulars (in ₹ cr)	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY 23	FY 22	YoY
Revenue	4,317	3,698	4,318	16.74%	-	16,620	13,354	24%
Reported EBITDA	172	197	172	-12.45%	-	681	635	7%
EBITDA Margin	3.99%	5.32%	3.98%	-133 bps	-	4.10%	4.76%	-66 bps
Profit before tax	73	115	136	-37%	-46%	393	368	7%
PBT Margin	1.69%	3.11%	3.15%	-142 bps	-146 bps	2.36%	2.76%	-40 bps
Profit after tax	56	87	116	-36%	-51%	334	262	28%
PAT margin	1.30%	2.37%	2.68%	-107 bps	-138 bps	2.0%	2.0%	5bps

FY23 Business highlights

➤ Workforce Management :

- **Total headcount for the vertical crossed 387k**, an increase of **2% QoQ** and **22% YoY**
- **General Staffing** revenue up **28% YoY** and added **239 new logos** in FY23, including **60 new logos** in Q4
- **Quess Singapore** revenue up **45% YoY** on easing of travel restrictions post covid
- Made an investment of **₹11 cr** in **North American professional staffing** business

➤ Global Technology Solutions:

- Highest-ever revenue of **₹2,168 cr**, up 23% YOY and EBITDA of **₹353cr**, up 11% YoY
- **Allsec CLM**: Revenue up **26% YoY** driven by an increase in seat capacity of 57% in our delivery centre at Manila
- **Non-Voice BPO**: Achieved **28% YOY** growth driven by 34% growth in collection business
- **Platform based services**: Pay slips processed per quarter up **11% YoY** and crossed the **1.2 million/month** mark

➤ Operating Asset Management:

- **IFMS**: Revenue up **23% YoY**, due to a **71% YoY** growth in our food business
- **Security Services**: Revenue up **22% YoY** driven by a head count growth of 12%
- **Telecom Infra Services**: Revenue up **47%YoY** on the back of ongoing 5G roll-out

➤ Emerging Business:

- **Foundit** – Formerly Monster.com, rebranding completed. Sales up **36% YoY** and net revenue up **29% YoY**

Commenting on the results, ED & Group CEO Mr. Guruprasad Srinivasan said, “We are pleased to report revenues of ₹17,158 cr, up 25% YoY, backed by a 70k+ headcount increase for the second consecutive year. Along with a 25% growth in our business, the consolidated gross debt has reduced by ₹57 cr to ₹531 cr. We have reduced our DSO by 5 days YoY to 57 days and this has resulted in total collections of ₹294 cr, which is 71% of our operating EBITDA.

Our other significant achievements include closing the year at 511k headcount, up 17% YoY and receiving the ‘Great Place to Work’ certification for the 4th consecutive year. Also, our GTS business has delivered its highest ever EBITDA of ₹353 cr, growing by 11% YoY.

We have closed the year on a strong note and are well-positioned to take advantage of the many organizational initiatives launched over the past 12 months. We believe the tailwind from India’s economic growth and the investments that Quess has made in its service lines gives us the opportunity to continue our steady growth in the next financial year.”

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 ~511,000 employees, serving ~3000 clients across India, North America, APAC and the Middle East as on Mar 31st, 2023.

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

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