

Q2 FY17 EBITDA up 45%, PAT up 66%. Inks Three Strategic Deals

Bengaluru, India – 19th October 2016: Quess Corp., India's leading integrated business services provider announced today its financial results for the **second quarter (Q2 FY17)** and **half year (H1 FY17)** ended 30th September 2016. **The Key Financials for the quarter are:**

Particulars (in Rs. cr)	Q2 FY17	Q2 FY16	YoY (%)	Q1 FY17	QoQ (%)	H1 FY17	H1 FY16	YoY (%)
Revenue	1,018	802	26.9%	991	2.7%	2,009	1,532	31.1%
EBITDA	55	38	45.3%	53	4.5%	108	71	52.0%
<i>EBITDA margin</i>	5.4%	4.7%	69bps	5.3%	10bps	5.4%	4.6%	74bps
PAT	30	18	65.9%	25	22.0%	55	36	51.5%
<i>PAT margin</i>	3.0%	2.3%	70bps	2.5%	47bps	2.7%	2.4%	37bps
Total Comprehensive Income (TCI)	29	18	56.5%	24	20.5%	53	36	44.5%
<i>TCI Margin</i>	2.8%	2.3%	53bps	2.4%	42bps	2.6%	2.4%	24bps
Diluted EPS (in Rs.) <i>(not annualized)</i>	2.37	1.63	45.7%	2.13	11.2%	4.51	3.24	39.1%

Financial Summary for the Q2 FY17

- Revenue grew 26.9% YoY to ₹1,018 cr from ₹802 cr in Q2 FY16. Organic revenue growth (ex acquisition) was 18.1% YoY.
- EBITDA margin improved 69 basis points to 5.4% as against 4.7% in Q2 FY16. EBITDA grew by 45.3% to ₹55 cr compared to ₹38 cr.
- Profit after tax is higher by 65.9% at ₹30 cr from ₹18 cr.
- Total Comprehensive Income increased to ₹29 cr, up from ₹18 cr. Margin increased to 2.8% as against 2.3% in Q2 FY16.
- Diluted EPS was higher by 45.7% at ₹2.37
- The employee headcount as on 30 Sep, 2016 was over 139,000 across all regions compared to about 113,000 employees in the corresponding quarter of last year.

Financial Summary for H1 FY17

- Revenue grew 31.1% YoY to ₹2,009 cr from ₹1,532 cr in H1 FY16. Organic revenue growth (ex acquisition) was 22.1% YoY.
- EBITDA margin improved 74 basis points to 5.4% as against 4.6% in H1 FY16. EBITDA grew by 52.0% to ₹108 cr compared to ₹71 cr in H1 FY16
- Profit after tax is higher by 51.5% at ₹55 cr from ₹36 cr.
- Total Comprehensive Income is higher by 44.5% at ₹53 cr from ₹36 cr.
- Diluted EPS was higher by 39.1% to ₹4.51

Segment Wise Performance

Segments	Q2 FY17	Q2 FY16	YoY (%)	Q1 FY17	QoQ(%)
Global Technology Solutions					
Segment Revenue	278	218	27%	275	1%
Segment EBIT	20	13	47%	20	1%
EBIT Margin %	7%	6%		7%	
People & Services					
Segment Revenue	583	451	29%	567	3%
Segment EBIT	26	19	34%	25	4%
EBIT Margin %	4%	4%		4%	
Integrated Facility Management					
Segment Revenue	99	90	10%	96	3%
Segment EBIT	5	4	21%	4	42%
EBIT Margin %	5%	5%		4%	
Industrial Asset Management					
Segment Revenue	57	43	33%	53	8%
Segment EBIT	6	2	169%	6	2%
EBIT Margin %	10%	5%		10%	

Commenting on the results, CMD & CEO Mr. Ajit Isaac said that, *“We are pleased with another strong quarter at the revenue level apart from registering healthy EBITDA margin gains of 69 bps. The focus on margin expansion continues to be an area of high priority for us and I am glad that our efforts are bearing results.”* He also added, *“We are also pleased to announce that we have signed definitive agreements to acquire stakes in three ventures, each of which comes with a unique value proposition and places us in a unique position to address the demand opportunities in those segments. I am confident that these investments while driving growth will also be value accretive to Quess in the long term.”*

About Quess Corp.

Quess Corp Limited (BSE: 539978, NSE: QUESS), established in 2007, is India’s leading integrated business services provider with headquarters in Bengaluru. The Company today has a Pan-India presence with 47 offices across 27 cities along with overseas footprint in North America, the Middle East and South East Asia. It serves over 1300+ customers across 4 segments namely, Global Technology Solutions, People & Services, Integrated Facility Management and Industrial Asset Management. As of September 30, 2016 Quess employed over 139,000 employees. For further details on Quess Corp Ltd. please visit: <http://www.uesscorp.com>

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