









Quess Corp Limited

14th Annual General Meeting

21st Sept 2021

Results

		FY20	FY21	
	Headcount	384,000	363,000	↓ 5%
	Revenue	INR 10,991 Cr	INR 10,837 Cr	↓ 1%
	EBITDA	INR 658 Cr	INR 577 Cr	↓ 12%
	Gross Debt	INR 1,147 Cr	INR 516 Cr	INR 631 cr repayment
	OCF	INR 234 cr	INR 587 cr	↑ 151%
	OCF/EBITDA%	44%	131%	↑ 87%



Rewarded shareholders with first ever dividend of INR 7/- per equity share.
Total of INR 103 cr

OCF/EBITDA mentioned above is considering operating EBITDA and operating OCF

Organizational Highlights



SIA Top 50

- Ranked 50th in the world by Staffing Industry Analysts
- **First Indian company to feature in the list!!**



Great Place to Work

- Re-affirmed as Great Place to Work in 2020, Canadian business among Top 50 in country
- Scored 3.85 / 4.00 on happiness and satisfaction survey across more than 132,000 associates



Optimizing Operating structure

- Merger of 3 wholly owned subsidiaries approved by the board
- Subsidiary count to come down from 34 to 31, in line with our operating strategy



Strengthened Leadership

- Mr. Suraj Moraje elevated to MD and CEO
- Mr. Ravi Vishwanath appointed as Group CFO



Stake Increase In Terrier Security Services

- Increased stake from 49% to 74%
- Nationwide security provider with a combination of man guarding and electronic security solutions
- Currently deploying 16,000 guards over 2,000 sites



100% acquisition of ConneQt

- Acquired the balance **30% stake** in ConneQt for a consideration of **INR 208 Cr.**
- One of the largest domestic CLM and largest professional collection service provider in India
- Realize synergies in the BPM operations of Conneqt and Allsec with greater emphasis on digital services



Entry into Task based services

- Board has approved the subscription of 49% equity shares for INR 10 cr. to be invested in multiple tranches
- Acquired 33.3% stake for INR 5.2cr over 2 tranches
- Marked Quess' entry into Digital gig economy

Focus Areas for FY22



Improving **tech intensity** across the organization



Unlock the value of **Emerging Business Group**– Digicare, Monster and Qjobs



Further improve **EBITDA to Cash Conversion**



Continue **organization wide cost optimization** to create a leaner business



Cross-Sell to take advantage of the range of **interconnected/sequential non-core services** provided by Quess

Giving Back to Society

Frontline warriors during Covid-19



57 Hospitals



3 Airports



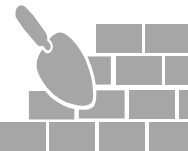
11 Infrastructure and Public Utilities



Served **80,000** meals during lockdown with **CWF**



Better Lives



75 Government Schools reaching **13,500** students



1,550 teachers and **34,016 students** benefitted under ICT skills programmes



Built **200+** sanitation facilities and **378** hand wash areas



Creating Value for Shareholders

1

Unmatched scale: Top 3 in most businesses



20% OCF CAGR
20% RoE by FY23



Digital Backbone



Preferred firm for Employees and Customers



Long Term Value Creation

CAGR of 21% in Qess share price against 15% CAGR in Sensex

Thank You!