



Quess Corp 17th Annual General Meeting

16th September 2024

Organizational Highlights for FY 24



567K+
Employees



100K+
Women Workforce



500+
PWD Associates



34 Cities
and
83 Office Network



3K+
Client Base

WORKFORCE MANAGEMENT

420K+ Associates

286 New client

273K WorQ Users

GLOBAL TECHNOLOGY SOLUTIONS

Rs. 425 crore
Largest EBITDA Contributor

15.5 Mn Payslips
Processed

16,500+ FTEs in CLM business

OPERATING ASSET MANAGEMENT

~ 90K Associates

53K+ OAM MAU

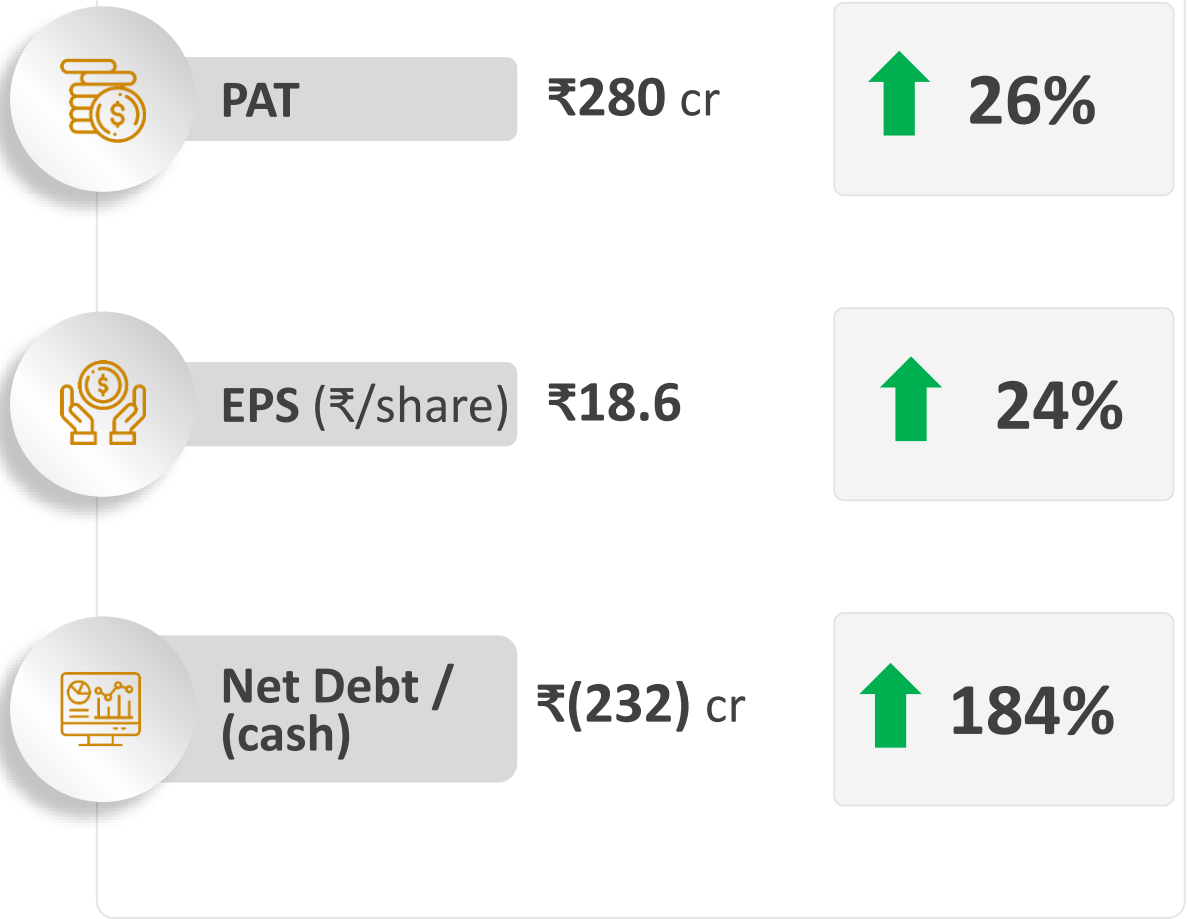
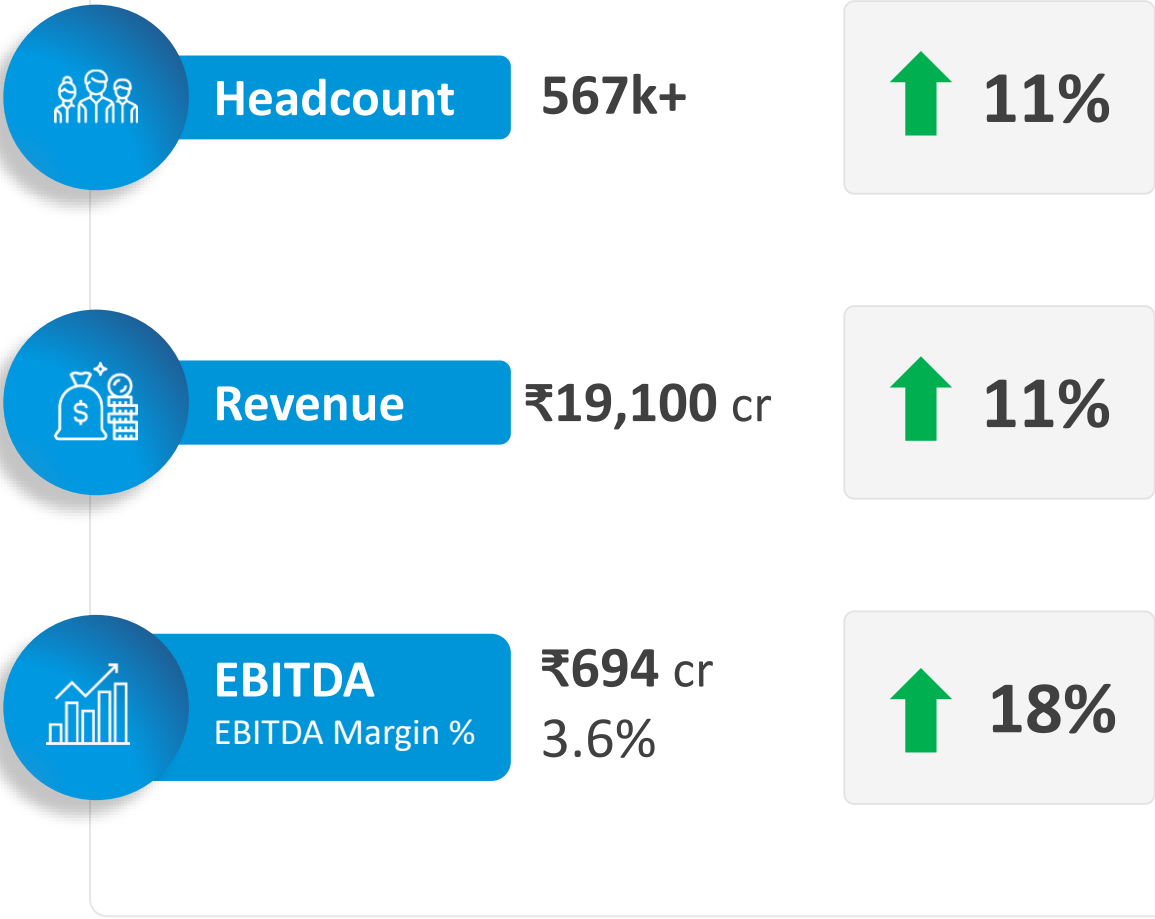
360 Mn sq. ft Managed space

PRODUCT LED BUSINESS

23 million Job applications

120 million candidate profiles per month

Financial Performance for FY24



Evolution from Accretive Investments to Healthy Organic Growth

Major Investments

WFM – Magna, Comtel

GTS – ConneQt, Allsec

OAM – Avon, Hofincons, MIS, Terrier,
Vedang

PLB – foundit

- ❑ Since FY18, our investments have recorded a cumulative PAT of ₹ 2,000 crore+, at a CAGR of ~20%
- ❑ Enabled us to build a market-leading business in two areas outside workforce management

Organic Growth Phase



Healthy revenue and earnings growth

3yr Performance (2021-2024)

- **Revenue growth** – 21% CAGR
- **EBITDA growth** – 15% CAGR
- **PAT growth** – 56% CAGR



Divestments of non-core businesses

- Divested non-core businesses with significant **IRR of ~28%**. Divestments in Qdigi, Coachieve, Simpliance and Dependo Logistics



Prudent Capital Allocation

- Our 3-yr average OCF/EBITDA conversion of 73% enabled us to reduce gross debt from ₹ **1,140 Cr (FY20)** to ₹ **370 Cr (FY24)**
- Distributed dividends totaling ~ ₹ **489 Cr since FY21**

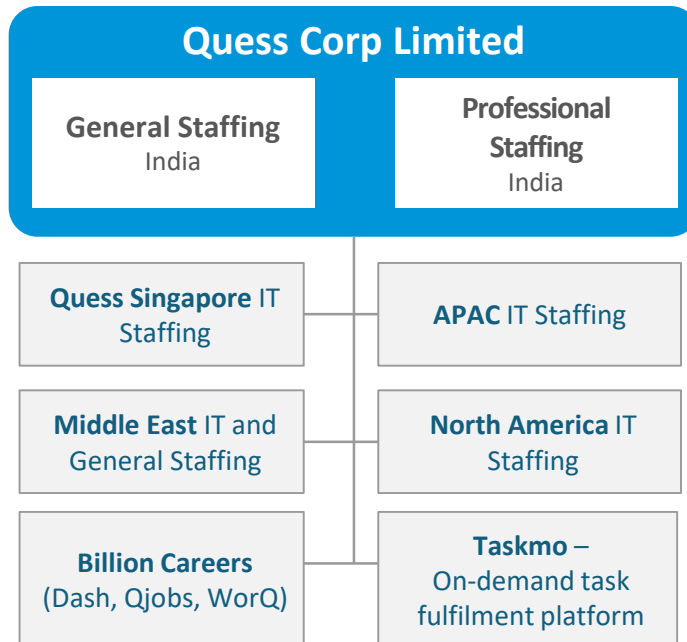
Way forward – Demerger Rationale



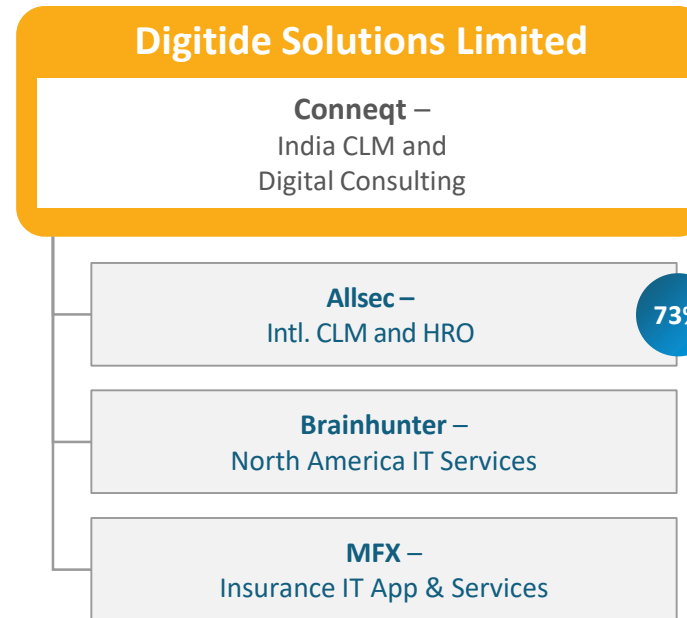
Way forward – Proposed 3-way Demerger



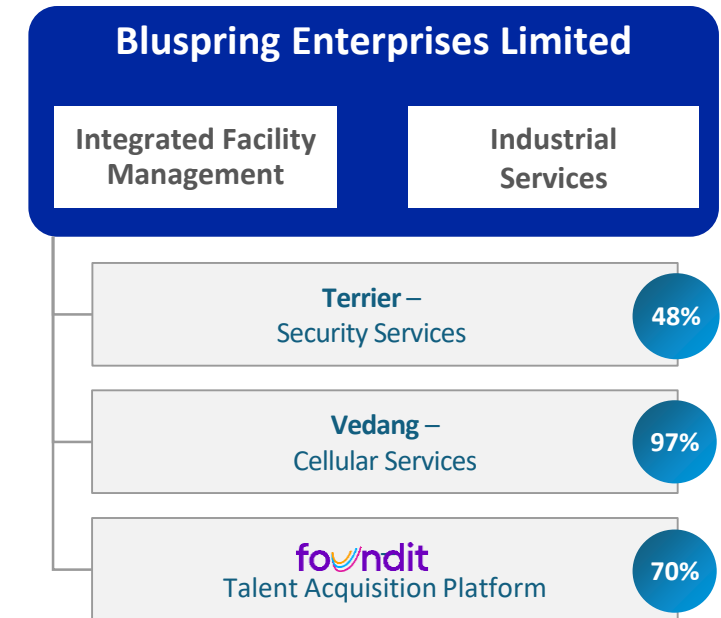
Become the largest staffing co. globally



\$1Bn+ revenue BPM & customer experience co.



Become India's #1 FMS company
Scale *foundit* to gain market share



Business division of parent company



Subsidiary



Current Quess shareholding (fully diluted)

Mirror Shareholding – 14.8 Cr shares with FV of ₹ 10/share

Awards & Recognition



ESG Progress



Community Education: 16,500+ beneficiaries from the school enhancement programs

Community Health: 13,900+ beneficiaries from the health and wellness programs

ESG beyond boundaries: 100% ESG compliant new vendors by 2025

Thank You

