QUESS
DELIVERING GROWTH

October 30, 2019

The General Manager
Department of Corporate Services,
BSE Limited,
1st Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400 001
Security Code – 539978

The Manager
Department of Corporate Services,
National Stock Exchange of India Limited
Exchange Plaza, Bandra- Kundra Complex,
Bandra (East),
Mumbai – 400 001

NSE Symbol – QUESS

Dear Sir/ Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investor's presentation on the financial performance of Quess Corp Limited for the quarter and half year ended September 30, 2019.

The above said presentation is also made available on the Company's website www.quesscorp.com.

Kindly take the same on record.

Thanking you,

Yours sincerely,
For Quess Corp Limited

Quess Corp Ltd.

Kundan K Lal
Company Secretary and Compliance Officer

Quess Corp Limited
Quess House, 3/3/2, Bellandur Gate, Sarjapur Road, Bengaluru-560103, Karnataka, India
Tel: +91 80 6105 6001 I connect@quesscorp.com I CIN No.L74140KA2007PLC043909

Investor Presentation

Q2’FY20

Safe Harbor

This presentation has been prepared by Quess Corp Limited (“Company") solely for information purposes without any regard to any specific objectives, financial situations or informational needs of any particular person. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable law in certain jurisdictions. By reviewing this presentation, you agree to be bound by the restrictions contained herein, and to maintain absolute confidentiality, regarding the information disclosed in these materials.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor.

This presentation contains statements that constitute forward looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as ''expects", "plans", 'will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements. This presentation may contain certain currency exchange rates and the same have been provided only for the convenience of readers.

Contents

Company Overview

India's Largest Business Services Platform

India's **largest** Gen. Staffing Co.

India's **largest** IT Staffing Co.

Singapore's **largest** IT staffing Co.

Amongst the **Top 3** Facilities Management Company in India

Amongst **Top 3** Domestic BPO Players

Workforce of **3.7+ lakhs**

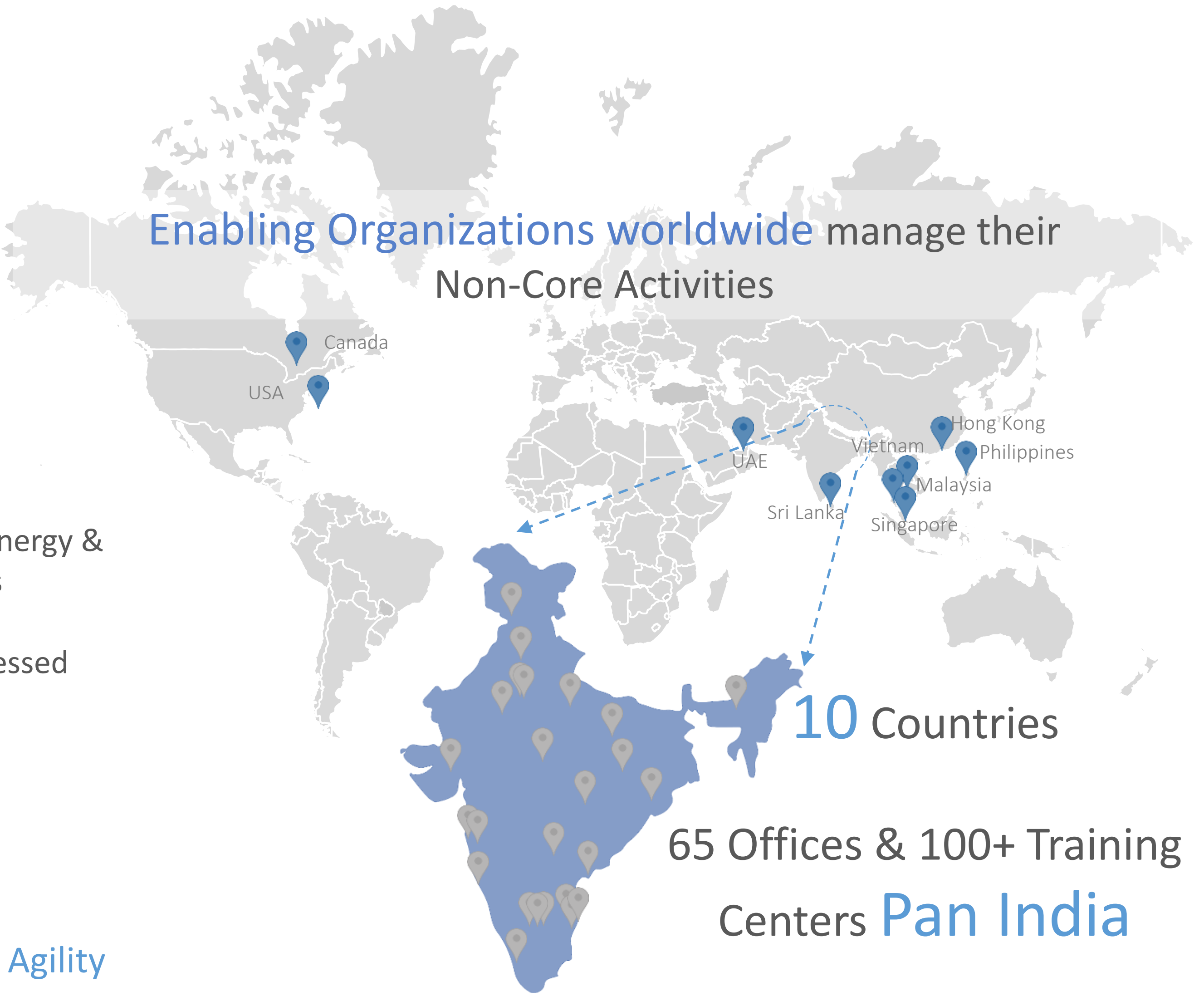
"Champion Employer" :
1.1+ lakh students trained under Govt. programs

2,300+ enterprise clients worldwide

Empowering **470 MW** of Energy & **51 MTPA** of metal facilities

73+ lakh Payroll slips processed annually

Enabling Organizations worldwide manage their Non-Core Activities



10 Countries

65 Offices & 100+ Training Centers **Pan India**

Passion | Entrepreneurial Spirit | Integrity | Speed & Agility

Quess' Journey: Key Milestones

QUESS™ BETTER TOGETHER

2007

Inception as a Recruitment & Staffing services provider.

2009 to 2012

- **Acquired:**
  - **Avon** : Entry into Facilities Management
  - **Coachieve** : HRO company
  - **Magna :** India's largest IT staffing Co.
- Organic expansion in **Training and Skill development**

2013

Investment by Fairfax.

2014 to 2015

- **Acquired:**
  - **Hofincons** : Entry into Industrial O&M
  - **Brainhunter** : Entry into N.America
  - **MFX** : Expansion in N.America
  - **Aravon** : Bolt on for Facilities Management

2016

- **Record-breaking IPO** : Oversubscription of 144x
- **Acquired:**
  - **Manipal Integrated Services** : Specialty FM
  - **Terrier** : 49% stake ; Entry in Security solutions

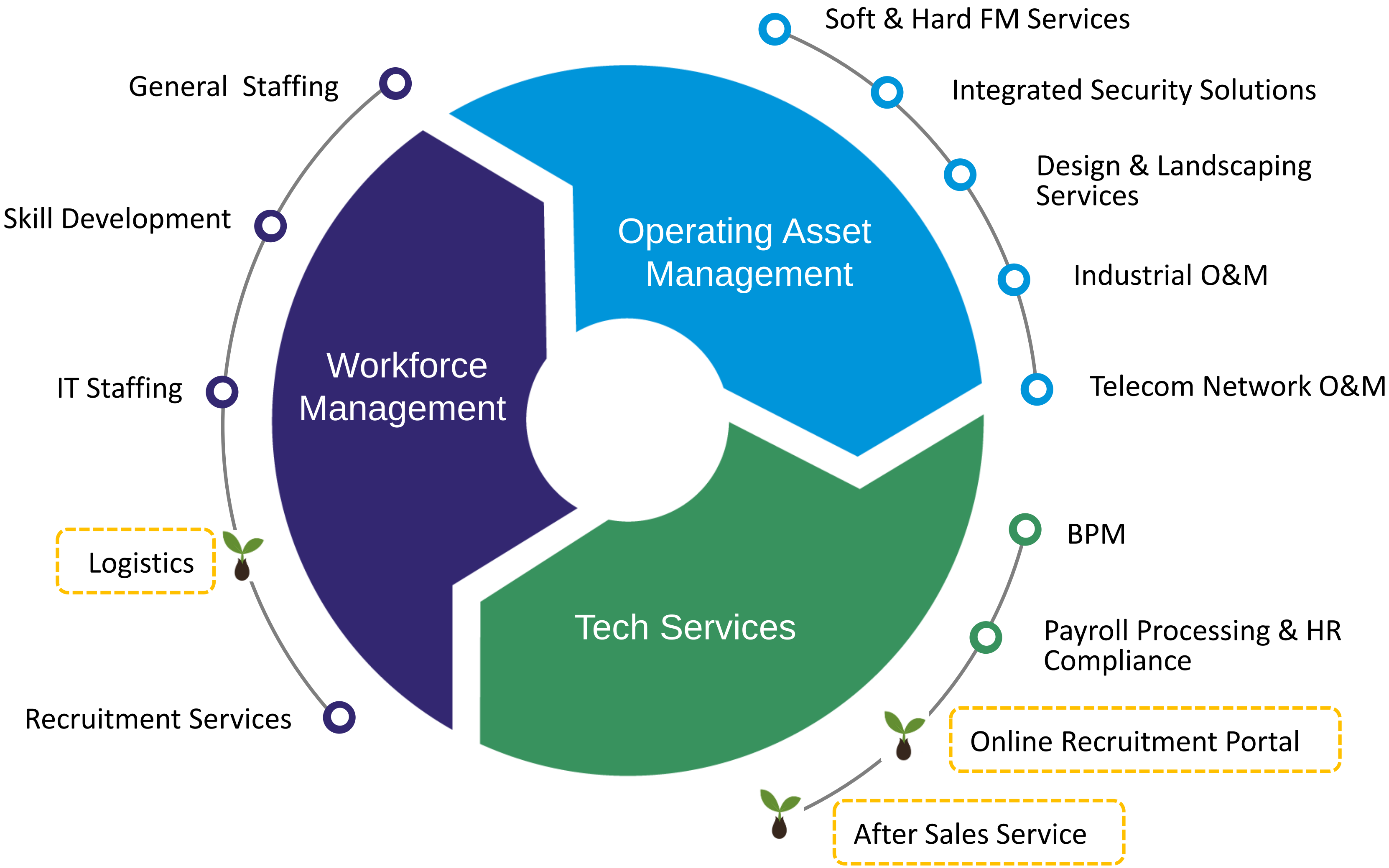
2017 to 2018

- **Institutional Placement Program** Raised ₹ 873 cr
- **Acquired:**
  - **Conneqt** : Entry into Customer Life Cycle Management
  - **Comtel** : Entry into Singapore Staffing Market
  - **Vedang** : Entry into Telecom Network O&M
  - **Monster** : India's 2nd largest online job board
  - **DigiCare** : Entry into consumer electronics after sales service
  - **Greenpiece :** Niche addition to Integrated FM

2019

- Crossed Headcount of **377,000;** One of India's largest private sector employers
- **Acquired:**
  - **Allsec** : Strengthening BPM segment
- **Investment by Amazon** : ₹ 51 cr

Quess Service Platforms



Emerging Businesses

Businesses in Investment Mode - with expansion & growth potential

Key Business Updates

Q2 FY20 - Business Updates

QUESS
BETTER TOGETHER

Robust Revenue Growth

- Strong revenue growth despite economic slowdown; Demonstrating “all weather” business model.
- Added 59k employees in H1 FY20 vs. full year addition of 56k in FY19
- Headcount crossed 377k driven by robust growth in the Staffing business

Strong Sales Wins

- Added a total of 129 clients (up by 23 QoQ) across Workforce Management (36), Operating Asset Management (80), Tech Services (13) aggregating to an ACV* of over ₹ 206cr

Skill Development

- Received training targets for skilling 21K students across Govt. programs
- Overall training targets as of H1 FY20 were ~52K (67% higher YoY)

Monster

- New mobile application - On par with industry leaders (rating of 4.4; increased from 3.8 QoQ)
- Organic traffic increased to 12.8Mn (up 24% QoQ)
- Job views increased to 2.6Mn (up 19% QoQ) and Job applications to 1.3Mn (up 10% QoQ)

DigiCare

- Service footprint increased from 350 to 600+ towns across India (YoY)
- Quarterly call volumes crossed 4.2 lakhs (up 10% YoY)
- Accessories sales started in Q1 FY20 - Increased 74% QoQ

Note:
** ACV - Annualised Contract Value*

Q2 FY20 – Corporate Updates

QUESS
BETTER TOGETHER

Trimax Resolution

- In the Ahmedabad Smart City project, Quess had pending dues of ₹ 179 cr (loans & receivables outstanding); Since the JV partner Trimax IT went into bankruptcy, the payments did not come to Quess.
- **Quess has now completely resolved the issue** by acquiring Trimax IT's 49% stake in the JV for ₹ 13 cr and hence, owning 100% of the JV. All current dues and future payments will flow exclusively to Quess.
- ₹ 20.7 cr received from SCADL* (as of Oct 30, 2019). Another ₹ 20 cr expected in Q3 & ₹ 40 cr in Q4 FY20, totaling to ~₹ 81 cr in FY20.

Thomas Cook India (TCIL) De-merger

- De-merger of TCIL **expected to complete by Q3 FY20.**
- De-merger scheme approved by shareholders and creditors of TCIL and Quess; TCIL has received approval from NCLT Mumbai.
- NCLT hearing for Quess scheduled on November 7, 2019.
- Post the de-merger, **Quess to be directly held by Fairfax Holdings** (~33%), with public shareholding going up to ~44% (from ~28% currently).

Optimization of Group Structure

- Quess' strategy is to **simplify overall group structure**, with reduction from 45 entities (across 10 countries) to < 30 entities.
- Merger of 4 wholly owned subsidiaries – Aravon, CenterQ, CoAchieve and Master Staffing Solutions is in progress.
- Additionally, a few other Indian/overseas entities are either being merged or converted to branches.

Amazon Investment in Quess

- **Amazon received CCI approval for investment in Quess** and thereafter acquired 0.75 mn shares of Quess for ₹ 51 cr.
- Of these proceeds, the Quess board has approved an investment of ₹ 12 crores immediately into DigiCare for
  - Geographic expansion of service network,
  - Addition of complementary service lines like Extended Warranty, AMC and Home Device Cover,
  - Building a robust tech platform.

Note
** SCADL - Smart City Ahmedabad Development Limited*

Q2 FY20 – Corporate Updates

QUESS
BETTER TOGETHER

Rationalisation of Intercompany Loans

- Quess initiated an exercise **to rationalize intercompany loans** and advances - which stood at **₹ ~560 cr** in the previous quarter.
  - Successfully reduced ₹ ~117 cr by repayment & conversion into CCDs*
  - Conversion of another ₹ 274 cr into CCDs is underway.
  - Post TCIL De-merger, ₹ 74 cr of the loan to Heptagon will be converted to equity.
- Post this exercise, intercompany loan balances will reduce **to ~ ₹ 95 cr.**

Increase in Vedang Stake

- Quess currently holds 70% stake in Vedang.
- Board has approved acquisition of incremental **18.71% stake** for upto ₹ 10.0 crores.
- Post this transaction, Quess will own 88.71% stake in Vedang.

Change to Big4 Auditor at Allsec & Terrier

- In line with SEBI guideline to cover 80% of the revenues by Statutory auditors of the parent company and with growing operations, the following Auditor changes have been made
  - Terrier - Changed to **Deloitte** Haskins & Sells from Vasan & Sampath,
  - Allsec- Changed to **Deloitte** Haskins & Sells from Grant Thornton.

Note

**CCD - Compulsorily Convertible Debentures*

Financial Performance (Q2 and H1'FY20)

Q2FY20 Financial Performance

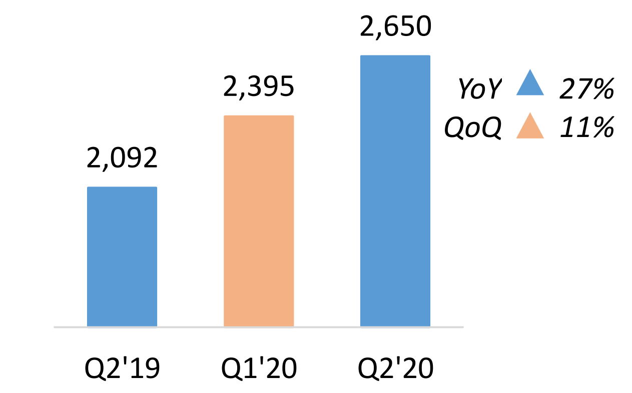
Revenue:
- Up 27% YoY (23% organic) & 11% QoQ (9% organic)
- Organic growth was driven by steady increase in Gen.Staffing (up 40% YoY), Skill development (up 95% YoY) and CLM (ConneQt ; up 20% YoY).

Profitability:
- EBITDA increased 44% YoY & 10% QoQ.
- EBITDA margin expanded ~70 bps YoY to 6.1% on the back of Allsec acquisition and efficiencies in IFM (margins up to 8.8% from 8.3%), Skill development (up to 20.7% from -33.7%) and N.American staffing operations (up to 6.8% from 4.4%).

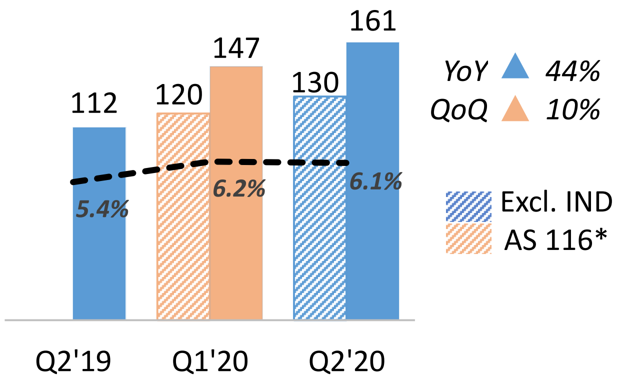
- Operating PAT grew 13% YoY and 16% QoQ to ₹ *70* crs
- Growth in reported PAT (up 5% YoY) was muted due to
  - Interest (up ₹ ~18 cr YoY, incl. ₹ 8 cr due to IND AS) &
  - Depreciation (up ₹ ~36 cr YoY, incl. ₹ 28 cr due to IND AS).

Cash Generation:
- Up 62% YoY & 23% QoQ; Conversion up ~1,300 bps YoY to 49%
- Improvement was driven by continued focus on collections (Billed DSO improved to 34 days from 40 days YoY).

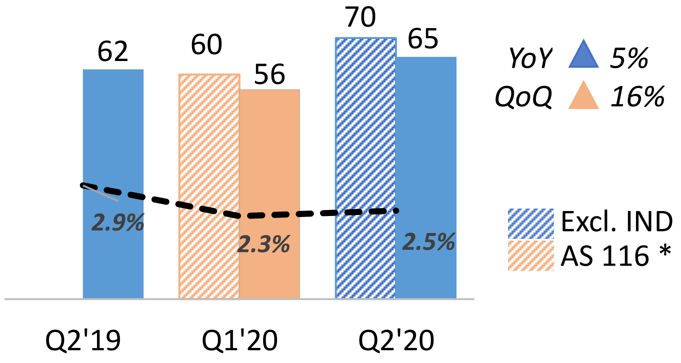
Revenue *(in ₹ cr)*



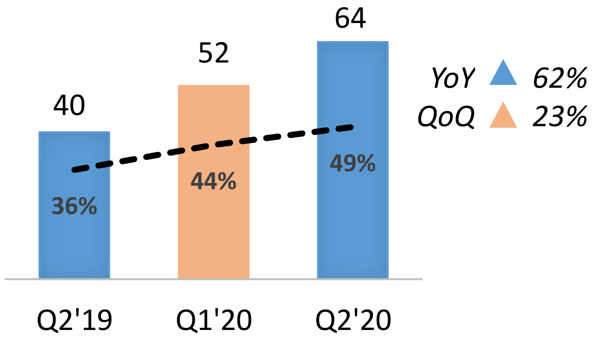
EBITDA *(in ₹ cr)* **& EBITDA margin** *(%)*



PAT *(in ₹ cr)* **& PAT margin** *(%)*



OCF *(in ₹ cr)* **& OCF Conversion** *(%)***



Notes
- *IND AS 116 was adopted w.e.f. April 2019. It impacted Q2'20 EBITDA positively by ₹ 31 cr and Q2'20 PAT negatively by ₹ 5 cr;*

*** OCF and OCF Conversion % are computed excluding the impact of IND AS 116*

H1FY20 Financial Performance

QUESS
BETTER TOGETHER

Headcount & Revenue :

- Headcount up 35% YoY (33% organic).
- Added 59k employees in H1’20 vis-a-vis a full year addition of 56k in FY19.
- Added a record 97k employees in the 12 months ending Sept 2019.
- Revenue Up 24% YoY (22% was organic).

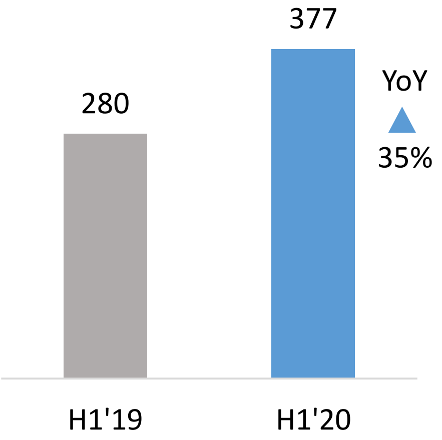
Profitability :

- EBITDA Up 44% YoY, with margins expanding 80 bps YoY to 6.1%.
- Operating PAT Up 11% YoY to ₹ 129 cr

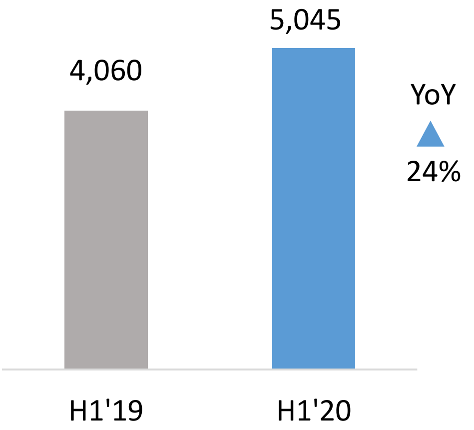
Cash Generation & Debt Reduction :

- OCF grew 62% YoY with conversion ratio improving ~1,300 bps YoY to 47%.
- Gross Debt reduced by ₹ 375cr to ₹ 920cr during the quarter, Net Debt stood at ₹ 272cr
- This, together with higher EBITDA, led to improvement in Gross Debt / EBITDA levels to 1.6x from 2.0x.

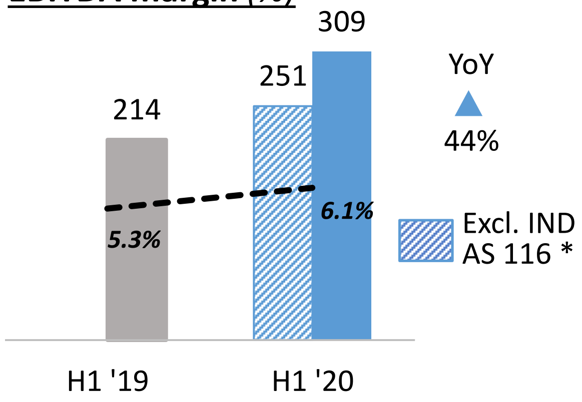
Headcount *(‘000s)*#



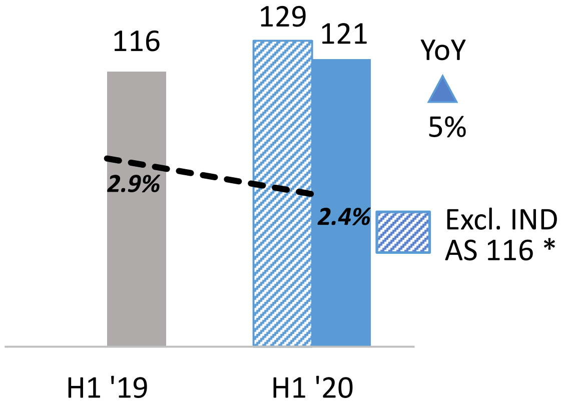
Revenue *(in ₹ cr)*



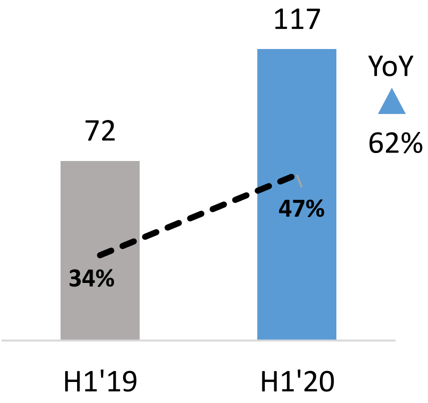
EBITDA *(in ₹ cr)* & EBITDA margin *(%)*



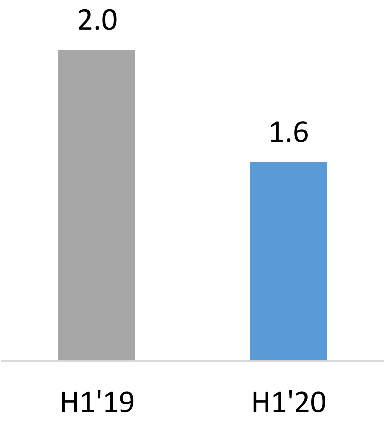
PAT *(in ₹ cr)* & PAT margin *(%)*



OCF *(in ₹ cr)* & OCF Conversion *(%)* **



Gross Debt/EBITDA *(x)*



Notes

\# *Headcount data includes Terrier*

* *IND AS 116 was adopted w.e.f. April 2019. It impacted H1’20 EBITDA positively by ₹ 58 cr and H1’20 PAT negatively by ₹ 9 cr ;*

** *OCF and OCF Conversion % are computed excluding the impact of IND AS 116*

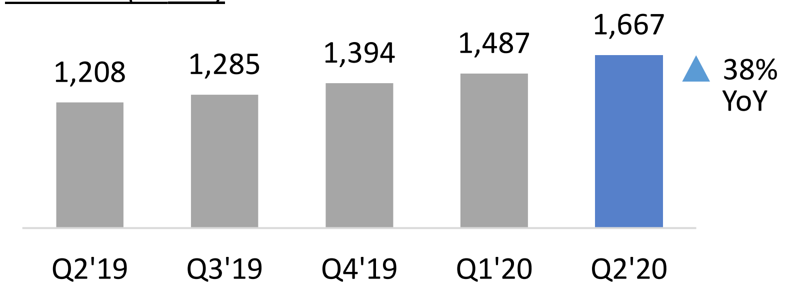
Platform-wise Updates

Workforce Management – Performance Snapshot

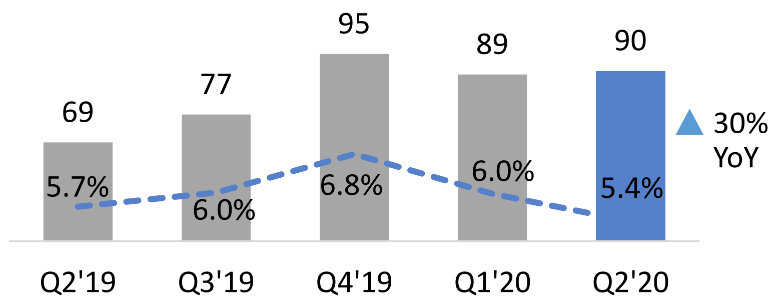
QUESS
BETTER TOGETHER

Financial Metrics

Revenue *(in ₹ cr)*

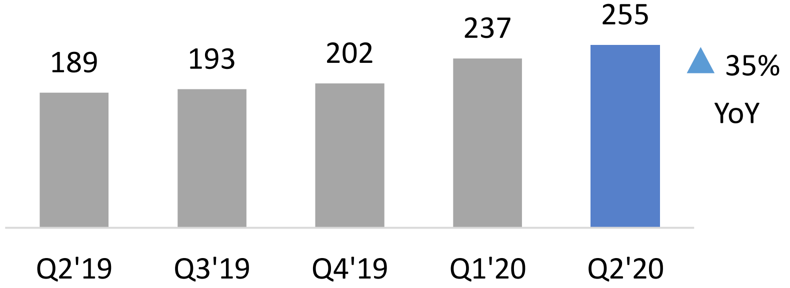


EBITDA *(in ₹ cr)* **& EBITDA margin** *(%)*

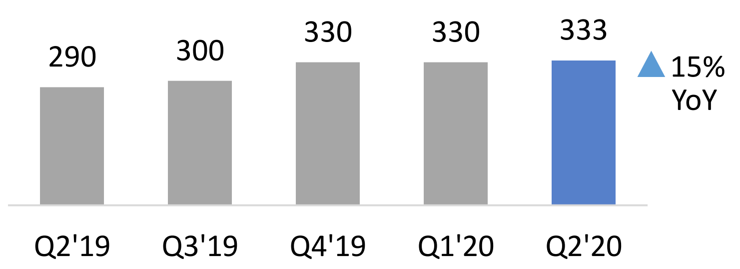


Operating Metrics

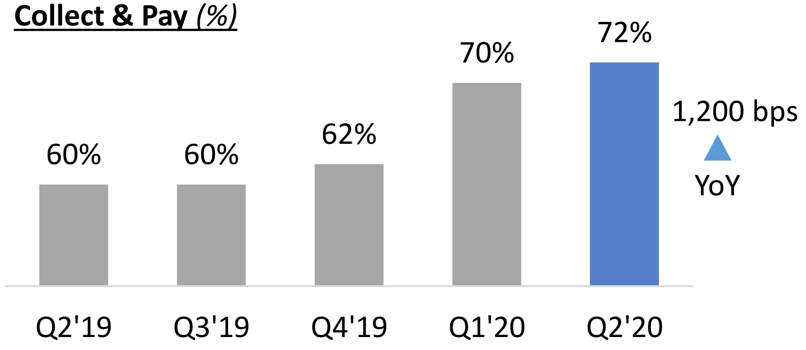
Associate Headcount *('000s)*



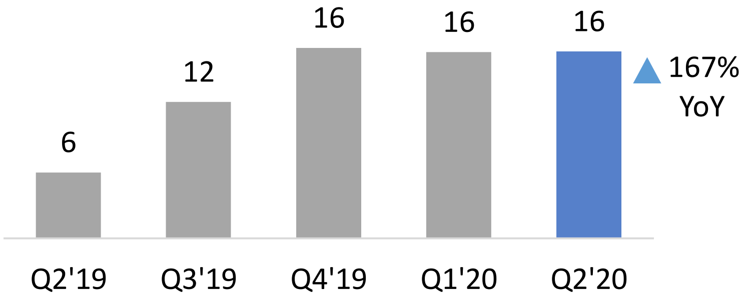
Core : Associate Ratio (Gen. Staffing; 1:X)



Collect & Pay *(%)*



No. of. Students trained ('000)

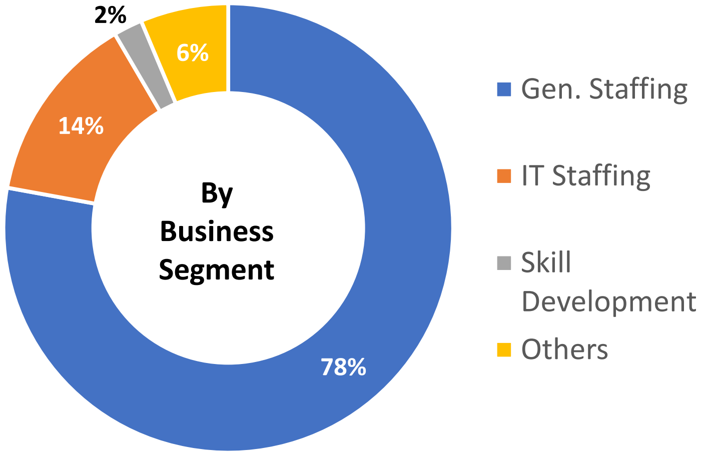


- Revenue increased by 38% YoY driven by strong headcount growth (~added 66k associates over the last 4 quarters).
- During the quarter -
  - General Staffing headcount grew by 17k to cross 240k associates
  - Added 36 major logos with a combined ACV of ₹ 38cr
  - Logistics Business (Dependo) touched a new peak of 1.5 lakh deliveries/day as against the earlier peak of ~1.0 lakh deliveries per day.
- EBIDTA stood at ₹ 90cr, up 30% YoY. Margins declined 30bps YoY to 5.4%, as higher EBITDA from Gen. Staffing (up 39% YoY) and Skill development (margins up to 20.7% from -33.7%) was offset by contraction in Indian IT staffing margins (down 230 bps YoY to 4.7%).

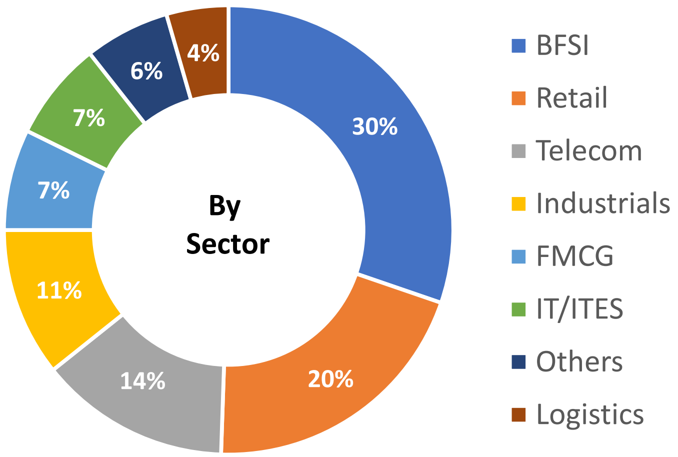
Workforce Management – Revenue Distribution and Client Insights

QUESS
BETTER TOGETHER

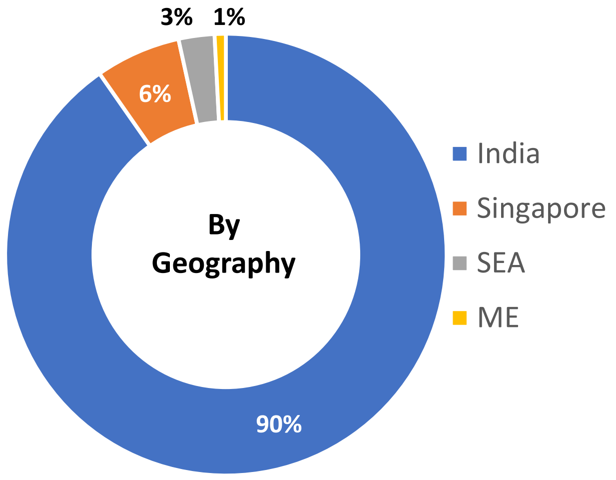
Revenue Distribution



Staffing constitutes majority of the revenues

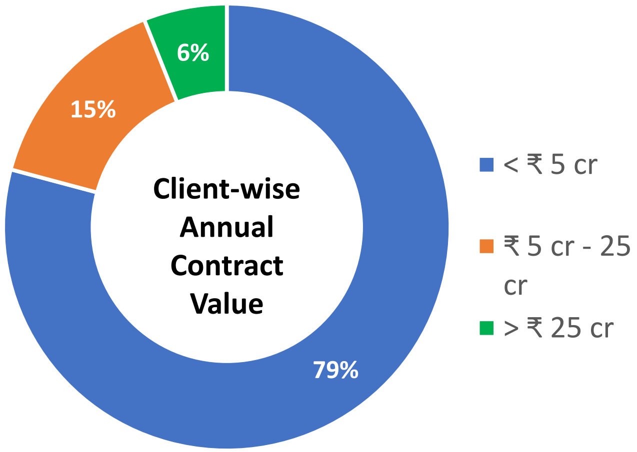


Revenue-base diversified across sectors

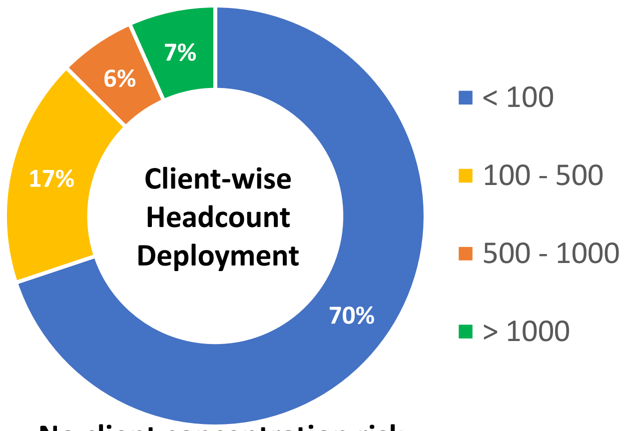


India is the main geographical focus

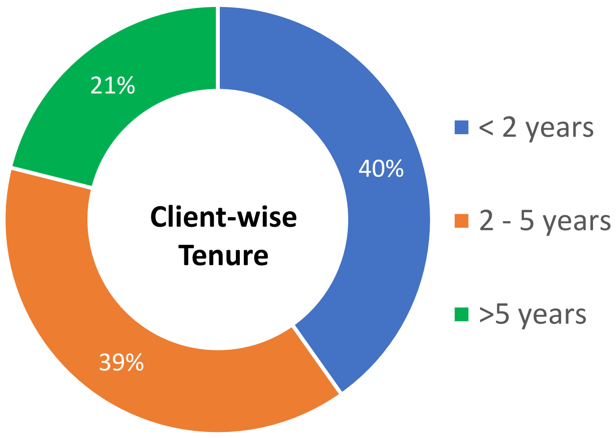
Client Insights (Gen. Staffing)



Diversified Client Exposure:
Majority of contract sizes < ₹ 5 cr



No client concentration risk:
Majority of clients have headcount <500

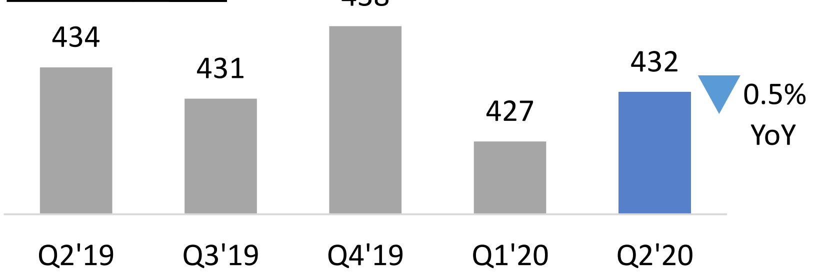


Good client loyalty:
60% of clients have tenure >2 years

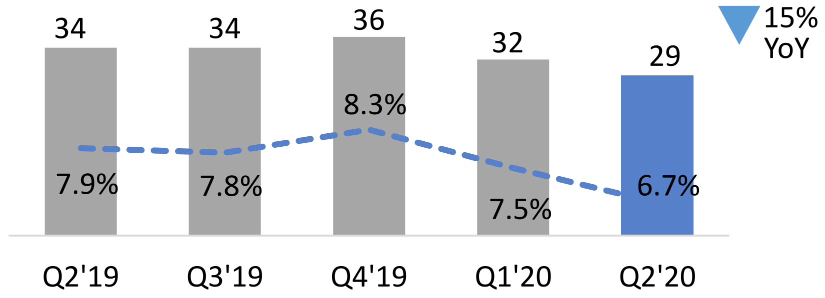
Operating Asset Management – Performance Snapshot

Financial Metrics

Revenue *(in ₹ cr)*

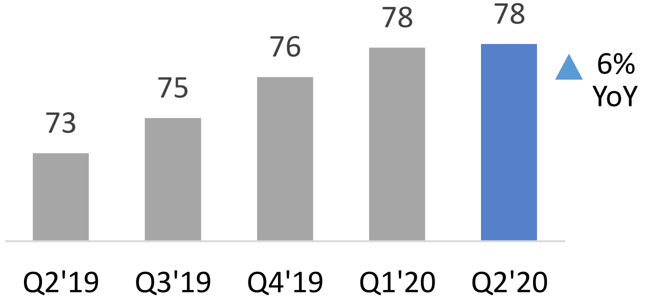


EBITDA *(in ₹ cr)* **& EBITDA margin** *(%)*

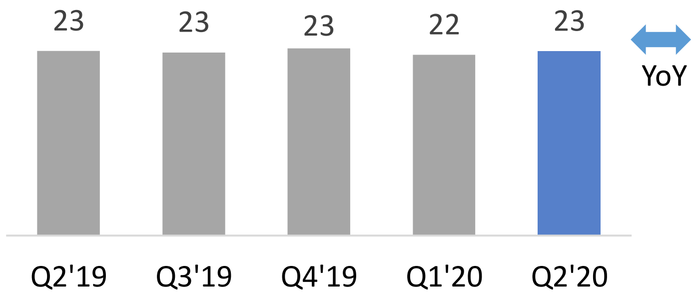


Operating Metrics

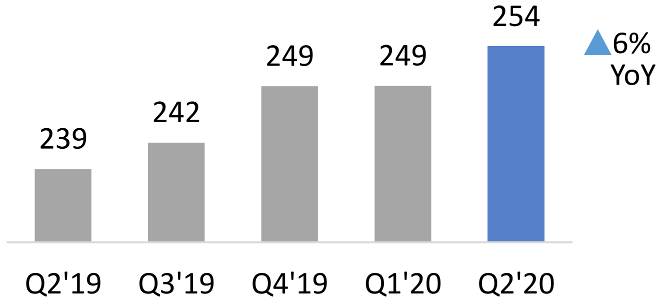
Associate Headcount *('000s)*



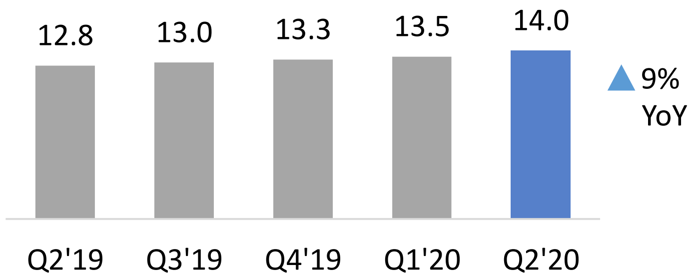
Rev. Realisation / Headcount / Month – IFM *('000)*



Sq.Ft under Management *(Mn)*



Beds Served *(in '000)*



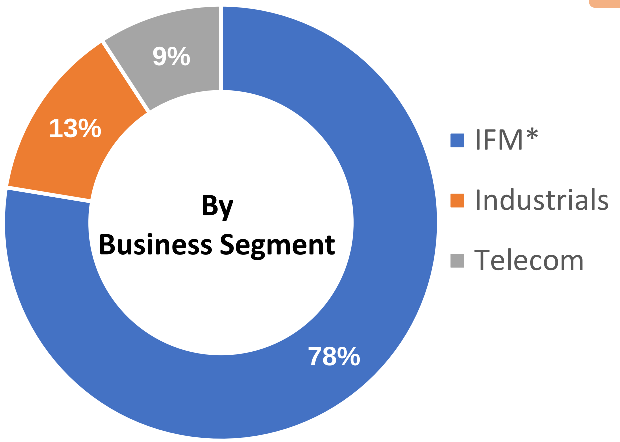
Revenues remained flat YoY at ₹ 432cr (Q2'FY19 had a ₹ 25.0 cr Trimax billing which was nil in Q2 FY20). On a comparable basis, revenues increased by 6% YoY. Overall growth was driven by IFM business - revenue increased to ₹ 335cr (up 8% YoY).

- Higher proportion of SLA : Headcount business (improved to 26:74 vis-à-vis 22:78 YoY).
- Industrials business at ₹ 97 cr has bottomed out and is expected to increase going forward.

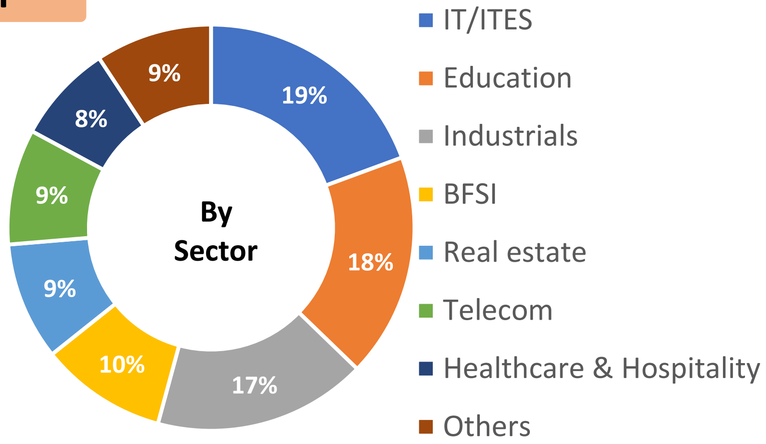
EBITDA declined by ~ ₹ 5 cr YoY to ₹ 29 cr, due to one time provision of ₹ 4.5 cr and ₹ 2.7 cr (loss on sale of asset) in the industrial business. EBITDA in IFM business grew by ~30% YoY to ₹ 34 cr

QUESS BETTER TOGETHER

Revenue Distribution

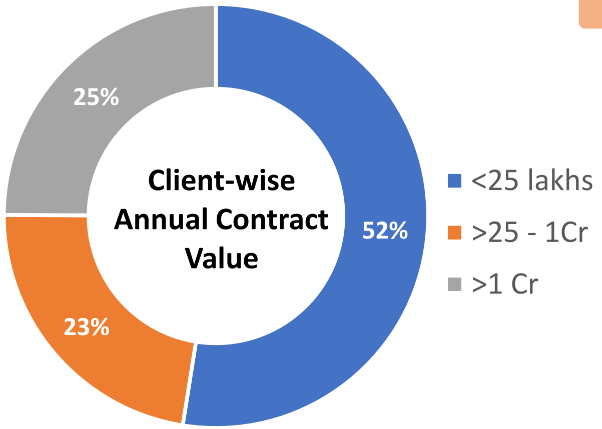


IFM is the largest business segment



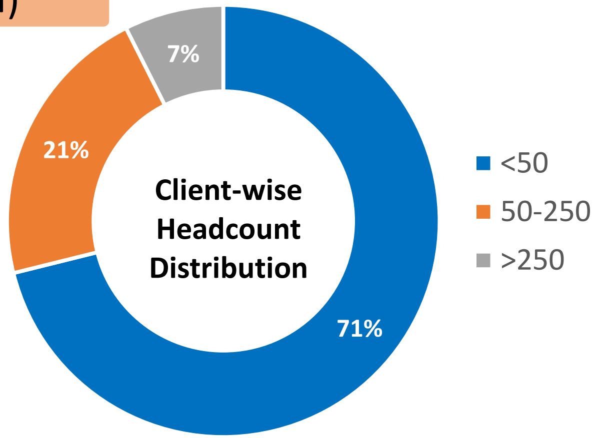
Revenue-base diversified across sectors

Client Insights (IFM)



Diversified Client Exposure:
Healthy distribution of contracts across clients.

**IFM – Integrated Facilities Management*



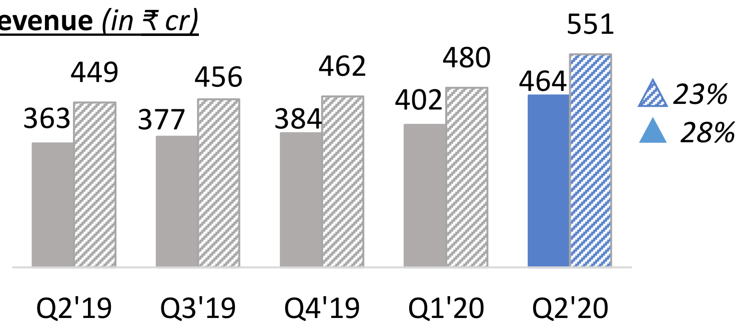
No client concentration risk:
Majority of clients have headcount <50

Tech Services – Performance Snapshot

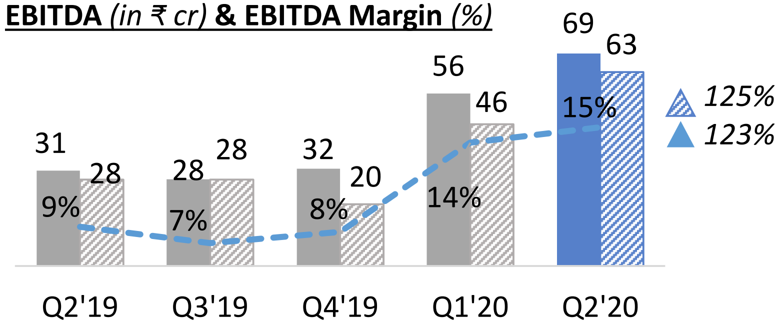
QUESS™ BETTER TOGETHER

Financial Metrics

Revenue *(in ₹ cr)*



EBITDA *(in ₹ cr)* **& EBITDA Margin** *(%)*

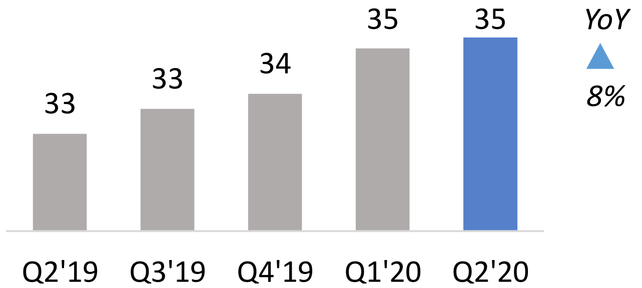


With Emerging Business | *Without Emerging Business*

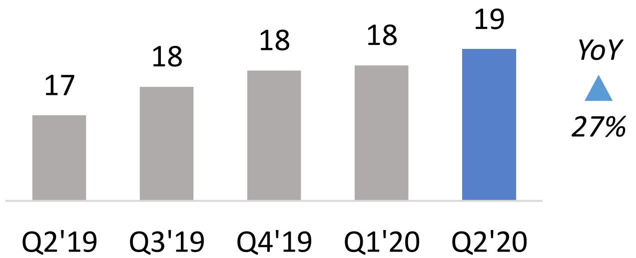
Monster & DigiCare are the two **Emerging businesses** in the Tech Services Platform that are currently in Investment mode with growth potential.

Operating Metrics

BPM Headcount *(ConneQt + Allsec; in '000)**



HRO Records Processed *(Allsec; in lacs)**

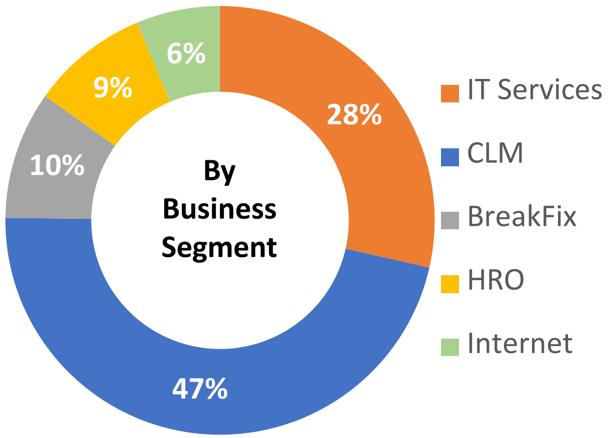


- Revenue increased 23% YoY driven by Allsec acquisition and 20% YoY increase in ConneQt sales.
    - BPM continued to grow steadily with 8% YoY growth in headcount and 27% YoY growth in no. of. HRO records processed *
    - 13 major logos added across businesses with annual contract value of ₹ 45 cr
    - Excluding emerging businesses, revenue grew by 28% YoY.
- EBITDA increased 125% YoY to ₹ 69 cr, with EBITDA margins increasing from 9% to 15% on the back of Allsec acquisition, increased efficiencies from higher revenue base and impact of IND AS 116.

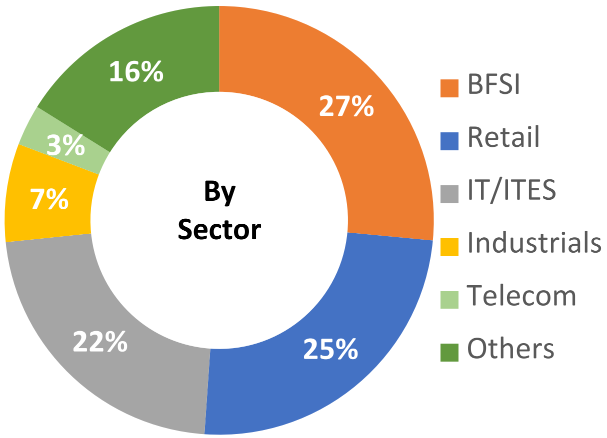
Note
** Allsec was acquired in Q1 FY20. However for comparison purposes it has been added retrospectively in the operating metrics.*

Tech Services – Revenue Distribution and Client Insights

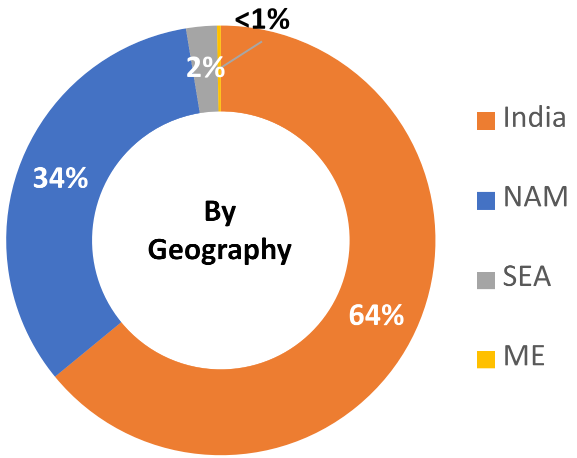
Diversified Revenue Base



CLM & IT Services constitute majority business.

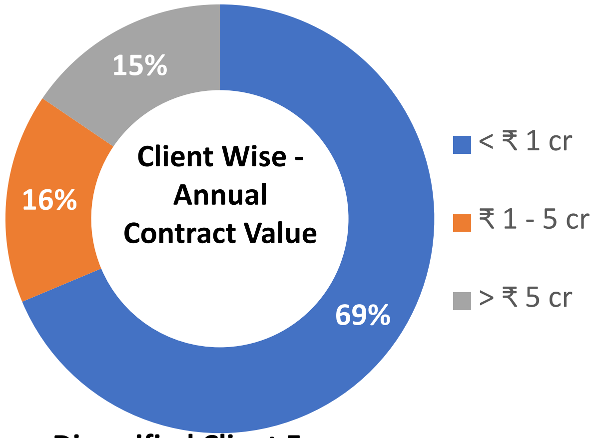


Revenue-base diversified across sectors

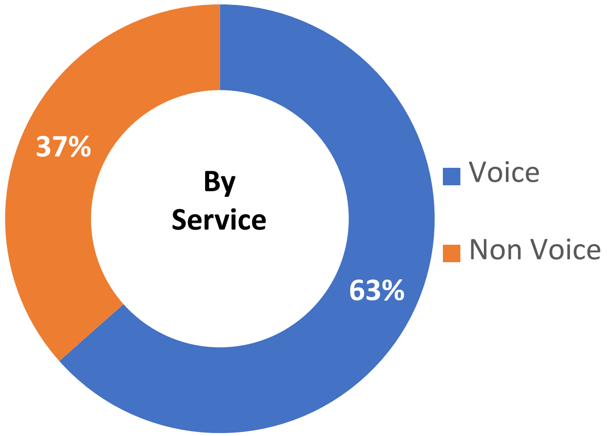


India is the main geographical focus

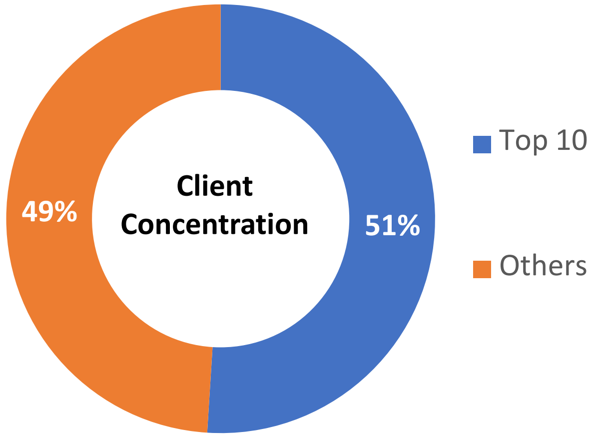
Client Insights (BPM)



Diversified Client Exposure:
Majority of contract sizes <1 cr



Healthy mix of Voice and Non-voice operations



Equal contribution by Major & Minor clients

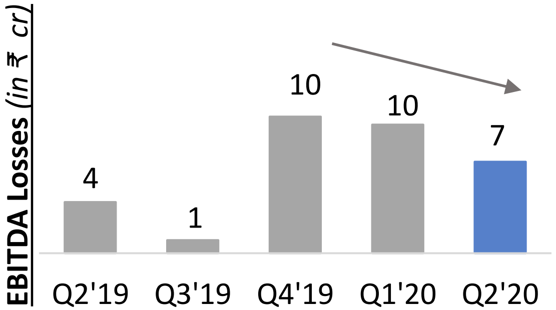
Emerging Businesses

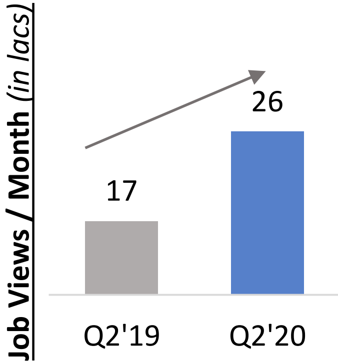
Emerging Businesses

QUESS
BETTER TOGETHER

monster Find Better.™ — Reduction in Operating losses & Improvement in Key Operating Metrics

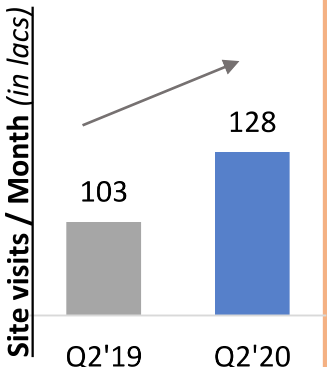
- **₹ 3 cr** sequential reduction in EBITDA losses.
- **Break Even expected by Q4 2019**
- Followed by scale-up of revenues and **increase in profitability**.



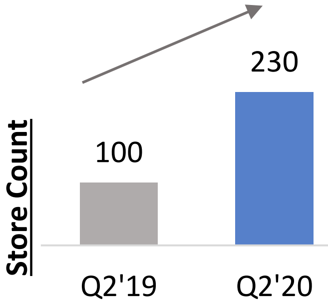


53% YoY increase in Job views & **24% YoY** increase in Site visits .

Search engine ramp up efforts underway, driven by **AI & ML aided upgradations.**

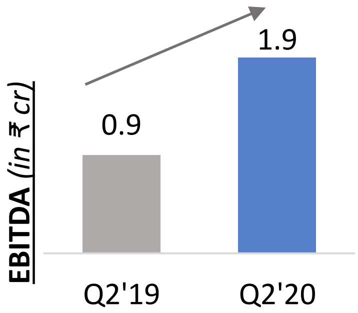


DIGICARE SERVICES — Expanding Store Network

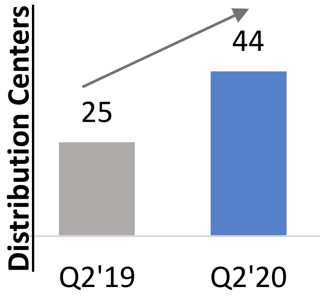


Quarterly EBITDA doubled YoY to ₹ 1.9 cr driven **by 130% YoY increase in store count.**

Accelerated growth expected as new stores mature and **₹ 12 cr** is infused for further expansion of store network and service offerings

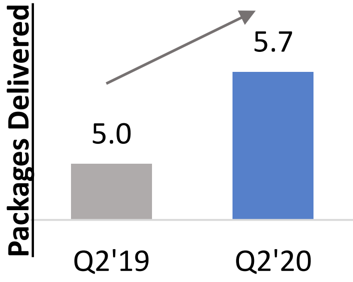


DEPENDO Dependable Logistics Partner — Growth in Delivery Volumes & Distribution Centers Managed



Increased geographic footprint from 51+ cities in FY19 to **70+ cities** in Q2 FY20.

Surpassed its previous **peak delivery capacity** of 100k packages / day in FY19 to **150k+ in Q2 FY20**



Summary

During the quarter, Quess delivered key wins on multiple fronts

- Strong Revenue Growth (27% YoY)
- Steady Profitability (6.1% EBITDA margin; Increase of 70 bps YoY)
- Significant operating cash flow conversion (49%; increase of 700 bps YoY)
- Successful Resolution of pending dues from Trimax
- Simplification of overall entity structure
- Reduction of debt and inter-company loans
- Investment of ₹ 51cr by Amazon into Quess

Annexures

Income Statement (Q2 & H1 FY20)

QUESS
BETTER TOGETHER

(in ₹ cr)

	Quarterly					Half-yearly		
Particulars	**Q2FY20**	**Q2FY19**	**Q1 FY20**	**YoY**	**QoQ**	**H1FY20**	**H1FY19**	**YoY**
Revenue from operations	**2,650**	**2,092**	**2,395**	**27%**	**11%**	**5,045**	**4,060**	**24%**
Less:								
Employee benefit expense	(2,170)	(1,641)	(1,934)	32%	12%	(4,104)	(3,190)	29%
Cost of material	(70)	(84)	(65)	(16%)	9%	(135)	(149)	(9%)
Other expenses	(249)	(255)	(249)	(2%)	-	(497)	(507)	(2%)
Total expenses	(2,489)	(1,980)	(2,247)	**26%**	**11%**	**(4,736)**	**(3,846)**	**23%**
EBITDA	**161**	**112**	**147**	**44%**	**10%**	**309**	**214**	**44%**
Other income	16	14	17	12%	(5%)	33	30	10%
Interest	(41)	(22)	(34)	89%	19%	(75)	(41)	83%
Depreciation and amortisation	(55)	(20)	(49)	172%	11%	(104)	(41)	154%
Operating EBT	**82**	**85**	**81**	**(3%)**	**(2%)**	**162**	**162**	**-**
Intangible amortisation	(11)	(9)	(9)	18%	21%	(19)	(18)	7%
NCI Put Option Liability	(5)	(7)	(5)	(21%)	1%	(10)	(13)	(21%)
Share of Profit from Associates (net of income tax)	(4)	3	0			(4)	5	
Earnings before tax	**62**	**72**	**67**	**(16%)**	**(9%)**	**129**	**136**	**(5%)**
Tax	3	(10)	(11)			(8)	(20)	(61%)
Profit after tax	**65**	**62**	**56**	**5%**	**16%**	**121**	**116**	**5%**
EBITDA margin	6.09%	5.36%	6.15%	73bps	(6bps)	6.12%	5.28%	84bps
PAT margin	2.45%	2.95%	2.35%	(49bps)	10bps	2.40%	2.86%	(45bps)
Basic EPS	4.15	4.25	3.69	(2%)	12%	7.84	8.01	(2%)
Diluted EPS	4.13	4.22	3.67	(2%)	12%	7.80	7.97	(2%)

Balance Sheet

QUESS
BETTER TOGETHER

(in ₹ cr)

Particulars	30-Sep-19	31-Mar-19	Var %
Non-current assets			
Fixed assets	539	236	130%
Intangibles	1,583	1,435	10%
Investments	86	90	(7%)
Other non-current assets	987	846	17%
Current assets			
Trade receivables	941	913	3%
Cash and cash equivalents	636	624	2%
Unbilled revenue	829	703	18%
Loans & other current assets	196	165	19%
Total assets	**5,795**	**5,012**	**16%**
Equity			
Share capital	147	146	1%
Other equity	2,712	2,580	5%
Non controlling interest	74	3	2,292%
Debt			
Long term debt	296	209	41%
Short term debt	623	575	2%
Other liabilities			
Trade & other payables	143	173	(17%)
Other Financial Liabilities	998	957	4%
Other provisions & tax liabilities	803	368	118%
Total equities and liabilities	**5,795**	**5,012**	**16%**

Segment Reporting

(in ₹ cr)

Particulars	Quarter Sep 2019	Quarter Jun 2019	Quarter Mar 2019	Quarter Dec 2018	Quarter Sep 2018	Full year Mar 2019
Workforce Management Platform						
Revenue	1,667	1,487	1,394	1,285	1,208	5,035
EBITDA	90	89	95	77	69	309
EBITDA %	*5.4%*	*6.0%*	*6.8%*	*6.0%*	*5.7%*	*6.1%*

Operating Asset Management Platform						
Revenue	432	427	438	431	434	1,702
EBITDA	29	32	36	34	34	134
EBITDA %	*6.7%*	*7.5%*	*8.3%*	*7.8%*	*7.9%*	*7.9%*

Tech Services Platform						
Revenue	551	480	462	456	449	1,790
EBITDA	63	46	20	28	28	98
EBITDA %	*11.5%*	*9.6%*	*4.3%*	*6.2%*	*6.1%*	*5.5%*

Segment Reporting : Based on old Segments

QUESS BETTER TOGETHER

(in ₹ cr)

Particulars	*Quarter* Sep 2019	*Quarter* Jun 2019	*Quarter* Mar 2019	*Quarter* Dec 2018	*Quarter* Sep 2018	*Full year* Mar 2019
People Services						
Revenue	1,359	1,193	1,107	991	913	3,880
EBITDA	75	74	61	52	47	204
EBITDA %	*5.6%*	*6.2%*	*5.5%*	*5.2%*	*5.1%*	*5.2%*
Technology Solutions						
Revenue	826	739	711	714	707	2,796
EBITDA	84	70	66	56	53	222
EBITDA %	*10.2%*	*9.5%*	*9.2%*	*7.8%*	*7.5%*	*7.9%*
Facilities Management						
Revenue	335	322	328	312	311	1,230
EBITDA	34	33	31	27	26	106
EBITDA %	*10.2%*	*10.1%*	*9.4%*	*8.5%*	*8.5%*	*8.6%*
Industrials						
Revenue	97	105	110	119	123	472
EBITDA	(5)	(1)	5	7	8	28
EBITDA %	*-5.3%*	*-0.8%*	*4.8%*	*6.1%*	*6.6%*	*6.0%*
Internet Business						
Revenue	33	36	39	36	37	149
EBITDA	(6)	(9)	(12)	(2)	(3)	(19)
EBITDA %	*-17.0%*	*-24.3%*	*-30.5%*	*-5.1%*	*-8.1%*	*-12.5%*

THANK YOU

Quess Corp Limited

3/3/2, Bellandur Gate, Sarjapur Road, Bangalore – 560095,
Karnataka, India | www.quesscorp.com