

QCL/SEC/2025-26/23

June 03, 2025

To,

BSE Limited,
1st Floor, New Trading Ring,
Rotunda Building, PJ Towers,
Dalal Street, Mumbai – 400 001
Security Code – 539978

National Stock Exchange of India Limited
Exchange Plaza,
Bandra- Kurla Complex,
Bandra (East), Mumbai – 400 051
NSE Symbol – QUESS

Dear Sir/ Madam,

Sub: Press Release and Presentation

Please find enclosed herewith a copy of the Press Release titled “Origint - Powered by Quess, a New Business Line to Leverage India’s \$105B GCC Opportunity” dated June 03, 2025 along with the Presentation titled “Winning together”.

The above information will also be available on the website of the Company at www.uesscorp.com

Kindly take the above information on record.

Yours sincerely,

For Quess Corp Limited

Kundan K Lal
Company Secretary & Compliance Officer
Membership No.: F8393

Encl: as above.

Quess Corp Limited

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www.uesscorp.com

Origint - Powered by Quess, a New Business Line to Leverage India's \$105B GCC Opportunity

Bangalore | 03 June 2025 — [Quess Corp](#), India's largest and a global leader in staffing and workforce solutions, has announced a strategic business line capitalising on the surging Global Capability Center (GCC) ecosystem with the launch of **Origint - Powered by Quess**. This is an end-to-end service-line to help global enterprises set up, scale, and operate high-performing capability centers across India and key international markets.

This strategic move comes at a time when India has emerged as the epicenter of GCC growth. The country now hosts 1,700+ GCCs, with 120 new centers launched in 2024 alone. These centers contributed to 17% YoY tech workforce growth, adding nearly 1.8 lakh jobs in 2024, and the market is projected to reach \$105 billion by 2030, employing 24 lakh professionals.

As GCCs evolve from cost-efficiency centers into strategic hubs of innovation, Origint serves as a single-window solution to empower global capabilities and offers a comprehensive solution that spans blueprinting, regulatory compliance, real estate, infrastructure management, digital on-boarding, AI-powered hiring, and managed operations for global enterprises. It offers bespoke solutions for firms seeking shared service hubs, tech delivery centers, R&D units, or customer experience operations.

"Global enterprises are increasingly seeking more than mere cost savings — they want speed, innovation, and efficiency at scale," said **Guruprasad Srinivasan, CEO & Executive Director, Quess Corp**. *"With Mohit Mathur joining as Chief Business Officer for our GCC business, we are scaling up this opportunity. Under Mohit's leadership, Origint is being launched to transform capability centers into dynamic ecosystems that empower businesses to scale and thrive in a rapidly evolving digital landscape. This is more than a new service line, it's a growth engine for our clients and for Quess. Origint is our commitment to powering the next wave of enterprise transformation, not as a service provider, but as a long-term growth partner."*

"Over the last 17 years, Quess has built a solid foundation which further enabled us to support over 350 GCCs across 8 countries. Origint - Powered by Quess and in partnership with our demerged entities - Digitide for AI-first digital solutions and Bluspring for infrastructure management, and other key external global partners, we are making a bold bet on the future of GCCs. With this holistic approach across people, platforms, and precision delivery, we are poised to reimagine the GCC playbook." said **Lohit Bhatia, President – Workforce Management, Quess Corp**.

With a presence across **28 Indian cities** and **7 global markets**, Quess brings deep regional execution capabilities, a critical advantage for firms looking to scale in India and beyond. The company has already accelerated the growth journey for several enterprises across industries such as **IT, BFSI, Engineering, Telecom, Manufacturing, and Retail** through its capability center models. Through Origint, Quess Corp signals a larger ambition, to become the **go-to partner for future-ready infrastructure**.

About Quess Corp

Established in Bengaluru in 2007, Quess Corp Limited (BSE: 539978, NSE: QUESS) is India's largest and a global leader in staffing and workforce solutions. Post the demerger in April 2025, Quess Corp is now positioned as a staffing company, with deep domain expertise and AI-driven digital platforms to help businesses enhance productivity and build a future-ready workforce.

Its comprehensive suite of technology-enabled staffing and managed outsourcing services spans key sectors including BFSI, Retail, Telecom, Manufacturing, IT, and GCCs. Today, Quess has a workforce of approximately 4,59,000 employees across 8 countries and serving over 1700 clients.

Quess Corp, ranked 32nd by GPTW India and 37th on SIA's Global 2024 list, has been certified a Great Place to Work for six consecutive years. In 2025, it became the first Indian firm to join the World Employment Confederation. In just 17 years, Quess has grown from a start-up to a trusted global workforce leader.

Please visit www.uesscorp.com for more information.

For more information, kindly connect -

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WINNING TOGETHER

WINNING TOGETHER

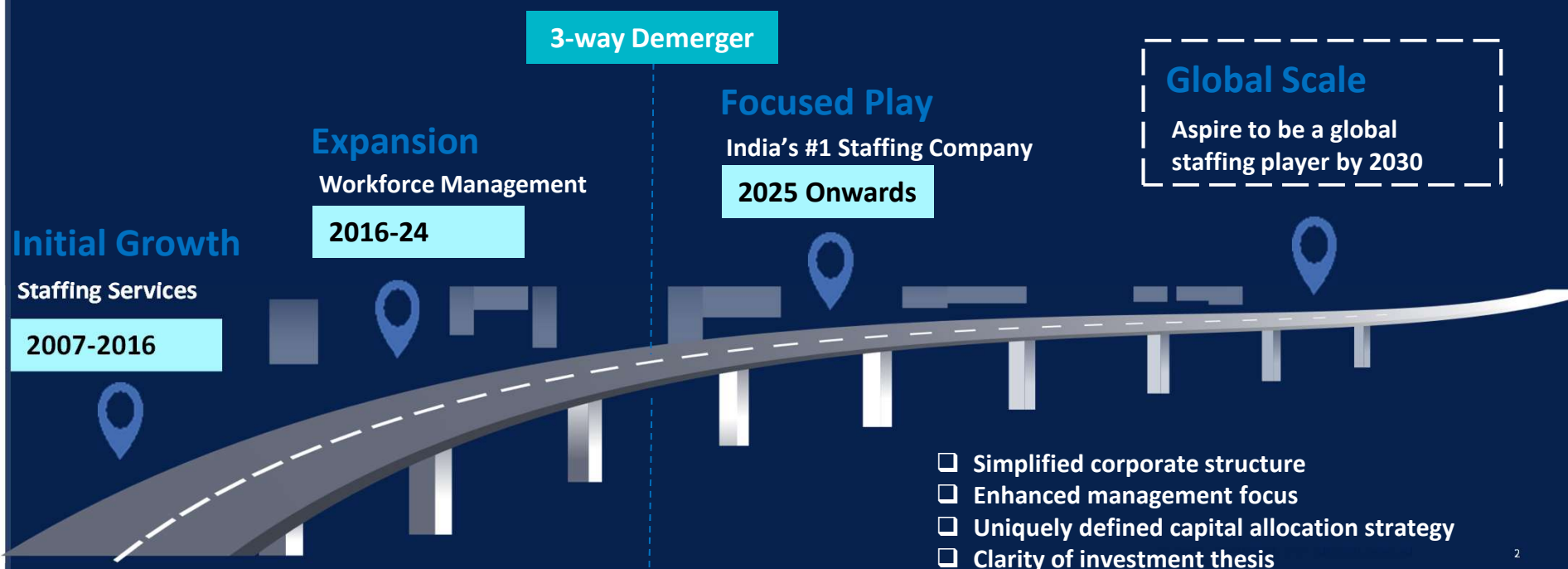
Demerger: Quess (Remain co.)

Vision

To build a tech-driven workforce ecosystem that empowers businesses and talent to thrive

Objective

Position Quess as the preferred career and technology-driven talent partner



Value Creation

Longstanding client relationships

~1,700 clients with 35%+ with 5-years+ tenure

India's Largest Staffing player

459k+ associates with 70+ offices

Global Scale Operations

Footprint across 8 countries

Catalyzed Job Growth

Since IPO, 2.5 million+ jobs added with 1 mn+ first time workers

QUESS

People-First philosophy

6th consecutive GPTW recognition; 50% gender diversity in core employees

Shareholder Returns

Healthy adj ROE levels of 19%
Sustainable dividend policy

Healthy Balance Sheet

Gross debt at ₹ 12 crore, net cash position of ₹ 255 crore

Strong cashflows

DSO at 37 days
EBITDA to OCF* at 151%

The Global Opportunity of GCCs

GCCs: Market size is projected to increase to more than \$300 billion by 2032, growing at a rate of 13.51% CAGR

Key Growth Drivers

- Digital Transformation
- Cost Optimization
- Access to Global Talent
- Time Zone Advantage
- Strategic Control vs Outsourcing

Industry Adoption

- BFSI
- Technology
- Healthcare
- Retail & CPG
- Manufacturing



Over 3,200 GCCs globally—and growing. Enterprises are rethinking global operations through GCCs to drive efficiency, resilience, and innovation

The **GCC** Surge

India Isn't Just a Hub, It's the New Growth Engine

- **Projected growth to 2,400 GCCs by 2030**
- **115 new setups projected annually by 2030**
- **Market expansion from \$45B to \$110B**
- **GCC workforce to expand to 2.5–2.8 million by 2030**
- **Leadership roles to grow from 6,500 to 30,000+**

Our GTM approach targets high-growth regions and verticals where digital adoption and operational scale are key priorities

Demand for control, integration, and IP protection is driving a shift from outsourcing to owned capability centers.



GCC: **The Quest Opportunity**

Talent Engine for GCCs: Who We Hire

Skilled, Scalable, Strategic *Talent* for Every *GCC* Need

Technology Skills:

- Development
- SAP
- Testing
- Data Science
- Cloud Computing
- DevOps
- Cybersecurity

Digital & Analytics

- AI/ML
- Data Engineering
- Business Intelligence
- RPA

Domain-Specific Experts

- Healthcare Coders
- Banking Analysts
- Supply Chain Specialists

Operations & Shared Services

- F&A
- HR Ops
- Legal Support
- Procurement
- PMO

Customer Experience

- Multilingual Support
- Tech Helpdesk
- Inside Sales
- Customer Success

We don't just fill roles, we build high-performance global teams that drive transformation

Rewriting the **GCC** **Playbook**



Built to go from **Blueprint-to-Boardroom**—faster, smarter, and leaner



350+ GCCs set up and scaled across industries



Part of **India's largest** workforce solutions group



17+ years enabling global capability centers



**Build Smarter
Scale Faster**

ORIGINT
POWERED BY QUESS

Setup to Scale — With One Transformation Partner



The Execution Gap in the Bold GCC Vision

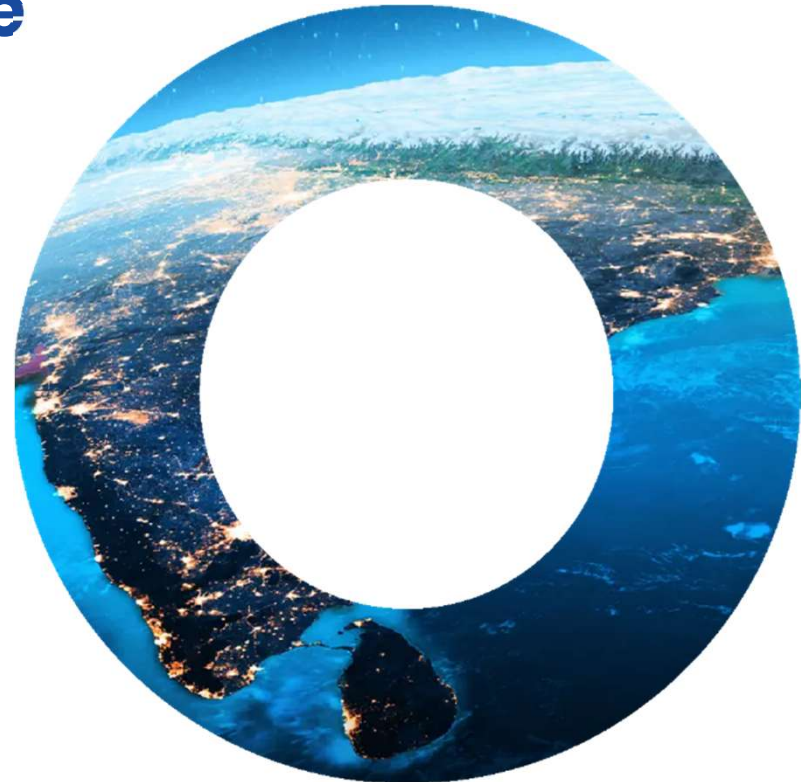
● Long **go-live timelines** despite leadership urgency

● Rising concerns over **data security**, IP protection, and governance control.

● Complex **regulatory and infrastructure** setup

● **Talent** scale-up often lags in both speed and quality.

Today's GCC leaders don't lack vision—they lack a true execution partner.





Areas to Address



- Execution **misaligned** from **outcomes**
- Overdependence on intermediaries and **siloed vendors**
- **Zero flexibility**, opaque pricing

- **High cost, low agility** models
- **Conflicts of interest** built into the ecosystem

The need today is for speed, transparency, and success.

Origint: Poised for the New Era



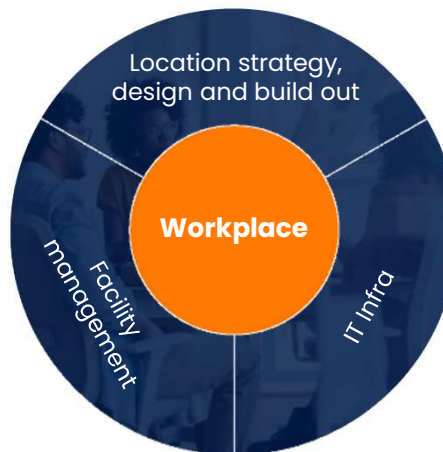
One Partner. All-In Execution.

A unified model that eliminates fragmentation—integrating setup, operations, talent, tech, and compliance into a single, seamless value chain.

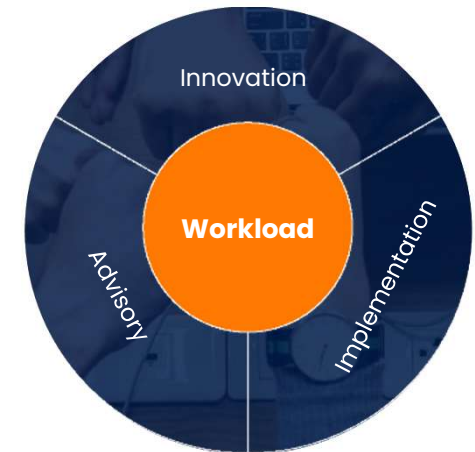
We implement this in three ways:



Orchestrate end-to-end talent lifecycle: attraction, development, and retention



Manage end-to-end facility setup—from regulatory clearances to go-live execution



Deliver functional and technology advisory services, implementation, and innovation enablement.

- What it Delivers:**
- 40–50% faster setup, Scalable delivery model with embedded agility,
 - Transparent pricing: No markup-on-markup, Full-stack accountability from day one



From Idea to Impact: Your GCC Journey, Reimagined





New Name. Real Impact.



Healthcare



Banking



Telecom



The **Critical** Levers

Workforce-as-a-Service

Workplace-as-a-Service

Workload-as-a-Service



The Origent Talent Grid – Future-Ready Teams by Design

End-to-end talent solutions engineered for scale, speed, and stickiness.

ATTRACT

High-quality hires with rapid ramp-up

NURTURE

Structured development, performance-first environments

RETAIN

Proactive strategies to build loyalty, growth, and engagement

Value proposition

Quicker Access to Talent

Lower Cost of Operations

Flexibility and Scalability

Increased Oversight

Improved Talent Management

Future-ready teams aren't found—they're built.

Workforce-as-a-Service

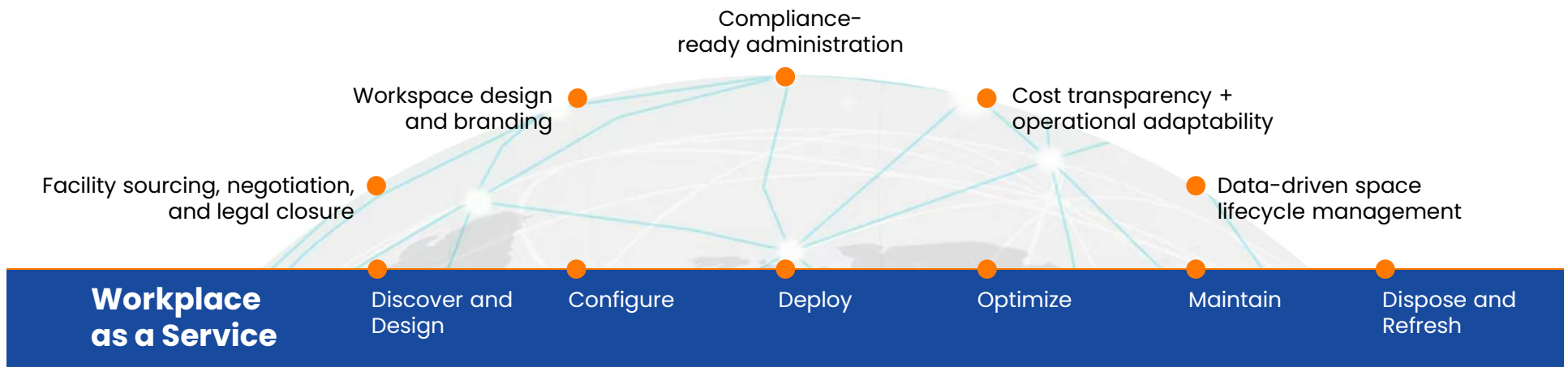
Workplace-as-a-Service

Workload-as-a-Service



The Origent Flexbase— Workspaces That Flex With You

From real estate acquisition to full-stack facility management Origent replaces heavy CAPEX with flexible OPEX.



Make your workplace a growth enabler—not a sunk cost.

Workforce-as-a-Service

Workplace-as-a-Service

Workload-as-a-Service



One Stack. Full Control.

Location Strategy and Administration

What's Included

- Site selection, leasing, and expansion roadmap
- Local intelligence for talent, market dynamics, and infrastructure alignment
- End-to-end vendor and partner coordination
- Drafting and closure of all risk & compliance contracts
- Legal oversight for complete regulatory compliance

Value proposition

Cost Transparency

Efficient Resource Mgmt.

Flexibility & Scalability

Reduced Fixed Costs

Seamless IT and Facility Control

Pre-configured, secure, enterprise-grade infrastructure – ready to run from day one.

What's Included

- Hardware & software provisioning
- Cloud & network services
- Cybersecurity & data protection systems
- IT service management
- One integrated stack. Zero disruption. Total control.

Flexibility & Scalability

Reduced Fixed Costs

Workforce-as-a-Service

Workplace-as-a-Service

Workload-as-a-Service



The Origint Engine - Scale Delivery Without Slowing Down

Built to convert business intent into execution at speed and scale.



Origint Powers

Advisory:

Process + domain consulting, innovation labs

Product Engineering:

Rapid prototyping, co-creation

Application Services:

ADM, platform services, automation, cloud

Value proposition

Faster Setup, Lower Risk

Pre-Built Infra & Talent Access

Scalable Teams

Built-In Governance and Compliance

Lower Total Cost of Execution

From delivery start to enterprise-scale, without a hitch.

We Don't Just Partner, We Co-Own Outcomes.



Origint - Your Single Transformation Partner



HealthTech: GCC Launched in 30 Days



- A US-based HealthTech leader partnered with Qess to launch a Hyderabad tech center focused on AI/ML
- Within 30 days: office secured, hiring initiated across critical tech roles, and a COE + PMO set up
- End-to-end support from India entry to talent acquisition delivered speed, scale, and strategic execution.



Key Takeaways

- **Origit is Qess Corp's bold new bet** on the future of Global Capability Centers—designed to deliver **faster setups, smarter operations, and full accountability**
- With a **fully integrated model** covering **talent, tech, and real estate**, Origit slashes go-live time by up to **50%**
- As enterprises look to scale globally, Origit is positioned as a **trusted transformation partner** across the **USA, Southeast Asia, Middle East, and Europe**
- **Simplifying cross-border expansion**, Origit enables seamless GCC launches
- Capex-heavy, fragmented setups are out. Origit brings in **flexible, scalable, and transparent OPEX solutions** across workforce, workplace, and workload
- The goal is clear: take global enterprises from **complexity to control, and setup to scale**—with clarity, agility, and measurable impact





**Taking you from Complexity to
Control, Setup to Scale!**

