



A **Q** **QUESS** Enterprise

Allsec Q1 FY'21 July 21, 2020

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Q1 FY'21 Consolidated Revenue

[All amounts in ₹ Lakhs]

Business	FY'21 Q1	FY'20 Q1	Var Q-oQ	FY'20 Q4	Var Q-o-Q
CLM-International	3,099	3,272	-5%	3,157	-2%
CLM-Domestic	979	1,887	-48%	1,602	-39%
CLM	4,078	5,159	-21%	4,759	-14%
HRO-Exports	480	389	23%	518	-7%
HRO-Domestic	1,834	1,644	12%	1,837	0%
HRO	2,314	2,033	14%	2,355	-2%
Total Revenue	6,392	7,192	-11%	7,114	-10%

Key Highlights

- CLM International revenue was impacted in April, however bounced back in May and June.
- CLM Domestic revenue was impacted due to covid, especially in the months of April and May.
- HRO grew 14% Y-o-Y as against Q1 FY'20 and remained at similar levels vis-a-vis Q4 FY'20.

Q1 FY'21 Consolidated Performance

[All amounts in ₹ Lakhs]

Particulars	Q1 FY'21	Q4 FY'20	Q1 FY'20	QoQ (%)	YoY (%)
Revenue from Operations	6,392	7,114	7,192	(10%)	(11%)
Less:					
Employee benefit expenses	(3,637)	(4,024)	(4,154)	(10%)	(12%)
Other expenses	(1,205)	(1,167)	(1,128)	3%	7%
Expenses before Covid Expense	(4,842)	(5,192)	(5,282)	(7%)	(8%)
EBITDA before Covid Expenses	1,550	1,922	1,910	(19%)	(19%)
Covid Expenses	252	69	-	265%	-
EBITDA	1,298	1,853	1,910	(30%)	(32%)
Other income	113	81	146	39%	(22%)
Finance cost	(36)	(47)	(74)	(23%)	(51%)
Depreciation & amortisation	(569)	(513)	(504)	11%	13%
Earnings before tax	807	1,375	1,478	(41%)	(45%)
Tax	(204)	(287)	(270)	(29%)	(24%)
Profit after tax	603	1,088	1,208	45%	(50%)
EBITDA margin before Covid exp	24.3%	27.0%	26.6%	(230) bps	(275) bps
EBITDA margin	20.3%	26.1%	26.6%	(573) bps	(625) bps
PAT margin	9.4%	15.3%	16.8%	(585) bps	(737) bps
Basic & Diluted EPS (in ₹)	3.96	7.14	7.93	(45%)	(50%)

Key Highlights

Gross Revenue:

- Revenue down 11% YoY and 10% QoQ primarily on account of drop in CLM Revenue.

Employee benefit expenses:

- Down 11% YoY in line with revenue reduction
- Down 8% QoQ as direct costs are managed in line with reduced revenue

Other expense:

- Higher by 14% QoQ due to Covid related costs of ₹.252 Lakhs in current quarter as against ₹ 69 Lakhs in Q4; Current quarter had an Fx loss ₹181 Lakhs
- YoY other expense higher by 24% due to Covid related expense in current quarter

EBITDA:

- Down 30% QoQ and 32% YoY due to lower revenue

Depreciation & Amortisation:

- QoQ higher by 11% due to Fixed Assets added during Q4 FY20

Earnings before Tax:

- QoQ lower by 41 % and YoY lower by 45% due to lower EBITDA and higher amortisation costs.

Q1 FY'21 Segment Performance

[All amounts in ₹ Lakhs]

S.No.	Description	Consolidated				
		Q1 FY'21	Q1 FY'20	YoY (%)	Q4 FY'20	QoQ (%)
1	<u>SEGMENT REVENUES</u>					
	Customer Lifecycle Management (CLM)	4,078	5,159	(21%)	4,759	(14%)
	Human Resource Outsourcing (HRO)	2,314	2,033	14%	2,355	(2%)
	Anti Money Laundering and Regulatory Compliance (AML)	-	-	0%	-	0%
	Total revenue from operations	6,392	7,192	(11%)	7,114	(10%)
2	<u>SEGMENT RESULTS</u>					
	Customer Lifecycle Management (CLM)	276	980	(72%)	678	(59%)
	Human Resource Outsourcing (HRO)	787	610	29%	734	7%
	Anti Money Laundering and Regulatory Compliance (AML)	-	(1)	(100%)	(54)	(100%)
	Total segment results	1,063	1,589	(33%)	1,358	(22%)
	Finance cost	(36)	(74)	(51%)	(47)	(23%)
	Other unallocable income / (expenses), net	(220)	(37)	487%	64	(444%)
	Total profit before tax	807	1,478	(45%)	1,375	(41%)

THANK YOU



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