



ALLSEC TECHNOLOGIES

*Building Lasting Relationships*

Q4 FY 2016 Highlights

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✓ **Business Update**

✓ **Performance Review & Analysis**

# **BUSINESS UPDATES**

## **INCOME FROM OPERATIONS – Stand Alone**

**Exports Revenue has been steady in this Quarter and remained at the same levels as previous Qtr.**

**Domestic revenues has seen an increase of 10% during the year due to addition of few clients with better pricing during the year/ previous year which has contributed to both Revenue and PAT.**

**HR BPO is a vertical which is growing organically for us and this will continue in the coming years too. This Vertical has shown an increase of 30% over previous year including Exports.**

|                                  | <b>March 31, 2016</b> | <b>March 31, 2015</b> | <b>Inc/(Dec) in %</b> |
|----------------------------------|-----------------------|-----------------------|-----------------------|
| <b>Exports – Voice/Non Voice</b> | <b>3256</b>           | <b>3179</b>           | <b>2%</b>             |
| <b>Exports – HR Payroll</b>      | <b>463</b>            | <b>91</b>             | <b>409%</b>           |
| <b>Domestic–Voice/Non Voice</b>  | <b>4138</b>           | <b>3925</b>           | <b>10%</b>            |
| <b>Domestic – HR payroll</b>     | <b>2979</b>           | <b>2552</b>           | <b>17%</b>            |
| <b>Total</b>                     | <b>10836</b>          | <b>9747</b>           | <b>11%</b>            |

# ***BUSINESS UPDATES***

## **INCOME FROM OPERATIONS – Consolidated**

**Revenues from Subsidiary in Manila have increased by 54% over previous year due to increased billing from existing clients and from new clients. Capacity Utilization has increased during the year resulting in higher PAT. We have also sublet excess seats resulting in rental income during the year.**

**Revenue from Subsidiaries in USA have increased substantially due to a new client added in December 2014. The revenues for the year from subsidiaries in USA was Rs. 107 Cr for this year as compared to Rs. 42 Cr for the previous year.**

# Summary – India Operations

|             | IN INR LAKHS  |               |               |  |               |               |
|-------------|---------------|---------------|---------------|--|---------------|---------------|
|             | Q4<br>FY 2016 | Q3<br>FY 2016 | Q4<br>FY 2015 |  | FY<br>2015-16 | FY<br>2014-15 |
| REVENUE     | 2777          | 2740          | 2484          |  | 10836         | 9747          |
| EBIDTA      | 427           | 456           | 190           |  | 1525          | 486           |
| EBIDTA %    | 15%           | 17%           | 8%            |  | 14%           | 5%            |
| PBT         | 342           | 361           | 9             |  | 1245          | (130)         |
| PAT         | 109           | 297           | 9             |  | 948           | (174)         |
| CASH PROFIT | 213           | 422           | 162           |  | 1451          | 492           |

*Revenues remain at the same levels as last Quarter, while it has gone up by 12% over same quarter last Year.*

*EBIDTA has gone down by 2% mainly due to Forex translation loss during this quarter. EBIDTA Margin has improved by 7% over same Quarter last year.*

*Though there is a carry forward losses , we have provided for MAT tax in this Quarter of Rs. 233 lakhs resulting in lower PAT as compared to previous Qtr.*

## Key Metrics – India Operations

|                                    | Q4<br>FY 2016 | Q3<br>FY 2016 | Q2<br>FY 2016 | Q4<br>FY 2015 |
|------------------------------------|---------------|---------------|---------------|---------------|
| MANPOWER NO AGENT                  | 2222          | 2064          | 2519          | 2567          |
| SUPPORT STAFF NO                   | 185           | 193           | 196           | 198           |
| ATTRITION %                        | 13%           | 20%           | 15%           | 15%           |
| STAFF COST AS A % OF SR – EXP      | 28%           | 31%           | 38%           | 44%           |
| STAFF COST AS A % OF SR – DTA      | 56%           | 55%           | 57%           | 63%           |
| STAFF COST AS A % OF SR – HR       | 33%           | 34%           | 32%           | 35%           |
| DEBTORS O/S (DSO)                  | 58            | 69            | 67            | 62            |
| CLIENT CONCENTRATION<br>TOP CLIENT | 13%           | 14%           | 14%           | 13%           |
| TOP 3 CLIENT                       | 33%           | 33%           | 31%           | 32%           |
| TOP 5 CLIENT                       | 47%           | 47%           | 44%           | 44%           |

# Summary – Manila Operations

IN INR LAKHS

|          | Q4<br>FY 2016 | Q3<br>FY 2016 | Q4<br>FY 2015 |  | FY<br>2015-16 | FY<br>2014-15 |
|----------|---------------|---------------|---------------|--|---------------|---------------|
| REVENUE  | 565           | 500           | 415           |  | 2060          | 1337          |
| EBITDA   | 197           | 165           | 146           |  | 744           | 347           |
| EBITDA % | 34.9%         | 33.0%         | 35.1%         |  | 36.1%         | 25.9%         |
| PBT      | 193           | 147           | 142           |  | 713           | 327           |
| PAT      | 177           | 132           | 117           |  | 652           | 290           |
| CASH PAT | 181           | 135           | 122           |  | 667           | 239           |

*Revenues have grown by 13% over previous quarter while it has gone up by 48% over same quarter last Year due to addition of new Clients during the year.*

*EBIDTA has gone up by 20% due to higher Sales. EBIDTA Margins is at 35% for this Quarter and 36% for the full year.*



# Summary – US Operations

IN INR LAKHS

|                              | Q4<br>FY 2016 | Q3<br>FY 2016 | Q4<br>FY 2015 |  | YTD<br>2015-16 | YTD<br>2014-15 |
|------------------------------|---------------|---------------|---------------|--|----------------|----------------|
| <b>REV IN USD in Million</b> | <b>5.724</b>  | <b>3.621</b>  |               |  | <b>16.155</b>  | <b>6.887</b>   |
| <b>REVENUE</b>               | <b>3705</b>   | <b>2561</b>   | <b>1166</b>   |  | <b>10721</b>   | <b>4204</b>    |
| <b>EBITDA</b>                | <b>876</b>    | <b>382</b>    | <b>106</b>    |  | <b>1965</b>    | <b>-1077</b>   |
| <b>EBITDA %</b>              | <b>23.6%</b>  | <b>14.9%</b>  | <b>9.0%</b>   |  | <b>15.5%</b>   | <b>-25.6%</b>  |
| <b>PBT</b>                   | <b>774</b>    | <b>274</b>    | <b>(40)</b>   |  | <b>1509</b>    | <b>-1561</b>   |
| <b>PAT</b>                   | <b>791</b>    | <b>274</b>    | <b>(40)</b>   |  | <b>1509</b>    | <b>-1561</b>   |
| <b>CASH PROFIT</b>           | <b>858</b>    | <b>330</b>    | <b>62</b>     |  | <b>1760</b>    | <b>-1139</b>   |

*Revenues in USD terms has increased by 58% and in INR terms it has increased by 45% over last Quarter.*

*EBIDTA margins has increased by 9% over Previous Quarter due to Volume Efficiencies.*

# Summary – Consolidated

IN INR LAKHS

|             | Q4<br>FY 2016 | Q3<br>FY 2016 | Q4<br>FY 2015 |  | YTD<br>2015-16 | YTD<br>2014-15 |
|-------------|---------------|---------------|---------------|--|----------------|----------------|
| REVENUE     | 6966          | 5746          | 3313          |  | 23338          | 15086          |
| EBITDA      | 1487          | 999           | -53           |  | 4194           | -41            |
| EBITDA %    | 21.9%         | 17.4%         | -1.6%         |  | 18.1%          | 0.0%           |
| PBT         | 1330          | 777           | -358          |  | 3455           | -1233          |
| PAT         | 1097          | 698           | -364          |  | 3096           | -1406          |
| CASH PROFIT | 1225          | 889           | -97           |  | 3851           | -305           |