



ALLSEC TECHNOLOGIES

*Building Lasting Relationships*

Q1 FY 2017 Highlights

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✓ **Business Update**

✓ **Performance Review & Analysis**

# **BUSINESS UPDATES**

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

**Exports Revenue has decreased by 12% as compared to same Quarter last year.**

**Domestic revenues has remained at the same levels as in the same Quarter last year.**

**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 27% over same Quarter last year including Exports.**

	<b>QTR 1 16-17</b>	<b>QTR 1 15-16</b>	<b>INC/(DEC) IN %</b>
<b>EXPORTS - VOICE / NON VOICE</b>	<b>694</b>	<b>793</b>	<b>-12%</b>
<b>EXPORTS - HR PAYROLL</b>	<b>131</b>	<b>60</b>	<b>118%</b>
<b>DOMESTIC - VOICE / NON VOICE</b>	<b>1017</b>	<b>1051</b>	<b>-3%</b>
<b>DOMESTIC - HR PAYROLL</b>	<b>802</b>	<b>673</b>	<b>19%</b>
<b>TOTAL</b>	<b>2644</b>	<b>2577</b>	<b>3%</b>

# ***BUSINESS UPDATES***

## **INCOME FROM OPERATIONS – Consolidated**

**Revenues from Subsidiary in Manila have increased by 28% over same quarter previous year due to increased billing from existing clients and from new clients.**

**The PAT is lower compared to same quarter previous year is due to lower other income from lease rentals in the previous year.**

**Revenue from Subsidiaries in USA have increased substantially due to a new client added in previous year. The revenues for the year from subsidiaries in USA was Rs. 4014 Lakhs for this quarter as compared to Rs. 2098 lakhs for the same quarter previous year.**

**PAT is also higher for the quarter at Rs.794 lakhs while it was at Rs 182 lakhs for the same quarter last year due to higher Sales.**

# Summary – India Operations

IN INR LAKHS

	Q1 FY 2017	Q4 FY 2016	Q1 FY 2016
REVENUE	2644	2777	2578
EBIDTA	403	427	205
EBIDTA %	15%	15%	8%
PBT	406	342	81
PAT	406	109	81
CASH PROFIT	504	213	221

*Revenues was lower when compared to last Quarter, while it has gone up by 3% over same quarter last Year.*

*EBIDTA has gone down by 6% mainly due to lower sales. However EBIDTA Margin has been maintained at previous Quarter levels despite reduction in Sales.*

*PBT is higher than previous quarter mainly due to Interest Income from IT Refund.*

*PAT is higher as in the Last Quarter we have provided for higher MAT of Rs 233 lakhs.*

## Key Metrics – India Operations

	Q1 FY 2017	Q4 FY 2016	Q1 FY 2016
<b>MANPOWER NO AGENT</b>	<b>2187</b>	<b>2222</b>	<b>2546</b>
<b>SUPPORT STAFF NO</b>	<b>181</b>	<b>185</b>	<b>208</b>
<b>ATTRITION %</b>	<b>16%</b>	<b>13%</b>	<b>14%</b>
<b>STAFF COST AS A % OF SR – EXP</b>	<b>43%</b>	<b>28%</b>	<b>42%</b>
<b>STAFF COST AS A % OF SR – DTA</b>	<b>54%</b>	<b>56%</b>	<b>57%</b>
<b>STAFF COST AS A % OF SR – HR</b>	<b>36%</b>	<b>33%</b>	<b>34%</b>
<b>DEBTORS O/S (DSO)</b>	<b>70</b>	<b>58</b>	<b>61</b>

# Summary – Manila Operations

IN INR LAKHS

	Q1 FY 2017	Q4 FY 2016	Q1 FY 2016
REVENUE	629	565	490
EBITDA	127	197	173
EBITDA %	20%	35%	35%
PBT	123	193	168
PAT	111	176	153
CASH PAT	115	181	158

*Revenues has grown by 10% over previous quarter while it has gone up by 28% over same quarter last Year due to addition of new Clients during the second half of PY.*

*EBIDTA has decreased by 36% due to income from lease rentals booked in the previous Qtr. From April there is no lease rental income.*

*PBT is lower than the previous quarter due to lower EBIDTA.*



# Summary – US Operations

IN INR LAKHS

	Q1 FY 2017	Q4 FY 2016	Q1 FY 2016
<b>REV IN USD</b>	<b>5962</b>	<b>5724</b>	<b>3239</b>
<b>REVENUE</b>	<b>4014</b>	<b>3705</b>	<b>2098</b>
<b>EBITDA</b>	<b>885</b>	<b>876</b>	<b>316</b>
<b>EBITDA %</b>	<b>22%</b>	<b>24%</b>	<b>15%</b>
<b>PBT</b>	<b>794</b>	<b>774</b>	<b>198</b>
<b>PAT</b>	<b>794</b>	<b>791</b>	<b>182</b>
<b>CASH PROFIT</b>	<b>838</b>	<b>858</b>	<b>260</b>

*Revenues in USD terms has increased by 4% and in INR terms it has increased by 7% over last Quarter.*

*EBIDTA is at the same levels as compared to previous quarter but has doubled compared to same Quarter last year.*

# Summary – Consolidated

IN INR LAKHS

	Q1 FY 2017	Q4 FY 2016	Q1 FY 2016
REVENUE	7193	6966	5097
EBITDA	1416	1487	668
EBITDA %	19.7%	21.9%	13.1%
PBT	1324	1330	420
PAT	1312	1097	389
CASH PROFIT	1457	1225	612