

January 22, 2025

**Listing Department,
BSE Ltd.,**
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001
Scrip Code: **532633**

**Listing Department,
National Stock Exchange of India Limited,**
“Exchange Plaza”,
Bandra-Kurla Complex, Bandra (East),
Mumbai-400 051
Symbol: **ALLDIGI**

Dear Sir/Madam,

Sub: Submission of Investors' Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Investors' Presentation on the financial performance of the Company for the quarter ended December 31, 2024.

Request to please take the same on record.

Yours Faithfully
For Alldigi Tech Limited
(Formerly known as Allsec Technologies Limited)

Neeraj Manchanda
Company Secretary & Compliance Officer
Encl: - A/a



Alldigi Tech Ltd

Earnings Update
Q3 FY25



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Q3 FY25 Key Highlights

Revenue

₹ 139.5 Cr

↑ 24.2% YoY* ↑ 6.1% QoQ

Reported EBITDA

₹ 32.4 Cr

↑ 6.6% YoY ↑ 5.2% QoQ

PAT

₹ 19.9 Cr

↑ 76.1% YoY ↑ 64.5% QoQ

Int Revenue

64%

↑ 7% YoY & QoQ

*ex LLC divestment

Maintained leadership in EXM with **4.4 million employee records** processed in the managed services space

YTD sales at par with the full-year FY24 sales

Manila headcount up 15% QoQ;

Increased operational efficiency – **EXM records processed / FTE improved by 3% YoY**

SmartHR (Buzzily) progress on track with the funnel building for SaaS/SME segment

Digital/AI initiatives

EXM

- **Gen AI Bot** adoption for faster 24*7 assistance – for Income Tax & Payroll rules & Client employee Handbook
- AI Assistant for tax declarations & leave applications
- **Interactive Visual Dashboards** to analyze monthly trends

CXM : Speech analytics for call analysis & insights

Contents



Company Overview



Key Business Highlights



Financial Performance



Business segments update



Annexures



The background features a large target with concentric circles in shades of blue and white on the left side. Three arrows with white shafts and red fletching are shown in flight, pointing towards the center of the target. The overall background is a gradient of red.

Company Overview

Global Leader in Outsourcing Solutions

Corporate



Quess Corp subsidiary, backed by Fairfax Holdings (Canada)



24 years of Global BPO service Excellence

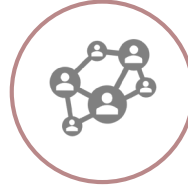


~400 Client engagements globally including Fortune 100 companies

Employee Experience Management (EXM)



~1.5 M employee records processed per month- clear market leadership

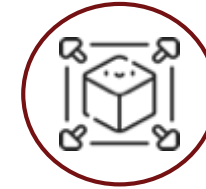


4,71,000+ monthly employee self service portal log-ins



Continued investments in Tech & Product upgrades

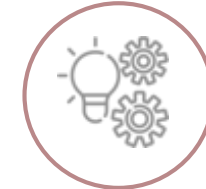
Customer Experience Management (CXM)



Continued strong service delivery with topping of partner league tables for many customers



Journey from Operations to business value adds including Digital/ RPA tools



2 decades of delivering Global Business Solutions

Global Delivery Capabilities

- ❖ Servicing **46 Countries**
- ❖ Holding company India, Subsidiaries - US & Manila.
- ❖ FTEs – Allsec ~ 6,200 - India (~4,700) Manila (~1,500)
- ❖ Manila - Multi-lingual hub offering **12+ International languages** using native speakers



Chennai (HQ), Bangalore, Noida, India – ~4,500 Seats

- Hindi
- English
- Tamil
- Telugu
- Kannada
- Malayalam
- Marathi
- Punjabi
- Gujarati
- Bengali
- Odia



Manila, Philippines – ~1420 Seats

- Mandarin
- Spanish
- Japanese
- German
- Turkish
- French
- English
- Arabic
- Portuguese
- Malay
- Bahasa-Indonesia
- Italian
- Polish




New Jersey, USA

Leading and fast-growing provider of end-to-end EXM services



HR Services

- On-boarding
- Employee Info Store
- Postings
- Exits



Reimbursement System

- Travel Requisition with workflow
- Alerts to Travel Desk, Admin
- Travel Claims & Vouching
- Settlements



Leave & Attendance

- Leave Mgt. with ESS & Workflow
- Time Management, Shifts, OT
- Attendance Processing



HRMS & Eco-system

- Hire-to-Retire HRMS integrated with a product eco-system supported by best-in-class partners



Payroll

- Global & Configurable Payroll
- Tax Engines
- Payroll Statutory & Control Reports



Retirals

- PF Trust Accounting
- Loans
- Investments

Smart HR

Better workplace with an end-to-end solutions for Enterprise Customers



Smart Pay

Manage & deliver powerful & accurate payroll every time

Smart Stat

Tackle complex payroll compliances backed by technology

Key Highlights



~**1.5 M** employee records processed per month- clear market leadership



~**4.5 lacs** monthly active users on SmartHR

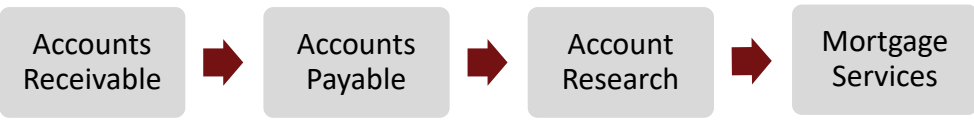


Continued investments in Tech & Product upgrades

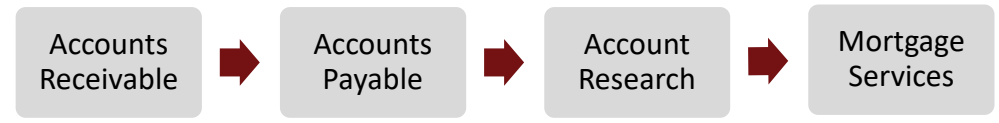
CXM: Cutting edge Digital Business Services offerings



Transaction Processing



Compliance



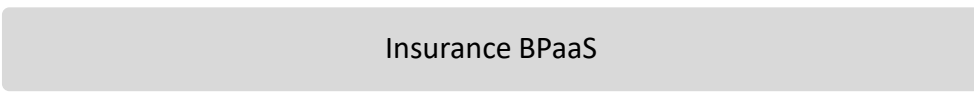
Customer Experience Management



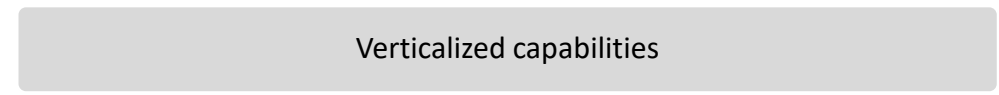
Customer Experience Management



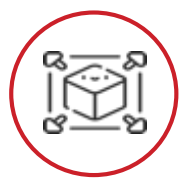
Insurance



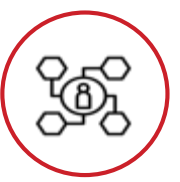
Healthcare



Key Highlights



Strong service delivery with topping of partner league tables for many clients



Journey from Operations to business value adds incl. Digital/ RPA tools



2 decades of delivering Global Business Solutions



Key Business Highlights

Financial Highlights – Q3FY25

Financial

Q3 FY25 P&L highlights:

₹ crore

| | | YOY% | QoQ% |
|---------|-------|---------|--------|
| Revenue | 139.5 | ▲ 16.4% | ▲ 6.2% |
| EBITDA | 32.4 | ▲ 6.6% | ▲ 5.2% |

Balance Sheet:

| | | | |
|---------------------|-------|----------|---------|
| Cash & Liquid Funds | 131.9 | ▲ 12.5% | ▼ 29.7% |
| OCF | 24.2 | ▲ 132.4% | ▼ 27.6% |

- Revenue growth (ex. LLC divestment) at 24% YoY
- EBITDA margins lower YoY and QoQ due to investments for specific client requirements and future growth
- Improvement in Collections led by focused efforts

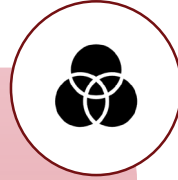
| | | YOY% | QoQ% |
|---------------|-------|----------|---------|
| EBITDA Margin | 23.2% | ▼ 210bps | ▼ 20bps |
| PAT (Cr) | 19.9 | ▲ 76.1% | ▲ 64.5% |

| | | | |
|----------------------------|---------|----------|---------|
| Collection (Cr) | 146.7 | ▲ 18.0% | ▲ 4.3% |
| DSO (Billed & Unbilled) | 74 days | ▲ 4 days | ▲ 1 day |

- PAT higher QoQ due to forex translation gain and a lower base in Q2 owing to dividend withholding tax impact
- PAT higher YoY on account of the dividend withholding tax impact in the base (Q3FY24)
- QoQ reduction in Cash & liquid funds due to dividend payment in (Q3FY25)

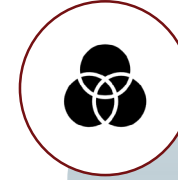
Business Highlights – Q3FY25

Employee Experience Management (EXM)



- Payroll revenue up by 9.7% YoY & 2.1% QoQ from both existing & new clients
- YTD sales at par with the full-year FY24 sales (9M FY25 sales up by 35% YoY)
- Net employee records added : ~ 44.1 lacs, up by 10.8% YoY & 1.8% QoQ
- Transition plan for migration to Smart Pay v4 progressing as per schedule
- 33 new logos added with ACV of ~ ₹ 9 Cr

Customer Experience Management (CXM)



- Revenue growth of 30% YoY and 8.5% QoQ with healthcare being the primary contributor
- International revenue growth of 34.7% YoY and 10% QoQ .
- Mining & New sales with ACV of ~ ₹ 17.8 Cr; 1 New Logo

Financial Performance

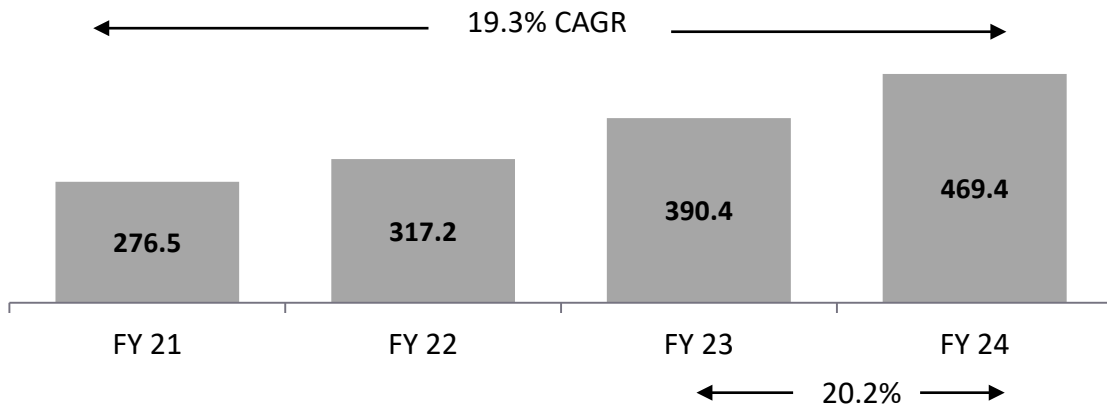


Q3 FY25 Financial Highlights (1/2)

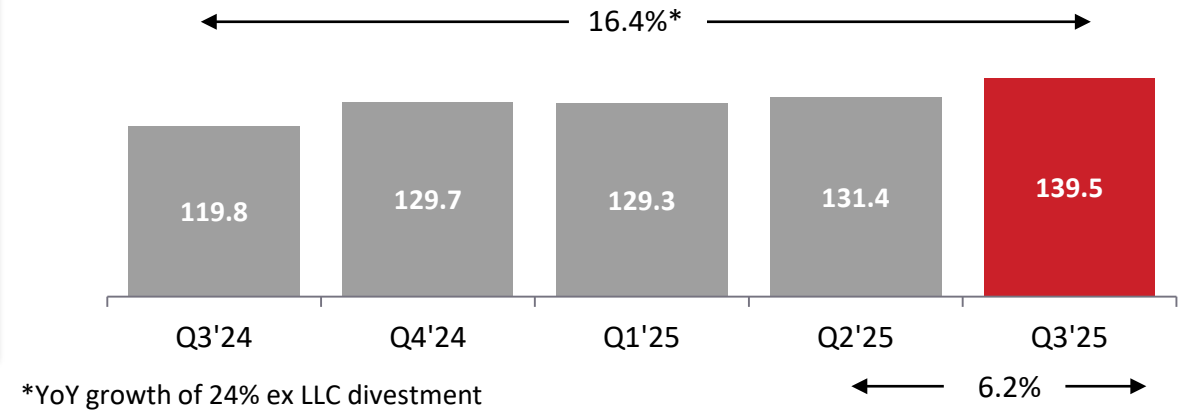
Revenue

(Rs. Crore)

Yearly trends



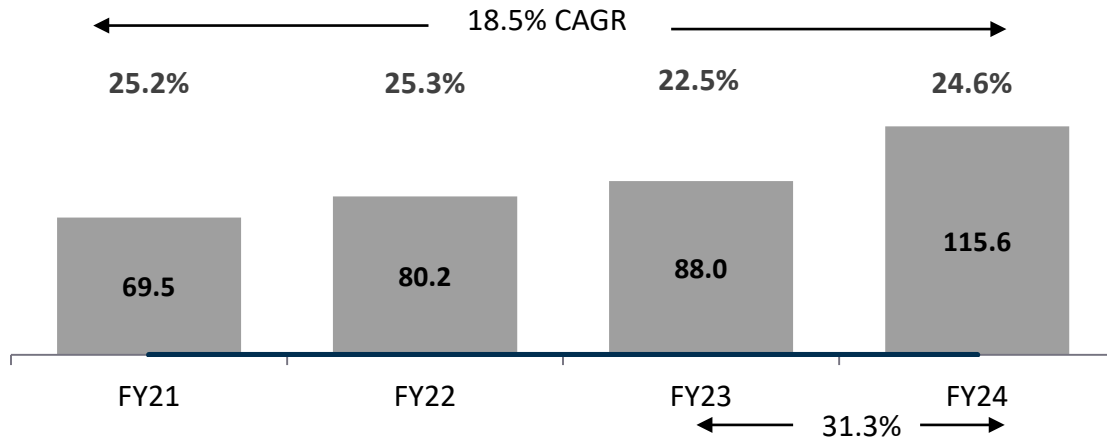
Quarterly trends



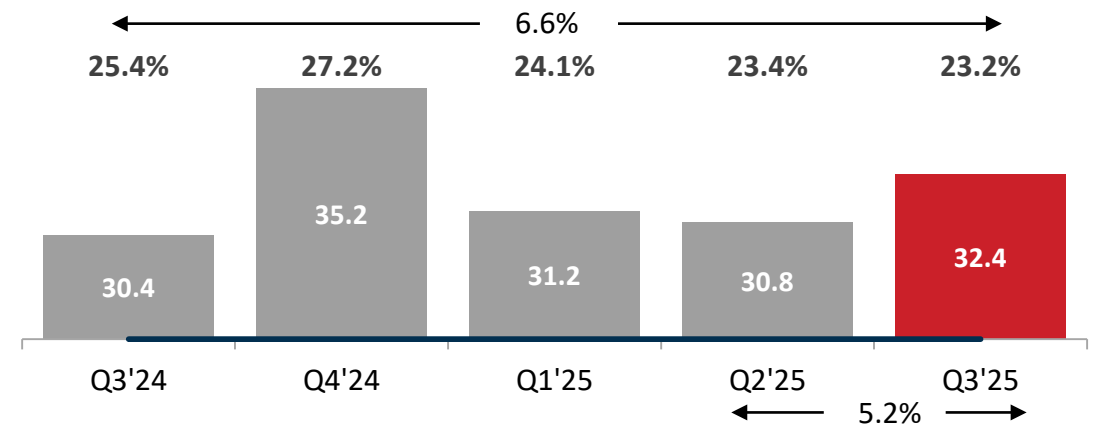
*YoY growth of 24% ex LLC divestment

EBITDA and EBITDA%

Yearly trends



Quarterly trends

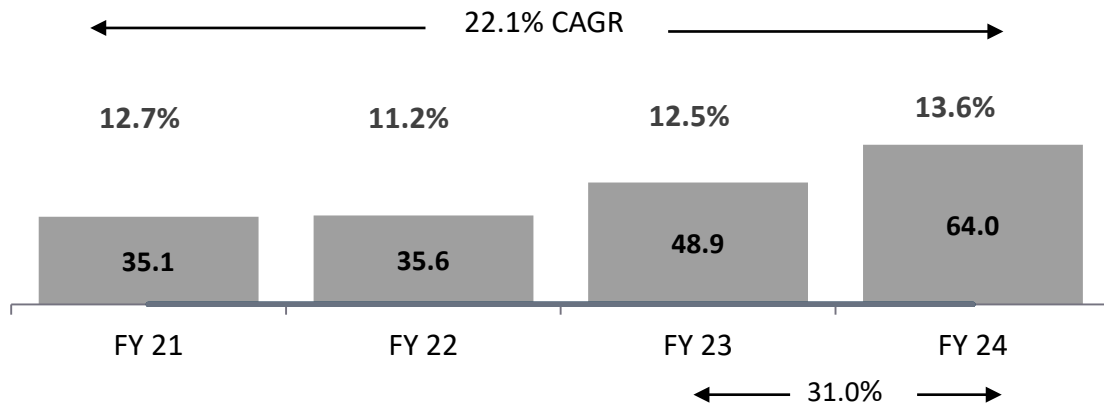


Q3 FY25 Financial Highlights (2/2)

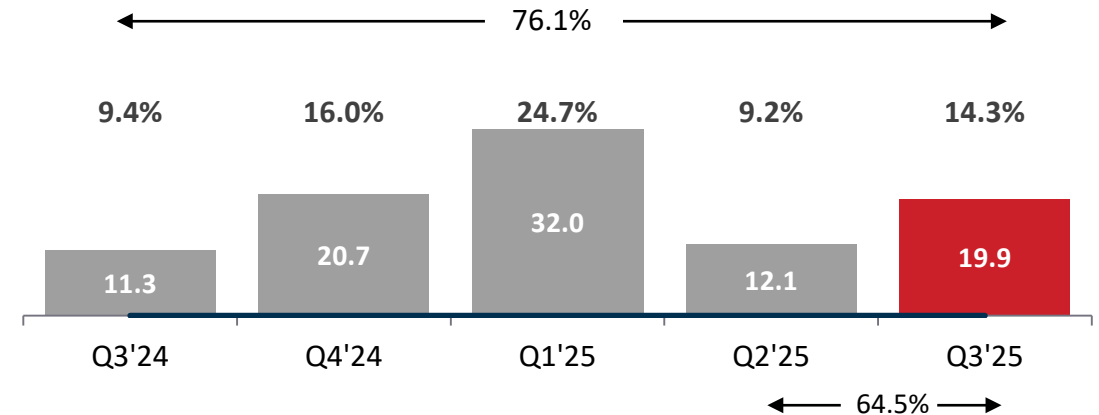
PAT and PAT%

(Rs. Crore)

Yearly trends

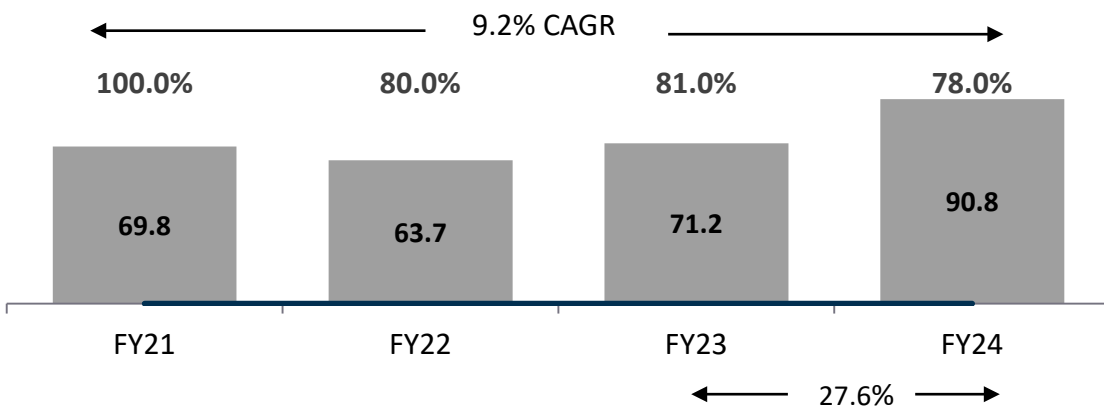


Quarterly trends

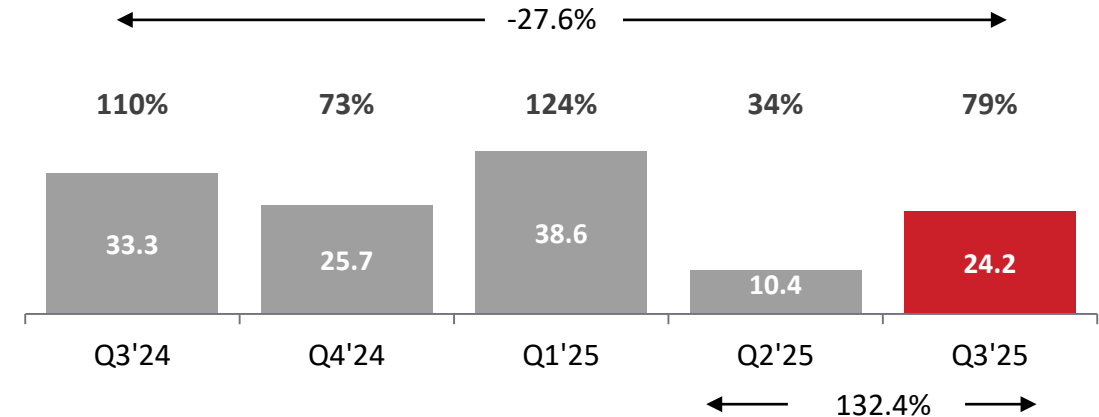


OCF and OCF Conversion%

Yearly trends



Quarterly trends





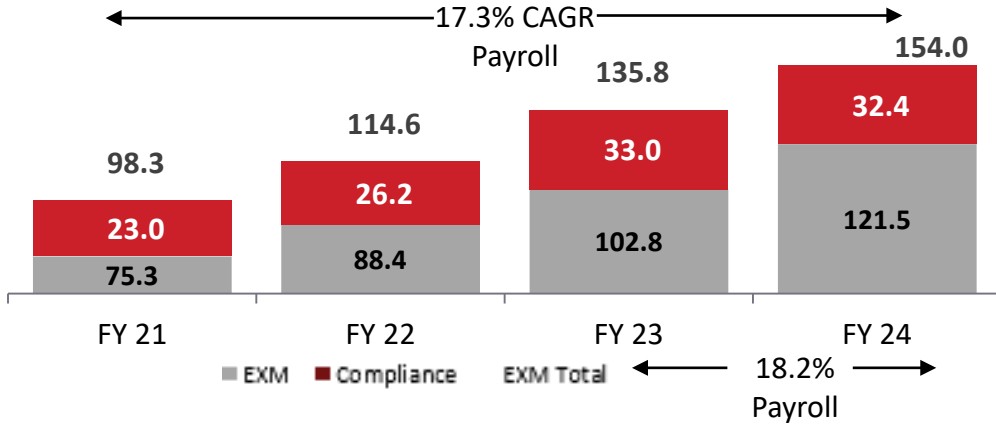
Business Segment Updates

Employee Experience Management (Payroll) – Performance

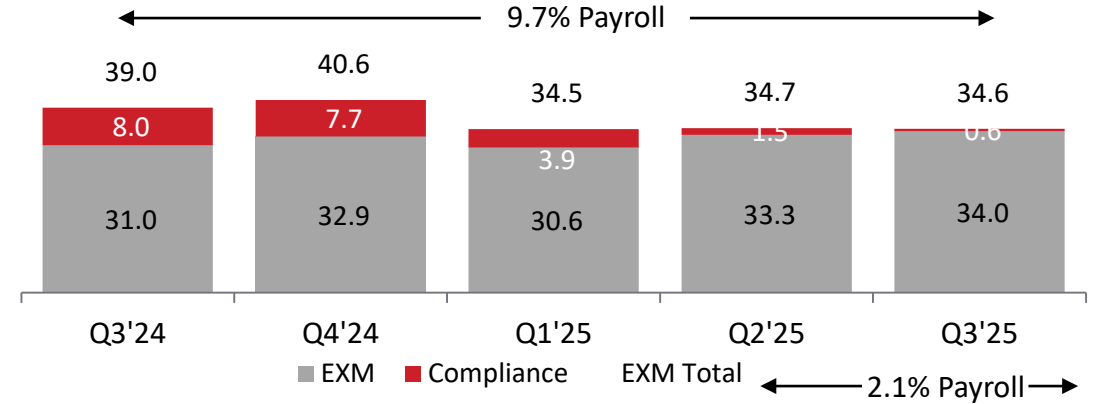
Segment Revenue

(Rs. Crore)

Yearly trends

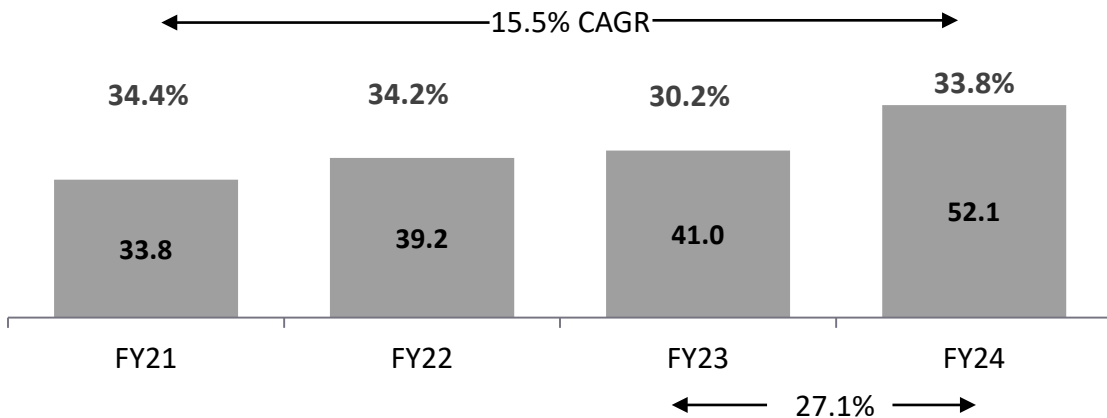


Quarterly trends

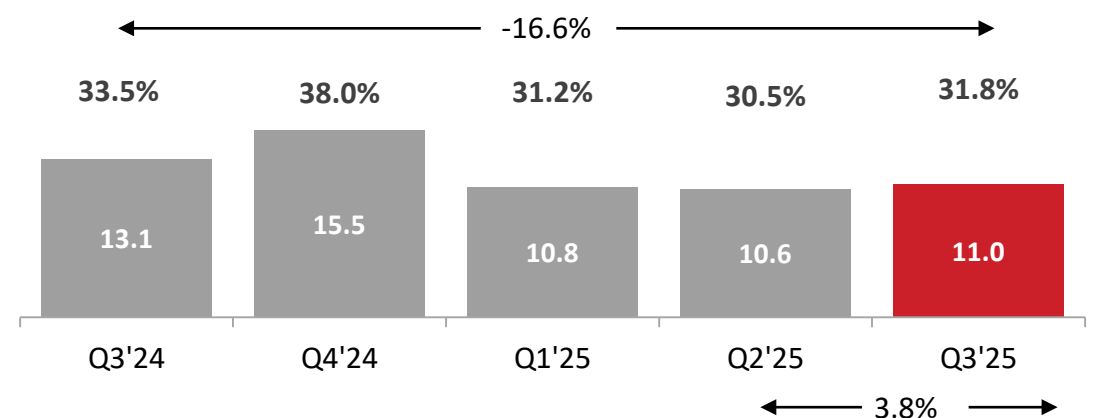


Segment Margin and Margin%

Yearly trends



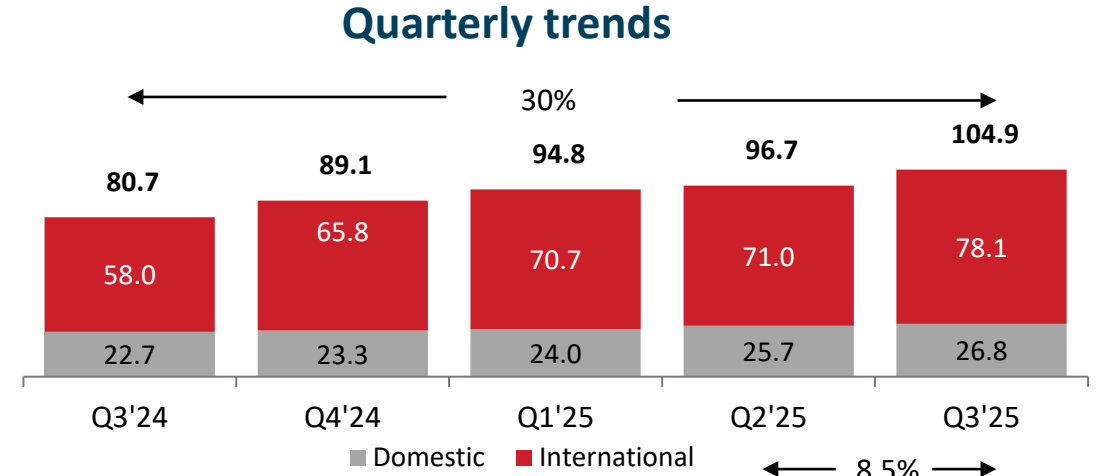
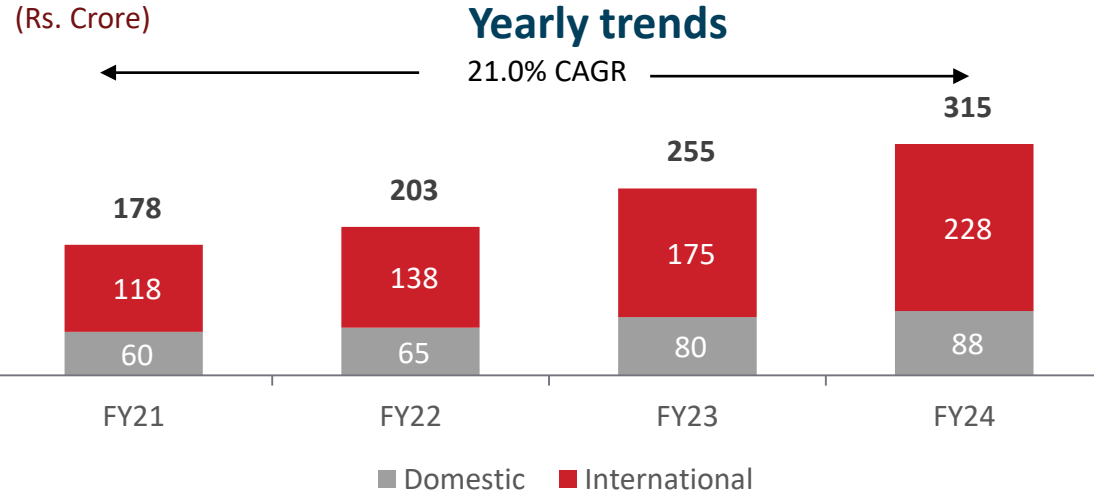
Quarterly trends



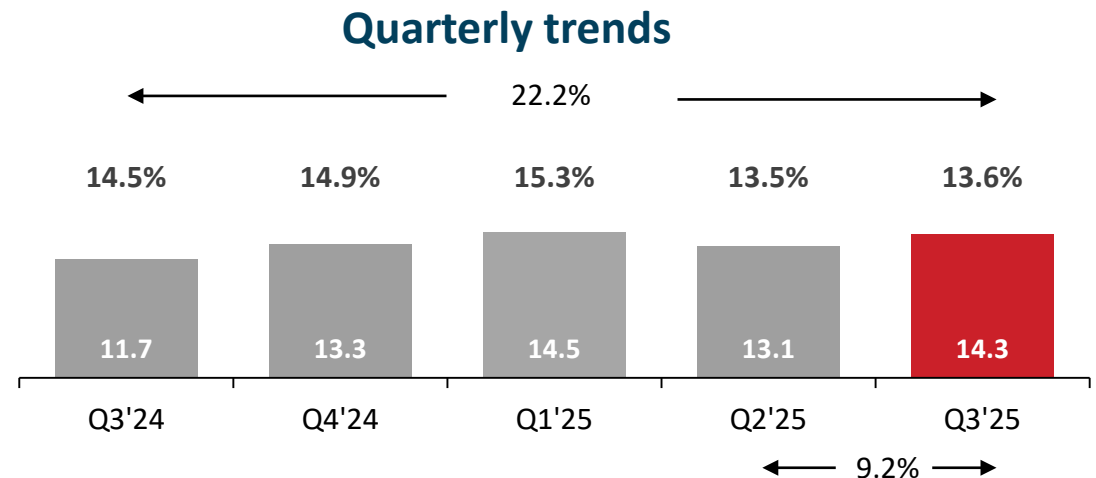
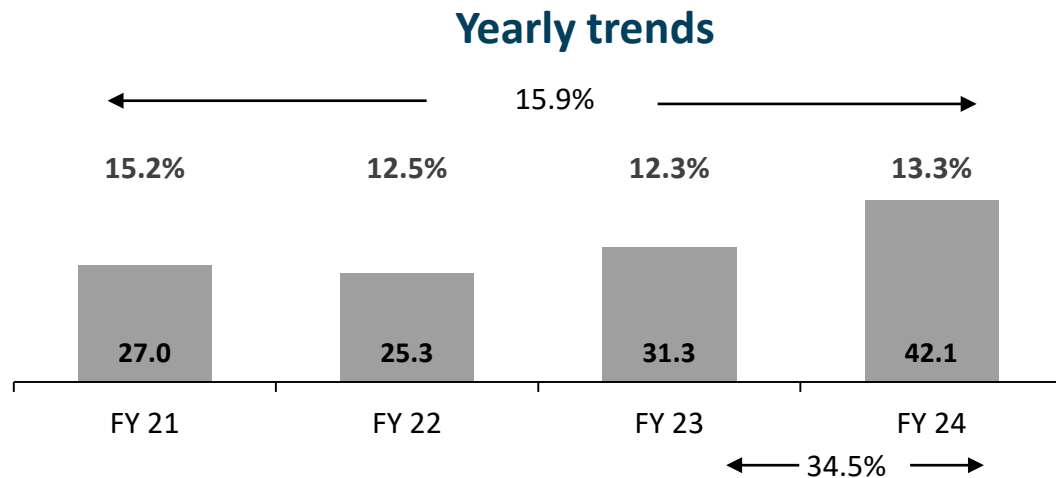
Segment margins lower YoY due to investments made for future growth

Customer Experience Management (CXM) – Performance

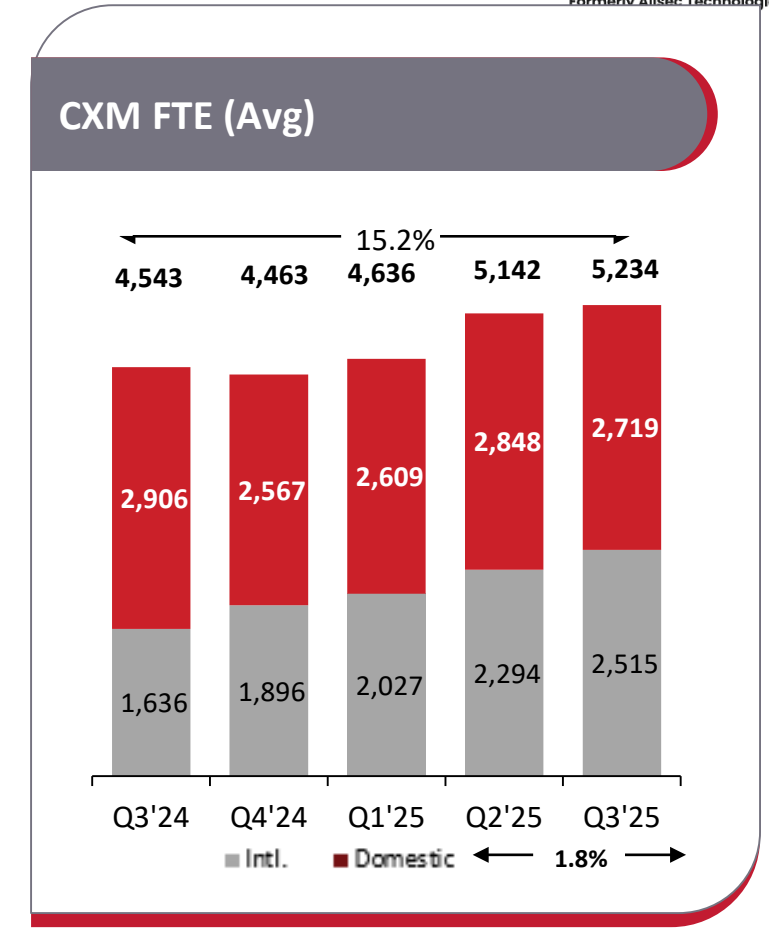
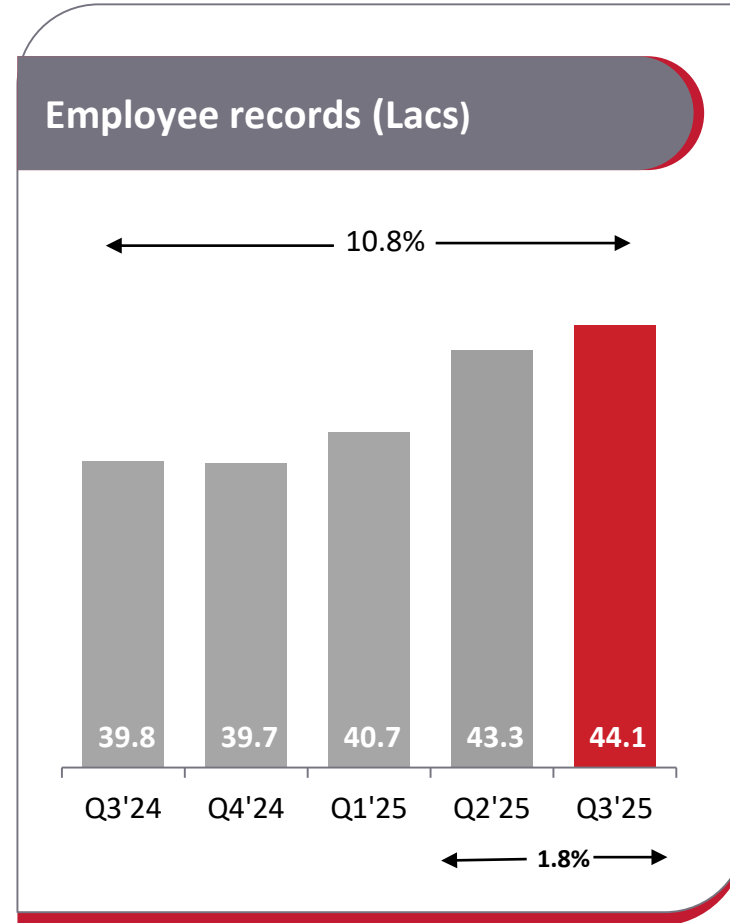
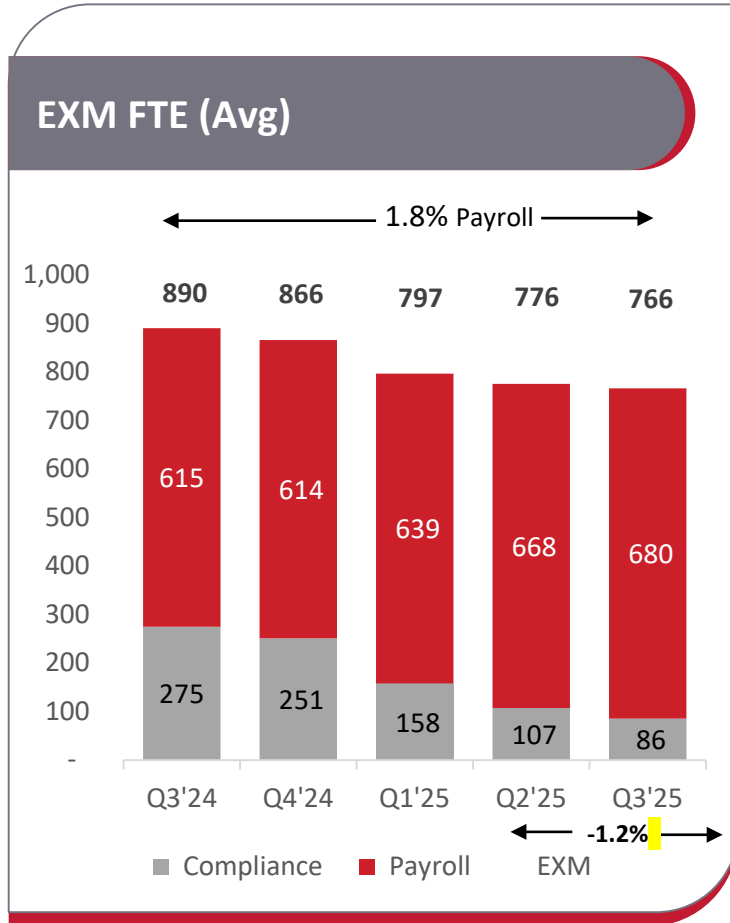
Segment Revenue



Segment Margin and %



FTEs & Employee Records Processed



- EXM employee records processed up by 2% QoQ and 11% YoY
- Decline in EXM FTE due to reduction in Compliance FTE owing to the LLC divestment
- CXM FTE growth of 1.8% QoQ with International up by 9.6%



Annexures

Income Statement

| Particulars (in Rs. Cr) | Q3 FY25 | Q2 FY25 | QoQ | Q3 FY24 | YoY | 9M FY25 | 9M FY24 | YoY |
|-----------------------------------|--------------|--------------|----------------|--------------|-----------------|--------------|--------------|----------------|
| Revenue from Operations | 139.5 | 131.4 | 6.1% | 119.8 | 16.4% | 400.2 | 339.7 | 17.8% |
| Employee Benefit Expenses | (79.3) | (77.7) | 2.0% | (66.9) | 18.4% | (232.3) | (192.4) | 20.7% |
| Other Expenses | (27.8) | (22.9) | 21.2% | (22.5) | 23.6% | (73.6) | (66.9) | 10.0% |
| Total Expenses | (107.0) | (100.6) | 6.4% | (89.4) | 19.7% | (305.9) | (259.3) | 18.0% |
| EBITDA | 32.4 | 30.8 | 5.3% | 30.4 | 6.7% | 94.3 | 80.3 | 17.4% |
| EBITDA Margin | 23.2% | 23.4% | -21 bps | 25.4% | -215 bps | 23.6% | 23.6% | - 8 bps |
| Other Income | 3.6 | (0.3) | | 0.8 | | 6.2 | 5.3 | |
| Finance Cost | (1.0) | (1.0) | -6.7% | (0.9) | 7.8% | (3.0) | (2.5) | 17.4% |
| Depreciation and Amortisation | (10.6) | (10.1) | 4.5% | (9.3) | 13.8% | (30.5) | (23.8) | 28.1% |
| PBT & Exceptional Item | 24.5 | 19.4 | 26.1% | 21.0 | 16.7% | 67.0 | 59.2 | 13.1% |
| Exceptional Item | 0.0 | (0.6) | | 0.0 | | (17.7) | 0.0 | |
| Profit Before Tax | 24.5 | 20.0 | 22.3% | 21.0 | 16.7% | 84.7 | 59.2 | 43.0% |
| PBT Margin | 17.6% | 15.2% | 234 bps | 17.5% | 3 bps | 21.2% | 17.4% | 374 bps |
| Tax | (4.6) | (7.9) | -42.4% | (9.7) | -53.1% | (20.6) | (16.0) | 29.2% |
| Profit After Tax | 19.9 | 12.1 | 64.5% | 11.3 | 76.9% | 64.1 | 43.3 | 48.1% |
| PAT Margin | 14.3% | 9.2% | 506 bps | 9.4% | 483 bps | 16.0% | 12.7% | 327 bps |
| Basic and Diluted EPS (in Rs.) | 13.1 | 8.0 | 64.6% | 7.4 | 77.4% | 43.4 | 28.4 | 53.0% |



Formerly Allsec Technologies

A close-up photograph of two people in business attire shaking hands. The person on the left is wearing a white patterned shirt, and the person on the right is wearing a white shirt and a dark tie. The background is blurred, showing an outdoor setting with a railing.

Thank You!