



ALLSEC TECHNOLOGIES

Building Lasting Relationships

FY 2017 & Q4 FY 2017
Highlights

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✓ **Business Update**

✓ **Performance Review & Analysis**

BUSINESS UPDATES Q4 2017

INCOME FROM OPERATIONS – Stand Alone

Export Revenue down by 22% as compared to Q3 2017 and 6% compared to Q4 2016

Domestic revenues have gone up by 19% compared to Q3 2017 and increased by 23% as compared to Q4 2016.

HR BPO continues to grow with domestic revenues going up by 9% as compared to Q3 2017 and 20% as compared to Q4 2016.

	Q4 -17	Q3 -17	Inc / Dec %	Q4 - 16	Inc / Dec %
Exports - Voice / Non Voice	792	1,013	-22%	841	-6%
Exports - HR BPO	139	139	0%	146	-5%
Domestic - Voice / Non Voice	1,185	993	19%	967	23%
Domestic - HR BPO	984	904	9%	823	20%
	3,100	3,049	2%	2777	12%

BUSINESS UPDATES FY 2017

INCOME FROM OPERATIONS – Stand Alone FY

Export Revenue marginally higher at 3%

Domestic revenues have remained flat compared to previous year..

HR BPO continues to grow with domestic revenues going up by 20% as compared to FY 2016 and exports growing by 18% as compared to previous year.

	FY 2017	FY 2016	Inc / Dec %
Exports - Voice / Non Voice	3,352	3,256	3%
Exports - HR BPO	545	463	18%
Domestic - Voice / Non Voice	4,158	4,138	0%
Domestic - HR BPO	3,566	2,979	20%
	11,621	10,836	7%

Summary – India Operations Q4 - 2017

IN INR LAKHS

	Q4 16-17	Q3 16-17	Var Q4 vs Q3	Q4 15-16	Var Q4 16-17 vs Q4 15-16
Revenue	3,100	3,049	2%	2,777	12%
EBITDA	653	683	-4%	427	53%
EBITDA %	21%	22%		15%	
PBT	621	627	-1%	342	82%
PAT	838	627	34%	109	669%

Q4 2017 vs Q3 2017

Revenue increased by 2%

EBITDA down by 4% on account due to lower other income in Q4.

PAT higher due to deferred tax credit of Rs.217 lacs taken in Q4

Q4 2017 vs Q4 2016

12% increase in revenue

EBITDA increase due to increased revenue and flat costs

PAT higher due to deferred tax credit of Rs.217 lacs taken in Q4

Summary – India Operations FY 2017

IN INR LAKHS

	FY 2016-17	FY 2015-16	Var FY 17 vs FY 16
Revenue	11,621	10,836	7%
EBITDA	2,340	1,525	53%
EBITDA %	20%	14%	
PBT	2,187	1,245	76%
PAT	2,404	948	154%

- Revenue increase year on year at 7%
- EBITDA higher by 53% as cost remained flat year on year
- PAT higher due to Rs.217 lacs deferred tax credit taken in Q4

Summary – Manila Operations Q4 17

IN INR LAKHS

	Q4 16-17	Q3 16-17	Var Q4 vs Q3	Q4 15-16	Var Q4 16-17 vs Q4 15-16
Revenue	907	821	10%	565	61%
EBITDA	334	237	41%	197	70%
EBITDA %	37%	29%		35%	
PBT	328	194	69%	194	69%
PAT	304	178	71%	177	72%

Q4 2017 vs Q3 2017

11% increase in revenue

EBITDA improved due to increased revenue and increase in rental income

Q4 2017 vs Q4 2016

61% revenue increase

EBITDA & PAT increase in line with revenue increase

Summary – Manila Operations FY 2017

IN INR LAKHS

	FY 2016-17	FY 2015-16	Var FY 17 vs FY 16
Revenue	3,054	2,060	48%
EBITDA	832	744	12%
EBITDA %	27%	36%	
PBT	773	713	8%
PAT	706	652	8%

- While revenue grew by 48%, EBITDA higher by 12% due to lesser lease rental income in current year as compared to FY 2016
- PAT higher in line with EBITDA increase

Summary – US Operations Q4 17

IN INR LAKHS

	Q4 16-17	Q3 16-17	Var Q4 vs Q3	Q4 15-16	Var Q4 16-17 vs Q4 15-16
Revenue	4,230	5,219	-19%	3,705	14%
EBITDA	755	1,045	-28%	876	-14%
EBITDA %	18%	20%		24%	
PBT	674	905	-26%	774	-13%
PAT	407	876	-54%	791	-49%

Q4 2017 vs Q3 2017

19% reduction in revenue

EBITDA down on account of reduced revenue.

PAT down 54% due to lower EBITDA and tax provision.

Summary – US Operations FY 2017

IN INR LAKHS

	FY 2016-17	FY 2015-16	Var FY 17 vs FY 16
Revenue	18,397	10,680	72%
EBITDA	3,737	1,924	94%
EBITDA %	20%	18%	
PBT	3,343	1,496	123%
PAT	3,037	1,496	103%

- Revenue grew by 72%
- EBITDA higher on account of higher revenue
- PAT higher in line with higher EBITDA

Summary – Consolidated

IN INR LAKHS

	Q4 16-17	Q3 16-17	Var Q4 vs Q3	Q4 15-16	Var Q4 16-17 vs Q4 15-16
Revenue	8,051	8,773	-8%	6,966	16%
EBITDA	1,765	1,834	-4%	1,487	19%
EBITDA %	22%	21%		21%	
PBT	1,618	1,727	-6%	1,330	22%
PAT	1,544	1,679	-8%	1,097	41%

	FY 2016-17	FY 2015-16	Var FY 17 vs FY 16
Revenue	32,280	23,338	38%
EBITDA	6,798	4,192	62%
EBITDA %	21%	18%	
PBT	6,300	3,453	82%
PAT	6,144	3,094	99%