



ALLSEC TECHNOLOGIES

*Building Lasting Relationships*

Q3 FY 2017 Highlights

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✓ **Business Update**

✓ **Performance Review & Analysis**

# BUSINESS UPDATES

## INCOME FROM OPERATIONS – Stand Alone

Export Revenue grew by 19% as compared to Q2 2017 and 23% compared to Q3 2016

Domestic revenues have gone up by 3% compared to Q2 2017 and reduced marginally by 3% as compared to Q3 2016.

HR BPO continues to grow with domestic revenues going up by 3% as compared to Q2 2017 and 21% as compared to Q3 2016.

	Q3 - 17	Q2 - 17	INC / DEC %	Q3 - 16	INC / DEC %
EXPORTS - VOICE / NON VOICE	1,013	852	19%	823	23%
EXPORTS - HR PAYROLL	139	136	2%	145	-4%
DOMESTIC - VOICE/NON VOICE	993	964	3%	1,024	-3%
DOMESTIC - HR PAYROLL	904	876	3%	748	21%
	3,049	2,828	8%	2,740	11%

# Summary – India Operations Q3 - 17

IN INR LAKHS

	Q3 16-17	Q2 16-17	% Q3 Vs Q2	Q3 15-16	% Q3 16-17 Vs Q3 15-16
<b>Revenue</b>	3,049	2,828	8%	2,740	11%
<b>EBITDA</b>	683	585	17%	440	55%
<b>EBITDA %</b>	22%	21%		16%	
<b>PBT</b>	627	533	18%	361	74%
<b>PAT</b>	627	533	18%	297	111%
<b>Cash Profit</b>	696	604	15%	406	71%

## ***Q3 2017 vs Q2 2017***

*Revenue increased by 8%, contributed by growth in exports*

*EBITDA improved by 17% in line with increased revenue.*

## ***Q3 2017 vs Q3 2016***

*11% increase in revenue primarily due to increase in HR BPO and Exports*

*EBITDA increase due to increased revenue and other income*

# Summary – India Operations YTD Dec 2016

IN INR LAKHS

	YTD Dec 2016	YTD Dec 2015	% 2016 vs 2015
<b>Revenue</b>	8,521	8,059	6%
<b>EBITDA</b>	1,656	1,098	51%
<b>EBITDA %</b>	19%	14%	
<b>PBT</b>	1,566	903	73%
<b>PAT</b>	1,566	839	87%
<b>Cash Profit</b>	1,837	1,238	48%

# Summary – Manila Operations Q3 17

IN INR LAKHS

	Q3 16-17	Q2 16-17	% Q3 Vs Q2	Q3 15-16	% Q3 16-17 Vs Q3 15-16
Revenue	821	696	18%	500	64%
EBITDA	237	134	77%	165	44%
EBITDA %	29%	19%		33%	
PBT	194	129	51%	147	32%
PAT	178	116	54%	132	35%
Cash Profit	184	121	52%	135	36%

## ***Q3 2017 vs Q2 2017***

*18% increase in revenue*

*EBITDA improved due to increased revenue and increase in rental income*

## ***Q3 2017 vs Q3 2016***

*64% revenue increase*

*EBITDA increase in line with revenue increase*

# Summary – Manila Operations YTD Dec 2016

IN INR LAKHS

	YTD Dec 2016	YTD Dec 2015	% 2016 vs 2015
Revenue	2,146	1,495	44%
EBITDA	500	546	-8%
EBITDA %	23%	37%	
PBT	446	520	-14%
PAT	404	476	-15%
Cash Profit	419	487	-14%

# Summary – US Operations Q3 17

IN INR LAKHS

	Q3 16-17	Q2 16-17	% Q3 Vs Q2	Q3 15-16	% Q3 16-17 Vs Q3 15-16
<b>Revenue</b>	5,219	4,934	6%	2,391	118%
<b>EBITDA</b>	1,045	1,061	-2%	374	179%
<b>EBITDA %</b>	20%	22%		16%	
<b>PBT</b>	906	981	-8%	308	194%
<b>PAT</b>	877	971	-10%	243	261%
<b>Cash Profit</b>	927	1,021	-9%	305	204%

- Revenue increased by 6% due to additional business
- Reduction in EBITDA on account of higher general admin cost during the quarter

# Summary – US Operations YTD Dec 2016

IN INR LAKHS

	YTD Dec 2016	YTD Dec 2015	% 2016 vs 2015
Revenue	14,168	6,846	107%
EBITDA	2,918	1,086	169%
EBITDA %	21%	16%	
PBT	2,669	770	247%
PAT	2,631	751	250%
Cash Profit	2,777	969	187%

# Summary – Consolidated

IN INR LAKHS

	Q3 16-17	Q2 16-17	% Q3 Vs Q2	Q3 15-16	% Q3 16-17 Vs Q3 15-16
Revenue	8,773	8,263	6%	5,746	53%
EBITDA	1,865	1,769	5%	999	87%
EBITDA %	21%	21%		17%	
PBT	1,727	1,634	6%	777	122%
PAT	1,692	1,612	5%	698	143%
Cash Profit	1,816	1,738	5%	888	105%

	YTD Dec 2016	YTD Dec 2015	% 2016 vs 2015
Revenue	24,230	16,372	48%
EBITDA	5,038	2,706	86%
EBITDA %	21%	17%	
PBT	4,686	2,126	120%
PAT	4,616	2,000	131%
Cash Profit	4,996	2,627	90%