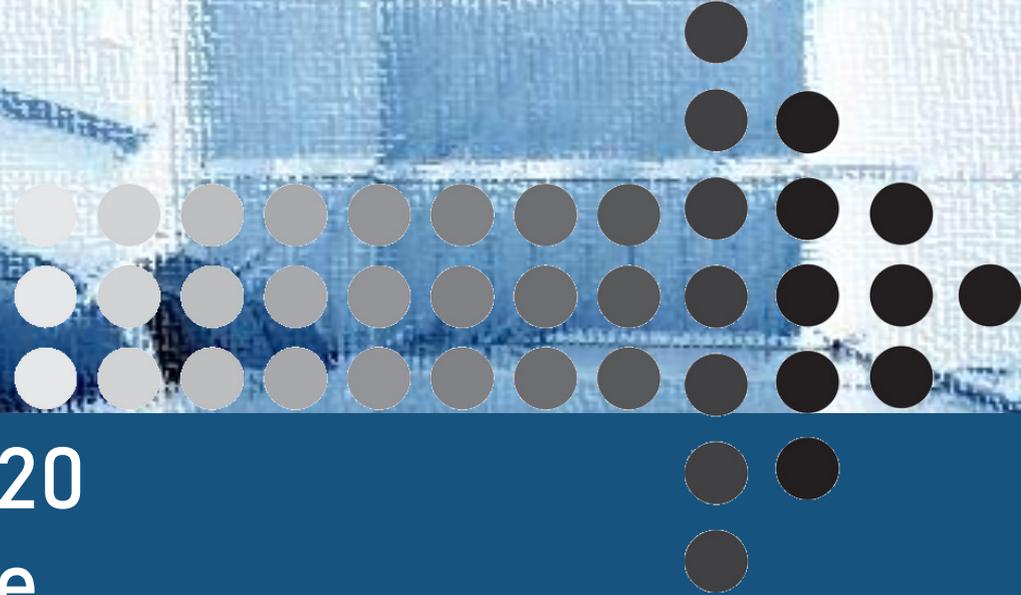




ALLSEC TECHNOLOGIES
BUILDING LASTING RELATIONSHIPS

A **Q** **QUESS** Enterprise



Allsec Q3 : FY 2020 Earnings Update

Jan 24, 2020

Allsec- A Quess Enterprise

Disclaimer

This presentation may include statements that are not historical in nature and that may be characterized as “forward-looking statements”, including those related to future financial and operating results, future opportunities and the growth of selected verticals in which the organisation is currently engaged or proposes to enter in future. You should be aware that future results could differ materially from past performance and also those contained the forward-looking statements, which are based on current expectations of the organisation’s management and are subject to a number of risk and uncertainties. These risks and other factors are described in Allsec’s annual reports published for the last ended fiscal year. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company. The information presented herein should not be construed as earnings guidance under the terms of the stock exchange listing agreements.



1. Performance Review

2. Segment Performance

Q3 FY 2020 – Consolidated Performance

Particulars	Q3 FY 20	Q3FY 19	Q2 FY20	Var %	
				YoY	QoQ
Revenue from Operations	7,233	6,309	7,905	15%	-8%
Less:					
Employee benefit expenses	-4,255	-3,637	-4,630	17%	-8%
Other expenses	-1,331	-1,593	-1,158	-16%	15%
Total expenses	-5,586	-5,230	-5,788	7%	-3%
EBITDA	1,647	1,079	2,116	53%	-22%
Other income	50	134	133	-63%	-62%
Finance cost	-44	-9	-61	373%	-28%
Depreciation & amortisation	-495	-138	-478	259%	4%
Earnings before tax	1,158	1,066	1,711	9%	-32%
Tax	-303	-322	-367	-6%	-17%
Profit after tax	855	744	1,344	15%	-36%
EBITDA Margin	23%	17%	27%	566 bps	-400 bps
PAT margin	12%	12%	17%	2 bps	-518 bps
Basic & Diluted EPS (in ₹)	5.61	4.88	8.82	15%	-36%

Key Highlights

- **Gross Revenue:**
 - Up 15% YoY, excluding Coachieve 6%
 - Down 8% sequentially
- **Employee benefit expenses:**
 - Up 17% YoY, excl. Coachieve down 3%
 - Down 8% QoQ, excl. Coachieve up 2%
- **EBITDA:**
 - Up 51% YoY, excluding IndAs116 impact and Coachieve grew 20%
 - Sequentially down by 23%
- **D&A and Finance cost higher due to IndAs**
 - INR377 lakhs and 43 Lakhs respectively
- **PAT:**
 - Increased by 15% YoY and lower by 37% QoQ

YTD FY 2020 – Consolidated Performance

			Var %
Particulars	YTD FY20	YTD FY19	YoY %
Revenue from Operations	22,330	19,482	15%
Less:			
Employee benefit expenses	-13,039	-10,160	28%
Other expenses	-3,617	-6,863	-47%
Total expenses	-16,656	-17,023	-2%
EBITDA	5,674	2,459	131%
Other income	329	557	-41%
Finance cost	-179	-14	1181%
Depreciation and amortisation	-1,477	-390	279%
Earnings before tax	4,347	2,612	66%
Tax	-940	-858	10%
Profit after tax	3,407	1,754	94%
EBITDA Margin	25%	13%	854 bps
PAT margin	15%	9%	196 bps
Basic & Diluted EPS (in ₹)	22.35	11.51	94%

Key Highlights

- **Gross Revenue:**
 - Up 15% YoY, excluding Coachieve 4%
- **Employee benefit expenses:**
 - Up 28% YoY, excluding Coacheive up 10%
- **EBITDA:**
 - Up 136% YoY, excluding IndAs116 impact and Coachieve grew 85%
- **D&A and Finance cost higher due to IndAs**
 - INR1,060 lakhs and 148 Lakhs respectively
- **PAT:**
 - Increased on account of higher PBT

All amounts in INR Lakhs

Balance Sheet as on December 31, 2019

Particulars (in ₹ Lakhs)	31-Dec-19	31-Mar-19
Non- Current Assets		
Property, Plant & Equipment	832	1,023
Other intangible assets	297	298
Right-of-use asset	1,917	-
Other Non Current Assets	2,946	2,882
	5,992	4,203
Current Assets		
Current Investments	3,290	8,239
Cash and cash equivalents	11,153	7,164
Trade Receivables	4,475	3,547
Unbilled revenue	1,398	1,033
Other Current Assets	653	334
	20,969	20,317
Total Assets	26,961	24,520
Equity & Reserves	21,307	21,779
Non- Current Liabilities		
Lease Liability	1,022	
Other Non-current Liability	469	386
	1,491	386
Current Liabilities		
Lease Liability	981	
Other Current Liability	3,182	2,355
	4,163	2,355
Total Equity and Liabilities	26,961	24,520

Key Highlights

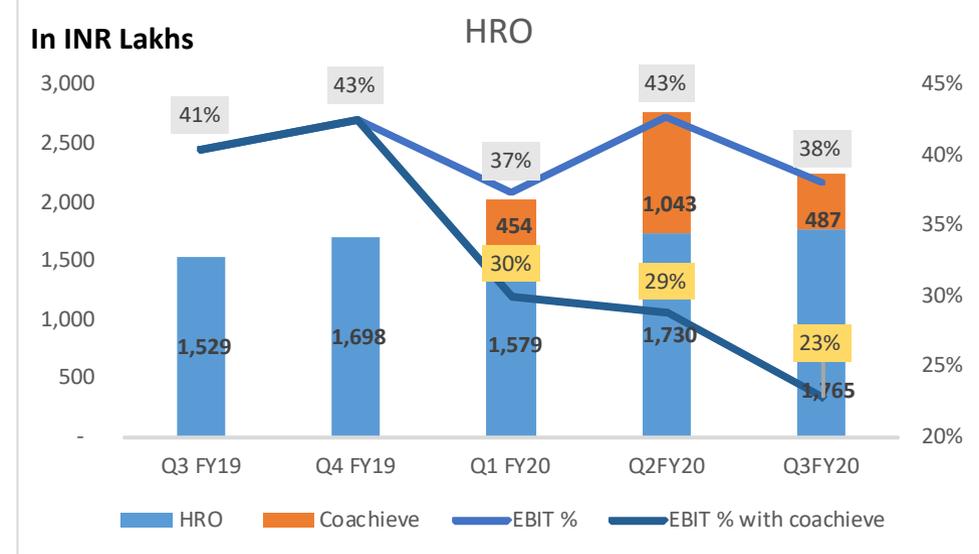
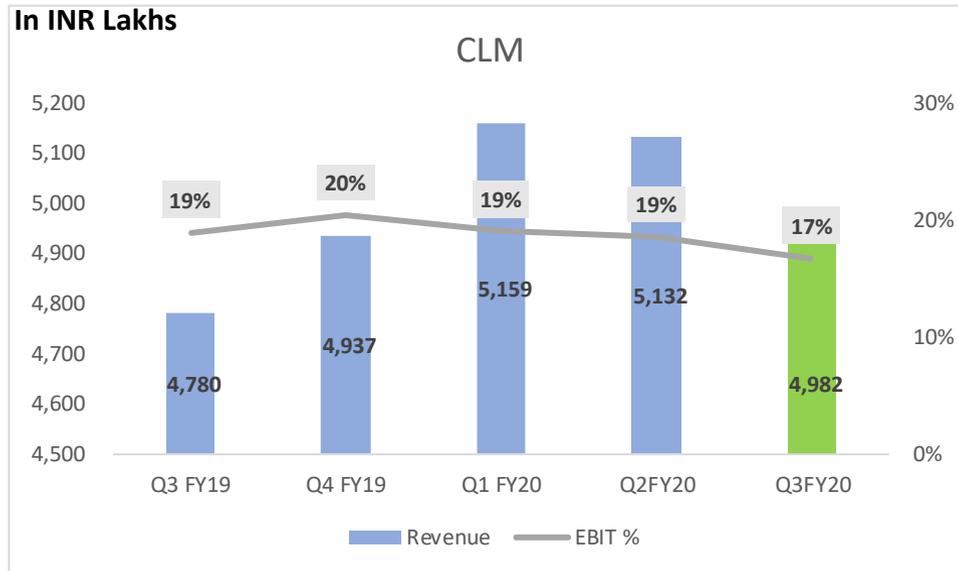
- Property plant & equipment at similar levels considering normal depreciation
- Right of Use asset, Lease liability in Non-current and current liabilities relate to Ind As116
- Current investment and cash balance lower due to dividend pay out of INR18 cr and Coachieve purchase consideration of INR16.8 cr partially offset by cash from operations

All amounts in INR Lakhs

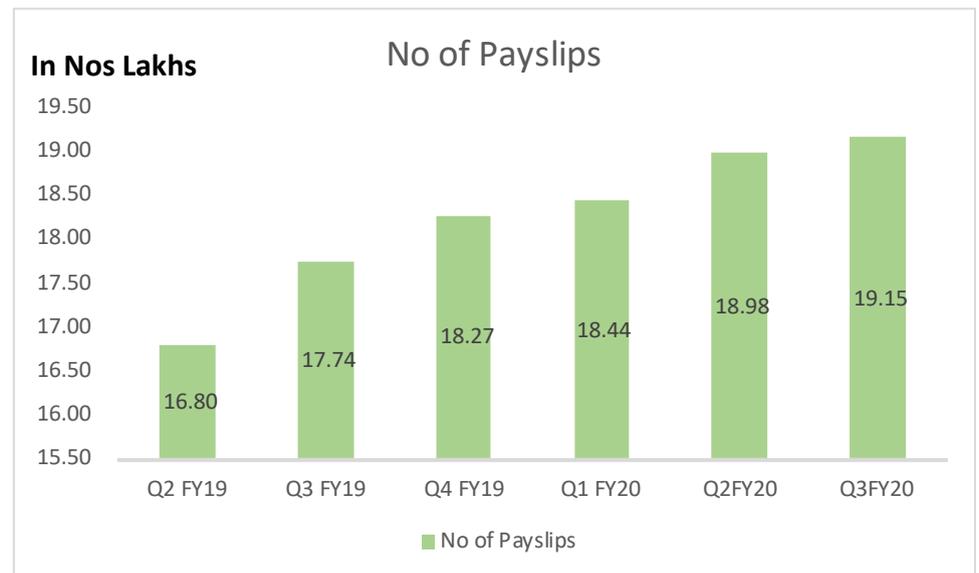
1. Performance Review ✓

2. Segment Performance

Q2 FY 2020 Segment Performance



- CLM EBIT marginally down due to reduction in revenue
- Excluding Coachieve, HRO EBIT slightly down due to routine annual salary increment costs





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