



July 27, 2023

**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: **ALLSEC**

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 June 30, 2023.

Request you to take the same on record.

Yours faithfully,

For Allsec Technologies Limited

SRIPIRIYA
DARSHINI

Digitally signed by
SRIPIRIYADARSHINI
Date: 2023.07.27
15:28:04 +05'30'

Sripriyadarshini
Company Secretary and Compliance Officer
Encl: A/a

ALLSEC TECHNOLOGIES LTD.

Regd. Office : 46-C, Velachery Main Road, Velachery, Chennai – 600 042.

Tel.: +91.44.4299 7070 web: www.allsectech.com

Corporate Identity Number : L72300TN1998PLC041033, Email : contactus@allsectech.com

Allsec Technologies

Earnings Update

Q1 FY24



Safe Harbor



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Company Overview

Global leader in outsourcing solutions

Corporate



Quess Corp subsidiary,
backed by Fairfax Holdings
(Canada)



20+ years of Global BPO
service Excellence



600+ Client engagements
globally including Fortune
100 companies

HRO



1.24 M payslips processed per
month- clear market leadership



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



Continued investments in
Tech & Product upgrades.

DBS



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

HRO - Market Leader in HRO Services | DBS - Leading Global BPM Player

Global Delivery capabilities

- **Global Footprint** with proximity to Servicing Markets
- ~ **5000** full time equivalent (FTE) workforce
- Multi-Industry, Multinational & Multi-Demographic **coverage**
- **5 Inter-Connected** Service Delivery Centers with site-to-site BCP, with ability to leverage Qess Corp group facilities at other major hubs in India for ramp ups
- Multi-Lingual hub offering **12+ International Languages** using native speakers
- Expansion of Manila facility for international DBS growth.



Chennai (HQ), Bangalore, Noida, INDIA

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



Manila, PHILIPPINES

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



Dallas, Texas USA

DBS: Cutting edge Digital Business Services offerings

Q1 FY'24 26.5% Revenue growth YoY | FTEs ~ 3,900 (Q1' FY 24 Avg)



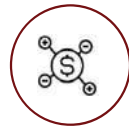
Customer Experience Management

- Omni-channel, Chatbots & RPA
- Customer & Tech Support
- Customer Acquisition



Credit Risk Management

- Debt Collections
- Fraud Detection & Risk Management



Transaction Processing

- Accounts Receivable
- Accounts Payable
- Account Research
- Mortgage Services



Compliance

- Anti-Money Laundering Investigations
- KYC / Customer Onboarding
- Legal Transcreations
- Compliance Monitoring



Insurance

- Insurance BPaaS



Healthcare

- Verticalized capabilities

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



Q1 FY'24 New Sales: 16 logos, ACV ~ 6.8 Cr | ~ 1.24 mn payslips ↑ p.m. (3% over Q4'23) | 4.71 lacs+ Active users on HRMS (7 % ↑ over Q4'23)

SmartHR

Create a better workplace
with an end-to-end HR
solution

SmartPay

Manage and deliver powerful
and accurate payroll
everytime

SmartStat

Tackle complex labour
law and payroll compliance,
backed by technology



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



LLC, CLRA & Factories Act

- 13,000+ establishments and
factories managed
- Score Cards
- Consulting for inspections, Audits



Payroll

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



Retiral

- PF Trust Accounting
- Loans
- Investments

Key Business Highlights

Highlights- Q1'24



Financial

Balance Sheet:

- **Cash at ₹ 98.5 Cr**, up by ₹ 8.4 Cr QoQ & ₹ 2.2 Cr YoY
- **OCF ₹ 16.6 Cr** up by 108.7 % QoQ & down by 32.7% YoY
- Collection of ₹ 112.3 Cr Q1'24 up by 5.0 Cr QoQ.
- **Q1'24 DSO** at 50 days vs 52 days Q4'23

Q1'24 P&L highlights

- **Operational Revenue ₹107.5 Cr**, up by 21.9% YoY & -0.4% QoQ. Adjusted for one offs up by 4.0%
- **EBITDA at ₹ 24.5 Cr**, up by 21.2% YoY, up by 3.4 % QoQ
- **EBITDA margin 22.8%**, flat YoY (12 bps), up by 80 bps QoQ
- **PAT at ₹ 15.8 Cr**, 15.5 % up YoY, 30.1% % QoQ



HRO

HRO:

- Net Payslips added : 58K, 4.6 % growth Vs Q4' 23
- Network of payroll partners established in APAC & Europe working well & we continue to build & explore expanding our network across the globe.
- Payroll change (Smart Pay v4) progress running as per the schedule during the quarter .
- The new HRMS tool too is under UAT Testing. Client migrations & parallel runs to follow from Sep'23.
- Added 16 logos, ACV ~ 6.8 Cr in Q1 FY'24.



DBS

DBS:

- YoY revenue growth of 26.5 % across existing & new clients.
- New sector – Healthcare continue to contribute to this growth
- DBS International business up by 28.5 % YoY & 7.3% QoQ.
- Expansion of Manila facility for DBS international growth.

Financial performance



Q1' FY24 Financial Updates

Revenue:

- ❖ Up 21.9 % YoY driven by DBS (26.5%), HRO (13.8%)
- ❖ Flat on QoQ- 4% higher vs normalized Q4 FY23

Profitability:

- ❖ EBITDA – up by 21.2% YoY & 3.4% QoQ.
EBITDA % flat (0.2%) YoY & up 0.8 % up QoQ

Higher DBS international business & earlier results of C2R optimization (HRO).

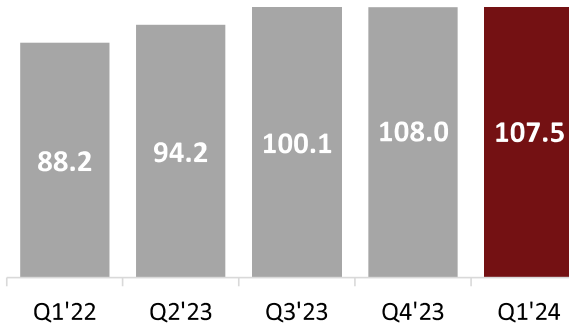
- ❖ PAT Up 30.1% YoY & 15.5% QoQ.
- ❖ PAT % - Up 3.5% QoQ & (0.8)% lower in YoY.
QoQ Fx gain impact in Q1 FY24.

Cash Generation:

- ❖ Collection- ₹ 112.3 Cr by up by ₹ 5 Cr QoQ.
- ❖ Billed DSO : Q1'24 50 days vs 52 Days Q4'23
- ❖ Net Cash ₹ 98.5 Cr. on 30 Jun'23 vs ₹ 90.1 Cr. on 31st Mar'23 .
- ❖ OC Up by 108.7% QoQ- higher collection & reduced DSO YoY lower by 32.7 %OCF due to increased UBR - Delayed POs

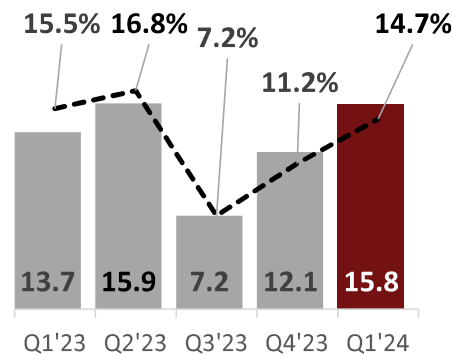
Revenue (in ₹ crore)

YoY ▲ 21.9% QoQ ▼ -0.4%



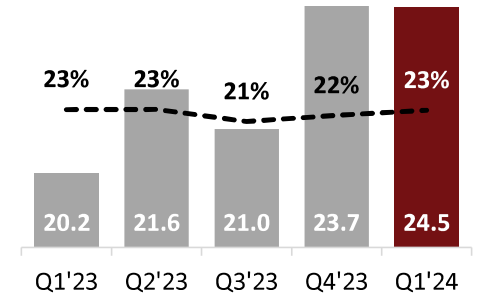
PAT (in ₹ crore) & Margin

YoY ▲ 30.1% QoQ ▲ 15.5%



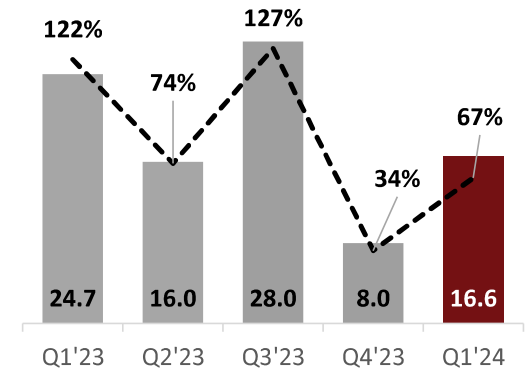
EBITDA (in ₹ crore) & Margin

YoY ▲ 21.2% QoQ ▲ 3.4%



OCF (in ₹ crore) & %

YoY ▼ - 32.7% QoQ ▲ 108.7%



Business segment updates

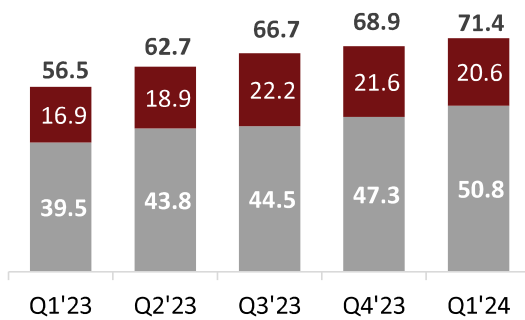


Digital Business Services (DBS) – Performance Snapshot



Revenue (₹ crore)

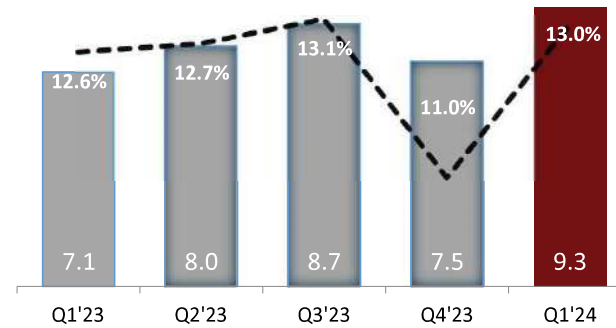
YoY ▲ 26.5% QoQ ▲ 3.7%



■ Domestic ■ Intl

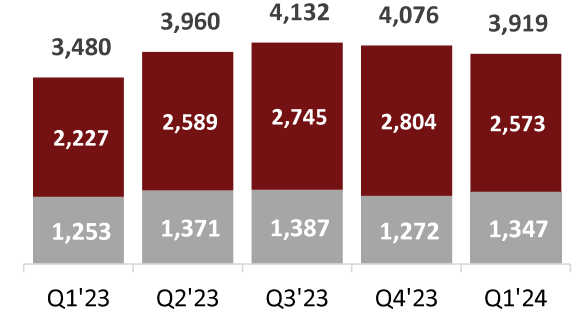
Segment Margin & % (₹ crore)

YoY ▲ 30.2% QoQ ▲ 24.0%



*Headcount (Avg)

YoY ▲ 12.6% QoQ ▼ -3.8%



■ Domestic ■ Intl

* FTE w.e.f. Q1' FY24

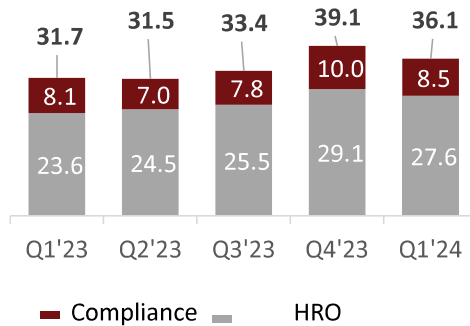
- ❖ Revenue up 26.5% YoY & 3.7 % QoQ- new client in Manila, rate revision for DBS International client & volume growth (net).
- ❖ QoQ margin improvement - greater proportion of international business & TNEB one-off cost in Q4'23.
- ❖ Headcount up by 12.6% YoY. QoQ -3.8% due to change of reporting methodology from headcount to FTE else flat for QoQ.

Human Resources Operations (HRO) – Performance Snapshot



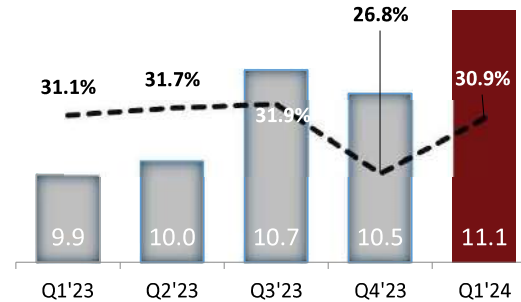
Revenue (₹ crore)

YoY ▲ 13.8% QoQ ▼ -7.6%



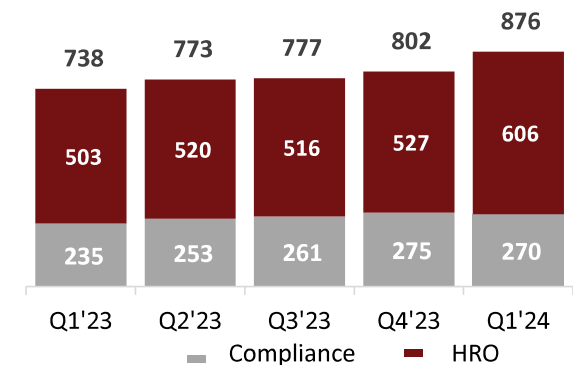
Segment Margin & % (₹ crore)

YoY ▲ 12.6% QoQ ▲ 6.0%



*Headcount (Avg)

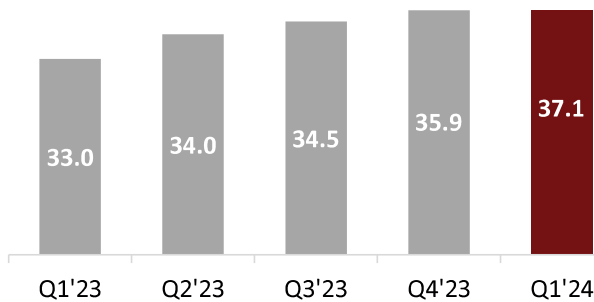
YoY ▲ 18.7% QoQ ▲ 9.2%



• FTE w.e.f. Q1' FY24 / HRO IT regrouped under HRO

Employee records (Lacs);

YoY ▲ 12.2% QoQ ▲ 3.2%



- ❖ Revenue up 13.8 % (YoY). (QoQ) lower by 7.6 %- one-offs revenue for tax vouching / S&E renewals in Q4' FY23. Normalizing for this- growth of 3%
- ❖ YoY margins % lower largely due to wage inflation whilst work commenced to improve C2R ratio.
QoQ : Small improvement in margin owing to cost optimization initiated compared to normalized Q4 FY23
- ❖ Employee records growth for YoY & QoQ is led by volume growth for few existing customers & new clients onboarding.

Annexures

Income Statement- ₹ Cr

Consolidated Particulars	Quarterly				
	Q1 FY24 Jun-23	Q4 FY23 Mar-23	QoQ Variance	Q1 FY23 Jun-22	YoY Variance
Revenue from Operations	107.5	108.0	(0.4%)	88.2	21.9%
Less:					
Employee benefit expenses	(62.9)	(59.4)	(5.8%)	(49.3)	(27.6%)
Other expenses	(20.1)	(24.8)	19.1%	(18.7)	(7.6%)
Total expenses	(83.0)	(84.3)	1.5%	(67.9)	(22.1%)
EBITDA	24.5	23.7	3.4%	20.2	21.2%
EBITDA Margin	22.8%	22.0%	80 bps	23.0%	(20 bps)
Other income	2.1	0.9	133.0%	3.8	(46.3%)
Finance cost	(0.9)	(0.9)	2.3%	(0.9)	7.5%
Depreciation & amortisation	(7.0)	(8.5)	18.3%	(6.4)	(8.9%)
Profit before tax	18.8	15.2	23.4%	16.8	12.1%
PBT Margin	17.5%	14.1%	350 bps	19.0%	(150 bps)
Normal Tax	(3.0)	(3.1)	2.9%	(3.1)	3.2%
Profit after tax	15.8	12.1	30.1%	13.7	15.5%
PAT Margin	14.7%	11.2%	350 bps	15.5%	(80 bps)
Basic & Diluted EPS (in ₹)	10.35	7.95	30.1%	8.96	15.5%

Balance Sheet- ₹ cr

	Q1 FY24	Q4 FY23		Q1 FY23	
Particulars	30-Jun-23	31-Mar-23	QoQ	30-Jun-22	YoY
Non-Current Assets					
Property Plant & Equipment	11.8	12.2	-0.4	9.3	2.5
Right of Use Assets	37.3	42.4	-5.1	46.6	-9.3
Other Intangible Assets	4.6	5.2	-0.6	4.1	0.5
Other Non Current Assets	42.3	39.2	3.2	30.1	12.2
	95.9	98.9	-2.9	90.0	5.9
Current Assets					
Current Investments	47.7	46.8	0.9	51.0	-3.3
Cash & Cash equivalents	98.5	90.1	8.4	96.3	2.2
Trade receivables	57.9	59.5	-1.7	52.8	5.1
Unbilled revenues	31.1	28.1	3.0	19.2	11.9
Other current assets	6.4	10.1	-3.7	7.5	-1.1
	241.6	234.7	6.9	226.8	14.8
Total Assets	337.5	333.6	4.0	316.8	20.7
	Q1 FY24	Q4 FY23		Q1 FY23	
Particulars	30-Jun-23	31-Mar-23	QoQ	30-Jun-22	YoY
Equity & Reserves	244.5	229.7	14.8	222.1	22.4
Non-Current Liabilities			0.0		0.0
Lease liability	20.8	25.1	-4.3	30.7	-9.9
Other non-current Liability	7.7	7.7	-0.0	7.4	0.3
	28.4	32.8	-4.4	38.1	-9.7
Current Liabilities					
Lease liability	18.4	18.9	-0.5	16.6	1.8
Trade Payables & Other current liabilities	46.2	52.2	-6.0	40.0	6.2
	64.6	71	-6.5	56.6	8.0
Total Equity & Liabilities	337.5	333.6	4.0	316.8	20.7

Cash Flow- ₹ Cr

	Q1 FY24	Q4 FY23	
Particulars	Jun-23	Mar-23	Mov
PBT	18.8	15.2	3.6
Add: Non cash Expenses/(Income)	6.8	9.2	(2.4)
Operating profit before working capital changes	25.5	24.4	1.1
Changes in working capital & Tax paid	(8.9)	(16.2)	7.4
Net cash generated from operating activities	16.6	8.2	8.5
Capex	(2.0)	(0.7)	(1.3)
Cash flow from Investing activities	(2.0)	(0.7)	(1.2)
Interest paid	(0.9)	(0.9)	0.0
Payment of lease liabilities	(4.7)	(4.6)	(0.1)
Cash flow from financing activities	(5.5)	(5.5)	(0.1)
Net change in cash and cash equivalents	9.1	2.0	7.2
Opening cash & cash equivalents	90.1	88.3	1.8
Exchange rate fluctuations	(0.7)	(0.1)	(0.6)
Closing cash & equivalents	98.5	90.1	8.4

Thank you