

19th July 2021

BSE: 532633 | NSE: ALLSEC | ISIN: INE835G01018 | CIN: L72300TN1998PLC041033 | WWW.ALLSECTECH.COM

## Strong Customer acquisition driving robust growth

**Chennai, India – 19<sup>th</sup> July 2021:** Allsec Technologies, a global leader in outsourcing solutions announced its financial results for the **First quarter for FY22 (Q1 FY22)**.

Highlights include:

- Revenue increased 12% over Q1 FY21 at ₹71.5cr
- EBITDA increased 22% over Q1 FY21 at ₹15.8cr
- PBT increased 30% over Q1 FY21 at ₹10.5cr
- Continuing robust cash generation with OCF / EBITDA at 103%

### Key financial highlights

In ₹ Lakhs

Particulars	Q1FY22	Q4FY21	QoQ	Q1FY21	YoY
Revenue	7,149	7,348	(3%)	6,348	12%
EBITDA before COVID-related expenses	1,723	2,165	(20%)	1,551	11%
COVID-related expense	(142)	(73)	(38%)	(252)	-
EBITDA	1,581	2,092	(24%)	1,299	22%
EBITDA Margin %	22.1%	28.5%	(636 bps)	20.3%	179 bps
PBT	1,052	1,502	(30%)	807	30%
PAT before Tax on dividend income	791	1,378	(43%)	603	31%
Tax on dividend income from Manila Subsidiary	1,588	-	-	-	-
PAT	(797)	1,378		603	
PAT Margin %	(11.1%)	18.7%		9.4%	
Diluted EPS ( in ₹)	(5.23)	9.05		3.96	

## Business Update

### ➤ Digital Business Services (DBS):

- Revenue lower by 3% QoQ at ₹45.5 cr
- International business revenue higher by 6% QoQ, at ₹30.3 Cr, largely due to returning volumes in the US collections business and addition of new customers.
- Domestic business revenue lower by 17% QoQ, at ₹15.2 Cr., largely due to volume reduction on account of the 2<sup>nd</sup> wave of COVID.
- Headcount stood at 3,146 employees, down 323 employees compared to the previous quarter.

### ➤ Human Resources Operations (HRO):

- Revenue lower by 2% QoQ at ₹26.0 cr
- Domestic business excluding Statutory Compliance reduced 8% QoQ to ₹14.1 Cr largely due to year end revenues in Q4 FY21.
- Statutory Compliance business grew 5% QoQ to ₹6.0 Cr.
- International business grew 7% QoQ at ₹5.9 Cr.
- 25 new customers were added during the quarter with ACV of ₹1.95 Cr.
- Payslips processed grew 7% QoQ and 31% YoY to ~28 lakhs in Q1FY21.

Commenting on the performance, Mr. Suraj Moraje, Non-Executive Director said “The Company has dealt well with the second COVID wave in India, even while seeing faster customer acquisition in the DBS business and continued robust growth in the HRO business. The management's focus on platformisation and automation will further accelerate this performance in the time to come”

## About Allsec Technologies Limited:

Allsec Technologies Limited (BSE: 532633, NSE: [ALLSEC](#)), headquartered in Chennai has been a pioneer in the HRO and International DBS spaces, and is today the leading Payroll Services Provider in India. Founded in 1998, Allsec is today a global brand, offering high-end business process solutions across key industry verticals in 40 countries. With ~ 4,000 employees across India, Philippines and the US, Allsec processes more than 900,000 pay slips each month for over 400 clients around the world. Allsec's leading *SmartHR* and *SmartPay* platforms are designed to address the complex challenges in today's HR environment, integrating the latest in technology including Robotic Process Automation (RPA), Smart Analytics, Chatbots and Mobility for enhanced employee engagement.

For further details on Allsec Technologies Limited, please visit <http://www.allsectech.com>.

For more information, please contact:

### Investor / Analyst contact:

**Raghunath Parthasarathy**

*Chief Financial Officer*

✉ [raghunath.p@allsectech.com](mailto:raghunath.p@allsectech.com)

☎ +91 44 4299 7070

*Disclaimer: This document contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions, which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements.*