



ALLSEC TECHNOLOGIES

Building Lasting Relationships

Q2 FY 2017 Highlights

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✓ **Business Update**

✓ **Performance Review & Analysis**

BUSINESS UPDATES

INCOME FROM OPERATIONS – Stand Alone

Export Revenue grew by 23% as compared to same QotQ (Q1 '17) and 7% compared to QoQ (Q2 '16).

Domestic revenues have gone down by 5% compared to QotQ and 12% compared to QoQ.

HR BPO continues to perform well with domestic revenues going up by 9% QotQ and 19% QoQ and HR BPO export revenue going up by 4% and 21% respectively.

	Q2 - 17	Q1 - 17	INC / DEC %	Q2 - 16	INC / DEC %
EXPORTS - VOICE / NON VOICE	852	694	23%	799	7%
EXPORTS - HR PAYROLL	136	131	4%	112	21%
DOMESTIC - VOICE/NON VOICE	964	1,017	-5%	1,096	-12%
DOMESTIC - HR PAYROLL	876	802	9%	734	19%
	2,828	2,644	7%	2,741	3%

Summary – India Operations Q2 - 17

IN INR LAKHS

	Q2 17	Q1 17	Growth % Q2 17 over Q1 17	Q2 16	Growth % Q2 17 over Q2 16
Revenue	2,828	2,644	7%	2,741	3%
EBITDA	601	403	49%	437	37%
EBITDA %	21%	15%	39%	16%	33%
PBT	533	405	31%	461	16%
PAT	533	405	31%	461	16%
Cash Profit	620	503	23%	595	4%

Summary – India Operations H1 17

IN INR LAKHS

	H1 17	H2 16	Growth % H1 17 over H2 16	H1 16	Growth % H1 17 over H1 16
Revenue	5,472	5,517	-1%	5,319	3%
EBITDA	1,004	883	14%	642	56%
EBITDA %	18%	16%	15%	12%	52%
PBT	939	703	34%	542	73%
PAT	939	406	131%	542	73%
Cash Profit	1,125	635	77%	816	38%

H1 2017 vs H2 2016

Marginal reduction in revenue with exports down by 5%

EBITDA improved by 14% or Rs.120 lakhs due to reduced general admin costs and increase in other income

H1 2017 vs H1 2016

3% increase in revenue primarily due to increase in HR BPO by 21% offset by reduction in Domestic by 6%

EBITDA improved by 56% or Rs.360 lakhs due to increased revenue, reduced connectivity costs, employee cost and other general admin costs offset by reduction in other income

Summary – Manila Operations Q1 17

IN INR LAKHS

	Q2 17	Q1 17	Growth % Q2 17 over Q1 17	Q2 16	Growth % Q2 17 over Q2 16
Revenue	696	629	11%	506	38%
EBITDA	134	127	5%	209	-36%
EBITDA %	19%	20%	-5%	41%	-53%
PBT	129	123	5%	206	-38%
PAT	116	111	4%	191	-40%
Cash Profit	121	115	5%	194	-38%

Summary – Manila Operations H1 17

IN INR LAKHS

	H1 17	H2 16	Growth % H1 17 over H2 16	H1 16	Growth % H1 17 over H1 16
Revenue	1,325	1,065	24%	995	33%
EBITDA	261	362	-28%	382	-32%
EBITDA %	20%	34%	-42%	38%	-49%
PBT	251	339	-26%	374	-33%
PAT	226	292	-22%	359	-37%
Cash Profit	236	300	-21%	366	-36%

H1 2017 vs H2 2016

EBITDA reduced by 28% or Rs.100 lakhs due to reduction in rental income

H1 2017 vs H1 2016

EBITDA reduced by 32% or Rs.120 lacs primarily due to reduction in rental income

Summary – US Operations Q2 17

IN INR LAKHS

	Q2 17	Q1 17	Growth % Q2 17 over Q1 17	Q2 16	Growth % Q2 17 over Q2 16
Revenue	4,934	4,014	23%	2,357	109%
EBITDA	1,052	886	19%	396	166%
EBITDA %	21%	22%	-3%	17%	27%
PBT	970	794	22%	265	266%
PAT	960	794	21%	264	264%
Cash Profit	1,012	837	21%	340	198%

Summary – US Operations H1 17

IN INR LAKHS

	H1 17	H2 16	Growth % H1 17 over H2 16	H1 16	Growth % H1 17 over H1 16
Revenue	8,948	6,266	43%	4,455	101%
EBITDA	1,938	1,251	55%	712	172%
EBITDA %	22%	20%	8%	16%	35%
PBT	1,764	1,045	69%	462	282%
PAT	1,754	1,062	65%	445	294%
Cash Profit	1,849	1,158	60%	600	208%

H1 2017 vs H2 2016

Revenue increased by 43%, EBITDA by 55% on account of increased business from existing customers

H1 2017 vs H1 2016

101% or Rs.4,488 lacs increase in revenue primarily due to increase in business from existing customer

EBITDA increase in line with increased revenue

Summary – Consolidated

IN INR LAKHS

	Q2 17	Q1 17	Growth % Q2 17 over Q1 17	Q2 16	Growth % Q2 17 over Q2 16
Revenue	8,263	7,193	15%	5,529	49%
EBITDA	1,785	1,416	26%	1,038	72%
EBITDA %	22%	20%	10%	19%	15%
PBT	1,634	1,324	23%	929	76%
PAT	1,612	1,312	23%	913	77%
Cash Profit	1,754	1,457	20%	1,126	56%

	H1 17	H2 16	Growth % H1 17 over H2 16	H1 16	Growth % H1 17 over H1 16
Revenue	15,456	12,712	22%	10,626	45%
EBITDA	3,202	2,485	29%	1,707	88%
EBITDA %	21%	20%	6%	16%	29%
PBT	2,961	1,896	56%	1,522	95%
PAT	2,928	1,554	88%	1,505	95%
Cash Profit	3,214	1,873	72%	1,941	66%