



January 25, 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 December 31, 2022.

Request you to take the same on record.

Yours faithfully,

For Allsec Technologies Limited

**Sripriyadarshini
Company Secretary**

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

Q3 FY23



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Contents

Company Overview

Q3 FY23 Key Business Highlights

Financial Performance (Q3 and YTD Dec FY23)

Company Overview

Global leader in outsourcing solutions

Corporate



Quess Corp subsidiary, backed by Fairfax Holdings (Canada)



20+ years of Global BPO service Excellence



Listed at the **NSE & BSE** (NSE: ALLSEC)

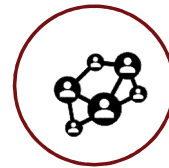
HRO



1.15 M payslips processed per month

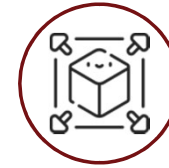


570+ Client engagements globally including Fortune 100 companies



3,00,000+ monthly employee self service portal log-ins

DBS



Service Delivery bundled with **Digital Transformations**



~4200 driven and dedicated employee workforce



2 Decades in 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
- **~5700** employee 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



Chennai (HQ), Bangalore, Noida, INDIA

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



Manila, PHILIPPINES

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



Dallas, Texas USA



DBS: Cutting edge Digital Business Services offerings

5 logos, ACV ~ ₹ 13.9 crore added in for YTD Dec FY'23 | HC ~4200



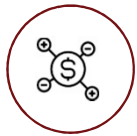
Customer Experience Management

- 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 Transcription
- Compliance Monitoring



Insurance

- Insurance BPaaS

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

110 logos added, 28 in Q3'23 | ~ 1.15 Mn payslips p.m. (8% ↑ over Dec'21) |

4.4 lacs+ Active users on HRMS (29% ↑ over Mar'22)

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



Q3 FY23 Corporate & Business Highlights



Corporate

❖ Key Milestone

- Revenue achieved the benchmark of ₹ **100.1 crore** / quarter in Q3'23.
- Collections for the quarter is ₹ **107 crore** surpassing earlier highest quarterly collection record of 100 crore.

❖ Interim Dividend:

- ₹**30.5 crore** Interim dividend was paid on 11 Nov 2022 for ₹**20 per share**.

❖ Balance Sheet:

- **Cash and Short term investments for the quarter** is ₹**125 crore** Vs ₹**155 crore** for the last quarter.
- **Operating Cash Flow** for the quarter is ₹ **28 crore** Vs ₹**16 crore** for the last quarter.
- Receivables DSO for the quarter is **51** days, in line to last quarter.

❖ P&L statement:

- Revenue grew by **6.3%** for **QoQ**. Growth is across both segments of DBS & HRO.
- EBITDA for the quarter is ₹ **21.0 crore** vs ₹ **21.6 crore** for the last quarter.
- PAT for the quarter is ₹ **7.2 crore** vs ₹ **15.9 crore** for the last quarter.



Business

❖ DBS:

- 2 new logo added during the quarter
- Existing client revenue grew by 6.7% , ₹**4.2 crore** in QoQ.

❖ HRO:

- 28 new logos added during the quarter.
- Payslips volume growth- QoQ: 1.5%, ~ 17 K, YoY : 8%, , ~ 85 K



Financial Update

Income Statement- INR lacs

Consolidated	Quarterly					YTD		
	Dec-22	Sep-22	QoQ	Dec-21	YoY	Dec-22	Dec-21	YoY
Particulars	Q3 FY23	Q2 FY23	Growth	Q2 FY23	Growth	YTD FY23	YTD FY22	Growth
Revenue from Operations	10,009	9,420	6%	8,322	20%	28,247	23,183	22%
Less:								
Employee benefit expenses	(5,771)	(5,526)	4.4%	(4,465)	29.2%	(16,226)	(12,839)	26%
Other expenses	(2,141)	(1,731)	23.7%	(1,656)	29.3%	(5,637)	(4,678)	21%
Total expenses	(7,912)	(7,257)	9.0%	(6,121)	29.3%	(21,863)	(17,517)	25%
EBITDA	2,097	2,163	(3.1%)	2,201	(4.7%)	6,384	5,666	13%
EBITDA Margin	21.0%	23.0%	(201 bps)	26.4%	(550 bps)	22.6%	24.4%	(184 bps)
Other income	84	436	(80.7%)	58	44.8%	802	456	76%
Finance cost	(93)	(93)	0.0%	(34)	173.5%	(279)	(119)	134%
Depreciation & amortisation	(683)	(653)	4.6%	(577)	18.4%	(1,974)	(1,707)	16%
Profit before tax	1,405	1,853	(24.2%)	1,648	(14.7%)	4,933	4,296	15%
PBT Margin	14.0%	19.7%	(563 bps)	19.8%	(577 bps)	17.5%	18.5%	(343 bps)
Tax on Dividend income from Manila	(435)							
Normal Tax	(247)	(267)	(7.5%)	(306)	(19.3%)	(1,268)	(2,323)	(45%)
Profit after tax	723	1,586	(54.4%)	1,342	(46.1%)	3,665	1,973	86%
PAT Margin	7.2%	16.8%	(961 bps)	16.1%	(890 bps)	13.0%	8.5%	(575 bps)
Basic & Diluted EPS (in ₹)	4.75	10.41	(54%)	8.81	(46%)	24.05	12.95	46%

Balance Sheet-INR Lacs

Particulars	31-Dec-22	31-Mar-22
Non-Current Assets		
Property Plant & Equipment	1,175	931
Right of Use Assets	4,231	4,265
Other Intangible Assets	1,778	1,179
Other Non Current Assets	2,602	2,417
	9,786	8,792
Current Assets		
Current Investments	4,600	4,694
Cash & Cash equivalents	8,857	8,168
Trade receivables	5,486	5,720
Unbilled revenues	1,964	1,994
Other current assets	557	55
	21,464	20,631
Total Assets	31,250	29,423
Equity & Reserves	21,653	20,944
Non-Current Liabilities		
Lease liability	2,715	2,710
Other non-current Liability	771	726
	3,486	3,436
Current Liabilities		
Lease liability	1,649	1,588
Trade Payables & Other current liabilities	4,462	3,455
	6,111	5,043
Total Equity & Liabilities	31,250	29,423



Financials Highlights- Quarter & YTD



Q3 FY 2023



YTD FY 2023

❖ Top Line

- **Revenue** achieved the benchmark of ₹ **100.1 crore** / quarter in Q3'23.
- **Growth** : QoQ 6.3 %, YoY : 20.3 %.

❖ **Other Income** 80 lacs in Q3'23 Vs. 4.4 crore for the last quarter.

❖ Margins

- EBITDA for the current quarter is ₹ **21.0 crore** Vs ₹ **21.6 crore** in last quarter.
- PBT for the current quarter is ₹ **14.1 crore** Vs ₹ **18.5 crore** in last quarter.
- PAT for the current quarter is ₹ **7.2 crore** Vs ₹ **15.9 crore** in last quarter.

❖ Top Line

- **Revenue** : Current year YTD actual revenue is ₹ **283 crore** vs ₹ 232 crore for YTD in last year.
- YoY total growth is 21.8%. DBS vertical grew by **24.8%**, growth in HRO vertical is 16.6%.

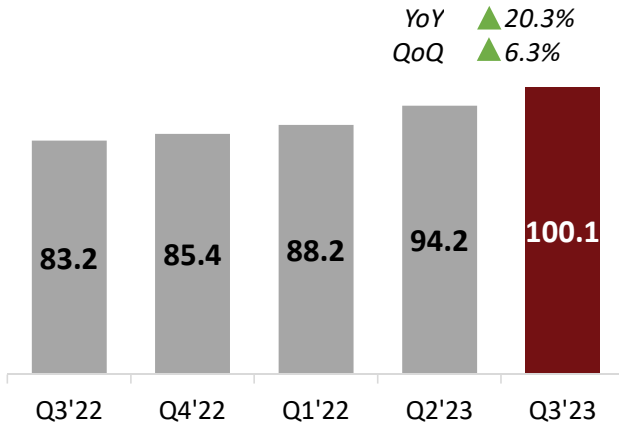
❖ **Other Income** : Current year YTD is ₹ 8.0 crore vs ₹ 4.6 crore in last year.

❖ Margins

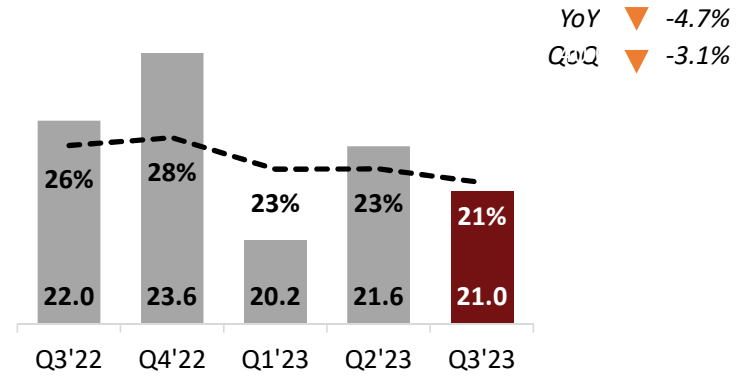
- EBITDA for the current year YTD is ₹ **63.8 crore** vs ₹ **56.7 crore** for YTD Dec in last year.
- PBT for the current year YTD is ₹ **49.3 crore** vs ₹ **43.0 crore** YTD Dec for the last year.
- PAT for the current year YTD is ₹ **36.7 crore** vs ₹ **18.1 crore** for the last year.

Q3 FY23

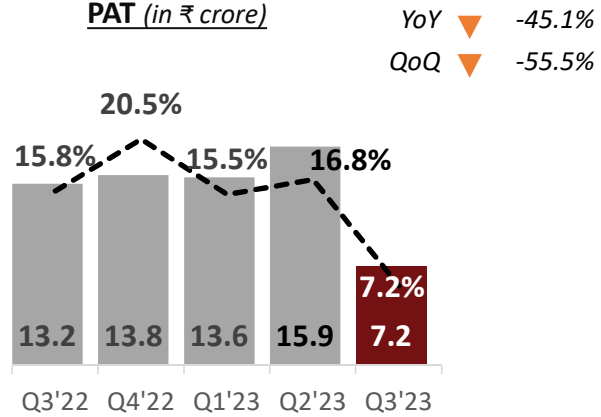
Revenue (in ₹ crore)



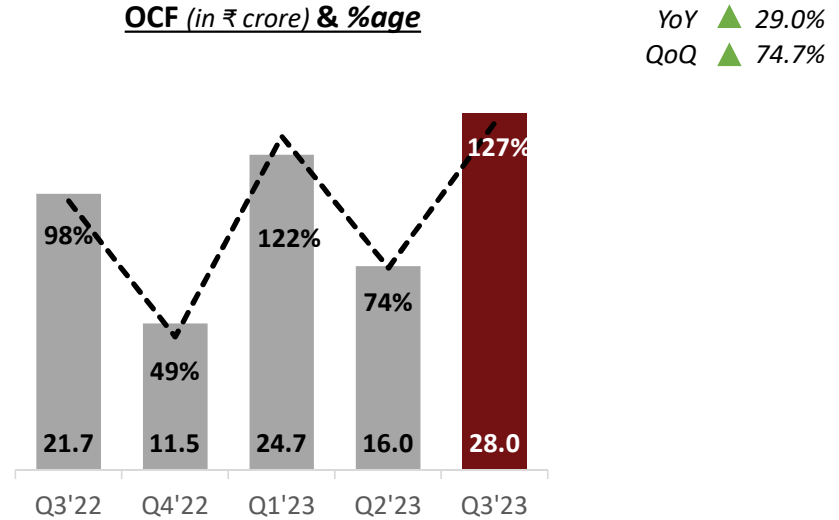
EBITDA (in ₹ crore) & Margin (%age)



PAT (in ₹ crore)

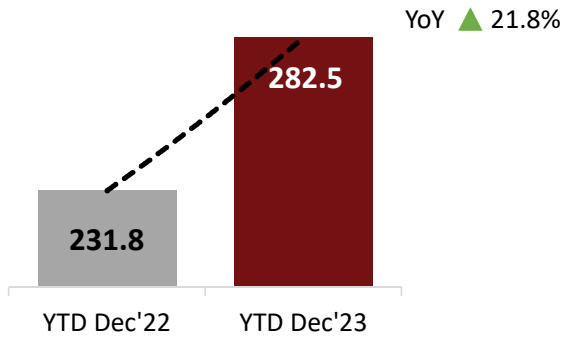


OCF (in ₹ crore) & %age

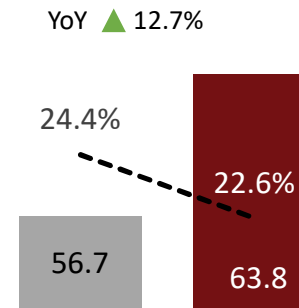


YTD December FY23

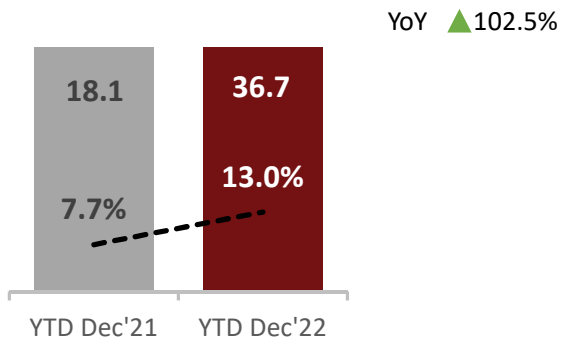
Revenue (in ₹ crore)



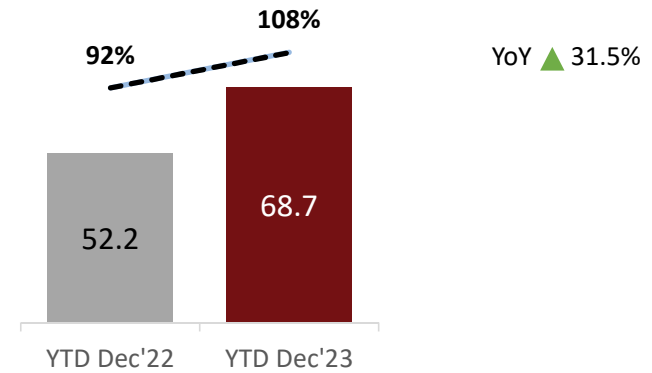
EBITDA (in ₹ crore) & Margin (%age)



PAT (in ₹ crore)

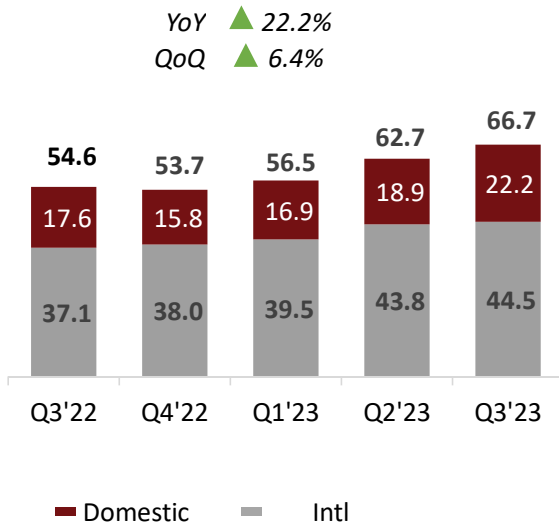


OCF (in ₹ Crore) & %age

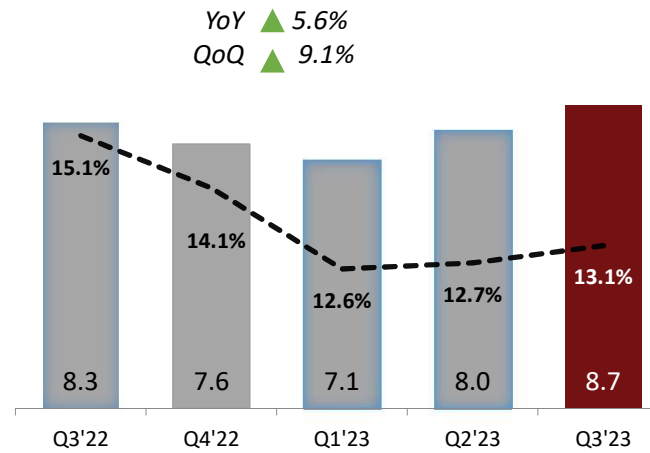


Digital Business Services (DBS) – Performance Snapshot

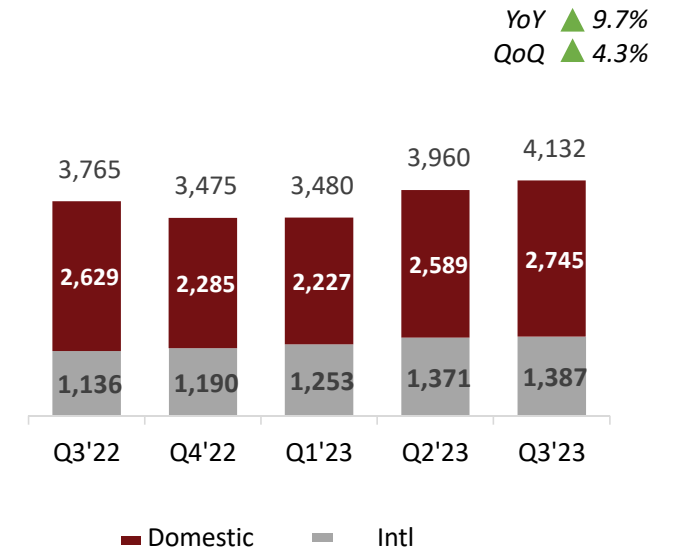
Revenue (in ₹ crore)



EBIT (in ₹ crore) & margin (%age)



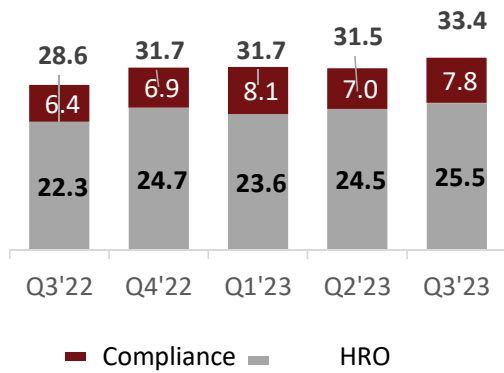
Headcount break-up (Nos)



Human Resources Operation (HRO) – Performance Snapshot

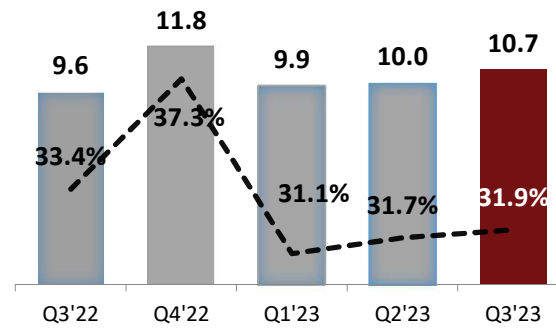
Revenue (in ₹ crore)

YoY ▲ 16.5%
QoQ ▲ 5.9%



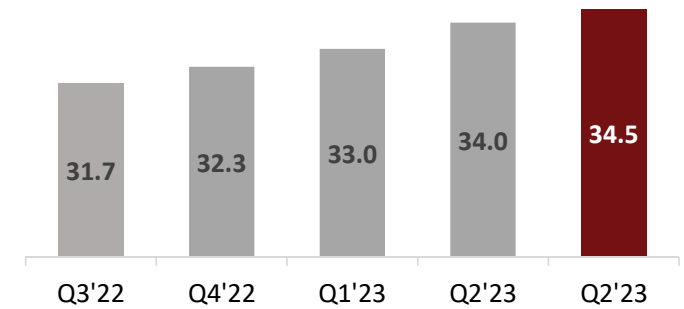
EBIT (in ₹ crore) & margin (%age)

YoY ▲ 11.5%
QoQ ▲ 6.8%



Payslips processed (in Nos Lacs)

YoY ▲ 9.0%
QoQ ▲ 1.5%



Thank you