



July 25, 2024

**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, 2024.

Request to please take the same on record.

Yours Faithfully,
For Allsec Technologies Limited

Neeraj Manchanda
Company Secretary & Compliance Officer

Encl: A/a

ALLSEC TECHNOLOGIES LTD.

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

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



ALLSEC Technologies

Earnings Update

Q1 FY25

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Company Overview

Global leader in Outsourcing Solutions

Corporate



Quesse Corp subsidiary, backed by Fairfax Holdings (Canada)



20+ years of Global BPO service Excellence



600+ Client engagements globally including Fortune 100 companies

Employee Experience Management (EXM)



1.36 M payslips processed per month- clear market leadership

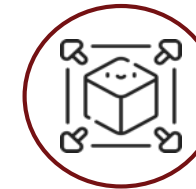


~4.5 lacs monthly employee self service portal log-ins



Continued investments in Tech & Product upgrades

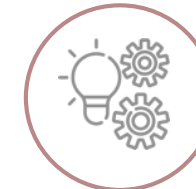
Customer Experience Management (CXM)



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

EXM - Market Leader in HRO Services | CXM - Leading Global BPM Player

Global Delivery Capabilities

- **Global Footprint** with proximity to Servicing Markets
- ~ **5,700** 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 Quesse Corp group facilities at other major hubs in India for ramp ups
- Multi-Lingual hub offering **12+ International Languages** using native speakers
- Expansion of Chennai facility for CXM growth



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|--|--|--|
| <input type="radio"/> India | <input type="radio"/> Malaysia | <input type="radio"/> USA |
| <input type="radio"/> Sri Lanka | <input type="radio"/> Philippines | <input type="radio"/> Canada |
| <input type="radio"/> UAE | <input type="radio"/> Vietnam | <input type="radio"/> Singapore |



Chennai (HQ), Bangalore, Noida, India – 4,300 Seats

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



Manila, Philippines – 1200 Seats

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



New Jersey, USA

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

New Sales:
 Q1'25: 10 Logos, ACV ~ 10.4 Cr

1.36 M Employee Records P.M:
 (QoQ up by 2.5%)
 (YoY up by 9.7%)

Active users on HRMS: ~4.5 lacs



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

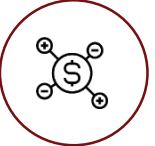
Smart HR
 Better workplace with an end-to-end HR solution

Smart Pay
 Manage & deliver powerful & accurate payroll every time

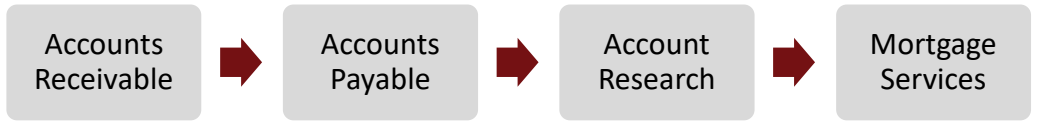
Smart Stat
 Tackle complex labour law & payroll compliance backed by technology

CXM: Cutting edge Digital Business Services offerings

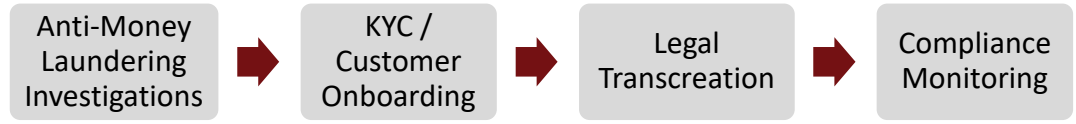
FTEs ~4,650
 (QoQ up by 3.9%)
 (YoY up by 18.3%)



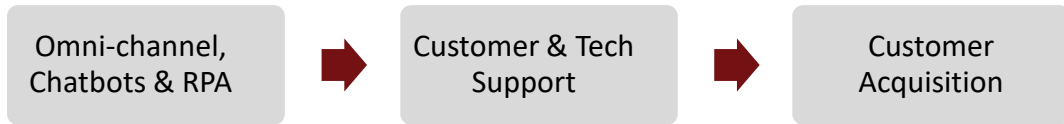
Transaction Processing



Compliance



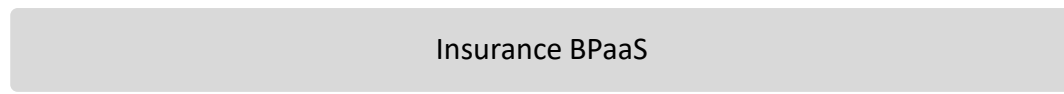
Customer Experience Management



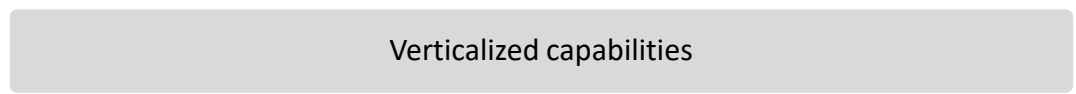
Credit Risk Management



Insurance



Healthcare



Key Business Highlights

Financial Highlights- Q1 FY2025



Financial

Q1'25 P&L highlights:

		YOY%	QoQ%
Revenue	129.3	▲ 20.3%	▼ 0.3%
EBITDA	31.0	▲ 26.5%	▼ 11.9%

		YOY%	QoQ%
EBITDA Margin	24.0%	▲ 1.2%	▼ 3.2%
PAT	32.0	▲ 102.5%	▲ 54.6%

Balance Sheet:

Cash and Liquid Funds	167.4	▲ 14.2%	▲ 21.0%
OCF	38.6	▲ 132.5%	▲ 50.2%

Collection (Cr)	133.6	▲ 19.1%	▲ 1.8%
DSO (Billed & Unbilled)	81 days	▼ 2 days	▼ 7 days

- **Q1 YoY Revenue** growth across CXM (32.7%) & EXM Payroll (11.1%) New logos EXM-10, ACV ~ 10.4 Cr & CXM -1 ~1.0 Cr. Existing customer mining (CXM ACV ~ 5.1 Cr).
- **Q1 YoY EBITDA** - Higher international revenue

- **Cash and Liquid funds & OCF** : Higher collection & LLC divestment.
- **DSO QoQ** : Few payment due around June end were cleared subsequently



Employee Experience Management (EXM)

- Revenue lower by YoY -4.4% & QoQ -15.0%, primarily due to LLC divestment in Q1'25 & Q4'24 seasonal revenue
- Net employee records added : ~ 1 lacs, up by 9.7% YoY. & 2.5% QoQ
- Transition plan for migration to Smart Pay v4 progressing in line with planned schedule
- Onboarded first client on new our HRMS platform, good volume on demo's to existing & new client
- New logos added Q1'25 10 logos, ACV ~ 10.4 Cr.



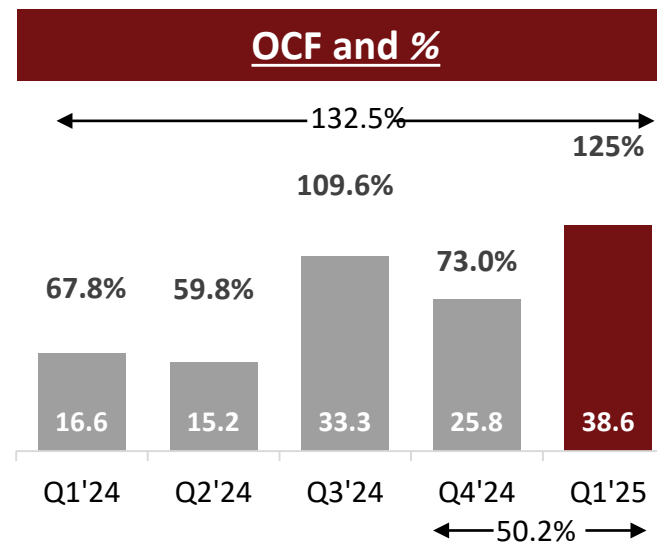
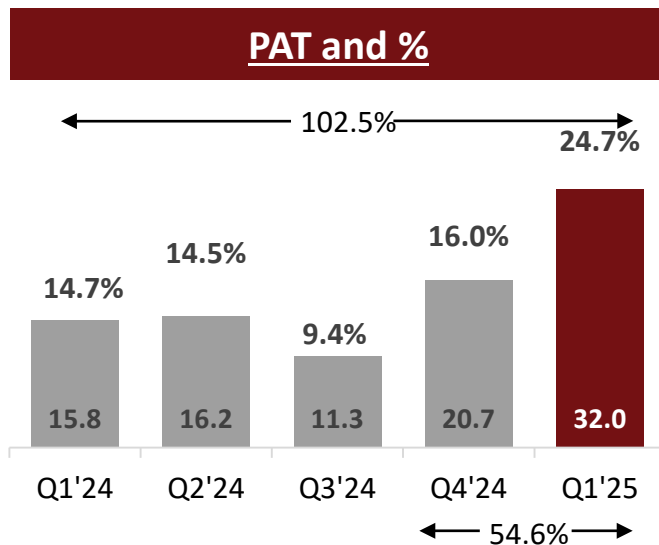
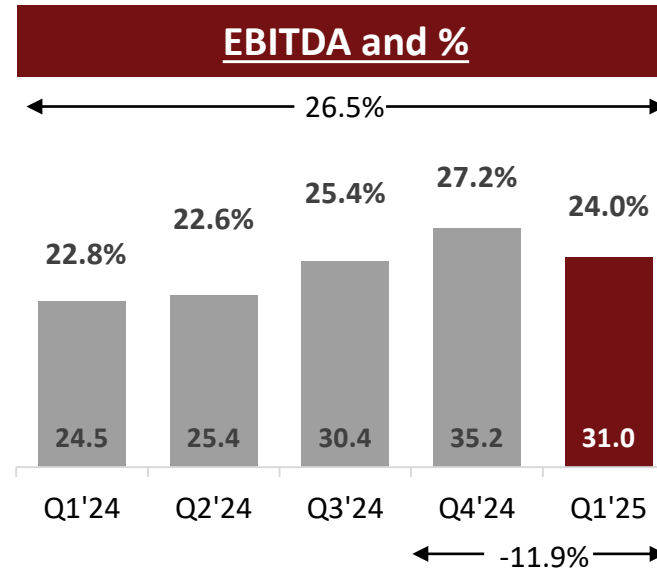
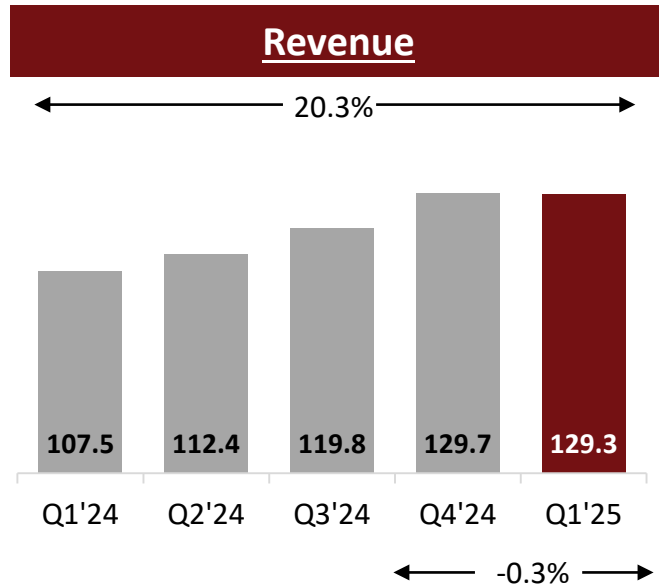
Customer Experience Management (CXM)

- Revenue growth YoY 32.8% & QoQ 6.4%
- Healthcare continues to contribute significantly to this growth
- CXM International business up by 39.2% YoY & 7.4% QoQ basis
- ACV ~ 6 Cr added from new logos & account mining.

Financial Performance

Q1 FY2025 Financial Updates

(Rs. Crore)



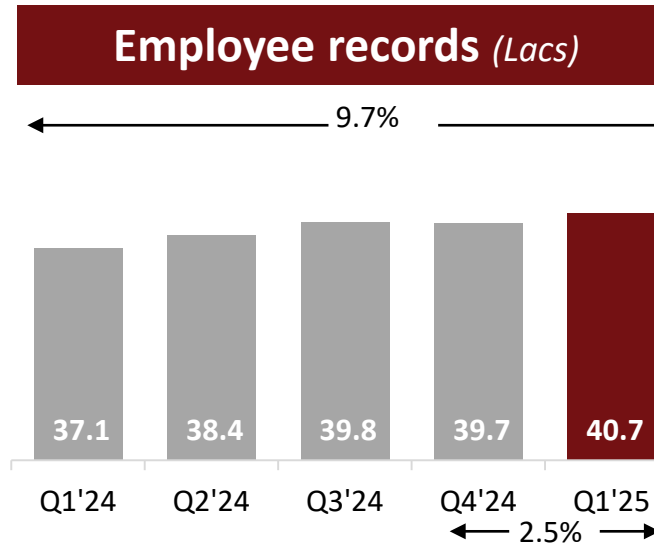
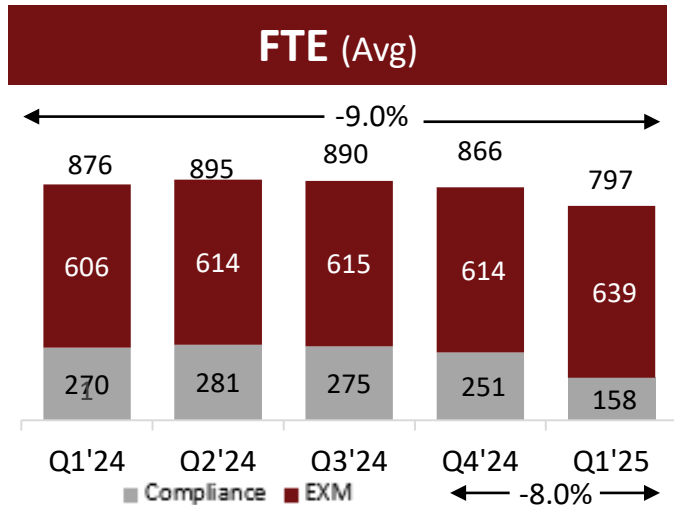
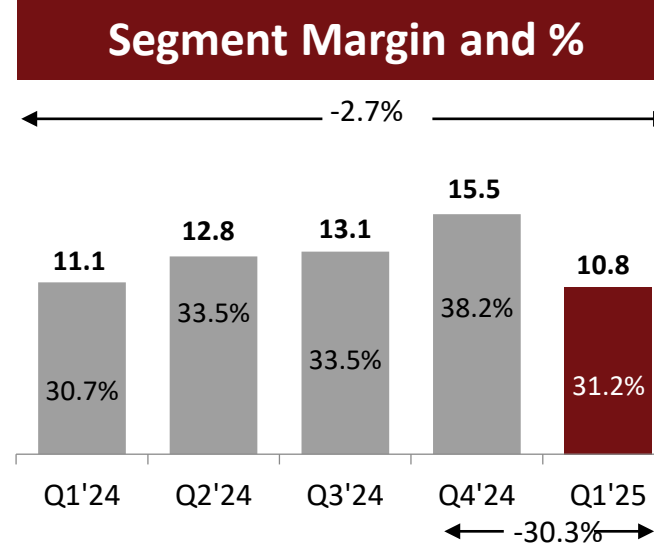
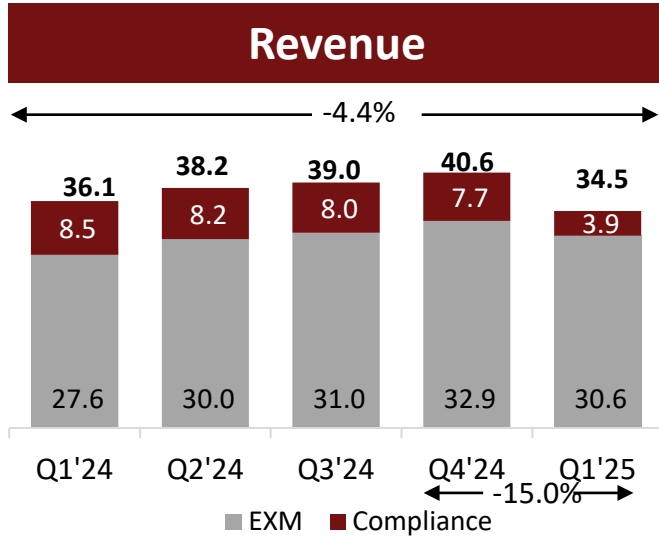
Cash Generation:

- **Cash & Liquid funds** ₹ 167.7 Cr. on 30th June up by 29.4 Cr QoQ due to higher collection
- **OCF** of 38.6 Cr up by 22.0 Cr YoY and 12.8 QoQ primarily due to LLC Divestment

Business Segment Updates

Employee Experience Management (EXM) – Performance Snapshot

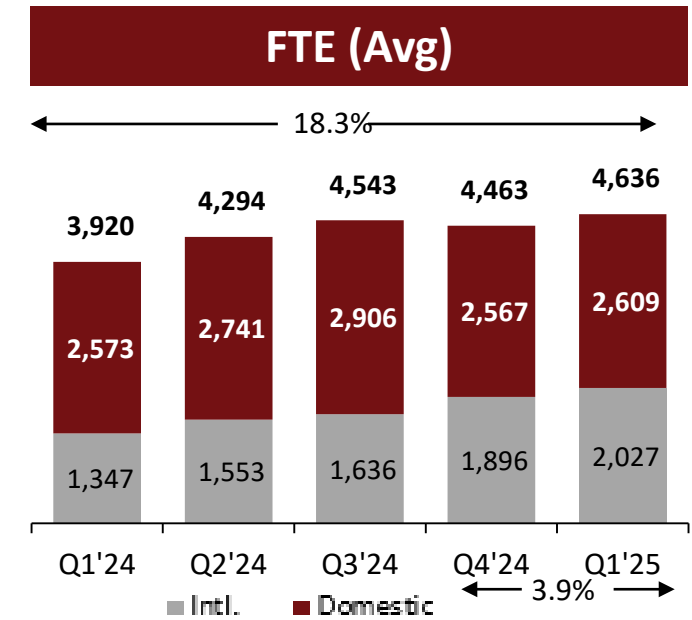
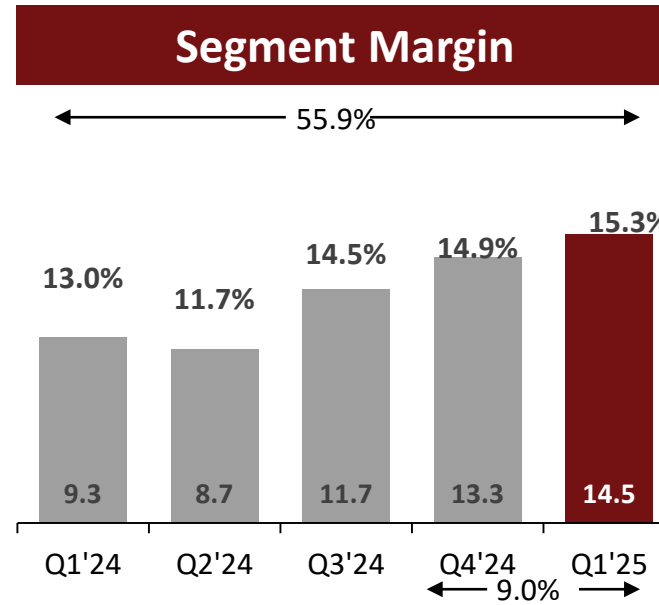
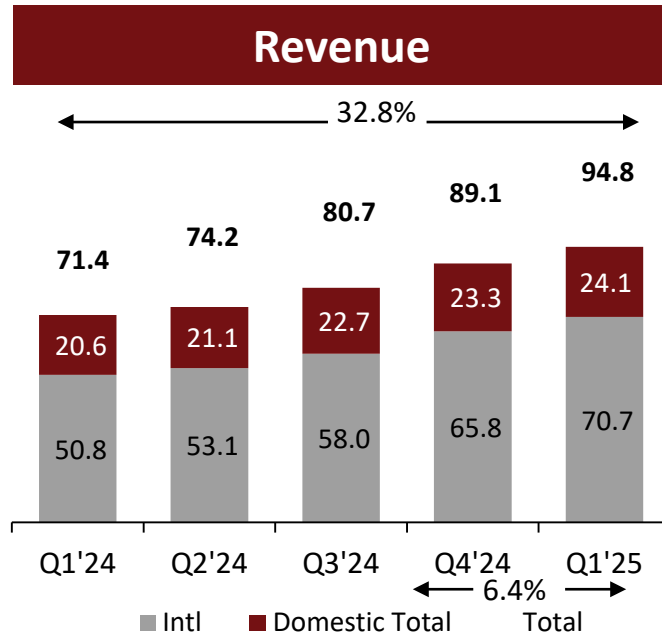
(Rs. Crore)



- ❖ **Revenue** – EXM payroll up by 11.1% YoY & down by -7.0% QoQ due to seasonality impact in Q4'24
- ❖ **QoQ Margin** impacted by seasonality impact in Q4'24
- ❖ **Headcount** EMX payroll up by 4.0% QoQ & 5.4% YoY. Decrease in Compliance business due to LLC business divestment

Customer Experience Management (CXM) – Performance Snapshot

(Rs. Crore)



- ❖ Revenue growth - QoQ up by 6.4%, International growth 7.4%, Domestic growth 3.4%
- ❖ QoQ FTE growth –across international and domestic businesses.
- ❖ Margins growth – QoQ 9.0% due to increase in international growth primarily in Healthcare sector.

Annexures

Income Statement

Particulars (in Rs. Cr)	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY
Revenue from Operations	129.3	129.7	(0.4)	107.5	21.8
Less					
Employee Benefit Expenses	(75.3)	(71.8)	(3.5)	(62.9)	(12.4)
Other Expenses	(23.0)	(22.7)	(0.3)	(20.1)	(2.9)
Total Expenses	(98.3)	(94.5)	(3.8)	(83.0)	(15.3)
EBITDA	31.0	35.2	(4.2)	24.5	6.51
EBITDA Margin	24.0%	27.2%	-320 bps	22.8%	120 bps
Other Income	2.8	1.7	1.2	2.1	0.8
Finance Cost	(0.9)	(1.3)	0.4	(0.9)	(0.1)
Depreciation and Amortisation	(9.8)	(9.8)	(0.1)	(7.0)	(2.9)
Profit Before Tax & Exceptional Item	23.1	25.9	(2.7)	18.8	4.4
Exceptional Item	(17.1)	0.0	(17.1)	0.0	(17.1)
Profit Before Tax	40.2	25.9	14.4	18.8	21.4
PBT Margin	31.1%	19.9%	1120 bps	17.5%	1360 bps
Normal Tax	(8.3)	(5.1)	(3.1)	(3.0)	(5.3)
Profit After Tax	32.0	20.7	11.3	15.8	16.2
PAT Margin	24.7%	16.0%	880 bps	14.7%	110 bps
Basic and Diluted EPS (in Rs.)	21.0	13.6	7.4	10.3	10.6

Balance Sheet

Particulars (in Rs. Cr)	31-Mar-22	31-Mar-23	31-Mar-24	30-June-24
Assets				
Non-Current Assets				
Property, Plant and Equipment	9.3	12.2	21.7	20.8
Right of Use Assets	42.7	42.4	41.5	40.0
Other Intangible Assets	11.8	5.2	15.1	14.6
Other Non-Current Assets	24.1	39.2	38.4	33.0
	87.9	98.9	116.6	108.3
Current Assets				
Current Investments	46.9	46.8	56.3	74.2
Cash and Cash Equivalents	81.4	90.1	82.0	93.4
Trade Receivables	57.2	59.5	65.7	67.3
Unbilled Revenues	14.4	28.1	29.7	40.0
Other Current Assets	6.3	10.1	17.3	8.2
	206.3	234.7	251.0	283.1
Total Assets	294.2	333.6	367.6	391.4
Liabilities				
Equity and Reserves	209.4	229.7	245.5	275.3
Non-Current Liabilities				
Lease Liability	27.1	25.1	26.4	24.9
Other Non-Current Liability	7.3	7.7	9.3	9.9
	34.4	32.8	35.7	34.8
Current Liabilities				
Lease Liabilities	15.9	18.9	18.2	18.2
Trade Payables and Other Current Liabilities	34.5	52.2	68.2	63.1
	50.4	71	86.4	81.4
Total Equity and Liabilities	294.2	333.6	367.6	391.4

Cash Flow

Particulars (in Rs. Cr)	31-Mar-22	31-Mar-23	31-Mar-24	30-June-24
PBT	61.1	64.5	59.2	40.2
Add: Non Cash Expenses / Income	21.0	24.5	25.3	8.2
Operating Profit before Working Capital Changes	82.1	89.0	84.5	48.4
Changes in Working Capital and Tax Paid	(18.4)	(17.7)	(19.3)	(9.8)
Net Cash Generated from Operating Activities	63.7	71.2	65.2	38.6
Capex	(20.7)	(17.4)	(18.9)	(19.5)
Cash Flow from Investing Activities	(20.7)	(17.4)	(18.9)	(19.5)
Interest Paid	(2.2)	(3.7)	(2.5)	(0.9)
Payment of Lease Liabilities	(18.8)	(17.4)	(15.4)	(5.9)
Dividend Pay-out	(91.3)	(30.5)	(45.7)	0.0
Cash Flow from Financing Activities	(112.3)	(51.6)	(63.6)	(6.8)
Net Cash in Cash and Cash Equivalents	(69.3)	2.3	(17.3)	12.3
Opening Cash and Cash Equivalents	148.6	81.4	90.1	81.7
Exchange Rate Fluctuations	2.1	6.4	(0.0)	(0.8)
Closing Cash and Equivalents	81.4	90.1	72.8	93.2

Thank you