

October 24, 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: **ALLDIGI**

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 and half-year ended September 30, 2024.

Request to please take the same on record.

Yours Faithfully,
For Alldigi Tech Limited
(Formerly known as Allsec Technologies Limited)

Neeraj Manchanda
Company Secretary & Compliance Officer

Encl: A/a



Alldigi Tech Ltd

Earnings Update
Q2 and H1 FY25



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Contents



Company Overview



Key Business Highlights



Financial Performance



Business segments update



Annexures



The background of the slide features a large, stylized target with concentric circles in shades of blue and white. Three white arrows with red fletching are shown in flight, pointing towards the center of the target. The overall color scheme is a gradient of reds, from a light pinkish-red on the left to a deep red on the right.

Company Overview

Global Leader in Outsourcing Solutions

Corporate



Quess Corp subsidiary, backed by Fairfax Holdings (Canada)



24 years of Global BPO service Excellence

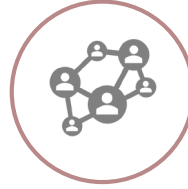


~400 Client engagements globally including Fortune 100 companies

Employee Experience Management (EXM)



~1.5 M employee records processed per month- clear market leadership

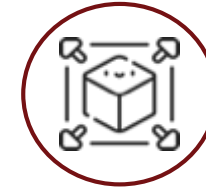


4,71,000+ monthly employee self service portal log-ins



Continued investments in Tech & Product upgrades

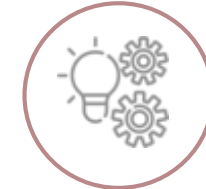
Customer Experience Management (CXM)



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

Global Delivery Capabilities

- ❖ Servicing **46 Countries**
- ❖ Holding company India, Subsidiaries - US & Manila.
- ❖ Recent facility expansion – **250 seats in India**
- ❖ FTEs – Allsec ~ 6,200 - India (~4,700) Manila (~1,500)
- ❖ Manila - Multi-lingual hub offering **12+ International languages** using native speakers



Chennai (HQ), Bangalore, Noida, India – ~4,500 Seats

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



Manila, Philippines – ~1200 Seats

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



New Jersey, USA

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



HR Services

- On-boarding
- Employee Info Store
- Postings
- Exits



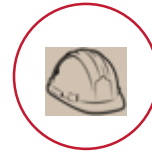
Reimbursement System

- 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



HRMS & Eco-system

- Hire-to-Retire HRMS integrated with a product eco-system supported by best-in-class partners



Payroll

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



Retirals

- 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 payroll compliances backed by technology

Key Highlights



~**1.5 M** employee records processed per month- clear market leadership



~**4.5 lacs** monthly active users on SmartHR

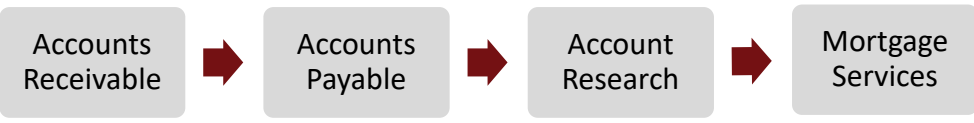


Continued investments in Tech & Product upgrades

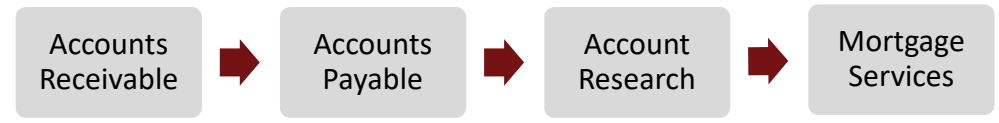
CXM: Cutting edge Digital Business Services offerings



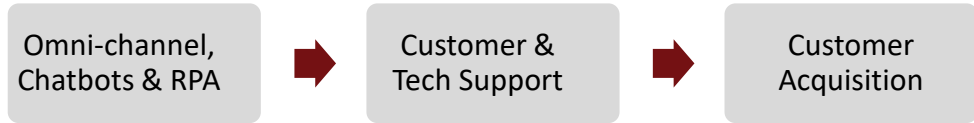
Transaction Processing



Compliance



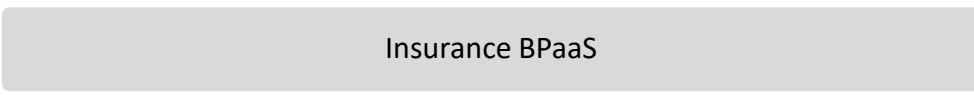
Customer Experience Management



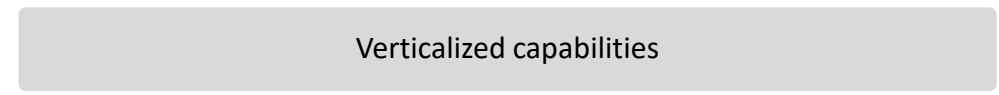
Customer Experience Management



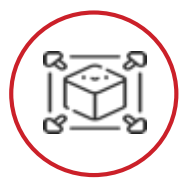
Insurance



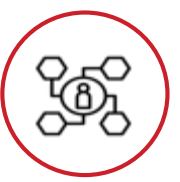
Healthcare



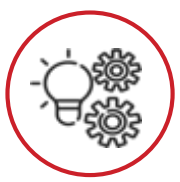
Key Highlights



Strong service delivery with topping of partner league tables for many clients



Journey from Operations to business value adds incl. Digital/ RPA tools



2 decades of delivering Global Business Solutions



Key Business Highlights

Financial Highlights – Q2FY25

Financial

Q2 FY25 P&L highlights:

	₹ Crs.	YOY%	QoQ%
Revenue	131.4	▲ 17.0%	▲ 1.6%
EBITDA	30.8	▲ 21.3%	▼ 1.2%

Balance Sheet:

Cash & Liquid Funds	161.6	▲ 7.1%	▼ 3.6%
OCF	27.9	▲ 83.3%	▲ 32.5%

- **Q2 YoY Revenue** growth across CXM (30.4%) & EXM Payroll (10.9%) New logos EXM-12, ACV ~ 6.6 Cr & CXM 3 Logos ACV~6.6 Cr & existing customer mining ACV ~ 3 Cr.
- **Q2 YoY EBITDA** - Higher share of international revenue
- **Q2 QoQ EBITDA & EBITDA %**– Marginally lower owing to one time recruitment costs in Manila.

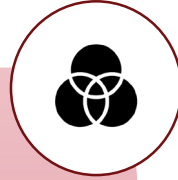
		YOY%	QoQ%
EBITDA Margin	23.4%	▲ 80bps	▼ 70bps
PAT (Crs)	12.1	▼ 25.2%	▼ 62.0%

Collection (Crs)	140.6	▲ 27.4%	▲ 5.2%
DSO (Billed & Unbilled)	78 days	▲ 1 day	▼ 2 days

- **Q2 QoQ PAT** lower primarily due to the impact of LLC divestment which was accounted for in Q1 results
- **YoY & QoQ** higher collections have led to an improvement in OCF generated.

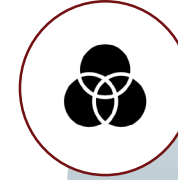
Business Highlights – Q2FY25

Employee Experience Management (EXM)



- Payroll revenue up by YoY 10.9% & QoQ 8.7% from both existing & new clients
- Net employee records added : ~ 2.6 lacs, up by 12.8% YoY & 6.4% QoQ
- Transition plan for migration to Smart Pay v4 progressing in line with planned schedule
- New logos added Q2'25 12 logos, ACV ~ ₹ 6.6 Cr.

Customer Experience Management (CXM)



- Revenue growth YoY 30.4% & QoQ 2.0%
- Healthcare continues to contribute significantly to this growth
- CXM International business up by 33.6% YoY & flat QoQ.
- ACV ~ ₹ 9.6 Cr added from new logos & account mining.

Financial Performance

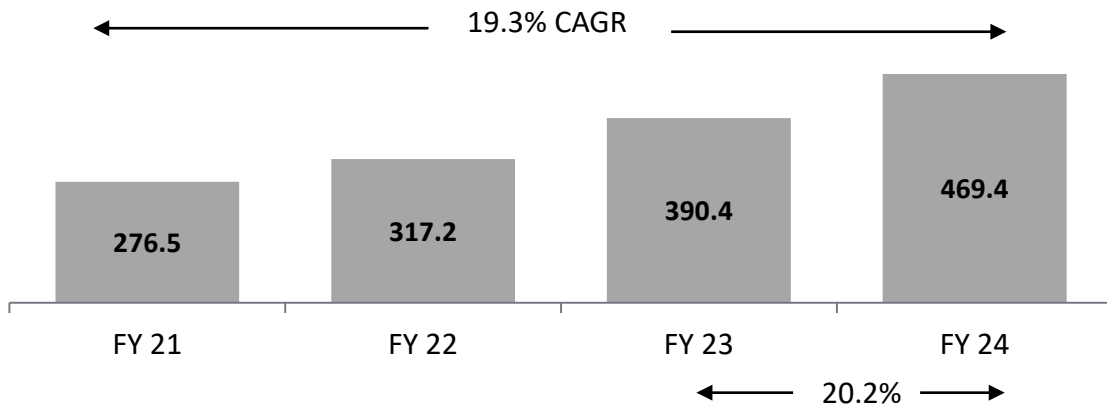


Q2 FY25 Financial Highlights (1/2)

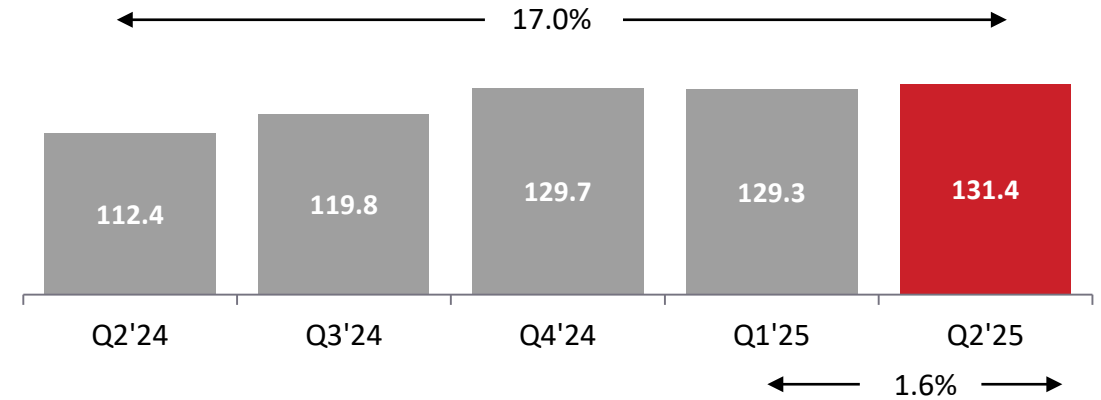
Revenue

(Rs. Crore)

Yearly trends

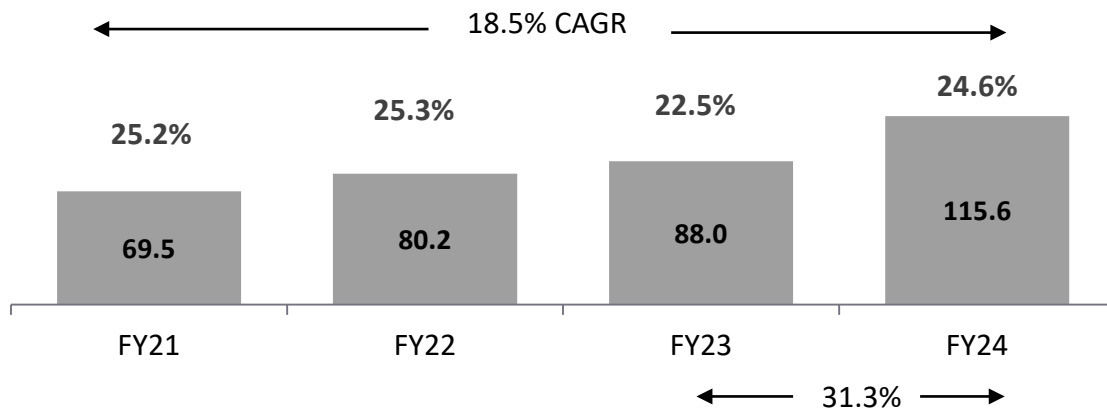


Quarterly trends

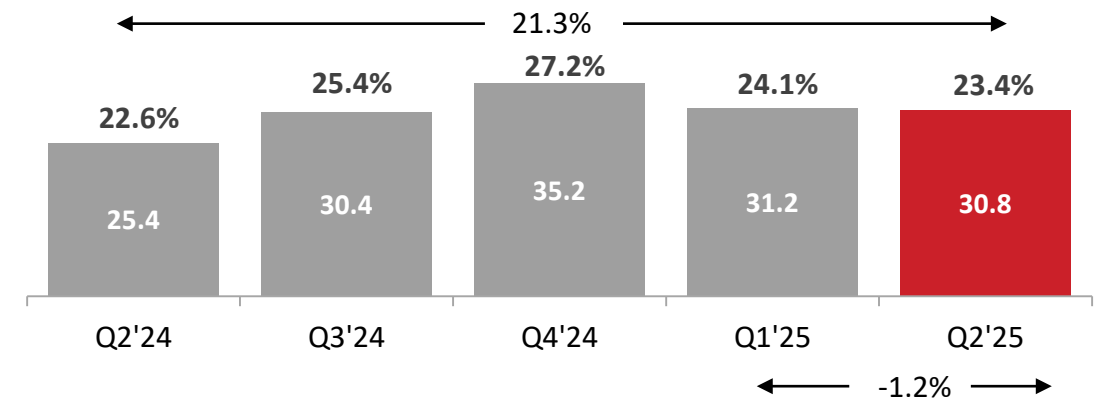


EBITDA and EBITDA%

Yearly trends



Quarterly trends

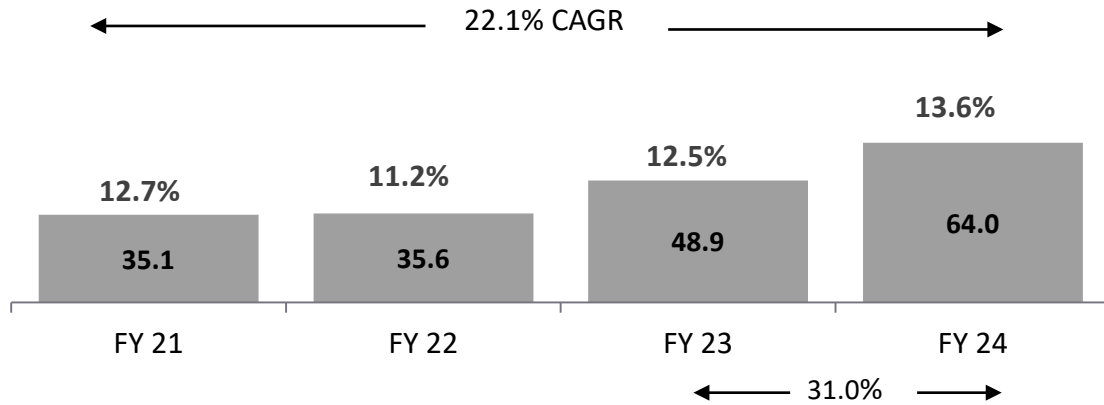


Q2 FY25 Financial Highlights (2/2)

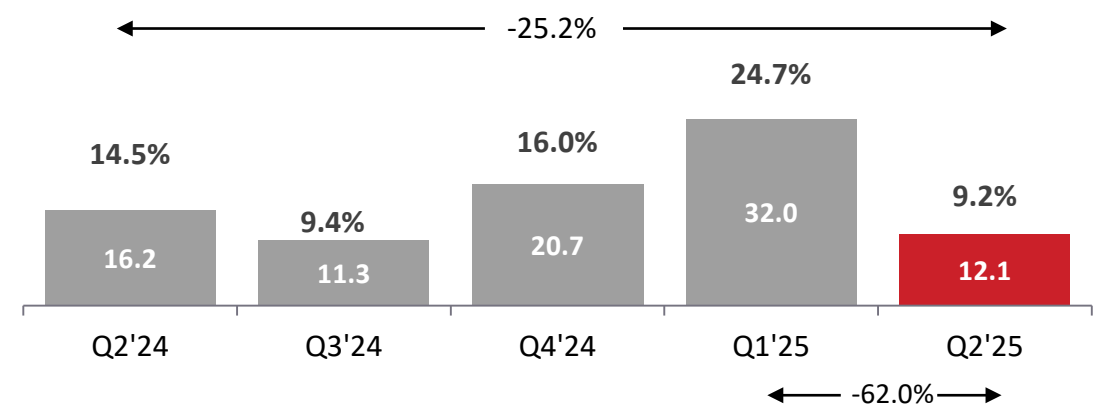
PAT and PAT%

(Rs. Crore)

Yearly trends

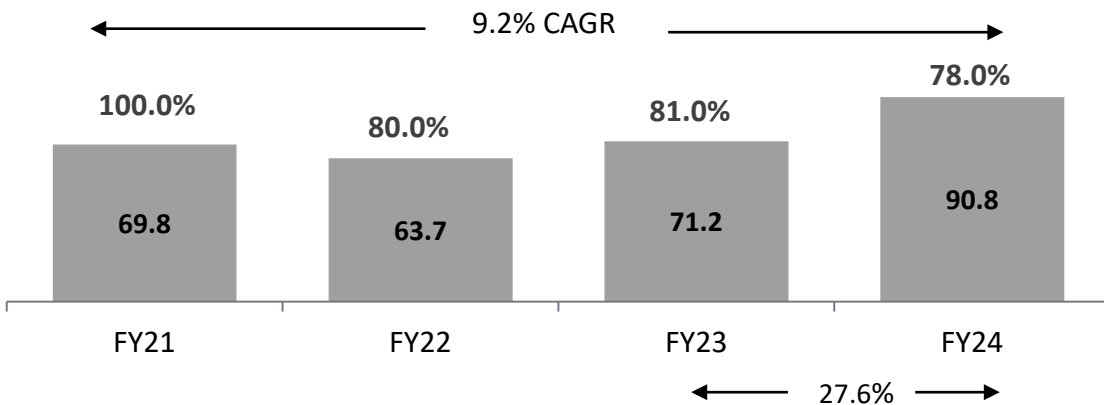


Quarterly trends

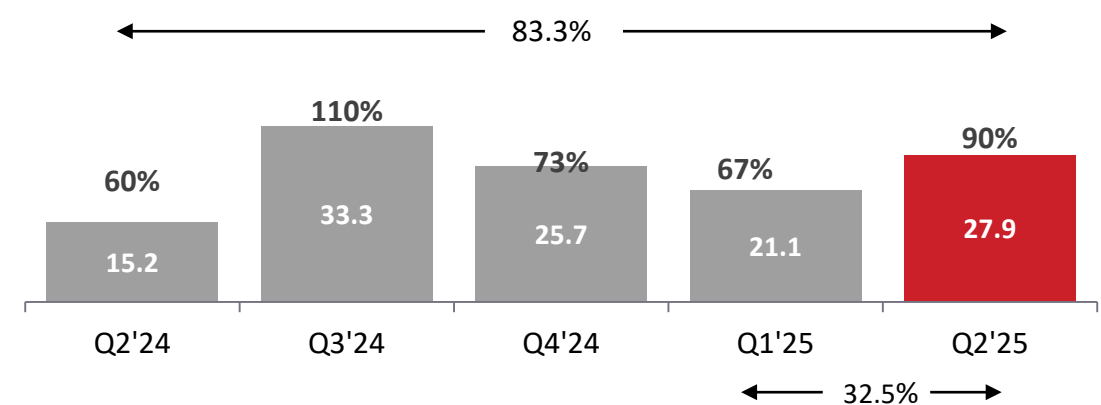


OCF and OCF Conversion%

Yearly trends



Quarterly trends



Q2 QoQ PAT lower primarily due to the impact of LLC divestment which was accounted for in Q1 results



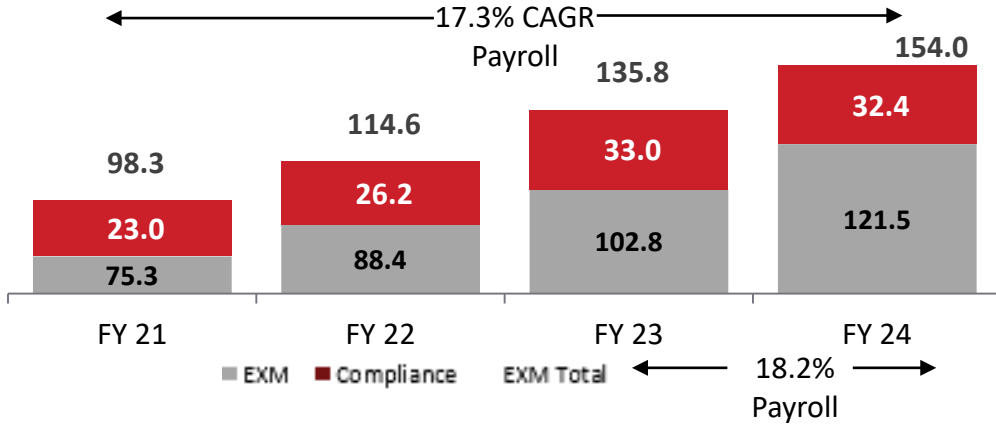
Business Segment Updates

Employee Experience Management (Payroll) – Performance

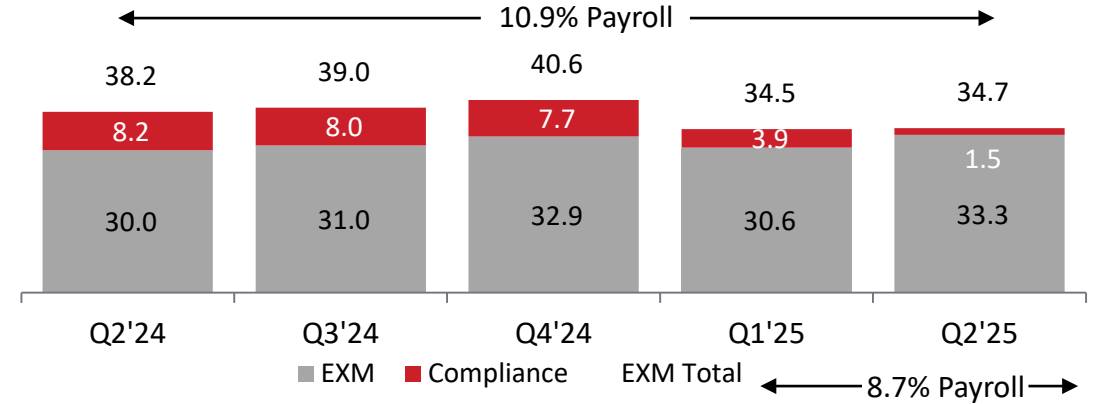
Segment Revenue

(Rs. Crore)

Yearly trends

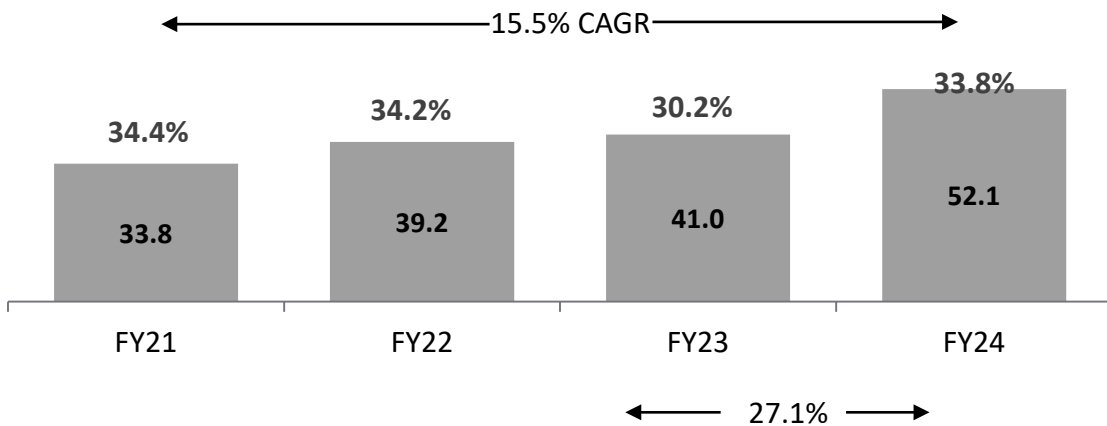


Quarterly trends

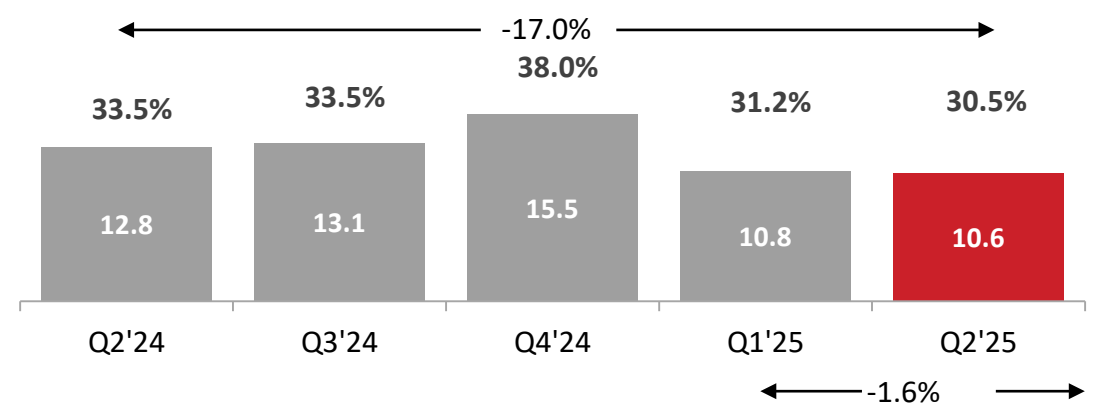


Segment Margin and Margin%

Yearly trends



Quarterly trends



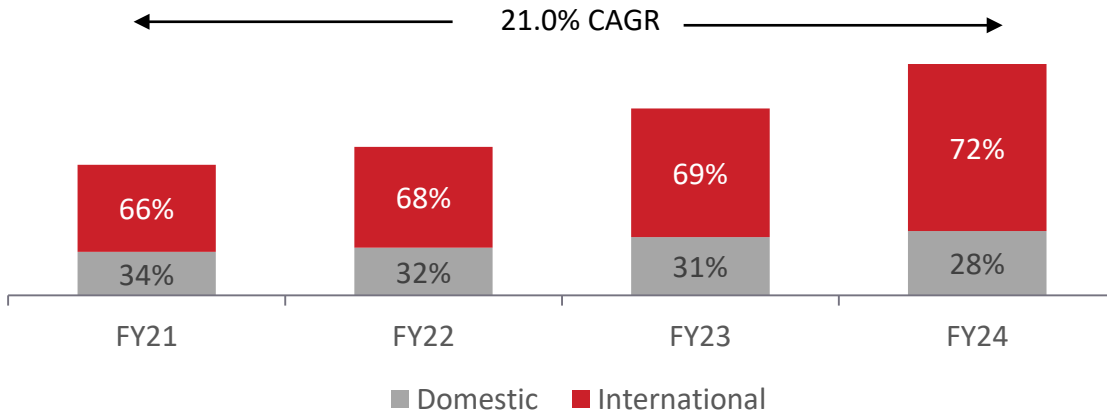
YoY - Change in methodology of apportionment of overhead costs

Customer Experience Management (CXM) – Performance

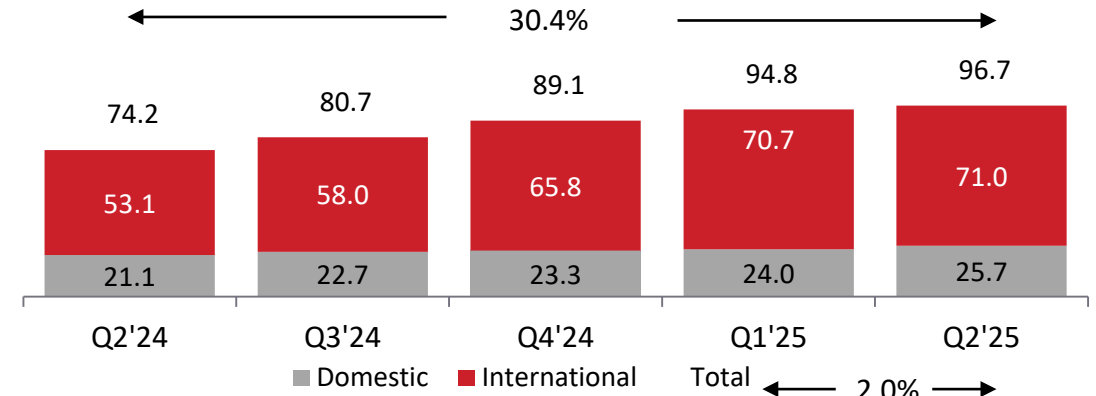
Segment Revenue

(Rs. Crore)

Yearly trends

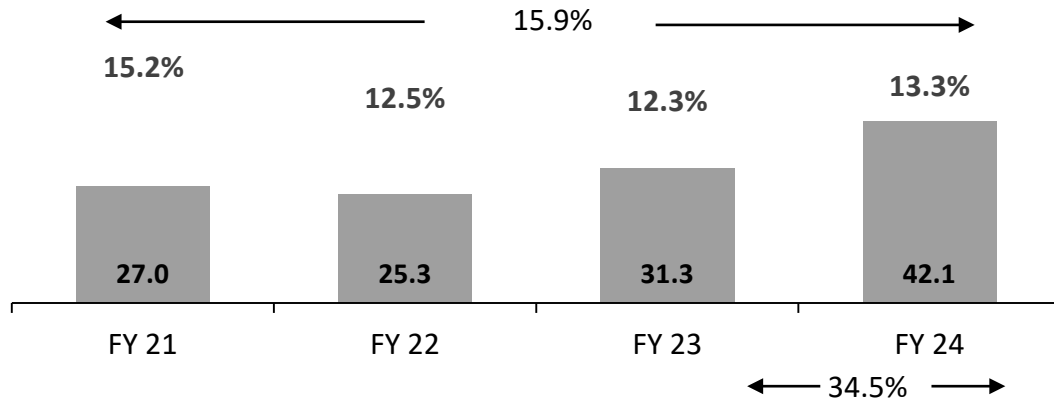


Quarterly trends

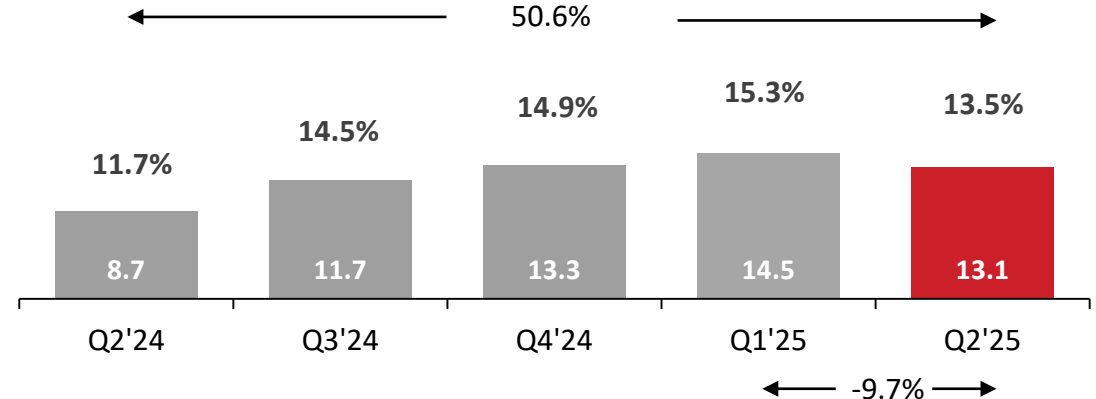


Segment Margin and %

Yearly trends

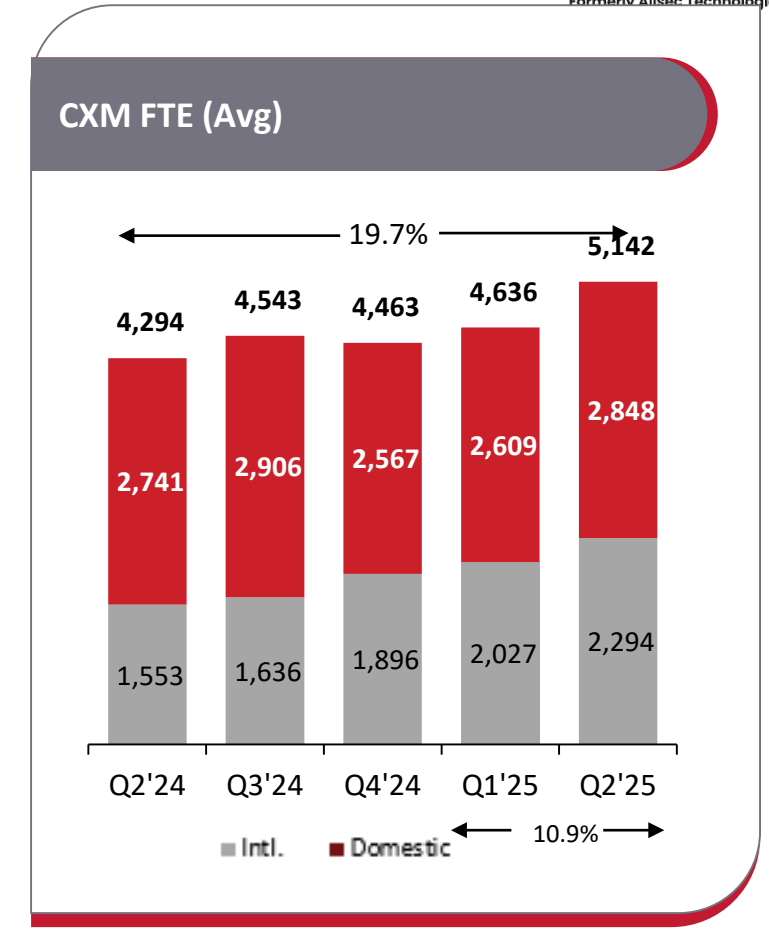
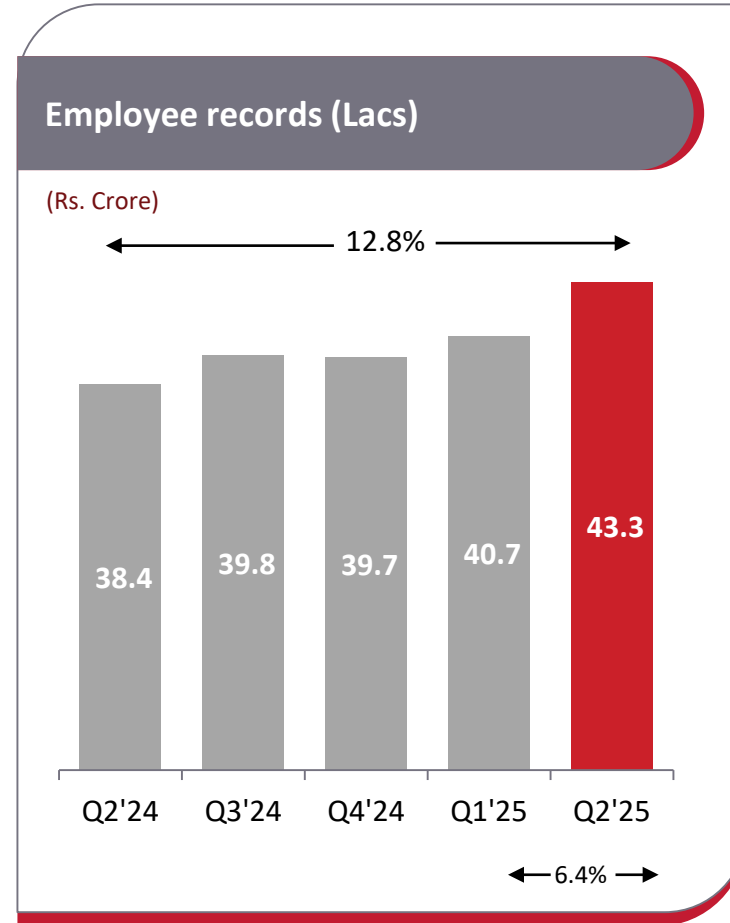
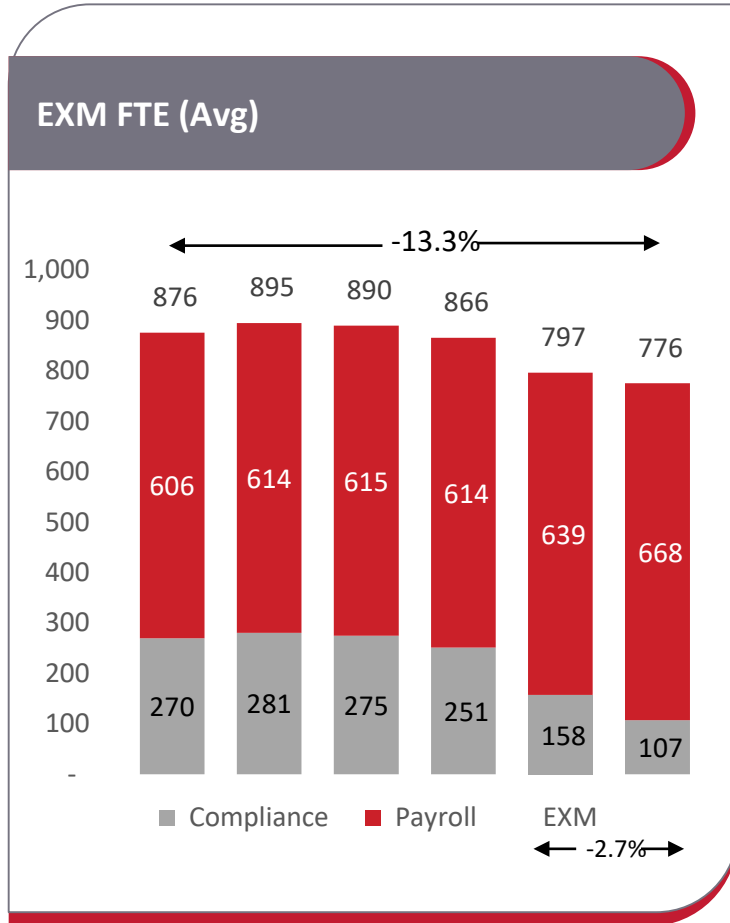


Quarterly trends



QoQ lower owing to one time recruitment costs in Manila.

FTEs & Employee Records Processed



- ~2.6 lacs new employee records added in Q2'25
- Decline in Compliance FTE is due to LLC divestment.
- CXM FTE QoQ growth 10.9% - 13.2% in International & 9.1% in Domestic business.



Annexures

Income Statement

Particulars (in Rs. Cr)	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY	H1 FY25	H1 FY24	YoY
Revenue from Operations	131.4	129.3	1.6%	112.4	17.0%	260.8	219.9	18.6%
Employee Benefit Expenses	(75.7)	(75.2)	0.7%	(62.6)	20.9%	(150.9)	(125.5)	20.2%
Other Expenses	(24.9)	(23.0)	8.3%	(24.4)	2.1%	(47.9)	(44.4)	7.7%
Total Expenses	(100.6)	(98.1)	2.5%	(87.0)	15.7%	(198.7)	(169.9)	16.9%
EBITDA	30.9	31.2	-1.1%	25.4	21.5%	62.0	49.9	24.3%
EBITDA Margin	23.5%	24.1%	-60bps	22.6%	70bps	23.8%	22.7%	110bps
Other Income	(0.3)	2.8	-108.8%	2.5	-110.2%	2.6	4.5	-42.4%
Finance Cost	(1.0)	(1.1)	-2.8%	(0.8)	35.1%	(2.1)	(1.6)	29.4%
Depreciation and Amortisation	(10.1)	(9.8)	3.1%	(7.6)	33.7%	(19.9)	(14.5)	37.3%
PBT & Exceptional Item	19.4	23.1	-16.0%	19.5	-0.4%	42.6	38.3	11.2%
Exceptional Item	0.6	17.1	-96.4%	-	-	17.7	-	
Profit Before Tax	20.1	40.2	-50.1%	19.5	2.8%	60.3	38.3	57.4%
PBT Margin	15.3%	31.1%		17.4%		23.1%	17.4%	
Normal Tax	(7.9)	(8.3)	-4.7%	(3.3)	141.0%	(16.2)	(6.3)	157.6%
Profit After Tax	12.2	32.0	-61.9%	16.2	-25.1%	44.1	32.0	37.8%
PAT Margin	9.3%	24.7%		14.5%		16.9%	14.6%	2.4%
Basic and Diluted EPS (in Rs.)	8.0	21.0	-62.0%	10.7	-25.2%	28.9	21.0	37.7%

Balance Sheet

Particulars (in Rs. Cr)	31-Mar-22	31-Mar-23	31-Mar-24	30-Sep-24
Assets				
Non-Current Assets				
Property, Plant and Equipment	9.3	12.2	21.7	20.0
Right of Use Assets	42.7	42.4	41.5	37.6
Other Intangible Assets	11.8	5.2	15.1	13.7
Other Non-Current Assets	24.1	39.2	38.4	34.6
	87.9	98.9	116.6	105.9
Current Assets				
Current Investments	46.9	46.8	56.3	98.9
Cash and Cash Equivalents	81.4	90.1	82.0	62.6
Trade Receivables	57.2	59.5	65.7	74.1
Unbilled Revenues	14.4	28.1	29.7	33.7
Other Current Assets	6.3	10.1	17.3	9.0
	206.3	234.7	251.0	278.3
Total Assets	294.2	333.6	367.6	384.1
Liabilities				
Equity and Reserves	209.4	229.7	245.5	267.1
Non-Current Liabilities				
Lease Liability	27.1	25.1	26.4	24.9
Other Non-Current Liability	7.3	7.7	9.3	10.0
	34.4	32.8	35.7	34.9
Current Liabilities				
Lease Liabilities	15.9	18.9	18.2	15.9
Trade Payables and Other Current Liabilities	34.5	52.2	68.2	66.3
	50.4	71	86.4	82.2
Total Equity and Liabilities	294.2	333.6	367.6	384.1

Cashflow Statement

Particulars (in Rs. Cr)	31-Mar-22	31-Mar-23	31-Mar-24	30-Sep-24
PBT	61.1	64.5	85.1	60.2
Add: Non-Cash Expenses / Income	21.0	24.5	34.7	1.3
Operating Profit before Working Capital Changes	82.1	89.0	119.8	61.6
Changes in Working Capital and Tax Paid	(18.4)	(17.7)	(29.0)	(12.6)
Net Cash Generated from Operating Activities	63.7	71.2	90.8	48.95
Capex	(20.7)	(17.4)	(23.4)	(9.1)
Proceeds received on sale of LLC business (net)				17.2
Sale /(Purchase) of current investments (net)			(6.1)	(39.8)
Cash Flow from Investing Activities	(20.7)	(17.4)	(29.5)	(31.7)
Interest Paid	(2.2)	(3.7)	(3.8)	(1.8)
Payment of Lease Liabilities	(18.8)	(17.4)	(21.4)	(11.9)
Dividend Pay-out	(91.3)	(30.5)	(45.7)	(22.9)
Cash Flow from Financing Activities	(112.3)	(51.6)	(70.9)	(36.5)
Net Cash in Cash and Cash Equivalents	(69.3)	2.3	(9.6)	(19.3)
Opening Cash and Cash Equivalents	148.6	81.4	90.1	81.7
Exchange Rate Fluctuations	2.1	6.4	1.2	(0.3)
Closing Cash and Equivalents	81.4	90.1	81.7	62.4



Formerly Allsec Technologies

Thank You!