



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 Press Release**

Please find enclosed copy of the Press Release by the Company dated July 25, 2024 titled “**Q1 FY25 Revenue up by 20%, EBITDA up by 27% & PAT up by 103%**”.

Request to please take the same on record.

Yours faithfully,

**For Allsec Technologies Limited**

**Neeraj Manchanda**  
Company Secretary & Compliance Officer

Encl: A/a

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ALLSEC TECHNOLOGIES LTD.

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## Q1 FY25 Revenue up by 20%, EBITDA up by 27% & PAT up by 103%

### Chennai, India –

Allsec Technologies Limited, a global leader in Employee Experience Management (EXM) & Customer Experience Management (CXM) solutions, announced its financial results for the **Quarter Q1 FY25**.

**Q1 FY25 revenue** from Operations is up by 20% YoY, driven by growth in both verticals - CXM by 33% & EXM Payroll by 11%

### The key consolidated financial parameters are:

Particulars		Q1'24	Q4'24	Q1'25		QoQ* %	YoY%
Revenue	In Crs	107.5	129.7	129.3		-0.3%	20.3%
EBITDA	In Crs	24.5	35.2	31.0		-11.9%	26.5%
EBITDA Margin	%	22.8%	27.1%	24.0%		-3.2%	1.2%
PAT	In Crs	15.8	20.7	32.0		54.6%	102.5%
PAT Margin	%	14.7%	16.0%	24.7%		8.8%	10.1%
OCF	In Crs	16.6	25.7	38.6		50.2%	132.5%

\*QoQ down due to seasonal revenue in Q4'24 for EXM payroll.

### Q1 FY'25 Business highlights

#### ➤ Customer Experience Management (CXM):

- Revenue for the vertical at **₹ 94.8 Cr** is up by **32.8% YoY & 6.4% QoQ**.
  - International business revenue at **₹ 70.7 Cr** is up by **39.2% YoY & 7.4% QoQ**
  - Domestic business revenue at **₹ 24.1 Cr** is up by **17.0% YoY & 3.4% QoQ**
- Margins at **₹14.5 Cr** is up by **55.9% YoY & 9.0% QoQ**
- FTE at 4,636 is up by **18.3% YoY & 3.9% QoQ**

#### ➤ Employee Experience Management (EXM):

- Revenue for the vertical at **₹ 34.5Cr** is down by **-4.4% YoY & -15.0% QoQ**
  - EXM Payroll business revenue at **₹30.6 Cr** is up by **10.9% YoY & down by -7.0% QoQ** (Seasonality)
  - EXM Compliance business revenue at **₹3.9 Cr** is down by **-54.1% YoY & -49.4% QoQ** (LLC Divestment)

- Margins at **₹10.8 Cr** down by **-2.7%** YoY & **-30.3%** QoQ
- Payroll FTE at 639 is up by **5.4%** YoY & **4.0%** QoQ
- **40.7 lacs** employee records processed, up by **9.7%** YoY & **2.5%** QoQ

**Commenting on the results, CEO Mr. Naozer Dalal said, we are pleased to report robust growth across Revenues, EBITDA & PAT YoY and expect to continue the same momentum into subsequent quarters.**

*Focused efforts on revenue growth and increase in international mix to 62% aided in healthy operating margins. We also completed the divestment of our LLC business in this quarter.*

For more information, please contact:

**Investor / Analyst contact:**

**Gaurav Mehra**

*Chief Financial Officer*

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**About Allsec Technologies Limited:**

Allsec Technologies Limited (BSE: 532633, NSE: [ALLSEC](#)), headquartered in Chennai has been a pioneer in the EXM & International CXM spaces, & 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 ~ 6,200 employees across India, Philippines & the US, Allsec processes more than `4.0 million pay slips each quarter for over 600 clients around the world. Allsec's leading *SmartHR* & *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 & Mobility for enhanced employee engagement.

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

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 & officers with respect to the results of operations & financial condition of the Company. These statements can be recognized

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**PRESS RELEASE**