




Q 1 FY2009-10 Performance Review

Disclaimer

This presentation may include statements that are not historical in nature and that may be characterised as “forward-looking statements”, including those related to future financial and operating results, future opportunities and the growth of selected verticals in which the organisation is currently engaged or proposes to enter in future. You should be aware that future results could differ materially from past performance and also those contained the forward-looking statements, which are based on current expectations of the organisation’s management and are subject to a number of risk and uncertainties. These risks and other factors are described in Allsec’s annual reports published for the last ended fiscal year. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company. The information presented herein should not be construed as earnings guidance under the terms of the stock exchange listing agreements.

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- **Business Update**
 - **Performance Review & Analysis**
 - **Revenue Analysis and HR**

BUSINESS UPDATE- Q1 2009-10

- **Domestic voice BPO**

- Strong traction in domestic business continued.
- Revenues improved by 11% QoQ—to Rs 644 L from Rs 581L.
- Revenues of significant client win to flow in from Q2 onwards

- **HR BPO**

- Client list growing.
- 2nd largest player in India
- Exploring growth opportunities in the international market

- **International business**

- Reduced spending by some existing clients-and \$ rate contributed to 13% decrease QoQ in International Revenues

- **Manila Operations**

- Large client win in q4 ramped up in Q1.
- Scope for enhanced business & utilization levels at Manila.

Performance Analysis

- Results Advertisement copies
- Standalone Results analysis
- Consolidated Results analysis

Unaudited Results for the Quarter Ended June 2009 - Newspaper



Rs in lakhs

Allsec Technologies Limited Regd. Office : 7-H, Century Plaza , 560/562 Anna Salai, Teynampet, Chennai - 600 018. Corp. Office : 46-B Velachery Main Road, Velachery, Chennai - 600 042. Un-audited Consolidated Financial Results for the quarter ended June 30, 2009 (Rupees in Lakhs except EPS and shareholding data)				
		Quarter ended	Quarter ended	Year ended
		30-Jun-09	30-Jun-08	31-Mar-09
		Un-Audited	Un-Audited	Audited
1	Income Net Sales / Income from Operations	2,914.81	2,033.87	10,382.91
2	Expenditure			
a	Connectivity Cost	232.49	222.65	1,026.95
b	Staff Cost	2,111.17	1,859.71	7,675.20
c	Other Expenditure	960.18	628.17	3,175.04
d	Depreciation and Amortisation	275.70	264.49	1,158.44
e	Total	3,579.54	2,975.02	13,035.63
3	Profit / (Loss) from Operations before Other Income and Interest	(664.73)	(941.15)	(2,652.72)
4	Other Income	209.63	436.65	1,744.34
5	Profit / (Loss) before Interest	(455.10)	(504.50)	(908.38)
6	Interest	8.32	9.23	39.93
7	Profit / (Loss) before Tax	(463.42)	(513.73)	(948.31)
8	Provision for Taxation			
	- Current Tax	1.24	1.24	4.62
	- Fringe Benefit Tax	4.41	2.98	20.57
9	Net Profit / (Loss) for the year	(469.07)	(517.95)	(973.50)
10	Paid up Equity Share Capital	1,523.83	1,523.83	1,523.83
11	Reserves (at year end excluding Revaluation Reserve)			11,951.84
12	Earning per Share (Rs.)			
	Basic	(3.08)	(3.40)	(6.39)
	Diluted	(3.08)	(3.40)	(6.39)
		[Not Annualised]	[Not Annualised]	
13	Aggregate of Public Shareholding			
	No of Shares	10,573,163	11,123,306	10,817,955
	Percentage of shareholding	69%	73%	71%
	Promoters and Promoter Group Shareholding			
a	Pledged / Encumbered			
	Number of shares	Nil		Nil
	Percentage of shares			
	(as a % of the total shareholding of the Promoter and Promoter group)	Nil		Nil
	(as a % of the total share capital of the Company)	Nil		Nil
b	Non - encumbered			
	Number of shares	4,665,163		4,420,371
	Percentage of shares			
	(as a % of the total shareholding of the Promoter and Promoter group)	100%		100%
	(as a % of the total share capital of the Company)	31%		29%

Unaudited Results for the Quarter Ended June 2009 - Newspaper (contd..)

Notes :

- 1 The unaudited financial results of the Company (standalone and consolidated) for the quarter ended June 30, 2009 have been reviewed by the Audit Committee at the meeting held on July 31, 2009 and approved by the Board of Directors at their meeting held on July 31, 2009. The standalone financial results of the company for the quarter ended June 30, 2009 has been subjected to a Limited Review by the statutory auditors. Full details of the standalone results for the quarter ended June 30, 2009 are available on the company's website under investors section (www.allsectech.com/financial_results.asp), and also reported to stock exchanges -- NSE & BSE.
- 2 The consolidated results for the quarter ended June 30, 2009 includes the results of the Company's subsidiaries - Allsectech Inc, USA; and Allsectech Manila Inc, Philippines.
- 3 During the year ended March 31, 2007, the company had made a preferential issue of securities amounting to Rs.8,107.12 lakhs. The proceeds from the issue after meeting issue expenses has been utilised for making investments in subsidiaries and development of additional facilities. Unutilized amount of Rs.4,180.06 lakhs as at June 30, 2009 has been deployed in mutual funds and bank deposits.
- 4 Other expenditure for the quarter ended June 30, 2009 includes net foreign exchange loss of Rs 190.83 lakhs. The net foreign exchange gain of Rs 325.44 lakhs for the quarter ended June 30, 2008 and Rs 1283.56 lakhs for the year ended March 31, 2009 are reported under Other Income.
- 5 The statutory auditors have in their limited review report for the quarter ended June 30, 2009 on the standalone financial results observed that "*The net sundry debtors as at June 30, 2009, of Rs 378.61 million, include receivables from two foreign customers aggregating Rs. 150.07 million, which are substantially overdue. These customers have, in a communication to the Company, confirmed the dues to the Company and have stated that they are currently evaluating options to generate liquidity to settle their obligations. Based on the foregoing, management believes that these balances are fully recoverable and is of the opinion that no provision is required in this regard. In view of the above, and having regard to the significant uncertainty involved, we are unable to comment on the provisions required, if any, for such balances. Our limited review report for the quarter ended December 31, 2008 and audit report for the year ended March 31, 2009 were qualified accordingly.*" The Company's management believes that these balances are fully recoverable and is of the opinion that no provision is required in this regard. These two customers have, in a communication to the Company, confirmed the dues to the Company and have stated that they are evaluating options to generate liquidity to settle their obligations. This may be treated as management response to the observations in Auditor's review report.
- 6 The company's operations relate to a single segment "ITES-BPO".
- 7 Previous year / period figures have been regrouped / reclassified wherever necessary to conform with current year / period figures.
- 8 The company had no investor complaints pending at the beginning of the last quarter of current year, has not received any investor complaints during the last quarter, and no investor complaints remain unresolved as at the end of the quarter.

For and on behalf of the Board of Directors

Place : Chennai
Date : July 31, 2009

A Saravanan
Director & President

Unaudited Results for the quarter ended June 2009 – Stock Exchange notification

Rs in lakhs

		Allsec Technologies Limited			(Rupees in Lakhs except EPS and shareholding data)					
		Regd. Office : 7-H, Century Plaza , 560/562 Anna Salai, Teynampet, Chennai - 600 018. Corp. Office : 46-B Velachery Main Road, Velachery, Chennai - 600 042. Un-Audited Financial Results for the quarter ended June 30, 2009								
		Standalone Results						Consolidated Results		
		Quarter ended 30-Jun-09	Quarter ended 30-Jun-08	Year ended 31-Mar-09				Quarter ended 30-Jun-09	Quarter ended 30-Jun-08	Year ended 39903
		Un-Audited	Un-Audited	Audited	Un-Audited	Un-Audited	Audited			
	Income									
1	Net Sales / Income from Operations	2,595.53	1,925.99	9,649.22	2,914.81	2,033.87	10,382.91			
		2,595.53	1,925.99	9,649.22	2,914.81	2,033.87	10,382.91			
2	Expenditure									
a	Connectivity Cost	219.50	218.30	995.49	232.49	222.65	1,026.95			
b	Staff Cost	1,877.49	1,700.33	6,938.67	2,111.17	1,859.71	7,675.20			
c	Other Expenditure	863.89	567.90	2,869.85	960.18	628.17	3,175.04			
d	Depreciation and Amortisation	197.21	198.32	844.84	275.70	264.49	1,158.44			
e	Total	3,158.09	2,684.85	11,648.85	3,579.54	2,975.02	13,035.63			
3	Profit / (Loss) from Operations before Other Income & Interest	(562.56)	(758.86)	(1,999.63)	(664.73)	(941.15)	(2,652.72)			
4	Other Income	209.60	163.13	1,335.44	209.63	436.65	1,744.34			
5	Profit / (Loss) before Interest	(352.96)	(595.73)	(664.19)	(455.10)	(504.50)	(908.38)			
6	Interest	7.72	8.80	38.06	8.32	9.23	39.93			
7	Profit / (Loss) before Taxes	(360.68)	(604.53)	(702.25)	(463.42)	(513.73)	(948.31)			
8	Provision for Taxation									
	- Current Tax	-	-	-	1.24	1.24	4.62			
	- Fringe Benefit Tax	4.41	2.98	20.57	4.41	2.98	20.57			
9	Net Profit / (Loss) for the year	(365.09)	(607.51)	(722.82)	(469.07)	(517.95)	(973.50)			
10	Paid up Equity Share Capital	1,523.83	1,523.83	1,523.83	1,523.83	1,523.83	1,523.83			
11	Reserve excluding Revaluation Reserve			12,831.94			11,951.84			
12	Earning per Share (Rs.)									
	Basic	(2.40)	(3.99)	(4.74)	(3.08)	(3.40)	(6.39)			
	Diluted	(2.40)	(3.99)	(4.74)	(3.08)	(3.40)	(6.39)			
		[Not Annualised]	[Not Annualised]		[Not Annualised]	[Not Annualised]	0.00			
13	Public Shareholding									
	No of Shares	10,573,163	11,123,306	10,817,955	10,573,163	11,123,306	10,817,955			
	Percentage of shareholding	69%	73%	71%	69%	73%	71%			
	Promoters and Promoter Group Shareholding									
a	Pledged / Encumbered									
	Number of shares	Nil		Nil	Nil		Nil			
	Percentage of shares									
	(as a % of the total shareholding of the Promoter and Promoter group)	Nil		Nil	Nil		Nil			
	(as a % of the total share capital of the Company)	Nil		Nil	Nil		Nil			
b	Non - encumbered									
	Number of shares	4,665,163		4,420,371	4,665,163		4,420,371			
	Percentage of shares									
	(as a % of the total shareholding of the Promoter and Promoter group)	100%		100%	100%		100%			
	(as a % of the total share capital of the Company)	31%		29%	31%		29%			

Unaudited Results for the quarter ended June 2009 – Stock Exchange notification (contd..)

Notes :

- 1 The unaudited financial results of the Company (standalone and consolidated) for the quarter ended June 30, 2009 have been reviewed by the Audit Committee at the meeting held on July 31, 2009 and approved by the Board of Directors at their meeting held on July 31, 2009. The standalone financial results of the company for the quarter ended June 30, 2009 has been subjected to a Limited Review by the statutory auditors.
- 2 The consolidated results for the quarter ended June 30, 2009 includes the results of the Company's subsidiaries - Allsectech Inc, USA; and Allsectech Manila Inc, Philippines.
- 3 During the year ended March 31, 2007, the Company had made a preferential issue of securities amounting to Rs.8,107.12 lakhs. The proceeds from the issue after meeting issue expenses has been utilised for making investments in subsidiaries and development of additional facilities. Unutilized amount of Rs.4,180.06 lakhs as at June 30, 2009 has been deployed in mutual funds and bank deposits.
- 4 In the Standalone results, other expenditure for the quarter ended June 30, 2009 includes net foreign exchange loss of Rs 207.73 lakhs. The net foreign exchange gain of Rs 89.24 lakhs for the quarter ended June 30, 2008 and Rs 973.58 lakhs for the year ended March 31, 2009 are reported under Other Income. In the Consolidated results, other expenditure for the quarter ended June 30, 2009 includes net foreign exchange loss of Rs 190.83 lakhs. The net foreign exchange gain of Rs 325.44 lakhs for the quarter ended June 30, 2008 and Rs 1283.56 lakhs for the year ended March 31, 2009 are reported under Other Income.
- 5 The statutory auditors have in their limited review report for the quarter ended June 30, 2009 on the standalone financial results observed that *“The net sundry debtors as at June 30, 2009, of Rs 378.61 million, include receivables from two foreign customers aggregating Rs. 150.07 million, which are substantially overdue. These customers have, in a communication to the Company, confirmed the dues to the Company and have stated that they are currently evaluating options to generate liquidity to settle their obligations. Based on the foregoing, management believes that these balances are fully recoverable and is of the opinion that no provision is required in this regard. In view of the above, and having regard to the significant uncertainty involved, we are unable to comment on the provisions required, if any, for such balances. Our limited review report for the quarter ended December 31, 2008 and audit report for the year ended March 31, 2009 were qualified accordingly.”* The Company's management believes that balances are fully recoverable and is of the opinion that no provision is required in this regard. These two customers have, in a communication to the Company, confirmed the dues to the Company and have stated that they are evaluating options to generate liquidity to settle their obligations. This may be treated as management response to the observations in Auditor's review report.
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For and on behalf of the Board of Directors

Place : Chennai
Date : July 31, 2009

A Saravanan
Director & President

Allsec Standalone – Quarterly Performance Comparison – QoQ- Q1 2009-10 Vs Q4 2008-09

Particulars (Rs Lakhs)	Q1, 2009-10	Q4, 2008-09	Variance +/-	YE 2008-09
Income – Operations	2595	2805	(210)	9649
Income – Others	210	274*	(64)	1335
Income – Total	2805	3079	(275)	10984
Connectivity Costs	219	245	26	995
Staff Costs	1878	1730	(148)	6939
Gross Margin	708	1105	(397)	3050
Other Operating Expenses	864*	838	(26)	2869
EBITDA/ (LOSS)	(156)	267	(423)	181
Depreciation & Non Cash Expenses	197	211	14	845
Finance Charges	8	7	(1)	38
<i>Profit /(Loss) before Taxes</i>	(361)	49	(410)	(702)
<i>Profit/(Loss) after Taxes</i>	(365)	44	(409)	(722)

* Forex loss (net) of Rs 207.73 L included in other expenditure in Q1 2009-10. Forex gain (net) of Rs 156 L in Q4 2008-09 and Rs 973.58 L for YE 2008-09 reflected in Other Income

Allsec Standalone - Quarterly Performance Comparison – YoY- Q1 2009-10 Vs Q1 2008-09

Particulars (Rs Lakhs)	Q1-10	Q1-09	Variance +/(-)	YE 2008-09
Income – Operations	2595	1926	669	9649
Income – Others	210	163*	47	1335
Income – Total	2805	2089	716	10984
Connectivity Costs	219	218	(1)	995
Staff Costs	1878	1700	(178)	6939
Gross Margin	708	171	537	3050
Other Operating Expenses	864*	568	(296)	2869
EBITDA/ (LOSS)	(156)	(397)	241	181
Deprn & Non Cash Expenses	197	198	1	845
Finance Charges	7	9	2	38
PBT/(LBT)	(360)	(604)	244	(702)
Profit /(Loss) after Taxes	(365)	(607)	242	(722)

* Forex loss (net) of Rs 207.73 L included in other expenditure in Q1 2009-10. Forex gain (net) of Rs 89.24 L in Q1 2008-09 and Rs 973.58L for YE 2008-09 reflected in Other Income

Subsidiaries Performance – Philippines -- Allsectech Manila Inc – Q 1- 2009-10, Q4-2008-09 & Year Ended March 09

Particulars (Converted in Rs Lakhs)	Q1 2009-10	Q4 2008-09	2008-09
Income – Operations	279	211	669
Income – Others (excl *)	14	24	25
Income – Total	293	235	694
Connectivity & other direct exp	13	62	223
Staff Costs	183	165	420
Gross Margin	97	8	51
Other Indirect Expenses	102	128	243
EBITDA	(5)	120	(192)
Deprn & Non Cash Expenses	62	61	251
Finance Charges	1	0	0
Profit /(Loss) Before Taxes	(68)	(181)	(443)
Profit /(Loss) after Taxes	(68)	(181)	(443)

Subsidiaries Performance –USA -- Allsectech Inc, USA

Q1-2009-10, Q4 -2008-09 & Year Ended March 09

Particulars(Converted in Rs Lakhs)	Q1 2009-10	Q4 2008-09	2008-09*
Income – Operations	686	687	1521
Income – Others	-	-	73
Income – Total	686	687	1594
Connectivity	-	-	-
Staff Costs	639	665	1560
Gross Margin	47	22	34
Other Indirect Expenses	65	17	104
EBITDA	(18)	5	(70)
Deprn & Non Cash Expenses	3	2	8
Finance Charges	0	0	1
Profit /(Loss) Before Taxes	(21)	3	(79)
Profit /(LOSS) after Taxes	(23)	3	(83)

* FY 2008-09 includes results of B2K Corp Inc which was dissolved voluntarily during Q3 of 2008-09 .

Consolidated Group –Performance Comparison- QoQ Q1 2009-10 vs Q4 2008-09

Particulars (Rs Lakhs)	Q1 2009-10	Q4 2008-09	Variance +/- (ve) -
Income – Operations	2915	3008	(93)
Income – Others	210	356	(146)
Income – Total	3125	3364	(239)
Connectivity	232	259	27
Staff cost	2112	1953	(159)
Gross Margin	781	1152	(371)
Other Op expenditure	960	976	16
EBITDA	(179)	176	(355)
Depreciation & Non Cash Expenses	276	305	29
Finance Charges	8	7	(1)
<i>Profit /(Loss) before Taxes</i>	(463)	(136)	(327)
<i>Profit /(Loss) after Taxes</i>	(469)	(140)	(329)

Note: Other expenditure Q1 2009-10 includes foreign exchange losses (net) of Rs 190.83 L. The net foreign exchange gain of Q4 2008-09 of Rs. 217 L are reflected under other income

Consolidated Group – Performance Comparison - YoY

Q1 2009-10 Vs Q1 2008-09

Particulars (Rs Lakhs)	Q1 2009-10	Q1 2008-09	Variance +/- (ve) -
Income – Operations	2915	2034	881
Income – Others	210	437	(227)
Income – Total	3125	2471	654
Connectivity	232	223	(9)
Staff cost	2112	1860	(252)
Gross Margin	781	388	393
Other Op expenditure	960	628	(332)
EBITDA	(179)	(240)	61
Depreciation & Non Cash Expenses	276	265	(11)
Finance Charges	8	9	1
<i>Profit/(Loss) before Taxes</i>	(463)	(514)	51
<i>Profit/(Loss) after Taxes</i>	(469)	(518)	49

Note: Other expenditure Q1 2009-10 includes foreign exchange losses (net) of Rs 190.83 L. The net foreign exchange gain of Q4 2008-09 of Rs 325.44 L in Q1 2008-09 and Rs 1283.56 L for YE 31 March 2009 are reflected under other income

Revenue Analysis and Head count

- Client Concentration
- Revenue Segment wise splits
- Revenues -Graphical Analysis
- HR Count

Allsec standalone Client Concentration

Top Client contribution to revenue	Q1 – 10	Q4 – 09	YE March 09	Q1 - 09
Top Client	21%	23%	26%	42%
Top 3 Clients	43%	49%	51%	61%
Top 5 Clients	60%	62%	62%	73%

Allsec standalone – Revenue Split –Service Line and verticals

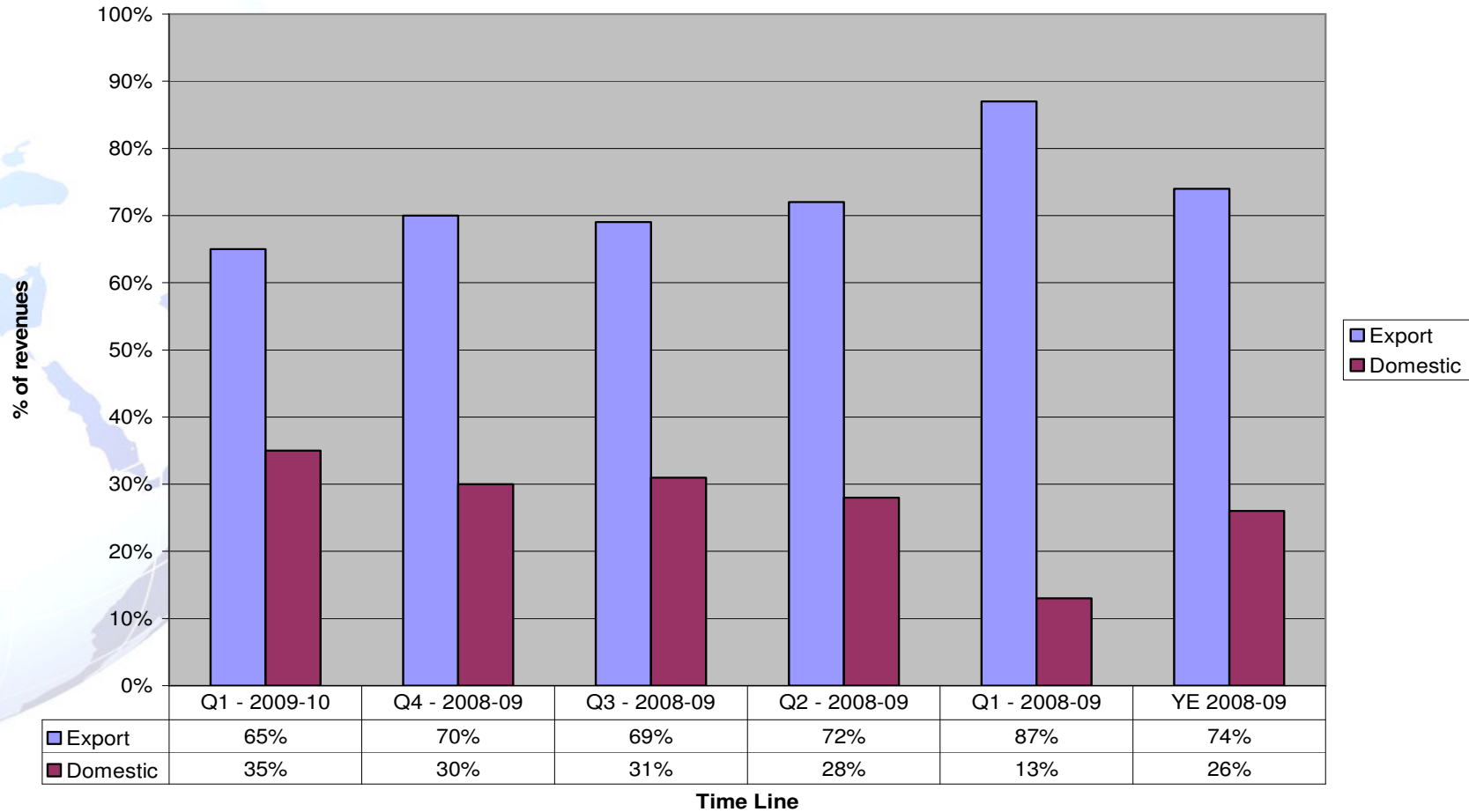
Revenue - Industry Segment Mix (%)	Q1-2009-10	Q4 2008-09	YE 2008-09	Q1 2008-09
International Call Centre				
Inbound & Non voice	23%	27%	35%	41%
Outbound	42%	44%	38%	46%
	65%	71%	74%	87%
Domestic Call centre				
Inbound - DTA	11%	7%	5%	2%
Intbound - SBU	14%	13%	11%	0%
Domestic - Inbound total	25%	21%	16%	2%
-HR BPO	10%	9%	10%	11%
TOTAL REVENUE	100%	100%	100%	100%

Industry Segment Mix %	Q1-2009-10 %	Q4 -2008-09 %	YE 2008-09 %	Q1- 2008-09 %
BFSI	40%	47%	49%	56%
Telecom	9%	5%	2%	1%
Tech-logy	15%	15%	17%	17%
Services	28%	27%	26%	26%
Others	7%	7%	6%	1%

Geographic Mix	Q1 - 2009-10 %	Q4 - 2008-09 %	YE 2008-09 %	Q1 - 2008-09 %
Export	65%	70%	74%	87%
Domestic	35%	30%	26%	13%
	100%	100%	100%	100%

Allsec standalone – Market / Geography classification

Geography - Contribution



Allsec stand alone – HR Numbers

At period end

	Q1 2009-10	Q4 and YE 2008-09	Q1 2008-09
TOTAL	5541	3684	2574
International Business	1790	1850	2328
Domestic Business	3751	1834	246

Note : I -Domestic business includes Voice services and HR-BPO
 ii- Staff in corporate& support functions utilised interchangeably
 across divisions –grouped under International