



ALLSEC TECHNOLOGIES
BUILDING LASTING RELATIONSHIPS



A **QUESS** Enterprise

Allsec Q4 FY'20

May 18,2020

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Q4 FY'20 Consolidated Performance

Amounts in ₹ Lakhs

Particulars	Q4 FY 20	Q4 FY 19	Q3 FY20	Var %	
				YoY	QoQ
Revenue from Operations	7,114	6,634	7,233	7%	-2%
Less:					
Employee benefit expenses	-4,033	-3,678	-4,255	10%	-5%
Other expenses	-1,227	-1,452	-1,331	-15%	-8%
Total expenses	-5,260	-5,130	-5,586	3%	-6%
EBITDA	1,854	1,504	1,646.83	23%	13%
Other income	80	185	50	-57%	60%
Finance cost	-47	-35	-44	34%	7%
Depreciation & amortisation	-513	-136	-495	277%	4%
Earnings before exceptional item & tax	1,375	1,518	1,158	-9%	19%
Exceptional item		-1247		-100%	
Earnings before tax	1,375	271	1,158	407%	-77%
Tax	-287	-458	-303	-37%	-5%
Profit after tax	1,088	(187)	855	682%	27%
EBITDA Margin	26%	23%	23%	339 bps	329 bps
PAT margin	15%	-3%	12%	1811 bps	347 bps
Basic & Diluted EPS (in ₹)	7.14	(1.23)	5.61	682%	27%

Key Highlights

Gross Revenue:

- Up 7% YoY/ excld. Coachieve, growth remained flat.
- Down 2% sequentially

Employee benefit expenses:

- Up 10% YoY/ excld. Coachieve, down 1%
- Down 5% QoQ/ excld. Coachieve, down 14%

Other expense:

- Down 15% YoY on account of Ind AS 116 impact.
- Down 8% sequentially

EBITDA:

- Up 23% YoY excld. impact of Ind AS116 impact and Coachieve ,EBITDA moved down 6%
- Sequentially up by 14%

Other Income:

- Down 57% YoY on account of lower current investment

D&A and Finance cost:

- Higher due to impact of Ind AS 116, ₹ 376 lakhs and ₹ 48 Lakhs respectively

PAT:

- Up 682% YoY, Up 27% sequentially

FY'20 Consolidated Performance

Amounts in ₹ Lakhs

			Var %
Particulars	FY'20	FY'19	YoY %
Revenue from Operations	29,444	26,116	13%
Less:			
Employee benefit expenses	-17,073	-13,838	23%
Other expenses	-4,844	-8,315	-42%
Total expenses	-21,917	-22,153	-1%
EBITDA	7,527	3,963	90%
Other income	409	742	-45%
Finance cost	-226	-49	361%
Depreciation & amortisation	-1,990	-526	278%
Earnings before exceptional item & tax	5,720	4,130	38%
Exceptional item		-1247	-100%
Earnings before tax	5,720	2,883	98%
Tax	-1,227	-1,316	-7%
Profit after tax	4,493	1,567	187%
EBITDA Margin	26%	15%	1039 bps
PAT margin	15%	6%	926 bps
Basic & Diluted EPS (in ₹)	29.48	10.28	187%

Key Highlights

Gross Revenue:

- Up 13% YoY, excld. Coachieve 3%

Employee benefit expenses:

- Up 23% YoY, excl. Coachieve up 7%

Other expense:

- Down 42% YoY on account of Ind AS 116 impact and lower legal & professional fees.

Other Income:

- Down 45% YoY on account of lower current investment

EBITDA:

- Up 90% YoY/ excld. impact of Ind AS116 impact and Coachieve, EBIDTA moved Up 49%

D&A and Finance cost:

- Higher due to Ind AS INR 1437 lakhs and INR 189 Lakhs respectively

PAT:

- Up 187% YoY

Balance Sheet as at Mar 31, 2020

Amounts in ₹ Lakhs

Particulars	31-Mar-20	31-Mar-19	Var	Var %
Non-Current Assets				
Property, Plants & Equipment	880	1,023	-143	-14%
Other intangible assets	333	298	35	12%
Right of Use Assets	2,227	0	2,227	100%
Other non-current assets	3,255	2,882	373	13%
	6,696	4,203		
Current Assets				
Current Investments	3,339	8,239	-4,900	-59%
Cash & cash equivalents	12,555	7,197	5,358	74%
Trade receivables	4,502	3,547	955	27%
Unbilled revenue	1,157	1,034	123	12%
Other current assets	671	300	372	124%
	22,224	20,317		
Total Assets	28,919	24,520		
Equity & Reserves	22,807	21,779	1,028	5%
Non-current liabilities				
Lease liability	1,311	0	1,311	0%
Other non-current liability	467	386	81	21%
	1,778	386		
Current liabilities				
Lease liability	1,013	0	1,013	0%
Trade payables	2,463	1,250	1,213	97%
other current liability	858	1,105	-247	-22%
	4,334	2,355		
Total Equity & Liabilities	28,919	24,520		

Key Highlights

- Property plant & equipment at similar levels considering normal depreciation
- Right of Use asset, Lease liability in Non-current and current liabilities relate to Ind AS 116
- Current investment lower by ₹ 49 Lakhs after following Dividend payout ₹ 18 Lakhs, Coachieve Stat & Compliance Business purchase consideration of ₹ 16.8 cr. and loan repayment of ₹ 1345 Lakhs.
- Trade receivables higher due to Outstanding from HRO Stat (Formerly Coachieve) balance ₹ 606 Lakhs
- Unbilled Revenue higher due to Outstanding from HRO Stat (Formerly Coachieve) balance ₹ 217 Lakhs
- Trade payables higher due to Outstanding from HRO Stat (Formerly Coachieve) balance ₹ 561 Lakhs

Q4'20& FY'20 Segment Performance

S.No.	Description	Consolidated			
		Q4 FY'20	Q3 FY'20	FY'20	FY'19
1.	<u>SEGMENT REVENUES</u>				
	Customer Lifecycle Management (CLM)	4,759	4,982	20,032	17,808
	Human Resource Outsourcing (HRO)	2,355	2,251	9,412	5,942
	Anti Money Laundering and Regulatory Compliance (AML)	-	-	-	2,366
	Total revenue from operations	7,114	7,233	29,444	26,116
2.	<u>SEGMENT RESULTS</u>				
	Customer Lifecycle Management (CLM)	678	832	3,440	3,313
	Human Resource Outsourcing (HRO)	734	594	2,678	2,372
	Anti Money Laundering and Regulatory Compliance (AML)	(54)	(40)	(158)	(1,931)
	Total segment results	1,358	1,386	5,960	3,754
	Finance cost	(47)	(44)	(226)	(49)
	Other unallocable income / (expenses), net	64	(184)	(14)	(822)
	Total profit before tax	1,375	1,158	5,720	2,883

THANK YOU



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