



9<sup>th</sup> May 2023

**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 fourth quarter and financial year ended March 31, 2023.

Request you to take the same on record.

Yours faithfully,

**For Allsec Technologies Limited**

**Sripiriyadarshini**  
**Company Secretary**

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ALLSEC TECHNOLOGIES LTD.

**Regd. Office** : 46-C, Velachery Main Road, Velachery, Chennai – 600 042.

Tel.: +91.44.4299 7070 web: [www.allsectech.com](http://www.allsectech.com)

Corporate Identity Number : L72300TN1998PLC041033, Email : [contactus@allsectech.com](mailto:contactus@allsectech.com)

# Allsec Technologies

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# Safe Harbor

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**Company Overview**

**Q4 & FY23 Key Business Highlights**

**Q4 & FY 23 Financial Performance updates**

**Business segments update**

**Annexures**

# Company Overview

# Global leader in outsourcing solutions

## Corporate



Quess Corp  
B B B B



20+ years  
B B B



~580+ Client  
B B B

## HRO



1.2 M  
B B B B

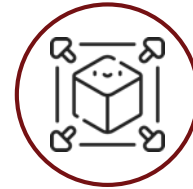


4,40,000+  
B B B B

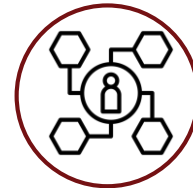


B B B B

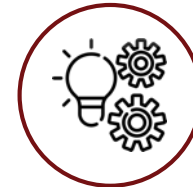
## DBS



B B  
B B B B  
B



B B B B  
B B B B  
B B CB



2 decades  
B B B

# Global Delivery capabilities

- **Global Footprint** B B B B
- **~5400** B
- B B B F **Bcoverage**
- **5 Inter-Connected** BF B B B B B B B B
- B B B B B B B B B B B B
- B B **B12+ International Languages** B B



**Chennai (HQ), Bangalore, Noida, INDIA**

- J
- 
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**Manila, PHILIPPINES**

- C
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**Dallas, Texas USA**



# DBS: Cutting edge Digital Business Services offerings

6 logos, ACV ~ ₹ 18.6 crore added in FY'23

HC ~4200



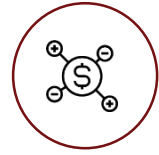
## Customer Experience Management

- B B C
- B B B
- BC



## Credit Risk Management

- F B
- BF B B B



## Transaction Processing

- C B
- C B B
- C B
- B



## Compliance

- C B B
- BB B
- B
- B



## Insurance

- B



## Healthcare

- B

# Leading and fast growing provider of end-to-end HRO services

FY'23 : 121 logos, ACV ~ 26.7 Cr | ~ 1.2 Mn payslips p.m. B BB B B 4.4 lacs+ C B B BB BB B

## SmartHR

Create a better workplace with an end-to-end HR solution

## SmartPay

Manage and deliver powerful and accurate payroll, everytime

## SmartStat

Tackle complex labour law and payroll compliance, backed by technology



### HR Services

- 
- B B
- 
- 



### Reimbursement System

- B B B
- C B B BF BC
- B B B
- 



### Leave & Attendance

- B B B B B
- B B B
- C B



### LLC, CLRA & Factories Act

- B B B
- B B
- B B BC



### Payroll

- B B
- B
- B B B



### Retiral

- B BC
- 
-

# Key Business Highlights

# Highlights- Q4'23



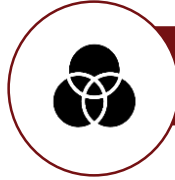
## Financial

### Balance Sheet:

- Cash at ₹ 90 Cr, ₹8.7 Cr in YoY ₹ 1.8 Cr QoQ.
- FY' 23 OCF ₹ 71 Cr FY'22 OCF of ₹ 64 Cr.
- Highest collection for the quarter & the month- ₹ 117.4 Cr for Q4'23 & ₹ 42.4 Cr in Mar'23.
- Q4'23 DSO 52 days
- ₹ 5.7 Cr C F J

### Q4'23 P&L highlights

- Operational Revenue at ₹ 108 Cr, up 26.5% YoY & 7.9% QoQ
- EBITDA at ₹ 23.7 Cr, up 0.6% YoY, 13.1% QoQ
- EBITDA Margin 22.0%, down 564 bps YoY, up by 102 bps QoQ
- PBT at ₹ 15.2 Cr, down 16.4% YoY, up by 8.3% QoQ



## HRO

### HRO:

- 
- C C
- 
- J C
- C C



## DBS

### DBS:

- C 6 C ₹ 18.6 Cr in FY23
- 
- C J
- F

# Financial performance



# Q4' FY23 Financial Updates



## Revenue:

- ❖ Up 26% YoY B EF B BJ B
- ❖ Up 8% QoQ- B B B B B B B B

## Profitability amount:

- ❖ FCB B B B B B B B B B
- ❖ YoY PAT down 25% - B B B B B

## Profitability % :

- ❖ EBITDA % - B B B B B B B B

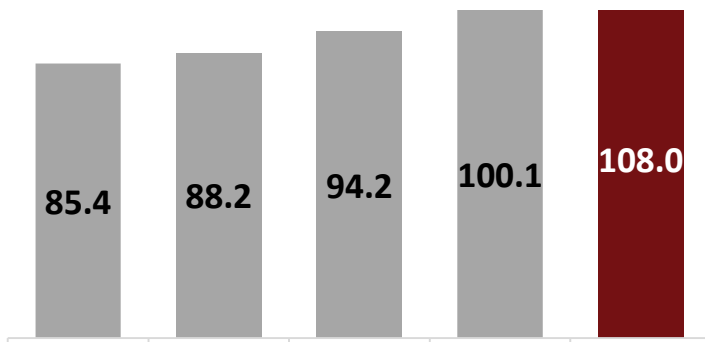
- ❖ PAT % : B FCB B B B B B B B

## Cash Generation:

- ❖ J B B B B
- ❖ B B B B B B B B B B
- ❖ B B B EC B B B BB B
- ❖ F B B B B B B
- ❖ B BB B B B B BB B B B B F B

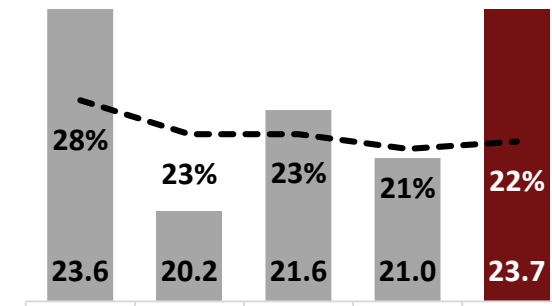
Revenue (in ₹ crore)

YoY ▲ 26.5%  
QoQ ▲ 7.9%



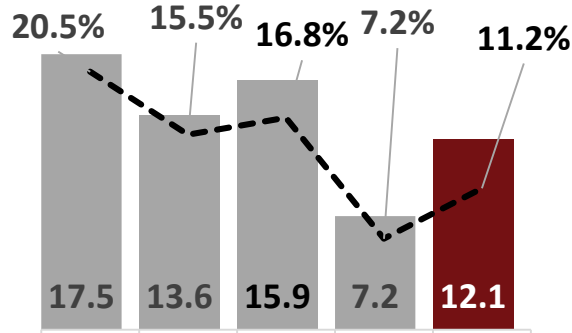
EBITDA (in ₹ crore) & Margin (%age)

YoY ▲ 0.6%  
QoQ ▲ 13.1%



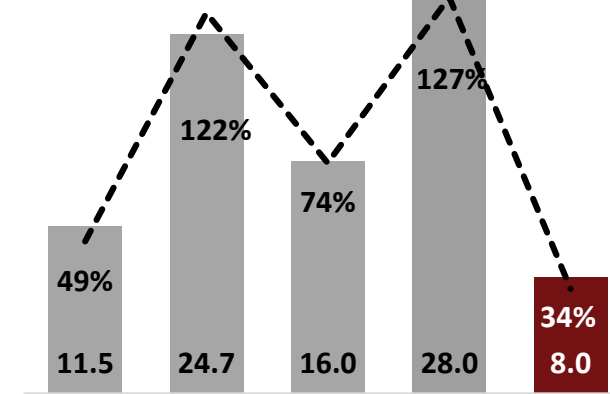
PAT (in ₹ crore) & margin (%age)

YoY ▼ -24.6%  
QoQ ▲ 82.8%



OCF (in ₹ crore) & %age

YoY ▼ -30.7%  
QoQ ▼ -71.5%





# FY23 Financial Updates

## Revenue:

- ❖ Up 23% YoY B BF B BJ B
- ❖ B B B B B B B B
- B B B B

## Profitability Amount:

- ❖ EBITDA up by 10% in YoY, B B BB
- F B BJ
- ❖ PAT amount is B B B FCB B
- B B B B B B B B B

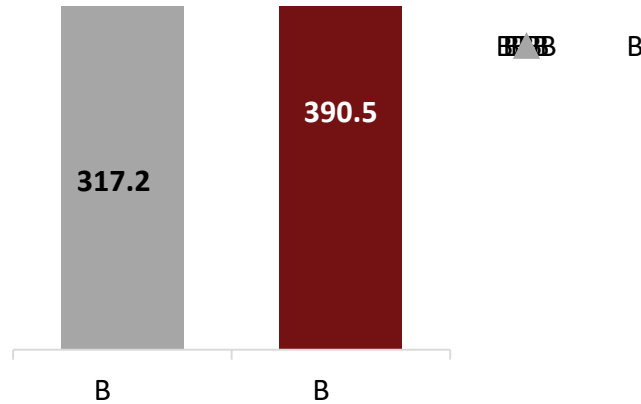
## Profitability %:

- ❖ EBITDA % lower by 2.6 % B B B B
- B BJ B B B B B B
- B B B B B B B B
- ❖ PAT % B B B B B B B B
- B B B B B B B B
- F CB

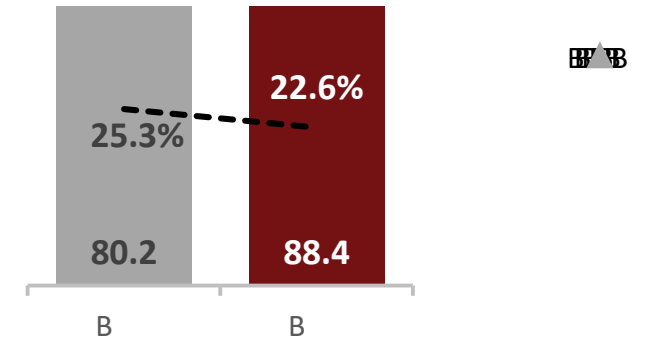
## Cash Generation:

- ❖ Up 11% YoY B B B B B B B
- B B
- ❖ F B B BB B B B B
- ❖ B BB B B B B BB B B B
- B

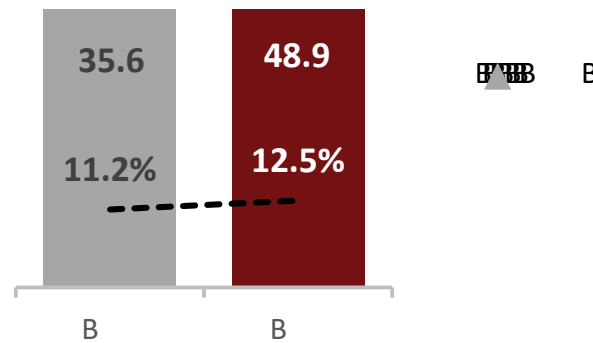
Revenue (in ₹ crore)



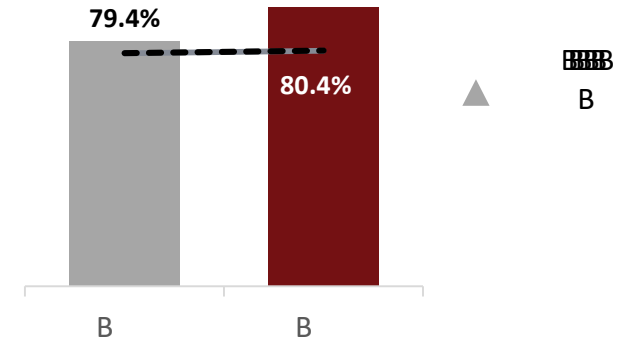
EBITDA (in ₹ crore) & Margin (%age)



PAT (in ₹ crore) & margin (%age)



OCF (in ₹ crore) & %age



# Business segment updates





# Annexures

# Income Statement- ₹ lacs

Consolidated	Quarterly					FY		
	Mar-23	Dec-22	QoQ	Mar-22	YoY	Mar-23	Mar-22	YoY
Particulars	Q4 FY23	Q3 FY23	Growth	Q4 FY22	Growth			Growth
Revenue from Operations	10,798	10,009		8,537		39,045	31,720	
B B	■■■■■■■	■■■■■■■		■■■■■■■		■■■■■	■■■■■	
B	■■■■■■■	■■■■■■■		■■■■■■■		■■■■■■■	■■■■■■■	
Total expenses	(8,426)	(7,912)	6.5%	(6,180)	36.3%	(30,202)	(23,697)	27%
EBITDA	2,372	2,097	13.1%	2,357	0.6%	8,843	8,023	10%
FCB			B		B			B
B	■■■■■■■■■	■■■■■■■■■		■■■■■■■■■		■■■■■■■■■	■■■■■■■■■	
B	■■■■■■■■■	■■■■■■■■■		■■■■■■■■■		■■■■■■■■■	■■■■■■■■■	
F B B	■■■■■■■■■	■■■■■■■■■		■■■■■■■■■		■■■■■■■	■■■■■■■	
Profit before tax	1,521	1,405	8.3%	1,819	(16.4%)	6,454	6,115	6%
B			B		B			B
B	■■■■■■■■■	■■■■■■■■■		■■■■■■■■■		■■■■■■■	■■■■■■■	
Profit after tax	1,212	722	67.8%	1,750	(30.7%)	4,886	3,564	37%
C B			B		B			B
B B B B	■■■■■■■■■	■■■■■■■■■		■■■■■■■		■■■■■■■	■■■■■■■	

# Balance Sheet- ₹ Lacs

Particulars	FY 23	FY 22	Var
<b>Non-Current Assets</b>			
B B B			
B B EC			B
B EC			
B B EC			
	<b>9,889</b>	<b>8,792</b>	<b>1,097</b>
<b>Current Assets</b>			
B			B
B B B			
<b>Trade receivables</b>			
B			
B B			
	<b>23,468</b>	<b>20,631</b>	<b>2,837</b>
<b>Total Assets</b>	<b>33,357</b>	<b>29,423</b>	<b>3,934</b>
<b>Equity &amp; Reserves</b>	<b>22,968</b>	<b>20,944</b>	<b>2,024</b>
<b>Non-Current Liabilities</b>			
B			B
B B			
	<b>3,279</b>	<b>3,436</b>	<b>-157</b>
<b>Current Liabilities</b>			
B			
B B B B			
	<b>7,110</b>	<b>5,043</b>	<b>2,067</b>
<b>Total Equity &amp; Liabilities</b>	<b>33,357</b>	<b>29,423</b>	<b>3,934</b>

# Cash Flow- ₹ Lacs

Particulars	FY23	FY22
	██████	██████
C B B B	██████	██████
<b>Operating profit before working capital changes</b>	<b>8,899</b>	<b>8,218</b>
B B B B B B	██████	██████
<b>Net cash generated from operating activities</b>	<b>7,128</b>	<b>6,373</b>
	██████	██████
B B B B	██████	██████
B B B B B B B	██████████	██████████
B	██████████	██████████
B	██████████	██████████
<b>Cash flow from Investing activities</b>	<b>(1,744)</b>	<b>(2,072)</b>
B B	██████████	██████████
B	██████████	██████████
B B B	██████	██████
F B	██████	██████
<b>Cash flow from financing activities</b>	<b>(5,157)</b>	<b>(11,234)</b>
<b>Net change in cash and cash equivalents</b>	<b>227</b>	<b>(6,933)</b>
B B B B	██████	██████
B B	██████████	██████████
<b>Closing cash &amp; equivalents</b>	<b>9,012</b>	<b>2,107</b>
B B	██████	██████
<b>Closing cash and current investments</b>	<b>13,690</b>	<b>6,801</b>

**Thank you**