allied digital

allied digital services ltd

FY 2010 Earnings Presentation

Annual Highlights

- Consolidated Revenues of Rs 697.5 cr; up by 26.3% YoY.
- Solutions accounted for Rs. 306 cr and services accounted for Rs. 392 cr.
- EBITDA margins stands at 20.4% for the year reflecting a growth of 210 bps YoY.
- Net Profit for the year stand at Rs. 106.1cr; up by 38% YoY.
- Diluted EPS for the year stands at Rs. 26.1; an increase of 20% YoY.

Quarterly Highlights

- Consolidated Revenues of Rs 193.4 cr; up by 22% YoY and 8% QoQ.
- EBITDA margins stands at 21.3% for the quarter reflecting a growth of 360 bps YoY.
- Net Profit for the quarter stand at Rs. 31 cr; up by 41% YoY and 14% QoQ.
- Diluted EPS for the quarter stands at Rs. 6.67; an increase of 30% YoY.
- Healthy order book position with Rs. 110 cr from Solutions and Rs. 434 cr from the Services.
- Revenues from En Pointe stood at $11 Million.

Annual Consolidated Financials

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	Particulars	FY10	FY09	YoY Growth (%)
Revenue	Net Revenue (INR CR)	697.5	552.1	26.3%
	Total Revenue (INR CR)	698.0	555.7	25.6%
Profit	EBITDA (INR CR)	142.5	101.8	39.9%
	PBT(INR CR)	128.6	94.0	36.9%
	PAT (INR CR)	106.1	76.9	38.0%
Margin	EBITDA (%)	20.4%	18.3%	
	PAT (%)	15.2%	13.8%	
EPS	Basic (Rs.)	26.1	21.8	19.7%
	Diluted (Rs.)	26.1	21.8	19.7%

Quarterly Consolidated Financials

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	Particulars	Q4 10	Q3 10	QoQ Growth (%)	Q4 09	YoY Growth (%)
Revenue	Net Revenue (INR CR)	193.4	178.8	8.1%	158.90	21.7%
	Total Revenue (INR CR)	193.4	178.9	8.1%	160.28	20.7%
Profit	EBITDA (INR CR)	41.3	37.2	10.9%	28.31	45.9%
	PBT(INR CR)	37.7	33.4	12.9%	25.21	49.6%
	PAT (INR CR)	31.0	27.2	14.2%	22.03	40.8%
Margin	EBITDA (%)	21.3	20.8		17.7	
	PAT (%)	16.0	15.2		13.7	
EPS	Basic (Rs.)	6.68	6.24	7.1%	5.14	30.0%
	Diluted (Rs.)	6.67	6.24	6.9%	5.12	30.3%
Shareholding	Promoters (%)	43.4%	43.5%		60.8%	
	Public (%)	56.6%	56.5%		39.2%	

Operating Metrics

Revenue by Geography(Rs. Cr.)	Q4 10	Q3 10
Domestic	129	114
International	65	65
Revenue by Service Offerings (%)		
Solutions	43	44
Services	57	56
Debtor Days	140	140

Order Book Position		
Solutions	110	
Services	434	

Annual Consolidated P&L Summary

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Sr. No	Particulars	31-Mar-10 FY 10	31-Mar-09 FY 09	Y-o-Y Growth (%)
1	**Net Sales / Income from Operations**	697.5	552.1	26.3%
2	Other Operating Income	0.5	3.6	-87.1%
3	**Total Income (1+2)**	**698.0**	**555.7**	25.6%
4	Increase / Decrease in stock in trade	-2.6	-4.5	-43.4%
5	Consumption of Raw Material	0.0		
6	Purchase of traded goods	433.6	349.2	24.2%
7	Employee expenses	81.5	73.7	10.6%
8	Depreciation	8.6	5.0	73.2%
9	Other expenditure	46.8	37.9	23.6%
10	**Total Expenditure**	**567.9**	**461.1**	23.2%
11	**Profit from operations before Other Income, Interest and Exceptional Items (3-10)**	**130.1**	**94.6**	37.4%
12	Other Income	3.8	2.2	72.2%
13	**Profit before Interest and Exceptional Items (11+12)**	**133.9**	**96.9**	38.2%
14	Interest	5.3	5.6	-5.2%
15	**Profit(+) / Loss (-) from Ordinary Activites before tax (13-14)**	**128.6**	**91.3**	40.9%
16	Exceptional Items (Excess Depreciation reversal in respect of earlier years)	0.0	2.7	
17	**Profit(+) / Loss (-) from Ordinary Activites before tax (15-16)**	**128.6**	**94.0**	
18	Tax Expense	20.8	16.8	24.0%
19	**Net Profit (+) / Loss (-) from Ordinary Activities after tax (17-18)**	**107.8**	**77.2**	39.6%
20	Minority Interest	1.7	0.3	482.8%
21	Extraodinary Items (net of Tax Expense Rs. NIL)	0.0	0.0	
22	**Net Profit (+) / Loss (-)for the period (19-20-21)**	**106.1**	**76.9**	38.0%
23	Paid-up equity share capital (Face Value of Rs. 10/-)	23.2	18.1	
24	Reserves Excluding Revaluation Reserves as per balance sheet of previous accounting year	0.0	298.2	
25	Earnings per Share Before Extraordinary items - Rs.			
	Basic	26.13	21.83	19.7%
	Diluted	26.12	21.83	19.7%
26	Earnings per Share After Extraordinary items - Rs.			
	Basic	26.13	21.83	19.7%
	Diluted	26.12	21.83	19.7%

Quarterly Consolidated P&L Summary

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Sr. No	Particulars	31-Mar-10	31-Dec-09	Q-o-Q Growth	31-Mar-09	Y-o-Y Growth
		Q4 10	Q3 10	(%)	Q4 09	(%)
1	**Net Sales / Income from Operations**	193.4	178.8	8.1%	158.9	21.7%
2	Other Operating Income	0.0	0.1	-54.0%	1.4	-97.7%
3	**Total Income (1+2)**	**193.4**	**178.9**	8.1%	**160.3**	20.7%
4	Increase / Decrease in stock in trade	-1.8	-0.1	2478.7%	-0.2	742.3%
5	Consumption of Raw Material	0.0	0.0		0.0	
6	Purchase of traded goods	122.9	111.2	10.4%	98.6	24.6%
7	Employee expenses	21.1	20.0	5.5%	21.8	-3.4%
8	Depreciation	2.5	2.7	-5.9%	1.5	61.8%
9	Other expenditure	12.0	12.1	-0.9%	12.4	-3.5%
10	**Total Expenditure**	**156.6**	**145.9**	7.3%	**134.1**	16.8%
11	**Profit from operations before Other Income, Interest and Exceptional Items (3-10)**	**36.8**	**33.0**	11.6%	**26.1**	40.9%
12	Other Income	2.0	1.6	23.8%	0.6	215.2%
13	**Profit before Interest and Exceptional Items (11+12)**	**38.8**	**34.6**	12.1%	**26.8**	44.9%
14	Interest	1.1	1.2	-8.2%	1.6	-30.2%
15	**Profit(+) / Loss (-) from Ordinary Activites before tax (13-14)**	**37.7**	**33.4**	12.9%	**25.2**	49.6%
16	Exceptional Items (Excess Depreciation reversal in respect of earlier years)	0.0	0.0		0.0	
17	**Profit(+) / Loss (-) from Ordinary Activites before tax (15-16)**	**37.7**	**33.4**		**25.2**	
18	Tax Expense	6.2	5.7	8.5%	2.9	111.8%
19	**Net Profit (+) / Loss (-) from Ordinary Activities after tax (17-18)**	**31.5**	**27.7**	13.8%	**22.3**	41.3%
20	Minority Interest	0.5	0.5	-8.1%	0.3	90.4%
21	Extraodinary Items (net of Tax Expense Rs. NIL)	0.0	0.0		0.0	
22	**Net Profit (+) / Loss (-)for the period (19-20-21)**	**31.0**	**27.2**	14.2%	**22.0**	40.8%
23	Paid-up equity share capital (Face Value of Rs. 10/-)	23.2	23.2		18.1	
24	Reserves Excluding Revaluation Reserves as per balance sheet of previous accounting year	0.0	0.0		0.0	
25	Earnings per Share Before Extraordinary items - Rs.					
	Basic	6.68	6.24	7.1%	5.14	30.0%
	Diluted	6.67	6.24	6.9%	5.12	30.3%
26	Earnings per Share After Extraordinary items - Rs.					
	Basic	6.68	6.24	7.1%	5.14	30.0%
	Diluted	6.67	6.24	6.9%	5.12	30.3%

Quarterly Consolidated P&L Summary

27	Public Shareholding					
	Number of Shares	26,291,634	26,233,234		14,193,134	
	Percentage of shareholding	57%	57%		39%	
28	Promoters & promoter group shareholding					
(a)	Pledged / Encumbered					
	Number of Shares		-			
	Percentage of Shares (as a % of the shareholding of promoter and promoter group)		-			
	Percentage of Shares (as a % of the share capital of the company)		-			
(b)	Non-encumbered					
	Number of Shares	20,188,318	20,188,318		22,036,318	
	Percentage of Shares (as a % of the shareholding of promoter and promoter group)	100%	100%		100%	
	Percentage of Shares (as a % of the share capital of the company)	43%	43%		61%	

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For any other information contact

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