



hSenid Business Solutions

1Q FY23 Earnings Presentation

August 2022

hBS AT A GLANCE

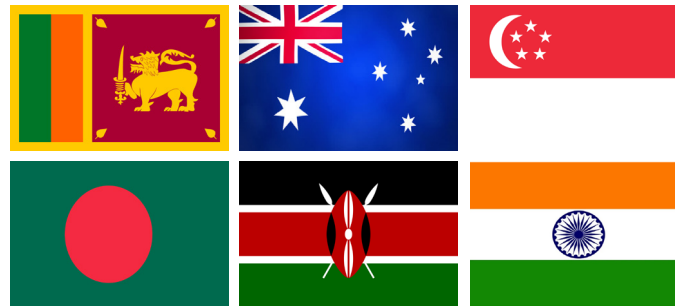
Over 25 years of experience

Over 1,000,000 users

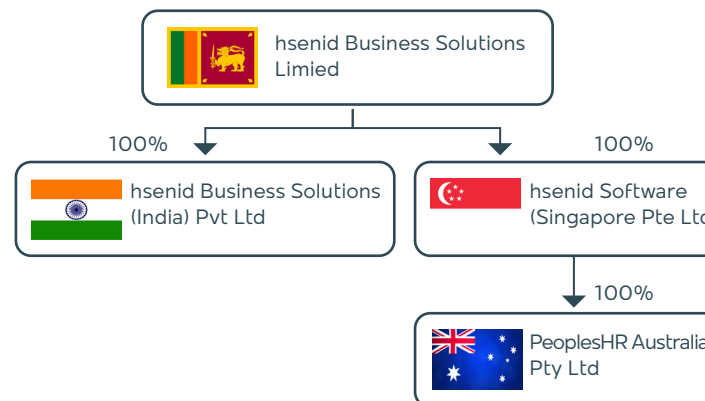
Serves over 1,465 client organizations

Across 20+ industries in 40+ countries

Operating from 6 countries...



...through 3 subsidiaries



Offering a comprehensive range of **HRIS solutions**

PeoplesHR® | On Premise
simple.fast.green

PeoplesHR®
simple.fast.green

PeoplesHR
TURBO

PeoplesHR® | Outsourcing
simple.fast.green

hSenid **TRACKING** Solutions

JURAA

FINANCIAL HIGHLIGHTS 1Q FY23

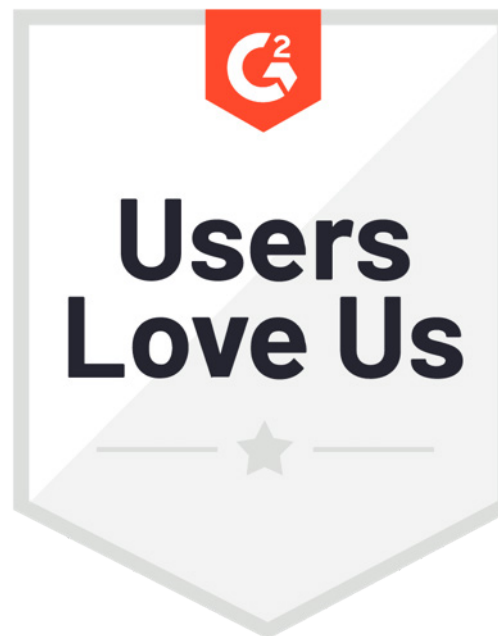
LKR mn	1Q FY22	1Q FY23	YoY growth
Revenue	200	307	53.2%
EBIT	8	183	+2,117.7%
EBIT margin	4.0	59.4	+5,543pp
Net profit	7	202	+2,682.0%
Net profit margin	3.6	65.9	+6,227pp
EPS*	0.03	0.73	+2,333.3%

* EPS based on weighted average shares as of end of each quarter

- Quarterly topline growth was supported by strong growth across PHR Cloud, On-Premise, and Tracking Solutions. Growth was witnessed across all regions, with Sri Lankan operations showing the highest contribution
- New deal bookings for the quarter came in at LKR 119 million (vs LKR 43 million in 1Q FY22), driven mainly by the PeoplesHR Cloud business
- Both APAC, including Bangladesh, contributed ~50% to new deals in 1Q. Similar to last quarter, a majority of these new deals came via the partner network
- hBS also witnessed a number of new client wins from the recently launched PeoplesHR Turbo in India; Initial learnings are currently under evaluation and approach is to be fine-tuned to accelerate growth
- Annual recurring revenues increased to 53.0% of total revenues, supported by PeoplesHR Cloud. Churn rate for the quarter remained below 5%
- Gains arising from currency translations was the primary driver of Net Profits, offsetting the impact from an increase in operational expenses

hSenidBiz RECOGNISED REGIONALLY DURING 1Q FY23

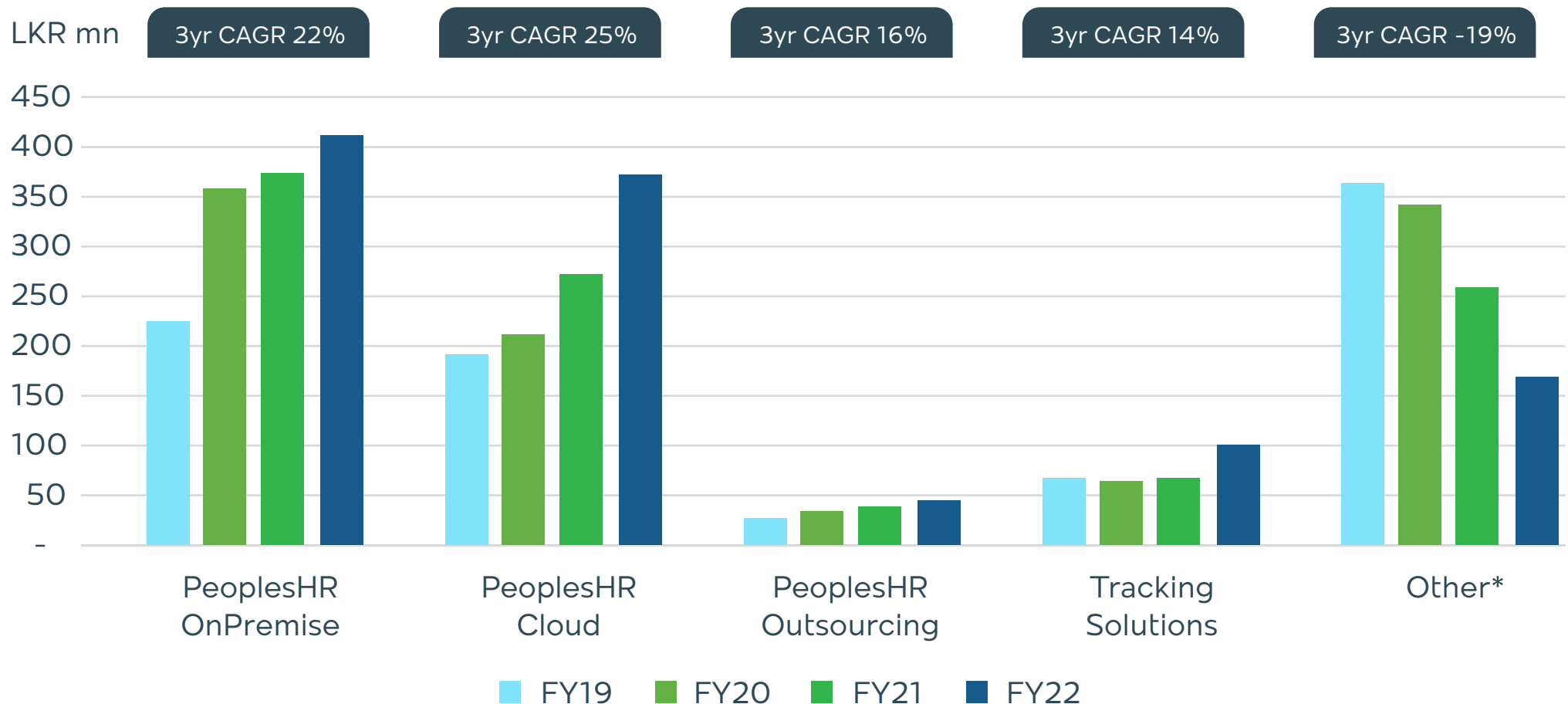
hSenidBiz received recognition from leading software review portals in the APAC region bolstering its efforts to drive overseas revenue





Segment Performance

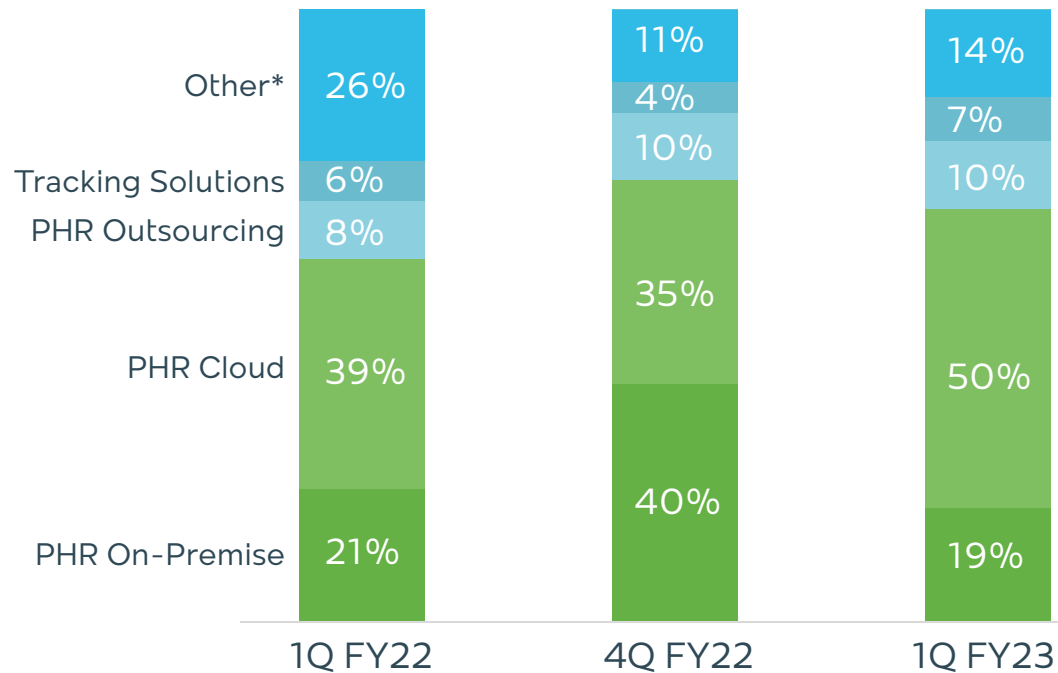
KEY SEGMENTS RECORD STEADY GROWTH THROUGH FY19-22



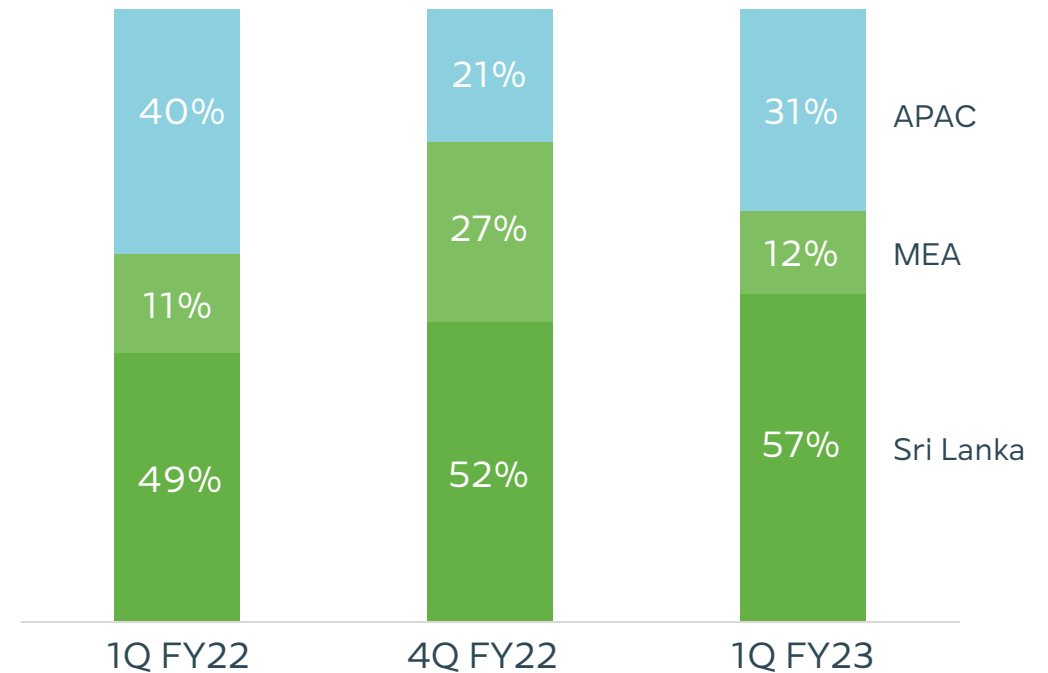
* Includes declining non-core revenues such as Mobile Software and Staffing Solutions, and nascent yet growing new revenue segments such as PeoplesHR Turbo and Marketplace

1Q23 REVENUE BREAKDOWN

REVENUE BREAKDOWN BY SEGMENT



REVENUE BREAKDOWN BY GEOGRAPHY

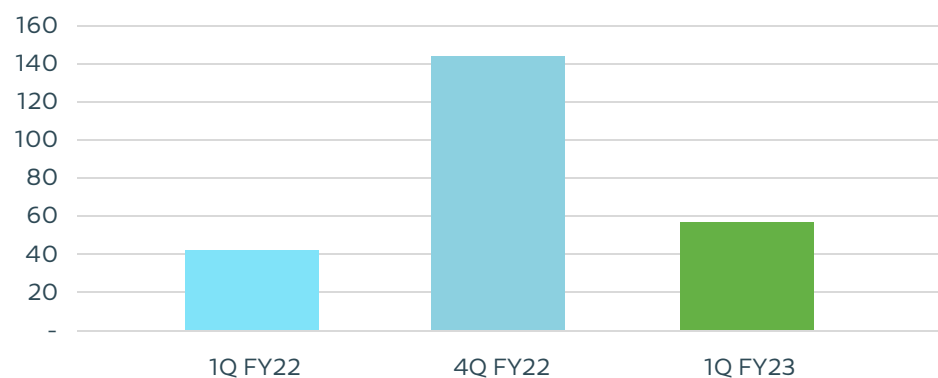


* Includes declining non-core revenues such as Mobile Software and Staffing Solutions, and nascent yet growing new revenue segments such as PeoplesHR Turbo and Marketplace

OVER 70% TOPLINE DERIVED BY PEOPLESHR SEGMENT

PEOPLESHR ON-PREMISE

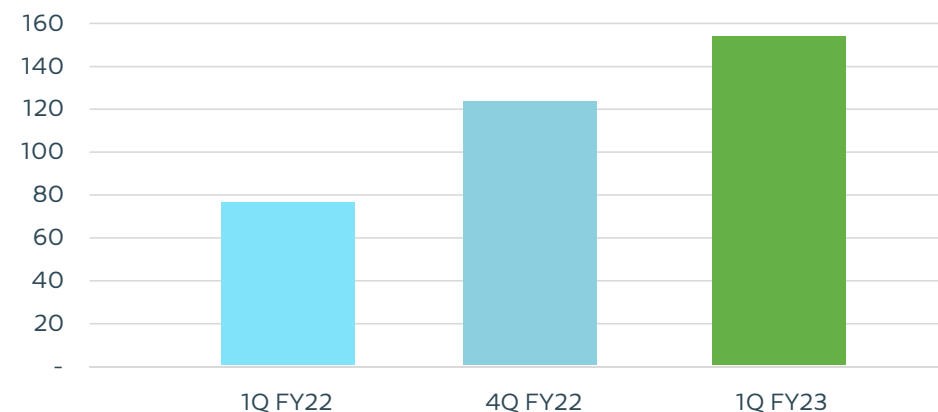
Revenue (LKR mn)



- PeoplesHR OnPremise recorded a 35% year-over-year improvement in topline during the quarter, supported by new deals from the APAC region
- The business booked a number of new deals from Bangladesh and the African region
- Deals came through mainly via the partner network, which accounted for nearly 83% of segment revenues

PEOPLESHR CLOUD

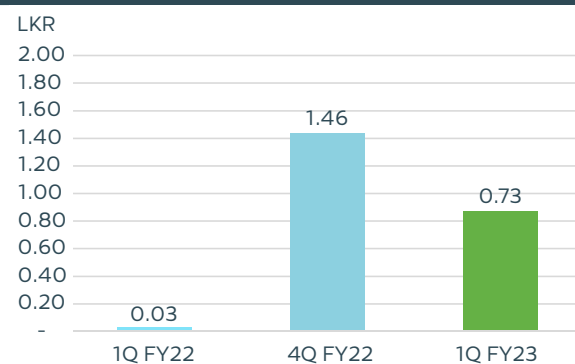
Revenue (LKR mn)



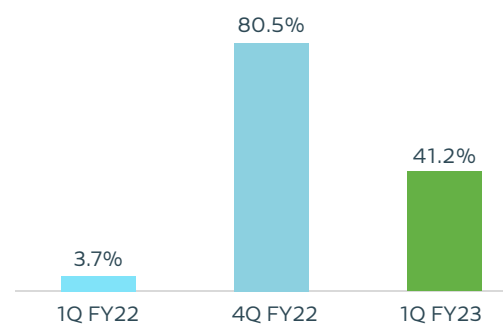
- PeoplesHR Cloud recorded a 97% year-over-year topline growth during the quarter, driven by both new deal bookings and new subscription invoicing from new deals acquired in the previous year
- The segment also recorded above-average recurring revenues during the quarter, at 74%
- The segment accounted for more than 50% of new deal bookings during the quarter, including securing large ticket accounts during the year, contributing to topline growth
- Regionally, new deals were mainly from APAC and Sri Lanka, driven by the direct channel

LIQUIDITY AND RETURN TO SHAREHOLDERS

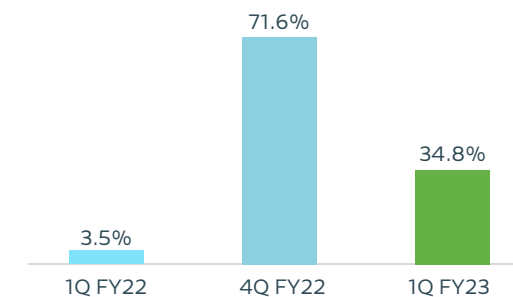
EARNINGS PER SHARE



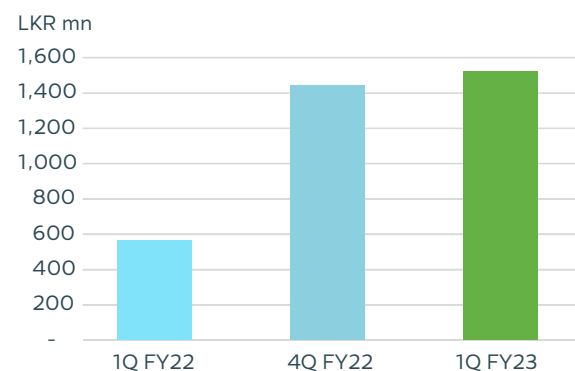
RETURN ON EQUITY



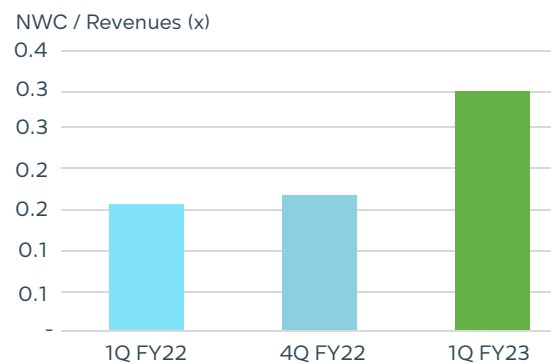
RETURN ON CAPITAL EMPLOYED



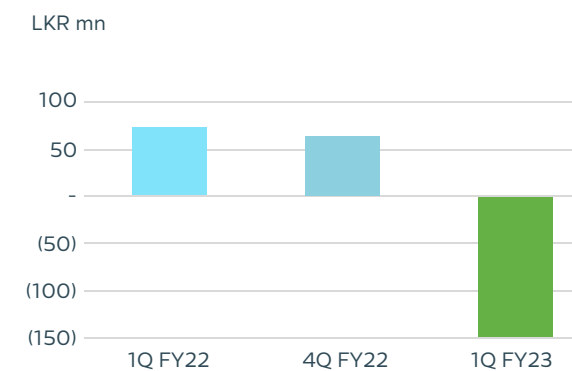
NET CASH *



NWC TO REVENUES **



FREE CASH FLOW ***



* 1Q FY23 onwards includes IPO proceeds | ** Net working capital divided by trailing 12-month revenues | *** Includes higher capex on product development, and impact from working capital

OUTLOOK

Strategic priorities for FY23E

- Commencement of phase two of Ugandan Government project
- Expansion into Bangladesh
- Expansion of PeoplesHR Turbo in India, catering to booming SME segment
- Product development initiatives focused on PeoplesHR Market place, AI driven products and recruitment of talent
- Evaluation of potential strategic partnerships and acquisitions in APAC and East African regions

Medium-term outlook

- Revenue expectations for FY23 to be in-line with estimates provided at the time of the IPO
- Maintaining healthy growth trajectory in PeoplesHR Cloud
- Geographical mix to continue to shift towards APAC and Africa, supported by strategic partnerships and acquisitions

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