



**INTERIM FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31st DECEMBER 2023**

Chief Executive Officer's Review

Dear Shareholders,

We are pleased to present to you the financial results for the three months ending 31 December 2023.

hSenid Business Solutions (hBS) reported total revenue of LKR 453.9 million for the three months ending on December 31, 2023 recording a year-over-year growth of 23.2 percent (32.4 percent in USD constant currency terms) compared to LKR 368.4 million in the corresponding quarter of the previous financial year. For the first 9 months of the current financial year, hBS has generated a cumulative revenue of LKR 1,211.4 million, marking a 13.0 percent year-over-year growth (19.5 percent in USD constant currency terms).

The PeoplesHR Cloud business continues to be the primary driver of the company's top line, generating a revenue of LKR 235.3 million and showcasing a year-over-year growth of 39.9 percent (53.8 percent in USD constant currency terms). Recurring subscription revenues accounted for 76.4 percent of the cloud revenues, contributing to the overall recurring revenue base of the company. Total recurring revenue accounted for approximately 59 percent of the total revenue. With the company's core ARR (Annualized Recurring Revenue) showing a year-over-year growth of 34.0 percent compared to the corresponding quarter of the previous financial year, we are pleased to report that the core exit ARR of the company has now surpassed the USD 3 million mark. The company's continued focus on APAC market development has made the region the primary contributor to the company's top line growth for the concluded quarter, with Sri Lanka and MEA region following suit.

Aggressive investments made in talent acquisition and continued investments in market development activities have resulted in hBS recording a net loss of LKR 44.5 million for the quarter. While the higher operating cost base continues to impact the company's bottom line, our core business EBITDA margins (earnings before interest and taxes, depreciation, and amortization) have shown steady improvements, moving from -12.6 percent in Q2 FY24 to -6.5 percent in Q3 FY24. The improvements in operating margin since the first quarter of the financial year is primarily driven by revenues generated from new client acquisitions while the successful completion of the repricing and cloud optimization programs have helped manage costs.

During the quarter, hBS successfully closed several new deals, particularly in the APAC region and Sri Lanka. However, the overall deal values for the quarter experienced a decline of 15.8 percent compared to the second quarter, primarily due to prolonged sales cycles witnessed in several large value deals. Nevertheless, it is worth noting that the quality of the new deals have improved as witnessed by the fact that 93.7 percent of the new deal closures were cloud deals with recurring subscription revenues—a notable increase compared to 85.5 percent in the previous quarter.

The company further utilized an additional LKR 34.0 million of the IPO funds on product development during the quarter. With that the company now has fully utilized the IPO funds allocated for product and market development. Currently, hBS is assessing multiple options for the utilization of the remaining IPO funds worth LKR 350.0 million, earmarked for pursuing inorganic growth opportunities.

The quarter saw hBS win a number of industry awards, including securing the Gold Award at the 31st Annual Export Awards 2023 for the fourth consecutive year. hBS was also once again recognized as the Sri Lanka and Maldives Microsoft ISV (Independent Software Vendor) Partner of the Year 2023.

As we look ahead to the final quarter of FY24, we remain focused on building further traction in the APAC markets by positioning our brand as a leading HR Technology player in the region. Simultaneously, we are committed to providing highly professional implementation services to successfully complete the HR digitalisation programs of the newly acquired customers in a timely manner.

Sgd.

Sampath K. Jayasundara
Chief Executive Officer
7th February 2024
Colombo

HSENIID BUSINESS SOLUTIONS PLC
STATEMENT OF FINANCIAL POSITION

AS AT	GROUP		COMPANY	
	Unaudited 31.12.2023 Rs.	Audited 31.03.2023 Rs.	Unaudited 31.12.2023 Rs.	Audited 31.03.2023 Rs.
ASSETS				
Non-Current Assets				
Property, plant and equipment	52,163,040	51,217,400	50,377,428	50,645,279
Right of use Assets	39,349,466	17,453,232	39,349,466	16,787,563
Intangible assets	401,377,210	301,092,317	392,129,116	295,871,924
Goodwill on acquisition	2,008,131	2,008,131	-	-
Investments in subsidiaries	-	-	88,329,540	88,329,540
Deferred tax assets	38,137,673	38,137,673	37,971,891	37,971,891
	<u>533,035,519</u>	<u>409,908,753</u>	<u>608,157,441</u>	<u>489,606,197</u>
Current Assets				
Inventories	28,677,268	29,729,130	28,677,268	29,729,130
Trade and other receivables	680,046,495	636,514,786	676,658,196	587,083,468
Advances and prepayments	44,733,500	74,769,694	21,175,970	21,164,778
Other current financial assets	852,885,254	1,168,482,275	852,885,254	1,168,482,275
Cash and bank balances	344,559,328	409,089,992	201,264,136	256,769,353
	<u>1,950,901,844</u>	<u>2,318,585,877</u>	<u>1,780,660,824</u>	<u>2,063,229,004</u>
Total Assets	<u>2,483,937,363</u>	<u>2,728,494,629</u>	<u>2,388,818,265</u>	<u>2,552,835,200</u>
EQUITY AND LIABILITIES				
Capital and Reserves				
Stated capital	922,748,205	922,748,205	922,748,205	922,748,205
Share – Based Payments Reserve	594,845	2,155	594,844	2,155
Currency translation reserve	23,890,857	29,710,499	-	-
Retained earnings	775,234,764	1,041,046,890	821,966,442	1,023,427,076
Total Equity	<u>1,722,468,669</u>	<u>1,993,507,748</u>	<u>1,745,309,490</u>	<u>1,946,177,436</u>
Non-Current Liabilities				
Retirement benefit obligation	87,278,960	79,625,460	87,278,960	79,625,460
Interest bearing borrowings	17,039,614	11,898,482	17,039,614	11,898,482
	<u>104,318,574</u>	<u>91,523,942</u>	<u>104,318,574</u>	<u>91,523,942</u>
Current Liabilities				
Trade and other payables	408,976,484	458,116,299	372,674,553	330,477,842
Deferred income	183,385,931	137,777,212	101,727,942	137,777,212
Interest bearing borrowings	63,937,352	7,870,392	63,937,352	7,179,734
Income tax payable	850,352	39,699,035	850,352	39,699,035
	<u>657,150,120</u>	<u>643,462,939</u>	<u>539,190,200</u>	<u>515,133,823</u>
Total Equity and Liabilities	<u>2,483,937,363</u>	<u>2,728,494,629</u>	<u>2,388,818,265</u>	<u>2,552,835,200</u>

These financial statements are in compliance with the requirements of the Companies Act No. 7 of 2007.

Sgd.

Nilendra Weerasinghe
Chief Financial Officer

The Board of Directors is responsible for these financial statements. Signed for and on behalf of the Board by;

Sgd.

Sampath Jayasundara
CEO/Director

Sgd.

Malinga Arsakularatne
Director

February 7, 2024
Colombo

HSENIID BUSINESS SOLUTIONS PLC
STATEMENT OF COMPREHENSIVE INCOME - GROUP

	For the three Months ended			For the nine Months ended		
	Unaudited 31.12.2023	Unaudited 31.12.2022	Change %	Unaudited 31.12.2023	Unaudited 31.12.2022	Change %
	Rs.	Rs.		Rs.	Rs.	
Revenue	453,924,531	368,363,033	23%	1,212,352,392	1,074,201,966	13%
Cost of sales	<u>(246,878,043)</u>	<u>(185,652,987)</u>	33%	<u>(727,989,198)</u>	<u>(578,853,029)</u>	26%
Gross profit	207,046,488	182,710,046	13%	484,363,194	495,348,937	-2%
Other income	(66,422)	(1,174,295)	-94%	(7,914,912)	197,030,739	-104%
Administrative expenses	(127,722,458)	(98,832,185)	29%	(382,345,154)	(259,225,747)	47%
Selling and marketing expenses	(115,908,812)	(63,140,602)	84%	(262,694,329)	(162,295,853)	62%
Finance cost	(1,949,325)	(992,706)	96%	(4,973,578)	(4,942,293)	1%
Finance income	31,324,941	54,504,769	-43%	119,208,125	126,475,200	-6%
Other operating expenses	<u>(37,235,926)</u>	<u>(27,754,261)</u>	34%	<u>(105,271,640)</u>	<u>(77,636,877)</u>	36%
Profit before tax	<u>(44,511,515)</u>	<u>45,320,766</u>	-198%	<u>(159,628,294)</u>	<u>314,754,106</u>	-151%
Tax (expense)/reversal	<u>-</u>	<u>(15,606,035)</u>	-100%	<u>(9,340,450)</u>	<u>(27,123,307)</u>	-66%
Profit for the period	<u>(44,511,515)</u>	<u>29,714,732</u>	-250%	<u>(168,968,745)</u>	<u>287,630,798</u>	-159%
Other comprehensive income						
Exchange Gain/(Loss) on translation of foreign operations	6,403,952	16,193,890		(5,819,643)	19,278,665	
Total comprehensive income for the period	<u><u>(38,107,563)</u></u>	<u><u>45,908,622</u></u>		<u><u>(174,788,387)</u></u>	<u><u>306,909,463</u></u>	
Profit for the period						
Equity holders of the Company	(44,511,515)	29,714,732		(168,968,745)	287,630,798	
Non-controlling interest	-	-		-	-	
Total comprehensive income/profit for the period						
Equity holders of the Company	(38,107,563)	45,908,622		(174,788,387)	306,909,463	
Non-controlling interest	-	-		-	-	
Earnings Per Share - Basic	(0.16)	0.11		(0.61)	1.04	

HSENIID BUSINESS SOLUTIONS PLC
STATEMENT OF COMPREHENSIVE INCOME - COMPANY

	For the three Months ended			For the nine Months ended		
	Unaudited 31.12.2023	Unaudited 31.12.2022	Change %	Unaudited 31.12.2023	Unaudited 31.12.2022	Change %
	Rs.	Rs.		Rs.	Rs.	
Revenue	422,655,357	358,342,531	18%	1,056,658,712	932,653,246	13%
Cost of sales	(212,140,139)	(169,319,786)	25%	(597,706,355)	(463,531,412)	29%
Gross profit	210,515,218	189,022,746	11%	458,952,356	469,121,834	-2%
Other income	1,591,579	(854,038)	-	(10,999,918)	191,264,593	-106%
Administrative expenses	(113,976,749)	(81,839,485)	39%	(339,780,192)	(212,238,920)	60%
Selling and marketing expenses	(99,868,174)	(51,995,906)	92%	(215,322,985)	(129,821,173)	66%
Finance cost	(1,949,325)	(945,222)	106%	(4,973,578)	(4,720,172)	5%
Finance income	31,324,941	54,504,769	-43%	119,208,125	126,475,200	-6%
Other operating expenses	(36,123,172)	(26,695,883)	35%	(102,360,610)	(73,847,902)	39%
Profit before tax	(8,485,681)	81,196,980	-110%	(95,276,802)	366,233,460	-126%
Tax (expense)/reversal	-	(15,785,167)	-100%	(9,340,450)	(27,299,287)	-66%
Profit for the period	(8,485,681)	65,411,812	-113%	(104,617,252)	338,934,173	-131%
Other comprehensive income						
Exchange Gain/(Loss) on translation of foreign operations	-	-		-	-	
				₹		
Total comprehensive income for the period	(8,485,681)	65,411,812		(104,617,252)	338,934,173	
Profit for the period						
Equity holders of the Company	(8,485,681)	65,411,812		(104,617,252)	338,934,173	
Non-controlling interest	-	-		-	-	
Total comprehensive income/profit for the period						
Equity holders of the Company	(8,485,681)	65,411,812		(104,617,252)	338,934,173	
Non-controlling interest	-	-		-	-	
Earnings Per Share - Basic	(0.03)	0.24		(0.38)	1.22	

HSENIID BUSINESS SOLUTIONS PLC
STATEMENT OF CHANGES IN EQUITY

Group	Stated Capital	Share – Based Payments Reserve	Currency Translation Reserve	Retained Earnings	Total Equity
	Rs.	Rs.	Rs.	Rs.	Rs.
Balance as at 01st April 2022	922,748,205	-	13,097,441	926,700,879	1,862,546,525
Profit for the period	-	-	-	287,630,798	287,630,798
Dividends	-	-	-	(83,008,613)	(83,008,613)
Other comprehensive income	-	-	19,278,665	-	19,278,665
Total comprehensive income	-	-	19,278,665	204,622,185	223,900,851
Balance as at 31st December 2022	<u>922,748,205</u>	<u>-</u>	<u>32,376,106</u>	<u>1,131,323,064</u>	<u>2,086,447,375</u>
Balance as at 01st April 2023	922,748,205	2,155	29,710,499	1,041,046,890	1,993,507,748
Profit for the period	-	-	-	(168,968,745)	(168,968,745)
Dividends	-	-	-	(96,843,382)	(96,843,382)
ESOP expenses for the Year	-	592,690	-	-	592,690
Other comprehensive income	-	-	(5,819,643)	-	(5,819,643)
Total comprehensive income	-	592,690	(5,819,643)	(265,812,126)	(271,039,079)
Balance as at 31st December 2023	<u>922,748,205</u>	<u>594,845</u>	<u>23,890,857</u>	<u>775,234,764</u>	<u>1,722,468,669</u>
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Company	Stated Capital	Share – Based Payments	Retained Earnings	Total Equity	
	Rs.	Rs.	Rs.	Rs.	
Balance as at 01st April 2022	922,748,205	-	1,007,913,613	1,930,661,818	
Profit for the period	-	-	338,934,173	338,934,173	
Dividends	-	-	(83,008,613)	(83,008,613)	
Total comprehensive income	-	-	255,925,560	255,925,560	
Balance as at 31st December 2022	<u>922,748,205</u>	<u>-</u>	<u>1,263,839,173</u>	<u>2,186,587,378</u>	
Balance as at 01st April 2023	922,748,205	2,155	1,023,427,076	1,946,177,436	
ESOP expenses for the Year	-	592,689	-	592,689	
Profit for the period	-	-	(104,617,252)	(104,617,252)	
Dividends	-	-	(96,843,382)	(96,843,382)	
Total comprehensive income	-	592,689	(201,460,634)	(200,867,945)	
Balance as at 31st December 2023	<u>922,748,205</u>	<u>594,844</u>	<u>821,966,442</u>	<u>1,745,309,490</u>	

HSENIID BUSINESS SOLUTIONS PLC

STATEMENT OF CASH FLOWS

	Group		Company	
	Unaudited 31.12.2023	Audited 31.03.2023	Unaudited 31.12.2023	Audited 31.03.2023
	Rs.	Rs.	Rs.	Rs.
Cash flows from/(used in) operating activities				
Profit before tax	(159,628,294)	188,892,772	(95,276,802)	90,403,221
Adjustment For				
Depreciation	14,847,210	13,265,497	14,545,736	12,481,575
Amortisation	110,114,863	124,567,120	107,574,205	112,044,789
Provision for Impairment of trade receivables	11,187,326	45,946,737	6,458,107	129,640,029
Impairment of investment	-	-	-	48,529,822
Finance income	(119,208,125)	(194,271,359)	(119,208,125)	(194,271,359)
Share based payments expense	592,690	2,155	592,690	2,155
Loss / (Gain) Disposal of assets	8,526	84,362	8,526	84,362
Finance cost	4,973,578	5,811,654	4,973,578	5,569,247
Provision for defined benefit plan	9,900,000	24,052,616	9,900,000	24,052,616
Forex loss/(gain)	12,138,116	(68,796,852)	10,999,918	(70,920,002)
Operating profit before working capital changes	(115,074,110)	139,554,702	(59,432,166)	157,616,455
Decrease / (Increase) in inventories	1,051,862	(43,344)	1,051,862	(43,344)
Decrease / (Increase) in trade and other receivables	(54,719,035)	(152,394,250)	(96,032,836)	(115,865,209)
Decrease/(Increase) in advance and prepayment	30,036,195	(8,454,198)	(11,192)	(12,775,045)
Increase / (Decrease) in deferred income	45,608,719	56,295,620	(36,049,270)	56,295,620
Increase / (Decrease) in trade and other payables	(49,139,816)	139,094,587	42,196,712	138,535,389
Cash generated from operations	(142,236,186)	174,053,116	(148,276,891)	223,763,866
Finance cost paid	(404,676)	(992,624)	(404,676)	(992,624)
Defined benefit obligation paid	(2,246,500)	(12,088,250)	(2,246,500)	(12,088,250)
Tax paid	(48,189,133)	(10,969,435)	(48,189,133)	(11,152,815)
Net cash from operating activities	(193,076,495)	150,002,807	(199,117,200)	199,530,177
Cash flows from/(used in) investing activities				
Acquisition of property, plant and equipment	(15,920,349)	(44,452,635)	(14,389,411)	(43,493,666)
Acquisition of intangible assets	(186,949,093)	(177,300,733)	(180,890,305)	(177,300,733)
Investments in short-term investments	-	112,566,266	-	112,566,266
Finance income received	119,208,125	194,271,359	119,208,125	194,271,359
Proceeds from sales of fixed assets	103,000	-	103,000	-
Net cash used in investing activities	(83,558,318)	85,084,258	(75,968,591)	86,043,227
Cash flows from/(used in) financing activities				
Payment of lease installments	(27,932,042)	(39,341,827)	(27,267,300)	(30,642,800)
Dividend paid	(96,843,382)	(83,008,613)	(96,843,382)	(83,008,613)
Repayment of bank loans	-	(4,166,650)	-	(4,166,650)
Net cash flows from/(used in) financing activities	(124,775,424)	(126,517,089)	(124,110,682)	(117,818,063)
Currency translation adjustment	(17,811,602)	84,857,937	(10,999,917)	70,920,002
Net increase / (Decrease) in cash and cash equivalents	(419,221,838)	193,427,912	(410,196,390)	238,675,343
Cash and cash equivalents at the beginning of the year	1,459,835,819	1,266,407,907	1,307,515,182	1,068,839,839
Cash and cash equivalents at the end of the period	1,040,613,982	1,459,835,819	897,318,792	1,307,515,182

HSENI BUSINESS SOLUTIONS PLC
EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS

1 Basis of Preparation

The consolidated interim financial statements have been prepared in accordance with the accounting policies set out in the Audited Accounts for the year ended 31 March 2023 and are in compliance with Sri Lanka Accounting Standards - LKAS 34 - Interim Financial Reporting.

2 The interim condensed financial statements of the Group and the Company for the period ended 31st December 2023 were authorized for issue by the Board of Directors on 7th February 2023.

3 Contingent Liabilities

There has not been a significant change in the nature of contingent liabilities, which were disclosed in the Audited Financial Statements for the year ended 31st March 2023.

4 No circumstances have arisen since the reporting date, which would require adjustments to or disclosure in the Financial Statements. The presentation and classification of the Financial Statements of the previous year have been amended, where relevant, for better presentation and to be comparable with those of the current year

5 Employee Share Option Plan

The Company's board of directors has duly resolved to establish an employee share option plan to grant a total number of share options of 10,000,000 (3.49% of the voting shares) ordinary voting shares for the period commencing from 31st March 2023 to 31st March 2027. The scheme was approved by shareholders at the Extraordinary General Meeting held on 6th December 2022.

Accordingly on 31st March 2023 share options of 5,000,000 were granted and remained exercisable for a period of three years from the date on which the right to subscribe and purchase such shares

Shares under the scheme will be offered to the qualified employees at a volume weighted average price of all share transactions during the thirty market days immediately preceding the grant date and the Company has used Binominal Option Pricing Model to value the share options as at 31st March 2023 under the requirements of SLFRS 2 - "Share Based Payments"

6 Continuous Disclosure regarding status of utilization of funds raised via IPO

Objective number	Objective as per Prospectus	Amount allocated as per Prospectus in (LKR Mn)	Proposed date of utilization as per Prospectus	Amount allocated in LKR Mn (A)	% of total proceeds	Amount utilized in LKR Mn (B)	% of utilized against allocation (B/A)
1	Product Development Initiatives	202	January 2022 - December 2023	202	29%	202	100%
2	Market Development Initiatives	140	January 2022 - December 2023	140	20%	140	100%
3	Potential Strategic Acquisitions in APAC and East African Regions	350	April 2022 - March 2024	350	51%	-	0%
	Total	692		692		342	49%

7 Market value per share for the quarter ended

	31.12.2023	31.12.2022
Highest	12.80	22.00
Lowest	11.00	14.20
Closing	11.50	17.00
Market Capitalization on 30th December	3,181,996,824	4,703,821,392
Net assets value per share	6.23	7.54

HSENIID BUSINESS SOLUTIONS PLC
EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS

8 Public Holding as at 31st December

Issued Share Capital (No. of Shares)	276,695,376	276,695,376
Public Holding as % of Issued Share Capital	57.94%	57.85%
Total Number of Shareholders	4,828	4,849
Number of Shareholders representing the Public Holding	4,814	4,834
Float Adjusted Market Capitalization - (LKR)	1,843,620,614	2,721,333,837

The Company complies with the Minimum Public Holding requirement of the Main Board as per Option 5 of Section 7.13.1 (a) of the CSE Listing Rules.

9 Shareholders' Information

9.1 Ordinary Voting Shares as at 31st December 2023

No	Name	No of Shares	%
1	Hsenid Ventures (Private) Limited	68,839,540	24.88
2	Mr. K.P.R.B. De Silva	28,585,504	10.33
3	Mr. Dinesh Saparamadu	28,000,110	10.12
4	Mr. R.S.Captain	27,307,581	9.87
5	Argent Capital (Private) Ltd	13,343,096	4.82
6	Timex Garments (Pvt) Ltd	11,211,070	4.05
7	Mr Jan Gunnar Naess	9,035,000	3.27
8	Mr Otto Edvard Husby kalvo	9,010,000	3.26
9	Mrs. J.N. Ambani	6,982,018	2.52
10	GF Capital Global Limited	5,809,400	2.10
11	Citibank Newyork S/A Norges bank account 2	4,350,267	1.57
12	Mr. Sampath Jayasundara	3,303,300	1.19
13	Bank of Ceylon A/C Ceybank Unit Trust	3,008,960	1.09
14	Mr. Nilam Alawdeen	2,420,000	0.87
15	Miss. M.M.Page	1,618,525	0.58
16	Mr. Upali Amarasinghe	1,558,090	0.56
17	Commercial Bank of Ceylon PLC A/C No. 03	1,520,900	0.55
18	AFC Umbrella Fund -AFC Asia Frontier Fund	1,420,639	0.51
19	AIA Insurance Lanka Limited A/C No.07	1,310,000	0.47
20	Peoples Bank	1,000,000	0.36
		229,634,000	82.99
	Others	47,061,376	17.01
		276,695,376	100.00

9.2 Directors' and Chief Executive Officer's Shareholding as at 31st December 2023

No	Name	No of Shares	%
1	Mr. Dinesh.Saparamadu	28,000,110	10.12
2	Mr. Sampath Jayasundara	3,303,300	1.19
3	Ms. Dishnira Saparamadu	Nil	-
4	Mr. Apurva Udeshi	Nil	-
5	Mr. Malinga Arsakularatne	Nil	-
6	Mr. Madu Ratnayake	Nil	-
7	Ms. Anarkali Moonesinghe	Nil	-
8	Mr. Ariththa R Wikramanayake	Nil	-

HSENIID BUSINESS SOLUTIONS PLC
CORPORATE INFORMATION

NAME OF COMPANY	hSenid Business Solutions PLC
LEGAL FORM	A Limited liability company, incorporated in Sri Lanka in 2005. The ordinary shares of the Company were listed with the Colombo Stock Exchange of Sri Lanka on 21 December 2021.
BOARD OF DIRECTORS	Mr. Dinesh.Saparamadu Mr. Sampath Jayasundara Ms. Dishnira Saparamadu Mr. Apurva Udeshi Mr. Malinga Arsakularatne Mr. Madu Ratnayake Ms. Anarkali Moonesinghe Mr. Arittha R Wikramanayake
SECRETARIES	Corporate Services (Pvt) Ltd 216, De Saram Place Colombo 10. Tel : +94 11 4718200
AUDITORS	Messrs Ernst & Young Chartered Accountants 201, De Saram Place Colombo 10
NATURE OF THE BUSINESS	Development of Human Capital Management Software Products and related services
REGISTERED OFFICE	No 67/1, 2nd Floor, Scanwell Building, Off Perahera Mawatha, Hudson Road, Colombo 03 Tel : +94 11 4621111 Fax : +94 11 2394064 Email : info@hsenidbiz.com