



ALLETEC

Investor Presentation Q2 & H1 FY '25



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01



WHAT'S NEW

ACCOUNTABLE



DATA ENGINEERING



ARTIFICIAL INTELLIGENCE



DIGITAL TRANSFORMATION SOLUTIONS

~1000 CUSTOMERS

~25 YEARS

~350 TEAM

COMMUNITY SUMMIT



9044

WESTERN COMPUTER

GIANT JACKPOT!

ROLL THE DICE FOR A CHANCE TO WIN \$100,000

NO PURCHASE NECESSARY TO ENTER OR WIN.

amanino

COMMUNITY SUMMIT

600

DynaTech

Security and SaaS for D365



alletechnologies

DIGITAL TRANSFORMATION SOLUTIONS

CONVERSATIONS GRAVITATING TO RPA | DATA | AI

amanino

Steer Your Dynamics Strategy

IN A NEW STRATEGY

Control your workflow | Break down business barriers your full potential

BLUESTAR PLM

ENGINEERING BUSINESS PROCESSES

AMAR MISHRA

JOE GEORGE

ENTERPRISE APPLICATIONS REMAIN THE ANCHOR



**Enterprise Resource
Planning (ERP)**



**Customer Engagement
(CRM)**

**Retail &
Digital Commerce**



ENABLING ENTERPRISES DO MORE WITH DIGITAL TRANSFORMATION



ENTERPRISE APPLICATIONS

ERP, CRM, HCM, and Commerce applications - Implement and customize to meet specific business needs.

PROCESS OPTIMIZATION

Optimize performance by streamlining business processes to improve efficiency and reduce costs through process assessments, bottlenecks identification, and redesigning workflows.

SYSTEM INTEGRATION

Integrate disparate systems and new technologies, ensuring robust IT architecture and seamless data flow across the organization.

DATA & AI

Harness the power of data and analytics to gain valuable insights, make data-driven decisions, and enable business growth with data management, advanced analytics, predictive modelling, and AI-driven insights.

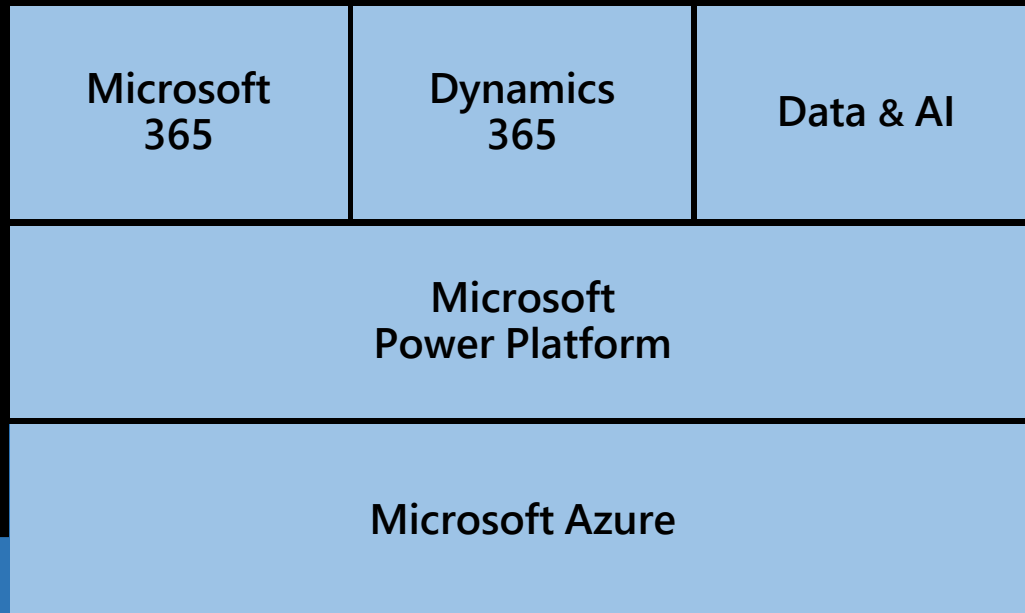
DIGITAL CORE MODERNIZATION

Transform operations, customer experiences, and business models by modernizing the digital core with cloud computing, automation, applications modernization, collaboration, data engineering and AI

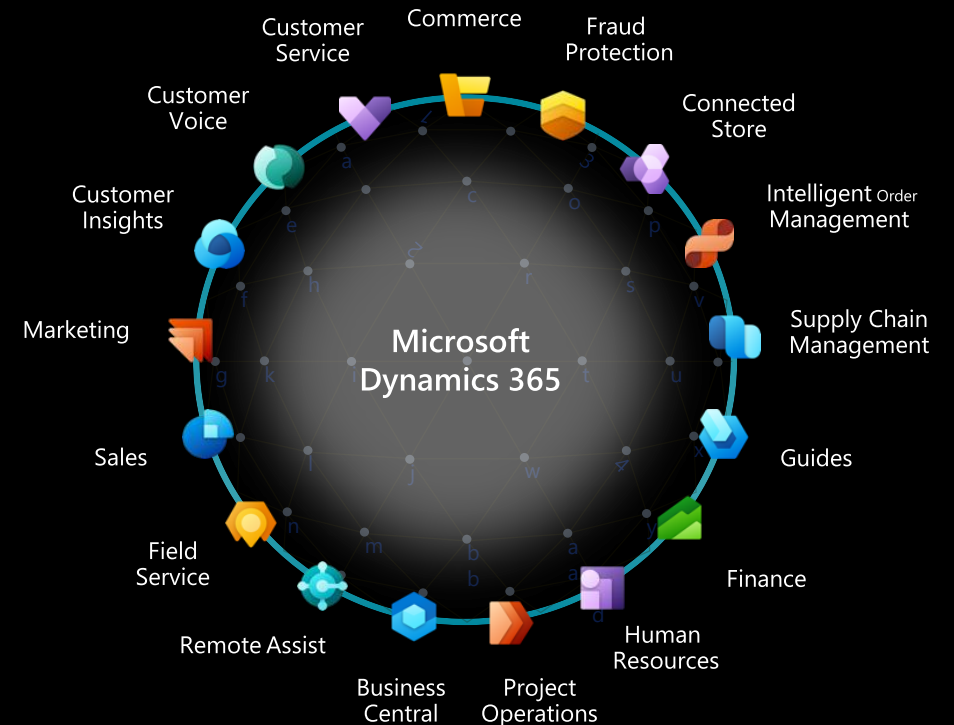
CHANGE MANAGEMENT

Help manage organizational changes accompanying technology implementations - trainings, communication, and readiness assessments for smooth transitions and adoption

LEVERAGING FULL MICROSOFT STACK



Identity | Security | Management | Compliance



Power BI



Power Apps



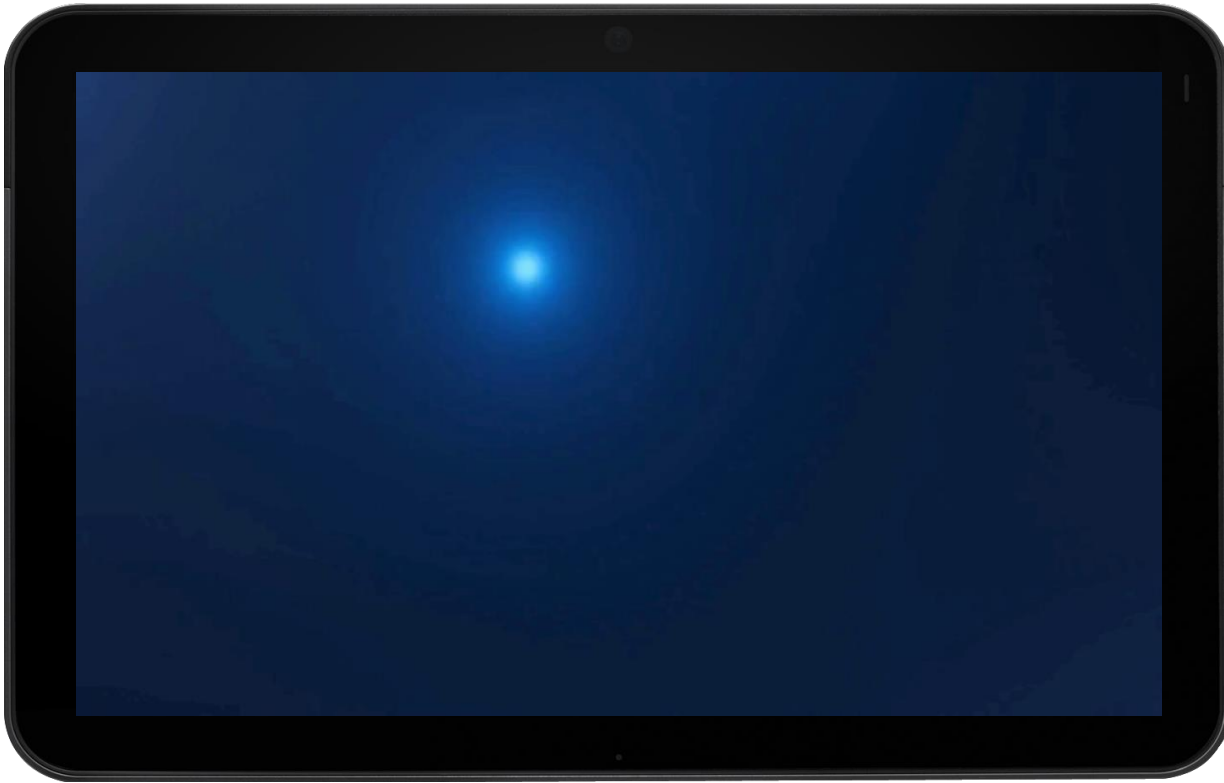
Power Automate



Power Virtual Agents

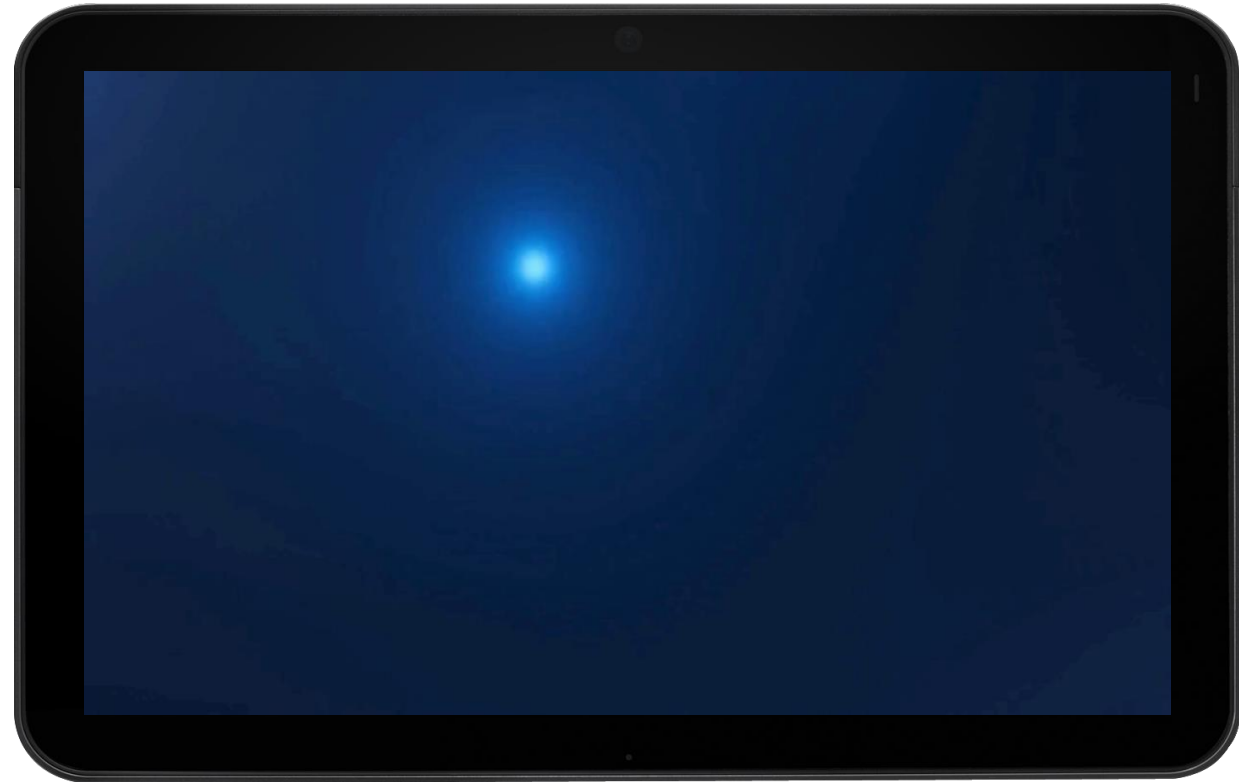
R&D INVESTMENTS

Click to Play Video



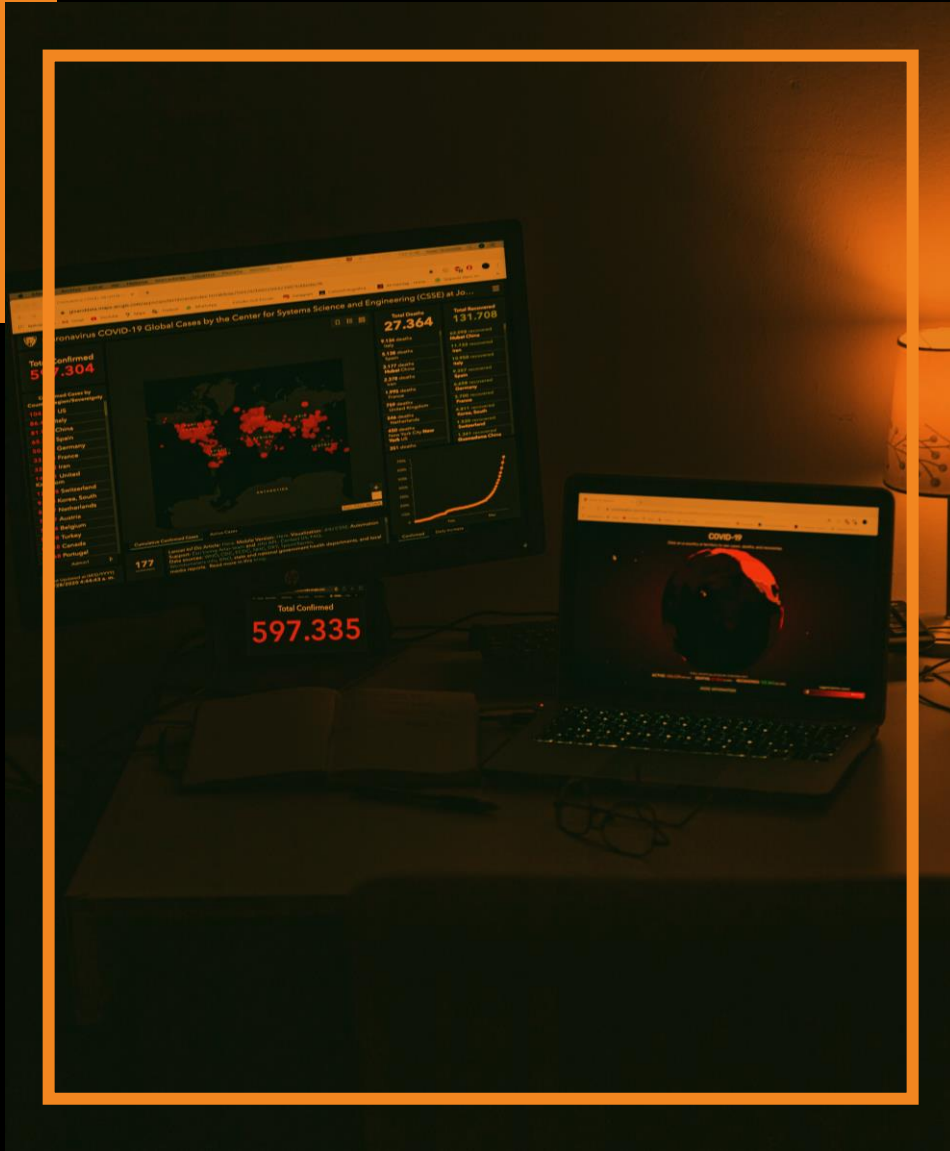
Robotic Process Automation

Click to Play Video



Copilots and Copilot Studio (including Gen AI)

02



THE NUMBERS

COMPANY IN NUMBERS

(Consolidated)



	Q2 FY'25
Total Revenue*	INR 359.1 Mn
Total Income from Operations#	INR 380.3 Mn
EBITDA	INR 91.3 Mn
Net Profit	INR 66.8 Mn
Net Profit Margin	17.6%
Operational Rev. Growth (QoQ)	8.4%
Operational Rev. Growth (YoY)	24.5%
Repeat + Recurring Revenue	93.6%
Customers Added	12

	H1 FY'25
Total Revenue*	INR 690.4 Mn
Total Income from Operations#	INR 730.4 Mn
EBITDA	INR 175.4 Mn
Net Profit	INR 128.5 Mn
Net Profit Margin	17.6%
Operational Rev. Growth (YoY)	23.6%
Repeat + Recurring Revenue	94.6%
Customers Added	29
Team Size	~360

*Total Revenue (Exclusive of Other Income)

#Total Income from Operations (Inclusive of Other Income)

QUARTERLY PERFORMANCE

(Consolidated)

QUARTERLY PERFORMANCE (YoY) (Q2 FY'25 vs Q2 FY'24)

Total Revenue Growth

24.5% ▲

EBIT Growth

38.5% +247 BPS ▲

EBITDA Margin

24.0%

EBITDA Growth

38.3% +252 BPS ▲

Net Profit Growth

39.4% +197 BPS ▲

Net Profit Margin

17.6%

QUARTERLY PERFORMANCE (QoQ) (Q2 FY'25 vs Q1 FY'25)

Total Revenue Growth

8.4% ▲

EBIT Growth

8.7% +2 BPS ▲

EBITDA Margin

24.0%

EBITDA Growth

8.4% ▲

Net Profit Growth

8.2% ▲

Net Profit Margin

17.6%

HALF YEARLY PERFORMANCE

(Consolidated)

HALF YEARLY PERFORMANCE (YoY) (H1 FY'25 vs H1 FY'24)

Total Revenue Growth

23.6% ▲

EBIT Growth

44.6% +350 BPS ▲

EBITDA Margin

24.0%

EBITDA Growth

44.2% +357 BPS ▲

Net Profit Growth

45.5% +274 BPS ▲

Net Profit Margin

17.6%

HALF YEARLY PERFORMANCE (HoH) (H1 FY'25 vs H2 FY'24)

Total Revenue Growth

14.2% ▲

EBIT Growth

16.8% +59 BPS ▲

EBITDA Margin

24.0%

EBITDA Growth

16.6% +59 BPS ▲

Net Profit Growth

18.5% +69 BPS ▲

Net Profit Margin

17.6%

GEOGRAPHIC SPREAD

24.5%
Q2 FY'25

India



24.7%
H1 FY'25



USA



APAC



Africa



Europe



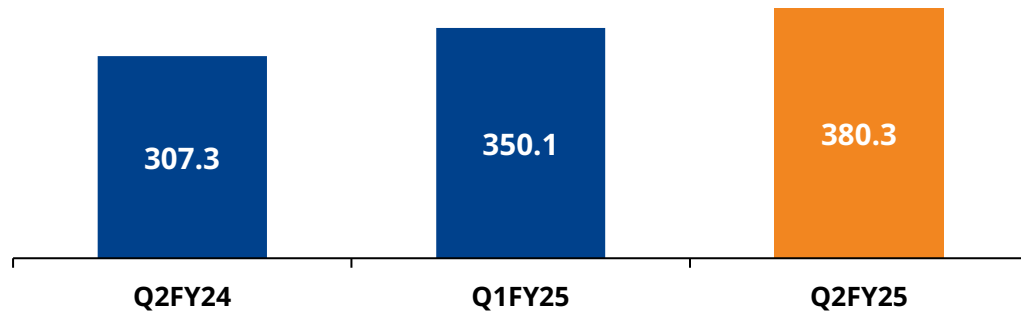
	Q2 FY'25	H1 FY'25
USA	65.4%	63.1%
APAC	4.2%	4.9%
Africa	2.7%	4.0%
Europe	3.3%	3.3%

KEY FINANCIAL CHARTS

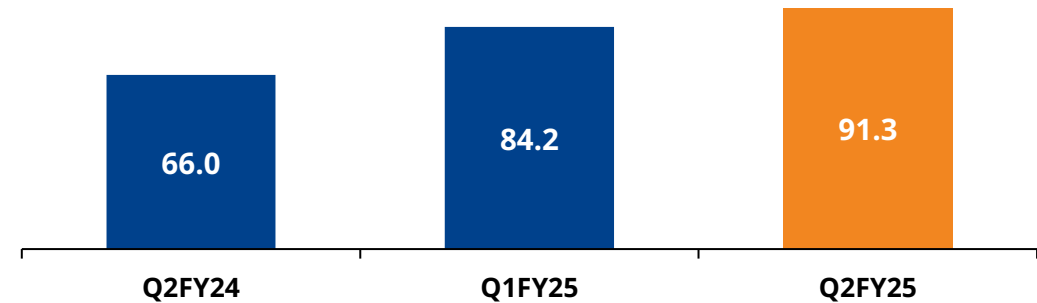
(Consolidated)

*Includes Other Income

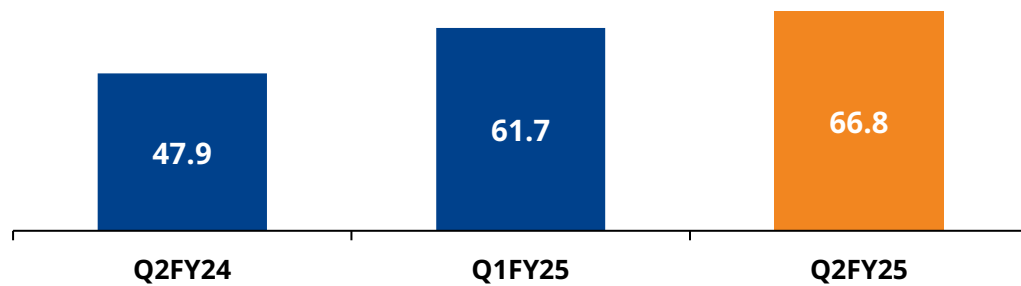
*Total Income from Operations (INR Mn)



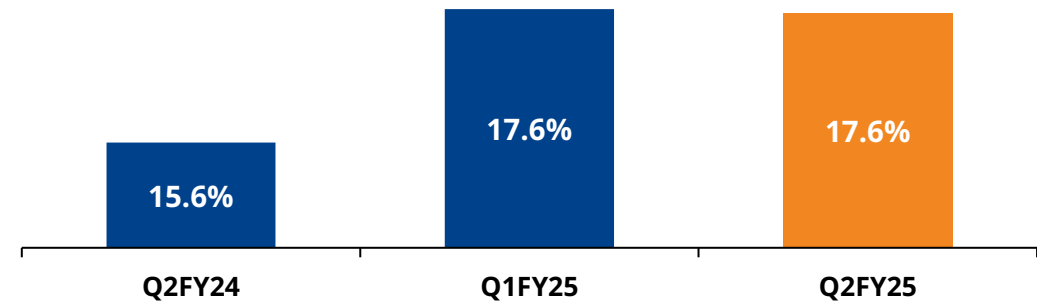
*EBITDA (INR Mn)



Profit After Tax (INR Mn)

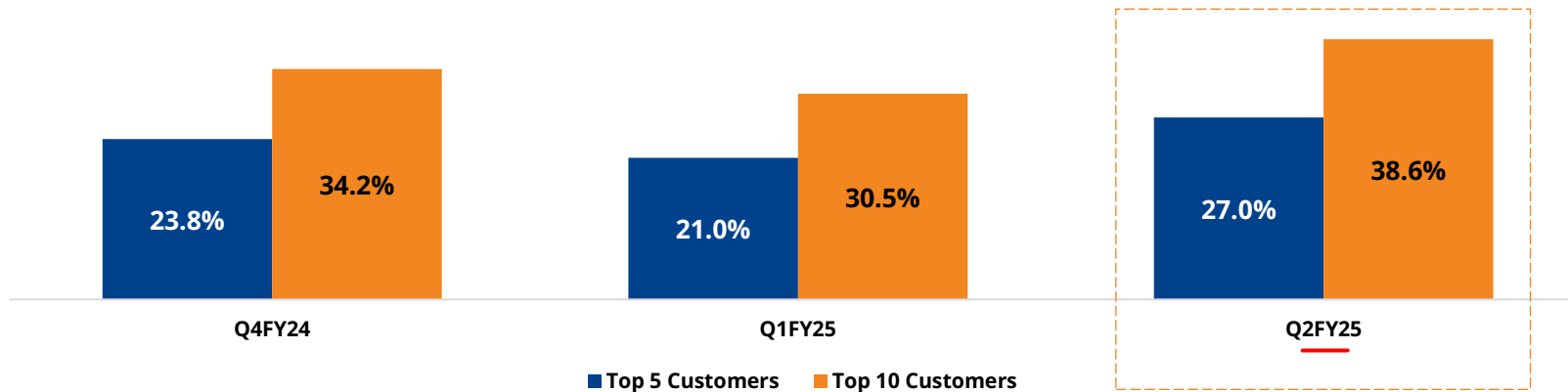


Profit After Tax Margin (%)

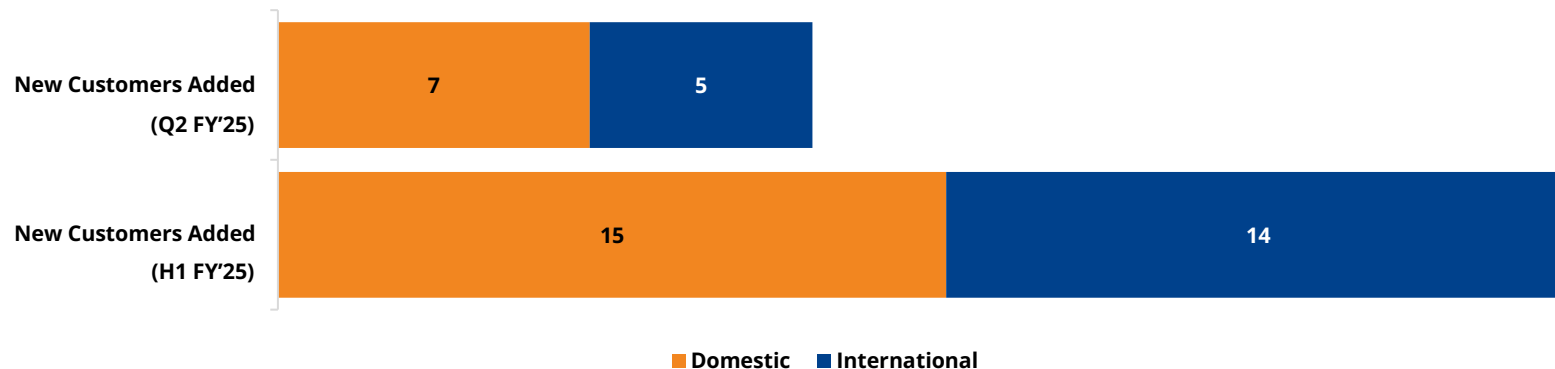
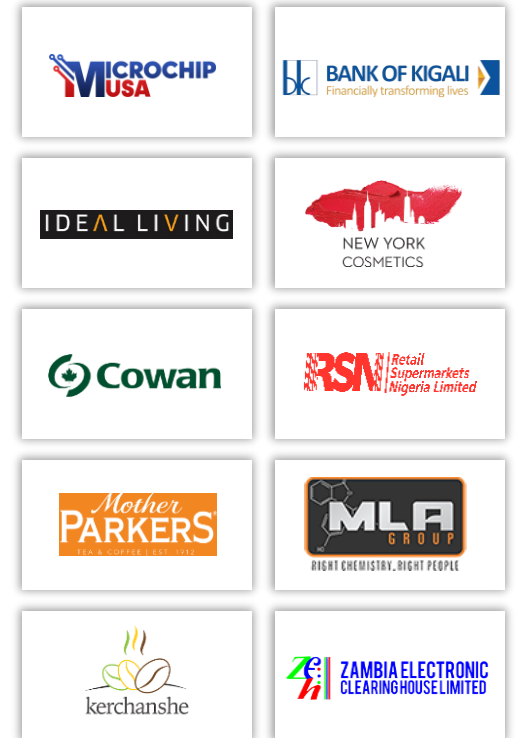


CUSTOMER ENGAGEMENT

Revenue from Top Customers (%)



TOP CUSTOMERS



INDUSTRIES SERVED



Professional Services
26%



Green Energy & EPC
9%



Trade & Distribution
13%



Digital Natives
7%



Manufacturing
13%



Financial Services
4%



Retail
13%



Education
3%

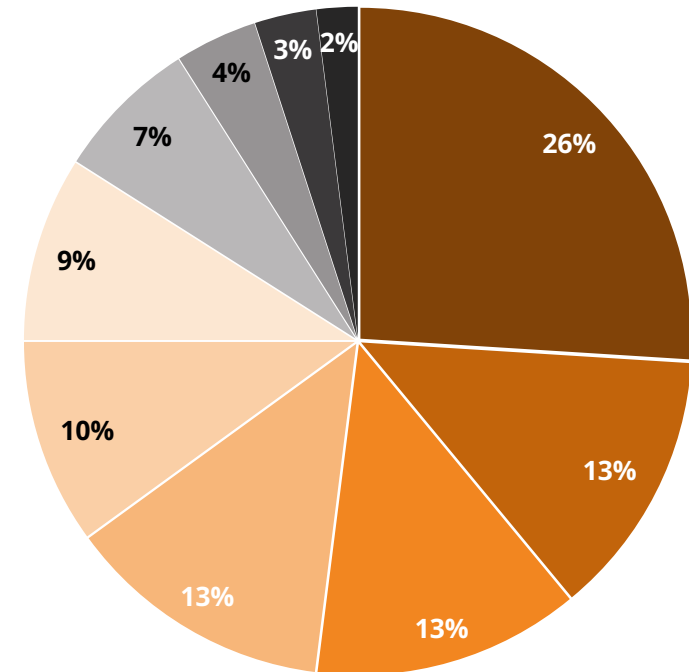


Food & Beverages
10%



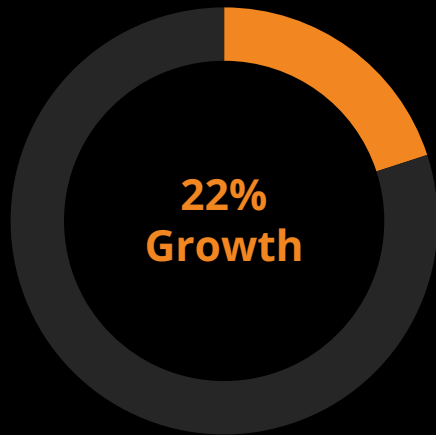
Travel
2%

Industries Served (H1 FY'25)

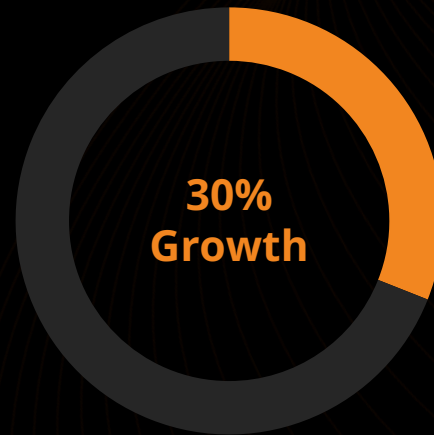


MICROSOFT SOLUTIONS – CONTINUE BUILDING MUSCLE

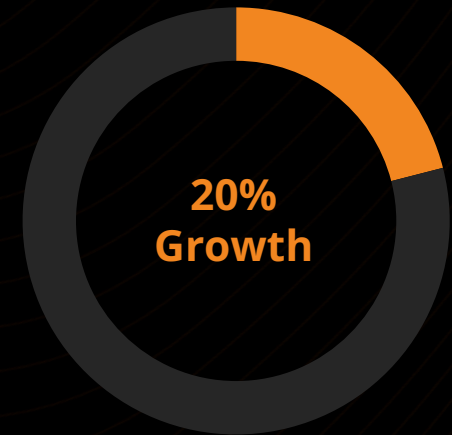
Microsoft product line – growing faster than the market (FY'24 data)



Microsoft Cloud



AZURE+



Dynamics 365

OPERATIONAL UPDATES



International customer acquisition improving; further investments planned for organic growth.



Interest in exploring IPA (RPA + AI), Copilots, and Data Engineering strengthening



M&A Updates: Work in Progress

GROWTH DRIVERS



Comprehensive Offerings

One stop for all digital transformation needs: Digital Core Modernization, Enterprise Applications, Data & AI solutions, System Integration, with consulting & services



Microsoft Business

Microsoft Business Applications suite is growing faster than the market. Release of AI powered 'co-pilot' has pushed the product line head & shoulders above competition.



International Focus

Focusing on international markets: particularly Africa & Americas in the immediate future.



IP Led Solutions

Higher Education | BAFINS-CX | Green Energy | Travel



Inorganic Growth

Evaluating businesses in the area of Microsoft BizApps, Data & AI, and Digital Commerce to strengthen offerings and international market position

03



WHAT'S STEADY

BUSINESS APPLICATIONS PROVIDER SINCE 2000

24

Years on Microsoft Business Applications



~360

Team Strength
(30% of the workforce is women)

~1000+

Successful Customers

7

Inner Circle Microsoft BizApps Gold Partner

Microsoft CSP Tier 1
India | USA | Canada | Africa | SGP

Business Applications Competency
Microsoft Dynamics Master VAR

AWARDS & ACCOMPLISHMENTS



2000-2009

- Microsoft Dynamics Gold Partner.
- President's Club
- Dynamics Inner Circle.

2010-2013

- Microsoft Dynamics Gold Partner.
- Dynamics Master VAR for India.

2014-2015

- Inner Circle for Dynamics.
- Microsoft Best Regional Partner - 2011/12/13.
- Highest Customer Addition.

2016

- Microsoft Service Partner of the year.
- Azure CSP Tier 1 Partner
- Started operations in Australia & USA

2017-2018

- Microsoft Service Partner of the year.
- President's Club
- Dynamics Inner Circle.

2021-2023

- Microsoft ISV Development Centre.
- Microsoft Business Applications Inner Circle.
- NSE Listing



Microsoft Dynamics Gold Partner

Business Applications Competency

Business Applications Inner Circle

Listed at the National Stock Exchange, India

SWOT ANALYSIS

STRENGTHS

Significant Customer base. Over 2 decades experience. Industry solutions & IP Experience of projects in ~30 countries. Deep competence in Microsoft BizApps; strong alignment with Microsoft. Provider of Solutions & Consulting, rather than Resource Augmentation. Leadership position in our space.

WEAKNESSES

Industry solutions footprint needs to grow in international geographies also. International sales and consulting teams onsite need strengthening.



S

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THREATS

Increasing Cost of Talent.

OPPORTUNITIES

Digital transformation momentum. Strong Microsoft growth in the space; growing faster than industry. Infusion of Artificial Intelligence by Microsoft in all product lines.

India's emergence as a global economic power helping brand building & acceptance. Inorganic growth.

BOARD OF DIRECTORS



Dr. Ajay Mian
Managing Director



Rajiv Tyagi
Executive Director



Ritu Sood
Executive Director



Vinod Sood
Ind. Director



Sunil Goyal
Ind. Director



Dr. Suman Mian
Non Executive Director

LEAD MANAGEMENT



Dr. Ajay Mian
Managing Director



Rajiv Tyagi
Executive Director



Ritu Sood
Executive Director



Sandeep Salman
Head - Cloud & Managed Services



Sandeep Jain
CFO

04



ANNEXURES

QUARTERLY INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	Q2 FY'25	Q1 FY'25	Q2 FY'24	YoY%	QoQ%	H1 FY'25	H1 FY'24	YoY%
Total Revenue	359.1	331.3	288.4	24.5%	8.4%	690.4	558.7	23.6%
Other Income	21.1	18.8	18.9	11.8%	12.5%	39.9	36.0	11.0%
Total Income from Operations	380.3	350.1	307.3	23.8%	8.6%	730.4	594.7	22.8%
Total Expenditure	289.0	265.9	241.3	19.9%	8.7%	554.9	473.0	17.3%
EBITDA	91.3	84.2	66.0	38.3%	8.4%	175.4	121.7	44.2%
EBITDA Margin (%)	24.0%	24.1%	21.5%	+252 bps	-5 bps	24.0%	20.5%	+357 bps
Depreciation	3.1	3.1	2.3	32.3%	0.6%	6.1	4.6	34.0%
Profit Before Interest & Tax	88.2	81.1	63.7	38.5%	8.7%	169.3	117.1	44.6%
Interest	-	-	0.0	-	-	-	0.0	-
Profit Before Tax	88.2	81.1	63.7	38.5%	8.7%	169.3	117.1	44.6%
Minority Share Adjusted	- 0.1	- 0.0	- 0.1	15.1%	-2,533.3%	- 0.1	- 0.2	54.4%
Tax	- 21.3	- 19.4	- 15.7	36.1%	9.8%	- 40.7	- 28.5	42.6%
Net Profit (excl. extra ord.)	66.8	61.7	47.9	39.4%	8.2%	128.5	88.3	45.5%
Net Profit Margin (%) (excl. extra ord.)	17.6%	17.6%	15.6%	+197 bps	-6 bps	17.6%	14.9%	+274 bps
Extraordinary Items	-	-	-	-	-	-	-	-
Net Profit (incl. extra ord.)	66.8	61.7	47.9	39.4%	8.2%	128.5	88.3	45.5%
EPS (Rs) (excl. extra ord.)	3.31	3.06	2.37	39.4%	8.2%	6.36	4.37	45.5%
EPS (Rs) (incl. extra ord.)	3.31	3.06	2.37	39.4%	8.2%	6.37	4.37	45.6%

ANNUAL INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	FY20	FY21	FY22	FY23	FY24
Total Revenue	537.1	612.2	700.5	876.8	1,163.3
Other Income	15.8	20.6	22.9	38.1	73.2
Total Income from Operations	552.9	632.8	723.4	915.0	1,236.5
Total Expenditure	522.9	508.8	592.5	755.4	964.5
EBITDA	30.0	124.0	130.9	159.6	272.1
EBITDA Margin (%)	5.4%	19.6%	18.1%	17.4%	22.0%
Depreciation	4.2	4.6	6.4	6.8	10.0
Profit Before Interest & Tax	25.8	119.4	124.6	152.8	262.1
Interest	0.3	0.1	0.1	0.1	-
Profit Before Tax	25.5	119.3	124.5	152.7	262.1
Minority Share Adjusted	5.4	(10.6)	3.7	(0.1)	0.5
Tax	(7.7)	(22.0)	(32.3)	(36.9)	(64.7)
Net Profit (excl. extra ord)	23.3	86.6	95.9	115.9	196.9
Net Profit Margin (%) (excl. extra ord)	4.2%	13.7%	13.3%	12.7%	15.9%
Extraordinary Items	-	-	6.8	4.9	-
Net Profit (incl. extra ord)	23.3	86.6	102.7	120.8	196.9
EPS (Rs) (excl. extra ord)	13.62	5.86	6.48	6.95	9.75
EPS (Rs) (incl. extra ord)	13.62	5.86	6.94	7.24	9.75

BALANCE SHEET

(Consolidated)

Particulars (INR Mn)	FY23	FY24	H1 FY'25
Equity and Liabilities			
Shareholders' Fund			
Share Capital	201.9	201.9	201.9
Reserves & Surplus	803.9	987.2	1,098.7
Minority Interest	1.4	1.9	1.7
Total Equity	1,007.2	1,191.0	1,302.3
Non-Current Liabilities			
Long Term Provisions	25.9	30.4	31.3
Total Non-Current Liabilities	25.9	30.4	31.3
Current Liabilities			
Short Term Borrowings	-	-	-
Trade Payables	47.0	65.9	80.2
Other Current Liabilities	77.0	119.8	134.9
Dividend Payable	-	-	20.2
Short Term Provisions	80.4	111.4	137.0
Total Current Liabilities	204.4	297.0	372.3
Total Equity and Liabilities	1,237.6	1,518.4	1,705.8

Particulars (INR Mn)	FY23	FY24	H1 FY'25
Assets			
Non-Current Assets			
Fixed Assets			
(a) Tangible Assets	10.8	7.9	8.5
(b) Intangible Assets	21.5	28.3	25.0
Non Current Investments	31.8	33.9	30.9
Deferred Tax Assets (Net)	2.0	1.5	1.5
Long Term Loans & Advances	1.7	1.4	-
Other Non Current Assets	48.7	36.6	48.4
Total Non-Current Assets	116.5	109.6	114.3
Current Assets			
Trade Receivables	116.3	146.6	91.6
Cash & Cash Equivalents	942.0	1,153.4	1,312.1
Short Term Loans & Advances	54.9	101.0	148.1
Other Current Assets	7.8	7.7	39.8
Total Current Assets	1,121.0	1,408.8	1,591.5
Total Assets	1,237.6	1,518.4	1,705.8

CORPORATE SOCIAL RESPONSIBILITY (CSR)



OM Foundation

OM Foundation is a Noida-based registered, secular, gender-sensitive and humanitarian public charitable trust. Founded in the year 2002 to provide education to the children of slums in Noida, OM today aims to make a significant contribution to the economically and socially disadvantaged citizens of India. Towards this, the Foundation has created, managed and supported programs aimed to bring about sustainable changes, predominantly in the field of education and employment for the underprivileged.

CR Kothari Memorial Charitable Trust

CRKMC Trust is dedicated to the upliftment of economically weaker & underprivileged sections of our society, with main focus on facilitating the education of students from this social stratum. We provide guidance and financial support to deserving but deprived students with a dream to study and grow professionally.

The Earth Saviours Foundation

In service of the underprivileged, destitute, abandoned and the old since 2008. The Earth Saviours Foundation has been dedicated to serving the underprivileged, providing a safe haven for mistreated animals, and making every possible effort to protect the environment.



Books for All Trust

Focused on bringing literacy and education to the weaker sections of the society. The Trust runs several libraries, career counselling and vocational trainings, and several sponsorships. They have recently started a literacy programme to empower women.

Sightsavers India

Sightsavers have been working in India since 1966 to eliminate avoidable blindness and support people who are irreversibly blind to lead independent lives. Sightsavers' work in India has enabled thousands of people to lead lives of independence and dignity. Sightsavers have been working with government and local partners and have supported the treatment of millions of people with eye disorders.

BRIDGING THE GAP

Between What We Knew & What's New

USA | Canada | Singapore | Kenya | India

THANK YOU!

ALLETEC

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