



ALLETEC

Intelligent Business Applications For Digital Transformation

Investor Presentation – Q1 FY25



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BRIEF RECAP

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.

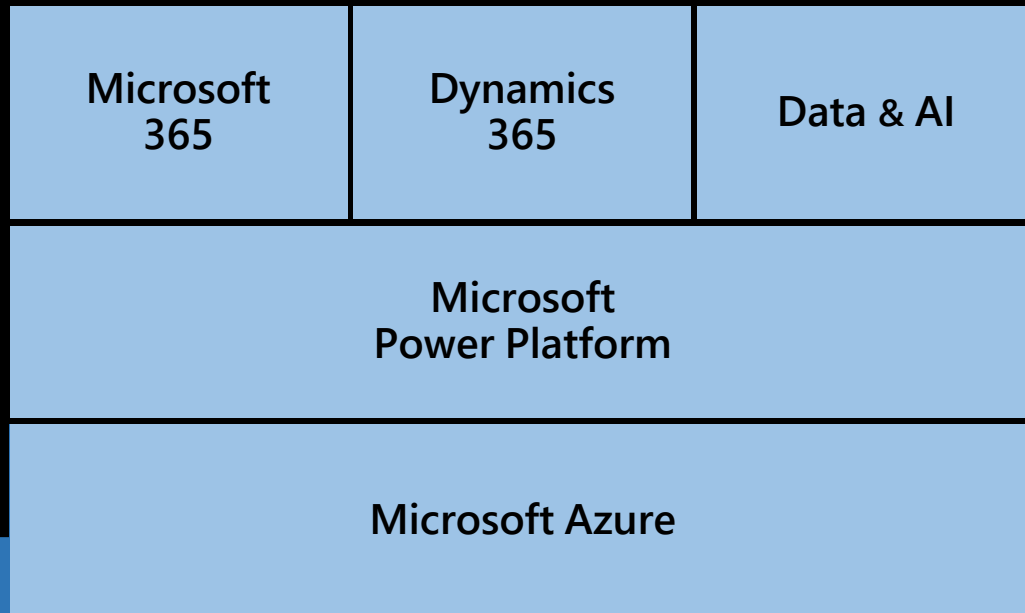
DIGITAL CORE MODERNIZATION

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

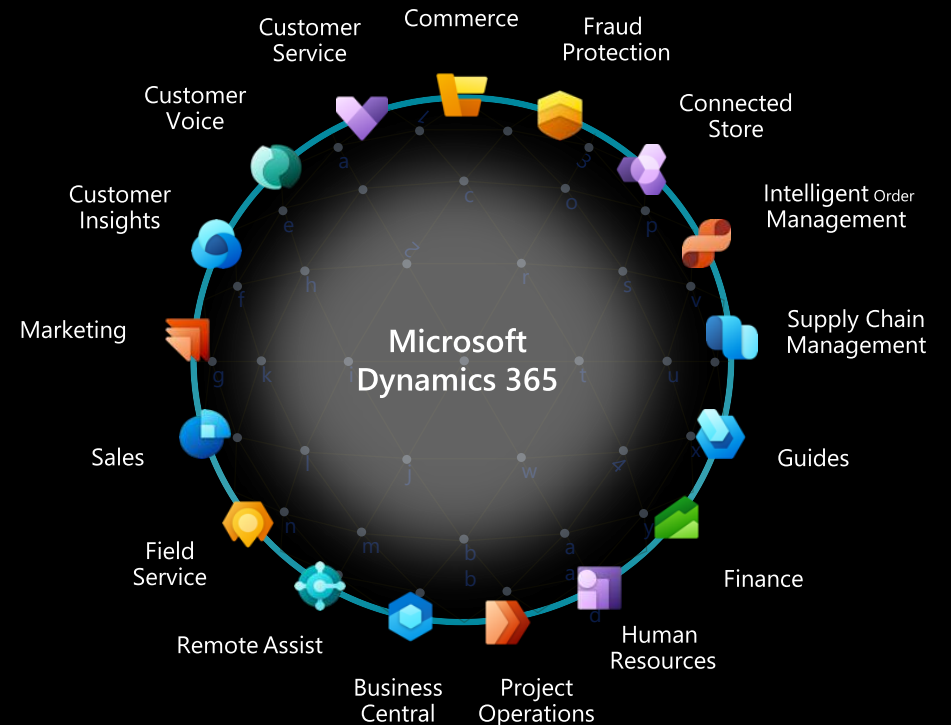
CHANGE MANAGEMENT

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

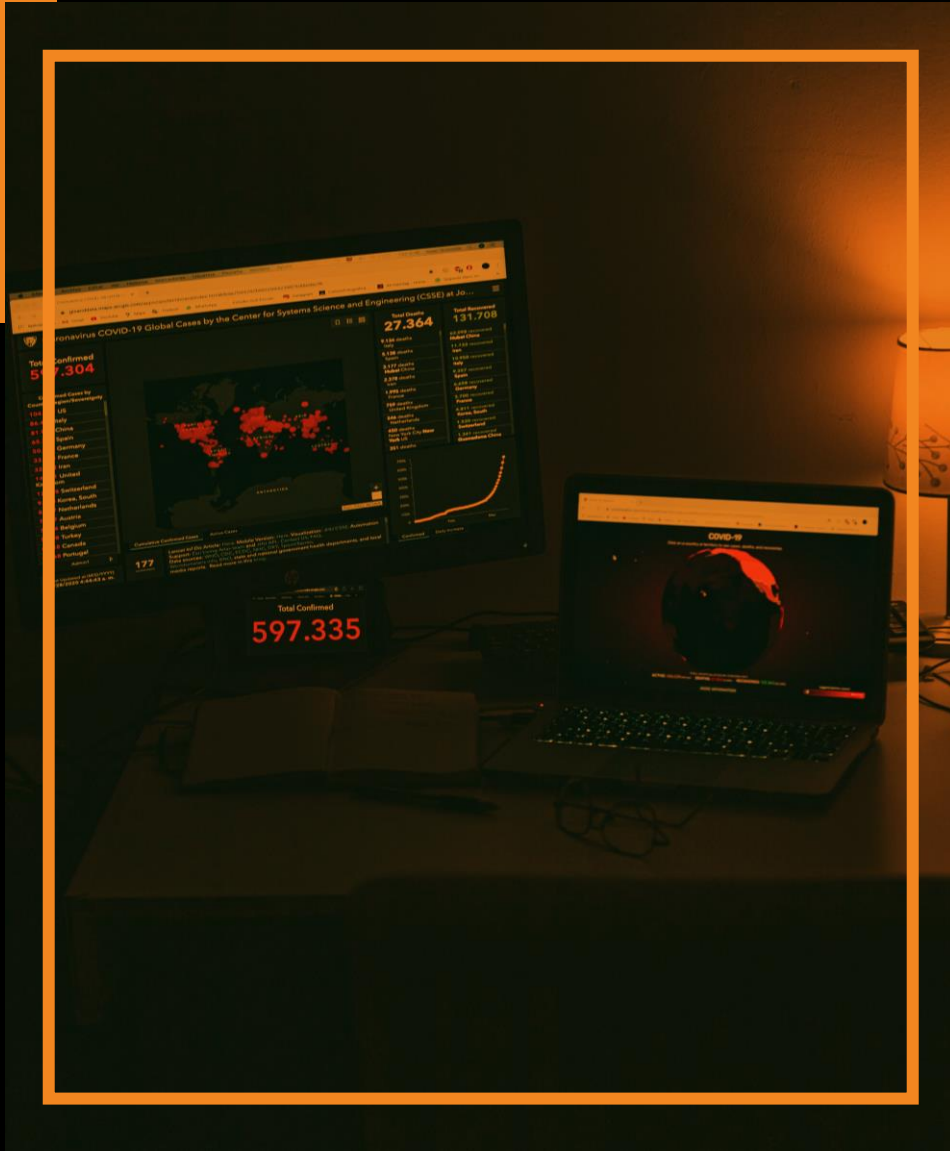


Power Automate



Power Virtual Agents

02



THE NUMBERS

COMPANY IN NUMBERS

	Q1 FY25
Total Revenue*	INR 331.3 Mn
Total Income from Operations#	INR 350.1 Mn
EBITDA	INR 84.2 Mn
EBITDA Margin	24.0%
Net Profit	INR 61.7 Mn
Net Profit Margin	17.6%
Total Revenue Growth (QoQ)	8.9%
Total Revenue Growth (YoY)	22.6%
Repeat + Recurring Revenue	~ 90%
Customers Added	15

*Total Revenue (Exclusive of Other Income)

#Total Income from Operations (Inclusive of Other Income)

QUARTERLY PERFORMANCE

(Consolidated)

QUARTERLY PERFORMANCE (YoY) (Q1 FY25 vs Q1 FY24)

Total Revenue Growth

22.6% ▲

EBIT Growth

51.9% +459 BPS ▲

EBITDA Margin

24.0%

EBITDA Growth

51.3% +468 BPS ▲

Net Profit Growth

52.1% +351 BPS ▲

Net Profit Margin

17.6%

QUARTERLY PERFORMANCE (QoQ) (Q1 FY25 vs Q4 FY24)

Total Revenue Growth

8.9% ▲

EBIT Growth

9.1% +21 BPS ▲

EBITDA Margin

24.0%

EBITDA Growth

8.8% +14 BPS ▲

Net Profit Growth

12.0% +60 BPS ▲

Net Profit Margin

17.6%

GEOGRAPHIC SPREAD



Service Revenue Break-up:

USA



India



Africa



APAC



Europe



Q1 FY25

61.0%

25.0%

5.3%

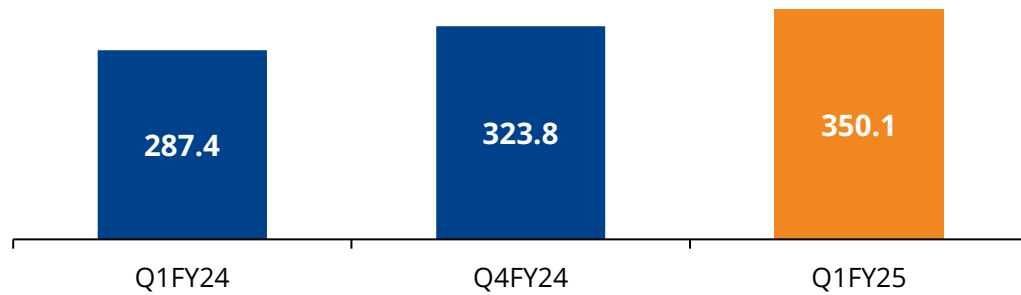
5.5%

3.2%

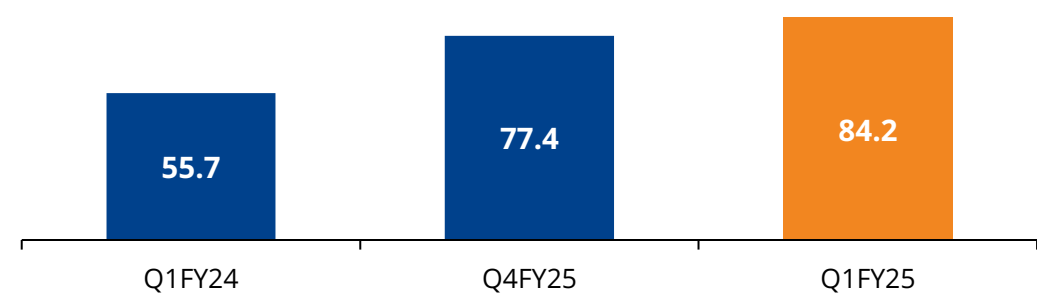
KEY FINANCIAL CHARTS

(Consolidated)

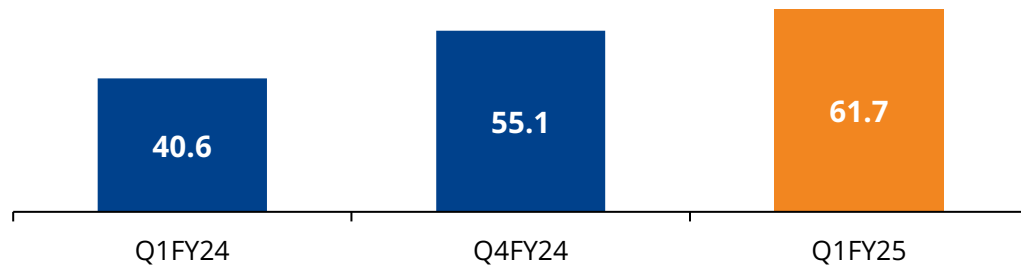
Total Income from Operations (INR Mn)



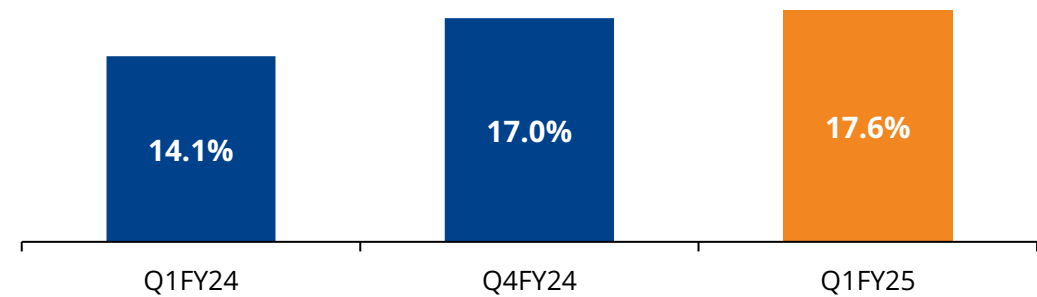
EBITDA (INR Mn)



Profit After Tax (INR Mn)

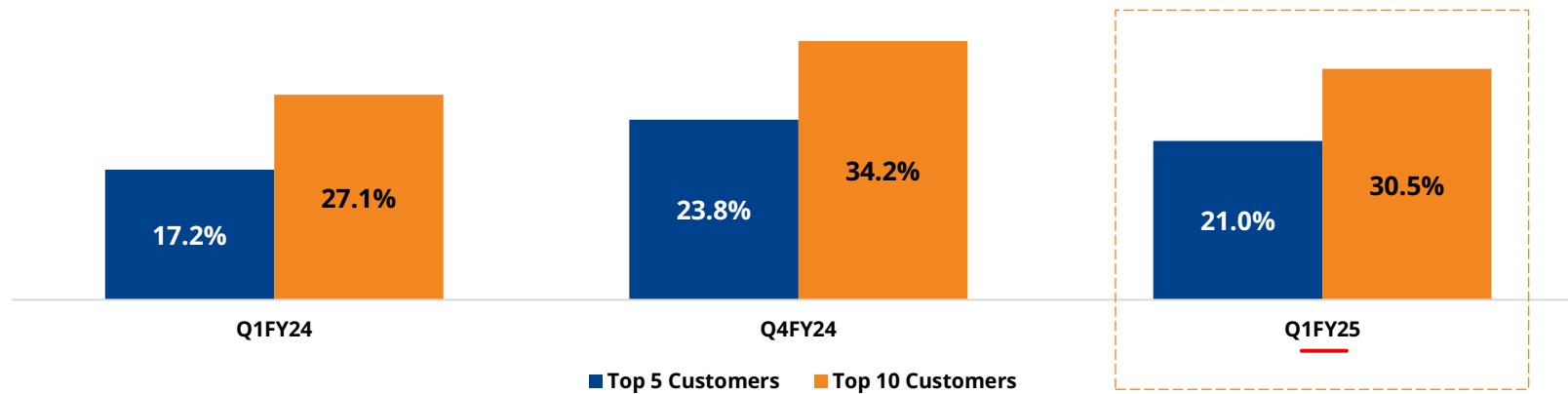


Profit After Tax Margin (%)

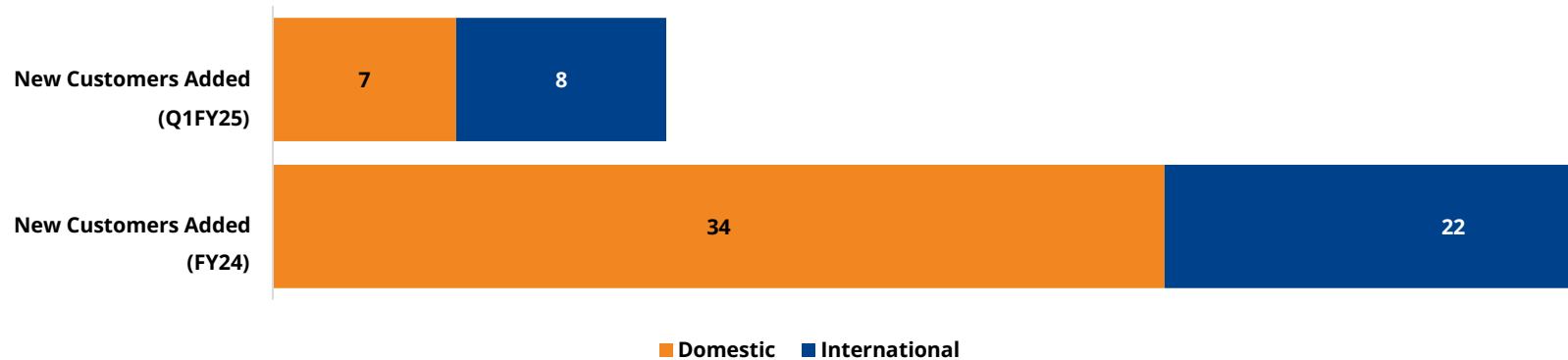
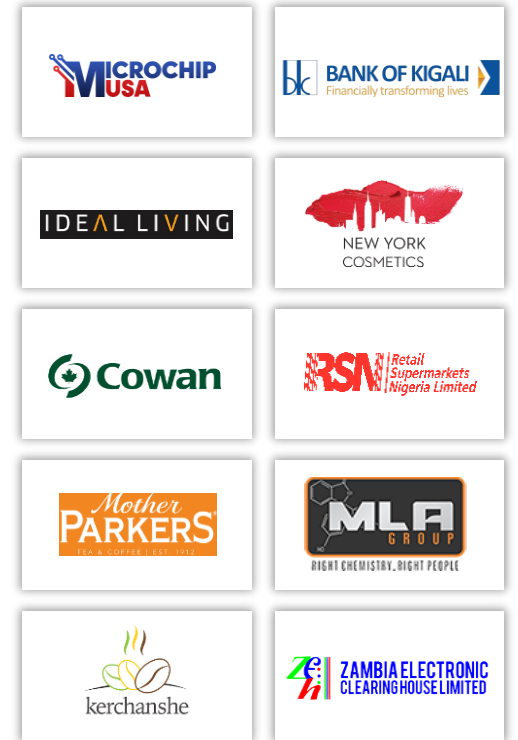


CUSTOMER ENGAGEMENT

Revenue from Top Customers (%)



TOP CUSTOMERS



INDUSTRIES SERVED



Professional Services
26%



Trade & Distribution
14%



Manufacturing
13%



Food & Beverages
12%



Green Energy & EPC
9%



Retail
9%



Digital Natives
7%



Financial Services
4%

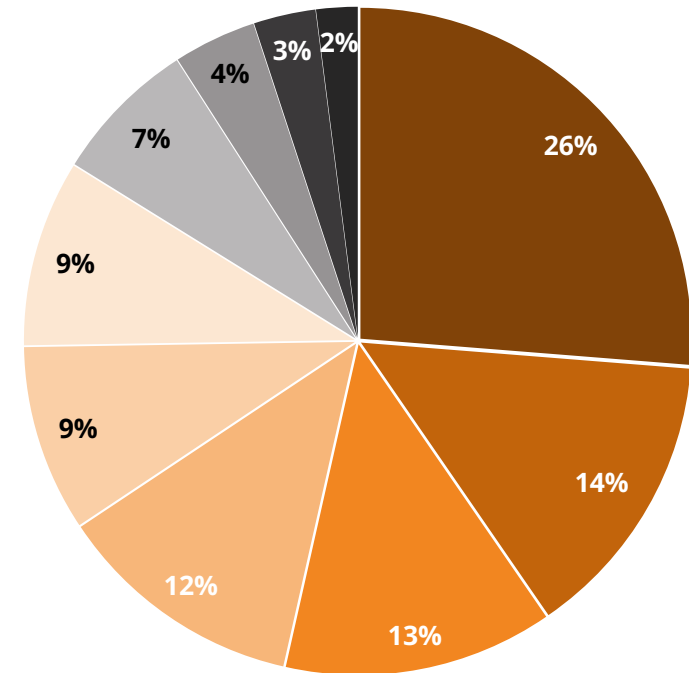


Education
3%



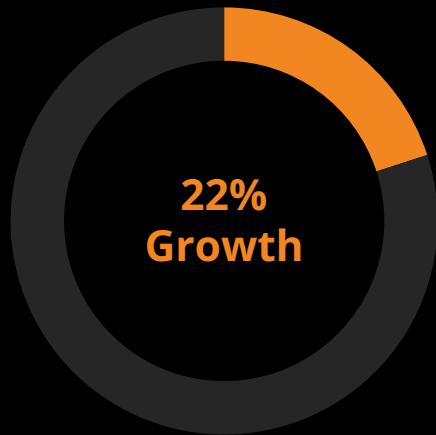
Travel
2%

Industries Served (Q1 FY25)

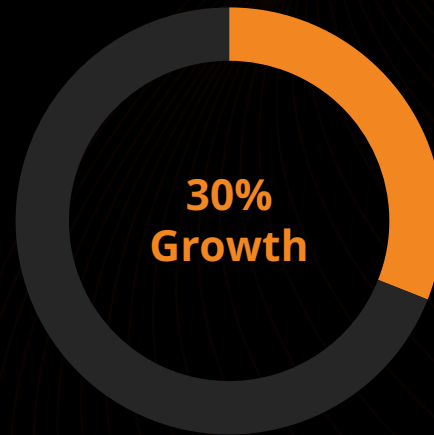


MICROSOFT SOLUTIONS – CONTINUE BUILDING MUSCLE

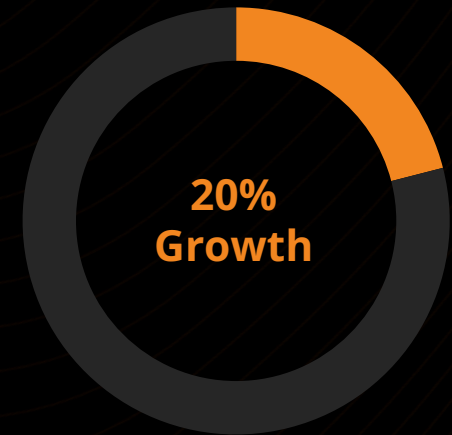
Microsoft product line – growing faster than the market (FY'24 data)



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

23

Years on Microsoft Business Applications



~360

Team Strength
(30% of the workforce is women)

900+

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

T

THREATS

Increasing Cost of Talent.

O

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)	Q1FY25	Q4FY24	Q1FY24	YoY%	QoQ%	FY24	FY23	YoY%
Total Revenue	331.3	304.1	270.3	22.6%	8.9%	1,163.3	876.8	32.7%
Other Income	18.8	19.6	17.1	10.0%	-4.1%	73.2	38.1	92.1%
Total Income from Operations	350.1	323.8	287.4	21.8%	8.1%	1,236.5	915.0	35.1%
Total Expenditure	265.9	246.3	231.7	14.7%	7.9%	964.5	755.4	27.7%
EBITDA	84.2	77.4	55.7	51.3%	8.8%	272.1	159.6	70.5%
EBITDA Margin (%)	24.0%	23.9%	19.4%	+468 bps	+14 bps	22.0%	17.4%	+456 bps
Depreciation	3.1	3.1	2.3	35.8%	-0.4%	10.0	6.8	46.7%
Profit Before Interest & Tax	81.1	74.3	53.4	51.9%	9.1%	262.1	152.8	71.5%
Interest	-	-	0.0	-100.0%	-	-	0.1	-100.0%
Profit Before Tax	81.1	74.3	53.4	51.9%	9.1%	262.1	152.7	71.7%
Minority Share Adjusted	(0.0)	(0.2)	0.1	-96.5%	-98.7%	0.5	(0.1)	-615.6%
Tax	(19.4)	(19.0)	(12.9)	50.5%	2.3%	(64.7)	(36.9)	75.7%
Net Profit (excl. extra ord)	61.7	55.1	40.6	52.1%	12.0%	196.9	115.9	69.8%
Net Profit Margin (%) (excl. extra ord)	17.6%	17.0%	14.1%	+351 bps	+60 bps	15.9%	12.7%	+325 bps
Extraordinary Items	-	-	-	-	-	-	4.9	-100.0%
Net Profit (incl. extra ord)	61.7	55.1	40.6	52.1%	12.0%	196.9	120.8	62.9%
EPS (Rs) (excl. extra ord)	3.06	2.73	2.00	52.1%	12.0%	9.75	6.95	40.2%
EPS (Rs) (incl. extra ord)	3.06	2.73	2.00	52.8%	12.0%	9.75	7.24	34.6%

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)	FY24	FY23
Equity and Liabilities		
Shareholders' Fund		
Share Capital	201.9	201.9
Reserves & Surplus	987.2	803.9
Minority Interest	1.9	1.4
Total Equity	1,191.0	1,007.2
Non-Current Liabilities		
Long Term Provisions	30.4	25.9
Total Non-Current Liabilities	30.4	25.9
Current Liabilities		
Short Term Borrowings	-	-
Trade Payables	65.9	47.0
Other Current Liabilities	119.8	77.0
Short Term Provisions	111.4	80.4
Total Current Liabilities	297.0	204.4
Total Equity and Liabilities	1,518.4	1,237.6

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

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!

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