

# ALLETEC INVESTOR PRESENTATION

August 2023



# Disclaimer

This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of All E Technologies Ltd (“ALLETEC”, “Company”), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

# Contents

01

What's New

03

What's Steady

02

Financial Highlights

04

Annexures

# What's New

(Business Updates)



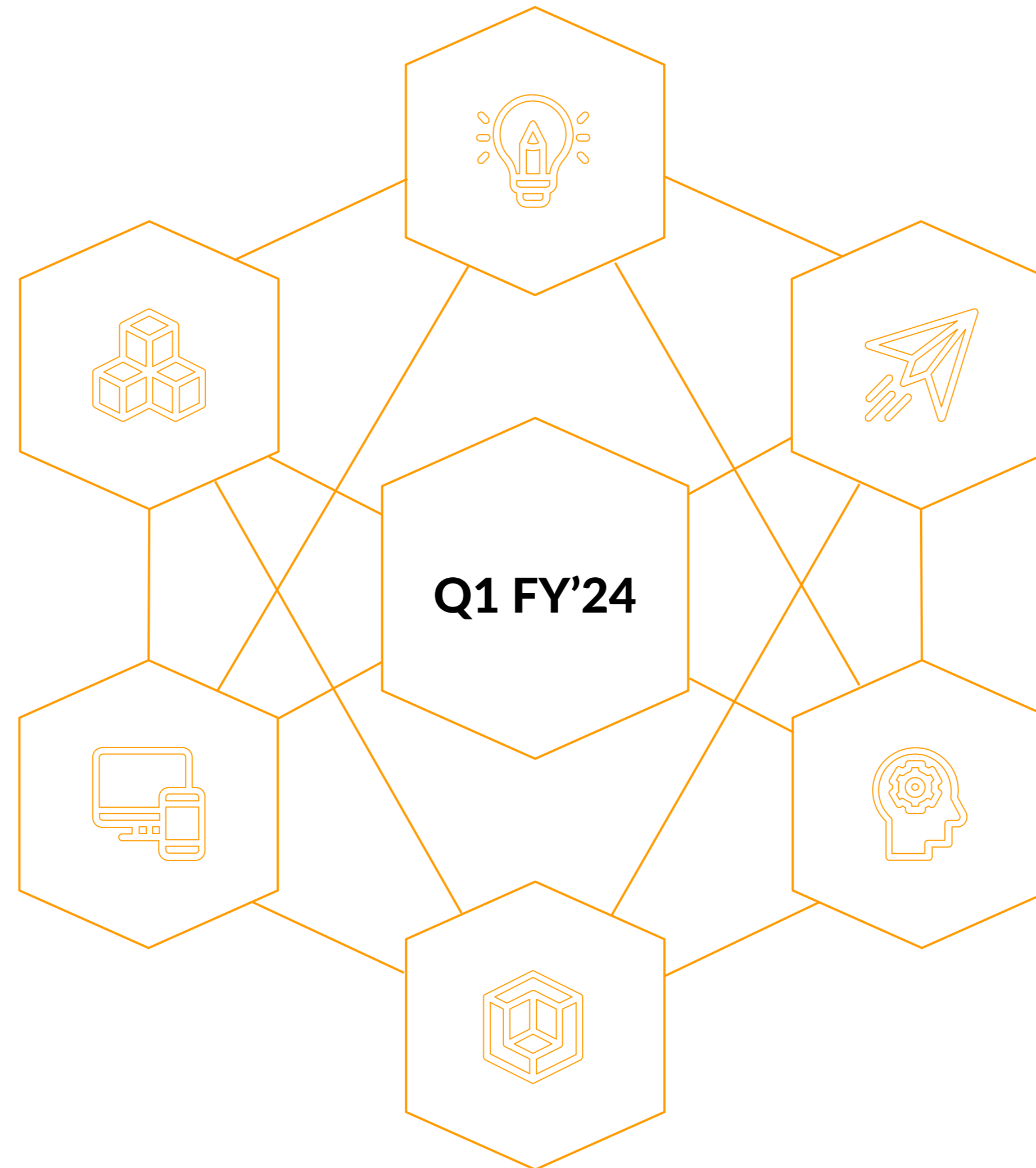
# Company in Numbers

Rs. **270.3 mn**  
Total Income for Operations  
Q1FY24

**27.4%**  
International Services Revenue  
YoY Growth

**16**  
Customer Add  
Q1FY24

**97.5%**  
Repeat + Recurring Revenue



Rs. **55.7 mn**  
EBITDA  
Q1FY24

Rs. **40.6 mn**  
Net Profit  
Q1FY24

**14.1%**  
Net Profit Margin  
Q1FY24

**~ 350**  
Team Strength

# Quarterly Performance

## Quarter (YoY)

**↑ 23.9%**

**Total Income  
from Operations**

**↑ 35.6%**

**EBITDA**

**↑ 37.4%**

**Net Profit  
(excl. extraordinary)**

**↑ 19.4%  
+168 bps**

**EBITDA Margin**

**↑ 18.6%  
+153 bps**

**EBIT Margin**

**↑ 14.1%  
+139 bps**

**Net Profit Margin  
(excl. extraordinary)**

## Quarter (QoQ)

**↑ 11.1%**

**Total Income  
from Operations**

**↑ 19.7%**

**EBITDA**

**↑ 23.3%**

**Net Profit  
(excl. extraordinary)**

**↑ 19.4%  
+140 bps**

**EBITDA Margin**

**↑ 18.6%  
+163 bps**

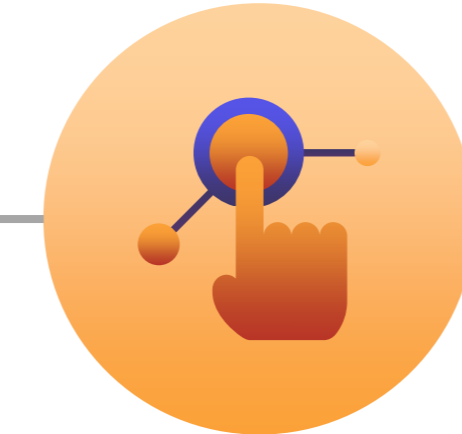
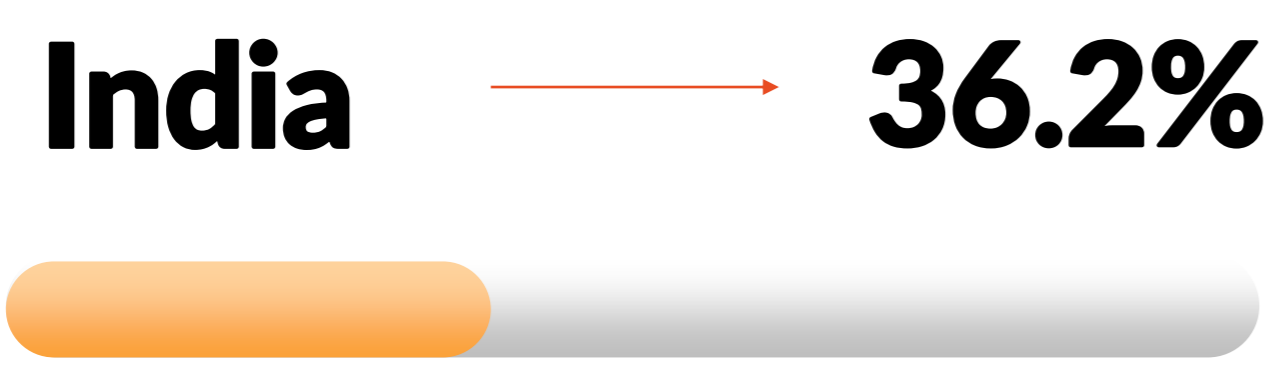
**EBIT Margin**

**↑ 14.1%  
+140 bps**

**Net Profit Margin  
(excl. extraordinary)**

# Strengthening Geographic Spread

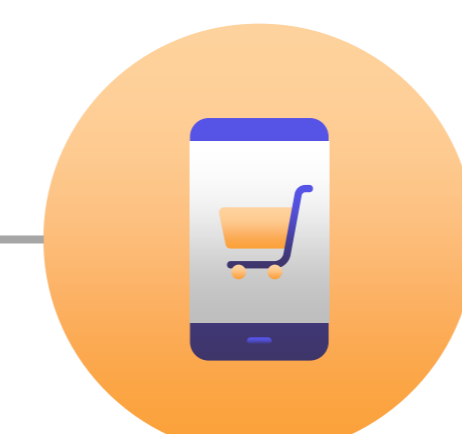
(Q1FY'24)  
Services



**USA**



**42.6%**



**Africa**



**10.6%**

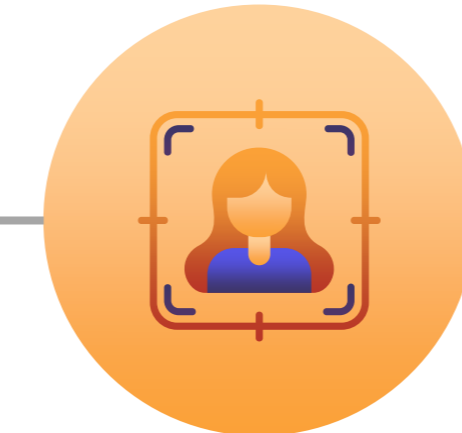


**APAC**

Asia Pacific Countries



**8.3%**



**Europe**



**2.3%**

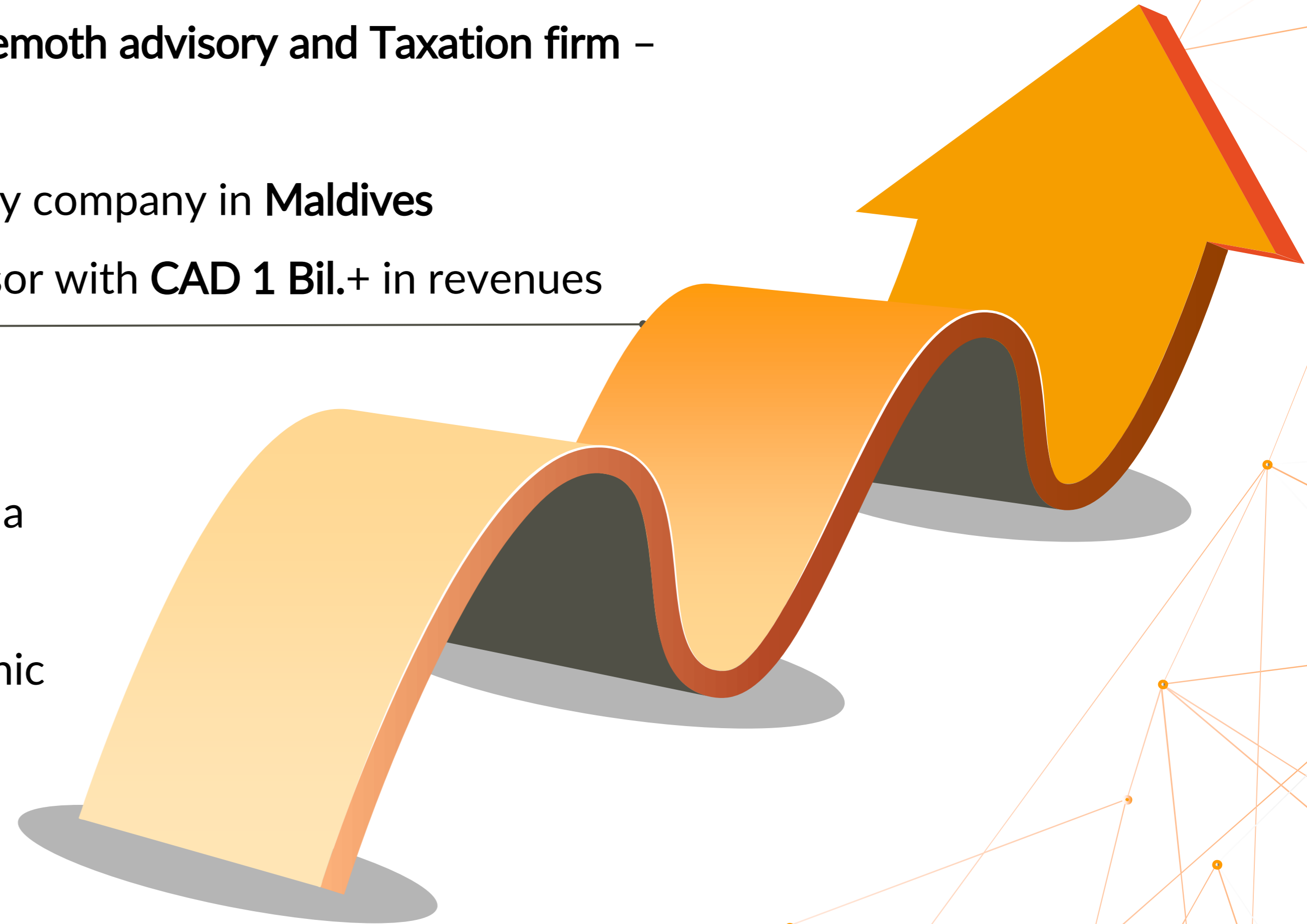
# Momentum Continues (1/2)

## Key Wins in International Business

- A leading Kenyan Bank
- A California based **Wellness Tech** company
- East African operations of an over **US\$ 10 Billion** behemoth advisory and Taxation firm – present in 164+ countries
- A leading medical distribution and hospital consultancy company in **Maldives**
- **Canada's largest independently owned Poultry** processor with **CAD 1 Bil.+** in revenues

## Business Development Push

- Growth momentum further strengthened by hiring of a **Sales Head in Canada**
- Sustained efforts for Target identification for Inorganic Growth.
- Strengthening presence in the international and domestic market.





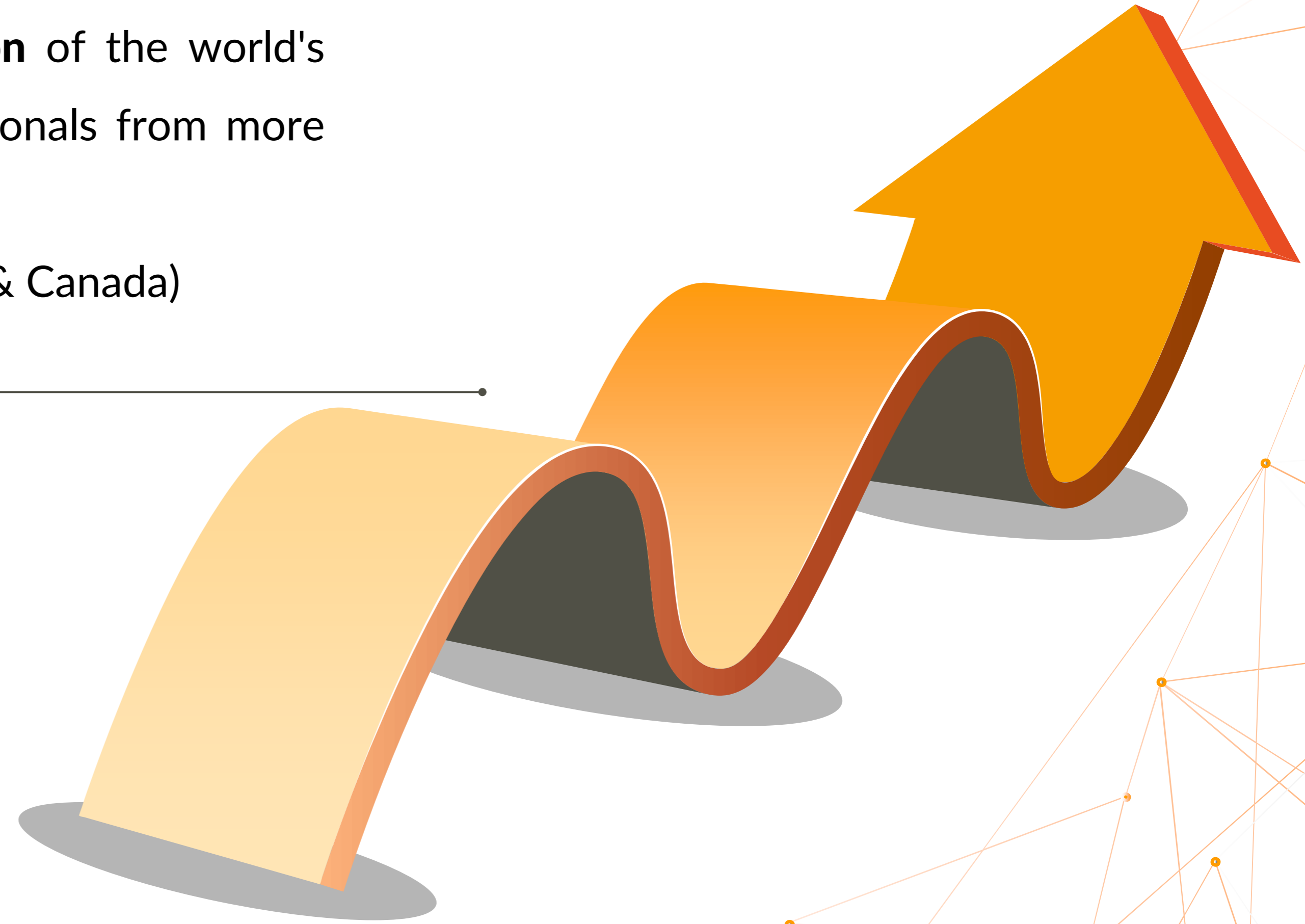
# Momentum Continues (2/2)

## Strengthening Data & AI Practice

- **Azure Data Analytics for a large Global investor** (with US\$12 Billion under its management) in sustainable infrastructure.
- **Data Analytics engagement for a global association** of the world's leading life insurance and financial services professionals from more than 500 companies in 70 countries
- **Two Data Analytics Assessments starting in Q2** (US & Canada)
- **Strong Pipeline in Africa and US**

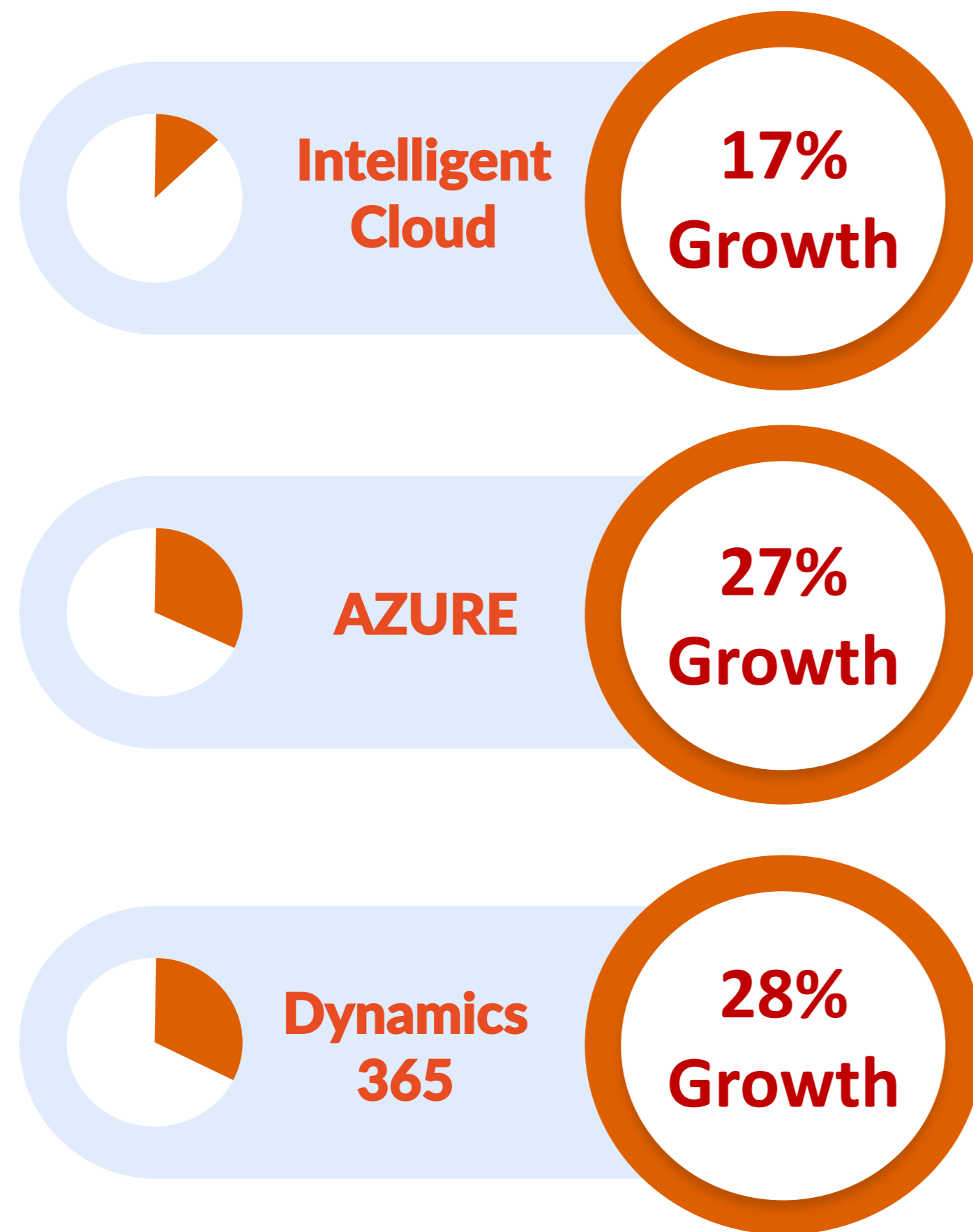
## Momentum in Higher Education Vertical

- Addition of 2 new Customers – **Bennett University & Antigua University America (AUA)**
- Increased Customer Acquisitions
- Multiple upcoming Projects
- Planned Sales & Marketing Campaigns
- Additional Investment in Sales Capacity



# Microsoft Solutions – Building Muscle

Microsoft product line – growing faster than the market



Microsoft strengthened leadership position in the Data & AI market

- Open AI's ChatGPT integrated with all product lines
- Business Applications release Co-pilots for –
  - Power BI
  - Power Pages
  - Power Virtual Agent
  - Dynamics 365 ERP
  - Dynamics 365 CRM
  - Microsoft 365

# What's Ahead for Alletec

01

Urgency for businesses to embrace digital transformation will result in enhanced momentum for adoption of world class ERP and CRM solutions. Adoption of Microsoft Dynamics growing faster than market

02

Demand from businesses for Intelligent Data Platforms to bring together operational databases, analytics and governance to integrate data estate will rise

03

Need for businesses to modernize existing applications by leveraging Cloud, Analytics and AI will intensify



04

Acceptance of Azure Cloud infrastructure and services will pick up pace

05

Demand for low-code, no-code applications for automation of point solutions and other bespoke applications will grow significantly faster than before

06

Any economic slowdown in one geographic region, or specific industry, will be offset by spurt in others.

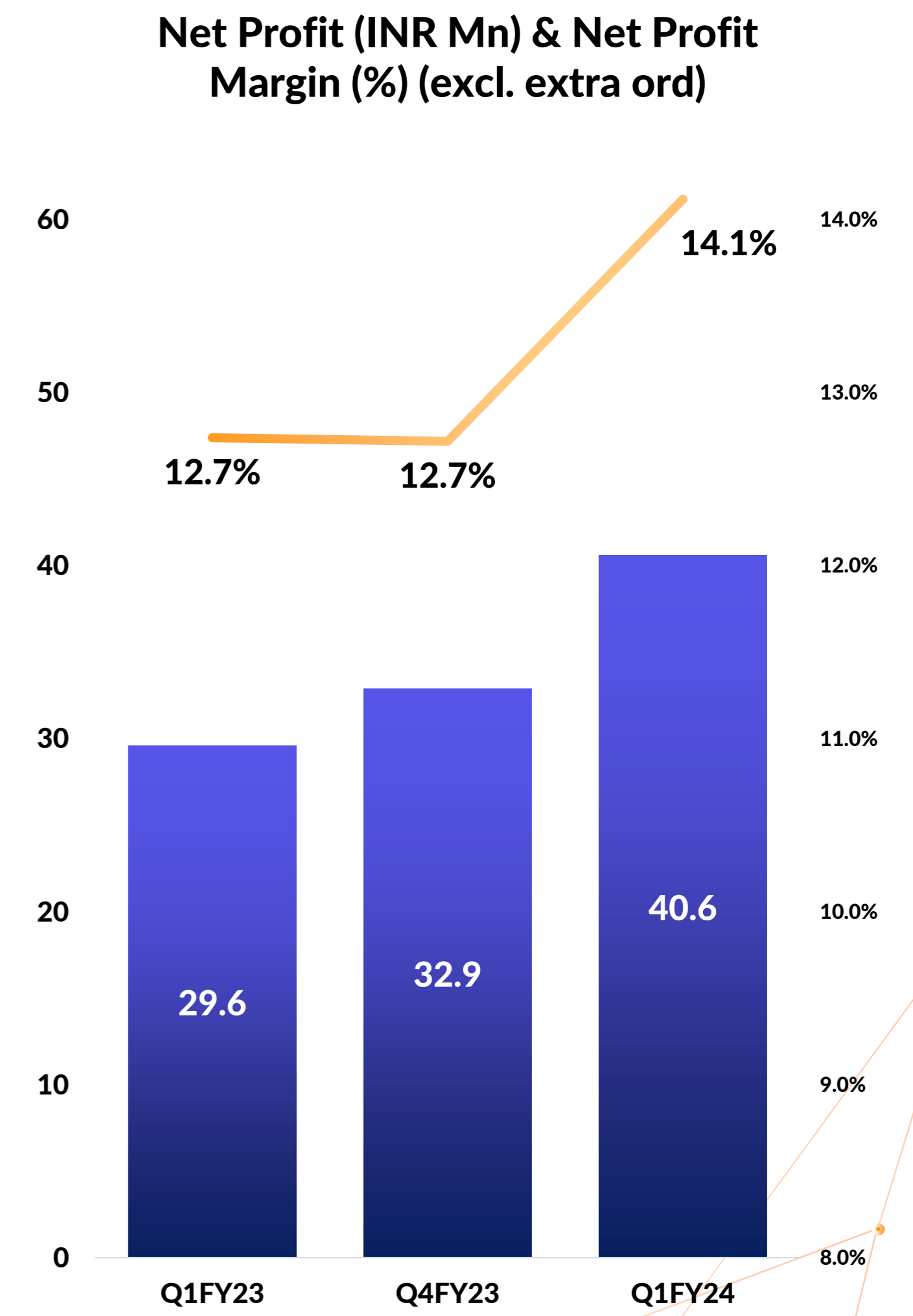
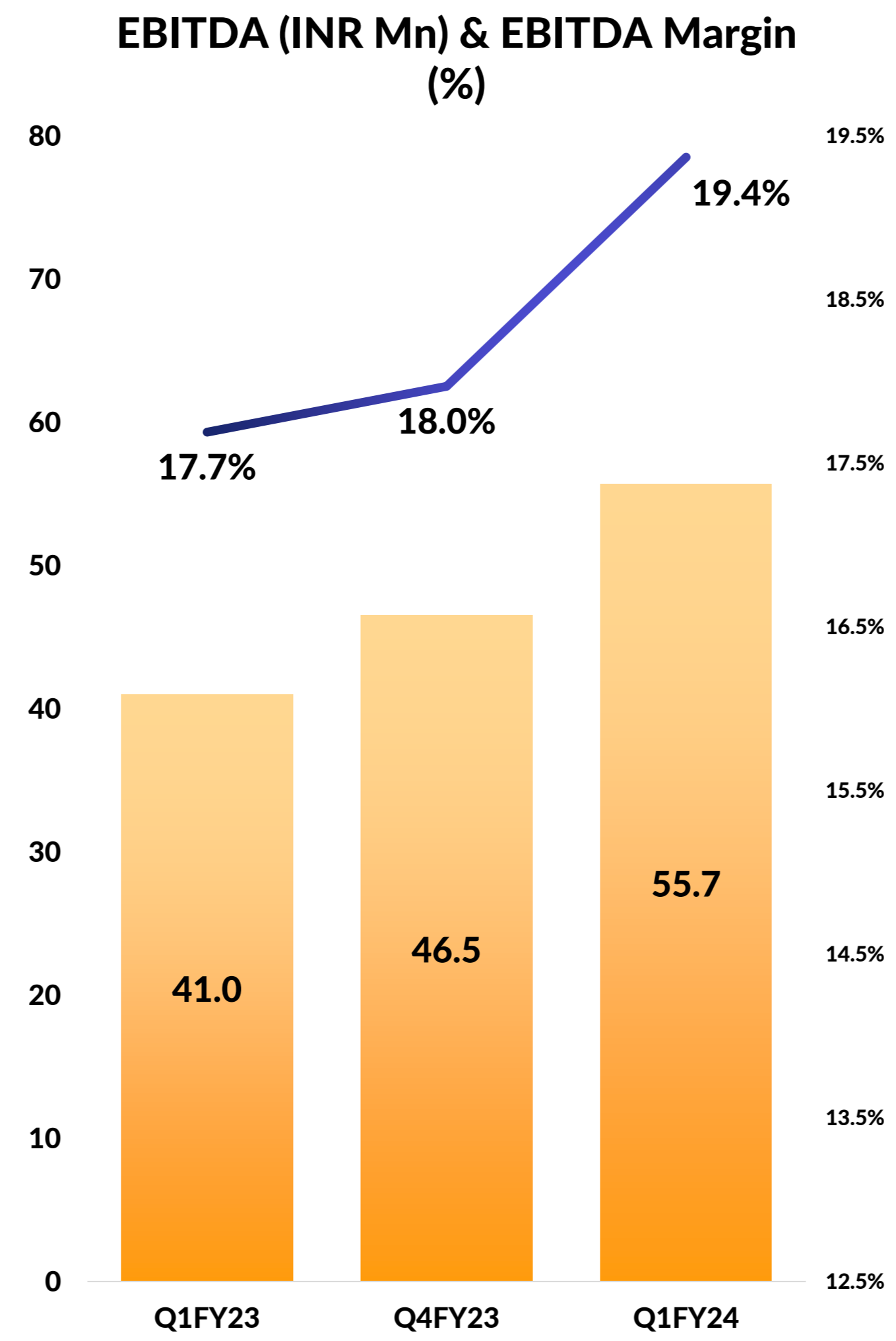
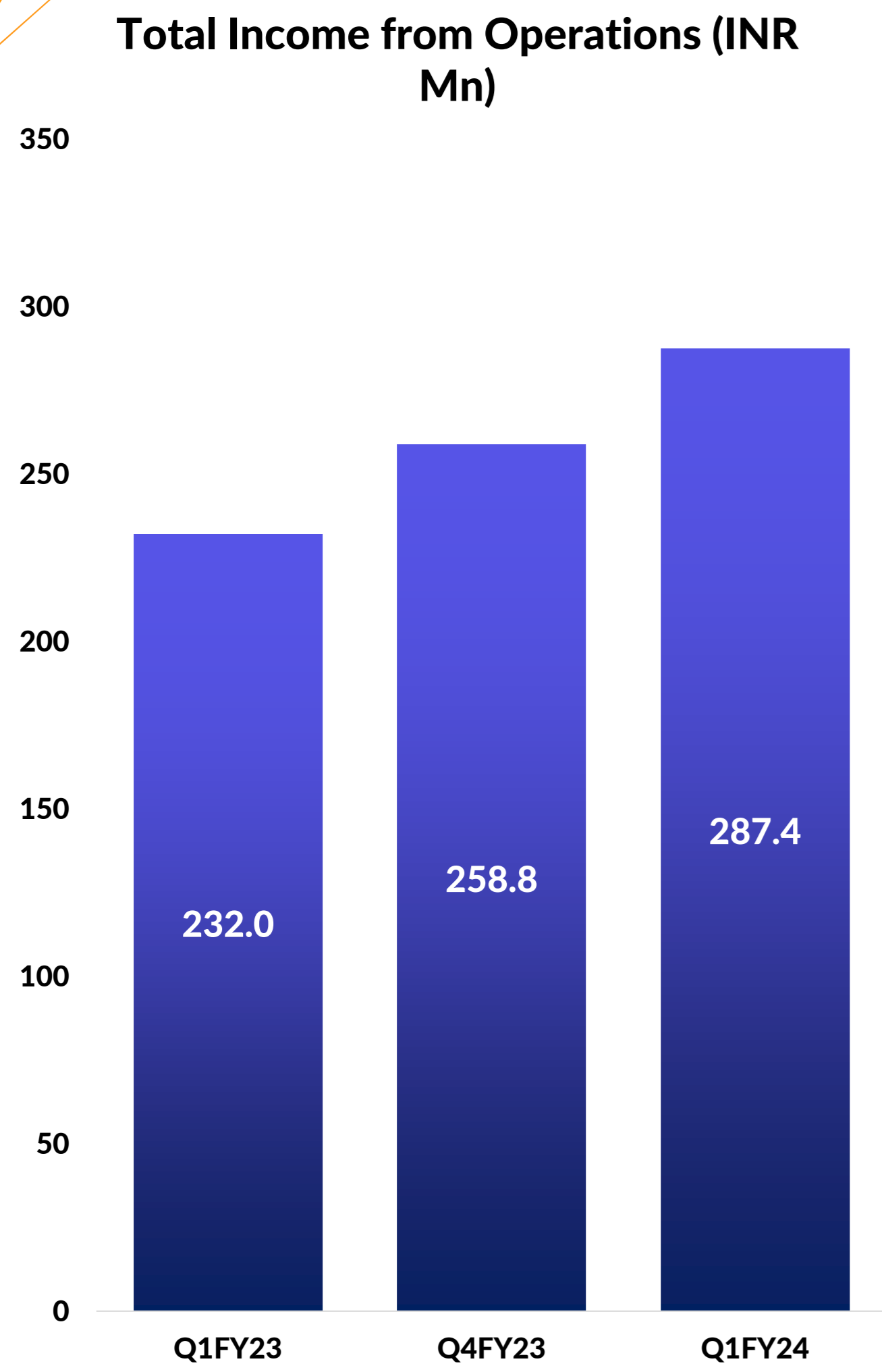
# Financial Highlights



# Quarterly Income Statement

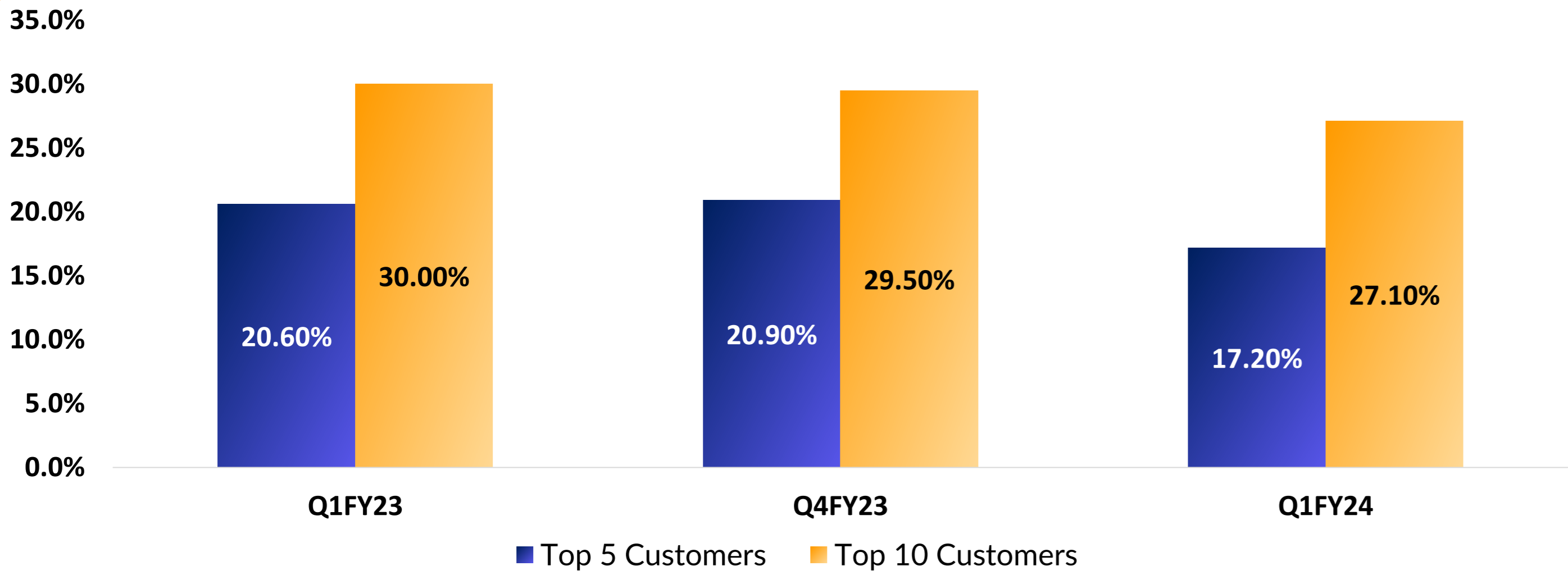
Particulars (INR Mn)	Q1FY24	Q4FY23	Q1FY23	YoY%	QoQ%	FY23	FY22	YoY%
Revenue from Operations	270.3	237.7	225.5	19.9%	13.7%	876.8	700.5	25.2%
Other Income	17.1	21.1	6.5	160.9%	-19.0%	38.1	22.9	66.2%
<b>Total Income from Operations</b>	<b>287.4</b>	<b>258.8</b>	<b>232.0</b>	<b>23.9%</b>	<b>11.1%</b>	<b>915.0</b>	<b>723.4</b>	<b>26.5%</b>
Total Expenditure	231.7	212.3	191.0	21.3%	9.2%	755.4	592.5	27.5%
<b>EBITDA</b>	<b>55.7</b>	<b>46.5</b>	<b>41.0</b>	<b>35.6%</b>	<b>19.7%</b>	<b>159.6</b>	<b>130.9</b>	<b>21.9%</b>
<b>EBITDA Margin (%)</b>	<b>19.4%</b>	<b>18.0%</b>	<b>17.7%</b>	<b>+ 168 bps</b>	<b>+140 bps</b>	<b>17.44</b>	<b>18.10</b>	<b>-66 bps</b>
Depreciation	2.3	2.6	1.3	67.1%	-14.7%	6.8	6.4	6.8%
<b>Profit Before Interest &amp; Tax</b>	<b>53.4</b>	<b>43.9</b>	<b>39.7</b>	<b>34.6%</b>	<b>21.8%</b>	<b>152.8</b>	<b>124.6</b>	<b>22.6%</b>
Interest	0.0	0.0	0.1	-95.7%	-	0.1	0.1	42.0%
<b>Profit Before Tax</b>	<b>53.4</b>	<b>43.9</b>	<b>39.6</b>	<b>34.9%</b>	<b>21.8%</b>	<b>152.7</b>	<b>124.5</b>	<b>22.6%</b>
Minority Share Adjusted	0.1	(0.2)	0.3	-73.9%	-136.6%	0.1	3.7	-97.4%
Tax	(12.9)	(10.7)	(10.4)	24.6%	20.5%	(36.9)	(32.3)	14.3%
<b>Net Profit (excl. extra ord)</b>	<b>40.6</b>	<b>32.9</b>	<b>29.6</b>	<b>37.4%</b>	<b>23.3%</b>	<b>115.9</b>	<b>95.9</b>	<b>20.8%</b>
<b>Net Profit Margin (%) (excl. extra ord)</b>	<b>14.1%</b>	<b>12.7%</b>	<b>12.7%</b>	<b>+139 bps</b>	<b>+140 bps</b>	<b>12.7</b>	<b>13.3</b>	<b>- 60 bps</b>
Extraordinary Items	-	(2.1)	-	-	-100%	4.9	6.8	-28.5%
<b>Net Profit (incl. extra ord)</b>	<b>40.6</b>	<b>30.8</b>	<b>29.6</b>	<b>37.4%</b>	<b>31.8%</b>	<b>120.8</b>	<b>102.7</b>	<b>17.6%</b>
<b>EPS (Rs) (excl. extra ord)</b>	<b>2.00</b>	<b>1.63</b>	<b>1.93</b>	<b>4.3%</b>	<b>23.3%</b>	<b>6.95</b>	<b>6.48</b>	<b>7.3%</b>
<b>EPS (Rs) (incl. extra ord)</b>	<b>2.00</b>	<b>1.52</b>	<b>1.93</b>	<b>3.7%</b>	<b>31.2%</b>	<b>7.24</b>	<b>6.94</b>	<b>4.4%</b>

# Key Quarterly Charts



# Customer Engagement

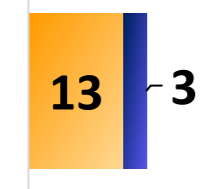
Revenue from Top Customers (%)



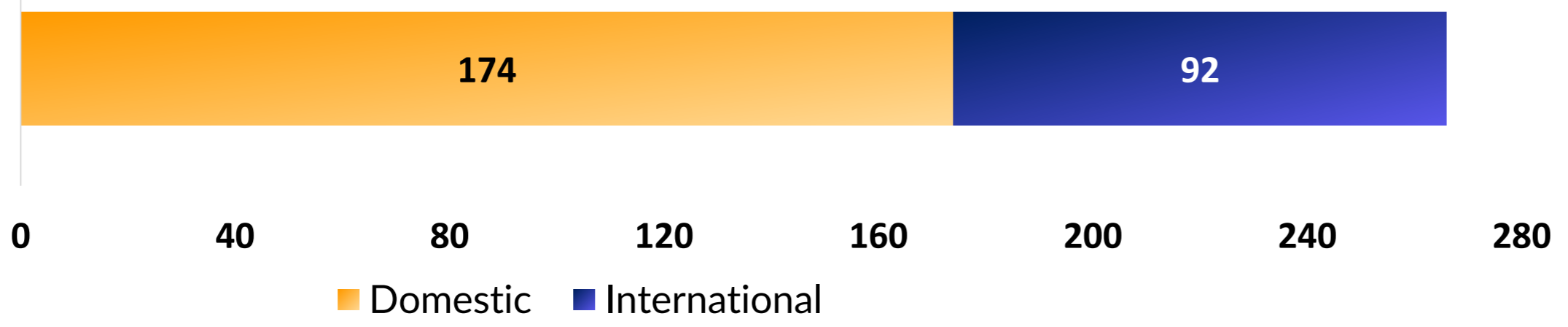
Top Customers



New Customers Added (Q1FY24)

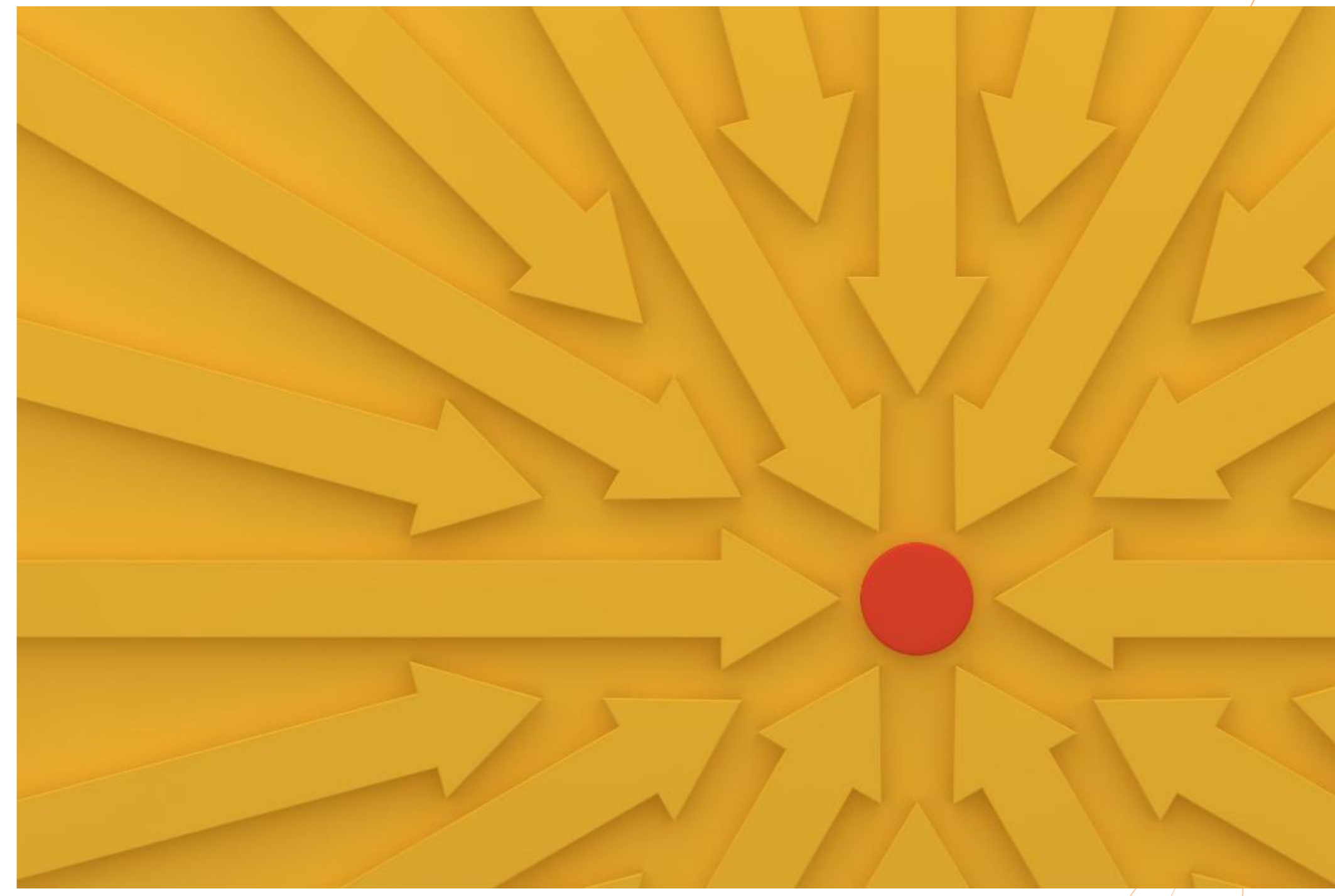


Active Customers





# What's Steady





# A Digital Transformation Solutions Company



**June, 2000**  
Inception



**December, 2022**  
Year of Listing



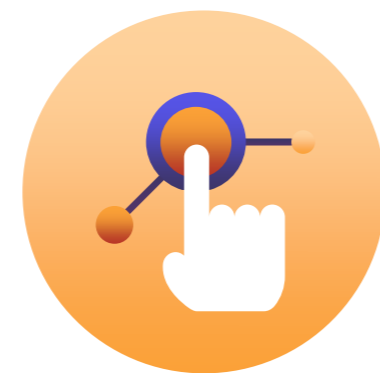
**800+**  
Customer Base



**30+ Countries**  
Customers Serviced



**IP Led Solutions**  
6 products



**10+**  
Industries Served

- Digital Transformation through integrated & AI assisted systems of ERP, CRM, Collaboration and enabling businesses draw actionable insights from data.
- Providing consulting services for solution assessments, product selection, solution licenses, solution implementation, enhancements and on-going support.
- Offshore technology services to some large Microsoft Business Applications partners from Americas and Europe.

## Mission

Enable organizations worldwide enhance predictability through Digital Transformation.

## Vision

To make ALLETEC the largest & the most reliable digital transformation company for mid & upper-mid market businesses in India, and amongst the most prominent in our chosen geographies.

## Core Values

- Responsiveness
- Integrity & Dignity
- Attention to Details
- Customer's Trust
- Learning & Innovation
- Grace Under Fire



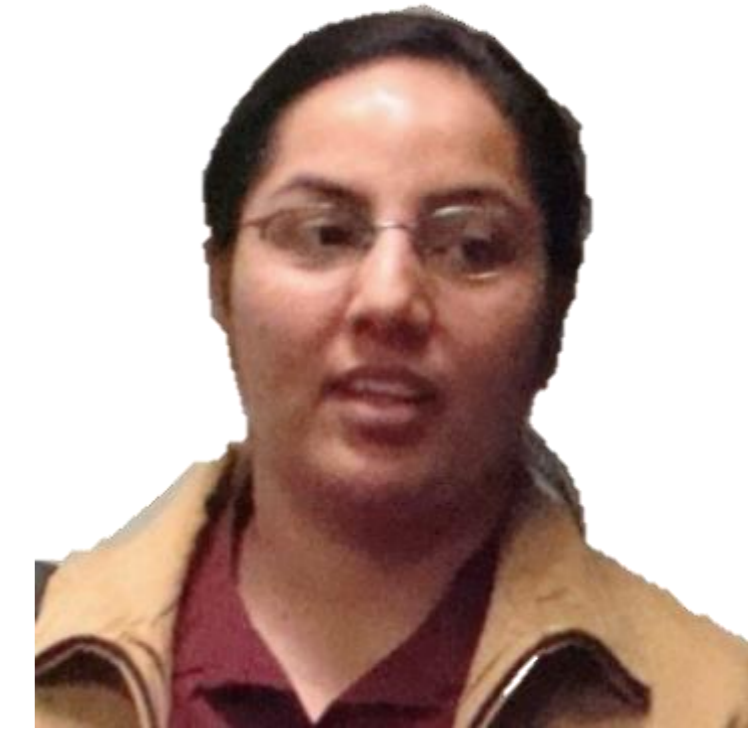
# Board of Directors



**Dr. Ajay Mian**  
Managing Director



**Rajiv Tyagi**  
Executive Director



**Ritu Sood**  
Executive Director



**Vinod Sood**  
Ind. Director



**Sunil Gupta**  
Ind. Director

# Lead Management



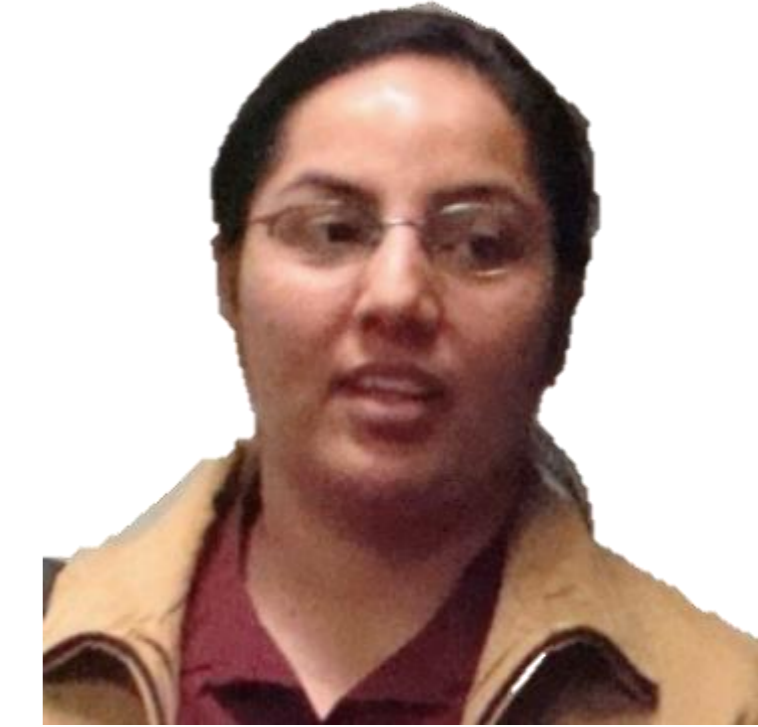
**Dr. Ajay Mian**  
Managing Director



**Rajiv Tyagi**  
Executive Director



**Sandeep Jain**  
Chief Financial Officer

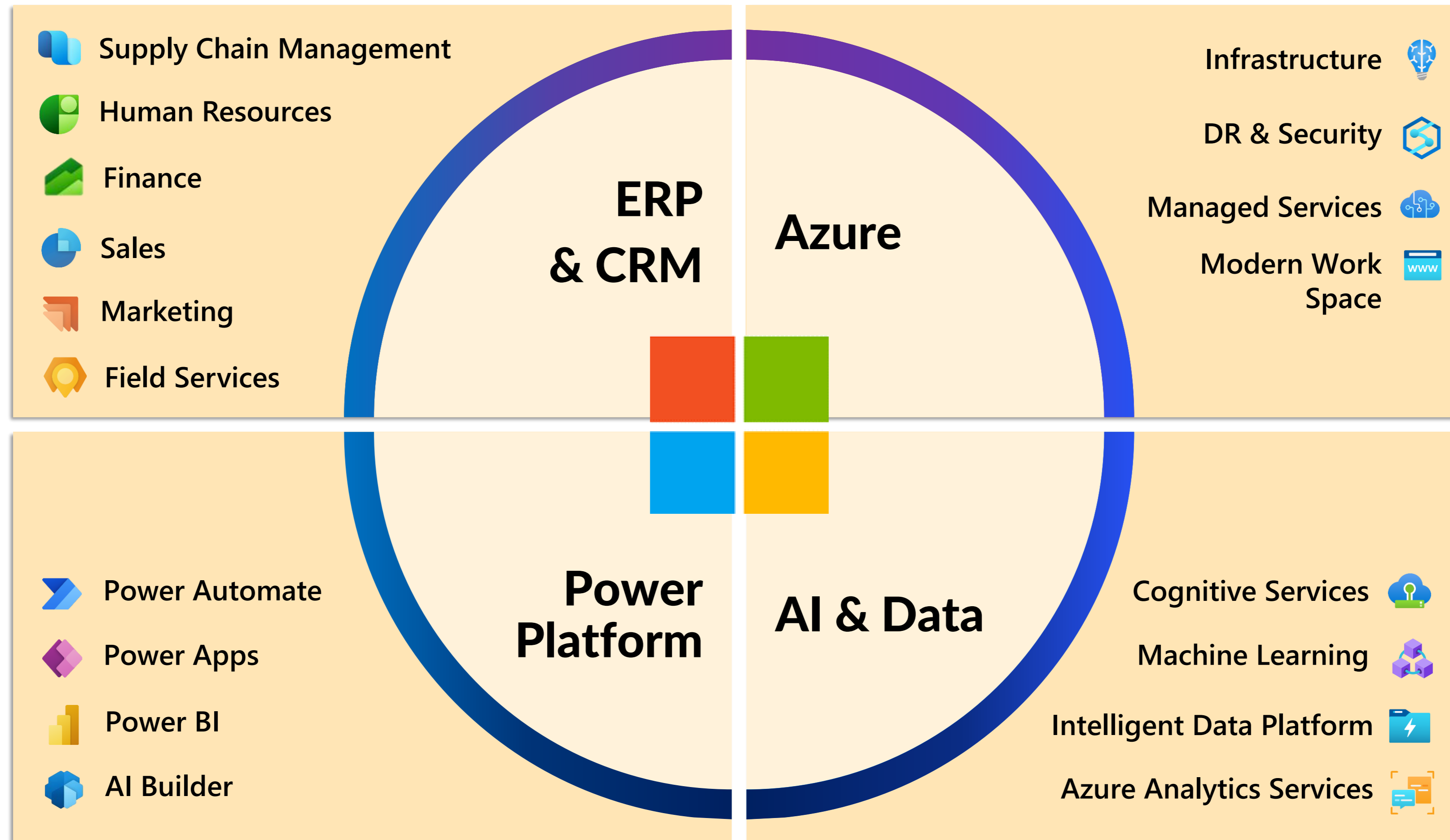


**Ritu Sood**  
Executive Director



**Sandeep Salman**  
Cloud & Managed Services

# Microsoft Stack of Intelligent Business Applications



# Industries Served

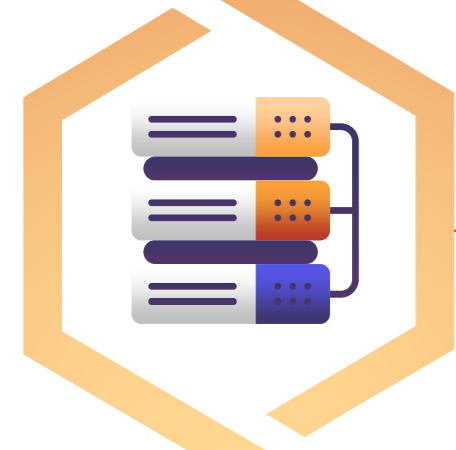
	01	Higher Education
	02	Green Energy & EPC
	03	Travel
	04	Digital Natives
	05	Retail

	06	Professional Services
	07	Food & Beverages
	08	Manufacturing - Discreet & Process
	09	Financial Services
	10	Channel Management

# Microsoft Relationship



**Top Tier Partner – Business Applications & Cloud**



**Product Engineering & Development**



**ISV Development Centre**



**Master VAR**

Deep engagement with Microsoft across regions. Provided solutions to over **800 customers** in the past 2 decades.

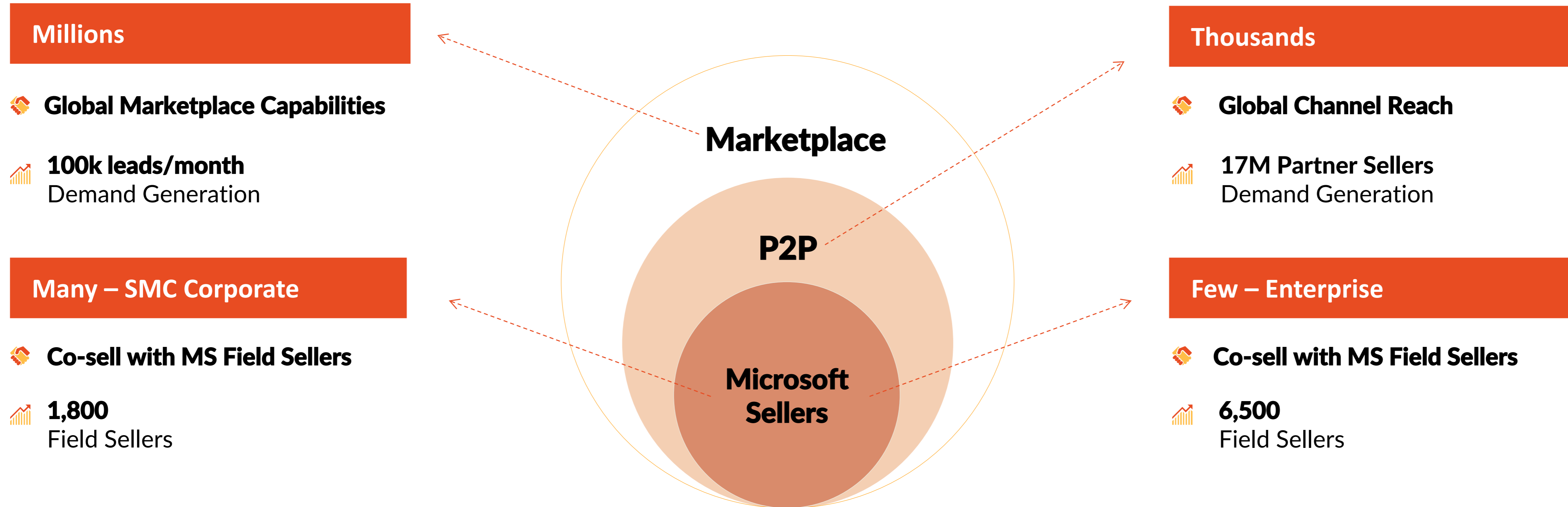
Working closely with the Microsoft product engineering teams in **Copenhagen & Redmond** - to work on several aspects of the product:

- ❖ Feature Development
- ❖ Sustained Engineering
- ❖ Localisation
- Enabled ISVs move their solutions to cloud.
- Appointed the “**Master VAR**” in India 10 years ago.

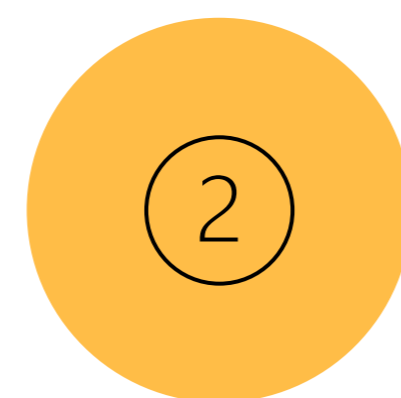


- ❖ Inner Circle is the recognition that is typically given to 1 partner from India each Year.
- ❖ ALLETEC has managed to receive this recognition 6 times in the past 15 years, most by any partner in India.
- ❖ Consistently at the top amongst the top partners for over a decade.

# Selling with Microsoft



**Proof Point:** Develop and Acquire Customers in India.



**Make it Co-Sell Ready:** Microsoft Sellers Gain access.



**Publish on Marketplace:** Microsoft AppSource

# Competitive Strengths

## Full Microsoft Stack

- Ability to deliver solutions with full Microsoft stack brings to customers **'everything'** that they need today, and are likely to need over their years of growth. This enables us enhance customer wallet share, and customer life time value.

## Retention

- Many customers retained for more than 10 years. Several employees in the organization are also retained for more than 10 years.

## Experience

- 2+ decades of experience, with 800+ customers serviced. Highest no. of Business Applications customers acquired by any partner from India.
- International experience of customers from 30+ countries.



## Strong Relationship

- Strong relationship with Microsoft across geographies of India, Africa, and US.
- While the focus is on Microsoft Business Applications (ERP, CRM & Power Platform) and Azure, Alletec provides solutions on Full Stack.

## Resourceful

- One of the largest pool of resources for a Microsoft BizApps partner; ~ 350 people with significant emphasis on Training and Development.

## Goodwill

- Strong brand, high market reputation- both as a solution provider, and as an employer. Glassdoor rating of 4.2 on 5
- Recognized as Great Place to Work.



# SWOT Analysis

## Strengths

- Significant Customer base over 2 decades
- 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

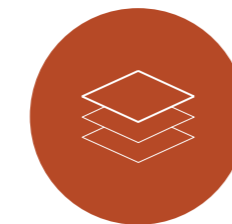
## Opportunities

- 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



S

W



O

T



## Weaknesses

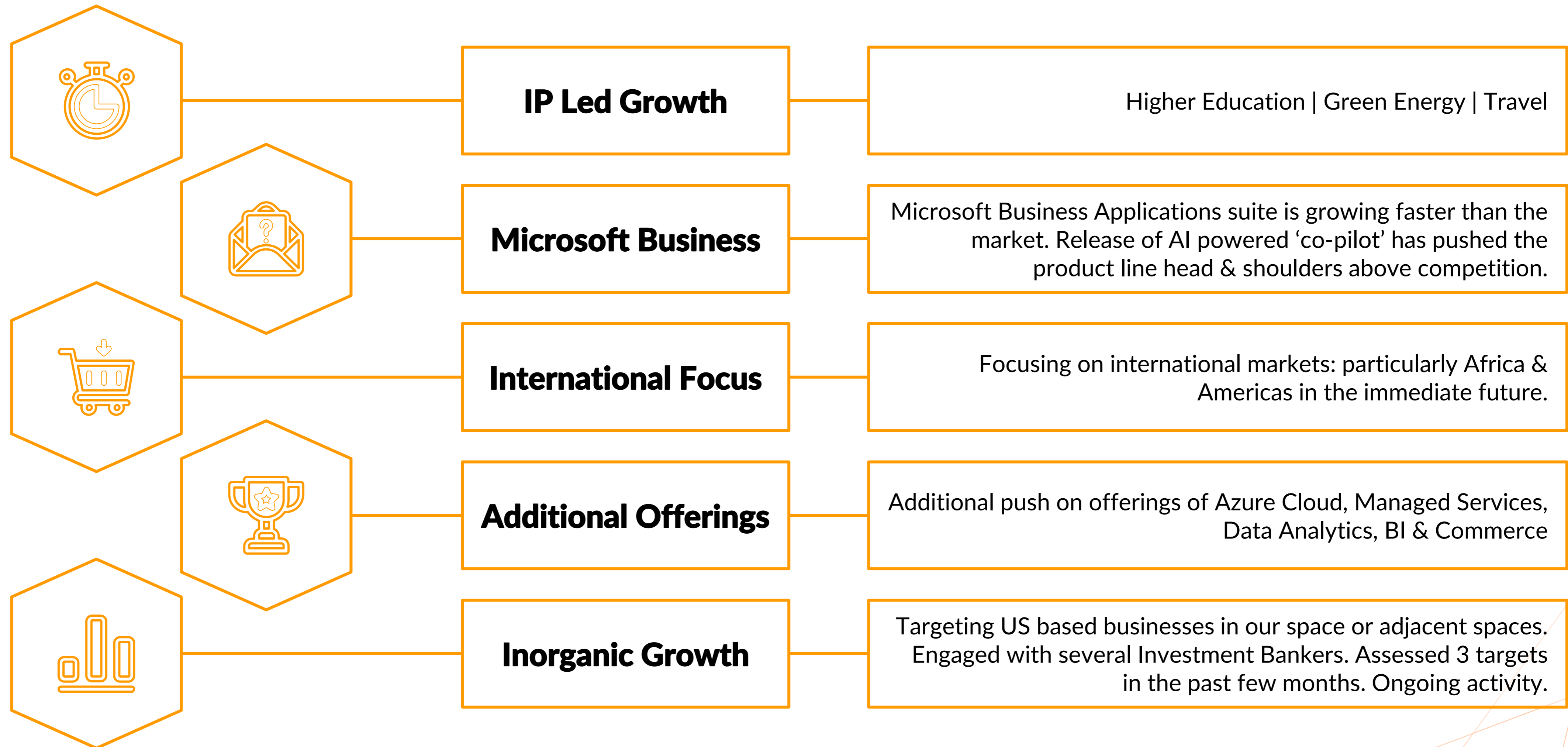
- Industry Solutions footprint currently limited to India
- International Sales needs strengthening



## Threats

- Increasing Cost of Talent

# Growth Drivers



# Strategic Focus - Going Forward



## IP Led Growth Higher Education

IP led growth in the Higher Education Industry is one of the key focus areas for Alletec. Alletecs' **EdTech365** is a fully integrated stack, on the worlds' most trusted Microsoft cloud.



## Africa Geography Strengthening

Alletec successfully acquired a **significant deal from Retail Supermarkets Nigeria Ltd. (RSNL)**. This project will play a significant role in strengthening Alletecs' Africa operations and establish Alletec as a credible local player.



## Americas Geography Strengthening

**Over 50%** of Alletecs' **services revenue** comes from the Americas market. Alletec will continue to focus on strengthening its' position in the Americas geography through organic and inorganic growth.

# Annexures



# Annual Income Statement

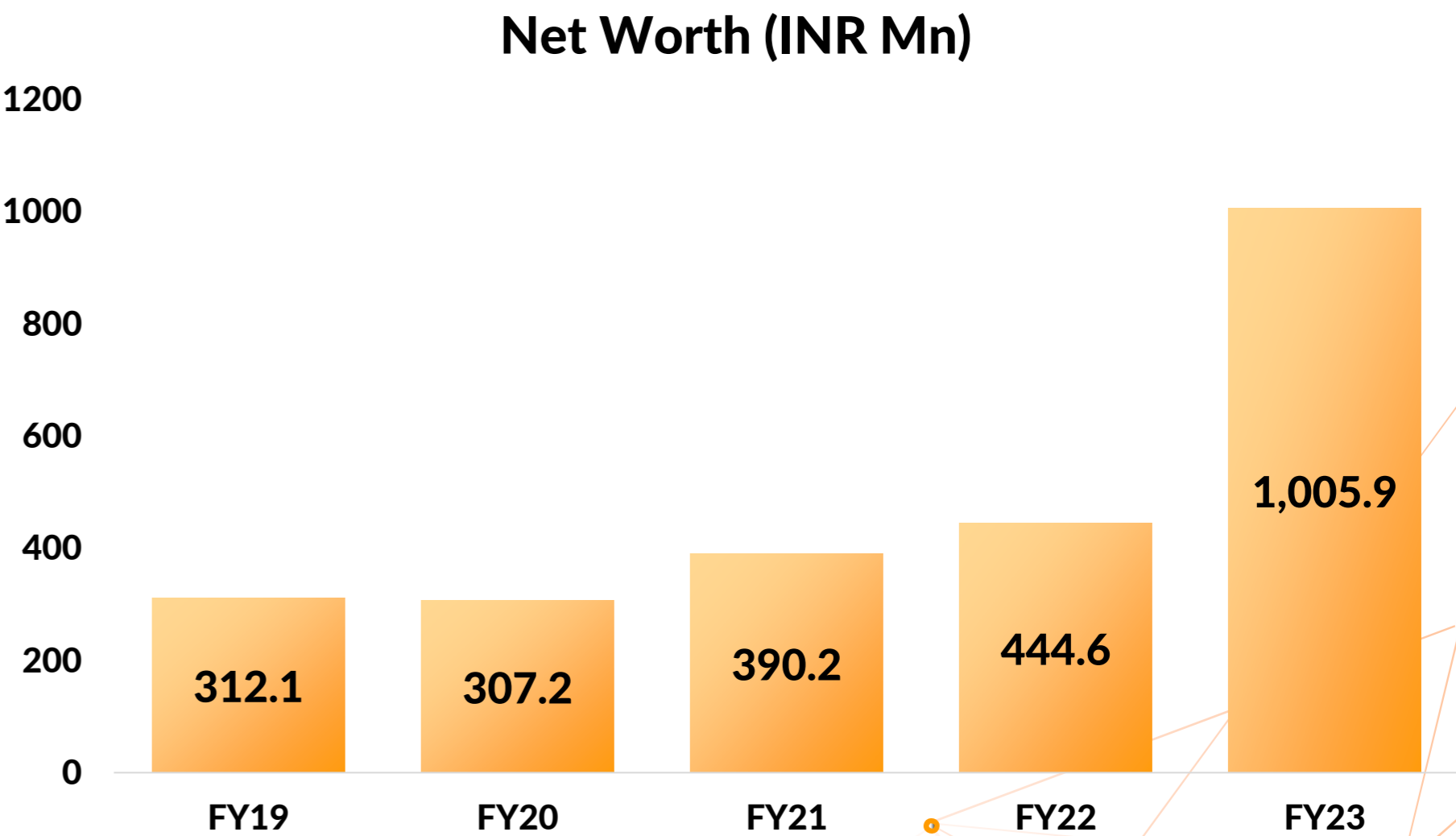
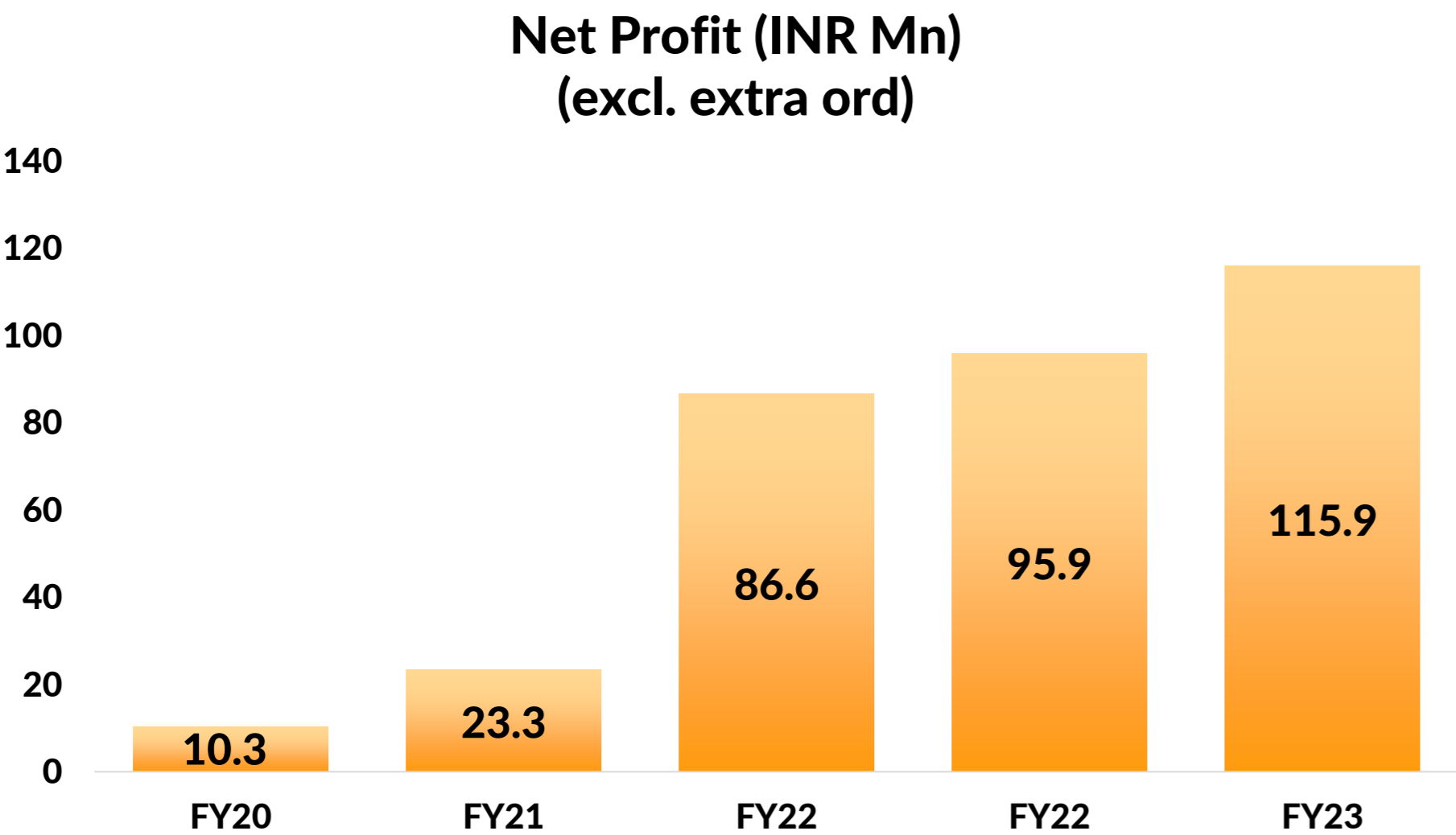
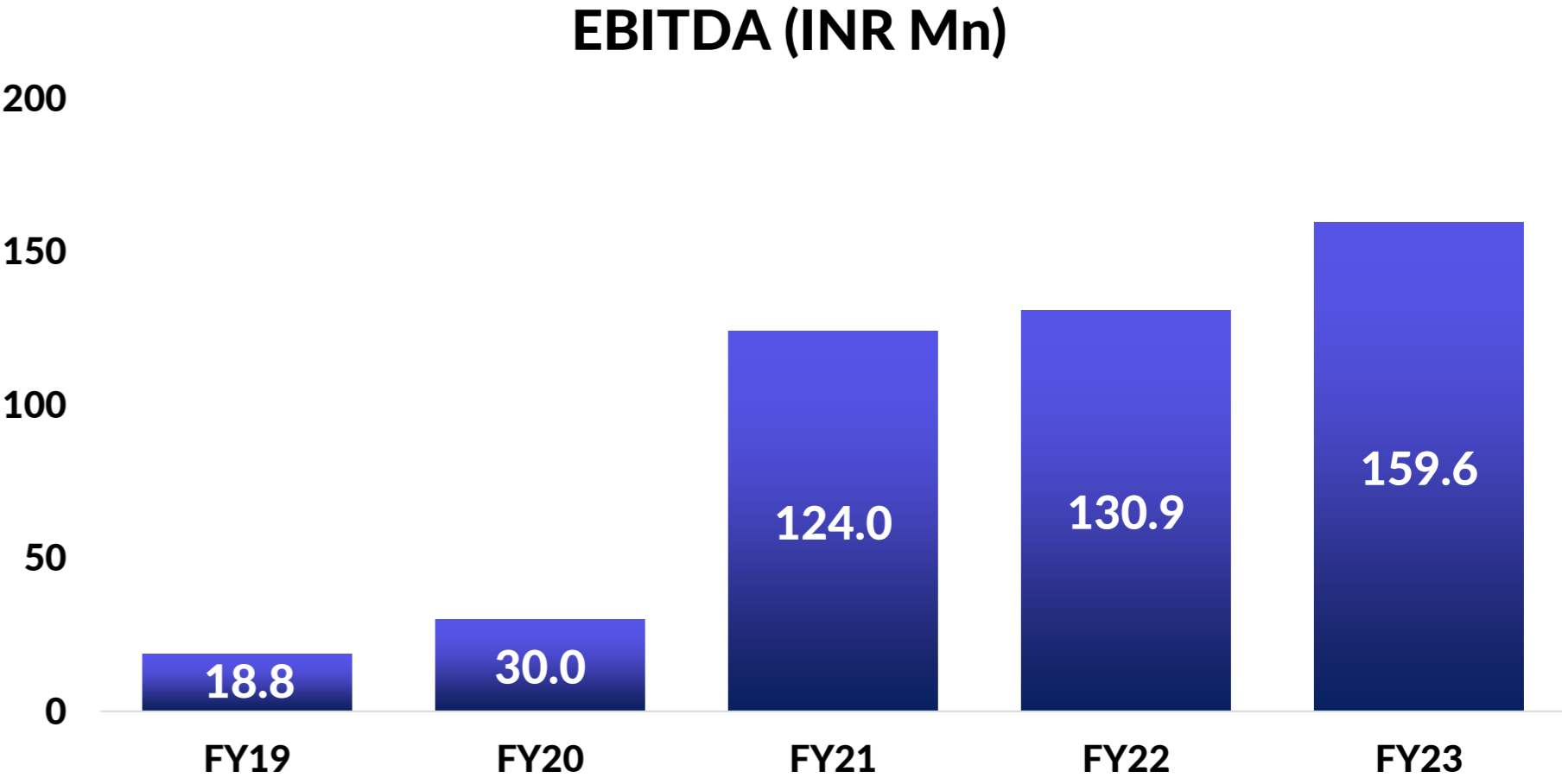
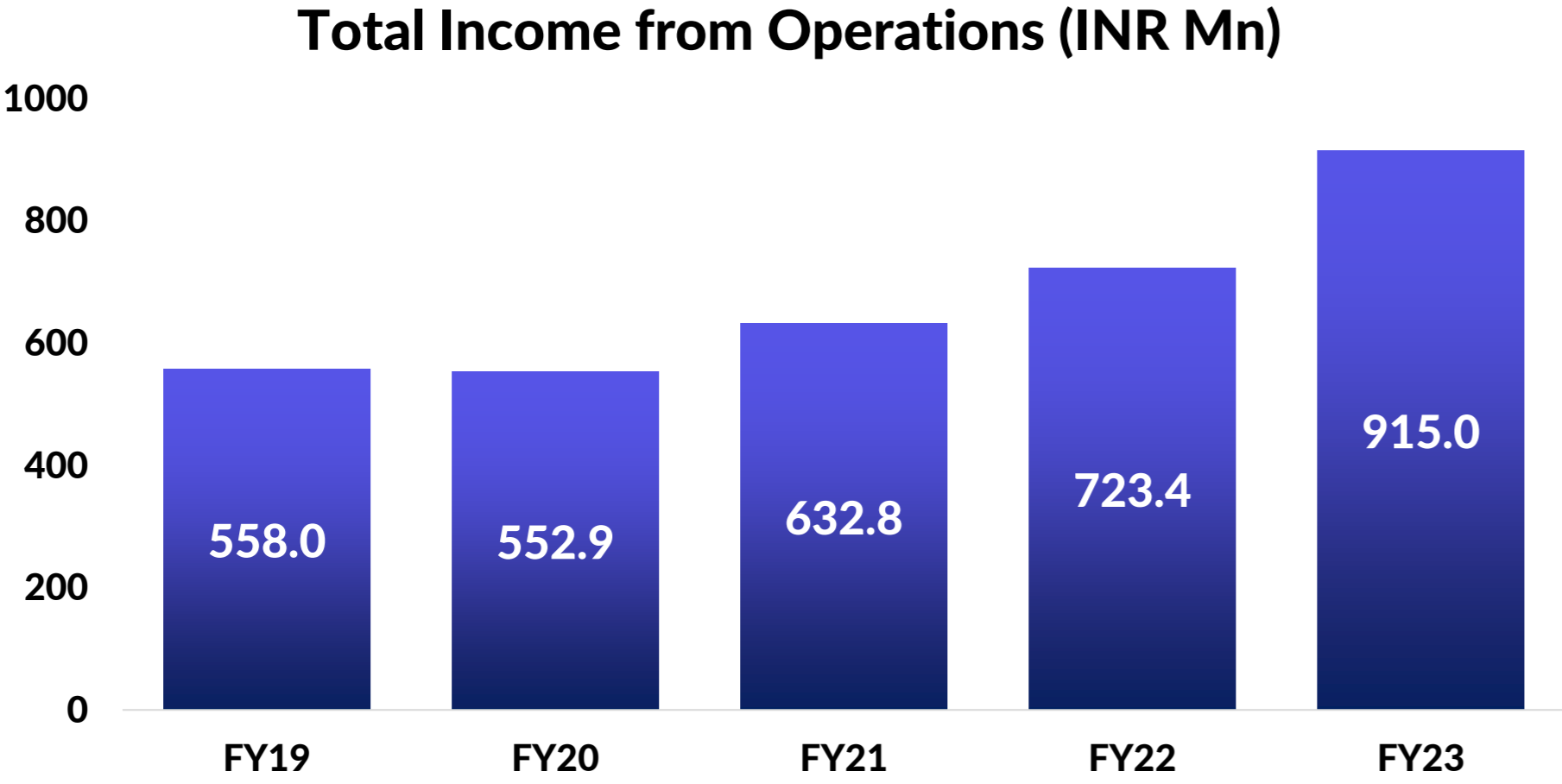
Particulars (INR Mn)	FY19	FY20	FY21	FY22	FY23
Revenue from Operations	540.9	537.1	612.2	700.5	876.8
Other Income	17.1	15.8	20.6	22.9	38.1
Total Income from Operations	558.0	552.9	632.8	723.4	915.0
Total Expenditure	539.2	522.9	508.8	592.5	755.4
<b>EBITDA</b>	<b>18.8</b>	<b>30.0</b>	<b>124.0</b>	<b>130.9</b>	<b>159.6</b>
<b>EBITDA Margin (%)</b>	<b>3.4%</b>	<b>5.4%</b>	<b>19.6%</b>	<b>18.1%</b>	<b>17.4%</b>
Depreciation	3.3	4.2	4.6	6.4	6.8
<b>Profit Before Interest &amp; Tax</b>	<b>15.6</b>	<b>25.8</b>	<b>119.4</b>	<b>124.6</b>	<b>152.8</b>
Interest	0.4	0.3	0.1	0.1	0.1
<b>Profit Before Tax</b>	<b>15.2</b>	<b>25.5</b>	<b>119.3</b>	<b>124.5</b>	<b>152.7</b>
Minority Share Adjusted	2.2	5.4	(10.6)	3.7	0.1
Tax	(7.1)	(7.7)	(22.0)	(32.3)	(36.9)
<b>Net Profit (excl. extra ord)</b>	<b>10.3</b>	<b>23.3</b>	<b>86.6</b>	<b>95.9</b>	<b>115.9</b>
<b>Net Profit Margin (%) (excl. extra ord)</b>	<b>1.9%</b>	<b>4.2%</b>	<b>13.7%</b>	<b>13.3%</b>	<b>12.7%</b>
Extraordinary Item	-	-	-	6.8	4.9
<b>Net Profit (incl. extra ord)</b>	<b>10.3</b>	<b>23.3</b>	<b>86.6</b>	<b>102.7</b>	<b>120.8</b>
<b>EPS (Rs) (excl. extra ord)</b>	<b>6.19</b>	<b>13.62</b>	<b>5.86</b>	<b>6.48</b>	<b>6.95</b>
<b>EPS (Rs) (incl. extra ord)</b>	<b>6.19</b>	<b>13.62</b>	<b>5.86</b>	<b>6.94</b>	<b>7.24</b>

# Annual Balance Sheet

Particulars (INR Mn)	FY22	FY23
<b>Equity and Liabilities</b>		
<b>Shareholders' Fund</b>		
Share Capital	153.3	201.9
Reserves & Surplus	291.3	803.9
Minority Interest	6.4	1.4
<b>Total Equity</b>	<b>57.4</b>	<b>1033.2</b>
<b>Non-Current Liabilities</b>		
Long Term Provisions	23.8	25.9
<b>Total Non-Current Liabilities</b>	<b>23.8</b>	<b>25.9</b>
<b>Current Liabilities</b>		
Short Term Borrowings	0.6	-
Trade Payables	35.0	47.0
Other Current Liabilities	43.5	77.0
Short Term Provisions	81.0	80.4
<b>Total Current Liabilities</b>	<b>160.2</b>	<b>204.4</b>
<b>Total Equity and Liabilities</b>	<b>635.1</b>	<b>1,237.6</b>

Particulars (INR Mn)	FY22	FY23
<b>Assets</b>		
<b>Non-Current Assets</b>		
Fixed Assets		
(a) Tangible Assets	11.1	10.8
(b) Intangible Assets	-	21.5
Non Current Assets	21.3	31.8
Deferred Tax Assets (Net)	1.3	2.0
Long Term Loans & Advances	45.0	8.3
Other Non Current Assets	-	42.2
<b>Total Non-Current Assets</b>	<b>78.6</b>	<b>116.6</b>
<b>Current Assets</b>		
Trade Receivables	97.6	116.3
Cash & Cash Equivalents	381.0	942.0
Short Term Loans & Advances	77.1	54.9
Other Current Assets	0.8	7.8
<b>Total Current Assets</b>	<b>556.5</b>	<b>1,121.0</b>
<b>Total Assets</b>	<b>635.1</b>	<b>1,237.6</b>

# Key Annual Charts



# Corporate Social Responsibility (CSR)



## 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.



## 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.



## 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.



## 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.



# Award & Accolades



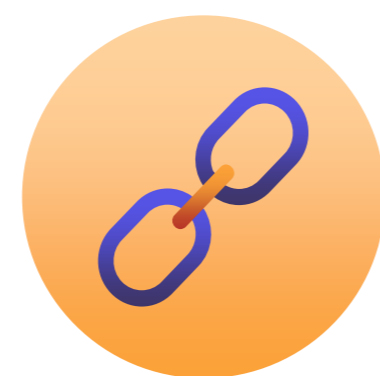
## 2000-2009

- 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.

- ❖ Microsoft Gold Partner
- ❖ Dynamics Partner
- ❖ Dynamics Inner Circle
- ❖ Dynamics Regional Partner
- ❖ Business Applications Inner Circle

# THANKS

For further details please contact:

**Alletec**

All E Technologies Ltd

Tel: +91-80770 97154 | Email: [investor.relations@alletec.com](mailto:investor.relations@alletec.com)

[www.alletec.com](http://www.alletec.com)

**KAPTIFY® Consulting**

Strategy & Investor Relations | Consulting

Tel: +91-845 288 6099 | Email: [contact@kaptify.in](mailto:contact@kaptify.in)

[www.kaptify.in](http://www.kaptify.in)