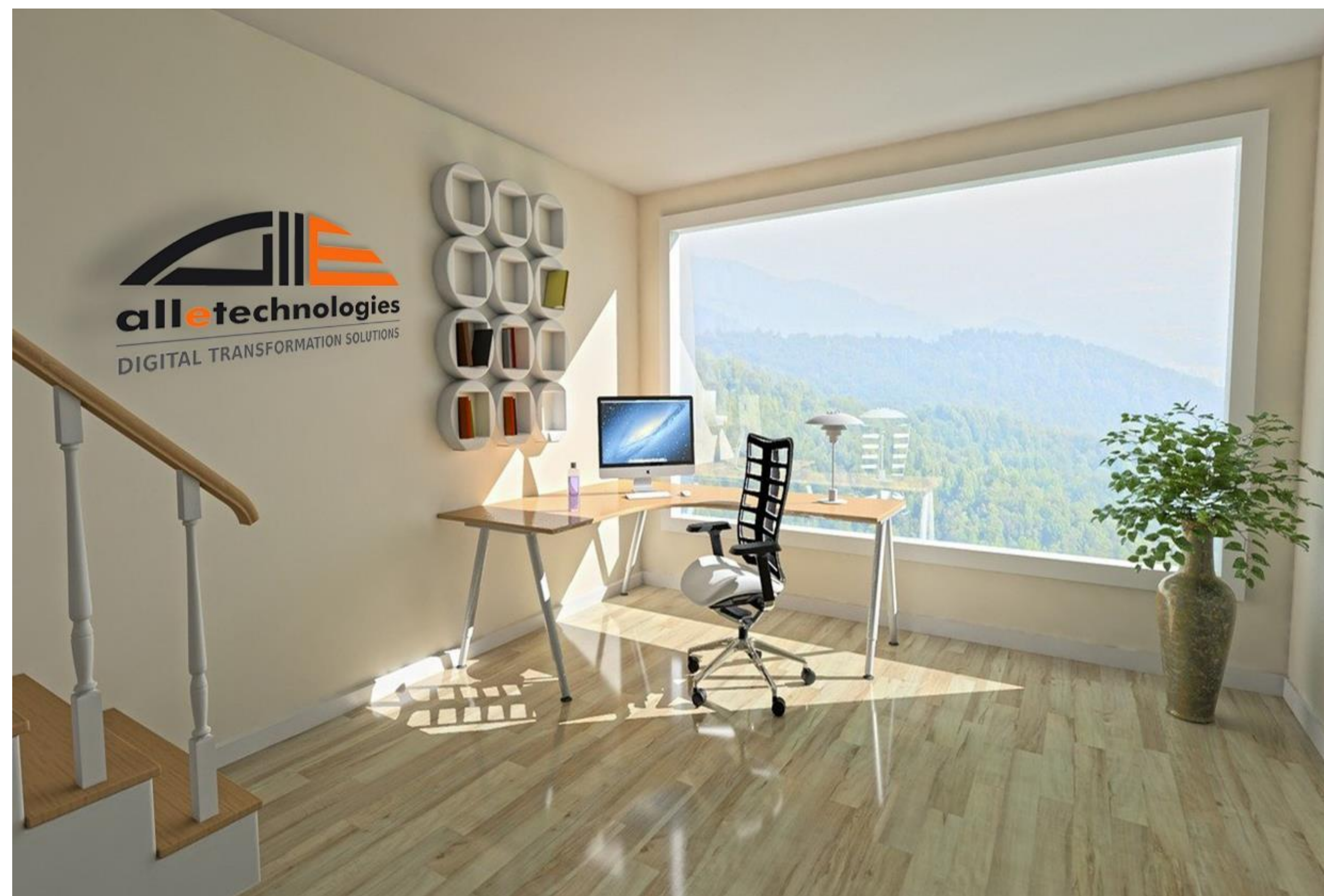


# ALLETEC INVESTOR PRESENTATION

November 2023



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# Contents

01

The Numbers

03

What's Steady

02

The Story Behind

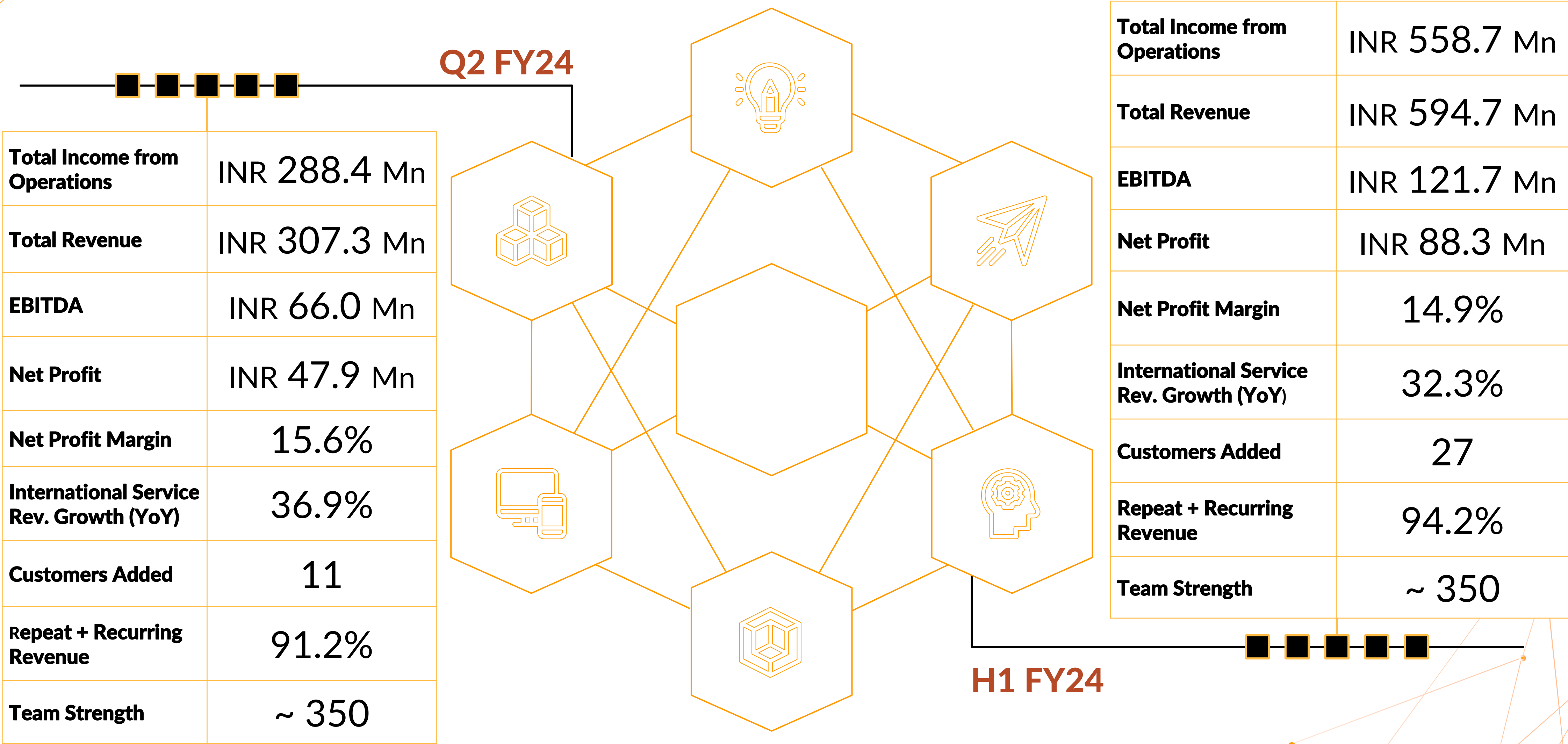
04

Annexures

# Company Numbers



# Company in Numbers



# Quarterly & Half Yearly Performance

Total Revenue Growth	EBITDA	Net Profit
<div>↑ 6.9% QoQ</div> <div>↑ 56.8% YoY</div>	<div>21.5%</div>	<div>15.6%</div>
EBITDA Growth	EBIT Growth	Net Profit Growth
<div>↑ 18.6% QoQ 211 BPS</div> <div>↑ 123.6% YoY 642 BPS</div>	<div>↑ 19.2% QoQ</div> <div>↑ 126.6% YoY</div>	<div>↑ 18.6% QoQ 153 BPS</div> <div>↑ 118.9% YoY 442 BPS</div>

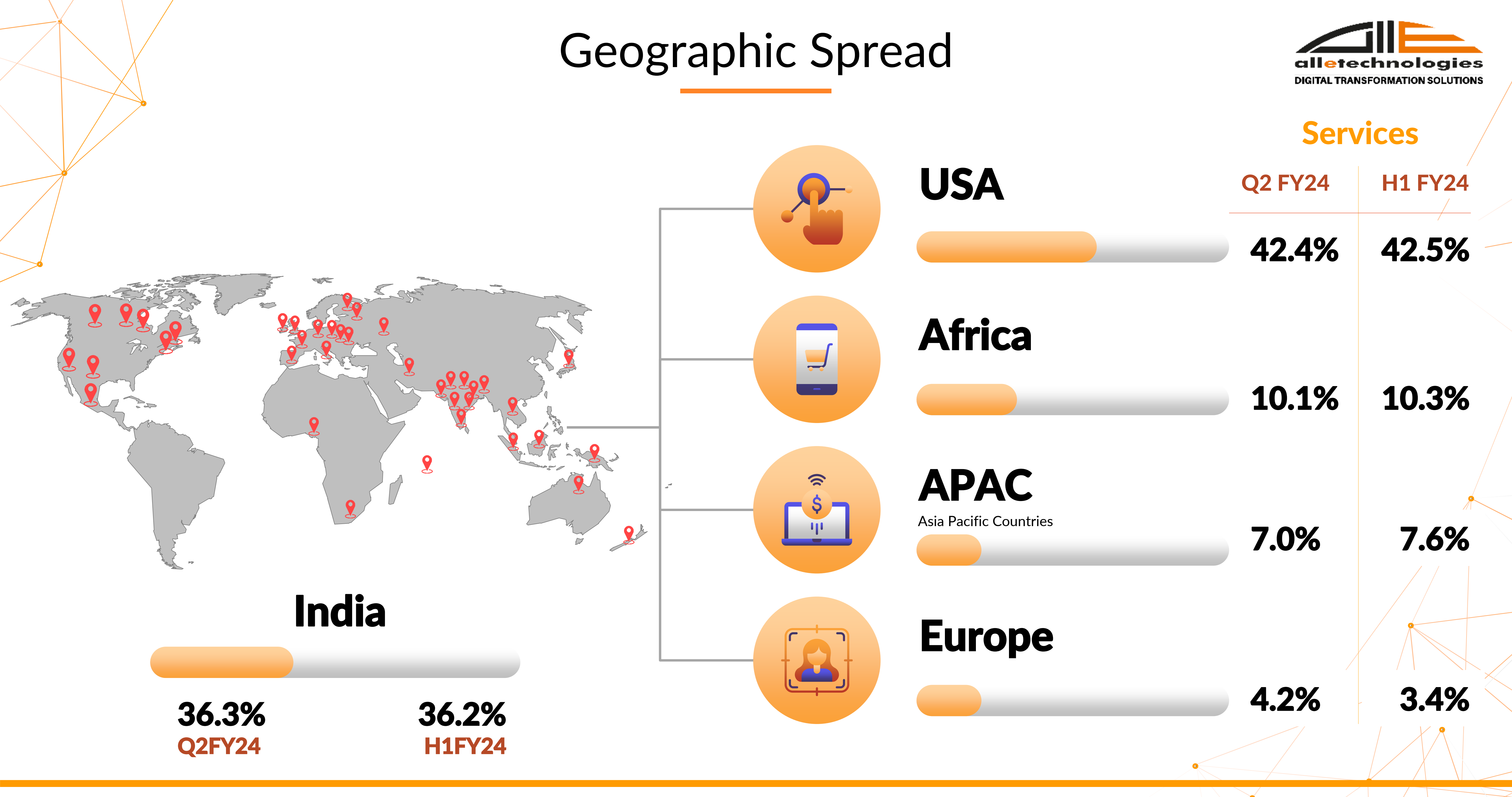
## QUARTERLY PERFORMANCE

## HALF YEARLY PERFORMANCE

Total Revenue Growth	EBITDA	Net Profit
<div>↑ 39% YoY</div>	<div>20.5%</div>	<div>14.9%</div>
EBITDA Growth	EBIT Growth	Net Profit Growth
<div>↑ 72.4% YoY 400 BPS</div>	<div>↑ 72.7% YoY 385 BPS</div>	<div>↑ 71.7% YoY 283 BPS</div>

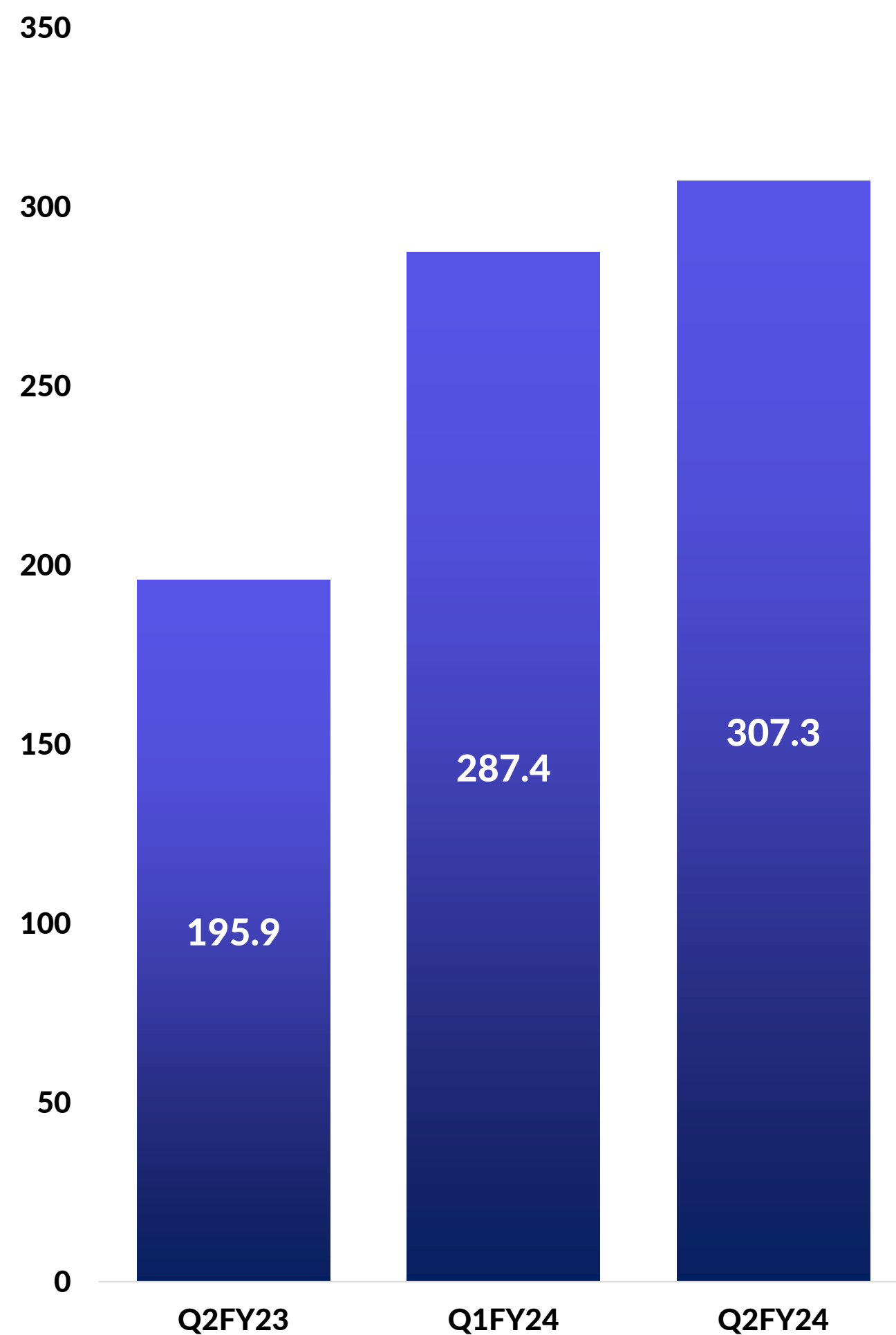


# Geographic Spread

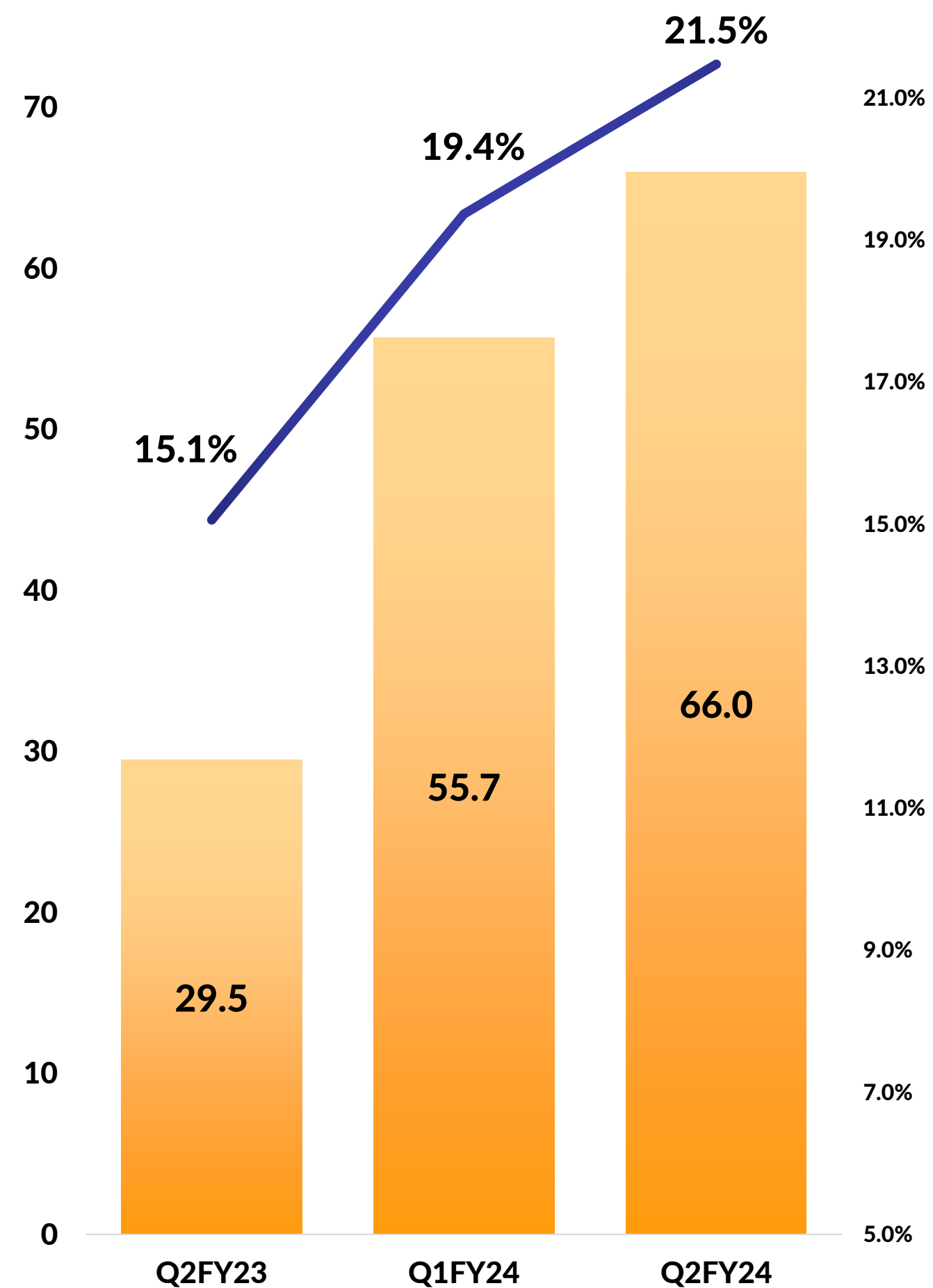


# Key Quarterly Charts

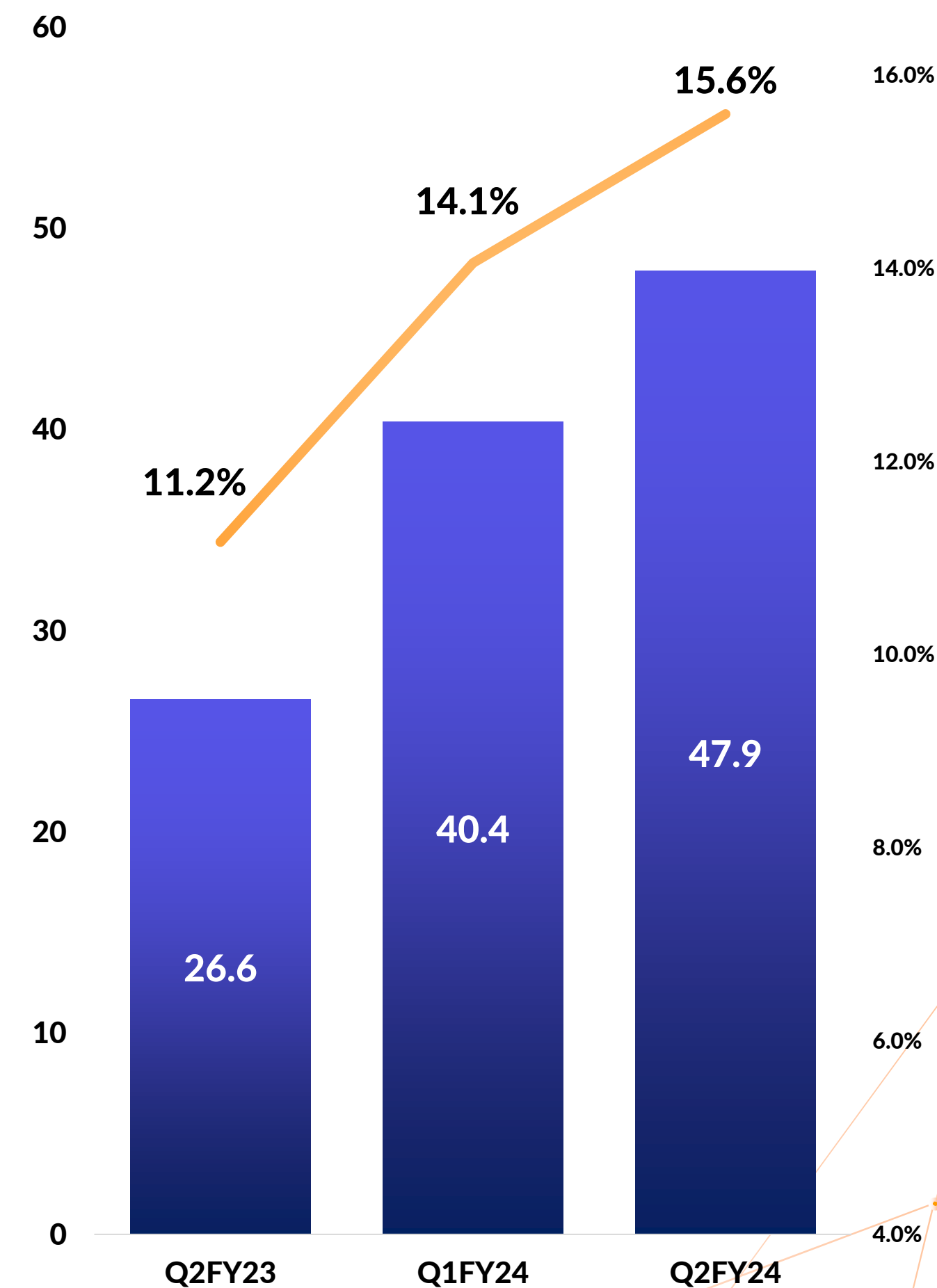
### Total Revenue (INR Mn)



### EBITDA (INR Mn) & EBITDA Margin (%)



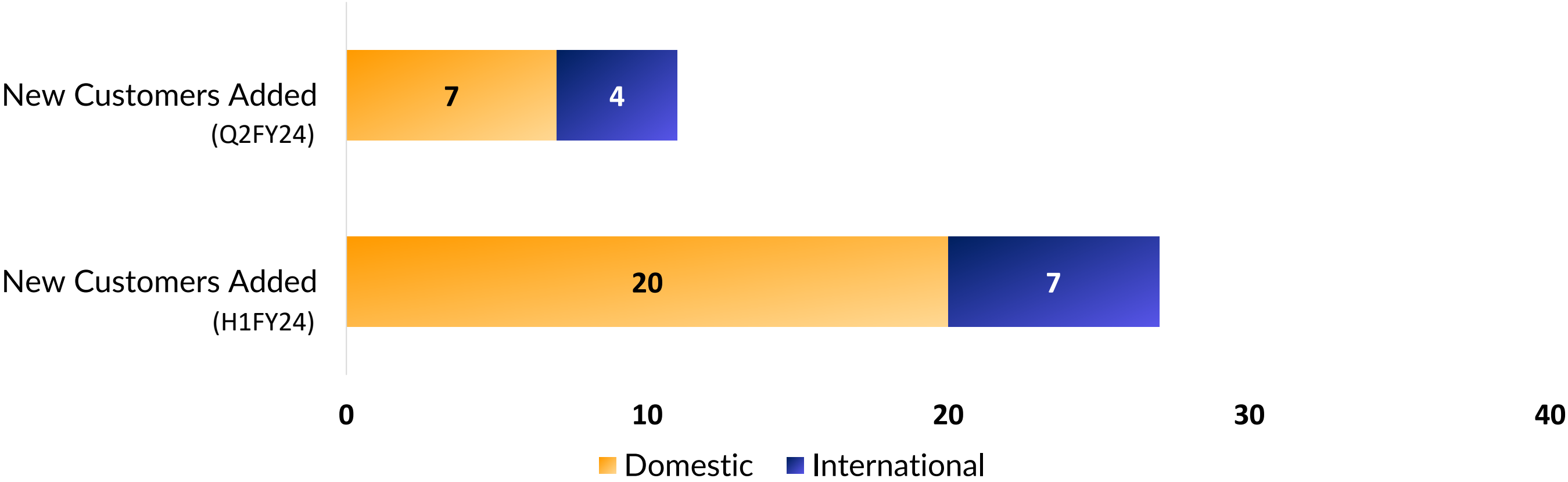
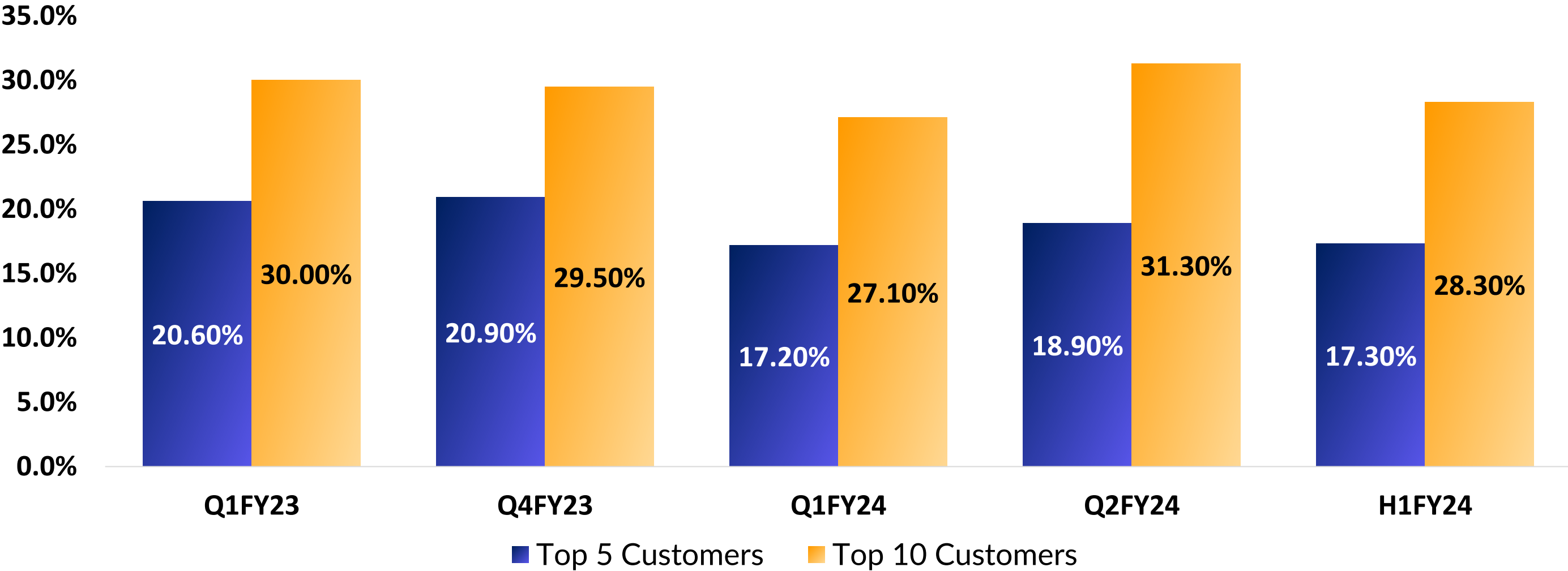
### Net Profit (INR Mn) & Net Profit Margin (%) (excl. extra ord)





# Customer Engagement

Revenue from Top Customers (%)



Top Customers



# Story Behind the Numbers





## BUSY Accounting Software transitioning to Azure

**Busy Accounting Software, an IndiaMart Company, decides to transition to Azure**

On mission to be 'the most secure accounting package on cloud'



**3,50,000+**

Active Users



**450+**

Channel Partners

- **Application Architecture redesign for 99.99% availability**
- **Security Architecture: Application & Users**
- **Deployment Strategy for Scalability**
- **Business Continuity and Data Availability strategy**
- **All new users being provisioned on Azure**
- **Majority of existing users to be migrated over 36 months**



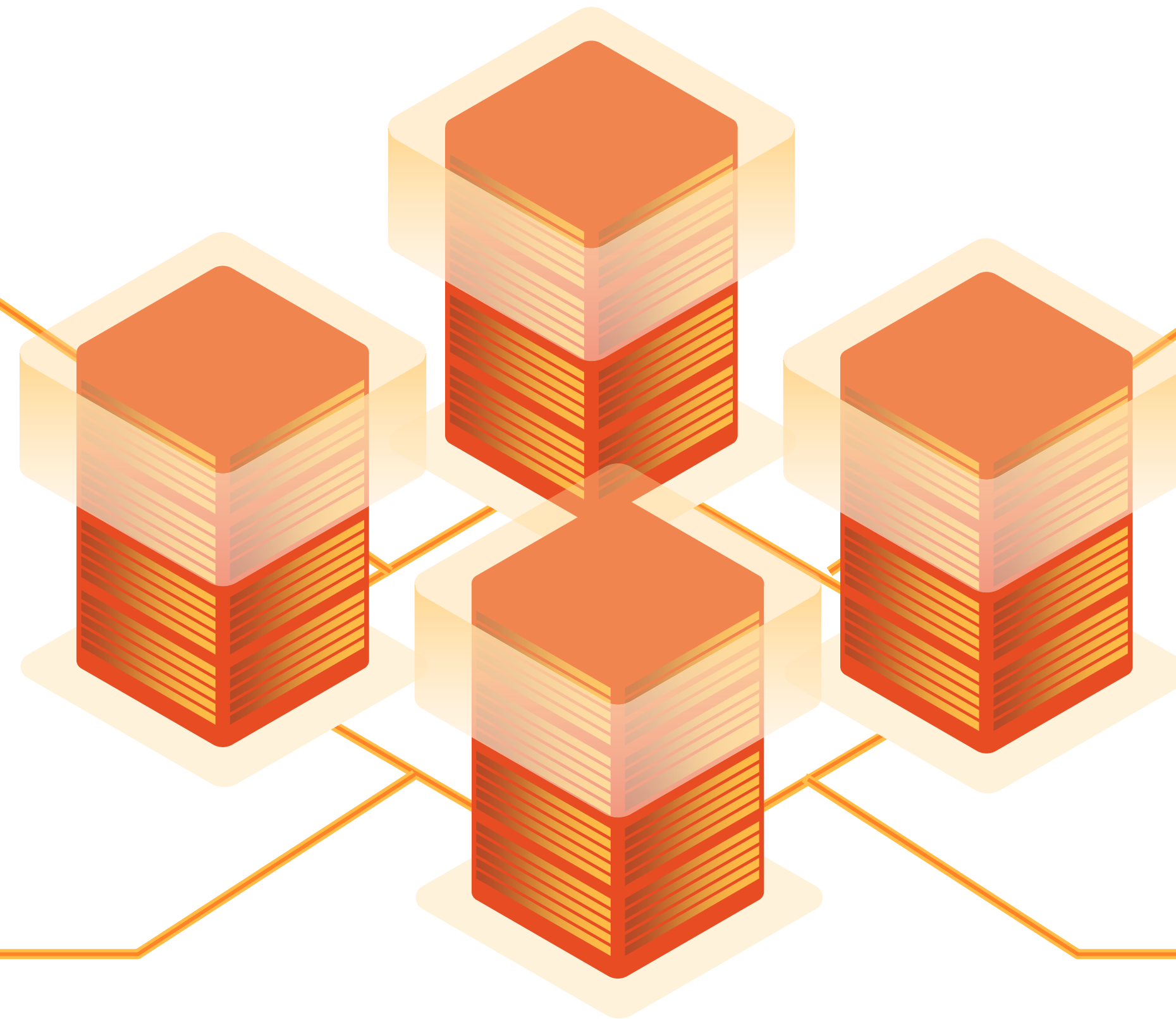
## EdTech 365: Solution Enrichment with Generative AI

**Product enriched with the power of Generative AI from Azure Open AI Services**

**Solution (phase-1) gone live in - American University Antigua and SI UK.**

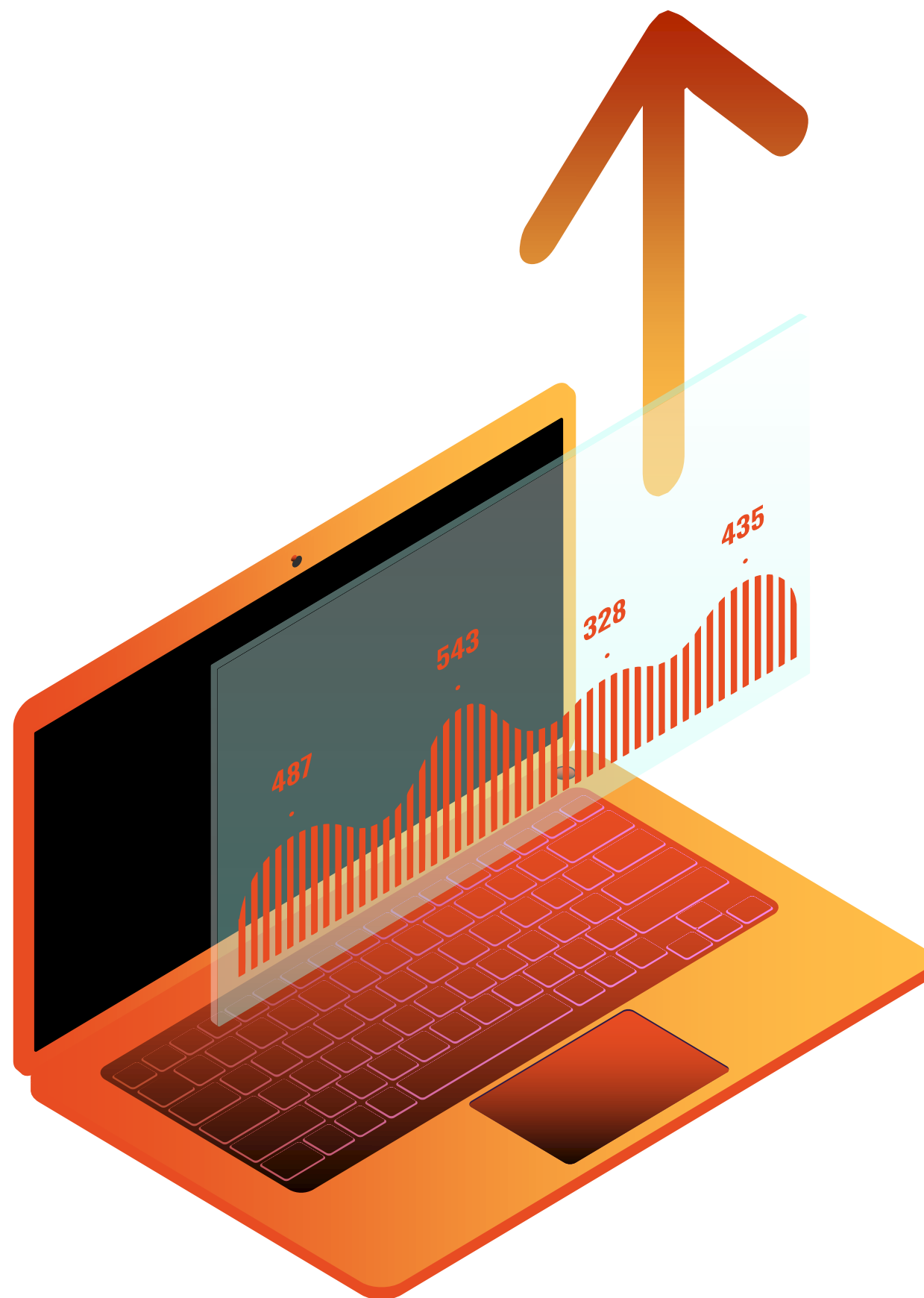
**New Customer Win: One prominent Indian University awards LOI to adopt the solution.**

**Assessment underway by several other Universities.**



# BAFINS-CX Builds Traction

## Banking & Financial Services Industry Solution



Customer Win:  
**National Bank of Kenya**

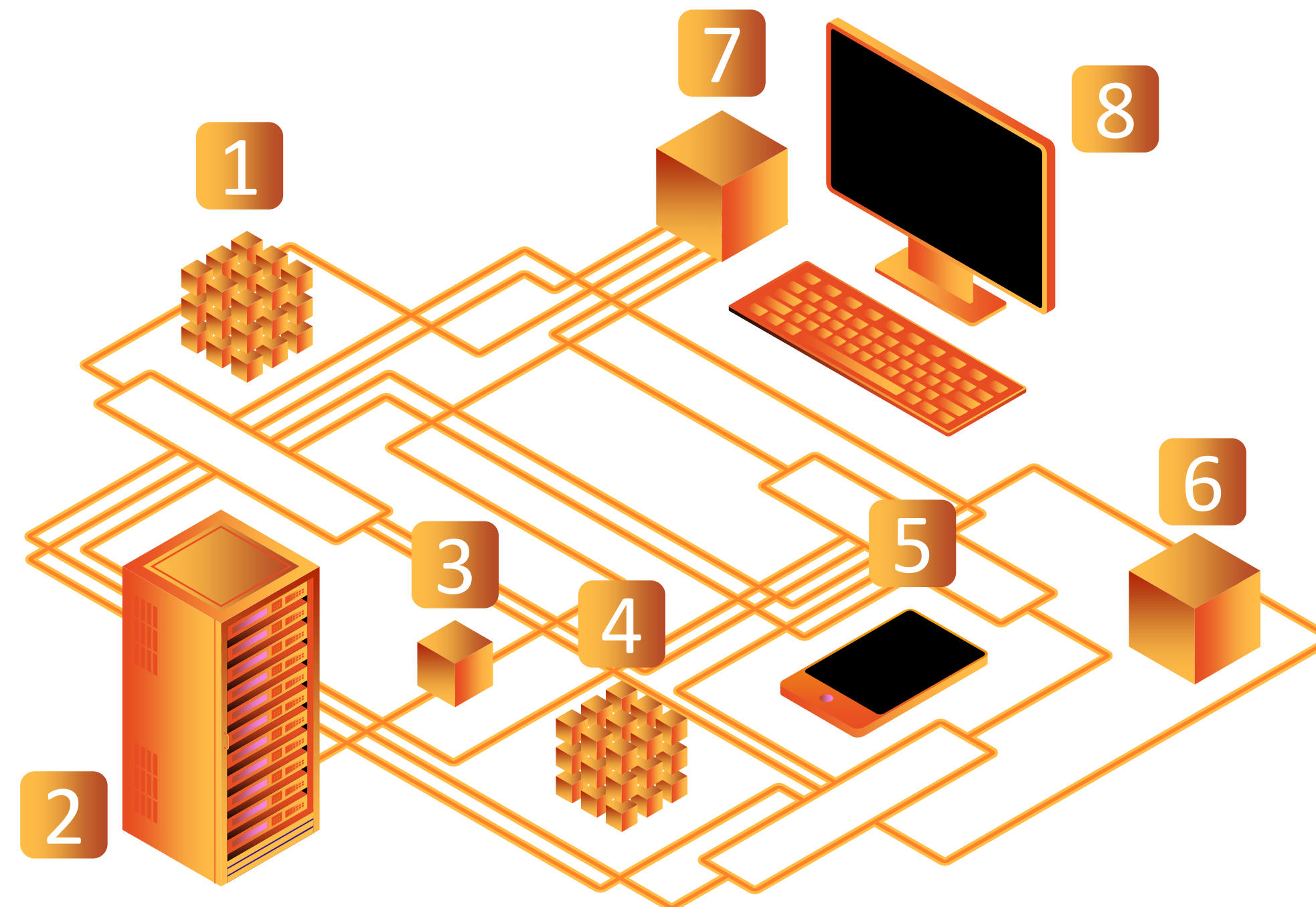
Omni channel integration  
with SMS, Email, CTI &  
WhatsApp

Social media engagements  
powered by Alletec's  
**CEKonnnect**

- Enabling Banks and Financial Services organizations strengthen Customer Relationships
- Built on Microsoft Dynamics 365, BAFINS-CX empowers financial services professionals enhance customer service, sales, marketing effectiveness and relationship management by **providing actionable insights and streamlining processes.**
- Benefits:** Enhanced operational productivity | Customer Satisfaction | Customer Loyalty; all enhancing long term profitability

## Business Intelligence and Analytics System (BIAS) for ZECHL

- Zambia Electronic Clearing House Ltd. selects Alletec for a sizable Data Engineering project
- National Financial Switch Electronic Fund Transfer | Cheque Clearing
- Development of Datawarehouse
- Data Analytics & Visualization



- Data Transformation: Cleansing & Harmonization
- Multi-dimensional Data Modelling
- Data Governance & Access
- AI | ML (Phase 2)



# Strengthening Marketing in Americas

## Microsoft Business Applications Community Summit NA 2023



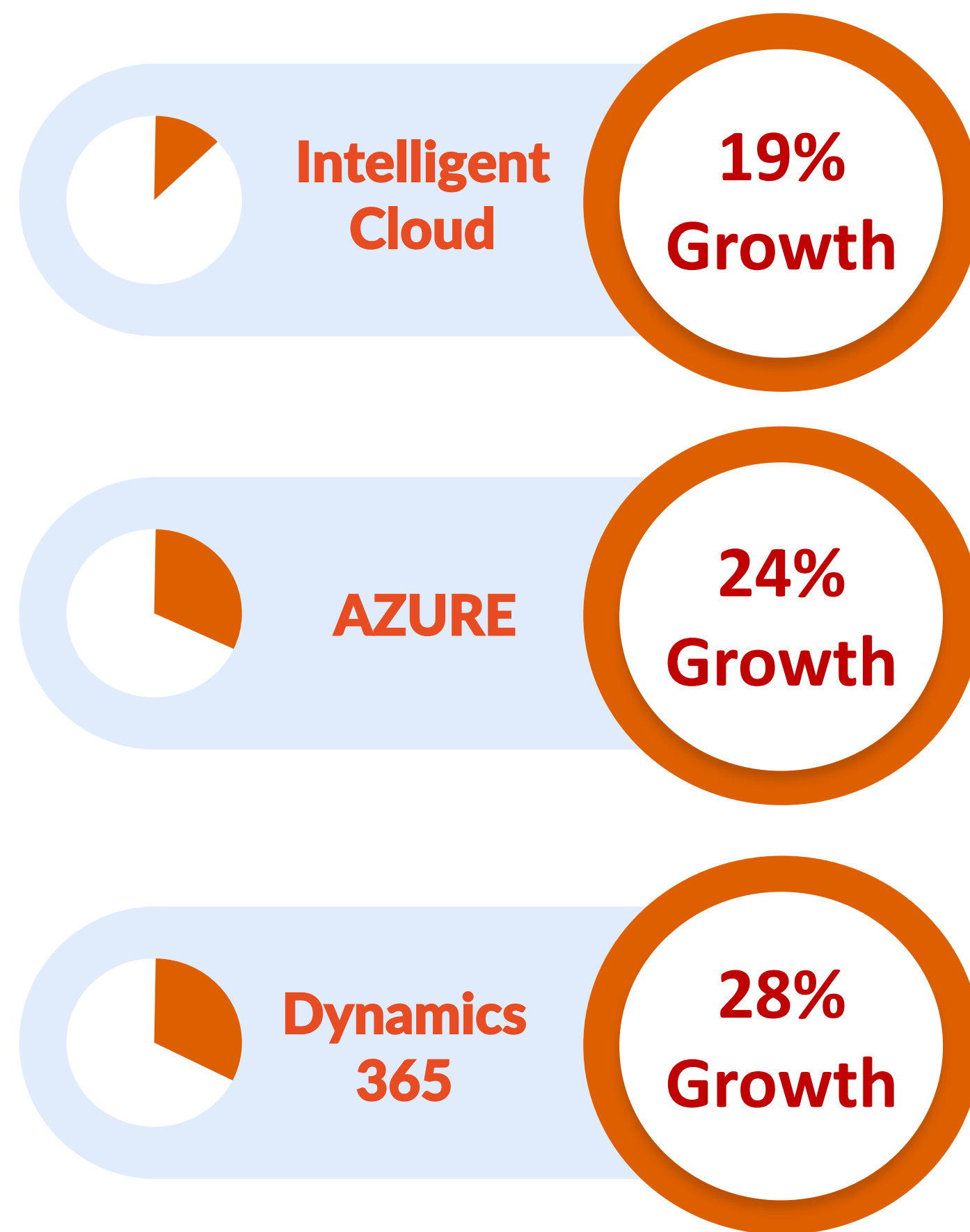
**Gold Sponsor & Exhibitor  
at the largest confluence  
of the Microsoft BizApps  
Partners & Customers in  
Americas.**



# Microsoft Solutions – Building Muscle

Microsoft product line – growing faster than the market (Q1 FY'24 data)

Microsoft strengthened leadership position in the **Data & AI** market



- Open AI's ChatGPT integration & enhancement continues
- 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

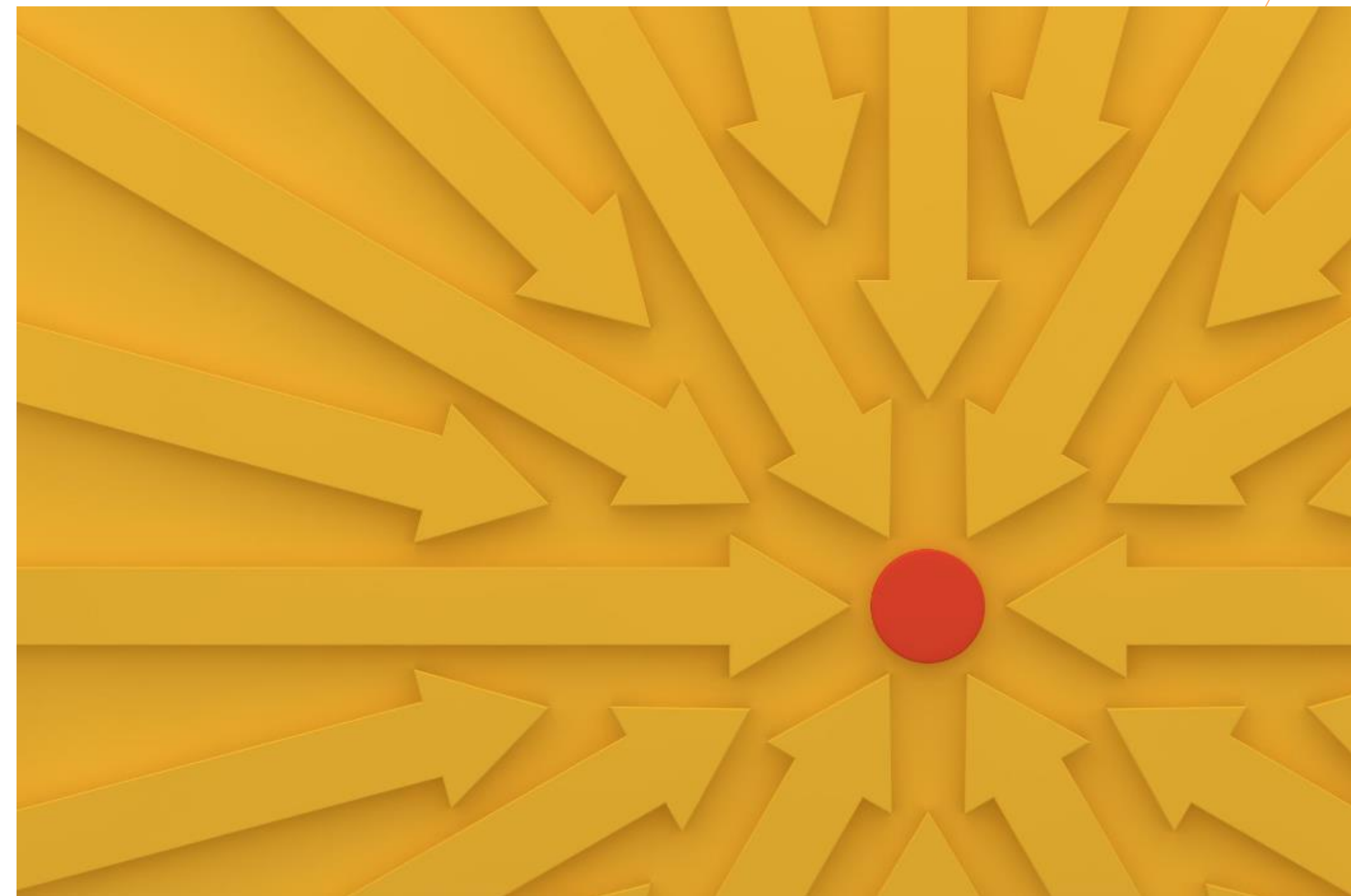
Demand for low-code, no-code applications for automation of point solutions and other bespoke applications will grow significantly faster than before

06

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



# What's Steady



# A Digital Transformation Solutions Company



**June, 2000**  
Inception



**December, 2022**  
Year of Listing



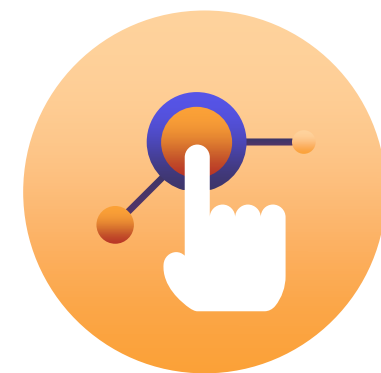
**900+**  
Customer Base



**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





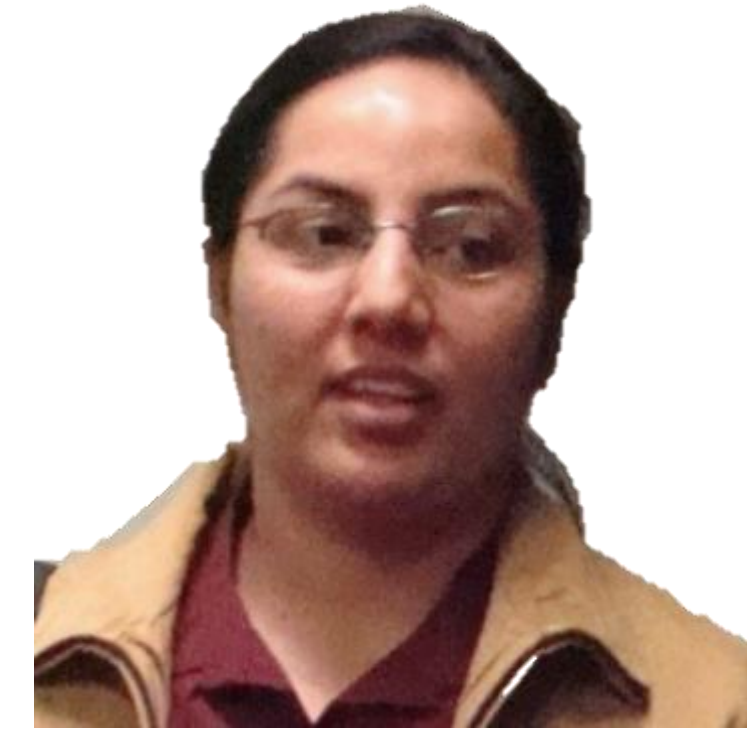
# Board of Directors



**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

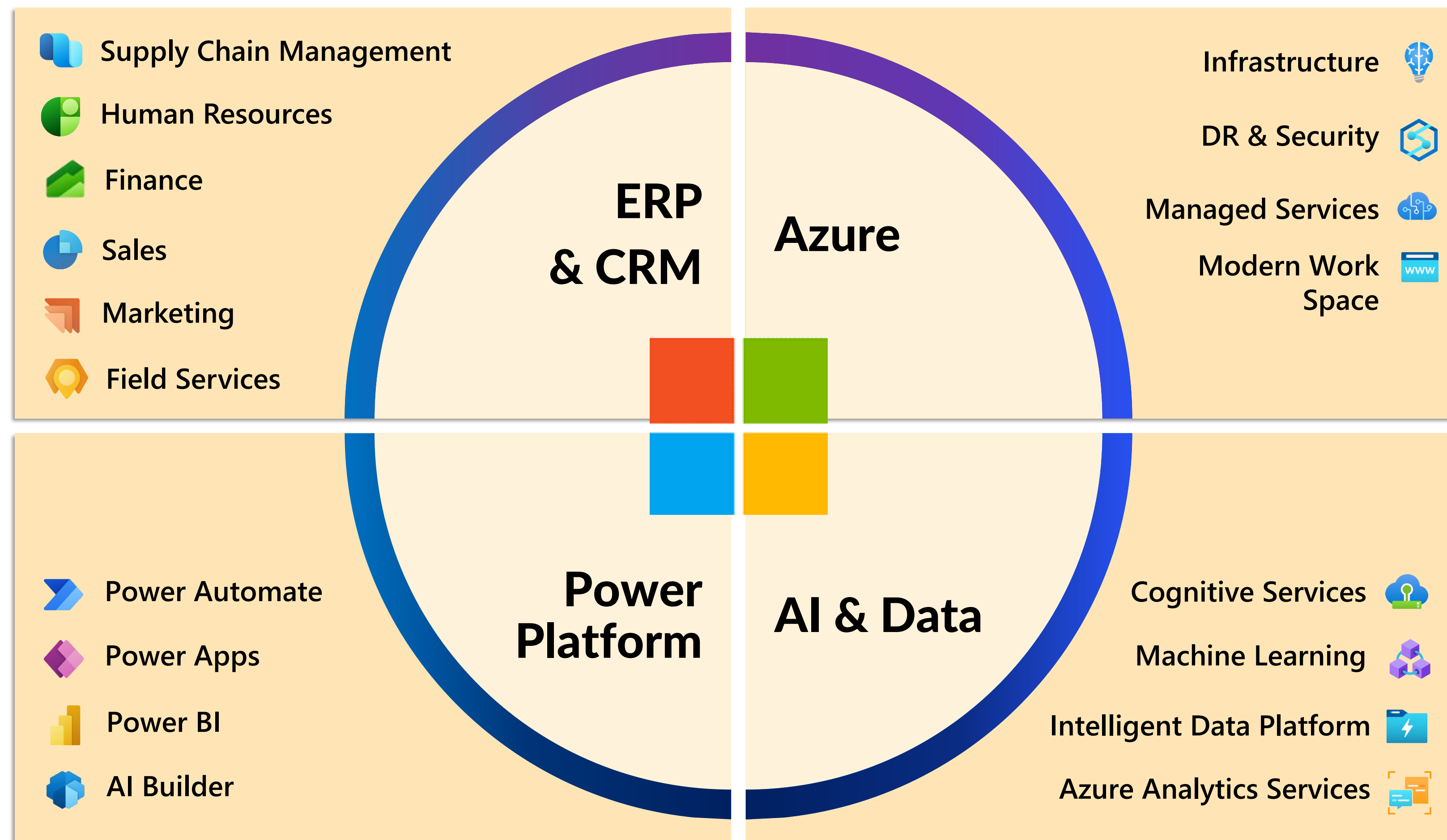


**Ritu Sood**  
Executive Director



**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	Financial Services
	08	Manufacturing – Discreet & Process
	09	Food & Beverages
	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.

# 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

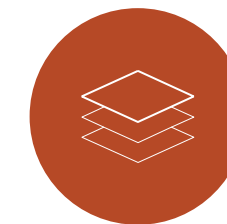
- Significant Customer base over 2 decades
- Industry Solutions & IP
- Experience of projects in ~30 countries
- Deep competence in Microsoft BizApps
- Strong Alignment with Microsoft
- Provider of Solutions & Consulting, rather than Resource Augmentation
- Leadership Position in our space

## Opportunities

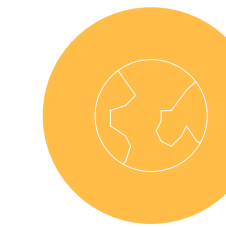
- Digital Transformation Momentum
- Strong Microsoft Growth in the space, growing faster than industry
- Infusion of Artificial Intelligence by Microsoft in all product lines
- India's emergence as a global economic power helping brand building & acceptance
- Inorganic Growth



S



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## Weaknesses

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



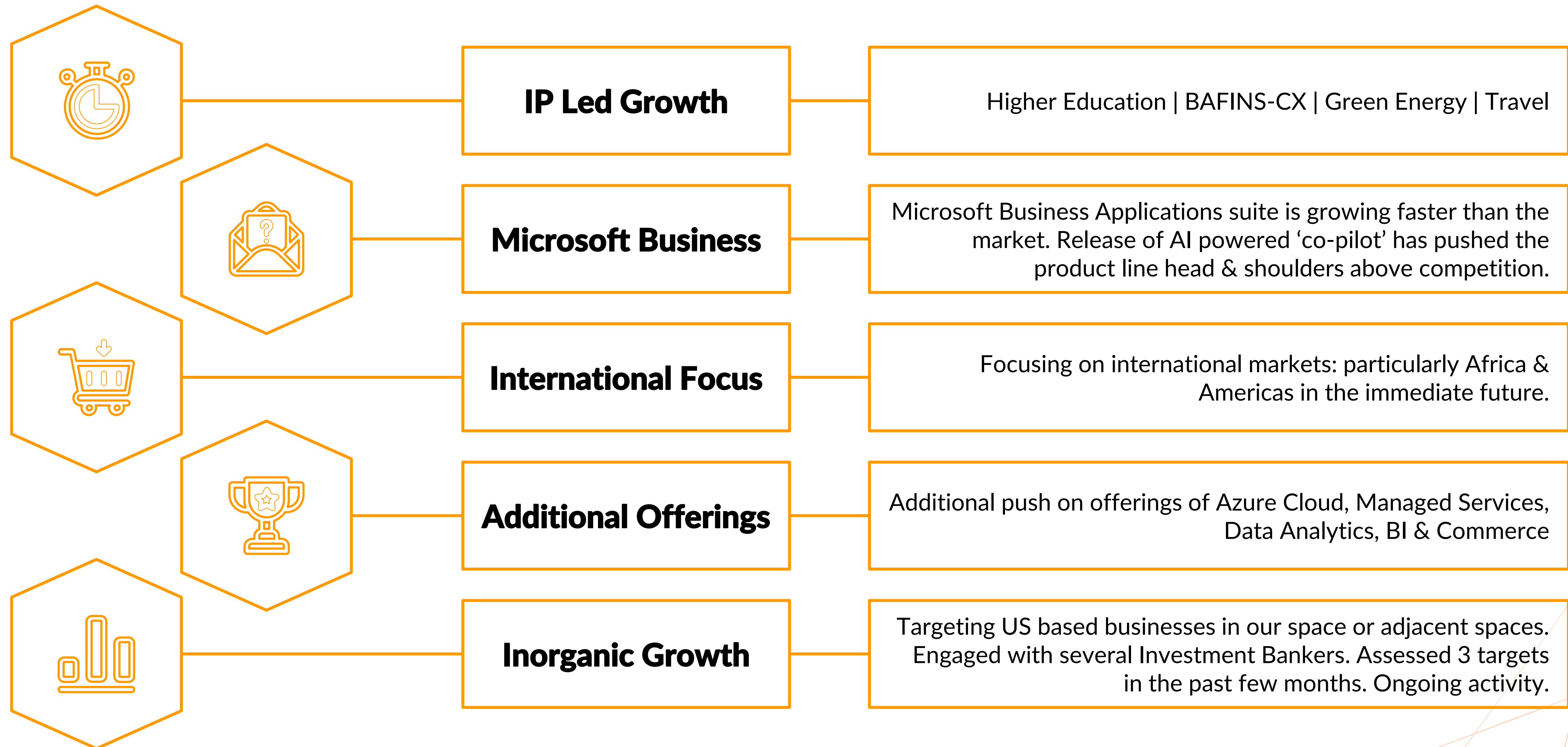
## Threats

- Increasing Cost of Talent

W

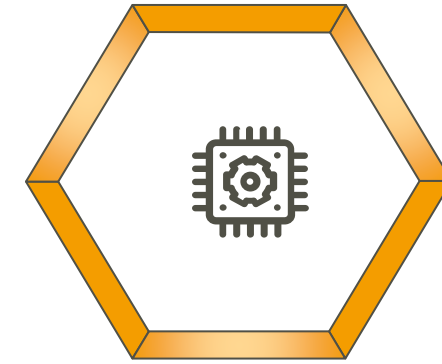
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# Growth Drivers



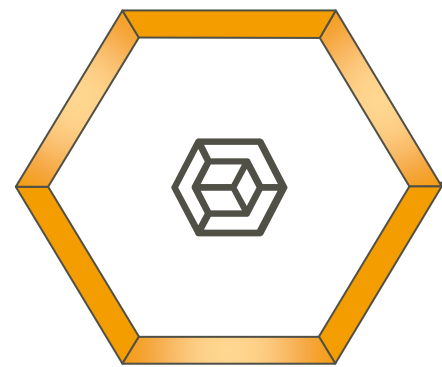


# Strategic Focus - Going Forward



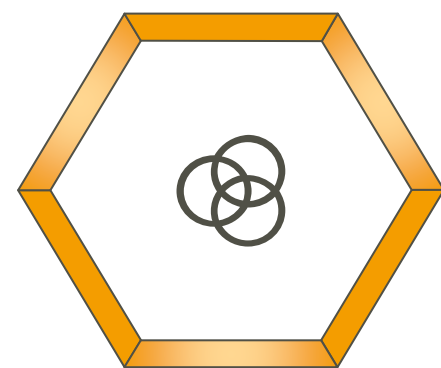
## IP Led Growth Higher Education & BAFINS-CX

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.



## International Business Strengthening

**Almost 65%** of Alletecs' **services revenue** comes from International customers, over 40% from the Americas market. Alletec will continue to focus on strengthening its' position in the Americas geography through organic and inorganic growth.

# Annexures





# Qtrly/Half Yearly Income Statement

Particulars (INR Mn).2%	Q2FY24	Q1FY24	Q2FY23	YoY%	QoQ%	H1FY24	H1FY23	H1oH1%
Revenue from Operations	288.4	270.3	190.7	51.2%	6.7%	558.7	416.2	34.2%
Other Income	18.9	17.1	5.2	262.0%	10.6%	36.0	11.8	205.7%
<b>Total Income from Operations</b>	<b>307.3</b>	<b>287.4</b>	<b>195.9</b>	<b>56.8%</b>	<b>6.9%</b>	<b>594.7</b>	<b>428.0</b>	<b>39.0%</b>
Total Expenditure	241.3	231.7	166.4	45.0%	4.1%	473.0	357.4	32.3%
<b>EBITDA</b>	<b>66.0</b>	<b>55.7</b>	<b>29.5</b>	<b>123.6%</b>	<b>18.6%</b>	<b>121.7</b>	<b>70.5</b>	<b>72.4%</b>
<b>EBITDA Margin (%)</b>	<b>21.5%</b>	<b>19.4%</b>	<b>15.1%</b>	<b>+642 bps</b>	<b>+211 bps</b>	<b>20.5%</b>	<b>16.5%</b>	<b>+397 bps</b>
Depreciation	2.3	2.3	1.4	64.2%	3.2%	4.6	2.8	65.6%
<b>Profit Before Interest &amp; Tax</b>	<b>63.7</b>	<b>53.4</b>	<b>28.1</b>	<b>126.6%</b>	<b>19.2%</b>	<b>117.1</b>	<b>67.8</b>	<b>72.7%</b>
Interest	0.0	0.0	0.0	-81.3%	20.0%	0.0	0.1	-91.7%
<b>Profit Before Tax</b>	<b>63.7</b>	<b>53.4</b>	<b>28.1</b>	<b>126.9%</b>	<b>19.2%</b>	<b>117.1</b>	<b>67.7</b>	<b>73.0%</b>
Minority Share Adjusted	(0.1)	(0.1)	0.0	-	-	(0.2)	0.3	-
Tax	(15.7)	(12.9)	(6.2)	153.6%	21.4%	(28.5)	(16.5)	72.8%
<b>Net Profit (excl. extra ord)</b>	<b>47.9</b>	<b>40.4</b>	<b>21.9</b>	<b>118.9%</b>	<b>18.6%</b>	<b>88.3</b>	<b>51.5</b>	<b>71.7%</b>
<b>Net Profit Margin (%) (excl. extra ord)</b>	<b>15.6%</b>	<b>14.1%</b>	<b>11.2%</b>	<b>+442 bps</b>	<b>+153 bps</b>	<b>14.9%</b>	<b>12.0%</b>	<b>+283.4 bps</b>
Extraordinary Items	-	-	4.7	-	-	-	4.7	-
<b>Net Profit (incl. extra ord)</b>	<b>47.9</b>	<b>40.4</b>	<b>26.6</b>	<b>80.3%</b>	<b>18.6%</b>	<b>88.3</b>	<b>56.1</b>	<b>57.4%</b>
<b>EPS (Rs) (excl. extra ord)</b>	<b>2.37</b>	<b>2.00</b>	<b>1.43</b>	<b>66.2%</b>	<b>18.6%</b>	<b>4.37</b>	<b>3.36</b>	<b>30.4%</b>
<b>EPS (Rs) (incl. extra ord)</b>	<b>2.37</b>	<b>2.00</b>	<b>1.73</b>	<b>36.9%</b>	<b>18.6%</b>	<b>4.37</b>	<b>3.66</b>	<b>19.5%</b>

# 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>

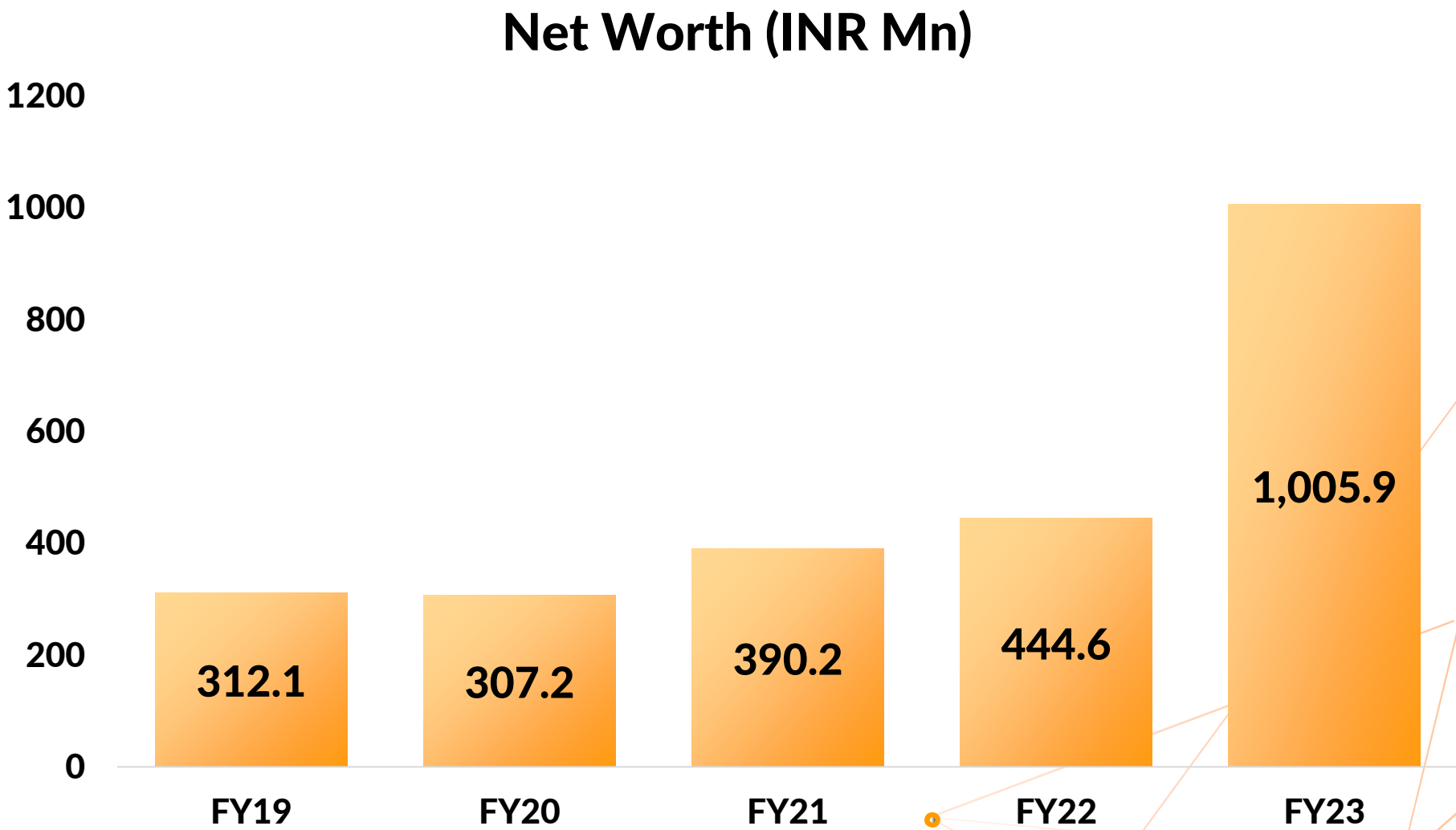
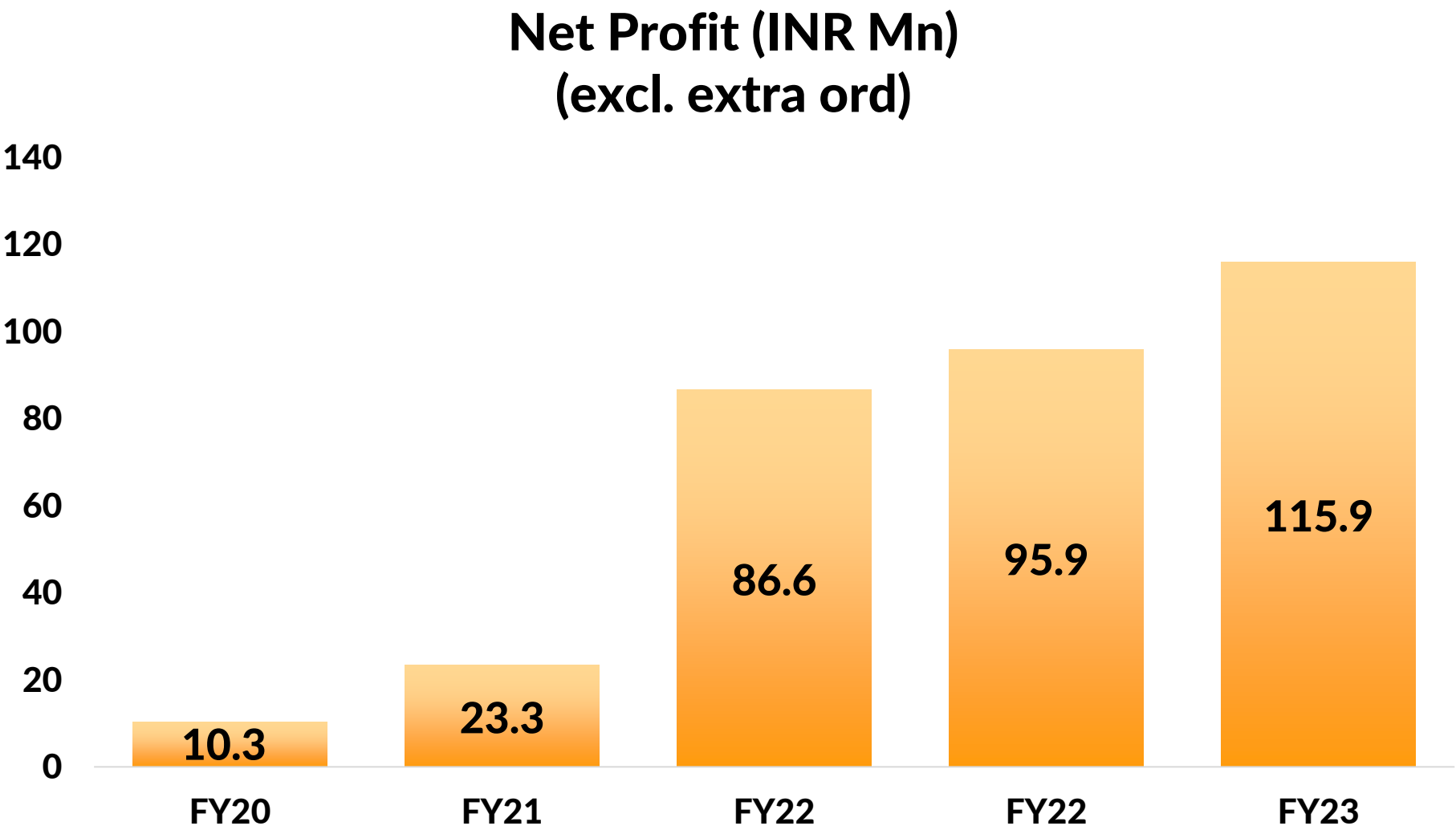
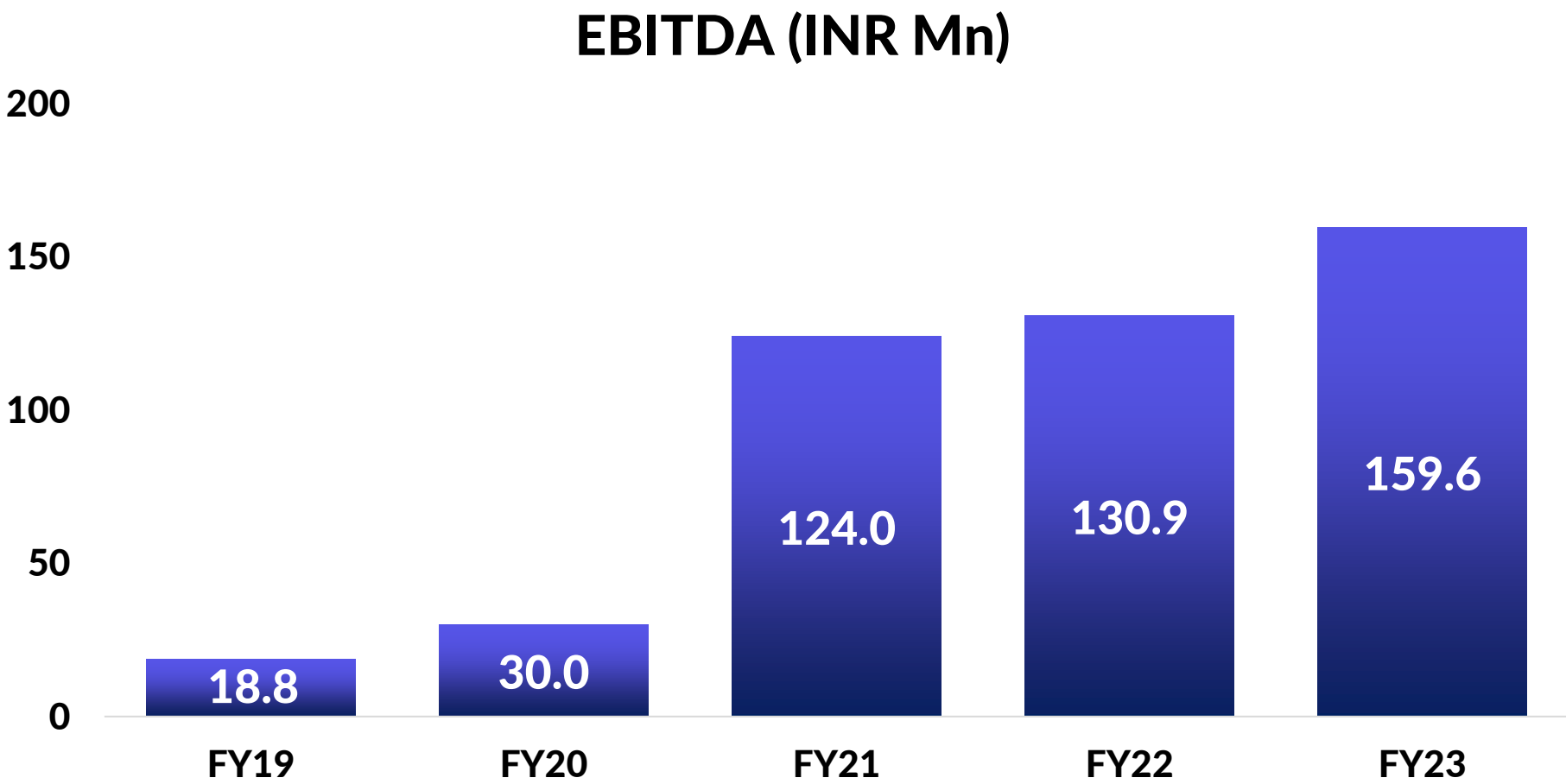
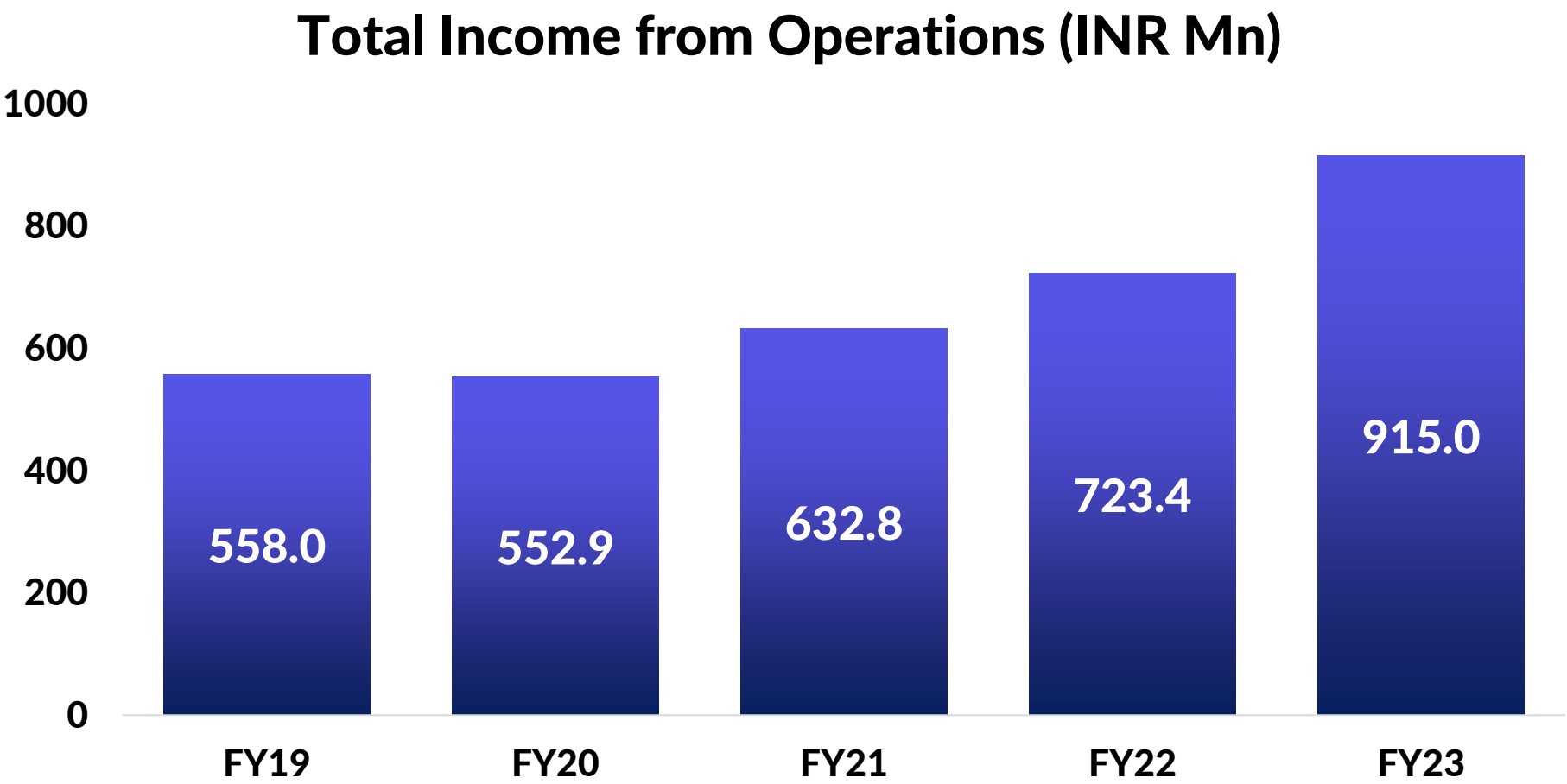
# Balance Sheet

Particulars (INR Mn)	H1-24	FY23
<b>Equity and Liabilities</b>		
<b>Shareholders' Fund</b>		
Share Capital	201.9	201.9
Reserves & Surplus	863.7	803.9
Minority Interest	1.5	1.4
<b>Total Equity</b>	<b>1067.2</b>	<b>1007.3</b>
<b>Non-Current Liabilities</b>		
Long Term Provisions	26.5	25.9
<b>Total Non-Current Liabilities</b>	<b>26.5</b>	<b>25.9</b>
<b>Current Liabilities</b>		
Short Term Borrowings	-	-
Trade Payables	68.2	47.0
Other Current Liabilities	101.8	77.0
Dividend Payable	20.2	-
Short Term Provisions	133.6	80.4
<b>Total Current Liabilities</b>	<b>323.7</b>	<b>204.4</b>
<b>Total Equity and Liabilities</b>	<b>1,417.4</b>	<b>1,237.6</b>

Particulars (INR Mn)	H1-24	FY23
<b>Assets</b>		
<b>Non-Current Assets</b>		
Fixed Assets		
(a) Tangible Assets	11.0	10.8
(b) Intangible Assets	19.3	21.5
Non Current Assets	35.5	31.8
Deferred Tax Assets (Net)	2.0	2.0
Long Term Loans & Advances	-	8.3
Other Non Current Assets	43.6	42.2
<b>Total Non-Current Assets</b>	<b>111.4</b>	<b>116.6</b>
<b>Current Assets</b>		
Trade Receivables	148.0	116.3
Cash & Cash Equivalents	1019.2	942.0
Short Term Loans & Advances	99.9	54.9
Other Current Assets	39.0	7.8
<b>Total Current Assets</b>	<b>1,306.1</b>	<b>1,121.0</b>
<b>Total Assets</b>	<b>1,417.4</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



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



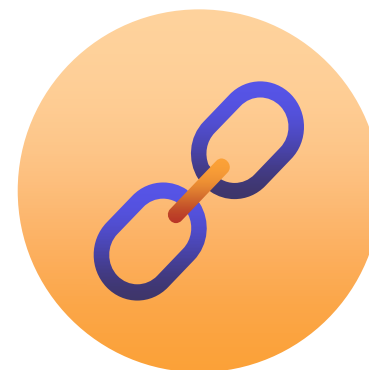
## 2000-2009

- 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.



# THANKS

For further details please contact:

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