

# ALLETEC INVESTORS CALL QUARTER ENDING DECEMBER 2022



# Know Your Company in Numbers

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April – December 2022

**65.62 Cr**

Revenue YTD 2022

**10.66 Cr**

PBT YTD 2022

**8.81 Cr**

PAT YTD 2022

**29**

Customer Add YTD 2022

**43%**

International Service Revenue  
YoY Growth

**76%**

Repeat + Recurring Revenue

**15%**

Receivable as part of Revenue

**~325**

Team Strength



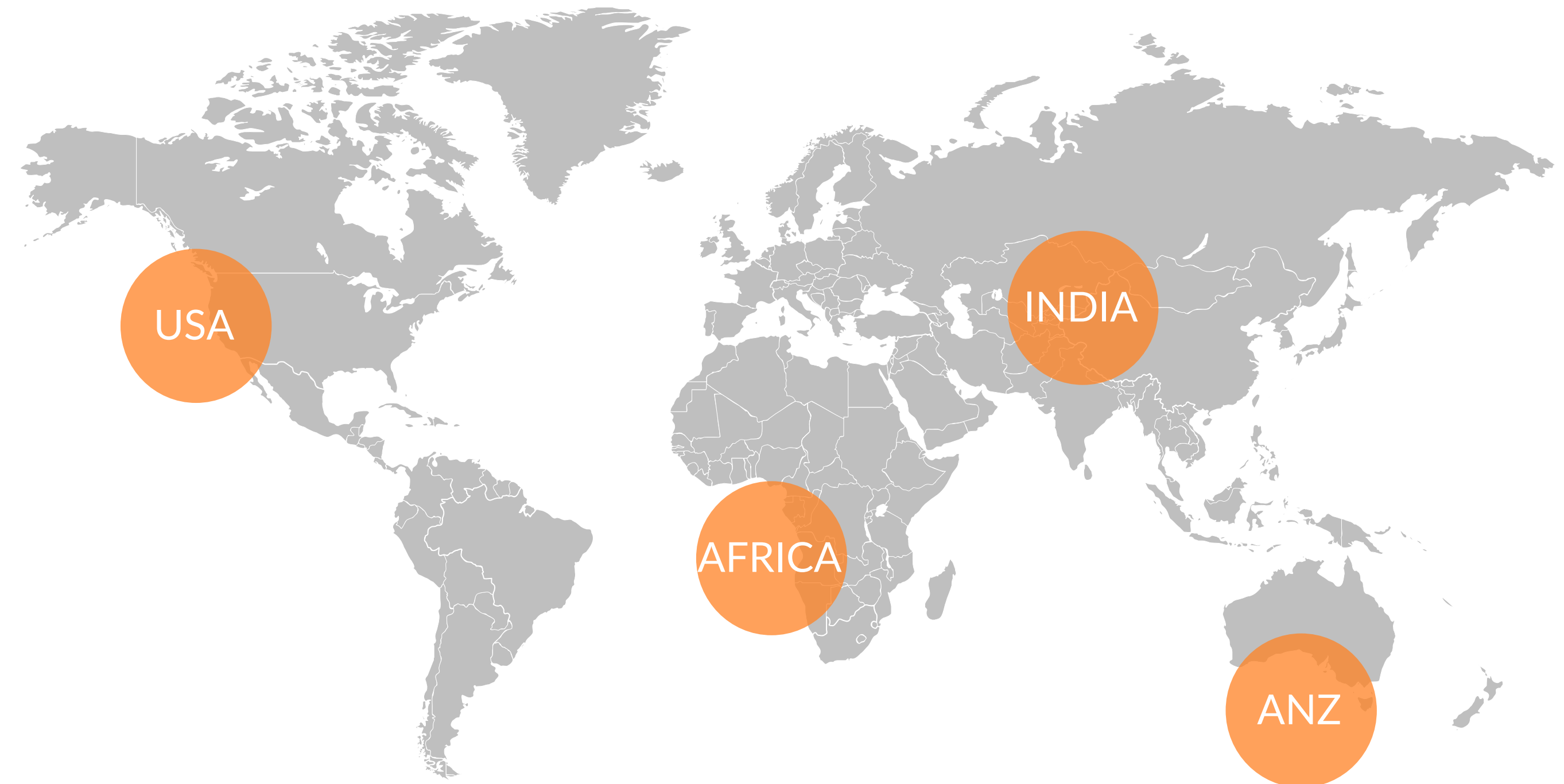
# ABOUT US

# Alletec – Digital Transformation Catalyst

On a **Mission** to enable organizations worldwide enhance predictability through Digital Transformation

A journey guided by the **Core Values** of:

- Responsiveness
- Integrity & Dignity
- Attention to Details
- Living up to customer's Trust
- Hunger for Learning & Innovation
- Grace Under Fire





# Digital Transformation Catalyst

Leveraging Digital Technologies & Cloud

Alletec helps **Customers across the Globe** transform **Operations | Experiences | Products & Services | Relationships** to bring together

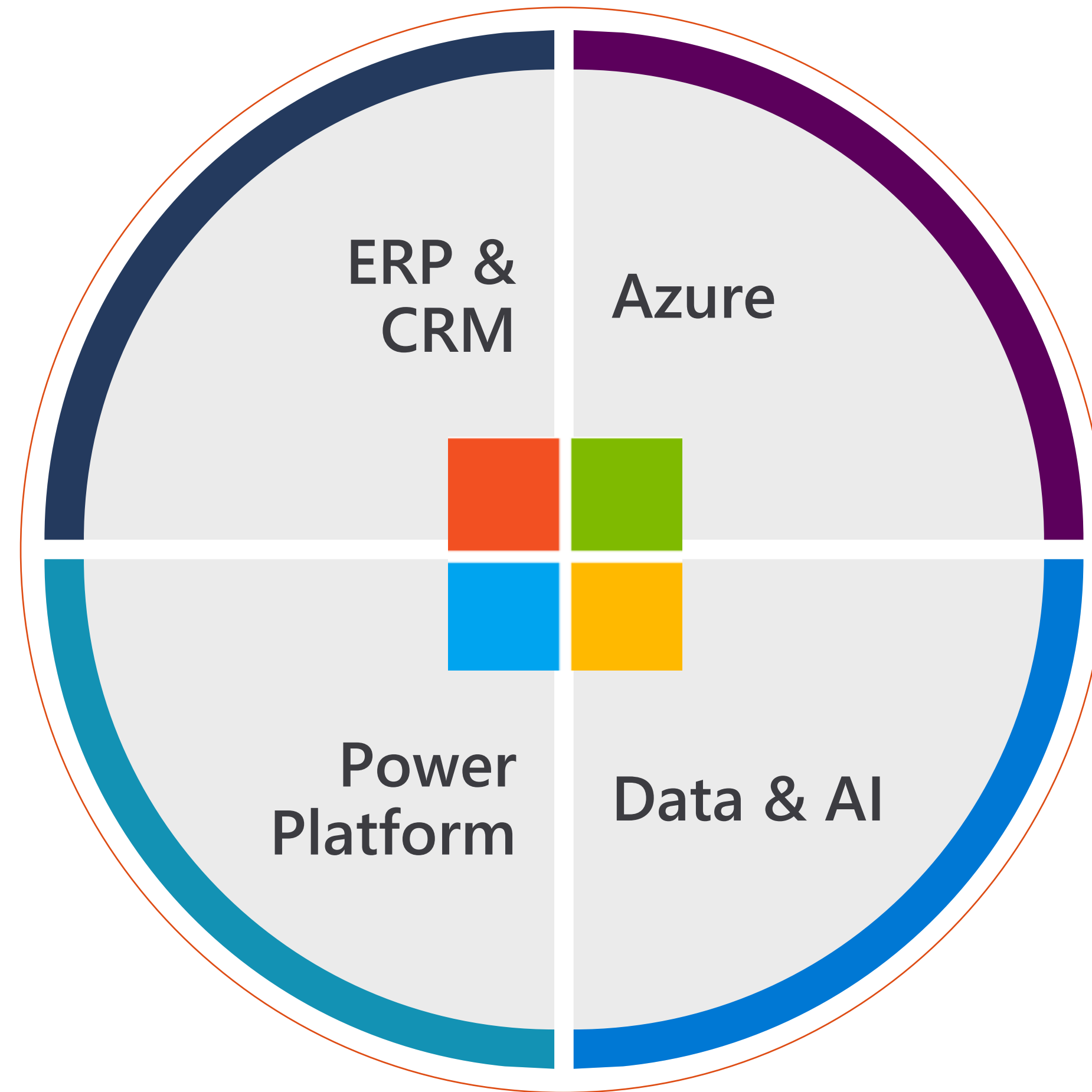
- Company & Customers
- Factory & Field Service
- Storefront & Supply chain
- Patients & Providers
- People & Governments

by putting in place **integrated operational systems of ERP | CRM | Collaboration | Commerce** and enable businesses draw **actionable insights from Data**.



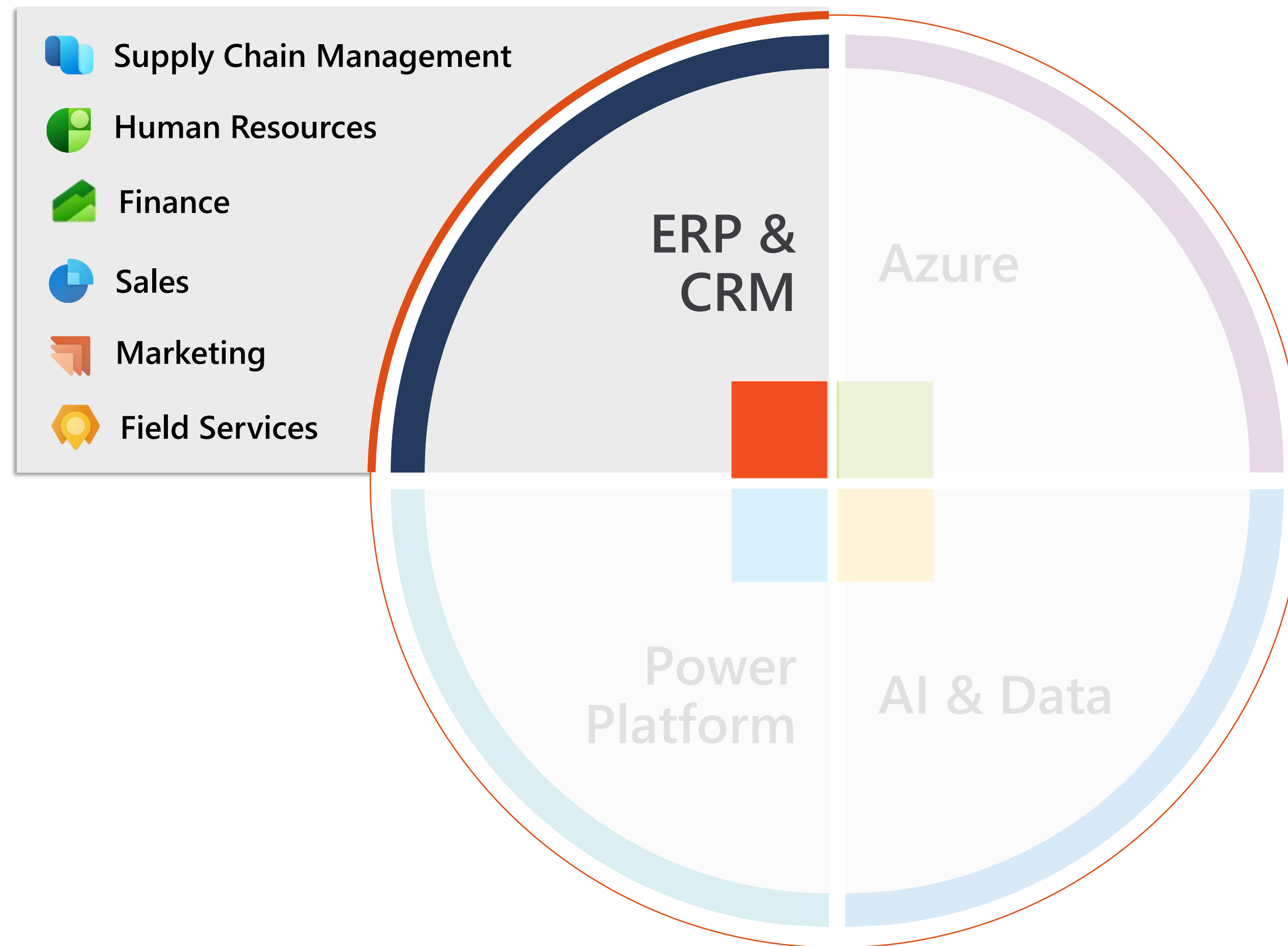
# Digital Transformation Catalyst

Building on Microsoft Stack of Intelligent Business Applications



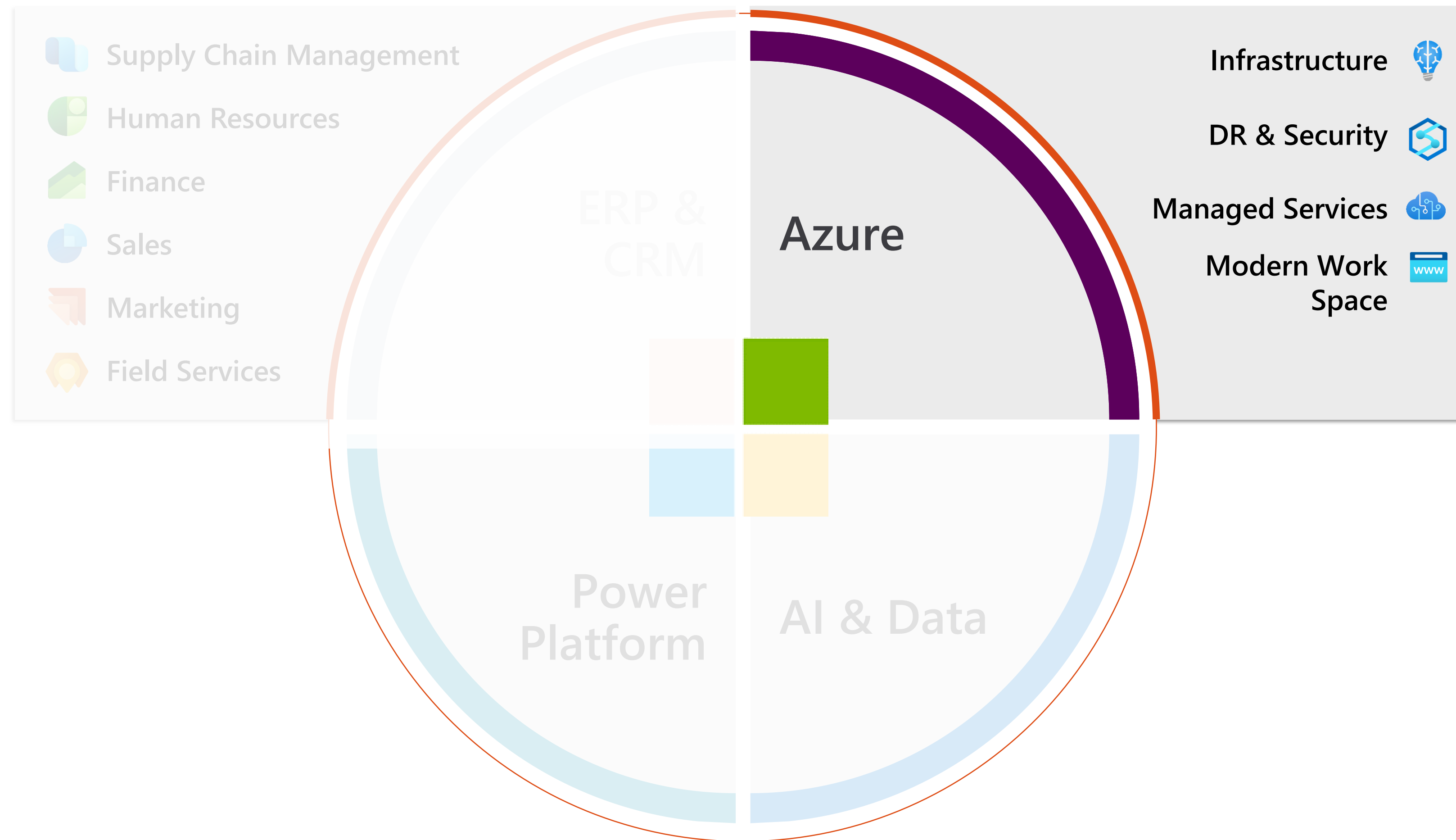
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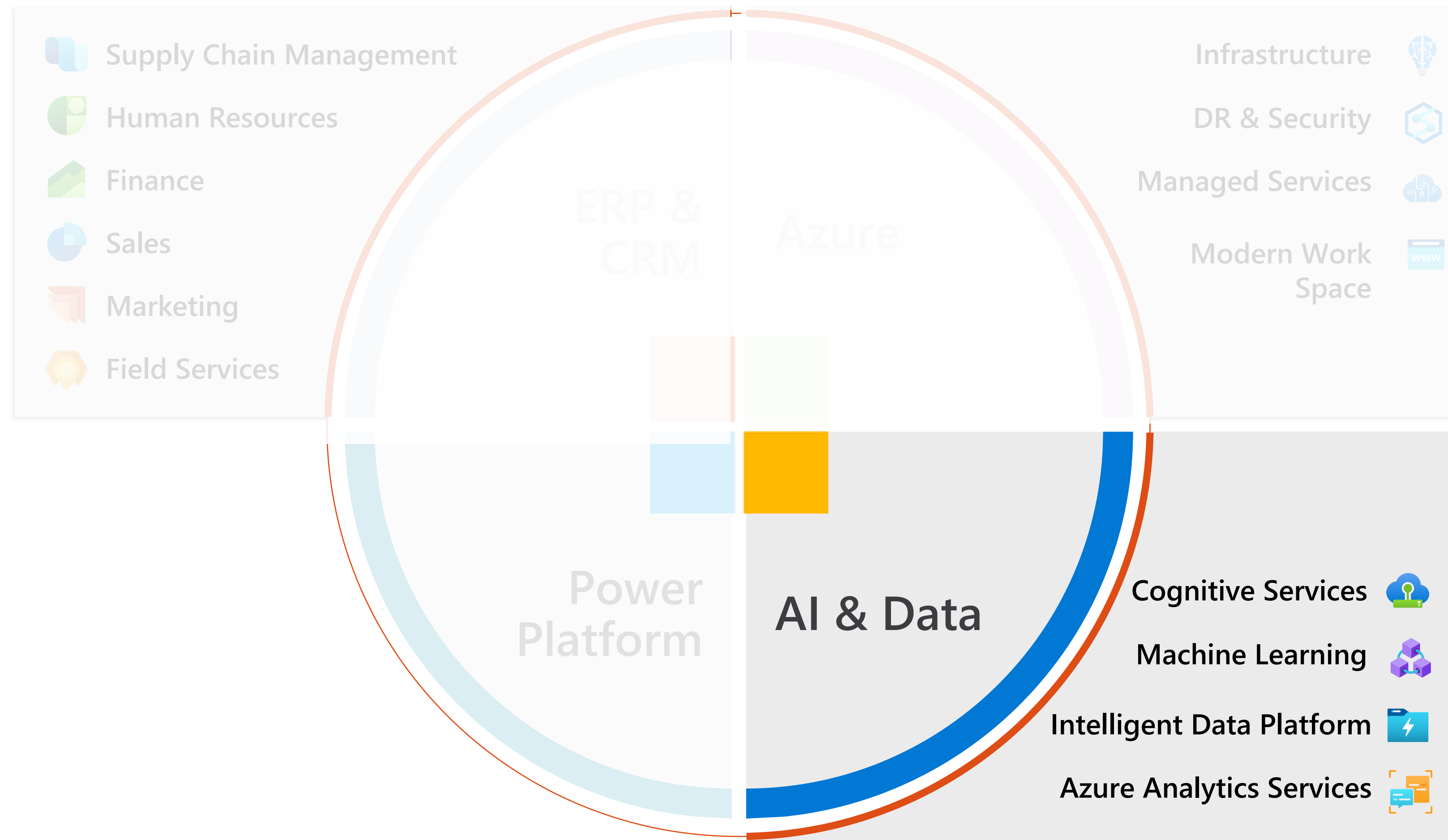
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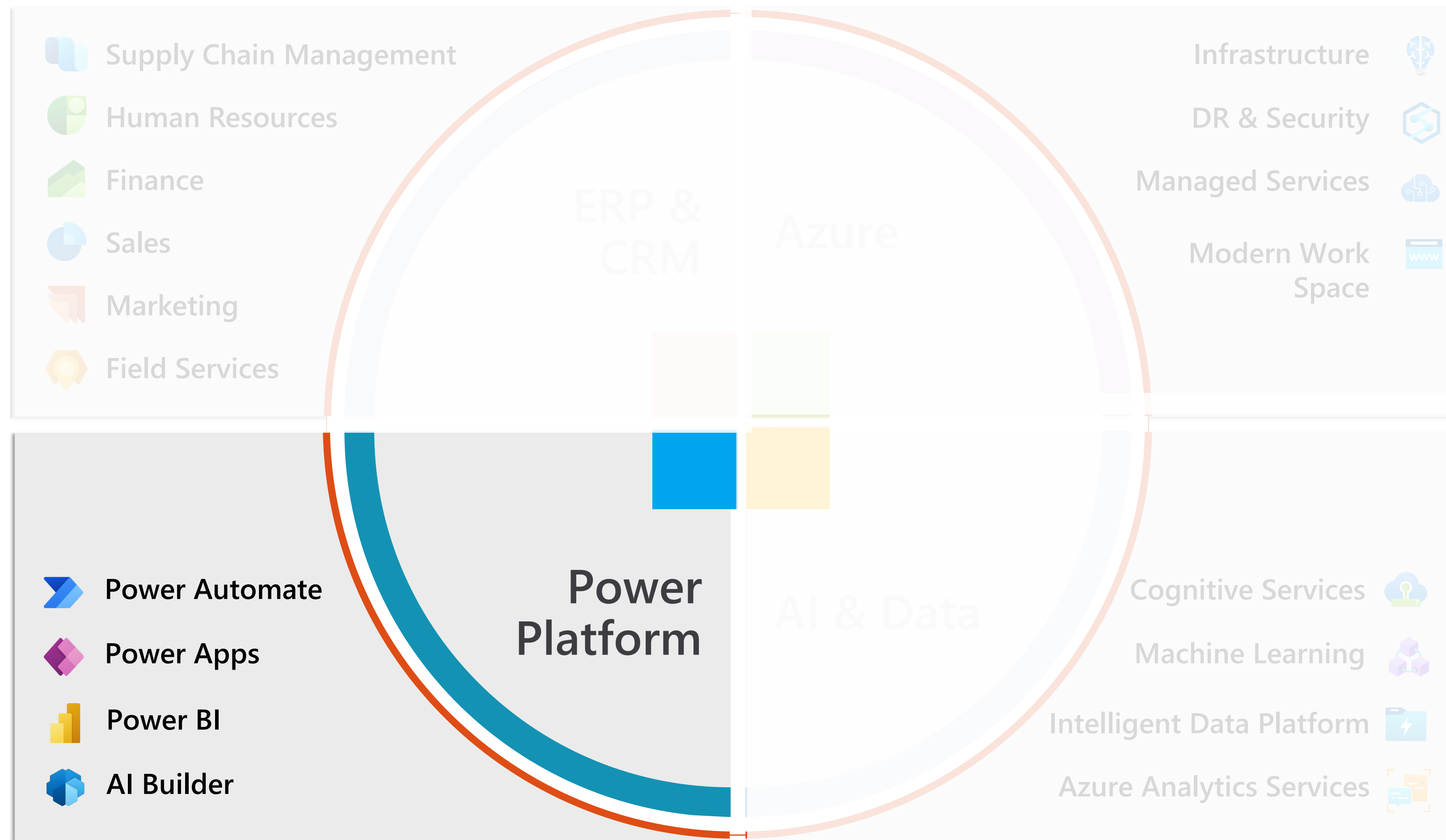
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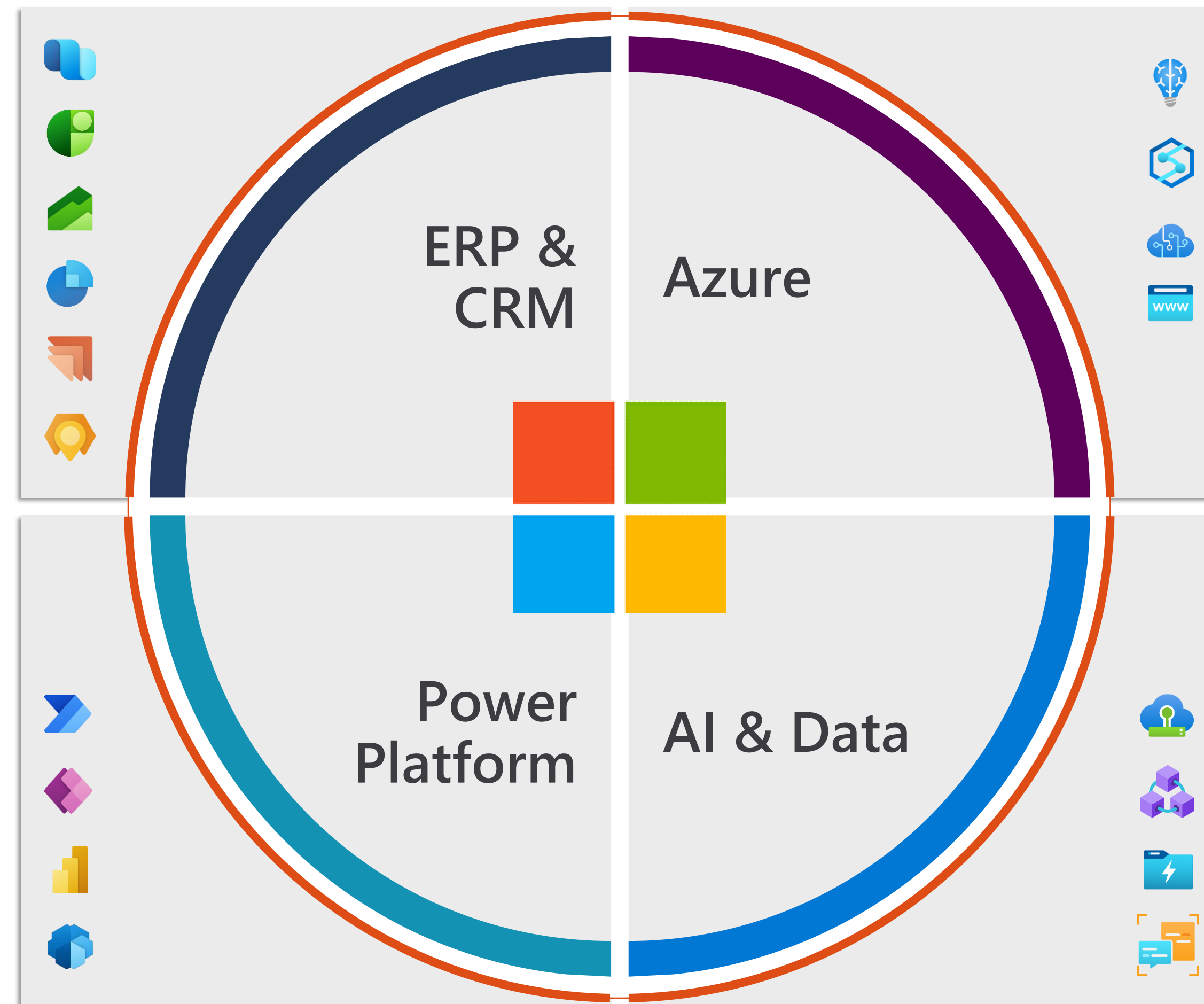
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# Digital Transformation Catalyst

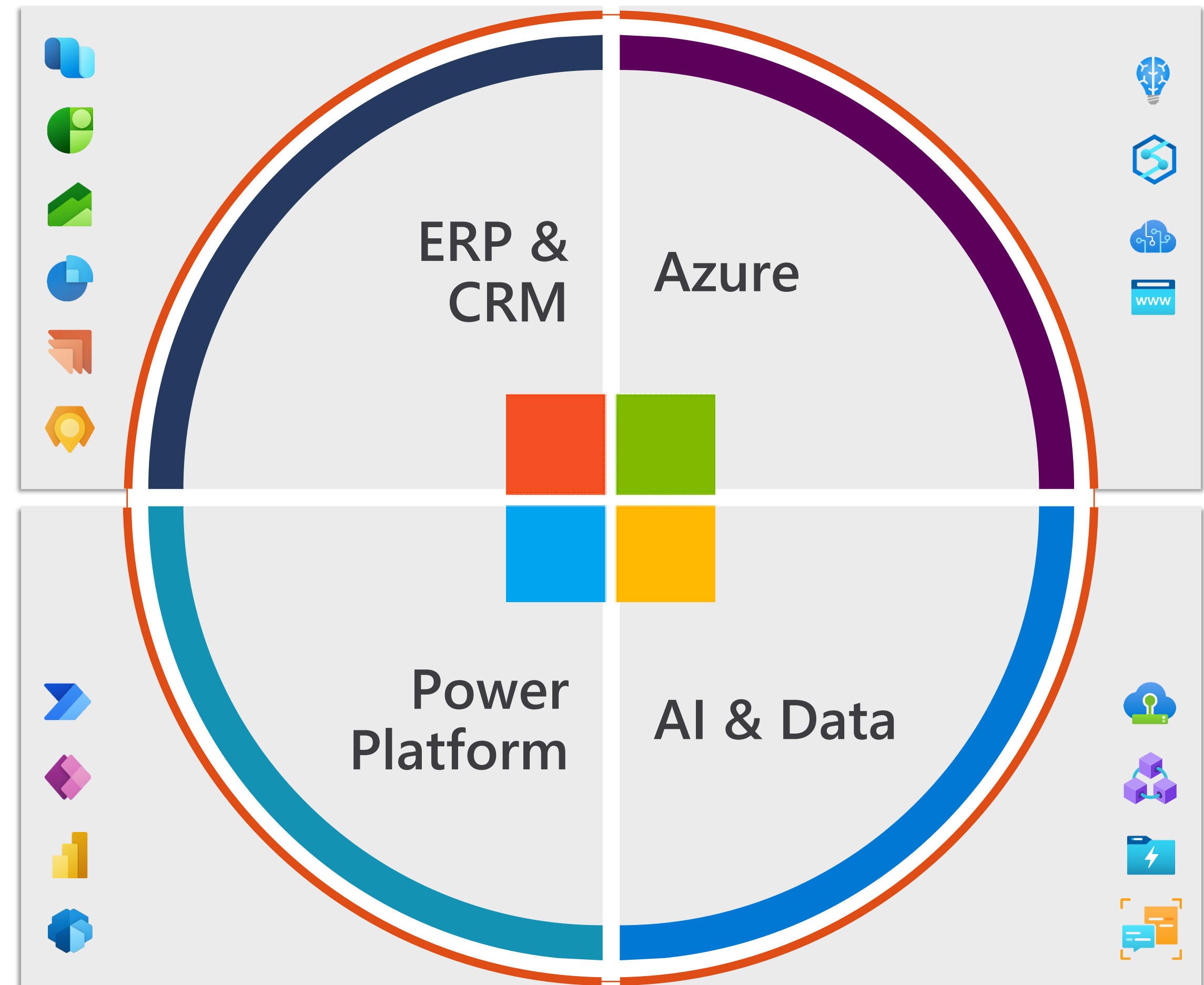
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# Digital Transformation Catalyst

Building on Microsoft Stack of Intelligent Business Applications

## Industry Solutions



# Winning Accolades Since 2004





# Multi-pronged Microsoft Relationship

Microsoft Engineering  
Services

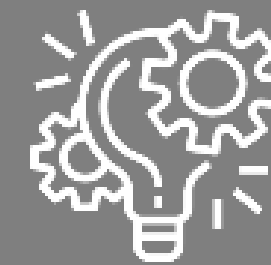
Sustained Engineering

Feature Development

Dynamics 365 Business Central  
Localization



Top Tier Partner – BizApps & Cloud



Product Engr. & Development



Master VAR



ISV Development Center

# Meet The Board Of Directors

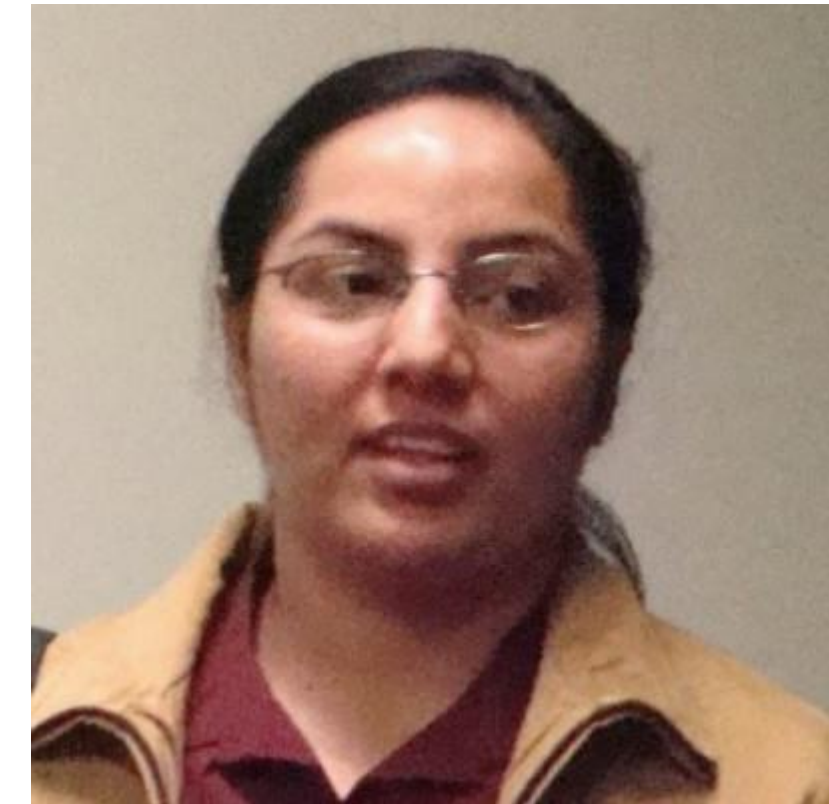
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**Ajay Mian**  
MD



**Rajiv Tyagi**  
Exec. Director



**Ritu Sood**  
Exec. Director



**Suman Mian**  
Non-Exec. Director



**Vinod Sood**  
Independent Director



**Sunil Goyal**  
Independent Director



# Meet The Leadership Team

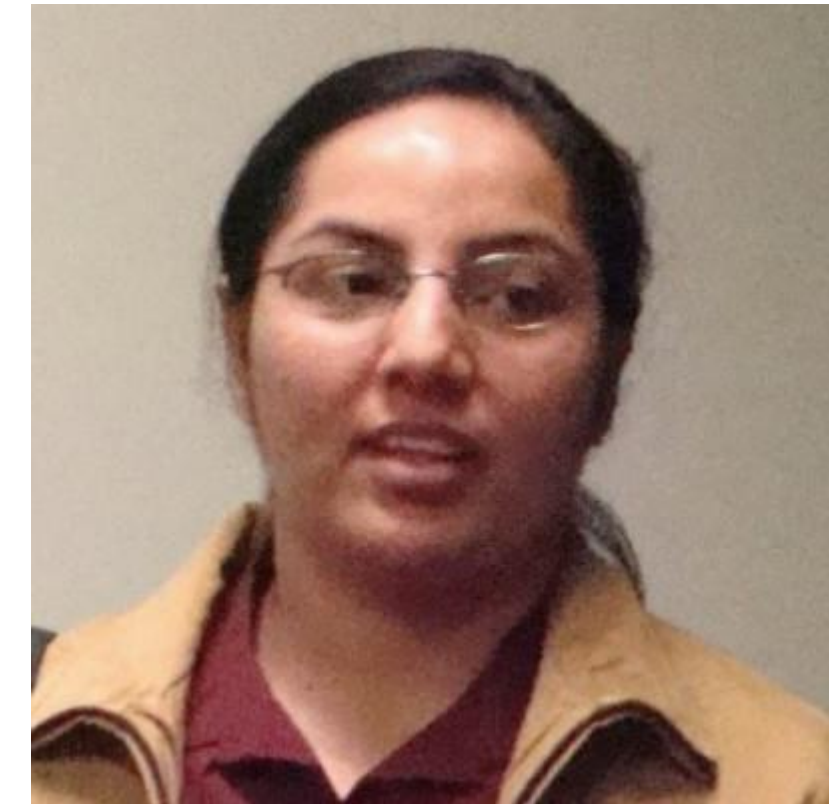
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**Ajay Mian**  
MD



**Rajiv Tyagi**  
Exec. Director



**Ritu Sood**  
Exec. Director



**Sandeep Jain**  
CFO



**Sandeep Salman**  
Cloud & Managed Services



# Meet The Core

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**MSN Raju**  
IP & Innovations

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**Vishal Sharma**  
Country Head - India

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**Shyam Jhandyala**  
D365 Finance

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**Gautam Kumar**  
Renewable Energy

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**Amit Singh**  
Manufacturing

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**Vineet Khandelwal**  
Travel

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**Tanvi Rastogi**  
CRM

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**Pankaj Tripathi**  
PMO

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**Anindo Gupta**  
Professional Service

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**Shailendra Khanna**  
Food & Beverage

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# Meet The Team

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**Gaurav Raj**  
Digital Transformation Consulting

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**Swarup Sahoo**  
PMO - RoW

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**Alok Dhyani**  
CRM - RoW

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**Preeti Chandra**  
Data Analytics

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**Ashish Gupta**  
ERP & Retail

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**Ashish Sharma**  
D365 Finance & Supply Chain

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**Amitabh Sarkar**  
IT Services

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**Laura**  
Africa Region

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**Globy George**  
US Sales

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**Avipsha Rana**  
Human Capital

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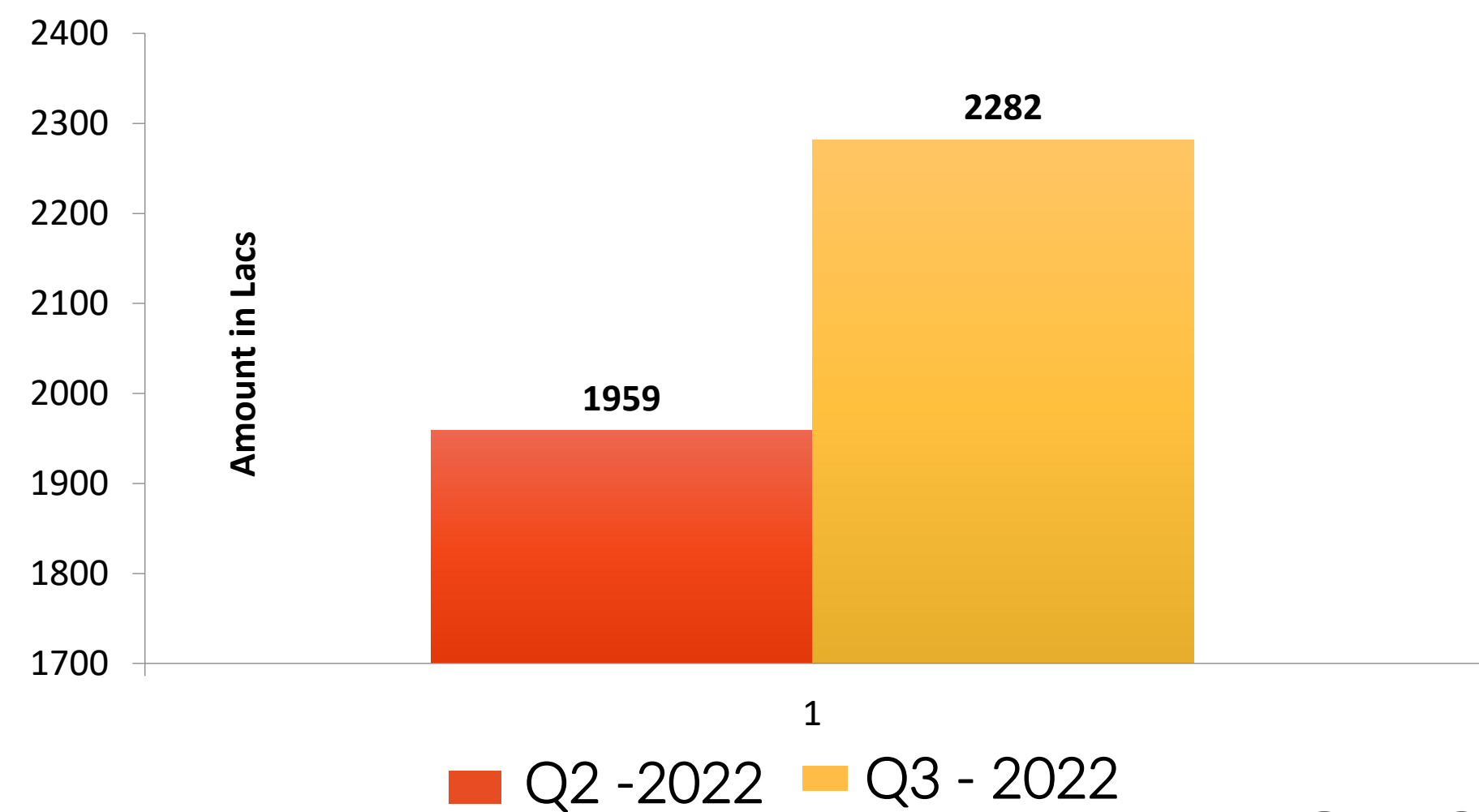




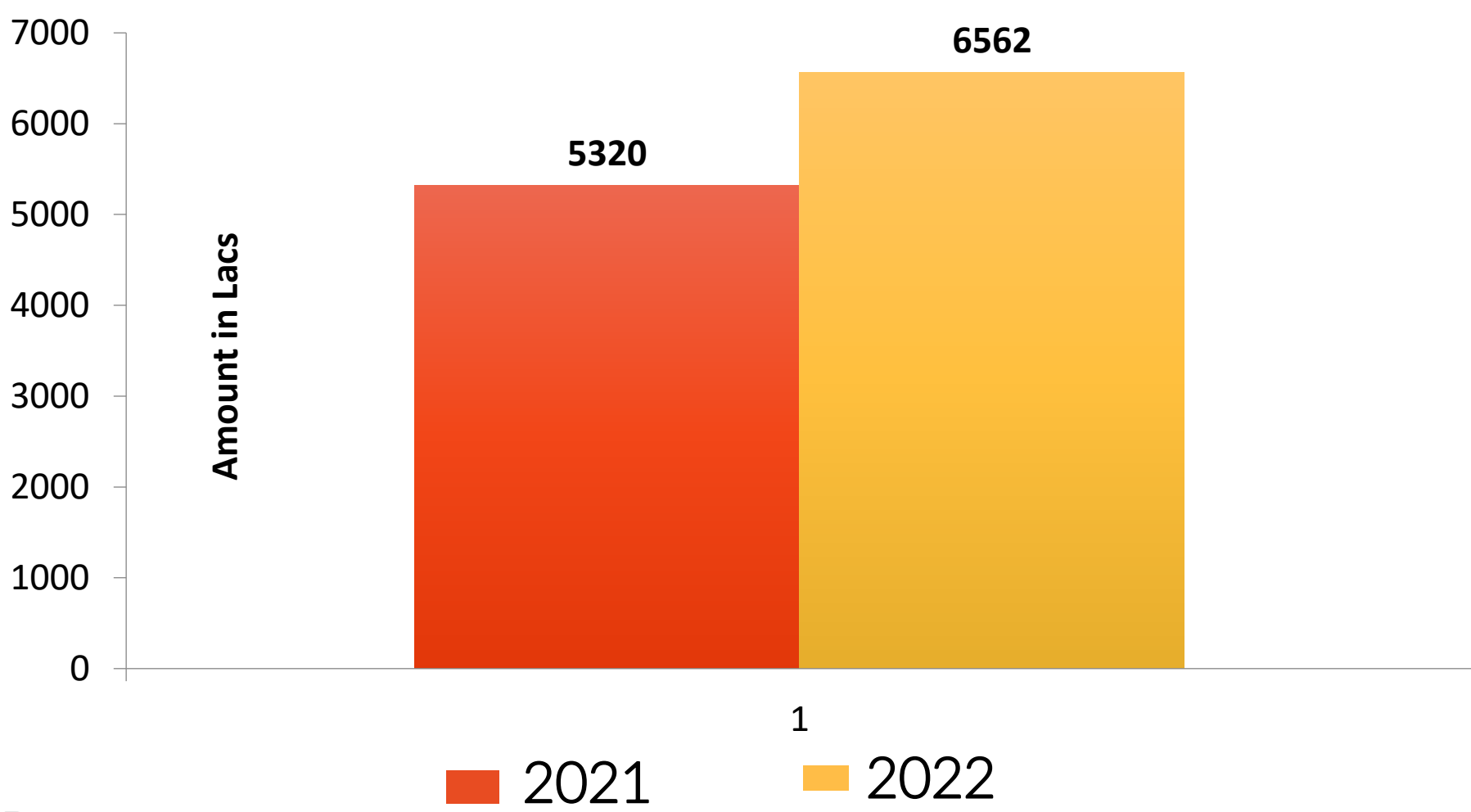
# FINANCIALS

# Revenue Analysis

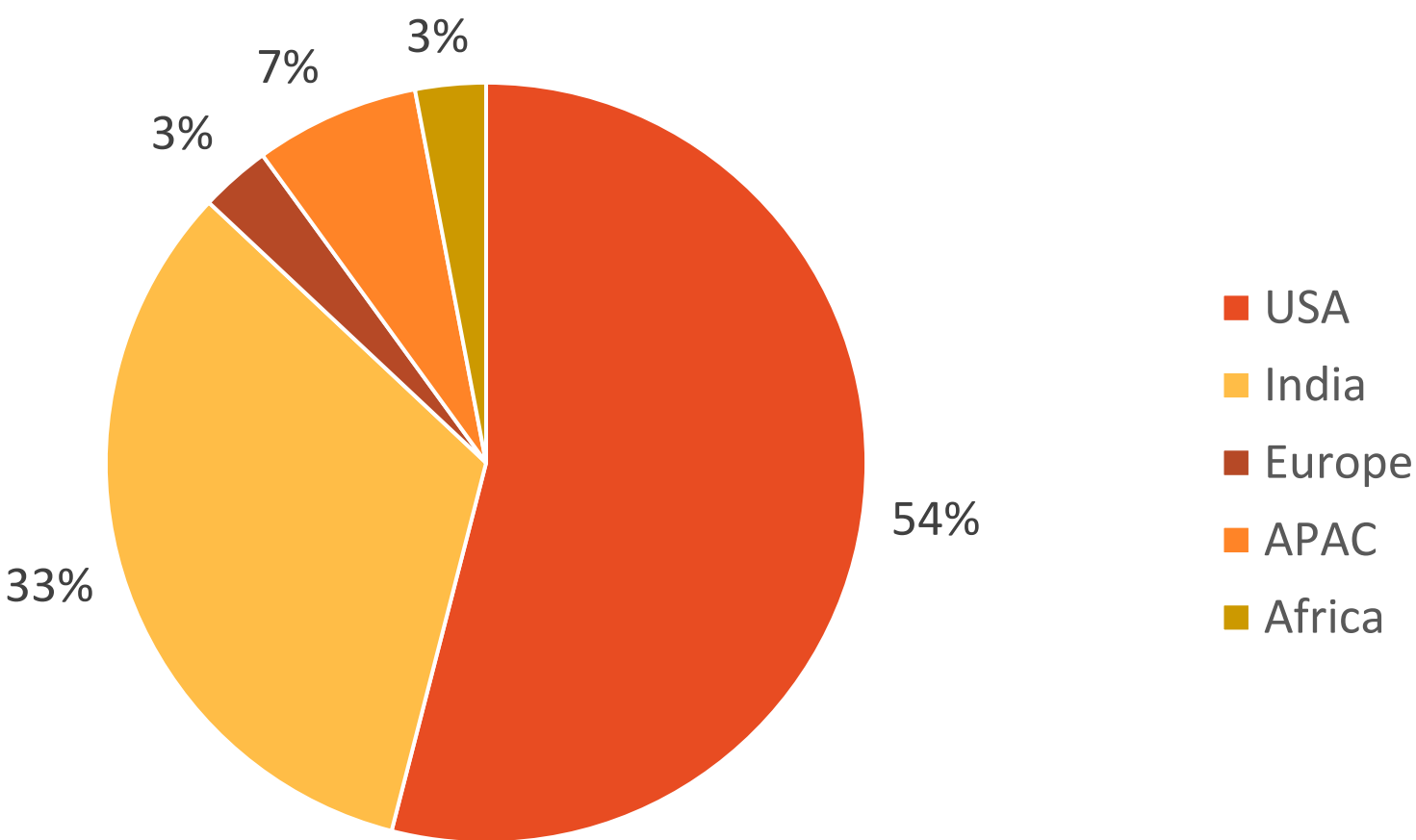
Quarterly Growth 16%



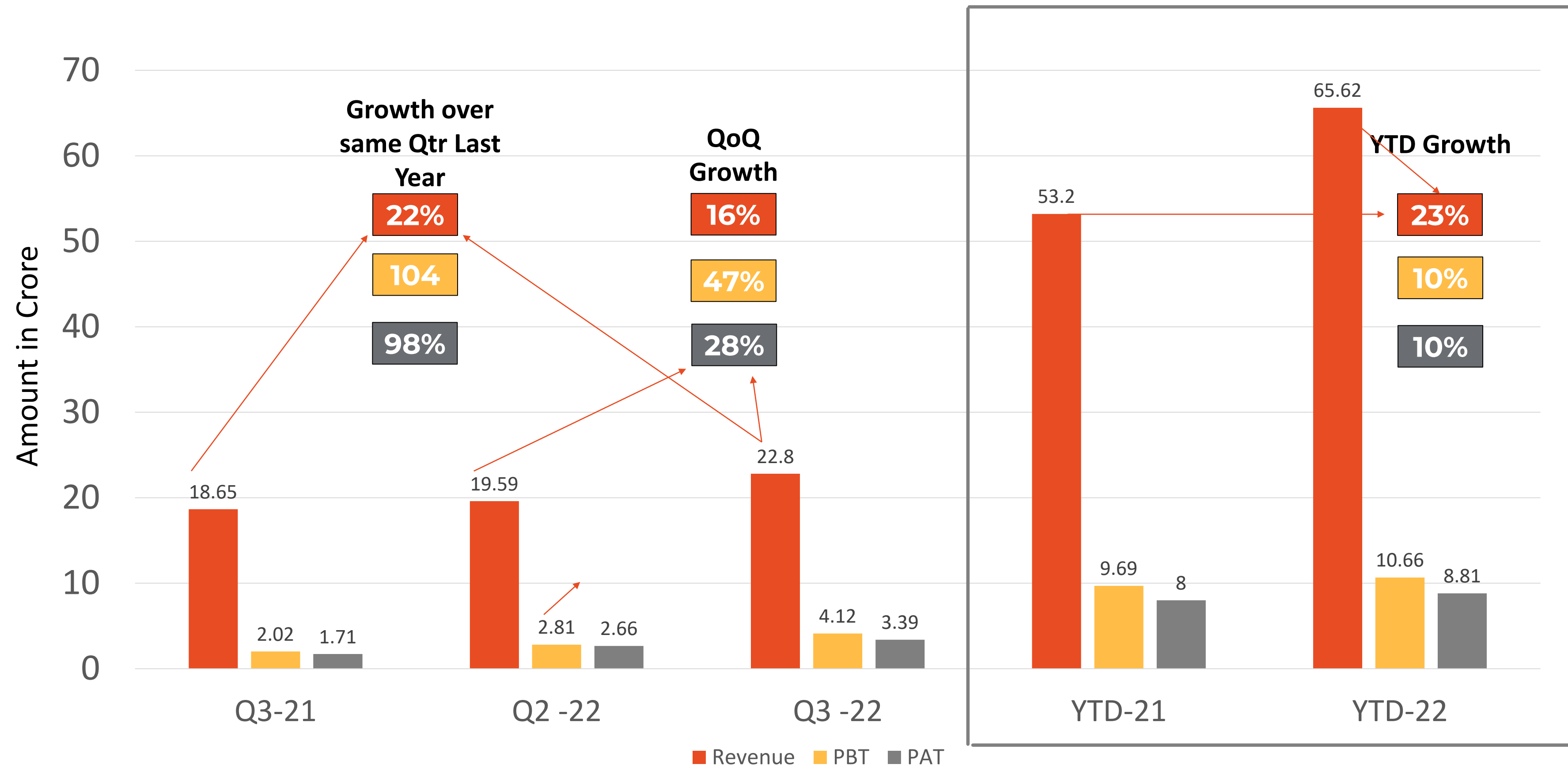
YTD Growth 23%



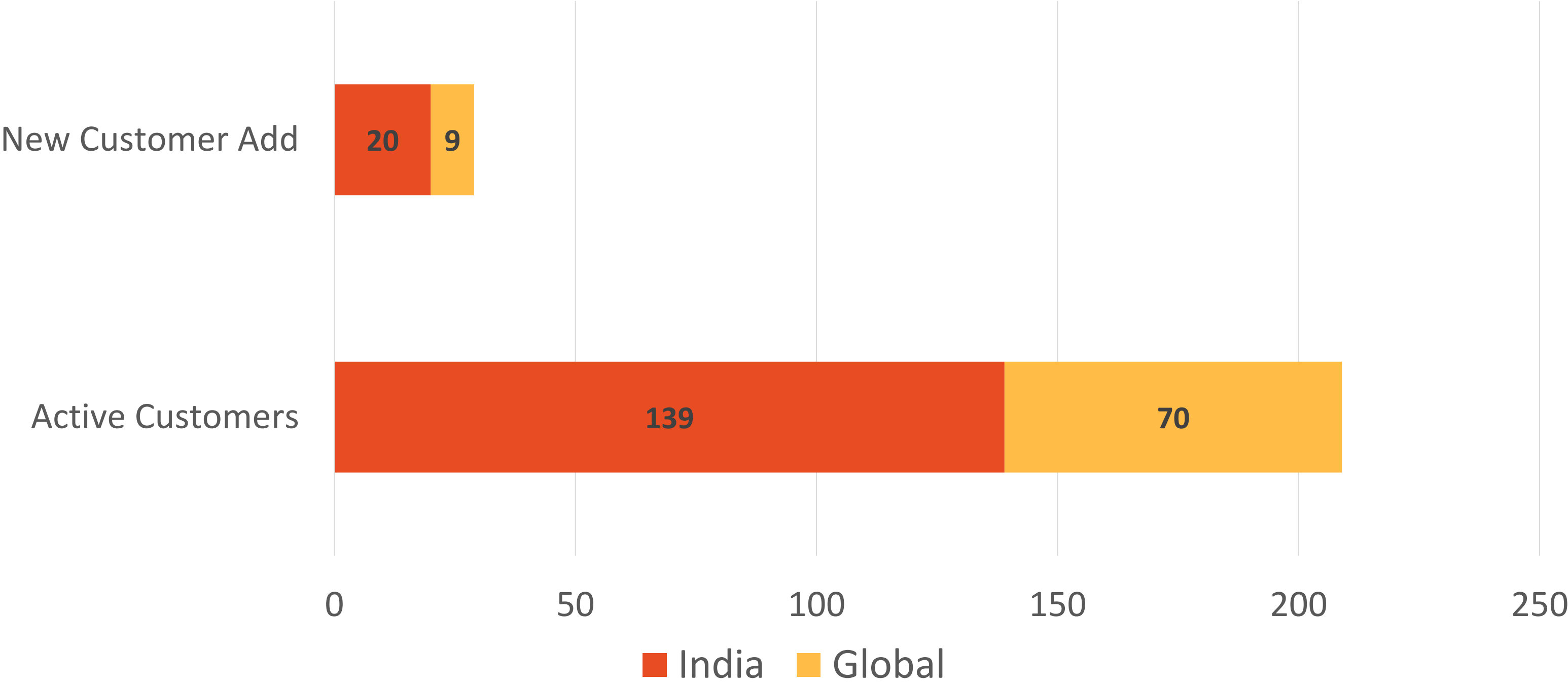
Geo Split of Services Revenue



# Revenue & Profitability Analysis



# Customer Engagements



Service revenue from Global Customers on YTD basis increased **43%**  
YTD 21 – 17.7 Cr  
YTD 22 – 25.4 Cr

Share of Revenue  
Top 5 Customers – 22.5%  
Top 10 Customers – 31.8%



# Business Analysis & Way Forward



# Key Messages

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- ❖ Microsoft Stack of Intelligent Cloud and Business Applications is the most comprehensive suite available in the market today. It's also the fastest growing.
- ❖ Microsoft has taken a big leap in the AI space with ChatGPT. More solutions of the family underway. AI being integrated in all Microsoft products, making them richer.
- ❖ Product business rapidly shifting to SaaS model. This results in all new product business adding to the base of the previous year. There can also be some attrition though.
- ❖ Competitive advantages for Alletec:
  - We provide Solutions, not bodies
  - Large customer base
  - Mix of International and Domestic revenue
  - Completeness of offerings
  - Experience of over 2 decades
  - Experience of working for Customers, for Partners, as well as working with Microsoft on products
  - IP led sales, particularly in the domestic market
  - Strong brand for customers: Microsoft Business Applications Inner Circle Partner from India
  - Strong brand for employees: **Great Place To Work**

# Growth Drivers

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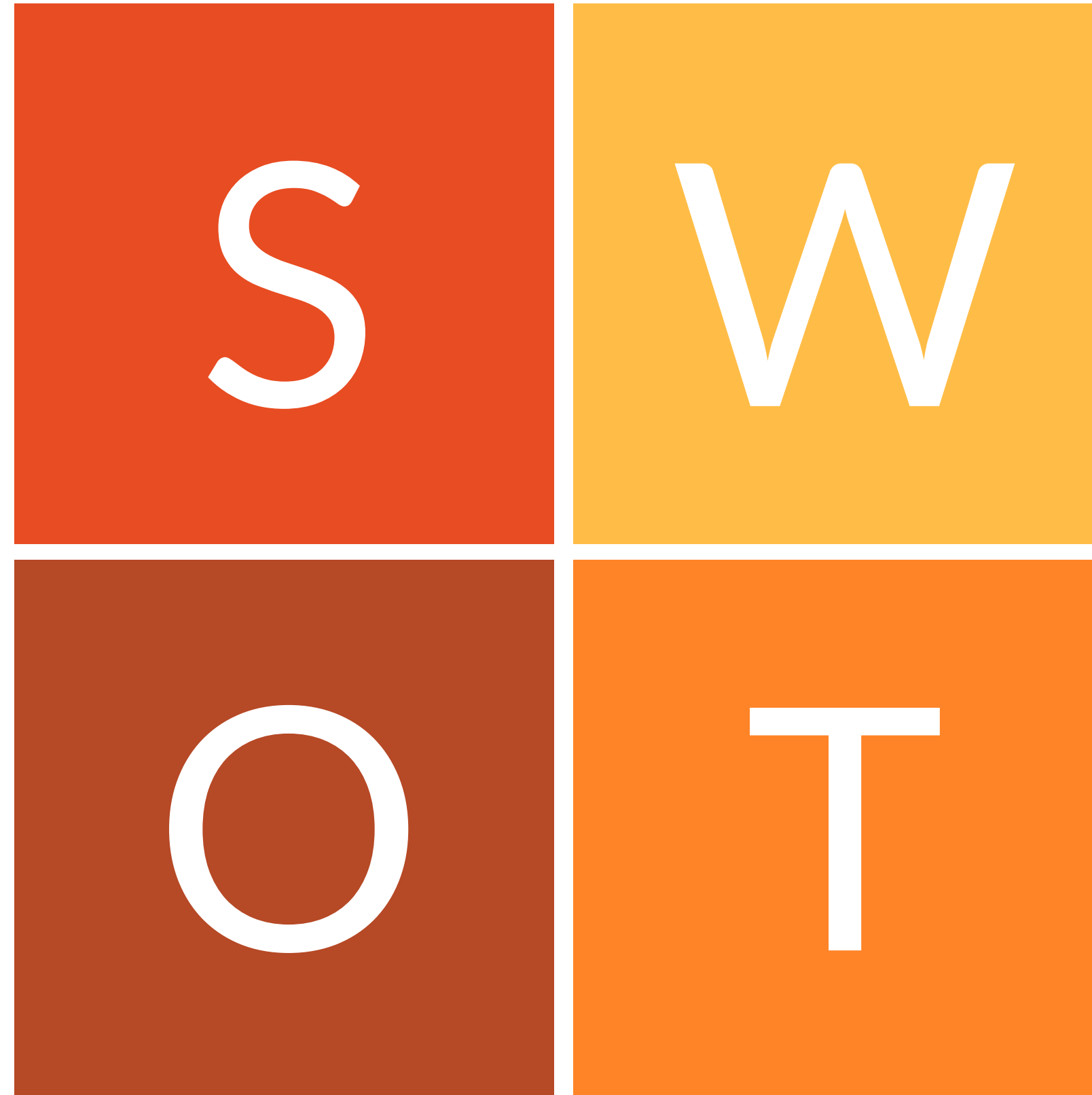
- ❖ IP led growth: Education | Green Energy | Travel | Digital Natives | Professional Services
- ❖ Growth of Microsoft Business Applications market share globally
- ❖ International focus: Africa | Americas
- ❖ Additional focus on relatively nascent offerings like Data Analytics & Commerce
- ❖ Inorganic growth targeting:
  - Americas market
  - Supplementary Solution offerings

# SWOT Analysis

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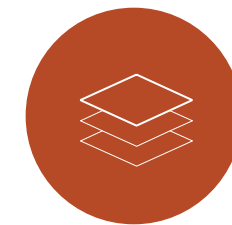
## Strengths

Significant Customer base  
Experience of projects in ~30 countries  
Microsoft BizApps competence  
Industry Solutions & IP  
Alignment with Microsoft  
Leadership Position in our space



## Opportunities

Digital Transformation Momentum  
Strong Microsoft Growth in the space  
Growth in Industries of our focus  
Partnership with DarwinBox  
Inorganic Growth



## Weaknesses

Industry Solutions footprint  
currently limited to India



## Threats

Increasing Cost of Talent





# Strategic Focus

Product Development – Industry Solutions  
based on Microsoft Tech Stack

*Develop Local and Go Global*

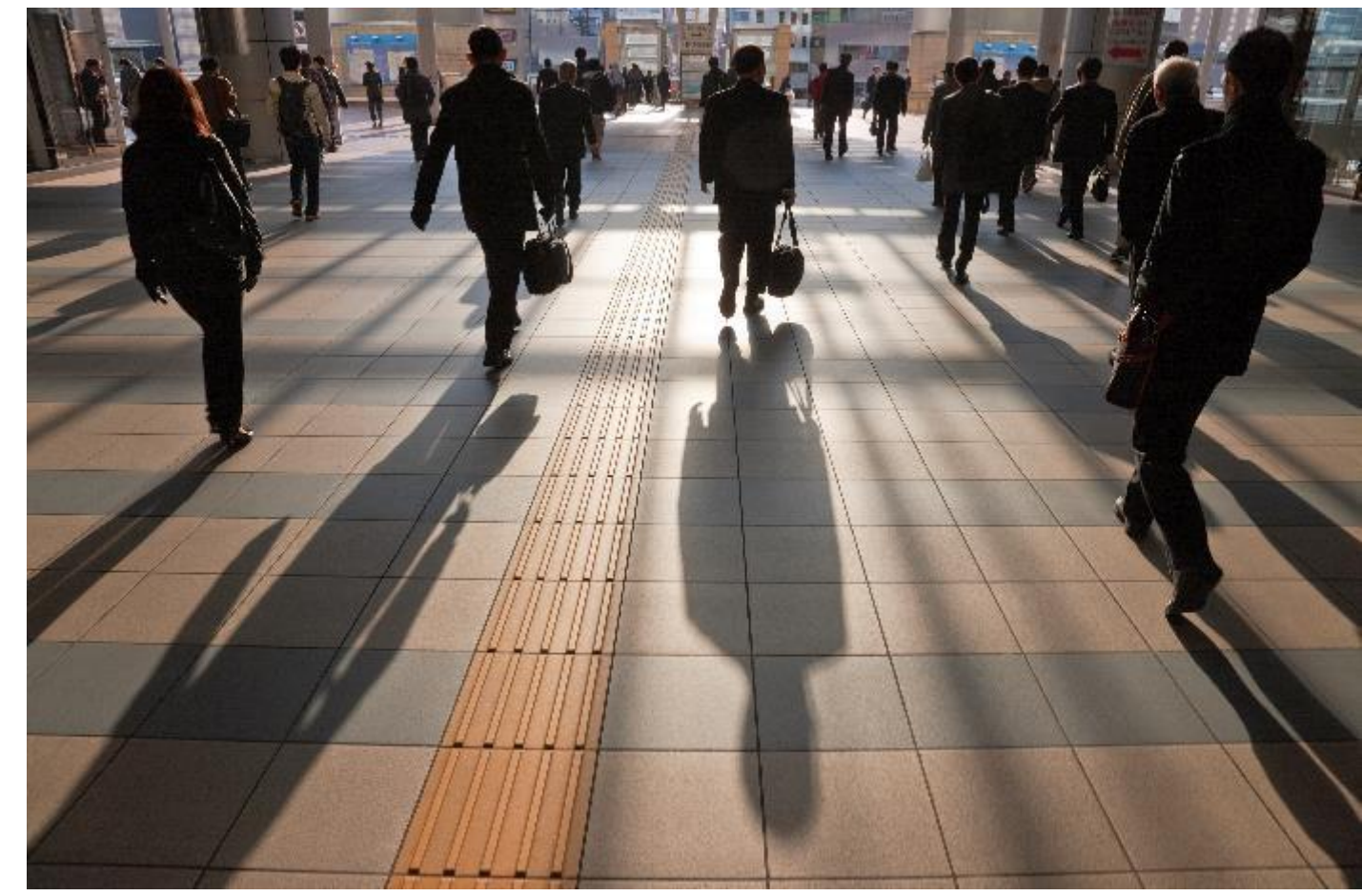
**Renewable  
Energy**



**Higher  
Education**



**Travel**

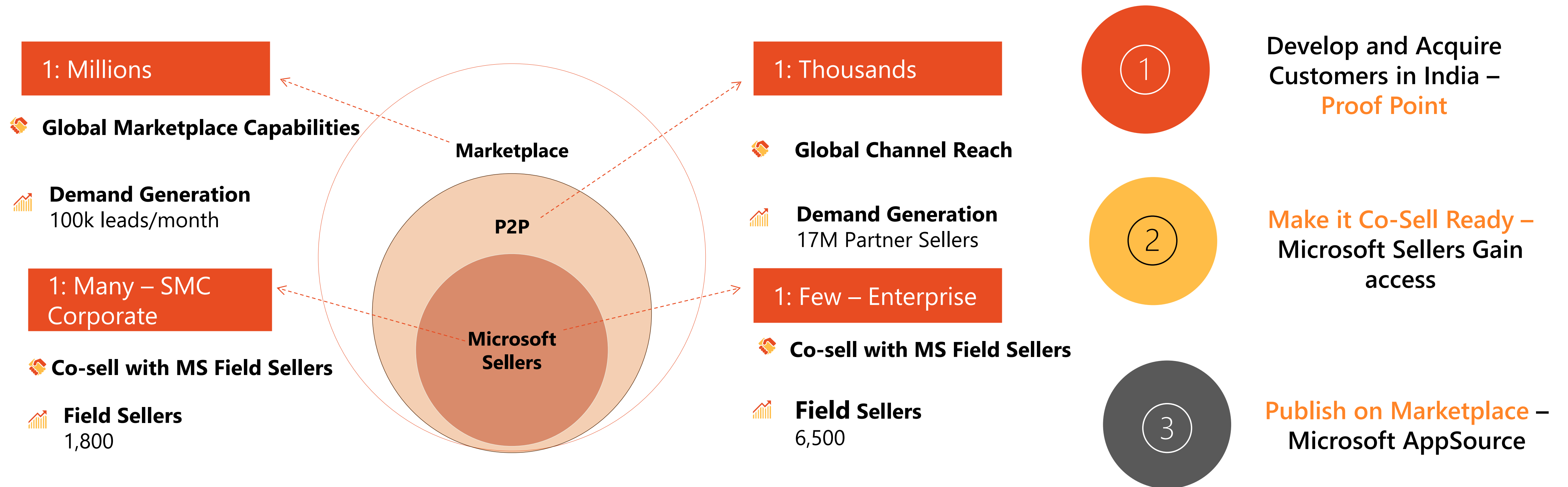




# Go To Market Strategy

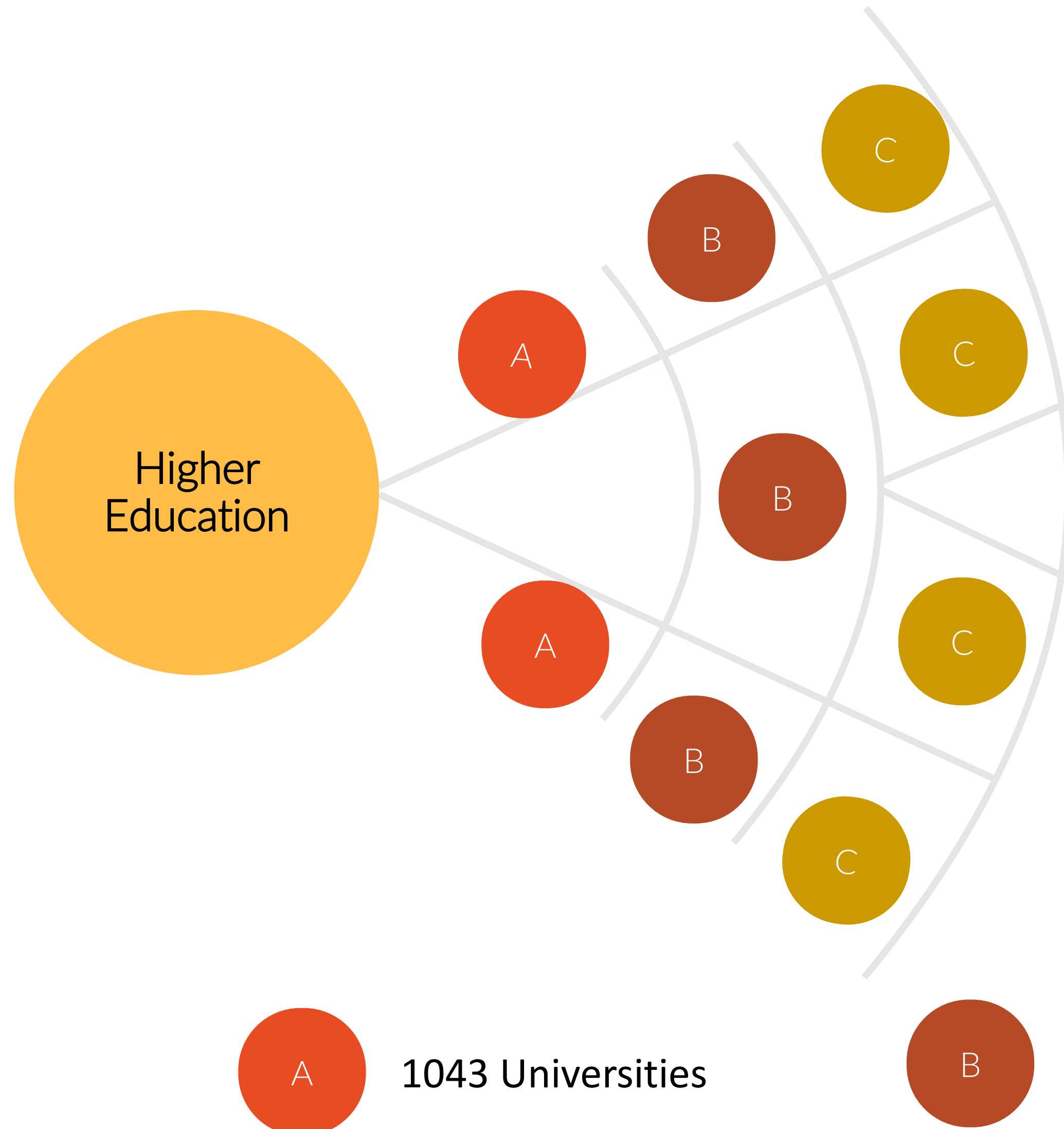
## Selling with Microsoft

Connect with customers through Marketplace, partner channels, and field sellers





# Higher Education Market



## Problem Statement

- **National education Policy (NEP 2020)** has introduced **structural changes** like multiple entry multiple exits, Credit Transfers, NAAC reporting, Funds and Grants management etc
- To manage costs, student experience and regulatory compliance, faculty and staff are getting **burdened with extra work**, digital transformation is the need of the hour
- **Educational Institutes are saddled with disintegrated and broken systems**. Majority of processes remain manual. This results into many ills
  - *Requires large team of non academicians to manage the administrative work*
  - *It is time taking, inefficient, requires physical infrastructure and hence increases the cost*
  - *User experience of key stakeholders remain compromised due to – lack of real time communication, need to access multiple systems, stand in queue and go to multiple departments for fulfilment of different requests*
- There are is **no provider offering end to end solution on common technology stack** covering – Online delivery platform, Marketing & Admissions, Academic Planning and management, Learning Management, Student lifecycle management, Faculty recruitment and Skilling, Campus management, Placement & Alumni management, Revenue management, Asset management, Financial Accounting, feedback management, Content management, Document management and Analytics

## Our Solution



**From Admission to Alumni**

**Fully integrated stack, on the world's most trusted Microsoft Cloud**

Total Addressable Market with Microsoft ~ 3000 accounts



# Corporate Social Responsibility



# The Earth Saviours Foundation

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In service of the underprivileged, destitute, abandoned and the old since 2008.





# CR Kothari Memorial Charitable Trust

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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.







# | Q & A





# | Annexure

# Unaudited Consolidated P&L as on Dec. 31, 2022

(INR Crore)	Quarter Ended			Nine Months		Year Ended
Particulars	Dec 2022	Sep 2022	Dec 2021	Dec 2022	Dec 2021	Mar 2022
Revenue from operations	22.29	19.07	18.19	63.91	51.85	70.05
Other income	0.52	0.52	0.46	1.7	1.34	2.29
<b>Total Revenue</b>	<b>22.82</b>	<b>19.59</b>	<b>18.65</b>	<b>65.62</b>	<b>53.20</b>	<b>72.34</b>
Total Expenditure	18.70	16.79	16.63	54.96	43.51	59.89
<b>Profit before tax</b>	<b>4.12</b>	<b>2.81</b>	<b>2.02</b>	<b>10.66</b>	<b>9.68</b>	<b>11.45</b>
<b>Profit After Tax, Before Extraordinary Items</b>	<b>3.39</b>	<b>2.66</b>	<b>1.71</b>	<b>8.81</b>	<b>7.99</b>	<b>10.27</b>
<b>PAT Margin</b>	<b>14.85%</b>	<b>13.57%</b>	<b>9.16%</b>	<b>13.42%</b>	<b>15.01%</b>	<b>14.19%</b>

# Thank you

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## **Bridging The Gap**

Between What We Knew & What's New



# Disclaimer

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Note: All numbers have been rounded to the nearest digit for convenience of representation.