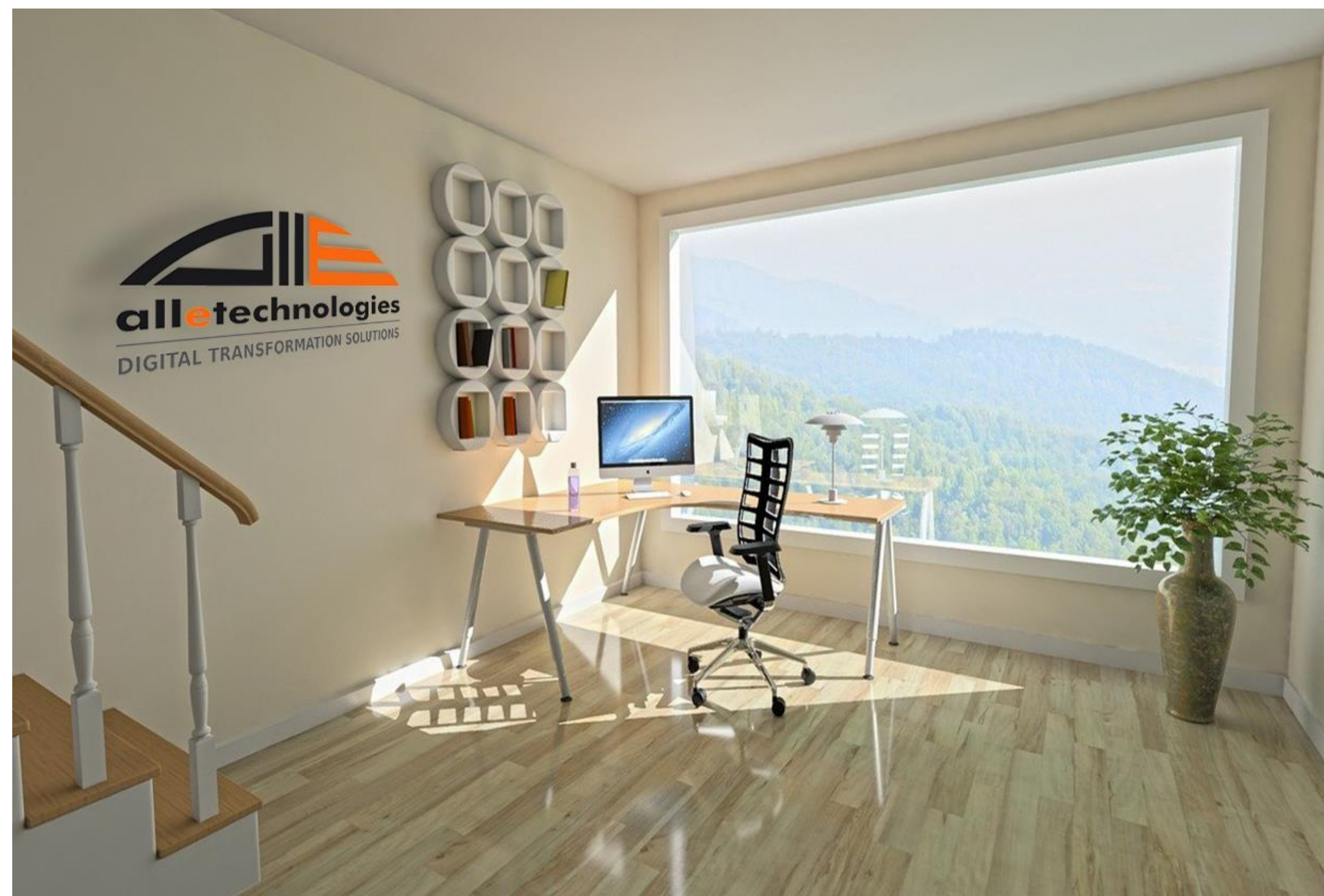


ALLETEC INVESTOR PRESENTATION

January 2024



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Contents

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The Numbers

03

What's Steady

02

The Story Behind

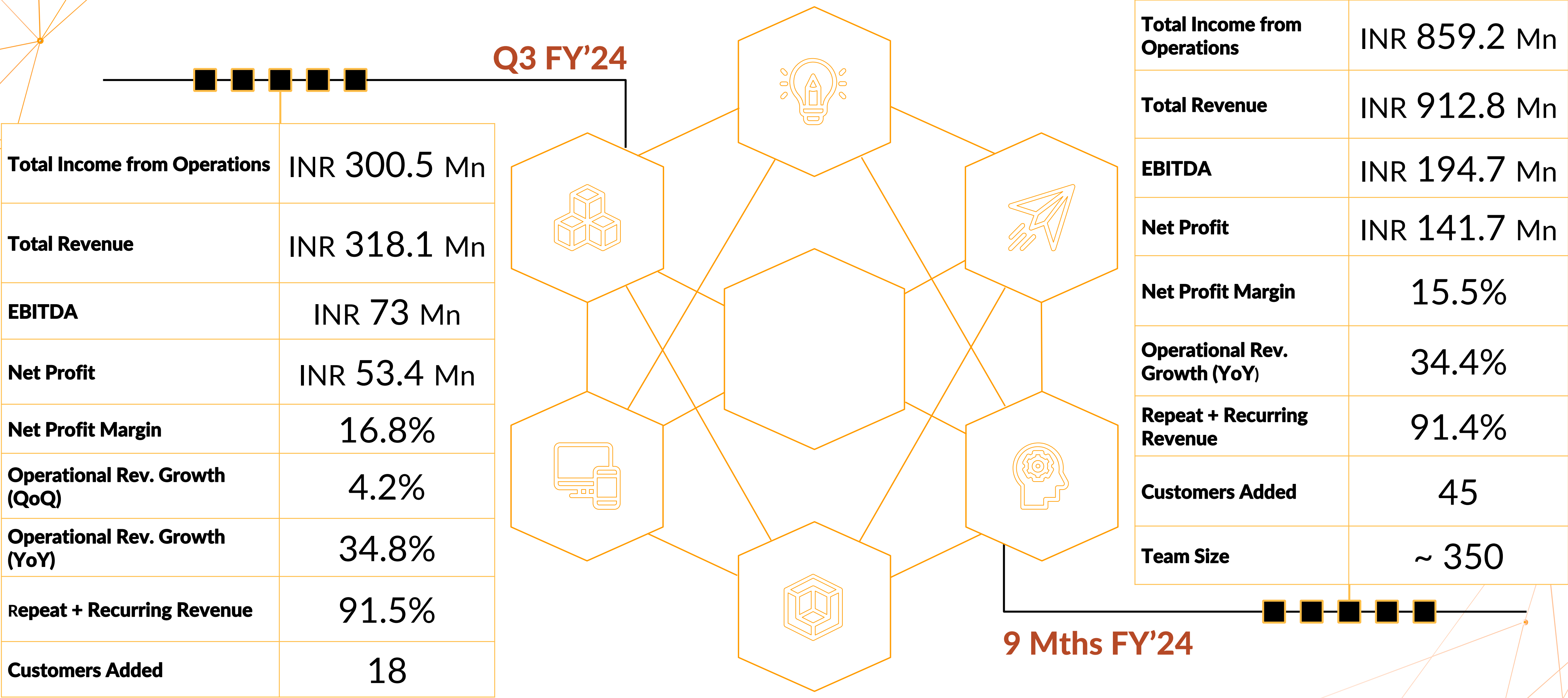
04

Annexures

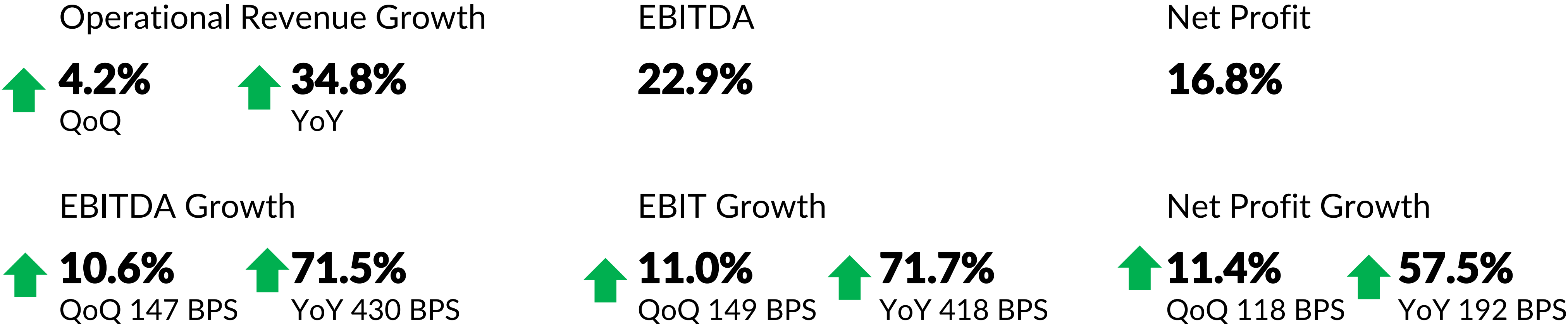
Company Numbers



Company in Numbers

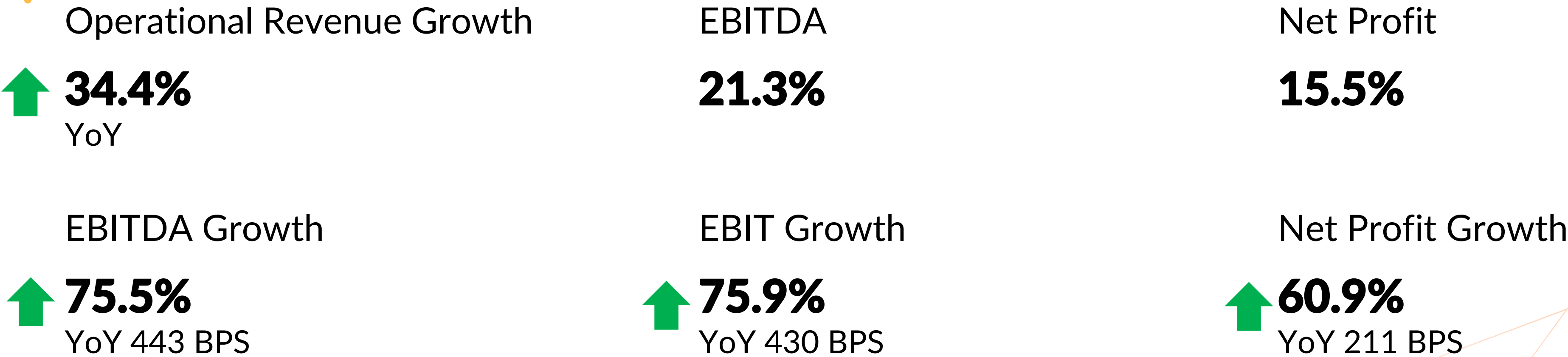


Quarterly & Nine Months Performance



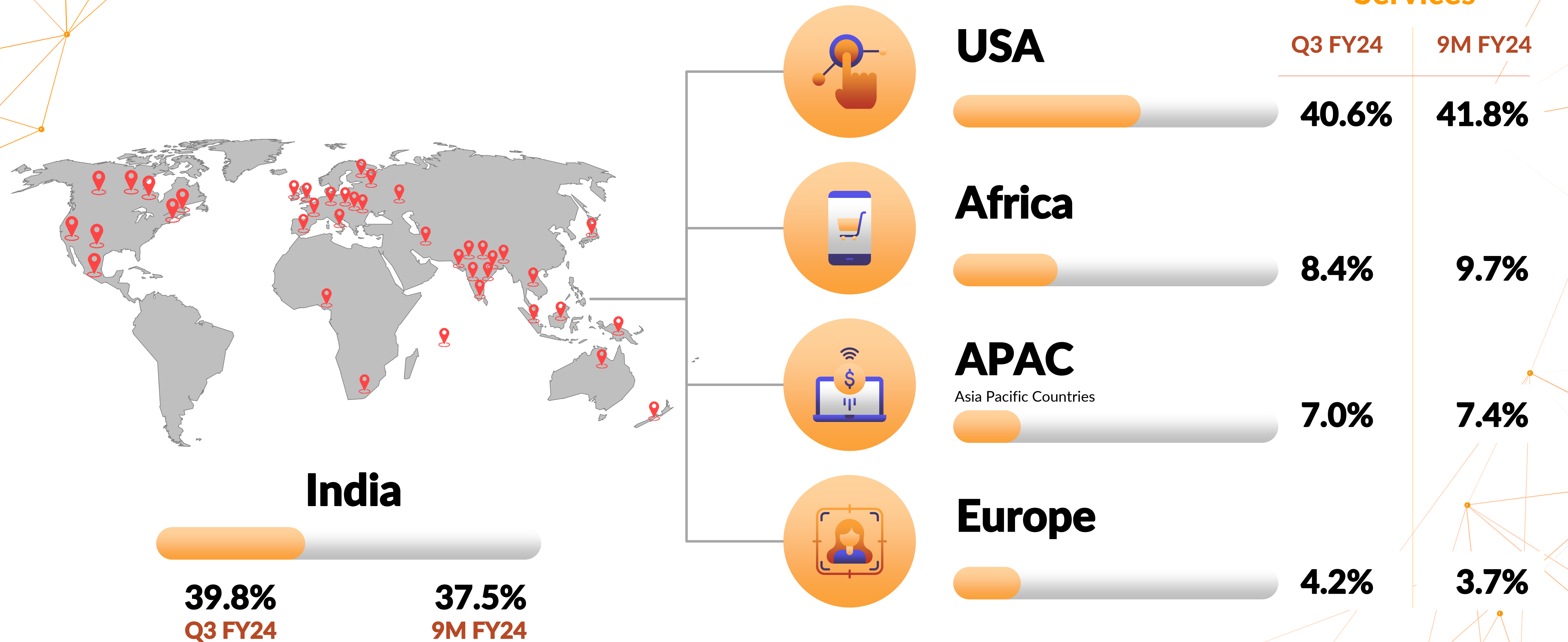
QUARTERLY PERFORMANCE

NINE MONTHS PERFORMANCE



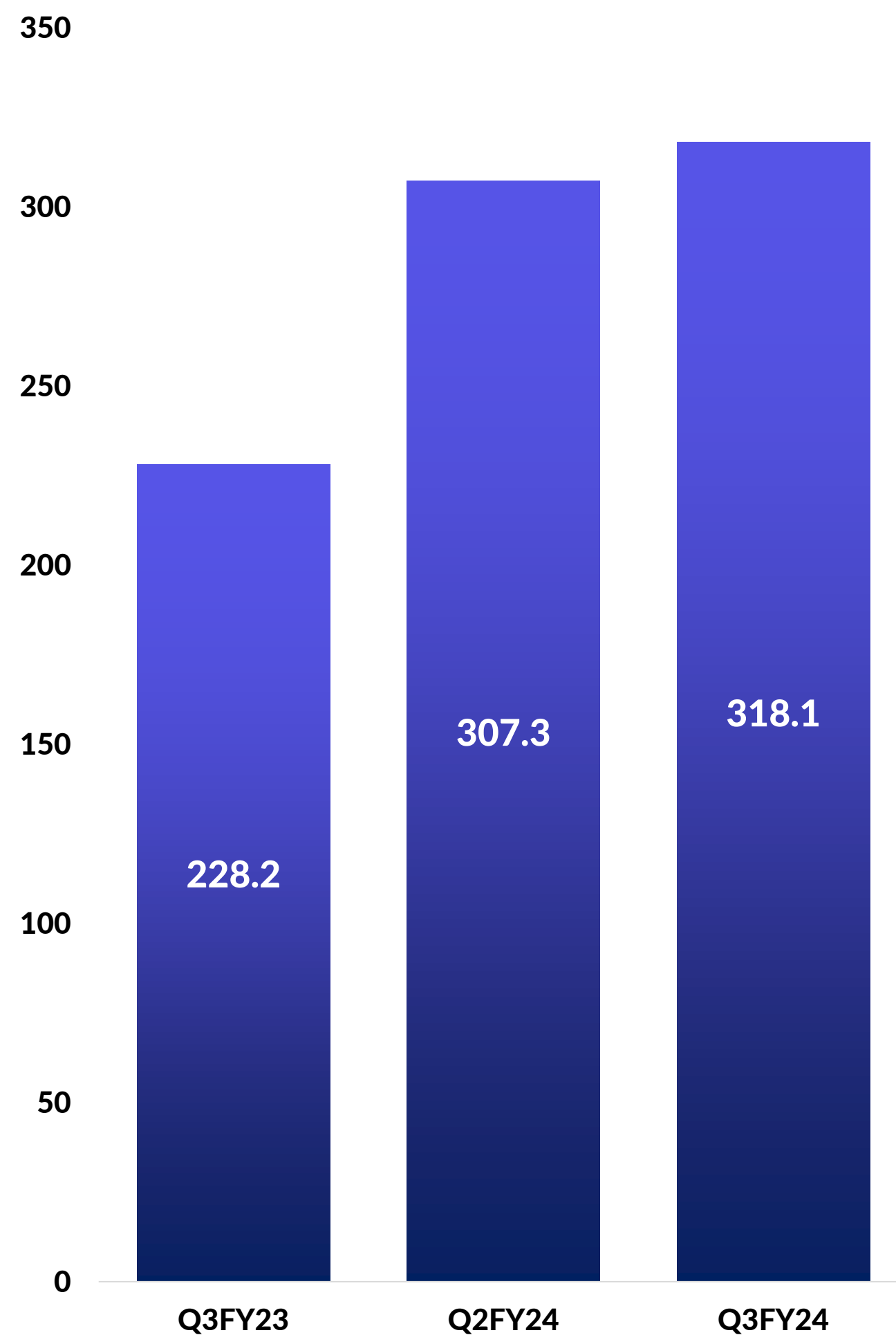
Geographic Spread

Services

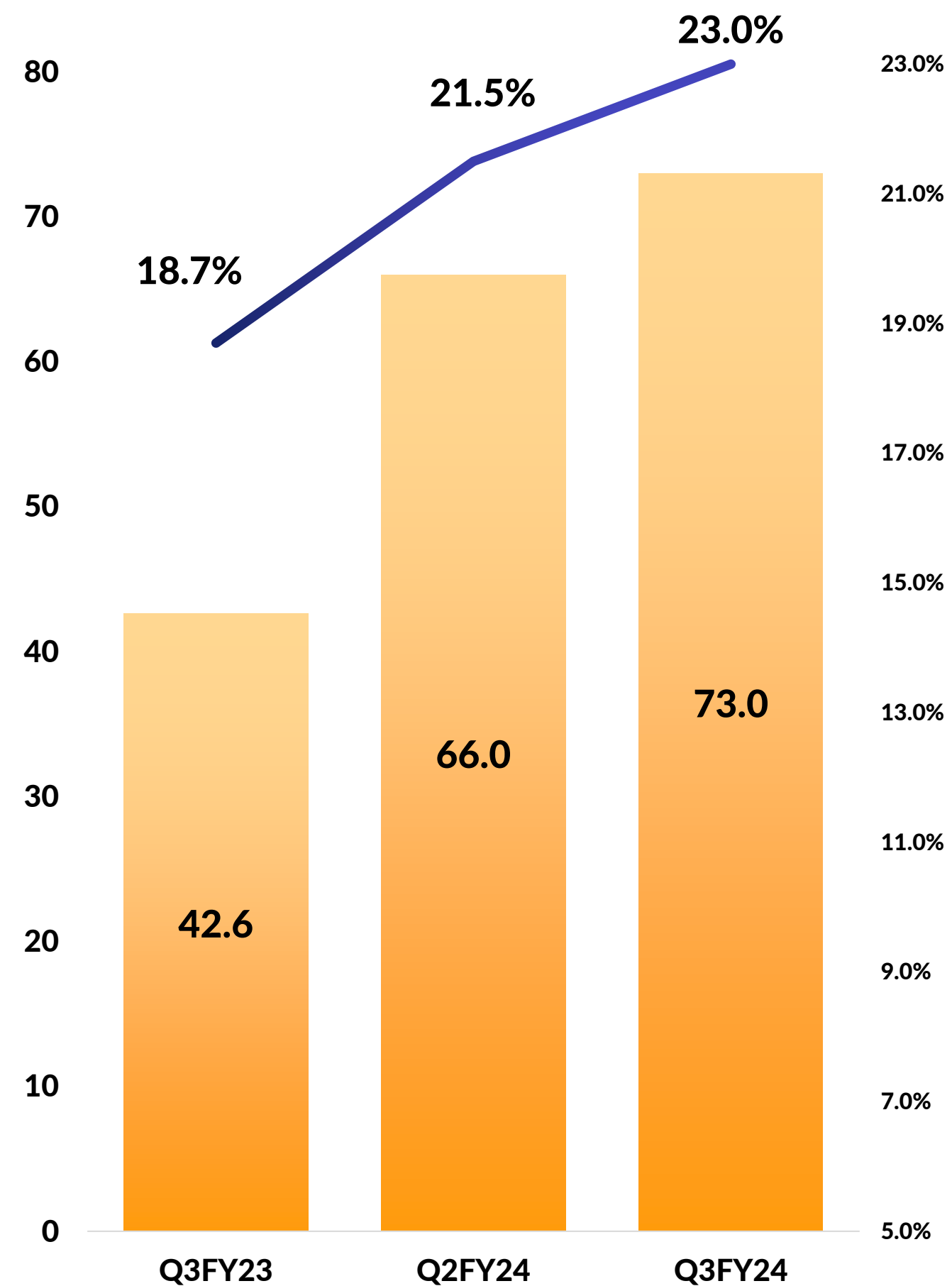


Key Quarterly Charts

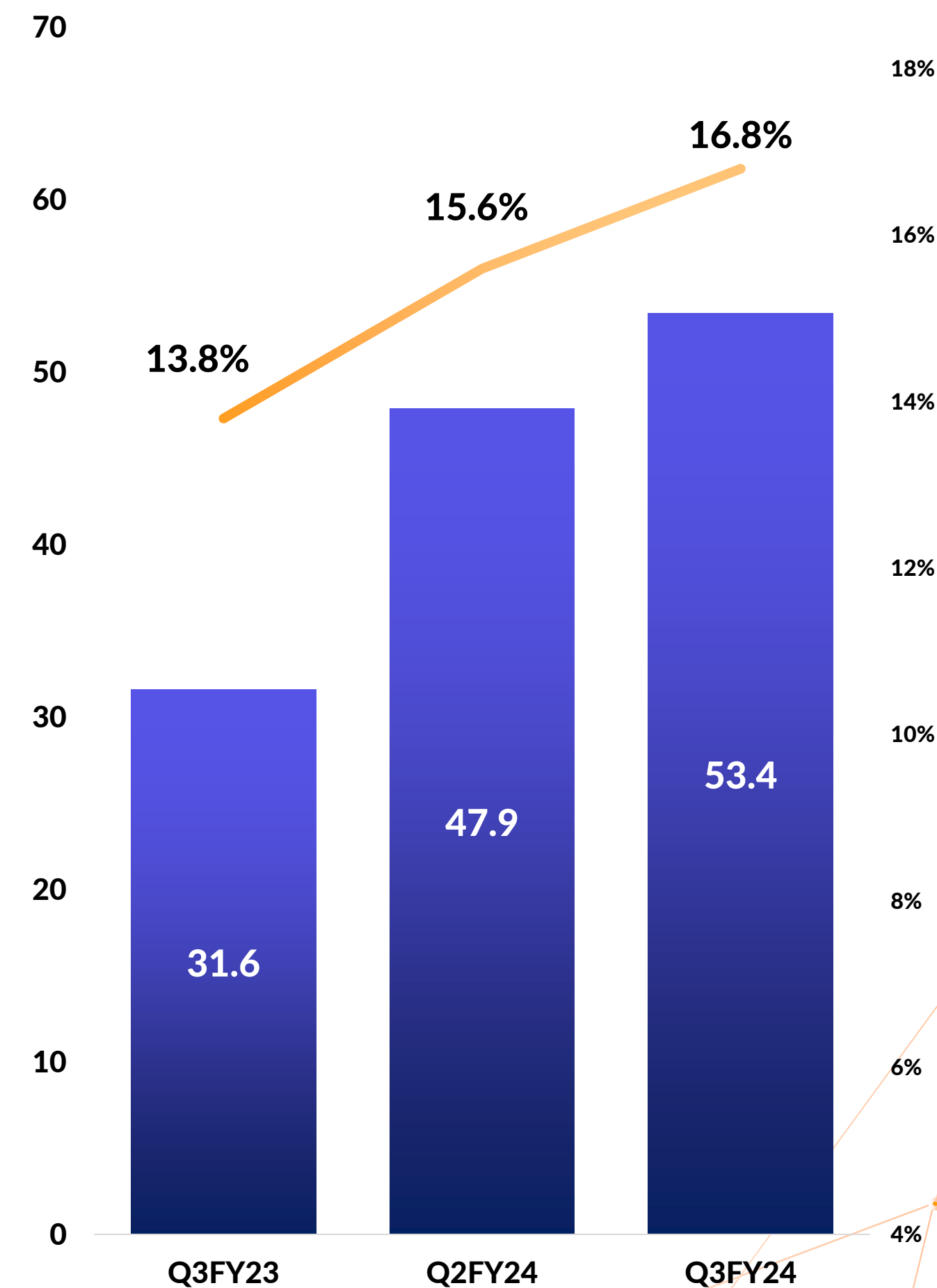
Total Revenue (INR Mn)



EBITDA (INR Mn) & EBITDA Margin (%)

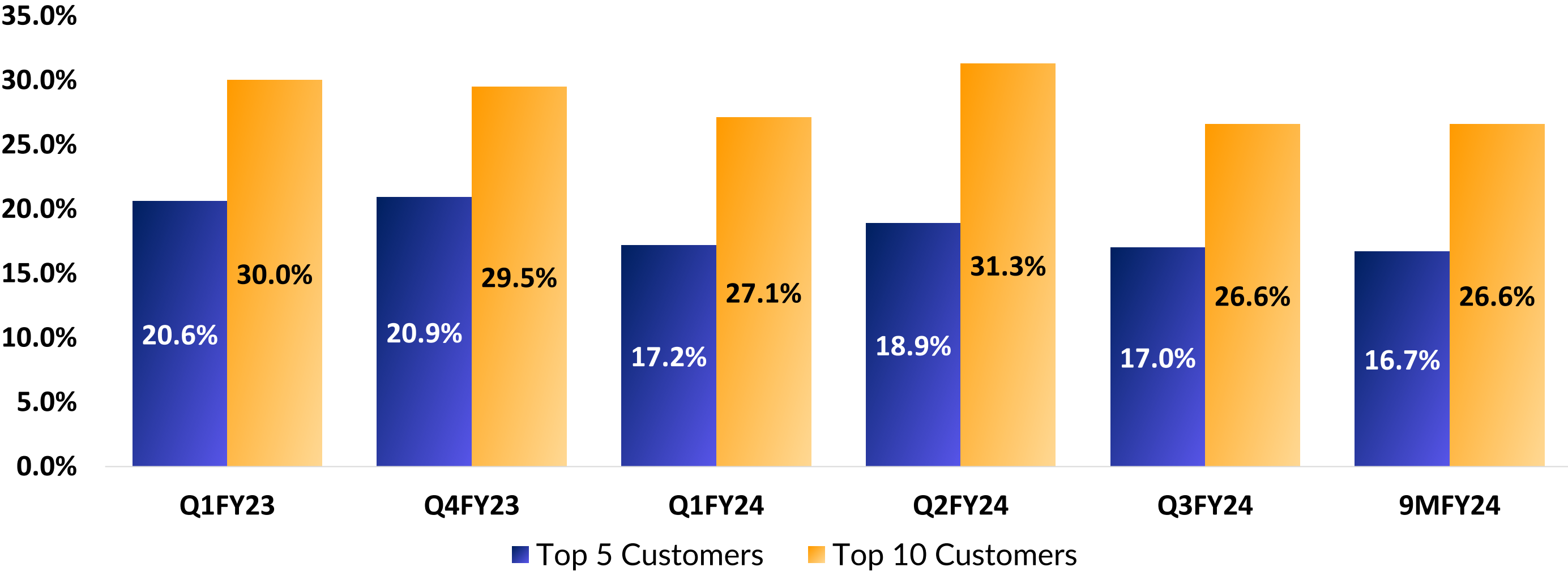


Net Profit (INR Mn) & Net Profit Margin (%) (excl. extra ord)



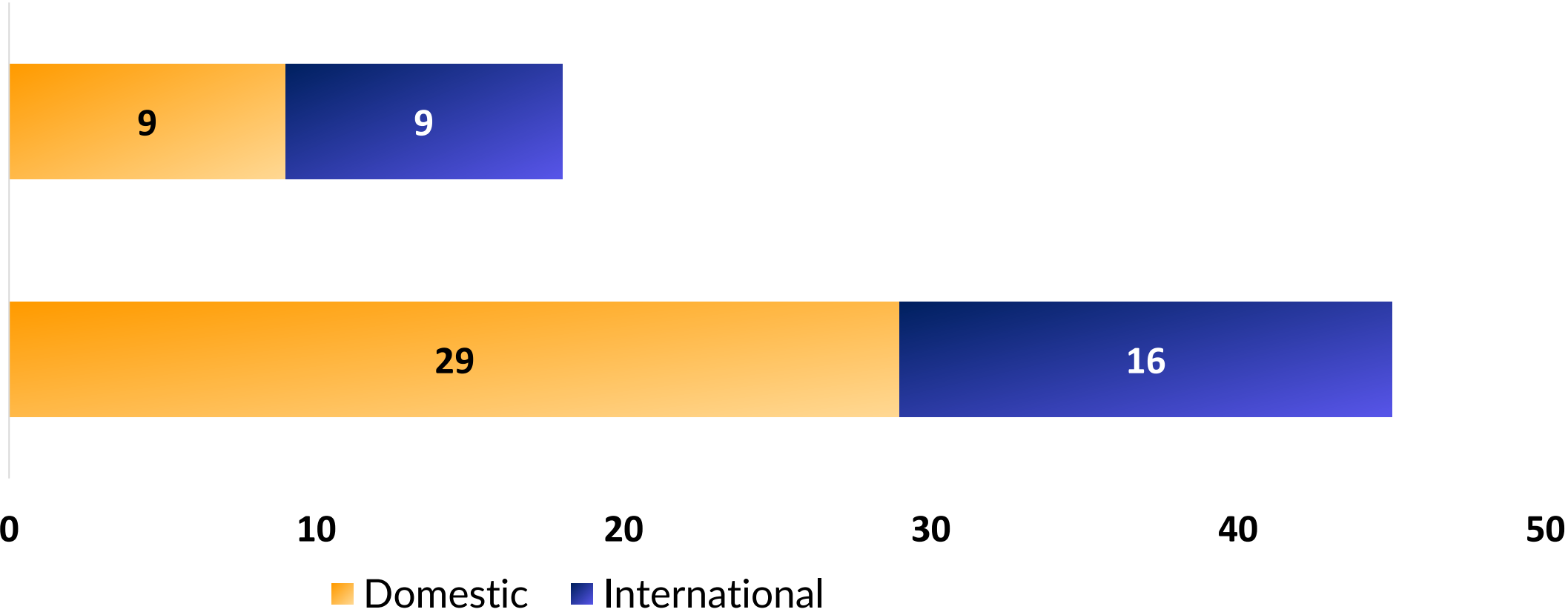
Customer Engagement

Revenue from Top Customers (%)



New Customers Added
(Q3FY24)

New Customers Added
(9MFY24)



Top Customers



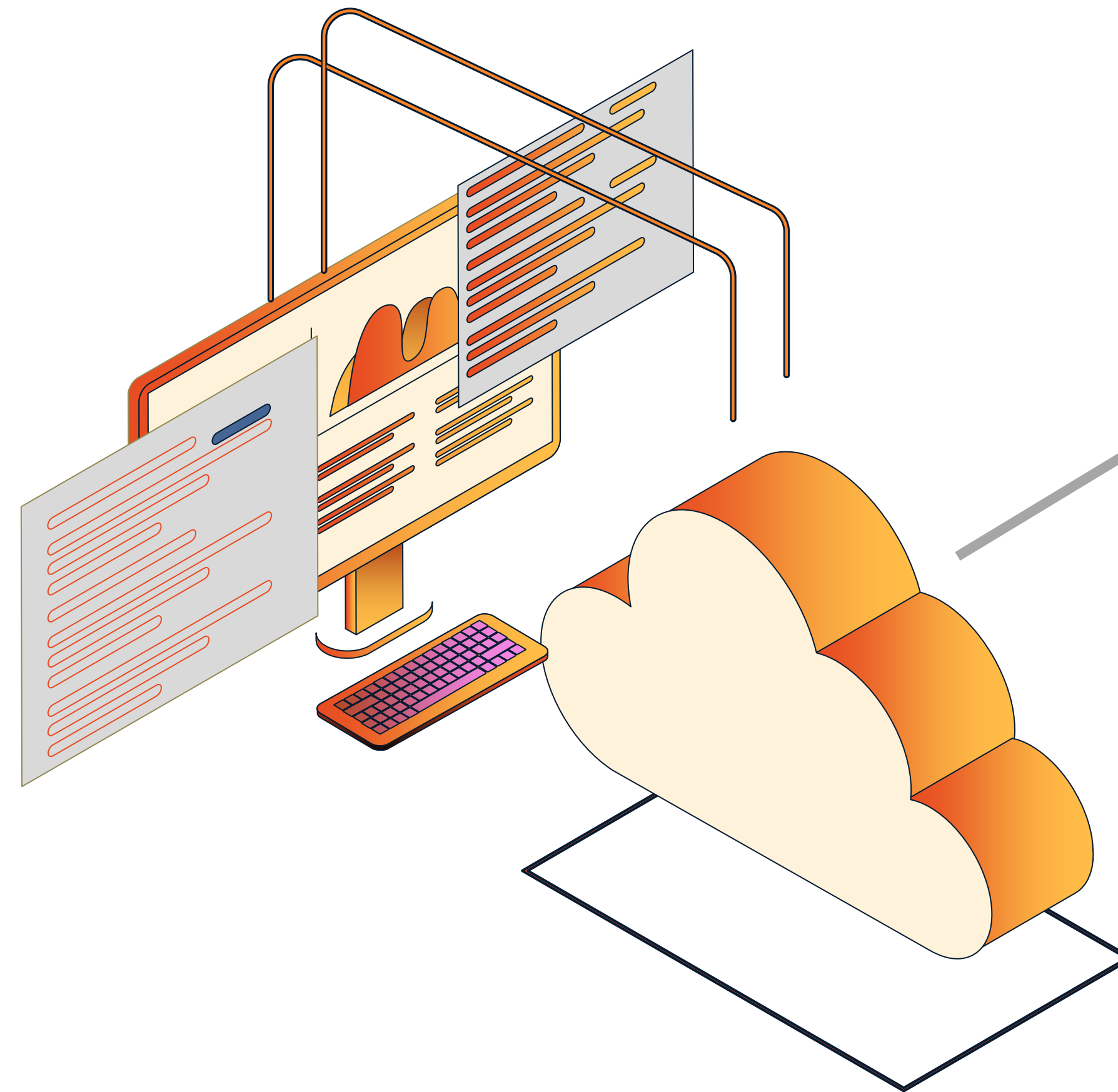
Story Behind the Numbers



Cloud Adoption Attains New Peak

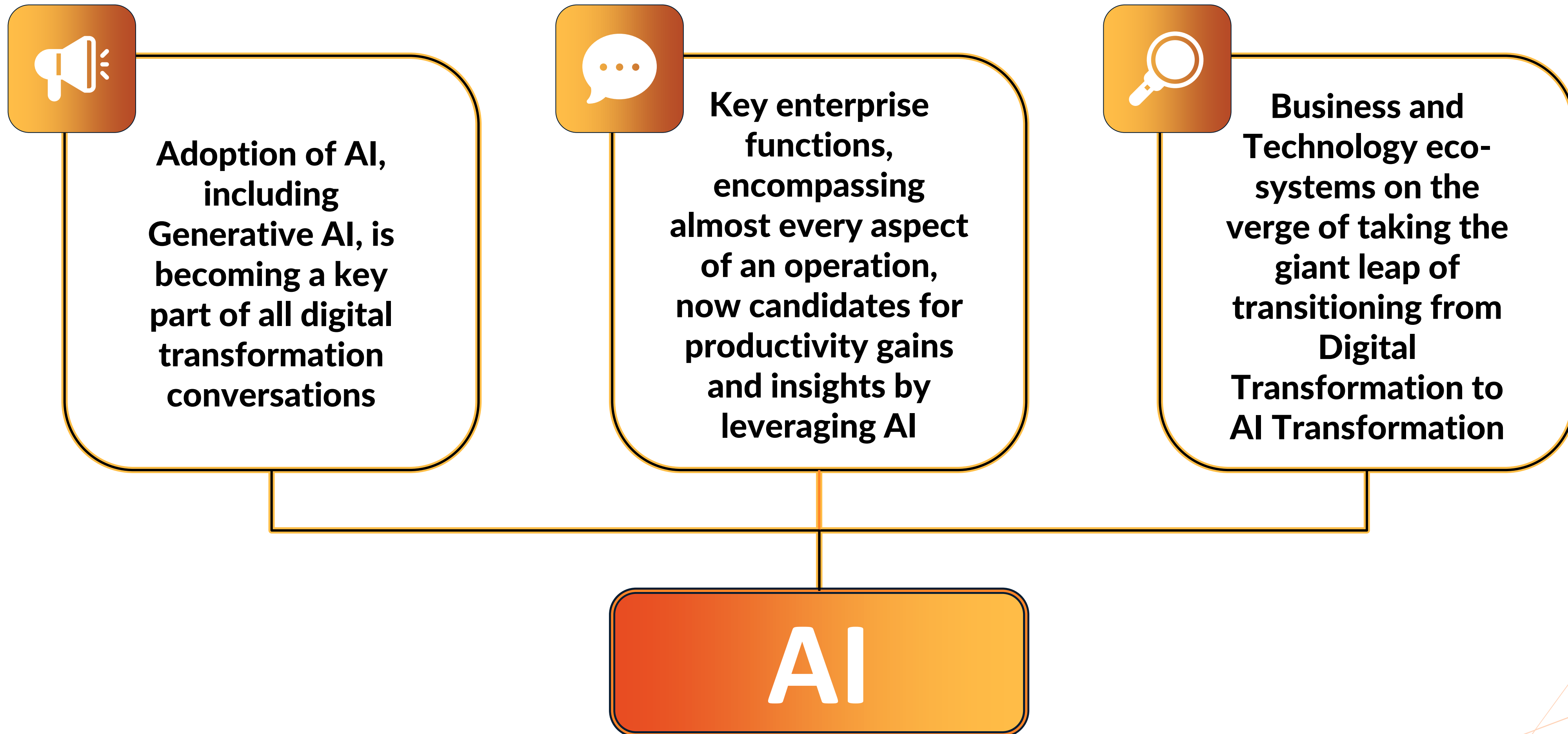
Cloud adoption fuels Digital Transformation momentum for enterprises

17 of the 18 new customers acquired during Q3 have embraced cloud



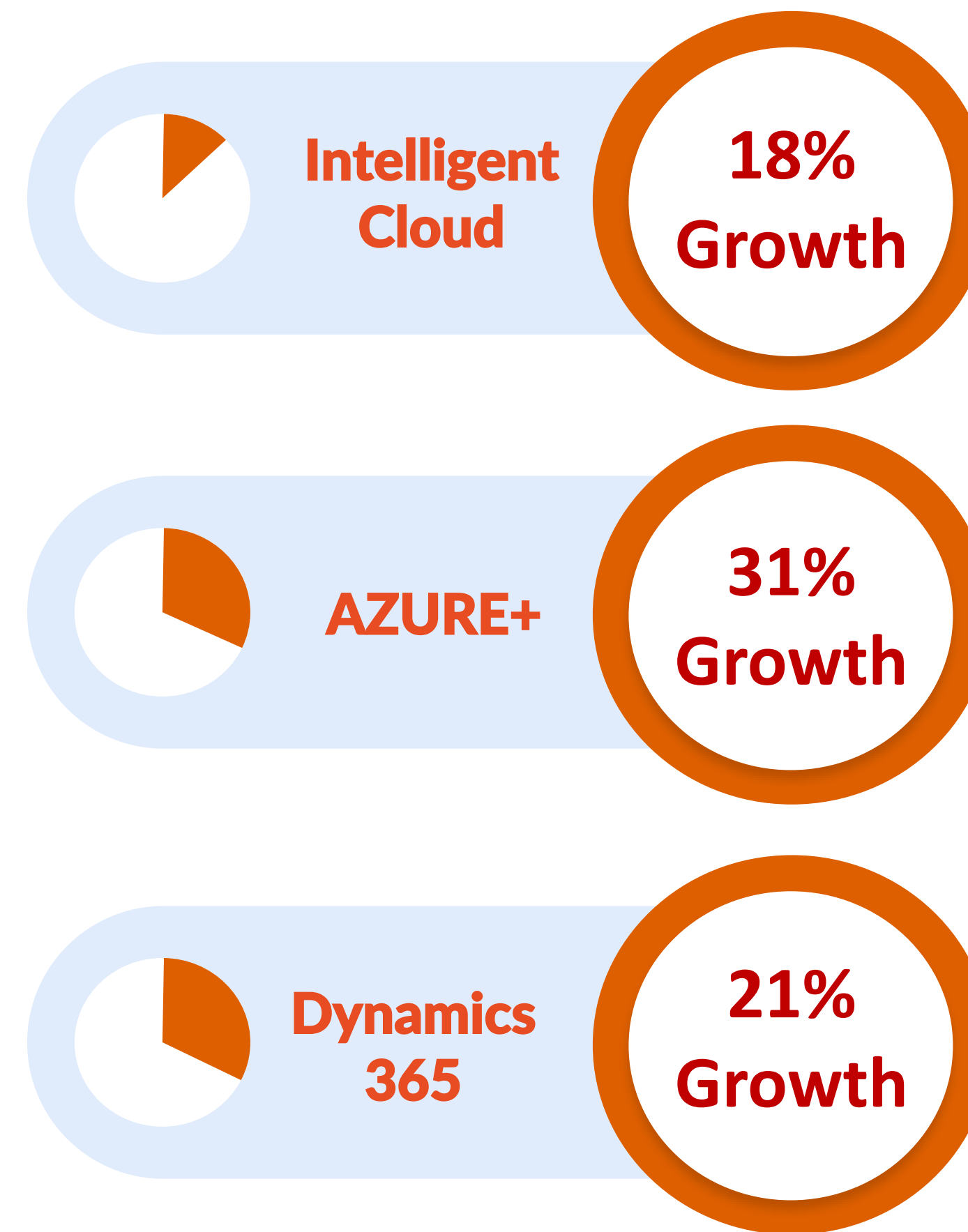
Cloud adoption opens new opportunities, and further strengthens Recurring & Repeat business

AI Adoption Business Cases Strengthening

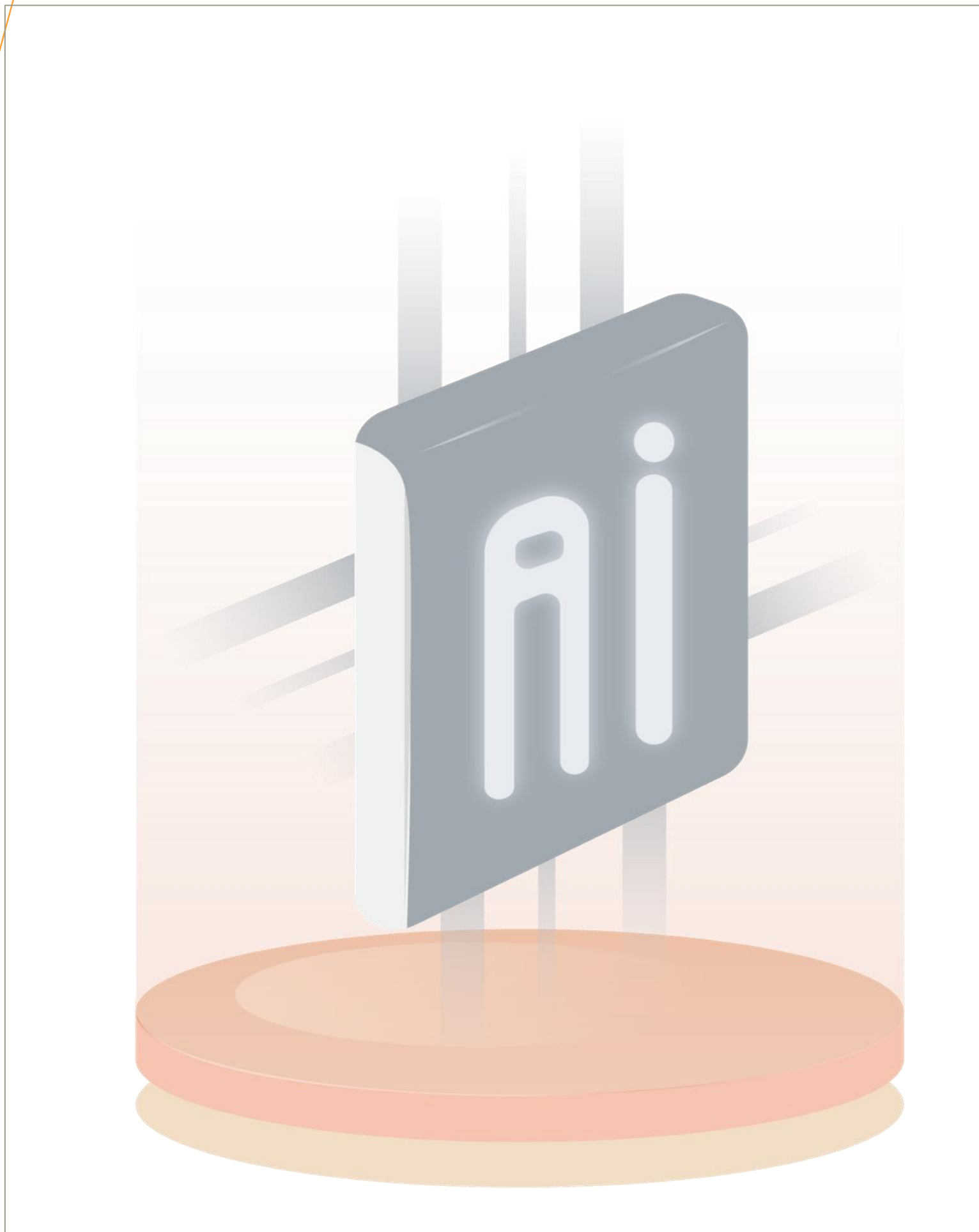


Microsoft Solutions – Continue Building Muscle

Microsoft product line – growing faster than the market (Q2 FY'23 data)



Copilots : Bringing the power of AI to Businesses



- Copilot in Microsoft 365
- Copilot in Dynamics 365 Business Central
- Copilot in Dynamics 365 Customer Service & Microsoft Copilot for Service
- Copilot in Dynamics 365 Customer Insights
- Copilot in Dynamics 365 Customer Insights - Journeys
- Copilot in Dynamics 365 Field Service
- Copilot in Dynamics 365 Project Operations
- Copilot in Dynamics 365 Sales & Microsoft Sales Copilot
- Copilot in Dynamics 365 F&O Help & Guidance
- Copilot in Dynamics 365 Commerce
- Copilot in Dynamics 365 Finance
- Copilot in Dynamics 365 Supply Chain Management



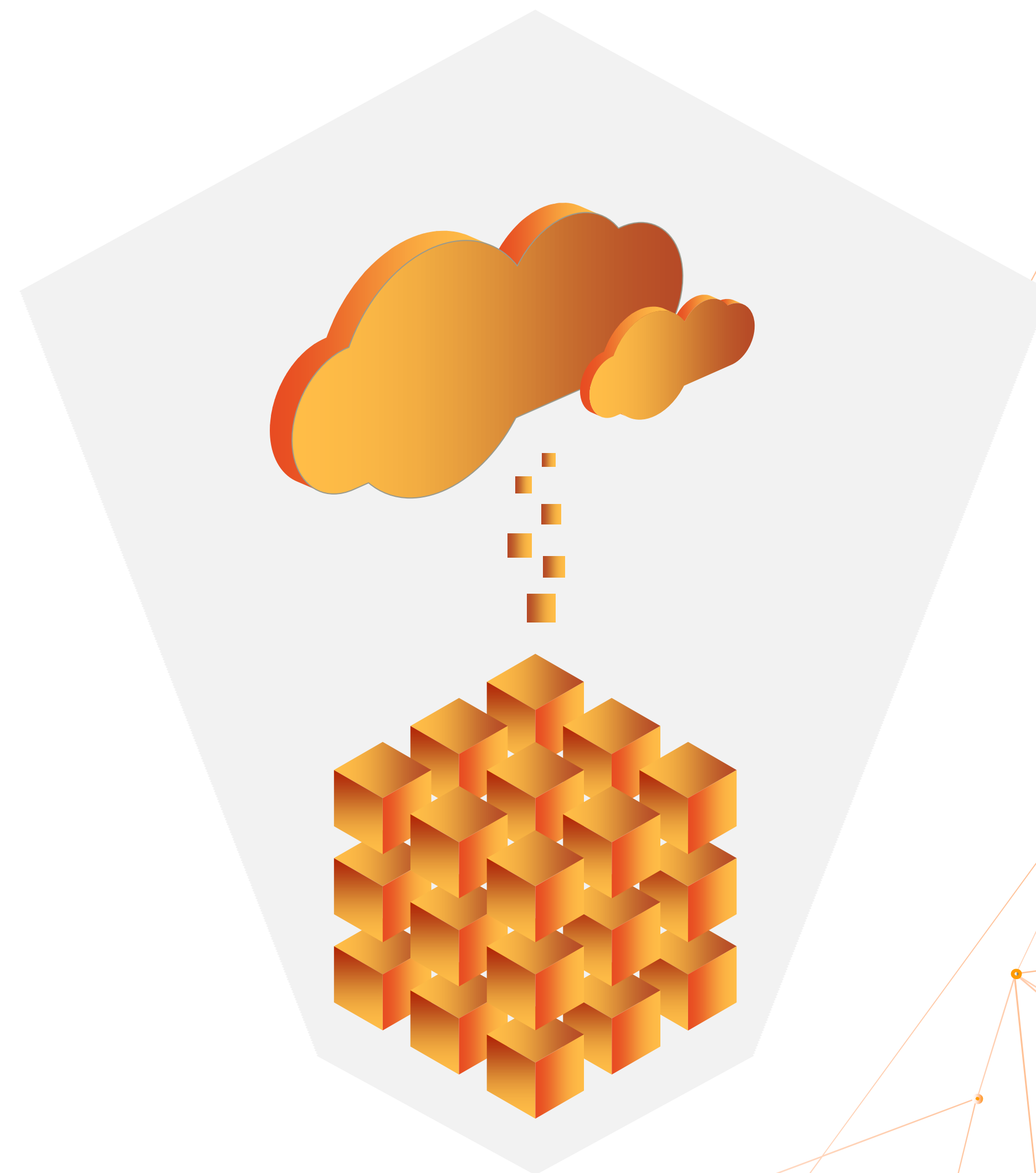
Azure Momentum Continues to Build



TSSA selects Alletec for Azure Infrastructure and Managed Services

TSSA - Ontario's public safety regulator for Elevating & Amusement Devices administers technical safety regulations and provides safety oversight of:

- Elevating devices such as elevators and escalators
- Amusement devices such as roller coasters and bouncy castles
- Ski Lifts such as chair lifts and T-bars
- Boilers and pressure vessels including piping
- Fuels such as natural gas, propane, and liquid fuels - mainly their storage, distribution, and utilization

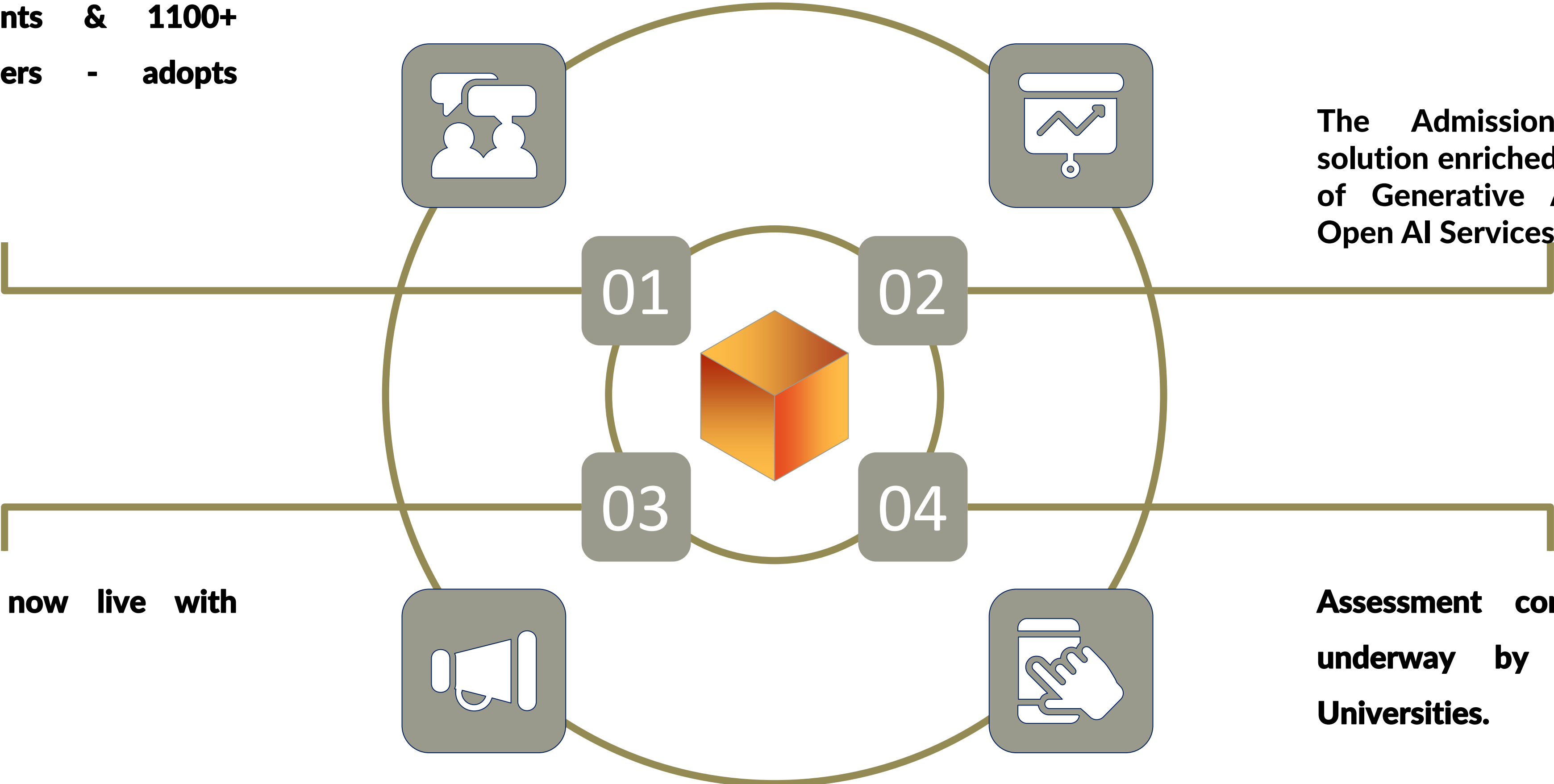


EdTech Momentum

EdTech 365: Now Powered with Generative AI

OP Jindal University - with 11000+ students & 1100+ faculty members - adopts EdTech365.

The Admissions to Alumni solution enriched with the power of Generative AI from Azure Open AI Services

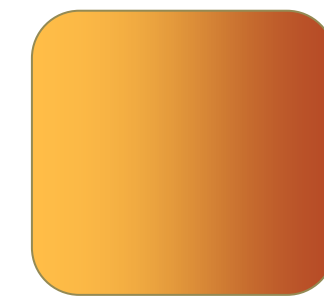


5 Institutions now live with EdTech 365

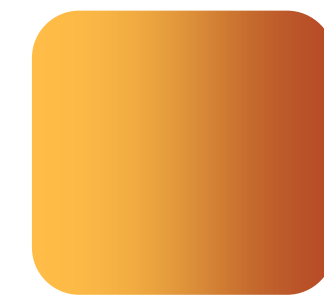
Assessment continues to be underway by several other Universities.

International Business : Strengthening Traction

9 New International Customers Acquired in Q3'24



USA



CANADA



AFRICA

- . African region expands with new customer add from Ethiopia
- . New project confirmation by the Bank of Kigali, Rwanda
- . Strengthening pipeline in USA & Canada
- . Product Revenues from International customers also growing

Operational Updates



**New Trainee Batch
from Campus
Placements Inducted
in Jan 2024 + Lateral
Hiring**

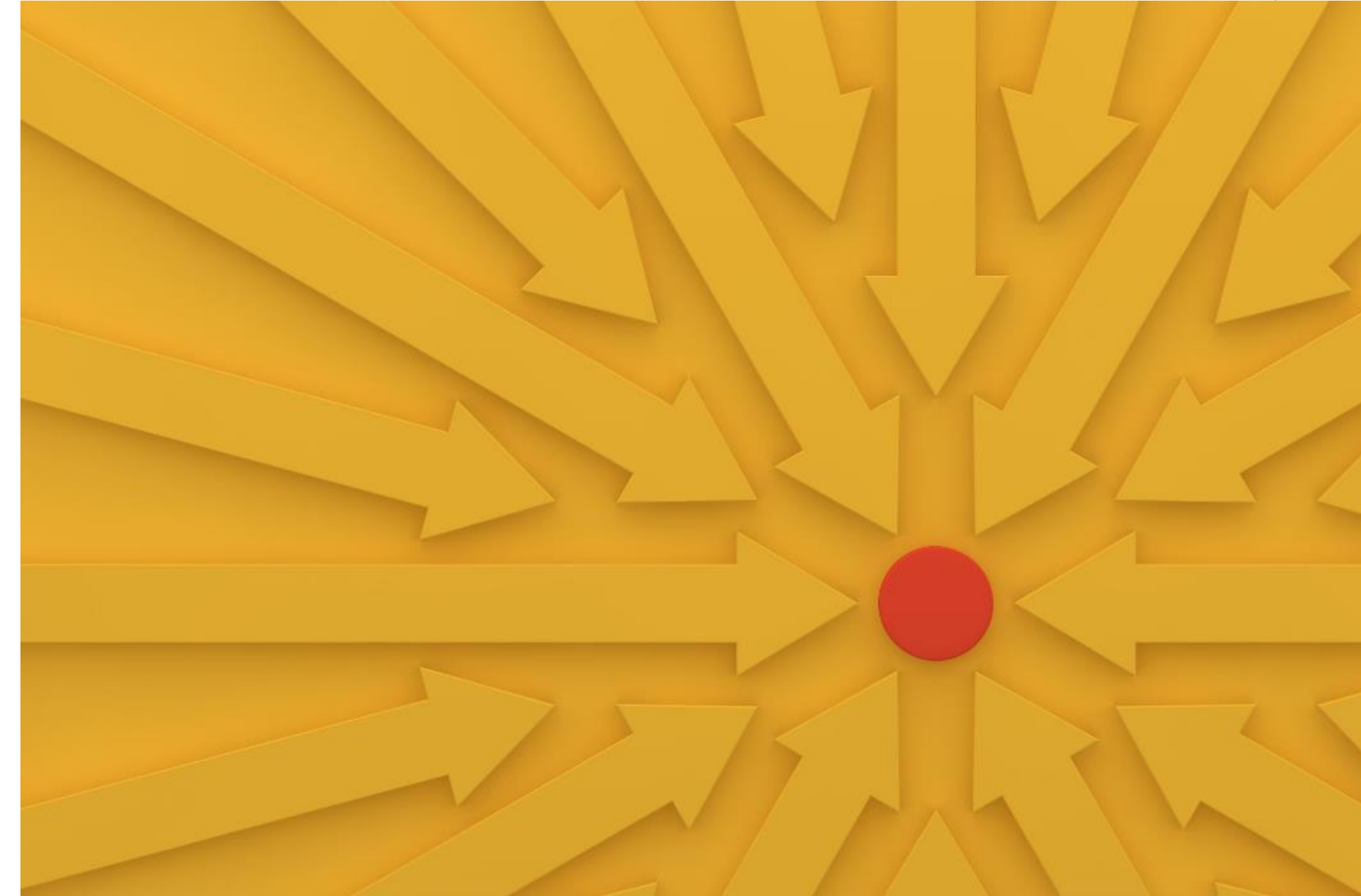


**New Partnerships
Developed in US &
Africa**



**M&A Pipeline:
1 Dynamics and 1
Data Engineering
Company**

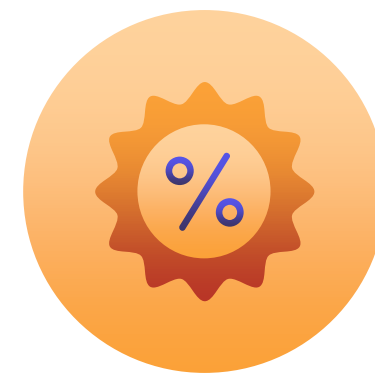
What's Steady



A Digital Transformation Solutions Company



June, 2000
Inception



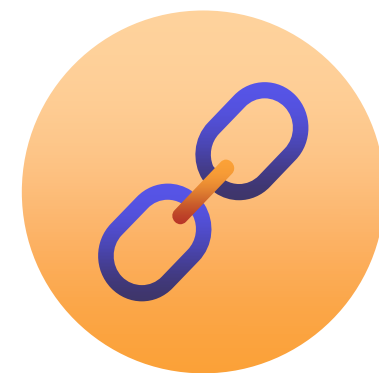
December, 2022
Year of Listing



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



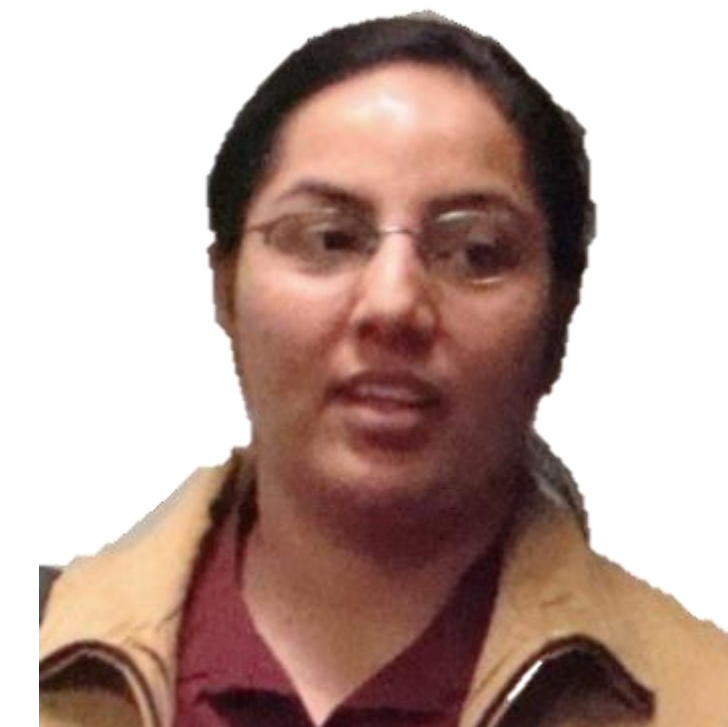
Dr. Ajay Mian
Managing Director



Rajiv Tyagi
Executive Director



Sandeep Jain
Chief Financial Officer

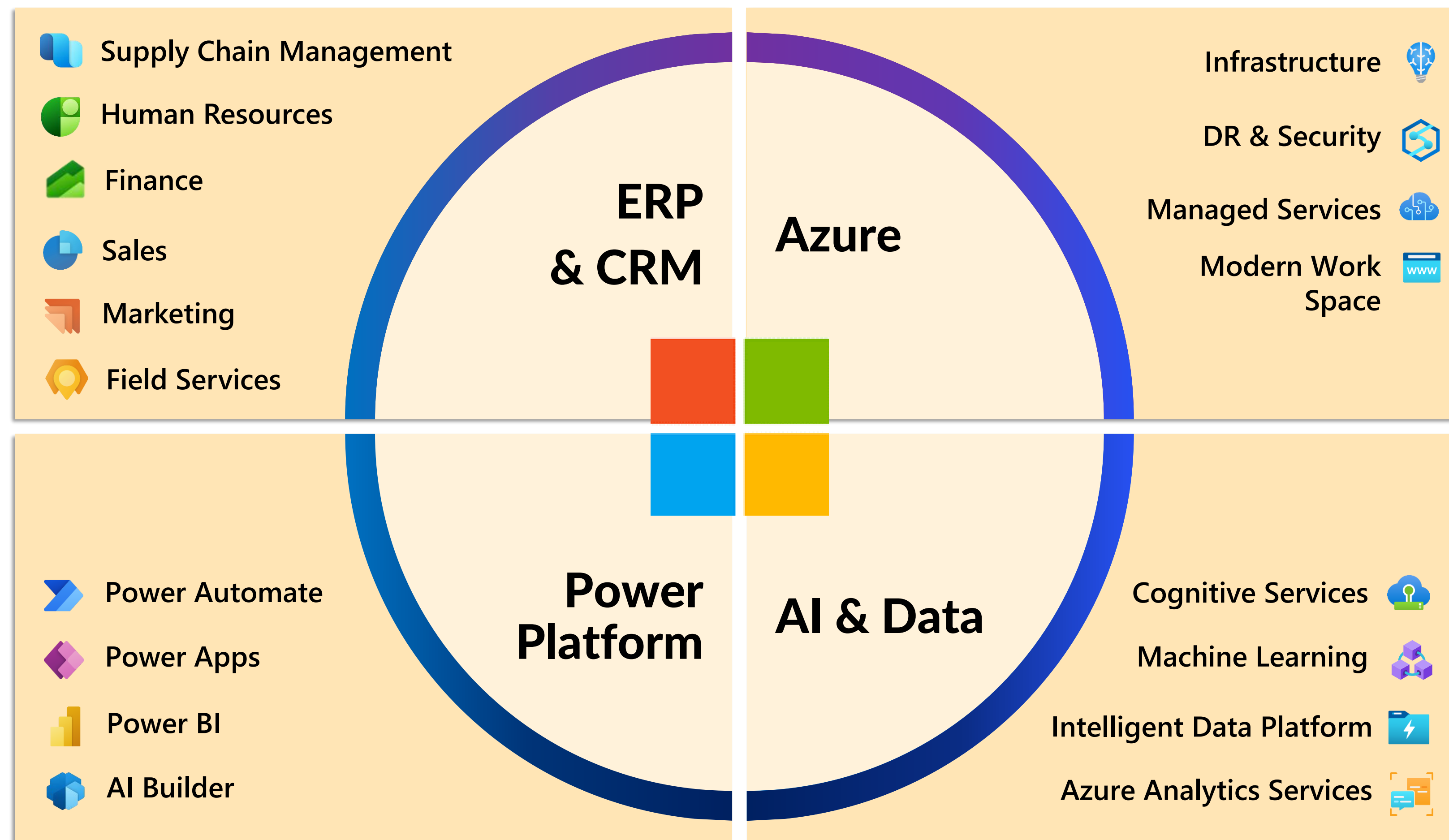


Ritu Sood
Executive Director



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

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

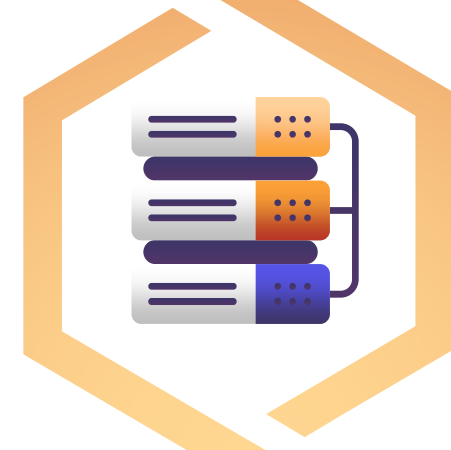
06

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

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

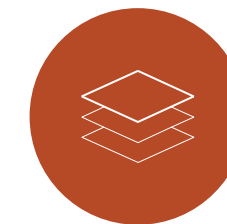
- Significant Customer base over 2 decades
- Industry Solutions & IP
- Experience of projects in ~30 countries
- Deep competence in Microsoft BizApps
- Strong Alignment with Microsoft
- Provider of Solutions & Consulting, rather than Resource Augmentation
- Leadership Position in our space

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

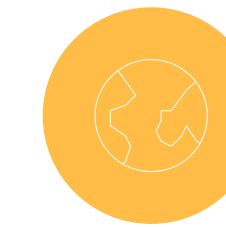


S



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W



Weaknesses

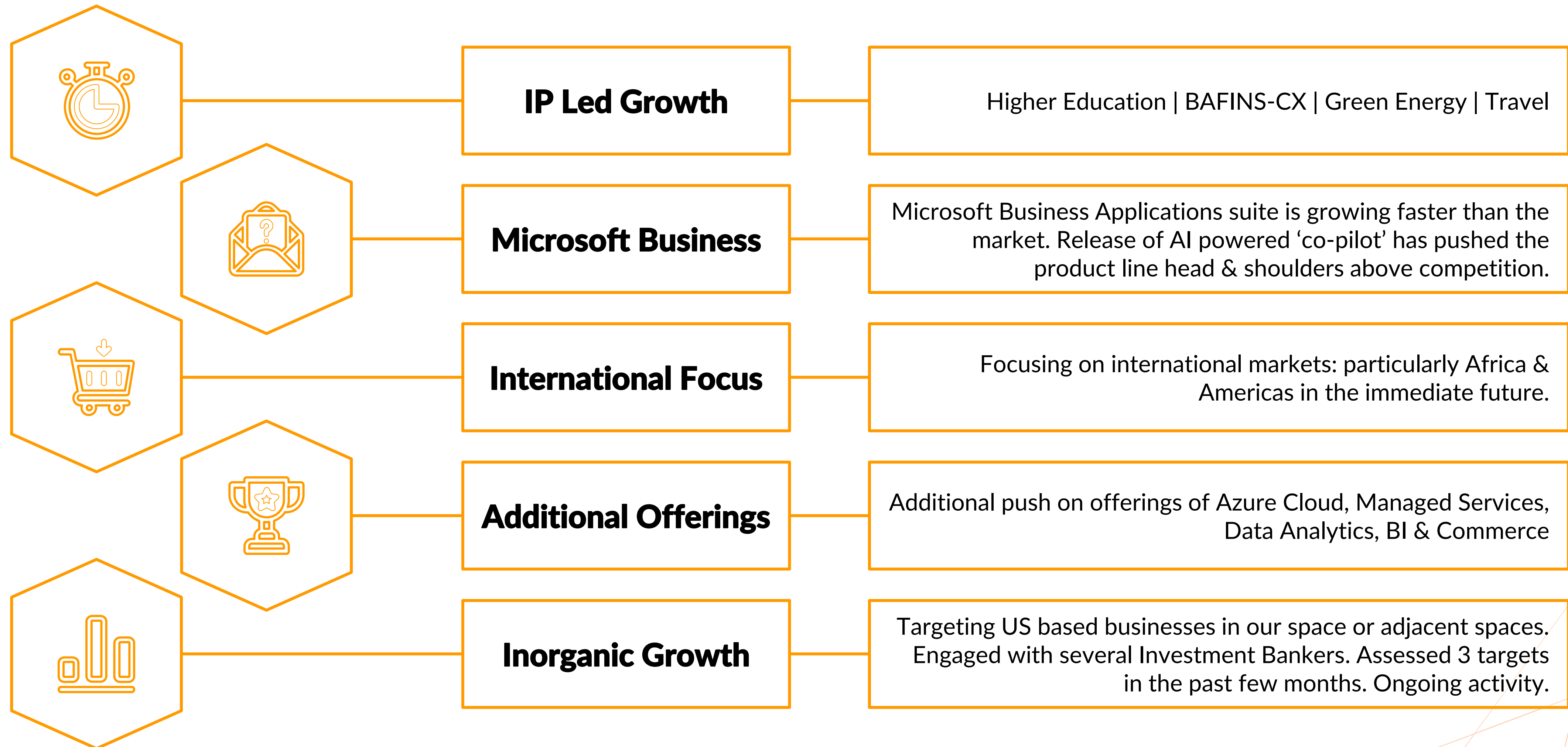
- Industry Solutions footprint currently limited to India
- International Sales needs strengthening



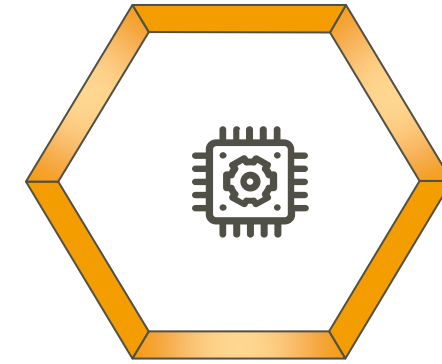
Threats

- Increasing Cost of Talent

Growth Drivers

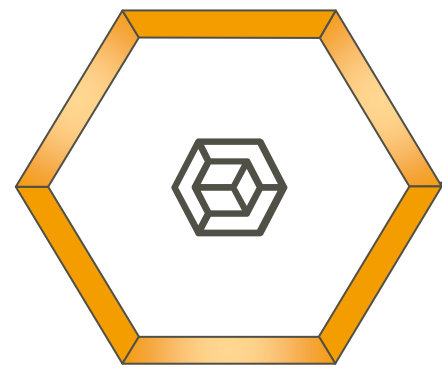


Strategic Focus - Going Forward



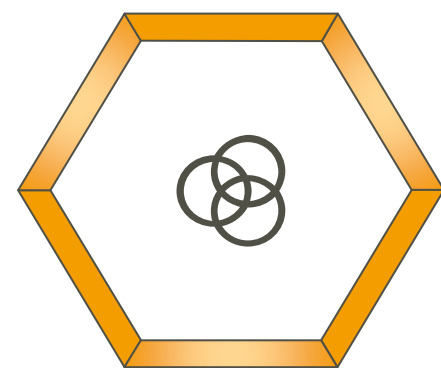
IP Led Growth Higher Education & BAFINS-CX

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



Quarterly & 9 Monthly Income Statement

Particulars (INR Mn)	Q3FY24	Q2FY24	Q3FY23	YoY%	QoQ%	9MFY24	9MFY23	YoY%
Revenue from Operations	300.5	288.4	222.9	34.8%	4.2%	859.2	639.1	34.4%
Other Income	17.6	18.9	5.3	235.7%	-6.7%	53.6	17.0	215.0%
Total Income from Operations	318.1	307.3	228.2	39.4%	3.5%	912.8	656.2	39.1%
Total Expenditure	245.1	241.3	185.6	32.0%	1.6%	718.1	545.3	31.7%
EBITDA	73.0	66.0	42.6	71.5%	10.6%	194.7	110.9	75.5%
EBITDA Margin (%)	23.0%	21.5%	18.7%	+430 bps	+147 bps	21.3%	16.9%	+443 bps
Depreciation	2.3	2.3	1.4	66.8%	0.6%	6.9	4.2	66.0%
Profit Before Interest & Tax	70.7	63.7	41.2	71.7%	11.0%	187.8	106.7	75.9%
Interest	-	0.0	0.0	-100.0%	-100.0%	0.0	0.1	-92.0%
Profit Before Tax	70.7	63.7	41.2	71.7%	11.0%	187.7	106.6	76.1%
Minority Share Adjusted	(0.1)	(0.1)	-	-	-8.6%	(0.3)	-	-
Tax	(17.2)	(15.7)	(9.6)	79.2%	9.9%	(45.8)	(25.6)	-78.9%
Net Profit (excl. extra ord)	53.4	47.9	31.6	69.2%	11.4%	141.7	81.0	74.9%
Net Profit Margin (%) (excl. extra ord)	16.8%	15.6%	13.8%	+295 bps	+118 bps	15.5%	12.4%	+318 bps
Extraordinary Items	-	-	2.3	-100.0%	-	-	7.0	-100.0%
Net Profit (incl. extra ord)	53.4	47.9	33.9	57.5%	11.4%	141.7	88.1	60.9%
EPS (Rs) (excl. extra ord)	2.64	2.37	2.03	30.0%	11.4%	7.02	5.22	34.5%
EPS (Rs) (incl. extra ord)	2.64	2.37	2.18	21.1%	11.4%	7.02	5.67	23.7%

Annual Income Statement

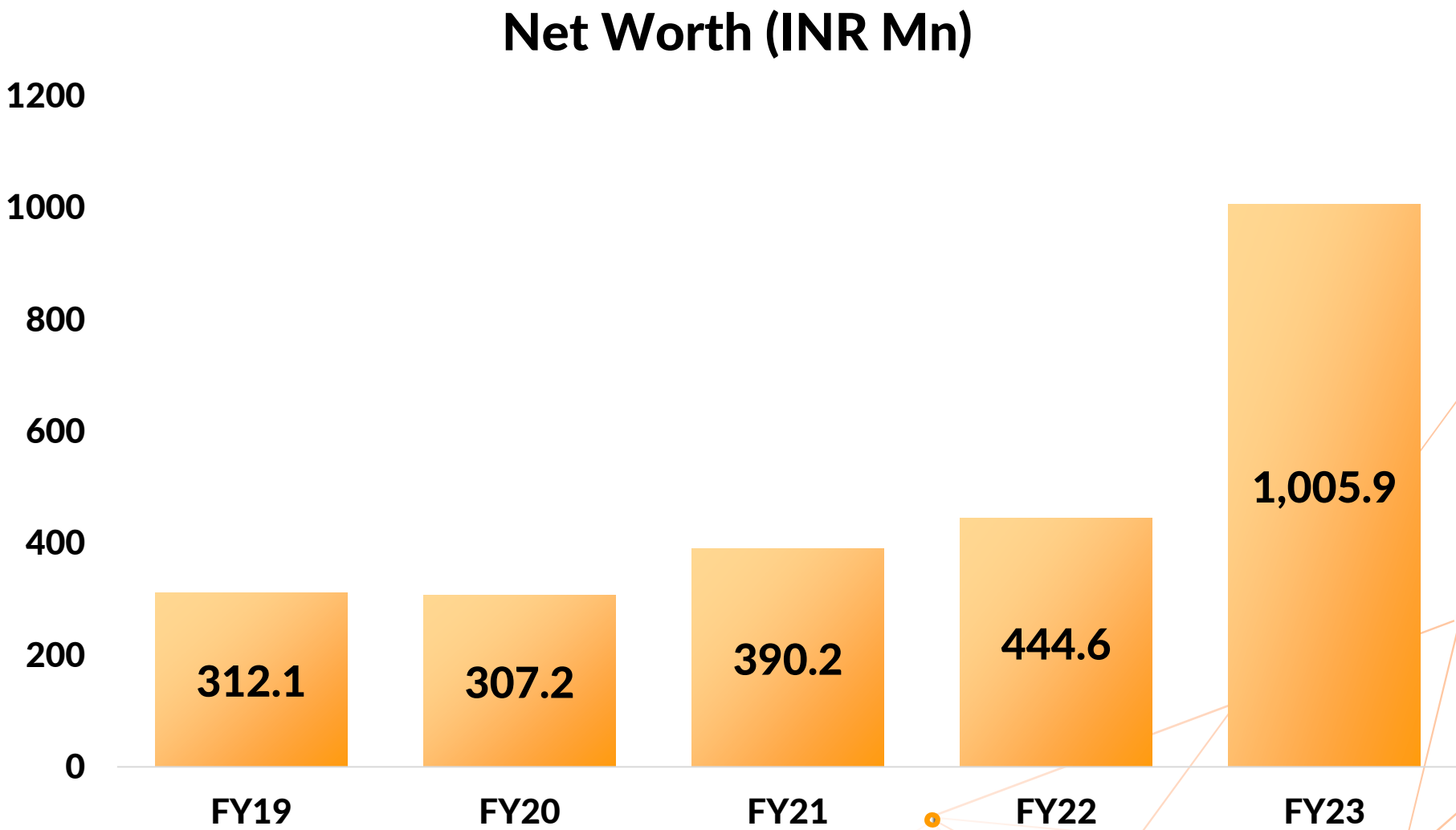
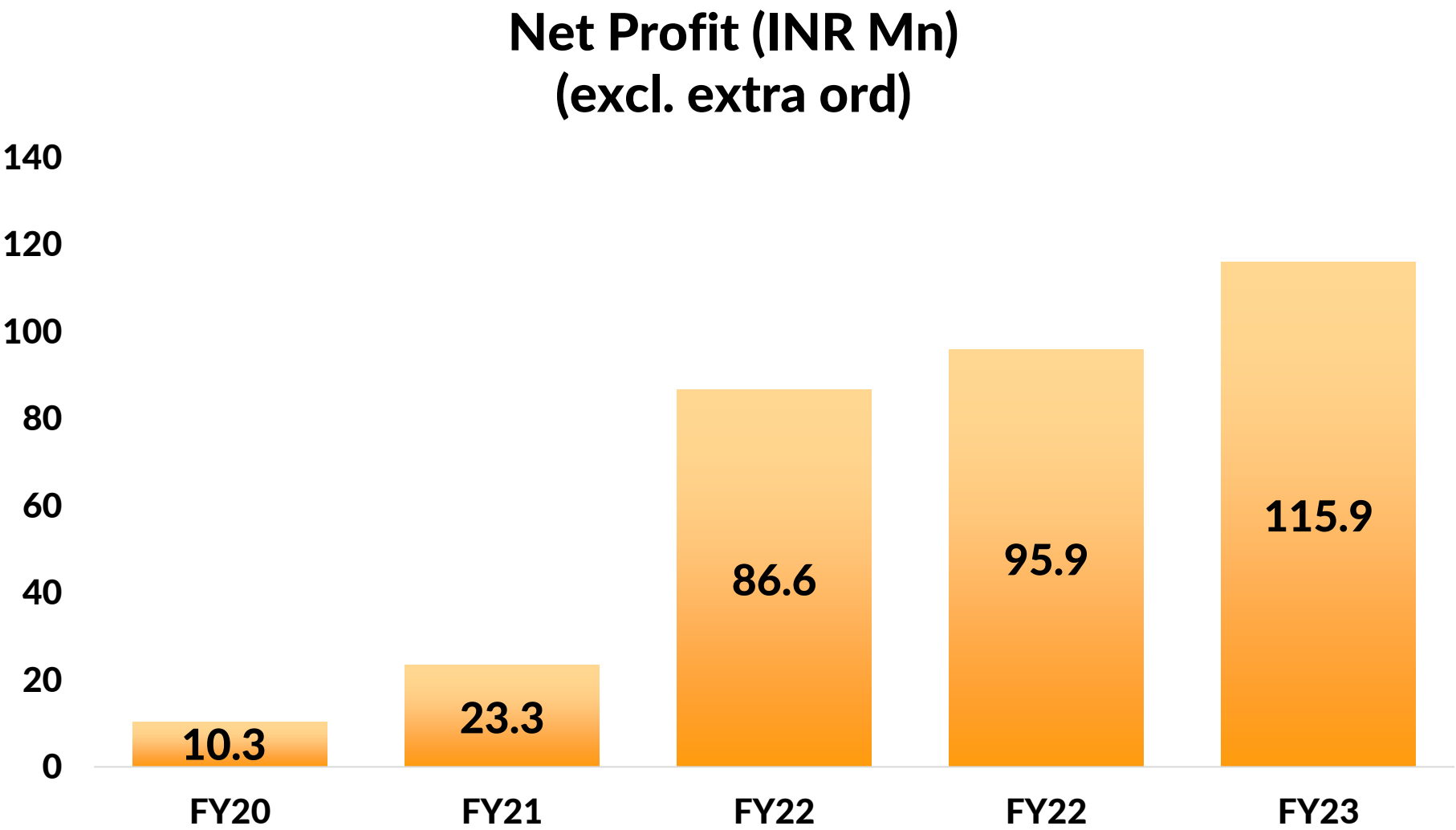
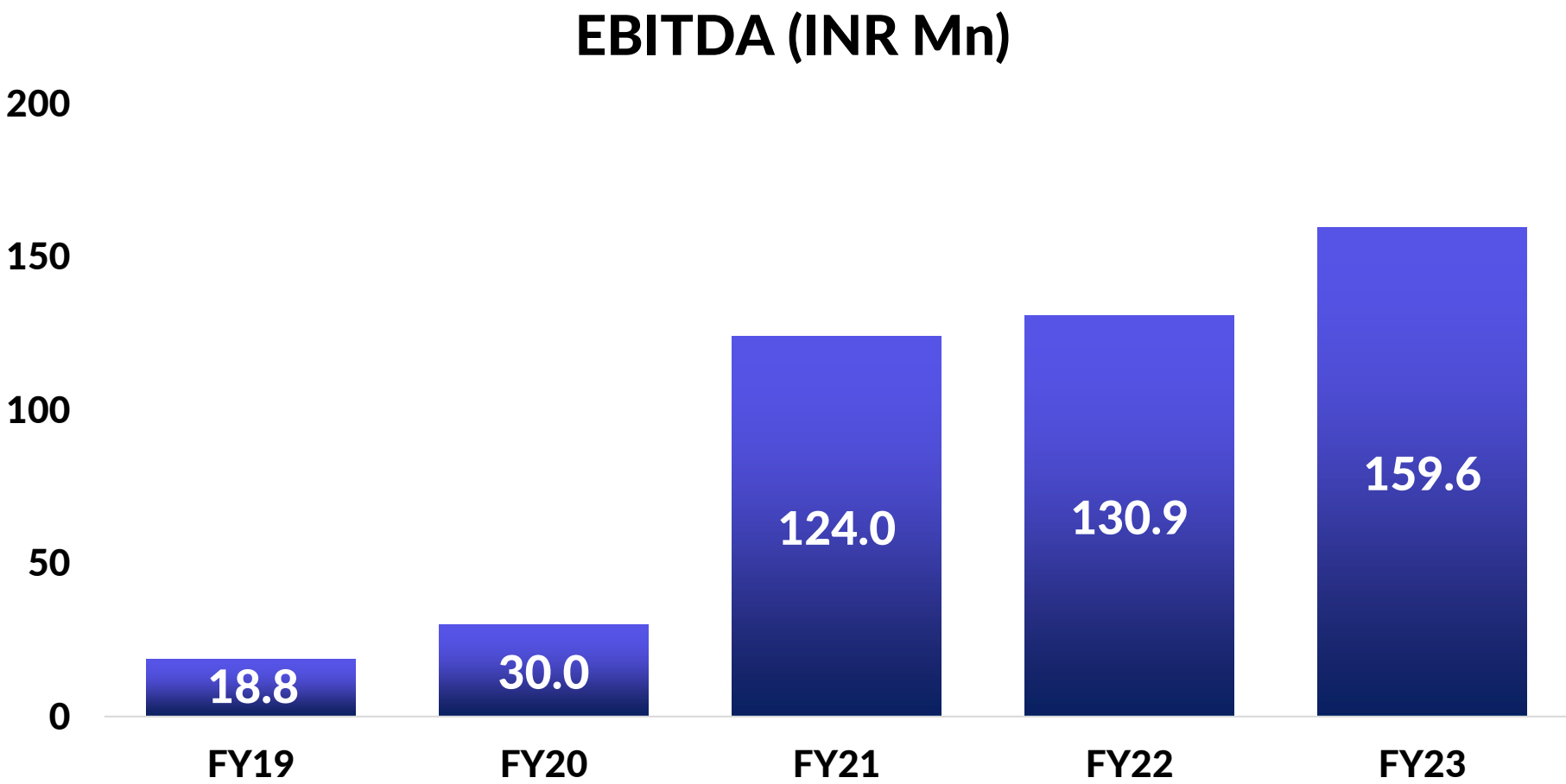
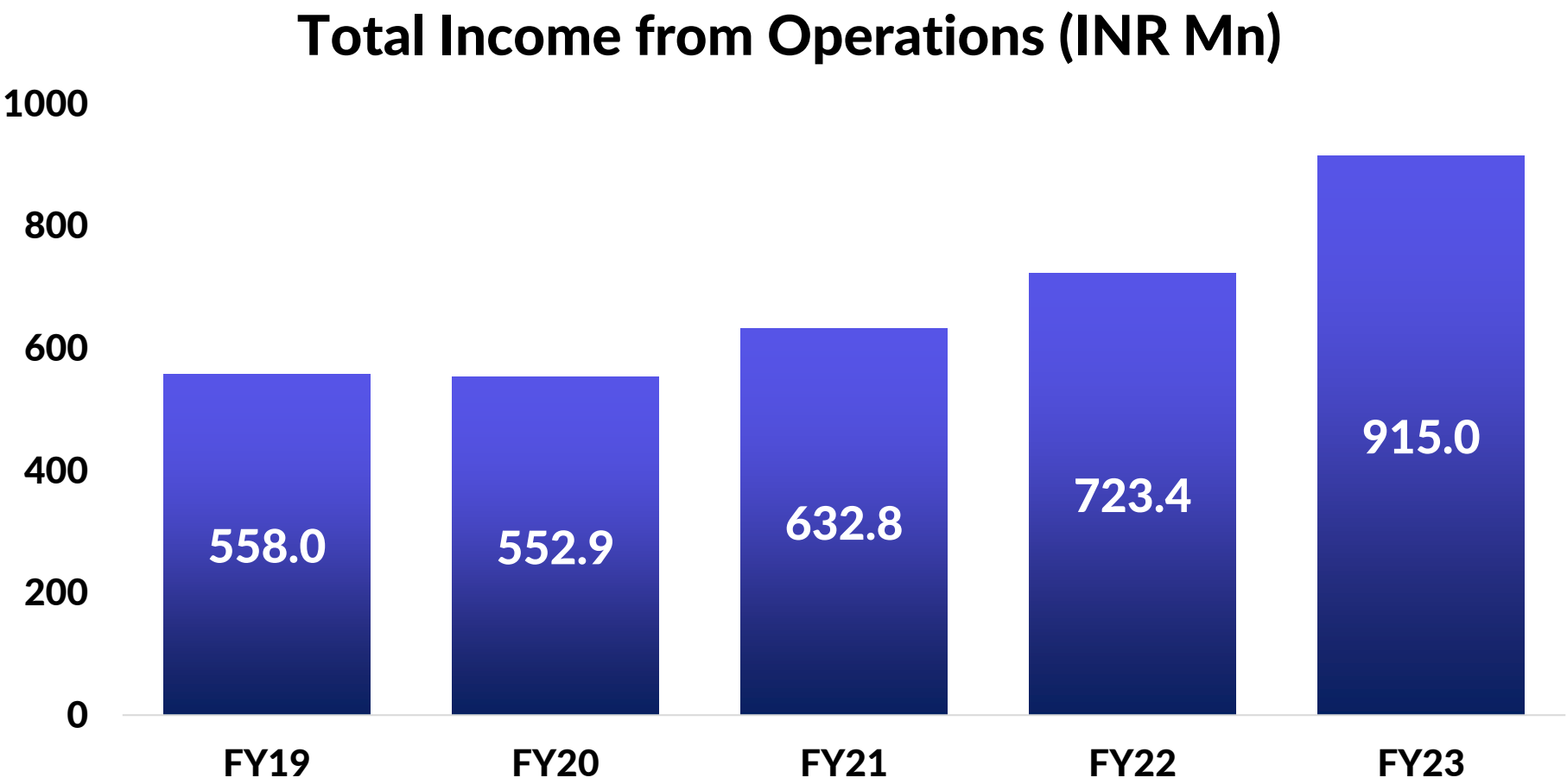
Particulars (INR Mn)	FY19	FY20	FY21	FY22	FY23
Revenue from Operations	540.9	537.1	612.2	700.5	876.8
Other Income	17.1	15.8	20.6	22.9	38.1
Total Income from Operations	558.0	552.9	632.8	723.4	915.0
Total Expenditure	539.2	522.9	508.8	592.5	755.4
EBITDA	18.8	30.0	124.0	130.9	159.6
EBITDA Margin (%)	3.4%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

Balance Sheet

Particulars (INR Mn)	H1-24	FY23
Equity and Liabilities		
Shareholders' Fund		
Share Capital	201.9	201.9
Reserves & Surplus	863.7	803.9
Minority Interest	1.5	1.4
Total Equity	1067.2	1007.3
Non-Current Liabilities		
Long Term Provisions	26.5	25.9
Total Non-Current Liabilities	26.5	25.9
Current Liabilities		
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
Total Current Liabilities	323.7	204.4
Total Equity and Liabilities	1,417.4	1,237.6

Particulars (INR Mn)	H1-24	FY23
Assets		
Non-Current Assets		
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
Total Non-Current Assets	111.4	116.6
Current Assets		
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
Total Current Assets	1,306.1	1,121.0
Total Assets	1,417.4	1,237.6

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



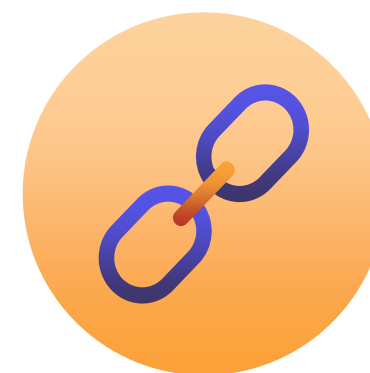
2000-2009

- 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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