

INVESTOR PRESENTATION

Q1 FY'26



ALLETEC

INTELLIGENT BUSINESS APPLICATIONS FOR DIGITAL TRANSFORMATION

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CONTENTS

1

The Numbers

2

The Story Behind

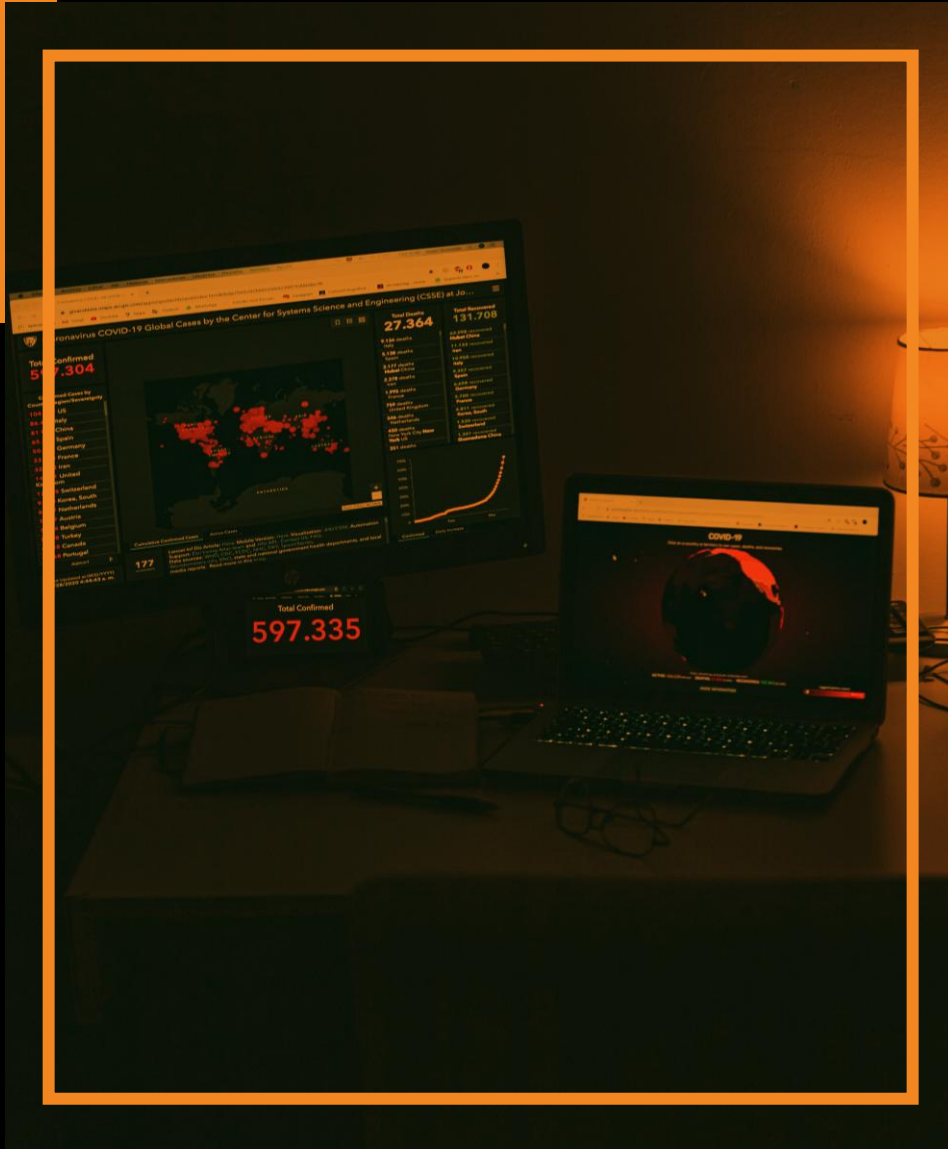
3

What's Steady

4

Annexures

01



THE NUMBERS

COMPANY IN NUMBERS

(Consolidated)



	Q1 FY'26	Q1 FY'25	Q4 FY'25
Total Revenue*	INR 340.7 Mn	INR 331.3 Mn	INR 349.3 Mn
Total Income from Operations[#]	INR 363.3 Mn	INR 350.1 Mn	INR 383.1 Mn
EBITDA^{\$}	INR 87.9 Mn	INR 84.2 Mn	INR 125.5 Mn
Reported Net Profit	INR 63.2 Mn	INR 61.7 Mn	INR 101.0 Mn
Reported Net Profit Margin	17.4%	17.6%	26.4%
Total Income Growth (QoQ)	-5.2%	8.9%	0.5%
Total Income Growth (YoY)	3.8%	22.6%	18.3%
Repeat + Recurring Revenue	96.4%	90.0%	87.5%
Customers Added	11	15	8

*Total Revenue (Exclusive of Other Income)

[#]Total Income from Operations (Inclusive of Other Income)

^{\$}EBITDA (Inclusive of Other Income)

QUARTERLY PERFORMANCE

(Consolidated)

QUARTERLY PERFORMANCE (YoY) (Q1 FY'26 vs Q1 FY'25)

Total Income Growth

3.8 % ▲

EBIT Growth

4.7 % ▲

EBITDA Margin

24.2 % +16 BPS ▲

EBITDA Growth

4.4 % ▲

Reported Net Profit Growth

2.3 % ▲

Reported Net Profit Margin

17.4 % - 24 BPS

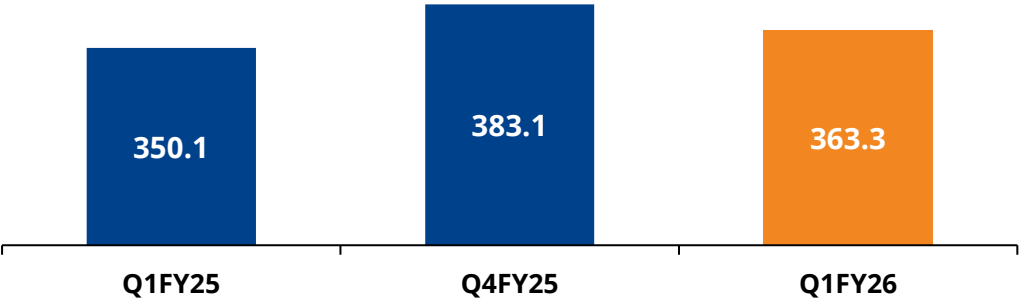
KEY FINANCIAL CHARTS

(Consolidated)

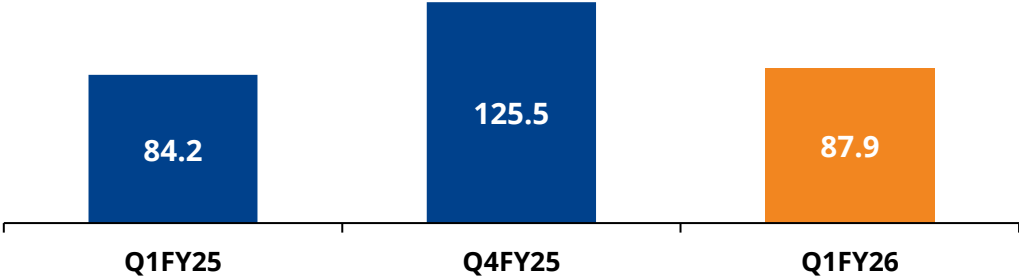


*Includes Other Income

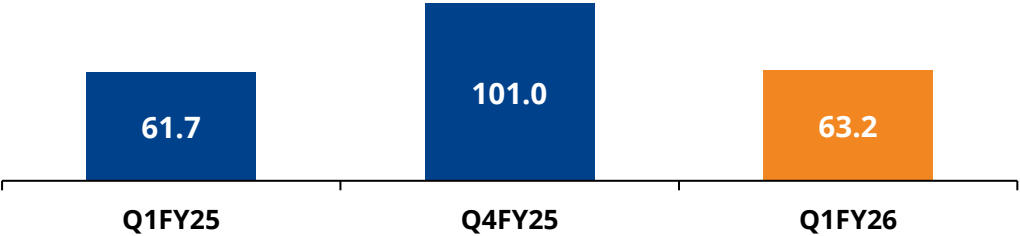
*Total Income from Operations (INR Mn)



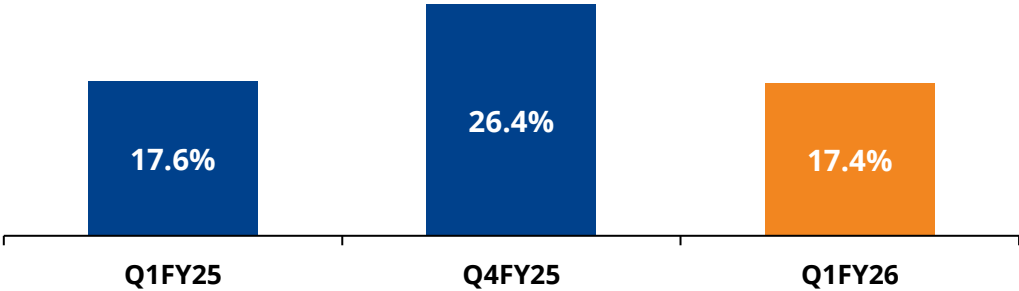
*EBITDA (INR Mn)



Reported Profit After Tax (INR Mn)



Reported Profit After Tax Margin (%)



02



THE STORY BEHIND

FUNDAMENTALS STAY STRONG



01

Businesses facing 'paradigm shift' – yet again.
This time triggered by AI.

02

Alletec helps customers navigate through the maze and modernize.

03

Microsoft stack adoption strengthening; leading competition.

04

Comprehensiveness of solution offerings gives Alletec an edge.

05

Business model of direct end-customer, project based engagements, brings strength.



REVENUE DRIVERS ACTIVATED



UAE
operationalized



Africa strengthened
with new Sales Leader



KSA: Sizable tender
win with a large global
services organization



Americas: Traction
continues to strengthen



Investments underway
in AI Skilling and IP
Development



Increased Marketing
Investments



AI

TRANSFORMATION



Strengthening AI Capabilities through internal Skilling

Several AI Agents under PoC with customers to drive automation, enhance decision-making, and deliver measurable business outcomes

Modernization of Industry Solutions: Embedding AI Agents in EPC 365 | Travel 365 | EdTech 365

AI Adoption for internal development and testing

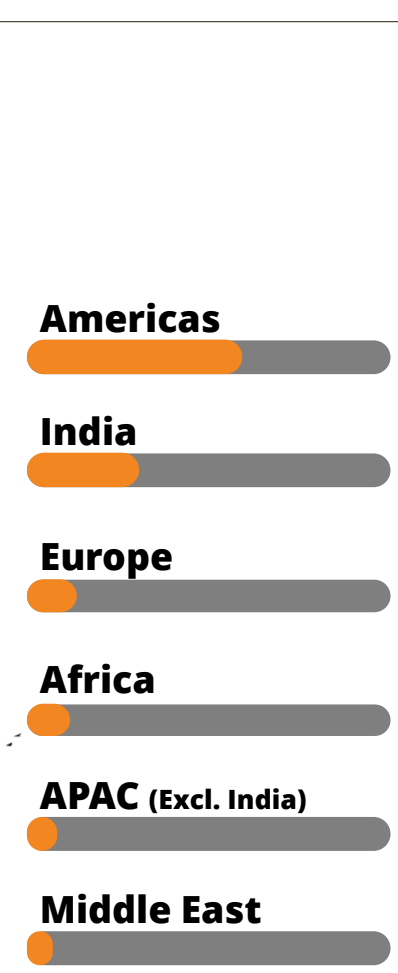
Machine Maintenance 'AI Agent' Advisor



[Click to view Video](#)

https://drive.google.com/file/d/1tn33VpR1QFKmJ5VeRX5_4X3oVWSUNikQ/view

GEOGRAPHIC SPREAD

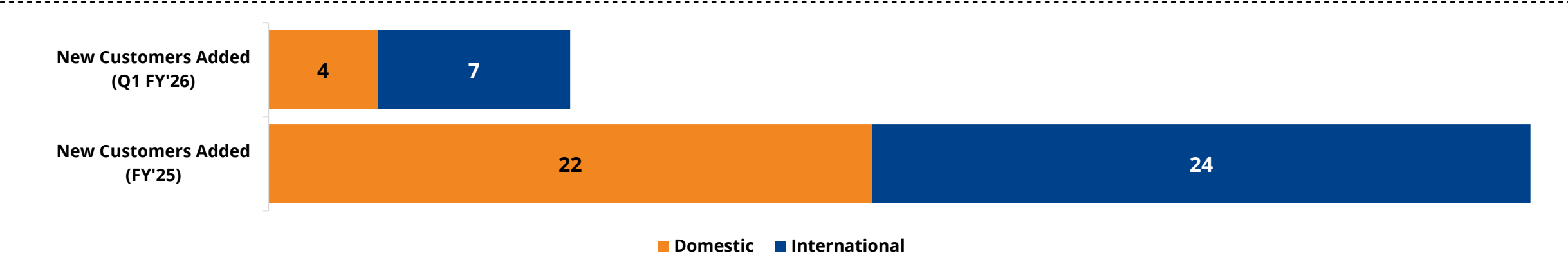
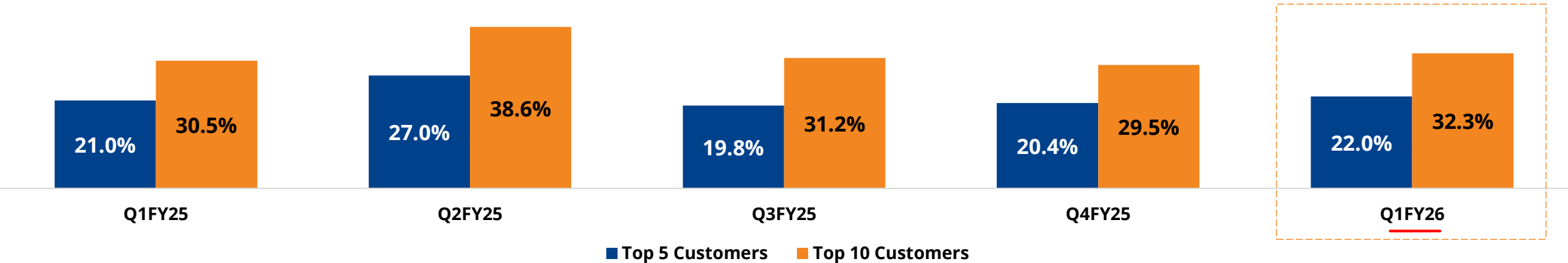


Service Revenue Breakup (%)	
Q1 FY'26	
Americas	58.9%
India	24.4%
Europe	5.0%
Africa	4.8%
APAC (Excl. India)	3.6%
Middle East	3.3%

CUSTOMER ENGAGEMENT



Revenue from Top Customers (%)



INDUSTRIES SERVED



Professional Services
31 %



Financial Services
6 %



Manufacturing
15 %



Trade & Distribution
5 %



Retail
13 %



Digital Native
5 %



Green Energy & EPC
9 %



Education
4 %

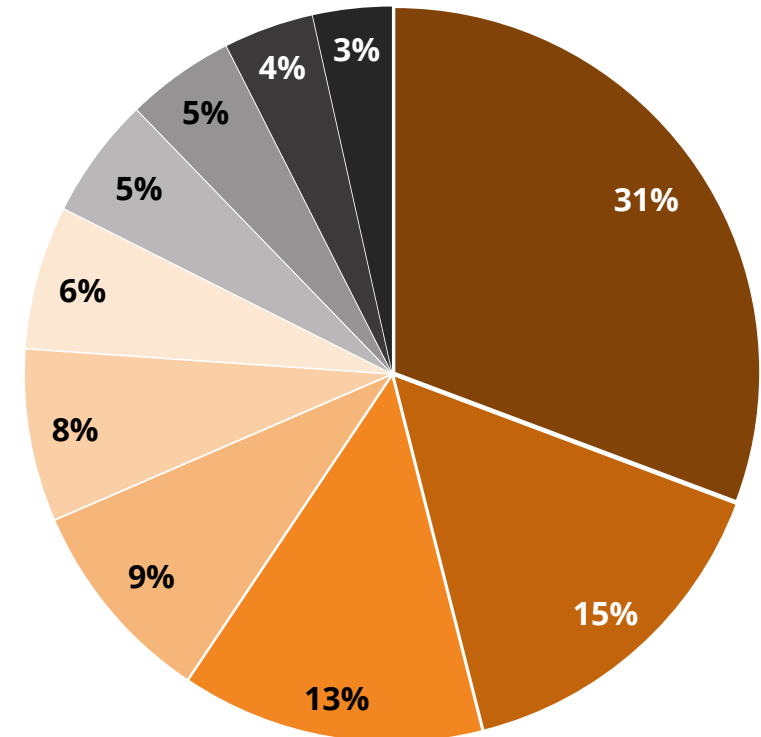


Food & Beverage
8 %



Travel
3 %

Industries Served (Q1 FY'26)



GROWTH DRIVERS



Comprehensive Offerings

One stop for all digital transformation needs: Digital Core Modernization, Enterprise Applications, Data & AI solutions, System Integration, with consulting & services



AI & Microsoft Momentum

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

A DIGITAL TRANSFORMATION SOLUTIONS COMPANY



July 2000
Inception

1000+
Projects executed

IP Led Solutions
10 products

Dec. 2022
Listed at NSE

30+ Countries
Customers Serviced

Team
~ 360

10+
Industries Served

Full Stack Solutions Provider
AI Business Solutions | Cloud & AI
Platforms | Security

Digital Transformation through integrated & **AI powered systems** of ERP, CRM, Collaboration, and enabling businesses draw actionable insights from data

Consulting services for solution assessments, product selection, solution licenses, solution implementations, enhancements and support

**Microsoft ISV
Development Center**

**Microsoft AIM
Modernization Center**

**Cloud Solutions Provider
& Master VAR**

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)	Q1 FY26	Q4 FY25	Q1 FY25	YoY%	QoQ%	FY25	FY24	YoY%
Total Revenue	340.7	349.3	331.3	2.8%	-2.5%	1,399.7	1,163.3	20.3%
Other Income	22.6	33.7	18.8	20.1%	-33.1%	95.0	73.2	29.8%
Total Income from Operations	363.3	383.1	350.1	3.8%	-5.2%	1,494.7	1,236.5	20.9%
Total Expenditure	275.3	257.5	265.9	3.5%	6.9%	1,093.2	964.5	13.3%
EBITDA	87.9	125.5	84.2	4.4%	-30.0%	401.5	272.1	47.6%
EBITDA Margin (%)	24.2%	32.8%	24.1%	+16 bps	-857 bps	26.9%	22.0%	+486 bps
Depreciation	3.0	2.8	3.1	-3.3%	7.2%	11.4	10.0	14.6%
Profit Before Interest & Tax	85.0	122.8	81.1	4.7%	-30.8%	390.0	262.1	48.8%
Interest	0.1	0.1	-	-	17.5%	0.2	-	-
Profit Before Tax	84.8	122.7	81.1	4.5%	-30.8%	389.9	262.1	48.8%
Minority Share Adjusted	-0.0	- 0.0	-0.0	133.3%	-58.8%	- 0.1	- 0.5	-78.6%
Tax	-21.6	- 30.1	-19.4	11.5%	-28.0%	- 96.7	- 64.7	49.3%
Net Profit (excl. extra ord.)	63.2	92.6	61.7	2.3%	-31.8%	293.1	196.9	48.9%
Net Profit Margin (%) (excl. extra ord.)	17.4%	24.2%	17.6%	-24 bps	-677 bps	19.6%	15.9%	+369 bps
Extraordinary Items	-	8.4	-	-	-	8.4	-	-
Net Profit (incl. extra ord.)	63.2	101.0	61.7	2.3%	-37.5%	301.5	196.9	53.2%
EPS (Rs) (excl. extra ord.)	3.13	4.58	3.06	2.3%	-31.8%	14.51	9.75	48.9%
EPS (Rs) (incl. extra ord.)	3.13	5.00	3.06	2.3%	-37.5%	14.93	9.75	53.2%

ANNUAL INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	FY20	FY21	FY22	FY23	FY24	FY25
Total Revenue	537.1	612.2	700.5	876.8	1,163.3	1,399.7
Other Income	15.8	20.6	22.9	38.1	73.2	95.0
Total Income from Operations	552.9	632.8	723.4	915.0	1,236.5	1,494.7
Total Expenditure	522.9	508.8	592.5	755.4	964.5	1,093.2
EBITDA	30.0	124.0	130.9	159.6	272.1	401.5
EBITDA Margin (%)	5.4%	19.6%	18.1%	17.4%	22.0%	26.86%
Depreciation	4.2	4.6	6.4	6.8	10.0	11.4
Profit Before Interest & Tax	25.8	119.4	124.6	152.8	262.1	390.0
Interest	0.3	0.1	0.1	0.1	-	0.2
Profit Before Tax	25.5	119.3	124.5	152.7	262.1	389.9
Minority Share Adjusted	5.4	(10.6)	3.7	(0.1)	0.5	- 0.1
Tax	(7.7)	(22.0)	(32.3)	(36.9)	(64.7)	- 96.7
Net Profit (excl. extra ord.)	23.3	86.6	95.9	115.9	196.9	293.1
Net Profit Margin (%) (excl. extra ord.)	4.2%	13.7%	13.3%	12.7%	15.9%	19.61%
Extraordinary Items	-	-	6.8	4.9	-	8.4
Net Profit (incl. extra ord.)	23.3	86.6	102.7	120.8	196.9	301.5
EPS (Rs) (excl. extra ord.)	13.62	5.86	6.48	6.95	9.75	14.51
EPS (Rs) (incl. extra ord.)	13.62	5.86	6.94	7.24	9.75	14.93

BALANCE SHEET

(Consolidated)

Particulars (INR Mn)	FY23	FY24	FY'25
Equity and Liabilities			
Shareholders' Fund			
Share Capital	201.9	201.9	201.9
Reserves & Surplus	803.9	987.2	1,241.2
Minority Interest	1.4	1.9	1.7
Total Equity	1,007.2	1,191.0	1,444.9
Non-Current Liabilities			
Long Term Borrowings	-	-	5.1
Long Term Provisions	25.9	30.4	36.1
Total Non-Current Liabilities	25.9	30.4	41.2
Current Liabilities			
Short Term Borrowings	-	-	0.7
Trade Payables	47.0	65.9	49.6
Other Current Liabilities	77.0	119.8	126.3
Short Term Provisions	80.4	111.4	143.0
Total Current Liabilities	204.4	297.0	319.5
Total Equity and Liabilities	1,237.6	1,518.4	1,805.6

Particulars (INR Mn)	FY23	FY24	FY'25
Assets			
Non-Current Assets			
Fixed Assets			
(a) Tangible Assets	10.8	7.9	13.2
(b) Intangible Assets	21.5	28.3	34.4
(c) Capital work in Progress	-	-	4.2
Non Current Investments	31.8	33.9	27.5
Deferred Tax Assets (Net)	2.0	1.5	2.6
Long Term Loans & Advances	1.7	1.4	2.0
Other Non Current Assets	48.7	36.6	18.3
Total Non-Current Assets	116.5	109.6	102.2
Current Assets			
Trade Receivables	116.3	146.6	174.0
Cash & Cash Equivalents	942.0	1,153.4	1,405.6
Short Term Loans & Advances	54.9	101.0	120.3
Other Current Assets	7.8	7.7	3.5
Total Current Assets	1,121.0	1,408.8	1,703.3
Total Assets	1,237.6	1,518.4	1,805.6

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 | UAE

THANK YOU!

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