



ALLETEC

Intelligent Business Applications For Digital Transformation

Investor Presentation - Q4 & FY24

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01



KNOW ALLETEC

ENABLING ENTERPRISES DO MORE WITH DIGITAL TRANSFORMATION



ENTERPRISE APPLICATIONS

ERP, CRM, HCM, and Commerce applications - Implement and customize to meet specific business needs.

PROCESS OPTIMIZATION

Optimize performance by streamlining business processes to improve efficiency and reduce costs through process assessments, bottlenecks identification, and redesigning workflows.

SYSTEM INTEGRATION

Integrate disparate systems and new technologies, ensuring robust IT architecture and seamless data flow across the organization.

DATA & AI

Harness the power of data and analytics to gain valuable insights, make data-driven decisions, and enable business growth with data management, advanced analytics, predictive modelling, and AI-driven insights.

DIGITAL CORE MODERNIZATION

Transform operations, customer experiences, and business models by modernizing the digital core with cloud computing, automation, applications modernization, collaboration, data engineering and AI

CHANGE MANAGEMENT

Help manage organizational changes accompanying technology implementations - trainings, communication, and readiness assessments for smooth transitions and adoption

INDUSTRIES SERVED



Professional Services
25%



Retail
8%



Manufacturing (Discrete & Process)
13%



Digital Natives
7%



Food & Beverages
12%



Education
6%



Green Energy & EPC
11%



Financial Services
5%

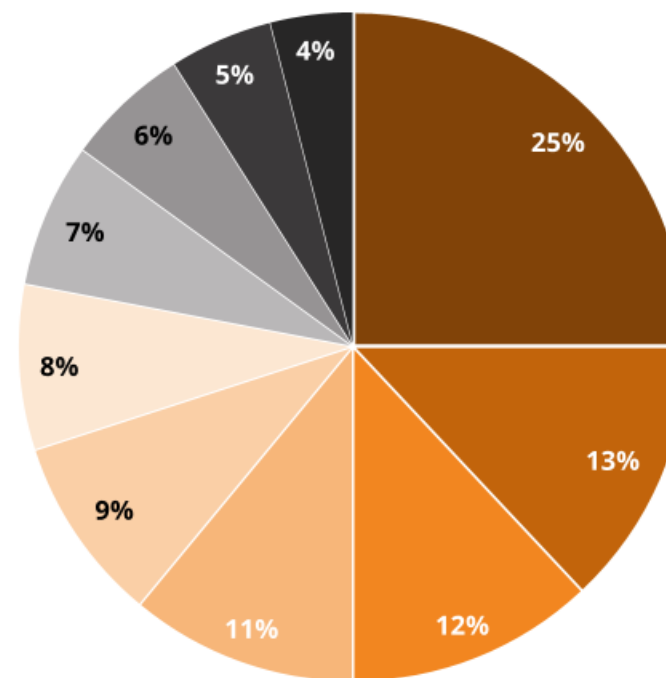


Trade & Distribution
9%

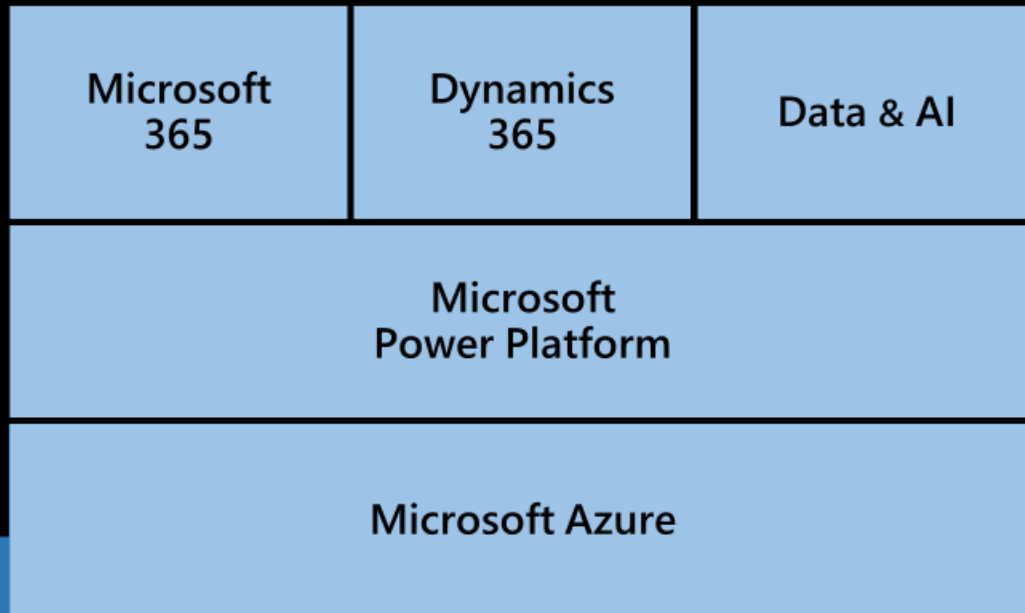


Travel
4%

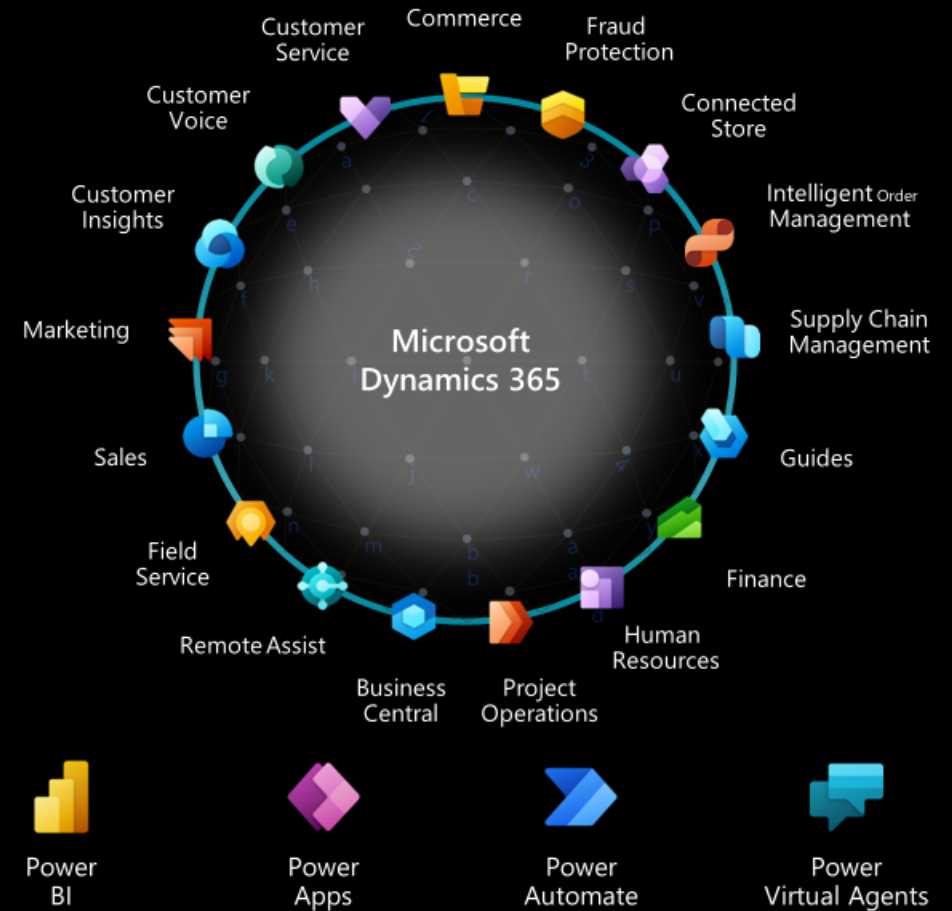
Industries Served (FY24)



LEVERAGING FULL MICROSOFT STACK



Identity | Security | Management | Compliance



CS-1: COSMETICS WHOLESALE DISTRIBUTOR

A leading wholesale distributor of cosmetics in US needed to modernize inventory management and order fulfilment to lay a robust technology & systems foundation to support business growth, and enhance customer satisfaction. The digital transformation initiatives undertaken are making the business increasingly efficient and competitive.

Digital Core Modernization

- Cloud First Approach
- Intelligent Process Automation

Enterprise Applications: Microsoft

- Dynamics 365 Business Central
- Dynamics 365 Sales
- Power Platform
- Alletec ISV- Xtended WMS

Process Optimization

- Live Inventory visibility to Field Sales
- Auto Inventory Reservation against Customer Order
- Faster Order to Ship process

Data and AI

- BOTs mimicking back office human tasks – Web Scraping, Amazon Analytics
- BI enabling business keep track of growth and create the right product mix according to the customer buying patterns.

Systems Integration

- Ordering App| ERP | CRM | WMS | RPA BOT



CS-2: GLOBAL FINANCIAL SERVICES CONSULTING FIRM

Operating in 164 countries and territories, offering audit, tax, advisory and business services. Alletec steered the Digital Transformation journey in the East African region.

Digital Core Modernization

- Cloud adoption
- Apps modernization to Azure

Enterprise Applications

- D365 Sales & Marketing
- D365 Business Central
- Power Apps
- SharePoint

Process Optimization

- Sales Cycle
- Client Onboarding
- Contract Management

Systems Integration

- CRM | ERP | 3rd party apps

Data and AI

- Business Intelligence | Power BI



CS-3: GLOBAL PRIVATE EQUITY INVESTMENT FIRM

Operations spanning 60+ countries. Digital transformation of operations for several countries.

Digital Core Modernization

- Cloud adoption
- App Modernization
- App & Device Security

Enterprise Applications

- Dynamics 365 ERP & CRM applications
- Custom App development

Process Optimization

- Consolidation of businesses/ regions
- Cost Allocation
- Fund | Deal Management
- Expense Management

Systems Integration

- ERP | CRM | Custom Apps | Data Warehouse

Data and AI

- Data Engineering
- Data Warehouse



BUSINESS APPLICATIONS PROVIDER SINCE 2000

23

Years on Microsoft
Business Applications



~360

Team Strength
(30% of the workforce is women)

900+

Successful
Customers

7

Inner Circle
Microsoft BizApps
Gold Partner

Microsoft CSP Tier 1
India | USA | Canada | Africa | SGP

Business Applications Competency
Microsoft Dynamics Master VAR

AWARDS & ACCOMPLISHMENTS



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.
- NSE Listing



Microsoft Dynamics Gold Partner

Business Applications Competency

Business Applications Inner Circle

Listed at the National Stock Exchange, India

GROWTH DRIVERS



Comprehensive Offerings

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



Microsoft Business

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

SWOT ANALYSIS

STRENGTHS

Significant Customer base. Over 2 decades experience. 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.

WEAKNESSES

Industry solutions footprint needs to grow in international geographies also. International sales and consulting teams onsite need strengthening.



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THREATS

Increasing Cost of Talent.

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.

02



THE NUMBERS

COMPANY IN NUMBERS



Q4 FY'24	
Total Income from Operations	INR 304.1 Mn
Total Revenue	INR 323.8 Mn
EBITDA	INR 77.4 Mn
Net Profit	INR 55.1 Mn
Net Profit Margin	17.0%
Operational Rev. Growth (QoQ)	1.2%
Operational Rev. Growth (YoY)	28.0%
Repeat + Recurring Revenue	79%
Customers Added	11

FY'24	
Total Income from Operations	INR 1,163.3 Mn
Total Revenue	INR 1,236.5 Mn
EBITDA	INR 272.1 Mn
Net Profit	INR 196.9 Mn
Net Profit Margin	15.9%
Operational Rev. Growth (YoY)	32.7%
Repeat + Recurring Revenue	88%
Customers Added	56
Team Size	~ 360

QUARTERLY & ANNUAL PERFORMANCE

(Consolidated)

QUARTERLY PERFORMANCE (YoY)

Operational Revenue Growth

28.0% ▲

EBIT Growth

69.5% +601 BPS ▲

EBITDA Margin

23.9%

EBITDA Growth

66.5% +594 BPS ▲

Net Profit Growth

67.6% +432 BPS ▲

Net Profit Margin

17.0%

ANNUAL PERFORMANCE (YoY)

Operational Revenue Growth

32.7% ▲

EBIT Growth

71.5% +450 BPS ▲

EBITDA Margin

22.0%

EBITDA Growth

70.5% +456 BPS ▲

Net Profit Growth

69.8% +325 BPS ▲

Net Profit Margin

15.9%

GEOGRAPHIC SPREAD

28.8%
Q4 FY24

India



35.2%
FY24



USA



Africa



APAC



Europe



Q4 FY24

FY24

56.6%

45.8%

7.5%

9.0%

4.4%

6.6%

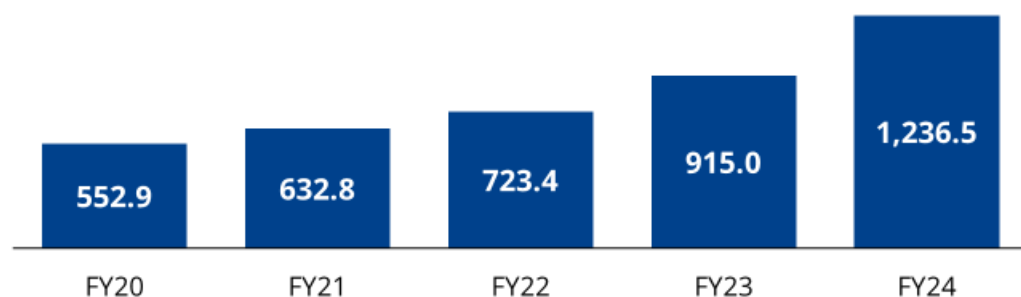
2.7%

3.4%

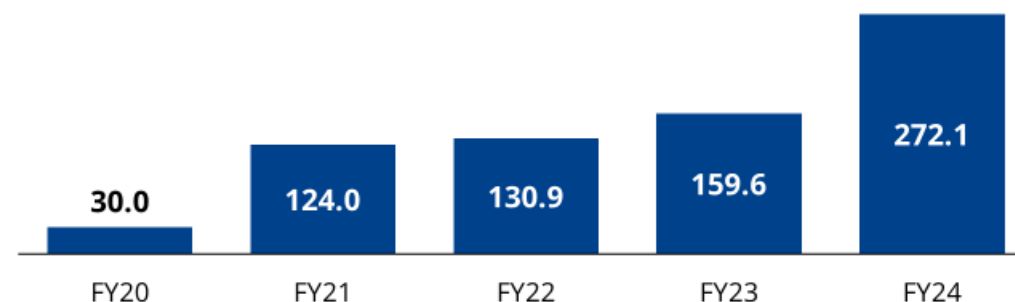
KEY ANNUAL CHARTS

(Consolidated)

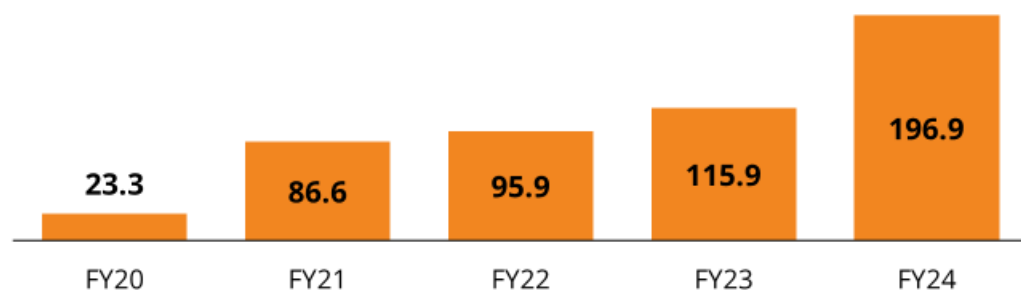
Total Income (INR Mn)



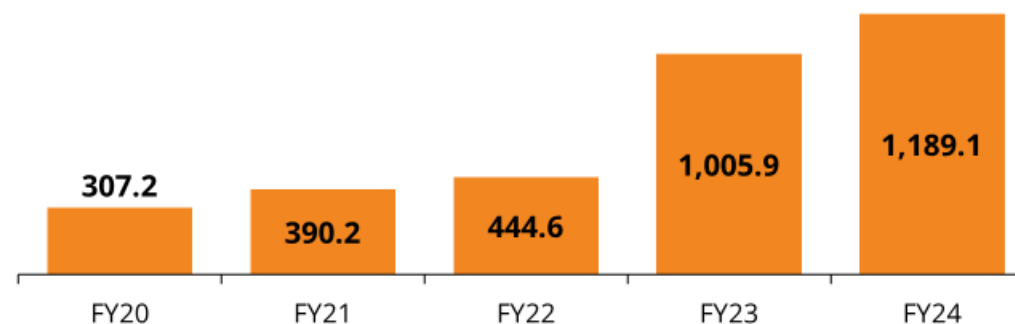
EBITDA (INR Mn)



Net Profit (INR Mn) (excl. extra ord)

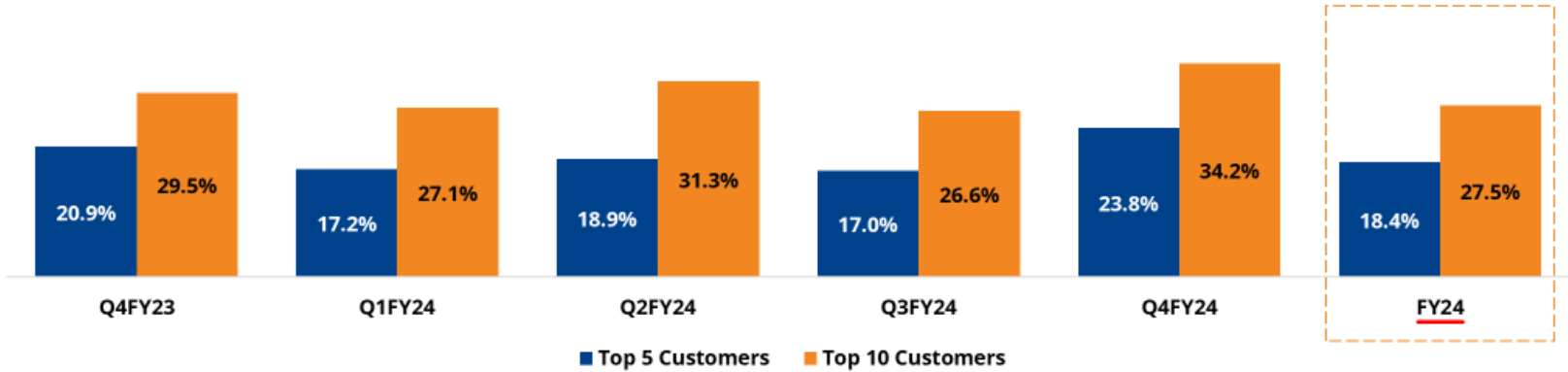


Net Worth (INR Mn)



CUSTOMER ENGAGEMENT

Revenue from Top Customers (%)



TOP CUSTOMERS

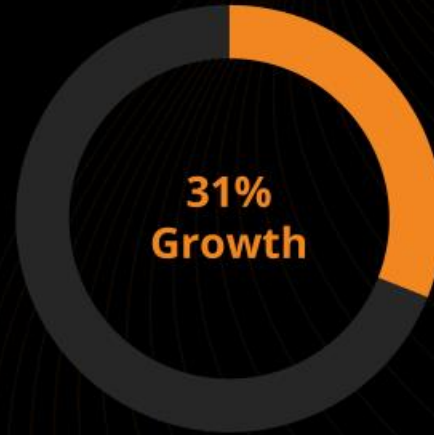


MICROSOFT SOLUTIONS – CONTINUE BUILDING MUSCLE

Microsoft product line – growing faster than the market (Q3 FY'24 data)



Intelligent Cloud



AZURE+



Dynamics 365

OPERATIONAL UPDATES



Net new customer acquisition in US improving; increasing investments in Sales



Interest in exploring IPA (RPA + AI), Copilots, and Data Engineering strengthening



M&A Pipeline: 1 Data Engineering Company

03



WHAT'S STEADY

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

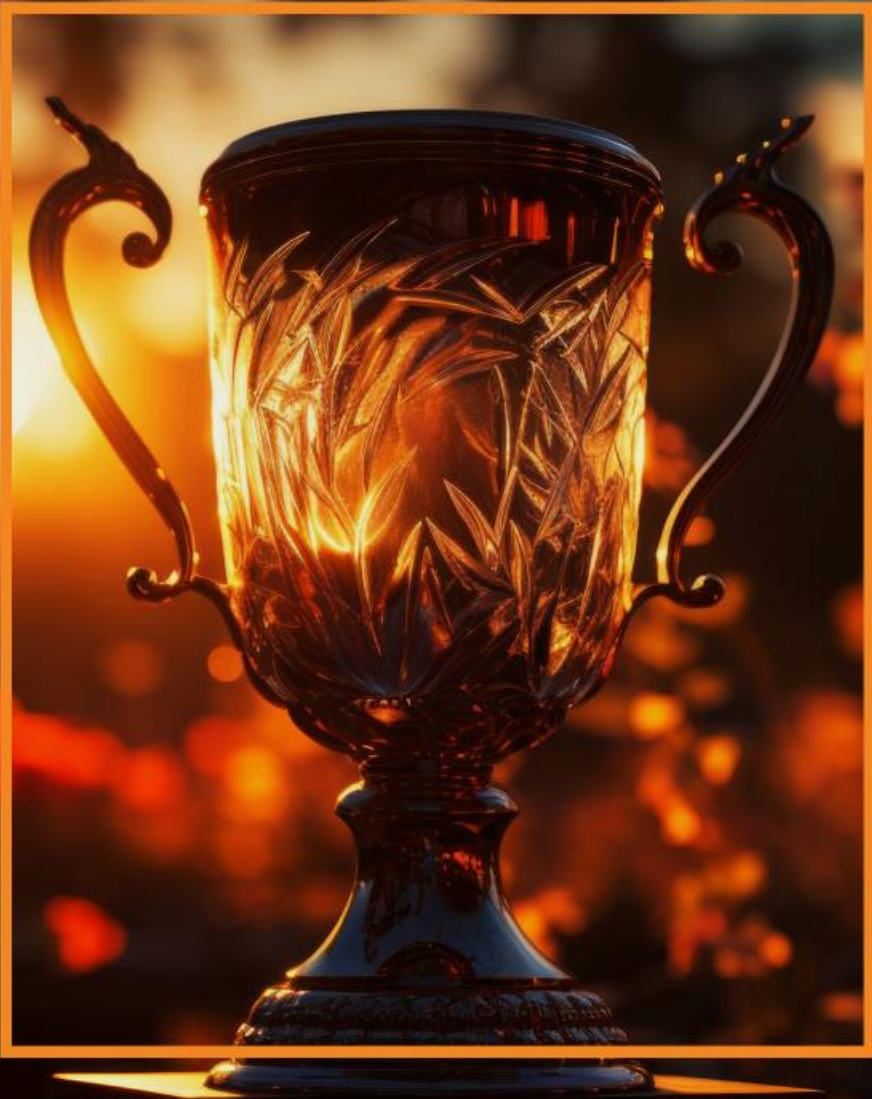


Sandeep Salman
Head - Cloud & Managed Services



Sandeep Jain
CFO

04



ANNEXURES

QUARTERLY & ANNUAL INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	Q4FY24	Q3FY24	Q4FY23	YoY%	QoQ%	FY24	FY23	YoY%
Revenue from Operations	304.1	300.5	237.7	28.0%	1.2%	1,163.3	876.8	32.7%
Other Income	19.6	17.6	21.1	-7.1%	11.2%	73.2	38.1	92.1%
Total Income	323.8	318.1	258.8	25.1%	1.8%	1,236.5	915.0	35.1%
Total Expenditure	246.3	245.1	212.3	16.0%	0.5%	964.5	755.4	27.7%
EBITDA	77.4	73.0	46.5	66.5%	6.0%	272.1	159.6	70.5%
EBITDA Margin (%)	23.9%	23.0%	18.0%	+594 bps	+96 bps	22.0%	17.4%	+456 bps
Depreciation	3.1	2.3	2.6	16.3%	31.3%	10.0	6.8	46.7%
Profit Before Interest & Tax	74.3	70.7	43.9	69.5%	5.2%	262.1	152.8	71.5%
Interest	-	-	0.0	-100.0%	-	-	0.1	-100.0%
Profit Before Tax	74.3	70.7	43.9	69.5%	5.2%	262.1	152.7	71.7%
Minority Share Adjusted	(0.2)	(0.1)	(0.2)	-1.7%	171.8%	0.5	(0.1)	-615.6%
Tax	(19.0)	(17.2)	(10.7)	79.9%	10.3%	(64.7)	(36.9)	75.7%
Net Profit (excl. extra ord)	55.1	53.4	32.9	67.6%	3.3%	196.9	115.9	69.8%
Net Profit Margin (%) (excl. extra ord)	17.0%	16.8%	12.7%	+432 bps	+25 bps	15.9%	12.7%	+325 bps
Extraordinary Items	-	-	(2.1)	-100.0%	-	-	4.9	-100.0%
Net Profit (incl. extra ord)	55.1	53.4	30.8	79.2%	3.3%	196.9	120.8	62.9%
EPS (Rs) (excl. extra ord)	2.73	2.64	1.63	67.6%	3.3%	9.75	6.95	40.2%
EPS (Rs) (incl. extra ord)	2.73	2.64	1.52	79.2%	3.3%	9.75	7.24	34.6%

ANNUAL INCOME STATEMENT

(Consolidated)

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

BALANCE SHEET

(Consolidated)

Particulars (INR Mn)	FY24	FY23
Equity and Liabilities		
Shareholders' Fund		
Share Capital	201.9	201.9
Reserves & Surplus	987.2	803.9
Minority Interest	1.9	1.4
Total Equity	1,191.0	1,007.2
Non-Current Liabilities		
Long Term Provisions	30.4	25.9
Total Non-Current Liabilities	30.4	25.9
Current Liabilities		
Short Term Borrowings	-	-
Trade Payables	65.9	47.0
Other Current Liabilities	119.8	77.0
Short Term Provisions	111.4	80.4
Total Current Liabilities	297.0	204.4
Total Equity and Liabilities	1,518.4	1,237.6

Particulars (INR Mn)	FY24	FY23
Assets		
Non-Current Assets		
Fixed Assets		
(a) Tangible Assets	7.9	10.8
(b) Intangible Assets	28.3	21.5
Non Current Investments	33.9	31.8
Deferred Tax Assets (Net)	1.5	2.0
Long Term Loans & Advances	1.4	1.7
Other Non Current Assets	36.6	48.7
Total Non-Current Assets	109.6	116.5
Current Assets		
Trade Receivables	146.6	116.3
Cash & Cash Equivalents	1,153.4	942.0
Short Term Loans & Advances	101.0	54.9
Other Current Assets	7.7	7.8
Total Current Assets	1,408.8	1,121.0
Total Assets	1,518.4	1,237.6

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

THANK YOU!

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