



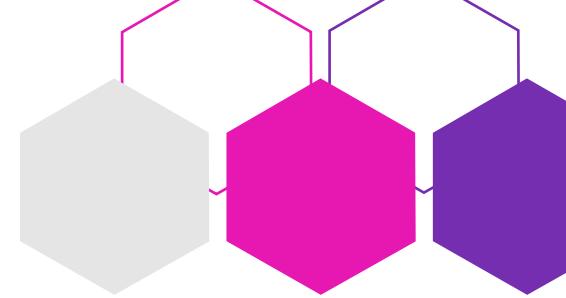
All e Technologies Ltd.

**Catalysing
AI Transformations**

Investor Presentation
Q2 & H1 FY'26



Disclaimer



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of **All E Technologies Ltd ("ALLETEC", "Company")**, nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

Contents

01

The Numbers

02

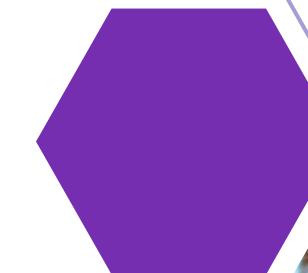
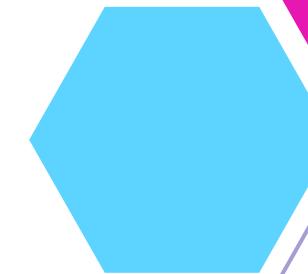
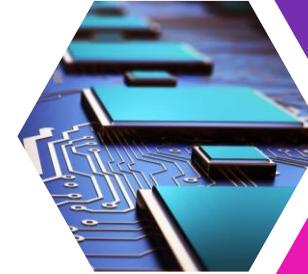
The Story Behind

03

What's Steady

04

Annexures





01

The Numbers

Company In Numbers (Consolidated)

Q2 FY'26	
Total Revenue*	INR 333.5 Mn
Total Income from Operations[#]	INR 371.3 Mn
EBITDA\$	28.2% (INR 104.7 Mn)
Reported Net Profit	INR 73.8 Mn
Reported Net Profit Margin	19.9%
Total Income Growth (QoQ)	2.2%
Total Income Growth (YoY)	-2.4%
Repeat + Recurring Revenue	92.3%
Customers Added	9

H1 FY'26	
Total Revenue*	INR 674.2 Mn
Total Income from Operations[#]	INR 734.5 Mn
EBITDA\$	26.2% (INR 192.6 Mn)
Reported Net Profit	INR 136.9 Mn
Reported Net Profit Margin	18.6%
Total Income Growth (YoY)	0.6%
Repeat + Recurring Revenue	94.4%
Customers Added	20
Team Size	~360

*Total Revenue (Exclusive of Other Income)

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

\$EBITDA (Inclusive of Other Income)

Quarterly Performance (Consolidated)

Total Income Growth	EBIT Growth	EBITDA Margin
2.2 % ▲	19.4 % ▲	28.2 % ▲ +400 BPS
EBITDA Growth	Reported Net Profit Growth	Reported Net Profit Margin
19.1 % ▲	16.8 % ▲	19.9 % ▲ +248 BPS

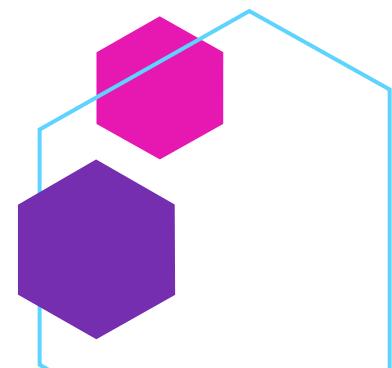
QoQ

(Q2 FY'26 vs Q1 FY'26)

Total Income Growth	EBIT Growth	EBITDA Margin
-2.4 %	15.1 % ▲	28.2 % ▲ +420 BPS
EBITDA Growth	Reported Net Profit Growth	Reported Net Profit Margin
14.7 % ▲	10.4 % ▲	19.9 % ▲ +230 BPS

YoY

(Q2 FY'26 vs Q2 FY'25)

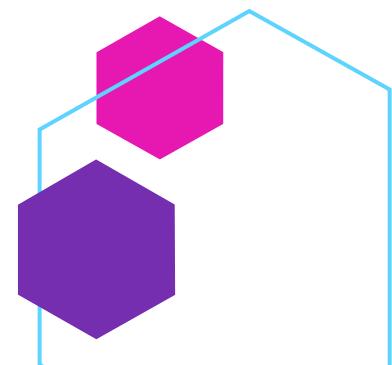


Half Yearly Performance (Consolidated)

Total Income Growth	EBIT Growth	EBITDA Margin
0.6 % ▲	10.1 % ▲	26.2 % ▲ +220 BPS
EBITDA Growth	Reported Net Profit Growth	Reported Net Profit Margin
9.8 % ▲	6.5 % ▲	18.6 % ▲ +105 BPS

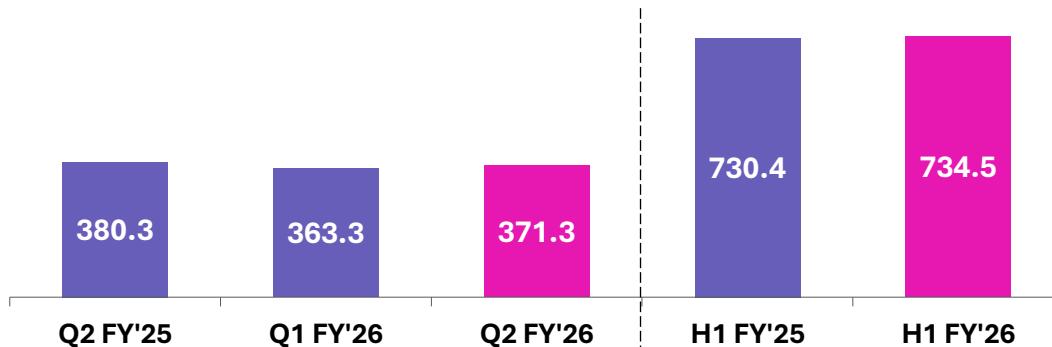
YoY

(H1 FY'26 vs H1 FY'25)

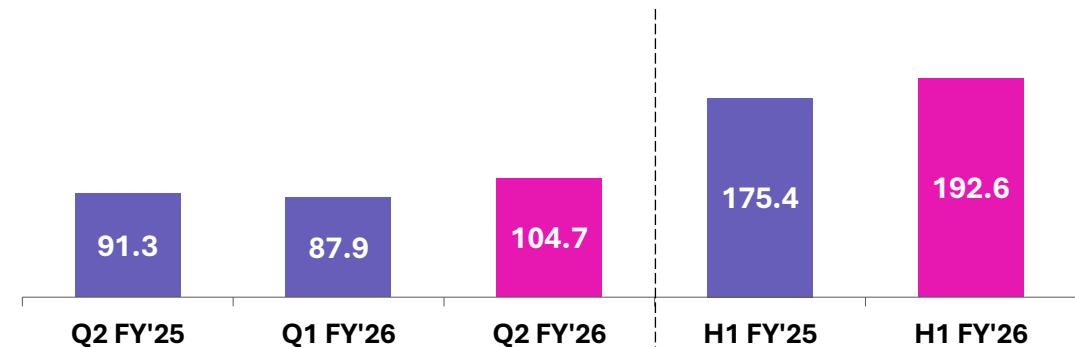


Key Financial Highlights (Consolidated)

*Total Income from Operations (INR Mn)

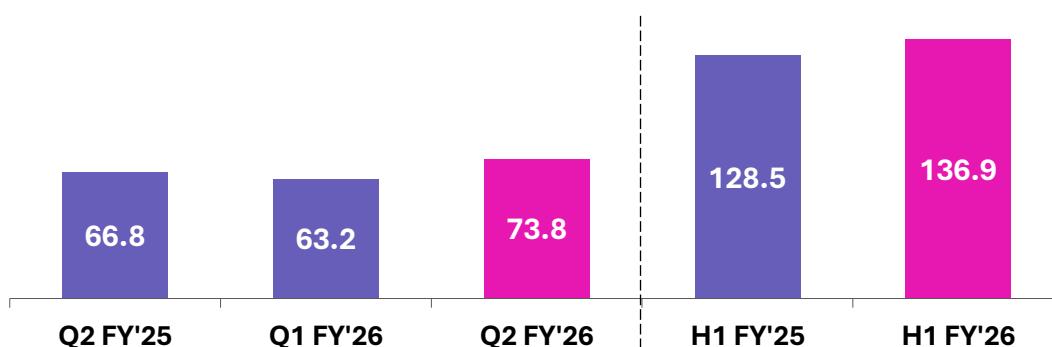


*EBITDA (INR Mn)

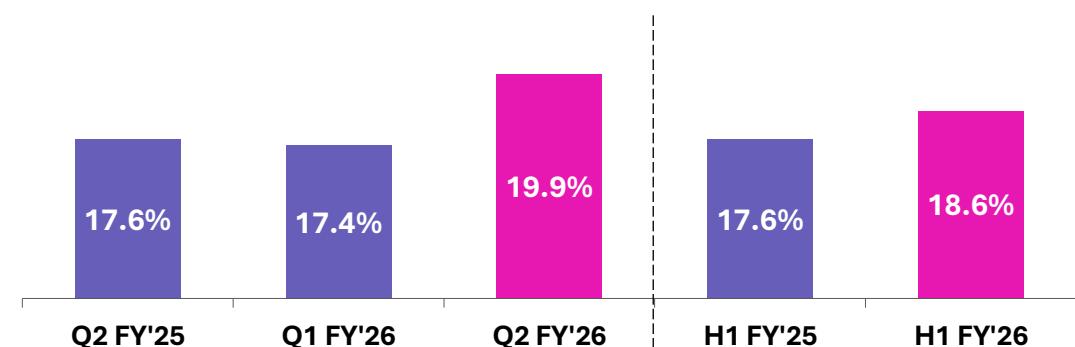


*Includes Other Income

Reported Profit After Tax (INR Mn)



Reported Profit After Tax Margin (%)

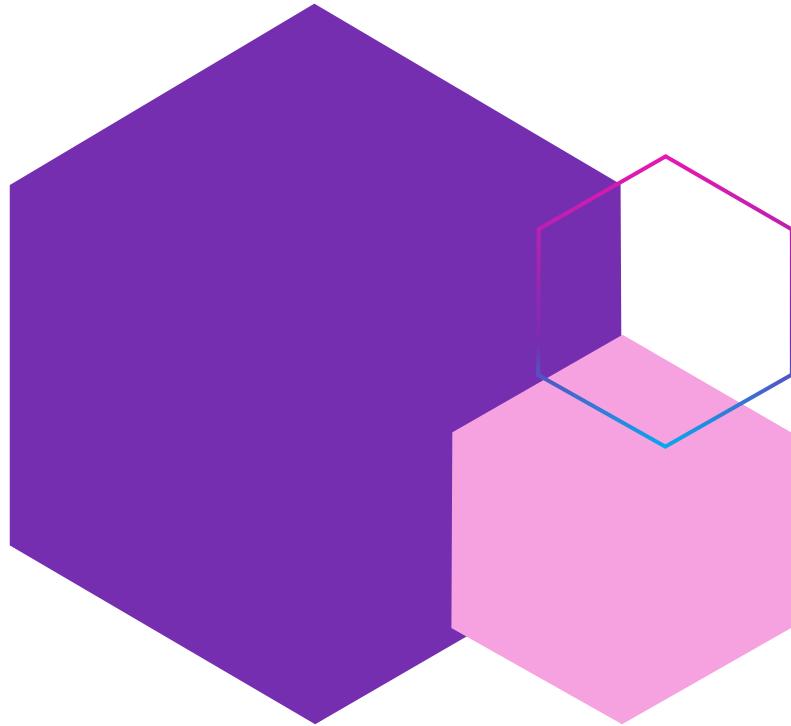




02

The Story Behind

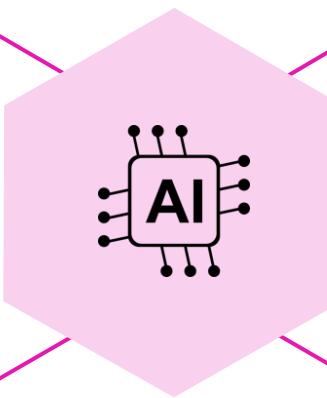
Reaffirming Leadership Amongst Top <1% Global Microsoft Partners



India Business Gaining Momentum



Increase in new customer add numbers



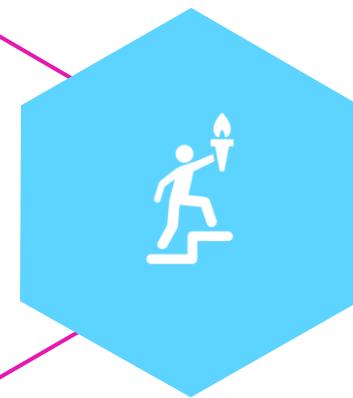
Increased interest in AI adoption.



New IP developed for CPQ (Configure Price & Quote). Pilot customer gone live.



SAP customers showing interest in Microsoft solutions. 2 deals won recently.



Alletec remains in the leadership position in India geography



International Business Steady Traction

01

Healthy pipeline, but longer decision making cycles resulted in some deals shifting to Q3; hence lower than usual customer adds in Q2.

02

Services revenue remained identical to Q1

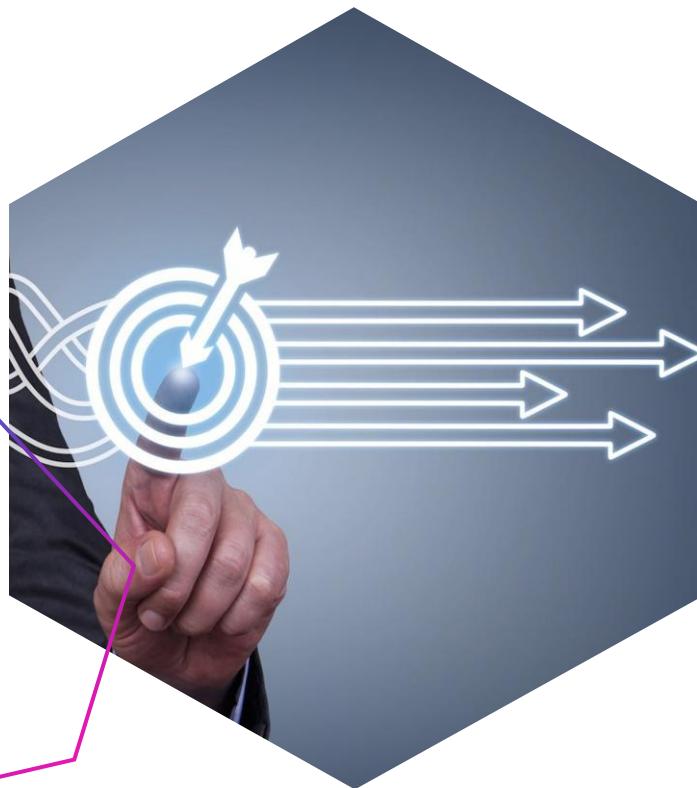
03

Data Engineering and AI with Microsoft Fabric, Copilots and AI Foundry now part of most customer conversations.

04

Sales cycles prolonged due to enhanced focus on mid-market customers, and overall global macroeconomic sentiment.

Strategic Alignment



Increase business share from mid-market customers

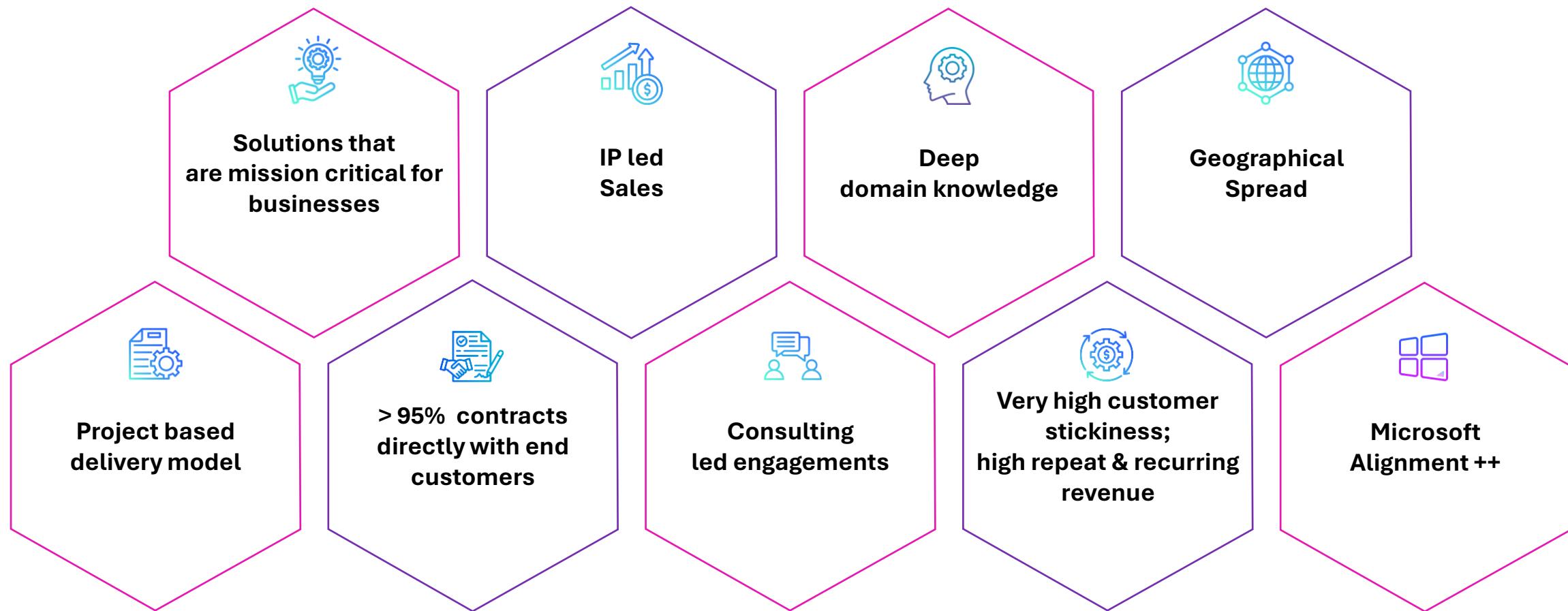


Embedding AI-capabilities in all offerings



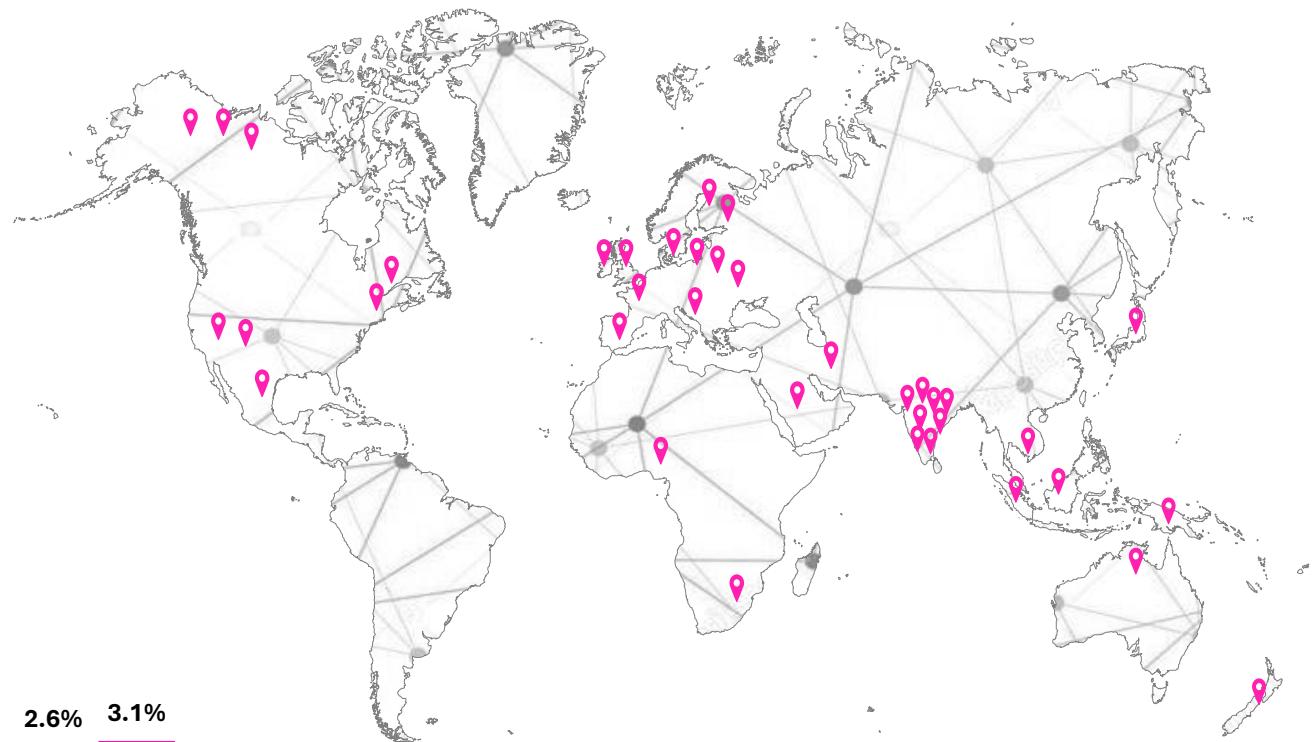
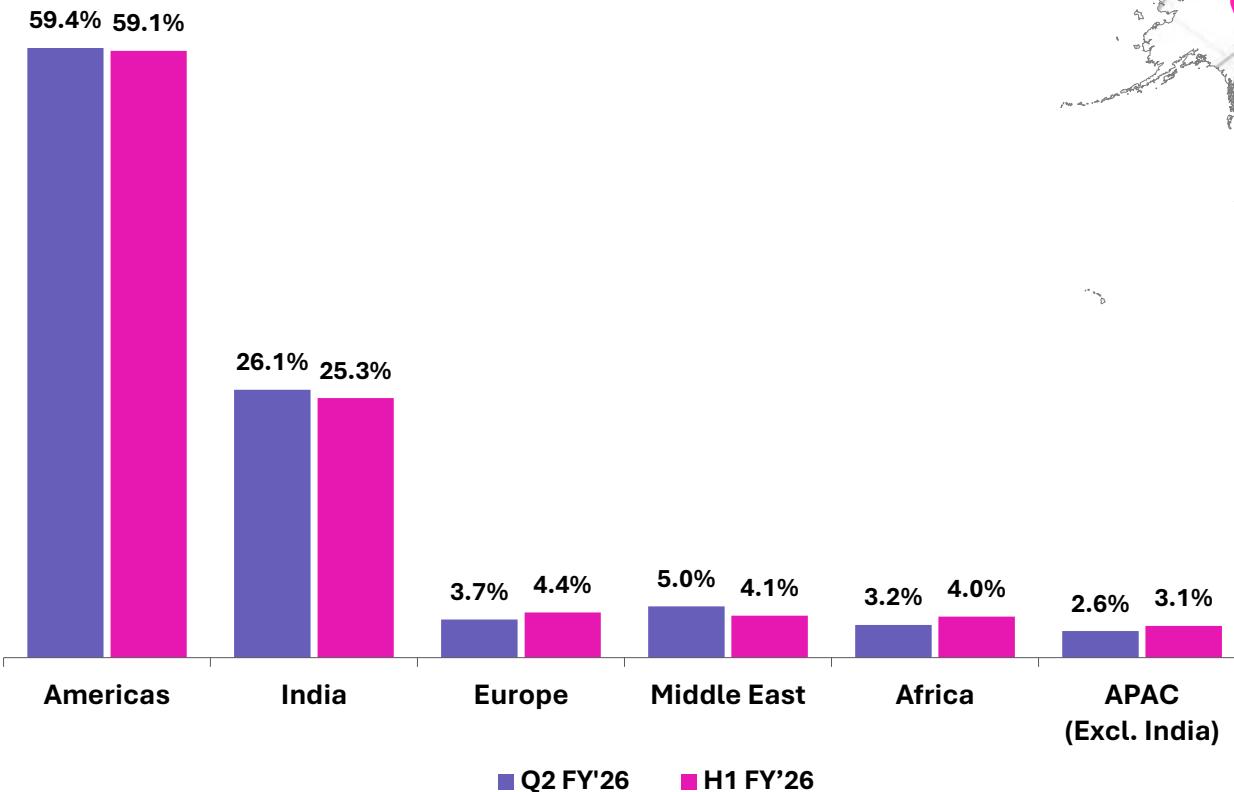
Enhanced focus on productization of solutions & services

Business Model Revalidation



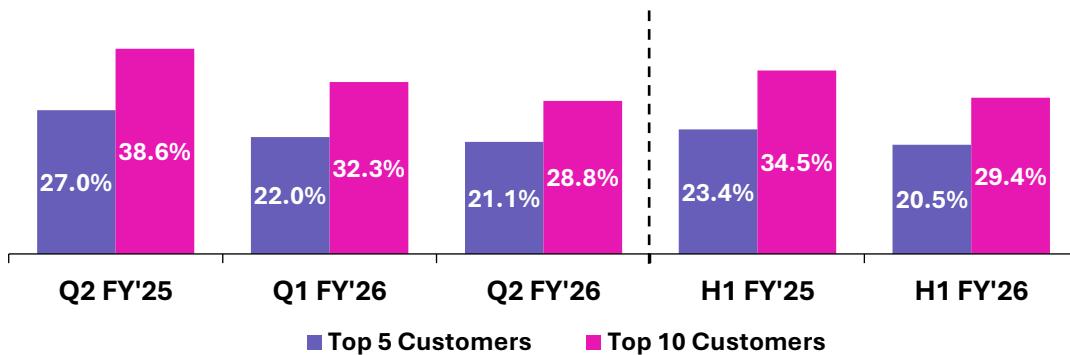
Geographic Spread

Services Revenue Breakup

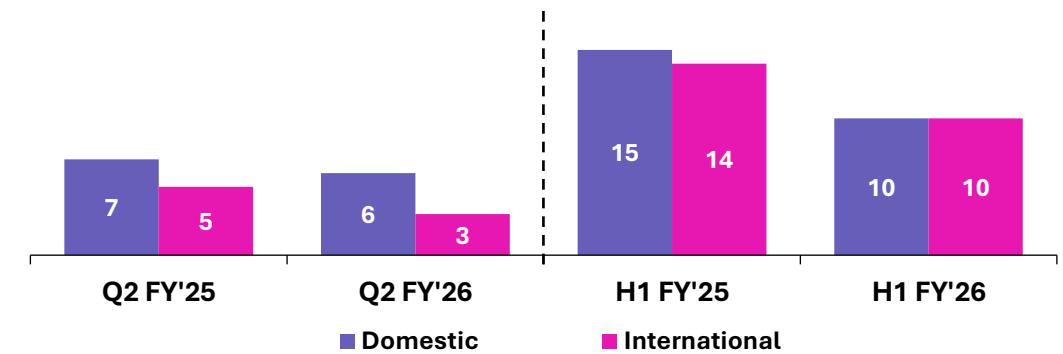


Customer Engagement

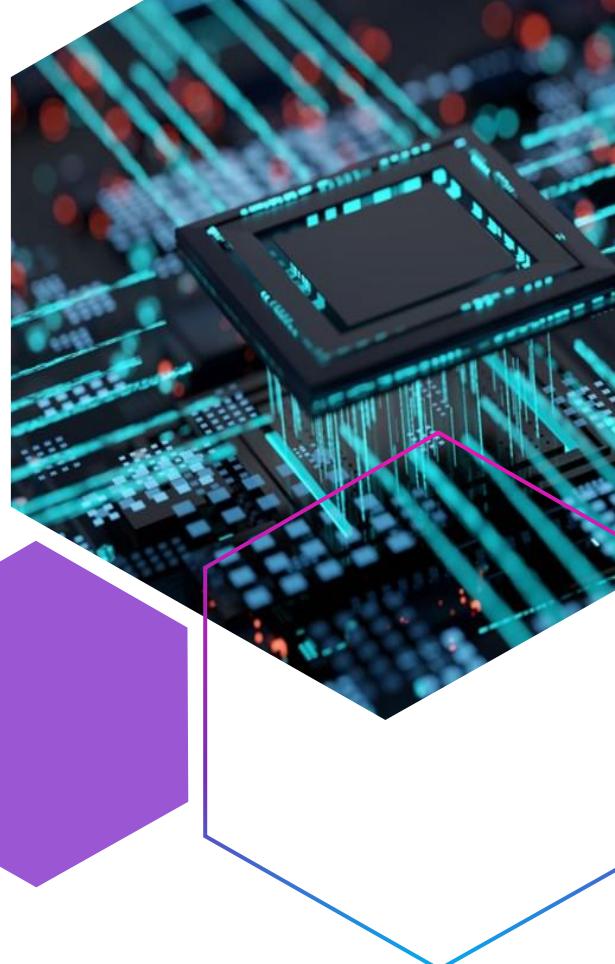
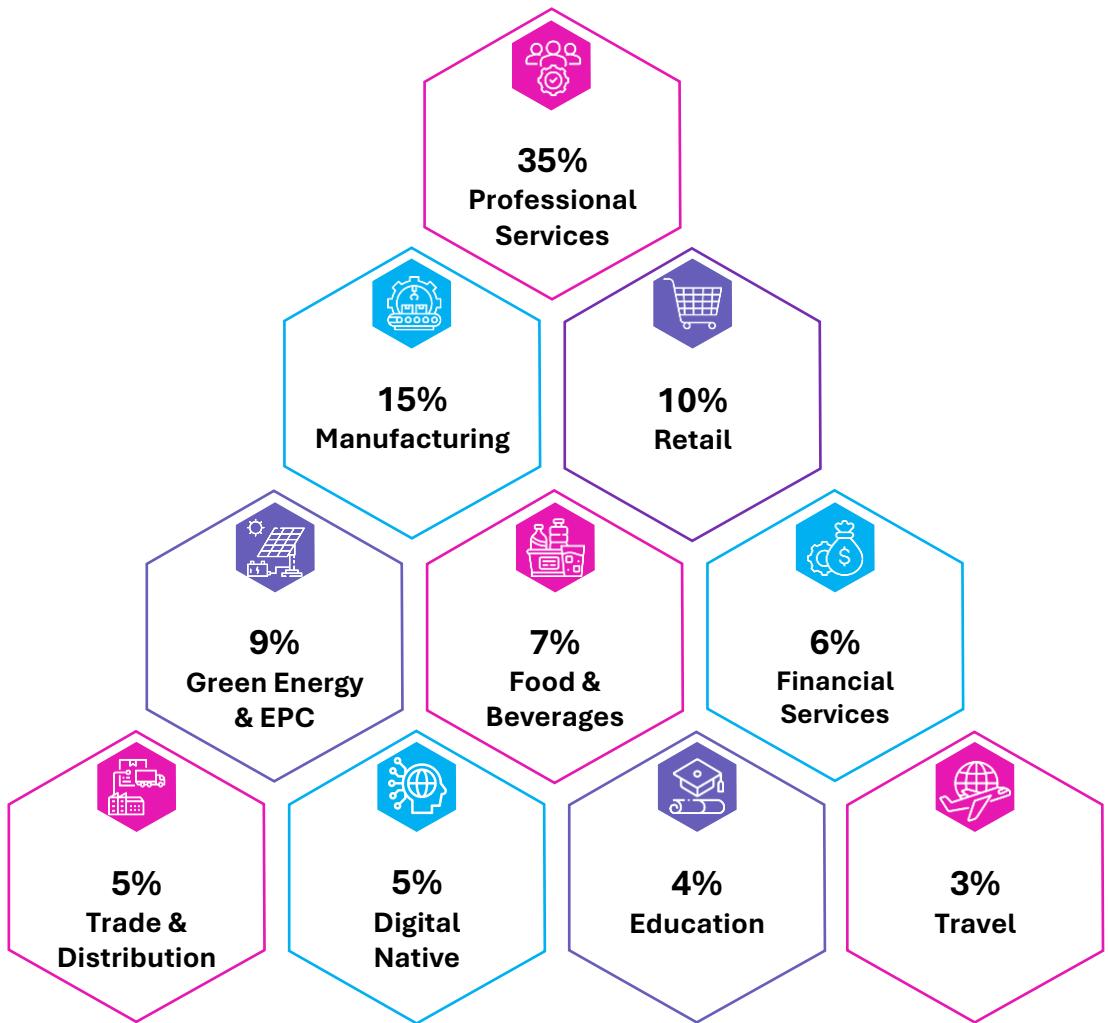
Revenue from Top Customers



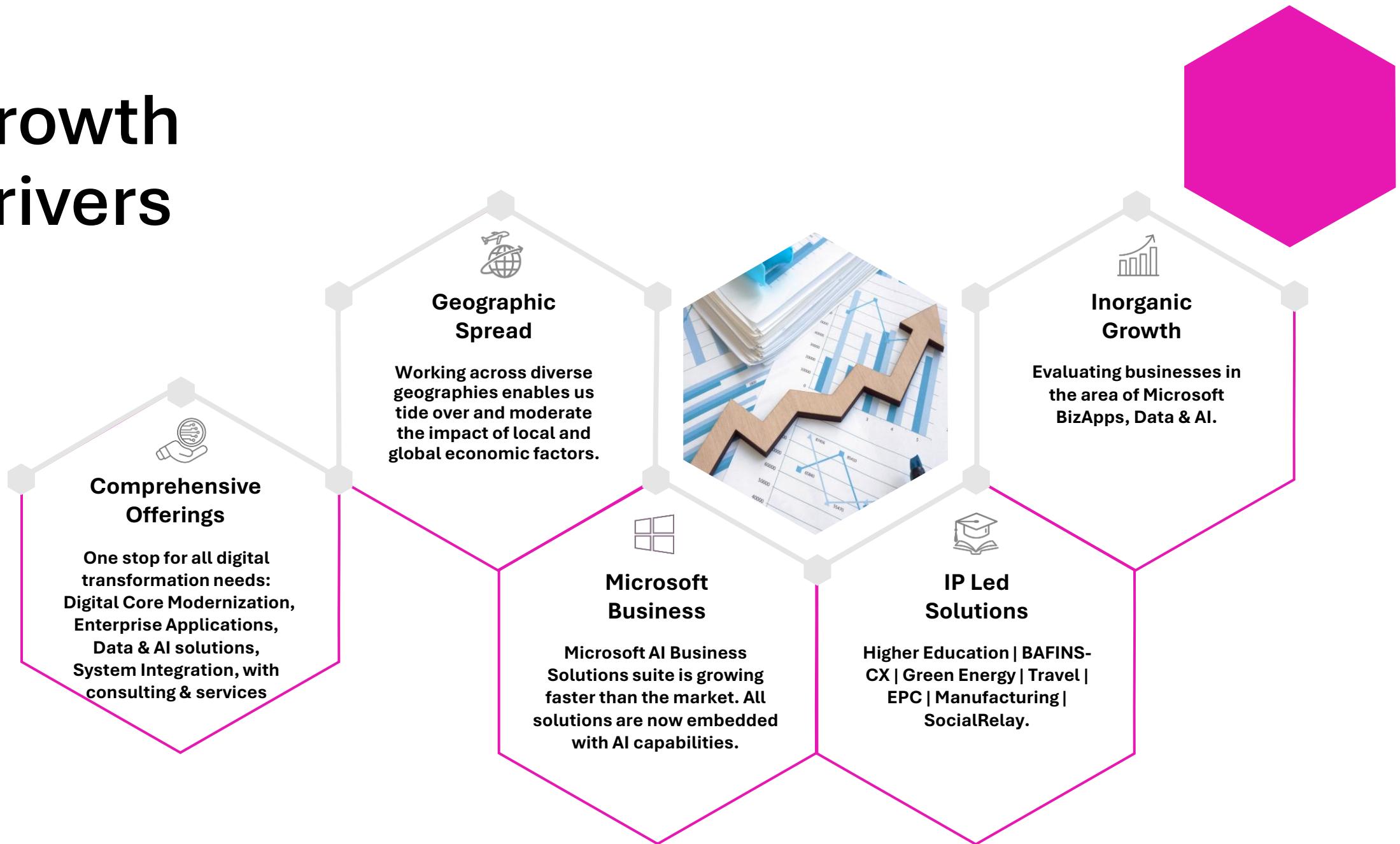
New Customers Added

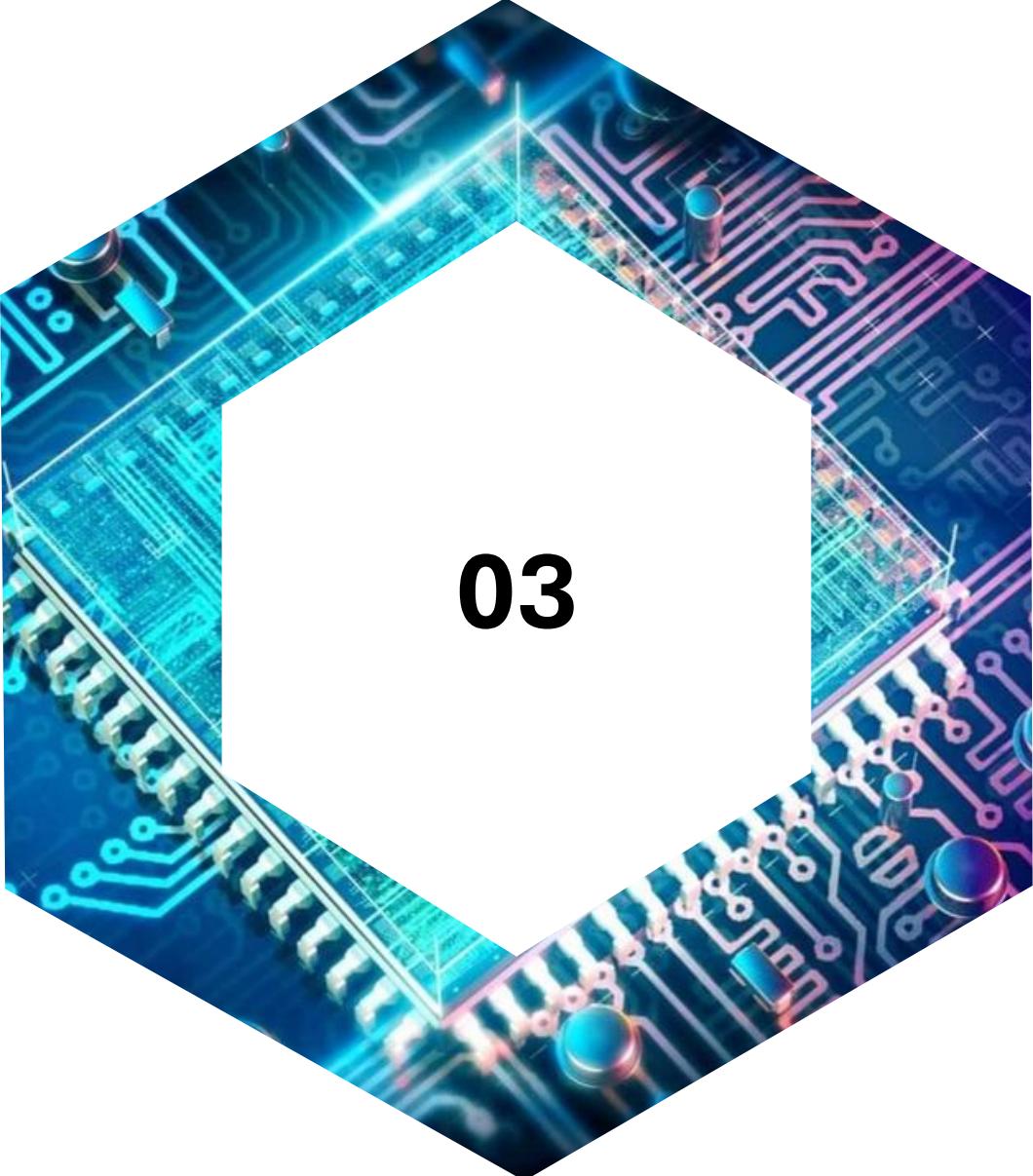


Industries Served – H1 FY'26



Growth Drivers





03

What's Steady

Business Applications Provider Since 2000



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



Business Applications Competency
Microsoft Dynamics
Master VAR

25
Years on Microsoft
Business Applications

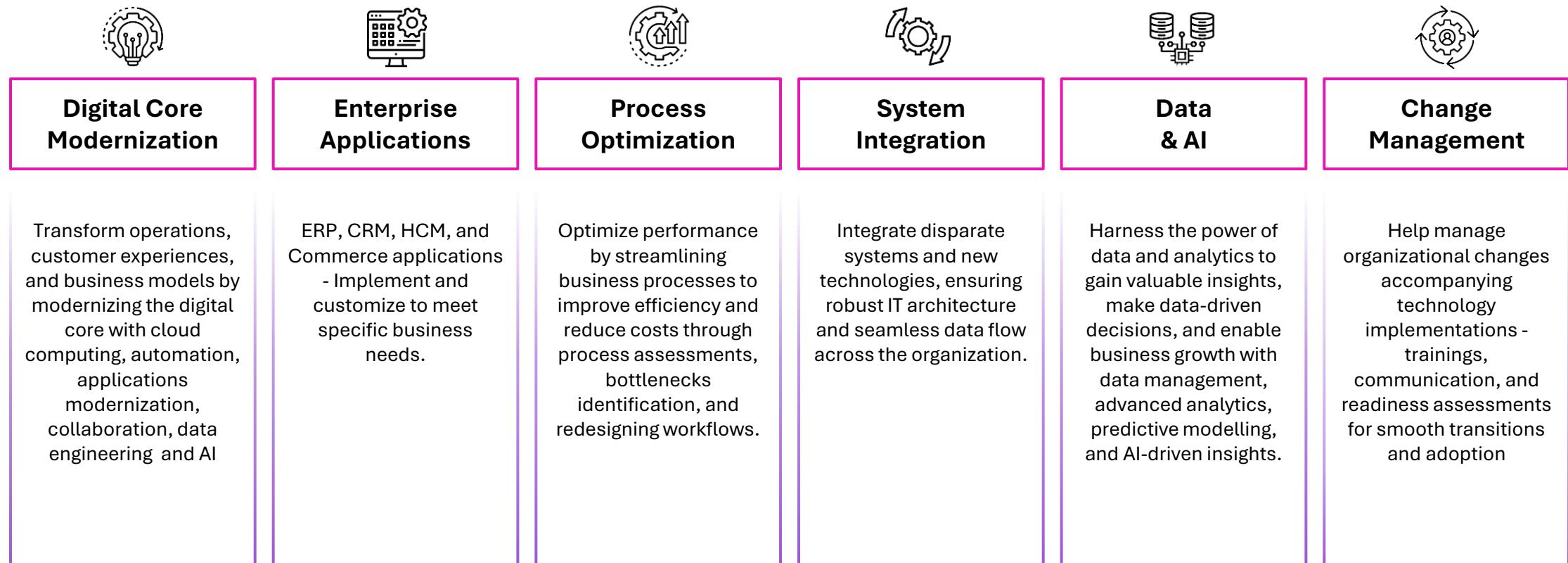
07
Inner Circle Microsoft AI
Business Solutions;
Gold Partner

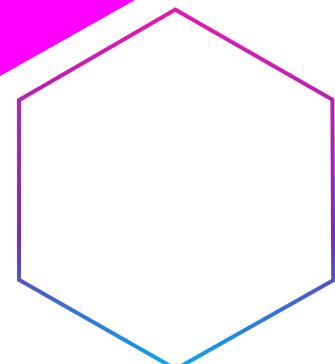
1100+
Successful
Projects

~360
Team Strength
(30% workforce is women)

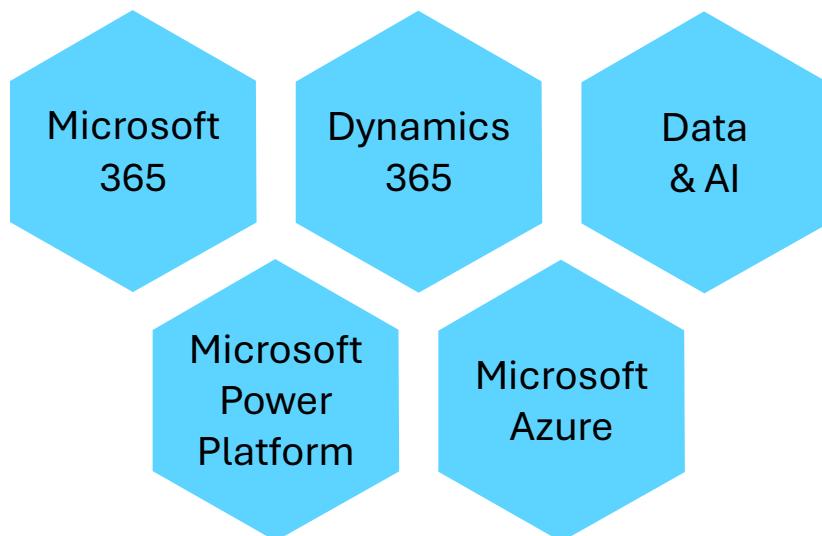


Enabling Enterprises Do More With Digital Transformation

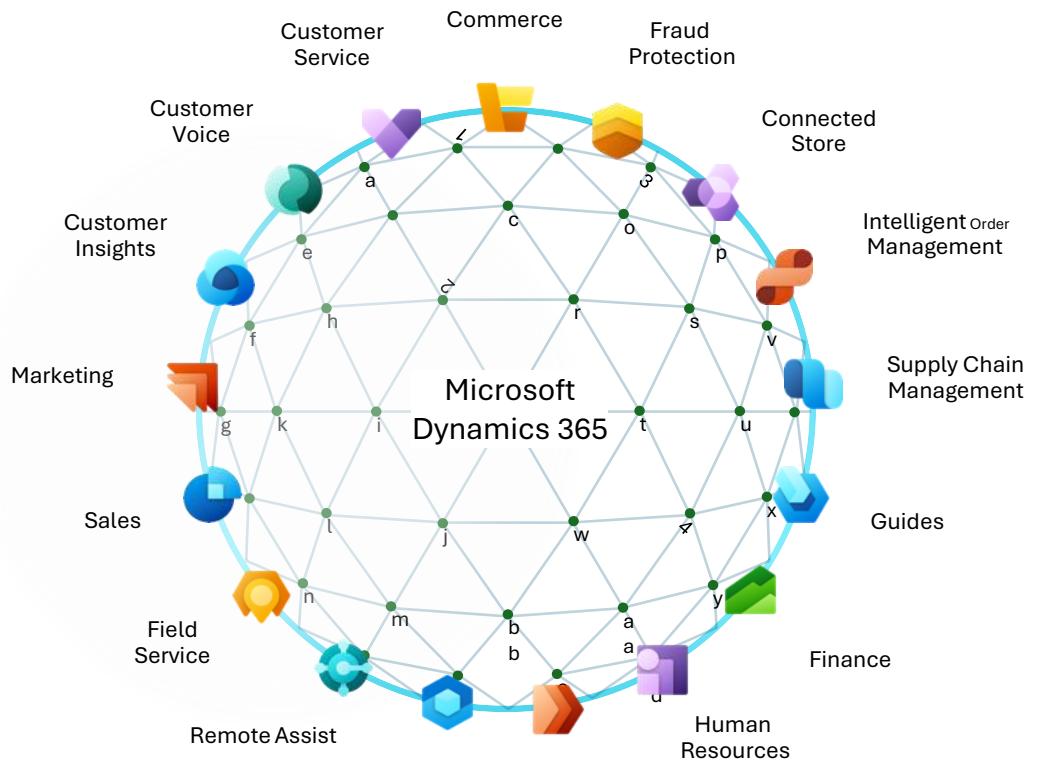




Leveraging Full Stack



Identity | Security | Management | Compliance



Power
BI



Power
Apps



Power
Automate



Power
Virtual Agents

Board of Directors



Dr. Ajay Mian
Managing Director



Mr. Rajiv Tyagi
Executive Director



Mrs. Ritu Sood
Executive Director



Mr. Vinod Sood
Independent Director



Mr. Sunil Goyal
Independent Director



Dr. Suman Mian
Non Executive Director

Lead Management



Dr. Ajay Mian
Managing Director



Mr. Rajiv Tyagi
Executive Director



Mrs. Ritu Sood
Executive Director



Mr. Sandeep Jain
Chief Financial Officer



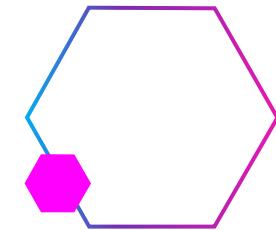
Mr. Sandeep Salman
Head - Cloud & Managed Services



04

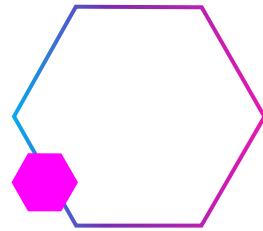
Annexures

Quarterly Income Statement (Consolidated)



Particulars (INR Mn)	Q2 FY'26	Q1 FY'26	Q2 FY'25	YoY%	QoQ%	H1 FY'26	H1 FY'25	YoY%
Total Revenue	333.5	340.7	359.1	-7.1%	-2.1%	674.2	690.4	-2.4%
Other Income	37.7	22.6	21.1	78.6%	67.3%	60.3	39.9	51.1%
Total Income from Operations	371.3	363.3	380.3	-2.4%	2.2%	734.5	730.4	0.6%
Total Expenditure	266.6	275.3	289.0	-7.8%	-3.2%	541.9	554.9	-2.3%
EBITDA	104.7	87.9	91.3	14.7%	19.1%	192.6	175.4	9.8%
EBITDA Margin (%)	28.2%	24.2%	24.0%	+420 bps	+400 bps	26.2%	24.0%	+220 bps
Depreciation	3.2	3.0	3.1	4.8%	9.0%	6.2	6.1	0.8%
Profit Before Interest & Tax	101.5	85.0	88.2	15.1%	19.4%	186.4	169.3	10.1%
Interest	0.1	0.1	-	-	-14.2%	0.3	-	-
Profit Before Tax	101.3	84.8	88.2	14.9%	19.5%	186.2	169.3	10.0%
Minority Share Adjusted	-0.0	-0.0	-0.1	-76.33%	157.8%	-0.0	-0.1	-68.3%
Tax	-27.6	-21.6	-21.3	29.4%	27.3%	-49.2	-40.7	20.9%
Net Profit (excl. extra ord.)	73.8	63.2	66.8	10.4%	16.8%	136.9	128.5	6.5%
Net Profit Margin (%) (excl. extra ord.)	19.9%	17.4%	17.6%	+230 bps	+248 bps	18.6%	17.6%	+105 bps
Extraordinary Items	-	-	-	-	-	-	-	-
Net Profit (incl. extra ord.)	73.8	63.2	66.8	10.4%	16.8%	136.9	128.5	6.5%
EPS (Rs) (excl. extra ord.)	3.65	3.13	3.31	10.4%	16.8%	6.78	6.37	6.5%
EPS (Rs) (incl. extra ord.)	3.65	3.13	3.31	10.4%	16.8%	6.78	6.37	6.5%

Annual Income Statement (Consolidated)



Particulars (INR Mn)	FY'21	FY'22	FY'23	FY'24	FY'25
Total Revenue	612.2	700.5	876.8	1,163.3	1,399.7
Other Income	20.6	22.9	38.1	73.2	95.0
Total Income from Operations	632.8	723.4	915.0	1,236.5	1,494.7
Total Expenditure	508.8	592.5	755.4	964.5	1,093.2
EBITDA	124.0	130.9	159.6	272.1	401.5
<i>EBITDA Margin (%)</i>	<i>19.6%</i>	<i>18.1%</i>	<i>17.4%</i>	<i>22.0%</i>	<i>26.9%</i>
Depreciation	4.6	6.4	6.8	10.0	11.4
Profit Before Interest & Tax	119.4	124.6	152.8	262.1	390.0
Interest	0.1	0.1	0.1	-	0.2
Profit Before Tax	119.3	124.5	152.7	262.1	389.9
Minority Share Adjusted	(10.6)	3.7	(0.1)	0.5	(0.1)
Tax	(22.0)	(32.3)	(36.9)	(64.7)	(96.7)
Net Profit (excl. extra ord.)	86.6	95.9	115.9	196.9	293.1
<i>Net Profit Margin (%) (excl. extra ord.)</i>	<i>13.7%</i>	<i>13.3%</i>	<i>12.7%</i>	<i>15.9%</i>	<i>19.6%</i>
Extraordinary Items	-	6.8	4.9	-	8.4
Net Profit (incl. extra ord.)	86.6	102.7	120.8	196.9	301.5
EPS (Rs) (excl. extra ord.)	5.86	6.48	6.95	9.75	14.51
EPS (Rs) (incl. extra ord.)	5.86	6.94	7.24	9.75	14.93

24%

TOTAL INCOME CAGR (FY21-25)

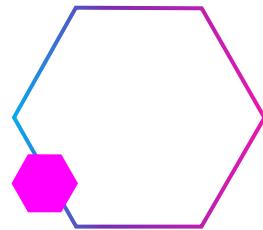
34%

EBITDA CAGR (FY21-25)

36%

NET PROFIT CAGR (FY21-25)

Balance Sheet (Consolidated)



Particulars (INR Mn)	FY'24	FY'25	H1 FY'26
Equity and Liabilities			
Shareholders' Fund			
Share Capital	201.9	201.9	201.9
Reserves & Surplus	987.2	1,241.2	1,351.4
Minority Interest	1.9	1.7	1.9
Total Equity	1,191.0	1,444.9	1,555.2
Non-Current Liabilities			
Long Term Borrowings	-	5.1	4.8
Long Term Provisions	30.4	36.1	39.5
Total Non-Current Liabilities	30.4	41.2	44.3
Current Liabilities			
Short Term Borrowings	-	0.7	0.7
Trade Payables	65.9	49.6	81.9
Other Current Liabilities	119.8	126.3	259.4
Short Term Provisions	111.4	67.6	18.6
Total Current Liabilities	297.0	244.2	360.6
Total Equity and Liabilities	1,518.4	1,730.2	1,960.1

Particulars (INR Mn)	FY'24	FY'25	H1 FY'26
Assets			
Non-Current Assets			
Fixed Assets			
(a) Tangible Assets	7.9	13.2	12.9
(b) Intangible Assets	28.3	34.4	31.0
(c) Intangible Assets under development	-	4.2	18.4
Non Current Investments	33.9	27.5	136.3
Deferred Tax Assets (Net)	1.5	2.6	0.8
Long Term Loans & Advances	1.4	2.0	9.6
Other Non Current Assets	36.6	18.3	27.6
Total Non-Current Assets	109.6	102.2	236.4
Current Assets			
Trade Receivables	146.6	174.0	190.1
Cash & Cash Equivalents	1,153.4	1,405.6	1,389.5
Short Term Loans & Advances	101.0	45.0	93.9
Other Current Assets	7.7	3.5	50.2
Total Current Assets	1,408.8	1,628.0	1,723.7
Total Assets	1,518.4	1,730.2	1,960.1

Corporate Social Responsibility

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 | UAE | India



Thank You

All e Technologies Ltd.

A-1, Sector 58, Noida - 201 301, India

Website: www.alletec.com

KAPTIFY Consulting

Investor Relations / Consulting

Tel: +91 84528 86099

Email: contact@kaptify.in

Website: www.kaptify.in