



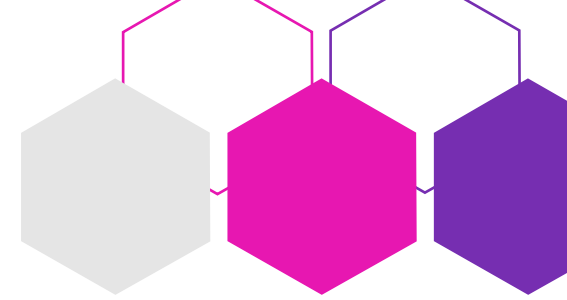
All e Technologies Ltd.

Catalysing
AI Transformations

Investor Presentation
Q3 & 9M FY'26



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The Numbers

Company In Numbers (Consolidated)

Q3 FY'26	
Total Revenue*	INR 357.0 Mn
Total Income from Operations [#]	INR 387.0 Mn
EBITDA & Margin (%) ^{\$}	26.2% (INR 101.3 Mn)
Reported Net Profit & Margin	16.0% (INR 61.8 Mn)
Adjusted Net Profit & Margin [^]	19.4% (INR 75.1 Mn)
Total Income Growth (QoQ)	4.2%
Total Income Growth (YoY)	1.5%
Repeat + Recurring Revenue	88.2%
Customers Added	7

9M FY'26	
Total Revenue*	INR 1,031.2 Mn
Total Income from Operations [#]	INR 1,121.5 Mn
EBITDA & EBITDA Margin (%) ^{\$}	26.2% (INR 293.9 Mn)
Reported Net Profit & Margin	17.7% (INR 198.8 Mn)
Adjusted Net Profit & Margin [^]	18.9% (INR 212.1 Mn)
Total Income Growth (YoY)	0.9%
Repeat + Recurring Revenue	92.1%
Customers Added	27
Team Size	~350

*Total Revenue (Exclusive of Other Income)

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

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

[^]Adjusted Net Profit & Margin (Excluding Extraordinary Items)



Quarterly & Nine Months Performance YoY (Consolidated)

Total Income Growth	EBITDA Growth	EBITDA Margin
1.5 % ▲	0.8 % ▲	26.2 % -20 BPS
	Adjusted Net Profit Growth	Adjusted Net Profit Margin
	4.3 % ▲	19.4 % ▲ +52 BPS

YoY

(Q3 FY'26 vs Q3 FY'25)

Total Income Growth	EBITDA Growth	EBITDA Margin
0.9 % ▲	6.5 % ▲	26.2 % ▲ +138 BPS
	Adjusted Net Profit Growth	Adjusted Net Profit Margin
	5.8 % ▲	18.9 % ▲ +87 BPS

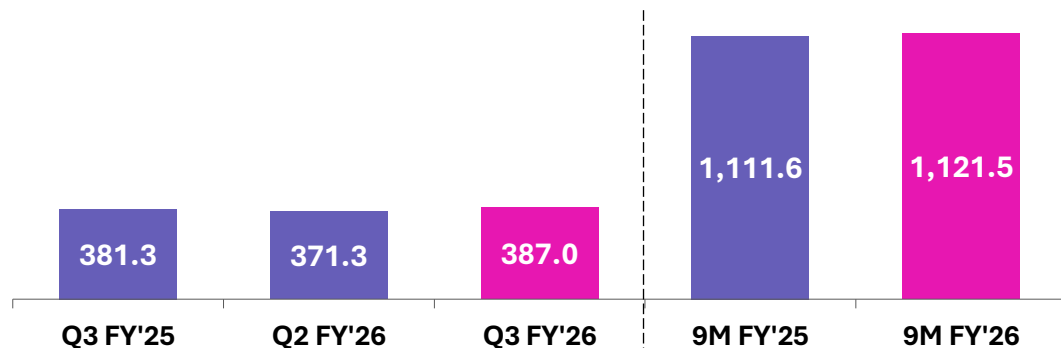
YoY

(9M FY'26 vs 9M FY'25)

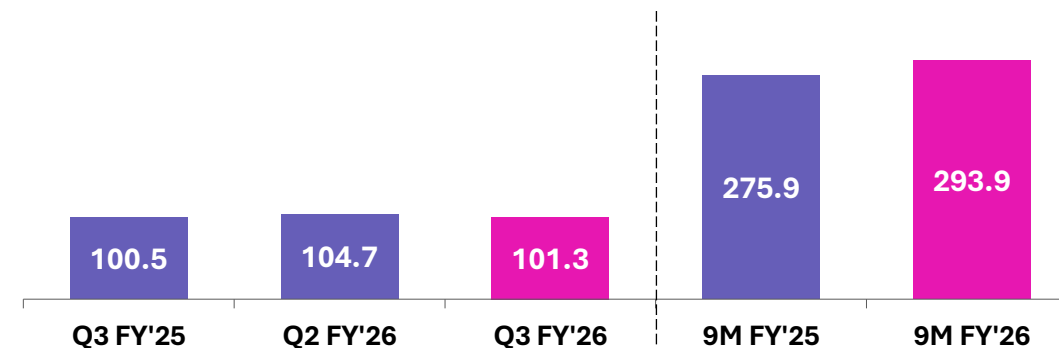


Key Financial Highlights (Consolidated)

***Total Income from Operations (INR Mn)**

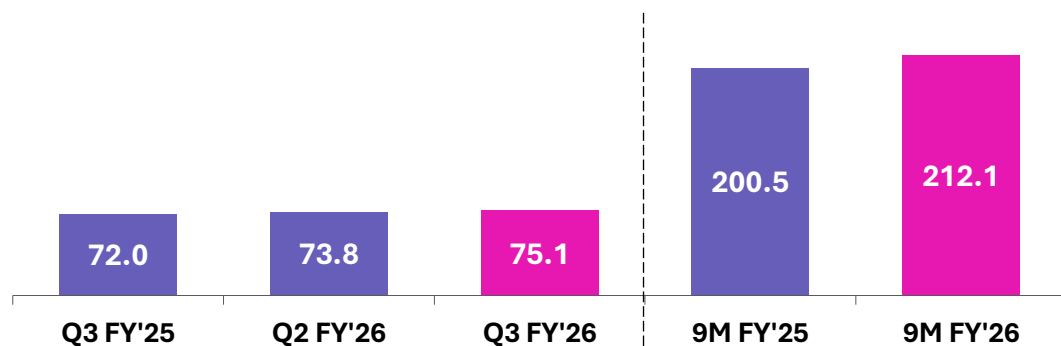


***EBITDA (INR Mn)**

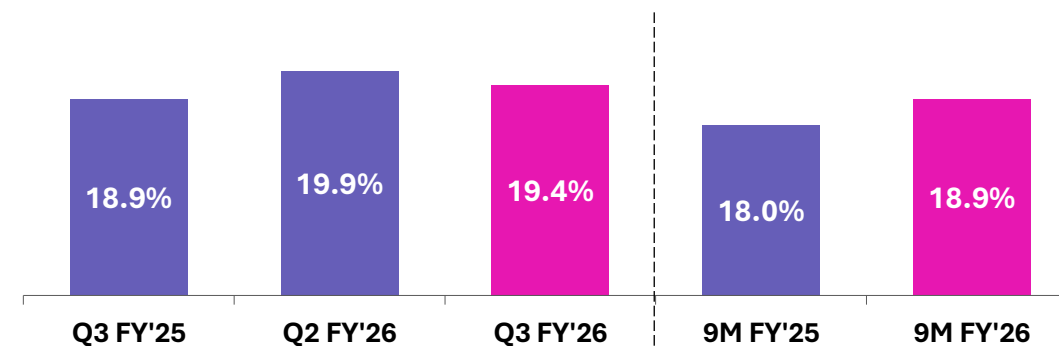


*Includes Other Income

Adjusted Profit After Tax (INR Mn)

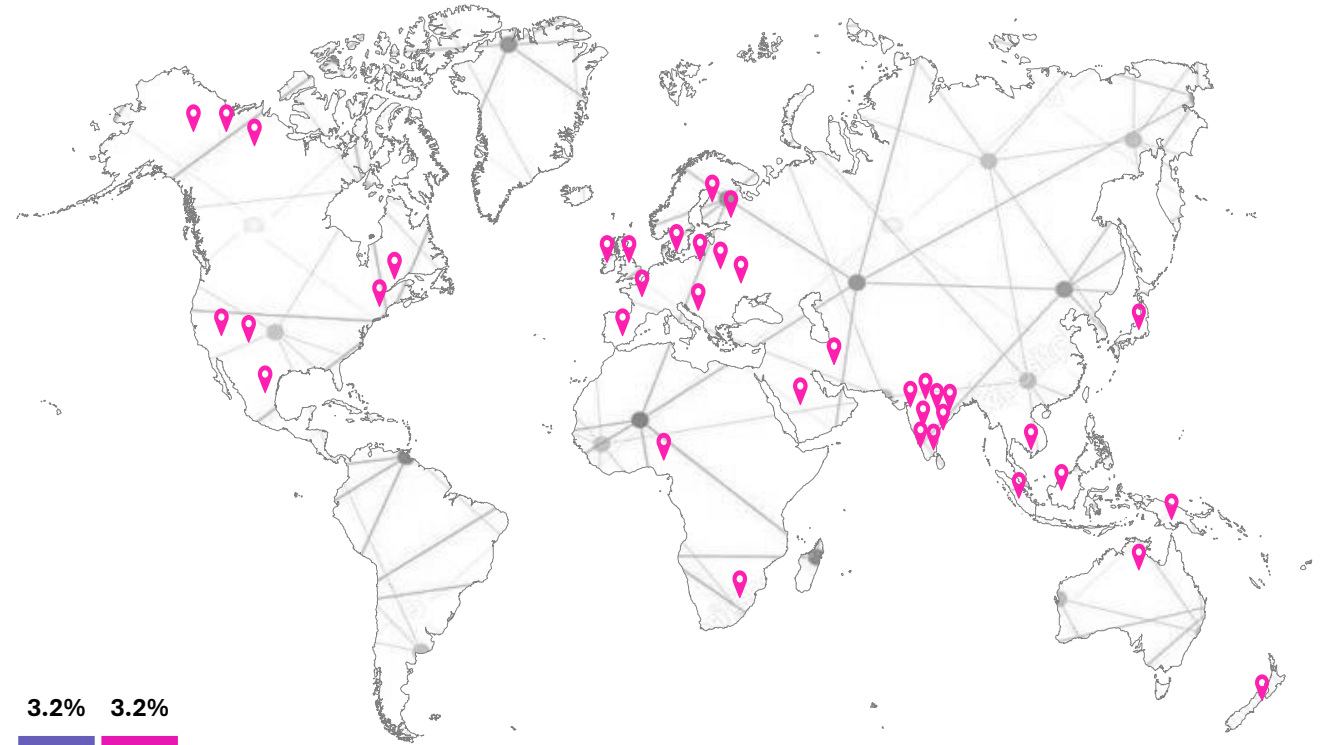
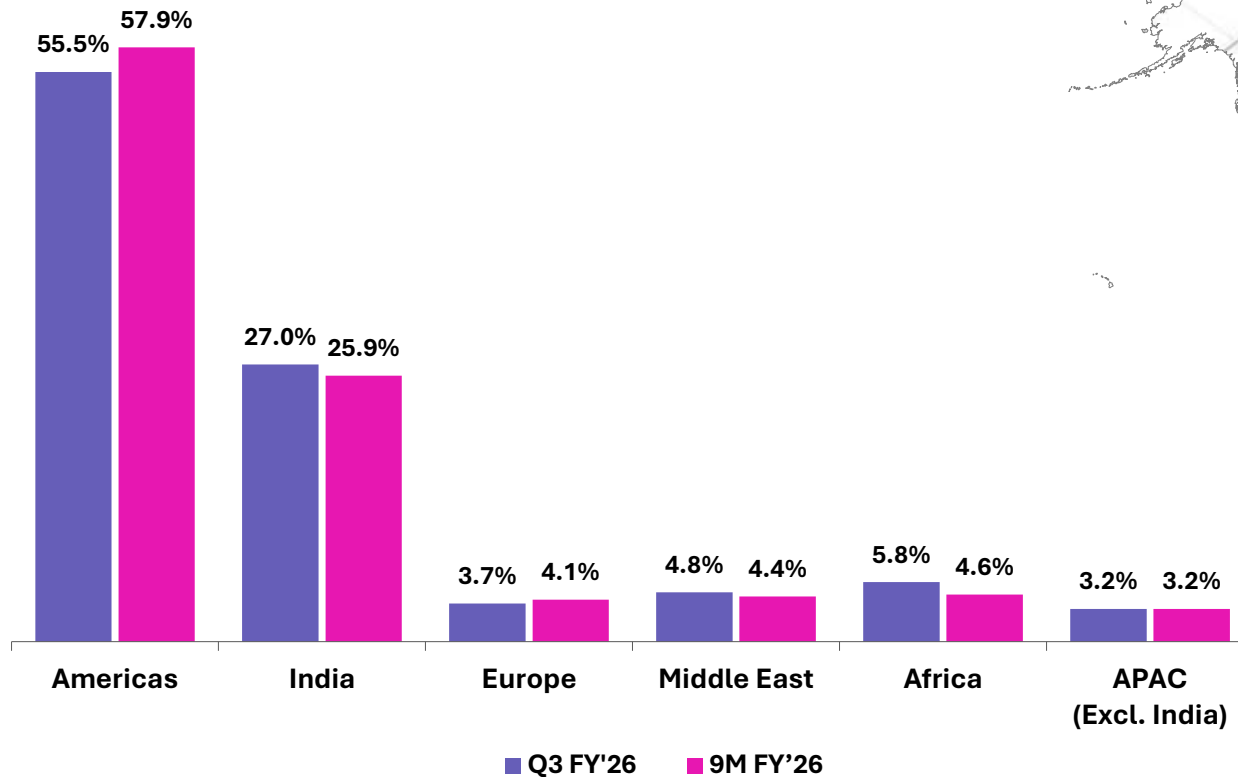


Adjusted Profit After Tax Margin (%)



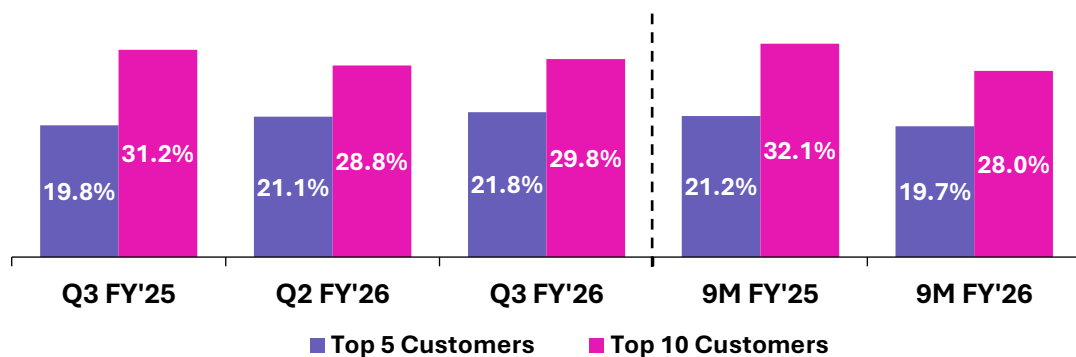
Geographic Spread

Services Revenue Breakup (%)

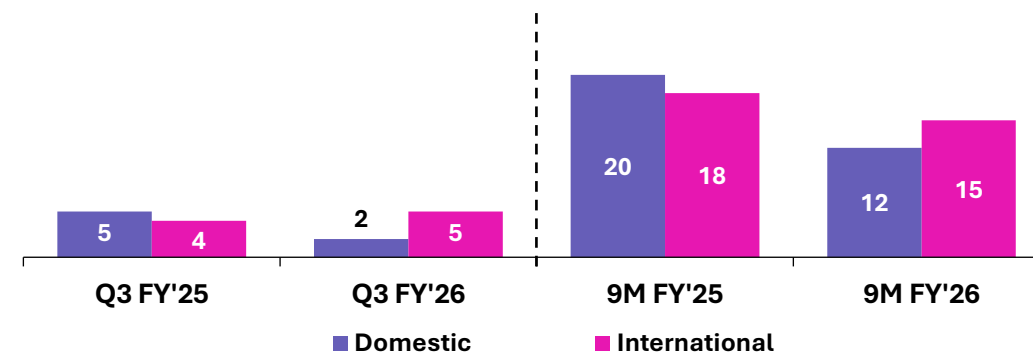


Customer Engagement

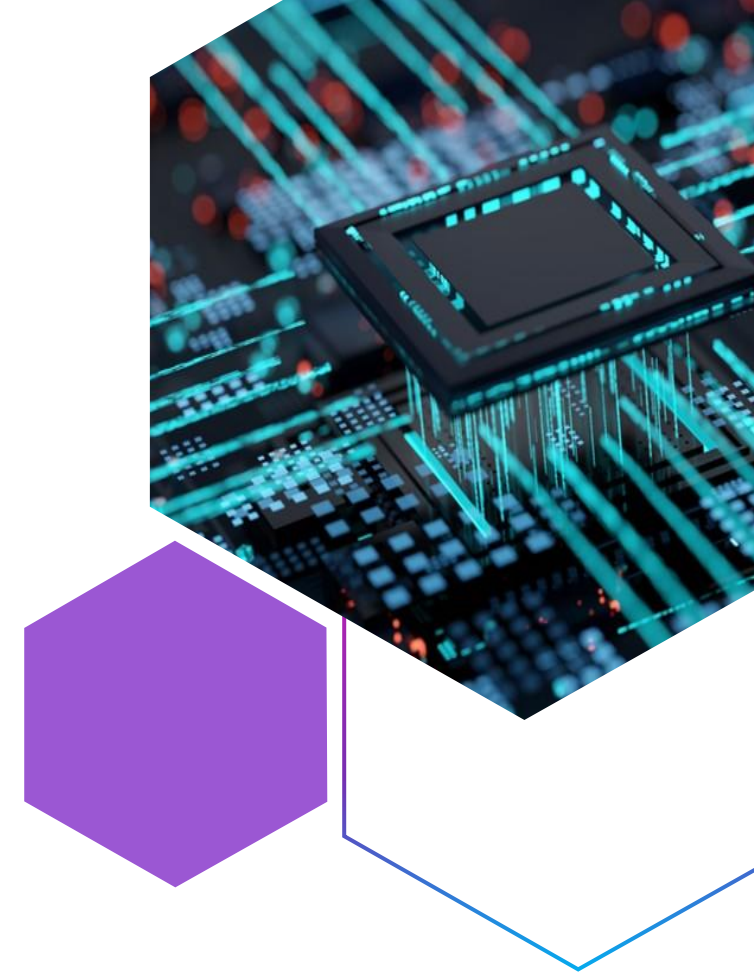
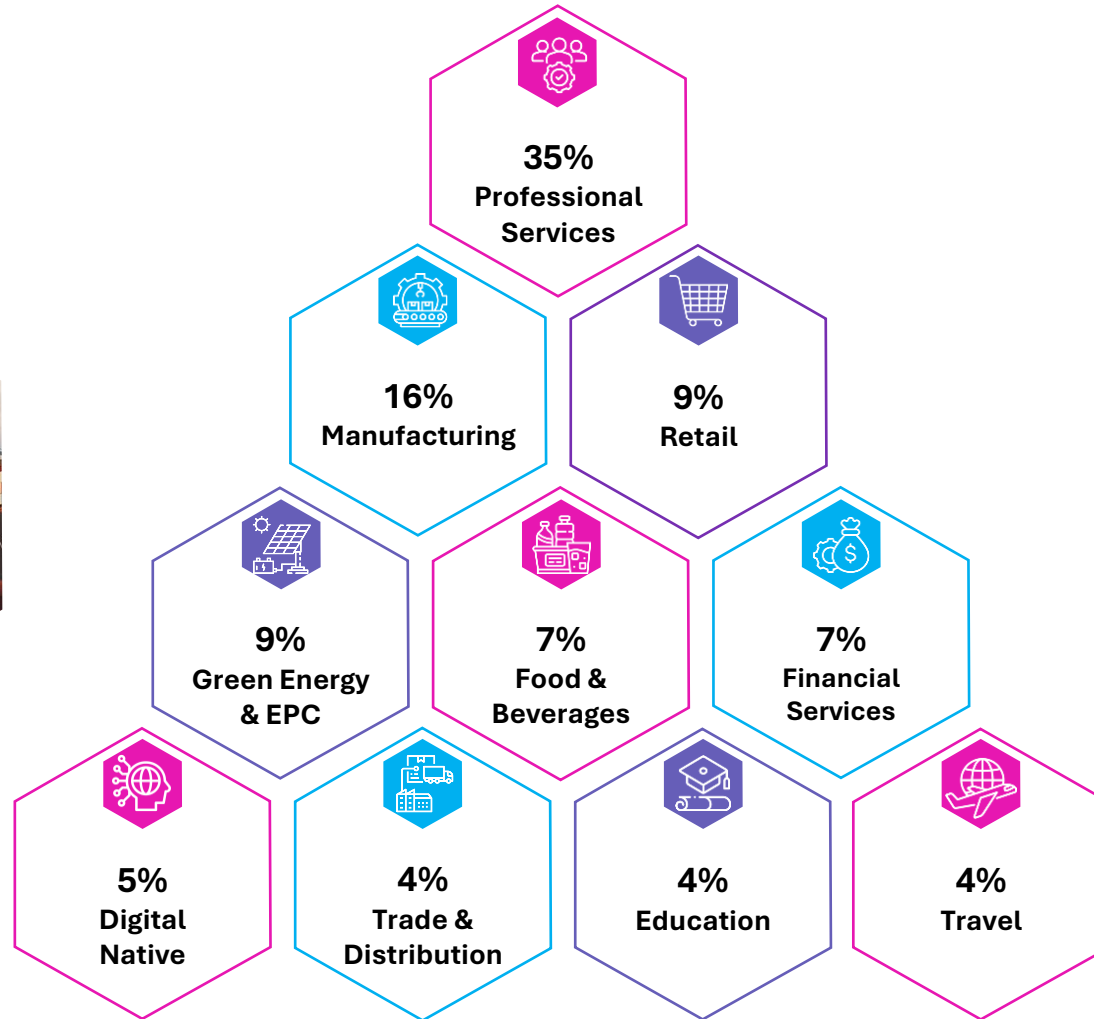
Revenue from Top Customers (%)



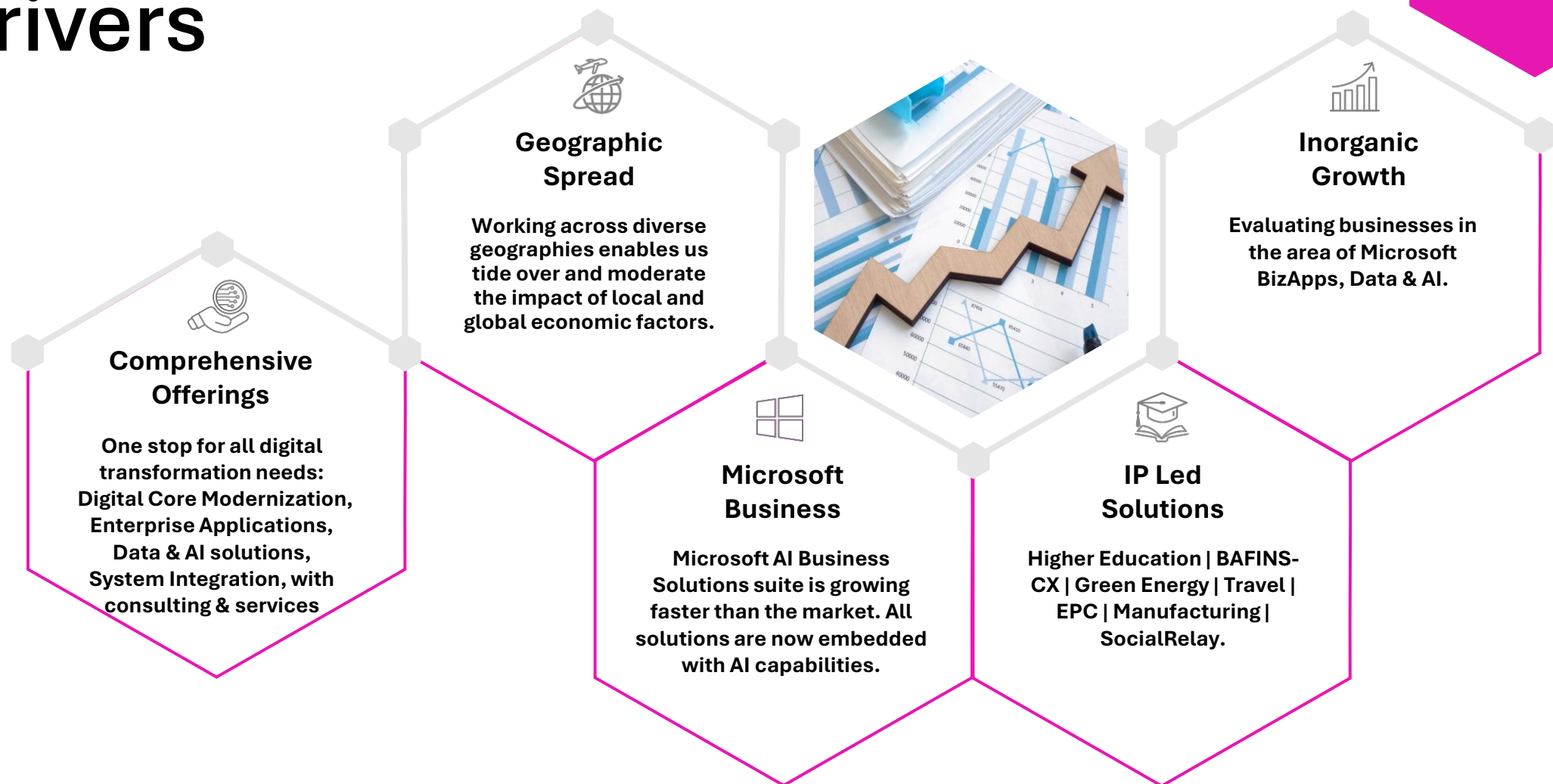
New Customers Added



Industries Served – 9M FY'26



Growth Drivers





02

The AI Era:

Alletec is Positioned to Win

How AI adoption accelerates demand for our core capabilities

Why AI Strengthens, Not Threatens, Alletec

✗ AI Direct Threat

Traditional IT Services Model

Resource Augmentation
60-80% of revenue

Reliance on large players
Limited end-customer engagements

Labor Arbitrage Model

✓ AI Growth Driver

Alletec Business Model

Enterprise Applications
Microsoft AI Business Solutions Implementation

Data Platform Engineering
Microsoft Fabric Specialization

AI Transformation Services
Decision Layer & Intelligence

Resource Aug: < 2%

Digital Transformation (ERP/CRM) > 85%

Data & AI: ~10 % (+25% YoY)

Three Structural Advantages That Protect Alletec

Data Foundation

AI Systems Need:

- Unified enterprise data
- Governed data quality
- Real-time integration
- Historical context

These Live In:

- Dynamics 365/ Microsoft 365
- Microsoft Fabric
- Power Platform

= Alletec's Core Expertise

Expertise Scarcity

AI Doesn't Replace:

- Domain specific business process expertise
- Enterprise applications architecture decisions
- User adaption & Change management
- Stakeholder navigation

Alletec Consultants:

- Multi-year experience
- Certifications
- Domain expertise

= Irreplaceable Value

Last Mile Edge

Businesses Need:

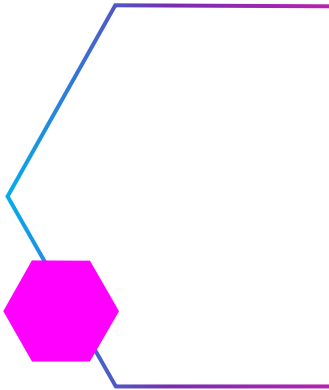
- Generic AI → Enterprise AI
- Data unification
- Governance framework
- Process integration
- Custom agent development
- Change management

As AI models get commoditized, this 'last-mile' work - which is complex, expertise-intensive, and resistant to AI Automation - brings **80% of enterprise AI value.**

= Alletec Captures the Value



Our AI Strategy Creates New Revenue Streams



Core Business (Protect)

Dynamics 365 Implementation
Now AI-enhanced (Copilot, agents)

Microsoft 365 Modernization
Copilot deployment & adoption

Support & Managed Services
AI Optimization & Monitoring

Traditional ERP Project
\$50K-250K | 20-30% margin

AI Services (Expand)

Data Platform Engineering
Fabric, OneLake, Lakehouses

AI Agent Development
Copilot Studio, custom agents

Decision Layer
Powered by Domain capability

AI-Enhanced Project
\$50K-250K Addl. | 30-40% margin

Why Alletec Wins



Protected Core

No resource augmentation
Expertise-driven, not labor arbitrage
Microsoft platforms growing 20%+
AI makes ERP/ CRM more critical



Capturing Upside

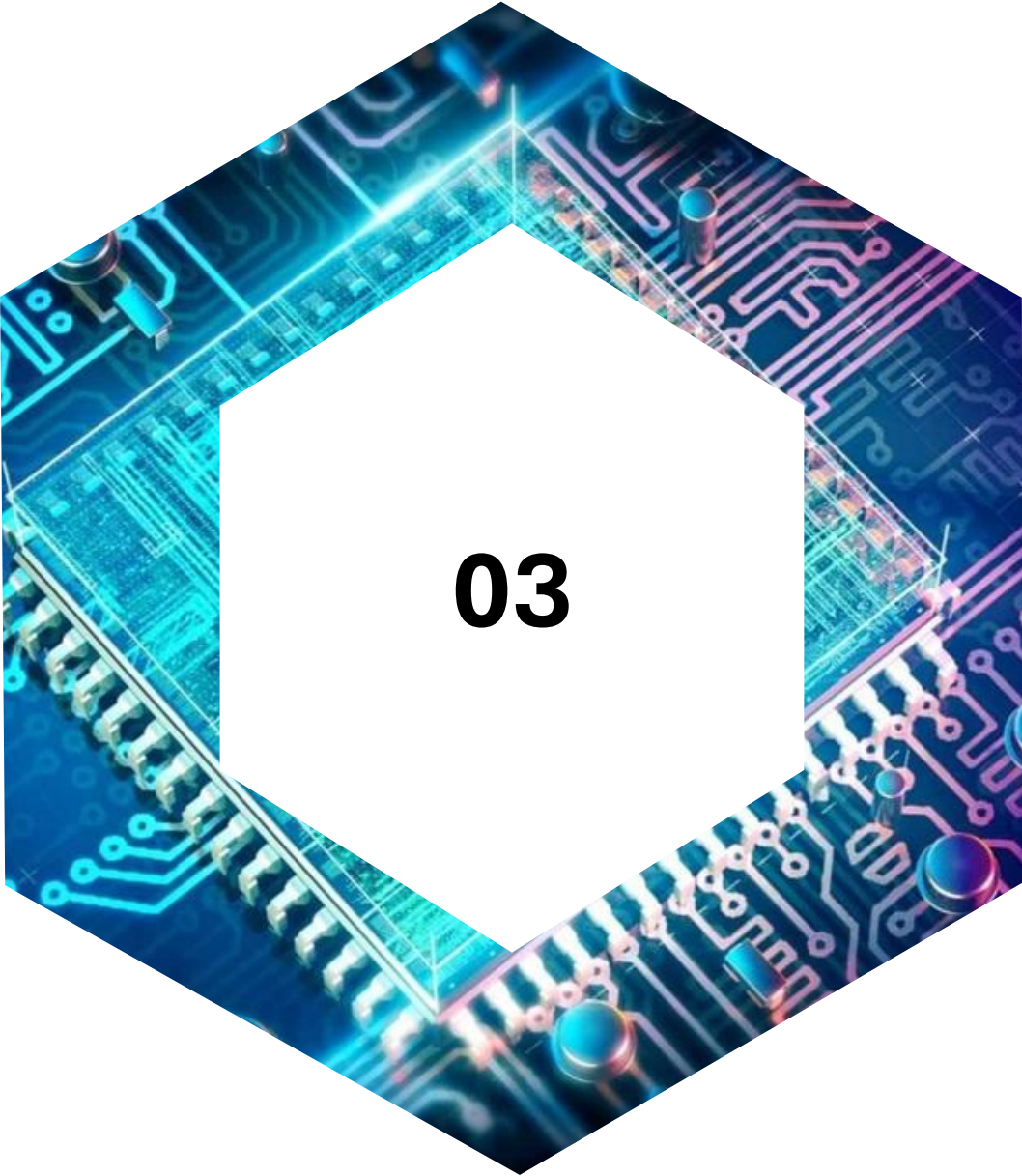
New higher-margin service lines
25-30% premium on AI projects
Domain knowledge driven Decision Layer
AI services growing at accelerated pace



Sustainable Edge

25+ years Microsoft expertise
Deep domain knowledge
Data + AI + Business Apps
Innovation capability proven

For Alletec: AI is not a threat. It's a growth opportunity.



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

~350

Team Strength
(30% of the workforce is women)



Enabling Enterprises Do More With Digital Transformation



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



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

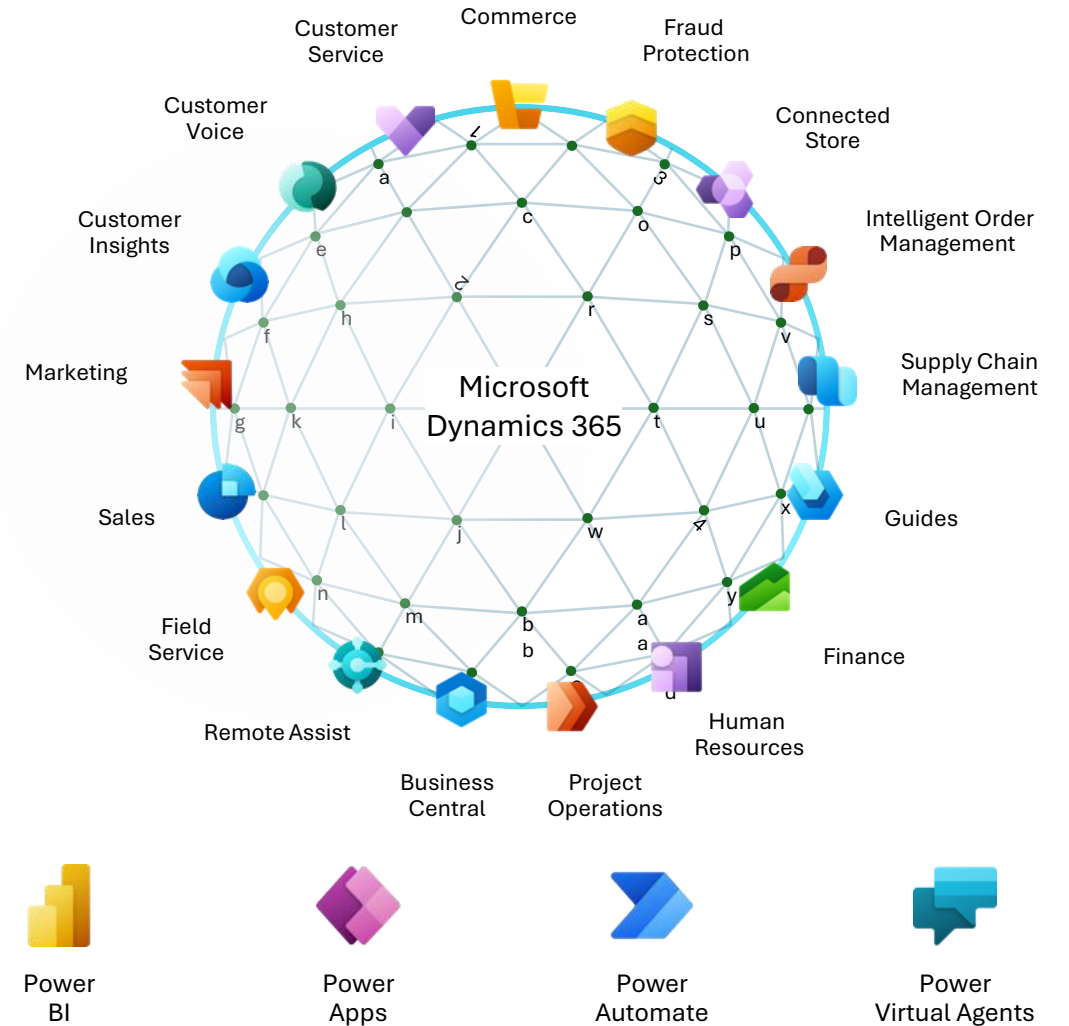
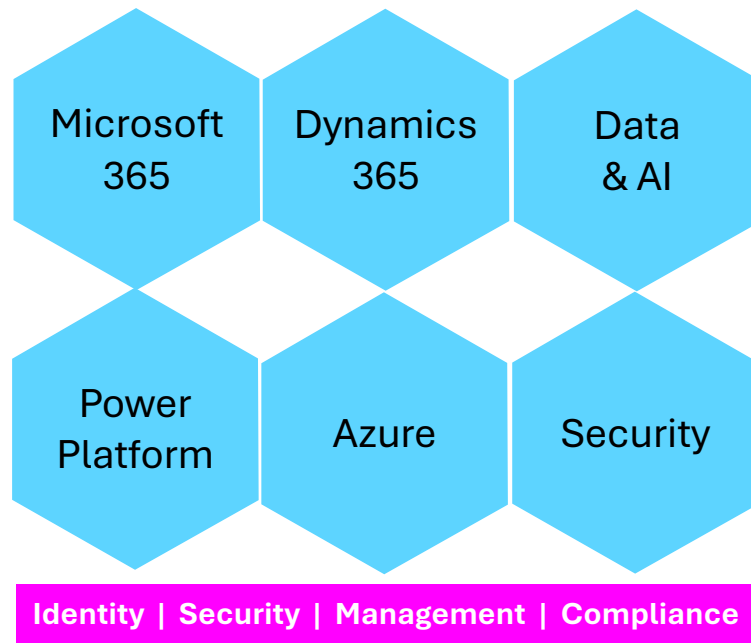
Harness the power of data and analytics to gain valuable insights, make data-driven decisions, and enable business growth with data management, advanced analytics, predictive modelling, and AI-driven insights.



Change Management

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

Leveraging Full Stack



Board of Directors



Dr. Ajay Mian
Managing Director



Mr. Rajiv Tyagi
Executive Director



Mrs. Ritu Sood
Executive Director



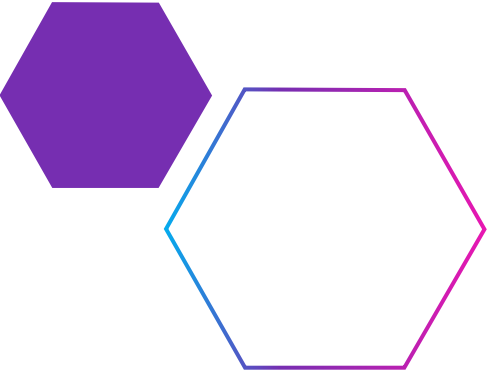
Mr. Vinod Sood
Independent Director



Mr. Sunil Gupta
Independent Director



Dr. Suman Mian
Non Executive Director



Lead Management



Dr. Ajay Mian
Managing Director



Mr. Rajiv Tyagi
Executive Director



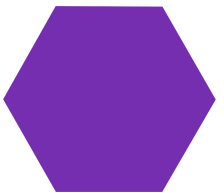
Mrs. Ritu Sood
Executive Director



Mr. Sandeep Jain
Chief Financial Officer



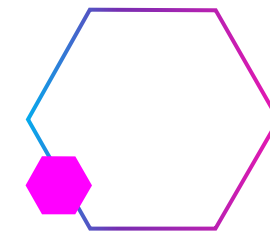
Mr. Sandeep Salman
Head - Cloud & Managed Services





Annexures

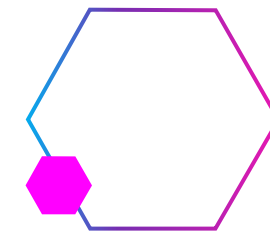
Quarterly Income Statement (Consolidated)



Particulars (INR Mn)	Q3 FY'26	Q2 FY'26	Q3 FY'25	YoY%	QoQ%	9M FY'26	9M FY'25	YoY%
Total Revenue	357.0	333.5	359.9	-0.8%	7.1%	1,031.2	1,050.3	-1.8%
Other Income	30.0	37.7	21.4	40.5%	-20.5%	90.3	61.3	47.4%
Total Income from Operations	387.0	371.3	381.3	1.5%	4.2%	1,121.5	1,111.6	0.9%
Total Expenditure	285.8	266.6	280.8	1.8%	7.2%	827.7	835.7	-1.0%
EBITDA	101.3	104.7	100.5	0.8%	-3.3%	293.9	275.9	6.5%
EBITDA Margin (%)	26.16%	28.2%	26.4%	-20 bps	-204 bps	26.20%	24.8%	+138 bps
Depreciation	3.9	3.2	2.6	53.6%	21.5%	10.1	8.7	16.3%
Profit Before Interest & Tax	97.3	101.5	97.9	-0.6%	-4.1%	283.8	267.3	6.2%
Interest	0.1	0.1	0.1	129.7%	-4.2%	0.4	0.1	649.3%
Profit Before Tax	97.2	101.3	97.9	-0.7%	-4.1%	283.4	267.2	6.1%
Minority Share Adjusted	0.0	-0.0	0.0	-124.8%	-110.7%	-0.0	-0.1	-73.8%
Tax	-22.1	-27.6	-25.9	-14.6%	-19.8%	-71.3	-66.6	7.1%
Adjusted Net Profit (excl. extra ord.)	75.1	73.8	72.0	4.3%	1.8%	212.1	200.5	5.8%
Net Profit Margin (%) (excl. extra ord.)	19.41%	19.9%	18.9%	+52 bps	-46 bps	18.91%	18.0%	+87 bps
Extraordinary Items*	-13.3	-	-	-	-	-13.3	-	-
Reported Net Profit (incl. extra ord.)	61.8	73.8	72.0	-14.1%	-16.2%	198.8	200.5	-0.9%
Adjusted EPS (Rs) (excl. extra ord.)	3.72	3.65	3.57	4.3%	1.8%	10.50	9.93	5.8%
Reported EPS (Rs) (incl. extra ord.)	3.06	3.65	3.57	-14.1%	-16.2%	9.84	9.93	-0.9%

*An increase in gratuity and leave liability amounting to ₹13.3 million, which has been recognised as a one-time “Impact of Labour Codes” under Extraordinary Items.

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
EBITDA Margin (%)	19.6%	18.1%	17.4%	22.0%	26.9%
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
Net Profit Margin (%) (excl. extra ord.)	13.7%	13.3%	12.7%	15.9%	19.6%
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)**

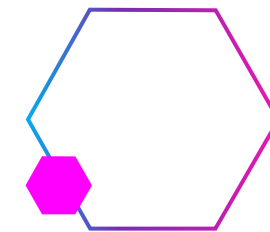
34%

**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 | India | UAE



Thank You

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