

All e Technologies Ltd.

(Formerly: All e Technologies Pvt. Ltd.)

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CIN: U72200DL2000PLC106331



August 05, 2023

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1 G Block
Bandra-Kurla Complex, Bandra(E)
Mumbai -400051

SYMBOL: ALLETEC

ISIN: INE0M2X01012

Subject: Investor Presentation

Dear Sir/Madam,

With reference to the above-mentioned subject, please find enclosed herewith a copy of the Investor Presentation for the upcoming Investor conference call scheduled for August 07, 2023.

This Investor Presentation may also be accessed on the website of the Company at www.alletec.com.

Kindly consider this for your record and information.

Thanking you

Yours truly

For **All e Technologies Limited**

AKASH



Akash Chaudhry
Company Secretary and Compliance Officer

ALLETEC INVESTOR PRESENTATION

August 2023



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What's New

(Business Updates)



Company in Numbers

Rs. **270.3 mn**

Total Income for Operations
Q1FY24

27.4%

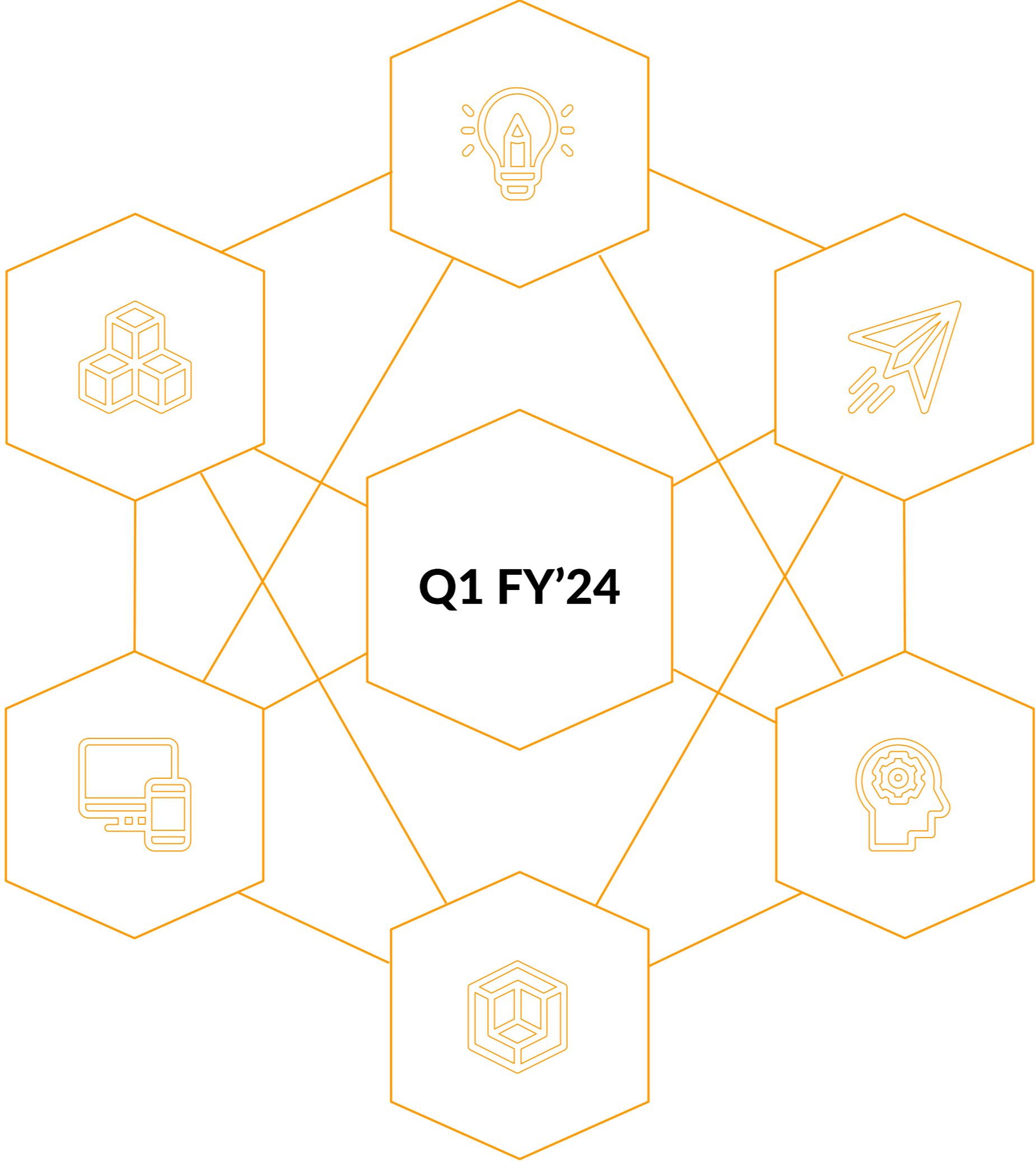
International Services Revenue
YoY Growth

16

Customer Add
Q1FY24

97.5%

Repeat + Recurring Revenue



Rs. **55.7 mn**

EBITDA
Q1FY24

Rs. **40.6 mn**

Net Profit
Q1FY24

14.1%

Net Profit Margin
Q1FY24

~ 350

Team Strength

Quarterly Performance

Quarter (YoY)

↑ 23.9%

Total Income from Operations

↑ 35.6%

EBITDA

↑ 37.4%

Net Profit (excl. extraordinary)

**↑ 19.4%
+168 bps**

EBITDA Margin

**↑ 18.6%
+153 bps**

EBIT Margin

**↑ 14.1%
+139 bps**

Net Profit Margin (excl. extraordinary)

Quarter (QoQ)

↑ 11.1%

Total Income from Operations

↑ 19.7%

EBITDA

↑ 23.3%

Net Profit (excl. extraordinary)

**↑ 19.4%
+140 bps**

EBITDA Margin

**↑ 18.6%
+163 bps**

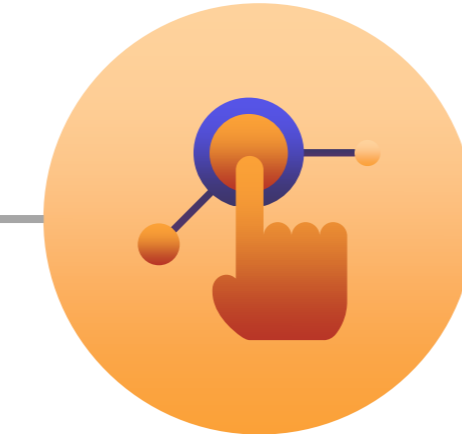
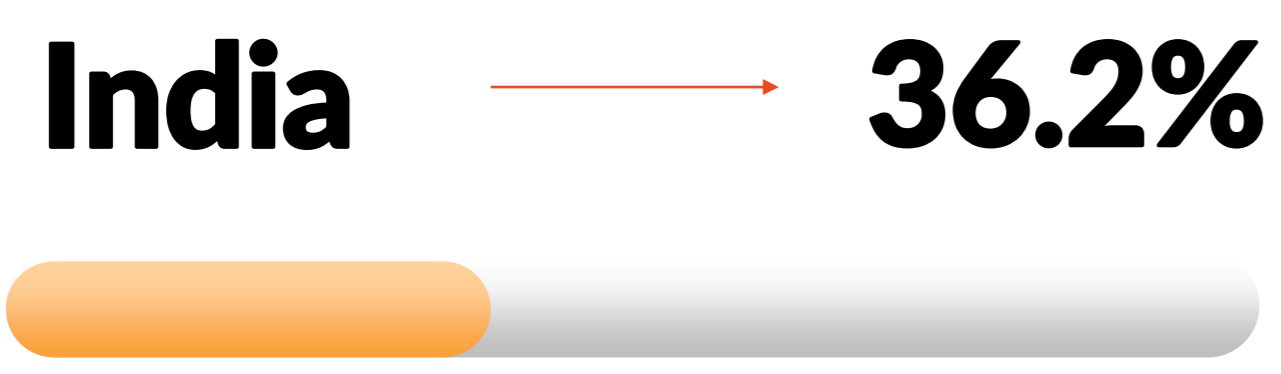
EBIT Margin

**↑ 14.1%
+140 bps**

Net Profit Margin (excl. extraordinary)

Strengthening Geographic Spread

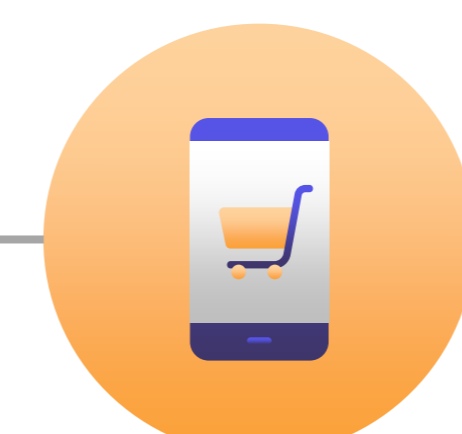
(Q1FY'24)
Services



USA



42.6%



Africa



10.6%

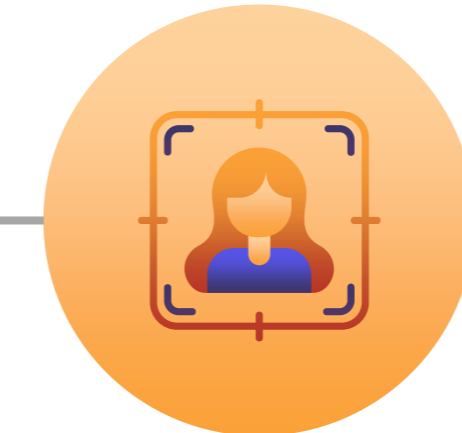


APAC

Asia Pacific Countries



8.3%



Europe



2.3%

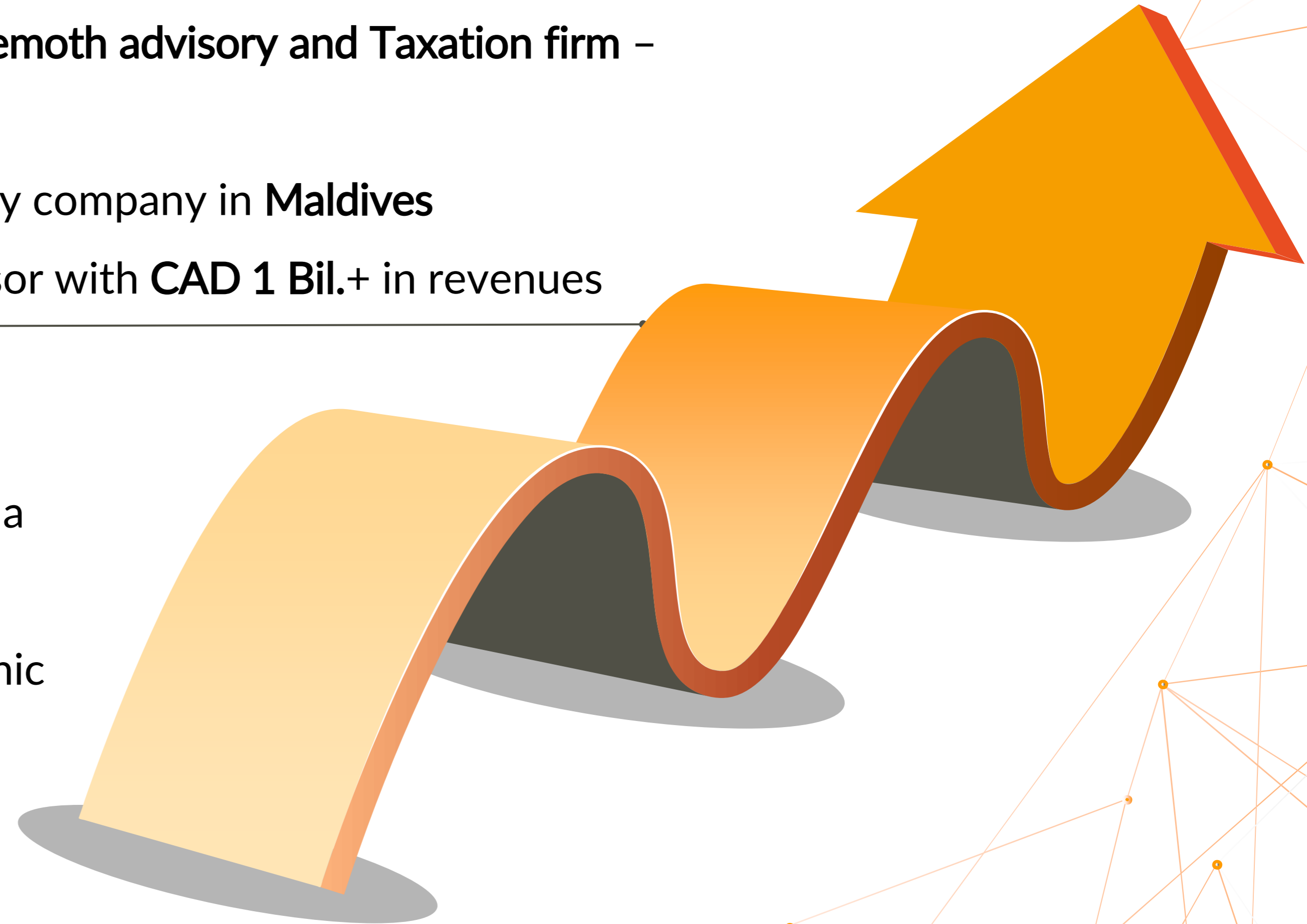
Momentum Continues (1/2)

Key Wins in International Business

- A leading Kenyan Bank
- A California based **Wellness Tech** company
- East African operations of an over **US\$ 10 Billion** behemoth advisory and Taxation firm – present in 164+ countries
- A leading medical distribution and hospital consultancy company in **Maldives**
- **Canada's largest independently owned Poultry** processor with **CAD 1 Bil.+** in revenues

Business Development Push

- Growth momentum further strengthened by hiring of a **Sales Head in Canada**
- Sustained efforts for Target identification for Inorganic Growth.
- Strengthening presence in the international and domestic market.



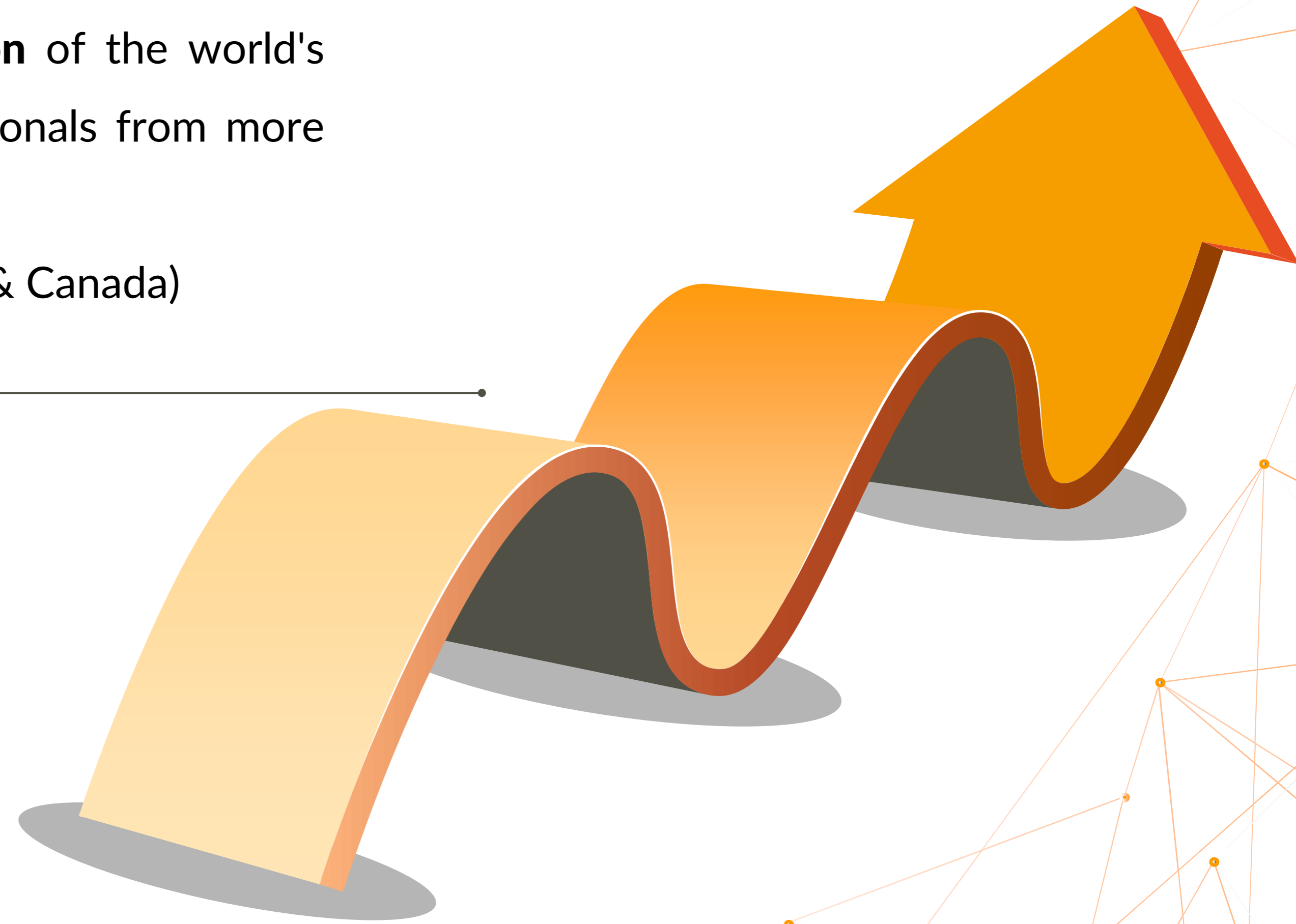
Momentum Continues (2/2)

Strengthening Data & AI Practice

- **Azure Data Analytics for a large Global investor** (with US\$12 Billion under its management) in sustainable infrastructure.
- **Data Analytics engagement for a global association** of the world's leading life insurance and financial services professionals from more than 500 companies in 70 countries
- **Two Data Analytics Assessments starting in Q2** (US & Canada)
- **Strong Pipeline in Africa and US**

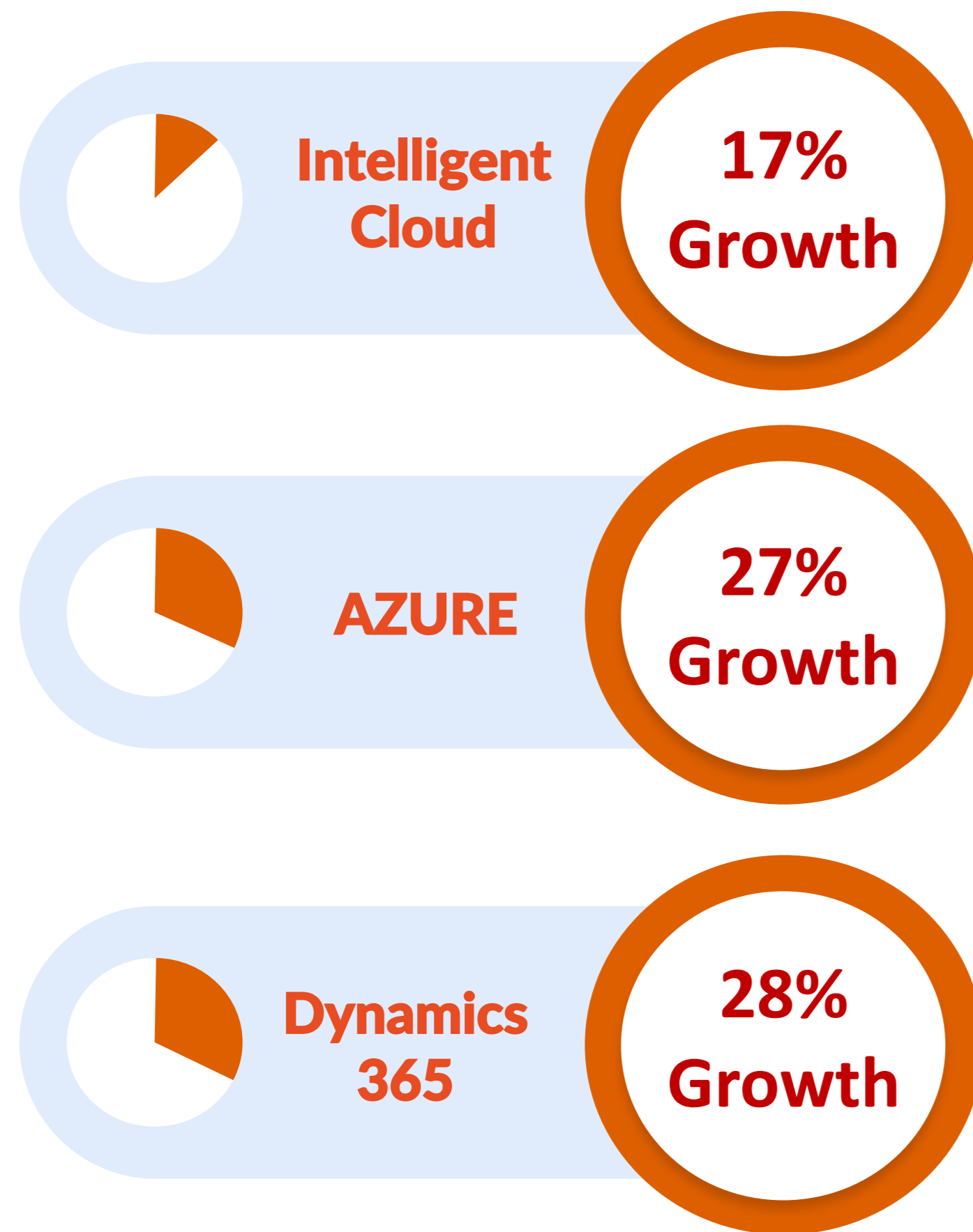
Momentum in Higher Education Vertical

- Addition of 2 new Customers – **Bennett University & Antigua University America (AUA)**
- Increased Customer Acquisitions
- Multiple upcoming Projects
- Planned Sales & Marketing Campaigns
- Additional Investment in Sales Capacity



Microsoft Solutions – Building Muscle

Microsoft product line – growing faster than the market



Microsoft strengthened leadership position in the Data & AI market

- Open AI's ChatGPT integrated with all product lines
- Business Applications release Co-pilots for –
 - Power BI
 - Power Pages
 - Power Virtual Agent
 - Dynamics 365 ERP
 - Dynamics 365 CRM
 - Microsoft 365

What's Ahead for Alletec

01

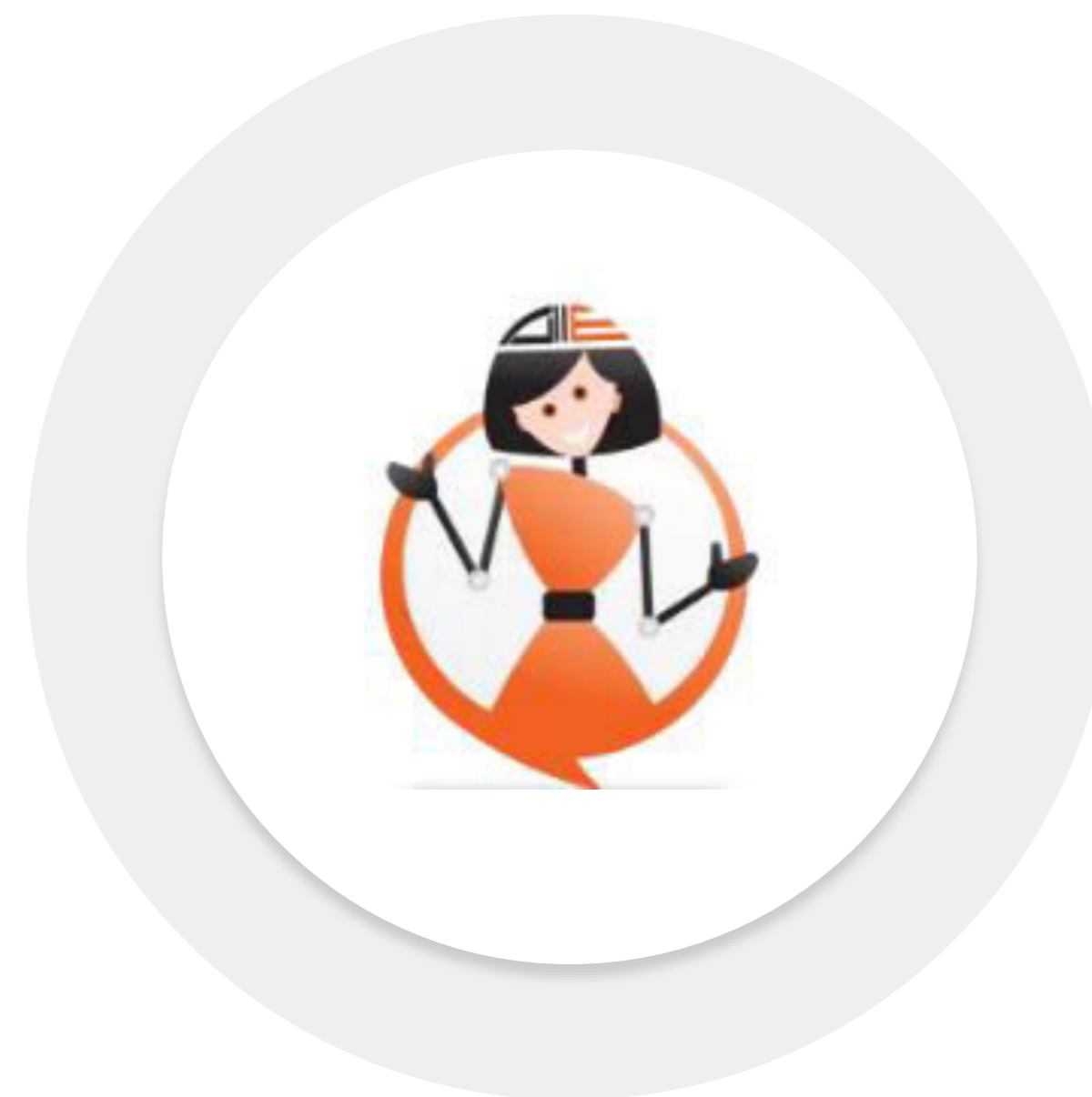
Urgency for businesses to embrace digital transformation will result in enhanced momentum for adoption of world class ERP and CRM solutions. Adoption of Microsoft Dynamics growing faster than market

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.

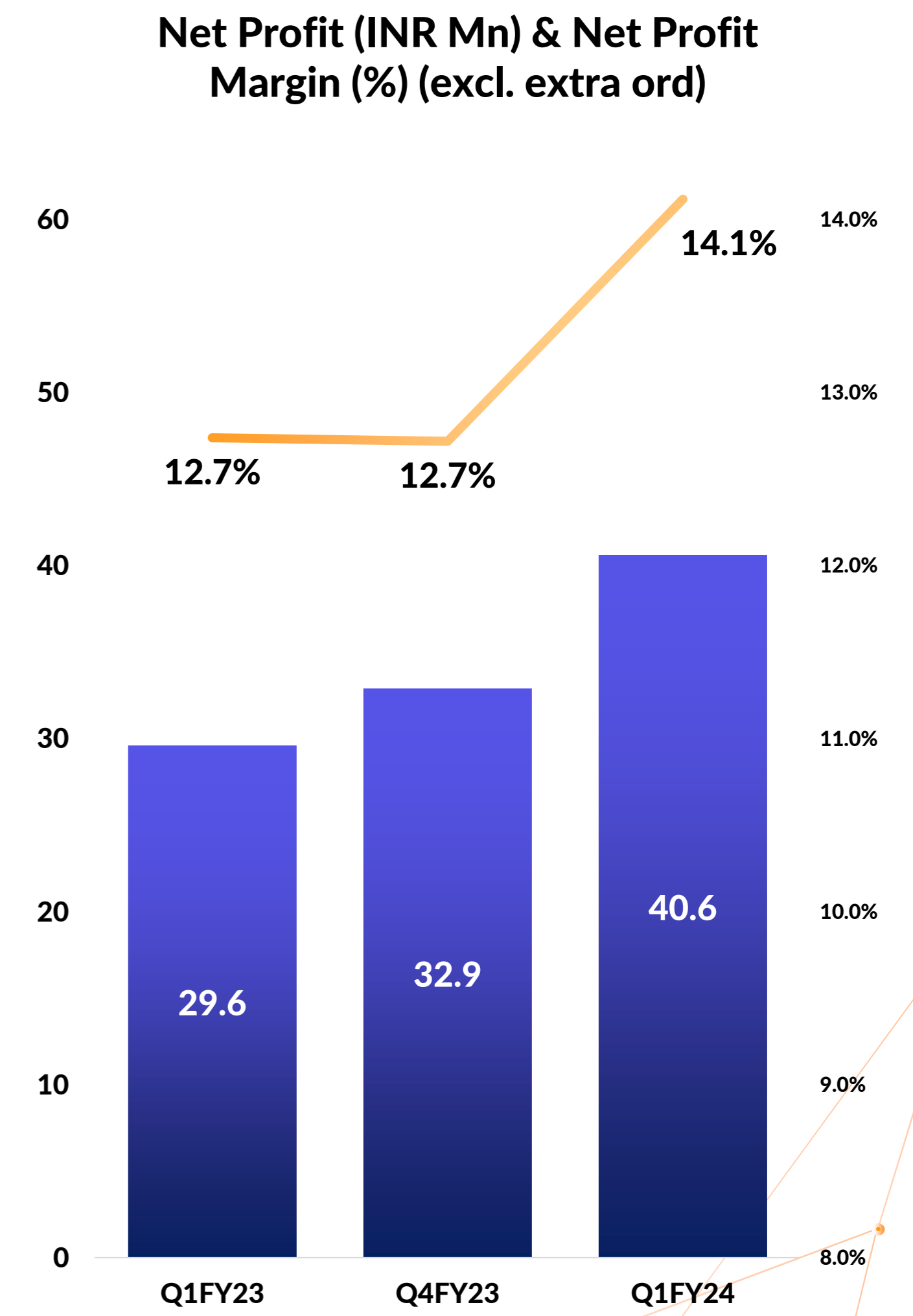
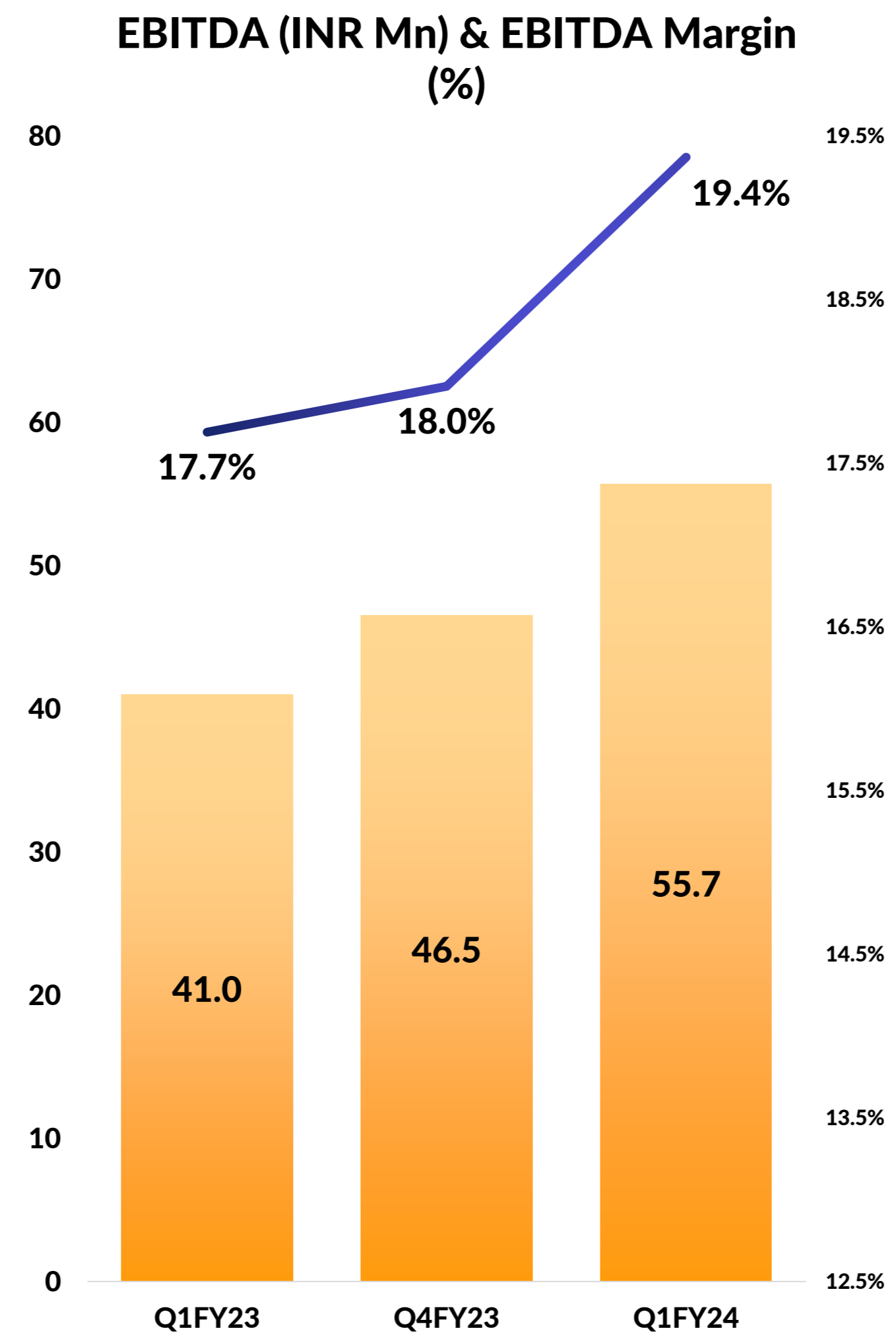
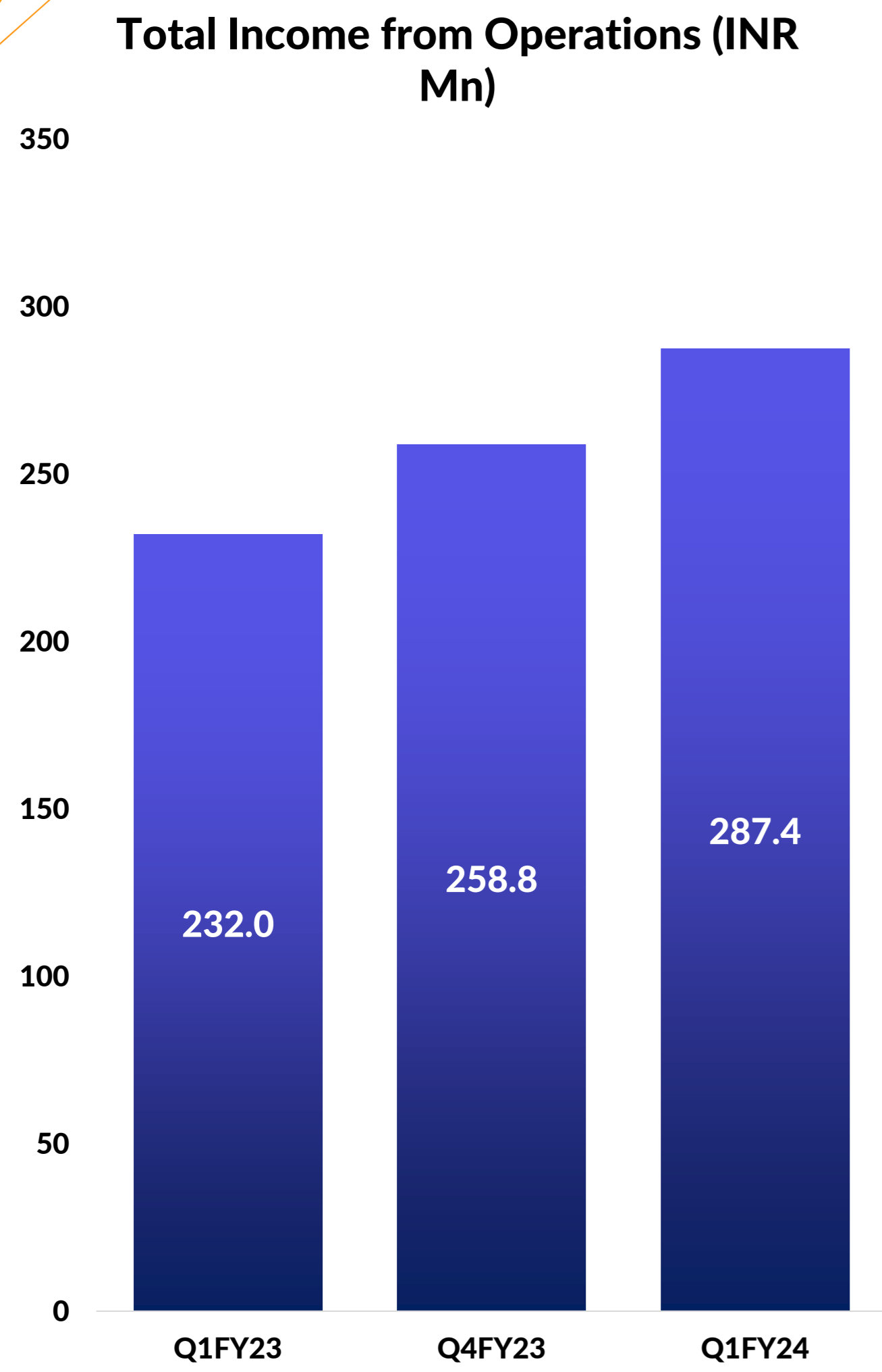
Financial Highlights



Quarterly Income Statement

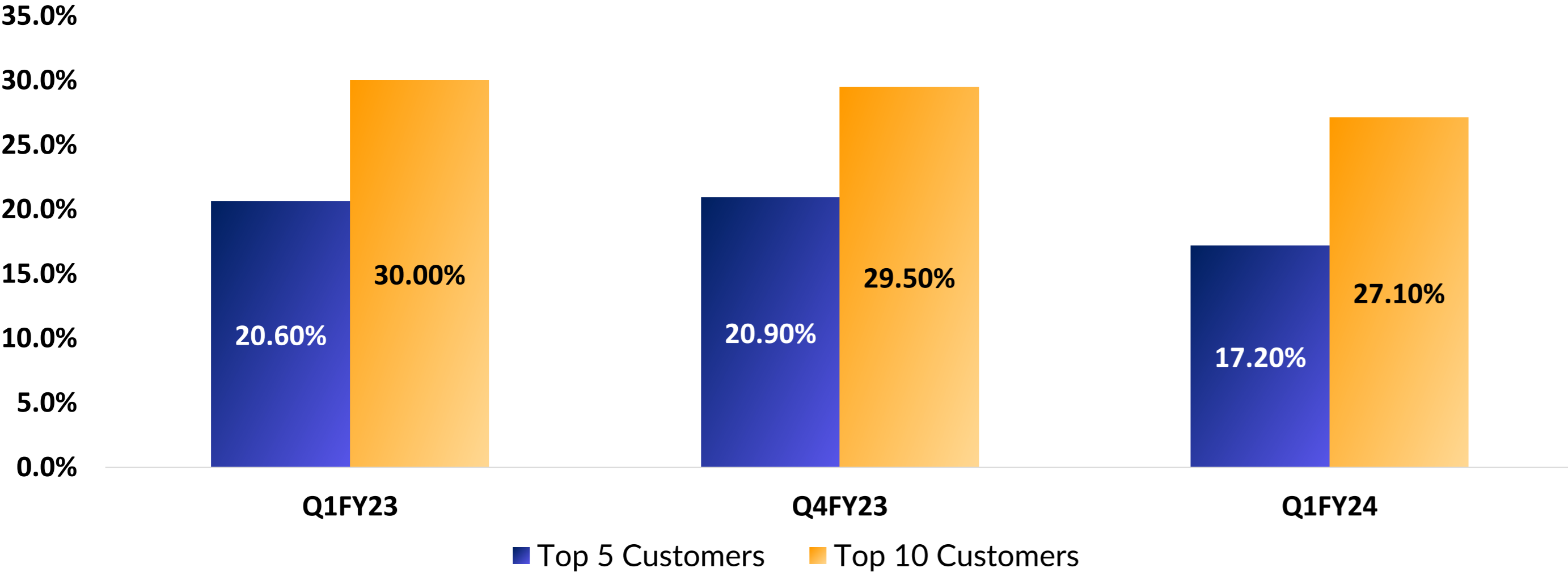
Particulars (INR Mn)	Q1FY24	Q4FY23	Q1FY23	YoY%	QoQ%	FY23	FY22	YoY%
Revenue from Operations	270.3	237.7	225.5	19.9%	13.7%	876.8	700.5	25.2%
Other Income	17.1	21.1	6.5	160.9%	-19.0%	38.1	22.9	66.2%
Total Income from Operations	287.4	258.8	232.0	23.9%	11.1%	915.0	723.4	26.5%
Total Expenditure	231.7	212.3	191.0	21.3%	9.2%	755.4	592.5	27.5%
EBITDA	55.7	46.5	41.0	35.6%	19.7%	159.6	130.9	21.9%
EBITDA Margin (%)	19.4%	18.0%	17.7%	+ 168 bps	+140 bps	17.44	18.10	-66 bps
Depreciation	2.3	2.6	1.3	67.1%	-14.7%	6.8	6.4	6.8%
Profit Before Interest & Tax	53.4	43.9	39.7	34.6%	21.8%	152.8	124.6	22.6%
Interest	0.0	0.0	0.1	-95.7%	-	0.1	0.1	42.0%
Profit Before Tax	53.4	43.9	39.6	34.9%	21.8%	152.7	124.5	22.6%
Minority Share Adjusted	0.1	(0.2)	0.3	-73.9%	-136.6%	0.1	3.7	-97.4%
Tax	(12.9)	(10.7)	(10.4)	24.6%	20.5%	(36.9)	(32.3)	14.3%
Net Profit (excl. extra ord)	40.6	32.9	29.6	37.4%	23.3%	115.9	95.9	20.8%
Net Profit Margin (%) (excl. extra ord)	14.1%	12.7%	12.7%	+139 bps	+140 bps	12.7	13.3	- 60 bps
Extraordinary Items	-	(2.1)	-	-	-100%	4.9	6.8	-28.5%
Net Profit (incl. extra ord)	40.6	30.8	29.6	37.4%	31.8%	120.8	102.7	17.6%
EPS (Rs) (excl. extra ord)	2.00	1.63	1.93	4.3%	23.3%	6.95	6.48	7.3%
EPS (Rs) (incl. extra ord)	2.00	1.52	1.93	3.7%	31.2%	7.24	6.94	4.4%

Key Quarterly Charts



Customer Engagement

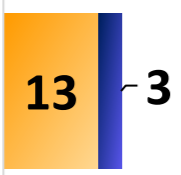
Revenue from Top Customers (%)



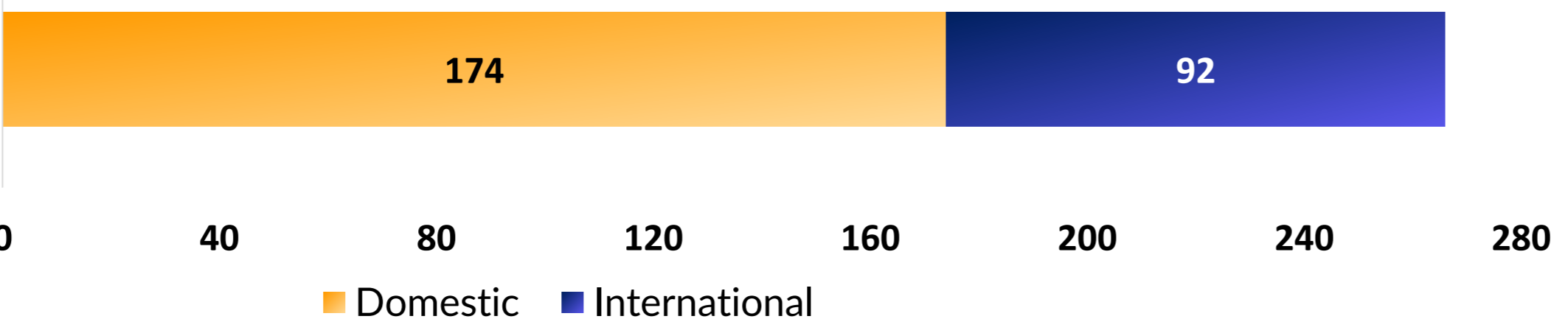
Top Customers



New Customers Added (Q1FY24)

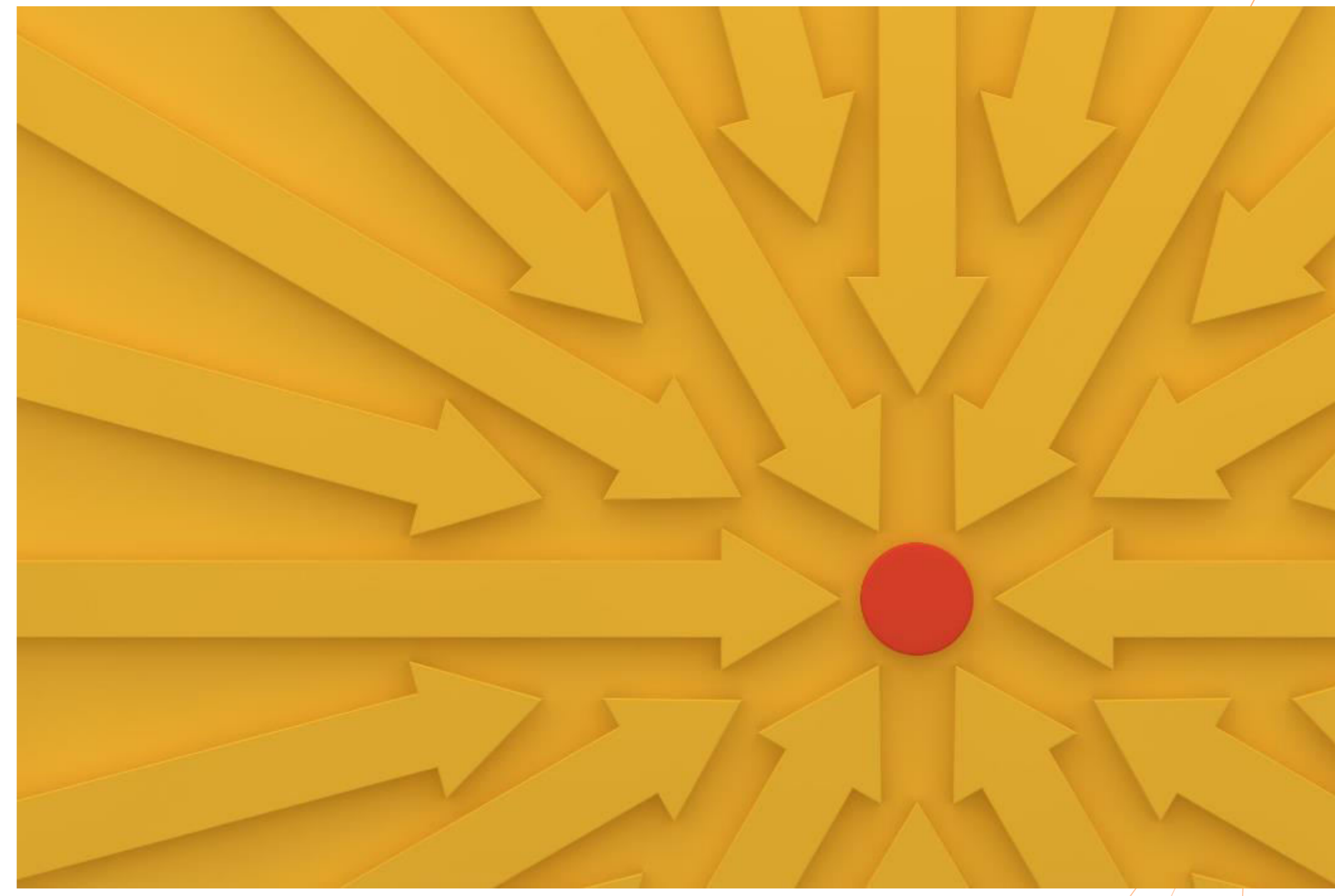


Active Customers





What's Steady



A Digital Transformation Solutions Company



June, 2000
Inception



December, 2022
Year of Listing



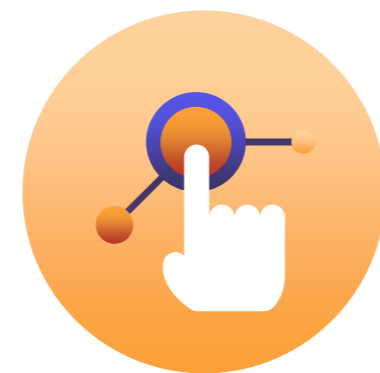
800+
Customer Base



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



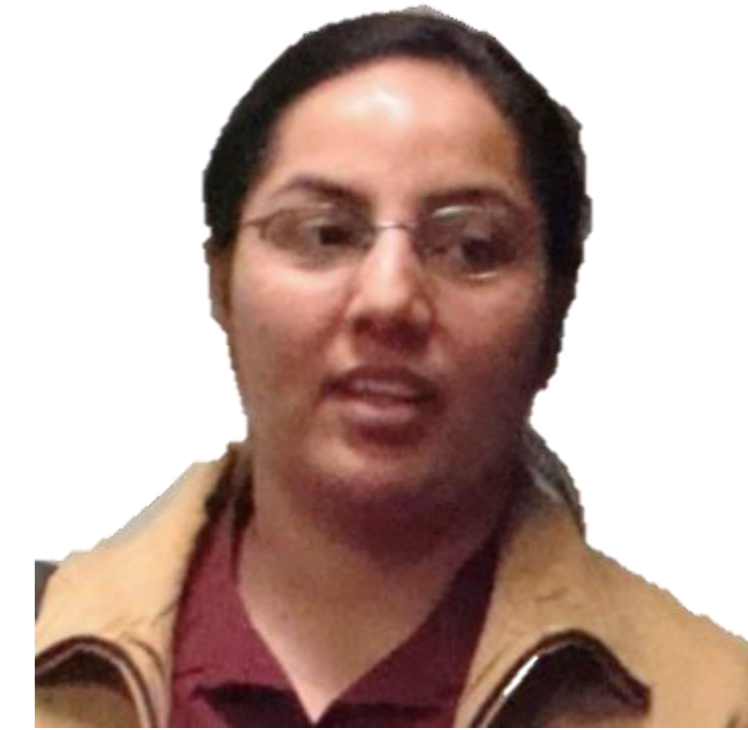
Board of Directors



Dr. Ajay Mian
Managing Director



Rajiv Tyagi
Executive Director



Ritu Sood
Executive Director



Vinod Sood
Ind. Director



Sunil Gupta
Ind. Director

Lead Management



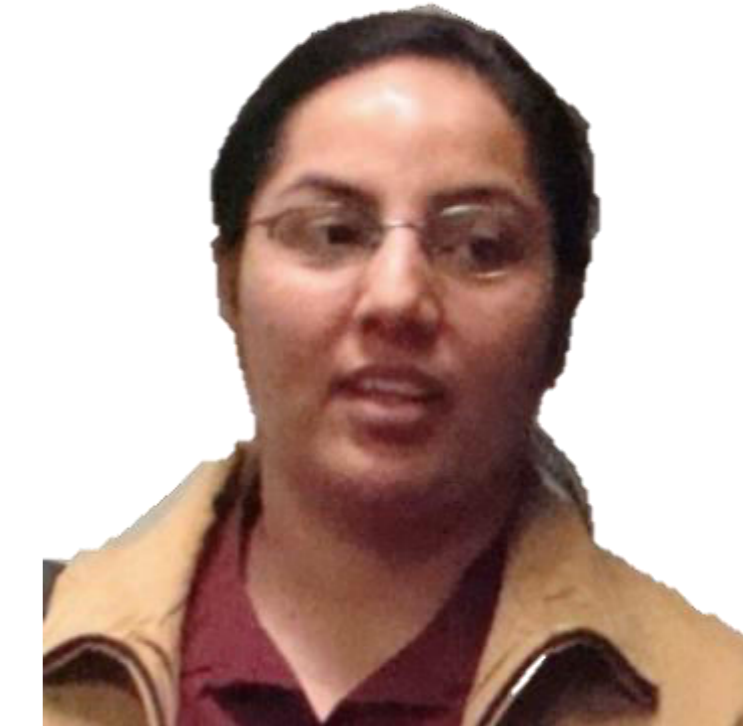
Dr. Ajay Mian
Managing Director



Rajiv Tyagi
Executive Director



Sandeep Jain
Chief Financial Officer

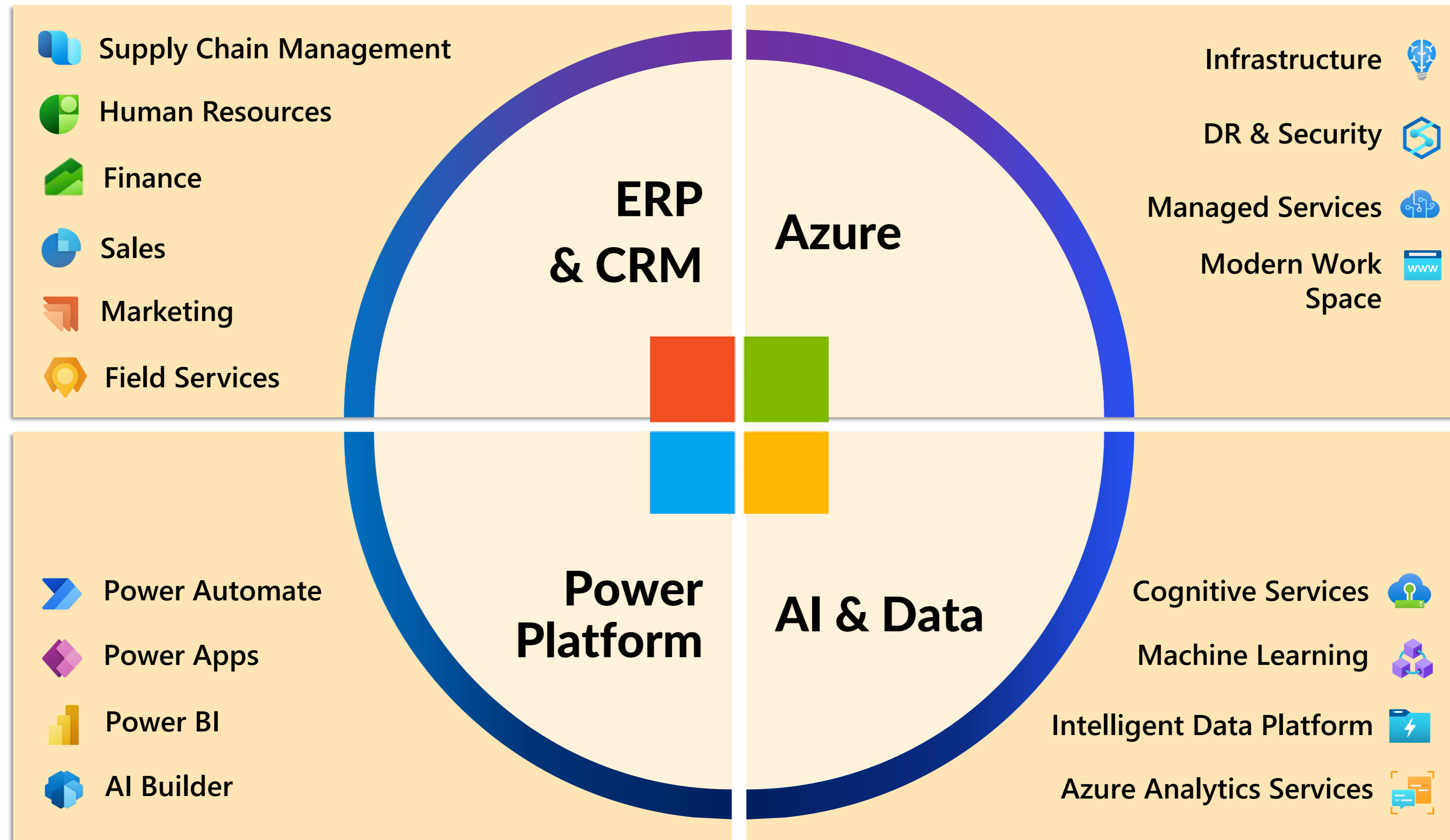


Ritu Sood
Executive Director



Sandeep Salman
Cloud & Managed Services

Microsoft Stack of Intelligent Business Applications



Industries Served

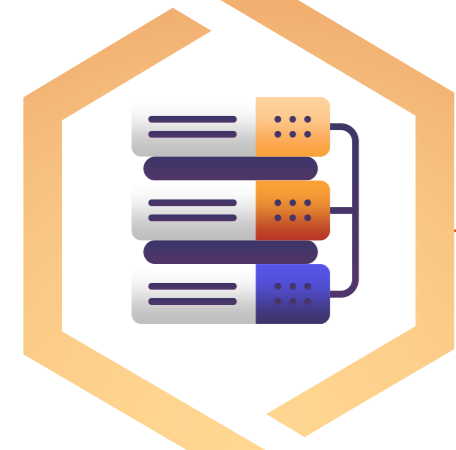
	01	Higher Education
	02	Green Energy & EPC
	03	Travel
	04	Digital Natives
	05	Retail

	06	Professional Services
	07	Food & Beverages
	08	Manufacturing - Discreet & Process
	09	Financial Services
	10	Channel Management

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.

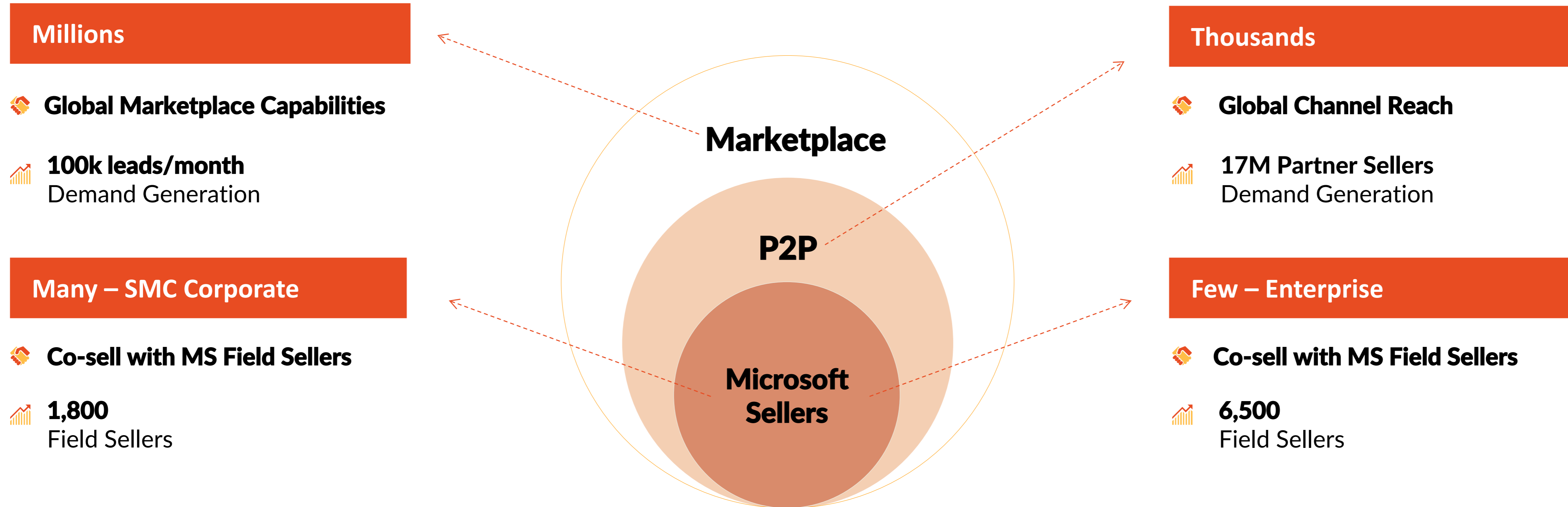
Working closely with the Microsoft product engineering teams in **Copenhagen & Redmond** - to work on several aspects of the product:

- ❖ Feature Development
- ❖ Sustained Engineering
- ❖ Localisation
- Enabled ISVs move their solutions to cloud.
- Appointed the “**Master VAR**” in India 10 years ago.

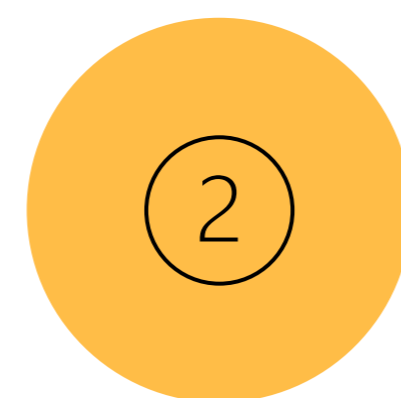


- ❖ Inner Circle is the recognition that is typically given to 1 partner from India each Year.
- ❖ ALLETEC has managed to receive this recognition 6 times in the past 15 years, most by any partner in India.
- ❖ Consistently at the top amongst the top partners for over a decade.

Selling with Microsoft



Proof Point: Develop and Acquire Customers in India.



Make it Co-Sell Ready: Microsoft Sellers Gain access.



Publish on Marketplace: Microsoft AppSource

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

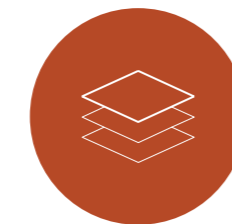
Opportunities

- 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



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Weaknesses

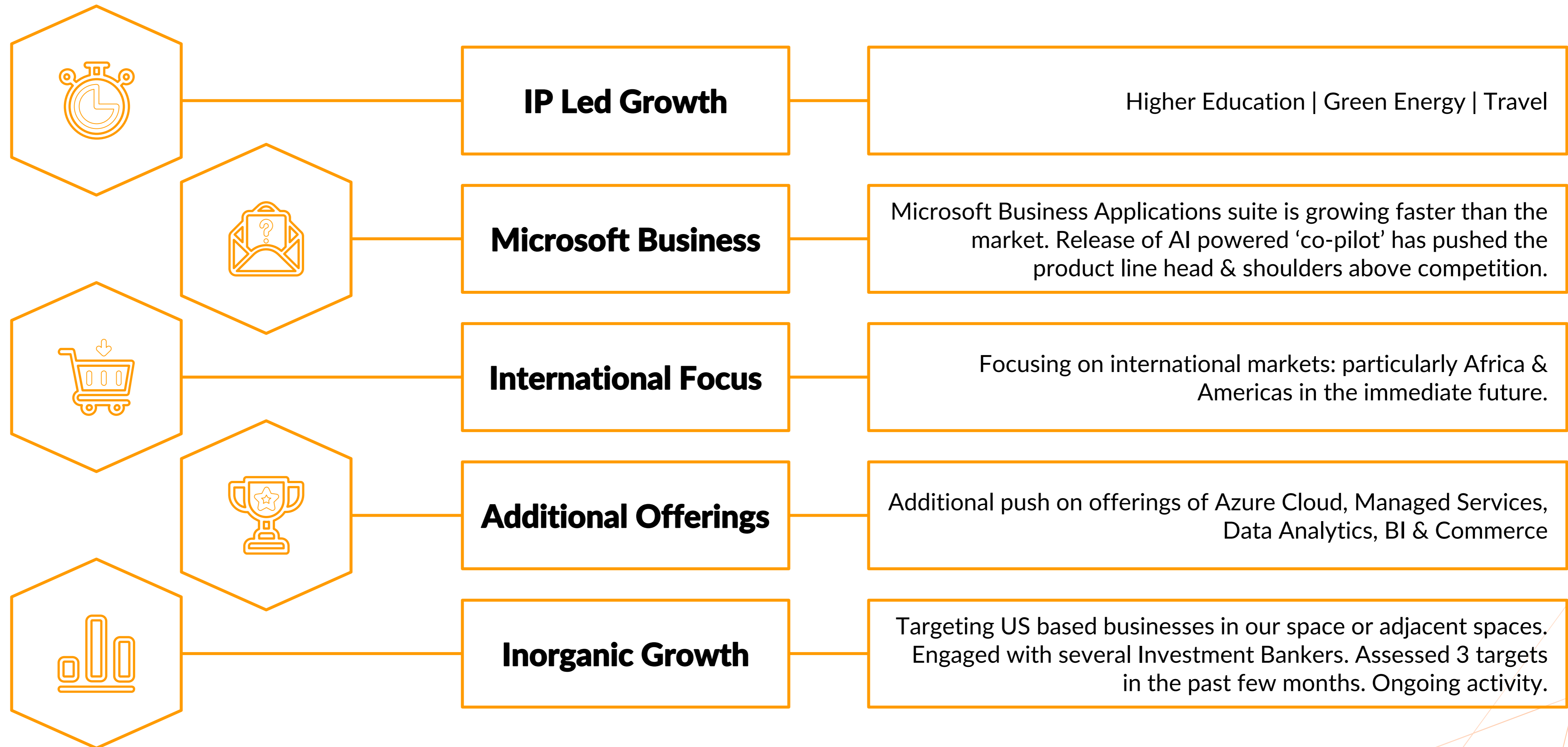
- Industry Solutions footprint currently limited to India
- International Sales needs strengthening



Threats

- Increasing Cost of Talent

Growth Drivers



Strategic Focus - Going Forward



IP Led Growth Higher Education

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.



Americas Geography Strengthening

Over 50% of Alletecs' **services revenue** comes from the Americas market. Alletec will continue to focus on strengthening its' position in the Americas geography through organic and inorganic growth.

Annexures



Annual Income Statement

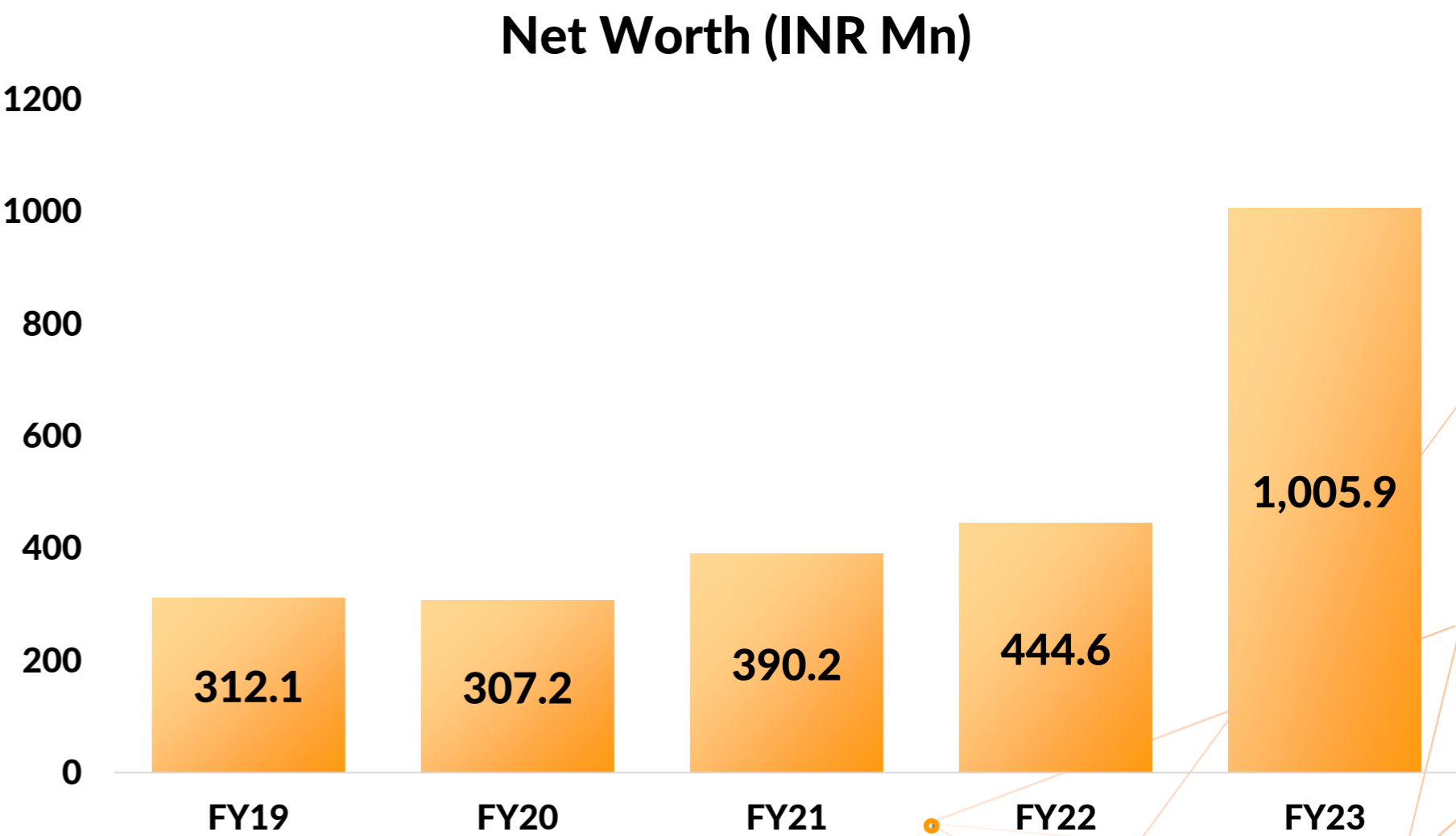
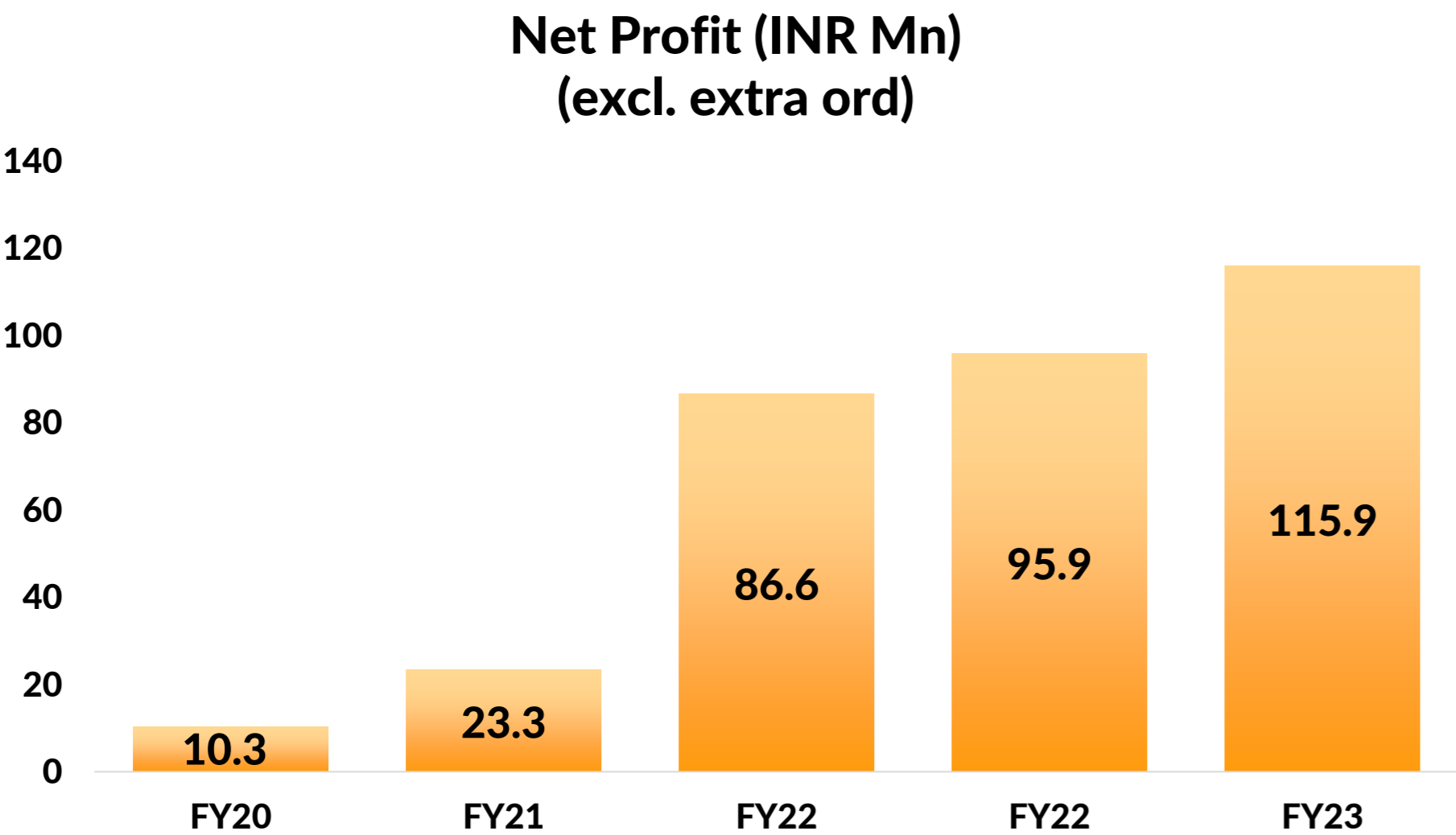
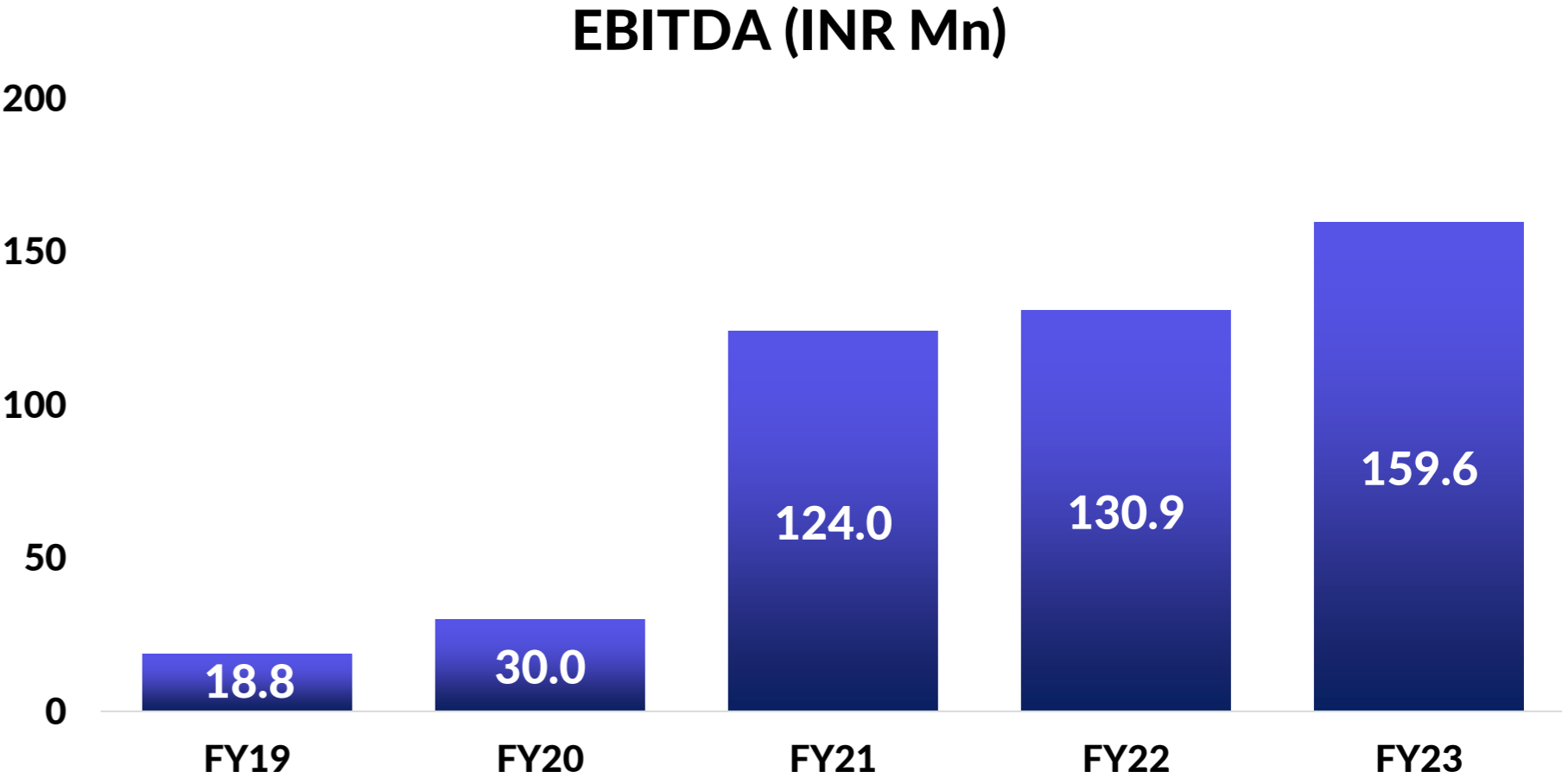
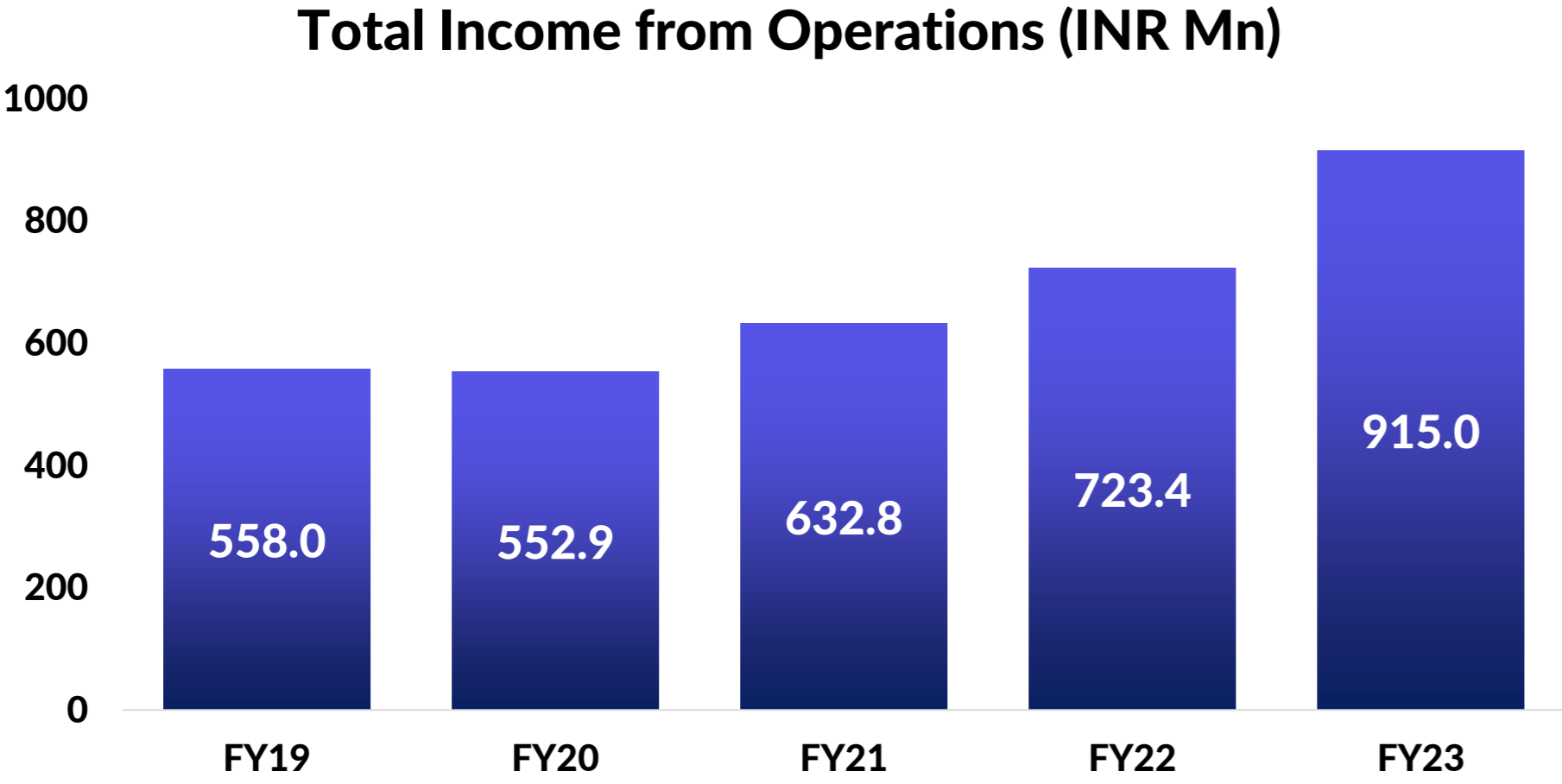
Particulars (INR Mn)	FY19	FY20	FY21	FY22	FY23
Revenue from Operations	540.9	537.1	612.2	700.5	876.8
Other Income	17.1	15.8	20.6	22.9	38.1
Total Income from Operations	558.0	552.9	632.8	723.4	915.0
Total Expenditure	539.2	522.9	508.8	592.5	755.4
EBITDA	18.8	30.0	124.0	130.9	159.6
EBITDA Margin (%)	3.4%	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

Annual Balance Sheet

Particulars (INR Mn)	FY22	FY23
Equity and Liabilities		
Shareholders' Fund		
Share Capital	153.3	201.9
Reserves & Surplus	291.3	803.9
Minority Interest	6.4	1.4
Total Equity	57.4	1033.2
Non-Current Liabilities		
Long Term Provisions	23.8	25.9
Total Non-Current Liabilities	23.8	25.9
Current Liabilities		
Short Term Borrowings	0.6	-
Trade Payables	35.0	47.0
Other Current Liabilities	43.5	77.0
Short Term Provisions	81.0	80.4
Total Current Liabilities	160.2	204.4
Total Equity and Liabilities	635.1	1,237.6

Particulars (INR Mn)	FY22	FY23
Assets		
Non-Current Assets		
Fixed Assets		
(a) Tangible Assets	11.1	10.8
(b) Intangible Assets	-	21.5
Non Current Assets	21.3	31.8
Deferred Tax Assets (Net)	1.3	2.0
Long Term Loans & Advances	45.0	8.3
Other Non Current Assets	-	42.2
Total Non-Current Assets	78.6	116.6
Current Assets		
Trade Receivables	97.6	116.3
Cash & Cash Equivalents	381.0	942.0
Short Term Loans & Advances	77.1	54.9
Other Current Assets	0.8	7.8
Total Current Assets	556.5	1,121.0
Total Assets	635.1	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



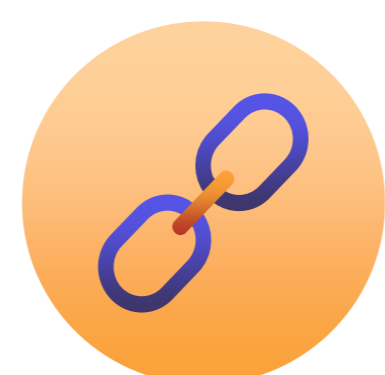
2000-2009

- Microsoft Dynamics Gold Partner.
- President's Club
- Dynamics Inner Circle.



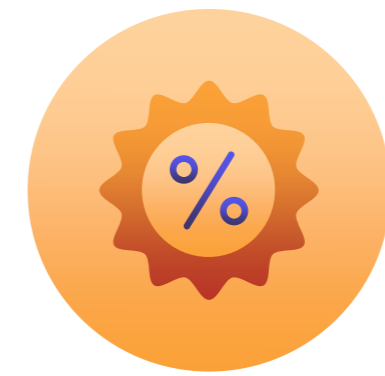
2010-2013

- 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.

- ❖ Microsoft Gold Partner
- ❖ Dynamics Partner
- ❖ Dynamics Inner Circle
- ❖ Dynamics Regional Partner
- ❖ Business Applications Inner Circle



THANKS

For further details please contact:

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