

All e Technologies Ltd.
(Formerly: All e Technologies Pvt. Ltd.)
A 1, Sector 58, Noida 201301, India
Tel.: +91-120-3000 300 www.alletec.com
Regd. Office: UU-14, Vishakha Enclave Pitampura
Delhi-110034, India
CIN: U72200DL2000PLC106331



February 21, 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 Investor Presentation of the Investor conference call held on February 20, 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

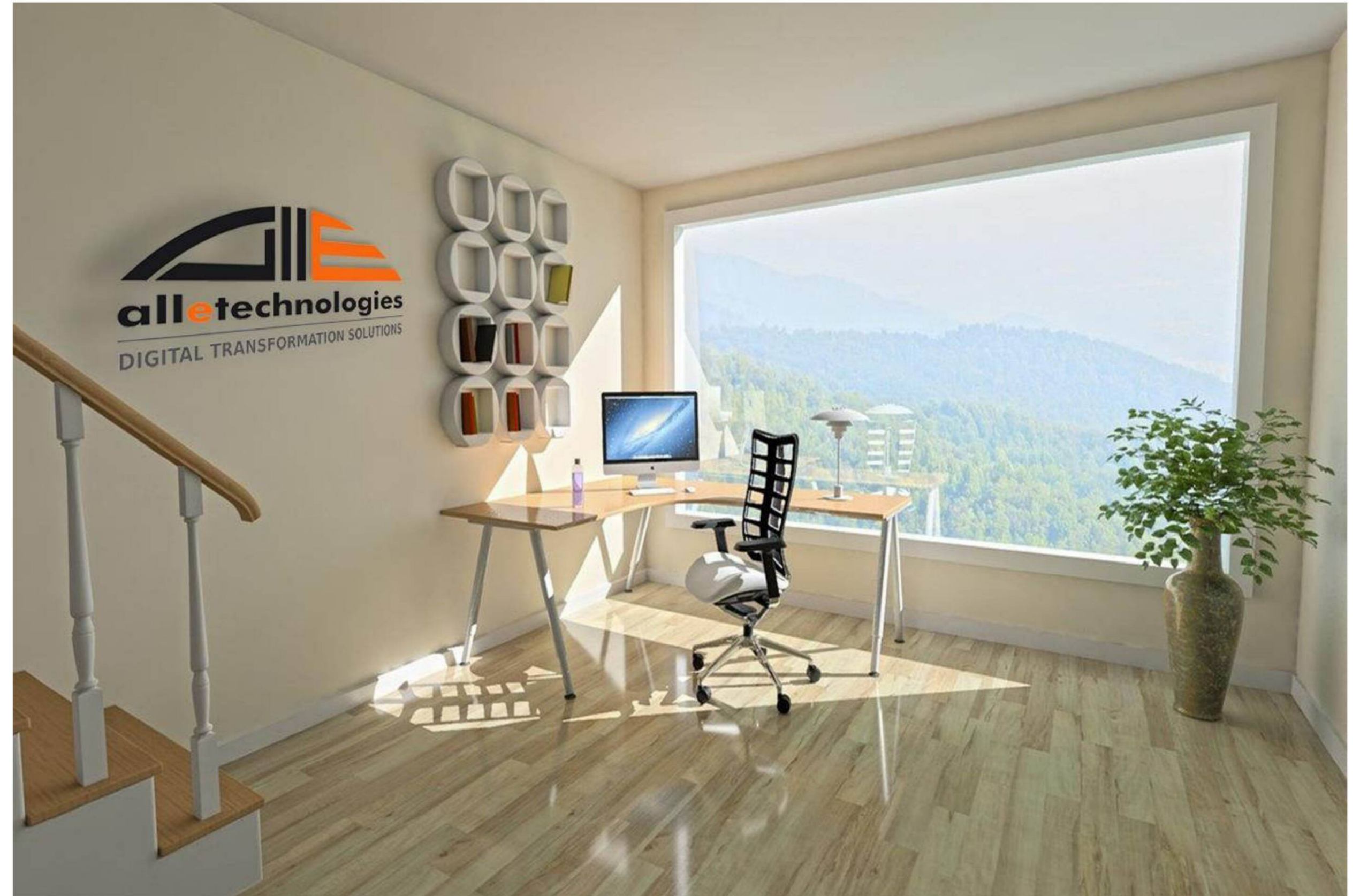
Yours truly

For & on behalf of All e Technologies Limited

AKASH
A circular blue ink stamp with the text 'All e Technologies Ltd.' around the perimeter and a small star at the bottom center.

Akash Chaudhary
Company Secretary and Compliance Officer

ALLETEC INVESTORS CALL QUARTER ENDING DECEMBER 2022



Know Your Company in Numbers

April – December 2022

65.62 Cr

Revenue YTD 2022

10.66 Cr

PBT YTD 2022

8.81 Cr

PAT YTD 2022

29

Customer Add YTD 2022

43%

International Service Revenue
YoY Growth

76%

Repeat + Recurring Revenue

15%

Receivable as part of Revenue

~325

Team Strength



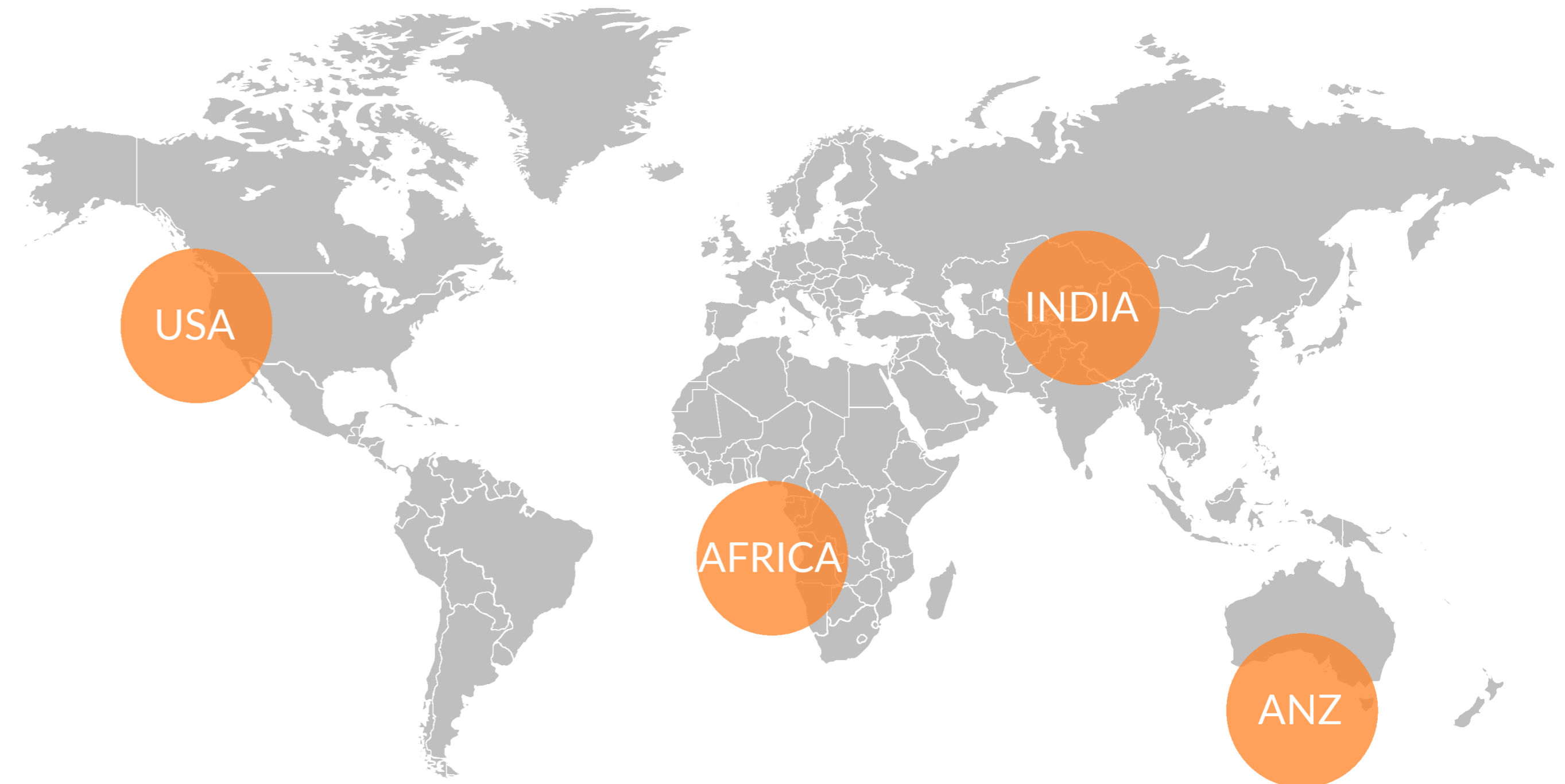
ABOUT US

Alletec – Digital Transformation Catalyst

On a **Mission** to enable organizations worldwide enhance predictability through Digital Transformation

A journey guided by the **Core Values** of:

- Responsiveness
- Integrity & Dignity
- Attention to Details
- Living up to customer's Trust
- Hunger for Learning & Innovation
- Grace Under Fire



Digital Transformation Catalyst

Leveraging **Digital Technologies & Cloud**

Alletec helps **Customers across the Globe** transform **Operations | Experiences | Products & Services | Relationships** to bring together

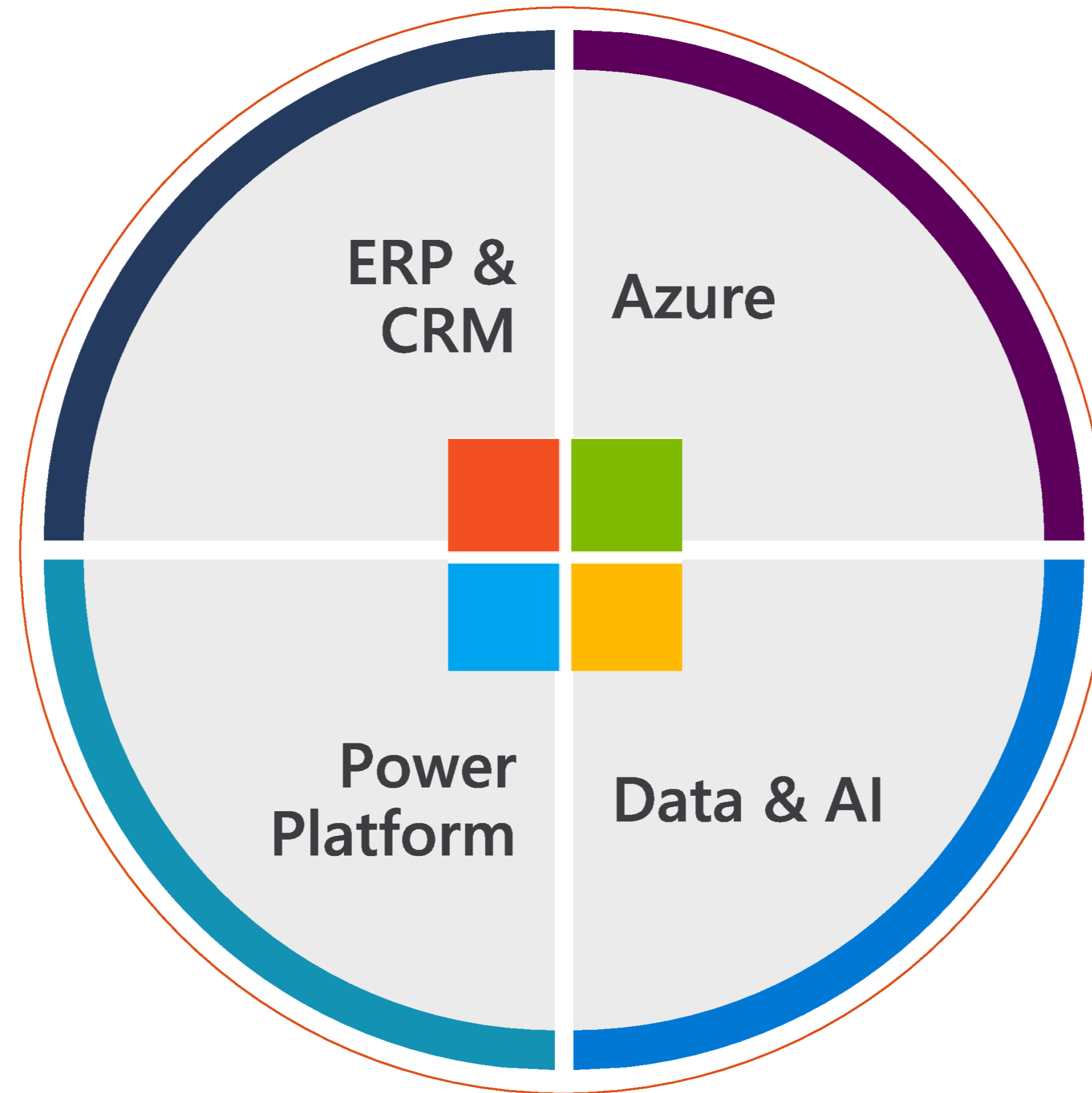
- **Company & Customers**
- **Factory & Field Service**
- **Storefront & Supply chain**
- **Patients & Providers**
- **People & Governments**

by putting in place **integrated operational systems** of **ERP | CRM | Collaboration | Commerce** and enable businesses draw **actionable insights** from **Data**.



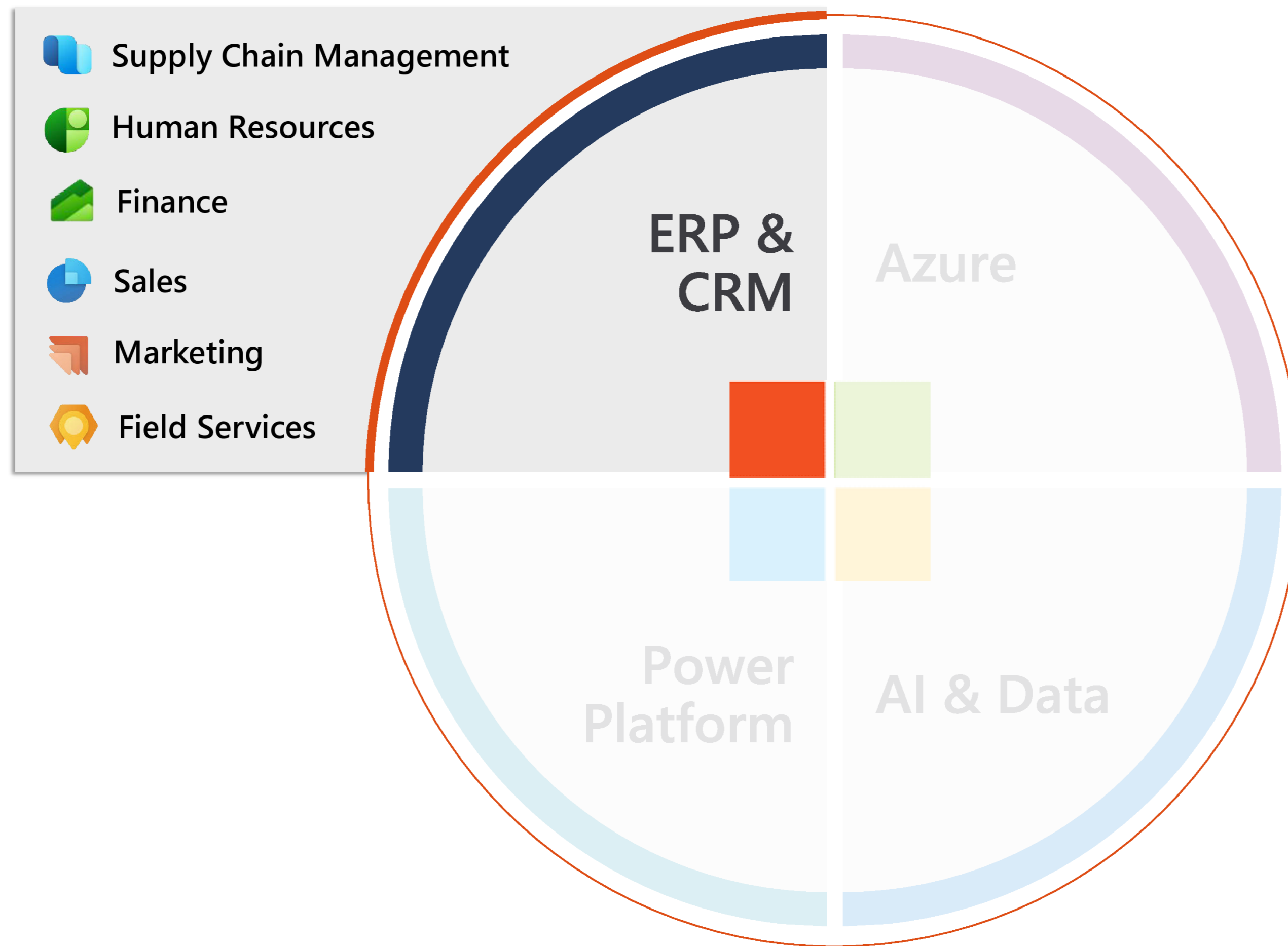
Digital Transformation Catalyst

Building on Microsoft Stack of Intelligent Business Applications



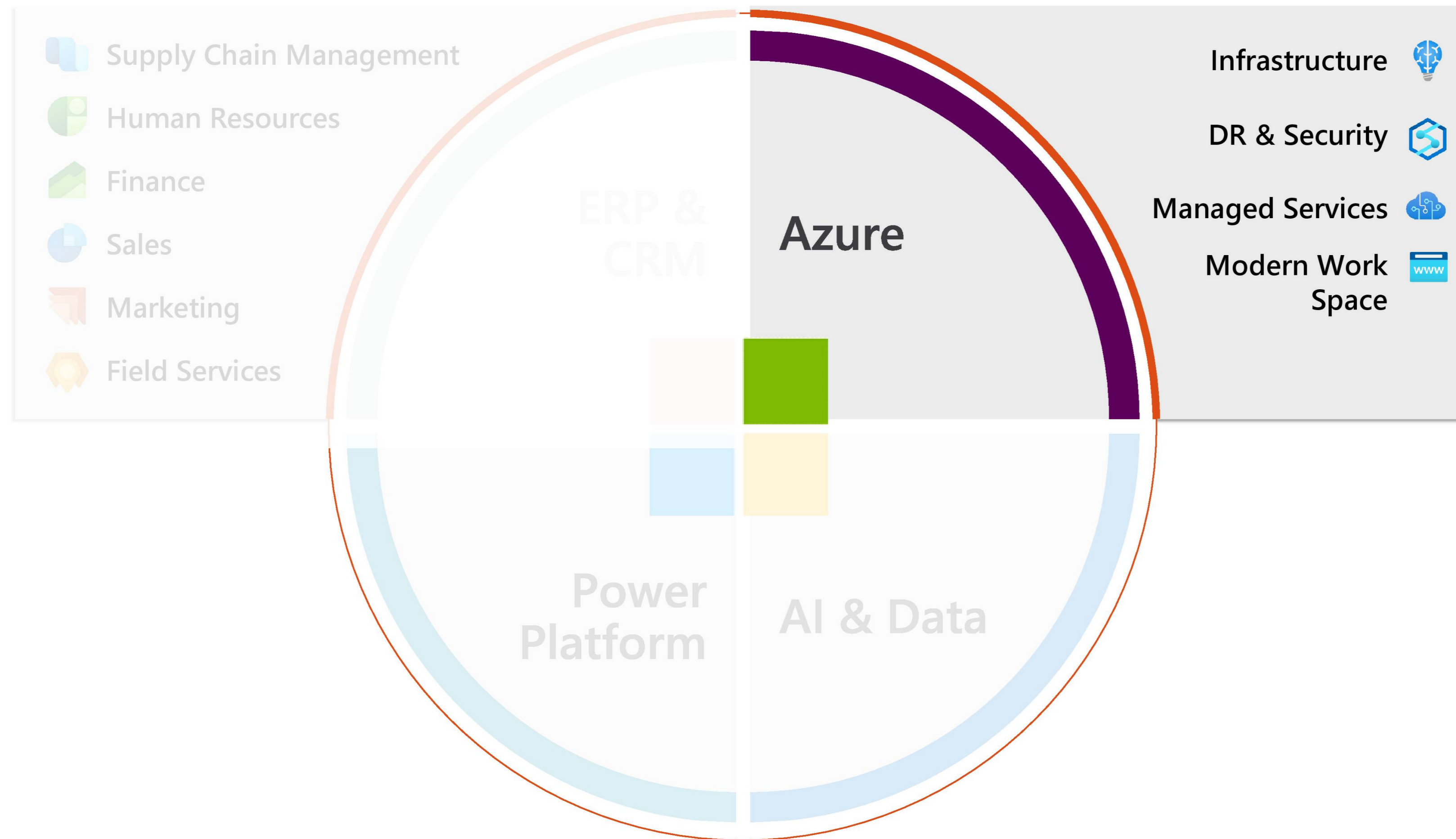
Digital Transformation Catalyst

Building on Microsoft Stack of Intelligent Business Applications



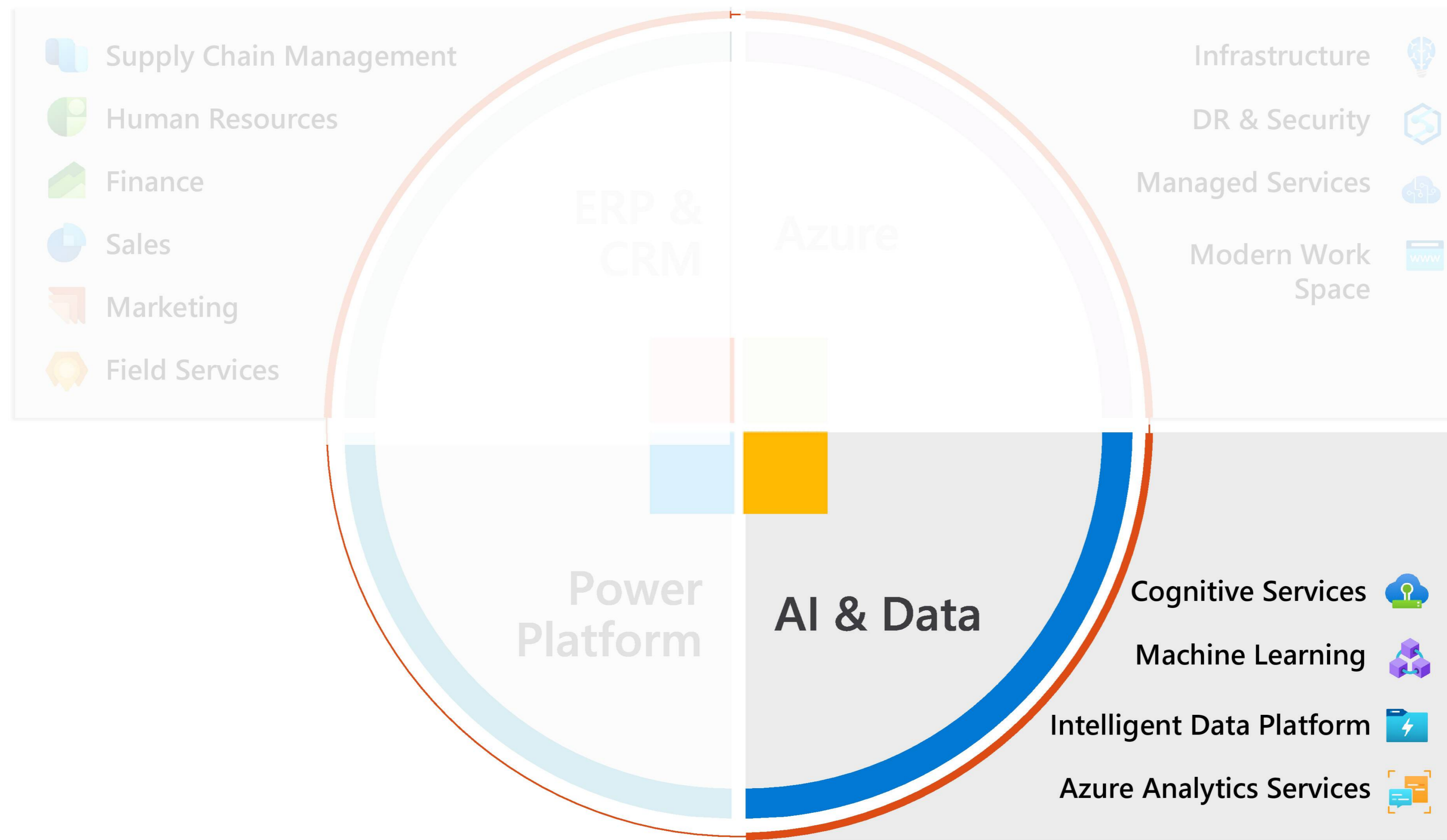
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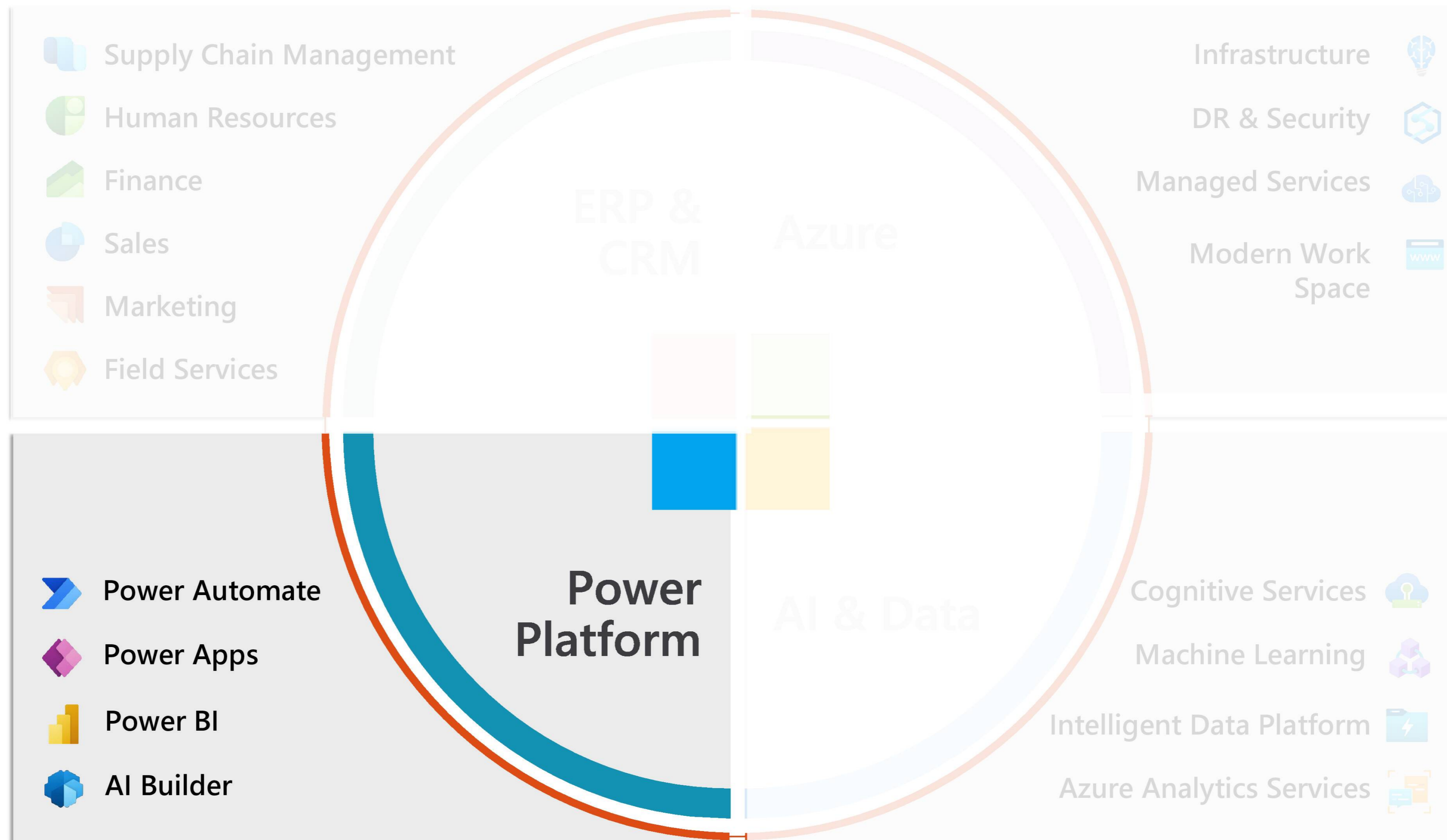
Digital Transformation Catalyst

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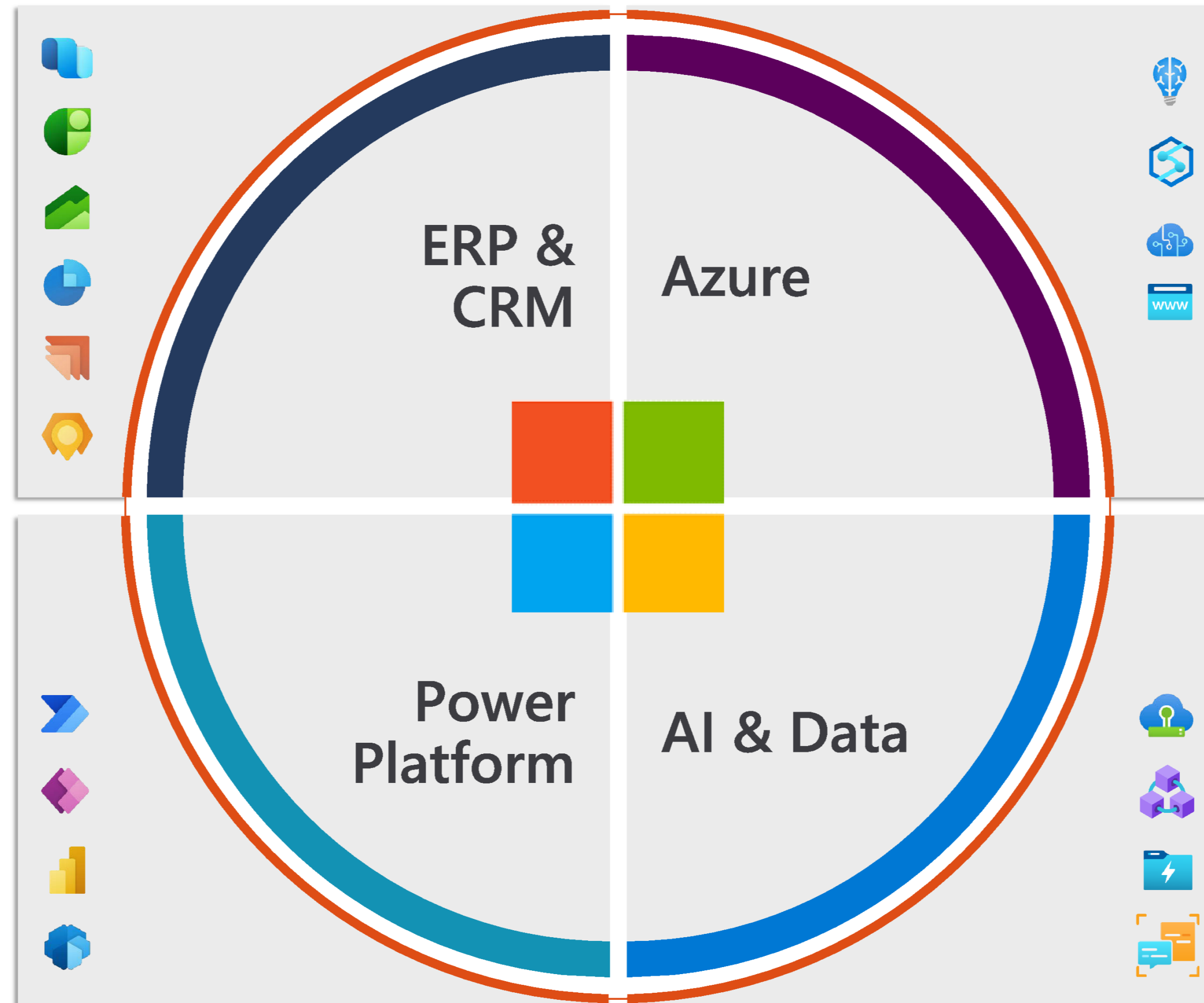
Digital Transformation Catalyst

Building on Microsoft Stack of Intelligent Business Applications



Digital Transformation Catalyst

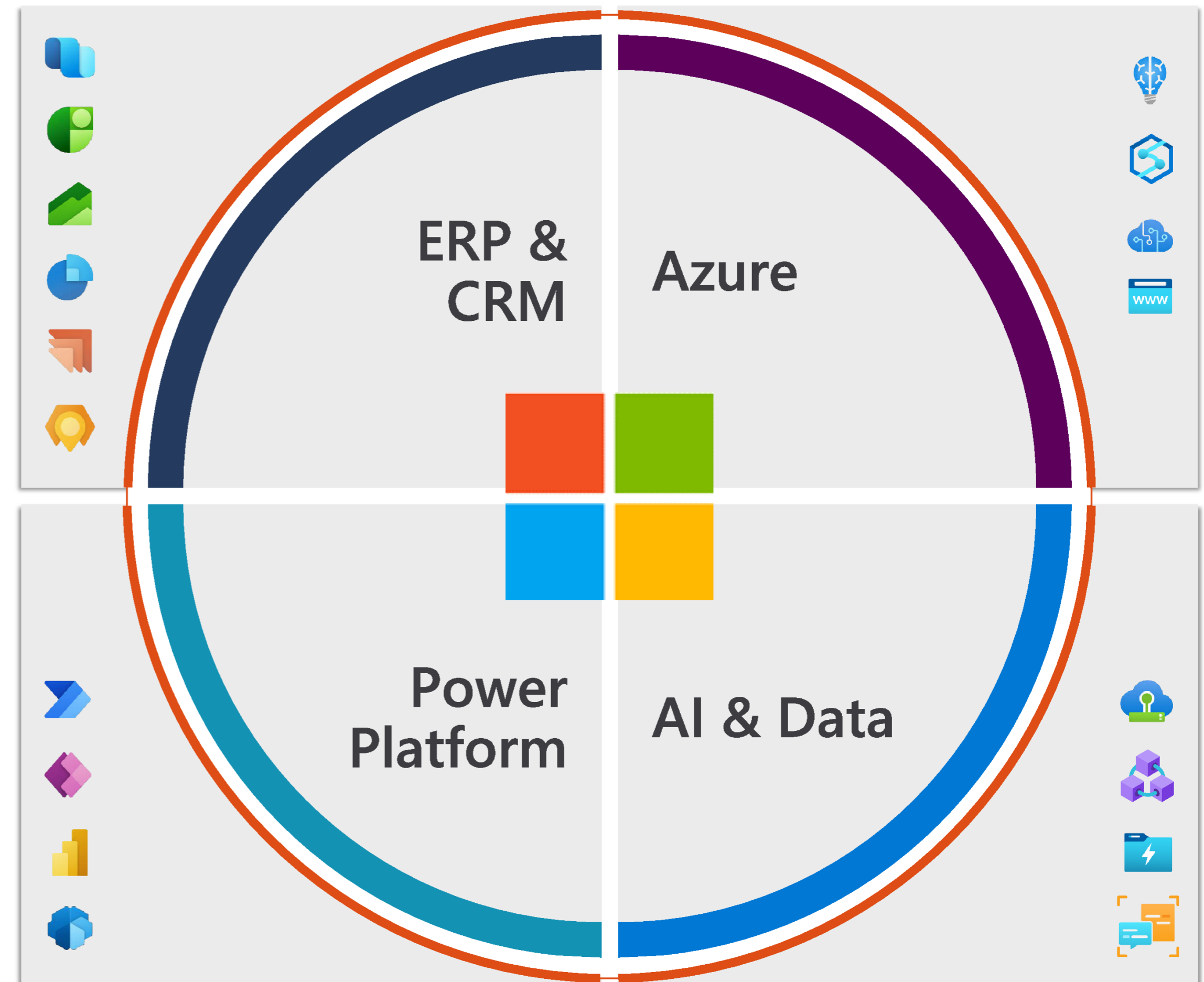
Building on Microsoft Stack of Intelligent Business Applications



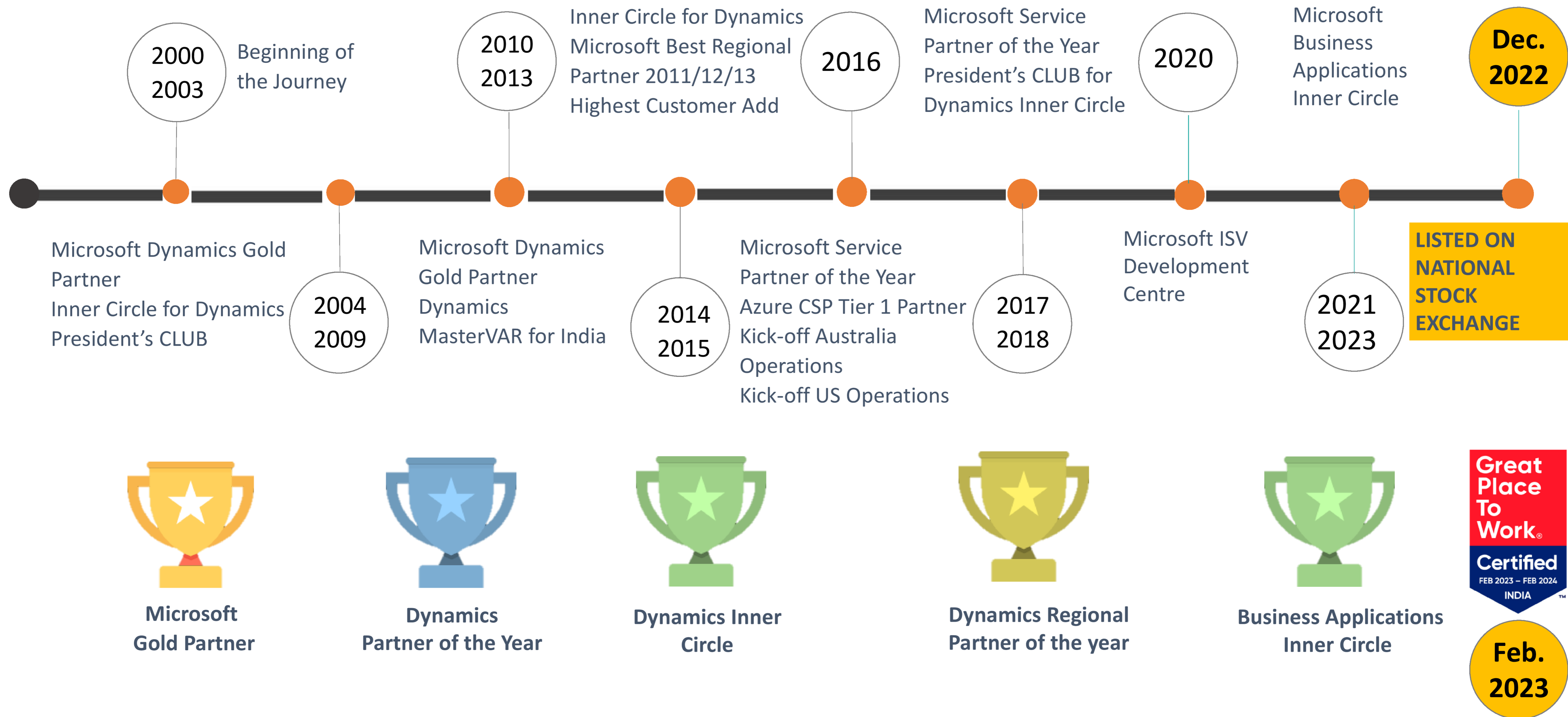
Digital Transformation Catalyst

Building on Microsoft Stack of Intelligent Business Applications

Industry Solutions



Winning Accolades Since 2004



Multi-pronged Microsoft Relationship

Microsoft Engineering
Services

Sustained Engineering

Feature Development

Dynamics 365 Business Central
Localization



Top Tier Partner – BizApps & Cloud



Product Engr. & Development



Master VAR



ISV Development Center

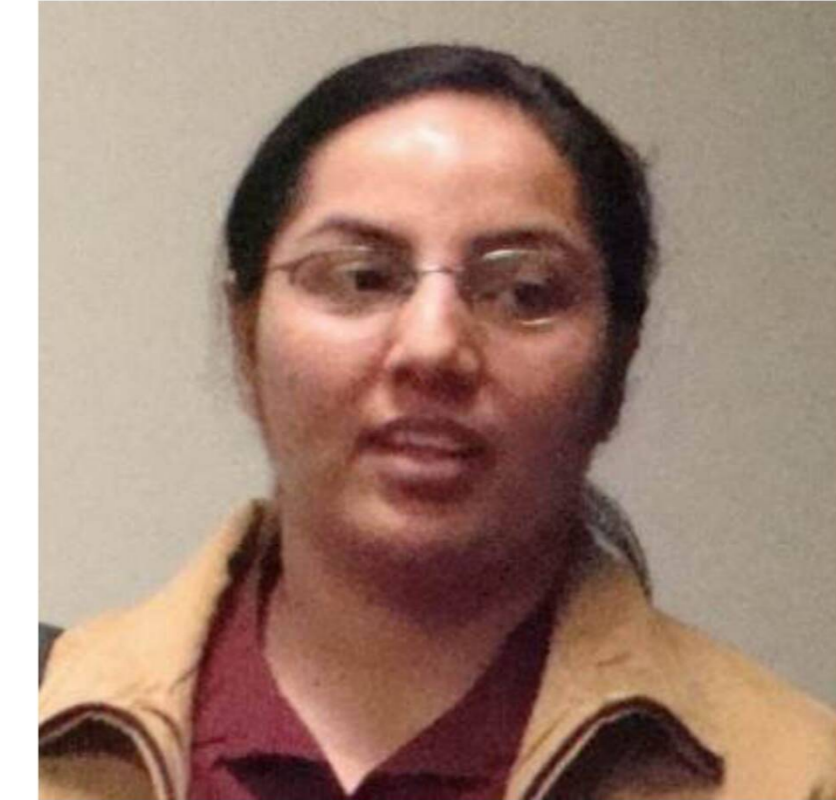
Meet The Board Of Directors



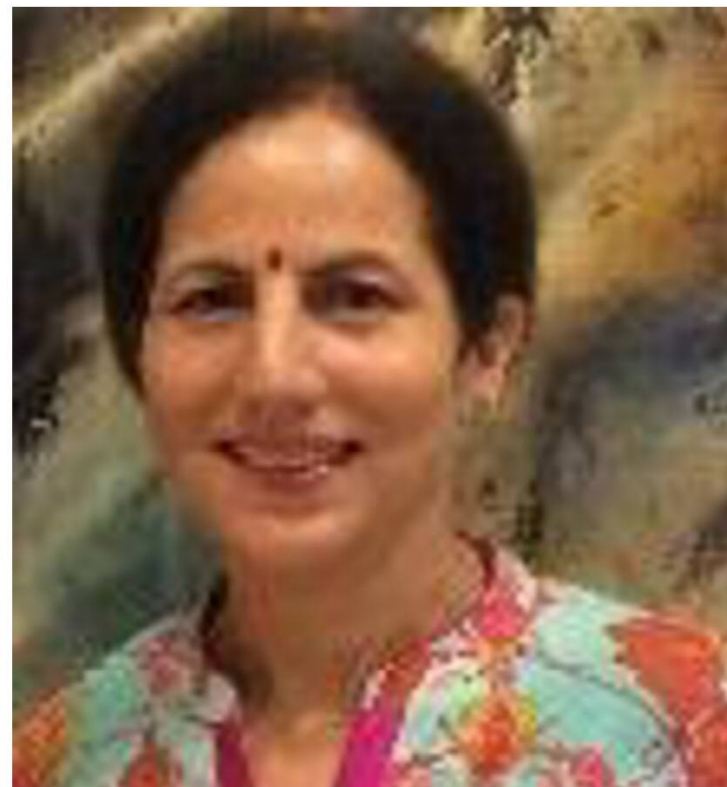
Ajay Mian
MD



Rajiv Tyagi
Exec. Director



Ritu Sood
Exec. Director



Suman Mian
Non-Exec. Director



Vinod Sood
Independent Director



Sunil Goyal
Independent Director

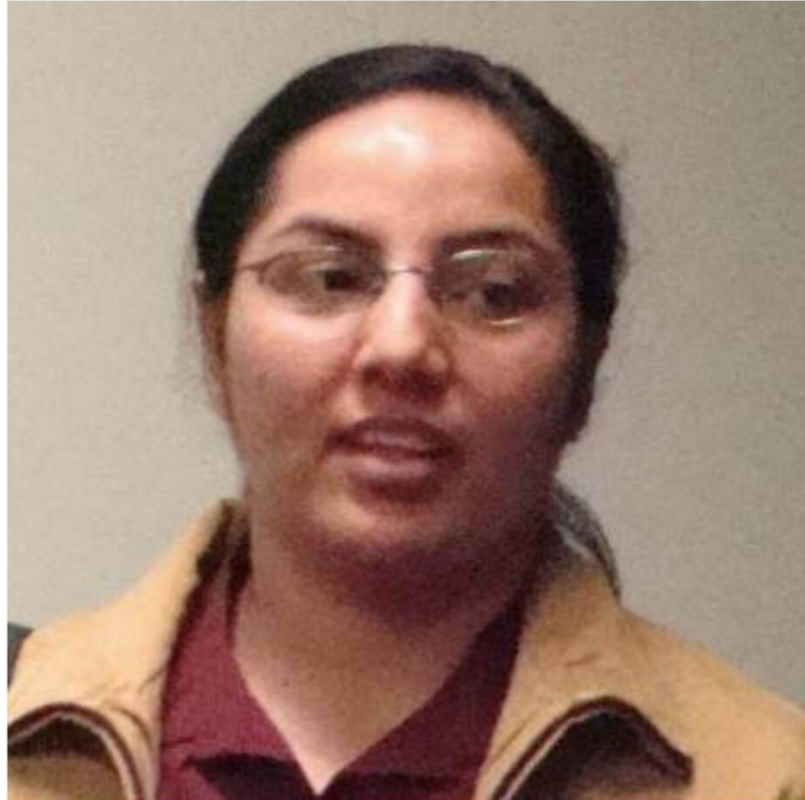
Meet The Leadership Team



Ajay Mian
MD



Rajiv Tyagi
Exec. Director



Ritu Sood
Exec. Director



Sandeep Jain
CFO



Sandeep Salman
Cloud & Managed Services

Meet The Core



MSN Raju
IP & Innovations



Vishal Sharma
Country Head - India



Shyam Jhandyala
D365 Finance



Gautam Kumar
Renewable Energy



Amit Singh
Manufacturing



Vineet Khandelwal
Travel



Tanvi Rastogi
CRM



Pankaj Tripathi
PMO



Anindo Gupta
Professional Service



Shailendra Khanna
Food & Beverage

Meet The Team



Gaurav Raj
Digital Transformation Consulting



Swarup Sahoo
PMO - RoW



Alok Dhyani
CRM - RoW



Preeti Chandra
Data Analytics



Ashish Gupta
ERP & Retail



Ashish Sharma
D365 Finance & Supply Chain



Amitabh Sarkar
IT Services



Laura
Africa Region



Globy George
US Sales



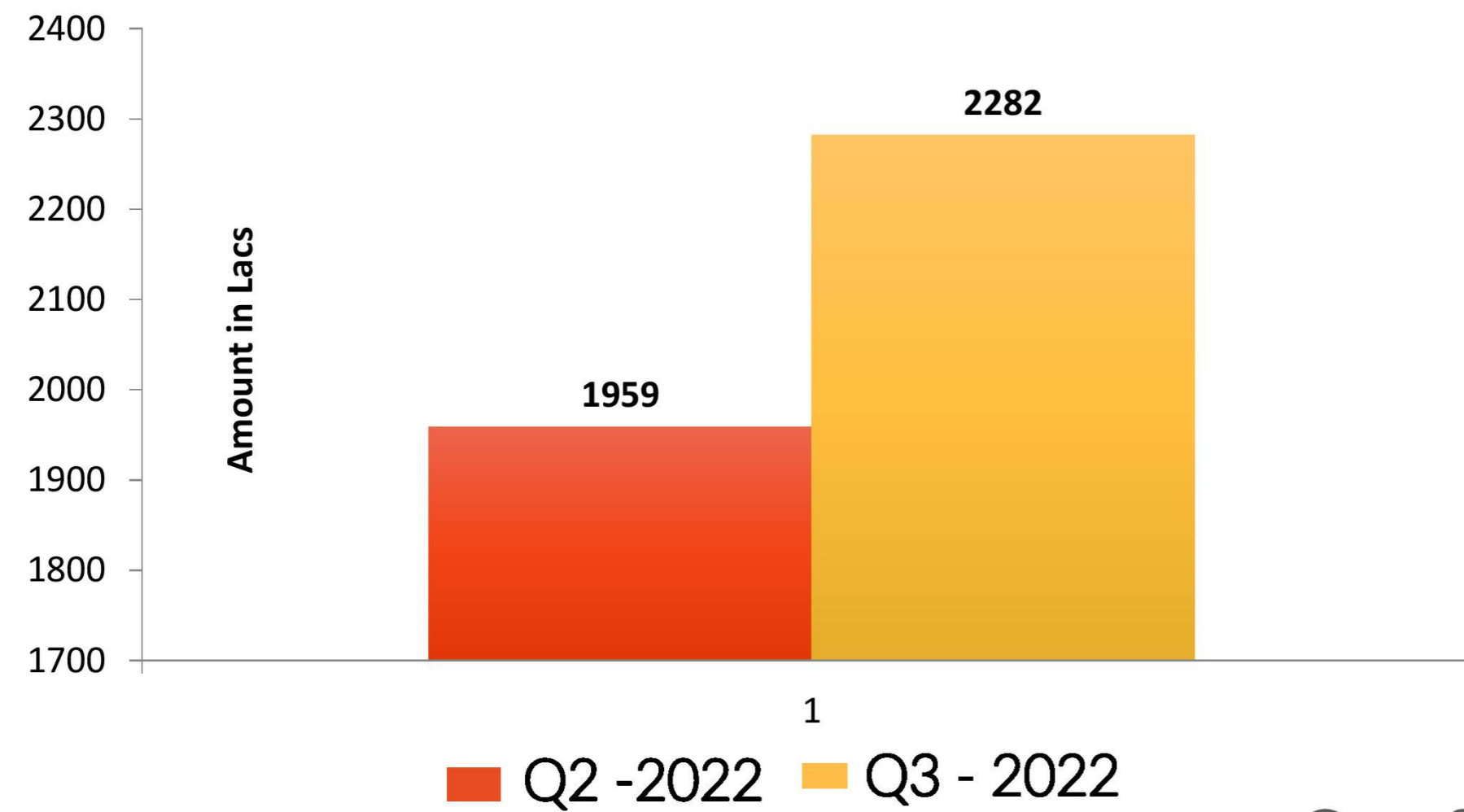
Avipsha Rana
Human Capital



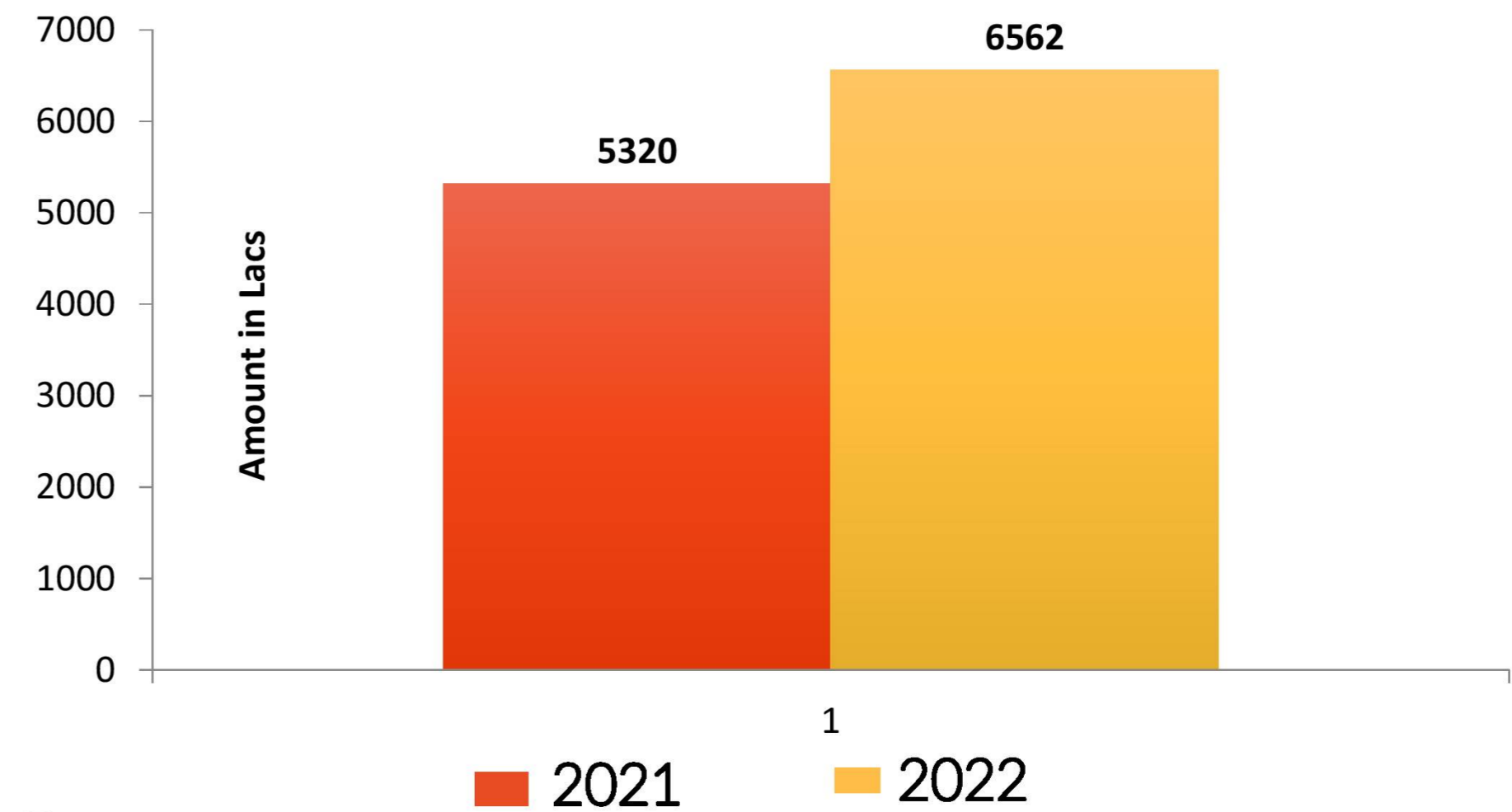
FINANCIALS

Revenue Analysis

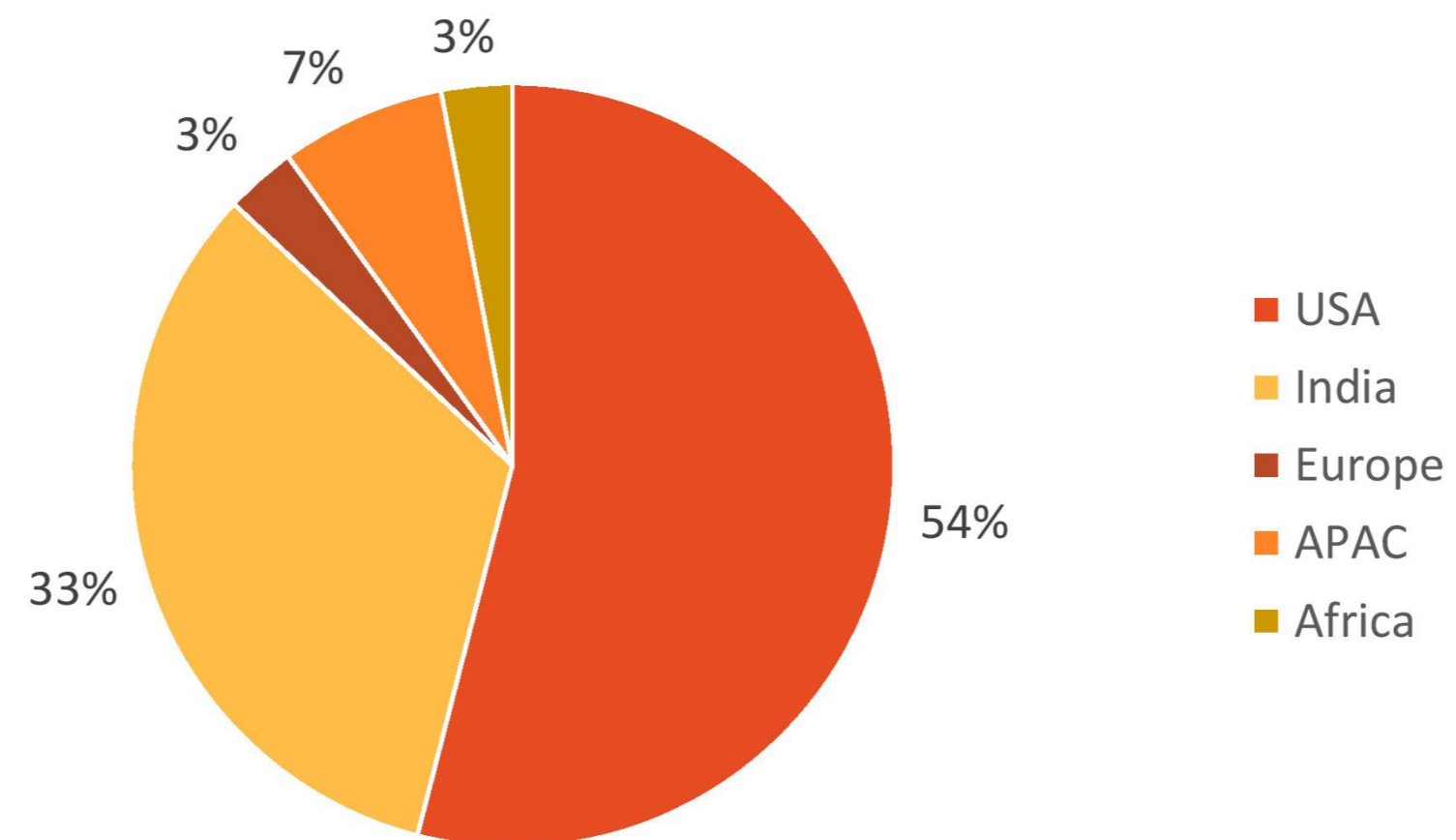
Quarterly Growth 16%



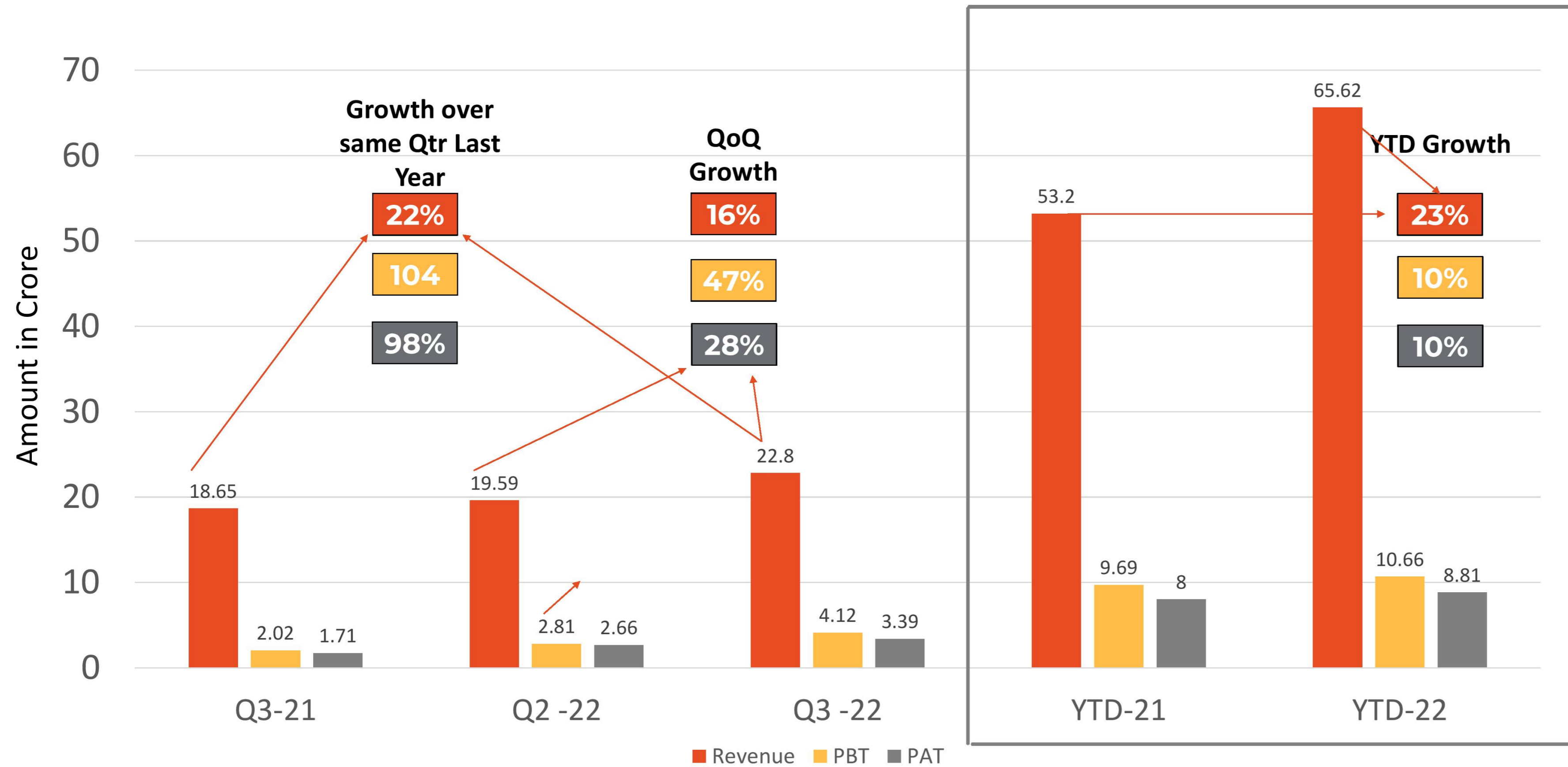
YTD Growth 23%



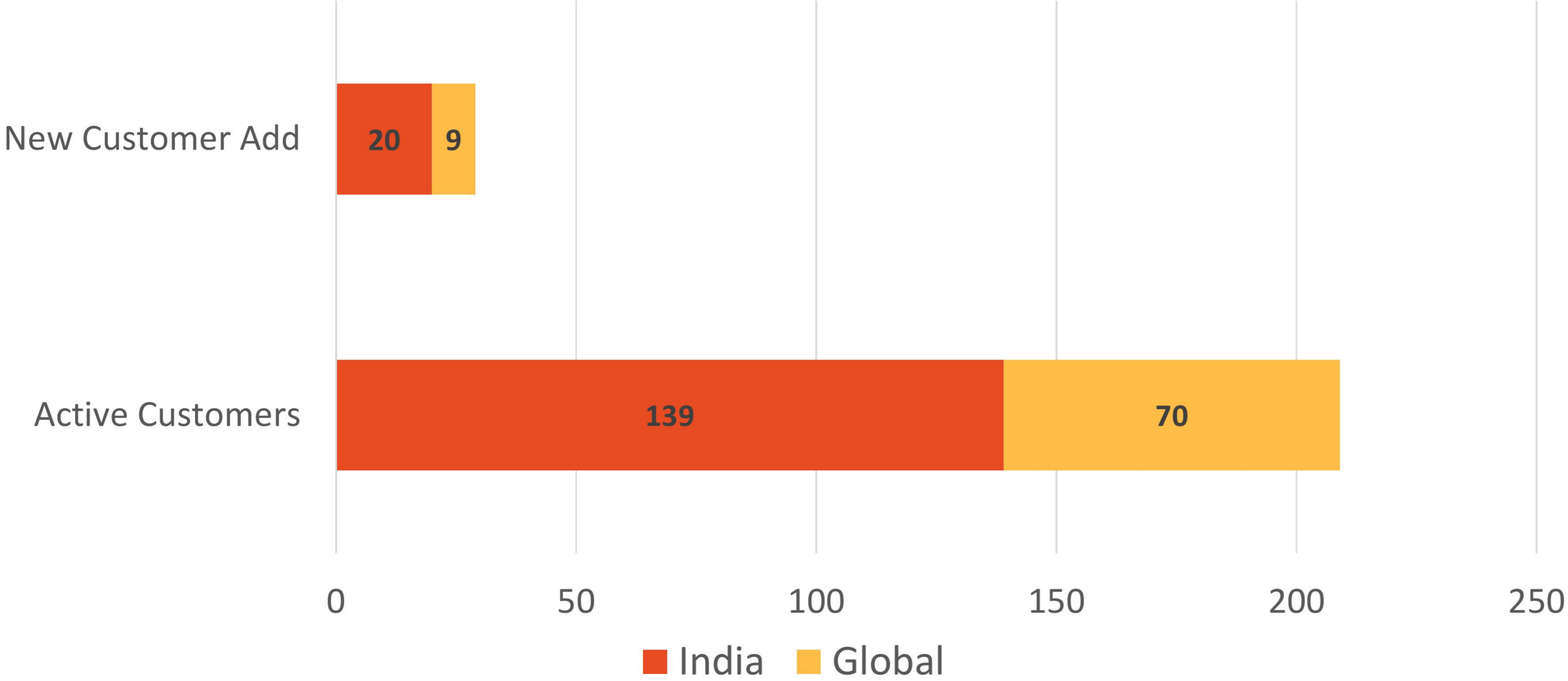
Geo Split of Services Revenue



Revenue & Profitability Analysis



Customer Engagements



Service revenue from Global Customers on YTD basis increased **43%**
YTD 21 – 17.7 Cr
YTD 22 – 25.4 Cr

Share of Revenue
Top 5 Customers – 22.5%
Top 10 Customers – 31.8%



Business Analysis & Way Forward

Key Messages

- ❖ Microsoft Stack of Intelligent Cloud and Business Applications is the most comprehensive suite available in the market today. It's also the fastest growing.
- ❖ Microsoft has taken a big leap in the AI space with ChatGPT. More solutions of the family underway. AI being integrated in all Microsoft products, making them richer.
- ❖ Product business rapidly shifting to SaaS model. This results in all new product business adding to the base of the previous year. There can also be some attrition though.
- ❖ Competitive advantages for Alletec:
 - We provide Solutions, not bodies
 - Large customer base
 - Mix of International and Domestic revenue
 - Completeness of offerings
 - Experience of over 2 decades
 - Experience of working for Customers, for Partners, as well as working with Microsoft on products
 - IP led sales, particularly in the domestic market
 - Strong brand for customers: Microsoft Business Applications Inner Circle Partner from India
 - Strong brand for employees: **Great Place To Work**

Growth Drivers

- ❖ IP led growth: Education | Green Energy | Travel | Digital Natives | Professional Services
- ❖ Growth of Microsoft Business Applications market share globally
- ❖ International focus: Africa | Americas
- ❖ Additional focus on relatively nascent offerings like Data Analytics & Commerce
- ❖ Inorganic growth targeting:
 - Americas market
 - Supplementary Solution offerings

SWOT Analysis

Strengths

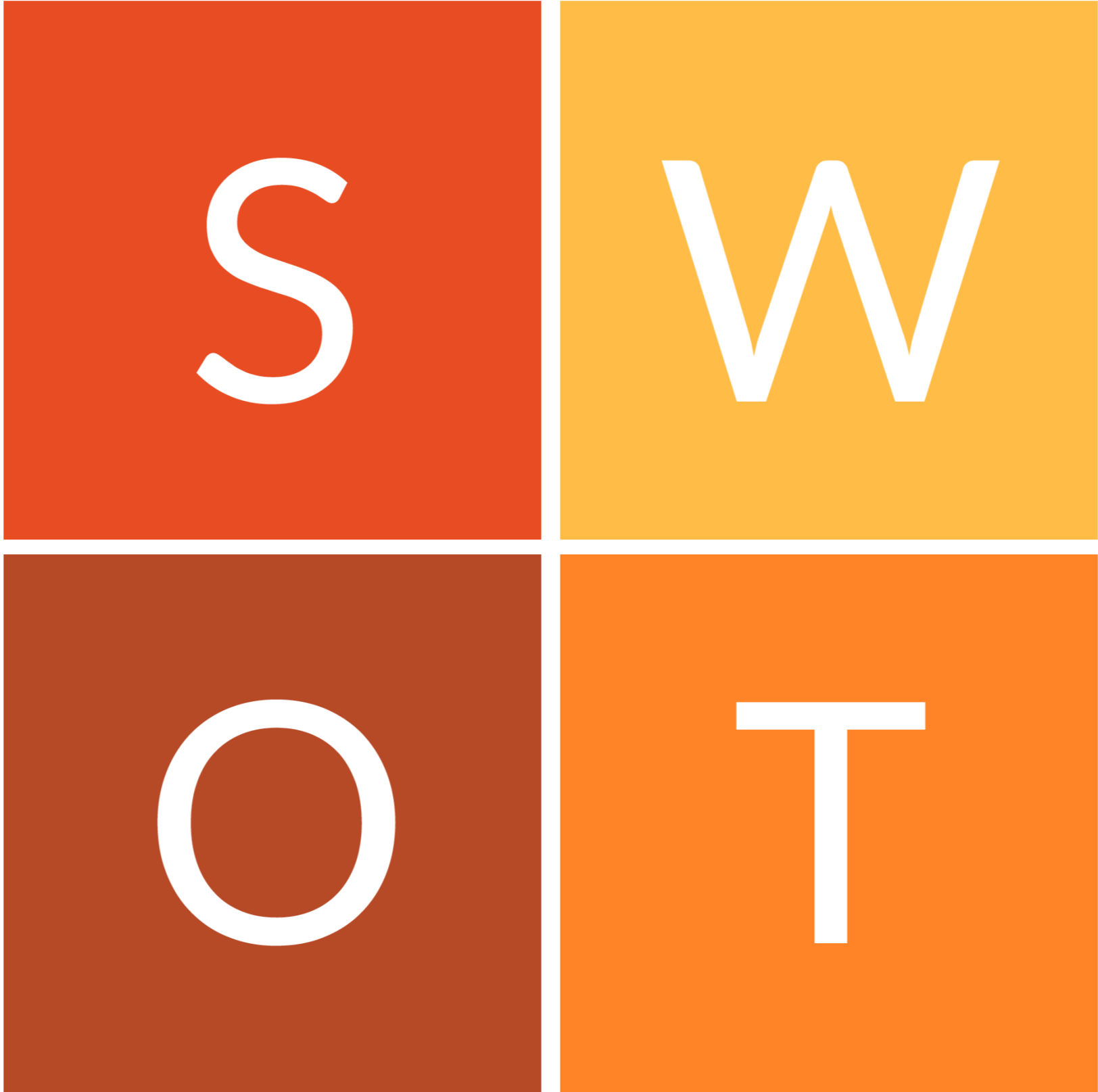


- Significant Customer base
- Experience of projects in ~30 countries
- Microsoft BizApps competence
- Industry Solutions & IP
- Alignment with Microsoft
- Leadership Position in our space

Opportunities



- Digital Transformation Momentum
- Strong Microsoft Growth in the space
- Growth in Industries of our focus
- Partnership with DarwinBox
- Inorganic Growth



Weaknesses



- Industry Solutions footprint currently limited to India

Threats



- Increasing Cost of Talent

Strategic Focus

Product Development – Industry Solutions
based on Microsoft Tech Stack

Develop Local and Go Global

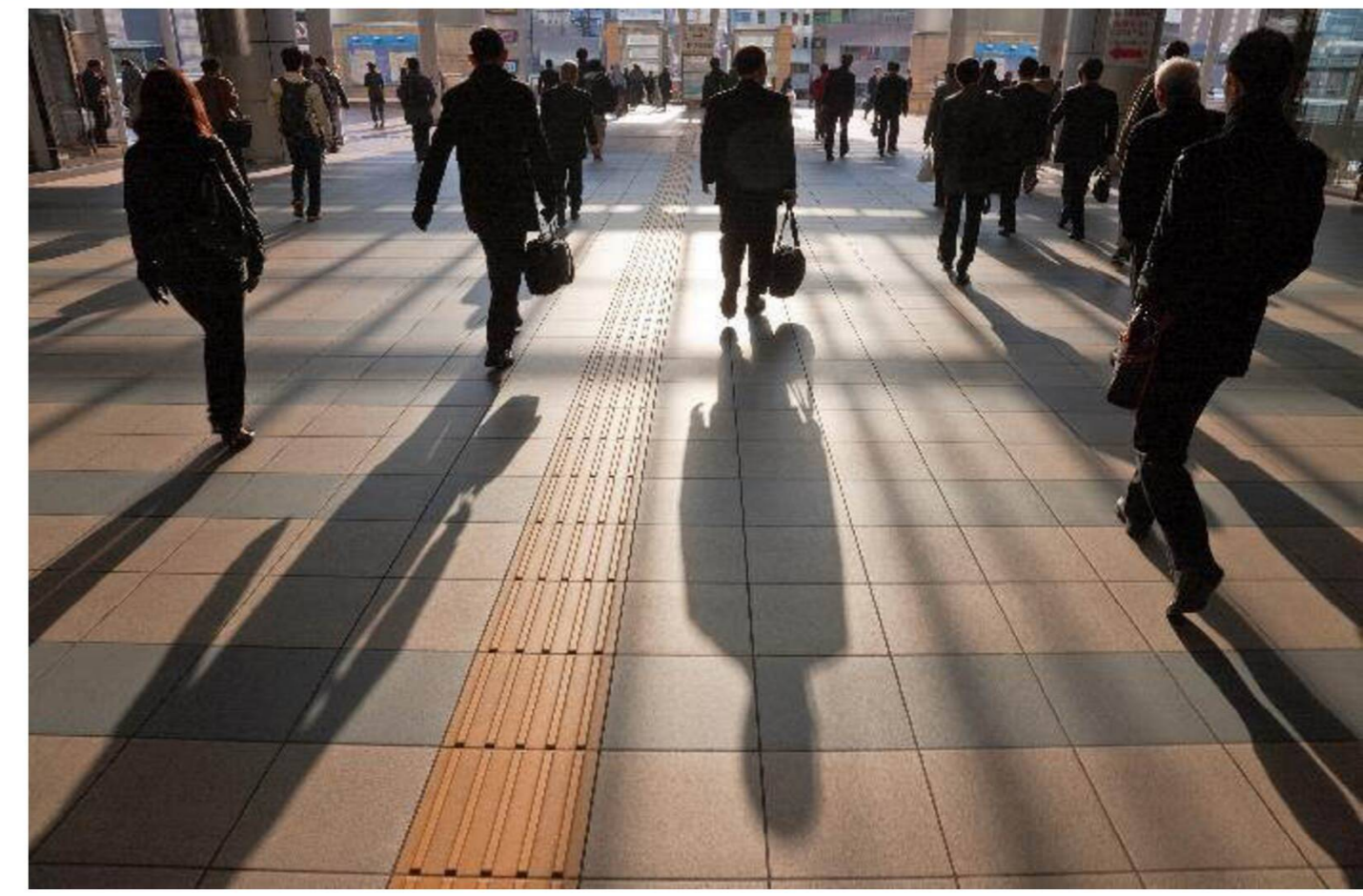
**Renewable
Energy**



**Higher
Education**



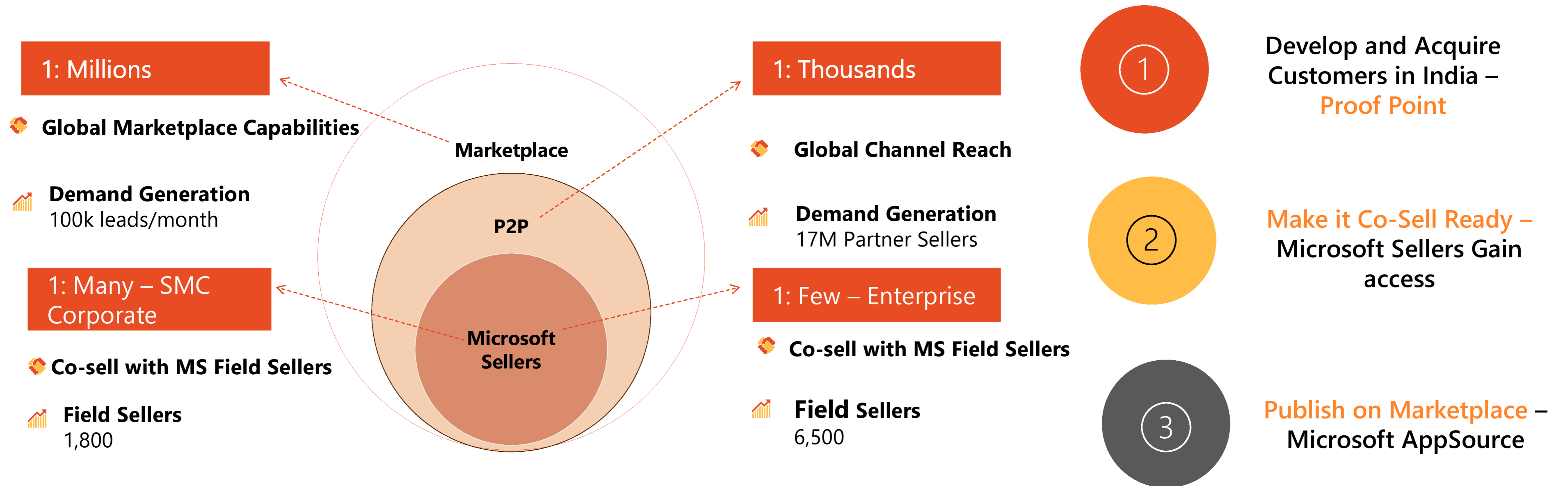
Travel



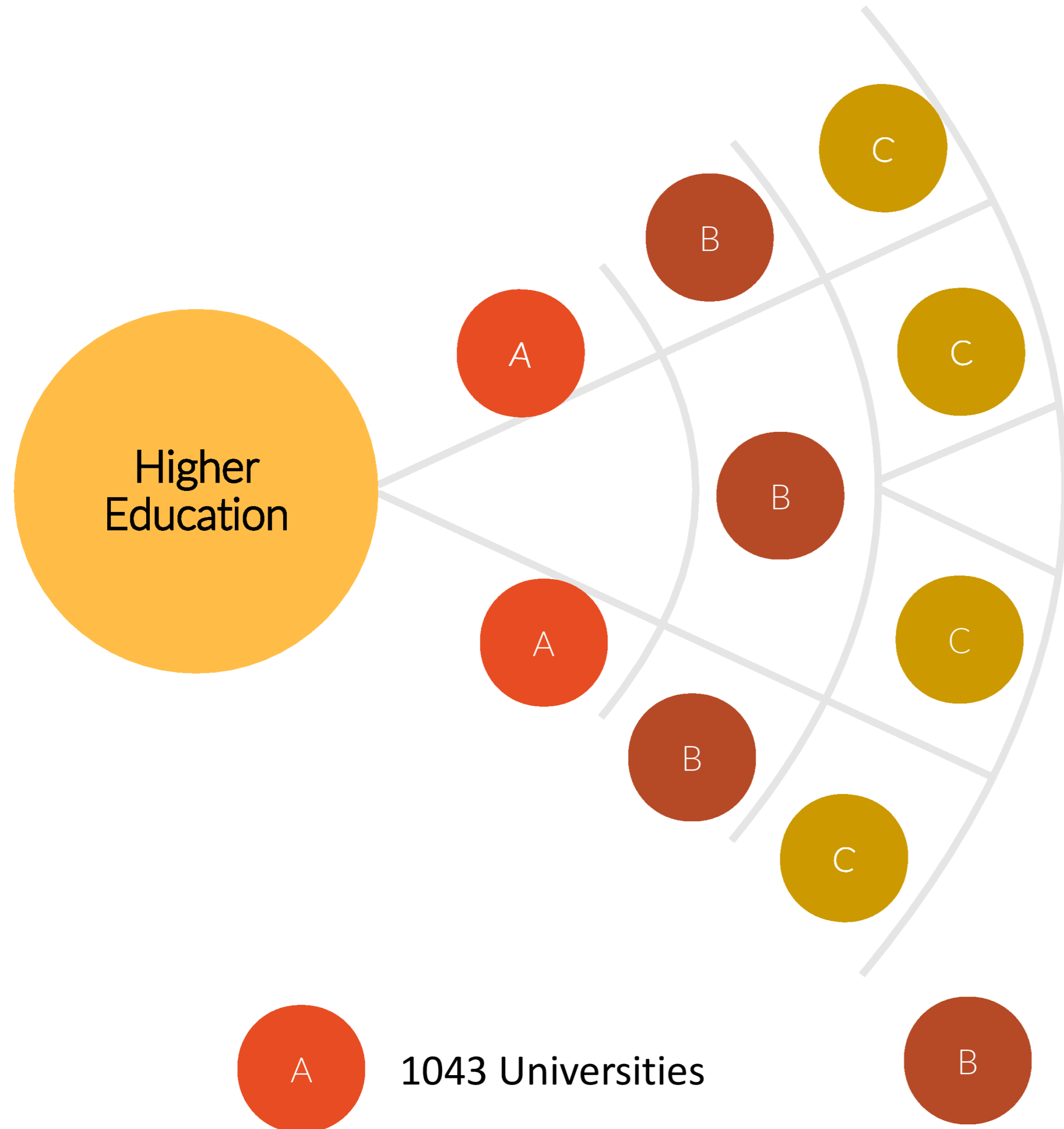
Go To Market Strategy

Selling with Microsoft

Connect with customers through Marketplace, partner channels, and field sellers



Higher Education Market



Problem Statement

- **National education Policy (NEP 2020)** has introduced structural changes like multiple entry multiple exits, Credit Transfers, NAAC reporting, Funds and Grants management etc
- To manage costs, student experience and regulatory compliance, faculty and staff are getting **burdened with extra work**, digital transformation is the need of the hour
- **Educational Institutes are saddled with disintegrated and broken systems**. Majority of processes remain manual. This results into many ills
 - *Requires large team of non academicians to manage the administrative work*
 - *It is time taking, inefficient, requires physical infrastructure and hence increases the cost*
 - *User experience of key stakeholders remain compromised due to – lack of real time communication, need to access multiple systems, stand in queue and go to multiple departments for fulfilment of different requests*
- There are is **no provider offering end to end solution on common technology stack** covering – *Online delivery platform, Marketing & Admissions, Academic Planning and management, Learning Management, Student lifecycle management, Faculty recruitment and Skilling, Campus management, Placement & Alumni management, Revenue management, Asset management, Financial Accounting, feedback management, Content management, Document management and Analytics*

Our Solution



From Admission to Alumni

Fully integrated stack, on the world's most trusted Microsoft Cloud

Total Addressable Market with Microsoft ~ 3000 accounts



Corporate Social Responsibility

The Earth Saviours Foundation

In service of the underprivileged, destitute, abandoned and the old since 2008.



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.





| Q & A



Annexure

Unaudited Consolidated P&L as on Dec. 31, 2022

(INR Crore)	Quarter Ended			Nine Months		Year Ended
Particulars	Dec 2022	Sep 2022	Dec 2021	Dec 2022	Dec 2021	Mar 2022
Revenue from operations	22.29	19.07	18.19	63.91	51.85	70.05
Other income	0.52	0.52	0.46	1.7	1.34	2.29
Total Revenue	22.82	19.59	18.65	65.62	53.20	72.34
Total Expenditure	18.70	16.79	16.63	54.96	43.51	59.89
Profit before tax	4.12	2.81	2.02	10.66	9.68	11.45
Profit After Tax, Before Extraordinary Items	3.39	2.66	1.71	8.81	7.99	10.27
PAT Margin	14.85%	13.57%	9.16%	13.42%	15.01%	14.19%

Thank you



Bridging The Gap

Between What We Knew & What's New

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Note: All numbers have been rounded to the nearest digit for convenience of representation.