



February 15, 2026

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,

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Investor Presentation for the upcoming Investor conference call scheduled for February 16, 2026.

This Investor Presentation may also be accessed on the website of the Company at [www.alletec.com](http://www.alletec.com).

You are requested to take the above information on record.

Thanking you

Yours truly

**For All e Technologies Limited**

**Priyanka Kumari**  
**Company Secretary and Compliance Officer**



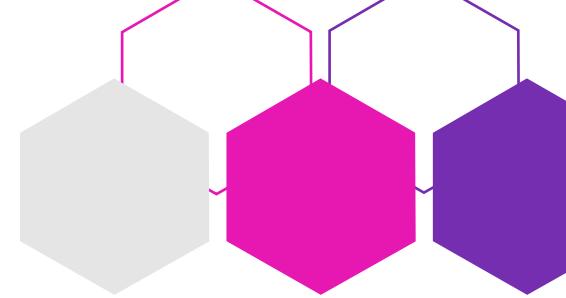
# All e Technologies Ltd.

Catalysing  
AI Transformations

Investor Presentation  
Q3 & 9M FY'26



# Disclaimer



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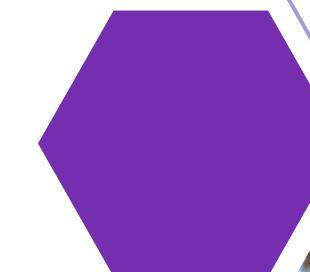
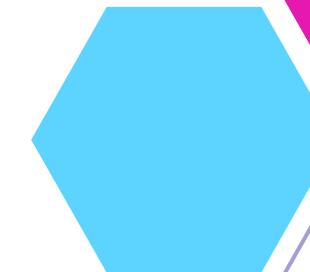
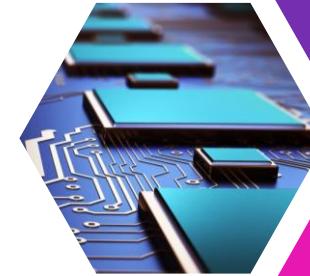
03

## **What's Steady**

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04

## **Annexures**





01

# The Numbers

# Company In Numbers (Consolidated)

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

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

\*Total Revenue (Exclusive of Other Income)

#Total Income from Operations (Inclusive of Other Income)

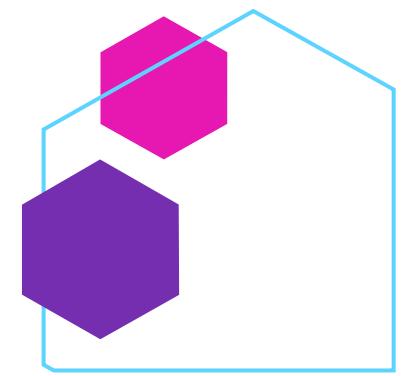
\$EBITDA (Inclusive of Other Income)

<sup>^</sup>Adjusted Net Profit & Margin (Excluding Extraordinary Items)

# Quarterly & Nine Months Performance YoY (Consolidated)

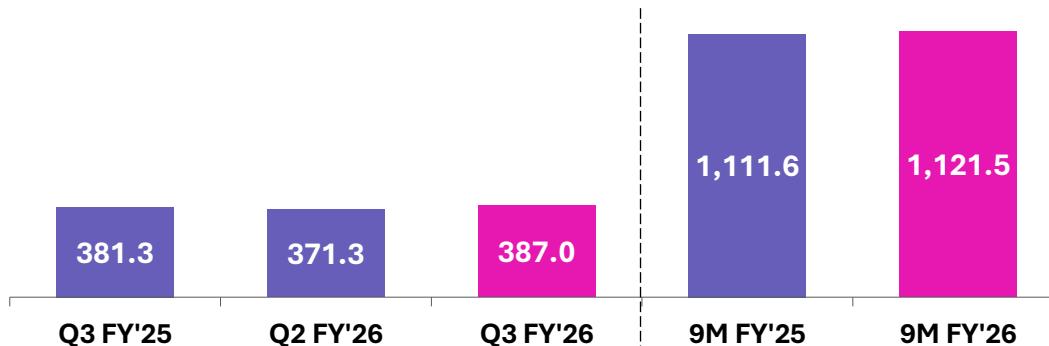
Total Income Growth	EBITDA Growth	EBITDA Margin
1.5 % <span style="color: green;">▲</span>	0.8 % <span style="color: green;">▲</span>	26.2 % -20 BPS
		YoY
	Adjusted Net Profit Growth	(Q3 FY'26 vs Q3 FY'25)
	4.3 % <span style="color: green;">▲</span>	Adjusted Net Profit Margin
		19.4 % <span style="color: green;">▲</span> +52 BPS

Total Income Growth	EBITDA Growth	EBITDA Margin
0.9 % <span style="color: green;">▲</span>	6.5 % <span style="color: green;">▲</span>	26.2 % <span style="color: green;">▲</span> +138 BPS
		YoY
	Adjusted Net Profit Growth	(9M FY'26 vs 9M FY'25)
	5.8 % <span style="color: green;">▲</span>	Adjusted Net Profit Margin
		18.9 % <span style="color: green;">▲</span> +87 BPS

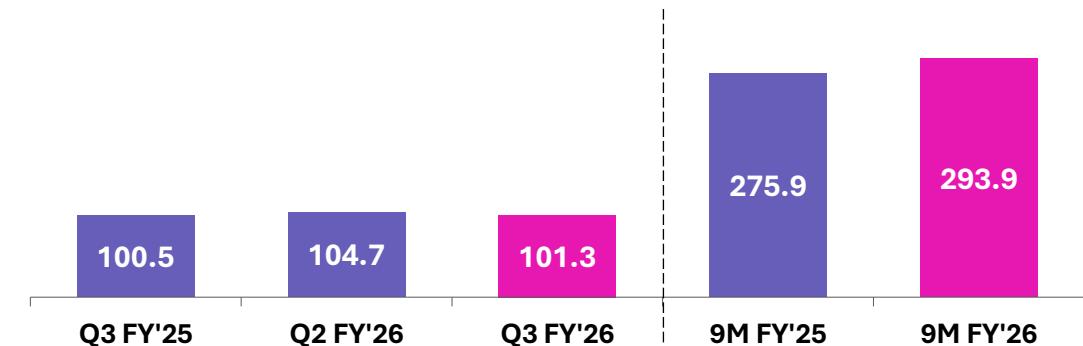


# Key Financial Highlights (Consolidated)

\*Total Income from Operations (INR Mn)

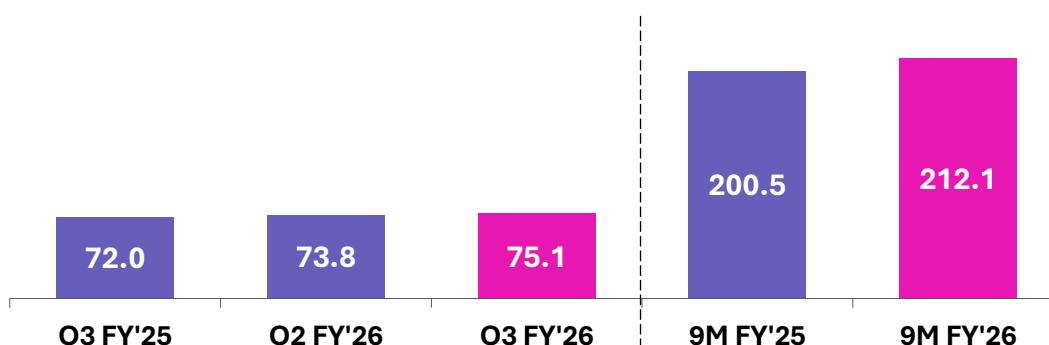


\*EBITDA (INR Mn)

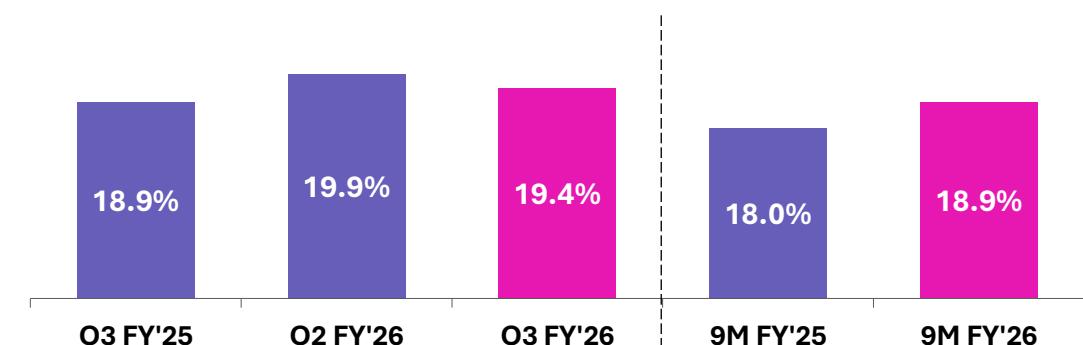


\*Includes Other Income

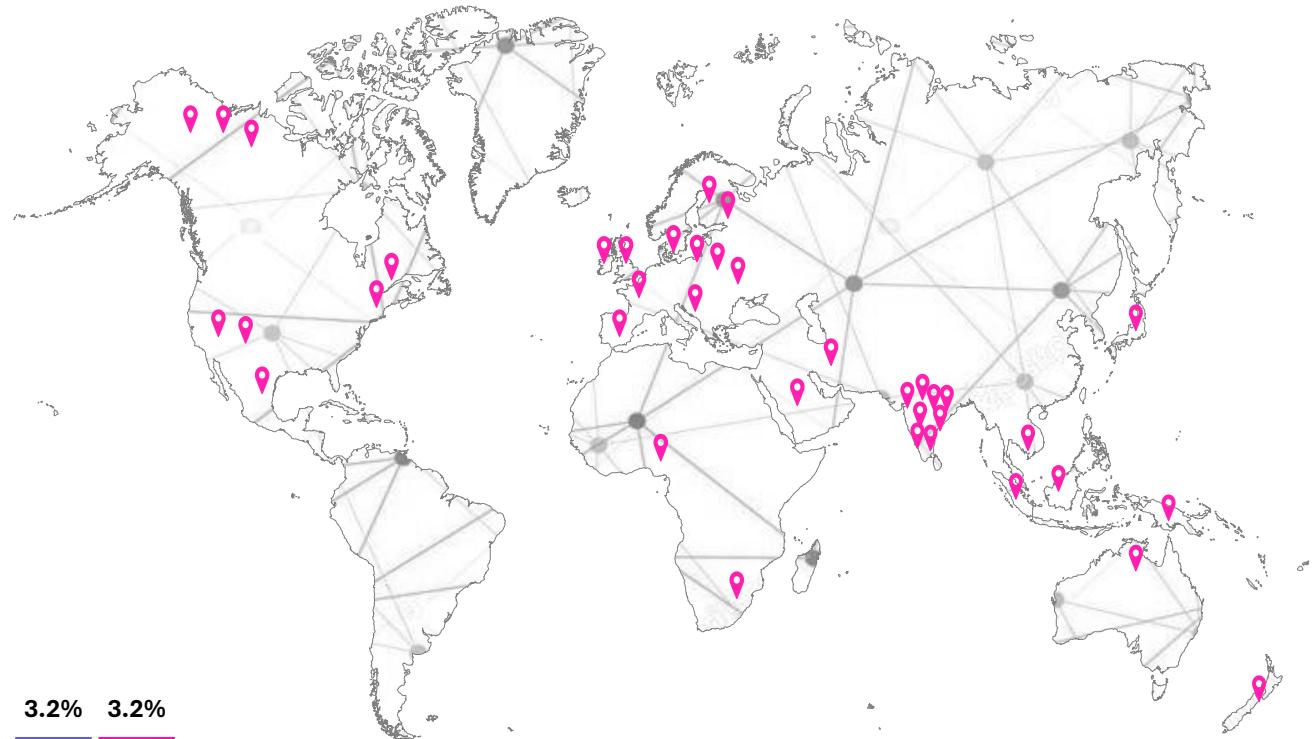
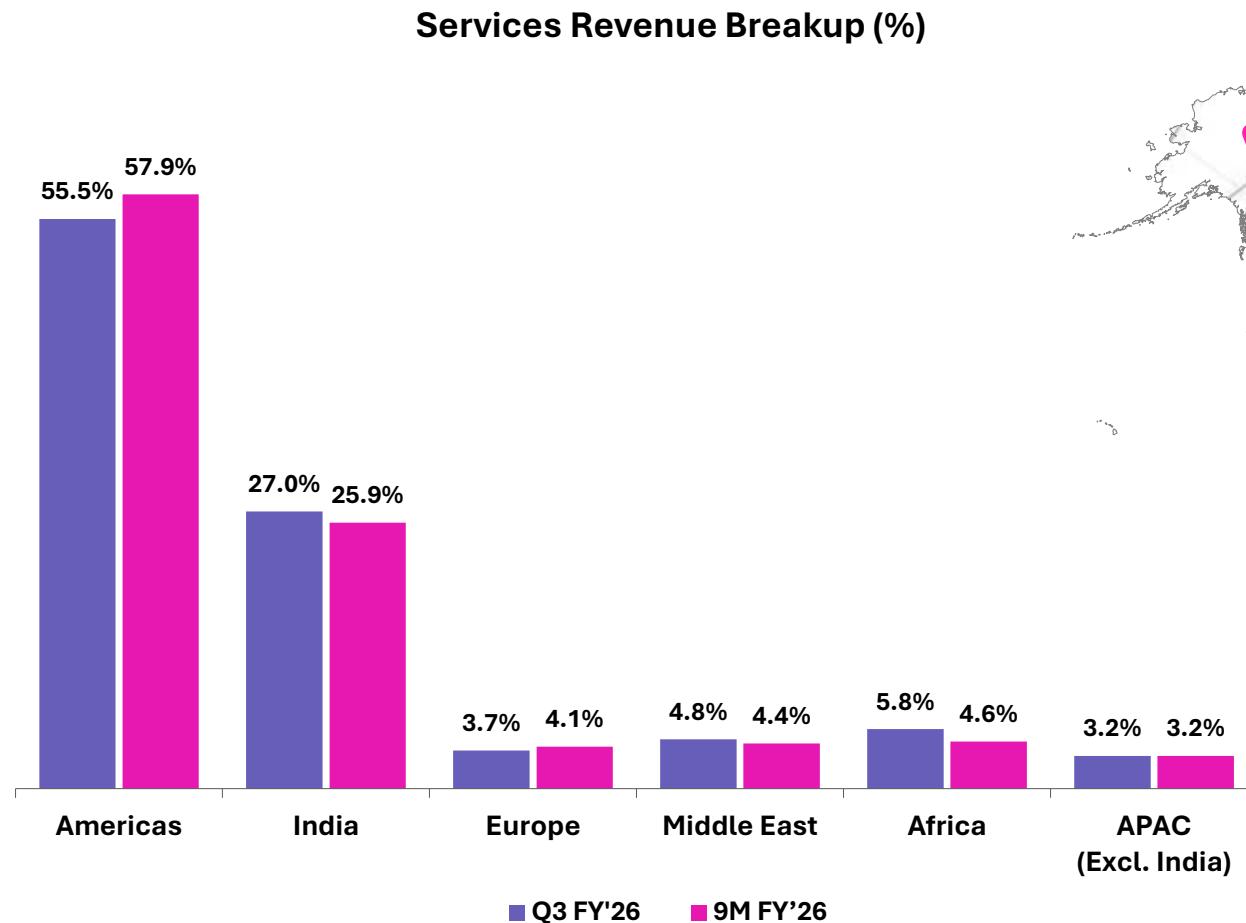
Adjusted Profit After Tax (INR Mn)



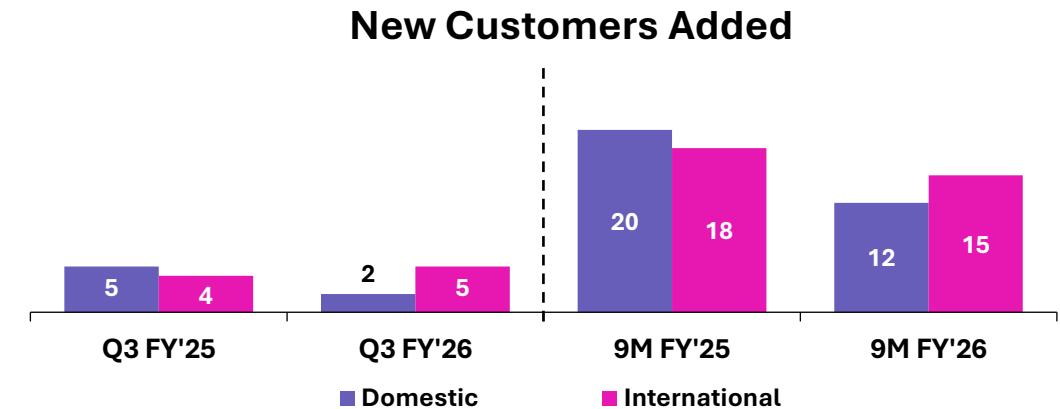
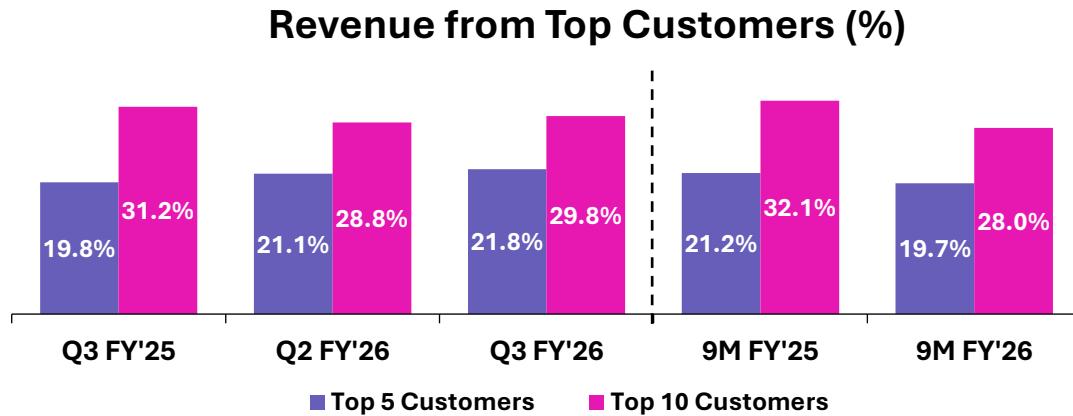
Adjusted Profit After Tax Margin (%)



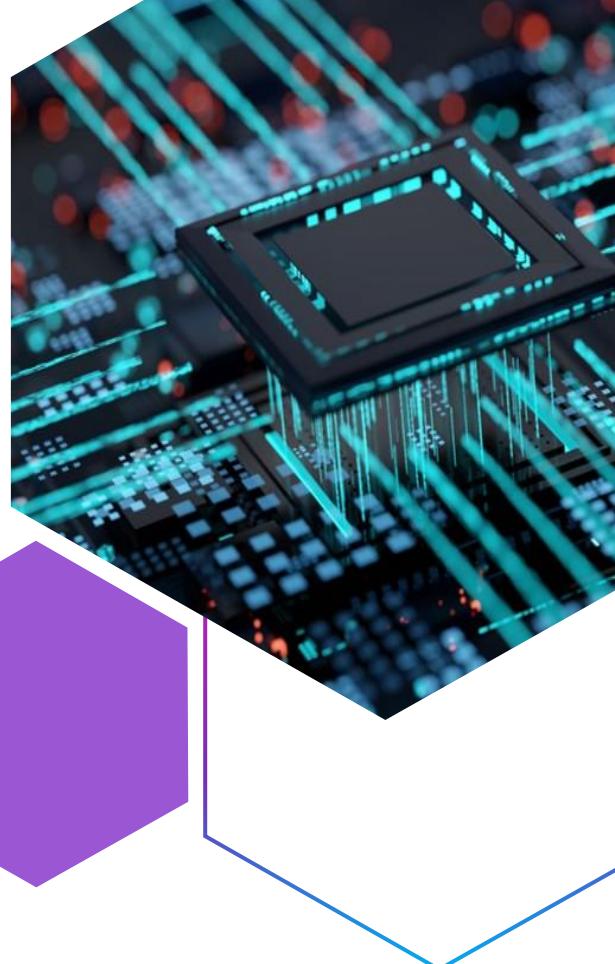
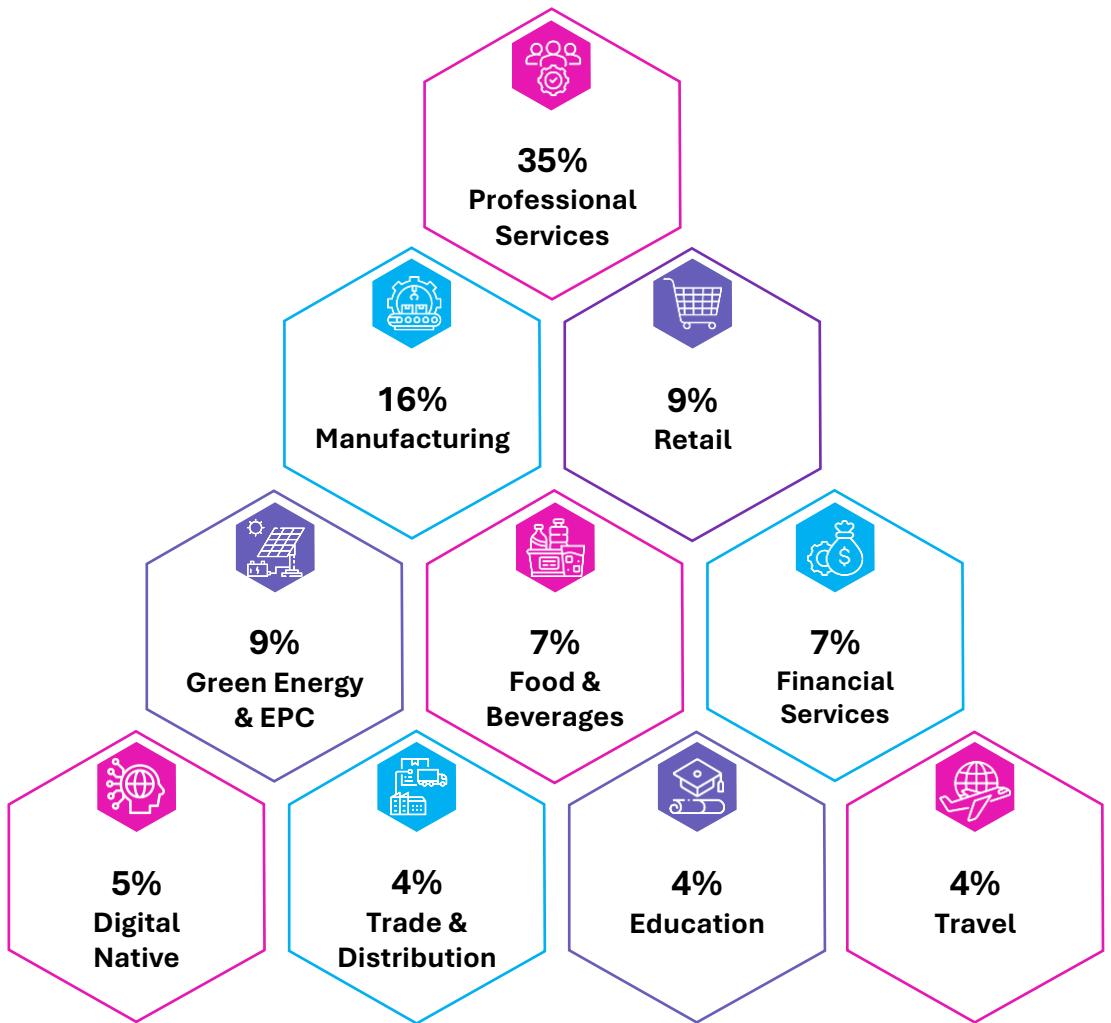
# Geographic Spread



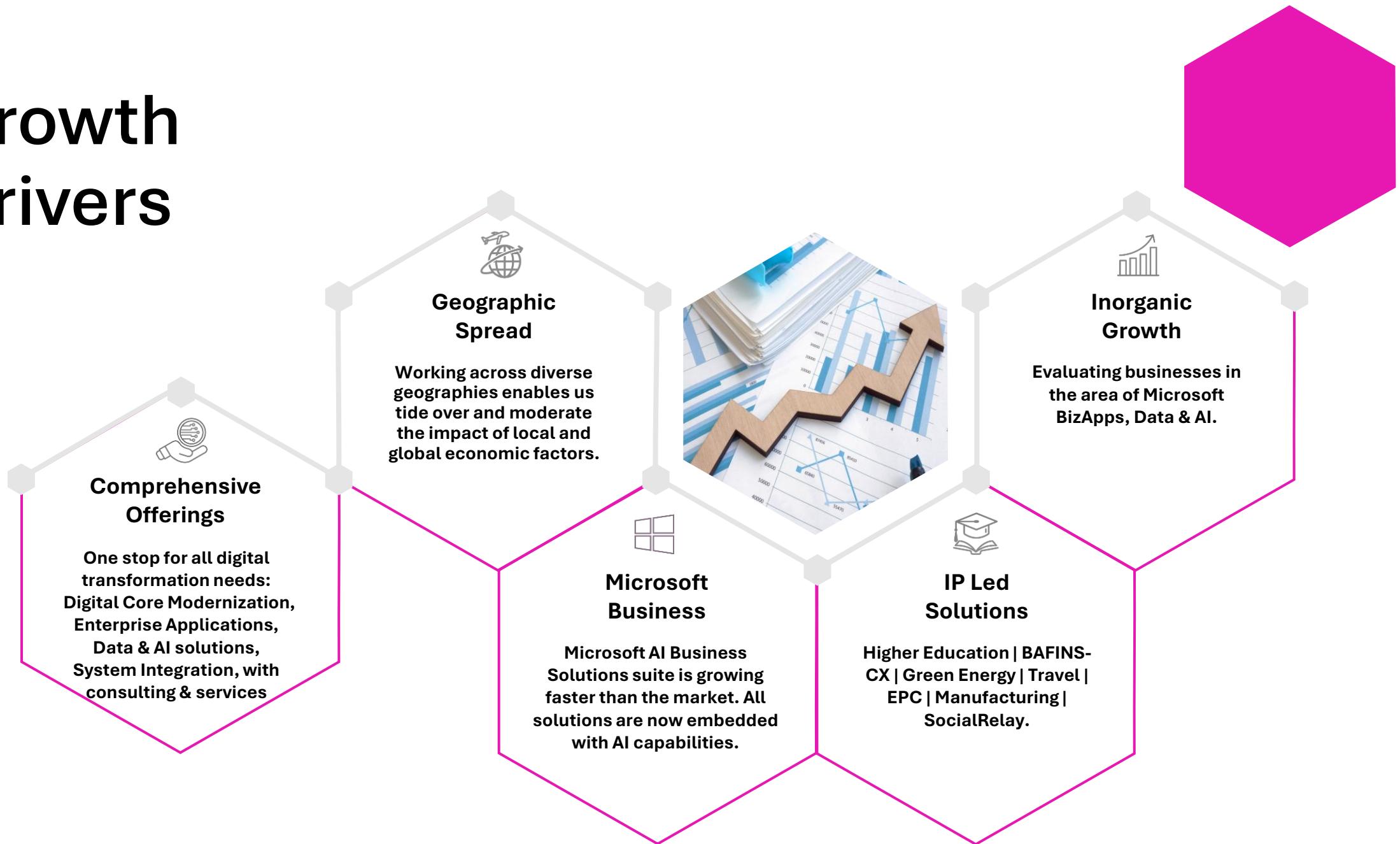
# Customer Engagement



# 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



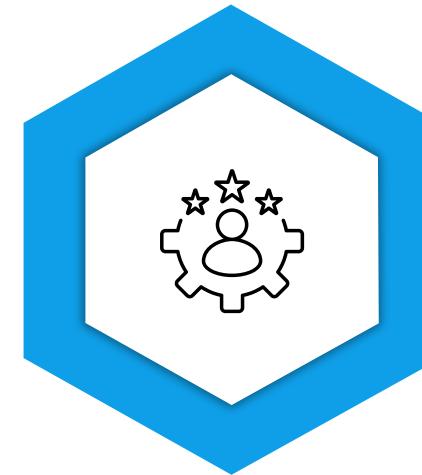
## Protected Core

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



## Capturing Upside

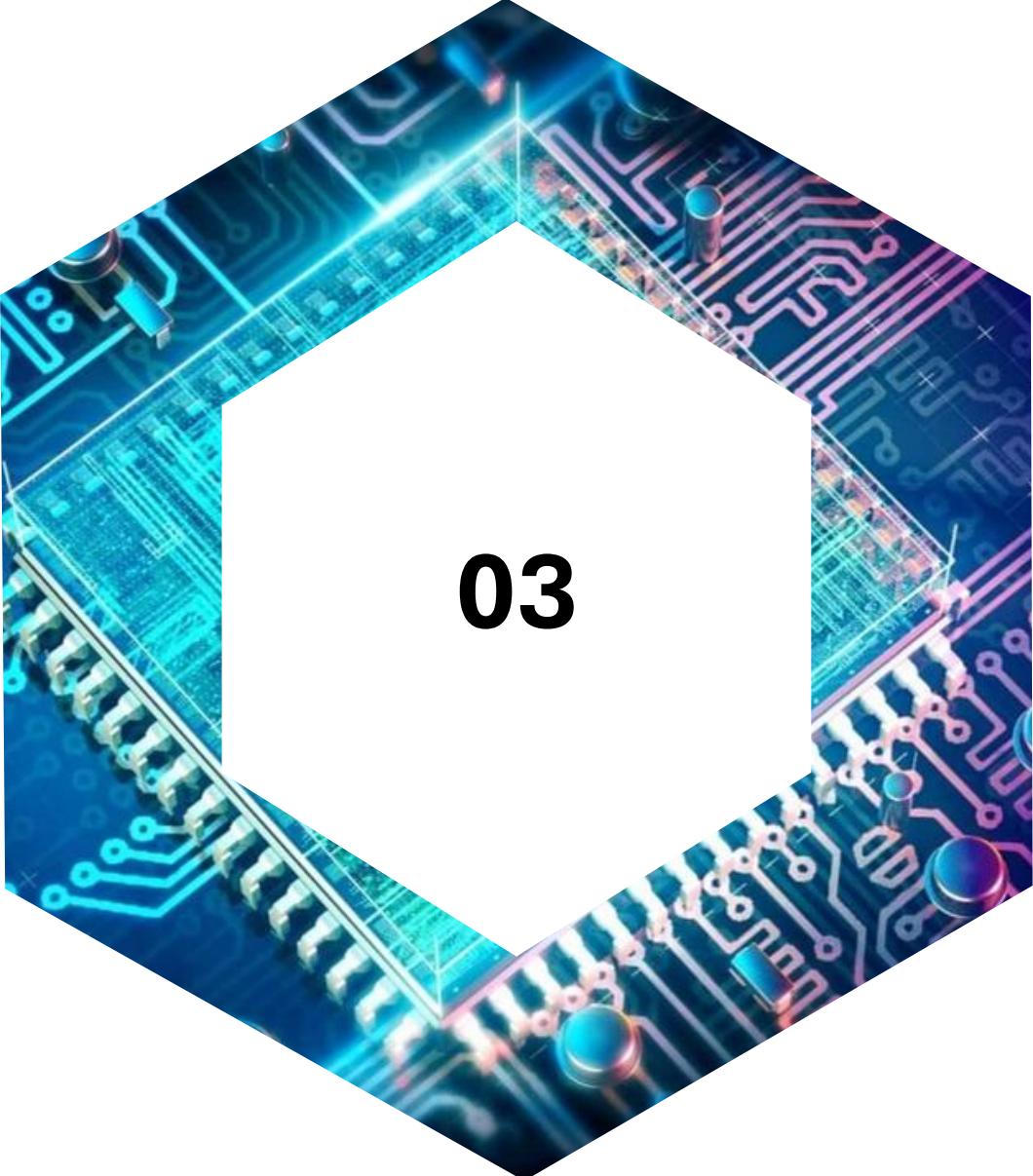
- New higher-margin service lines
- 25-30% premium on AI projects
- Domain knowledge driven Decision Layer
- AI services growing at accelerated pace



## 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

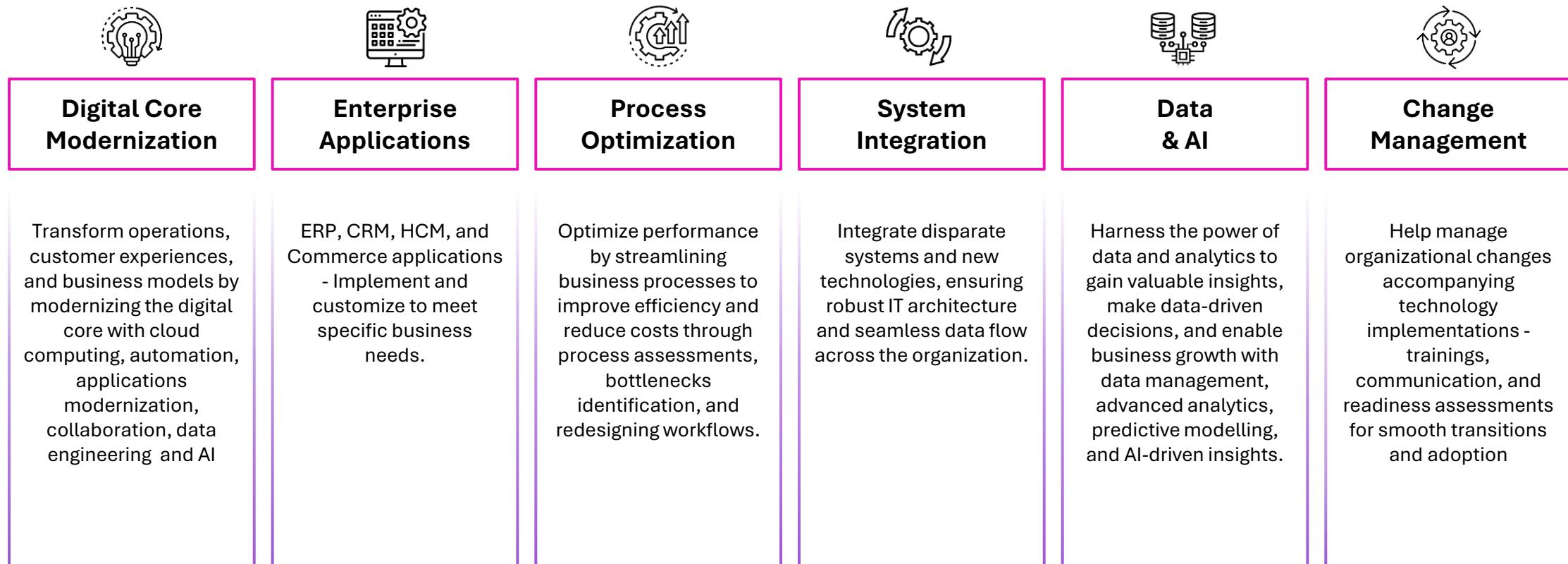
**07**  
Inner Circle Microsoft AI  
Business Solutions;  
Gold Partner

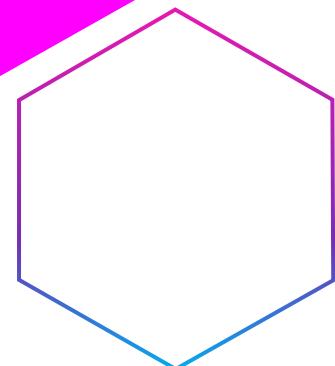
**~1100+**  
Successful  
Projects

**~350**  
Team Strength  
(30% of the workforce is women)

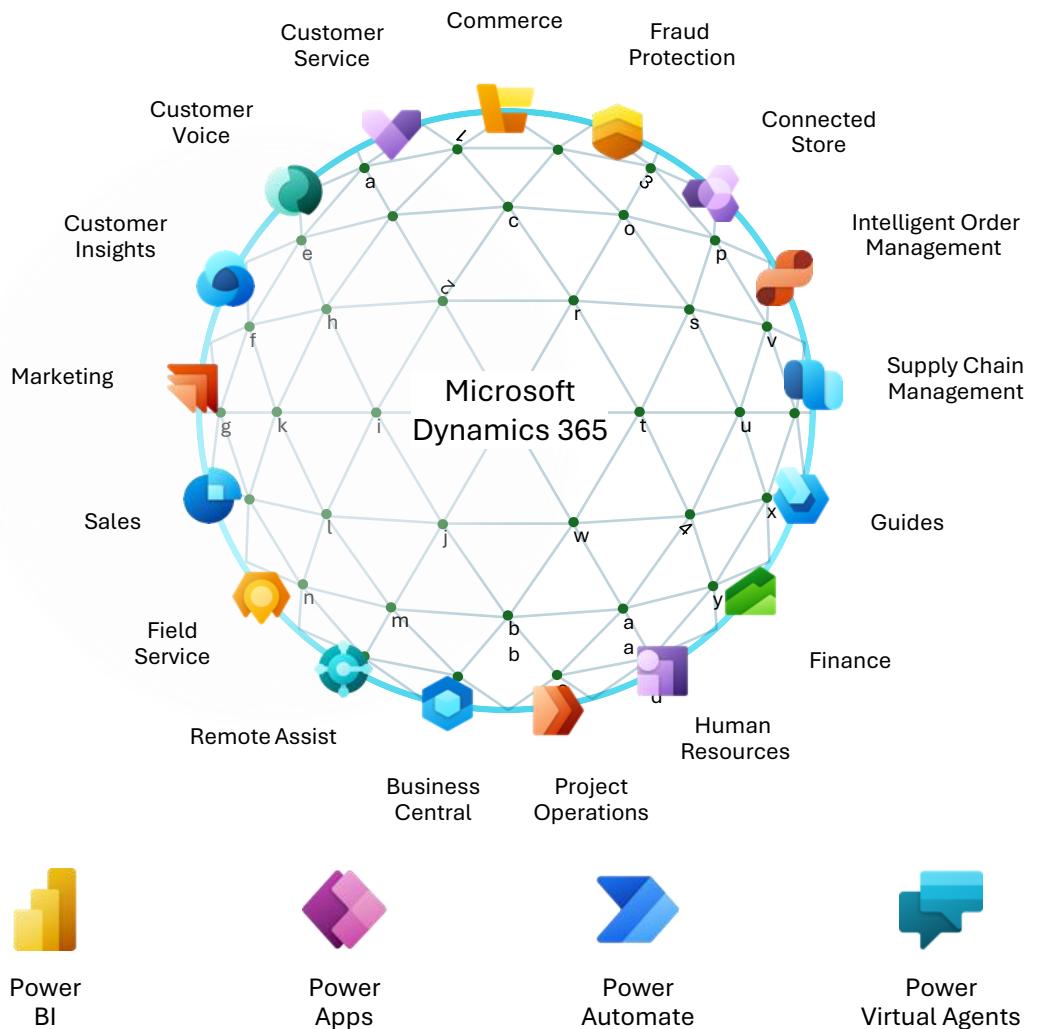
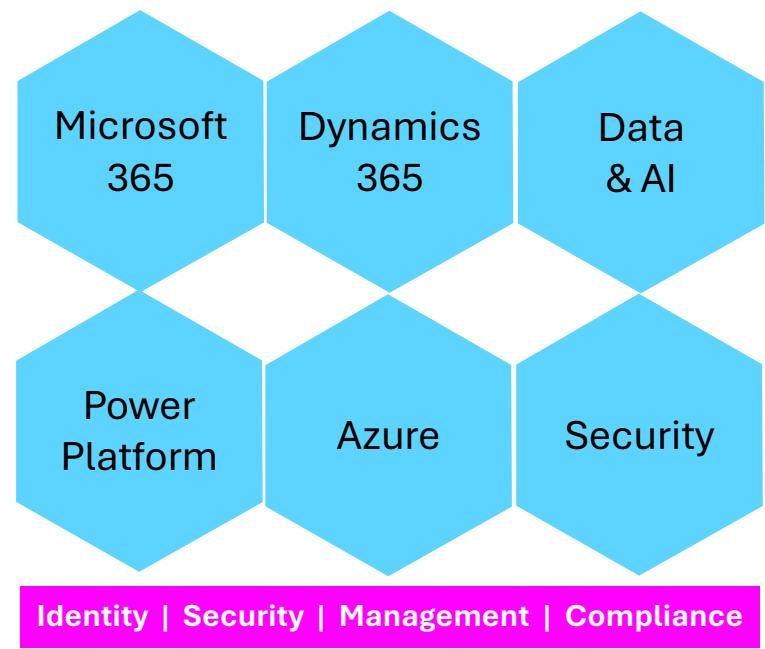


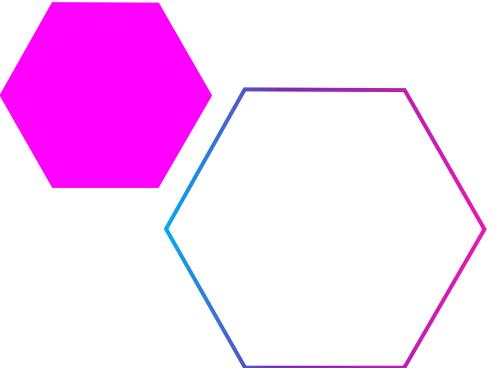
# Enabling Enterprises Do More With Digital Transformation





# 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



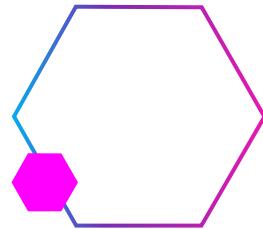
**Mr. Sandeep Salman**  
Head - Cloud & Managed Services



04

# Annexures

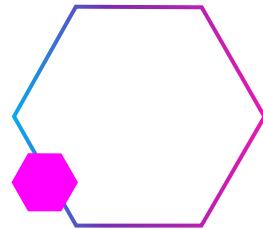
# Quarterly Income Statement (Consolidated)



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

\*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
<b>Total Revenue</b>	<b>612.2</b>	<b>700.5</b>	<b>876.8</b>	<b>1,163.3</b>	<b>1,399.7</b>
Other Income	20.6	22.9	38.1	73.2	95.0
<b>Total Income from Operations</b>	<b>632.8</b>	<b>723.4</b>	<b>915.0</b>	<b>1,236.5</b>	<b>1,494.7</b>
Total Expenditure	508.8	592.5	755.4	964.5	1,093.2
<b>EBITDA</b>	<b>124.0</b>	<b>130.9</b>	<b>159.6</b>	<b>272.1</b>	<b>401.5</b>
<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
<b>Profit Before Interest &amp; Tax</b>	<b>119.4</b>	<b>124.6</b>	<b>152.8</b>	<b>262.1</b>	<b>390.0</b>
Interest	0.1	0.1	0.1	-	0.2
<b>Profit Before Tax</b>	<b>119.3</b>	<b>124.5</b>	<b>152.7</b>	<b>262.1</b>	<b>389.9</b>
Minority Share Adjusted	(10.6)	3.7	(0.1)	0.5	(0.1)
Tax	(22.0)	(32.3)	(36.9)	(64.7)	(96.7)
<b>Net Profit (excl. extra ord.)</b>	<b>86.6</b>	<b>95.9</b>	<b>115.9</b>	<b>196.9</b>	<b>293.1</b>
<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
<b>Net Profit (incl. extra ord.)</b>	<b>86.6</b>	<b>102.7</b>	<b>120.8</b>	<b>196.9</b>	<b>301.5</b>
<b>EPS (Rs) (excl. extra ord.)</b>	<b>5.86</b>	<b>6.48</b>	<b>6.95</b>	<b>9.75</b>	<b>14.51</b>
<b>EPS (Rs) (incl. extra ord.)</b>	<b>5.86</b>	<b>6.94</b>	<b>7.24</b>	<b>9.75</b>	<b>14.93</b>

**24%**

**TOTAL INCOME CAGR (FY21-25)**

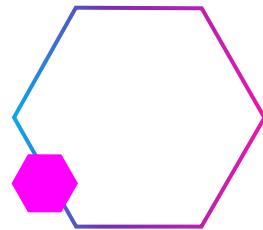
**34%**

**EBITDA CAGR (FY21-25)**

**36%**

**NET PROFIT CAGR (FY21-25)**

# Balance Sheet (Consolidated)



Particulars (INR Mn)	FY'24	FY'25	H1 FY'26
<b>Equity and Liabilities</b>			
<b>Shareholders' Fund</b>			
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
<b>Total Equity</b>	<b>1,191.0</b>	<b>1,444.9</b>	<b>1,555.2</b>
<b>Non-Current Liabilities</b>			
Long Term Borrowings	-	5.1	4.8
Long Term Provisions	30.4	36.1	39.5
<b>Total Non-Current Liabilities</b>	<b>30.4</b>	<b>41.2</b>	<b>44.3</b>
<b>Current Liabilities</b>			
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
<b>Total Current Liabilities</b>	<b>297.0</b>	<b>244.2</b>	<b>360.6</b>
<b>Total Equity and Liabilities</b>	<b>1,518.4</b>	<b>1,730.2</b>	<b>1,960.1</b>

Particulars (INR Mn)	FY'24	FY'25	H1 FY'26
<b>Assets</b>			
<b>Non-Current Assets</b>			
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
<b>Total Non-Current Assets</b>	<b>109.6</b>	<b>102.2</b>	<b>236.4</b>
<b>Current Assets</b>			
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
<b>Total Current Assets</b>	<b>1,408.8</b>	<b>1,628.0</b>	<b>1,723.7</b>
<b>Total Assets</b>	<b>1,518.4</b>	<b>1,730.2</b>	<b>1,960.1</b>

# 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.





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# Thank You

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