

## **All e Technologies Ltd.**

(Formerly: All e Technologies Pvt. Ltd.)

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Delhi-110034, India

CIN: L72200DL2000PLC106331



January 29, 2025

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 January 30, 2025.

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

Kindly take the information on your record.

Thanking you

Yours truly

For **All e Technologies Limited**

**Kanak Gupta**

**Company Secretary and Compliance Officer**

**Membership No.: A74117**



# ALLETEC

Intelligent Business Applications For  
Digital Transformation

Investor Presentation - Q3 & 9M FY'25

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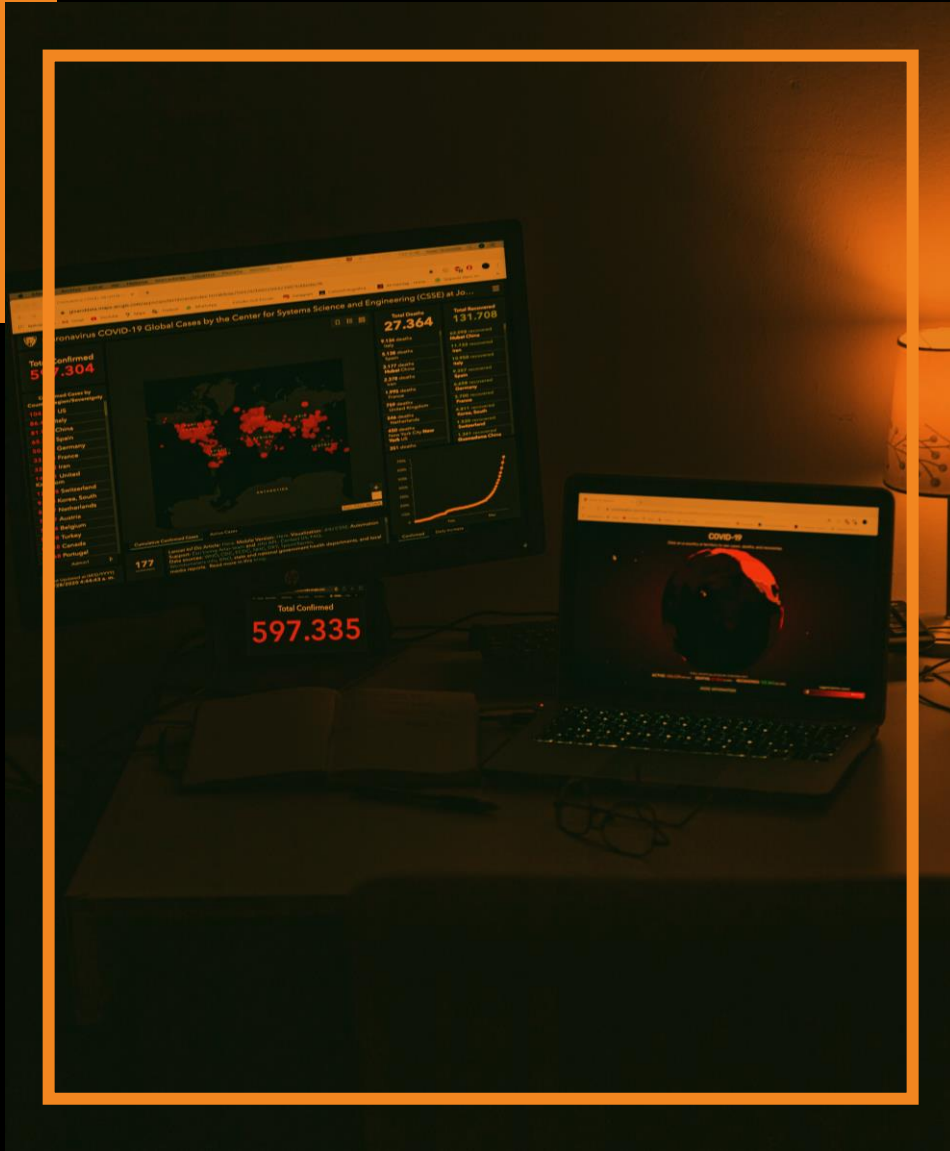
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**What's Steady**

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01



# THE NUMBERS

# COMPANY IN NUMBERS

(Consolidated)



	Q3 FY'25
<b>Total Revenue*</b>	INR 359.9 Mn
<b>Total Income from Operations#</b>	INR 381.3 Mn
<b>EBITDA</b>	INR 100.5 Mn
<b>Net Profit</b>	INR 72.0 Mn
<b>Net Profit Margin</b>	18.9%
<b>Operational Rev. Growth (QoQ)</b>	0.2%
<b>Operational Rev. Growth (YoY)</b>	19.8%
<b>Repeat + Recurring Revenue</b>	92.3%
<b>Customers Added</b>	9

	9M FY'25
<b>Total Revenue*</b>	INR 1,050.3 Mn
<b>Total Income from Operations#</b>	INR 1,111.6 Mn
<b>EBITDA</b>	INR 275.9 Mn
<b>Net Profit</b>	INR 200.5 Mn
<b>Net Profit Margin</b>	18.0%
<b>Operational Rev. Growth (YoY)</b>	22.3%
<b>Repeat + Recurring Revenue</b>	93.9%
<b>Customers Added</b>	38
<b>Team Size</b>	~360

\*Total Revenue (Exclusive of Other Income)

#Total Income from Operations (Inclusive of Other Income)

# QUARTERLY PERFORMANCE

(Consolidated)

## QUARTERLY PERFORMANCE (YoY) (Q3 FY'25 vs Q3 FY'24)

Total Revenue Growth

**19.8%** ▲

EBIT Growth

**38.6%** ▲

EBITDA Margin

**26.4%** +341 BPS ▲

EBITDA Growth

**37.6%** ▲

Net Profit Growth

**34.9%** ▲

Net Profit Margin

**18.9%** +211 BPS ▲

## QUARTERLY PERFORMANCE (QoQ) (Q3 FY'25 vs Q2 FY'25)

Total Revenue Growth

**0.2%** ▲

EBIT Growth

**11.1%** ▲

EBITDA Margin

**26.4%** +236 BPS ▲

EBITDA Growth

**10.1%** ▲

Net Profit Growth

**7.8%** ▲

Net Profit Margin

**18.9%** +132 BPS ▲

**Increased proportion of Services revenue in Q3 resulted in further margin improvement QoQ**

# 9 MONTH PERFORMANCE

(Consolidated)

## 9M PERFORMANCE (YoY) (9M FY'25 vs 9M FY'24)

Total Revenue Growth

**22.2%** ▲

EBIT Growth

**42.3%** ▲

EBITDA Margin

**24.8%** +350 BPS ▲

EBITDA Growth

**41.7%** ▲

Net Profit Growth

**41.5%** ▲

Net Profit Margin

**18.0%** +251 BPS ▲

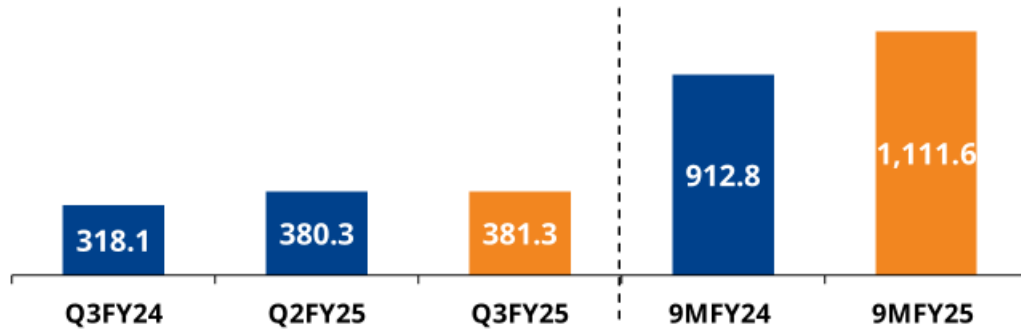


# KEY FINANCIAL CHARTS

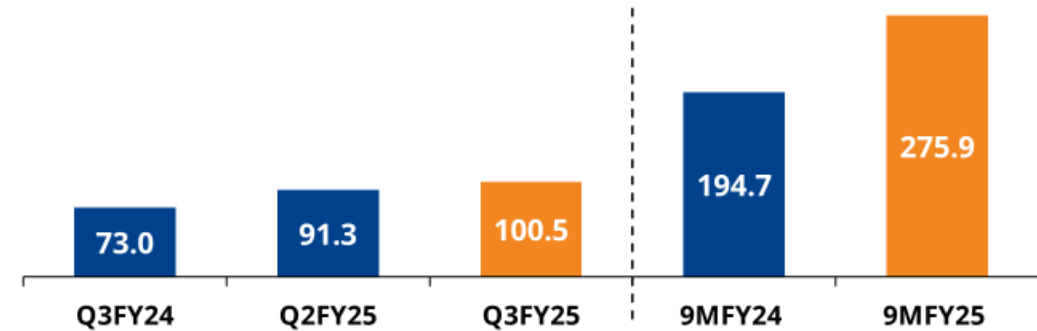
(Consolidated)

\*Includes Other Income

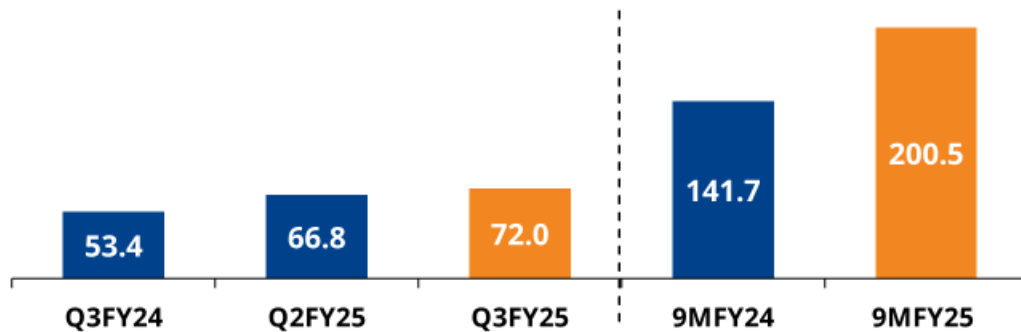
\*Total Income from Operations (INR Mn)



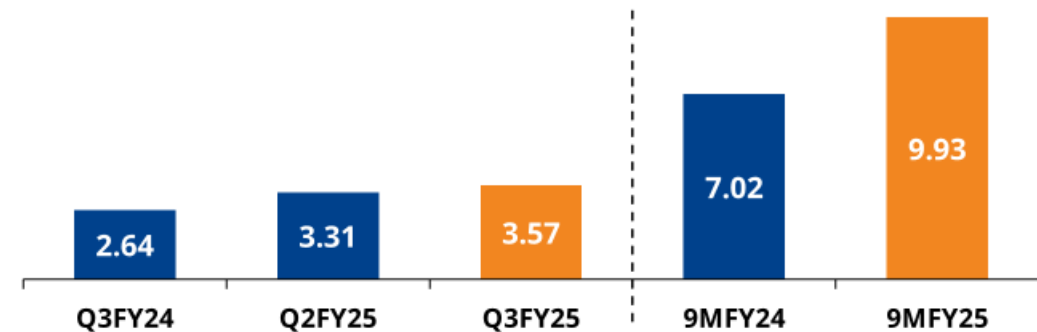
\*EBITDA (INR Mn)



Profit After Tax (INR Mn)



EPS (INR)



02



# THE STORY BEHIND

# MID-NOVEMBER TO MID-JANUARY

»»»»



Cautious and prolonged decision-making process by customers & prospects



Resulted in lesser than usual number of customer adds



Healthy pipeline buildup



Conversions on the anvil

# MIDDLE-EAST MOMENTUM BUILDING



Growing number of opportunities from Middle East

01



4 new projects on the verge of confirmation from UAE

02



Board decision to set-up a company in UAE

03



# ENTERPRISE APPLICATIONS REMAIN THE ANCHOR



**Enterprise Resource  
Planning (ERP)**



**Customer Engagement  
(CRM)**

**Retail &  
Digital Commerce**

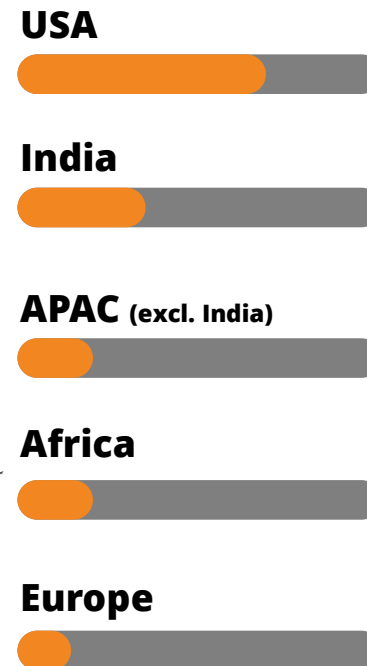


# DATA ENGINEERING GATHERING MOMENTUM



The diagram illustrates the Microsoft Fabric ecosystem. At the top is the Microsoft Fabric logo. Below it is a row of seven service icons: Data Factory, Data Engineering, Data Warehouse, Data Science, Real-Time Intelligence, Power BI, and Partner & Industry workloads. The last icon is enclosed in a dashed border. Below this row are three horizontal bars representing additional services: Copilot in Fabric, OneLake, and Microsoft Purview.

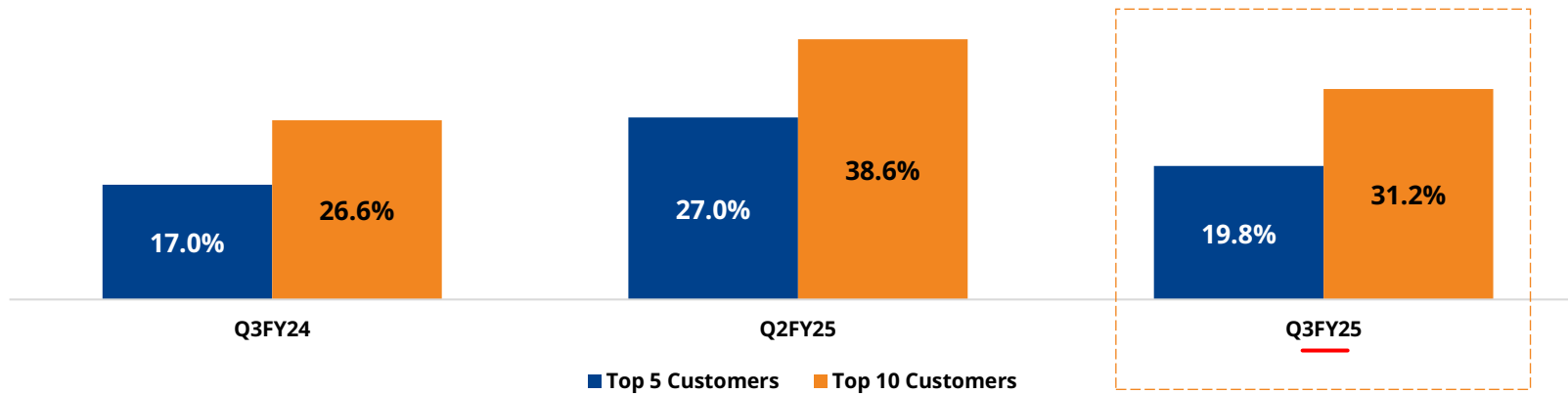
# GEOGRAPHIC SPREAD



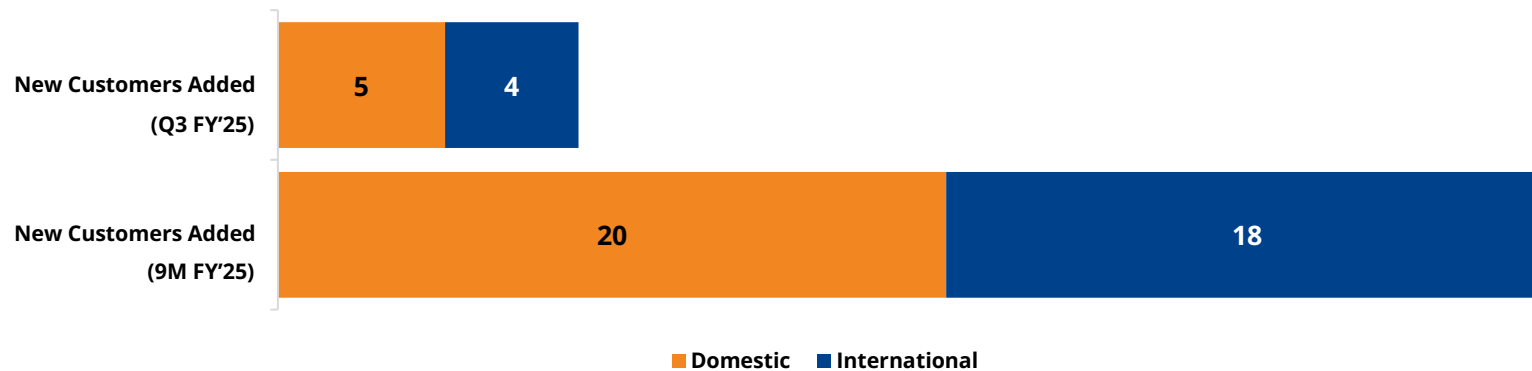
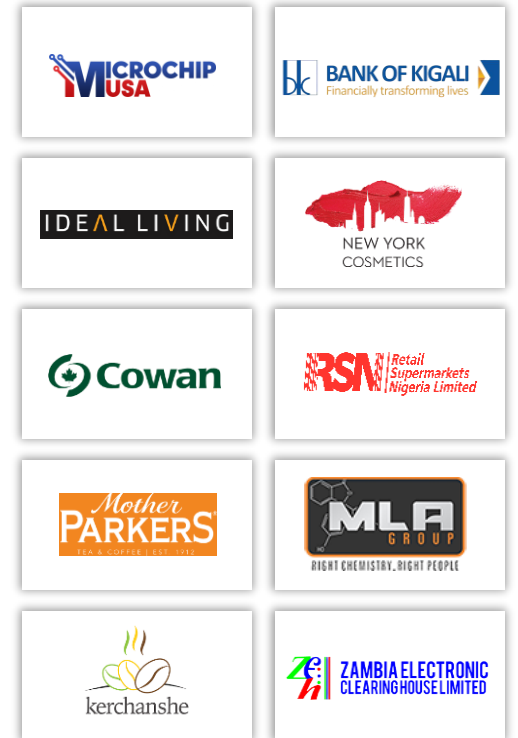
Services Revenue (%)	
Q3 FY'25	9M FY'25
59.5%	61.7%
23.6%	24.3%
5.1%	5.0%
8.1%	5.5%
3.7%	3.4%

# CUSTOMER ENGAGEMENT

Revenue from Top Customers (%)



## TOP CUSTOMERS





# INDUSTRIES SERVED



**Professional Services**  
28%



**Manufacturing**  
14%



**Trade & Distribution**  
12%



**Food & Beverages**  
10%



**Green Energy & EPC**  
10%



**Education**  
8%



**Travel**  
6%



**Digital Native**  
4%

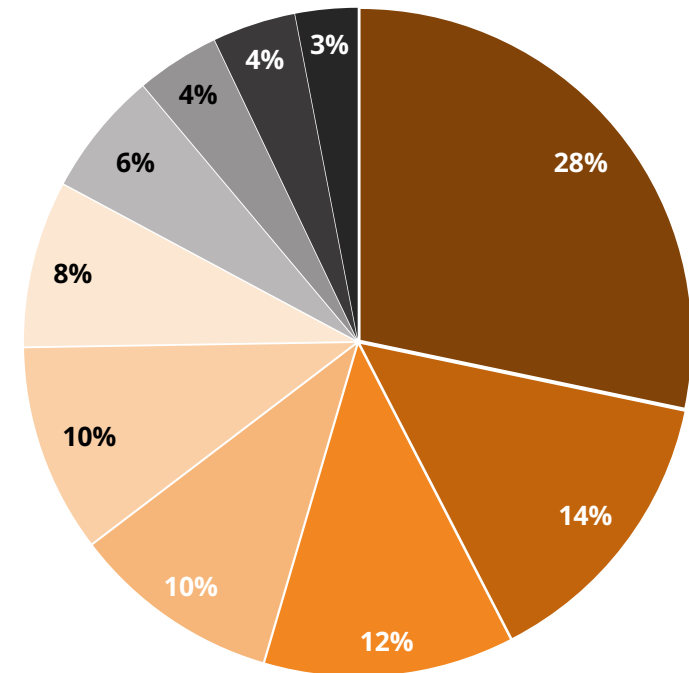


**Financial Services**  
4%



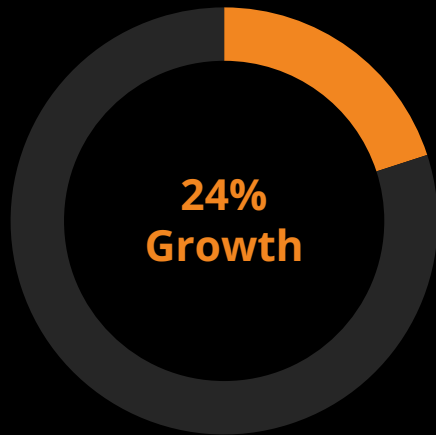
**Retail**  
3%

Industries Served (9M FY'25)

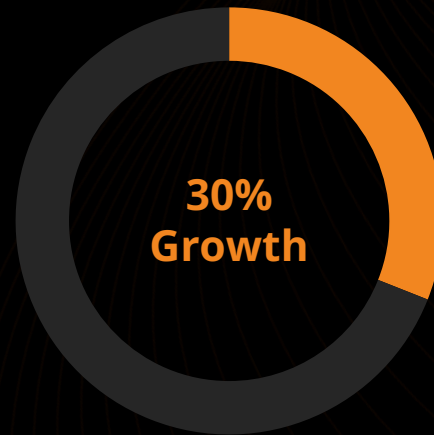


# MICROSOFT SOLUTIONS – CONTINUE BUILDING MUSCLE

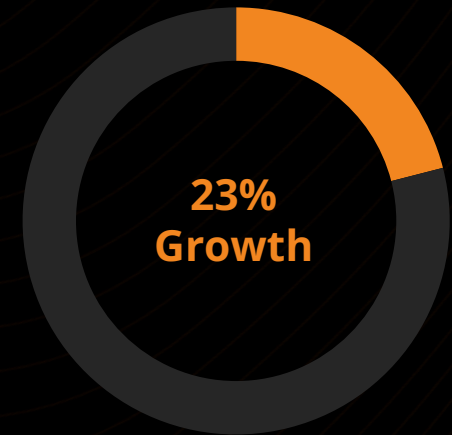
Microsoft product line – growing faster than the market (Q1 FY'25 data)



Microsoft Cloud



AZURE+



Dynamics 365

# OPERATIONAL UPDATES



**International customer acquisition improving; further investments planned for organic growth.**



**Interest in exploring IPA (RPA + AI), Copilots, and Data Engineering strengthening**



**M&A Updates: Work in Progress**

# GROWTH DRIVERS



## Comprehensive Offerings

One stop for all digital transformation needs: Digital Core Modernization, Enterprise Applications, Data & AI solutions, System Integration, with consulting & services



## Microsoft Business

Microsoft Business Applications suite is growing faster than the market. Release of AI powered 'co-pilot' has pushed the product line head & shoulders above competition.



## International Focus

Focusing on international markets: particularly Africa & Americas in the immediate future.



## IP Led Solutions

Higher Education | BAFINS-CX | Green Energy | Travel



## Inorganic Growth

Evaluating businesses in the area of Microsoft BizApps, Data & AI, and Digital Commerce to strengthen offerings and international market position

**03**



**WHAT'S STEADY**

# BUSINESS APPLICATIONS PROVIDER SINCE 2000

24

Years on Microsoft Business Applications



~360

Team Strength  
(30% of the workforce is women)

~1000+

Successful Customers

7

Inner Circle Microsoft BizApps Gold Partner

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

Business Applications Competency  
Microsoft Dynamics Master VAR

# ENABLING ENTERPRISES DO MORE WITH DIGITAL TRANSFORMATION



## 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.

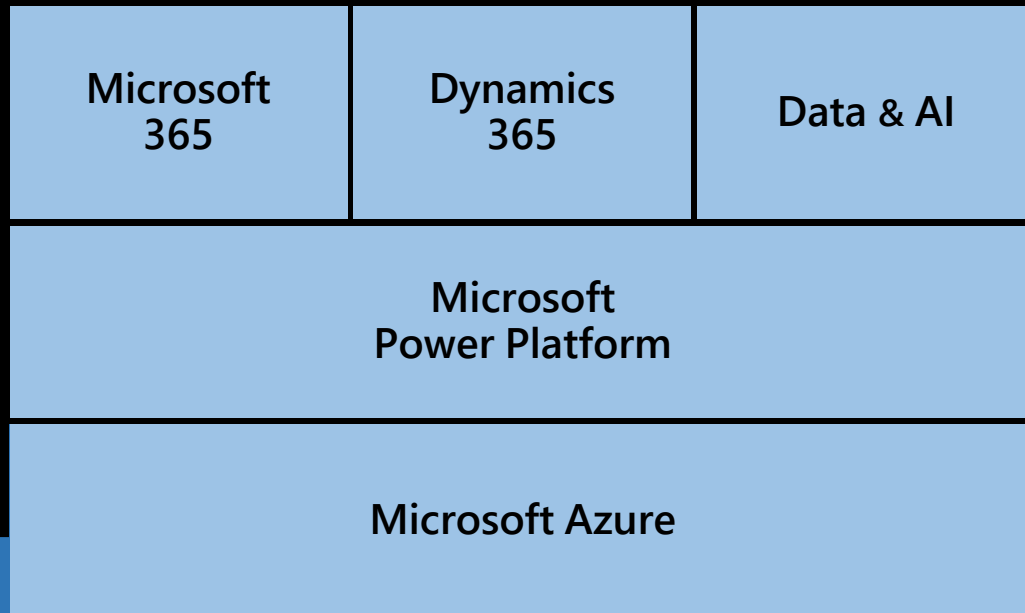
## DIGITAL CORE MODERNIZATION

Transform operations, customer experiences, and business models by modernizing the digital core with cloud computing, automation, applications modernization, collaboration, data engineering and AI

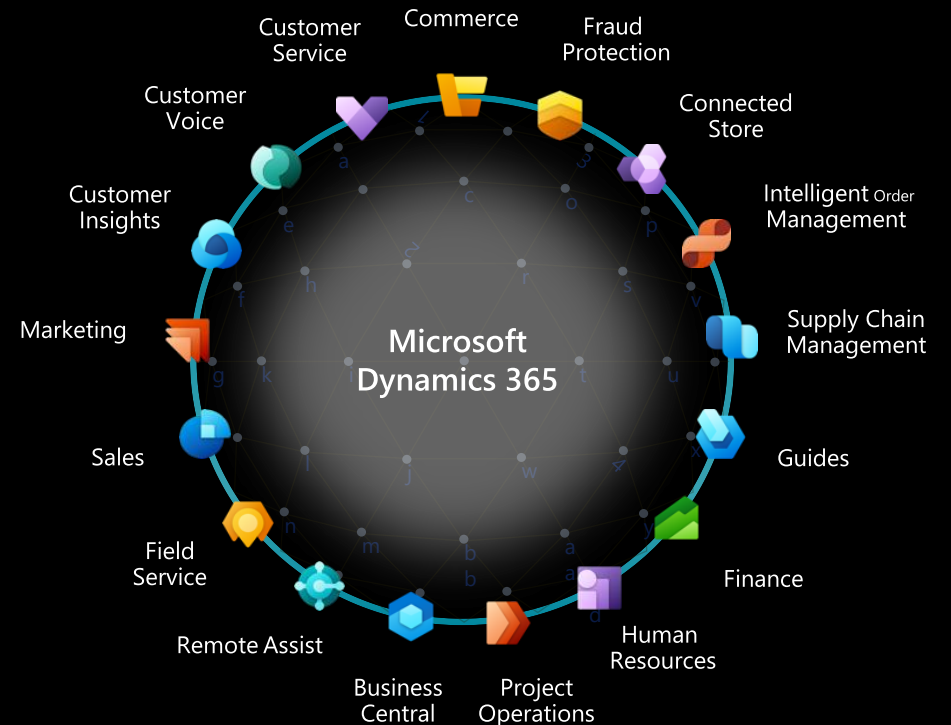
## CHANGE MANAGEMENT

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

# LEVERAGING FULL MICROSOFT STACK



Identity | Security | Management | Compliance



Power BI



Power Apps



Power Automate



Power Virtual Agents



# BOARD OF DIRECTORS



**Dr. Ajay Mian**  
Managing Director



**Rajiv Tyagi**  
Executive Director



**Ritu Sood**  
Executive Director



**Vinod Sood**  
Ind. Director



**Sunil Goyal**  
Ind. Director



**Dr. Suman Mian**  
Non Executive Director

# LEAD MANAGEMENT



**Dr. Ajay Mian**  
Managing Director



**Rajiv Tyagi**  
Executive Director



**Ritu Sood**  
Executive Director



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



**Sandeep Jain**  
CFO

**04**



# **ANNEXURES**

# QUARTERLY INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	Q3 FY25	Q2 FY25	Q3 FY24	YoY%	QoQ%	9M FY25	9M FY24	YoY%
Total Revenue	359.9	359.1	300.5	19.8%	0.2%	1,050.3	859.2	22.2%
Other Income	21.4	21.1	17.6	21.1%	1.1%	61.3	53.6	14.3%
<b>Total Income from Operations</b>	<b>381.3</b>	<b>380.3</b>	<b>318.1</b>	<b>19.9%</b>	<b>0.3%</b>	<b>1,111.6</b>	<b>912.8</b>	<b>21.8%</b>
Total Expenditure	280.8	289.0	245.1	14.6%	-2.9%	835.7	718.1	16.4%
<b>EBITDA</b>	<b>100.5</b>	<b>91.3</b>	<b>73.0</b>	<b>37.6%</b>	<b>10.1%</b>	<b>275.9</b>	<b>194.7</b>	<b>41.7%</b>
<b>EBITDA Margin (%)</b>	<b>26.4%</b>	<b>24.0%</b>	<b>23.0%</b>	<b>+341 bps</b>	<b>+236 bps</b>	<b>24.8%</b>	<b>21.3%</b>	<b>+350 bps</b>
Depreciation	2.6	3.1	2.3	9.1%	-17.0%	8.7	6.9	25.6%
<b>Profit Before Interest &amp; Tax</b>	<b>97.9</b>	<b>88.2</b>	<b>70.7</b>	<b>38.6%</b>	<b>11.1%</b>	<b>267.3</b>	<b>187.8</b>	<b>42.3%</b>
Interest	0.1	-	-	-	-	0.1	0.0	381.8%
<b>Profit Before Tax</b>	<b>97.9</b>	<b>88.2</b>	<b>70.7</b>	<b>38.5%</b>	<b>11.0%</b>	<b>267.2</b>	<b>187.7</b>	<b>42.3%</b>
Minority Share Adjusted	0.0	- 0.1	- 0.1	-109.4%	-110.1%	- 0.1	- 0.3	-65.9%
Tax	- 25.9	- 21.3	- 17.2	50.4%	21.5%	- 66.6	- 45.8	45.5%
<b>Net Profit (excl. extra ord.)</b>	<b>72.0</b>	<b>66.8</b>	<b>53.4</b>	<b>34.9%</b>	<b>7.8%</b>	<b>200.5</b>	<b>141.7</b>	<b>41.5%</b>
<b>Net Profit Margin (%) (excl. extra ord.)</b>	<b>18.9%</b>	<b>17.6%</b>	<b>16.8%</b>	<b>+211 bps</b>	<b>+132 bps</b>	<b>18.0%</b>	<b>15.5%</b>	<b>+251 bps</b>
Extraordinary Items	-	-	-	-	-	-	-	-
<b>Net Profit (incl. extra ord.)</b>	<b>72.0</b>	<b>66.8</b>	<b>53.4</b>	<b>34.9%</b>	<b>7.8%</b>	<b>200.5</b>	<b>141.7</b>	<b>41.5%</b>
<b>EPS (Rs) (excl. extra ord.)</b>	<b>3.57</b>	<b>3.31</b>	<b>2.64</b>	<b>34.9%</b>	<b>7.8%</b>	<b>9.93</b>	<b>7.02</b>	<b>41.5%</b>
<b>EPS (Rs) (incl. extra ord.)</b>	<b>3.57</b>	<b>3.31</b>	<b>2.64</b>	<b>34.9%</b>	<b>7.8%</b>	<b>9.93</b>	<b>7.02</b>	<b>41.5%</b>

# ANNUAL INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	FY20	FY21	FY22	FY23	FY24
Total Revenue	537.1	612.2	700.5	876.8	1,163.3
Other Income	15.8	20.6	22.9	38.1	73.2
<b>Total Income from Operations</b>	<b>552.9</b>	<b>632.8</b>	<b>723.4</b>	<b>915.0</b>	<b>1,236.5</b>
Total Expenditure	522.9	508.8	592.5	755.4	964.5
<b>EBITDA</b>	<b>30.0</b>	<b>124.0</b>	<b>130.9</b>	<b>159.6</b>	<b>272.1</b>
<b>EBITDA Margin (%)</b>	<b>5.4%</b>	<b>19.6%</b>	<b>18.1%</b>	<b>17.4%</b>	<b>22.0%</b>
Depreciation	4.2	4.6	6.4	6.8	10.0
<b>Profit Before Interest &amp; Tax</b>	<b>25.8</b>	<b>119.4</b>	<b>124.6</b>	<b>152.8</b>	<b>262.1</b>
Interest	0.3	0.1	0.1	0.1	-
<b>Profit Before Tax</b>	<b>25.5</b>	<b>119.3</b>	<b>124.5</b>	<b>152.7</b>	<b>262.1</b>
Minority Share Adjusted	5.4	(10.6)	3.7	(0.1)	0.5
Tax	(7.7)	(22.0)	(32.3)	(36.9)	(64.7)
<b>Net Profit (excl. extra ord)</b>	<b>23.3</b>	<b>86.6</b>	<b>95.9</b>	<b>115.9</b>	<b>196.9</b>
<b>Net Profit Margin (%) (excl. extra ord)</b>	<b>4.2%</b>	<b>13.7%</b>	<b>13.3%</b>	<b>12.7%</b>	<b>15.9%</b>
Extraordinary Items	-	-	6.8	4.9	-
<b>Net Profit (incl. extra ord)</b>	<b>23.3</b>	<b>86.6</b>	<b>102.7</b>	<b>120.8</b>	<b>196.9</b>
<b>EPS (Rs) (excl. extra ord)</b>	<b>13.62</b>	<b>5.86</b>	<b>6.48</b>	<b>6.95</b>	<b>9.75</b>
<b>EPS (Rs) (incl. extra ord)</b>	<b>13.62</b>	<b>5.86</b>	<b>6.94</b>	<b>7.24</b>	<b>9.75</b>

# BALANCE SHEET

(Consolidated)

Particulars (INR Mn)	FY23	FY24	H1 FY'25
<b>Equity and Liabilities</b>			
<b>Shareholders' Fund</b>			
Share Capital	201.9	201.9	201.9
Reserves & Surplus	803.9	987.2	1,098.7
Minority Interest	1.4	1.9	1.7
<b>Total Equity</b>	<b>1,007.2</b>	<b>1,191.0</b>	<b>1,302.3</b>
<b>Non-Current Liabilities</b>			
Long Term Provisions	25.9	30.4	31.3
<b>Total Non-Current Liabilities</b>	<b>25.9</b>	<b>30.4</b>	<b>31.3</b>
<b>Current Liabilities</b>			
Short Term Borrowings	-	-	-
Trade Payables	47.0	65.9	80.2
Other Current Liabilities	77.0	119.8	134.9
Dividend Payable	-	-	20.2
Short Term Provisions	80.4	111.4	137.0
<b>Total Current Liabilities</b>	<b>204.4</b>	<b>297.0</b>	<b>372.3</b>
<b>Total Equity and Liabilities</b>	<b>1,237.6</b>	<b>1,518.4</b>	<b>1,705.8</b>

Particulars (INR Mn)	FY23	FY24	H1 FY'25
<b>Assets</b>			
<b>Non-Current Assets</b>			
Fixed Assets			
(a) Tangible Assets	10.8	7.9	8.5
(b) Intangible Assets	21.5	28.3	25.0
Non Current Investments	31.8	33.9	30.9
Deferred Tax Assets (Net)	2.0	1.5	1.5
Long Term Loans & Advances	1.7	1.4	-
Other Non Current Assets	48.7	36.6	48.4
<b>Total Non-Current Assets</b>	<b>116.5</b>	<b>109.6</b>	<b>114.3</b>
<b>Current Assets</b>			
Trade Receivables	116.3	146.6	91.6
Cash & Cash Equivalents	942.0	1,153.4	1,312.1
Short Term Loans & Advances	54.9	101.0	148.1
Other Current Assets	7.8	7.7	39.8
<b>Total Current Assets</b>	<b>1,121.0</b>	<b>1,408.8</b>	<b>1,591.5</b>
<b>Total Assets</b>	<b>1,237.6</b>	<b>1,518.4</b>	<b>1,705.8</b>



# BRIDGING THE GAP

Between What We Knew & What's New

USA | Canada | Singapore | Kenya | India

# THANK YOU!

## **ALLETEC**

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[www.alletec.com](http://www.alletec.com)

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