

**All e Technologies Ltd.**

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CIN: L72200DL2000PLC106331



August 05, 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 August 05, 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**

**INVESTOR PRESENTATION**

**Q1 FY'26**



# ALLETEC

**INTELLIGENT BUSINESS APPLICATIONS FOR DIGITAL TRANSFORMATION**

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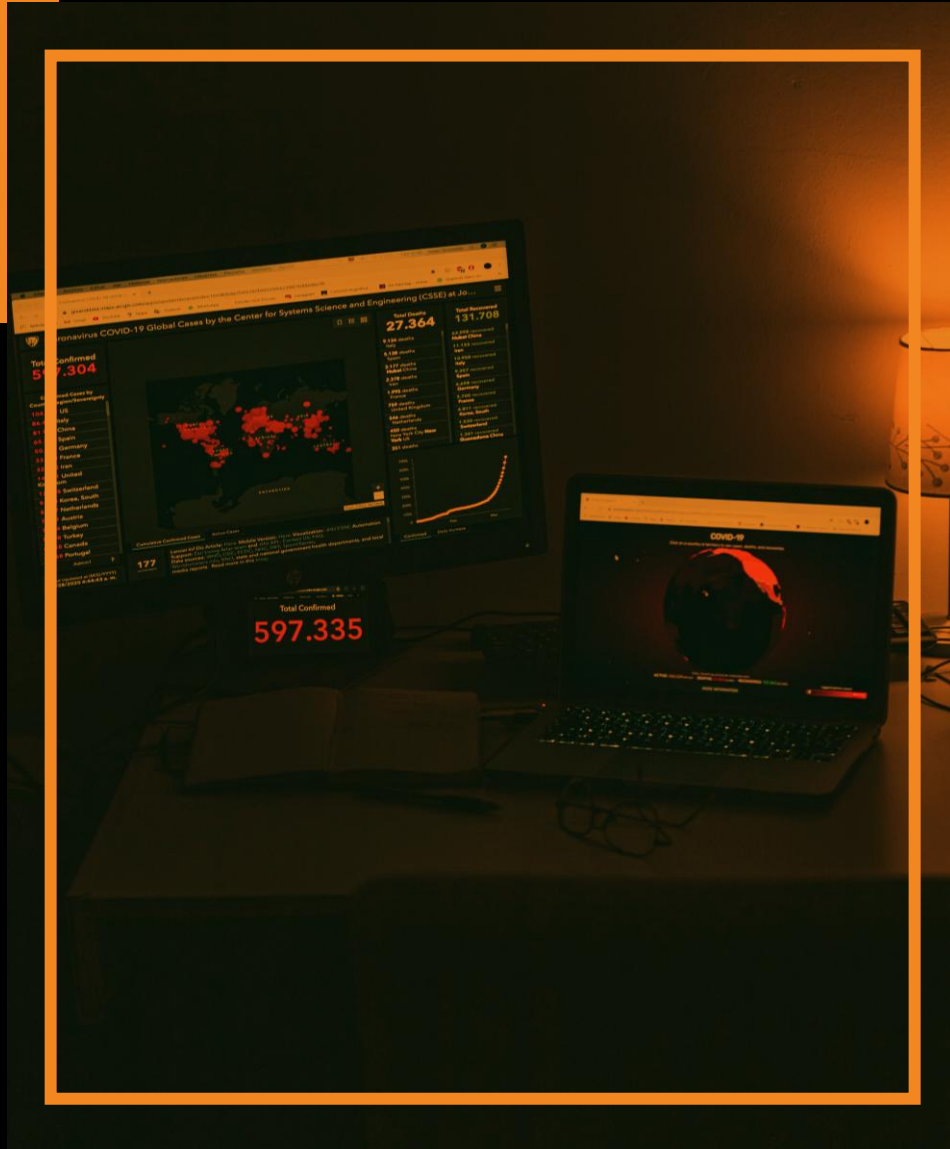
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**Annexures**

01



# THE NUMBERS

# COMPANY IN NUMBERS

(Consolidated)



|   | Q1 FY'26     | Q1 FY'25     | Q4 FY'25     |
|---|--------------|--------------|--------------|
| <b>Total Revenue*</b>                           | INR 340.7 Mn | INR 331.3 Mn | INR 349.3 Mn |
| <b>Total Income from Operations<sup>#</sup></b> | INR 363.3 Mn | INR 350.1 Mn | INR 383.1 Mn |
| <b>EBITDA<sup>\$</sup></b>                      | INR 87.9 Mn  | INR 84.2 Mn  | INR 125.5 Mn |
| <b>Reported Net Profit</b>                      | INR 63.2 Mn  | INR 61.7 Mn  | INR 101.0 Mn |
| <b>Reported Net Profit Margin</b>               | 17.4%        | 17.6%        | 26.4%        |
| <b>Total Income Growth (QoQ)</b>                | -5.2%        | 8.9%         | 0.5%         |
| <b>Total Income Growth (YoY)</b>                | 3.8%         | 22.6%        | 18.3%        |
| <b>Repeat + Recurring Revenue</b>               | 96.4%        | 90.0%        | 87.5%        |
| <b>Customers Added</b>                          | 11           | 15           | 8            |

\*Total Revenue (Exclusive of Other Income)

<sup>#</sup>Total Income from Operations (Inclusive of Other Income)

<sup>\$</sup>EBITDA (Inclusive of Other Income)

# QUARTERLY PERFORMANCE

(Consolidated)

## QUARTERLY PERFORMANCE (YoY) (Q1 FY'26 vs Q1 FY'25)

Total Income Growth

**3.8 %** ▲

EBIT Growth

**4.7 %** ▲

EBITDA Margin

**24.2 %** +16 BPS ▲

EBITDA Growth

**4.4 %** ▲

Reported Net Profit Growth

**2.3 %** ▲

Reported Net Profit Margin

**17.4 %** - 24 BPS

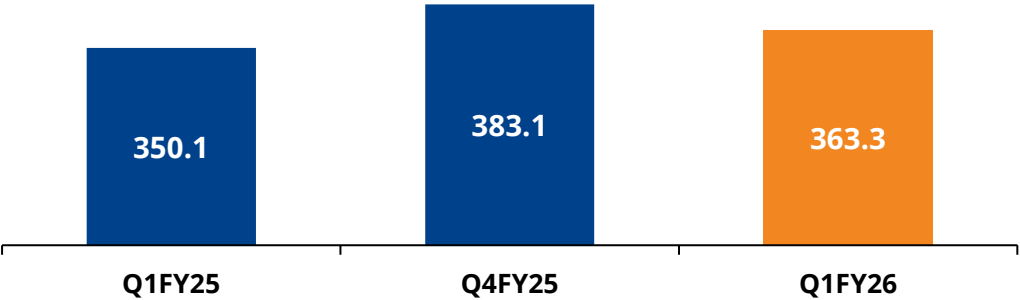
# KEY FINANCIAL CHARTS

(Consolidated)

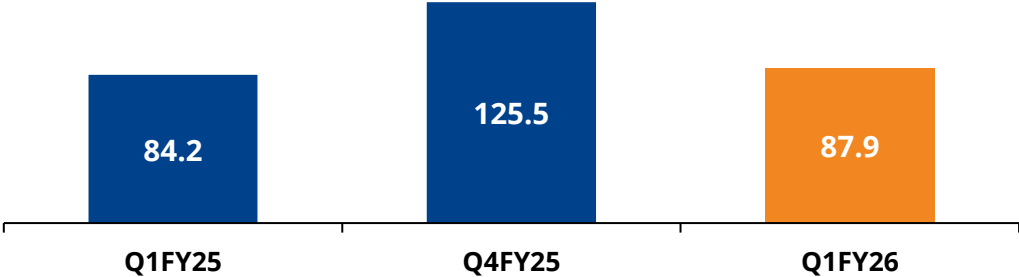


\*Includes Other Income

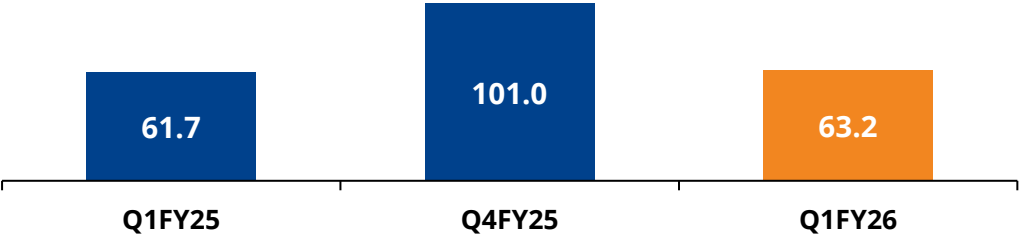
\*Total Income from Operations (INR Mn)



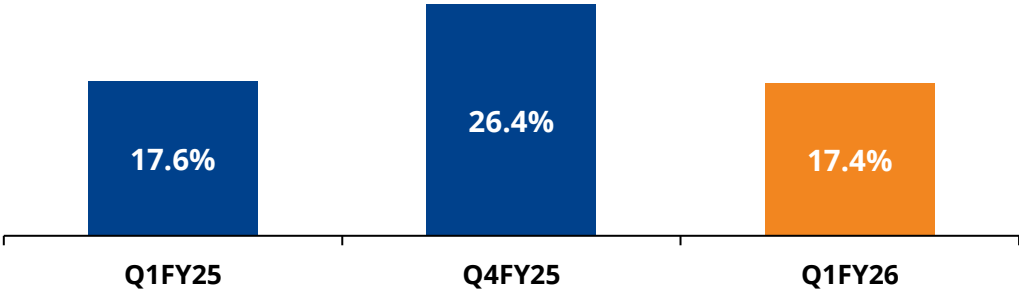
\*EBITDA (INR Mn)



Reported Profit After Tax (INR Mn)



Reported Profit After Tax Margin (%)





02



# THE STORY BEHIND

# FUNDAMENTALS STAY STRONG



01

Businesses facing 'paradigm shift' – yet again.  
This time triggered by AI.

02

Alletec helps customers navigate through the maze and modernize.

03

Microsoft stack adoption strengthening; leading competition.

04

Comprehensiveness of solution offerings gives Alletec an edge.

05

Business model of direct end-customer, project based engagements, brings strength.



# REVENUE DRIVERS ACTIVATED



**UAE**  
operationalized



**Africa strengthened**  
with new Sales Leader



**KSA: Sizable tender**  
win with a large global  
services organization



**Americas: Traction**  
continues to strengthen



**Investments underway**  
in AI Skilling and IP  
Development



**Increased Marketing**  
Investments



AI

# TRANSFORMATION



**Strengthening AI Capabilities through internal Skilling**

**Several AI Agents under PoC with customers to drive automation, enhance decision-making, and deliver measurable business outcomes**

**Modernization of Industry Solutions: Embedding AI Agents in EPC 365 | Travel 365 | EdTech 365**

**AI Adoption for internal development and testing**

# Machine Maintenance 'AI Agent' Advisor

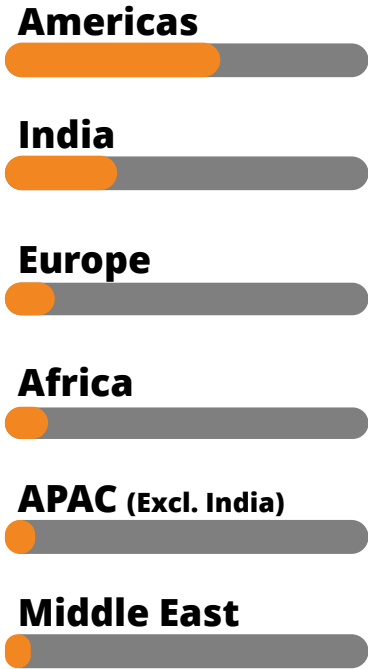


[Click to view Video](#)

[https://drive.google.com/file/d/1tn33VpR1QFKmJ5VeRX5\\_4X3oVWSUNikQ/view](https://drive.google.com/file/d/1tn33VpR1QFKmJ5VeRX5_4X3oVWSUNikQ/view)



# GEOGRAPHIC SPREAD

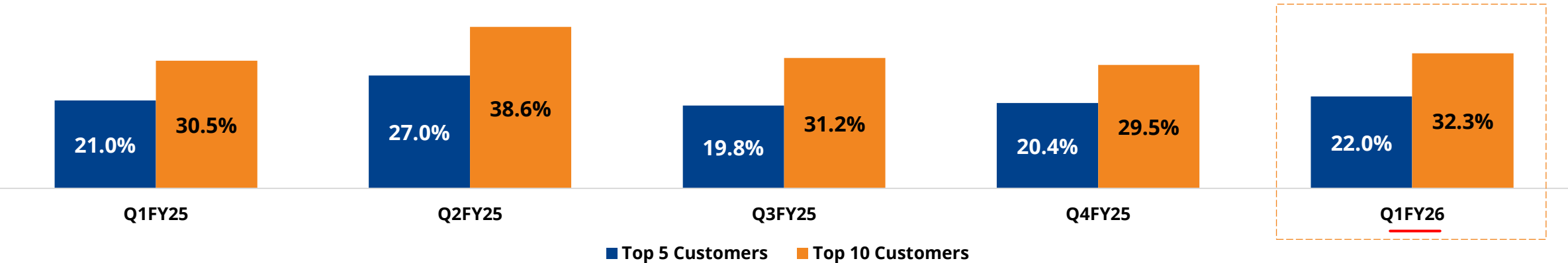


## Service Revenue Breakup (%)

| Q1 FY'26           |       |
|--------------------|-------|
| Americas           | 58.9% |
| India              | 24.4% |
| Europe             | 5.0%  |
| Africa             | 4.8%  |
| APAC (Excl. India) | 3.6%  |
| Middle East        | 3.3%  |

# CUSTOMER ENGAGEMENT

Revenue from Top Customers (%)



# INDUSTRIES SERVED



**Professional Services**  
31 %



**Financial Services**  
6 %



**Manufacturing**  
15 %



**Trade & Distribution**  
5 %



**Retail**  
13 %



**Digital Native**  
5 %



**Green Energy & EPC**  
9 %



**Education**  
4 %

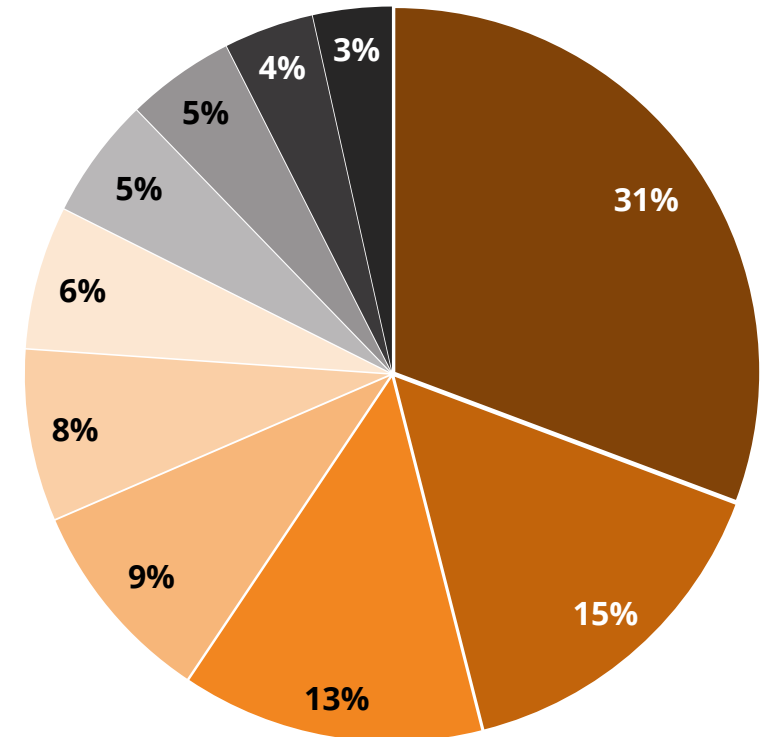


**Food & Beverage**  
8 %



**Travel**  
3 %

**Industries Served (Q1 FY'26)**





# GROWTH DRIVERS



## Comprehensive Offerings

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



## AI & Microsoft Momentum

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**



# A DIGITAL TRANSFORMATION SOLUTIONS COMPANY



**July 2000**  
Inception

**1000+**  
Projects executed

**IP Led Solutions**  
10 products

**Dec. 2022**  
Listed at NSE

**30+ Countries**  
Customers Serviced

Team  
**~ 360**

**10+**  
Industries Served

**Full Stack Solutions Provider**  
AI Business Solutions | Cloud & AI  
Platforms | Security

**Digital Transformation** through integrated & **AI powered systems** of ERP, CRM, Collaboration, and enabling businesses draw actionable insights from data

**Consulting services** for solution assessments, product selection, solution licenses, solution implementations, enhancements and support

**Microsoft ISV  
Development Center**

**Microsoft AIM  
Modernization Center**

**Cloud Solutions Provider  
& Master VAR**

# 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)                            | Q1 FY26      | Q4 FY25      | Q1 FY25      | YoY%           | QoQ%            | FY25           | FY24           | YoY%            |
|---|--------------|--------------|--------------|----------------|-----------------|----------------|----------------|-----------------|
| <b>Total Revenue</b>                            | <b>340.7</b> | <b>349.3</b> | <b>331.3</b> | <b>2.8%</b>    | <b>-2.5%</b>    | <b>1,399.7</b> | <b>1,163.3</b> | <b>20.3%</b>    |
| Other Income                                    | 22.6         | 33.7         | 18.8         | 20.1%          | -33.1%          | 95.0           | 73.2           | 29.8%           |
| <b>Total Income from Operations</b>             | <b>363.3</b> | <b>383.1</b> | <b>350.1</b> | <b>3.8%</b>    | <b>-5.2%</b>    | <b>1,494.7</b> | <b>1,236.5</b> | <b>20.9%</b>    |
| Total Expenditure                               | 275.3        | 257.5        | 265.9        | 3.5%           | 6.9%            | 1,093.2        | 964.5          | 13.3%           |
| <b>EBITDA</b>                                   | <b>87.9</b>  | <b>125.5</b> | <b>84.2</b>  | <b>4.4%</b>    | <b>-30.0%</b>   | <b>401.5</b>   | <b>272.1</b>   | <b>47.6%</b>    |
| <b>EBITDA Margin (%)</b>                        | <b>24.2%</b> | <b>32.8%</b> | <b>24.1%</b> | <b>+16 bps</b> | <b>-857 bps</b> | <b>26.9%</b>   | <b>22.0%</b>   | <b>+486 bps</b> |
| Depreciation                                    | 3.0          | 2.8          | 3.1          | -3.3%          | 7.2%            | 11.4           | 10.0           | 14.6%           |
| <b>Profit Before Interest &amp; Tax</b>         | <b>85.0</b>  | <b>122.8</b> | <b>81.1</b>  | <b>4.7%</b>    | <b>-30.8%</b>   | <b>390.0</b>   | <b>262.1</b>   | <b>48.8%</b>    |
| Interest  | 0.1          | 0.1          | -            | -              | 17.5%           | 0.2            | -              | -               |
| <b>Profit Before Tax</b>                        | <b>84.8</b>  | <b>122.7</b> | <b>81.1</b>  | <b>4.5%</b>    | <b>-30.8%</b>   | <b>389.9</b>   | <b>262.1</b>   | <b>48.8%</b>    |
| Minority Share Adjusted                         | -0.0         | - 0.0        | -0.0         | 133.3%         | -58.8%          | - 0.1          | - 0.5          | -78.6%          |
| Tax   | -21.6        | - 30.1       | -19.4        | 11.5%          | -28.0%          | - 96.7         | - 64.7         | 49.3%           |
| <b>Net Profit (excl. extra ord.)</b>            | <b>63.2</b>  | <b>92.6</b>  | <b>61.7</b>  | <b>2.3%</b>    | <b>-31.8%</b>   | <b>293.1</b>   | <b>196.9</b>   | <b>48.9%</b>    |
| <b>Net Profit Margin (%) (excl. extra ord.)</b> | <b>17.4%</b> | <b>24.2%</b> | <b>17.6%</b> | <b>-24 bps</b> | <b>-677 bps</b> | <b>19.6%</b>   | <b>15.9%</b>   | <b>+369 bps</b> |
| Extraordinary Items                             | -            | 8.4          | -            | -              | -               | 8.4            | -              | -               |
| <b>Net Profit (incl. extra ord.)</b>            | <b>63.2</b>  | <b>101.0</b> | <b>61.7</b>  | <b>2.3%</b>    | <b>-37.5%</b>   | <b>301.5</b>   | <b>196.9</b>   | <b>53.2%</b>    |
| <b>EPS (Rs) (excl. extra ord.)</b>              | <b>3.13</b>  | <b>4.58</b>  | <b>3.06</b>  | <b>2.3%</b>    | <b>-31.8%</b>   | <b>14.51</b>   | <b>9.75</b>    | <b>48.9%</b>    |
| <b>EPS (Rs) (incl. extra ord.)</b>              | <b>3.13</b>  | <b>5.00</b>  | <b>3.06</b>  | <b>2.3%</b>    | <b>-37.5%</b>   | <b>14.93</b>   | <b>9.75</b>    | <b>53.2%</b>    |



# ANNUAL INCOME STATEMENT

(Consolidated)

| Particulars (INR Mn)                            | FY20         | FY21         | FY22         | FY23         | FY24           | FY25           |
|---|--------------|--------------|--------------|--------------|----------------|----------------|
| <b>Total Revenue</b>                            | <b>537.1</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                                    | 15.8         | 20.6         | 22.9         | 38.1         | 73.2           | 95.0           |
| <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> | <b>1,494.7</b> |
| Total Expenditure                               | 522.9        | 508.8        | 592.5        | 755.4        | 964.5          | 1,093.2        |
| <b>EBITDA</b>                                   | <b>30.0</b>  | <b>124.0</b> | <b>130.9</b> | <b>159.6</b> | <b>272.1</b>   | <b>401.5</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>   | <b>26.86%</b>  |
| Depreciation                                    | 4.2          | 4.6          | 6.4          | 6.8          | 10.0           | 11.4           |
| <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>   | <b>390.0</b>   |
| Interest  | 0.3          | 0.1          | 0.1          | 0.1          | -              | 0.2            |
| <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>   | <b>389.9</b>   |
| Minority Share Adjusted                         | 5.4          | (10.6)       | 3.7          | (0.1)        | 0.5            | - 0.1          |
| Tax   | (7.7)        | (22.0)       | (32.3)       | (36.9)       | (64.7)         | - 96.7         |
| <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>293.1</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>   | <b>19.61%</b>  |
| Extraordinary Items                             | -            | -            | 6.8          | 4.9          | -              | 8.4            |
| <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>301.5</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>14.51</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>    | <b>14.93</b>   |



# BALANCE SHEET

(Consolidated)

| Particulars (INR Mn)                 | FY23           | FY24           | 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          | 1,241.2        |
| Minority Interest                    | 1.4            | 1.9            | 1.7            |
| <b>Total Equity</b>                  | <b>1,007.2</b> | <b>1,191.0</b> | <b>1,444.9</b> |
| <b>Non-Current Liabilities</b>       |                |                |                |
| Long Term Borrowings                 | -              | -              | 5.1            |
| Long Term Provisions                 | 25.9           | 30.4           | 36.1           |
| <b>Total Non-Current Liabilities</b> | <b>25.9</b>    | <b>30.4</b>    | <b>41.2</b>    |
| <b>Current Liabilities</b>           |                |                |                |
| Short Term Borrowings                | -              | -              | 0.7            |
| Trade Payables                       | 47.0           | 65.9           | 49.6           |
| Other Current Liabilities            | 77.0           | 119.8          | 126.3          |
| Short Term Provisions                | 80.4           | 111.4          | 143.0          |
| <b>Total Current Liabilities</b>     | <b>204.4</b>   | <b>297.0</b>   | <b>319.5</b>   |
| <b>Total Equity and Liabilities</b>  | <b>1,237.6</b> | <b>1,518.4</b> | <b>1,805.6</b> |

| Particulars (INR Mn)            | FY23           | FY24           | FY'25          |
|---------------------------------|----------------|----------------|----------------|
| <b>Assets</b>                   |                |                |                |
| <b>Non-Current Assets</b>       |                |                |                |
| Fixed Assets                    |                |                |                |
| (a) Tangible Assets             | 10.8           | 7.9            | 13.2           |
| (b) Intangible Assets           | 21.5           | 28.3           | 34.4           |
| (c) Capital work in Progress    | -              | -              | 4.2            |
| Non Current Investments         | 31.8           | 33.9           | 27.5           |
| Deferred Tax Assets (Net)       | 2.0            | 1.5            | 2.6            |
| Long Term Loans & Advances      | 1.7            | 1.4            | 2.0            |
| Other Non Current Assets        | 48.7           | 36.6           | 18.3           |
| <b>Total Non-Current Assets</b> | <b>116.5</b>   | <b>109.6</b>   | <b>102.2</b>   |
| <b>Current Assets</b>           |                |                |                |
| Trade Receivables               | 116.3          | 146.6          | 174.0          |
| Cash & Cash Equivalents         | 942.0          | 1,153.4        | 1,405.6        |
| Short Term Loans & Advances     | 54.9           | 101.0          | 120.3          |
| Other Current Assets            | 7.8            | 7.7            | 3.5            |
| <b>Total Current Assets</b>     | <b>1,121.0</b> | <b>1,408.8</b> | <b>1,703.3</b> |
| <b>Total Assets</b>             | <b>1,237.6</b> | <b>1,518.4</b> | <b>1,805.6</b> |

# CORPORATE SOCIAL RESPONSIBILITY (CSR)

## 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!

## **ALLETEC**

All E Technologies Ltd

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

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