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: L72200DL2000PLC106331

May 22, 2025

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-l 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 May 22, 2025.

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

Kindly take the information on your record.

Thanking you

Yours truly

For **All e Technologies Limited**

KANAK GUPTA
Digitally signed by KANAK GUPTA
Date: 2025.05.22 13:46:17 +05'30'

Kanak Gupta
Company Secretary and Compliance Officer
Membership No.: A74117

INVESTOR PRESENTATION

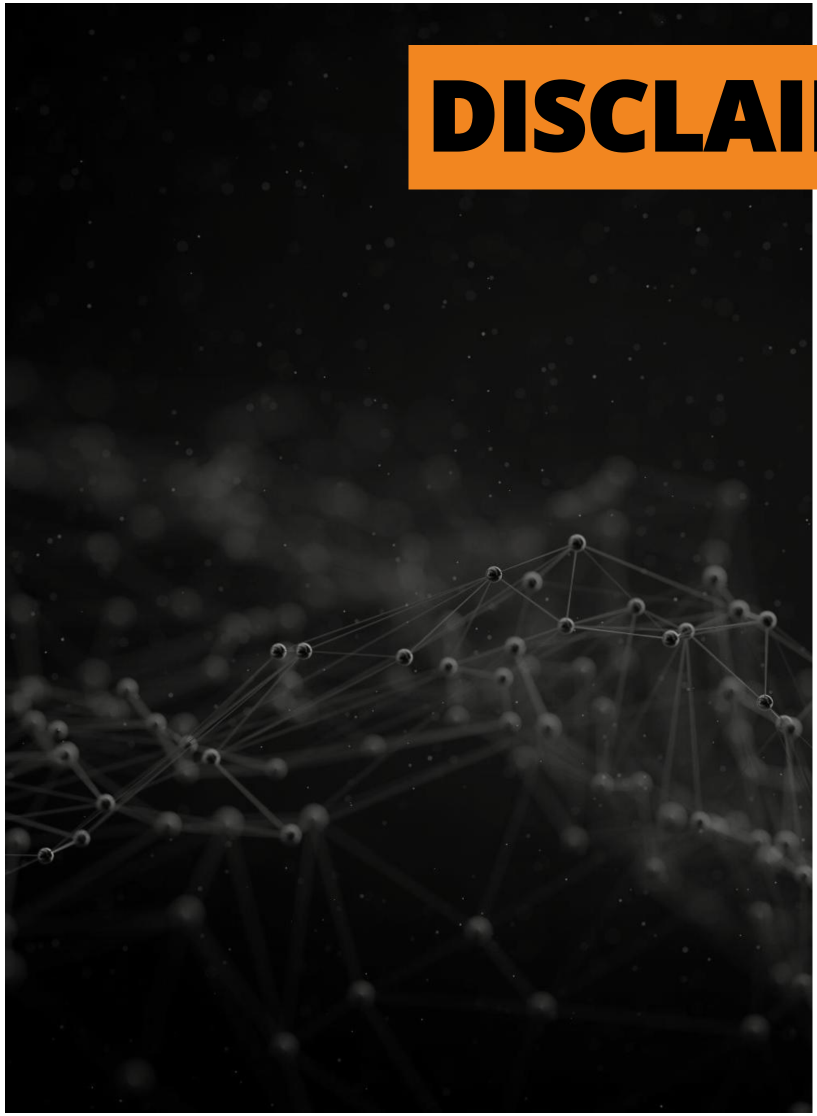
Q4 & FY'25

alletechnologies

DIGITAL TRANSFORMATION SOLUTIONS

ALLETEC

INTELLIGENT BUSINESS APPLICATIONS FOR DIGITAL TRANSFORMATION

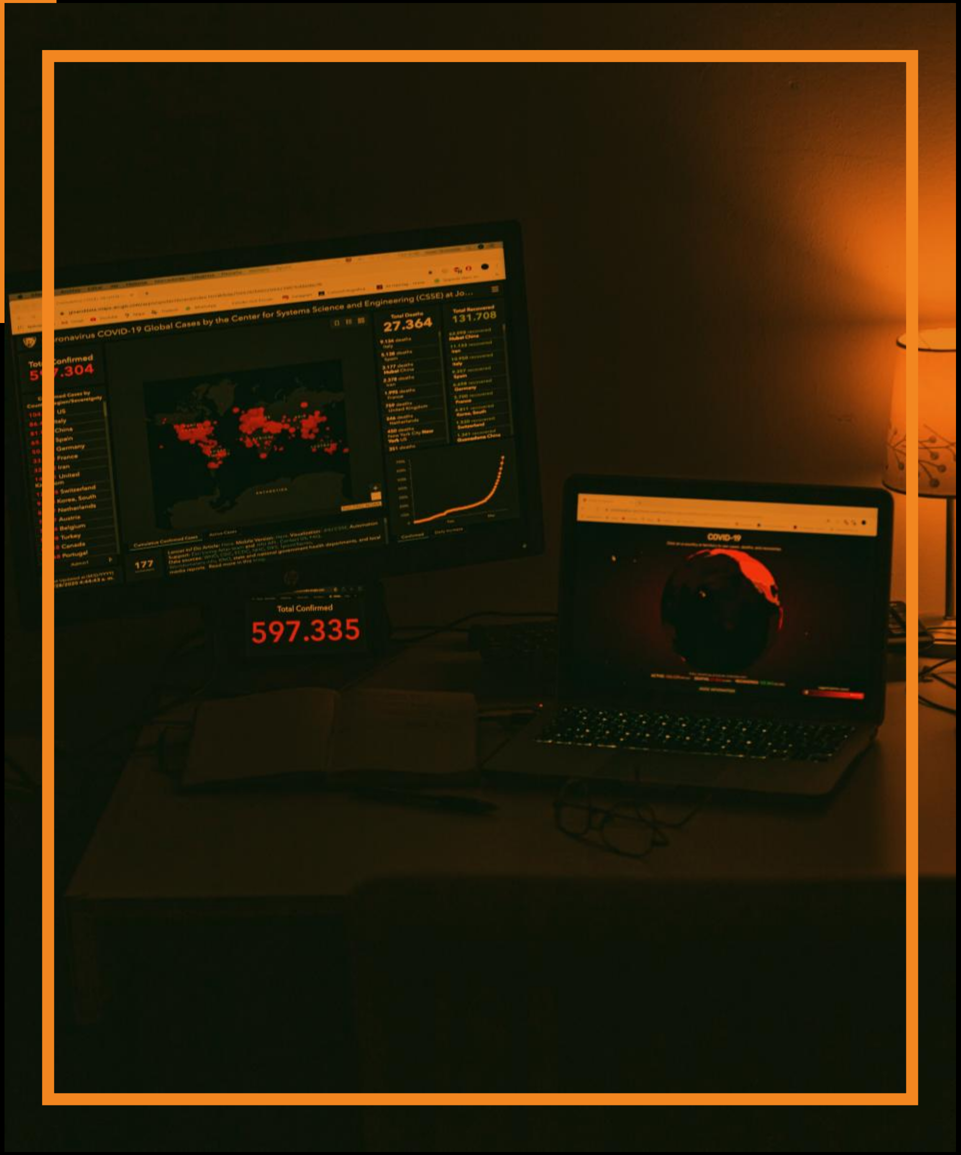


DISCLAIMER

This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of All E Technologies Ltd (“ALLETEC”, "Company“), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

CONTENTS

01



THE NUMBERS

COMPANY IN NUMBERS

(Consolidated)

	Q4 FY'25
Total Revenue*	INR 349.3 Mn
Total Income from Operations#	INR 383.1 Mn
EBITDA$	INR 125.5 Mn
Reported Net Profit	INR 101.0 Mn
Reported Net Profit Margin	26.4%
Total Income Growth (QoQ)	0.5%
Total Income Growth (YoY)	18.3%
Repeat + Recurring Revenue	87.5%
Customers Added	8

	FY'25
Total Revenue*	INR 1,399.7 Mn
Total Income from Operations#	INR 1,494.7 Mn
EBITDA$	INR 401.5 Mn
Reported Net Profit	INR 301.5 Mn
Reported Net Profit Margin	20.2%
Total Income Growth (YoY)	20.9%
Repeat + Recurring Revenue	92.3%
Customers Added	46
Team Size	~360

*Total Revenue (Exclusive of Other Income)
#Total Income from Operations (Inclusive of Other Income)
$EBITDA (Inclusive of Other Income)

QUARTERLY PERFORMANCE

(Consolidated)

QUARTERLY PERFORMANCE (YoY) (Q4 FY'25 vs Q4 FY'24)

Total Income Growth

18.3% ▲

EBIT Growth

65.2 % ▲

EBITDA Margin

32.8 % +886 BPS ▲

EBITDA Growth

62.2 % ▲

Reported Net Profit Growth

83.2 % ▲

Reported Net Profit Margin

26.4 % + 934 BPS ▲

QUARTERLY PERFORMANCE (QoQ) (Q4 FY'25 vs Q3 FY'25)

Total Income Growth

0.5 % ▲

EBIT Growth

25.4 % ▲

EBITDA Margin

32.8 % + 641 BPS ▲

EBITDA Growth

24.9 % ▲

Reported Net Profit Growth

40.3 % ▲

Reported Net Profit Margin

26.4 % + 748 BPS ▲

ANNUAL PERFORMANCE

(Consolidated)

FULL YEAR PERFORMANCE (YoY) (FY'25 vs FY'24)

Total Income Growth

20.9% ▲

EBIT Growth

48.8 % ▲

EBITDA Margin

26.9 % +486 BPS ▲

EBITDA Growth

47.6 % ▲

Reported Net Profit Growth

53.2 % ▲

Reported Net Profit Margin

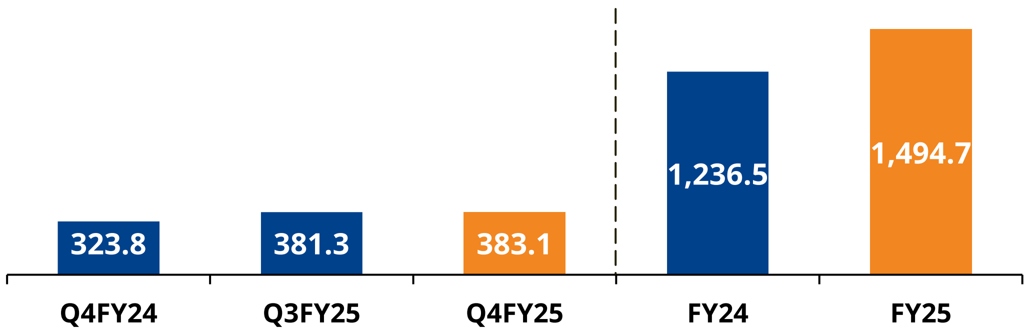
20.2 % + 425 BPS ▲

KEY FINANCIAL CHARTS

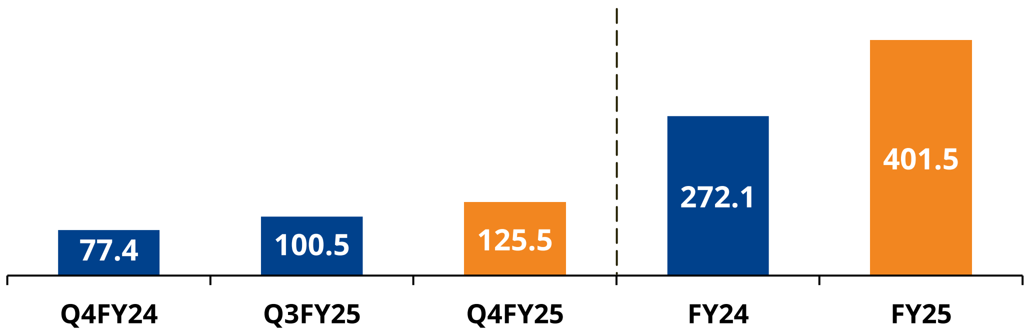
(Consolidated)

*Includes Other Income

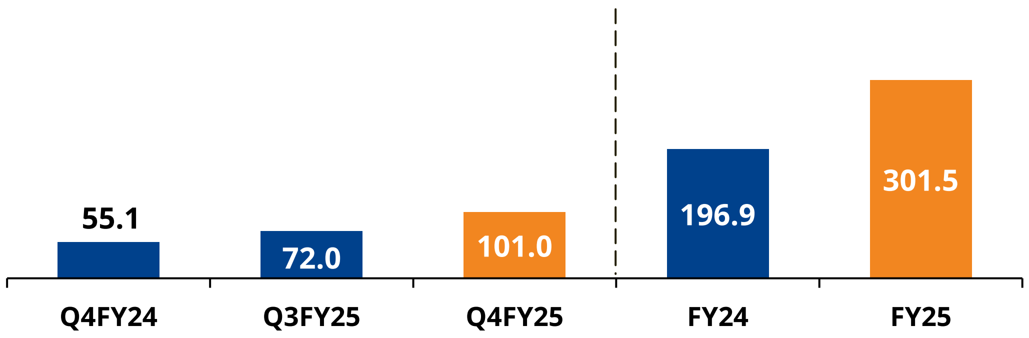
*Total Income from Operations (INR Mn)



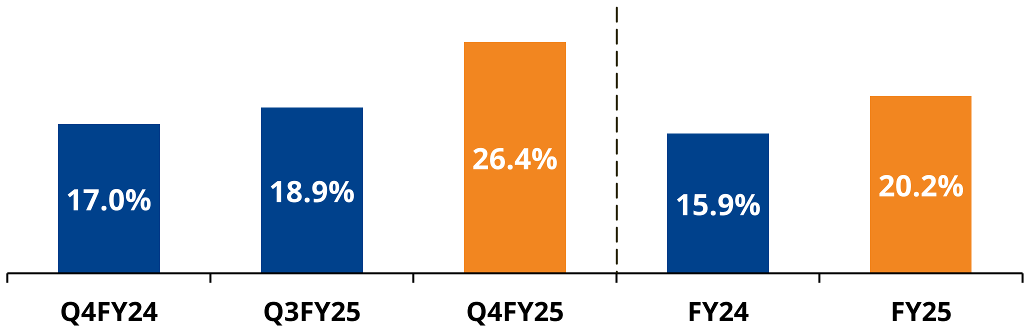
*EBITDA (INR Mn)



Reported Profit After Tax (INR Mn)



Reported Profit After Tax Margin (%)



02

THE STORY BEHIND

BUSINESS MODEL REVALIDATION

- Solutions that are mission critical for businesses
- > 95% contracts directly with end customers
- IP led Sales
- Consulting led engagements
- Project based delivery model
- Microsoft Alignment ++
- Geographical Spread
- Very high customer stickiness; high repeat & recurring revenue
- Deep domain knowledge

alletechnologies
DIGITAL TRANSFORMATION SOLUTIONS

GROWTH STRATEGIES

01 Higher wallet share from Customers

02 Geographic Expansion >> Core offerings to new Customers

03 New Offerings

CYBERSECURITY SOLUTIONS – NEW OFFERING

Protection with Enterprise-Grade Security Solutions

- Business Data
- Applications
- Infrastructure

Practice Offerings:

- Risk Assessment & Strategy
- Identity & Access Management (Zero Trust)
- Endpoint & Network Protection
- Cloud & Infrastructure Security
- Managed Detection & Response
- Data Protection & Compliance
- Security Awareness & Training

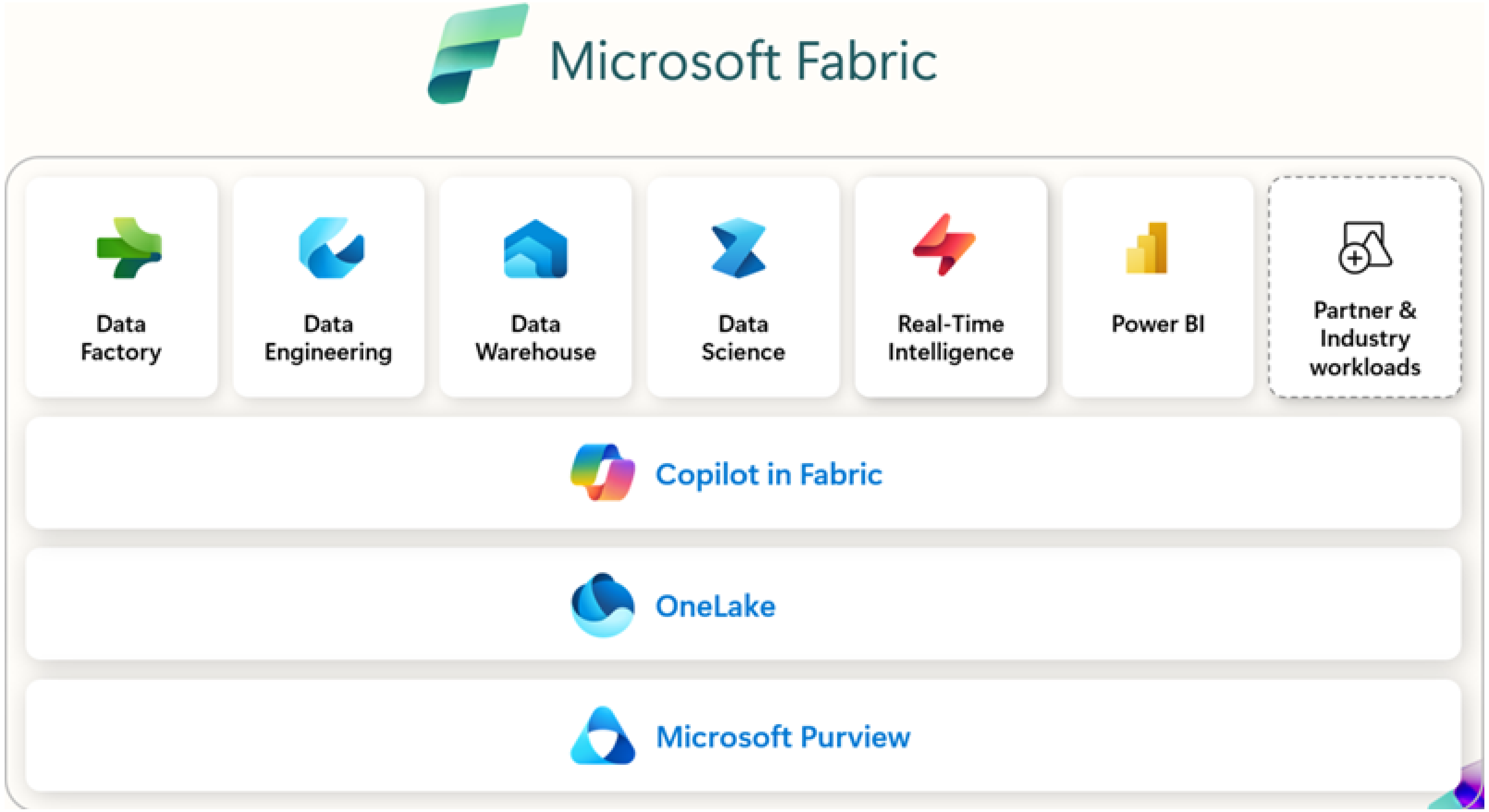
ENTERPRISE APPLICATIONS REMAIN THE ANCHOR

Enterprise Resource Planning (ERP)

Customer Engagement (CRM)

Retail & Digital Commerce

DATA ENGINEERING GATHERING MOMENTUM



KEY TENDER WINS

01

A Canadian Regulatory body: ~ $ 3 mil over 3 years

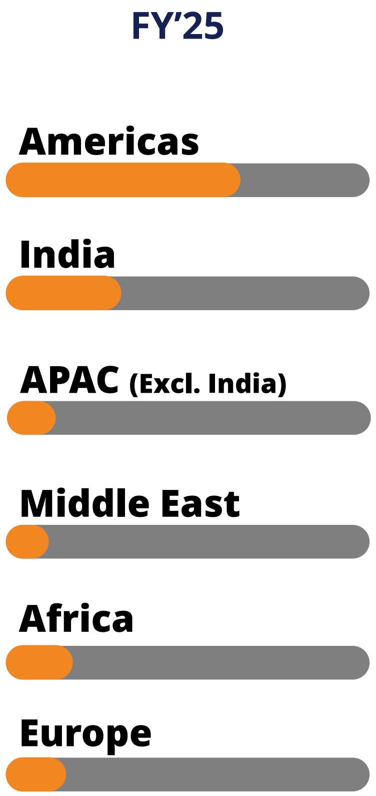
02

'Contact Center' solution for an Insurance Company in Canada

03

Shortlisted in 2 other RFPs – Africa and Americas

GEOGRAPHIC SPREAD

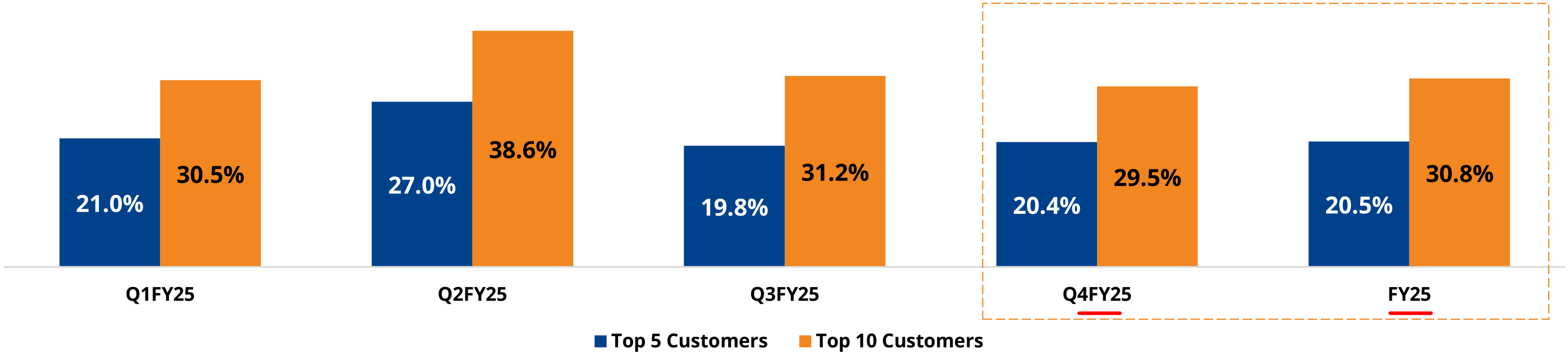


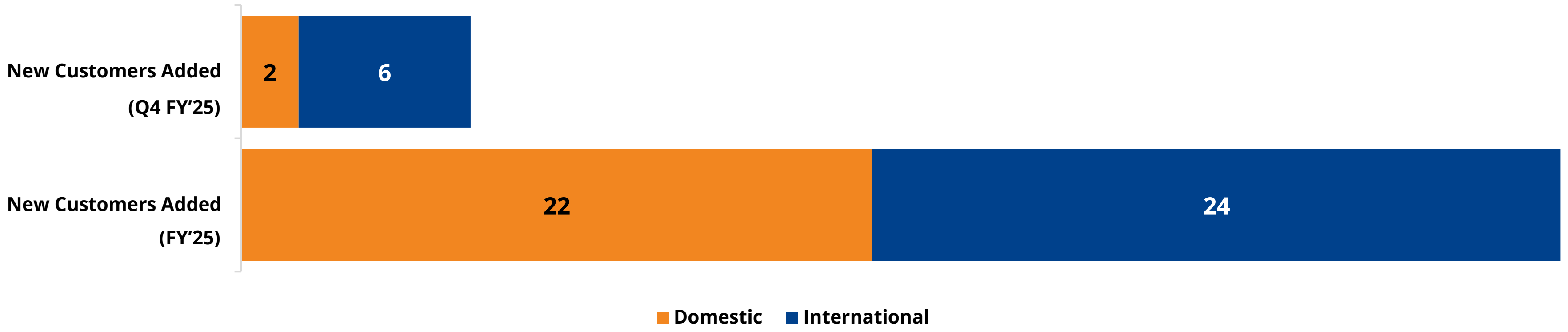
Service Revenue Breakup (%)

	Q4 FY'25	FY'25
Americas	61.3%	61.6%
India	23.9%	24.2%
APAC (Excl. India)	3.6%	3.2%
Middle East	3.4%	2.4%
Africa	3.2%	4.9%
Europe	4.5%	3.7%

CUSTOMER ENGAGEMENT

Revenue from Top Customers (%)





TOP CUSTOMERS

INDUSTRIES SERVED

Professional Services
30 %

Manufacturing
14 %

Trade & Distribution
11 %

Food & Beverages
10 %

Green Energy & EPC
9 %

Education
4 %

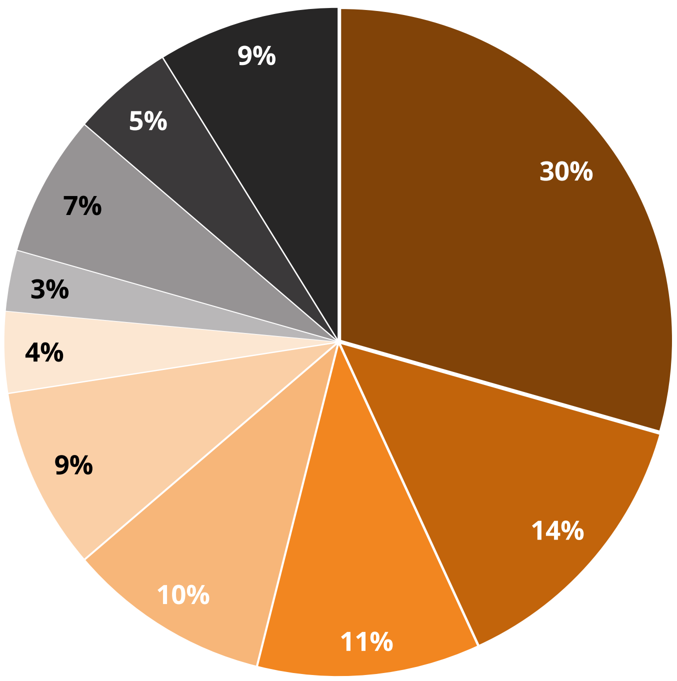
Travel
3 %

Digital Native
7 %

Financial Services
5 %

Retail
9 %

Industries Served (FY’25)



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.

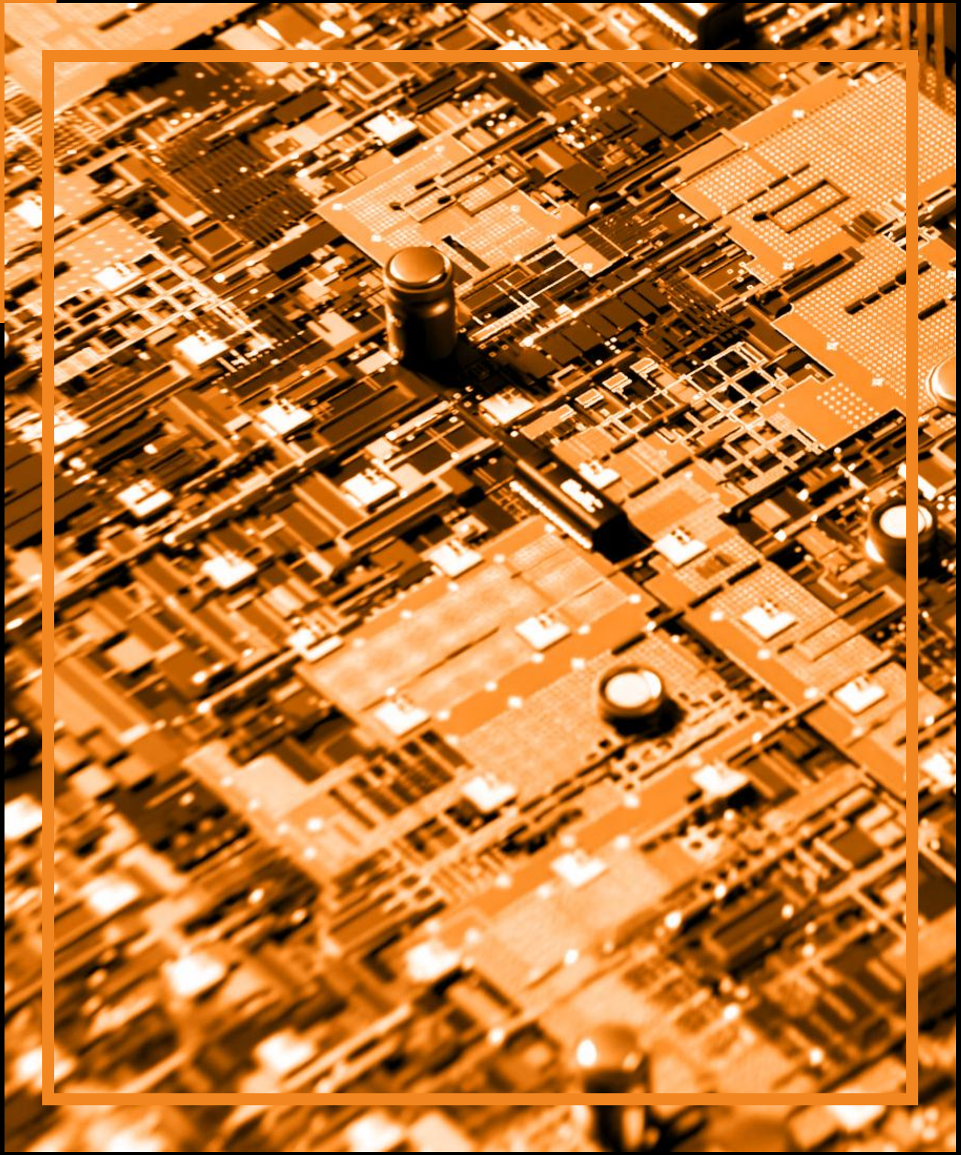
IP Led Solutions

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

25

Years on Microsoft Business Applications

Great Place To Work. Certified FEB 2023 – FEB 2024 INDIA

~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

alletechnologies
DIGITAL TRANSFORMATION SOLUTIONS

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

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.

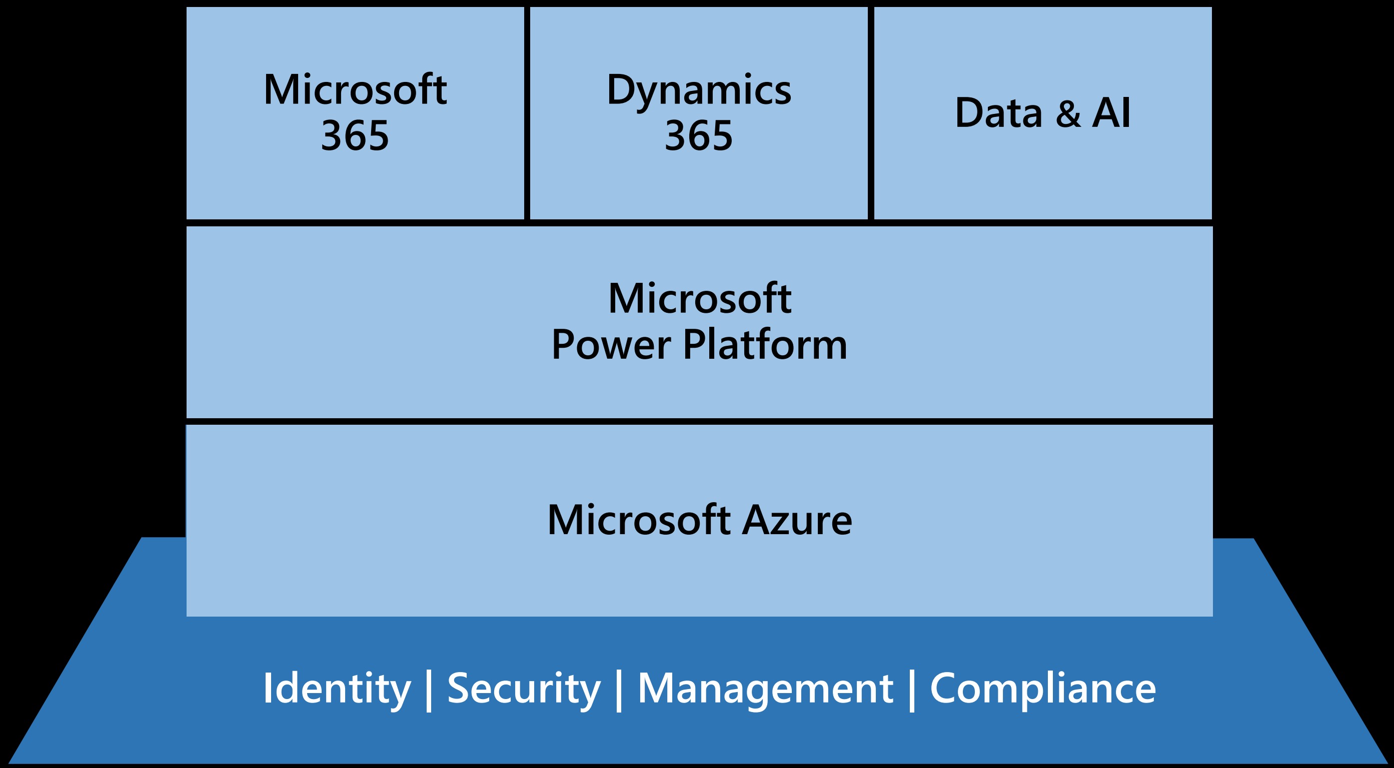
DATA & AI

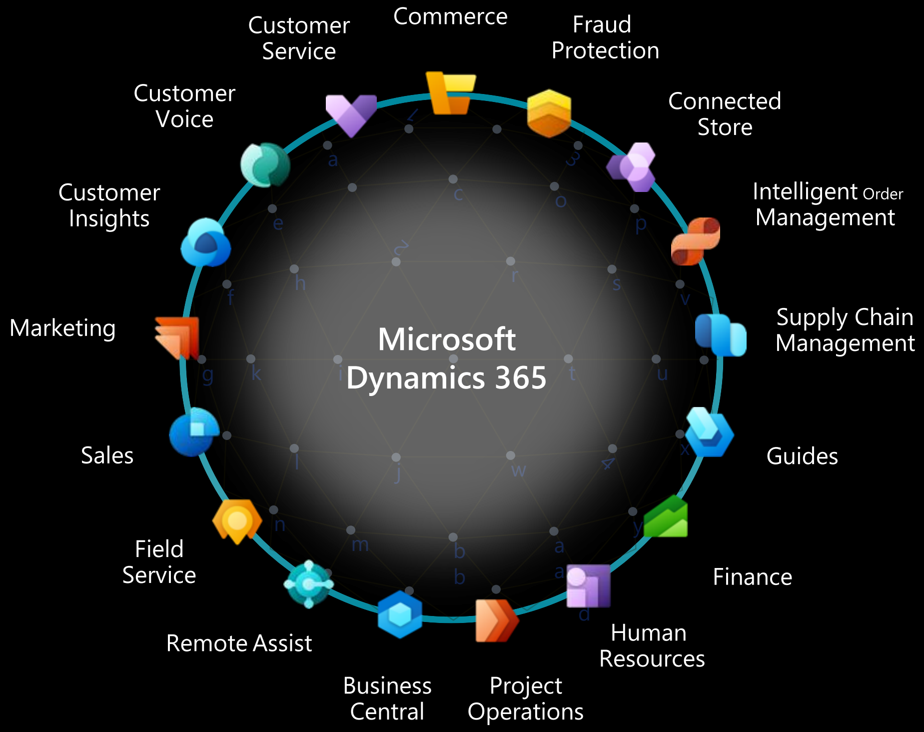
Harness the power of data and analytics to gain valuable insights, make data-driven decisions, and enable business growth with data management, advanced analytics, predictive modelling, and AI-driven insights.

CHANGE MANAGEMENT

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

LEVERAGING FULL MICROSOFT STACK





alletechnologies
DIGITAL TRANSFORMATION SOLUTIONS

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)	Q4 FY25	Q3 FY25	Q4 FY24	YoY%	QoQ%	FY25	FY24	YoY%
Total Revenue	349.3	359.9	304.1	14.9%	-2.9%	1,399.7	1,163.3	20.3%
Other Income	33.7	21.4	19.6	72.1%	58.0%	95.0	73.2	29.8%
Total Income from Operations	**383.1**	**381.3**	**323.8**	**18.3%**	**0.5%**	**1,494.7**	**1,236.5**	**20.9%**
Total Expenditure	257.5	280.8	246.3	4.5%	-8.3%	1,093.2	964.5	13.3%
EBITDA	**125.5**	**100.5**	**77.4**	**62.2%**	**24.9%**	**401.5**	**272.1**	**47.6%**
EBITDA Margin (%)	**32.77%**	**26.36%**	**23.91%**	**+886 bps**	**+641 bps**	**26.86%**	**22.00%**	**+486 bps**
Depreciation	2.8	2.6	3.1	-10.2%	8.1%	11.4	10.0	14.6%
Profit Before Interest & Tax	**122.8**	**97.9**	**74.3**	**65.2%**	**25.4%**	**390.0**	**262.1**	**48.8%**
Interest	0.1	0.1	-	-	137.7%	0.2	-	-
Profit Before Tax	**122.7**	**97.9**	**74.3**	**65.0%**	**25.3%**	**389.9**	**262.1**	**48.8%**
Minority Share Adjusted	- 0.0	- 0.0	- 0.2	-92.6%	112.5%	- 0.1	- 0.5	-78.6%
Tax	- 30.1	- 25.9	- 19.0	58.5%	16.2%	- 96.7	- 64.7	49.3%
Net Profit (excl. extra ord.)	**92.6**	**72.0**	**55.1**	**67.9%**	**28.6%**	**293.1**	**196.9**	**48.9%**
Net Profit Margin (%) (excl. extra ord.)	**24.16%**	**18.89%**	**17.03%**	**+713 bps**	**+528 bps**	**19.61%**	**15.92%**	**+369 bps**
Extraordinary Items	8.4	-	-	-	-	8.4	-	-
Net Profit (incl. extra ord.)	**101.0**	**72.0**	**55.1**	**83.2%**	**40.3%**	**301.5**	**196.9**	**53.2%**
EPS (Rs) (excl. extra ord.)	**4.58**	**3.57**	**2.73**	**67.9%**	**28.6%**	**14.51**	**9.75**	**48.9%**
EPS (Rs) (incl. extra ord.)	**5.00**	**3.57**	**2.73**	**83.2%**	**40.3%**	**14.93**	**9.75**	**53.2%**

ANNUAL INCOME STATEMENT

(Consolidated)

Particulars (INR Mn)	FY20	FY21	FY22	FY23	FY24	FY25
Total Revenue	537.1	612.2	700.5	876.8	1,163.3	1,399.7
Other Income	15.8	20.6	22.9	38.1	73.2	95.0
Total Income from Operations	552.9	632.8	723.4	915.0	1,236.5	**1,494.7**
Total Expenditure	522.9	508.8	592.5	755.4	964.5	1,093.2
EBITDA	**30.0**	**124.0**	**130.9**	**159.6**	**272.1**	**401.5**
EBITDA Margin (%)	**5.4%**	**19.6%**	**18.1%**	**17.4%**	**22.0%**	**26.86%**
Depreciation	4.2	4.6	6.4	6.8	10.0	11.4
Profit Before Interest & Tax	**25.8**	**119.4**	**124.6**	**152.8**	**262.1**	**390.0**
Interest	0.3	0.1	0.1	0.1	-	0.2
Profit Before Tax	**25.5**	**119.3**	**124.5**	**152.7**	**262.1**	**389.9**
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
Net Profit (excl. extra ord.)	**23.3**	**86.6**	**95.9**	**115.9**	**196.9**	**293.1**
Net Profit Margin (%) (excl. extra ord.)	**4.2%**	**13.7%**	**13.3%**	**12.7%**	**15.9%**	**19.61%**
Extraordinary Items	-	-	6.8	4.9	-	8.4
Net Profit (incl. extra ord.)	**23.3**	**86.6**	**102.7**	**120.8**	**196.9**	**301.5**
EPS (Rs) (excl. extra ord.)	**13.62**	**5.86**	**6.48**	**6.95**	**9.75**	**14.51**
EPS (Rs) (incl. extra ord.)	**13.62**	**5.86**	**6.94**	**7.24**	**9.75**	**14.93**

BALANCE SHEET

(Consolidated)

Particulars (INR Mn)	FY23	FY24	FY'25
Equity and Liabilities			
Shareholders' Fund			
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
Total Equity	**1,007.2**	**1,191.0**	**1,444.9**
Non-Current Liabilities			
Long Term Borrowings	-	-	5.1
Long Term Provisions	25.9	30.4	36.1
Total Non-Current Liabilities	**25.9**	**30.4**	**41.2**
Current Liabilities			
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
Total Current Liabilities	**204.4**	**297.0**	**319.5**
Total Equity and Liabilities	**1,237.6**	**1,518.4**	**1,805.6**

Particulars (INR Mn)	FY23	FY24	FY'25
Assets			
Non-Current Assets			
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
Total Non-Current Assets	**116.5**	**109.6**	**102.2**
Current Assets			
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
Total Current Assets	**1,121.0**	**1,408.8**	**1,703.3**
Total Assets	**1,237.6**	**1,518.4**	**1,805.6**

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
Tel: +91120 3000 300 | Email: investor.relations@alletec.com
www.alletec.com

KAPTIFY® Consulting

Strategy & Investor Relations | Consulting
Tel: +91-845 288 6099 | Email: contact@kaptify.in
www.kaptify.in