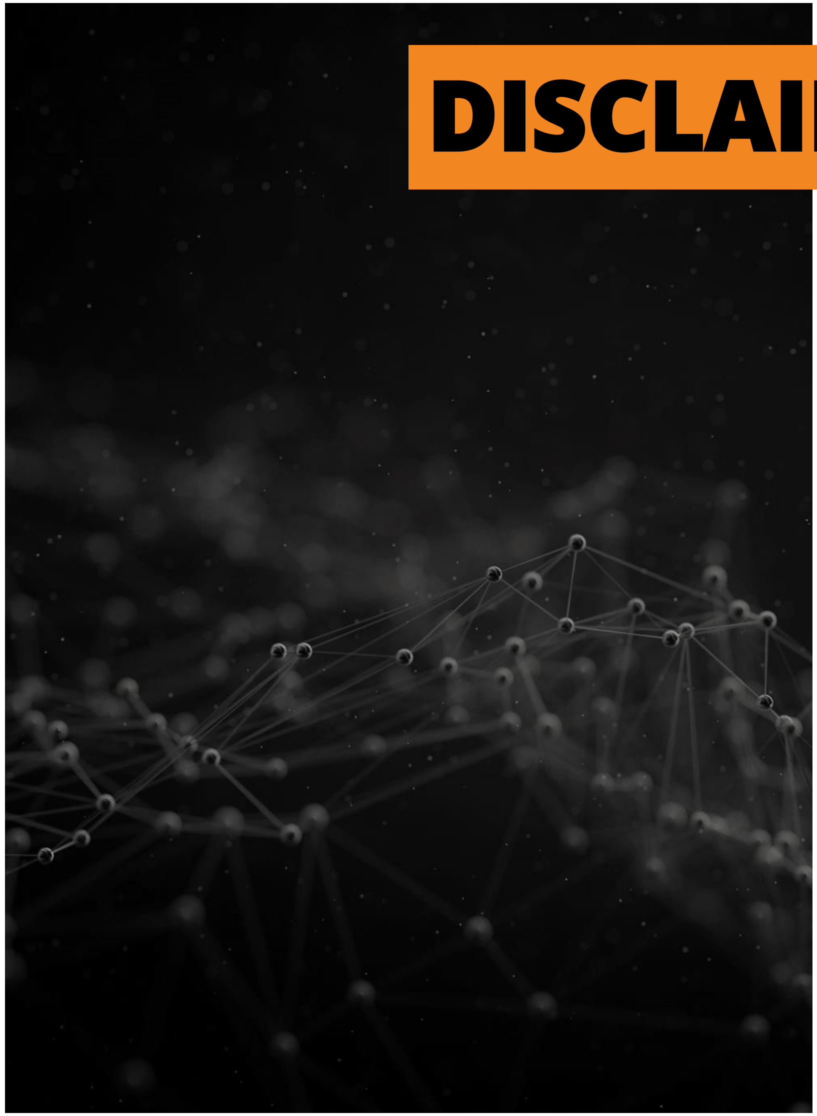
ALLETEC

Intelligent Business Applications For
Digital Transformation

Investor Presentation - Q3 & 9M FY'25



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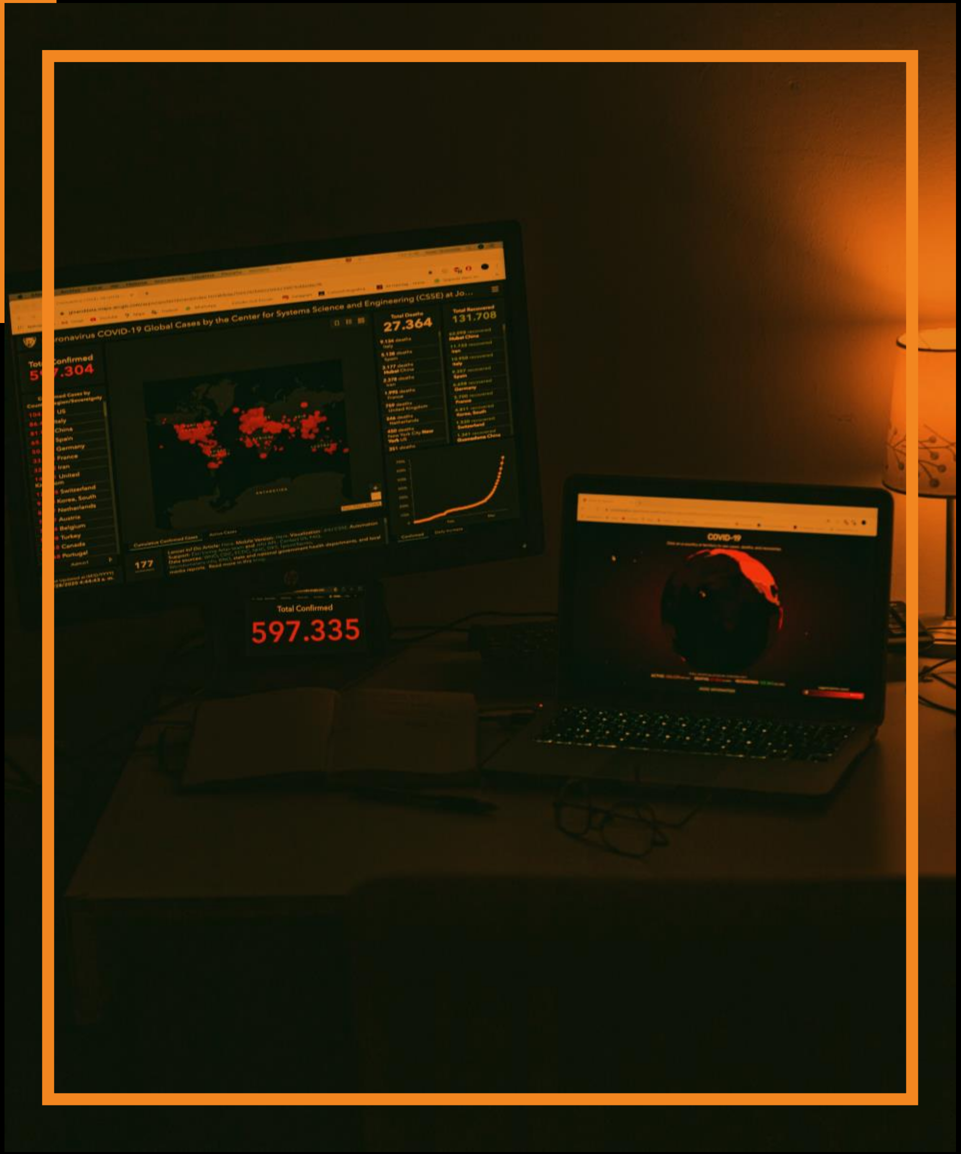


THE NUMBERS

COMPANY IN NUMBERS

(Consolidated)

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

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

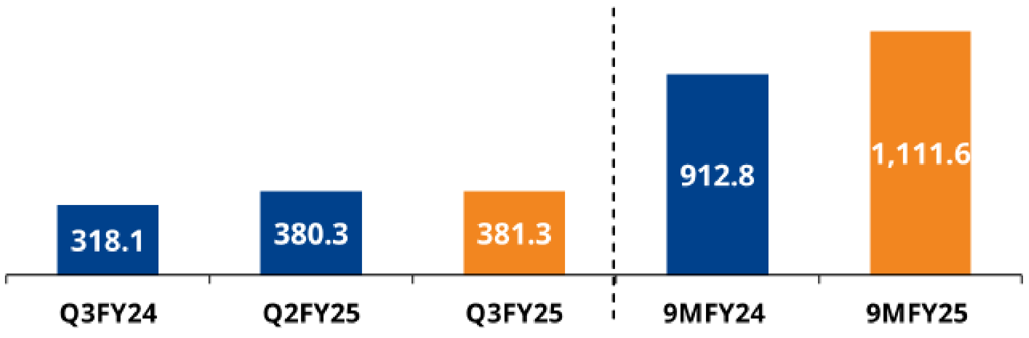
18.0% +251 BPS ▲

KEY FINANCIAL CHARTS

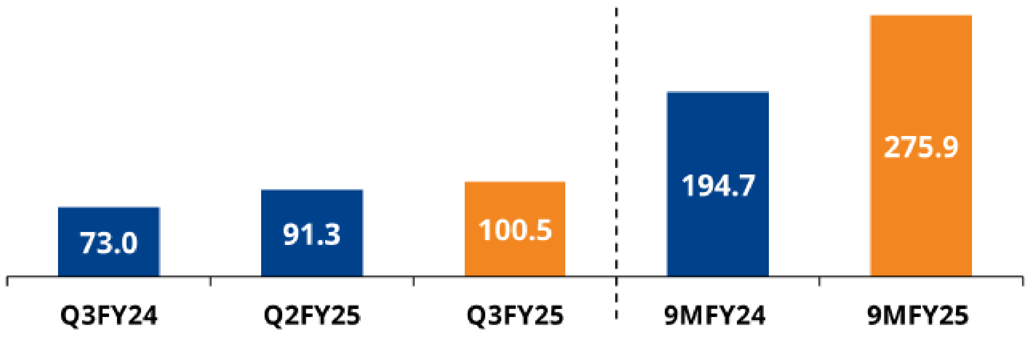
(Consolidated)

*Includes Other Income

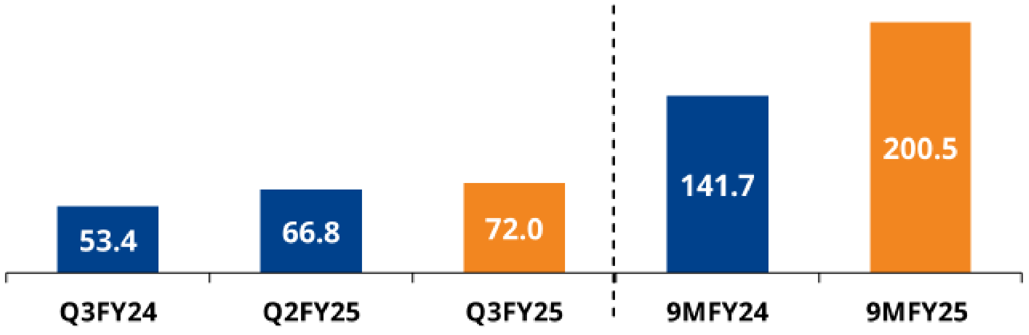
*Total Income from Operations (INR Mn)



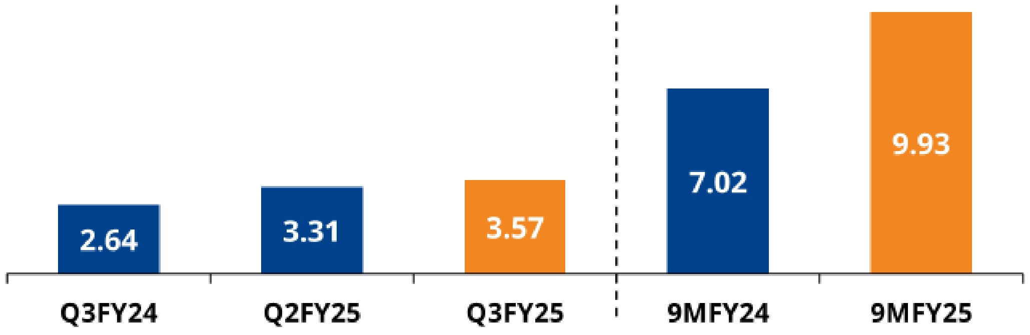
*EBITDA (INR Mn)



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

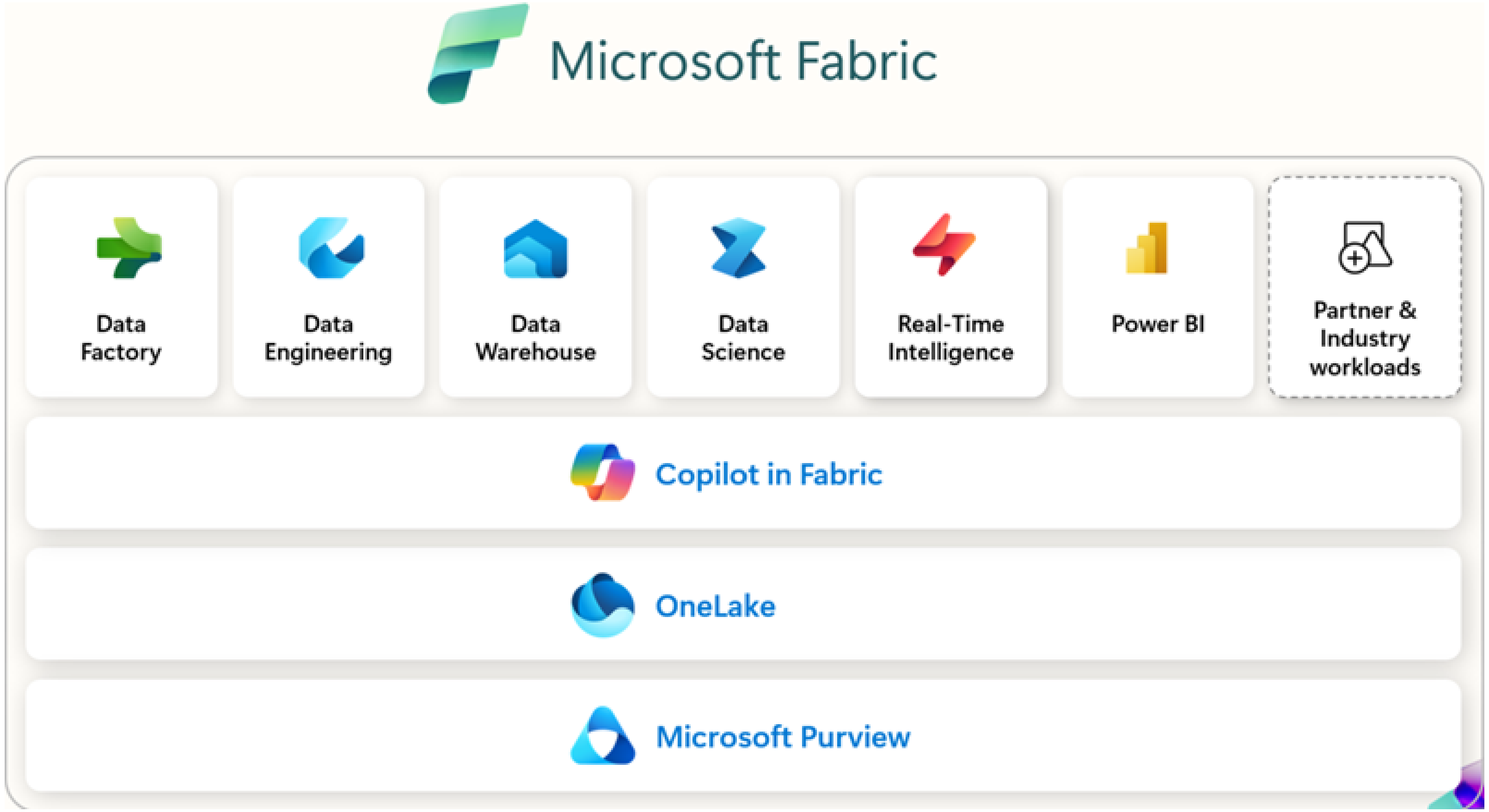
ENTERPRISE APPLICATIONS REMAIN THE ANCHOR

Enterprise Resource Planning (ERP)

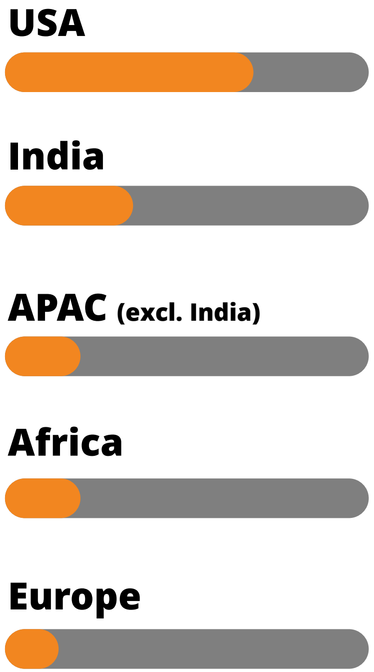
Customer Engagement (CRM)

Retail & Digital Commerce

DATA ENGINEERING GATHERING MOMENTUM



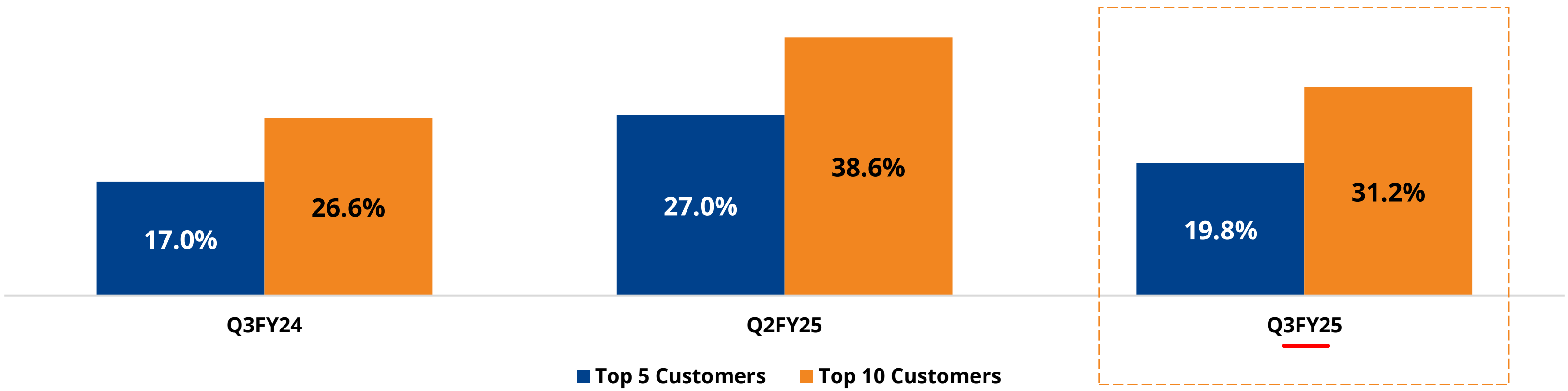
GEOGRAPHIC SPREAD

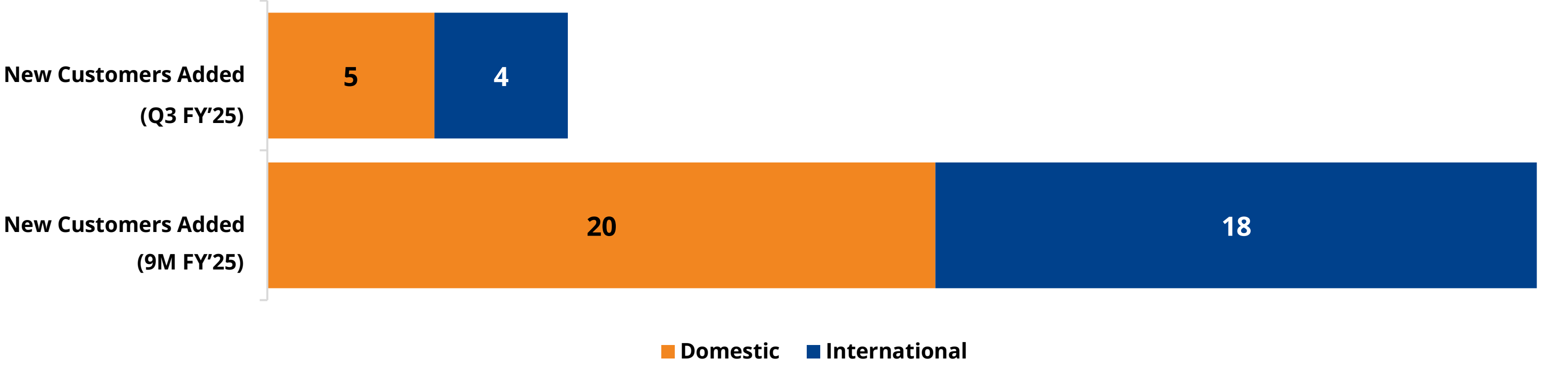


Services Revenue (%)	Q3 FY'25	9M FY'25
USA	59.5%	61.7%
India	23.6%	24.3%
APAC (excl. India)	5.1%	5.0%
Africa	8.1%	5.5%
Europe	3.7%	3.4%

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%

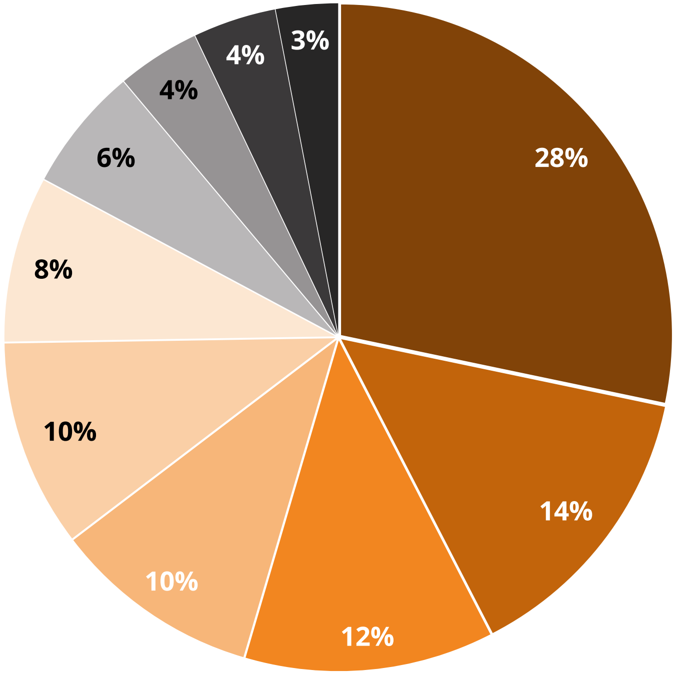
Travel
6%

Digital Native
4%

Financial Services
4%

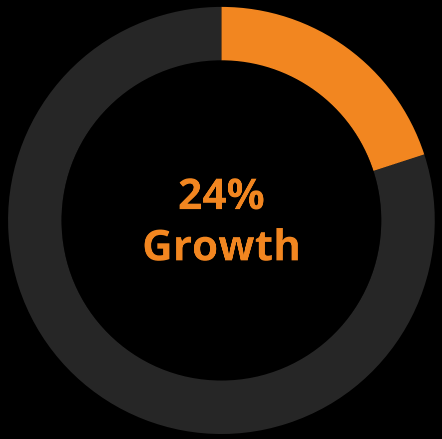
Retail
3%

Industries Served (9M FY’25)

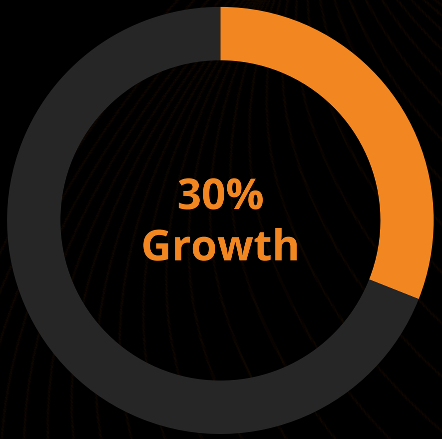


MICROSOFT SOLUTIONS – CONTINUE BUILDING MUSCLE

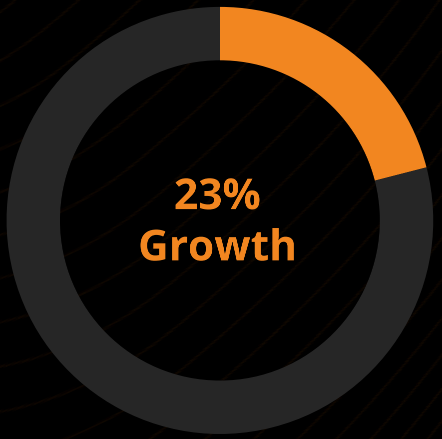
Microsoft product line – growing faster than the market (Q1 FY’25 data)



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.

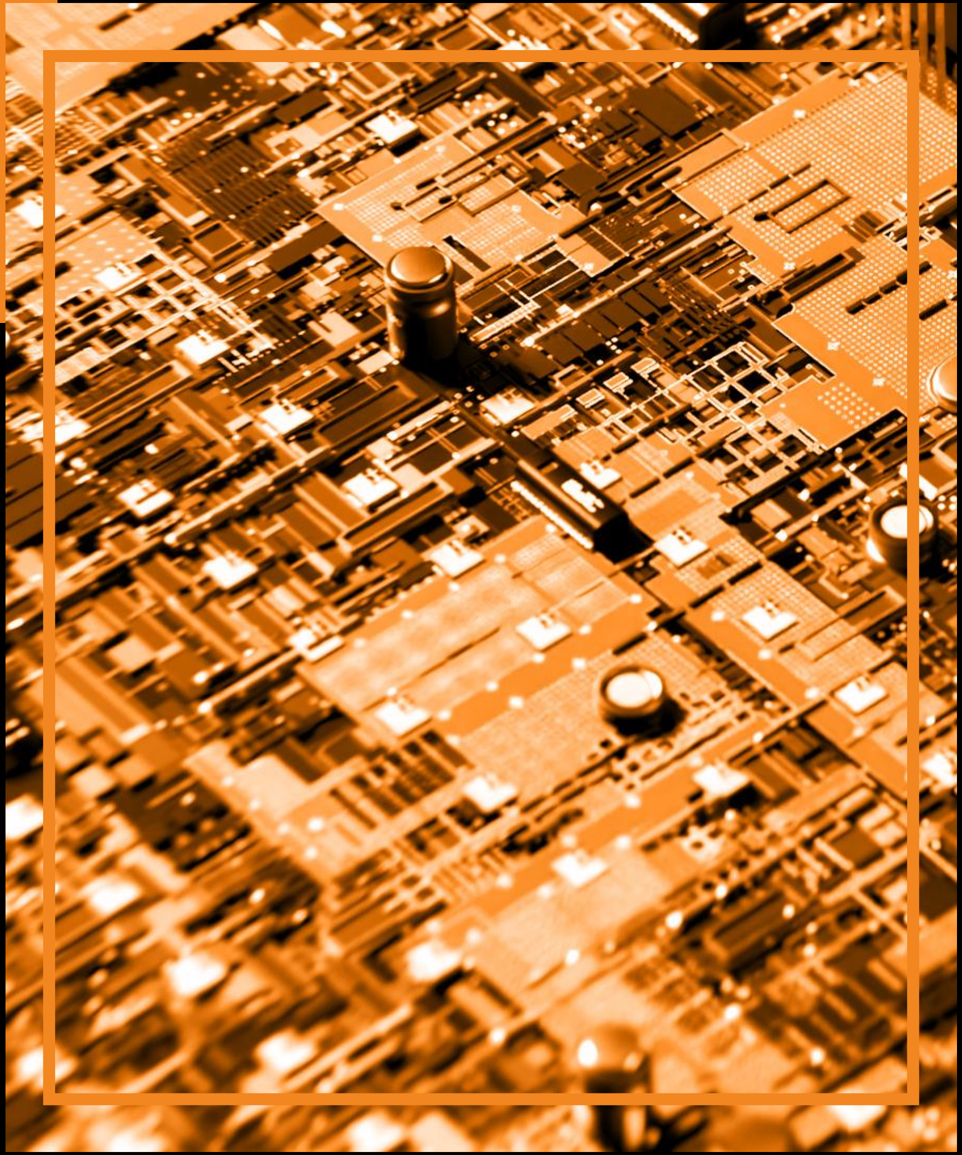
IP Led Solutions

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

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

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.

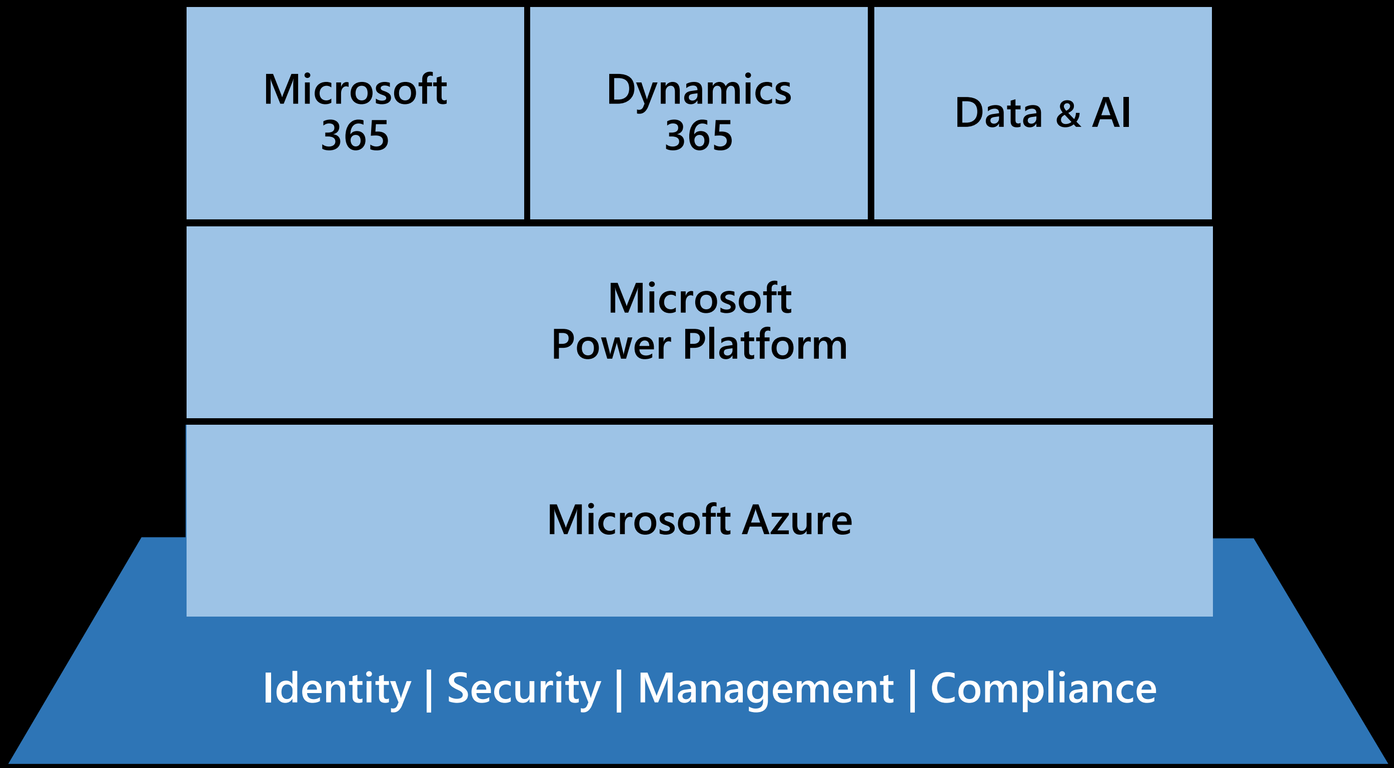
DATA & AI

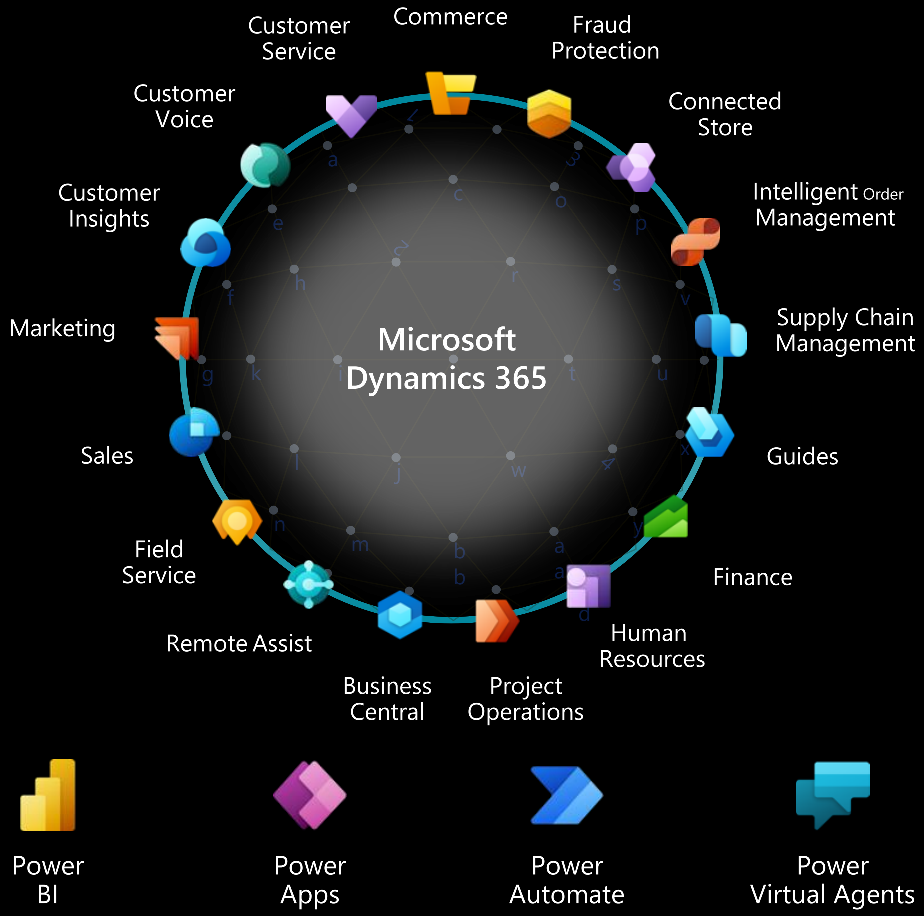
Harness the power of data and analytics to gain valuable insights, make data-driven decisions, and enable business growth with data management, advanced analytics, predictive modelling, and AI-driven insights.

CHANGE MANAGEMENT

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

LEVERAGING FULL MICROSOFT STACK





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%
Total Income from Operations	**381.3**	**380.3**	**318.1**	**19.9%**	**0.3%**	**1,111.6**	**912.8**	**21.8%**
Total Expenditure	280.8	289.0	245.1	14.6%	-2.9%	835.7	718.1	16.4%
EBITDA	**100.5**	**91.3**	**73.0**	**37.6%**	**10.1%**	**275.9**	**194.7**	**41.7%**
EBITDA Margin (%)	**26.4%**	**24.0%**	**23.0%**	**+341 bps**	**+236 bps**	**24.8%**	**21.3%**	**+350 bps**
Depreciation	2.6	3.1	2.3	9.1%	-17.0%	8.7	6.9	25.6%
Profit Before Interest & Tax	**97.9**	**88.2**	**70.7**	**38.6%**	**11.1%**	**267.3**	**187.8**	**42.3%**
Interest	0.1	-	-	-	-	0.1	0.0	381.8%
Profit Before Tax	**97.9**	**88.2**	**70.7**	**38.5%**	**11.0%**	**267.2**	**187.7**	**42.3%**
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%
Net Profit (excl. extra ord.)	**72.0**	**66.8**	**53.4**	**34.9%**	**7.8%**	**200.5**	**141.7**	**41.5%**
Net Profit Margin (%) (excl. extra ord.)	**18.9%**	**17.6%**	**16.8%**	**+211 bps**	**+132 bps**	**18.0%**	**15.5%**	**+251 bps**
Extraordinary Items	-	-	-	-	-	-	-	-
Net Profit (incl. extra ord.)	**72.0**	**66.8**	**53.4**	**34.9%**	**7.8%**	**200.5**	**141.7**	**41.5%**
EPS (Rs) (excl. extra ord.)	**3.57**	**3.31**	**2.64**	**34.9%**	**7.8%**	**9.93**	**7.02**	**41.5%**
EPS (Rs) (incl. extra ord.)	**3.57**	**3.31**	**2.64**	**34.9%**	**7.8%**	**9.93**	**7.02**	**41.5%**

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
Total Income from Operations	552.9	632.8	723.4	915.0	1,236.5
Total Expenditure	522.9	508.8	592.5	755.4	964.5
EBITDA	**30.0**	**124.0**	**130.9**	**159.6**	**272.1**
EBITDA Margin (%)	**5.4%**	**19.6%**	**18.1%**	**17.4%**	**22.0%**
Depreciation	4.2	4.6	6.4	6.8	10.0
Profit Before Interest & Tax	**25.8**	**119.4**	**124.6**	**152.8**	**262.1**
Interest	0.3	0.1	0.1	0.1	-
Profit Before Tax	**25.5**	**119.3**	**124.5**	**152.7**	**262.1**
Minority Share Adjusted	5.4	(10.6)	3.7	(0.1)	0.5
Tax	(7.7)	(22.0)	(32.3)	(36.9)	(64.7)
Net Profit (excl. extra ord)	**23.3**	**86.6**	**95.9**	**115.9**	**196.9**
Net Profit Margin (%) (excl. extra ord)	**4.2%**	**13.7%**	**13.3%**	**12.7%**	**15.9%**
Extraordinary Items	-	-	6.8	4.9	-
Net Profit (incl. extra ord)	**23.3**	**86.6**	**102.7**	**120.8**	**196.9**
EPS (Rs) (excl. extra ord)	**13.62**	**5.86**	**6.48**	**6.95**	**9.75**
EPS (Rs) (incl. extra ord)	**13.62**	**5.86**	**6.94**	**7.24**	**9.75**

BALANCE SHEET

(Consolidated)

Particulars (INR Mn)	FY23	FY24	H1 FY'25
Equity and Liabilities			
Shareholders' Fund			
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
Total Equity	**1,007.2**	**1,191.0**	**1,302.3**
Non-Current Liabilities			
Long Term Provisions	25.9	30.4	31.3
Total Non-Current Liabilities	**25.9**	**30.4**	**31.3**
Current Liabilities			
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
Total Current Liabilities	**204.4**	**297.0**	**372.3**
Total Equity and Liabilities	**1,237.6**	**1,518.4**	**1,705.8**

Particulars (INR Mn)	FY23	FY24	H1 FY'25
Assets			
Non-Current Assets			
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
Total Non-Current Assets	**116.5**	**109.6**	**114.3**
Current Assets			
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
Total Current Assets	**1,121.0**	**1,408.8**	**1,591.5**
Total Assets	**1,237.6**	**1,518.4**	**1,705.8**

BRIDGING THE GAP

Between What We Knew & What's New

USA | Canada | Singapore | Kenya |India

THANK YOU!

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