



IPO INSIGHTS



ALL E TECHNOLOGIES LIMITED

Issue Dates - Opens: 09-12-2022 | Closes: 13-12-2022

IPO Note	<ol style="list-style-type: none"> Microsoft Business Application Partner for providing digital solutions for companies such as ERP, CRM, Mobile App, Data Analytics and support services Fresh issue proceeds to be used for Expansion and Acquisition Nominal margins and revenue growth, PAT degrowth and subdued EBITDA growth Out of total FY22 revenue international revenue accounts for 46%, subject to certain global headwinds and tailwinds Fair Valuation and Reasonably-Priced Debt-Free
Rating	★★★(Good)

IPO SNAPSHOT

Issue Size	₹ 48.20 Crores
Issue Type	Fresh and Offer For Sale
Fresh Issue	₹ 43.78 Crores
Offer for Sale	₹ 4.42 Crores
Face Value Per Share	₹ 10
Price Band Per Share	₹ 87 - ₹ 90
Minimum Lot Size	1600 shares
Listing On	NSE SME

Registrar to the Issue

Skyline Financial Services Pvt. Ltd.

IPO SNAPSHOT – ALL E Technologies Ltd.

About the Company	<ul style="list-style-type: none"> ▪ Incorporated on June 16, 2000 ▪ Microsoft Business Application Partner ▪ Primarily engaged in providing Digital Transformative business solutions and services by setting-up integrated business operational systems such as ERP, CRM, Collaboration Platforms and mobile apps ▪ Also engaged in consulting services, product licenses and support ▪ Also provides offshore technology services to other large Microsoft Business Applications partners from the USA and Europe ▪ Company caters the following sectors <ol style="list-style-type: none"> 1. Microsoft Dynamics 365 2. Power Platform 3. Data & AI 4. Microsoft Azure 5. Other related services ▪ Company enables client's digital solutions by leveraging Microsoft Business Applications tools like Dynamics 365, Azure, Power BI and other Data Analysis and Integration tools ▪ Company is a Gold and Silver partner across various segments of Microsoft Business Application ▪ Has served more than 700+ customers across geographies as their Microsoft ERP and CRM provider which helped them to get Dynamics MasterVAR title 																														
Competitive Strengths	<ul style="list-style-type: none"> ▪ Experience of handling large & complex projects ▪ Portfolio of offerings spread over a set of complementary solutions that include ERP, CRM, Analytics, Cloud Solutions, Data & AI. ▪ Customer base spread across many countries in Americas, Europe, Africa, Middle East, and APAC. ▪ Over 50% of revenue each year being repeat business from existing customers. ▪ Multi-year relationships with most customers. 																														
Financials (₹ in Crores)	<table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2020</th> <th>31-3-2021</th> <th>31-3-2022</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue from Operations</td> <td>53.71</td> <td>61.21</td> <td>70.04</td> <td>14.43%</td> </tr> <tr> <td>EBITDA</td> <td>1.00</td> <td>9.87</td> <td>10.16</td> <td>2.95%</td> </tr> <tr> <td>EBITDA Margin</td> <td>1.88%</td> <td>16.13%</td> <td>14.51%</td> <td></td> </tr> <tr> <td>Profit After Tax</td> <td>1.78</td> <td>8.66</td> <td>8.58</td> <td>-0.86%</td> </tr> <tr> <td>Profit After Tax Margin</td> <td>3.33%</td> <td>15.89%</td> <td>11.74%</td> <td></td> </tr> </tbody> </table>	Particulars	31-3-2020	31-3-2021	31-3-2022	Y-o-Y	Revenue from Operations	53.71	61.21	70.04	14.43%	EBITDA	1.00	9.87	10.16	2.95%	EBITDA Margin	1.88%	16.13%	14.51%		Profit After Tax	1.78	8.66	8.58	-0.86%	Profit After Tax Margin	3.33%	15.89%	11.74%	
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Valuation	<ul style="list-style-type: none"> ▪ Attributing FY22 Earnings P/E = 12.96 																														
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Promoters	<ul style="list-style-type: none"> ▪ Dr. Ajay Mian and Dr. Suman Mian 																														
Objects of the issue	<ul style="list-style-type: none"> ▪ Expansion of Business ▪ Acquisitions of Businesses in similar or complementary areas ▪ General Corporate Purposes 																														

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