

Date: February 6, 2025

To, The Manager Listing Department Bombay Stock Exchange (BSE) Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 001 Scrip Code: 544235	To, The Manager Listing Department National Stock Exchange (NSE) Exchange Plaza, 5th Floor Plot No. C/1, G-Block Bandra-Kurla Complex Bandra (E), Mumbai - 400 051 Symbol: ORIENTTECH
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SUBJECT: INVESTOR PRESENTATION ON THE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024.

Dear Sir/Ma'am,

Please find enclosed herewith the Investors Presentation on the unaudited Financial results for the quarter and nine months ended on December 31, 2024.

Kindly take the same on records.

For ORIENT TECHNOLOGIES LIMITED
(formerly known as orient technologies private limited)

Ms. Nayana Nair
Company Secretary and Compliance Officer
ACS-65753





IT Transformation Catalysts

25+ Years of
Service
Excellence

Investor Presentation



- 01 Company Overview**
- 02 Strong Promoters**
- 03 Board of Directors**
- 04 Senior Management Team**
- 05 Diversified IT Solutions & Offerings**
- 06 Marquee Customer Base**
- 07 Awards & Accolades**
- 08 Industry Overview**
- 09 Track Record of Financial Performance**
- 10 Quarterly Updates**

01 Company Overview



- **Founded:** 1997
- **Headquarters:** Mumbai
- **Business Verticals:**
 - IT Infrastructure Products & Solutions
 - IT Enabled Services
 - Cloud and Data Management Services

Key Metrics



Established
in 1997



1558 Permanent
Employees



Global Office
In Singapore



7 Offices
across India

Customer Industries



BFSI



Pharma &
Healthcare



Government

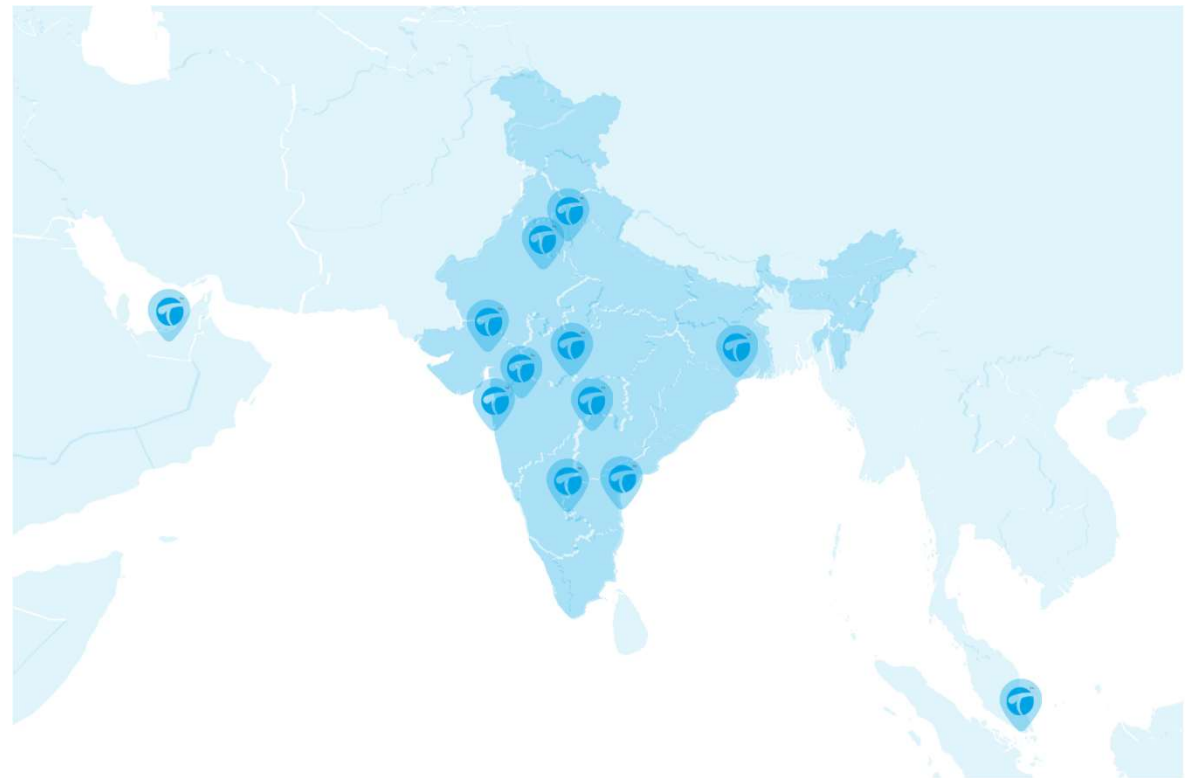


ITeS



Other

Company Presence

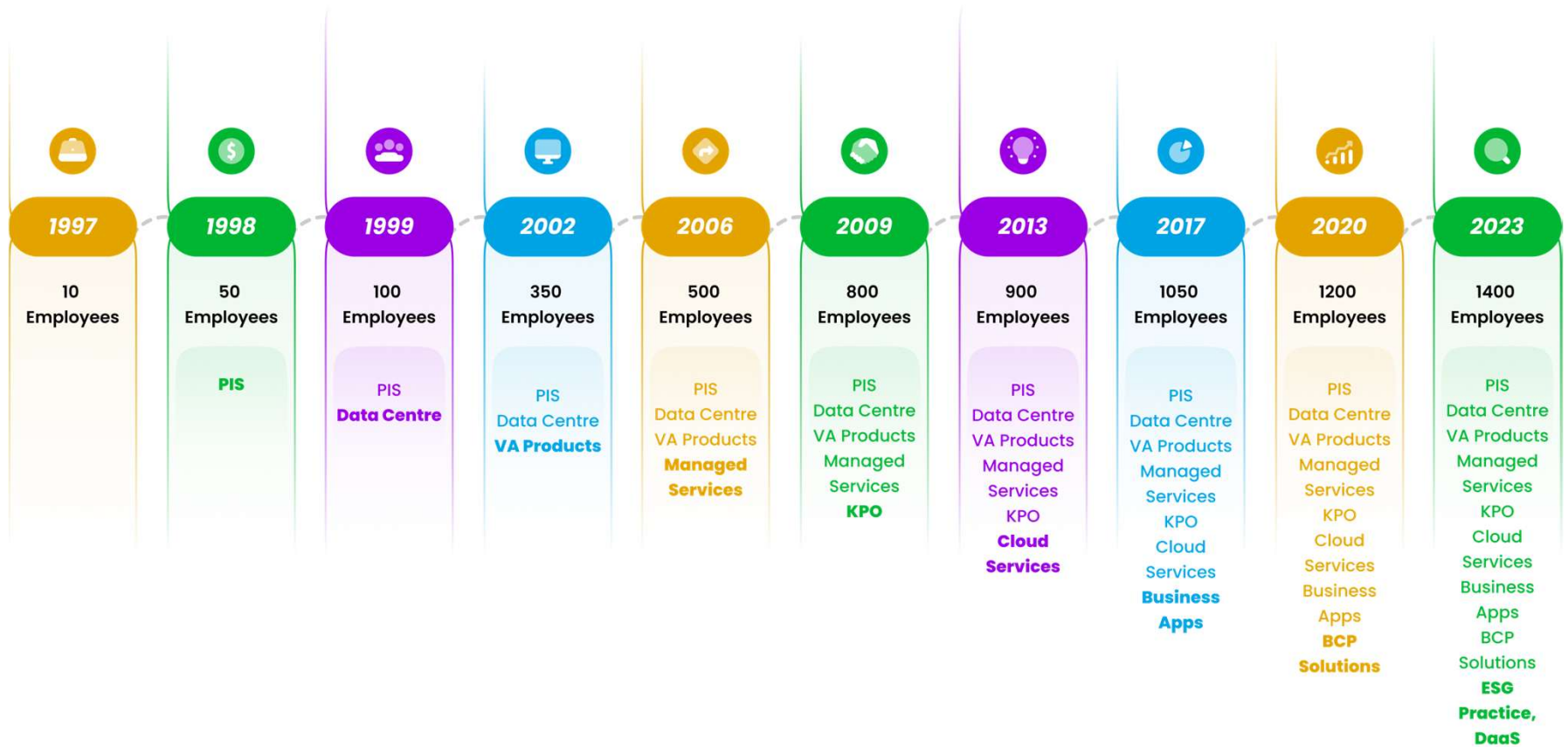


The Company has presence across 7 cities in India and a branch office in Singapore.

01 Company Overview



Milestones



02 Strong Promoters



Ajay Baliram Sawant
Chairman & Managing Director

He is one of the Promoters of our Company. He completed his Bachelor of Engineering in Electronics from Ramrao Adik College of Engineering, University of Bombay, in 1988. He is currently a director on the board of Align Digiventures Private Limited and Code Positive Private Limited, as well. He is one of the founders of our Company and has more than 25 years of experience in information and technology. He oversees the operations, sales, finance and human resource departments of our Company.



Jayesh Manharlal Shah
Whole-time Director

He is one of the Whole Time Directors and Promoters of our Company. He completed his Bachelors of Engineering in Electronics from Konkan Education Society's Engineering College, Pen, University of Bombay, in 1988. He has over 25 years of experience in information technology industry. He is currently a director on the board of Align Digiventures Private Limited and Code Positive Private Limited as well. He oversees systems and process in technology support services aspect of our business.



Ujwal Arvind Mhatre
Whole-time Director

He is one of the Whole Time Directors and Promoters of our Company. He has completed his Diploma in Industrial Electronics form Bhausaheb Vartak Polytechnic Maharashtra State Board of Technical Education in 1987. He has over 25 years of experience in information technology industry. He is currently a director on the board of Align Digiventures Private Limited and Code Positive Private Limited as well. He oversees client acquisition.



Umesh Navnitlal Shah
Whole-time Director

He is one of the Whole Time Directors and Promoters of our Company. He has completed his Diploma in Industrial Electronics form Bhausaheb Vartak Polytechnic Maharashtra State Board of Technical Education in 1987. He has over 25 years of experience in information technology industry. He is currently a director on the board of Align Digiventures Private Limited and Code Positive Private Limited as well. He oversees client acquisition.

03 Board of Directors



Ajay Baliram Sawant,
Chairman and Managing
Director



Jayesh Manharlal Shah,
Whole Time Director



Ujwal Arvind Mhatre,
Whole Time Director



Umesh Navnitlal Shah,
Whole Time Director



Greena Mahesh Karani
Independent Director



Monica Bhatia
Independent Director



Tushar Madhuvandas Parikh
Independent Director



Viren Champaklal Shah
Independent Director



Meera Jasbir Rawat
Independent Director

04 Senior Management Team



Key Managerial Personnel



Shrihari Bhatt
Chief Executive Officer



Sunil Kumar Arora
Chief Financial Officer



Nayana Akhil Nair
Company Secretary &
Compliance Officer

Senior Management Personnel



Yashashree Vidyadhar Parab
Chief Sales Officer



Suresh Bachwani
Chief Technology Officer



Ridhima Ajay Sawant
Product Manager – Data
Management



Vaibhav Patkar
Security Solutions Primary
Consultant



Pradip Narayan Pillai
Product Manager – Cloud



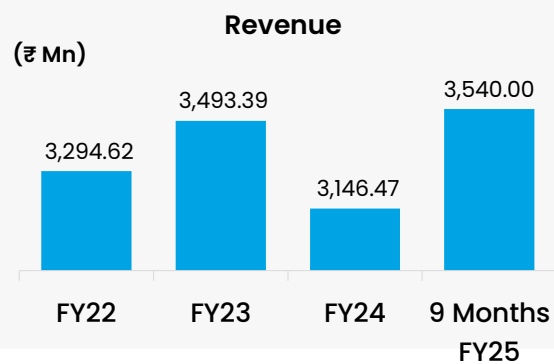
Shailesh Girish Mandani
Finance Controller

05 Diversified IT Solutions & Offerings



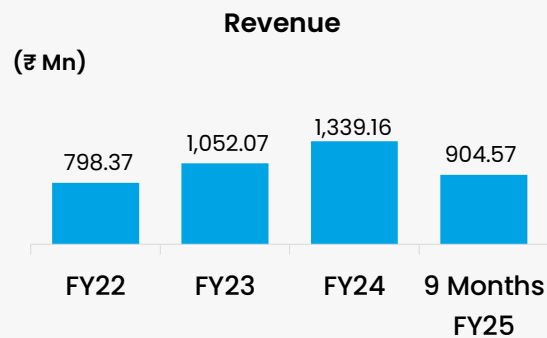
IT Infrastructure Products & Services

- Data Centre Solutions
- End-User Computing



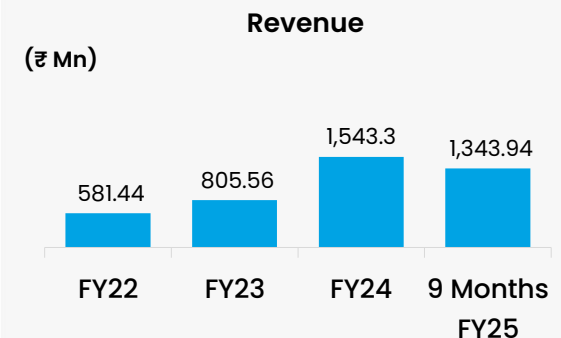
IT Enabled Services

- Managed Services
- Multi-Vendor Support Services
- IT Facility Management Services
- Network Operations Centre Services
- Renewals
- Device as a Service



Cloud and Data Management Services

- Infrastructure as a Service
- Platform as a Service
- Software as a Service
- Function as a Service / Serverless Computing
- Database as a Service
- Storage as a Service, among others



* As a % of revenue from operations for the year to date ended December 31, 2024.. All values are rounded up.

06 Marquee Customer Base



Our ability to tailor and customise our product and services to suit the requirements of our customers has helped us build a marquee customer base across diverse industries

BFSI



Vasai Janata Sahakari Bank Ltd.



वसई विकास सहकारी बँक लि.
VASAI VIKAS SAHAKARI BANK LTD.
(SCHEDULED BANK)



Pharma & Healthcare



Jyothy Labs

Govt. & PSU



ITeS



Others



Tech Partners

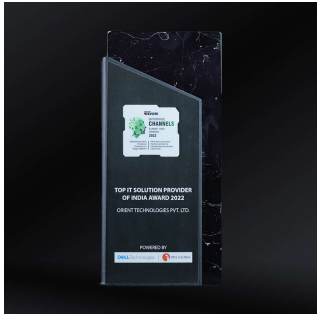


Industry Wise Revenue Share – December 31, 2024

Industry	% of Revenue
Mid Market*	53.04%
BFSI	19.41%
ITeS	10.98%
Govt & PSU	8.81%
Communication	6.04%
Healthcare & Pharma	1.24%
Manufacturing	0.48%
Total	100.00 %

* Mid-Market includes infrastructure, real estate, logistics, education, e-commerce, conglomerates, energy and service industries etc.

07 Awards & Accolades



Top IT Solution Provide of India Award 2022



Regional Partner of the Year WEST



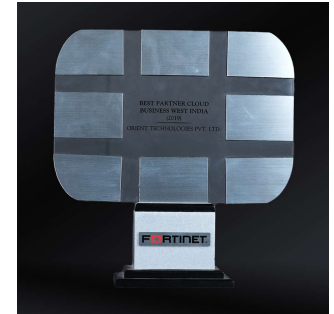
Best System Integrator



Partner Advisory Board



AWS APN Excellence Award

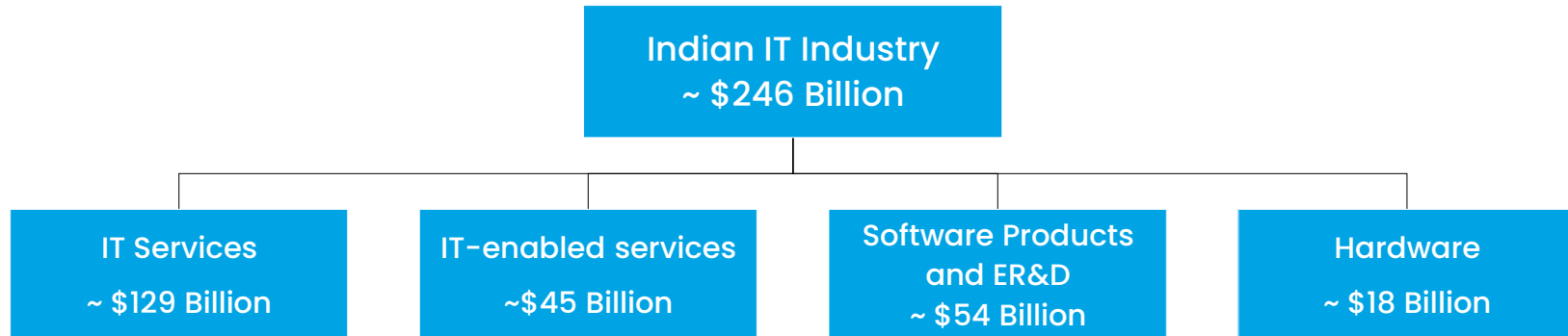


Best Partner Cloud Business West India

Accreditations

Premier integrator – Indian subcontinent by CISCO Partner	Platinum level Citrix Solution Advisor by Citrix Systems Asia Pacific Pty Limited
Silver HPE point next services by Hewlett Packard Enterprise	Silver HPE Partner Ready Solution Provider for Fiscal Year 2024 by Hewlett Packard Enterprise
HPE Partner Ready for Aruba Networking by Hewlett Packard Enterprise	HP Amplify Membership by Amplify, HP Partner Program
Lenovo 360 authorised infrastructure solution partner by Lenovo	Champion re-seller by Nutanix
Partner program Titanium tier partner by Dell Technologies	

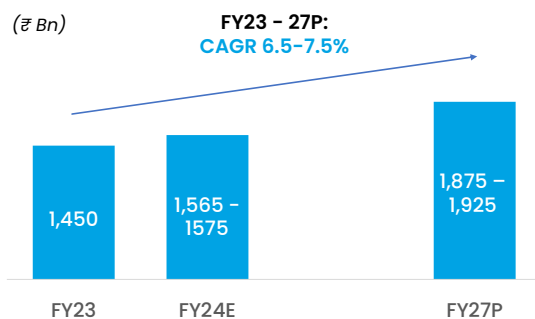
08 Industry Overview



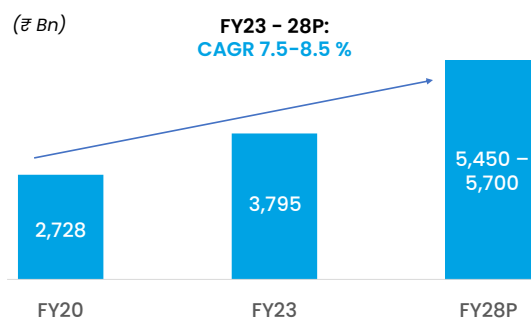
08 Industry Overview



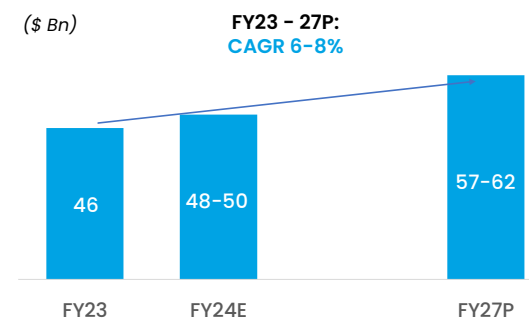
Domestic IT Service Industry



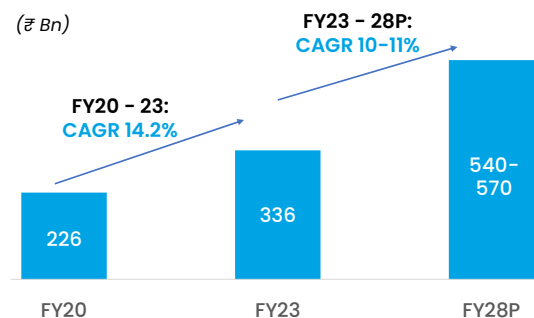
IT Hardware Equipment Industry in India



Indian ITeS Market



IT Hardware Equipment & Mobile Phone Leasing Industry in India



The growth of the DaaS industry is propelled by several key drivers such as hybrid workforce, demand for subscription model, sustainability goals, cyber security requirements etc.

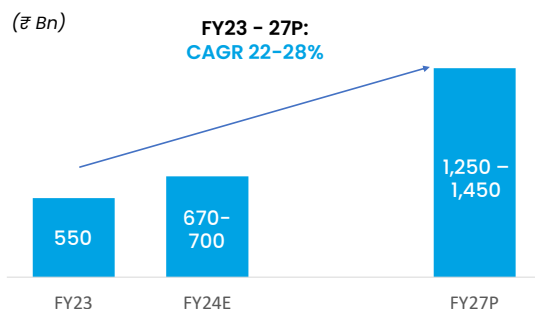
Our Company has recently ventured into DaaS, and aims to capitalize on this growing opportunity.

Source – Company commissioned CRISIL report titled 'Analysis of IT Services, Cloud Computing and Data Centre in India' dated July 2024

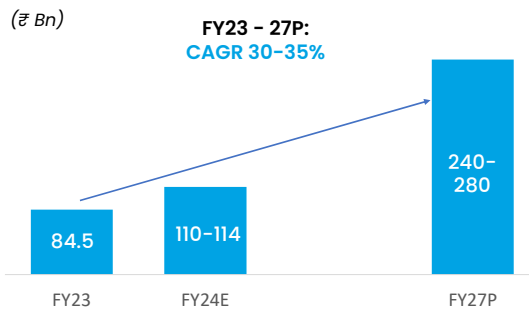
08 Industry Overview



Public Cloud Service Industry in India

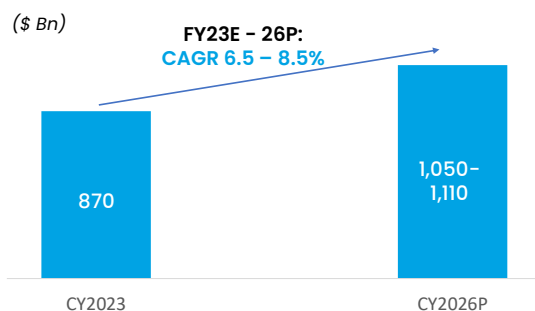


Data Centre Industry in India

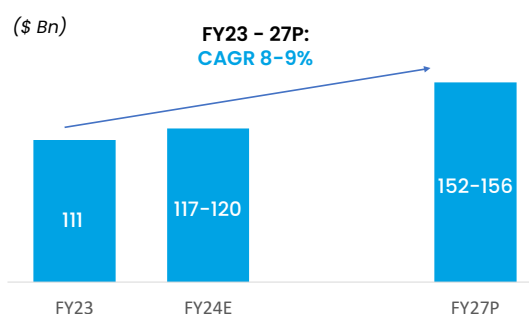


Our Company is steadily increasing its revenue share from cloud and data management services, from 16.03% in FY2021 to 29.06% for 6MFY24.

Global IT Professional Services Industry



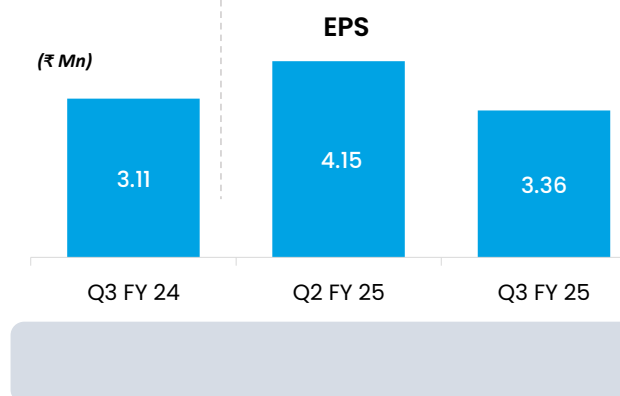
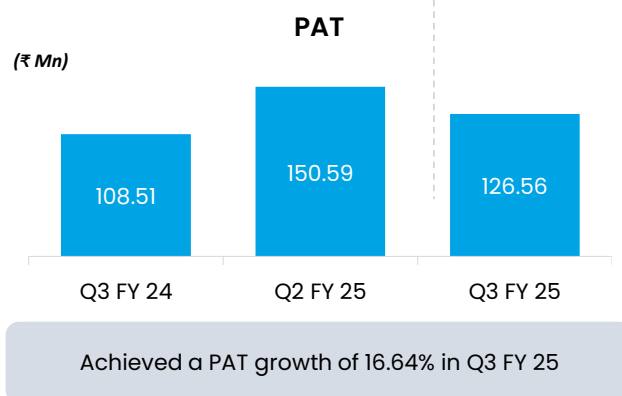
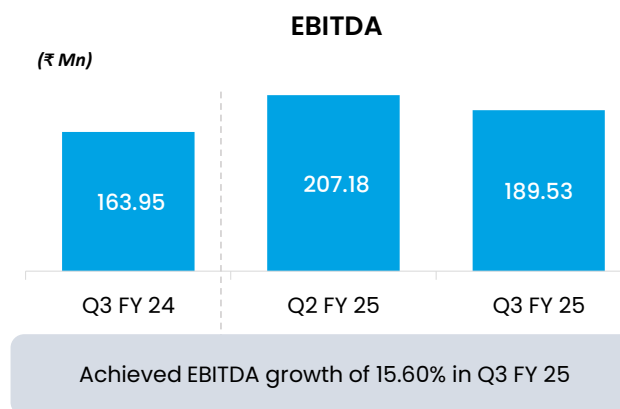
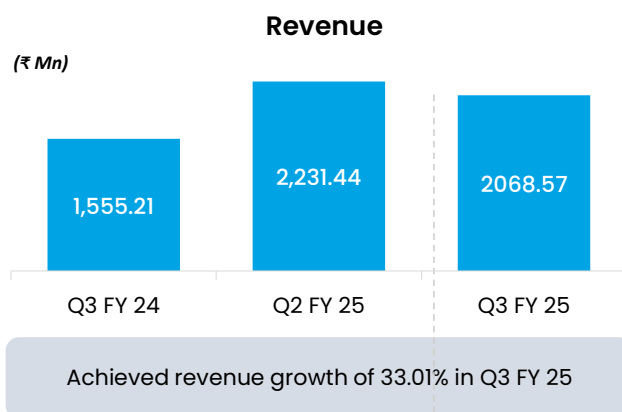
Trend of Export IT Services Industry



Our Company's business operations are concentrated in India & its revenue is predominantly generated from India. The Company aims to expand their geographic footprint and cater to a broader customer base globally.

Source – Company commissioned CRISIL report titled 'Analysis of IT Services, Cloud Computing and Data Centre in India' dated July 2024

09 Track Record of Q3 Financial Performance



10 Quarterly Updates



Milestone achievement in Q3 FY 25

- Contract Awarded: Orient Technologies has been selected as the Managed Services Provider (MSP) for AWS workloads by Digital India Corporation (DIC) under the Ministry of Electronics and IT (MeitY), Government of India.
- Scope of Engagement:
 - Managing, optimizing, and securing critical AWS cloud workloads.
 - Supporting national digital initiatives such as DigiLocker, NDDB, UMANG, and more.
- Key Responsibilities:
 - AWS account migration.
 - 24x7 monitoring & security.
 - Cost optimization & performance tuning.
 - Compliance & governance.
 - Support for future government projects.
- Significance:
 - Strengthens Orient Technologies' position as a trusted AWS MSP for public sector organizations.
 - Reinforces commitment to India's Digital India vision.
 - Aims to enhance cloud efficiency, security, and innovation for key government projects.

Financial Highlights for Q3 FY 25

- Revenue: ₹2,068.57 Million, reflecting a robust increase of 33.01% year-over-year (YoY).
- EBITDA: ₹189.53 Million for Q3 FY 25, up from ₹163.95 Million, marking a growth of 15.60% YoY.
- PAT: ₹126.56 million for Q3 FY 25, representing a growth of 16.64% YoY.
- EPS: ₹3.36 per share for Q3 FY 25, representing a growth of 7.90% YoY.
- Employee Count as on December 31, 2024, was 1558.

10 Quarterly Updates



Industry	% of Revenue
Mid-market*	65.74%
Government & PSU	11.99%
BFSI	7.91%
ITES	6.60%
Communication	5.40%
Healthcare	1.93%
Manufacturing	0.43%
Total	100%

* Mid-Market includes infrastructure, real estate, logistics, education, e-commerce, conglomerates, energy and service industries etc.

Thank you!





Get in touch with us:

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