



Olatech Solutions Ltd.

09th December, 2024

**To,
The Manager,
BSE SME Platform
Department of Corporate Services,
25th Floor P.J. Towers,
Dalal Street Fort, Mumbai - 400 001**

BSE Scrip Code: 543578

Subject: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), 2015, we are enclosing herewith the Investor Presentation of Business performance of Company along H1 FY25 Highlights.

Thanking You,

Yours faithfully,

For Olatech Solutions Limited

**Mr. Amit Kumar Singh
Managing Director
DIN: 06582830**



OLATECH SOLUTION LTD.

EMPOWERING TECHNOLOGIES IN BUSINESS



Investor Presentation
H1-FY25



www.olatechs.com

BUSINESS PROFILE



Established in 2014, Olatech Solutions Limited is an ISO-9001:2015, ISO27001:2022 & ISO 20001-1:2018 certified public limited company listed on BSE SME exchange. We are recognized by the MSME and the Government of India's Startup India Initiative. We specialize in innovative IT solutions, particularly in Data Centre, Telecom, and software development, focusing on OSS (Operations Support System) and BSS (Business Support System). We have a complete range of products ISP & enterprises

Our offerings, branded as "Epiphany," include NOC management tools, network monitoring and analytics, secure user/device authentication, and Data Centre Infrastructure Management (DCIM). We provide a full range of services from consultation and system integration to implementation and managed services.

We serve various sectors, including telecommunications, ISPs, enterprises, and public organizations, leveraging our experience to meet diverse client needs. Our mission is to empower businesses with high-quality solutions that enhance operational efficiency and user experience, establishing us as a trusted partner in the evolving technology landscape.

AT A GLANCE

FOUNDED IN 2014

**DEBT-FREE ORGANIZATION WITH
300% YOY GROWTH**

**100± YEARS OF COMBINED MAN-
HOUR EXPERIENCE**

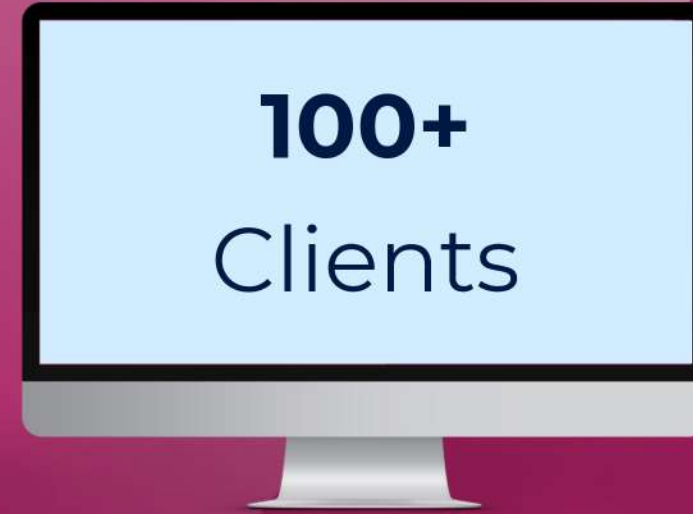
MISSION

To empower businesses with innovative and reliable IT and telecom solutions that enhance operational efficiency, improve user experience, and drive growth. We are committed to delivering high-quality services and products that meet the evolving needs of our clients while maintaining the highest standards of integrity and customer satisfaction.

VISION

To be a leading provider of integrated IT and telecom solutions globally, recognized for our commitment to excellence, innovation, and customer-centricity. We aim to leverage emerging technologies to drive transformation across industries, creating value for our clients and contributing to a more connected and efficient world.

KEY FACTS & FIGURES



We envisage to build better products and offer high-end services, inventing disruptive business models to provide strategic business advantage. Check our important facts & figures.



CORE VALUES

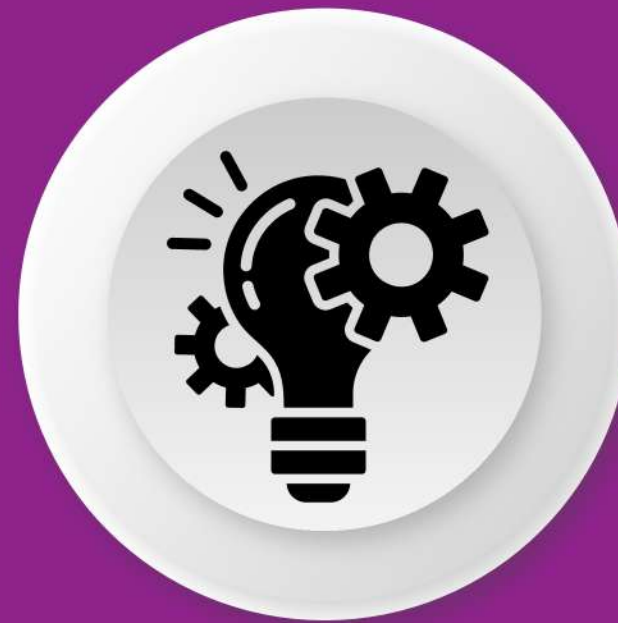
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EXCELLENCE



**TRANSPARENCY
& INTEGRITY**



INNOVATION



COLLABORATION



ACCOUNTABILITY

BUSINESS VERTICLES



Hardware
Support
Business
Unit



Software
Development
& Products
Business Unit

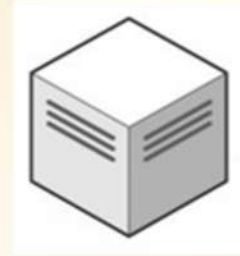


Digital
Marketing
Services
Business Unit

OUR EXPERTISE

We provide an Infrastructure service connecting devices, applications, people, and processes. Our expertise will help transform your business through effective implementation of technologies, platforms and architecture.

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DC Maintainance



Operation Support



OS Support



Network &
Security



Virtualization



OpenStack and
OpenShift



Upgradation &
Migration



SAP
Infra Solution



Hybrid Cloud



HCI Solutions



Databases and
Middleware



Storage & Backup



HA and DR



Automation and AI



Cloud Migration



Staff Augmentation

SOFTWARE PRODUCT BUSINESS UNIT

IT NOC tools

DHCP/DNS/IPAM/PAM on Epiphany Platform.

DCIM

NextGen Data Centre Infrastructure Management tool on Epiphany Platform.

ULMS

Syslog/CDR Correlation/Mediation/Analytics tool on Epiphany Platform.

DHCP,DNS,IPAM & privilege Access Management are some of the other products.



EMS

NextGen NMS, ITSM tool on Epiphany platform for Data Centres, ISPs & Enterprises.

Billing, CRM

Complete NextGen suite for ISPs on Epiphany Platform (CRM, Billing, Partner Management, Mobile App).

AAA & Wi-Fi

Enterprise AAA with RADIUS/TACACS support.
WiFi Subscriber platform with Captive Portal features on Epiphany Platform.

DIGITAL MARKETING SERVICES

BUSINESS UNIT

App Development

Create innovative, high-performing mobile and web apps tailored to your business needs.

ECommerce Design & Development

Build seamless, user-friendly online stores to grow your digital presence and revenue.

Web Design & Development

Design and develop engaging, responsive websites to captivate your audience.

CRM

Enhance customer relationships and drive sales with robust Customer Relationship Management tools.

ERP

Streamline business operations with integrated Enterprise Resource Planning solutions.

Customized Software Solutions

Deliver tailored software solutions to meet unique business challenges and goals.

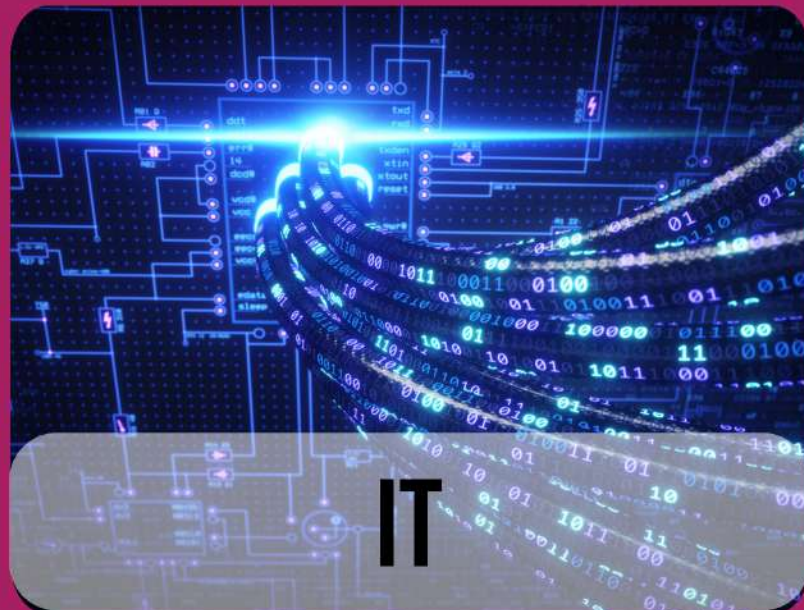
Digital Marketing

Boost your brand visibility and conversions with data-driven digital marketing strategies.



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INDUSTRIES WE TARGET



OUR MAJOR CUSTOMERS

Telecom & Carriers



DC & Cloud



BFSI



Government



Enterprise



IT/ITES



SMEs



KEY BUSINESS HIGHLIGHTS



UIDAI (Aadhaar)

Secured a contract for the Annual Maintenance Contract (AMC) of IT equipment, ensuring seamless operations for this critical nationwide initiative.



Vodafone Idea Limited

On boarded as a client for delivering advanced software products to enhance their service capabilities.

MAJOR CUSTOMER ON BOARDING



ACT Broadband

Partnered with one of South India's leading internet service providers, supporting their strategic growth and expansion initiatives.



Tata Play

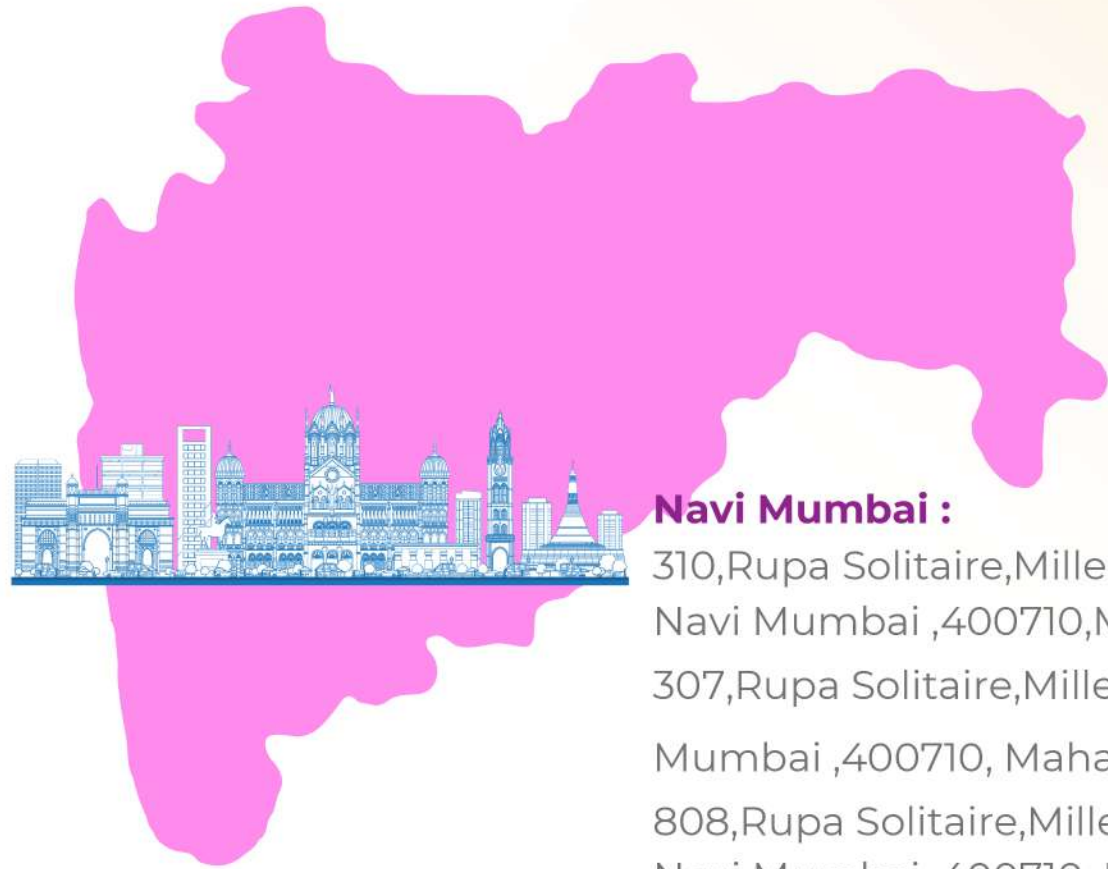
Entrusted with the Pan-India rollout of Tata Play's broadband network, contributing to their infrastructure expansion and service enhancement.



BSNL Network Expansion

Collaborating in the expansion of BSNL's network, strengthening connectivity and infrastructure across India.

GEOGRAPHICAL FOOTPRINTS



Navi Mumbai :

310,Rupa Solitaire,Millenium Business Park, Mahape,
Navi Mumbai ,400710,Maharashtra,India
307,Rupa Solitaire,Millenium Business Park, Navi
Mumbai ,400710, Maharashtra, India
808,Rupa Solitaire,Millenium Business Park, Mahape,
Navi Mumbai ,400710, Maharashtra, India



Hyderabad:

Flat No.502, 1-62.Plot 171,RS Towers Phase II, Kavuri Hills, Madhapur 500033 Telangana, India



Pune:

815, 8th Floor, Westport, Pancard Club Road,
Baner, Pune – 411045, Maharashtra, India
709, 7th Floor, Westport, Pancard Club Road,
Baner, Pune – 411045, Maharashtra, India.
810, 8th Floor, Westport, Pancard Club Road,
Baner, Pune – 411045, Maharashtra, India

STRATEGIC INVESTMENT HIGHLIGHTS



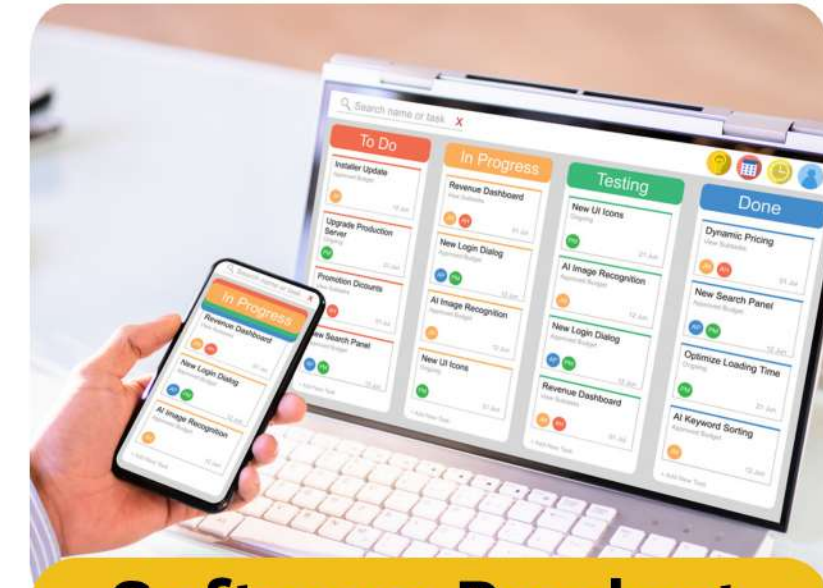
Corporate Office Acquisition

Successfully purchased and registered a new office space, now officially recognized as the Corporate Office, signifying a milestone in our infrastructure growth and operational expansion.



Inorganic Growth Strategy

Allocated significant investment resources toward an ambitious inorganic growth plan. The execution of this strategic initiative is targeted for completion by March 2025, aimed at strengthening our market position and diversifying our portfolio.



Software Product Investments

Enhanced focus on innovation by investing in software solutions across diverse domains, reinforcing our commitment to technological advancement and broadening our offerings in emerging markets.

RECENT AND UPCOMING PRODUCT UNVEILINGS



Unified Log Management System

Developed in response to the latest market requirements, aimed at enhancing log management processes.



Earnin.me

Successfully launched with a strong influencer base, providing a robust platform for influencer engagement.



Toowe.io

Rolled out with an initial set of customers, setting the foundation for further growth.



Central Log Correlation System

Finalizing the development of this system to enhance log data correlation and streamline operations.



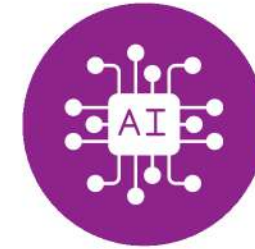
Ecommerce Portal for Spare Parts Sale

Set to launch a dedicated platform for seamless online transactions in spare parts.



Social Media Scheduler

A tool designed for efficient scheduling and management of social media content.



AI Calling Automation

Automation of customer calling processes through AI technology to improve communication efficiency.



WhatsApp Automation

A solution to automate customer interactions via WhatsApp, enhancing response times.



SEO Tool Using AI

An AI-driven tool aimed at boosting website search engine optimization (SEO) performance.



New Version of AAA

Releasing an upgraded version of the AAA software with enhanced features and improved functionality.

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PATH TO SCALABLE GROWTH

Olatech aims for organic growth with a target of 1.5 times revenue and PAT growth annually over the next three years. This will be driven through strategic partnerships and the development of innovative platforms.

Key Partnerships and Initiatives

X-Fusion Partnership

Olatech is currently a service partner for X-Fusion in India and is in the final stages of becoming the distributor for X-Fusion's hardware (servers) in India.

Cloud Services Collaboration

Olatech is in discussions with a leading cloud services company to promote and sell their services.

Skantex

Olatech has developed an ecommerce platform for spare parts, which will not only sell its own internal inventory but also the inventories of other vendors, expanding market reach.

AI-Based Product Development:

Olatech is focused on becoming a unique player in the digital marketing space, and is actively developing AI-based products aimed at revolutionizing this field. These products are designed to optimize marketing efforts, drive efficiencies, and deliver higher engagement.

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Inorganic Growth Strategy:

In addition to organic growth, Olatech is pursuing inorganic growth by acquiring complementary businesses. The company aims to target acquisitions that align strategically with its core business and have promising future potential.

Digital Marketing Ventures



www.earnin.me

Olatech operates a comprehensive influencer marketing network, leveraging a large base of influencers for various campaigns.



www.toowe.io

An AI-powered social media growth platform designed to drive engagement and growth for businesses on social media.



www.begalhost.com

Olatech has launched a B2C platform offering domain booking and hosting services, similar to Go Daddy, further expanding its digital footprint.

VERTICAL WISE GROWTH PLAN



Hardware Support Business Unit

This will have following new things added in their portfolio:

- oCloud Company Sales & marketing for India Region
- oDistribution of X-Fusion for Hardware sale .
- oSkantex-Portal for spare parts sale/purchase



Digital Marketing Business Unit

Olatech wants to become a unique company in Digital space and hence have plans to develop products in this field which are cutting edge products as per industry needs .
Olatech will start a subsidiary company focused only on Digital Products & services .



Software Development & Product Business Unit

This vertical will see inorganic growth in near future:

- oAcquisition of a company in Software services domain to strengthen product & build future roadmaps .
- oLaunch of a new product in telecom field.

DISTRIBUTION PARTNERS



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PROFILE OF MANAGEMENT



Amit Singh



- Chairman & Managing Director
- Leading strategic initiatives and innovation



Subrahmanyam Sathiraju



- Chief Technology Officer
- Spearheading technological advancements and solutions



Navneet Kakkar



- Non Executive Director & Chief Operating officer
- Overseeing Operations and ensuring service excellence



Sameer Saluja



- Chief Sales Officer
- Driving Sales & Customer Relations

PROFIT & LOSS STATEMENT

(₹ in Lakhs)

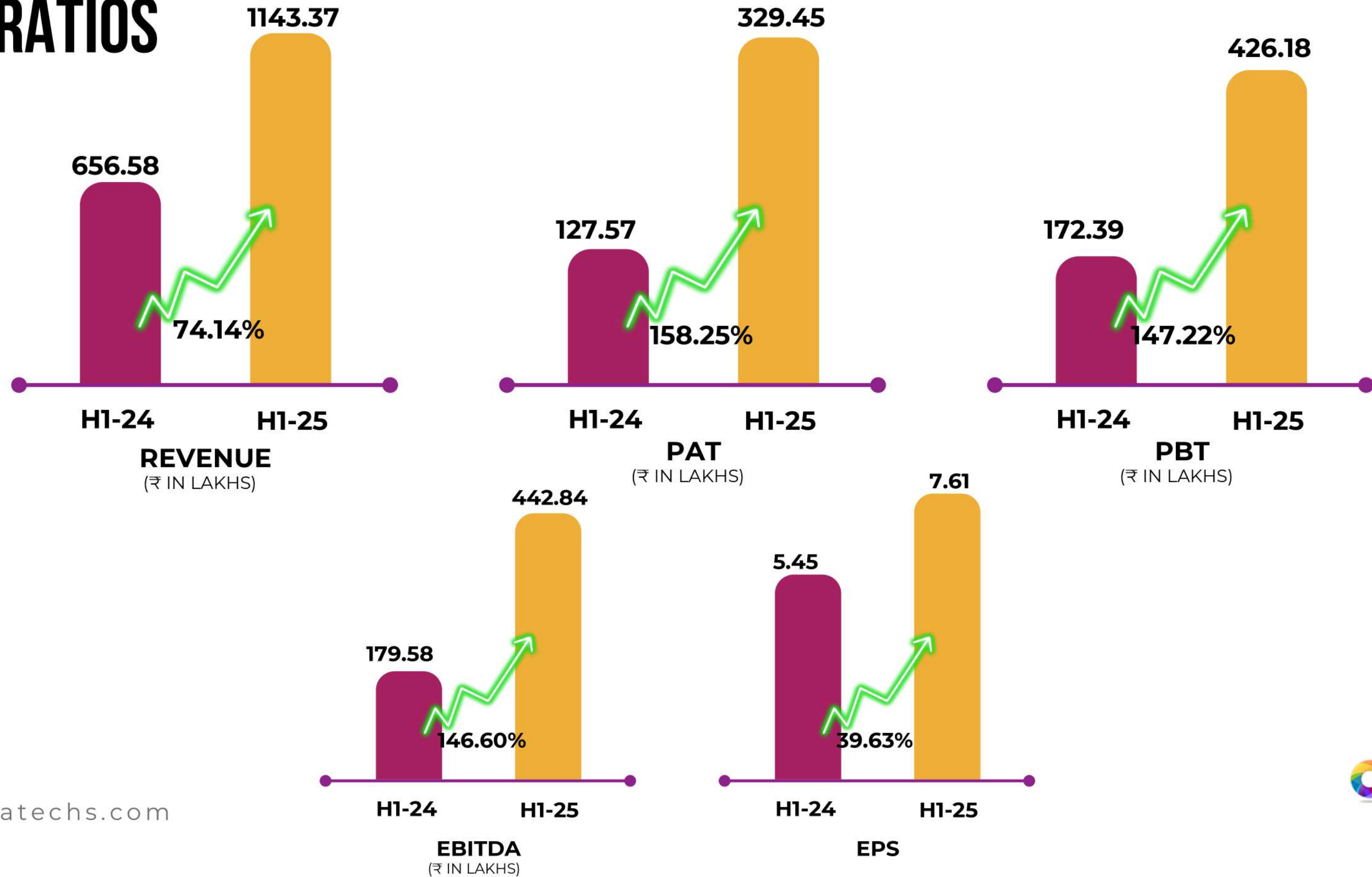
Particulars	H1-25	H1-24	H2-24	HOH%	FY24
Revenue from Operations	1143.37	656.58	859.23	74%	1515.81
Other Income	2.07	0.45	1.06	360%	1.51
Total Income	1145.44	657.03	860.29	74%	1517.32
Total Expense	702.6	477.45	602.11	47%	1079.57
EBITDA	442.84	179.58	258.18	147%	437.75
EBITDA Margin (%)	38.73%	27.33%	30.01%	42%	28.85%
Depreciation and Amortization	5.08	4.74	4.85	7%	9.59
EBIT	437.76	174.84	253.33	150%	428.16
Finance Costs	11.58	2.45	7.66	373%	10.11
PBT	426.18	172.39	245.67	147%	418.05
Tax Expenses	96.73	44.82	71.48	116%	116.3
PAT	329.45	127.57	174.19	158%	301.75
PAT Margin (%)	28.81%	19.42%	20.25%	48%	19.89%
EPS (Basic & Diluted)	7.61	5.45	4.02	40%	6.97

BALANCE SHEET

(₹ in Lakhs)

PARTICULARS	Sep-24	Mar-24
Equity Capital	432.9	432.9
Reserves	635.38	305.93
Borrowings	102.98	45.79
Other Liabilities	235.38	153.99
Total Liabilities	1406.64	938.61
Fixed Assets	192.99	14.98
CWIP	19.64	0
Investments	131.5	181.58
Other Assets	1062.51	742.05
Total Assets	1406.64	938.61

KEY RATIOS



FINANCIAL ANALYSIS

Revenue from Operation

Grew by **74%**, reflecting robust growth in core operations due to increased market demand and effective strategies.

EBITDA

A sharp in EBITDA indicates improved operational efficiency and cost management, boosting margins by **42% to 38.73%**.

Reserves

Increased by approximately **108%**, reflecting a strong accumulation of retained earnings, indicating improved profitability and financial strength.

PAT Margin

PAT margin improved by **48%**, reflecting better efficiency in converting revenue into net profit. This signifies enhanced profitability and effective cost management at every level.

PAT




The company has delivered an outstanding **158%** half-on-half growth in PAT, reflecting its strengthened operational efficiency and strategic execution, driving robust financial outcomes.

Fixed Assets

Fixed assets have seen a notable increase, reflecting substantial investments in infrastructure and assets to support business growth.



THANK YOU


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