

Date: November 12, 2024

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|--|---|
| 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 QUARTERLY AND HALF YEARLY UNAUDITED FINANCIAL RESULTS.

Dear Sir/ Madam,

Please find enclosed herewith the Revised Investors Presentation on the unaudited Financial results for the quarter and half year ended on September 30, 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



1388 Permanent
Employees



Global Office
In Singapore



7 Offices
across India

Customer Industries



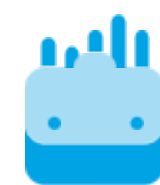
BFSI



Pharma &
Healthcare



Government

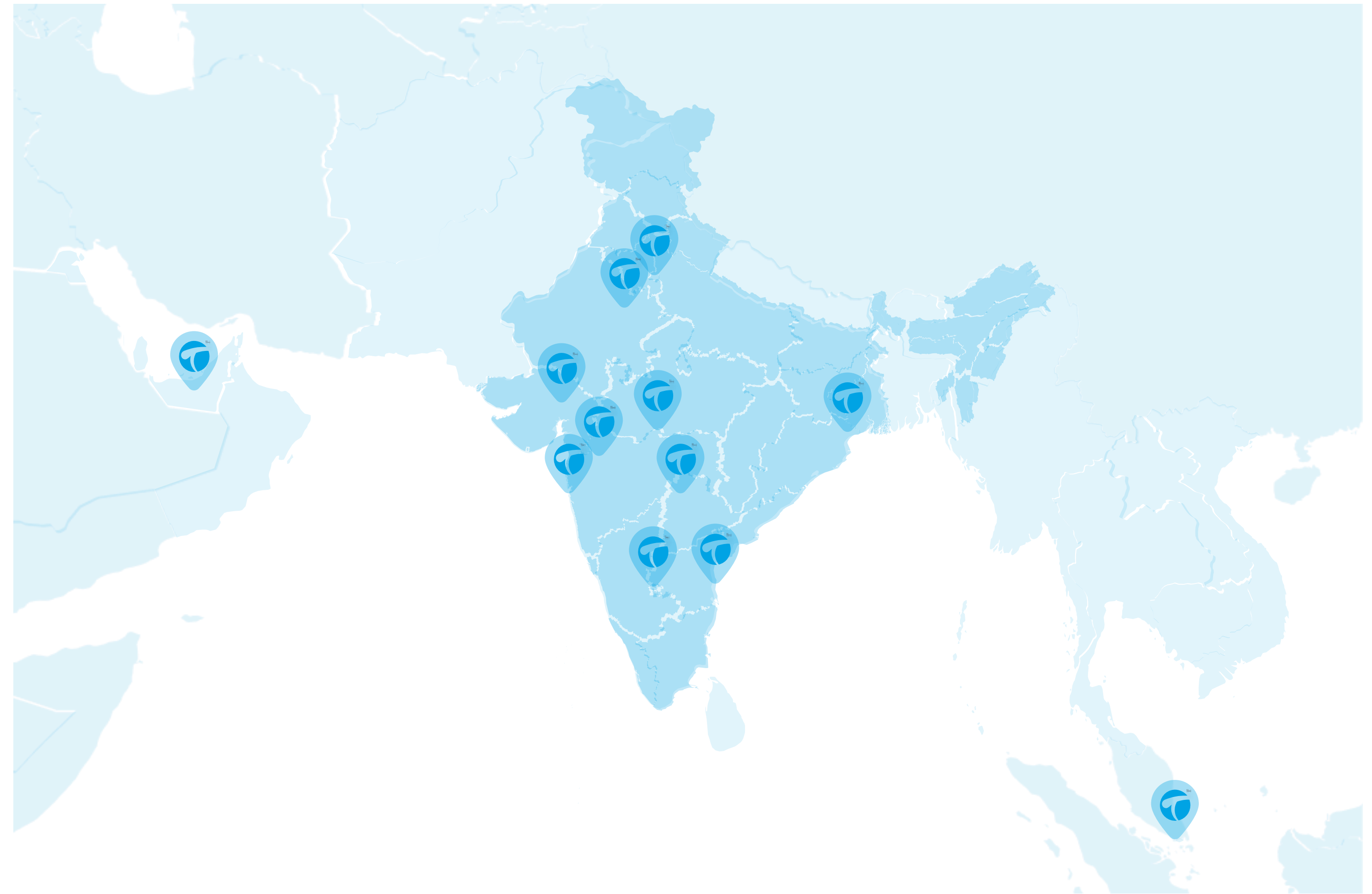


ITeS



Other

Company Presence

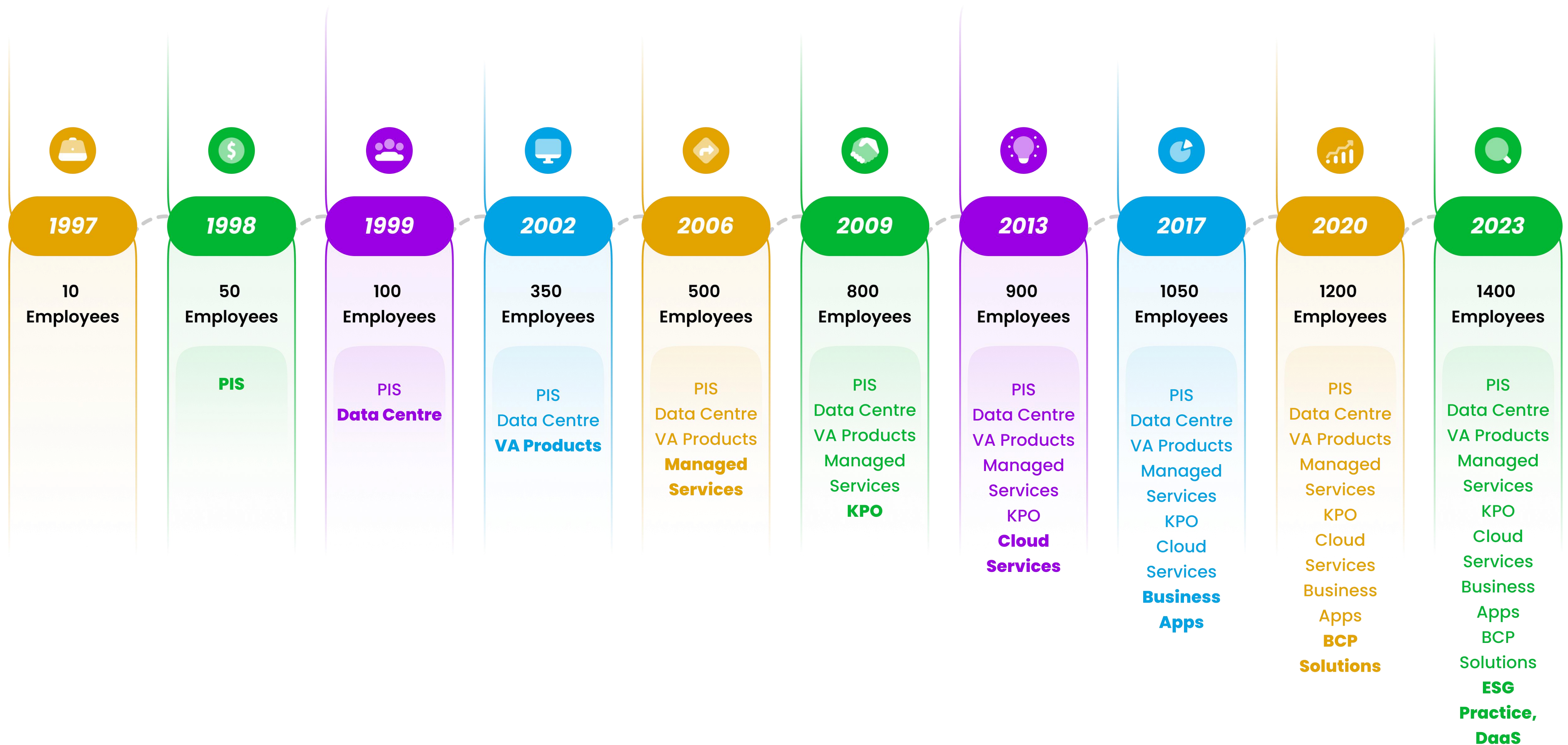


The Company has presence across 7 cities in India and a branch office in Singapore.

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 Bhausahab 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 Bhausahab 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



Yashashree Vidyadhar Parab
Chief Sales Officer



Sunil Kumar Arora
Chief Financial Officer



Suresh Bachwani
Chief Technology Officer



Nayana Akhil Nair
Company Secretary &
Compliance Officer

Senior Management Personnel



Ridhima Ajay Sawant
Product Manager – Data
Management



Vaibhav Patkar
Security Solutions Primary
Consultant



Pradip Narayan Pillai
Product Manager – Cloud



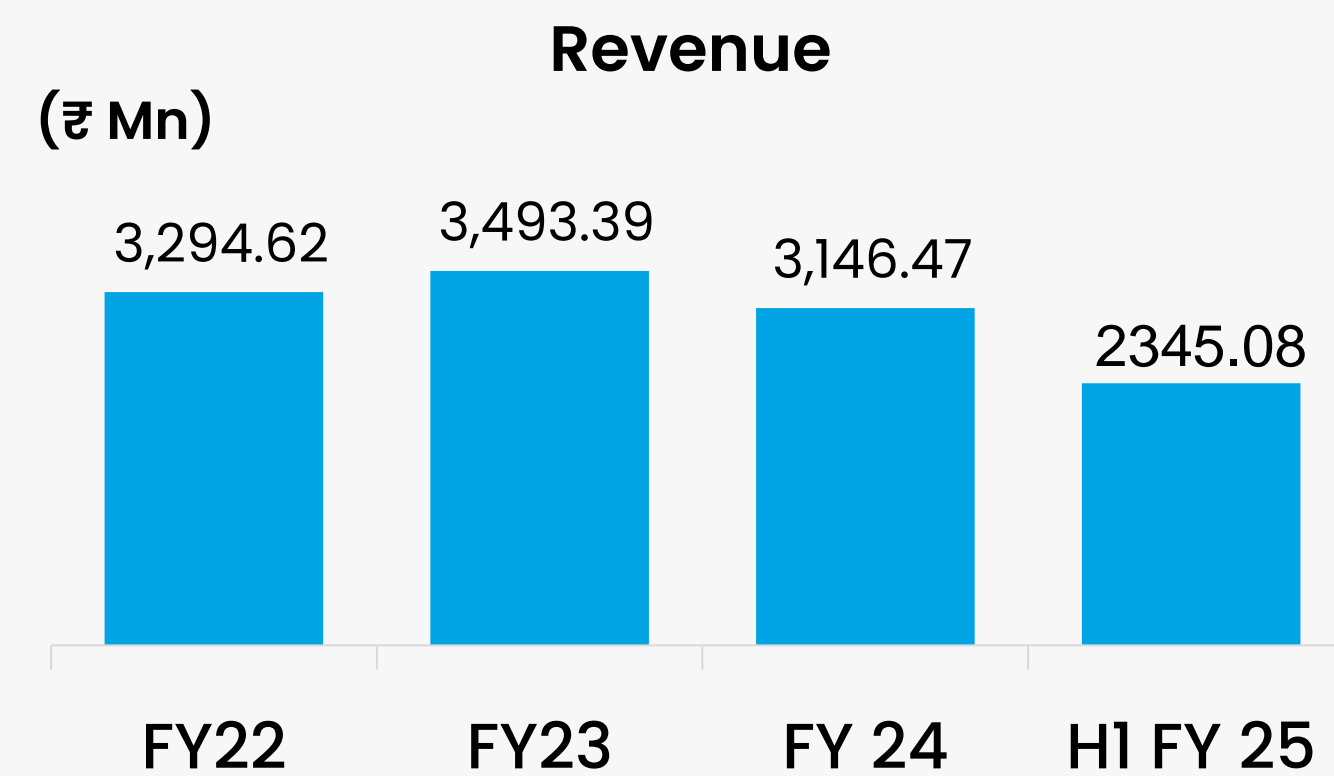
Shailesh Girish Mandani
Finance Controller

05 Diversified IT Solutions & Offerings



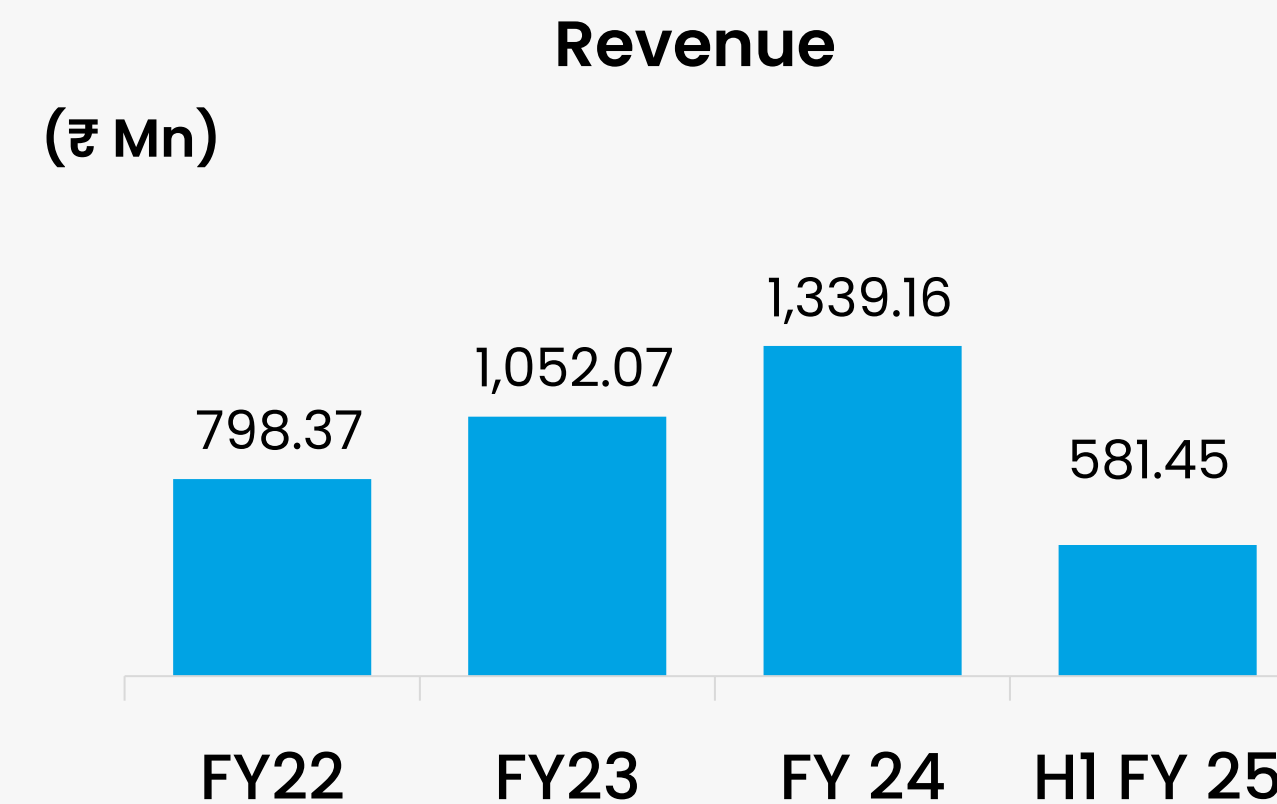
IT Infrastructure Products & Services

- Data Centre Solutions
- End-User Computing



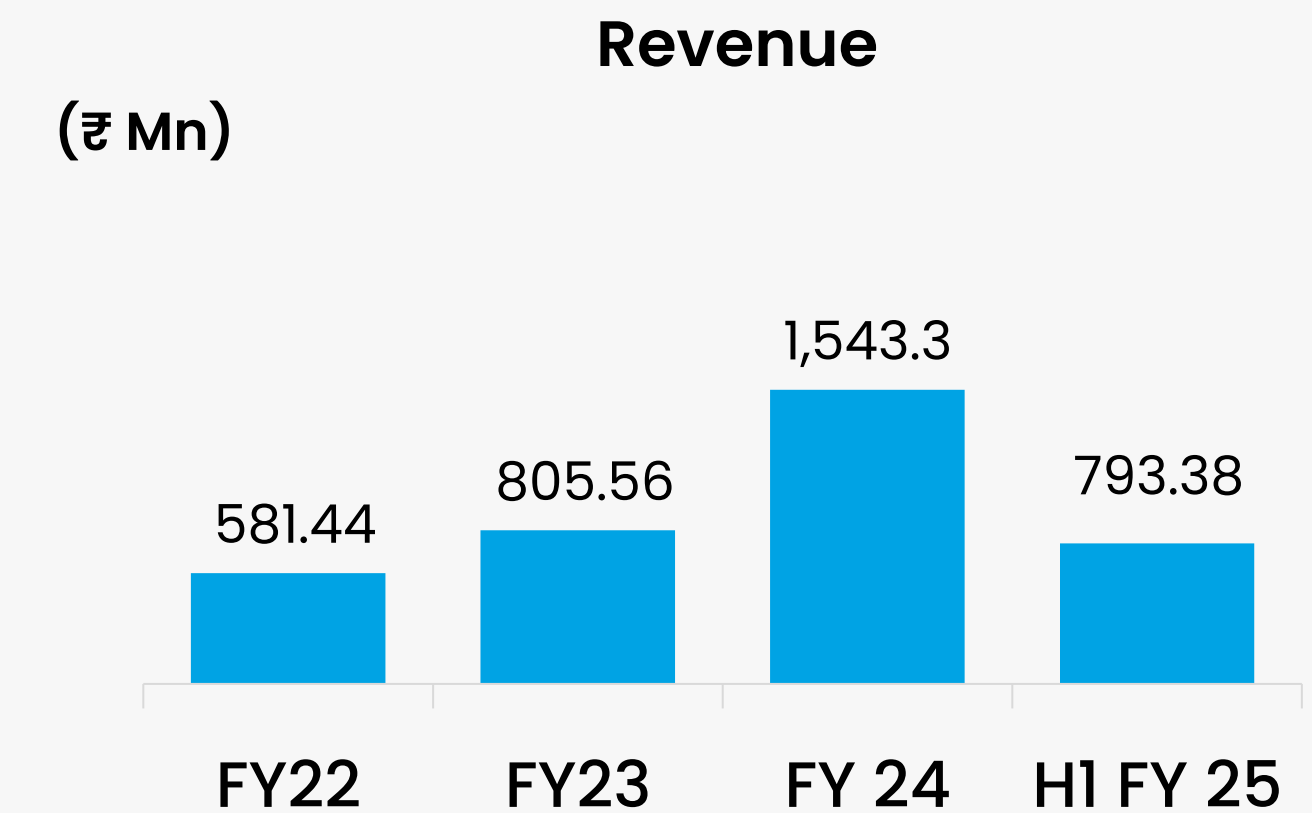
IT Enabled Services

- 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 half year ended September 30, 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







Pharma & Healthcare




Govt. & PSU




ITeS



Others



Tech Partners



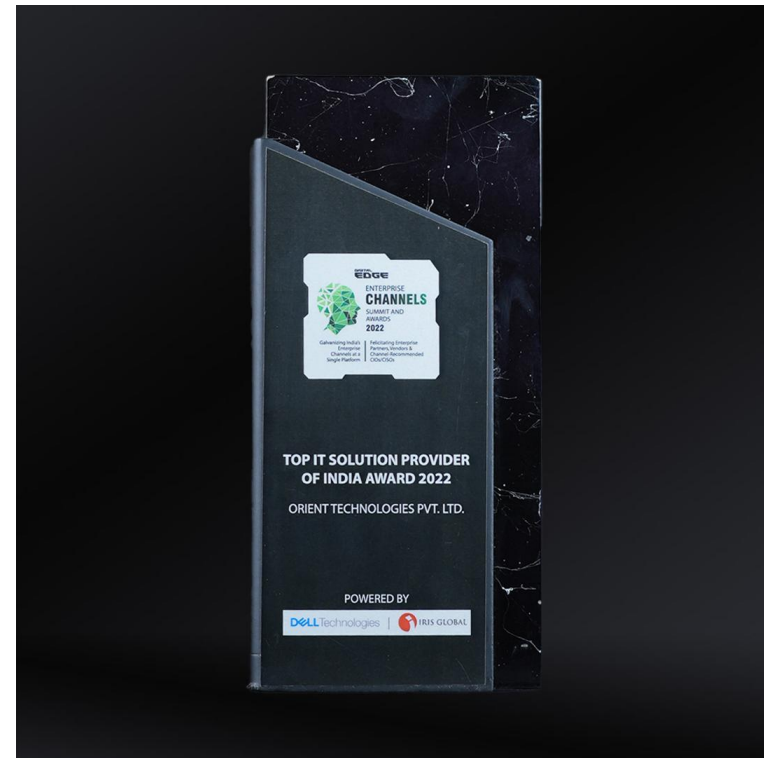


Industry Wise Revenue Share – September 30, 2024

| Industry | % of Revenue |
|---------------------|--------------|
| Mid Market* | 53.89% |
| BFSI | 19.62% |
| ITeS | 9.17% |
| Govt & PSU | 8.15% |
| Communication | 6.36% |
| Healthcare & Pharma | 2.01% |
| Manufacturing | 0.80% |
| 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



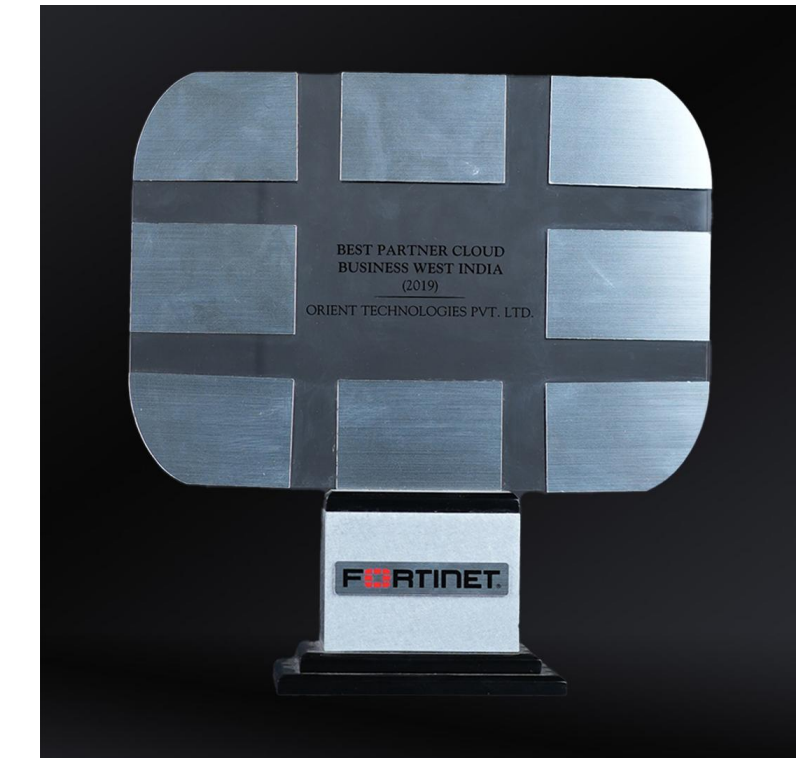
Best System Integrator



Partner Advisory Board



AWS APN Excellence Award

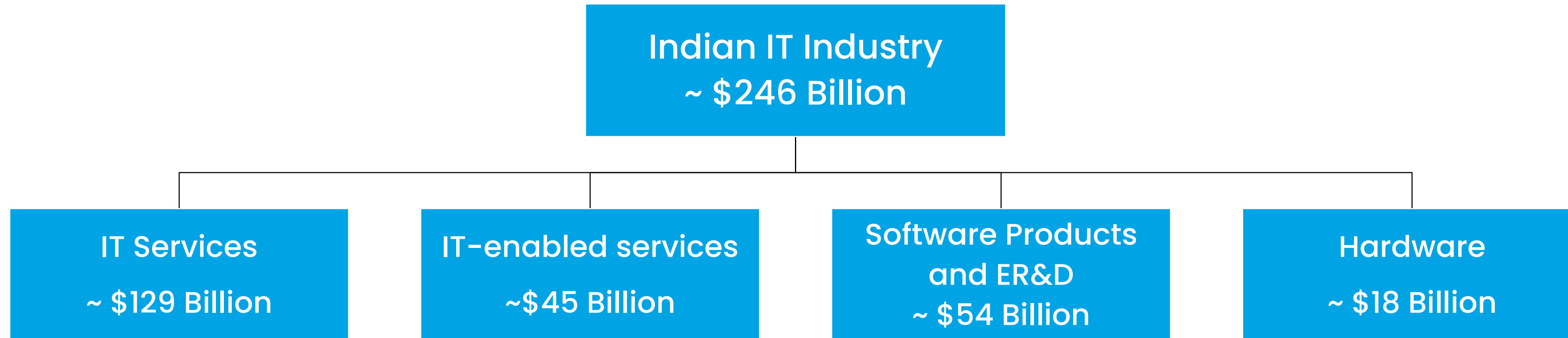


Best Partner Cloud Business West India

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 | |

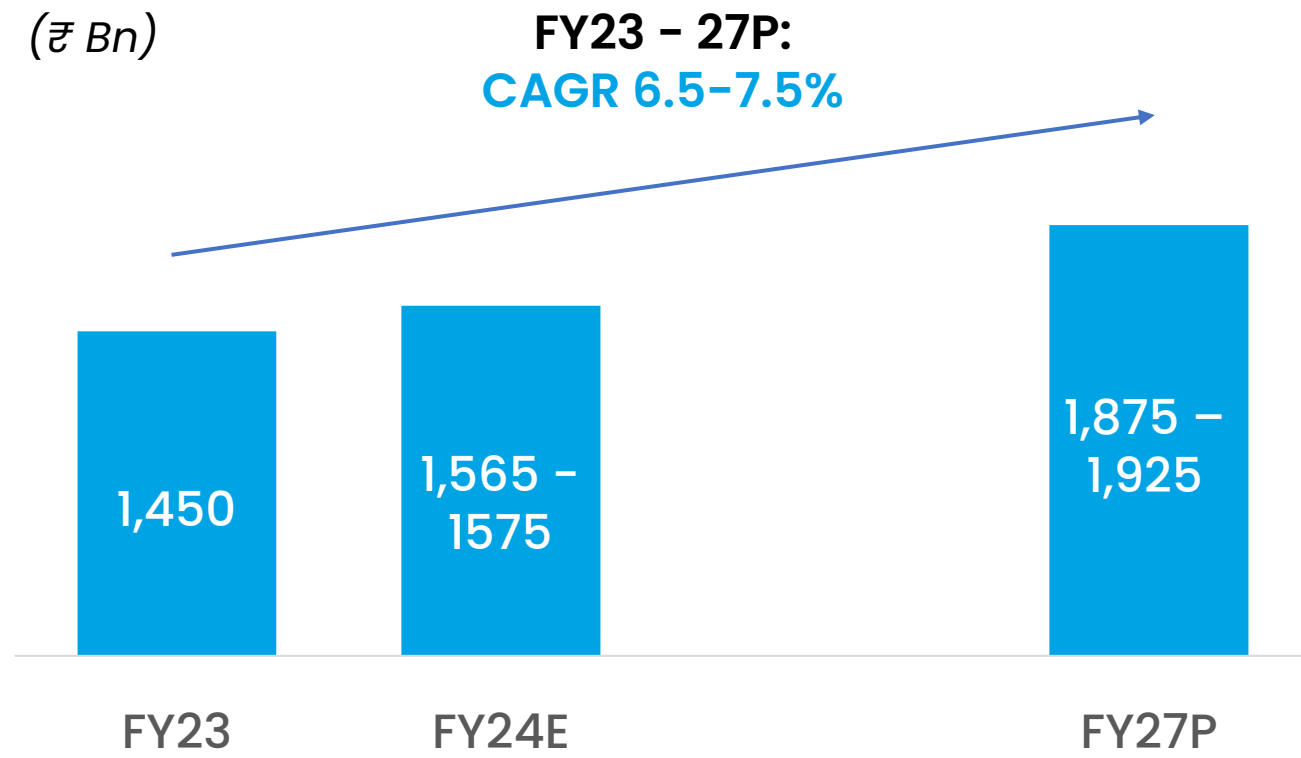
08 Industry Overview



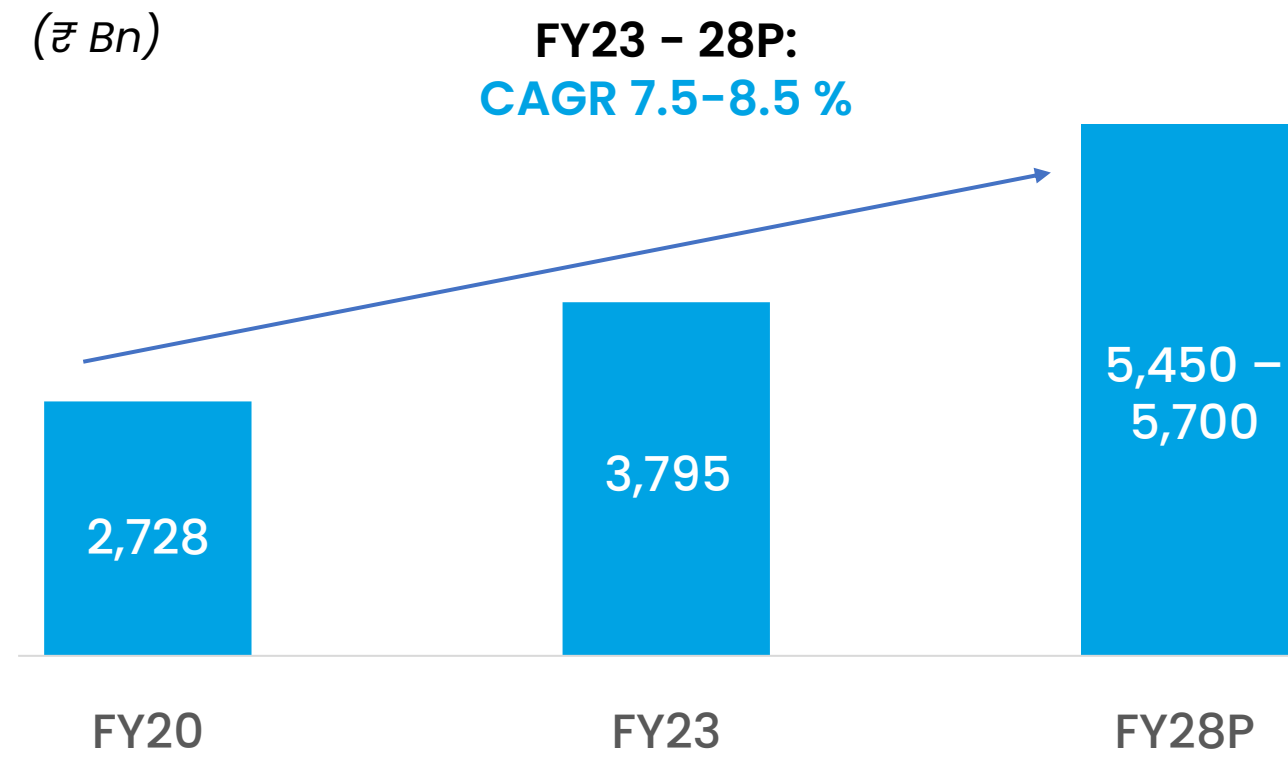
08 Industry Overview



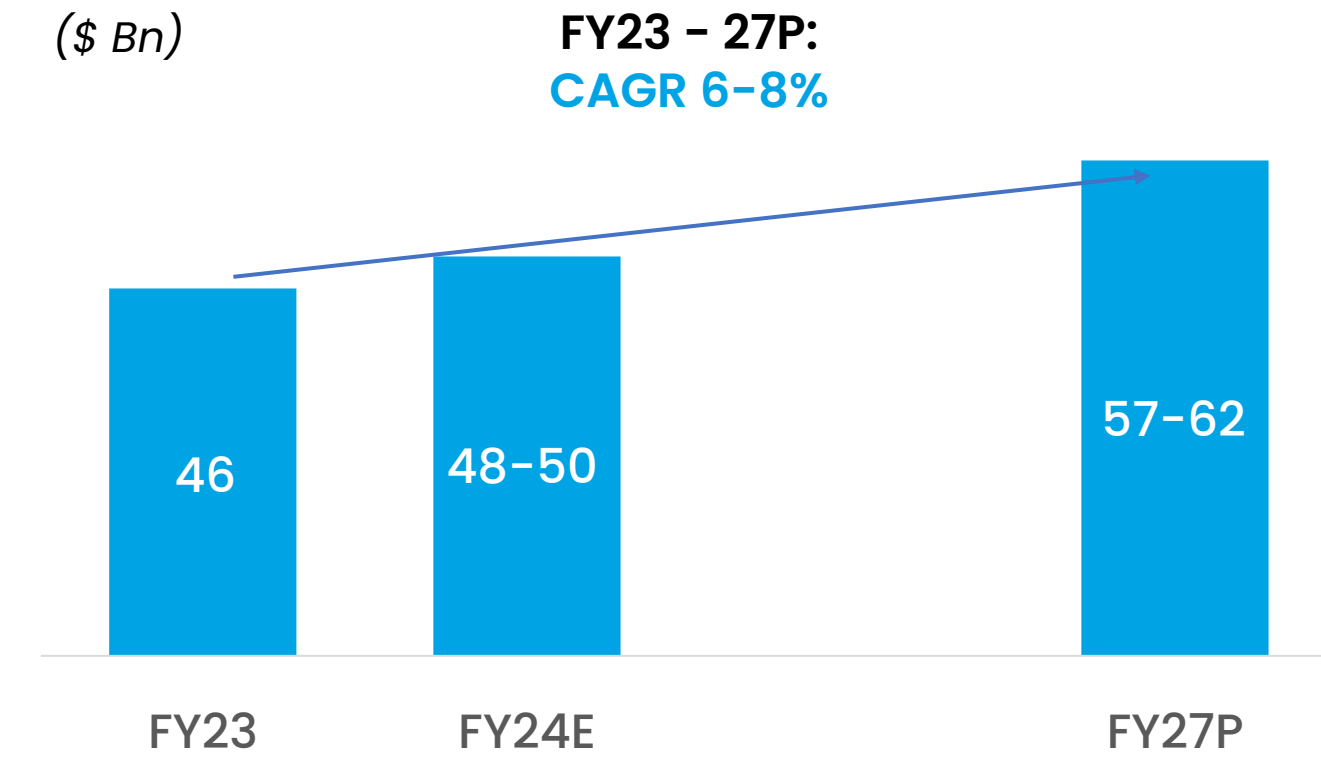
Domestic IT Service Industry



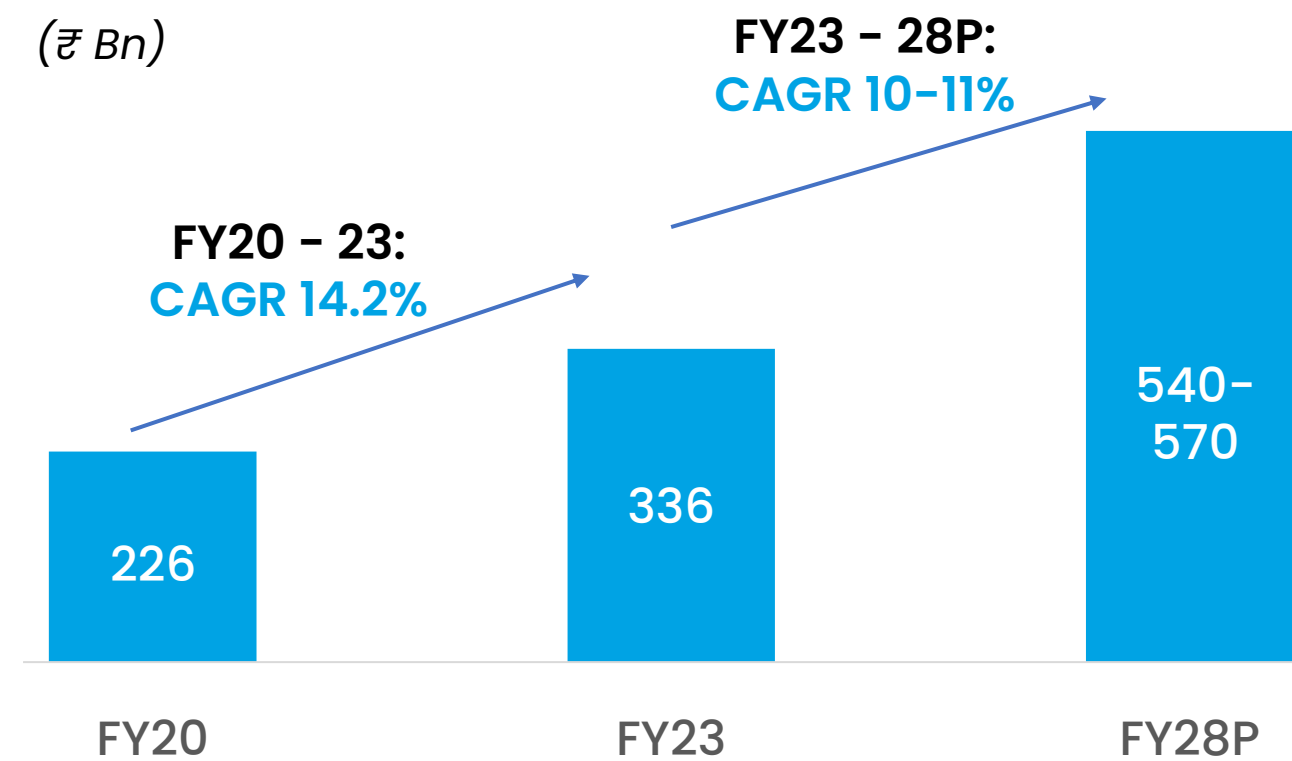
IT Hardware Equipment Industry in India



Indian ITeS Market



IT Hardware Equipment & Mobile Phone Leasing Industry in India



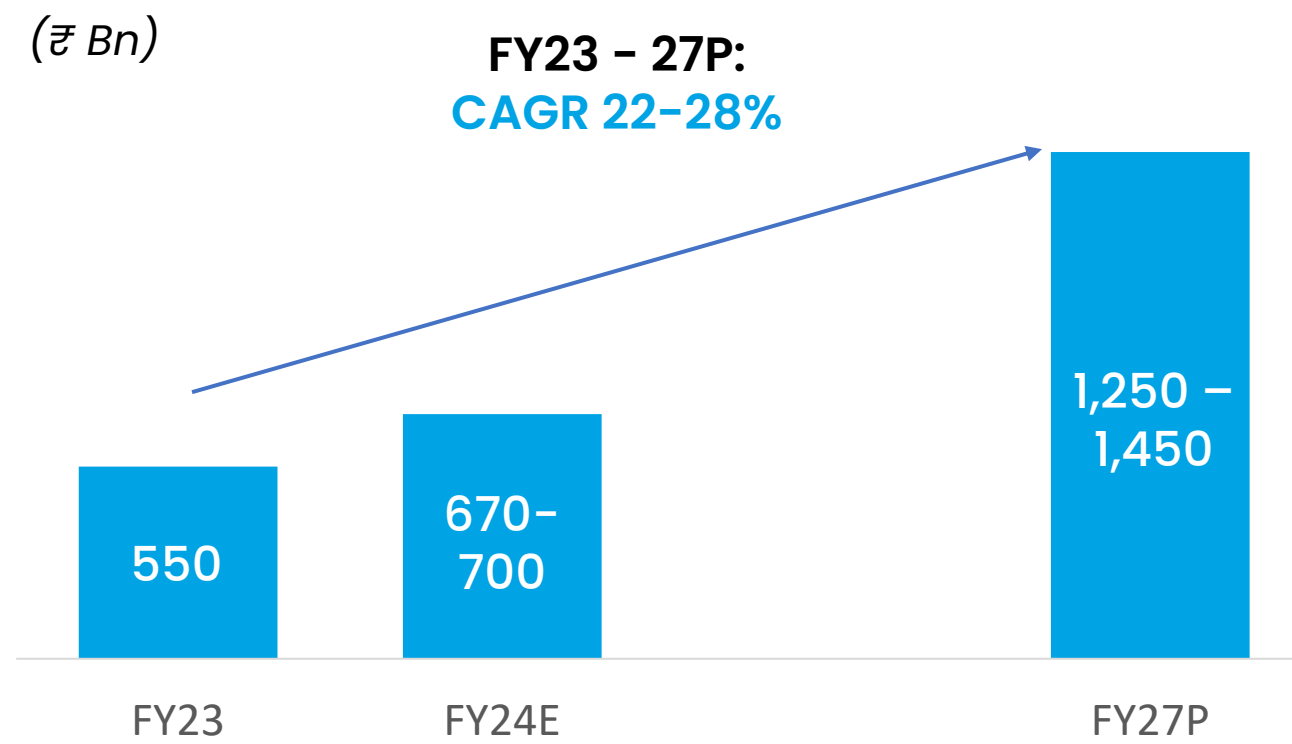
The growth of the DaaS industry is propelled by several key drivers such as hybrid workforce, demand for subscription model, sustainability goals, cyber security requirements etc.

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

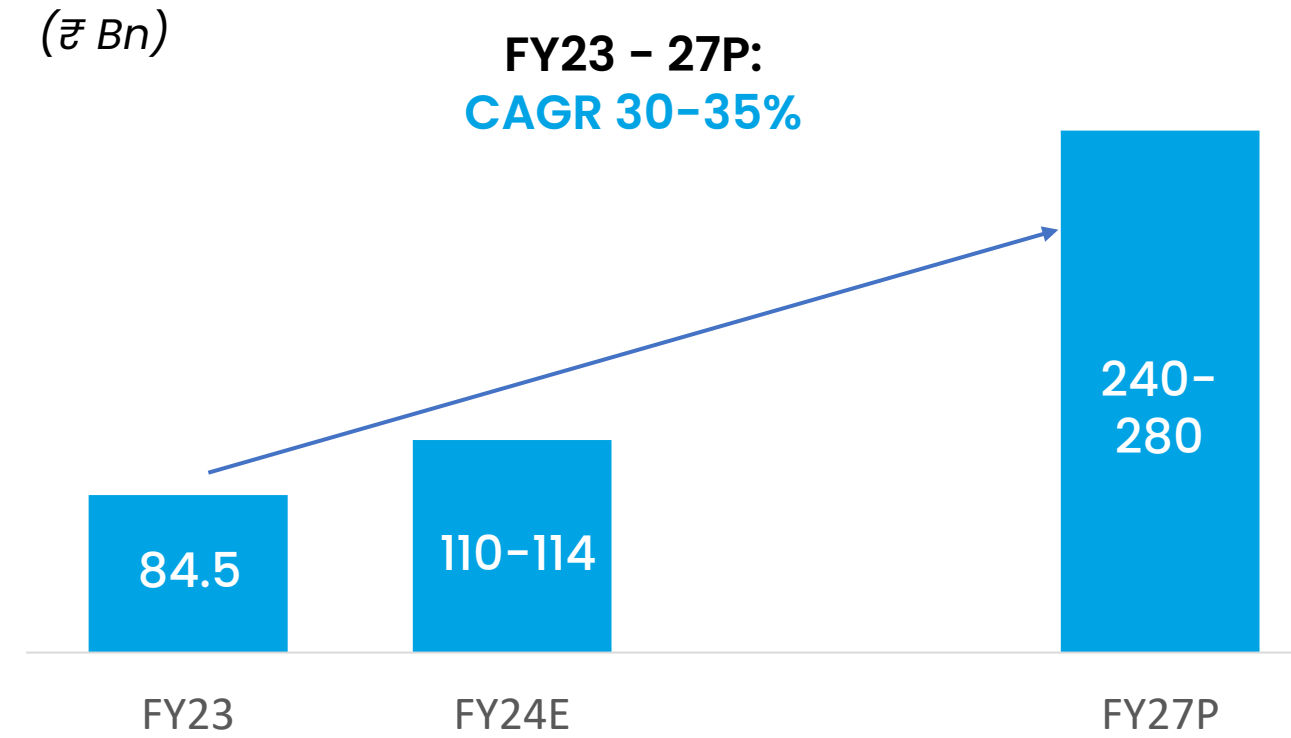
08 Industry Overview



Public Cloud Service Industry in India

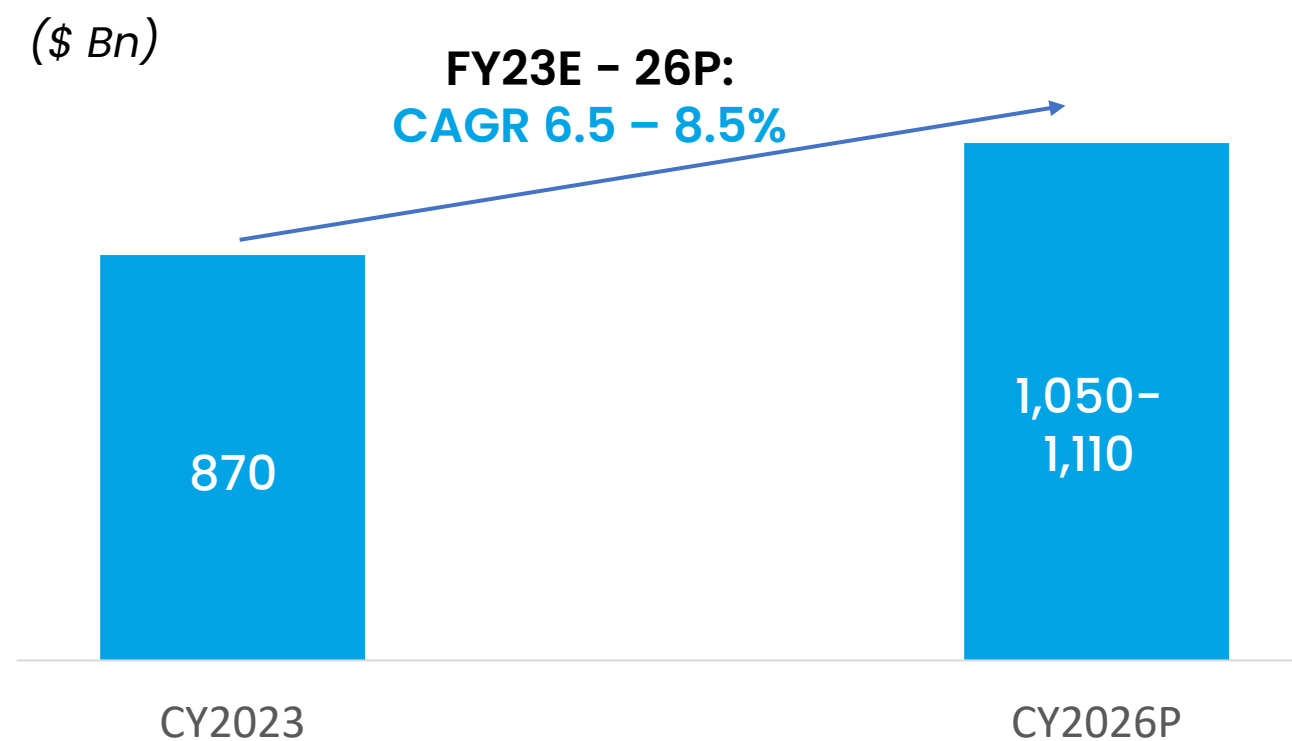


Data Centre Industry in India

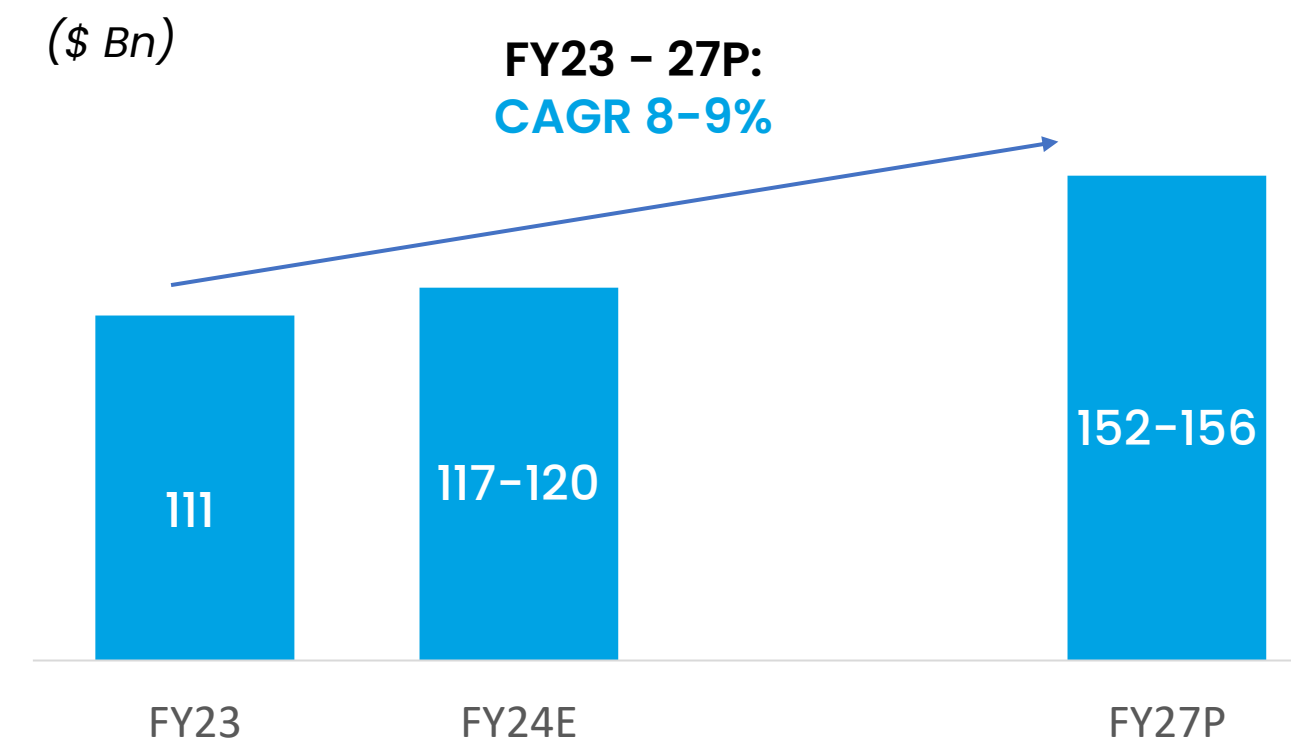


Our Company is steadily increasing its revenue share from cloud and data management services, from 16.03% in FY2021 to 29.06% for 6MFY24.

Global IT Professional Services Industry

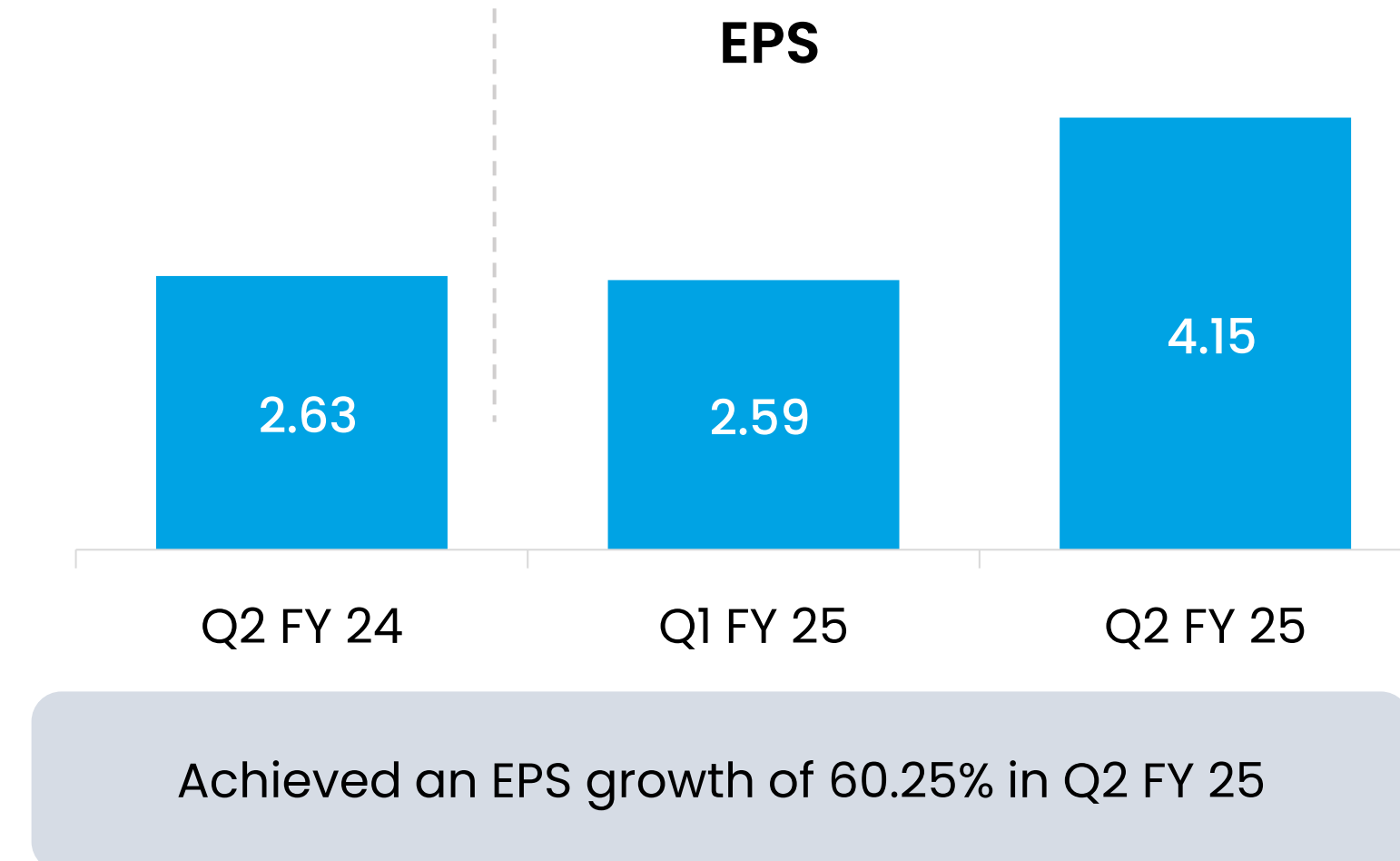
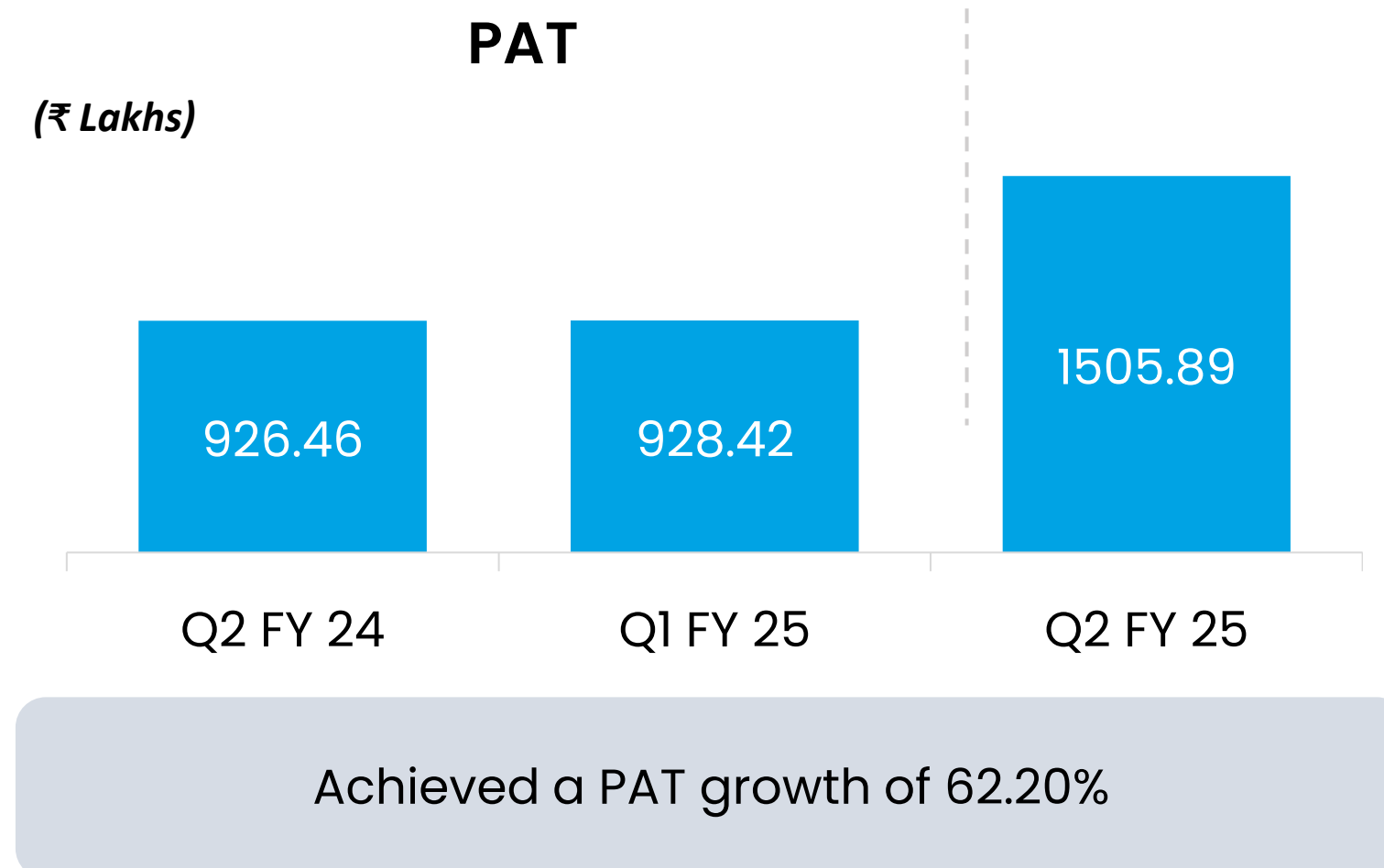
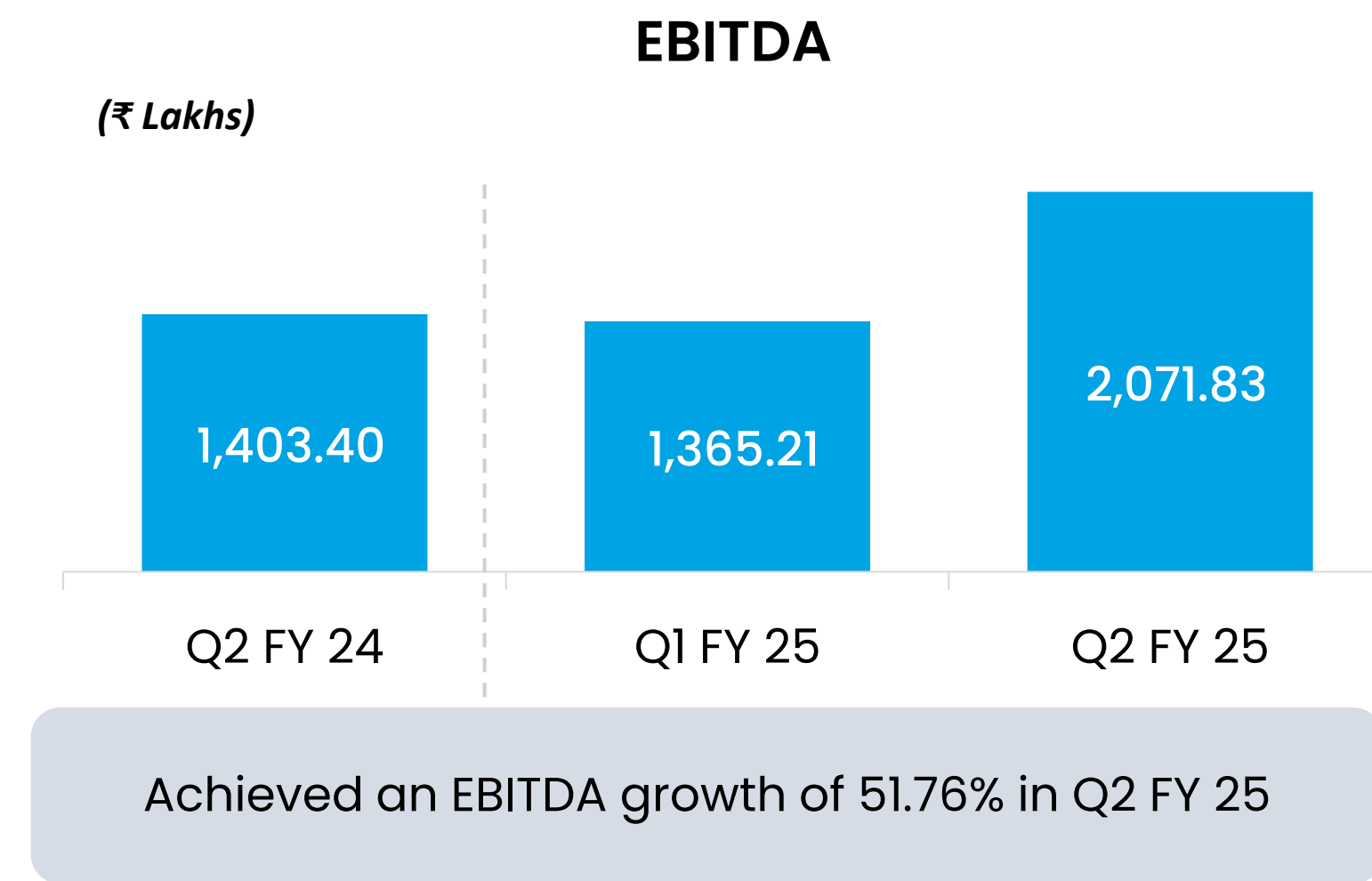
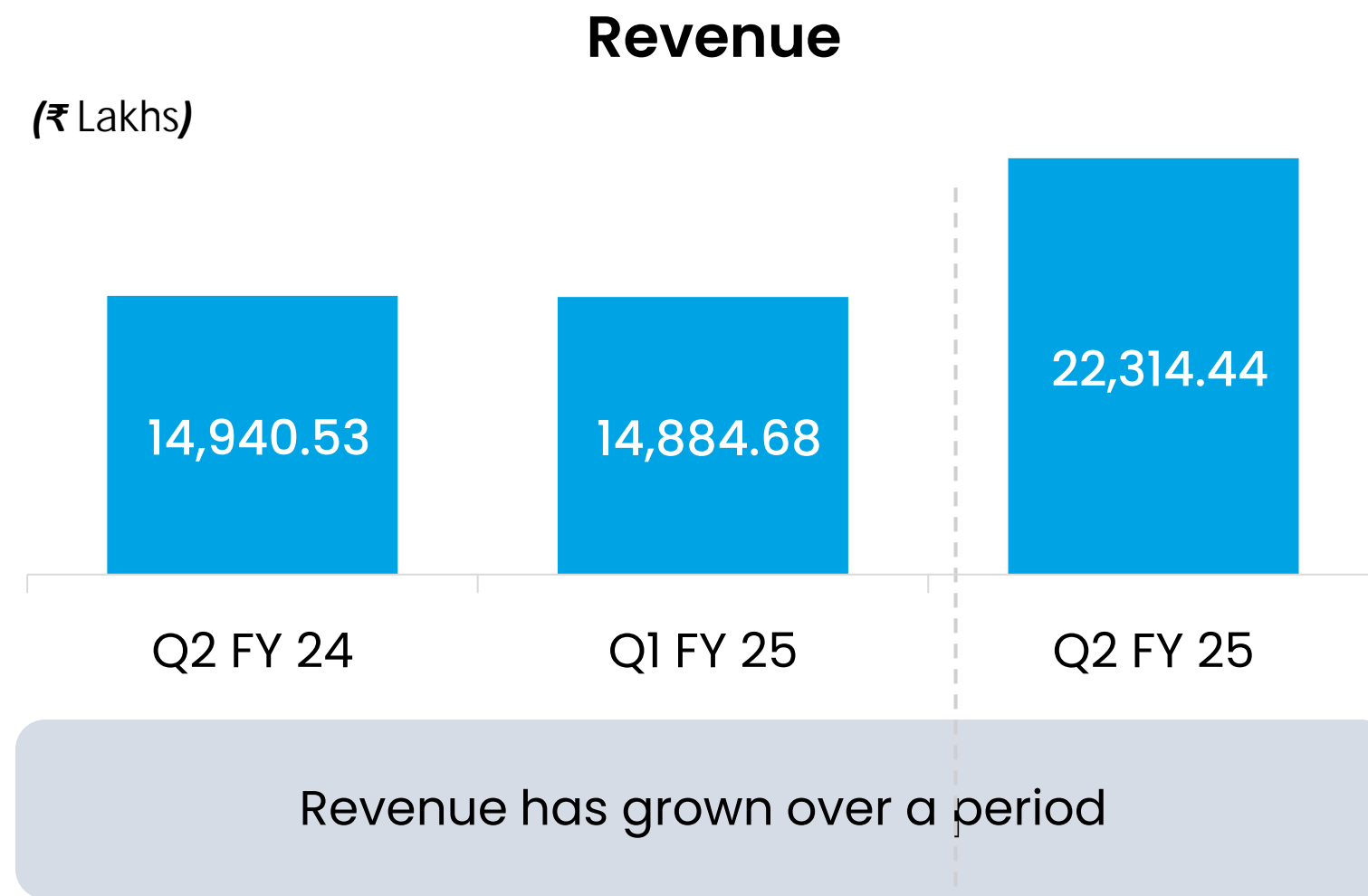


Trend of Export IT Services Industry

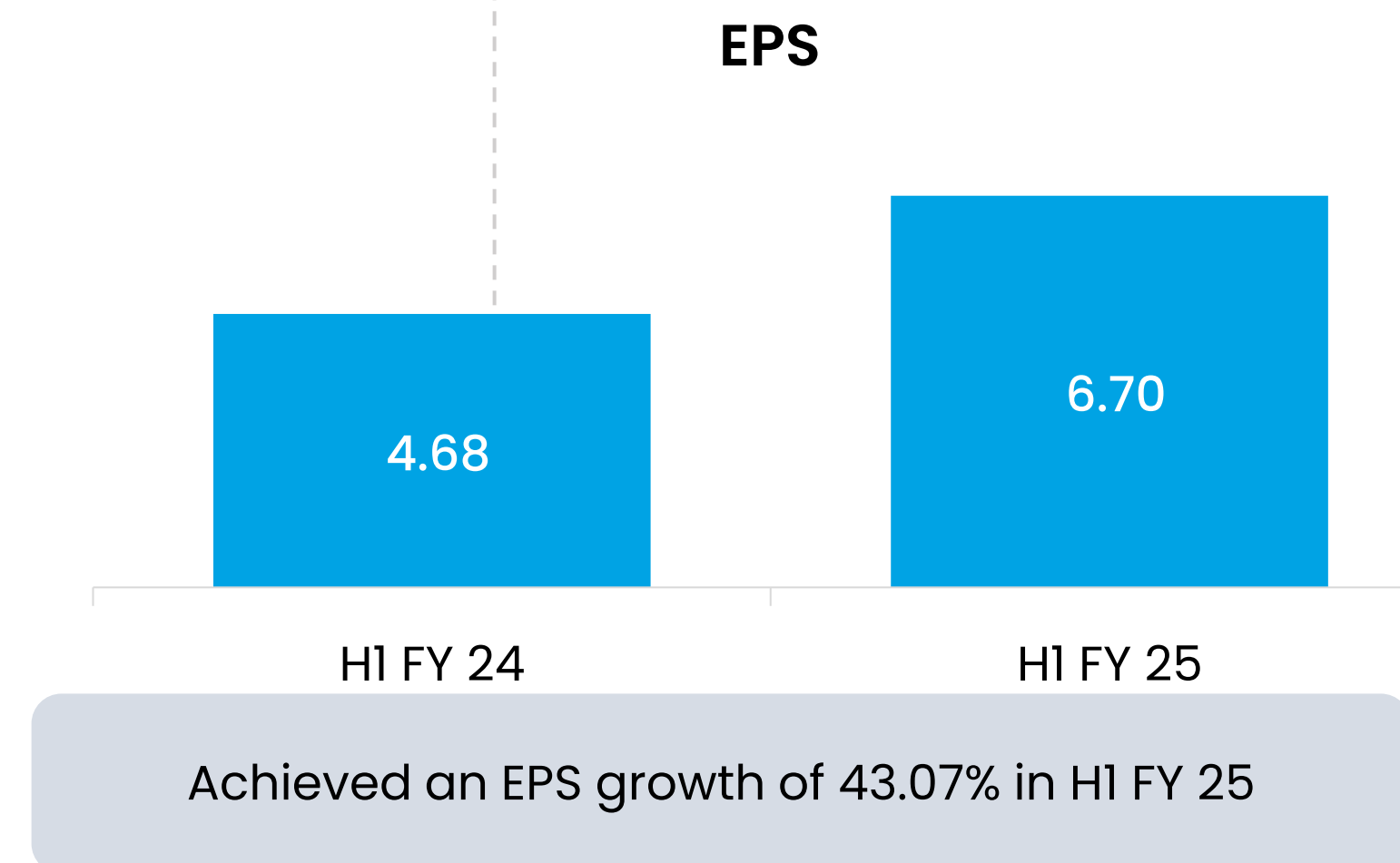
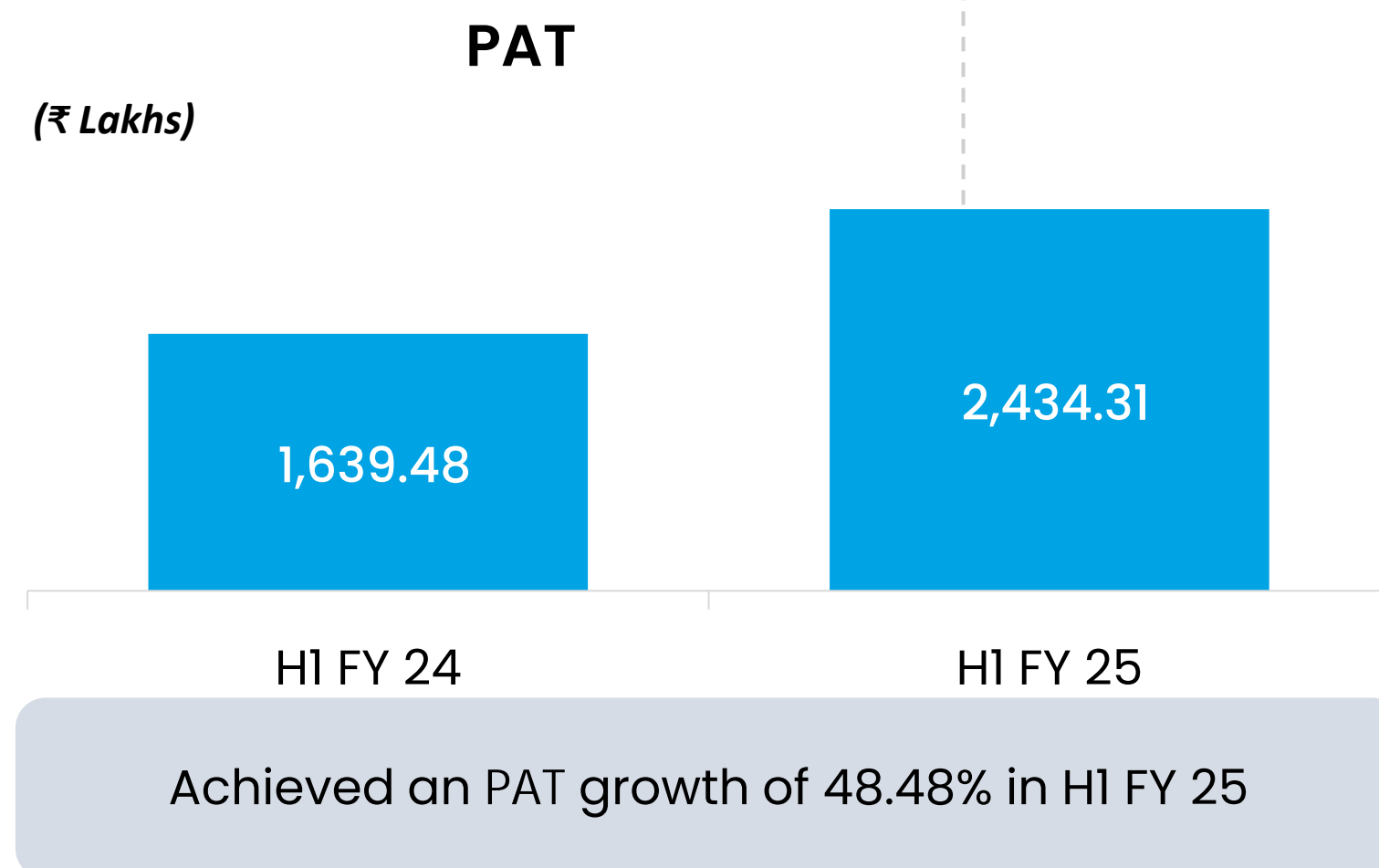
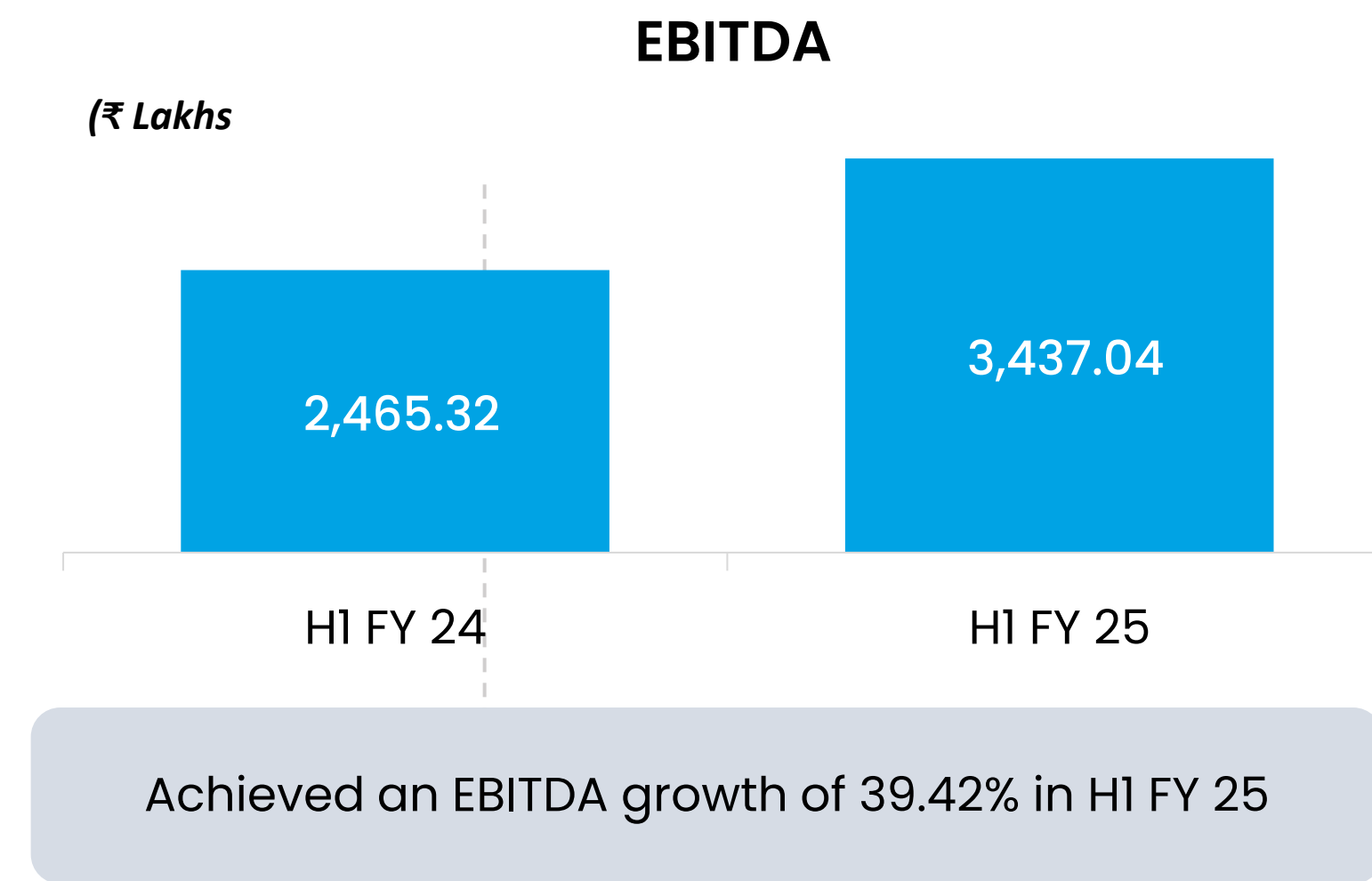
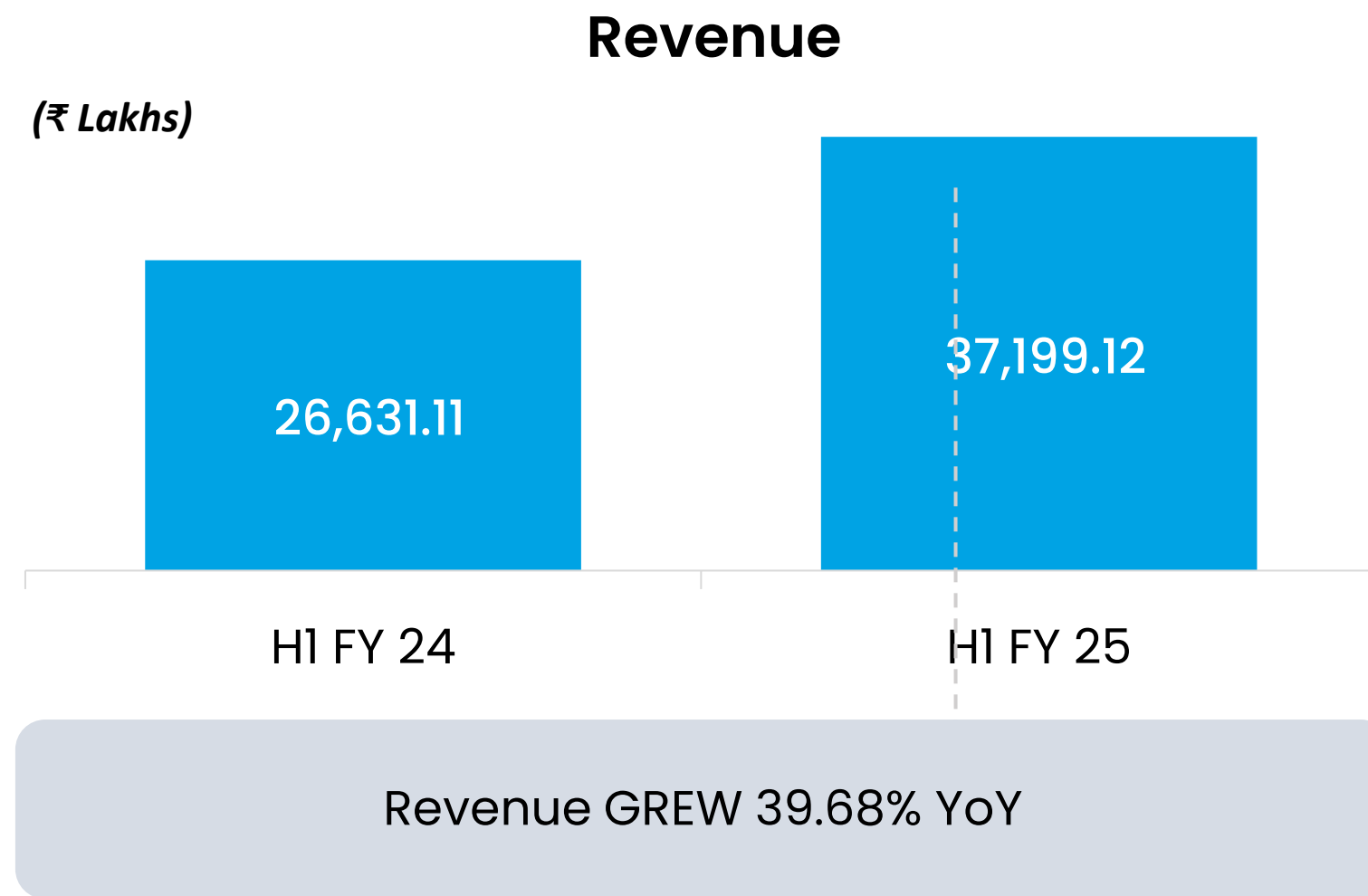


Our Company's business operations are concentrated in India & its revenue is predominantly generated from India. The Company aims to expand their geographic footprint and cater to a broader customer base globally.

09 Track Record of Q2 Financial Performance



09 Track Record of H1 Financial Performance



10 Quarterly Updates



Milestone achievement in Q2 FY 25

During the quarter, the Company successfully listed on the Bombay Stock Exchange (BSE) and National Stock Exchange (NSE), with a remarkable investor response, further strengthening the company's financial position and boosting its market visibility. The listing marks a key achievement in the company's journey toward expanding its growth potential and delivering value to stakeholders.

- Client Growth & Revenue: Expanded cloud services for Coal India's new subsidiaries.
- Key Multiyear Contracts:
 - SIDBI: Cloud migration with DR for GST & Prayaas apps.
 - NEML: Managed AWS migration.
 - BECIL: Digital transformation under Ministry of Broadcasting.
- PSB Alliance Empanelment: Authorized to deliver AWS cloud for 12 public sector banks, aligning with India's EASE agenda.
- Strategic Multiyear Deals: Long-term contracts across finance, healthcare, energy, and public sector to drive innovation and growth.

Financial Highlights for Q2 FY 25

- Revenue: ₹2,231.44 Million, reflecting a robust increase of 39.68% year-over-year (YoY) and 49.92% quarter-over-quarter (QoQ).
- EBITDA: ₹207.18 Million for Q2 FY 25, up from ₹140.34 Million, marking a growth of 39.42% YoY and 51.76% QoQ.
- PAT: ₹1505.89 lakhs for Q2 FY 25, representing a growth of 48.48% YoY and 62.20% QoQ.
- EPS: ₹4.15 per share for Q2 FY 25, representing a growth of 43.07% YoY and 60.25% QoQ.
- Employee Count as on September 30, 2024, was 1,517

10 Quarterly Updates



| Industry | % of Revenue |
|------------------|--------------|
| Mid-market* | 52.88% |
| BFSI | 23.72% |
| Government & PSU | 7.90% |
| ITES | 7.16% |
| Communication | 6.19% |
| Manufacturing | 1.34% |
| Healthcare | 0.81% |
| 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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MIDC Central Road, Andheri East,
Mumbai, Maharashtra 400093

Sales Office Address

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Mumbai, Maharashtra 400093

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Find us on:    