



Olatech Solutions Ltd.

06th June, 2025

**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: Investors' Presentation on Audited Financial Results for the half-year and financial year ended 31st March, 2025

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 on Audited Financial Results of the Company for the half year and financial year ended on 31st March, 2025.

Thanking You,

Yours faithfully,

For Olatech Solutions Limited

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



OLATECH SOLUTIONS LTD.

OLATECH SOLUTIONS LTD.

EMPOWERING TECHNOLOGIES IN BUSINESS



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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.

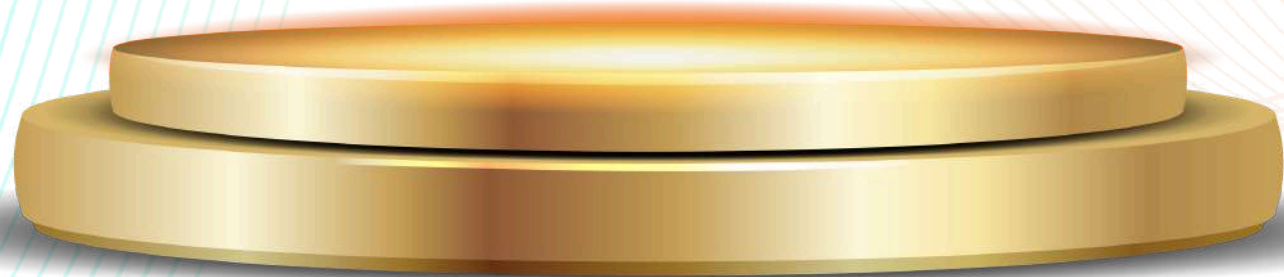
Our offerings, **branded as "Epiphany"**, include NOC management tools, network monitoring and analytics, secure user/device authentication, and Data Centre Infrastructure Management (DCIM). We provide a full range of services from consultation and system integration to implementation and managed services.

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.

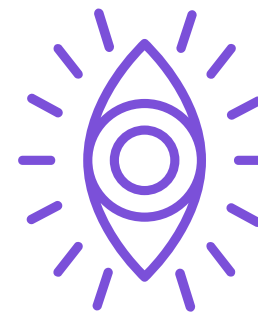
AT A GLANCE

Founded in 2014

**Debt-Free Organization with
300% YoY Growth
100+ Years of Combined Man-
Hour Experience.**



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.

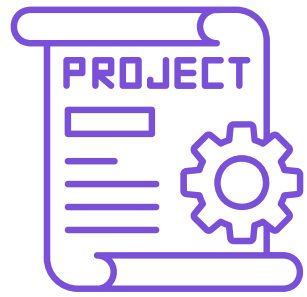
MISSION



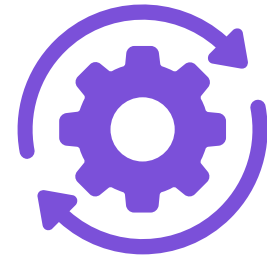
To empower businesses with innovative and reliable IT and telecom solutions that enhance operational efficiency, improve user experience, and drive growth. We are committed to delivering high-quality services and products that meet the evolving needs of our clients while maintaining the highest standards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



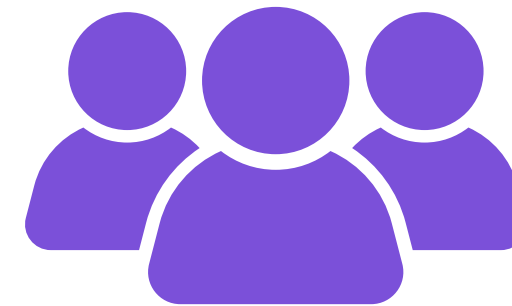
KEY FACTS & FIGURES



Completed Projects:
280



Years in Operation: **10**
(established in 2014)



Team Size: **130+ skilled professionals**



Client Satisfaction Rate: **95% positive feedback**



Ongoing Projects:
188



ISO Certification:
ISO 9001 certified



Partnerships: **Collaborations with leading technology providers**



R&D Investment: **15% of annual revenue dedicated to innovation**



Geographic Presence: **8 locations**



Industry Verticals: **5 key sectors**



Average Project Duration: **6-12 months**



Clients Served: **Over 150 diverse clients**

NEW PRODUCT OFFERING



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.



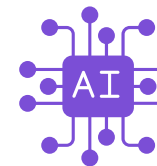
Ecommerce Portal for Spare Parts Sale

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.

OLATECH SOLUTIONS TIMELINE

Established: Olatech Solutions is founded as a public limited company, targeting IT and telecom sectors.

Launch of Core Services: Introduction of primary software solutions, including Network Operations Center (NOC) tools.

Quality Assurance: Achieved ISO 9001:2015 certification, reinforcing commitment to quality management.

Service Expansion: Added new offerings such as Data Centre Infrastructure Management and secure user authentication solutions.

Strategic Partnerships: Collaborated with xFusion Technologies to enhance server business capabilities.

Brand Visibility: Increased participation in key industry events, enhancing networking and market presence.

2014

2015

2016

2017

2018

2019

2025

2024

2023

2022

2021

2020

Olatech Solutions acquired an 85% equity stake in Olatech Digital Solutions Private Limited, a digital marketing firm, to enhance its digital capabilities

- The company's share price on the BSE stood at ₹265.00, with a market capitalization of ₹118 crore.

Olatech reported earnings for the half-year ended September 30, 2024, with revenue of ₹114.54 million and a net income of ₹32.95 million

Operational Success: Achieved 280 completed projects and 188 ongoing projects, reflecting strong growth.

Board Strengthening: Appointed new independent directors to enhance governance and strategic direction.

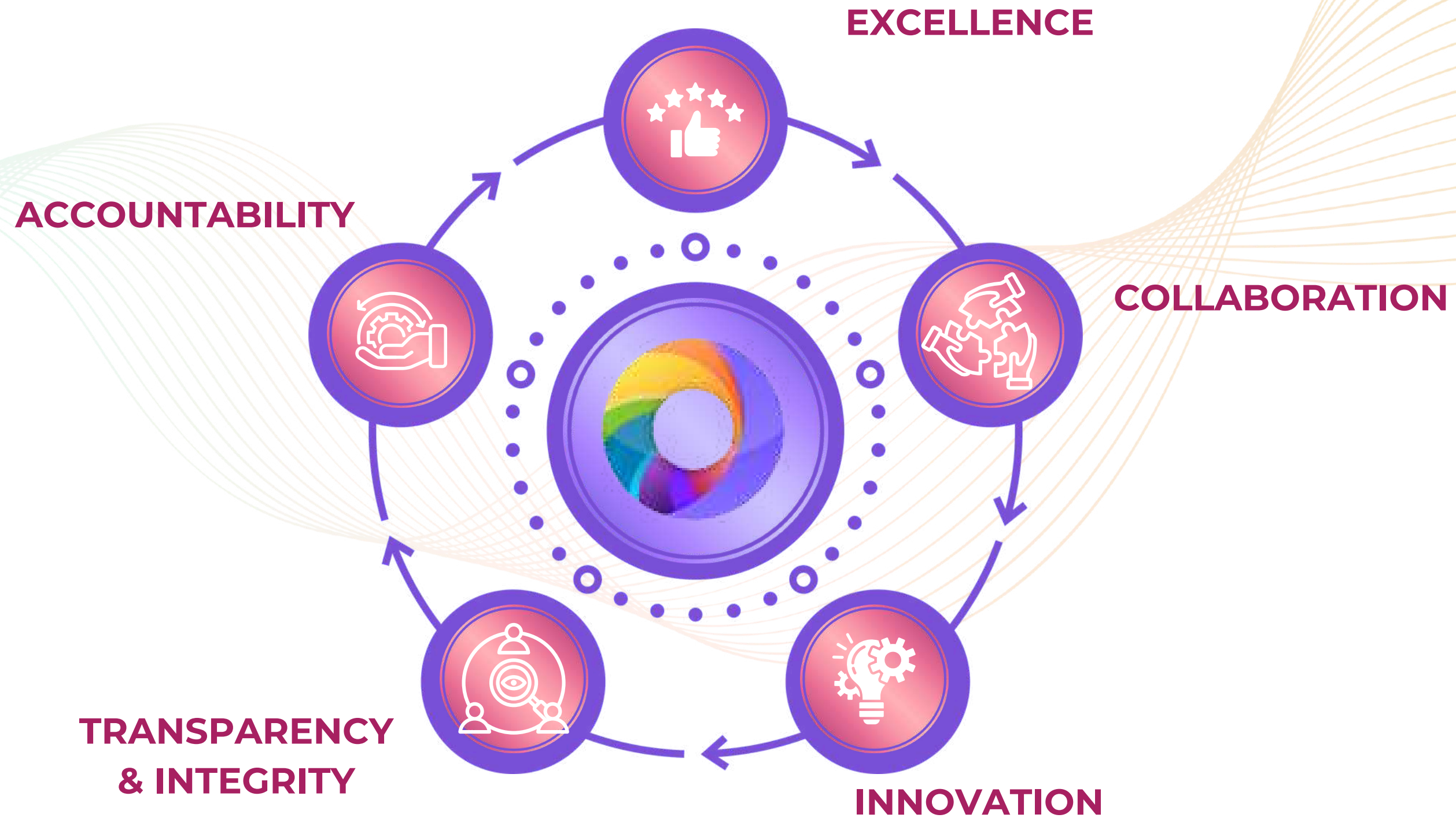
Product Enhancement: Released updated software versions to align with changing client requirements.

Digital Marketing Initiatives: Strengthened online presence through content marketing, SEO, and social media engagement.

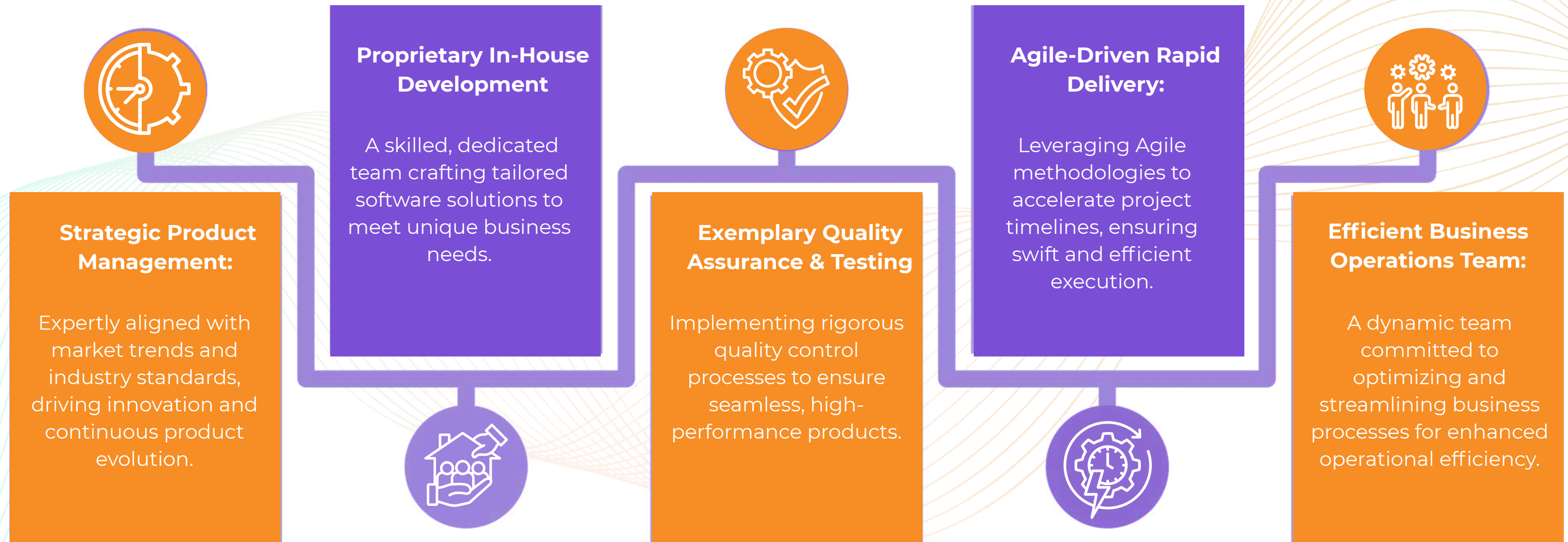


CORE VALUES

We envisage to build better products and offer high-end services, inventing disruptive business models to provide strategic business advantage.



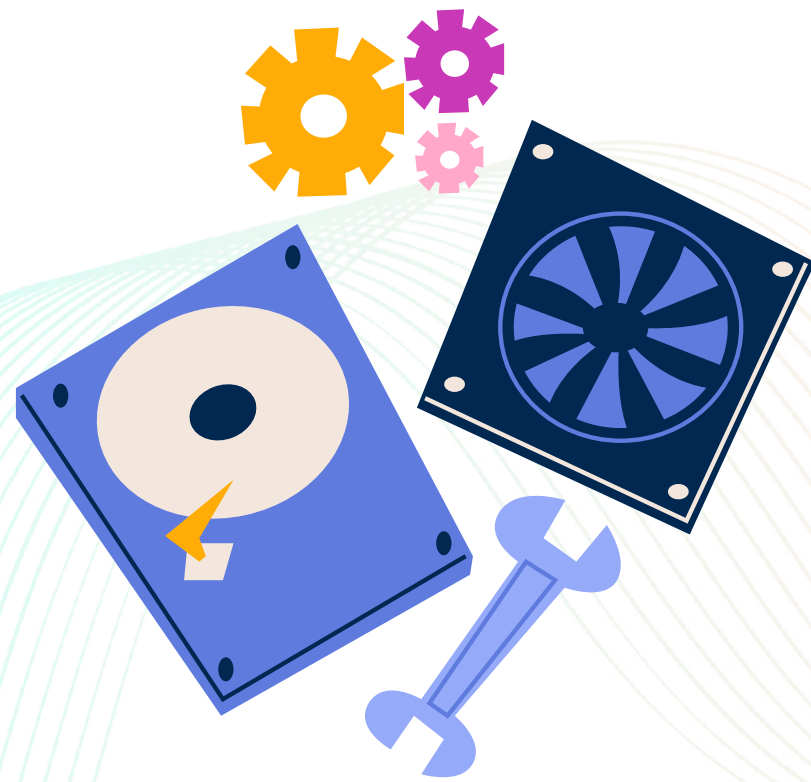
KEY STRENGTHS



CERTIFICATION & AWARDS



BUSINESS VERTICALS



Hardware
Support
Business Unit



Software Development
& Products Business
Unit



Enterprise Business
Unit

OUR MAJOR CUSTOMERS

Telecom & Carriers



DC & Cloud



BFSI



Government



Enterprise



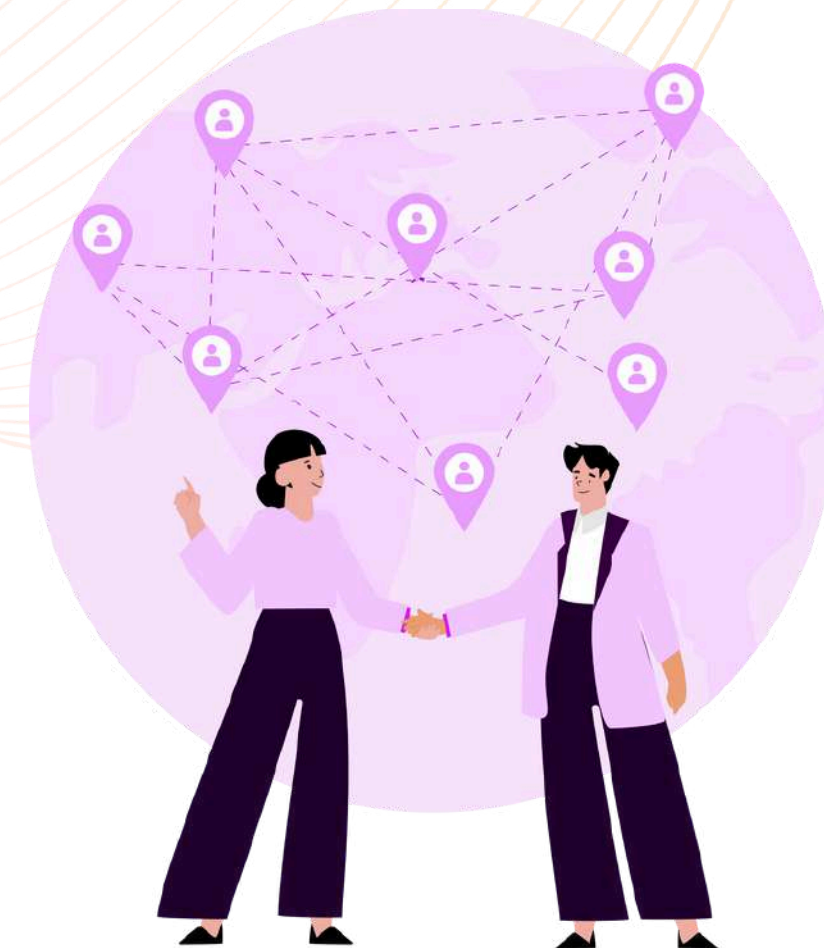
IT/ITES



SMEs

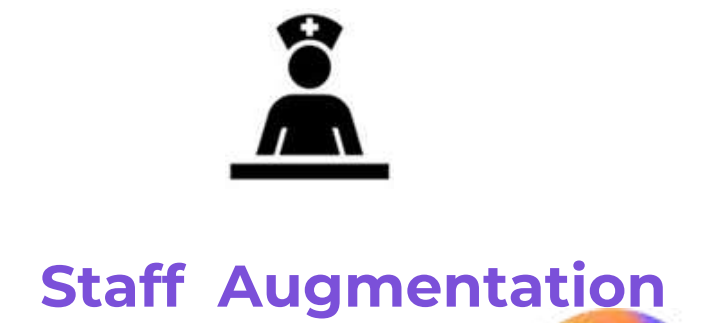
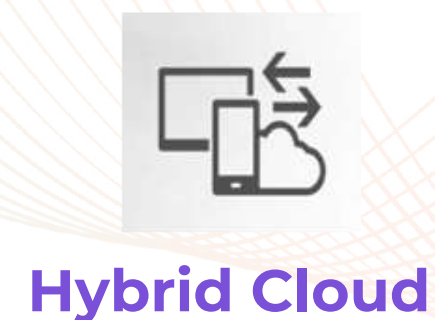
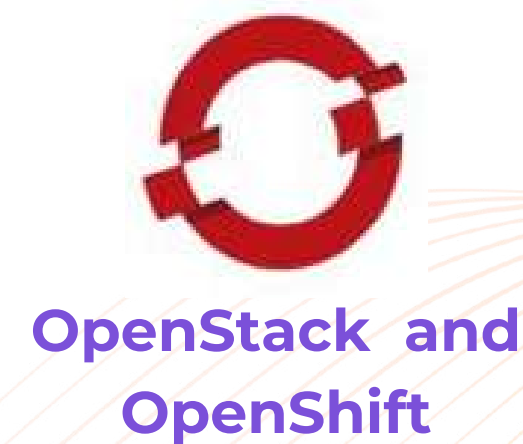


DISTRIBUTION PARTNERS



OUR HARDWARE EXPERTISE

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



OUR SOFTWARE EXPERTISE

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.

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.

ENTERPRISE BUSINESS UNIT



ERP

Streamline business operations with integrated Enterprise Resource Planning solutions.



CRM

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



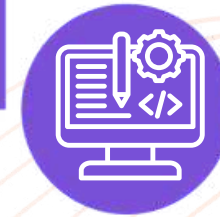
ECommerce Design & Development

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



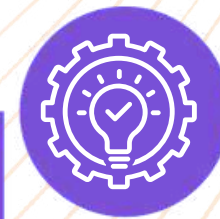
App Development

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



Web Design & Development

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



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.

GEOGRAPHICAL FOOTPRINT



Navi Mumbai :

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



Hyderabad:

502, 1-62 Plot 171, RS Towers Phase II, Kavuri Hills, Madhapur 500033 Telangana, India



Pune:

810, 815, 709, Westport, Pancard Club Road, Baner, Pune-411045, Maharashtra, India



Kolkata

Calcutta Mansion, 4, Bishop Lefroy Rd, Sreepally, Bhowanipore, Kolkata 700020, West Bengal, India.



Uttar Pradesh :

B-23, 3rd Floor, Sector-63, Noida, Uttar Pradesh, India.



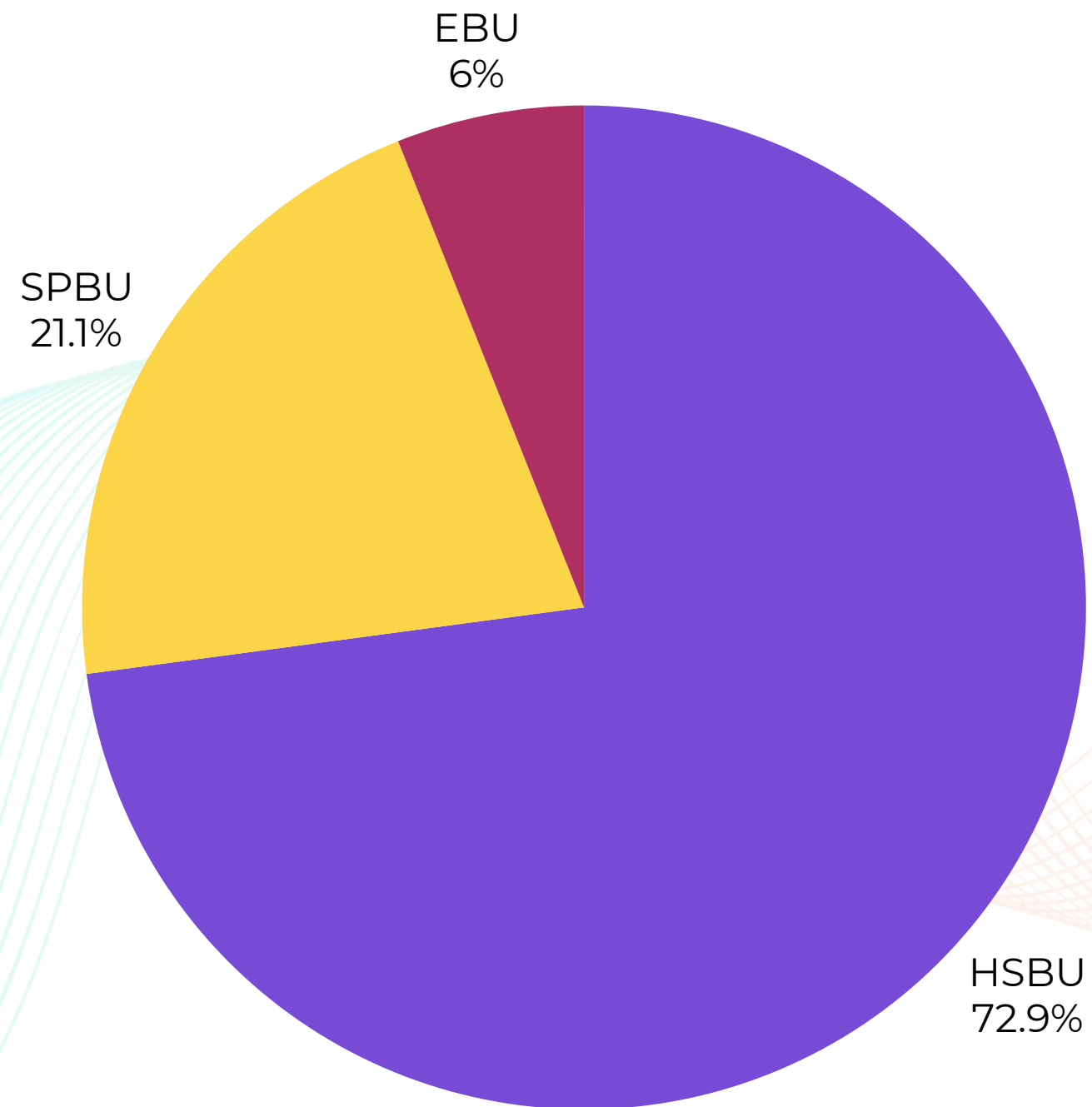
Chennai

8th Floor, TIDEL Park, Tiruvallur High Road, Pattabiram, Chennai - 600072, India.

INDUSTRIES WE TARGET



REVENUE BREAKUP



Amount in Rs. lakhs

Hardware Support
Business Unit

1523.18 lakhs

Software Development &
Products Business Unit

451.52 lakhs

Enterprise Business Unit

129.39 lakhs

Total Without GST

2104.09 lakhs

PROFILE OF MANAGEMENT



Amit Singh

- Chairman & Managing Director
- Leading strategic initiatives and innovation



Navneet Kakkar

- CEO, Executive Director
- Overseeing entire company operation & Ensuring service excellence



Subrahmanyam Sathiraju

- Chief Technology Officer
- Spearheading technological advancements and solutions



Sameer Saluja

- Chief Sales Officer
- Driving Sales & Customer Relations

BALANCE SHEET

Amount in Rs. lakhs

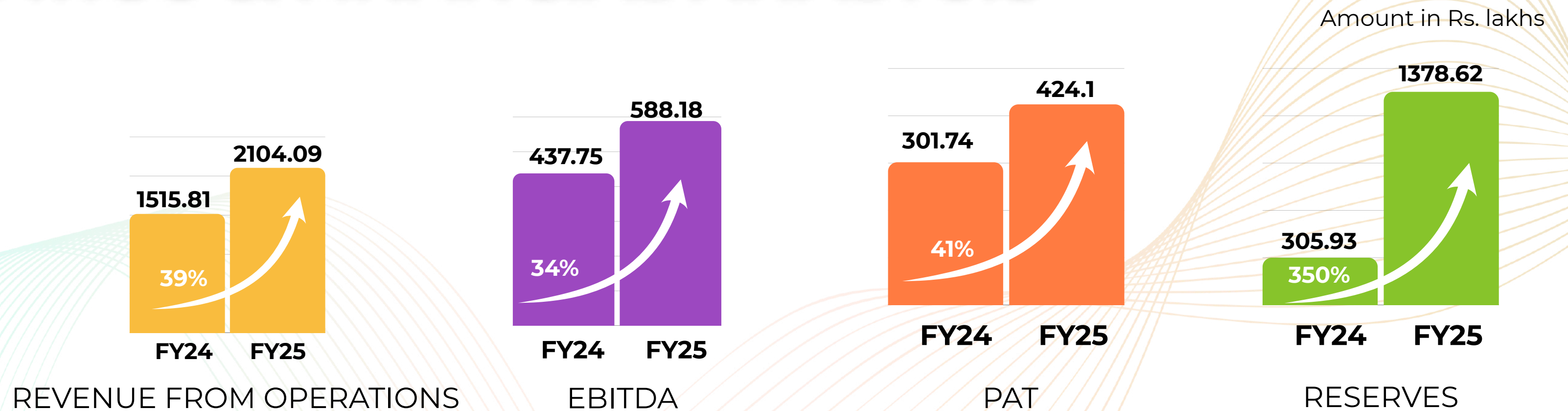
Particulars	FY 2024-25	FY 2023-24
Equity Capital	445.06	432.90
Reserves	1378.62	305.93
Borrowings	235.48	45.79
Other Liabilities	219.14	154.00
Total Liabilities	2278.30	938.62
Fixed Assets	194.15	14.98
Capital WIP	97.80	-
Investments	126.50	181.58
Other Assets	1859.85	742.06
Total Assets	2278.30	938.62

PROFIT AND LOSS

Amount in Rs. lakhs

Particulars	H2FY25 (Audited)	H1FY25 (Reviewed)	HoH%	H2FY24 (Audited)	YoY%	FY25 (Audited)	FY24 (Audited)	YOY%
Revenue from Operations	960.72	1143.37	(16%)	859.23	12%	2104.09	1515.81	39%
Other income	16.62	2.07	703%	1.06	1468%	18.69	1.51	1138%
Total income	977.34	1145.44	(15%)	860.29	14%	2122.78	1517.32	40%
Total Expenditure	832.00	702.60	18%	602.12	38%	1534.60	1079.57	42%
EBITDA	145.34	442.84	(67%)	258.17	(44%)	588.18	437.75	34%
Depreciation	11.79	5.08	132%	4.85	143%	16.87	9.59	76%
Interest	8.25	11.58	(29%)	7.66	8%	19.83	10.11	96%
Profit before Tax	125.30	426.18	(71%)	245.66	(49%)	551.48	418.05	32%
Tax	30.65	96.73	(68%)	71.49	(57%)	127.38	116.31	10%
PAT	94.65	329.44	(71%)	174.17	(46%)	424.10	301.74	41%
EBITDA Margin	15%	39%	(61%)	30.05%	(50%)	27.95%	28.88%	(3%)
PAT Margin	10%	29%	(66%)	20.27%	(51%)	20.16%	19.91%	1%
EPS	1.21	7.61	(84%)	4.02	(70%)	8.82	6.97	27%

RATIOS & FINANCIAL ANALYSIS



FINANCIAL ANALYSIS

Revenue grew by 38.8% YoY in FY25, reaching ₹2,104.09 lakhs, demonstrating strong business growth.

EBITDA increased by 34.4% YoY to ₹588.18 lakhs, reflecting improved operational efficiency and profitability.

Reserves expanded over 4.5x, from ₹305.93 lakhs to ₹1,378.62 lakhs, indicating stronger financial stability.

PAT recorded a 40.55% year-on-year growth

An increase of 1.25 percentage points was recorded in PAT margin.

THANK YOU



OLATECH SOLUTIONS LTD.



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Mahape, Navi Mumbai – 400710, India.



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