

Date: August 02, 2023

To,  
**The Listing Department**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400051  
**SYMBOL: ADSL**

To,  
**Corporate Relationship Department**  
**BSE Limited**  
PJ. Towers, Dalal Street,  
Mumbai - 400 001  
**Scrip Code: 532875**

Dear Sir / Madam,

**Sub: Investor Presentation by the Company dated August 02, 2023**

**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015**

We are enclosing herewith the Investor Presentation of the Company for the quarter ended June 30, 2023.

The above information is also available on the website of the Company:  
<https://www.allieddigital.net/in/>

Request you to take note of the above.

Thanking you,

**For Allied Digital Services Limited**

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**Nehal Shah**  
**Director**  
**DIN: 02766841**

**Registered Office:** Allied Digital Services Limited, Premises No. 13A, 13th Floor, Earnest House,  
Back Bay Reclamation, NCPA Road, Block III, Nariman Point, Mumbai - 400 021.

B: +91 22 6681 6400 | F: +91 22 2282 2030 | [www.allieddigital.net](http://www.allieddigital.net) | CIN - L72200MH1995PLC085488

99%  
SERVICE  
COVERAGE

39  
YEARS

70+  
COUNTRIES



# Investors Presentation

July 2023

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[www.allieddigital.net](http://www.allieddigital.net)

DIGITAL TRANSFORMATION ARCHITECT | GLOBAL MANAGED IT SERVICE PROVIDER | MASTER SYSTEMS INTEGRATOR



Certain statements made in this document concerning our future growth prospects may be interpreted as forward-looking statements, which involve numerous risks and uncertainties that could cause the actual results to differ materially from those in such forward-looking statements. Investors are requested to use their discretion in relying on them. We do not undertake to update any forward-looking statements that may be made from time to time

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# Introduction



# Company At A Glance

**39**

Year History

**70+**

Countries

**3,000+**

Employees

**20**

Offices Worldwide

**187**

Numbers of Clients

**12**

Smart / Safe Cities  
Delivered

**10**

Fortune 100  
Customers



Net Debt Free

**Rs. 660 Cr**

FY23 Revenue

**36%**

YoY Growth in  
Revenue

**Rs. 88 Cr**

FY23 EBITDA

**26%**

YoY Growth in  
EBITDA



## Vision

To be the most admired IT Services and Solutions provider by applying 3 megaforges within the organization continually by:

- Developing Technological depth
- Enhancing Resources, Reach and Infrastructure
- Using the best management practices for operational excellence



## Mission

To operate as a technology driven global organization obsessed with customer needs, devoted to building lasting partnerships and acting with integrity, honesty and a spirit of co-operation with customers, suppliers and employees.



## Core Values

**Ethics** - Integrity, Honestly and Commitment  
**Attitude, Relationship and Trust** - Customer Before Self  
**Capabilities and Infrastructure** - Core Pillars of Service Delivery  
**Transparent Transactions** - Flexibility and Visibility

**DIGITAL TRANSFORMATION ARCHITECT**  
**GLOBAL MANAGED IT SERVICE PROVIDER**  
**MASTER SYSTEMS INTEGRATOR**



# Evolution of Allied Digital

1.0

1994-2001

Value Driven

Focused completely on intrinsic value creation

3.0

2008-2013

Inorganic Growth Driven

Qualified institutional participation (QIP).

Acquisition of NASDAQ listed US Company.

5.0

2020 onwards

Disruption Driven

Pre-empted technology disruption to leverage emerging technologies and retain prominence in industrial Revolution 4.0

1984-1993

Profit Driven

Grew the company from a team of 3 to 150 people

2.0

2002-2007

Strategy Driven

Maiden IPO in 2007  
Overcame dotcom bubble burst by retaining focus only on futuristic profit making technologies

4.0

2014-2019

Transformation Driven

Major internal transformation at all levels and made company future ready

6.0



# Integrated Business Offering



# Service Capability Matrix

## Cloud Enablement



- AWS, AZURE, GCP, VMWARE
- IAAS, PAAS, SAAS
- Public / Private / Hybrid Cloud Services
- Cloud Engineering
- Data Factory, Data Lakes, Big Data
- Micro Services, Containers
- Cloud Migrations

## Cyber Security



- AIM 360° Cyber Security Solutions
- Endpoint Security
- Managed Security Services and SIEM
- Identity & Access Management
- Threat Intelligence Solutions
- Ransomware Prevention / Network Security / Cloud Security
- Security consulting and Compliance
- SOAR, SASE, Zero Trust
- EDR, MDR, XDR
- Governance, Risk & Compliances (GRC)

## Integrated Solutions



- Master Systems Integration Projects
- Safe City / Smart City / Campus Solutions
- IBMS
- IoT Solutions
- Enterprise Physical Security Automation
- Operational Technology Integration
- Command / Control Systems
- Innovation Automation & Transformation

## Infrastructure Management Services



- Proactive Monitoring of Server, storage, network, firewall etc
- Application support services, Office365, Exchange, Databases, SAP etc
- Enterprise Services – Backup, DR, Patching, Voice etc
- Data Centre Operations
- Infra Analytics

## Software Services



- ADiTaaS / ServiceNow Consulting, Implementation and Support
- FinoAllied
- Cloud DevOps Services
- RPA
- Generative AI / ML Solutions
- Multi-cloud Applications
- Blockchain
- Metaverse

## Workplace Management Services



- Desk side Break-fix/IMAC Services
- Multi-lingual, Multi-channel Service Desk
- Endpoint management solutions
- WFA solutions
- End User Analytics
- Global Logistics / Depot Services

# Allied Digital Integrated Tool-as-a-Service (ADiTaaS)



**15+ years**  
of IT and Enterprise  
service management  
solutions expertise.



**100+**  
customers



**75+**  
employees




**Certified:**  
**PinkVERIFY**  
CMMi Level 3, SOC2  
certified, ISO 9001, 27001  
& 20000 - Highest  
standard for IT Service  
Management Tools



Offered across Cloud  
and on-premises  
applications

# ADiTaaS Desktop Interface



**ADiTaaS**  
CONQUERING COMPLEXITY

## Welcome back!

Please sign in to continue


Username

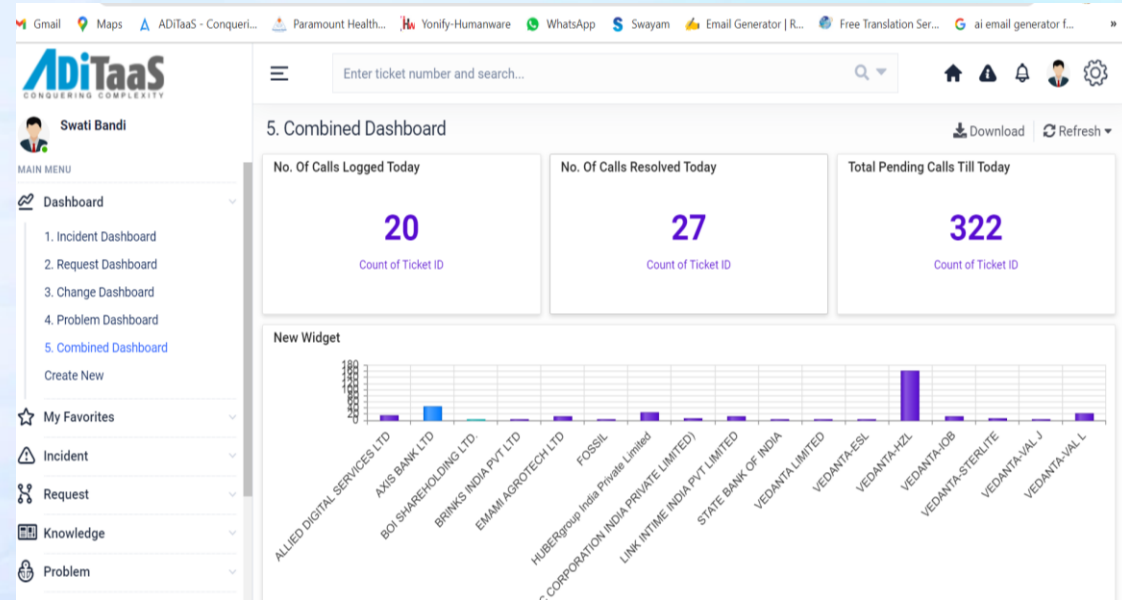
Password

Remember me [Forgot Password?](#)

**Sign In**

log in with

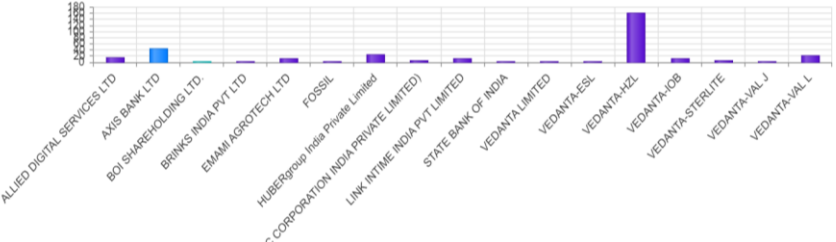
 Microsoft



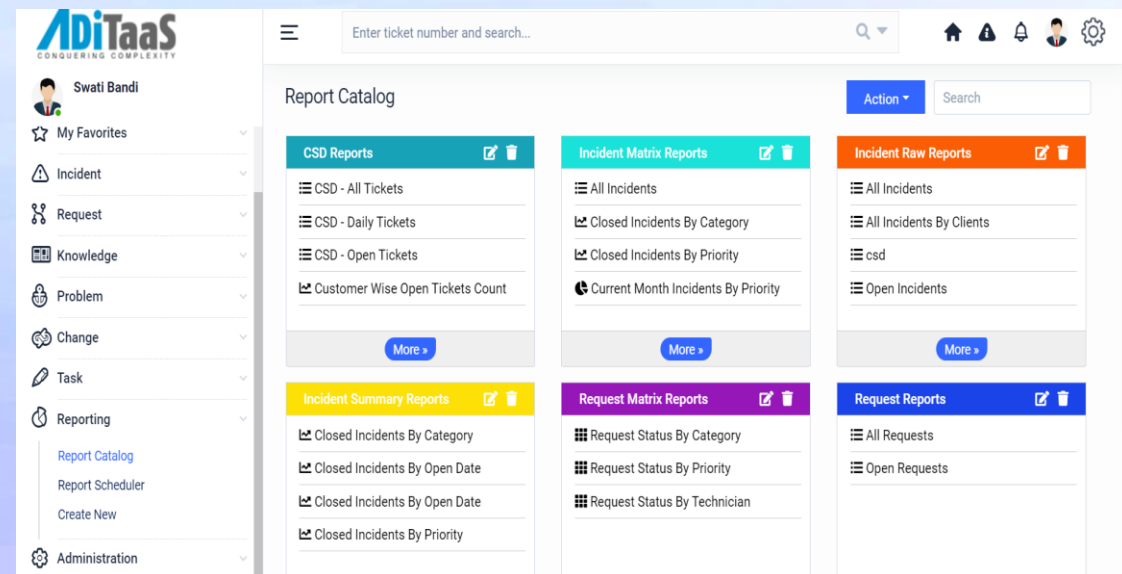
5. Combined Dashboard

Metric	Value	Unit
No. Of Calls Logged Today	20	Count of Ticket ID
No. Of Calls Resolved Today	27	Count of Ticket ID
Total Pending Calls Till Today	322	Count of Ticket ID

New Widget



Company	Count
ALLIED DIGITAL SERVICES LTD	1
AXIS BANK LTD	1
BOI SHAREHOLDING LTD.	1
BRINKS INDIA PVT LTD	1
EMAMI AGROTECH LTD	1
Fossil	1
HUBBROPO India Private Limited	1
INCORPORATION INDIA PRIVATE LIMITED	1
LINK INTIME INDIA PVT LIMITED	1
STATE BANK OF INDIA	1
VEDANTA LIMITED	1
VEDANTA-ESL	1
VEDANTA-H2L	1
VEDANTA-IQB	1
VEDANTA-STERILITE	1
VEDANTA-VAL J	1
VEDANTA-VAL L	1



Report Catalog

Report Category	Report Name
CSD Reports	CSD - All Tickets
	CSD - Daily Tickets
	CSD - Open Tickets
	Customer Wise Open Tickets Count
Incident Matrix Reports	All Incidents
	Closed Incidents By Category
	Closed Incidents By Priority
	Current Month Incidents By Priority
Incident Raw Reports	All Incidents
	All Incidents By Clients
	csd
	Open Incidents
Incident Summary Reports	Closed Incidents By Category
	Closed Incidents By Open Date
	Closed Incidents By Open Date
	Closed Incidents By Priority
Request Matrix Reports	Request Status By Category
	Request Status By Priority
	Request Status By Technician
Request Reports	All Requests
	Open Requests

# ADiTaaS Desktop Interface

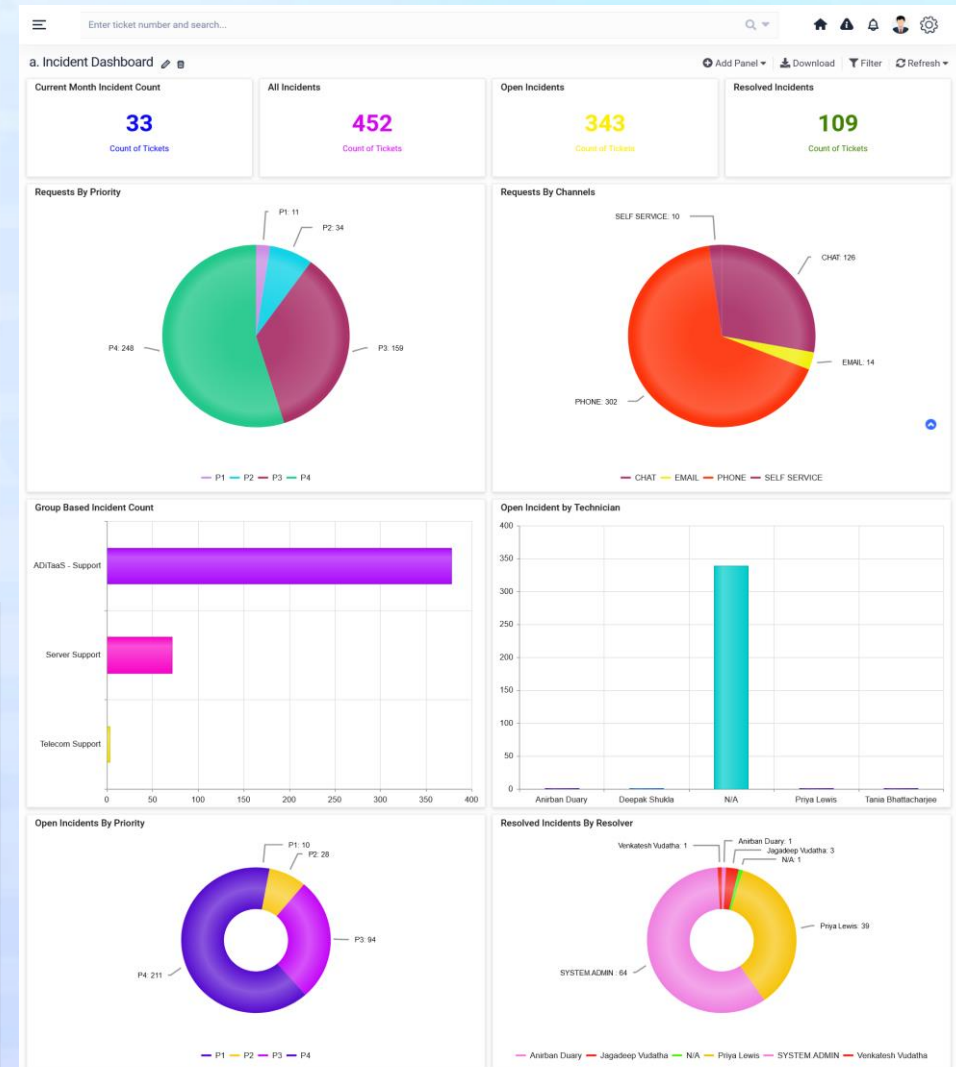
Enter ticket number and search...

My Group Work

Select Grid State | Grid State | Action | Column Visibility | 25 | Search

ID	Title	Description	Requestor Name	Status	Assignment Group	Category	Sub Category	Item
IN-221218-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221217-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221216-0002	Outlook is not working. Unable to s...	Outlook is not working. Una...	Jagadeep Vudatha...	OPEN	Server Support	Application	Microsoft	Outl
IN-221216-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221215-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221214-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221213-0003	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221213-0002	Desktop not working	Desktop not working	Venkatesh Vudatha	OPEN	ADiTaaS - Support	Application	Operating System	Win
IN-221213-0001	Desktop not working	Desktop not working	Priya Lewis	OPEN	ADiTaaS - Support	Application	Operating System	Win
IN-221212-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221211-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221210-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221209-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221208-0001	Monitor Services	Monitor Services	Priya Lewis	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas

1 - 25 of 320 items



ADiTaaS CONQUERING COMPLEXITY

### Incident Post Support Survey

Ticket ID: IN-221110-0003

Created On: 11/10/2022 16:41:19

Resolved On: 11/10/2022 17:29:35

Resolved By: SYSTEM.ADMIN

Submitted On: 11/10/2022 17:30:04

Submitted By: ADiTaaS Self

Please indicate your level of satisfaction by selecting the appropriate rating for the below Question:

- How satisfied were you with the ease of requesting service? \*
 

Very satisfied  
  Satisfied  
  Average  
  Dissatisfied  
  Very dissatisfied  
  N/A
- Knowledge and professionalism of the Remote support staff \*
 

★★★★☆ 4/5
- Knowledge and professionalism of the Remote support staff \*
 

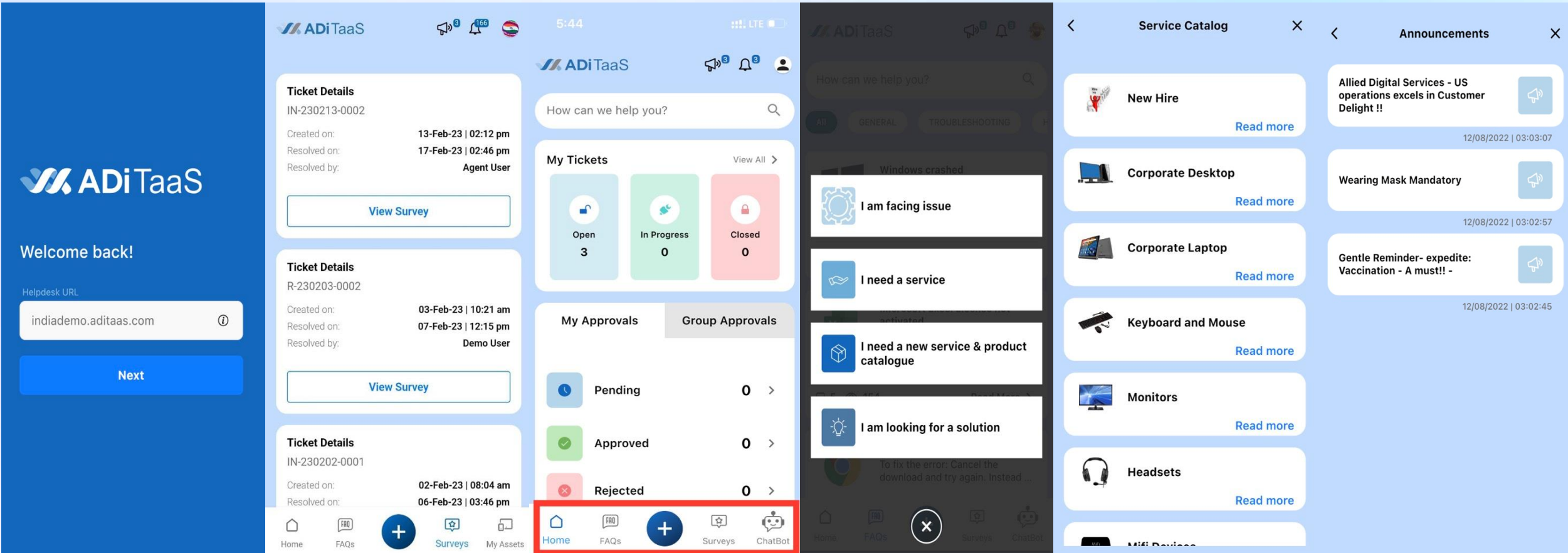
Very satisfied  
  Satisfied  
  Average  
  Dissatisfied  
  Very dissatisfied
- Time taken to resolve your problem \*
 

Very satisfied  
  Satisfied  
  Average  
  Dissatisfied  
  Very dissatisfied

My Tickets

ID	Title	Status	Assignment Group	Priority	Requestor	Resolution	Target Tim
IN-221129-0001							
R-221110-0001							
IN-221110-0001							
IN-221110-0001							
IN-221110-0001							
IN-220923-0001							
IN-220923-0001							
IN-220914-0001							
R-220830-0001	Password Reset	OPEN	ADiTaaS - Support	P4	ADiTaaS Self	08/30/2022 11:51:54	09/06/2022

# ADiTaaS Mobile Interface



The screenshot displays the ADiTaaS mobile application interface, which is divided into several main sections:

- Welcome back!:** A blue sidebar on the left containing the ADiTaaS logo, a "Welcome back!" message, a "Helpdesk URL" field with the value "indiademo.aditaas.com", and a blue "Next" button.
- Ticket Details:** Three panels showing ticket information. Each panel includes the ticket ID, creation and resolution dates/times, and the agent/user. A "View Survey" button is present at the bottom of each panel.
- My Tickets:** A section with a search bar and a "View All" link. It features three status cards: "Open" (3), "In Progress" (0), and "Closed" (0).
- My Approvals:** A section with two tabs: "My Approvals" and "Group Approvals". It lists approval statuses: "Pending" (0), "Approved" (0), and "Rejected" (0).
- Service Catalog:** A screen with a search bar and a list of service categories, each with a "Read more" link: "New Hire", "Corporate Desktop", "Corporate Laptop", "Keyboard and Mouse", "Monitors", "Headsets", and "WiFi Devices".
- Announcements:** A screen displaying three announcements with dates and times: "Allied Digital Services - US operations excels in Customer Delight !!", "Wearing Mask Mandatory", and "Gentle Reminder- expedite: Vaccination - A must!! -".
- Bottom Navigation Bar:** A bar at the bottom with icons for Home, FAQs, a central "+" button, Surveys, and ChatBot. The "Home" icon is highlighted with a red box.

# Industries We Serve



**Client Names On Request**

# Geographical Presence





# Awards and Recognitions



# Awards and Recognitions



**Award for Talent Management**  
by World HRD Congress, 2023



**Inspiring Achievers Award,**  
**Istanbul 2022**  
to CMD Nitin Shah



**Greatest Sustainability Brand in IT, 2023**  
by Asia One



**SME Inspire Awards 2023**  
By NASSCOM



**Best Digital Innovation of the Year 2022**  
by UBS Forums Mumbai



**ET Best Brands 2022**  
by Economic Times Mumbai

And many more....

# Board of Directors



**Nitin Shah**  
CMD

- He is a pioneer in India's IT revolution, with a career spanning 45 years
- He has successfully led the company through various challenges and is currently planning for "creative disruption" in Version 6.0.
- He holds a degree in Electrical Engineering and a PG Diploma in Computer Management



**Nehal Shah**  
Director

- A member of the Executive Management Team and leads strategic and operational governance processes of the business
- He has over 14 years of experience
- Holds Bachelor's degree in Engineering from University of Mumbai and Diploma in Computer Technology from Maharashtra State Board of Technical Education



**Sunil Bhatt**  
Director

- He has been with Allied Digital Group for 25 years, with expertise in technology innovation, strategy, business development, product development, solution selling, go-to-market, and customer success.
- He is a member of the core management group at Allied Digital and currently serves as the Chief Technology Officer at Allied Digital Services, LLC, USA



**Tejal Shah**  
Director

- She has 25+ years of experience in Finance, Operations, and Marketing.
- She holds a bachelor's degree in commerce from Mumbai University.
- She actively participates in social activities, focusing on the betterment of the elderly, children's health and safety, and women's empowerment. She is involved with various NGOs dedicated to these causes.



**Shrikant Parikh**  
Independent Director

- A B.E. in Electrical Engineering from University of Mumbai, Ph.D. in Computer Science from Southern Methodist University, M.S. in Computer Science and Engineering from University of Texas, and PMP certified from Dallas.
- He has 25 years of IT experience with 33 international patents in industrial research.



**Milind Kamat**  
Independent Director

- He is a Ph.D. candidate at University of Bradford, UK, faculty in Information Management and Analytics, and Chairperson of the Global Management Program at SPJIMR
- 35 years of experience as a senior industry executive, including CEO of Atos India and EVP of Atos Group.



**Swanubhuti Jain**  
Independent Director

- Holds a Post Graduate Diploma in Sales and Marketing Management from NMIMS and MA from Mumbai University
- Worked in organizations such as Accenture, ICICI Prudential, and Birla Sun Life Insurance with roles in business development, client relationship management, marketing strategy, lead generation and sales, and quality operations



**Shakti Leekha**  
Independent Director

- Business Leader, Business Advisor, Author & Speaker who has expertise in driving business transformation through differentiated and market-leading strategies
- 24 years of experience in business development and management in multinationals with expertise in energy efficiency, security, life safety, renewables, smart cities/IoT, and professional lighting products and illumination projects



**Anup Kumar Mahapatra**  
Independent Director

- B.Sc. in Agriculture from Odisha University of Agriculture and Technology in 1985
- 34+ years of experience in the banking sector with strong knowledge in business, operations, credit, and international banking.

# Dynamic Leadership Team



**Paresh Shah**  
Global CEO

- He has 30 years of experience in IT Applications, Infrastructure, and enterprise business processes, and has won several large outsourcing and systems integration projects
- He advises customers, forms strategic partnerships and provides enterprise system integration solutions.



**Jawahar Ali**  
CEO – Integrated Solutions Group

- He has over 40 years of experience in IT & Physical Security with well known corporate
- He has actively participated in consultation and deployment of large-scale security solutions in sensitive environments and key threat areas worldwide.
- He has traveled globally for thought leadership forums, conferences, and seminars on technology and security.



**Gopal Tiwari**  
CFO

- He is a qualified Chartered Accountant and Company Secretary.
- He has over 32 years of diverse experience in Finance, strategic planning, secretarial, taxation, treasury & corporate development.
- He has worked with various corporates across industries and possess extensive domain knowledge



**Kapil Mehta**  
CFO & COO (USA)

- He has 25 years of diverse experience
- He leads the company's overall operations, business partnering, corporate finance and accounting, reporting and analysis, governance, international taxation, HR, talent management, legal, M&A and risk management.



**Manoj Shah**  
Chief Information Officer

- He is a founding and core member of the Allied Digital management team
- He has over 33 years of experience in the IT industry and has been associated with the company since its inception
- He is involved in business strategy planning and execution and has executed several large complex projects



**Jai Venkat**  
Chief Growth Officer

- He brings more than 32 years of experience in Sales, Solutions Development, Operations, Business Transformation (leveraging emerging technologies) and Service Delivery
- He has held Senior Executive Leadership roles at Zones LLC, DXC Technology, HP Enterprise, Cognizant, Capgemini, and Infosys.



**Utpal Chakraborty**  
Chief Digital Officer

- He is a data scientist, AI researcher, strategist, and thought leader with over 20 years of industry experience.
- He has held roles as a principal architect in L&T Infotech, IBM, Capgemini and other MNCs and he was the head to Artificial Intelligence division of YES Bank



**Rohan Shah**  
Vice President -BD

- He has a Bachelors of Science in Computer Science from the University of Illinois, Urbana-Champaign
- He led Business Development and Solutioning efforts, driving growth through consultative sales for various enterprises and public sector initiatives
- He previously worked as a Software Developer at IBM and received the Outstanding Technical Achievement Award

# Dynamic Leadership Team



**Sair Muhammad**  
EVP – Sales

- Responsible for business in the Americas
- Over 15 years of experience in client relationship management for various IT service providers such as HCL, Infosys, and Microland
- Experience in IT Infrastructure Services in diverse domains including Service Provider Strategy, Service Support, Service Delivery, Production Support, among others



**Sunil Nair**  
Business Head

- Over 20 years of IT sales experience with a strong focus on relationship cultivation
- Senior sales leader with a successful track record of creating multi-million-dollar deals and securing long-term contracts with top businesses
- Highly knowledgeable in technology trends, driving revenue gains and cultivating relationships with prospects and existing customers while maintaining strong partnerships with OEMs



**Ashish Raghute**  
SVP - IT

- He leads the Cloud, Infrastructure, Cybersecurity, and Applications Practices and Delivery since 2009.
- He has previous experience as CIO of a multi-division Fortune 500 RV company and as a Principal at IBM and PwC. He has successfully delivered ERP, CRM, E-Commerce, and OSS projects at clients such as AT&T, Sony, Verizon, among others



**Fredrick Parlato**  
Client Solutions Director

- He is an Atlanta-based Client Solutions Director who joined Allied Digital in 2010
- He has a proven track record in sales, channel, and business development focusing on infrastructure solutions, applications management, asset management, cloud services, security, and end-user computing. He is known for his consistent ability to close new business deals



**Hubert Wong**  
SVP, Service Ops

- Proven strategic thinker and leader with 20+ years of experience in IT
- Efficiently aligns employees with organizational goals
- Experience in private organizations, public entities, and higher education institutions



**Debbie Roa**  
Senior Delivery Manager

- Manages the Delivery and Technical teams for RIMM, EM, PS and GSD lines of business
- Previously a Sr. Business Analyst at a multi-division Fortune 500 RV Company, Fleetwood Enterprises
- Global Business Analyst experience at VeriFone and Hewlett Packard



**Bradley Moore**  
Senior Ops Manager

- Result-driven IT professional
- Understands the value of customer intimacy and the role of a trusted advisor
- Successfully implements modernized and leading-edge Global Service Desk solutions for partners and customers



**Neha Bagla**  
Company Secretary

- She is a qualified Company Secretary and also holds Bachelor degree of Law.
- She plays a significant role in Legal, Governance, Investor Relations, Compliance and Corporate Affairs of the Company.
- She has deep knowledge and understanding of Corporate laws, statutory and regulatory Compliances

# Success Stories



# Mining and Metals Conglomerate

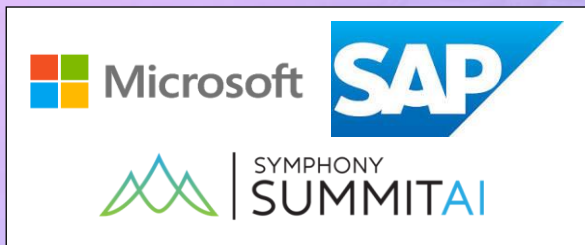
## Client

- 16 billion USD (2022)
- 30K + employees
- 120+ sites across India
- 10 major entities
- In 3<sup>rd</sup> year of support

## Challenges

- Remote shared and Centralized Service desk and NOC for all entities
- Standard Processes implementation
- Move from staff augmentation. to managed services with SLA-based support
- Rebadging of incumbents

## Enablers



## Approach

### Scope

- **Workplace Services**
  - Deskside Support for plants, HQ and offices
  - Asset Management
  - Centralized Service Desk
  - NOC for remote monitoring and management of DC devices
  - Hands and Feet Support to remote teams

### Solution

- Dedicated FTE resources at Factory and Sites with 40000+ assets
- A dedicated Service desk to manage 20k tickets per month
- A dedicated NOC to monitor manage 5000 DC items.
- Hands and feet support for Printers, VC and DNS assets

## Benefits

- Smooth migration local ITSM tools to central Symphony tool
- 99% adherence to SLAs
- Successful rollout of centralized and Service Desk and NOC.
- Resource cost optimization in progress

# Auto Manufacturer

## Client

- Top 10 global auto maker, USD 35B
- 82k+ employees
- 175 countries, 6500+ touchpoints
- 3-year client

## Challenges

- Changing business models
- Global consolidation
- Cost Efficiencies

## Enablers



## Approach

### Scope

- Infrastructure Services Transformation Partner
- Global ITSM Platform implementation – ADITaaS for 50K+ users
- Patch management Solution
- Global NOC Technology implementation and Analytics

### Solution

- Implemented ADiTaaS platform 4.0 with ITIL processes
- Integrated various sources for managing centralized alerting and incident management for all units
- Implemented custom SLA for various business units
- Chatbot implementation
- Proactive alert monitoring tool implementation for critical enterprise devices and SAP
- Implementation of Martello IQ Analytics aggregation platform

## Benefits

- Proactive State-of-the art Transformation Tools
- Integrated across the globe
- Customized for the organization
- End User satisfaction improved
- Good cost efficiencies



# Global QSR Franchisors

## Client

- \$10.8 B Annual Revenue
- 200k+ employees
- 4,000+ sites supported
- 20-year client

## Challenges

- Support of 21 different OEM's/Technologies in each site
- Wide geography coverage at remote and rural locations
- Small Service window for support due to 24x7 nature of business

## Enablers



## Approach

### Scope

- Workplace Services
  - Retail Store Support and Refresh
  - Deskside Support for sourcing, warehousing, staging, installation, repair and maintenance
  - Depot & Inventory Management

### Solution

- Implemented Retail Store Solution program
- Distribution Center Services to warehouse, re-supply, repair Front & Back of house equipment
- Installation & ongoing maintenance for Front & Back of house equipment
- "Store-In-a-Box" Model

## Benefits

- End to End management of hardware replacements
- Long history of consistent SLA attainment
- Flexibility in supporting a variety of different technologies and nationwide coverage including remote locations
- Logistics facility that can provide custom imaging, kitting, labelling, testing and configuration

# Auto Manufacturer

## Client

- 150 billion EUR (2022)
- 99k+ employees
- 80+ sites across Globe
- In 2<sup>nd</sup> year of support

## Challenges

- Implementation of Service Desk first culture in users – avoid ‘Tap on Shoulders’
- Catering to the needs post Cars and Trucks BU split
- Cost optimization by leveraging Onshore/Offshore based model
- Streamlining the monthly invoicing process which is back-to-back with end client

## Enablers



## Approach

### Scope

- Workplace Services
  - Deskside Support for factory, HQ and offices
  - Asset Management
  - Depot and Inventory Management
  - Hands and Feet Support to remote teams

### Solution

- Dedicated FTE resources at Factory and Sites with 70000+ assets
- Local bilingual resources at factory sites
- Hub-Spoke support for regional sites
- RU based solution and billing
- Hands and feet support for Printers, VC and DNS assets

## Benefits

- Dedicated FTE resources at Factory and Sites with 70000+ assets
- Local bilingual resources at factory sites
- Hub-Spoke support for regional sites
- RU based solution and billing
- Hands and feet support for Printers, VC and DNS assets

# Key Differentiators

Technical competency in providing cutting-edge solutions that meet the highest standards. Our company supports on Next Generation technologies and remains ahead on the technology curve.

One Stop Shop - End-to-end support to our clients, from ideation to implementation, ensuring a seamless experience. Our company provides Multi-vendor, Multi-product, Multi-location, Multi technology services across the globe.

Rich experience of nearly 4 decades, World Class service governance, best practices & maturity model on service delivery with several industry body certifications

Direct support to clients without the use of any sub-contractors wherever possible.

Focus on Continuous learning and skill development of the Large and diverse workforce driving low levels of attrition

Cost-effective solutions without compromising on quality, allowing our clients to maximize their ROI.

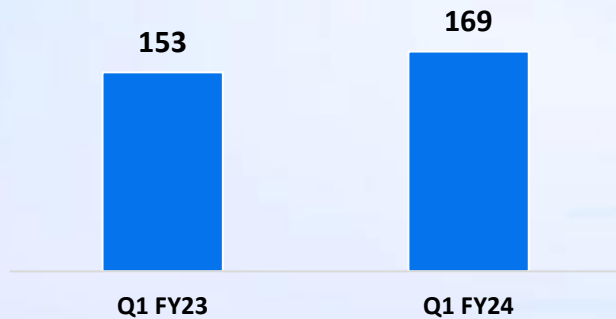
Flexible and Agile, Adaptable to changing circumstances with teams that are empowered to enable quick decision making.

# Q1 FY24 Performance Review

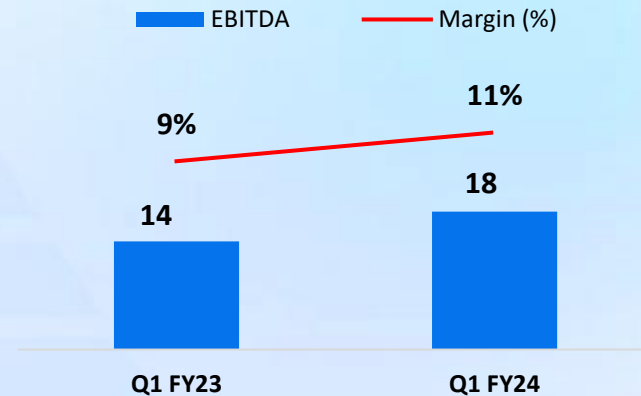


# Financial Snapshot

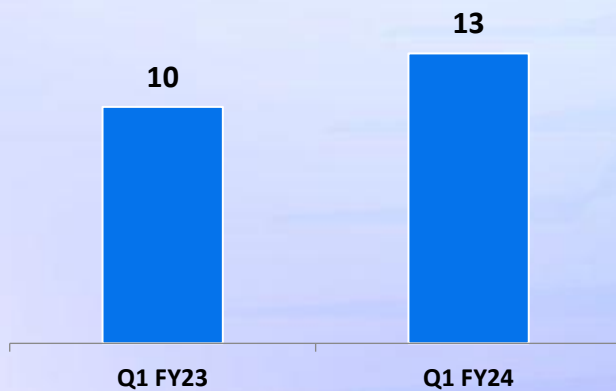
## Revenue from Operations



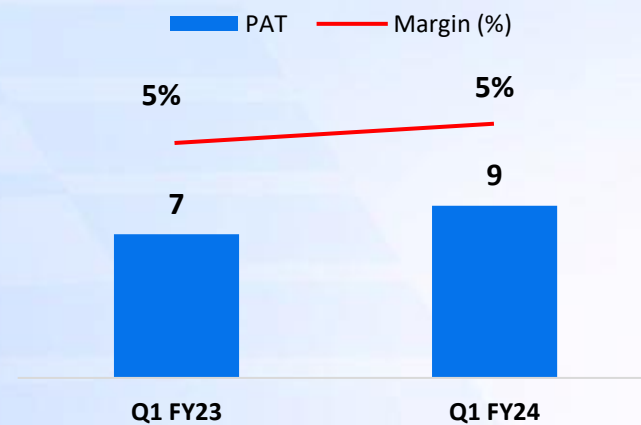
## EBITDA



## PBT\*



## PAT\*

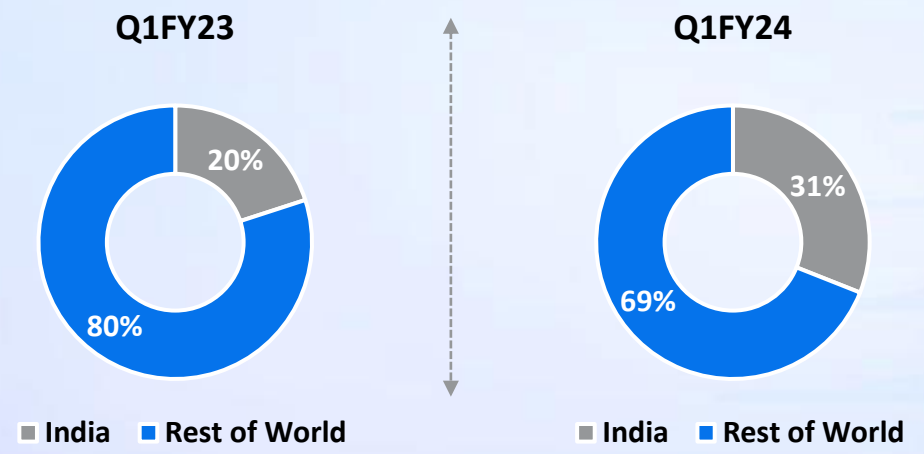


**Note:** Consolidated Figures  
Figures in Crores unless specified otherwise

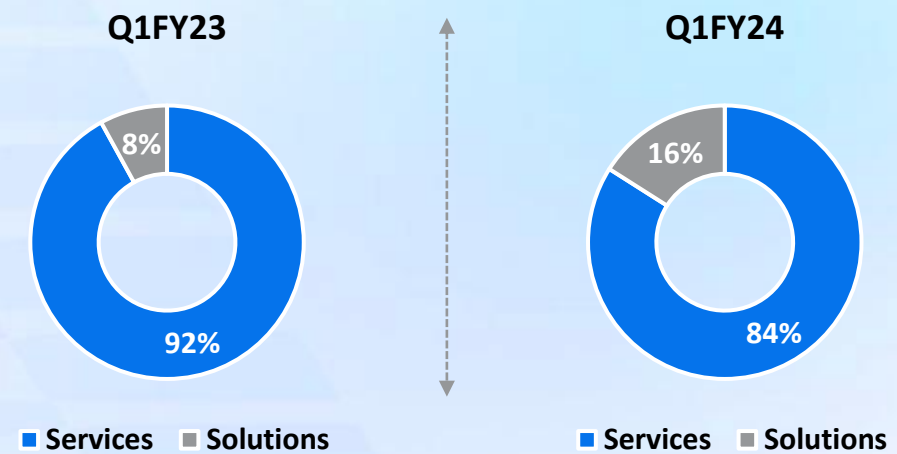
\* Exclusive of exceptional items in FY22 and loss from discontinued operations in FY23

# Q1 FY24 Revenue Breakup

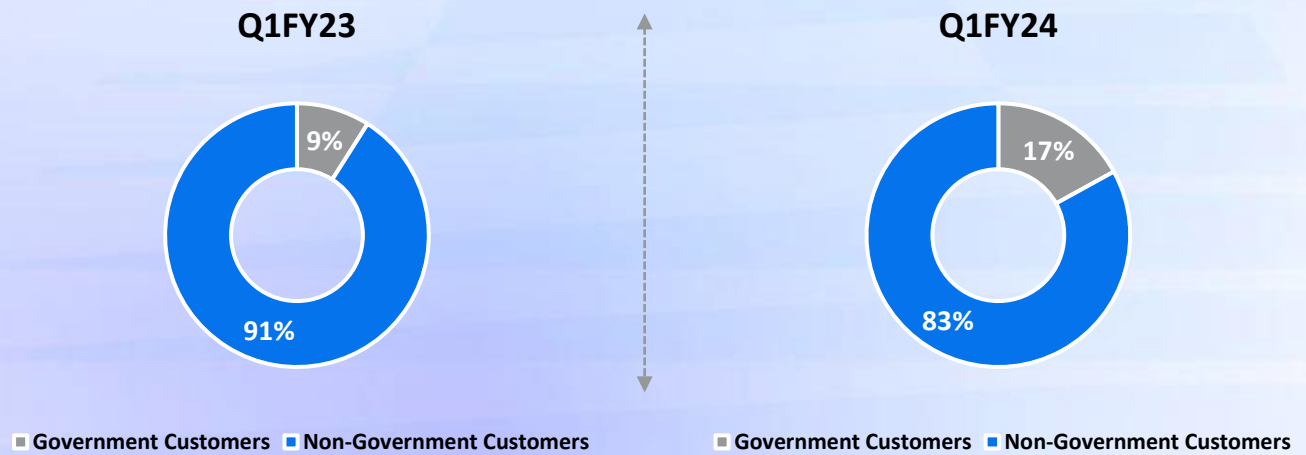
## Revenue by Geography



## Revenue by Services & Solutions



## Revenue by Customer Profile



Note: Consolidated Figures

# Profit & Loss Statement

Particulars (Rs. in crore)	Q1 FY23	Q1 FY24	YoY Shift
<b>Net Revenue from Operations</b>	<b>153</b>	<b>169</b>	<b>11%</b>
<b>Total Operating Expenditure</b>	<b>139</b>	<b>151</b>	<b>9%</b>
<b>EBITDA</b>	<b>14</b>	<b>18</b>	<b>28%</b>
<b>EBITDA margin (%)</b>	<b>9%</b>	<b>11%</b>	<b>200 bps</b>
Finance Costs	1	1	43%
Depreciation and Amortization	4	4	(1)%
Other Income	1	0	(88)%
<b>Profit before Exceptional Items &amp; Tax</b>	<b>10</b>	<b>13</b>	<b>23%</b>
Exceptional Items (Gains)	-	-	-
<b>PBT</b>	<b>10</b>	<b>13</b>	<b>23%</b>
Tax Expenses	3	4	28%
<b>PAT (Continuing Operations)</b>	<b>7</b>	<b>9</b>	<b>20%</b>
<b>PAT (Discontinued Operations)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Reported PAT</b>	<b>7</b>	<b>9</b>	<b>20%</b>
<b>Adjusted PAT *</b>	<b>7</b>	<b>9</b>	<b>20%</b>
<b>Adjusted PAT margin (%)</b>	<b>5%</b>	<b>5%</b>	<b>38 bps</b>
<b>EPS - Continuing Operations</b>	<b>1.32</b>	<b>1.56</b>	<b>-</b>
<b>EPS – Reported</b>	<b>1.32</b>	<b>1.56</b>	<b>-</b>

Consolidated Figures

\*Exclusive of exceptional income in FY22 & loss from discontinued operations in FY23

# Key Business Developments

During the quarter, ADSL has booked orders of INR 100+ crores towards new wins and renewals for multi-year contracts. A few key wins include:

- A contract from a New York City-focused REIT that owns and manages a well-positioned property portfolio of office, retail, and multifamily assets in Manhattan and the greater New York metropolitan area. Allied Digital has signed a 3-year engagement to provide Enterprise Infrastructure Support.
- A contract from one of the busiest International Airports in the US, located in the city of Dallas. Allied Digital has signed a 3-year engagement to provide Enterprise Infrastructure Support.
- A contract involving the school district responsible for managing public K12 education in Decatur County, Georgia. Allied Digital has signed a 3-year engagement to provide Enterprise Infrastructure Support.
- A contract from a city government organization in Dallas, Texas. Allied Digital has signed a Statement of Work to provide Enterprise Infrastructure Support.







**Mr. Nitin D. Shah**

**Chairman & Managing  
Director**

“

Commenting on the performance for Q1 FY24 Mr. Nitin D. Shah, Chairman & Managing Director, Allied Digital Services Limited (ADSL) said,

"We have commenced fiscal year 23-24 on a solid note, reporting revenues of Rs. 169 crore in the first quarter, an increase of 11% on a year-on-year basis. EBITDA for the quarter stood at Rs. 18 crore, reflecting 28% growth on a year-on-year basis. Our profit after tax, from continuing business, stood at Rs. 8.58 crore, marking a 20% year-on-year growth.

The pipeline of business remains exciting both in India and internationally and our teams are focused on pursuing larger contracts with greater scope to leverage deep competencies across our service capability matrix.

We are undertaking a holistic 360 degree transformation program at Allied Digital which aims to elevate processes, practices and approaches across our entire operation. This will encompass human resources, customer relations and corporate governance practices, . As part of this transformation, the company has implemented various measures, including reclassifying segmental performance for better clarity and understanding.

As communicated during the transformation phase we have made our company most relevant for the client future needs, as per the rapid change in technological landscape.

We are optimistic about the future outlook and are confident in our ability to deliver sustainable growth and create value for all stakeholders."

# Awards and Accolades



- Allied Digital won the "Most Innovative AI solution" award for their Finoallied-Conversational AI Platform in Banking & Finance at the Techindia Transformation Awards organized by IndustryLive on June 17, 2023, in New Delhi.
- Nitin Shah, the CMD of our company, was honored for his remarkable four-decade-long business journey at the Business Topline Growth Meet. The event, organized by the Business Leadership League, gathered over 600 entrepreneurs at the YB Chavan Centre on June 17th, 2023. Nitin Shah participated in the Inspiring Leaders Round Table - Panel Discussion, where he emphasized the importance of building effective teams, nurturing talent, providing guidance, and fostering growth as a leader.
- Allied Digital, under the leadership of CMD Nitin Shah, has received recognition as one of the Best Brands of 2022 by the Economic Times.. His contributions shed light on the potential of digital consulting and technological transformations to reshape and drive innovation in the business landscape.

# Financial Overview



# Historical Profit & Loss Statement

Particulars (Rs. in crore)	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Net Revenue from Operations</b>	<b>240</b>	<b>330</b>	<b>358</b>	<b>485</b>	<b>660</b>
<b>Total Operating Expenditure</b>	<b>201</b>	<b>282</b>	<b>313</b>	<b>415</b>	<b>572</b>
<b>EBITDA</b>	<b>39</b>	<b>48</b>	<b>45</b>	<b>70</b>	<b>88</b>
<i>EBITDA margin (%)</i>	<i>16%</i>	<i>14%</i>	<i>12%</i>	<i>14%</i>	<i>13%</i>
Finance Costs	10	7	4	3	4
Depreciation and Amortization	22	22	22	20	17
Other Income	4	6	4	3	6
<b>Profit before Exceptional Items &amp; Tax</b>	<b>11</b>	<b>24</b>	<b>24</b>	<b>50</b>	<b>73</b>
Exceptional Items (Gains)	4	0	0	24	0
<b>PBT</b>	<b>15</b>	<b>24</b>	<b>24</b>	<b>74</b>	<b>73</b>
Tax Expenses	2	5	4	13	19
<b>PAT (Continuing Operations)</b>	<b>12</b>	<b>19</b>	<b>19</b>	<b>61</b>	<b>54</b>
<b>PAT (Discontinued Operations)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(47)</b>
<b>Reported PAT</b>	<b>12</b>	<b>19</b>	<b>19</b>	<b>61</b>	<b>7</b>
<b>Adjusted PAT*</b>	<b>12</b>	<b>19</b>	<b>19</b>	<b>37</b>	<b>54</b>
<i>Adjusted PAT margin (%)</i>	<i>5%</i>	<i>6%</i>	<i>5%</i>	<i>8%</i>	<i>8%</i>
<b>EPS - Continuing Operations</b>	<b>2.47</b>	<b>3.83</b>	<b>3.56</b>	<b>10.94</b>	<b>9.56</b>
<b>EPS - Reported</b>	<b>2.47</b>	<b>3.83</b>	<b>3.56</b>	<b>10.94</b>	<b>1.23</b>

Consolidated Figures

\* Exclusive of exceptional income from FY22 & loss from discontinued operations from FY23

# Key Financial Ratios

Particulars (Rs. crore)	FY2019	FY2020	FY2021	FY2022*	FY2023#
<i>EBITDA margin (%)</i>	16%	14%	12%	14%	13%
<i>PAT Margin (%)</i>	4%	6%	5%	8%	8%
Debt to Equity	0.15	0.11	0.11	0.08	0.06
<i>Return on Net worth (%)</i>	3%	4%	4%	7%	10%
<i>Return on Capital Employed (%)</i>	3%	5%	4%	8%	13%
Inventory Days	92	66	60	50	38
Debtor Days	264	221	187	137	98
Creditor Days	52	92	90	55	34

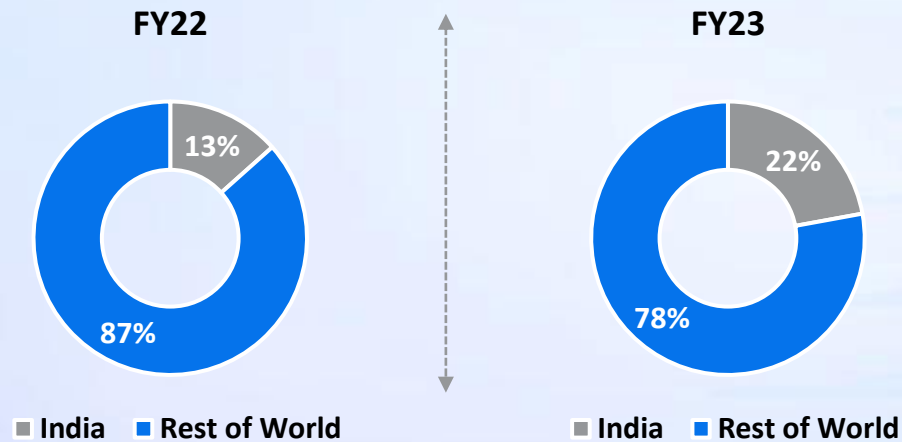
**Note:** Consolidated Figures

\* Exclusive of exceptional items

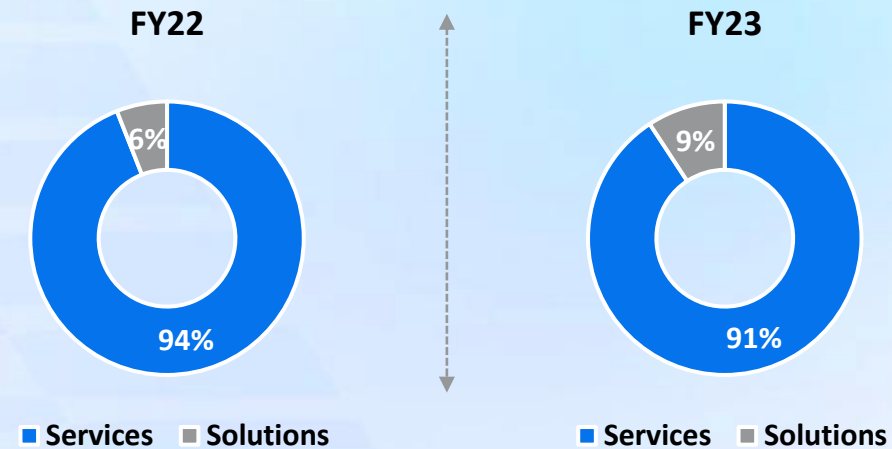
# Exclusive of loss from discontinued operations

# Revenue Breakup

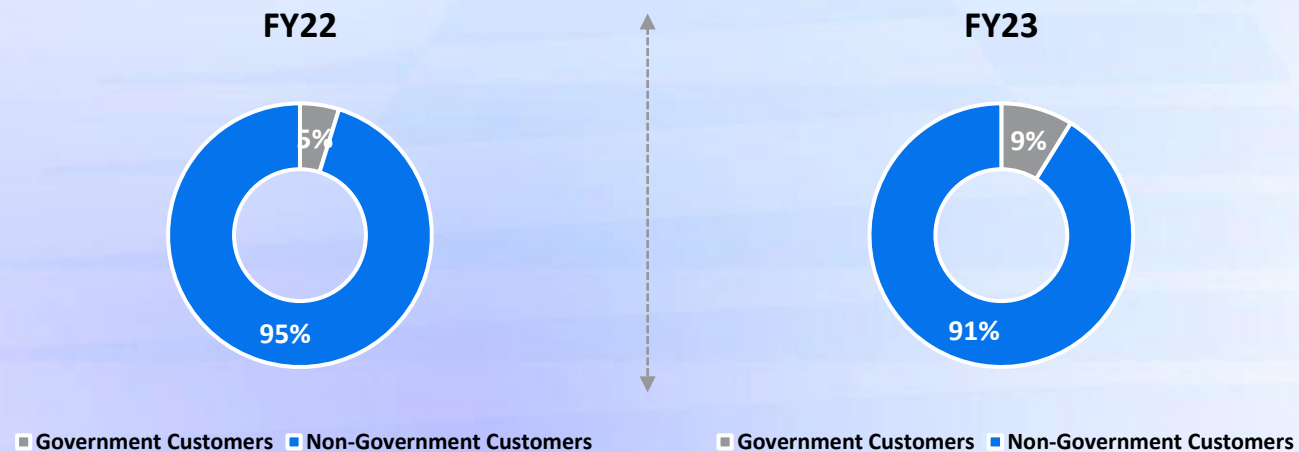
## Revenue by Geography



## Revenue by Services & Solutions



## Revenue by Customer Profile



*Note: Consolidated Figures*

# Client Base

Particulars	FY 2023	FY 2022
Total Active Clients	187	159
Top 5	33%	34%
Top 10	48%	55%
Top 25	75%	81%
Clients with TCV > USD 1mn	51	45

*TCV – Total Contract Value*

# Corporate Overview





# Empowerment, Responsibility and Accountability (ERA) for Employees



- Total Transparency at the forefront
- We are characterized by inclusive growth and collective decision-making practices
- Our CMD believes in empowerment at all levels of the organization



- Our goal is to strengthen our core team and ensure we can achieve great success
- Our approach has shifted from individual-driven to team-oriented delegation, following the exemplary "Guru Shishya model"

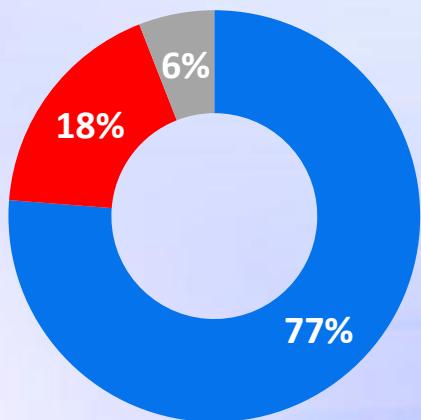


- We follow a Management by Participation business model
- We believe in decentralized decision-making
- The approach provides enough bandwidth to top management for forward-thinking business growth



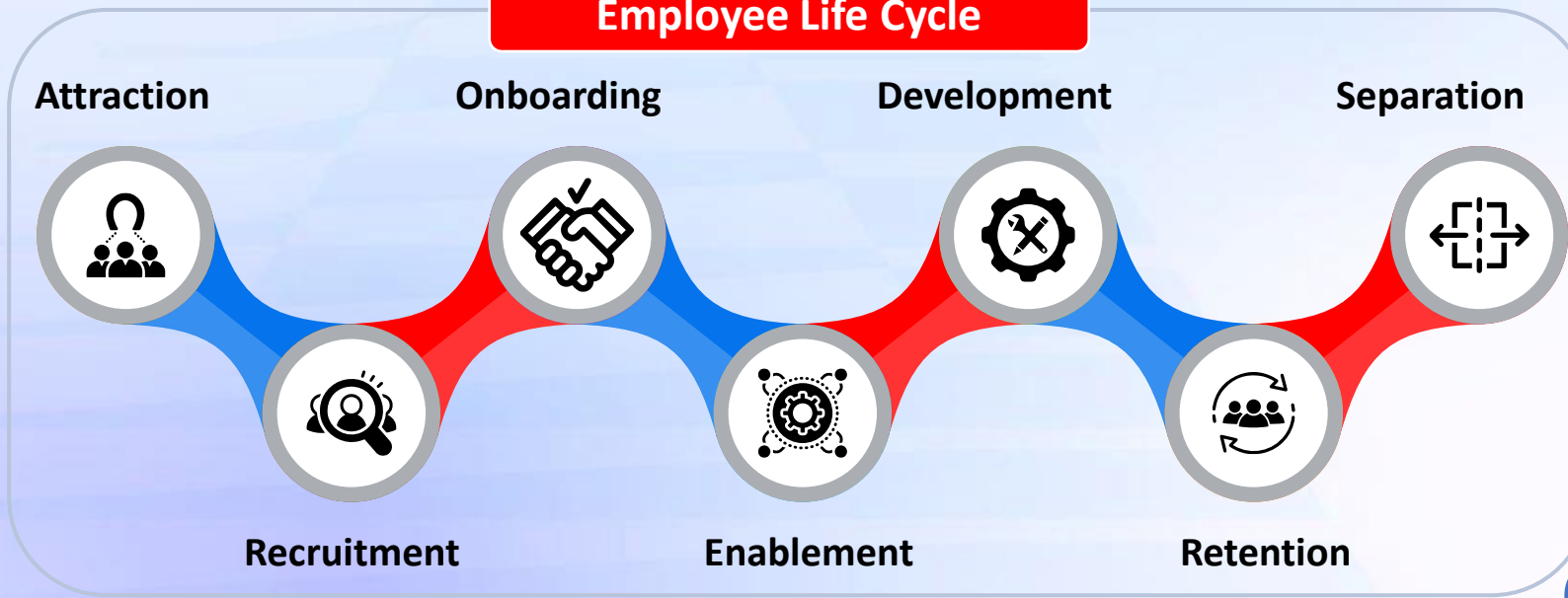
- Allied Digital Services believes in a culture of Empowerment, Responsibility, and Accountability - ERA - where these three principles go hand in hand

## Employee Presence



■ INDIA ■ USA

## Employee Life Cycle



# Environment, Social and Governance (ESG)



## ENVIRONMENT

- Several energy saving activities in premises
- ADSL is involved with Microsoft and Deloitte to work on Wildfire prediction and situation management
- ADSL plans to support tree plantation activities
- ADSL globally adopts practices of filtered water and restricts use of bottled water discouraging use of plastic
- ADSL is engaging NGO agencies to drive e-waste management
- ADSL is proactively monitoring its resource usage including electricity bills, supply chain risks on various electronic goods with OEMs

## SOCIAL

- ADSL has documented comprehensive HR policies and made them available online. Besides, HR frequently updates employees on pandemic. Also rewards and recognition programs are conducted. ADSL believes in “Employee nurturing as everyday’ s role of a manager”
- ADSL adheres to its policy of being gender neutral and support opportunity for disabled
- The company has been globally promoting equal opportunity and diversity. It has strong “Core Value Pyramid” where Ethics and Integrity is at top and believes in “walk the talk.” Company also publishes periodic newsletters to employees
- Several CSR activities such as Padma Pragna Private Trust Women empowerment initiatives Free Covid vaccination drives
- ADSL complies to statutory regulations and labour laws.

## GOVERNANCE

- Internal controls at ADSL include Whistle blower policy Employee grievance and support services online and offline Open door policy Mandatory onboarding procedures to communicate policies, code of conduct and “Core Value Pyramid” Continuous communication during leadership town hall sessions
- Being a public listed company, all required statutory and regulatory compliances are in place

# Corporate Social Responsibility



We realize that besides growing our businesses it is also vital to build trustworthy and sustainable relationships with the community at large. This is one of the key drivers for all our CSR programs

The Allied Digital team join hands with Habitat for Humanity to reach out to the tribal population in the Karjat area of Maharashtra India



Our Trust helps the needy people by providing following support:

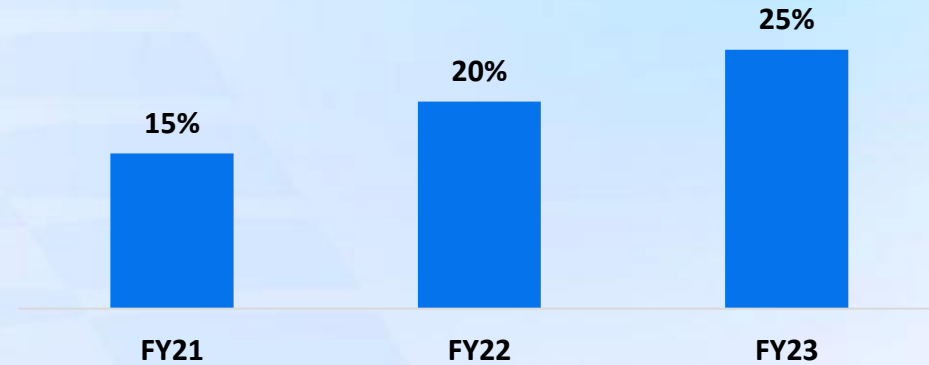
- Medical support to Cancer Patients
- Education
- Society Upliftment
- Full filling necessity
- Dharamshala
- Food

# Capital Market Statistics

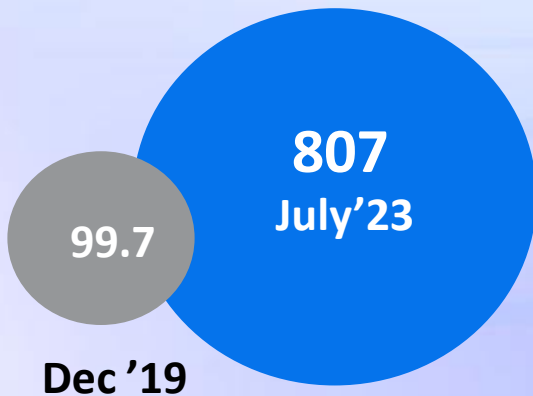
Price Data (as on 31 <sup>st</sup> July 2023)	
Face Value	5.0
Market Price	146.9
52 Week H/L	151.0 / 72.9
Market Cap (INR Cr)	806.6
EPS (TTM)*	9.9
P/E Ratio	14.8
Equity Shares Outstanding (Cr)	5.5
1 Year Avg. Daily Trading Volume ('000)	301.0
1 Year Avg. Daily Net Turnover (Cr)	3.3

\* From Continued Operations

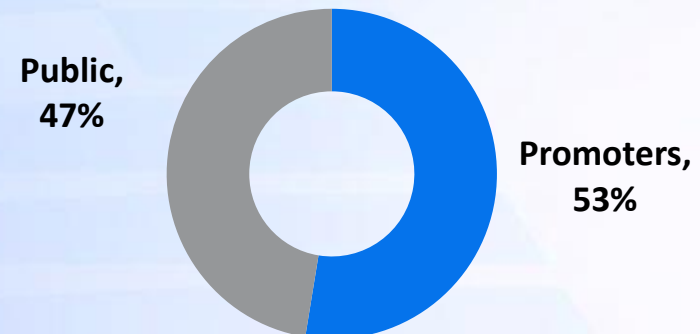
## Dividend Payout



## Market Cap. (in Rs. Crore)



## Shareholding Pattern



# Takeaways

## Deep Technical Competence -

Providing cutting-edge solutions to a global customer base.



## Rich Experience –

Track record of nearly 4 decades



## Marquee Customer Relationships –

Successful, multi-year relationships spanning B2B and B2G verticals



## Growth Oriented

– Large and growing order book well diversified across customers and geographies



## Leadership –

Dynamic and competent leadership guided by an able Board



## Financially Sound

– Adequate resources for growth, can make necessary investments towards large projects



## Recognised –

Honoured with several awards and recognitions by industry bodies, clients and regulators



## Stakeholder Focused –

Favourable employee policies, shareholder friendly, compliant and well-governed



# About Us

We are a BSE/NSE listed Global leader in Information Technology consulting and services, since 1984. HQ in Mumbai, India, we are a global managed service provider and Master Systems Integrator, offering infrastructure solutions and services to clients in 70-plus countries. The service portfolio ranges from cloud enablement, cyber security, integrated solutions, infrastructure management, software services, and workplace services. We were the first Indian company to have executed a Smart City Project with our Pune City Surveillance project delivery in 2015. The company has a global workforce of 3,000 plus professionals, local support functions, and governance frameworks, and offers its expertise and services to several Fortune 500 companies.

Website- [www.allieddigital.net](http://www.allieddigital.net)

## For further information, please contact:

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*IT managed. Responsibly.*

**Thank You**