

A Global IT Transformation Architect.™



Date: February 05, 2024

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

To,
Corporate Relationship Department
BSE Limited
PJ. Towers, Dalal Street,
Mumbai - 400 001

Scrip Code- ADSL

Scrip Code - 532875

Subject: Investor Presentation by the Company dated February 05, 2024 pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015

Dear Sir / Madam,

We are enclosing herewith the Investor Presentation of the Company for the quarter and nine months ended December 31, 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

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 | CIN - L72200MH1995PLC085488



Allied Digital Services Ltd ...

Investor Presentation
February 2024

99% Service Coverage	70+ Countries	39 Years
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DIGITAL TRANSFORMATION ARCHITECT | GLOBAL MANAGED IT SERVICE PROVIDER | MASTER SYSTEMS INTEGRATOR

Safe Harbour

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

Data Centre at Customers Site

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, Mission, Core Values



Vision

To be the most admired IT Services and Solutions provider by applying 3 megaforces 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.

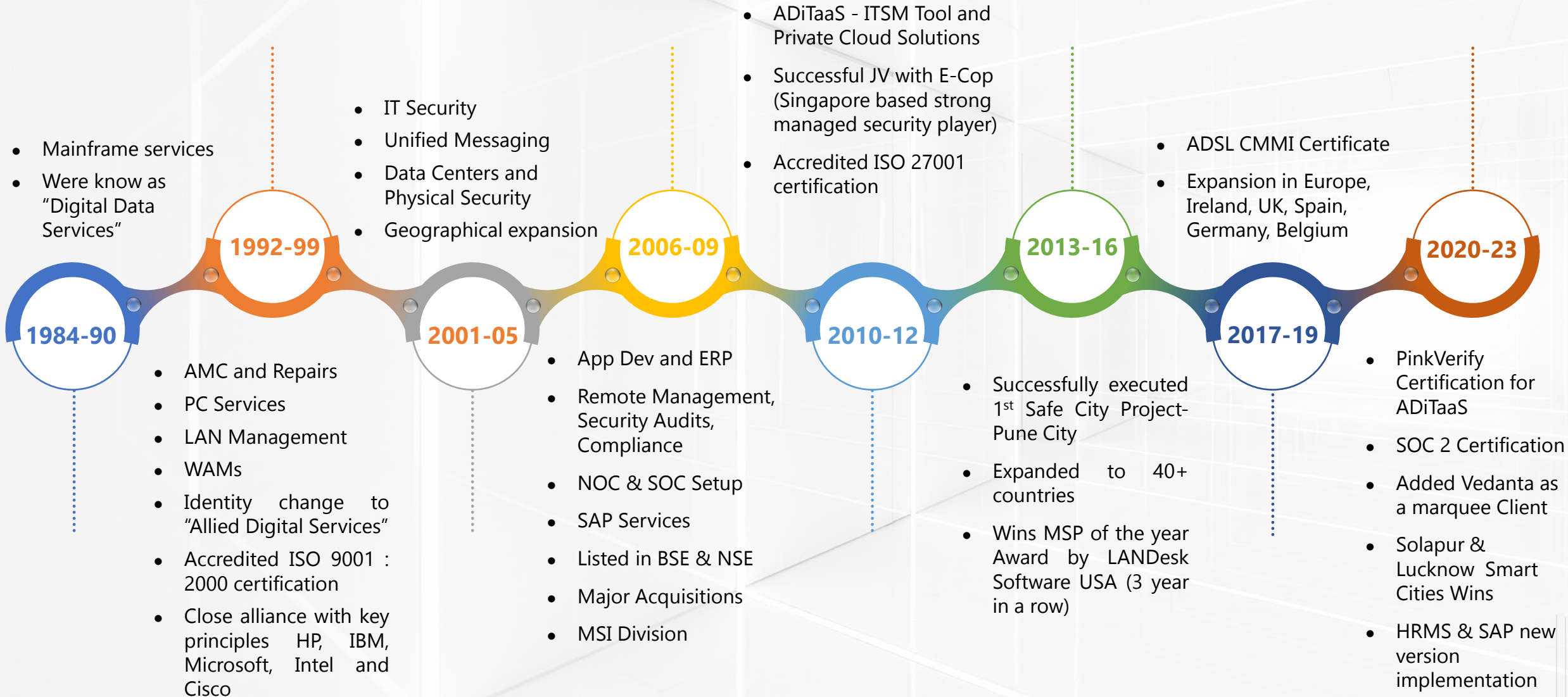


Core Values

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



Evolution of Allied Digital



Development Centres

Navi Mumbai



Year of
Establishment

2009

Mumbai -Andheri Seepz



Year of
Establishment

2013

Kolkata



Year of
Establishment

2020

USA – Los Angeles



Year of
Establishment

2013

Development Centres

Mumbai Nariman Point Head Office (1)



Year of
Establishment

2010

Mumbai Nariman Point Head Office (2)



Year of
Establishment

2022

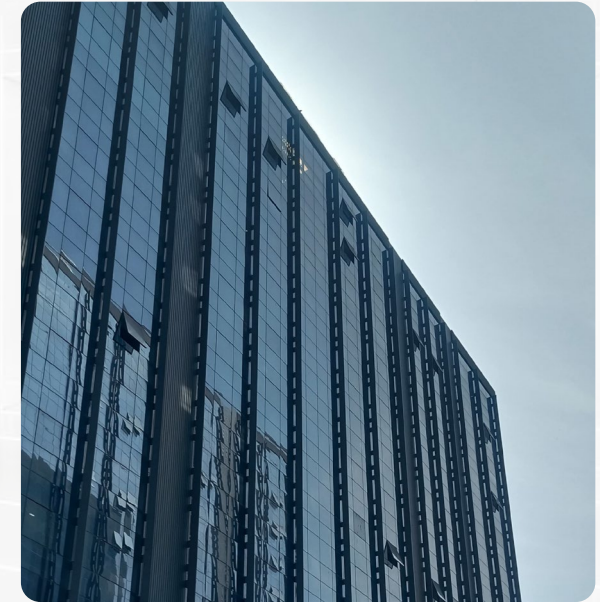
Pune Office



Year of
Establishment

2013

Ahmedabad






Year of
Establishment

2021

Geographical Presence



-  Subsidiaries
-  Branches
-  Headquarters



Offerings

Inside of Seepz Office

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



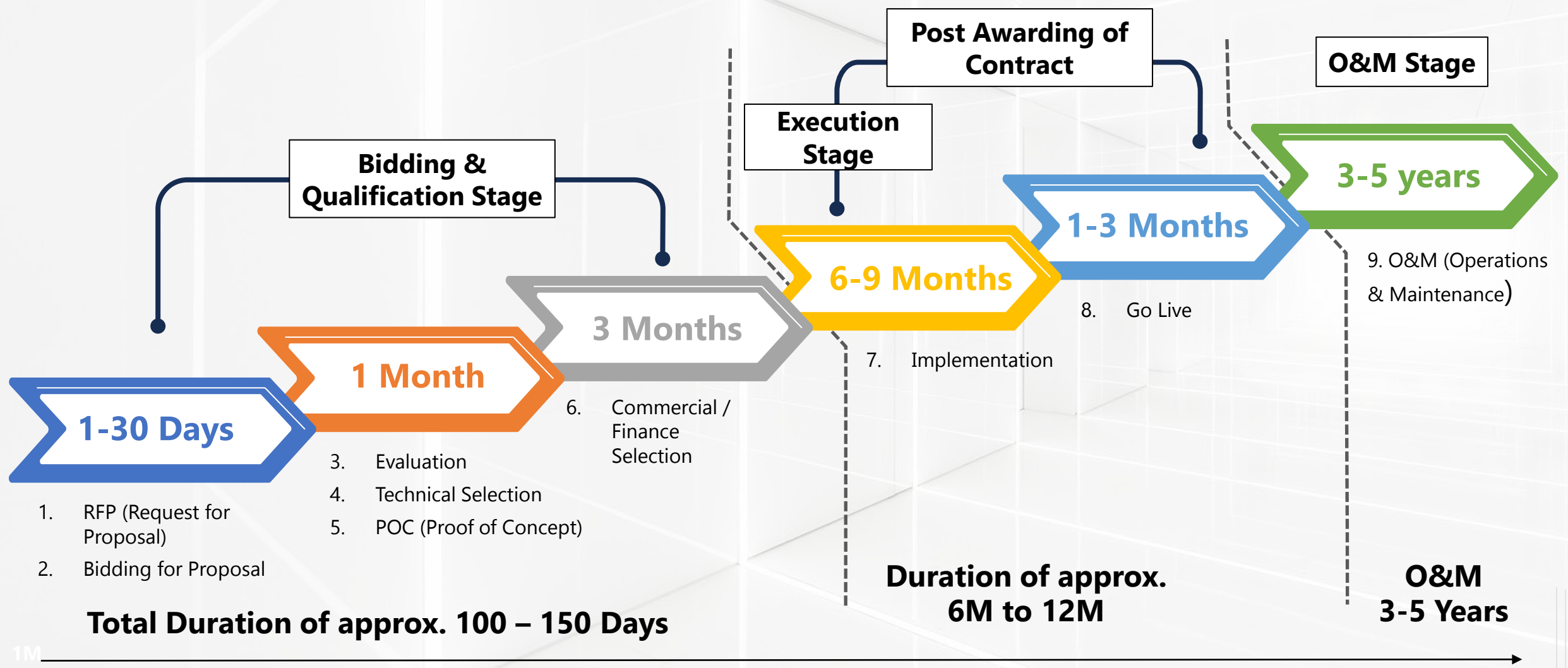
- ADiTaaS / ServiceNow Consulting, Implementation and Support
- FinoAllied
- Cloud DevOps Services
- RPA
- Generative AI / ML Solutions
- Multi-cloud Applications
- Blockchain
- Metaverse

Workplace Management Services



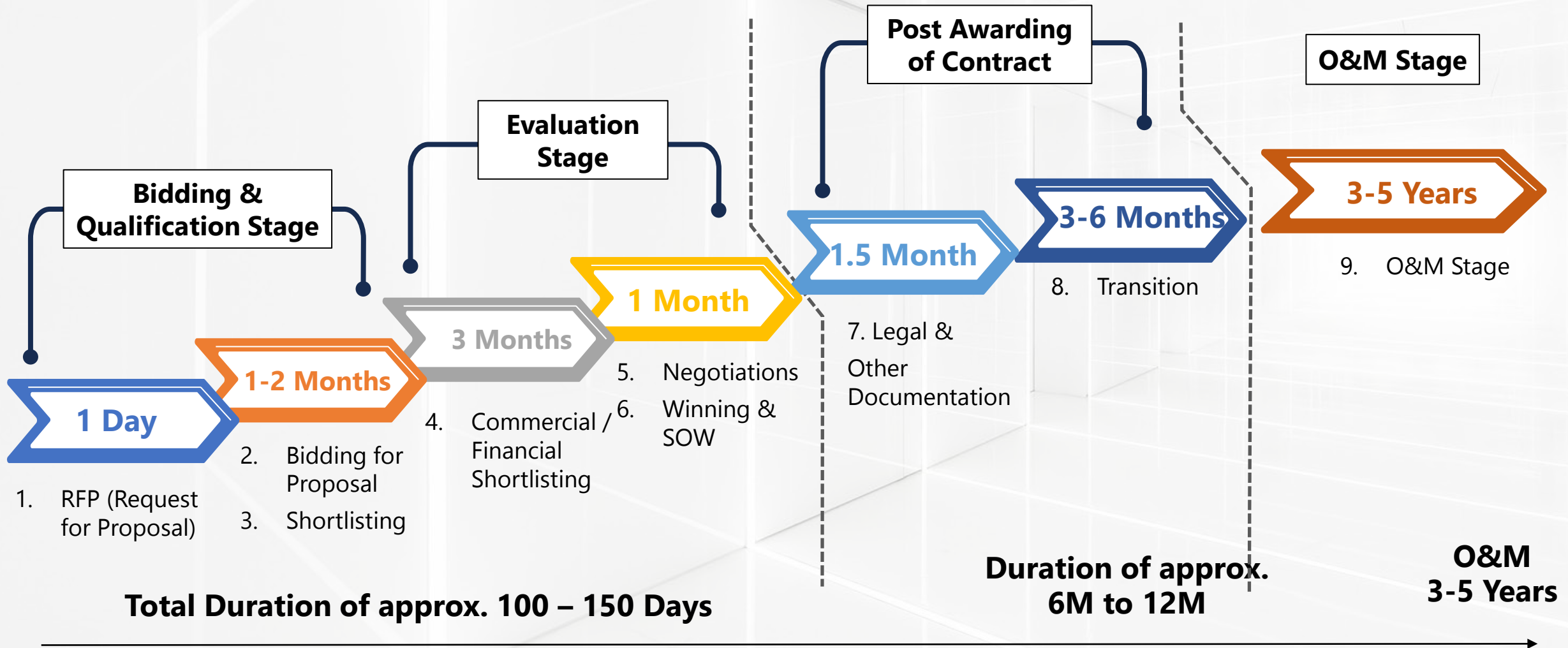
- Desk side Break-fix/IMAC Services
- Multi-lingual, Multi-channel Service Desk
- Endpoint management solutions
- WFA solutions
- End User Analytics
- Global Logistics / Depot Services

Lifecycle of Solution Contract (Government Projects)



Duration of around 5-6 Months from Date of opening of Bid till the first Invoice is raised

Lifecycle of Service Contract (Private /PSU)




Duration of around 4-5 Months from Date of opening of Bid till the first Invoice is raised

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



ADiTaaS Enduser Interface



CONQUERING COMPLEXITY

Welcome back!

Please sign in to continue

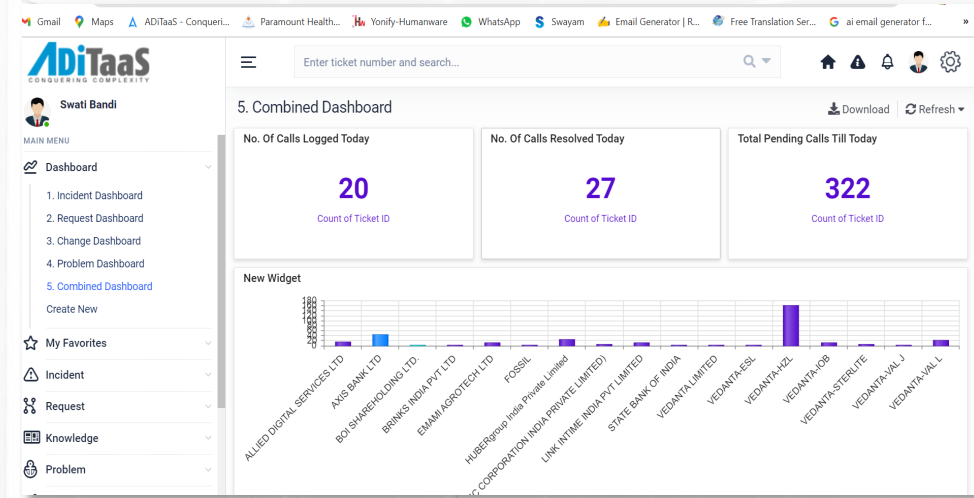
Username

Password

Remember me

[Forgot Password?](#)


log in with



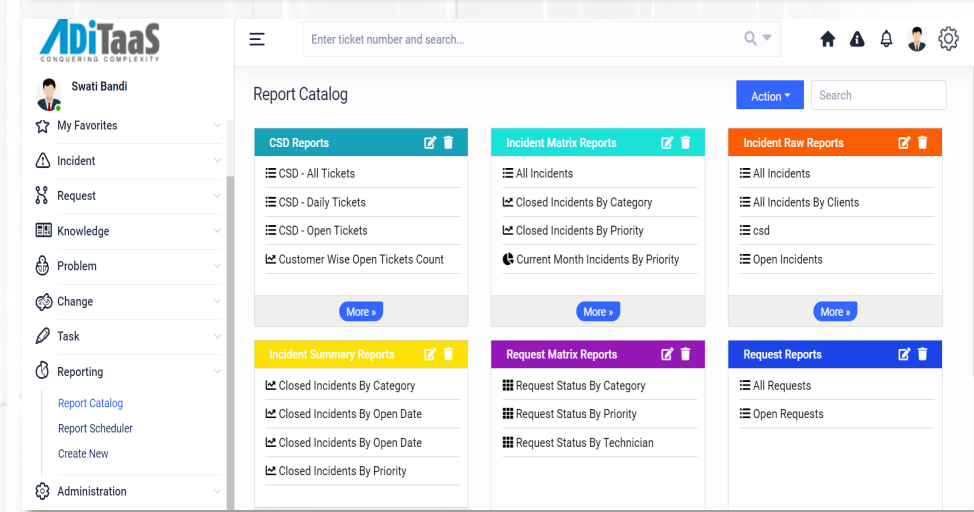
5. Combined Dashboard

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

New Widget



Company	Count
ALLIED DIGITAL SERVICES LTD	1
AXIS BANK LTD	1
BOI SHAREHOLDING LTD.	1
BIRLA'S INDIA PVT LTD	1
EMAMI AGROTECH LTD	1
FOSSIL	1
HUBER-REPAIR India Private Limited	1
IC CORPORATION INDIA PRIVATE LIMITED	1
LINK RTIME INDIA PVT LIMITED	1
STATE BANK OF INDIA	1
VEDANTA LIMITED	1
VEDANTA-ESL	1
VEDANTA-HZL	1
VEDANTA-IOB	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
Incident Raw Reports	All Incidents
	All Incidents By Clients
	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

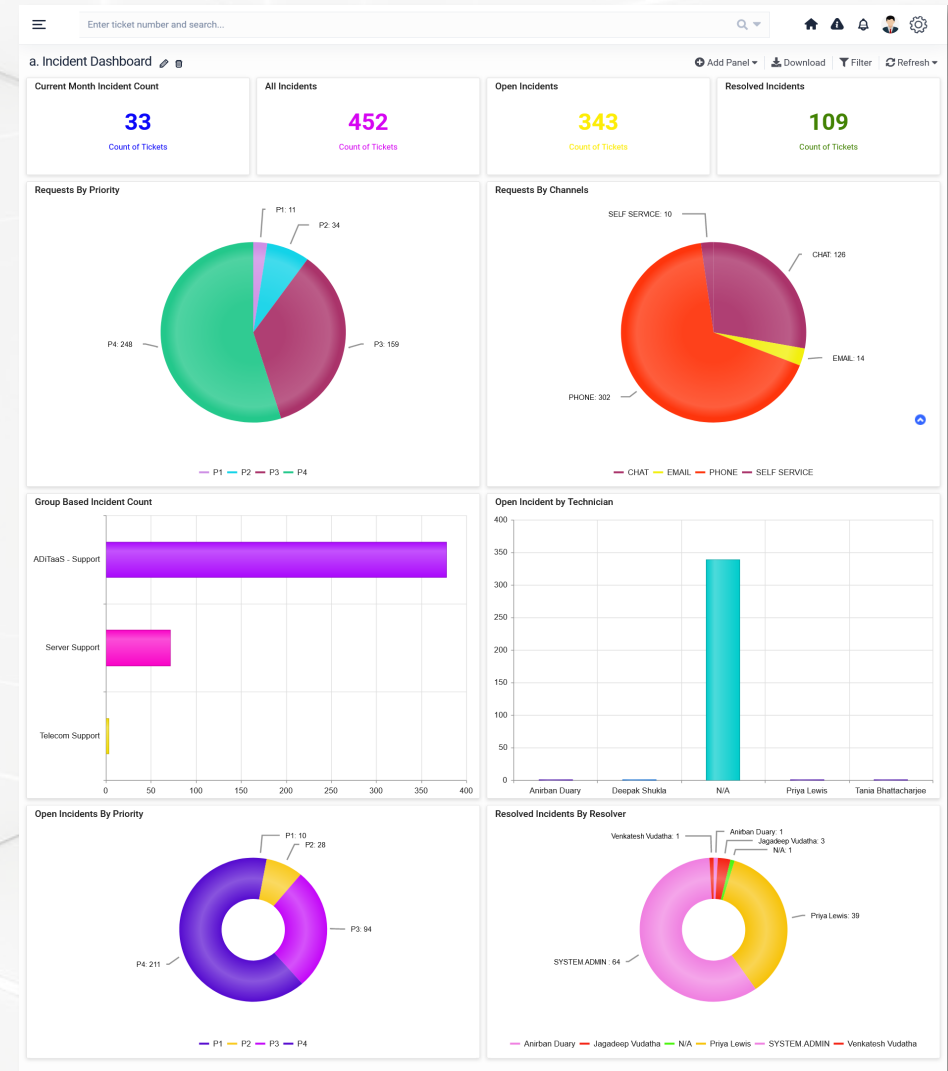
ADiTaaS Enduser Interface

Enter ticket number and search...

My Group Work

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	Out
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

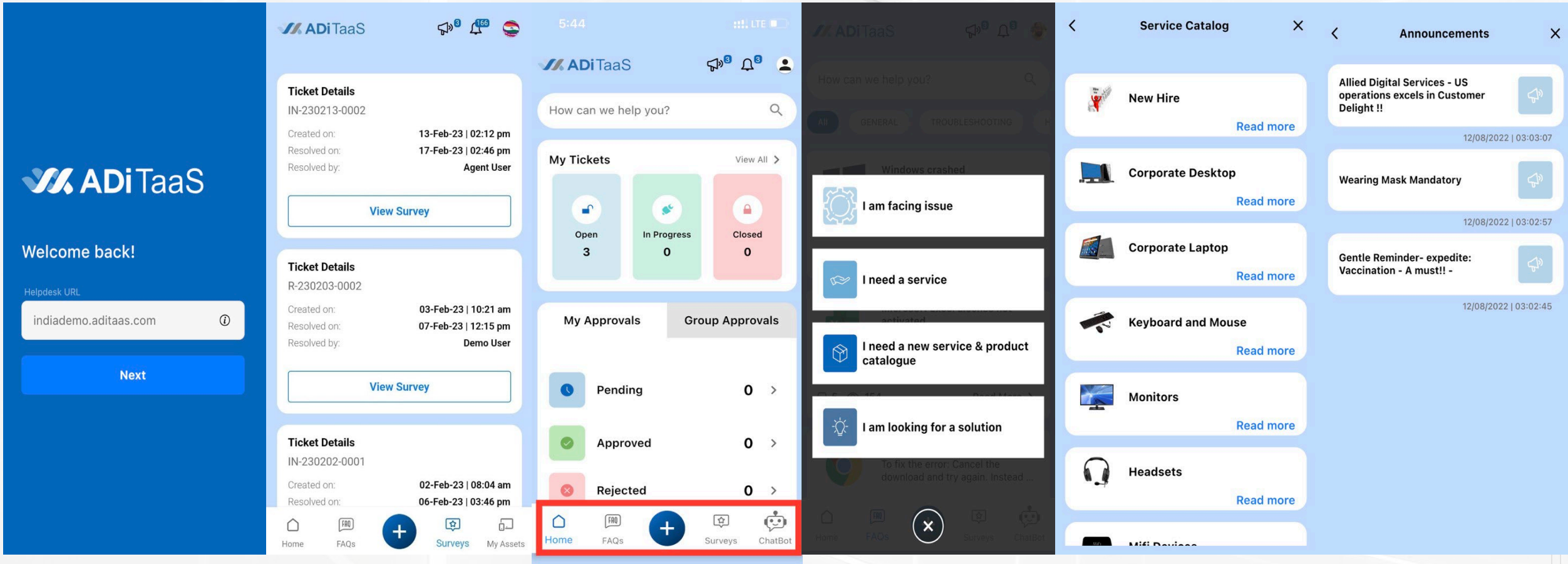
Please indicate your level of satisfaction by selecting the appropriate rating for the below Question:

- 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

Target Tim: 12/06/2022

ID	Title	Description	Status	Assignment Group	Category	Sub Category	Item
IN-221129-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
R-221110-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221110-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-221110-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-220923-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-220923-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
IN-220914-0001	Monitor Services	Monitor Services	OPEN	ADiTaaS - Support	Account Management	Active Directory	Pas
R-220830-0001	Password Reset	Password Reset	OPEN	ADiTaaS - Support	Application	Operating System	Win

ADiTaaS Mobile Interface



Comparative Analysis of ADiTaaS and ServiceNow

1. IT Service Management (ITSM) Solutions

- ADiTaaS and ServiceNow provide comprehensive ITSM solutions.
- Both include incident, change, problem, and service request management.
- ADiTaaS provides impressive dynamic dashboard, better than Service Now.

2. IT Operations Management (ITOM) Solutions

- ADiTaaS and ServiceNow offer ITOM solutions.
- ADiTaaS provides cloud management and automation.
- ServiceNow includes event management, service mapping, and discovery.

3. IT Business Management (ITBM) Solutions

- ADiTaaS and ServiceNow offer ITBM solutions.
- ServiceNow includes resource management, demand management, and agile development.
- ADiTaaS provides enterprise business services management like service now.

4. Security and Compliance Management

- ADiTaaS and ServiceNow offer security and compliance management services.
- Features include vulnerability management, patch management, risk management.
- Service now provides risk management, both products provides IT governance,

5. Business Process Automation (BPA)

- ADiTaaS offers BPA services, automating business processes, using bots.
- ServiceNow provides workflow automation, with a primary focus on IT workflows.
- Ready mobile App are available for mobile workforce in AdiTaaS

6. Integration Capabilities

- Both ADiTaaS and ServiceNow offer integration capabilities.
- ServiceNow has a larger number of integrations for seamless connectivity.
- ADiTaaS also provides an integration hubs with ready connectors.

7. Deployment and Hosting

- ADiTaaS offers both cloud base and on premises environment and is available in Microsoft marketplace. It is cloud native and DevOps ready.
- ServiceNow offers on-premises and cloud deployment for customization options.

8. Pricing Models

- ADiTaaS offers a pay-per-use model for cost efficiency.
- ServiceNow charges per user per month, suitable for larger organizations.



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Success Stories

Facility at Mahape, Navi Mumbai

Lucknow Safe City Project

Client

- The Ministry of Women and Child Development in collaboration with the Ministry of Home Affairs has launched Safe City projects in eight (8) pilot cities to promote safety and security of women. Lucknow is one of them.
- The Empowered Committee of Officers under Nirbhaya Funds Scheme, under the Chairmanship of Secretary, Women and Child Development Ministry, has approved this initiative for Lucknow.
- The implementation of the Safe City Project in Lucknow, the capital of Uttar Pradesh, is a Centrally Sponsored Scheme with 60:40 cost sharing between Government of India and Government of Uttar Pradesh.

Solution

- System Design based on Best of Breed Products and Solutions from leading OEMs
- High performance, High Availability & Resilient Design and Scalable solution
- Intelligent Network Cameras used which provide Bandwidth & Storage Optimization
- VMware Virtualization
- Optical Fibre based Fully Redundant N/W Backbone up to Camera Poles
- 100% Terrestrial Wired Network
- integration with the existing system like Smart City, Drishti Cameras, Jio Cameras, WPL1090, UP112, Existing Mobile Surveillance Vehicle, Pink Outpost, Pink Toilets, Pink Buses and Asha Jyoti Kendra.

Challenges

- One of its kind project in the country. Hence focus of UP Govt. to replicate it at other cities and towns of UP.
- Digging and civil work on busy city roads having dense underground utilities.
- Disruptions by impacted public, shop keepers and anti social elements in field work causing changes to planned work and delays.
- Managing Local Corporators and explaining the importance and benefits of the implementation.
- Integration of various applications like Video analytics, GIS and other Lucknow Police applications such as UP 112, WPL 1090, Drishti, Mobile surveillance vehicles, Pink Posts, etc.

Scope

- Installation of 1000 IP cameras Across Lucknow City
- 256 Mobile Devices for Tracking Police vehicles and Pink outposts.
- 165 Bus Safety Equipment – Cameras and Panic Switch and real time recording in MNVR.
- 5 Drones for Aerial Surveillance
- Command and Control Centre for real-time situational awareness & response
- Digital backbone provided by Reliance JIO.
- 200 junctions for surveillance monitoring as well as Data Analytics.
- End-to-End IT infrastructure Setup by Allied Digital Team
- Proposed 45 Different Analytics

Benefits

- Centralized Control Technology with GIS and GPS capabilities for Real time tracking and response.
- Detecting, alerting and recording safety violations such as Criminal and Missing person Face Recognition system, Male movement near Ladies toilets, Identifying Gambling spots, Stalking Women in isolated areas, Fight / Violence detection against women through smart video analytics and many more.
- Video clips with water marking presented in Court of Law as evidence.
- Offender's actions captured on the camera used for crime scene reconstruction.
- Integrated Command & Control Centre provides cockpit view of the city with on demand virtual tour of all locations by the Police Force for real time situational awareness.
- Enable faster and efficient decision support and ensure preventive security mechanism.

Lucknow Safe City Project



Actual Site Pictures

Solapur Smart City Project - SCDCL

Client

- The Ministry of Housing and Urban Affairs [MoHUA] has launched Smart City projects in Hundred (100) cities to promote safety, security and Integration of e-Governance services for the benefit of citizens.
- Stake holders: Solapur City Development Corporation Limited (SCDCL), Solapur Municipal Corporation (SMC), Solapur City Police Department headed by Commissioner of Police and Allied Digital – Master Systems Integrator
- Solapur Smart City achieved Zonal Smart City Award (West Zone) in India Smart Cities Conclave 2023

Solution

- System Design based on Best of Breed Products and Solutions from leading OEMs
- High performance, High Availability & Resilient Design solution
- Own OFC network for flexible Bandwidth & Storage utilization
- VMware Virtualization
- Optical Fiber based Fully Redundant N/W Backbone up to Camera Poles
- 100% Wired Network
- Integration of various applications like Video analytics, GIS and other Solapur City e-Governance initiatives, Water SCADA, Street Light, FRS, Solid Waste Management.

Challenges

- One of the last few project in the country of Smart City Mission. Hence focus of MoHUA to successfully complete at earliest.
- Digging and civil work on busy city roads having dense underground utilities.
- Disruptions by impacted public, shop keepers and anti social elements in field work causing changes to planned work and delays.
- Managing Local Corporators and explaining the importance and benefits of the implementation.
- Coordinating with various stakeholders for Integration of various applications like Video analytics, GIS and other Solapur City e-Governance initiatives, Water SCADA, Street Light, FRS, Solid Waste Management.

Scope

- Installation of 331 IP cameras across Solapur City [222 Bullet cameras and 109 PTZ cameras]
- 15 Public Address (PA) and 23 Emergency Panic Button (EPB).
- Integrated Command and Control Centre for real-time situational awareness & response
- Digital backbone provided by own Fiber network.
- 130 junctions for surveillance monitoring as well as Data Analytics.
- End-to-End IT infrastructure Setup by Allied Digital Team
- Proposed 9 Different Analytics with 100 VA licenses

Benefits

- Centralized Control Technology with GIS capabilities for Real time tracking and response.
- Detecting, alerting and recording safety violations such as Criminal and Missing person Face Recognition system, various violations through smart video analytics and many more.
- Video clips with water marking presented in Court of Law as evidence.
- Offender's actions captured on the camera used for crime scene reconstruction.
- Integrated Command & Control Centre provides cockpit view of the city
- Enable faster and efficient decision support and ensure preventive security mechanism and smart city initiative.

Solapur Smart City Project - SCDCL



Chipset Manufacturer

Client

- \$9.65B Annual Revenue
- 15k employees
- 116 sites in 17 countries
- 15-year client

Solution

- 24x7 Process based service delivery
- Dedicated FTEs for manufacturing sites 24x7
- Multilingual Service Desk - English, Japanese, Korean, Chinese
- On-demand (dispatch) resources across the globe
- Dedicated FTEs for Deskside Support (project-based, or full-time)
- Desktop Engineering on-site and remote for 15K+ devices (Software Packaging and Distribution and Inventory and Patch Management)

Challenges

- Scale up to meet fast rate of company growth – employee count doubled in 2 years
- Constant innovation with measurable outcomes
- YoY cost optimization

Scope

- Next Gen Service Desk (6k contacts monthly) – Manufacturing Support (PLM, VDI, CAD, SAP)
- Workplace Services (Project On-site Support)
- Endpoint Management (Desktop Engineering)
- Patch Management for 1000+ Servers

Benefits

- First contact resolution from 31% to 62% in ~12 months, savings of ~\$1.1M
- Reduced Incident Count by 20% and decreased ASA to 27 sec
- Automation of 30% effort reduction using Power shell scripts to perform routine tasks
- CSAT average of 3.8/4.0

Enablers



Banking Sector

Client

- \$6.1B Annual Revenue
- 18k employees
- 1200 branches nationwide
- One of the oldest and largest financial institutions in America

Solution

- Initially only a depot model for shipping and storing devices and equipment
- Evolved into supporting all 1200 branches for Deskside support
- Dedicated Dispatch FTE's for Deskside support full time
- Tech Bar on Corporate sites
- Staff augmentation to support client's East-coast depot with named resources

Challenges

- Supporting Large geography coverage with 1200 branches
- Stringent Background check for contractors and on-demand resources
- Pay per use billing with variable volumes while managing fixed costs

Scope

- Depot Warehousing
- Leverage Ontario warehouse for housing and shipping machines, hardware, and other equipment
- Housing over 6000 devices and shipping an average of 50 devices monthly
- Provide support in client's East-coast depot
- Deskside Support
- 25,000+ devices supported
- ~950 monthly tickets
- Supporting all 1200 branches

Benefits

- Created a consistent and reliable on-site support model with named resources improving their process
- SLA Compliance rate of ~ 97.5%
- Shift from unnamed 3rd party dispatch resources to dedicated dispatch named resources resulting in process improvements and cost savings

Enablers

servicenow™



INTEGRATED SMART CONTROL CENTER

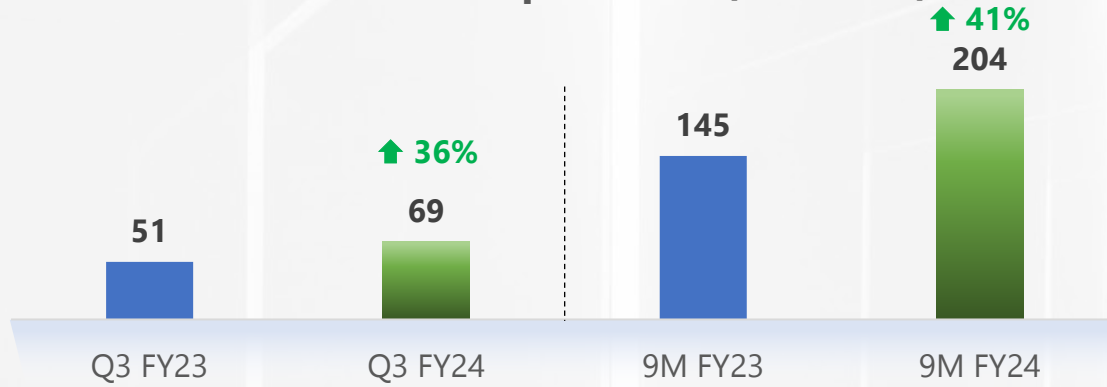


Q3 & 9M FY24 Performance Review

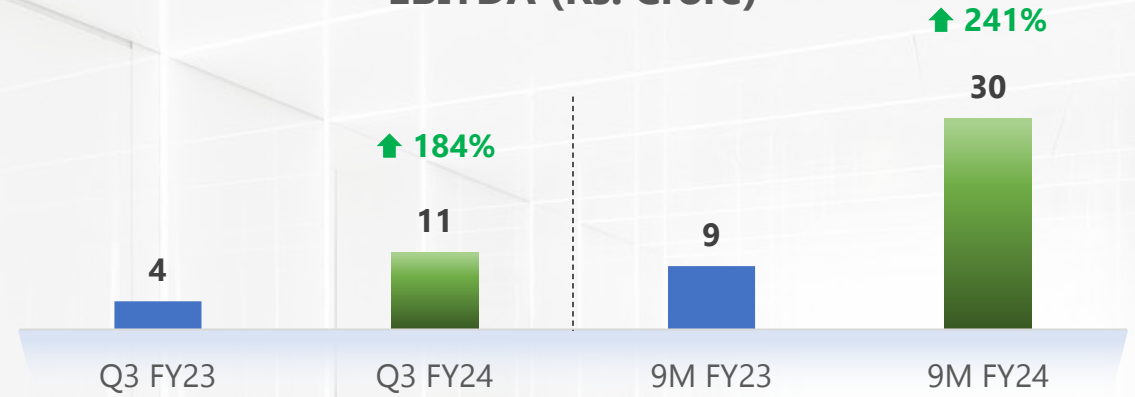
Command Centre at Customer Site

Financial Snapshot (Standalone)

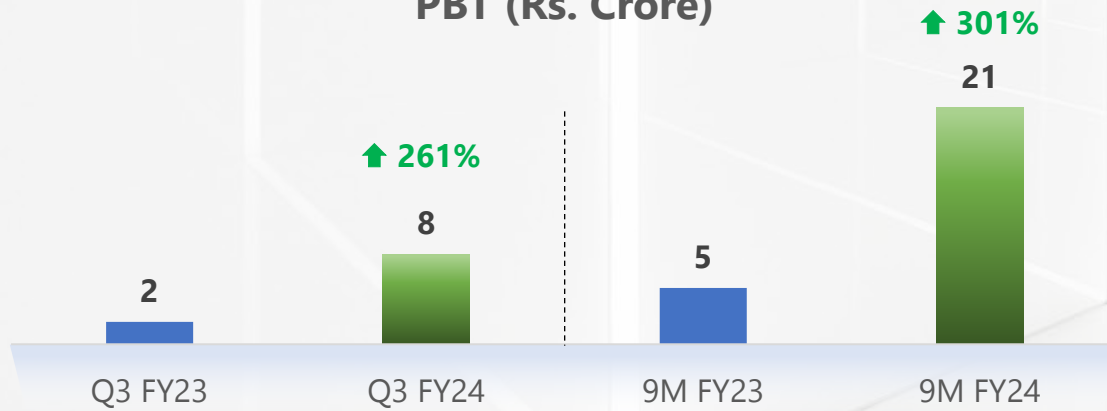
Revenue from Operations (Rs. Crore)



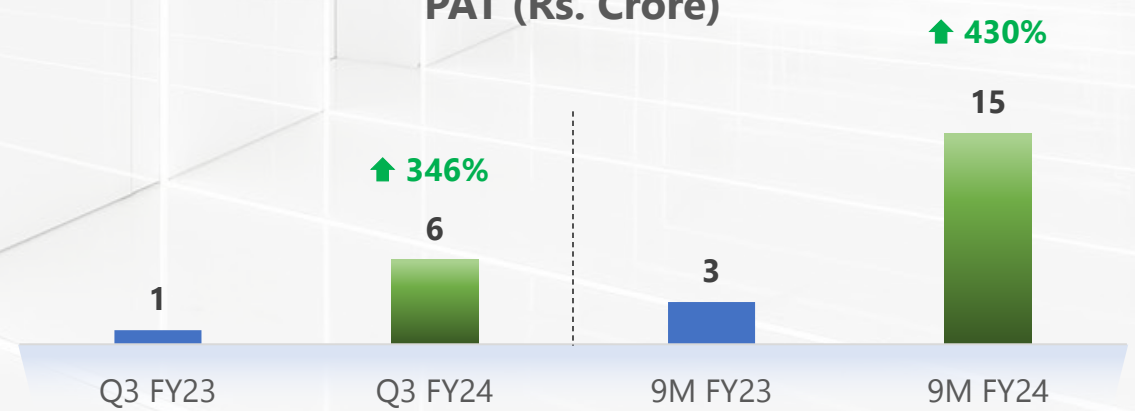
EBITDA (Rs. Crore)



PBT (Rs. Crore)

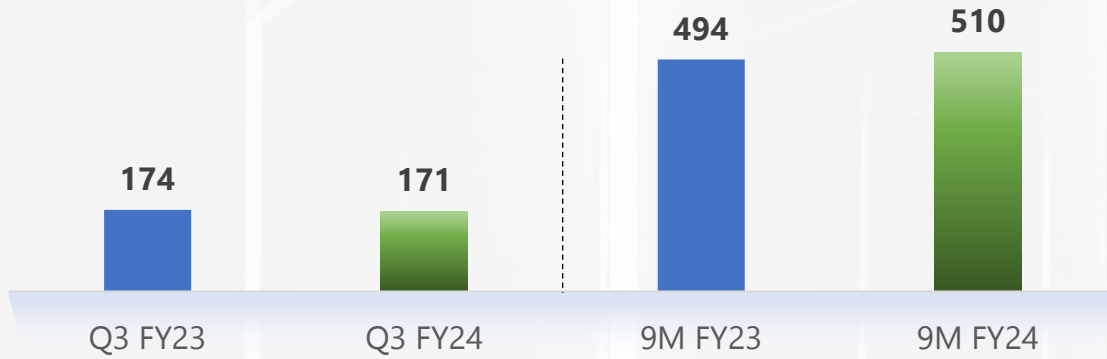


PAT (Rs. Crore)

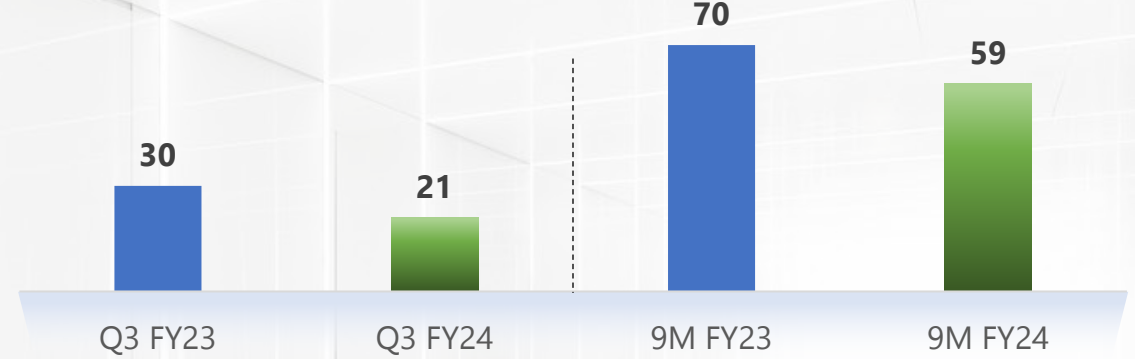


Financial Snapshot (Consolidated)

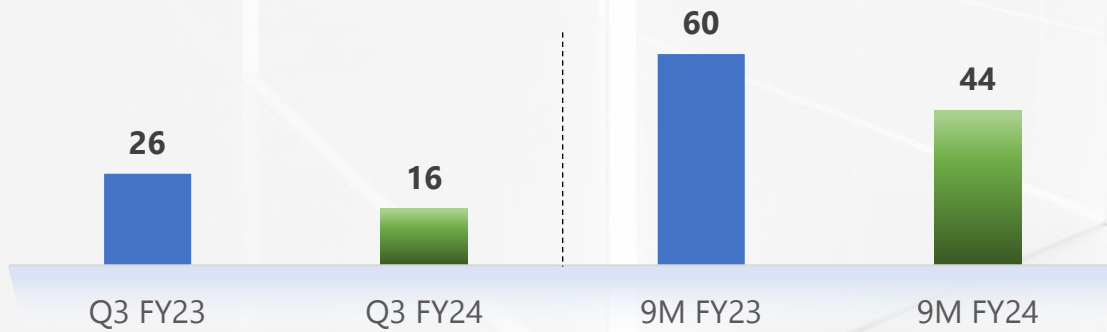
Revenue from Operations (Rs. Crore)



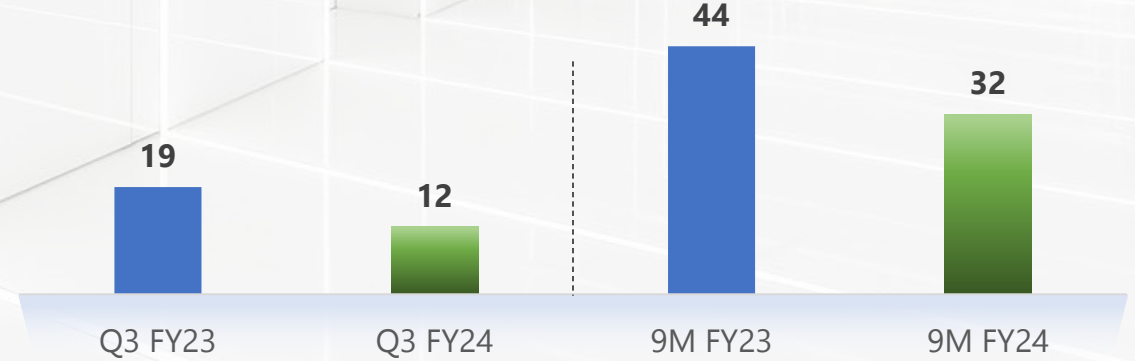
EBITDA (Rs. Crore)



PBT (Rs. Crore)

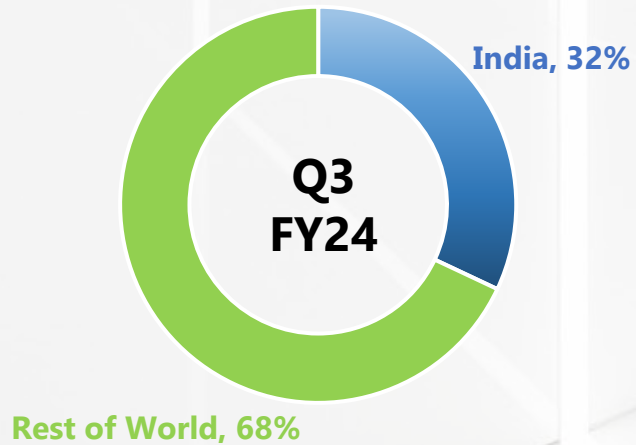
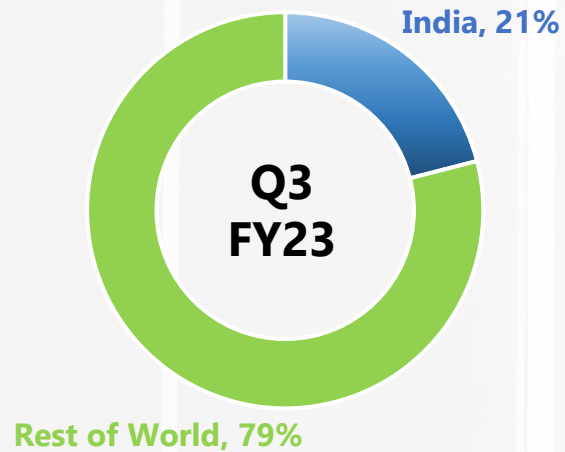


PAT (Rs. Crore)

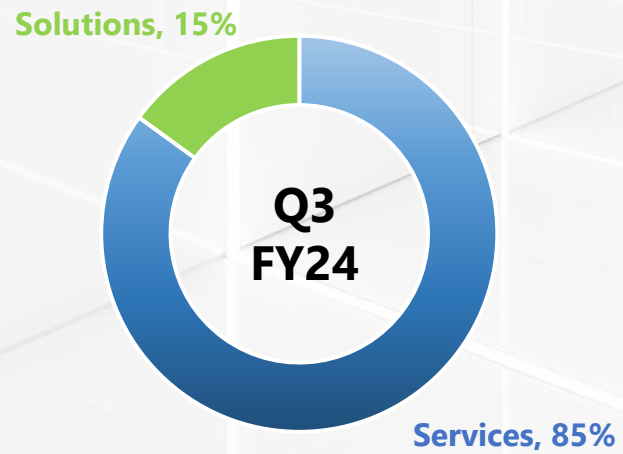
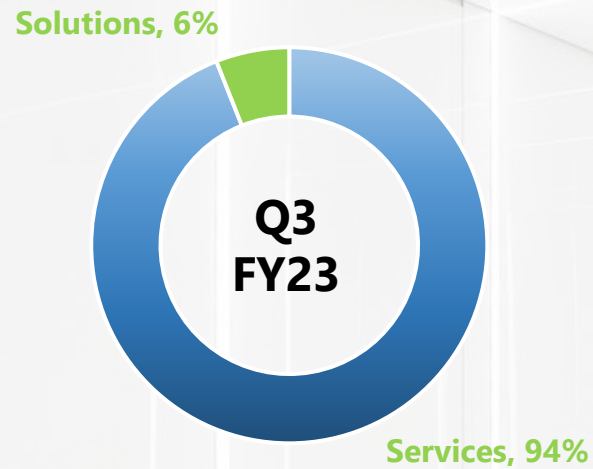


Q3 FY24 Revenue Breakup (Consolidated)

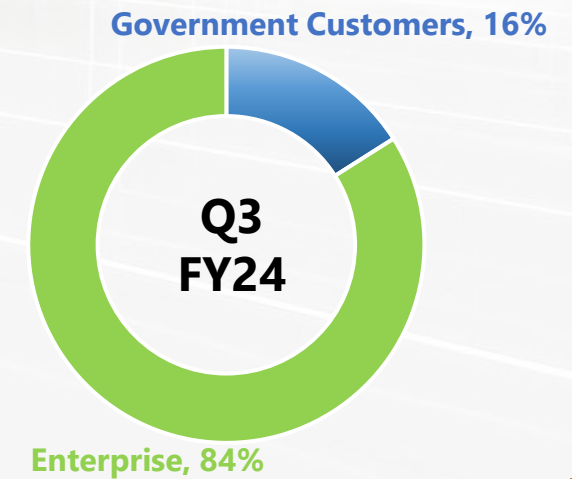
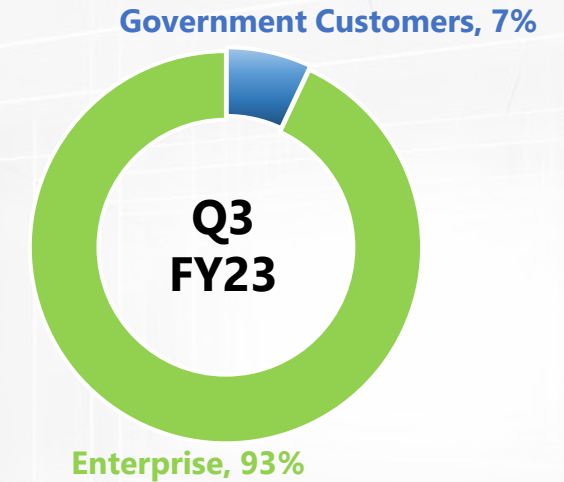
Revenue by Geography



Revenue by Segments



Revenue by Customer Profile



Profit & Loss Statement (Standalone)

Particulars (Rs. in crore)	Q3 FY24	Q3 FY23	YoY shift	Q2 FY24	QoQ shift	9M FY24	9M FY23	YoY shift
Net Revenue from Operations	69	51	36%	68	1%	204	145	41%
Total Operating Expenditure	58	47	24%	58	1%	173	136	28%
EBITDA	11	4	184%	11	2%	30	9	241%
EBITDA margin (%)	16%	8%	813 BPS	16%	11 BPS	15%	6%	876 BPS
Finance Costs	1	1	44%	1	19%	4	2	60%
Depreciation and Amortization	2	2	-8%	2	-2%	6	7	-7%
Other Income	1	2	-65%	0	90%	1	6	-82%
Profit before tax	8	2	261%	8	4%	21	5	301%
Tax Expenses	2	1	149%	2	1%	6	2	148%
Profit after tax	6	1	346%	5	5%	15	3	430%
PAT margin (%)	8%	2%	561 BPS	8%	34 BPS	8%	2%	554 BPS
Basic EPS	1.11	0.53		1.02		2.79	1.57	
Diluted EPS	1.09	0.51		0.99		2.72	1.52	

Profit & Loss Statement (Consolidated)

Particulars (Rs. in crore)	Q3 FY24	Q3 FY23	YoY shift	Q2 FY24	QoQ shift	9M FY24	9M FY23	YoY shift
Net Revenue from Operations	171	174	-3%	170	0%	510	494	3%
Total Operating Expenditure	150	144	-4%	150	0%	451	424	-6%
EBITDA	21	30	-30%	21	4%	59	70	-16%
EBITDA margin (%)	12%	17%	-500 BPS	12%	11 BPS	12%	14%	-200 BPS
Finance Costs	1	1	10%	1	-9%	4	3	-33%
Depreciation and Amortization	4	4	3%	4	-4%	12	13	8%
Other Income	1	2	-176%	0	245%	1	6	-83%
Profit before tax	16	26	-39%	16	5%	44	60	-27%
Tax Expenses	4	7	43%	4	-2%	12	15	20%
Profit after tax	12	19	-37%	11	7%	32	44	-27%
PAT margin (%)	7%	11%	-400 bps	7%	43	6%	9%	-300 bps
Basic EPS	2.11	3.54		2.09		5.76	8.14	
Diluted EPS	2.06	3.42		2.03		5.61	7.85	

Management Commentary



Mr. Nitin D. Shah

**Chairman & Managing
Director**

“

Commenting on the performance for Q3 FY24 Mr. Nitin D. Shah, Chairman & Managing Director, Allied Digital Services Limited (ADSL) said,

" We are encouraged by the quality of business mix which comprises of digital revenue leveraging next gen technology. We had robust growth in our Standalone Revenues for Q3 FY24 which was higher by 36% on a Y-o-Y basis, driven by disciplined execution of the order book. EBITDA for Q3 increased by 110% on a Y-o-Y basis and Profit after tax increased by 115% on a Y-o-Y basis.

In addition to the financial performance, we continue to make operational progress as well as further strengthen the key fundamentals of the business. Although the new business cycle remains elongated, we have witnessed augmentation of assignments and expansion of scope by existing logos across both Enterprise and Government customers accompanied by a steady pace of renewals.

Enterprise Customers and Governments alike are leveraging next gen technology for digital transformation. While we continue to work with our global partners, as the pace of digitization accelerates, we are strategically positioning ourselves for opportunities through additional investments in our sales engine for direct outreach.

The business environment is improving and the contracts which were deferred earlier in the financial year are exhibiting signs of materializing. Our order pipeline remains robust, and our ongoing discussions with clients instill confidence in sustaining our growth momentum."

Key Business Developments

Allied Digital Services Limited was chosen as the Master System Integrator for integrating CCTV Surveillance with the existing ITMS Control Room in the Ayodhya Smart City Project. The project involves establishing a multi-location CCTV system with a three-month CAPEX and implementation phase, followed by a five-year operational and maintenance phase. The primary objectives include enhancing safety, optimizing city administration efficiency, and improving residents' quality of life amid Ayodhya City's transformation. Nagar Nigam Ayodhya aims to unify the current CCTV network into a connected system, with the ADSL Command Centre serving as the overarching control room for both existing and new installations.

Allied Digital Services Ltd has secured a new order in the smart city domain. The Ministry of Women and Child Development, in collaboration with the Ministry of Home Affairs, has initiated Safe City projects in eight pilot cities, including Lucknow. The project aims to establish and maintain a surveillance infrastructure 23 kilometers. The project strategically covers all entry and exit points connecting the slip roads to accurately track vehicle movement.

Our connection with a leading global FMCG corporation, renowned for its commitment to health, hygiene, and nutrition products, has been strengthened. Since our collaboration began in 2018, we have provided comprehensive Workplace, Field, and End User Management Services across more than 60 international locations. The recent renewal extends our partnership until 2026 and involves the integration of additional manufacturing sites in the United States, boosting our annual revenue by an additional \$1 million on top of the existing \$3 million.

Key Business Developments

An American home appliance brand has been confirmed for another year, following a successful three-year period. Our 24/7 Service Desk, along with Workplace, Field, Factory Support, and Depot services across the United States, Europe, and Asia, played a crucial role in securing this business, valued at \$2.7 million for a year extendable to 3 Years.

In the QSR sector, our two-decade association with a distinguished restaurant chain has once again been extended for another year. Our Back of House IT support, covering 4,700 restaurants in 48 states across the USA, highlights our dedication to this longstanding partnership, now reinforced by a \$1.8 million contract renewal.

In addition, we are pleased to announce a \$2 million increase in net new business from our existing clients, showcasing our consistent excellence and client satisfaction.

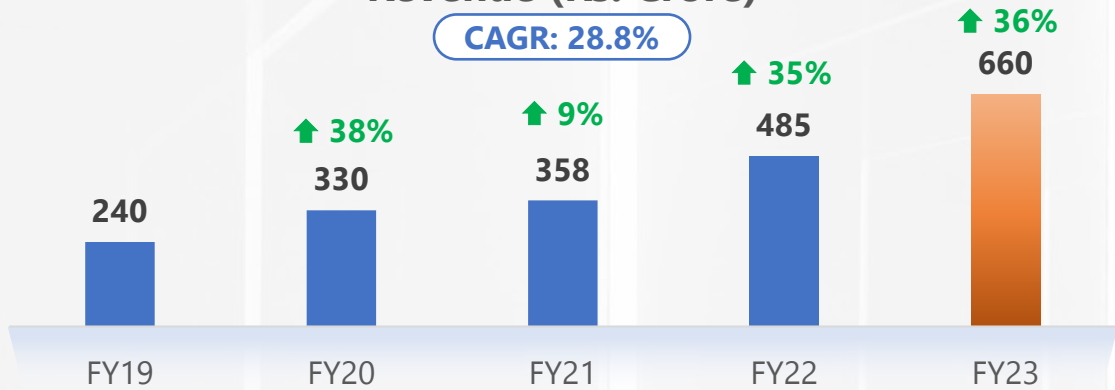


Historical Financial Overview

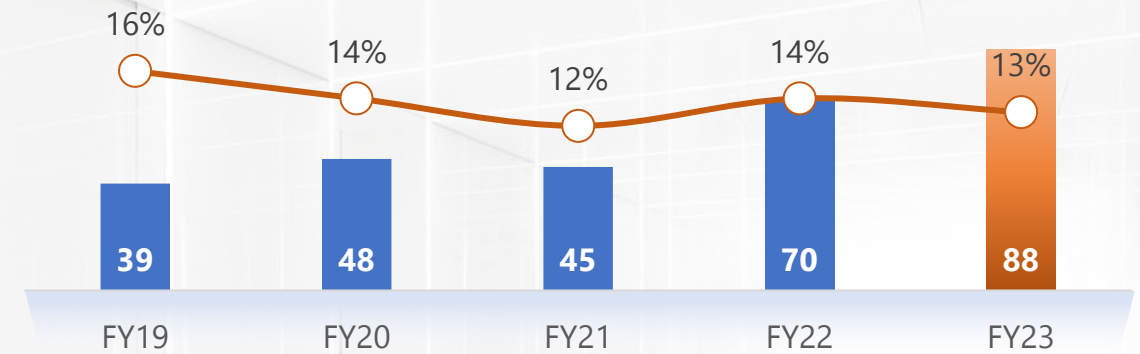
Historical Financial Performance (Consolidated)

Revenue (Rs. Crore)

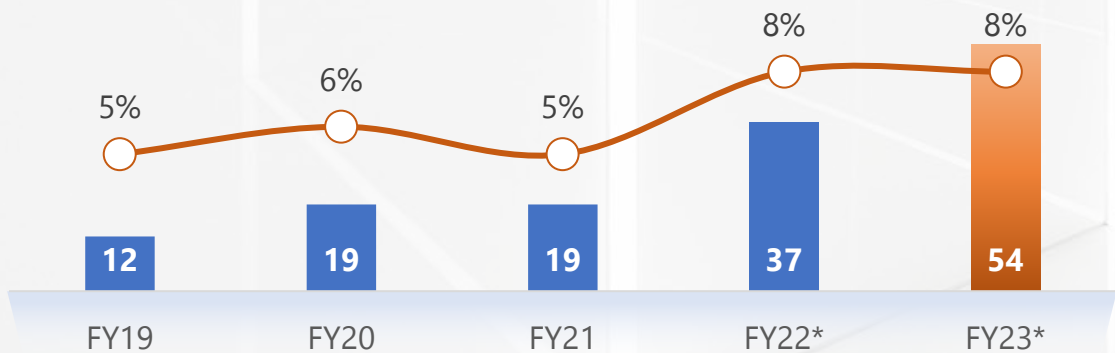
CAGR: 28.8%



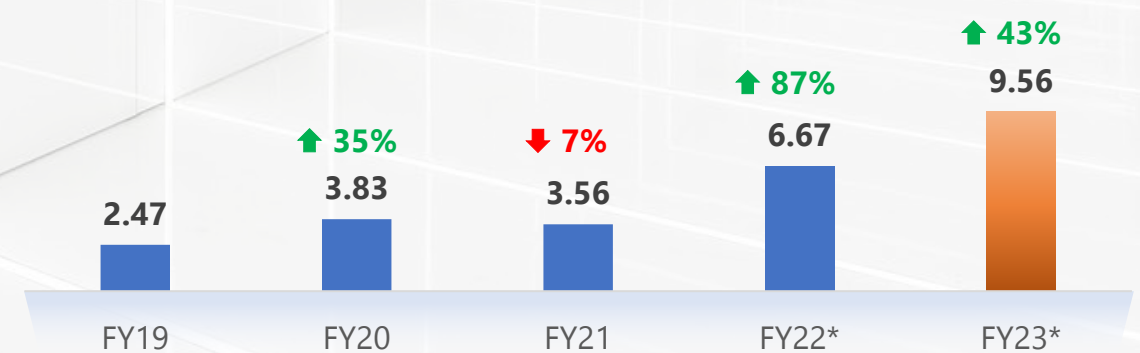
EBITDA (Rs. Crore) Margin (%)



PAT (Rs. Crore) Margin (%)



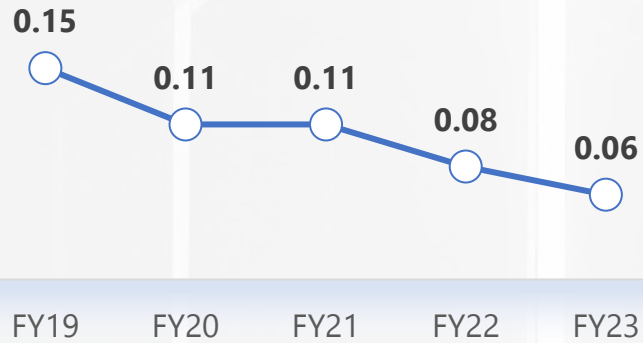
EPS (In Rs.)



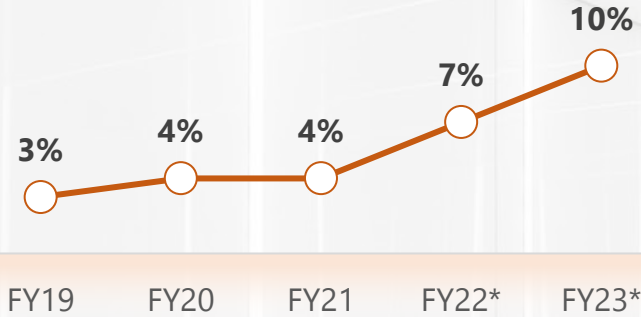
* Exclusive of exceptional income from FY22 & loss from discontinued operations from FY23

Key Financial Ratios

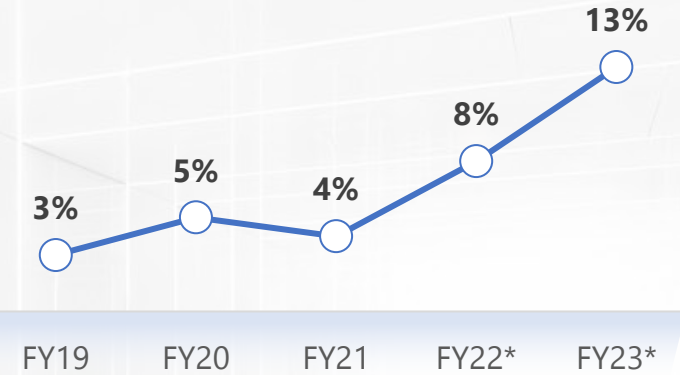
Debt to Equity (x)



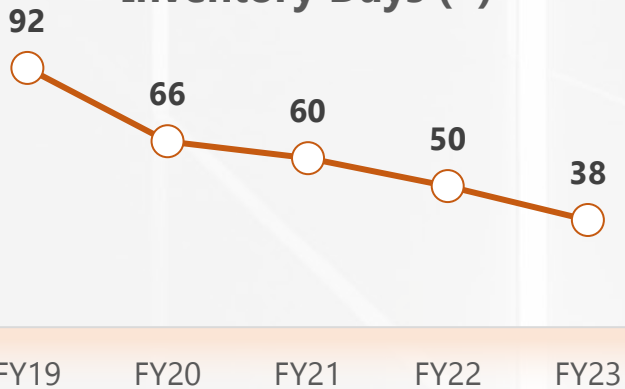
Return on Net worth (%)



ROCE (%)



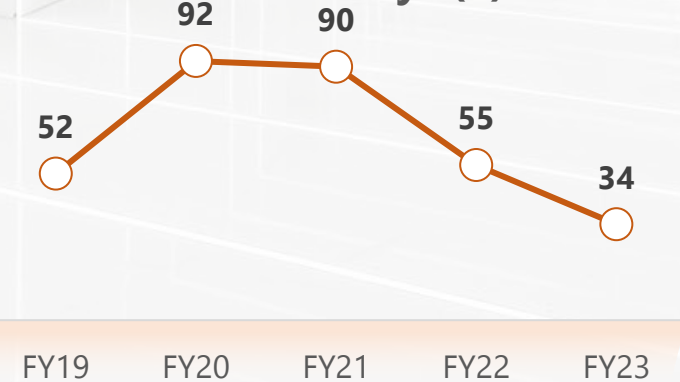
Inventory Days (#)



Debtor Days (#)

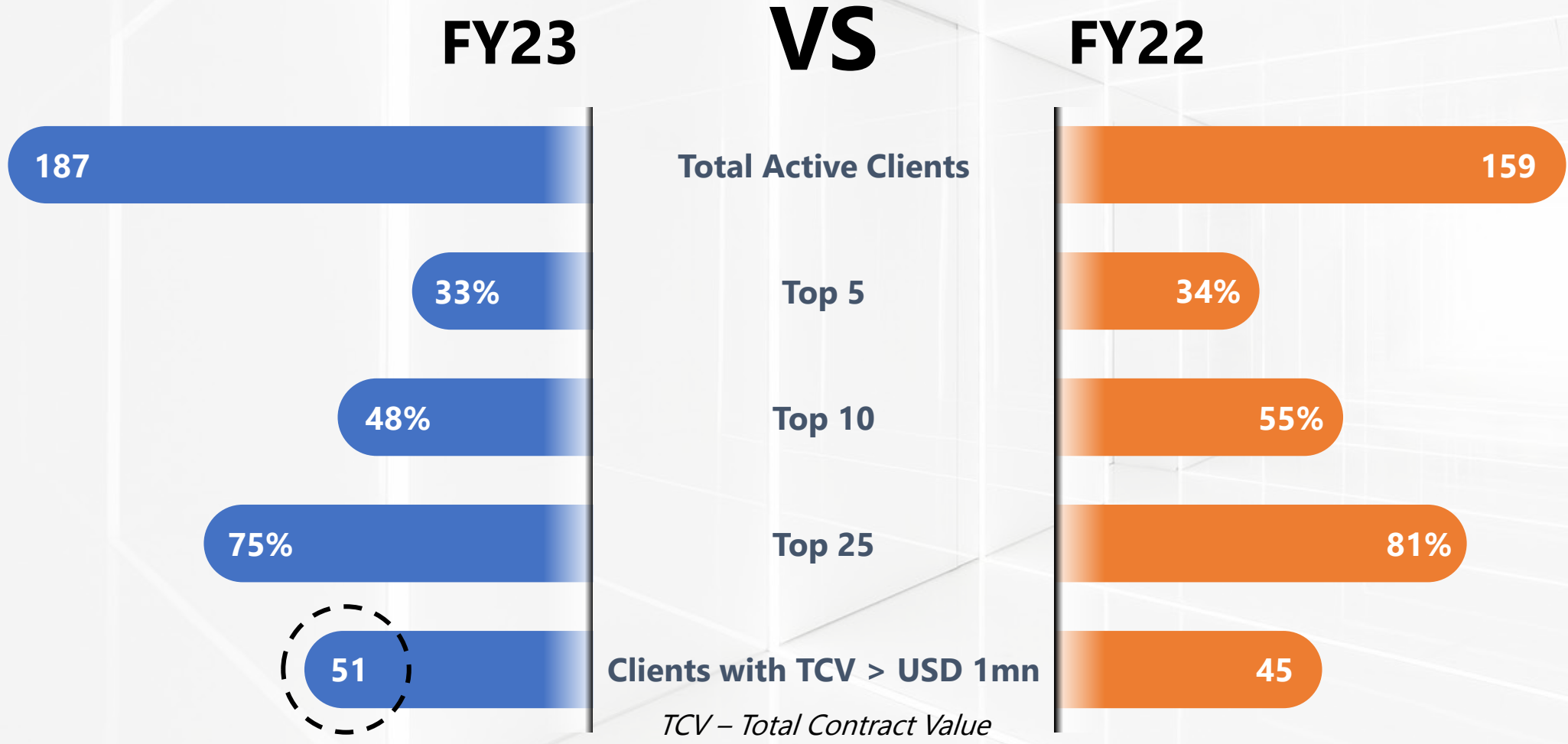


Creditor Days (#)



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

Client Base



Note: Consolidated Figures

Mainframe
Era

Distributed
Computing

Cloud
Computing

Inside the

Awards & Accolades

Networking

Information
Security

#GoBeyond

Inside of Seepz Office

Certification for Great Place to Work

Great people make Great workplaces !

It's official !



ALLIED DIGITAL
is now a

Great
Place
To
Work[®]

Certified
NOV 2023 – NOV 2024
INDIA

We are thrilled to announce a significant milestone in our journey towards excellence.

Allied Digital has officially been recognized as a Great Place To Work Certified organization!

www.allieddigital.net

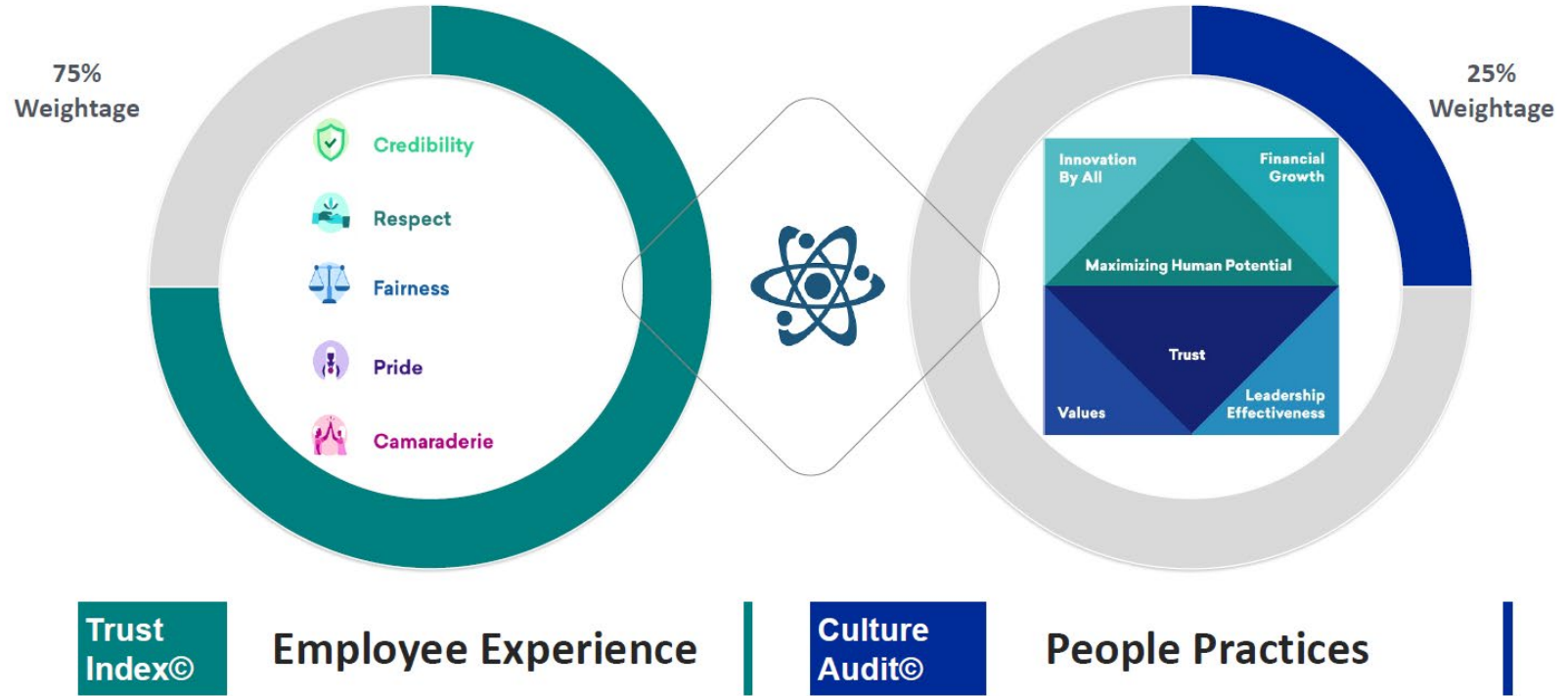
Certification for Great Place to Work



Great Place to Work® Methodology



Weightages on Employee Experience and People Practices will determine the ranking



Awards and Recognitions



And many more....

Awards and Recognitions

Award for Talent Management, 2023
by World HRD Congress



India's Best IT Infrastructure Management Company, 2023
by Berkshire Media LLC



Greatest Sustainability Brand in IT, 2023
by AsiaOne



SME Inspire Awards 2023
By NASSCOM



Best ESG Initiative to Improve Communities/ Cities, 2023
by Transformance



Maharashtra State's Best Employer Brands, 2023
by World HRD Congress



And many more....

Awards and Accolades



Allied Digital has been honored with the 'India's Best Company Of the Year Awards 2023' in the category of India's Best IT Infrastructure Management Company by Berkshire Media LLC, USA , at a ceremony in Bengaluru, India on 25th November 2023. This recognition reflects our dedication to excellence, innovation, and customer-centric solutions in the IT infrastructure



Allied Digital takes pride in being featured in the post-event Souvenir booklet of the esteemed 19th Indo-American Corporate Excellence Awards 2023, hosted by the Indo-American Chamber of Commerce (IACC) on September 22, 2023, at the Hotel Taj Lands End in Bandra, Mumbai



Allied Digital clinched the award in the category "IT as a service" at the MSP India Summit 2023 held at Novotel Aerocity, New Delhi,. The MSP India Summit 2023 provided a platform for thought leadership on emerging technologies, trends, and skillsets, enabling MSPs to scale up their services. The event facilitated networking opportunities for vendors and MSPs, fostering meaningful connections.



Allied Digital has been recognized as the 'Greatest Sustainability Brand in IT' by Asia One at an awards ceremony at JW Marriott Marquis Hotel, Business Bay, Dubai
This achievement underscores our dedication to making a positive impact on the environment and society.



Allied Digital has been recognized as the 'Greatest Sustainability Brand in IT' by Asia One at an awards ceremony in Dubai This achievement demonstrates our commitment to making a positive impact on the environment and society.





Annexure

Inside of Mahape Facility

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

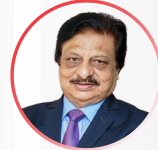
- B.Sc. in Agriculture from Odisha University of Agriculture and Technology in 1985
- 34+ years of experience in the banking sector with strong knowledge in business, operations, credit, and international banking.

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.



Dhara Shah Bhansali
Chief Marketing Officer

- Dhara holds a B.E. in Computer Science from Mumbai University, a PGD in Marketing Management, and a Data Analytics course from Columbia University. With over 10 years of experience, she excels in content writing, branding, marketing, communications, digital marketing, PR, and partner management
- She's passionate about technology, particularly in Data, Machine Learning, and AI, and actively volunteers with non-profits for women's empowerment and community support.



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

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 Life Cycle

Attraction

Onboarding

Development

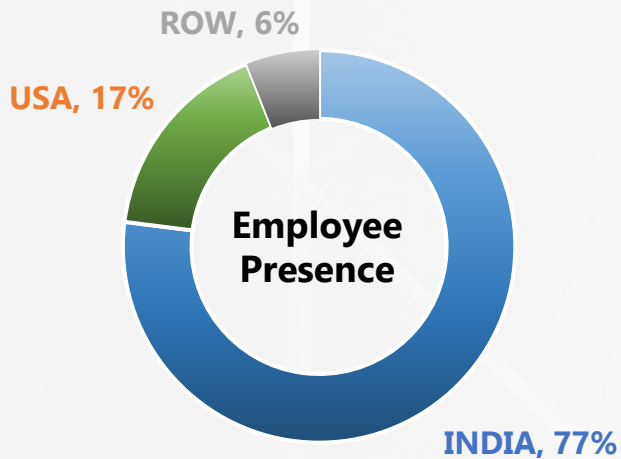
Separation



Recruitment

Enablement

Retention



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

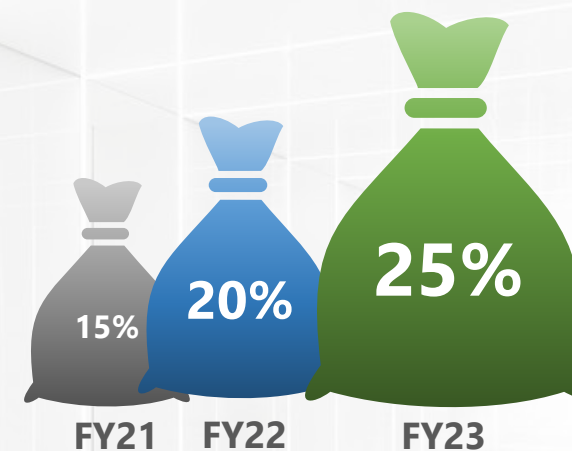
Capital Market Statistics

Price Data (as on 1st February 2024)

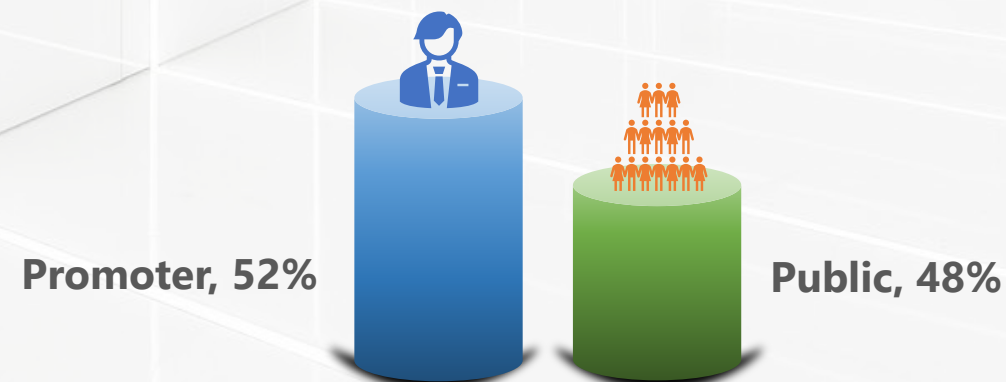
Face Value	5.0
Market Price	176.2
52 Week H/L	191.9 / 72.9
Market Cap (INR Cr)	973.1
EPS (TTM)*	7.49
P/E Ratio	23.52
Equity Shares Outstanding (Cr)	5.52
1 Year Avg. Daily Trading Volume ('000)	684.0
1 Year Avg. Daily Net Turnover (Cr)	9.5

* From Continued Operations

Dividend Payout



Shareholding



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

Recognized



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

Stakeholder Focused



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

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.


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


For further information, please contact:


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The background is a complex digital pattern. It features a dense network of glowing orange and yellow lines that resemble circuit traces or data paths, set against a dark blue background. Interspersed among these lines are numerous small, multi-colored dots in shades of blue, green, purple, and white, creating a vibrant, high-tech aesthetic.

Thank You