Dev Information Technology Limited
Reg. Office: 14, Aaryans Corporate Park, Near Shilaj Railway Crossing,
Thaltej-Shilaj Road, Thaltej, Ahmedabad-380 059. (INDIA)
Phone: +91-94298 99852 / 53

www.devitpl.com | info@devitpl.com

Offices: Gujarat | Maharashtra | Rajasthan | Canada
CIN:L30000GJ1997PLC033479

Date: 24th November, 2022

To, **The Manager-Listing Department,** **The National Stock Exchange of India** **Limited,** Exchange Plaza, Plot No. C/1, G-Block, Bandra Kurla complex, Bandra East, Mumbai-400 051 Trading Symbol: DEVIT	To, **The Secretary,** **BSE Limited** Phiroze Jejeebhoy Towers, Dalal Street Mumbai -400001 Trading Symbol: 543462

Subject: Intimation for Investor Presentation :

Ref.: Regulation 30 (Disclosure of event or information) of Securities and Exchange
Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated 23rd November, 2022, kindly find enclosed revised investor presentation for larger Dissemination.

Kindly take the above information on your records.

Thanking you,

On behalf of Board of Directors
DEV INFORMATION TECHNOLOGY LIMITED

Krisa Patel
(Company Secretary and Compliance Officer)
Place: Ahmedabad

Encl.: a/a

DEV INFORMATIONTECHNOLOGY LTD.

INVESTORS' PRESENTATION

ABOUT US

" Our journey over the years, is a story of consistently re-defining and re-inventing ourselves according to ever changing global technology and solutions landscape. "

Technology Solutions Provider delivering Digital Transformation leveraging **Cloud**, **Automation** and **Data** technologies

500+	20+	1200+
Customers	**Countries**	**People**

VISION
MISSION
& VALUES

"

Our philosophy and values are the cornerstone of continued success over two decades of our existence and continue to fuel our vision and mission.

"

VISION
Be a trusted, technology neutral and value-based end-to-end IT partner for organizations across the globe

MISSION
Listen to customer, explore technological alternatives, deliver befitting solution and ensure synergetic engagement with unwavering support
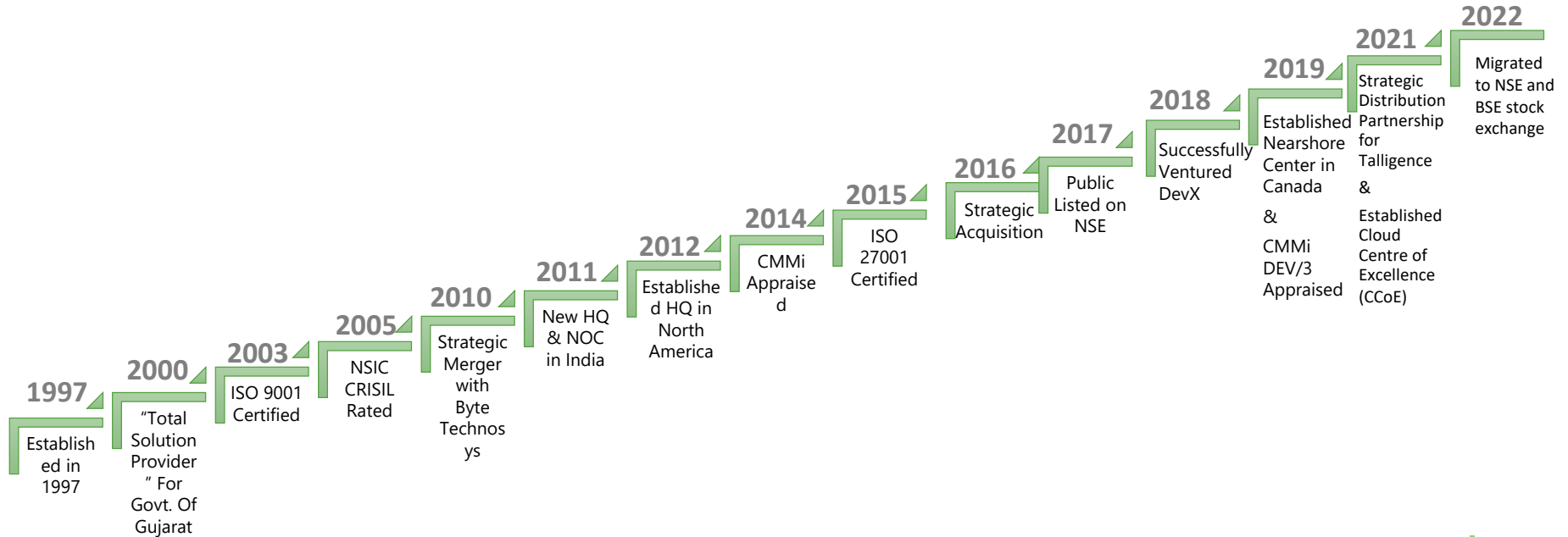
PHILOSOPHY
People First; Business Always

VALUES
Integrity
Collaboration
Innovation
Respect

MILESTONES IN OUR JOURNEY

Rome wasn't built in a day and neither were we

1997
Established in 1997

2000
"Total Solution Provider" For Govt. Of Gujarat

2003
ISO 9001 Certified

2005
NSIC CRISIL Rated

2010
Strategic Merger with Byte Technosys

2011
New HQ & NOC in India

2012
Established HQ in North America

2014
CMMi Appraised

2015
ISO 27001 Certified

2016
Strategic Acquisition

2017
Public Listed on NSE

2018
Successfully Ventured DevX

2019
Established Nearshore Center in Canada & CMMi DEV/3 Appraised

2021
Strategic Distribution Partnership for Talligence & Established Cloud Centre of Excellence (CCoE)

2022
Migrated to NSE and BSE stock exchange

DEV
IT Simplified...

4

BOARD OF DIRECTORS

Fostering a culture of innovation and growth

CHAIRMAN

PRANAV PANDYA

Pranav is a first-generation entrepreneur with 30+ year's experience in the ICT domain. He holds a Bachelors Degree in Electronics & Microprocessor Engineering. He possess a natural ability to establish and develop long term relationships; be it with clients, vendors or other stakeholders within the organization. His tendency to go the extra mile in making relationships work towards win-win situation, has always acted as a bulwark for the organization. He has earned great recognition and accolades not just within e-Governance domain but also across other well-known technology principals such as Microsoft, AWS, SAP, etc. He currently serves on the Board of GESIA as a *pro bono* Secretary and Director.

MD & CEO

JAIMIN SHAH

Jaimin is a first-generation entrepreneur with 25+ year's experience in the Information Technology domain. He holds a Bachelors Degree in Computer Engineering. He is relentless in building and improving strategies towards achieving aggressive growth and evolving organization's business model towards becoming a next generation IT company. He has been awarded as an Outstanding IT Entrepreneur of the Year by AMA and "Digital Change Maker of Gujarat" by GESIA (a nodal ICT association in the State of Gujarat, India). He is associated with and holds key positions on several National and State level ICT industry bodies such as ASSOCHAM, NAASCOM, ICBC, IACC, Dewang Mehta Foundation Trust.

CTO

VISHAL VASU

Vishal has been an avid technology enthusiast and crusader for most of his career spanning 25+ years. As a CTO, he leads the organization's technology and innovation ecosystem, manages the organization's innovation portfolio and establishing new growth drivers. He provides technical direction across the organization in areas of managed services, architecture designs, software technology, and cybersecurity; supporting project development that fuels business growth. He also leads the Information Technology function at DEV IT, including its infrastructure, systems, processes, and security.

JT.CEO

PRERAK SHAH

Prerak brings 23+ years of experience in delivering IT and business transformation solutions. He holds a Masters Degree in Computer Science and Certifications in ITIL and Project Management Professional (PMP). He relies on good governance and spearheads company's PMO, processes and community-oriented activities. He has been associated with the steering committee of PMI's Gujarat Chapter in which he holds the position of a VP. He also serves on the Board of LD College of Engineering's Alumni Association.

5

CREDENTIALS

" The credentials we have achieved are proof that we follow global best practices and guidelines while delivering our services with quality and adhering to highest security standards "

ISO 9001:2015

CERTIFIED ISO 27001:2013 COMPANY

CMMIDEV /3 ℠
Exp. 2022-08-25 / Appraisal #4299

CMMISVC /3 ℠
Exp. 2020-11-04 / Appraisal #30892

DEV
IT Simplified...

ALLIANCES

"

The alliances we have built are proof that the industry leaders trusts us to be efficient and effective in catering to the needs of our clients and their mission critical applications - 24/7.

"

Microsoft Gold Partner

Application Development
Collaboration and Content
Data Analytics
Datacenter
Messaging
Cloud Productivity

Microsoft Silver Partner

Cloud Platform

Small and Midmarket Cloud Solutions

Microsoft Cloud Solution Provider

SONICWALL®

aws partner network

Consulting Partner

Adobe Adobe Certified Partner

sify

vmware | professional PARTNER

DEV
™
IT Simplified...

CORE SERVICES

Application Development

Cloud Applications Development
Native Cloud Development
Monolithic-to-Native Migration
Monolithic-to-Hybrid Migration

Mobility Solutions
Native iOS and Android apps
Hybrid Mobile apps
Mobile Cloud apps

Web & Desktop Applications

Infrastructure Management

Cloud Advisory

Cloud Management
AWS
Azure

Data Center Operations
Platforms – Windows, Linux
Databases – Microsoft SQL, Oracle, MySQL and more
Storage – Cloud, SAN, NAS

Cyber Security

End User Computing

IT – Facility Management Services

AUTOMATION, INTELLIGENCE & DIGITAL

Intelligence

Business Intelligence & Analytics
Microsoft BI Stack
SAP Business Objects Suite

Artificial Intelligence
Azure ML
AWS ML

Automation

Enterprise Resource Planning
Microsoft Dynamics AX
Microsoft Dynamics 365 F & O

Customer Relationship Management
Microsoft Dynamics CRM
Microsoft Dynamics 365 CE

Cloud DevOps
Azure DevOps
AWS DevOps

Digital

eCommerce Solutions

Digital Marketing

Document Digitization

GLOBAL CLIENTELE

Serving wide array of clients across different industry sectors

DOMESTIC CLIENTELE – PUBLIC SECTOR

Serving government departments and public sector undertakings

Key Products for Future Growth

OUR NEXT-GEN PRODUCTS – FUTURE GROWTH DRIVER

talligence
BUSINESS INTELLIGENCE & ANALYTICS

A unique AI / ML powered business intelligence solution that converts your Tally® accounting data into meaningful business insights.

Extract and sync data from Tally® through Talligence connector

Easy and secure data transfer

Business insights instantly

C-Level executive dashboards

MIS reports for business functions

Talk to your data

Information Security Compliance

ByteSIGNER

ByteSIGNER provides an easy, automated and secure way to digitally sign invoices, legal documents, tender documents, contracts, orders, vouchers and other PDF documents in bulk.

Automated Bulk PDF Signing

Multiple Signatures on Single Document

Auto Detect USB Token Certificates

USB token Signature and .PFX file

Password Protected Signed PDFs

Legally Compliant

Log Messages

Multi-lingual Support

DEV
IT Simplified…

OUR
PRODUCT

" A unique AI / ML powered business intelligence solution that converts your Tally® accounting data into meaningful business insights. "

talligence
BUSINESS INTELLIGENCE & ANALYTICS

Extract and sync data from Tally® through Talligence connector

Easy and secure data transfer

Business insights instantly

C-Level executive dashboards

MIS reports for business functions

Talk to your data

Information Security Compliance

VARIOUS DASHBOARDS

- Tally enjoys more than 80 percent market share in the MSME segment
- 4 million+ estimated user base
- Tally Ecosystem
  - 1500+ Tally's partner base
  - 25000+ Tally's associate partner base
  - 10000+ system integrator
  - 1.25L CA base
- Customer base across India, SAARC countries, Middle East, African countries, and more…

COMPETITION ANALYSIS

FEATURES/COMPANY	1	2	3	4	5	TALLIGENCE
LICENSE	PERPETUAL	PERPETUAL	SAAS	SAAS	SAAS	SAAS
BI	✔	✔	✔	✔	✔	✔
AI & ML	✘	✘	✘	✘	✘	✔
CHATBOT/NLP	✘	✘	✘	✘	✘	✔
DASHBOARDS	✔	✔	✔	✔	✔	✔
CEO DASHBOARD	✘	✘	✔	✘	✘	✔
CFO DASHBOARD	✘	✘	✘	✘	✘	✔
REPORTS	✔	✔	✔	✔	✔	✔
KPI	✔	✔	✔	✔	✔	✔
ALERTS	✘	✘	✔	✔	✘	✔
WEB	✔	✔	✔	✘	✔	✔
MOBILE APP	✔	✘	✔	✔	✔	✔
ANALYTICS ON MOBILE	✘	✘	✘	✔	✔	✔
SECURITY	✔	✔	✔	✔	✔	✔
WHITE-LABEL SUPPORT	✘	✘	✘	✘	✘	✔

CURRENT STATUS

- 2 distributors appointed in Ahmedabad

- 13 partners appointed & 40+ partners in pipeline

- 6000+ total lead generated in FY-21/22

- INR 60 Lakhs+ revenue in FY-21/22

Financial Highlights

STANDALONE- FINANCIAL HIGHLIGHTS

Particulars	FY 2019-20	FY 2020-21	FY 2021-22	H1FY2022-23
Revenue	66,13,27,218	84,32,53,233	99,02,79,969	53,15,68,706
Growth % YoY	*-6.84%*	*27.51%*	*16.71%*	39.20%
Profit Before Interest, Tax & Depreciation	**5,18,86,527**	**4,51,24,227**	**6,42,91,206**	**4,58,74,606**
% PBITD /Sales	*7.85%*	*5.35%*	*6.49%*	*8.63%*
Finance Costs	1,32,69,386	98,28,162	82,82,191	55,64,283
Profit Before Tax & Depreciation	3,86,17,141	3,52,96,065	5,60,09,015	4,03,10,324
% PBT/Sales (before extra ordinary)	*5.84%*	*4.19%*	*5.66%*	*7.58%*
Depreciation	2,03,23,576	2,07,96,620	1,81,02,015	58,77,599
Exceptional Income	1,57,87,873	-	-	-
Profit before Tax	3,40,81,438	1,44,99,445	3,79,07,000	3,44,32,725
% PBT/sales (after extra ordinary)	*5.15%*	*1.72%*	*3.83%*	*6.48%*
Tax	-1,93,757	46,53,892	1,91,28,000	52,30,748
Profit After Tax	**3,42,75,195**	**98,45,553**	**1,87,79,000**	**2,90,15,805**
PAT %	***5.18%***	***1.17%***	***1.90%***	***5.46%***

STANDALONE - REVENUE SPLIT

Particulars	FY 2019-20	FY 2020-21	FY 2021-22	H1FY2022-23
Sales	66,13,27,218	84,32,53,211	99,02,79,969	53,15,68,706
EBITDA	5,18,86,527	4,51,24,227	6,46,63,555	4,58,74,606
EBITDA %	8%	5%	7%	8.6%
Employee strength	884	929	947	710

Particulars	FY 2019-20	FY 2020-21	FY 2021-22	H1FY2022-23
Service Revenue	50,77,67,038	54,64,28,081	83,83,71,022	36,55,11,430
Domestic Service	*34,89,16,240*	*32,94,59,030*	*53,94,05,499*	25,12,41,673
International Service	*15,88,50,798*	*21,69,69,051*	*29,89,65,523*	11,42,69,757
Total of Service	50,77,67,038	54,64,28,081	83,83,71,022	36,55,11,430
EBITDA (excluding prod resell business)	10%	8%	8%	12.2%
Product Resell Revenue	15,35,28,024	29,68,25,130	15,19,08,947	16,60,57,276

DEVX
accelerating innovation

Managed Office & Coworking Space

About DevX

DevX is one of the fastest growing WaaS (Work Space as a Service) Solution Provider in the country.

We Specialize in Complete Built to Suit Managed Office Solutions for our clients with complete Privacy and Branding options

We at DevX, have created an innovative framework to assist businesses and boost the startup ecosystem in India. Our meticulously designed offerings aids corporates to simplify business problems of varying complexity thereby enabling the rapid growth of their organization.

- DevX – Valuation as-on May 2022: Rs 135 Cr

- Dev IT Ltd shareholding: 44%

- DevX – Across India – Occupancy of 92% as on 31st March 2022.

DevX Current and New Inventory across India

Particular	Sq. ft	Total Seats
Ahmedabad – 1	40,000	720
Ahmedabad - 2	33,600	480
Ahmedabad - 3	17,000	250
Ahmedabad - 4 (Science City)	13,000	170
Vadodara - 1	25,000	400
Vadodara - 2	20,000	300
Rajkot	23,000	300
Mumbai - 1	25,000	350
Hyderabad	40,000	700
Noida	47,000	700
Pune	22,780	420
Ahmedabad-5	47,000	650
Jaipur	30,900	500
Ahmedabad-6	12,500	175
Mumbai - 2	23,470	375
Raipur	71,000	1250
Chandigarh	17,000	306
Noida-2	88,104	1697
Vadodara - 3	90,000	1400
Indore	2,66,000	4200
Grand Total	**9,52,354**	**15,343**

Capacity & Utilisation			
Year	Seats	Capacity Utilisation	Avg. billing Rate Per month
FY2019	720	86%	6743
FY2020	2000	82%	6800
FY2021	2700	83%	7527
FY2022	4120	92%	7600

Way Forward

WAY FORWARD
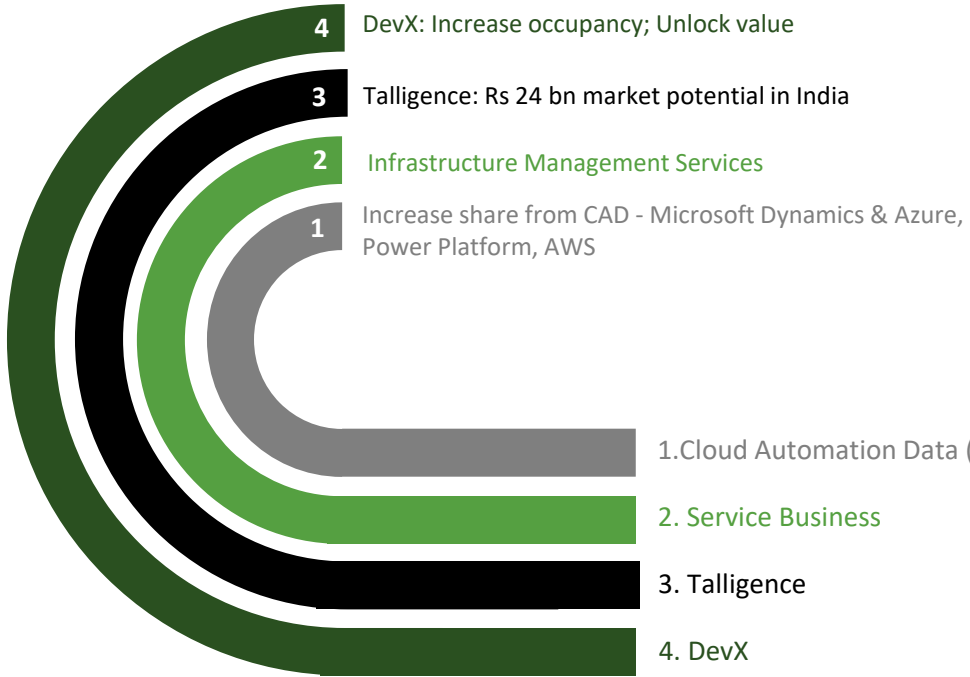
		FY2022	**FY2025**

4 DevX: Increase occupancy; Unlock value — **4** 4120 seats @ 92%* — **4** +15000 seats @+93%*

3 Talligence: Rs 24 bn market potential in India — **3** Rs 6 mn — **3** Rs 90-120 mn

2 Infrastructure Management Services — **2** 5% — **2** 7%

1 Increase share from CAD - Microsoft Dynamics & Azure, Power Platform, AWS — **1** 54% — **1** 70%

1. Cloud Automation Data (CAD)

2. Service Business

3. Talligence

4. DevX

5 **Organic / Inorganic growth opportunities**

Exploring organic / inorganic growth opportunities

6 **DevEd**

Start Training & Skilling Initiative to overcome talent shortage

7 **Bytesigner**

Roll out and scale up bytesigner – product for multi-document digital signature

Capacity Utilisation

Annexures

INDUSTRY
ASSOCIATIONS

" We work hard to make a difference and to stay updated with what is happening in the industry, we have associated with associations and companies which fuels our innovation, business practices and people. "

NASSCOM MEMBER

FICCI

CII Confederation of Indian Industry

IACC Apex bilateral Chamber for Indo-US business
INDO-AMERICAN Chamber of Commerce

icbc INDO - CANADIAN BUSINESS CHAMBER

ASSOCHAM Ideate · Innovate · Impact

gesia

GUJARAT CHAMBER OF COMMERCE & INDUSTRY GCCI

Dewang Mehta foundation trust

DEV IT Simplified...

AWARDS & ACCOLADES

Few noteworthy mentions

- Channel World - Premier 100 award – 2013, 2014, 2015, 2017, 2018 & 2019

- SKOCH - Achiever Order-of-Merit Award for being Top 100 Best SMEs in India – 2016, 2017, 2018 & 2019

- ISODA - Award for Business Excellence – 2014, 2015, 2017, 2018 & 2019

- India SME Forum - Top 100 SME's of INDIA – 2017 & 2018

- Super 100 Award by SME Channels – 2017 & 2018

- GESIA - Best Work Place ICT or Electronics Industry, Best ICT Managed Service Provider, Best Software Company – 2016, 2017

- ITPV - Best Managed IT Services Company – 2015, Best Smart Technology Solution for Governance – 2016 and Solution Implementation - 2020

- GESIA - ICT Awards The EXCELLENCIA for Excellence in the ICT Business - 2015

- Silicon India - 5 Most Promising IT Infrastructure Companies in India - 2014

- CRN Excellence Awards - India's Best Managed Services Provider - 2012 & 2013 and Best Software Solution Provider – 2014, Enterprise Mobility – 2018, IOT - 2020

- Microsoft Partner Summit – Public Sector Partner of the Year (West) – 2013 & 2014

- CIO Review - 10 Most Promising IMS Companies in India - 2013

- Vibrant Gujarat Start-up & Summit 2018 – Best SI Managed Services

DEV*life*

Premier of PEI, Canada

Shri CP Gurnani, MD Tech Mahindra

With Prime Minister of India &
Canada in Toronto 2015

With Shri Narayan Murthy

With the Consul General of the
US to Mumbai

DEV
IT Simplified...

DEV IT CRICKET LEAGUE

KITE FESTIVALS
CELEBRATIONS

CHESS
COMPETITIONS

DIWALI CELEBRATIONS

ANNUAL COMPANY TRIP

CSR ACTIVITIES

DEV IT – Media Coverage

TAKE A LOOK OUR MEDIA PRESENCE
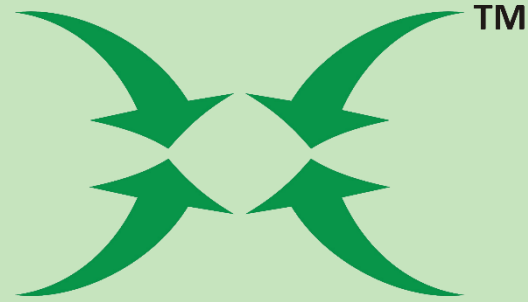
GLOBAL PRESENCE

North America Headquarters

Dev Info-Tech North America Limited
2425 Matheson Blvd E, 8th Floor,
Mississauga, Ontario, CANADA

India **Headquarters**

Dev Information Technology Ltd.
14, Aaryans Corporate Park, Thaltej,
Ahmedabad, Gujarat, INDIA

Dev Information Technology Ltd

Ms. Krisa Patel, Company Secretary

Tel: +91-9879107870 | Email: Krisa.patel@devitpl.com

Website: www.devitpl.com

Kaptify Consulting

Strategy & Investor Relations Advisory

Tel. +91-845-288 6099 |Email: contact@kaptify.in

www.kaptify.in