



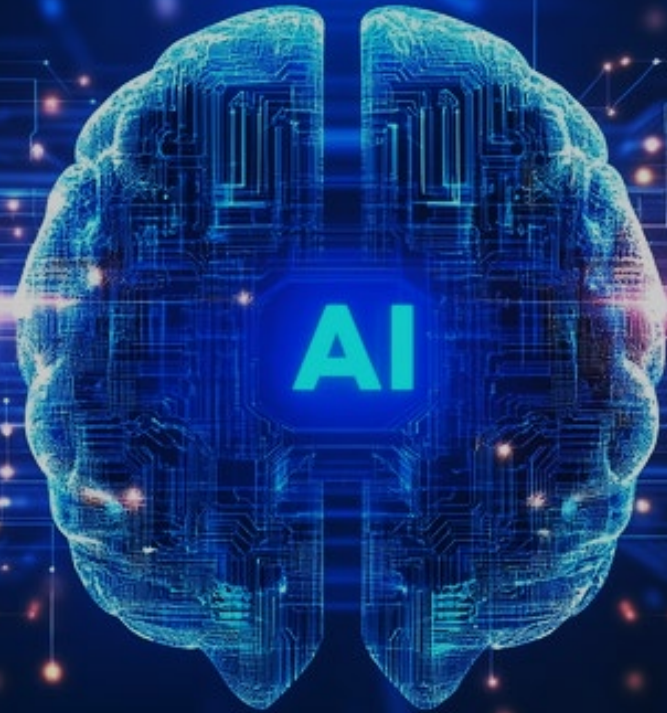
# AI Empowered. Future Ready.

Allied Digital Services Ltd

Investor Presentation

August 2025





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



# Contents

- About Allied Digital Services Limited
- Case Studies
- Q1 FY26 Financial Overview

# ADSL at a Glance

41

Year History

70+

Countries

3,000+

Employees

20

Offices Worldwide

228

Number of Customers

14

Smart / Safe Cities

10

Fortune 100 Customers



Net Debt Free

Rs. 807 cr

FY25 Revenue

Rs. 99 cr

FY25 EBIDTA

Rs. 32 cr

FY25 PAT

Rs. 188 cr

Cash Reserve

# Evolution of Allied Digital

**1984**

Allied Digital Services established, focusing on IT hardware support

**1988**

Expanded services to include software support and networking solutions

**1995**

Incorporated as Allied Digital Services Private Limited

**1997**

Became a Microsoft Solution Provider Partner

**1999**

Achieved ISO 9001:2000 certification

**2007**

Converted to a public limited company and listed on BSE and NSE

**2008**

Acquired EnPointe Global Services LLC, expanding presence in the USA

**2009**

Launched Cloud Computing Management and Security Services

**2011**

Received APEA Outstanding Entrepreneurship Award

**2015**

Executed India's first Smart City Project - Pune City Surveillance

**2018**

Launched AI-driven IT automation platform ADiTaaS

**2020**

Adapted swiftly to provide remote work solutions during the COVID-19 pandemic

**2024**

Rebranded ADiTaaS to Digital Desk, enhancing service management capabilities

**2024**

Celebrating 40 years of innovation and service excellence

**1980s**

The Foundation Year

**1990s**

Expansion and Diversification

**2000s**

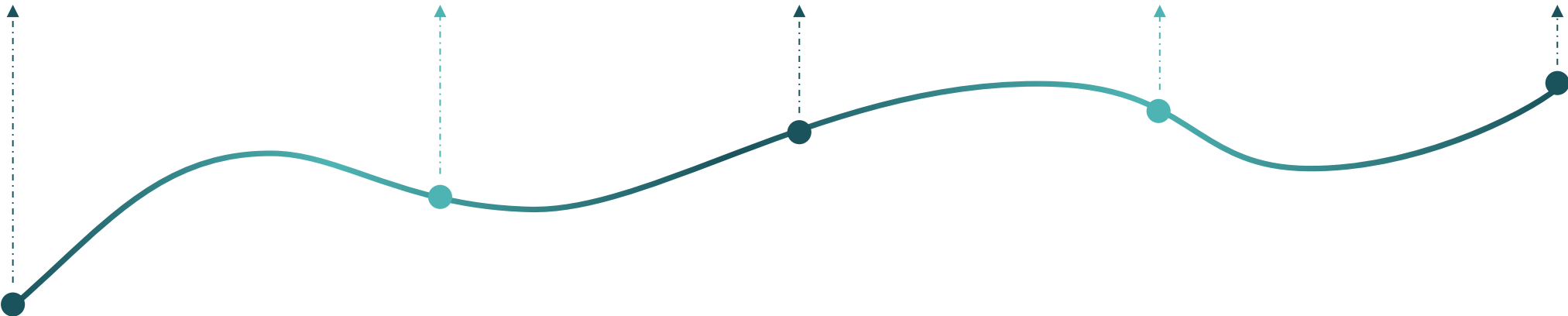
Global Reach and Recognition

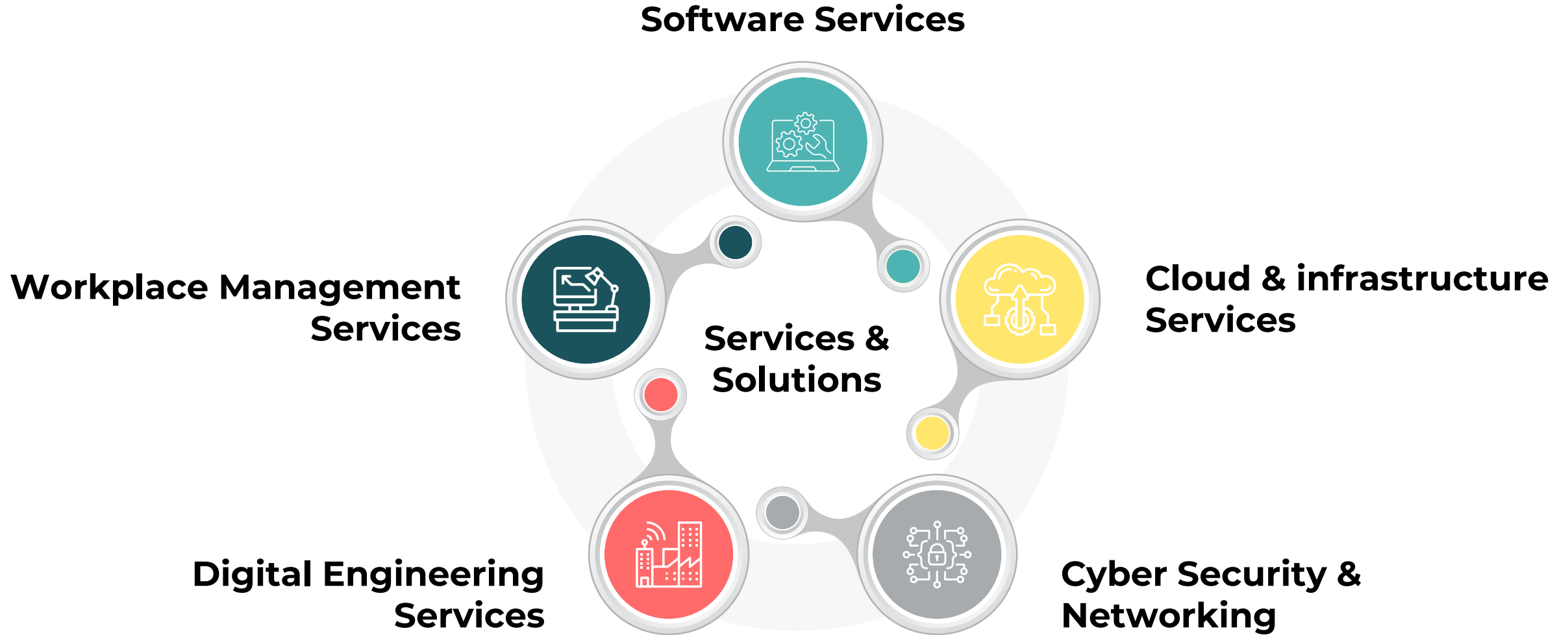
**2010s**

Innovation and Leadership

**2020s**

Digital Transformation and Future-ready Solution





# Service Capability Matrix

## Cloud Infrastructure Management Services



- AWS, AZURE, GCP, VMWARE
- IAAS, PAAS, SAAS
- Public / Private / Hybrid Cloud Services
- Data Factory, Data Lakes, Big Data
- Micro Services, Containers
- Cloud Migrations
- Proactive Monitoring of Server, storage, network, firewall
- Application support services, Enterprise Services –Data Centre Operations
- Infra Analytics

## 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)

## Digital Engineering Services



- 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

## Software Services



- Digital Desk / 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

## Services (Recurring)

Focus on delivering continuous, long-term support to clients.



Services are typically of an annuity or recurring nature, ensuring clients receive consistent and dependable assistance.



While the initial margin profile may be lower than Solutions, Services offer greater margin potential and strategic stability in the long run.



Services contracts contribute to strong customer retention.



## Solutions (Projects)

Provide one-time implementations tailored to address specific client needs or challenges.



These projects may include transformative initiatives, system upgrades, or the setup of infrastructure at new locations.



Due to the nature of the implementation, Solutions generally offer higher margin profiles.



Successful work in this area can lead to future opportunities and further engagements with clients (farming).



**75+**  
employees

**100+**  
customers



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

## 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



# Digital Desk Enduser Interface

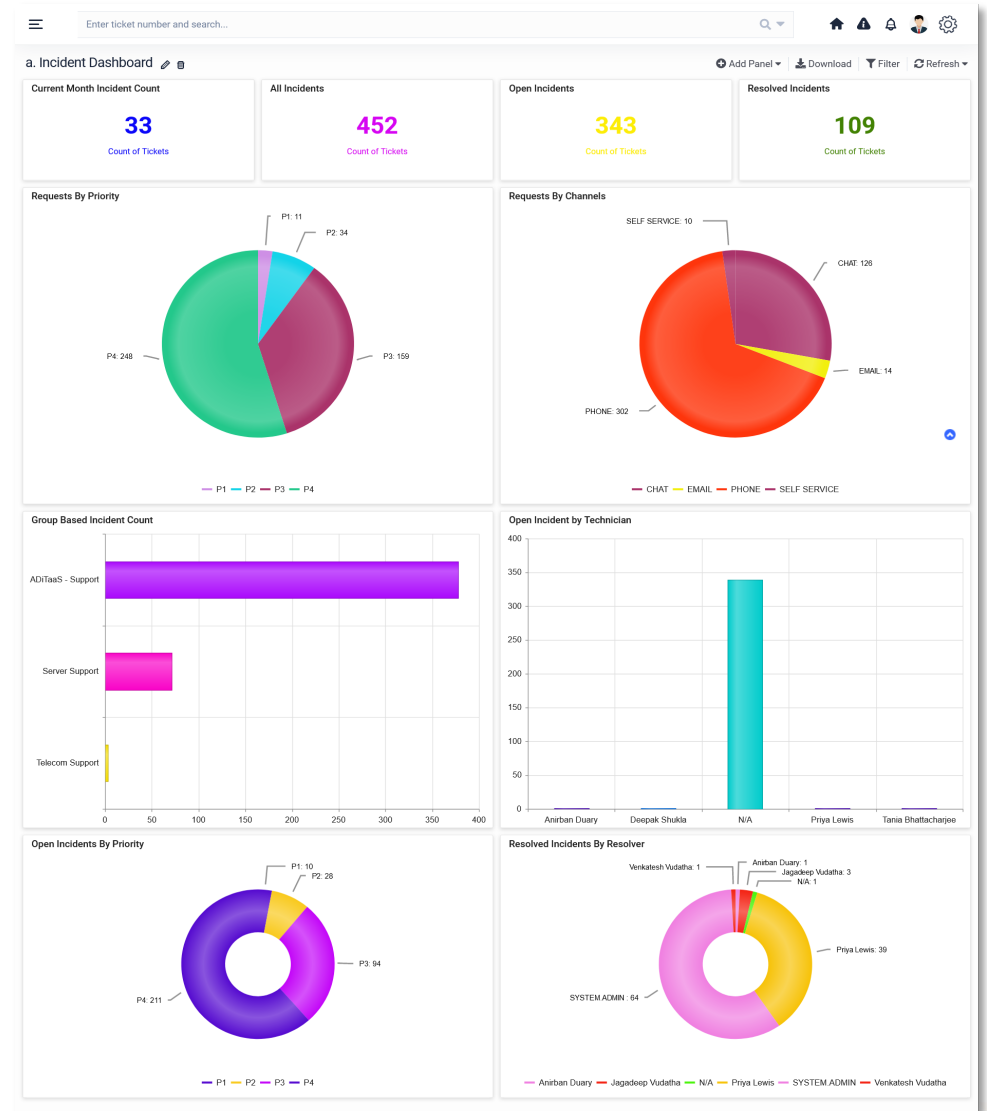
Enter ticket number and search...

My Group Work

Select Grid State | Grid State | Action | Column Viability | 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	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-221214-4-0001	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



digital desk Incident Post Support Survey

Ticket ID: IN-221110-0003 | Created On: 11/10/2022 16:41:19 | Resolved On: 11/16/2022 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 \*
 

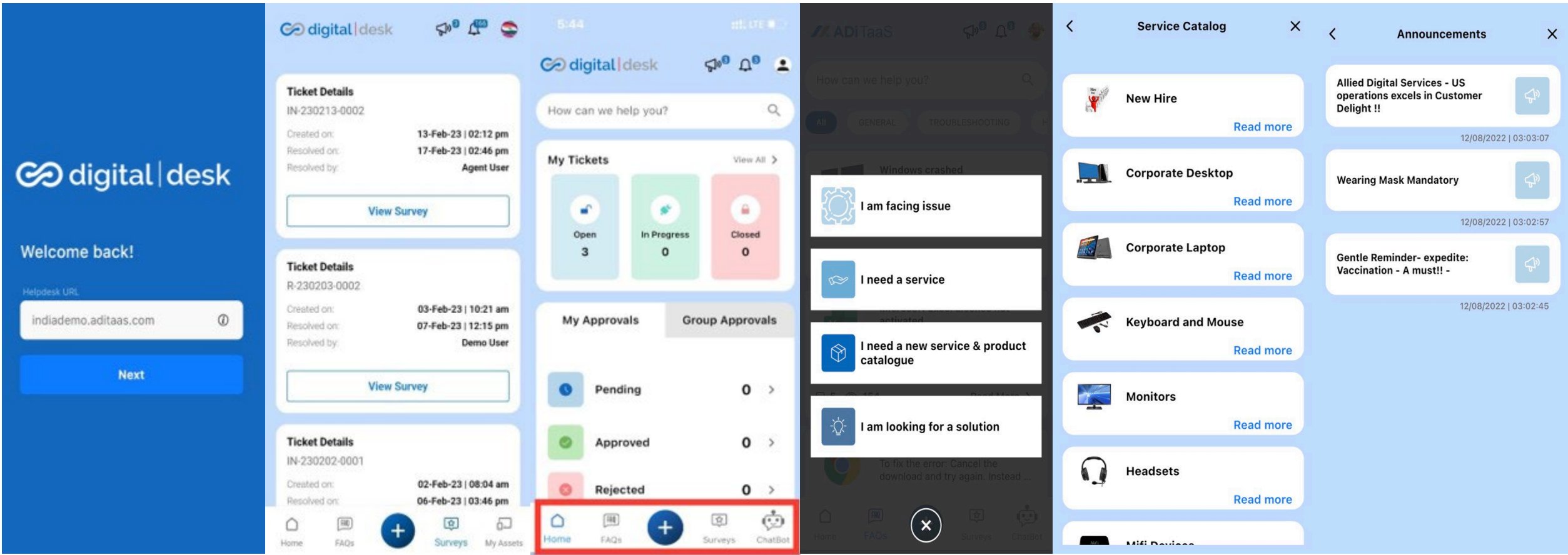
Very satisfied | Satisfied | Average | Dissatisfied | Very dissatisfied

Target Tim: 12/06/2022

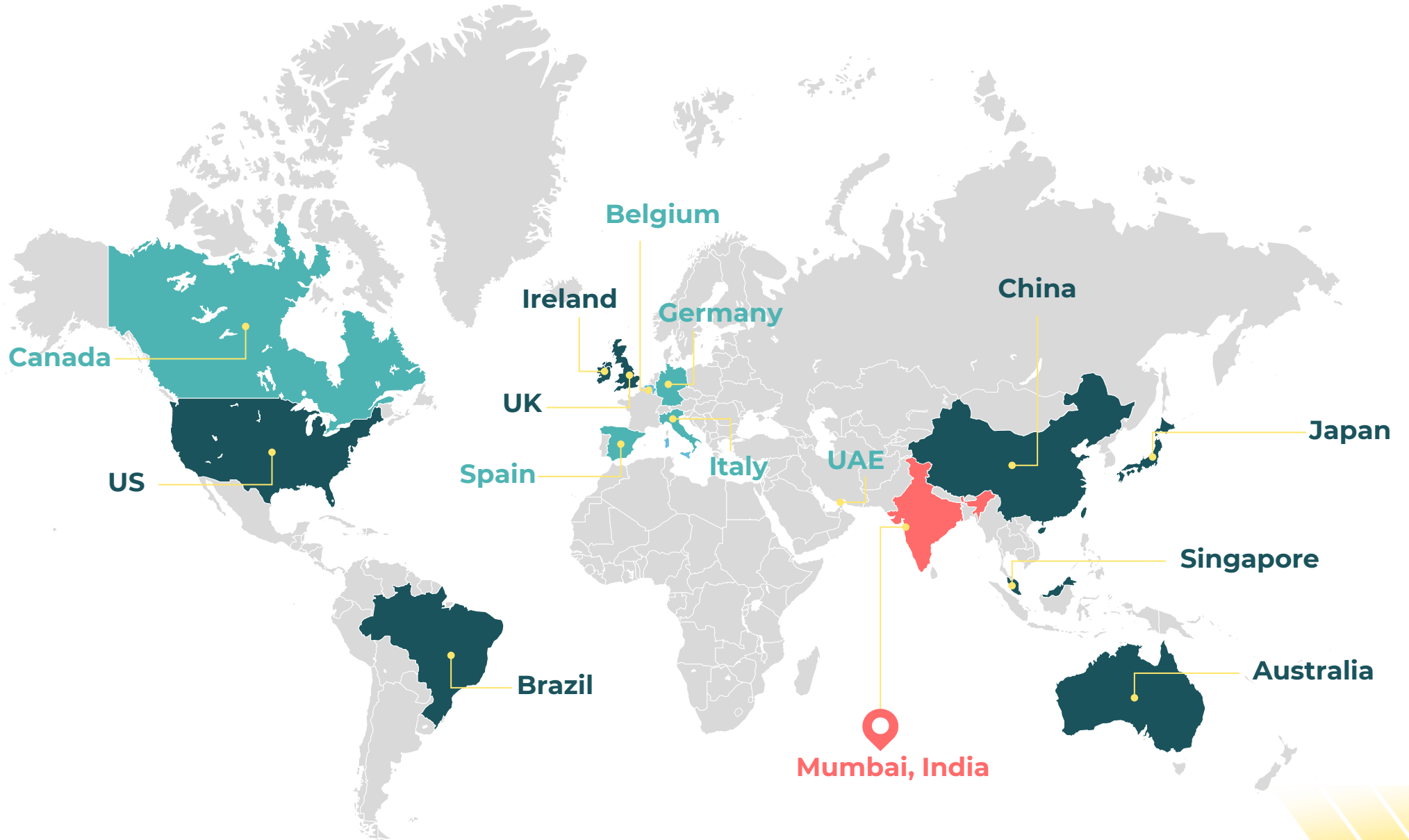
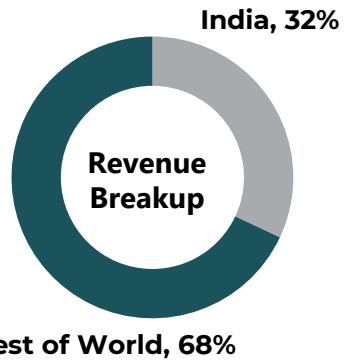
My Tickets

ID	Title	Status	Assignment Group	Category	Sub Category	Item
IN-221129-0001	ADITaaS Self	OPEN	ADITaaS - Support	P4	ADITaaS Self	08/30/2022 11:51:54
IN-221116-0001	ADITaaS Self	OPEN	ADITaaS - Support	P4	ADITaaS Self	09/06/2022

# Digital Desk Mobile Interface



# Geographical Presence



# Development Centres

Navi Mumbai



Kolkata



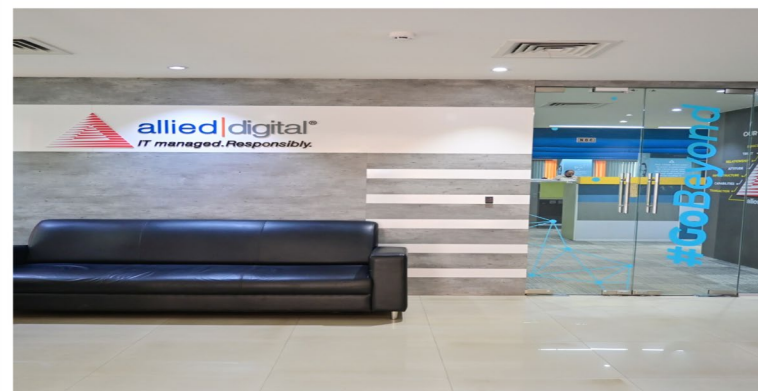
USA – Los Angeles



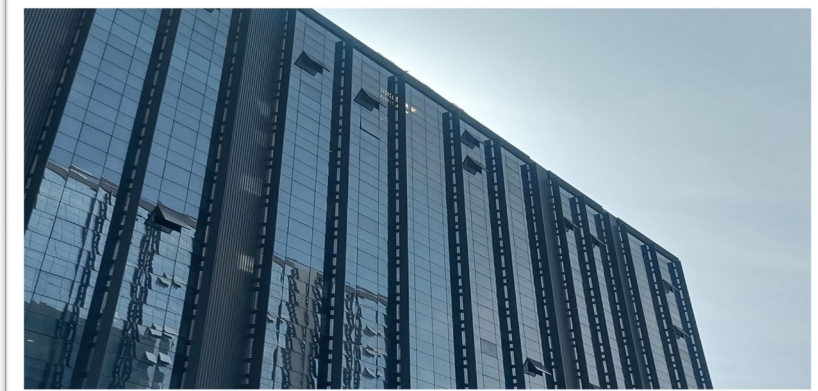
Nariman Point HO



Mumbai -Andheri



Ahmedabad



# Board of Directors



**Nitin Shah**  
CMD

Nitin Shah, a pioneer in India's IT revolution with 45 years of experience, has successfully led Allied Digital through various challenges. He is currently planning for "creative disruption" in Version 6.0. Nitin holds a degree in Electrical Engineering and a PG Diploma in Computer Management. His visionary leadership continues to drive the company's growth and innovation.



**Nehal Shah**  
Whole Time Director

Nehal Shah, a key member of the Executive Management Team, leads strategic and operational governance. With over 14 years of experience, he holds a Bachelor's in Engineering and a Diploma in Computer Technology. His insights and expertise are vital to the company's success.



**Sunil Bhatt**  
Director

Sunil Bhatt has been with Allied Digital Group for 30 years, bringing expertise in technology innovation, strategy, business development, product development, solution selling, go-to-market strategies, and customer success. He is a member of the core management group and currently serves as the Chief Technology Officer at Allied Digital Services, LLC, USA



**Tejal Shah**  
Director

Tejal Shah has over 25 years of experience in Finance, Operations, and Marketing. She holds a Bachelor's degree in Commerce from Mumbai University and is actively involved in social causes, focusing on the elderly, children's health and safety, and women's empowerment. She works with various NGOs dedicated to these areas.



**Milind Kamat**  
Independent Director

Milind Kamat is a Ph.D. candidate at the University of Bradford, UK, and a faculty member in Information Management and Analytics. He serves as the Chairperson of the Global Management Program at SPJIMR. With 35 years of experience, including roles as CEO of Atos India and EVP of Atos Group, Milind brings extensive knowledge and expertise to the board.



**Swanubhuti Jain**  
Independent Director

Swanubhuti Jain holds a Post Graduate Diploma in Sales and Marketing Management from NMIMS and an MA from Mumbai University. She has experience in business development, client relationship management, marketing strategy, lead generation, sales, and quality operations, having worked at Accenture, ICICI Prudential, and Birla Sun Life Insurance.



**Shakti Leekha**  
Independent Director

Shakti Leekha is a business leader, advisor, author, and speaker specializing in business transformation through innovative strategies. With 24 years of experience in business development and management in multinational companies, Shakti's expertise spans energy efficiency, security, life safety, renewables, smart cities/IoT, and professional lighting products and illumination projects.



**Anup Kumar Mahapatra**  
Independent Director

Anup Kumar Mahapatra holds a B.Sc. in Agriculture from Odisha University of Agriculture and Technology. With over 34 years in the banking sector, he has deep expertise in business, operations, credit, and international banking. His extensive experience and insights are invaluable to the board.

# Dynamic Leadership Team



**Paresh  
Shah**  
Global CEO

With 30 years in IT and business processes, Paresh Shah drives Allied Digital's global operations. His skills in securing major projects and providing strategic customer advice are key to the company's growth and market position.



**Jawahar  
Ali**  
CEO – Digital  
Engineering  
Services

Jawahar Ali brings over 40 years of IT and physical security experience to Allied Digital. His expertise in large-scale security solutions and global thought leadership is crucial in shaping the company's integrated solutions strategy.



**Gopal  
Tiwari**  
CFO

Gopal Tiwari, a Chartered Accountant and Company Secretary with 34 years of experience, brings extensive expertise in finance, strategic planning, and corporate development. His broad industry knowledge enhances Allied Digital's financial management and strategic decision-making.



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

With 25 years of diverse experience, Kapil Mehta oversees Allied Digital's USA operations, finance, and corporate functions. His expertise in business partnering, international taxation, and risk management ensures robust operational and financial performance in the company's US market.



**Manoj Shah**  
Chief  
Information  
Officer

As a founding member of Allied Digital, Manoj Shah contributes 36 years of IT industry experience. His role in business strategy and executing complex projects has been key to the company's technological advancement and operational efficiency.



**Ramanan  
Ramanathan**  
Global Head  
Strategy –  
Growth,  
Innovation,  
Partnerships.

Ramanan, an experienced strategist and growth consultant, advises global entities. As Mission Director of Atal Innovation Mission, he set up over 10,000 Tinkering Labs and 75+ incubators. With a notable career at TCS and CMC Limited, he continues to influence innovation, entrepreneurship, and sustainable development across sectors.



**Dhara  
Shah  
Bhansali**  
Chief  
Marketing  
Officer

With a strong academic background and over 10 years of experience, Dhara excels in marketing, communications, and digital strategies. Her passion for technology and commitment to social causes align with Allied Digital's values of innovation and community engagement.

# Dynamic Leadership Team



**Rohan Shah**  
Vice  
President -  
Business  
Development

Rohan Shah, with his computer science background and experience in business development, drives Allied Digital's growth through consultative sales. His technical expertise and achievement in software development contribute to the company's innovative solutions and client relationships.



**Sunil Nair**  
Business  
Head

With over 20 years in IT sales, Sunil Nair excels in relationship cultivation. As a senior sales leader, he has a proven track record in securing multi-million dollar deals and long-term contracts. His deep understanding of technology trends drives revenue growth and strengthens relationships with prospects, customers, and OEM partners.



**Ashish Raghute**  
SVP - IT

Since 2009, Ashish Raghute has led our Cloud, Infrastructure, Cybersecurity, and Applications Practices. His previous roles as CIO at a Fortune 500 RV company and Principal at IBM and PwC provide him with valuable insights. Ashish's success in delivering ERP, CRM, E-Commerce, and OSS projects for clients like AT&T, Sony, and Verizon highlights his technical expertise and project management skills.



**Fredrick Parlato**  
Client  
Solutions  
Director

Fredrick Parlato, our Atlanta-based Client Solutions Director since 2010, excels in sales, channel, and business development. His focus on infrastructure solutions, applications management, asset management, cloud services, security, and end-user computing has been key to expanding our client base and market presence.



**Hubert Wong**  
Service Ops

Hubert Wong, with over 20 years of IT experience, is a proven strategic thinker and leader. He aligns employees with organizational goals and brings extensive knowledge from private, public, and educational sectors to our service operations.



**Debbie Roa**  
Senior  
Delivery  
Manager

Debbie Roa manages Delivery and Technical teams for RIMM, EM, PS, and GSD. Her roles as a Senior Business Analyst at a Fortune 500 RV company and global experience at VeriFone and Hewlett Packard have honed her skills in complex delivery and client satisfaction.



**Bradley Moore**  
Senior Ops  
Manager

Bradley Moore, a result-driven IT professional, excels in customer intimacy and advisory roles. His expertise in implementing advanced Global Service Desk solutions has been key to enhancing our service delivery capabilities.



**Sair Muhammad**  
EVP - Sales

With over 15 years in client relationship management, Sair Muhammad leads our Americas operations. His background with HCL, Infosys, and Microland has honed his IT Infrastructure Services expertise, making him a key asset to our global sales efforts.



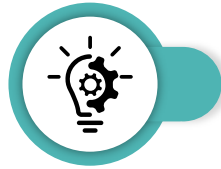
**CS Khyati Shah**  
Company  
Secretary and  
Compliance  
Officer

With over 13 years in Company Secretarial & Compliance Functions, CS Khyati Shah excels in managing board and shareholder meetings for large, listed companies. Her expertise in SEBI regulations, corporate governance, and handling corporate actions ensures Allied Digital's adherence to regulatory requirements and best practices.

# Employee Engagement



Collaboration



Innovation at Work



Passion Drives Us



Voices that Matter



Recognized as a Great Place to Work

# Commitment to Social Responsibility



## Healthcare Initiatives

Supported Tata Cancer Care Foundation to bring quality cancer treatment closer to underserved communities, focusing on early diagnosis, awareness, and holistic care.

Partnered with Jeevan Jyot Drug Bank to provide affordable medicines, medical equipment, and eye care services (2,000+ cataract surgeries).

Supported Jeevan Jyot Cancer Relief Trust offering free food, shelter, and guidance to cancer patients.



## Education Empowerment

Through Youth Dreamers Foundation and the Prerana Prakash Jyoti Scholarship, empowered 118 underprivileged students across Deesa block with financial aid based on merit and need.



## Child Welfare & Protection

Backed Children's Aid Society, a legacy institution supporting institutionalized children since 1927.

Supported Salaam Baalak Trust in providing shelter, education, and safety to Mumbai's street children.

Through these sustained efforts, ADSL is committed to fostering inclusive, sustainable community development.

# Commitment to Social Responsibility

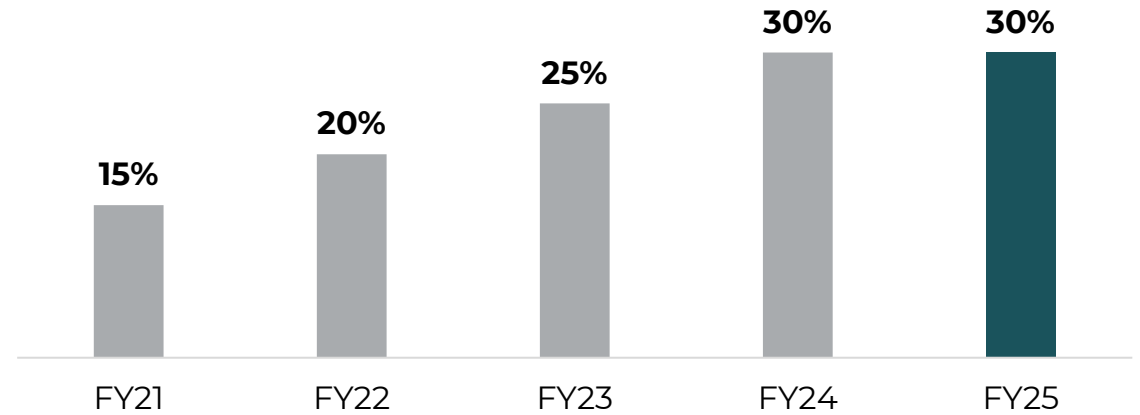


# Capital Market Statistics

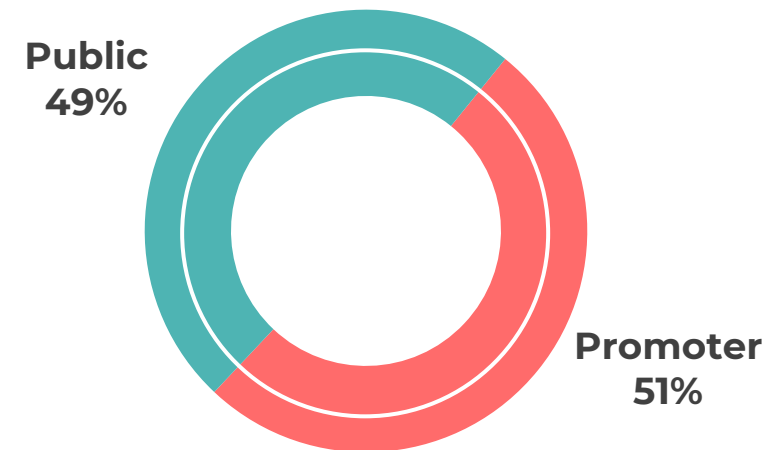
## Price Data (as on 1<sup>st</sup> September 2025)

Face Value	5.0
Market Price	163.2
52 Week H/L	309.35 / 155.72
Market Cap (INR Cr)	921
EPS (TTM)	5.59
P/E Ratio	29.20
Equity Shares Outstanding (Cr)	5.64

## Dividend Payout (%)



## Shareholding





allied|digital®

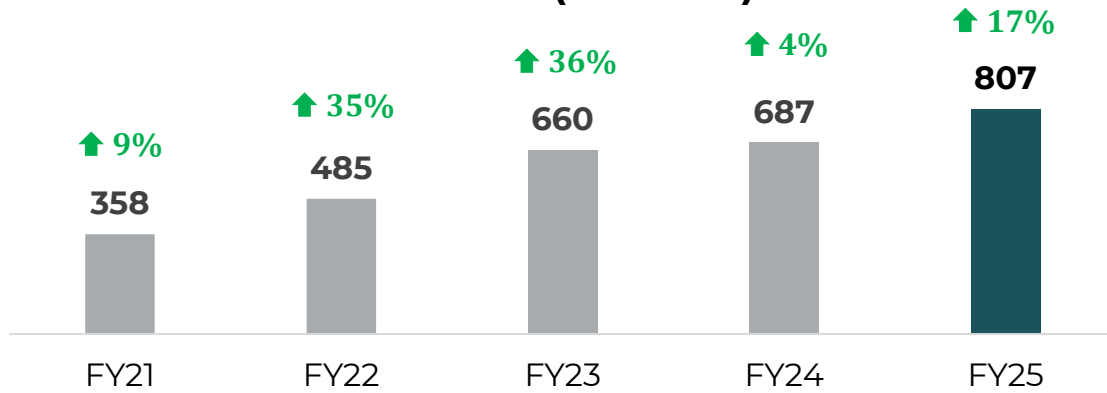
*IT managed. Responsibly.*

# Historical Financials

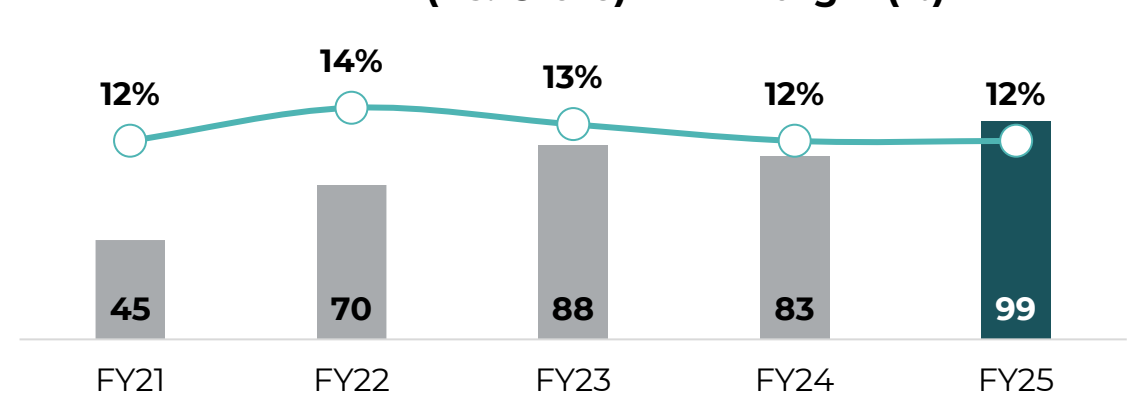


# Historical Financial Performance (Consolidated)

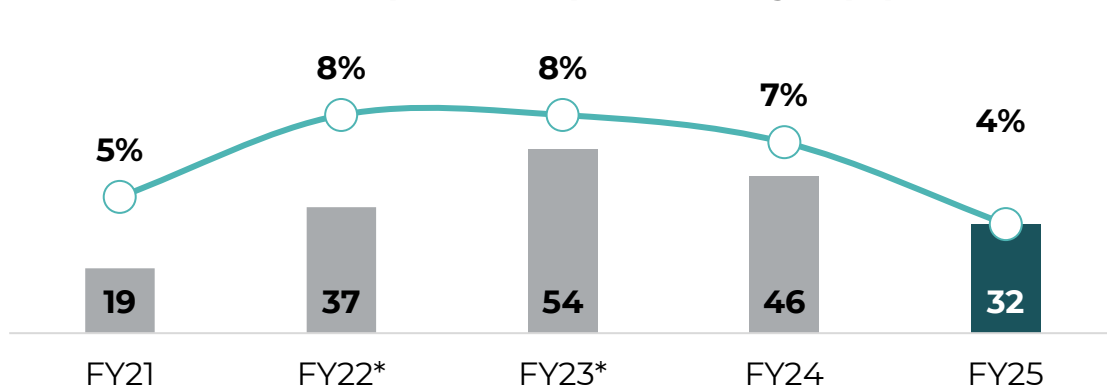
### Revenue (Rs. Crore)



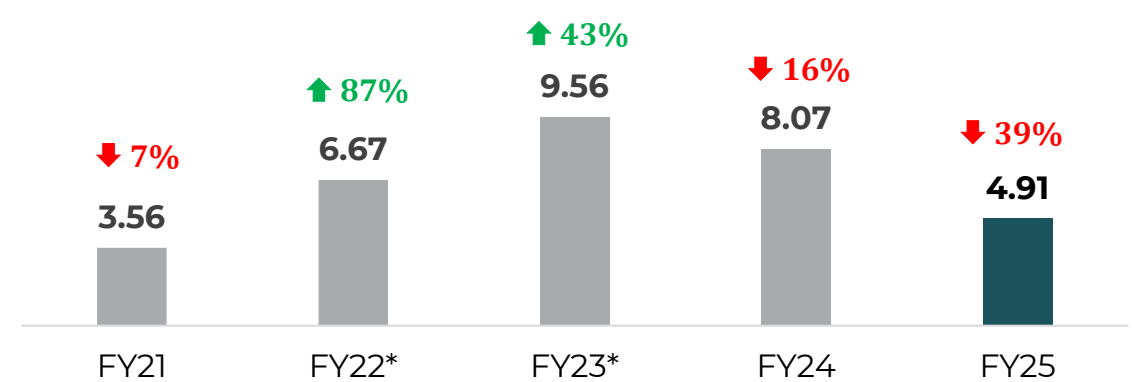
### EBITDA (Rs. Crore)    Margin (%)



### PAT (Rs. Crore)    Margin (%)



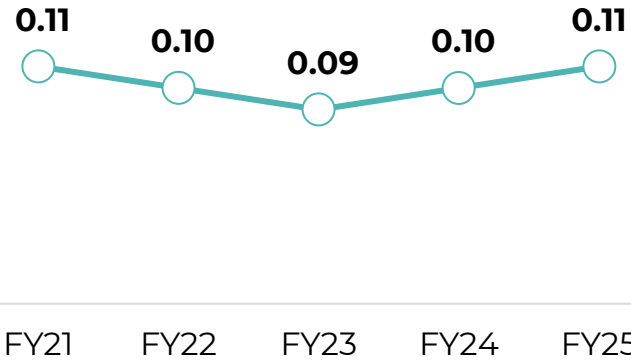
### EPS (In Rs.)



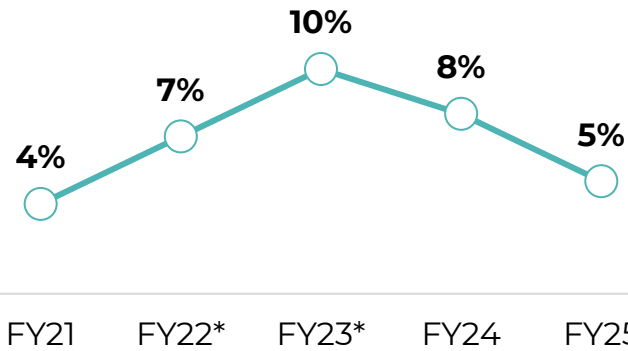
\* Exclusive of exceptional income from FY22 & loss from discontinued operations from FY23

# Key Financial Ratios

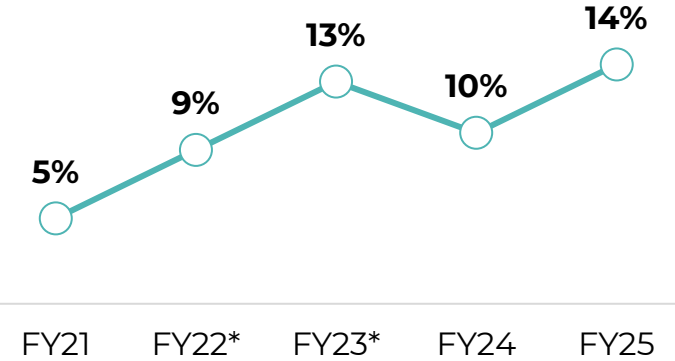
### Debt to Equity (x)



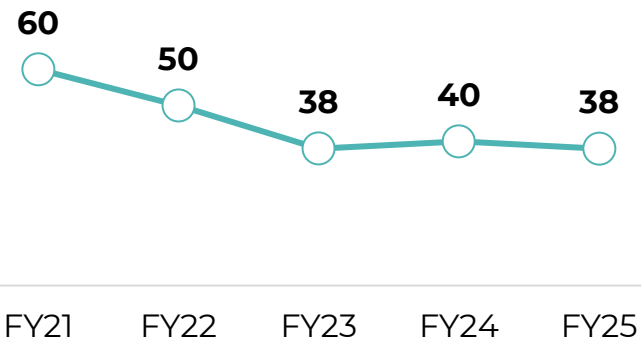
### Return on Net worth (%)



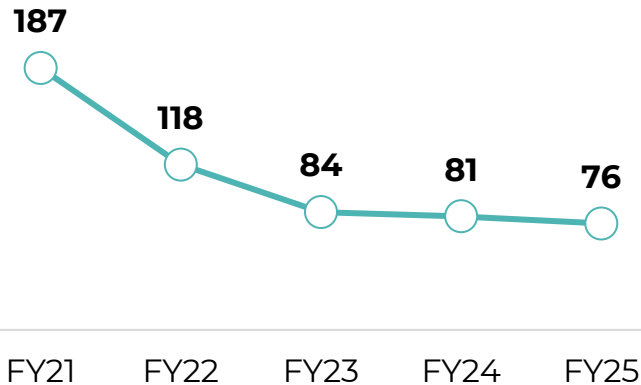
### ROCE (%)



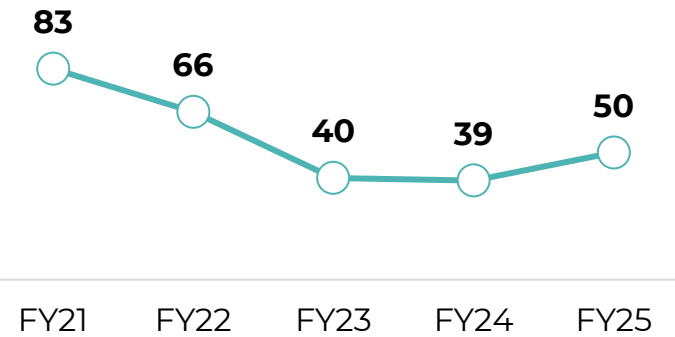
### Inventory Days (#)



### Debtor Days (#)



### Creditor Days (#)



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



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*IT managed. Responsibly.*

# Case Studies



# Major Construction Engineering Company

## Transforming Customer Service for an Engineering Company

### The Challenge

A construction engineering company with diverse remote locations with 16.1 billion revenue during fiscal year 2024, approx. 51000 employees and histories dating back more than 120 years needed to enhance its customer service capabilities and streamline IT operations. The company faced challenges in maintaining consistent service quality, cost effective and operational efficiency across its vast, geographically dispersed network



### Overcoming Obstacles

The challenge lay in managing a vast, geographically dispersed network of users/offices while maintaining consistent service quality. Allied Digital's team worked closely with the client to ensure faster deployment of resources within limited timeframe with seamless integration and service delivery.

## Allied Digital's Integrated Solution

### Process-Based Service Delivery Model

Catering to a diverse, global workforce with consistent, high-quality service.

### Dedicated Deskside Support

Placement of English, Japanese, Mandarin to accommodate international operational support.

### Workplace Services

Comprehensive deskside support for branch office, HQ, and location offices, enhancing user experience and operational continuity having Daily Operational Governance.

### Hands and Feet Support

For printers, VC, and DNS assets across remote locations, providing immediate and effective support

## TRANSFORMATIVE IMPACT

The implementation resulted in:

### Improved User Experience

Supporting multiple location with local language proficiency support.

### Following Local Compliances

Following Strict local compliances across multiple countries.

### Strict Governance

Maintaining 100% SLA compliance across verticals. Continued improvement in Incidents.

### Projects

Timely completion of multiple projects across geographies.

# Largest Retail Bank in UAE

## Enhancing The IT Services For A Large Bank

### The Challenge

Largest bank in the United Arab Emirates offering financial solutions, products and services through its Corporate and Investment Banking and Personal Banking franchises. As part of the Deskside Support & Datacenter Hands & Client has differentiated Support Models & Tiers and there was Lack of customer centricity. Client was looking to reduce the Total Cost of Ownership (TCO).



### Overcoming Obstacles

For Deskside Support Services and Datacenter Hands & Feet service delivery execution, we brought in Highly experience and Skilled staff who also has a Good understanding of the UAE market. Based on the Client requirements, ADSL was able to provide appropriate Support (Dedicated/Dispatch) for the respective sites.

## Allied Digital's Integrated Solution

#### 24x7 Personalized Service Desk Support

Provided by our skilled bilingual techs (English + Arabic) to improve the overall quality of Services

#### Dedicated Deskside Support

Based of the Site Classification Full-time FTEs factored across 19 Sites across UAE and India

#### Tier Based Support

Ensuring all the scope items viz On-site presence , Dispatch, Ship-in, Digital Bar and On-call support are covered as part of Hands and Feet Services

#### Smart Hands Support

For meeting room and conferencing support, print service support, event support & white glove services for VIP users

### TRANSFORMATIVE IMPACT

The implementation resulted in:

#### Shift Left Opportunities

Working towards maximized remote resolution through Shift Left from Deskside services to Service Desk

#### Empower End User

Educating the End Users on Self-Services/DIY and empowering them to resolve the issues own their own.

#### Strict Governance

Maintaining 100% SLA compliance across verticals. Continued improvement in Incidents.

#### Data Analysis

Perform detailed Ticket data analysis to identify automation of tasks and elimination of tickets.

# World's Largest Vaccine Manufacturer

## Transforming OT Environment

### The Challenge

The world's largest privately held vaccine manufacturer, generating over USD \$3 billion in annual revenue, produces a wide range of vaccines including those for Polio, Diphtheria, Tetanus, Pertussis, Hib, BCG, recombinant Hepatitis B, Measles, Mumps, Rubella, Pneumococcal diseases, and Covid-19. Recognizing the potential risks posed by cyber threats to their operational technology (OT) environment, the company proactively addressed cybersecurity challenges to safeguard the health of the vast global population relying on their vaccines.



### Overcoming Obstacles

Securing OT environments is challenging due to legacy systems lacking modern security features and limited visibility into network activity. Additionally, downtime for updates is often unacceptable, making patching and threat mitigation difficult. These obstacles are overcome by Allied Digital's team with in-depth expertise of the OT environment

## Allied Digital's Integrated Solution

#### Review the OT and Design Cyber Solution

Assess and analyze the entire OT environment to design and implement a robust cybersecurity solution

#### Deploy the security solution

Deploy the cybersecurity solution across the OT environment and optimize it to minimize false positives

#### Monitor the active attacks on the OT environment

Continuously monitor the solutions to proactively detect any cyber vulnerabilities or attacks targeting the OT environment

#### Smart Hands Support

For meeting room and conferencing support, print service support, event support & white glove services for VIP users

## TRANSFORMATIVE IMPACT

The implementation resulted in:

**Protection of Critical Infrastructure** – Safeguards essential systems like SCADA, PLCs, and sensors from cyber threats.

**Regulatory Compliance** – Helps organizations meet legal and industry-specific cybersecurity requirements.

**Improved Visibility and Control** – Enables better monitoring, threat detection, and management of the OT network.

**Threat Detection and Response** – In an OT environment, this capability allows real-time monitoring of industrial systems to quickly identify unusual or malicious activity. It ensures swift action to contain threats and prevent disruption to critical operations

# Enhancing Urban Safety

## MIDC Smart Industrial Township - Taloja

### The Challenge

- Through 16 regional offices, MIDC manages one of the largest industrial land banks amongst all the industrial development corporations in India, which is over 66000 acres of land spread across 289 Industrial Areas.
- This is MIDC's first Smart Industrial Estate project, and the focus is to successfully complete it, setting a review model for other MIDC projects across Maharashtra.



### Overcoming Obstacles

Collaborating with multiple stakeholders to ensure the seamless integration of applications such as ICCC, Water Management System, Street Light Management System, Video Management System, Video Analytics, GIS, Smart Pole Applications, VMD Applications, and various MIDC departments, including Water SCADA, Street Light and Solid Waste Management.

## Allied Digital's Smart City Solution

### Centralized Service DES

- Integrated Command & Control Centre (ICCC) Software
- Cloud based DC & DR
- Smart poles

### Centralized Service DES

- CCTV Based Surveillance System
- Smart Street Lighting
- Smart water metering of consumers

### Solutions Implementation

- Effluent Quality Management system at Inlet & Outlet of CETP, Phase I & Phase II Pumping Station.
- Water & Energy audit of Taloja Industrial area

### Management Process

- Heat map dashboards for real-time tracking of asset performance and environmental parameters.
- Energy-efficient solutions to improve sustainability and overall safety

### TRANSFORMATIVE IMPACT

The implementation yielded remarkable results:

- Continuous surveillance of industrial waste disposal, accidents, theft, and crime incidents.
- Live tracking of water usage with leak detection through pressure monitoring.
- Environmental monitoring, including temperature, pollution levels, and air quality.
- Unified monitoring of IT assets, edge devices, and field equipment.
- Centralized management of Variable Message Displays (VMDs) and public announcements from the CCC.
- Efficient tracking and maintenance of faulty streetlights and other infrastructure.
- Citizens can instantly reach emergency services via Emergency Call Boxes (ECB).
- Public and industrial awareness campaigns through scheduled announcements and Video Display Boards.



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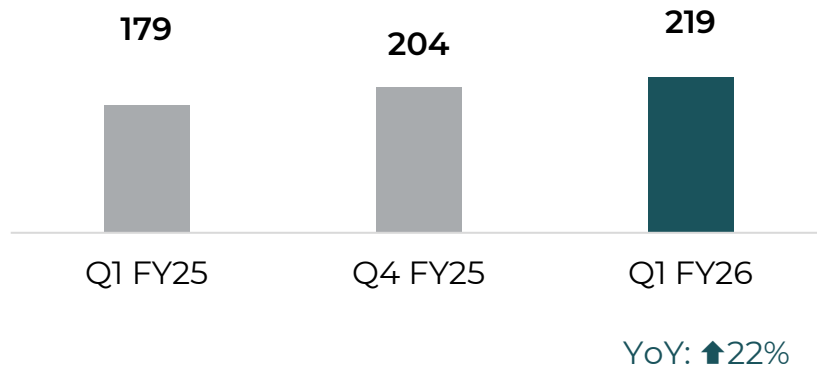
*IT managed. Responsibly.*

# Q1 FY26 Financial Overview

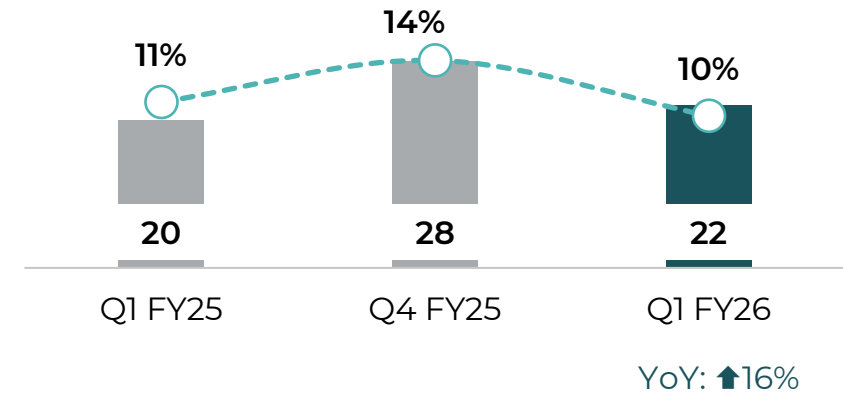


# Financial Snapshot

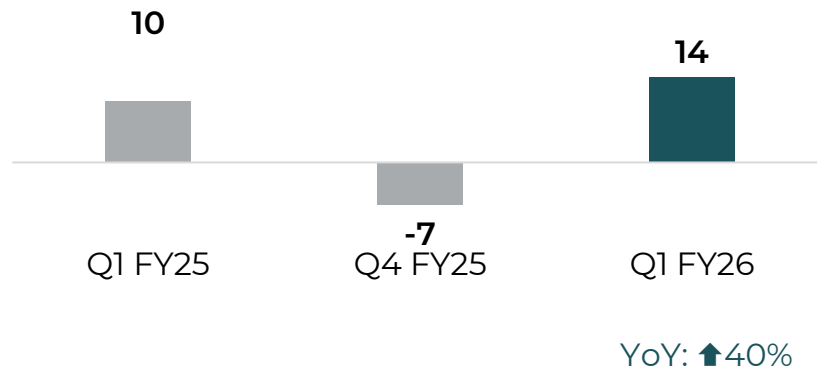
### Revenue (Rs. Crore)



### EBITDA (Rs. Crore) Margin (%)



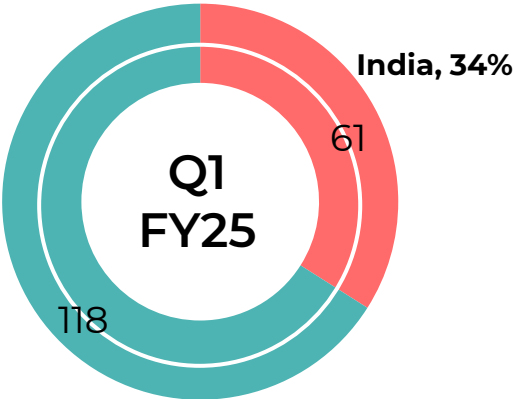
### PAT (Rs. Crore)



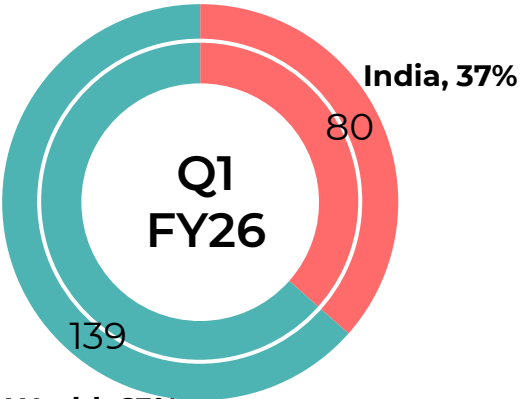
- The company delivered a strong performance in Q1 FY26, reporting consolidated revenues of ₹219 crore, higher by 22% YoY.
  - This is the fourth consecutive quarter of revenues surpassing ₹200 crore mark, highlighting the sustained growth trajectory.
- EBITDA grew 16% YoY to ₹22 crore, margin are reflective of the tough operating environment
- PAT was higher by 40% on a YoY basis, partly aided by adjustments to deferred tax.

# Revenue Breakup

## Revenue by Geography

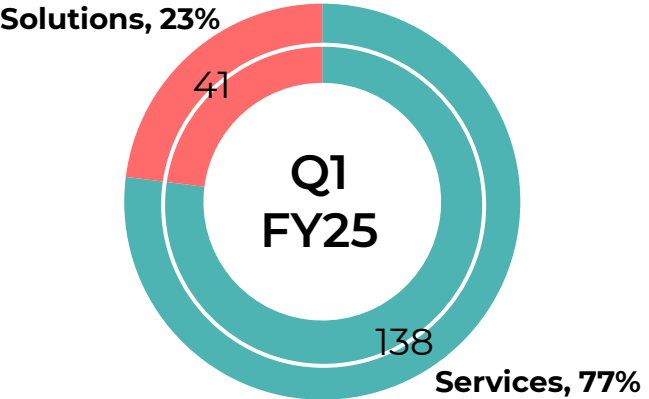


Rest of World, 66%

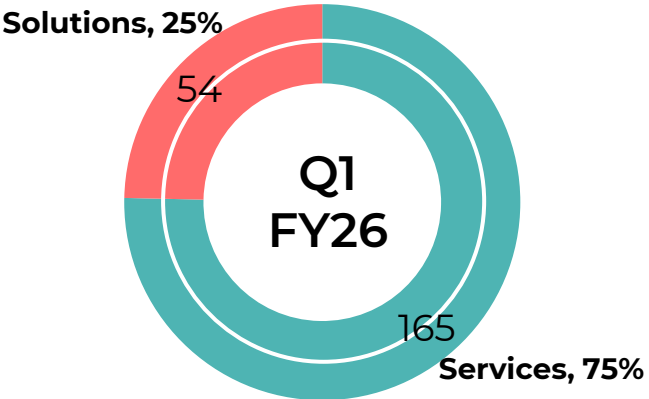


Rest of World, 63%

## Revenue by Segments

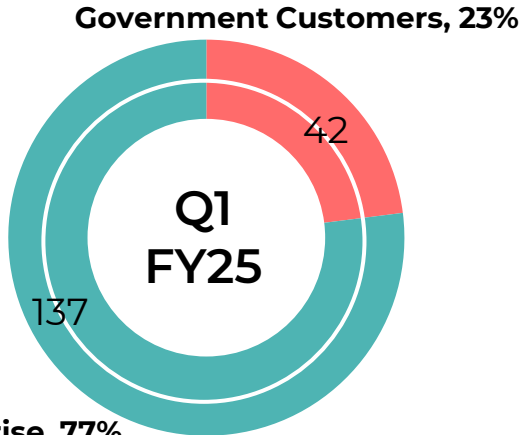


Services, 77%

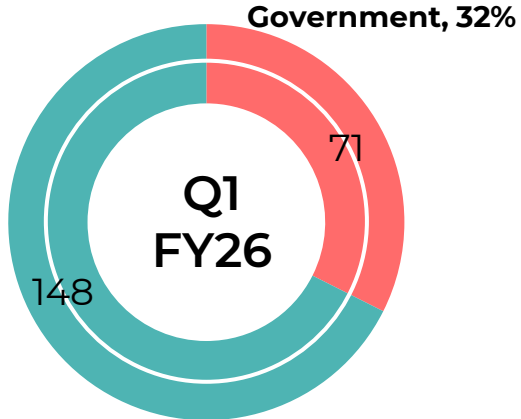


Services, 75%

## Revenue by Customer Profile



Enterprise, 77%



Enterprise, 68%



**Mr. Nitin D. Shah**

Chairman &  
Managing Director

## Commenting on the performance for Q1 FY26 Mr. Nitin D. Shah, Chairman & Managing Director, Allied Digital Services Limited (ADSL) said

“We are pleased to report a promising start to FY 2025-26, reporting consolidated revenues of ₹219 crore in Q1, up 22% YoY. This performance reflects broad-based growth, and continued execution on strategic priorities.

India operations continue to serve as our key growth engine, with standalone revenues increase by 27% YoY, led by strong traction in Enterprise and Government segments. Smart City projects continue to gain momentum, reflecting our ability to execute at scale as establishment and augmentation of digital infrastructure accelerates across key urban centres.

Our international business is showing early signs of recovery. U.S. enterprise clients are re-engaging with greater clarity and conviction, while markets in Europe and the Middle East are steadily contributing to our global revenue mix.

We are at a pivotal moment where AI is transforming industries across the global economy. While this revolution presents challenges for many organizations, it also opens up significant opportunities for us. We see a clear path to support our clients in navigating this shift by helping them adopt and integrate cutting-edge technologies such as Artificial Intelligence, Generative AI, Agentic AI, Prompt Engineering, and Machine Learning. Through these capabilities, we aim to empower our clients to thrive in the evolving digital landscape.

With solid momentum and a healthy pipeline, we are well positioned for the rest of the year.”

# Order Wins

Awarded a three-year global contract by a leading New York-headquartered investment bank to deliver Workplace Support Services across North America, Europe, and Asia-Pacific, covering incident management, end-user support, branch services, and project management.

Selected by a global leader in commercial vehicle fuel systems and components to provide on-site Digital Workplace Services across the US, LATAM, Europe, and APAC, including IMAC services, incident management, and Smart Hands support.

Engaged by a globally recognized premium ice cream brand, following its transition into an independent entity, to deliver 24x7 Global Service Desk operations and Level 1 IT Helpdesk support across 80 countries.

Awarded a turnkey contract for networking and surveillance infrastructure at a greenfield campus of a reputed private university offering multidisciplinary programs.

Providing Annual Maintenance Services for the CCTV infrastructure of a leading Indian power sector enterprise with operations across generation, transmission, and distribution.

Deploying a face recognition solution to track and enhance employee productivity for a major fashion retail brand with over 800 stores across India.

# Order Wins

Executing a turnkey surveillance and public address system project at a key warehouse for a leading logistics and warehousing company.

Delivering managed IT services, including Service Desk and End User Support, for a global digital transformation and engineering firm.

Conducting ISO 27001 IT audits across solar plants and office locations for a company managing power transmission, renewable energy, and storage assets across India.

Engaged to assess the Security Operations Centre (SOC) for Bhutan's largest and oldest commercial bank, supporting its core financial services.

Partnering with a prominent real estate developer to implement AI-based video analytics for enhancing human safety at construction sites.

Selected by a global leader in commercial vehicle fuel systems and components to provide on-site Digital Workplace Services across the US, LATAM, Europe, and APAC, including IMAC services, incident management, and Smart Hands support.

Additionally, renewed contracts with several existing clients across sectors such as financial services, real estate consulting, digital media, investor services, IT, FMCG, real estate development, and packaging—reaffirming long-term client trust in Allied Digital's capabilities.

# Awards and Accolades

**Allied Digital** has been honoured as one of the Leading SMEs of India 2025 by Dun & Bradstreet. This recognition was featured in their prestigious report titled "Rethinking the Future of India's Small & Mid-Sized Businesses," highlighting Allied Digital's innovation, resilience, and contribution to the growth of the Indian SME sector.



Nehal Shah, Whole-time Director at **Allied Digital**, has been featured in the May 2025 edition of Business Standard. This feature highlights Allied Digital's ongoing focus on innovation, strategic leadership, and excellence in service delivery.



**INDUSTRY PERSPECTIVES**

“ From mainframes to AI, Allied Digital has evolved with the IT industry—transforming from one of India's top IT support pioneers to a global digital transformation architect across 70+ countries. Our 3S model—Strategic Resources, Streamlined Processes, and Smart Technology—powers innovations like Digital Desk+ and services in cybersecurity, cloud, and smart cities. Guided by core values of Ethics built on Trust, Relationships, Attitude, Infrastructure, and Capabilities, we ensure outcomes rooted in integrity. At Allied Digital, we don't just adapt to IT evolution—we shape it. Every solution reflects our enduring promise: IT Managed. Responsibly.



**Nehal Shah**  
Wholetime Director  
Allied Digital Services

# Profit & Loss Statement (Consolidated)

Particulars (Rs. in crore)	Q1 FY26	Q1 FY25	YoY Shift	Q4 FY25	QoQ Shift
Net Revenue from Operations	219.02	179.13	22%	204.35	7%
Total Operating Expenditure	200.18	159.99	-20%	213.65	7%
<b>Operating Profit (excl. Other Income)</b>	<b>18.84</b>	<b>19.14</b>	<b>-0.3%</b>	<b>-9.30</b>	<b>303%</b>
<b>Operating Margin (%)</b>	<b>9%</b>	<b>11%</b>	<b>-</b>	<b>NM</b>	<b>-</b>
Other Income	2.69	1.01	166%	37.53	-93%
<b>EBITDA (incl. Other Income)</b>	<b>21.52</b>	<b>20.15</b>	<b>7%</b>	<b>28.23</b>	<b>-24%</b>
<b>EBITDA margin (%)</b>	<b>10%</b>	<b>11%</b>	<b>-</b>	<b>14%</b>	<b>-</b>
Depreciation and Amortization	5.06	4.65	-9%	15.30	67%
Finance Costs	2.30	1.38	-67%	1.95	-18%
<b>Profit before tax</b>	<b>14.17</b>	<b>14.12</b>	<b>0%</b>	<b>10.98</b>	<b>29%</b>
Tax Expenses	-0.28	3.71	108%	18.44	102%
<b>Profit after tax</b>	<b>14.45</b>	<b>10.41</b>	<b>39%</b>	<b>-7.46</b>	<b>294%</b>
<b>PAT margin (%)</b>	<b>7%</b>	<b>6%</b>	<b>-</b>	<b>NM</b>	<b>-</b>
Basic EPS (Rs.)	2.30	1.88	22%	-1.42	262%
Diluted EPS (Rs.)	2.27	1.83	24%	-1.42	260%

We are a publicly listed global leader in Information Technology consulting and services, with a legacy dating back to 1984. Headquartered in Mumbai, India, our organization is a trusted Managed Services Provider and Master Systems Integrator, delivering cutting-edge infrastructure solutions and services to clients across more than 70 countries.

Our comprehensive service portfolio encompasses Cloud Enablement, Cybersecurity, Integrated Solutions, Infrastructure Management, Software Services, and Workplace Services. Pioneering innovation in India, we became the first company to execute a Smart City project with the successful delivery of the Pune City Surveillance project in 2015.


With a global workforce exceeding 3,000 skilled professionals, we are powered by local support functions and robust governance frameworks. We proudly partner with several Fortune 500 companies, driving transformation and delivering excellence in every engagement.

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

## For further information, please contact:

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Thank You