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Allied Digital eyes 30% topline, bottomline growth in FY11

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INFORMATION technology services provider Allied Digital Services (ADSL) is eyeing up to 30% growth both in profit as well as revenue during the current financial year, a top company executive has said.

"In line with our yearly growth, this fiscal also we are expecting to clock about 25-30% growth both in our topline as well as in bottomline," ADSL chairman and managing director Nitin Shah said here.

The Mumbai-based company had clocked a revenue of Rs 673 crore and a profit of Rs 97.4 crore in 2009-10. ADSL provides a range of IT infrastructure services and solutions, including managed services and physical and information security solutions, to leading domestic and global companies.

The company, which is present in Australia, West Asia and the US, is also looking to enter the European market through partnership.

"We are already in talks with few companies in the UK for partnership. After establishing ourselves in the UK we will venture into other countries in the continent," he said.

ADSL employs over 3,500 people and is looking to increase its manpower by 15-20% by FY12, Shah said. The company recently set up a joint venture called Allied e-Cop with Singapore's e-Cops which will exclusively cater the managed security services business.

"The global managed security services solutions segment is worth about \$4.5 billion and we are aiming to garner \$50 million revenue from our JV, allied e-Cop, in next five years," Shah said. In this JV, ADSL has majority stake of 80% while e-Cop has the remaining 20%.

The company has earmarked an investment of \$5 million for the next five years in the JV, which will provide managed security services to governments and multinational companies. The JV will also focus on developing innovative cloud monitoring solutions, Shah added. "Allied e-Cop will give ADSL exclusive marketing rights in 20 countries," he said.

