

Allied Digital Services Ltd. reports Q2 & H1 FY24 Results

Resilient performance amidst challenging environment

Mumbai, November 7, 2023 — Allied Digital Services Limited (ADSL), a leading Global IT Services and Solutions Provider, has announced its financial results for the second quarter and half year ended September 30, 2023.

Consolidated Financial Summary

(In Rs. Cr)	Q2 FY24	Q1 FY24	Q2 FY23#	H1 FY24	H1 FY23
Revenue	170	169	167	339	320
EBITDA	21	18	26	39	39
EBIDTA %	12%	11%	15%	11%	14%
PBT	16	13	23	29	33
PBT %	9%	7%	14%	8%	10%
PAT	12	9	18	21	25
PAT %	7%	5%	10%	6%	8%

High margins due to reversal of provisions made in earlier quarters, which are non-recurring in nature.

Revenue Split

(In Rs. Cr)	Q2 FY24	Q1 FY24	Q2 FY23	H1 FY24	H1 FY23
By Geography					
ROW	115	117	131	232	254
India	55	52	36	107	65

(In Rs. Cr)	Q2 FY24	Q1 FY24	Q2 FY23	H1 FY24	H1 FY23
By Segment					
Services	143	140	151	283	285
Solutions	27	29	16	56	34

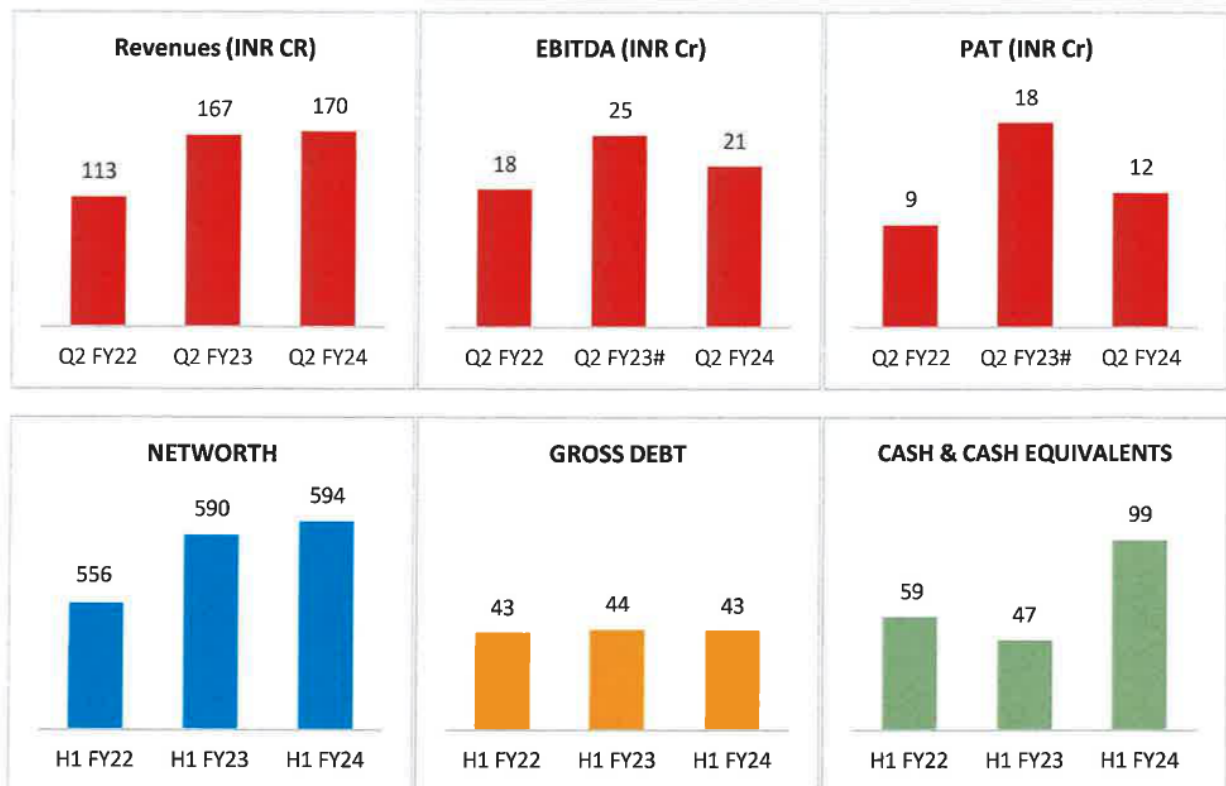
(In Rs. Cr)	Q2 FY24	Q1 FY24	Q2 FY23	H1 FY24	H1 FY23
By Customer					
Government	26	29	15	55	32
Non-Government	144	141	152	284	287



Financial Highlights

- 17% increase in consolidated EBIDTA for Q2 FY24 on Q-o-Q basis
- 27% increase in consolidated PBT for Q2 FY24 on Q-o-Q basis
- 36% increase in consolidated PAT for Q2 FY24 on Y-o-Y basis

Performance Highlights



High margins due to reversal of provisions made in earlier quarters, which are non-recurring in nature.

Key Business Developments

During the quarter, ADSL has booked new orders of over INR 142 crores towards new wins for multi-year contracts. A few key wins include:

- Allied Digital Services Limited has successfully secured a contract from Adani Wilmar Limited, a prominent packaged food FMCG company in India and a key unit of a diversified business conglomerate spanning various industries. Under this agreement, Allied Digital will deliver Business services, Infrastructure Management and Operation Management services. The focus is on improving infrastructure deployment and governance, ensuring seamless IT services for the client. The scope encompasses the design of solutions that address both current and long-term IT infrastructure and business requirements.
- ADSL has secured a multi-year contract from Coromandel International. This is a comprehensive three-year multi-services managed contract envisages Datacentre Support Services for critical infrastructure, Workplace Management Services and support for Corporate Offices and Plants across various locations throughout India. Additionally, this

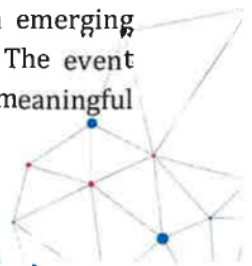


contract encompasses the management of 750 retail stores/outlets nationwide.

- ADSL has secured a multi-year contract from SBI Life Insurance. The agreement involves the provision of 24x7 IT Managed Services to support critical infrastructure and applications. This life insurance company is a joint venture between India's largest bank and a prominent French financial institution, serving as the life and property & casualty insurance arm of one of the world's strongest banks.
- A contract from a leading commercial real estate firm in North America, based in Dallas, focused solely on retail services with over 25 offices across North America and select global markets. Alongwith its partners, ADSL has inked a 3-year deal to deliver comprehensive IT Managed Services. This encompasses Azure Cloud, Office 365, Network Management, Backup Management, Cybersecurity, and End-user Computing, including Endpoint Management and Service Desk support.
- Allied Digital in collaboration with its partner Presidio has secured a 3-year contract to deliver Remote Infrastructure Management Services for Self Esteem Brands. This involves supporting their essential data center technologies, including VMWare, Microsoft, Palo Alto Networks, Juniper, HP and Nimble.
- A contract from the parent company for renowned sports equipment and apparel brands such as Bauer, Easton.com, Cascade Lacrosse and Maverik Lacrosse. In partnership with delivery partner Presidio, Allied Digital has entered into a 3-year agreement to furnish Endpoint Management Services for Peak Achievement. This involves patching and supporting their End-user Computing Devices.

Awards and Accolades

- Allied Digital has been officially certified as a "Great Place to Work in November 2023". This remarkable achievement is a testament to the hard work, dedication, and the incredible spirit of each and every one of ADSL team members. The Great Place to Work Institute serves businesses, non-profits and government agencies in more than 60 countries and has conducted pioneering research on the characteristics of great workplaces for over three decades.
- 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 is honored to be recognized as one of Maharashtra State's Best Employer Brands by the World HRD Congress. The award was received at a ceremony at the Taj Lands End in Bandra, Mumbai, on July 13, 2023, highlighting our commitment to creating a workplace that fosters growth, creativity, and employee well-being.
- Allied Digital clinched the award in the category "IT as a service" at the MSP India Summit 2023 held at Novotel Aerocity, New Delhi, on July 7, 2023. Mr. Ravi Mehta, our Program Manager, received the award.
- 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, on July 10th, 2023. This achievement underscores our dedication to making a positive impact on the environment and society.
- Executive Director Nehal Shah of Allied Digital has been bestowed with the prestigious title of 'Greatest Sustainable Leader in IT 2023' by Asia One. This recognition reflects his exemplary leadership and commitment to sustainability, setting a benchmark for the industry.
- Allied Digital Global CEO, Paresh B Shah, contributed insights to an exclusive roundtable discussion on "Building Multi-Cloud Strategy" hosted by NASSCOM. The discussion highlighted our expertise as a leading provider of hybrid-cloud remote managed services and transformative cloud enablement solutions. It emphasized our commitment to advising, implementing, and managing public clouds for clients, showcasing our dedication to shaping the future of cloud technology.
- Kapil Mehta, CFO & COO of Allied Digital USA, has been invited as a distinguished speaker at the CFO Leadership Summit by Quartz Network on September 25th in Chicago, IL. Mehta will share insights on 'Unlocking Global Growth: Mastering Lean Expansion Strategies for Finance Leaders.'
- Amit Kulkarni, EVP-Cybersecurity at Allied Digital, actively participated in the panel discussion at the inaugural BW Businessworld Security Conclave and Excellence Awards 2023 on September 2, 2023, at The Imperial, New Delhi. The discussion, themed "A Secure Nation: Realtime Action," was captured in a video, revealing intriguing insights into cybersecurity.

Chairman's Message

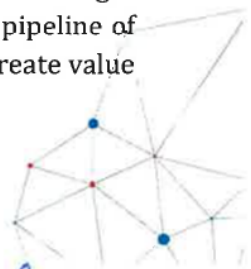
Commenting on the performance for Q2 FY24 Mr. Nitin D. Shah, Chairman & Managing Director, Allied Digital Services Limited (ADSL) said,

"Amidst a volatile external environment, we are pleased to report a steady performance in the second quarter of FY24. Revenues were Rs. 170 crore, higher by 1% on a Q-o-Q basis. EBITDA in Q2 was Rs. 21 crore, an increase of 17% on a Q-o-Q basis. We reported Rs. 12 crore in Profit after tax, an increase of 36% on a Q-o-Q basis.

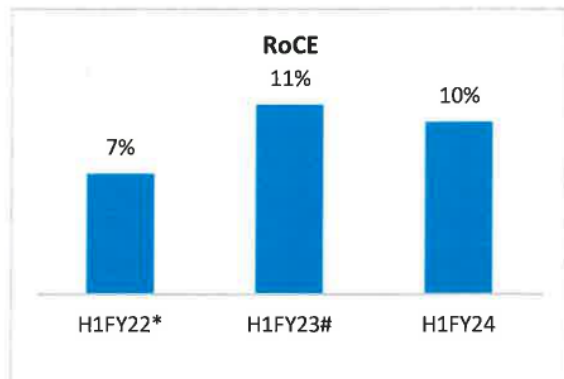
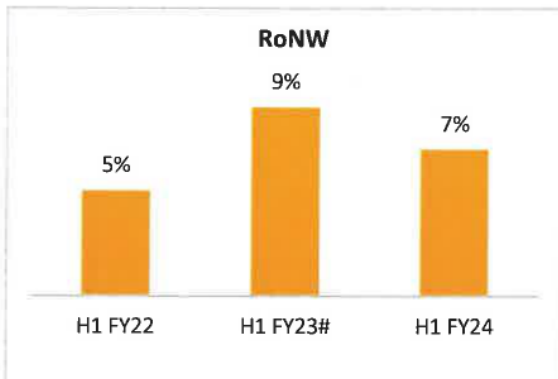
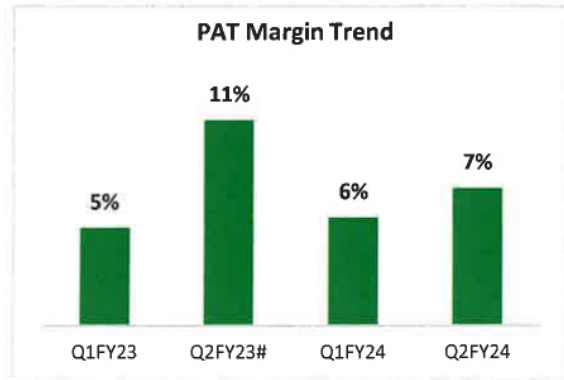
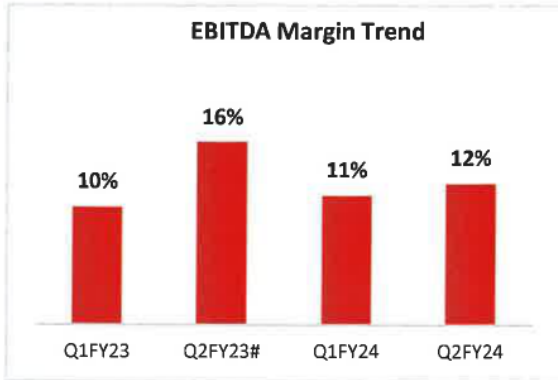
Our robust order booking pipeline ensures our ability to execute within stipulated timeframes. Maintaining a healthy balance sheet, our India operations remain largely debt-free. I am pleased to share a significant achievement – the receipt of the 'Great Place to Work' certification, underscoring our commitment to fostering a conducive work environment.

We continue to make progress on strategic imperatives underpinning the holistic transformation program at Allied Digital.

Even as potential customers are exhibiting greater caution and elongated evaluation cycles in light of a highly dynamic geo-political and business backdrop, we remain confident that the pipeline of business offers abundant opportunity for us to pursue our growth plans enabling us to create value for stakeholders."

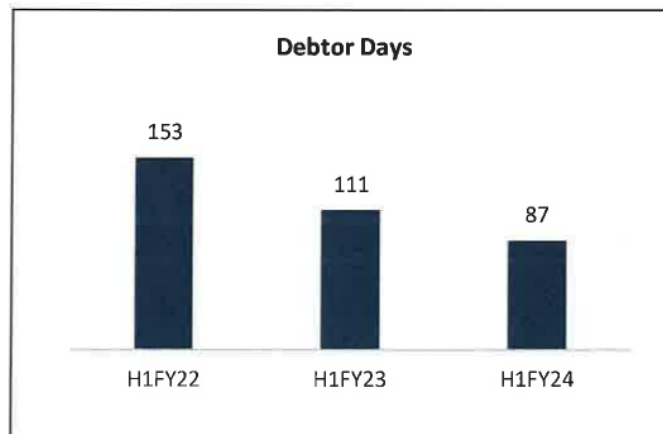


Other Financial Highlights



*Excluding exceptional items

High margins due to reversal of provisions made in earlier quarters, which are non-recurring in nature.



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About Allied Digital Services Limited-

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

Ms. Neha Bagla (Company Secretary)

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Safe Harbor:

Certain statements made in this release concerning our future growth prospects may be interpreted as forward-looking statements, which involve a number of 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.

