

## Ladies and Gentlemen,

It gives me great pleasure to welcome you to the 24<sup>th</sup> Annual General Meeting of your Company.



**CMD**

**Mr. Nitin Shah**

With the US economy recovering and expected to grow at 2-2.5 percent, US Companies are expected to increase their spend on technology. As per a report published by Gartner, overall IT spend is likely to go up by 4-4.5 per cent this year. The same is likely to result in better prospects for Indian IT companies in 2018.

### Digital Growth

Digital work for all big companies is growing in double digits.

As per industry sources overall yearly Global IT spend is around \$3.7 trillion. Of that, one-third is IT services. So there is still a lot of spending happening on the legacy side, which goes into maintenance and building some core applications. That has not gone away.

The incremental spending is happening in the area of digitalization, wherein companies are building capabilities, trying to play to the ecosystem and go to the clients. IT industry is changing dynamically and rapidly. The changes in the last 3 years equals possibly the changes in the 30 years prior to that.

### Safe & Smart Cities

More than 54 percent of the world's population resides in urban areas today. By 2050, this number is expected to be 66 percent. Urbanization is associated with improved education, access to healthcare and social and financial mobility. As digital technologies become more sophisticated, it's clear to see why society would want to be quick to use digital technology in creative ways. This fourth industrial age isn't limited to the private sector, it's enveloping the public sector too. And its pace has the potential to change the way we work and live.

Most cities started their journey toward becoming smart cities with government digitization efforts that focused on benefiting constituents. The ability to show immediate results through improved efficiencies has always been a key driver for further investment. But with the advent of the Internet of Things and sensor technology, as well as machine learning and advanced analytics, truly smart cities are being born.

These advancements aren't just for the metropolitan cities of the world. The public and private sector – partnered together - can transform our personal lives and communities.

As the Internet of Things enables cities to measure more, the amount of available data will grow immensely. To maximize value from this data, cities can create a common data platform which can be leveraged by all its stakeholders (public, corporates, start-ups). These integrative, holistic solutions break down the silos that often exist between functions. For many groups, such as emergency and incident response teams, shared data can mean the difference with critical response times.

So whether investments are made in transportation and traffic management, citizen experience or public safety and health, opportunities are abound for new technologies in the public sector. Solutions that foster citizen participation, public-private collaboration and grass roots innovation, not only create a superior experience for citizens, but also invite more business to the locale. More investment by business can lead to more innovation. It is exciting to see how the new digital era allows us all to reimagine both citizen and consumer experiences that can only help improve the world we share

### Your Company

Allied Digital is at the forefront of the Safe and Smart City movement and to provide e-commerce, e-governance, e-education, e-healthcare solutions to its clients using new age technologies like Artificial Intelligence, IoT and Machine learning. We are moving with Government of India vision of Digital India.

Traditional outsourcing business is changing. Customers are looking for partners to transform their business by bringing innovation, automation & digital transformation. We anticipated this changing business need early enough and transformed our business model from people centric businesses to service centric approach. Our competence in emerging technologies like Artificial Intelligence, IoT, Data Analytics, Mobility & Cloud is helping our clients transform Digitally. Today we are truly a global architect in Digital Transformation for B2G (Business to Government) and B2E (Business to Enterprise) customers by bringing innovation and transformation in business. We firmly believe in the dictum of "small term pain for long term gain" due to transformation and are poised for exponential growth.

Our progress has been appreciated and has resulted in several awards being given to your company (see details on page 7)

Our pathbreaking and first of its kind Pune Safe City project initiated in 2015 is breaking new records. We have achieved

zero camera downtime. Recently we have conducted pilot which are a first of its kind in the world. These pilot tests have integrated Variable Messaging Displays (VMDs) and show estimated travel time to citizens of the city to make informed travel decisions. This was part of POC done with TOMTOM, and truly a first of its kind.

We offer world class automated Infrastructure Management Services (IMS) to many international clients in USA, UK and 40 other countries. Our Shared services approach in Cloud environment is helping us to provide cost effective services and position us as major player in IMS.

Our focus also remains on Cyber security offerings where threats are growing manifold and we have created new innovative models to combat such cyber threats.

The IT industry is going from post PC era to being mobile/smart device driven and your company is completely geared up to create innovative applications and develop software for this huge market.

We see a great future in Business data and analytics. Home automation is another area which is poised for growth with smart devices taking over repetitive tasks.

On HR perspective, your company continues its tradition of empowering people to enable them to take quick decisions.

Empowerment, Responsibility and Accountability – ERA– go hand in hand at Allied Digital Services Limited. We can proudly state that we have zero attrition in our core Management team.

As part of our ongoing process we have this year skilled our people and imparted training in emerging technologies and software development to ensure seamless integration with various systems and acted as a true Indian origin Master Systems Integrator (MSI) amongst the very few in the industry.

#### Future outlook

The year under consideration has been a unique and path breaking year and we are looking at a better future with our new initiatives. The experience has been more heartening with so many awards and accolades coming our way which adds to our belief that the future is very bright.

We are committed to be a partner in building a new, vibrant and Digital India with our energy and sharp focus on the future.

With warm regards,

**Nitin Shah**  
Chairman and Managing Director.