



Ladies and Gentlemen,

It is my pleasure to welcome you to the 27th Annual General Meeting of your company. Your company continues to progress on its mission, powered by a disruptive transformation journey, able leadership, and strategic investments. In the financial year gone by, it expanded to newer geographies, added more clients, strengthened its employer brand, improved its quality of revenue, and pushed the bar of operational excellence and Governance. The transformation agenda that Allied Digital had set itself onto is playing out well and will continue to drive a leadership position for your company, in the coming years.

We are pleased to inform you that your company has declared a 15% dividend this year.

Industry outlook

The IT industry accounted for 8% of India's GDP in 2020. Exports from the Indian IT industry are expected to reach US\$ 150 billion in FY21. The Indian IT industry will stage a "strong recovery" in 2021-22 with revenue growth of up to 11 percent, as per a leading rating agency. The recovery will be led by increased outsourcing and accelerated digital transformation services, mainly in sectors such as banking, financial services, insurance, healthcare, retail, manufacturing and many more.

Allied Digital is a pioneer of the IT industry and our vast experience has given us unmatched ability to read the environment better than others. Your company read the signs of a disruption in the

making. This disruptive inflection point in the world came into play led by business and technology innovation. The fast-evolving business models and emerging technologies have been leading the change. Your company had read this trend earlier than other players and hence initiated version 6.0 of its transformative journey - Disruption Driven Transformation.

Covid pandemic accelerated the precipitation of this change driving the dire need for rapid digital transformation for all businesses, big or small. From a good to have, digital business transformations became a must-have. Your company therefore finds itself into the zone of unmatched relevance for clients today, as it had started getting ready for this value offering way ahead of time.

Having the capability to advance Sustainable Development Goals by 70%, Smart Cities can deliver a cleaner and more sustainable environment. With increased urbanisation, industrialisation, and consumption, come increased environmental challenges. While technology is only one element that can help to address these challenges, overall analysis by a leading management consultancy indicate that deploying a range of applications to the best reasonable extent could cut emissions, lower water consumption and reduce the volume of solid waste per capita. Your company has been a long standing leader in this space.

Your Company

Our philosophy of "small pain and long gain" has paid results. I would like to take a moment, to thank our investors for their patience during our transformation journey. We are pleased to share that we have entered the high growth phase beginning January 2020.

The readiness of your company for this changing business environment is poised well, as all 6 business revenue towers of the company are firing on all engines. The holistic mix of 6 towers of Cloud Native, Cybersecurity, Infrastructure Management Services, Master Systems Integration, Workplace Management, and Software services are offering us an unmatched competitive advantage.

Your company is a pioneering leader in Smart Cities. With six prestigious Smart City projects already executed and many more in the pipeline, it is poised to remain a game-changer in the Master System Integrator (MSI) space, led by its IP-driven solutions. More Smart Cities have been announced and this demand is growing exponentially. The entire critical command and control systems of a city are being controlled by IP-driven smart infrastructure and data.

The advent of microservices-led agile DevOps has positioned your company right into the middle of client transformations. As operations get tightly integrated with the process of development, the fulcrum has shifted towards operations. It has created an equal balance between operations and development, from an earlier position of being heavily leaning more towards development. Allied Digital stands to gain significantly as this now positions your company right into the middle of the transformation agenda of clients.



Allied Digital led the change in remote working through its mature NOC and SOC centres, which were operating at global levels of excellence, as early as 2007. The principle of remote-first led to mature practices leading to sending people only when really required, and prepared us quite early, for the current demand across the world.

Today, in tough Covid-19 times, the company is managing full operations seamlessly under “Work from Home” strictly adhering to high-level security standards (Zero trust strategy) based Business Continuity plan. We are “Always-On” 24x7x365, and with infrastructure in the cloud, we offer secure access for the employees working from home.

The strength of your company in the cybersecurity space augurs well. Cybersecurity is witnessing an exponential rise. Cybersecurity in today’s digital environment is critical for protecting critical systems and infrastructure from malware and digital attacks. Your company has developed expertise and skills to combat threats against all digital assets, systems, and applications, irrespective of the origin of such threats from within the organisation or outside. We offer our clients a comprehensive cybersecurity strategy that is steered by industry best practices. Our solutions can handle threats more effectively and control or minimize the duration and impact of such breaches when they transpire.

Over the years, Allied Digital has gained a tremendous competitive advantage through its expertise in public clouds such as AWS, Azure, and GCP to implement hybrid cloud models for enterprises. We are leading the deployment of several cloud enablement projects, deploying holistic managed cloud services, and implementing software-as-a-service applications for marquee clients across the world. Your company plays a strategic role in the success of the internal cloud journeys of clients around the world.

Our IT service management platform, ADiTaaS, is an intuitive service management platform that transforms the digital capability of organizations whether on-premises or in the cloud. It has received the prestigious certification from PinkVERIFY, the world’s highest standard for IT service management. This now gives our clients additional confidence that our platform has achieved a level of alignment with required ITIL processes.

Our growth as well as the quality of revenue has tremendously improved during the year. We have won large multi-year deals, including world’s leading, Indian diversified natural resources company and also the world’s leading Germany based supplier of luxury cars and commercial vehicles amongst others, with annual price escalation to ensure healthy sales growth for the coming years. These large ticket size deals are proving to be a game changer for your company.

SLA driven fixed priced ICT projects along with multi-year IT Infrastructure Management Services (IMS) and Managed Security services (MSS) contracts are resulting in healthy annuity revenues. We are today selective in the choice of contracts. Allied Digital clientele now includes Fortune 1000, large, mid-size companies, and Government bodies across the globe in multiple industry domains.

We have expanded our direct global presence with offices in

Europe, UK, Japan, Brazil, the US, Australia, Singapore, Canada and are today, present across continents. Your company is now one of the few Indian MNCs with a direct presence across the globe.

We are pleased to inform you that your company has declared a 15% dividend this year. We are proud to announce that we have become nearly debt free and that too without selling any assets or diluting our stake. In fact, the promoters have increased their shareholdings using the preferential route.

The company firmly believes in its Corporate Social Responsibility and is helping the community with suitable assistance towards needy causes like food, education, healthcare, religious causes. Our HR function remains strong as ever with excellent leaders at the helm and is ready to fly higher. We have had much lower attrition as compared to industry standards. We are on a hiring spree and are hiring 750 employees this year.

Our progress has been appreciated and has resulted in several awards and accolades being given to your company. These are mentioned in the awards section of the report.

Outlook

Digital Disruption is the future and we will continue to play a leading role. We plan to train personnel on newer technologies like IoT, Big data, Analytics, AI, and ML. Today, we are a global organization with registered offices across continents and offering our services across 70 countries. Our teams, clients, and partners around the world are the driving forces shaping our experiences, harnessing our capabilities into strengthening our operations and developing impactful solutions that will transform our company into a more supportive, inclusive, and successful technology-driven organization.

Disruption was a focal priority for Allied Digital in 2020 and the ensuing pandemic made that focus a lot more urgent and imperative. The company initiated actions and plans to help our clients, partners and the workforce adapt to the pandemic. We will support business transformation using the above skillsets, enabling cost-effective efficient solutions and leveraging new technologies. Allied Digital is on its journey to be a major player as Global Digital Transformation Architect focusing on B2B, B2G, Smart Cities, and other IP-based solutions.

Our vision for the future includes remaining a front-runner in the digital economy space and enabling the ongoing lifestyle changes onto a unified digital platform. I seek your continued patronage for our success.

With warm regards,

Nitin Shah
Chairman and Managing Director