

**Dev Information Technology Limited**

Reg. Office: 14, Aaryans Corporate Park, Near Shilaj Railway Crossing,  
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Offices: Gujarat | Maharashtra | Rajasthan | Canada  
CIN: L30000GJ1997PLC033479



**Date: 23<sup>rd</sup> November, 2022**

<b>To,</b> <b>The Manager-Listing Department,</b> <b>The National Stock Exchange of India</b> <b>Limited,</b> Exchange Plaza, Plot No. C/1, G-Block, Bandra Kurla complex, Bandra East, Mumbai-400 051  Trading Symbol: DEVIT	<b>To,</b> <b>The Secretary,</b> <b>BSE Limited</b> Phiroze Jejeebhoy Towers, Dalal Street Mumbai -400001  Trading Symbol: 543462
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**Subject: Intimation for Investor Presentation :**

**Ref.: Regulation 30 (Disclosure of event or information) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find attached latest investor presentation for larger Dissemination.

Kindly take the above information on your records.

Thanking you,

**On behalf of Board of Directors**  
**DEV INFORMATION TECHNOLOGY LIMITED**

**Krisa Patel**  
**(Company Secretary and Compliance Officer)**  
**Place: Ahmedabad**

**Encl.: a/a**

# DEV INFORMATIONTECHNOLOGY LTD.

## INVESTORS' PRESENTATION

## ABOUT US

“

Our journey over the years, is a story of consistently re-defining and re-inventing ourselves according to ever changing global technology and solutions landscape.

”

**Technology Solutions Provider** delivering Digital Transformation leveraging **Cloud**, **Automation** and **Data** technologies

500+

Customers

20+

Countries

1200+

People

# VISION & MISSION & VALUES

“

Our philosophy and values are the cornerstone of continued success over two decades of our existence and continue to fuel our vision and mission.

”



## VISION

Be a trusted, technology neutral and value-based end-to-end IT partner for organizations across the globe



## MISSION

Listen to customer, explore technological alternatives, deliver befitting solution and ensure synergetic engagement with unwavering support



## PHILOSOPHY

People First; Business Always

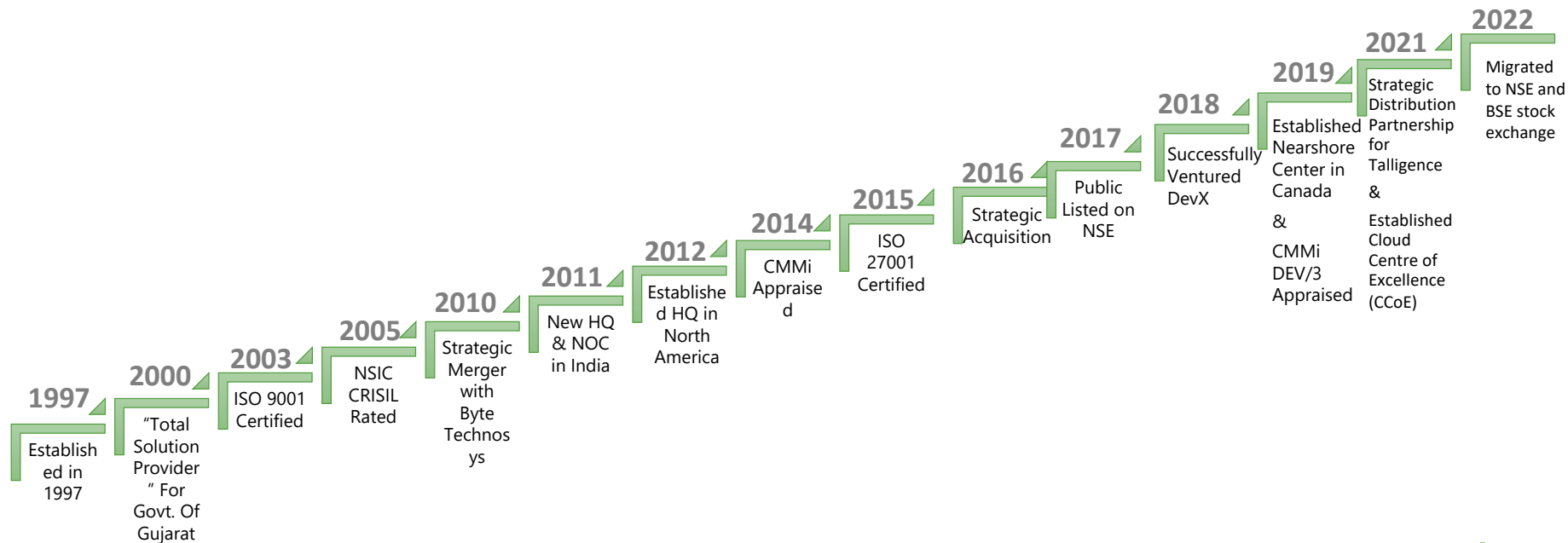


## VALUES

Integrity  
Collaboration  
Innovation  
Respect

# MILESTONES IN OUR JOURNEY

Rome wasn't built in a day and neither were we



# BOARD OF DIRECTORS

Fostering a culture of innovation and growth

## CHAIRMAN



**PRANAV PANDYA**

Pranav is a first-generation entrepreneur with 30+ year's experience in the ICT domain. He holds a Bachelors Degree in Electronics & Microprocessor Engineering. He possess a natural ability to establish and develop long term relationships; be it with clients, vendors or other stakeholders within the organization. His tendency to go the extra mile in making relationships work towards win-win situation, has always acted as a bulwark for the organization. He has earned great recognition and accolades not just within e-Governance domain but also across other well-known technology principals such as Microsoft, AWS, SAP, etc. He currently serves on the Board of GESIA as a *pro bono* Secretary and Director.

## MD & CEO



**JAIMIN SHAH**

Jaimin is a first-generation entrepreneur with 25+ year's experience in the Information Technology domain. He holds a Bachelors Degree in Computer Engineering. He is relentless in building and improving strategies towards achieving aggressive growth and evolving organization's business model towards becoming a next generation IT company. He has been awarded as an Outstanding IT Entrepreneur of the Year by AMA and "Digital Change Maker of Gujarat" by GESIA (a nodal ICT association in the State of Gujarat, India). He is associated with and holds key positions on several National and State level ICT industry bodies such as ASSOCHAM, NAASCOM, ICBC, IACC, Dewang Mehta Foundation Trust.

## CTO



**VISHAL VASU**

Vishal has been an avid technology enthusiast and crusader for most of his career spanning 25+ years. As a CTO, he leads the organization's technology and innovation ecosystem, manages the organization's innovation portfolio and establishing new growth drivers. He provides technical direction across the organization in areas of managed services, architecture designs, software technology, and cybersecurity; supporting project development that fuels business growth. He also leads the Information Technology function at DEV IT, including its infrastructure, systems, processes, and security.

## JT.CEO



**PRERAK SHAH**

Prerak brings 23+ years of experience in delivering IT and business transformation solutions. He holds a Masters Degree in Computer Science and Certifications in ITIL and Project Management Professional (PMP). He relies on good governance and spearheads company's PMO, processes and community-oriented activities. He has been associated with the steering committee of PMI's Gujarat Chapter in which he holds the position of a VP. He also serves on the Board of LD College of Engineering's Alumni Association.

## CREDENTIALS

“

The credentials we have achieved are proof that we follow global best practices and guidelines while delivering our services with quality and adhering to highest security standards

”



**CMMIDEV / 3<sup>SM</sup>**  
Exp. 2022-08-25 / Appraisal #4299



**CMMISVC / 3<sup>SM</sup>**  
Exp. 2020-11-04 / Appraisal #30892

# ALLIANCES

“

The alliances we have built are proof that the industry leaders trusts us to be efficient and effective in catering to the needs of our clients and their mission critical applications - 24/7.

”



Application Development  
Collaboration and Content  
Data Analytics  
Datacenter  
Messaging  
Cloud Productivity



Cloud Platform  
Small and Midmarket Cloud Solutions





# CORE SERVICES



## Application Development

### Cloud Applications Development

Native Cloud Development  
Monolithic-to-Native Migration  
Monolithic-to-Hybrid Migration

### Mobility Solutions

Native iOS and Android apps  
Hybrid Mobile apps  
Mobile Cloud apps

### Web & Desktop Applications



## Infrastructure Management

### Cloud Advisory

### Cloud Management

AWS  
Azure

### Data Center Operations

Platforms – Windows, Linux  
Databases – Microsoft SQL, Oracle, MySQL and more  
Storage – Cloud, SAN, NAS

### Cyber Security

### End User Computing

### IT – Facility Management Services

# AUTOMATION, INTELLIGENCE & DIGITAL



## Intelligence

### Business Intelligence & Analytics

Microsoft BI Stack  
SAP Business Objects Suite

### Artificial Intelligence

Azure ML  
AWS ML



## Automation

### Enterprise Resource Planning

Microsoft Dynamics AX  
Microsoft Dynamics 365 F & O

### Customer Relationship Management

Microsoft Dynamics CRM  
Microsoft Dynamics 365 CE

### Cloud DevOps

Azure DevOps  
AWS DevOps



## Digital

### eCommerce Solutions

### Digital Marketing

### Document Digitization

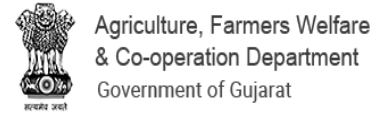
# GLOBAL CLIENTELE

Serving wide array of clients across different industry sectors



# DOMESTIC CLIENTELE – PUBLIC SECTOR

Serving government departments and public sector undertakings



# Key Products for Future Growth

## OUR NEXT-GEN PRODUCTS – FUTURE GROWTH DRIVER



A unique AI / ML powered business intelligence solution that converts your Tally® accounting data into meaningful business insights.

Extract and sync data from Tally® through Talligence connector

Easy and secure data transfer

Business insights instantly

C-Level executive dashboards

MIS reports for business functions

Talk to your data

Information Security Compliance



ByteSIGNER provides an easy, automated and secure way to digitally sign invoices, legal documents, tender documents, contracts, orders, vouchers and other PDF documents in bulk.

Automated Bulk PDF Signing

Multiple Signatures on Single Document

Auto Detect USB Token Certificates

USB token Signature and .PFX file

Password Protected Signed PDFs

Legally Compliant

Log Messages

Multi-lingual Support

## OUR PRODUCT

“A unique AI / ML powered business intelligence solution that converts your Tally® accounting data into meaningful business insights.”



Extract and sync data from Tally® through Talligence connector

Easy and secure data transfer

Business insights instantly

C-Level executive dashboards

MIS reports for business functions

Talk to your data

Information Security Compliance

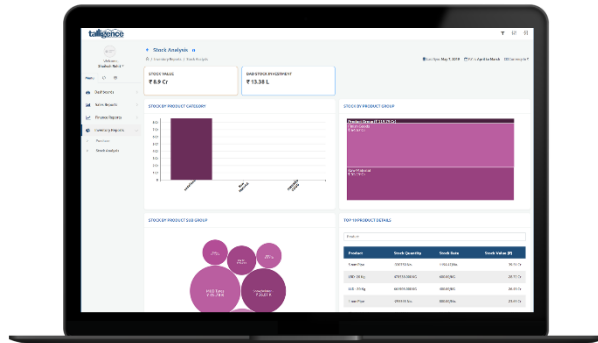
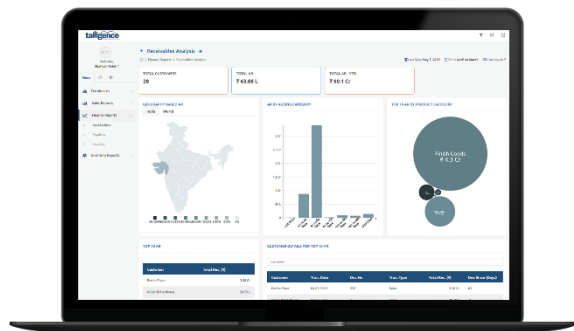
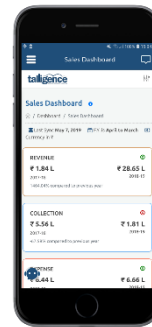


Chart Generation

Recommendations for Next Action

Natural Language Processing (NLP)

Contextual Application Linking

Natural Language Generation (NLG)



- Tally enjoys more than 80 percent market share in the MSME segment
- 4 million+ estimated user base
- Tally Ecosystem
  - 1500+ Tally's partner base
  - 25000+ Tally's associate partner base
  - 10000+ system integrator
  - 1.25L CA base
- Customer base across India, SAARC countries, Middle East, African countries, and more...

COMPETITION ANALYSIS						
FEATURES/COMPANY	1	2	3	4	5	TALLIGENCE
LICENSE	PERPETUAL	PERPETUAL	SAAS	SAAS	SAAS	SAAS
BI	✓	✓	✓	✓	✓	✓
AI & ML	✗	✗	✗	✗	✗	✓
CHATBOT/NLP	✗	✗	✗	✗	✗	✓
DASHBOARDS	✓	✓	✓	✓	✓	✓
CEO DASHBOARD	✗	✗	✓	✗	✗	✓
CFO DASHBOARD	✗	✗	✗	✗	✗	✓
REPORTS	✓	✓	✓	✓	✓	✓
KPI	✓	✓	✓	✓	✓	✓
ALERTS	✗	✗	✓	✓	✗	✓
WEB	✓	✓	✓	✗	✓	✓
MOBILE APP	✓	✗	✓	✓	✓	✓
ANALYTICS ON MOBILE	✗	✗	✗	✓	✓	✓
SECURITY	✓	✓	✓	✓	✓	✓
WHITE-LABEL SUPPORT	✗	✗	✗	✗	✗	✓

- 2 distributors appointed in Ahmedabad
- 13 partners appointed & 40+ partners in pipeline
- 6000+ total lead generated in FY-21/22
- INR 60 Lakhs+ revenue in FY-21/22

# Financial Highlights

# STANDALONE- FINANCIAL HIGHLIGHTS

Particulars	FY 2019-20	FY 2020-21	FY 2021-22	H1FY2022-23
<b>Revenue</b>	66,13,27,218	84,32,53,233	99,02,79,969	53,15,68,706
<i>Growth % YoY</i>	-6.84%	27.51%	16.71%	39.20%
<b>Profit Before Interest, Tax &amp; Depreciation</b>	<b>5,18,86,527</b>	<b>4,51,24,227</b>	<b>6,42,91,206</b>	<b>4,58,74,606</b>
<i>% PBITD /Sales</i>	7.85%	5.35%	6.49%	8.63%
<b>Finance Costs</b>	1,32,69,386	98,28,162	82,82,191	55,64,283
<b>Profit Before Tax &amp; Depreciation</b>	3,86,17,141	3,52,96,065	5,60,09,015	4,03,10,324
<i>% PBT/Sales (before extra ordinary)</i>	5.84%	4.19%	5.66%	7.58%
<b>Depreciation</b>	2,03,23,576	2,07,96,620	1,81,02,015	58,77,599
<b>Exceptional Income</b>	1,57,87,873	-	-	-
<b>Profit before Tax</b>	3,40,81,438	1,44,99,445	3,79,07,000	3,44,32,725
<i>% PBT/sales (after extra ordinary)</i>	5.15%	1.72%	3.83%	6.48%
<b>Tax</b>	-1,93,757	46,53,892	1,91,28,000	52,30,748
<b>Profit After Tax</b>	<b>3,42,75,195</b>	<b>98,45,553</b>	<b>1,87,79,000</b>	<b>2,90,15,805</b>
<b>PAT %</b>	<b>5.18%</b>	<b>1.17%</b>	<b>1.90%</b>	<b>5.46%</b>

## STANDALONE - REVENUE SPLIT

Particulars	FY 2019-20	FY 2020-21	FY 2021-22	H1FY2022-23
<b>Sales</b>	66,13,27,218	84,32,53,211	99,02,79,969	<b>53,15,68,706</b>
<b>EBITDA</b>	5,18,86,527	4,51,24,227	6,46,63,555	4,58,74,606
<b>EBITDA %</b>	8%	5%	7%	8.6%
<b>Employee strength</b>	884	929	947	710

<b>Service Revenue</b>	<b>50,77,67,038</b>	<b>54,64,28,081</b>	<b>83,83,71,022</b>	<b>36,55,11,430</b>
<i>Domestic Service</i>	<i>34,89,16,240</i>	<i>32,94,59,030</i>	<i>53,94,05,499</i>	<i>25,12,41,673</i>
<i>International Service</i>	<i>15,88,50,798</i>	<i>21,69,69,051</i>	<i>29,89,65,523</i>	<i>11,42,69,757</i>
<b>Total of Service</b>	<b>50,77,67,038</b>	<b>54,64,28,081</b>	<b>83,83,71,022</b>	<b>36,55,11,430</b>
<b>EBITDA (excluding prod resell business)</b>	<b>10%</b>	<b>8%</b>	<b>8%</b>	<b>12.2%</b>
<b>Product Resell Revenue</b>	<b>15,35,28,024</b>	<b>29,68,25,130</b>	<b>15,19,08,947</b>	<b>16,60,57,276</b>



## Managed Office & Coworking Space

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DevX is one of the fastest growing WaaS (Work Space as a Service) Solution Provider in the country.

We Specialize in Complete Built to Suit Managed Office Solutions for our clients with complete Privacy and Branding options

We at DevX, have created an innovative framework to assist businesses and boost the startup ecosystem in India. Our meticulously designed offerings aids corporates to simplify business problems of varying complexity thereby enabling the rapid growth of their organization.

- DevX – Valuation as-on May 2022: Rs 135 Cr
- Dev IT Ltd shareholding: 44%
- DevX – Across India – 85% (New centres added recently – 70% and all other old centres – 97%)
- **Self sufficient in cash flows for growth. For future growth, if needed, will evaluate fund infusion within DevX. No further infusion needed from the parent entity**

# DevX Current and New Inventory across India

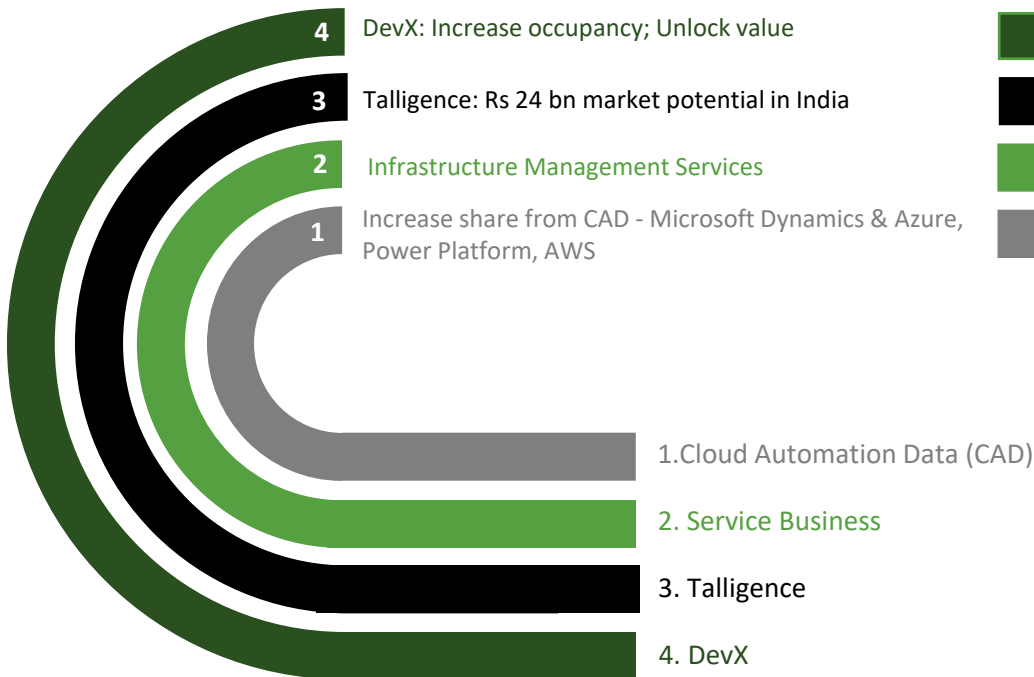
Particular	Sq. ft	Total Seats
Ahmedabad – 1	40,000	720
Ahmedabad - 2	33,600	480
Ahmedabad - 3	17,000	250
Ahmedabad - 4 (Science City)	13,000	170
Vadodara - 1	25,000	400
Vadodara - 2	20,000	300
Rajkot	23,000	300
Mumbai - 1	25,000	350
Hyderabad	40,000	700
Noida	47,000	700
Pune	22,780	420
Ahmedabad-5	47,000	650
Jaipur	30,900	500
Ahmedabad-6	12,500	175
Mumbai - 2	23,470	375
Raipur	71,000	1250
Chandigarh	17,000	306
Noida-2	88,104	1697
Vadodara - 3	90,000	1400
Indore	2,66,000	4200
<b>Grand Total</b>	<b>9,52,354</b>	<b>15,343</b>

Capacity & Utilisation			
Year	Seats	Capacity Utilisation	Avg. billing Rate Per month
FY2019	720	86%	6743
FY2020	2000	82%	6800
FY2021	2700	83%	7527
FY2022	4120	92%	7600



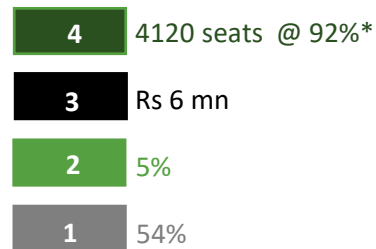
# Way Forward

# WAY FORWARD

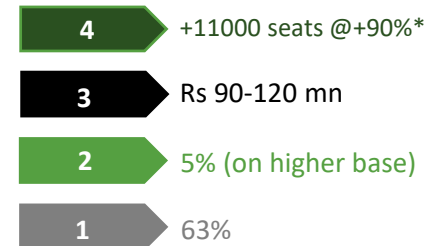


\* Capacity Utilisation

FY2022



FY2025



- 5 **Organic / Inorganic growth opportunities**  
Exploring organic / inorganic growth opportunities
- 6 **DevEd**  
Start Training & Skilling Initiative to overcome talent shortage
- 7 **Bytesigner**  
Roll out and scale up bytesigner – product for multi-document digital signature

# Annexures

## INDUSTRY ASSOCIATIONS

“

We work hard to make a difference and to stay updated with what is happening in the industry, we have associated with associations and companies which fuels our innovation, business practices and people.

”



# AWARDS & ACCOLADES

Few noteworthy mentions

-  Channel World - Premier 100 award – 2013, 2014, 2015, 2017, 2018 & 2019
-  SKOCH - Achiever Order-of-Merit Award for being Top 100 Best SMEs in India – 2016, 2017, 2018 & 2019
-  ISODA - Award for Business Excellence – 2014, 2015, 2017, 2018 & 2019
-  India SME Forum - Top 100 SME's of INDIA – 2017 & 2018
-  Super 100 Award by SME Channels – 2017 & 2018
-  GESIA - Best Work Place ICT or Electronics Industry, Best ICT Managed Service Provider, Best Software Company – 2016, 2017
-  ITPV - Best Managed IT Services Company – 2015, Best Smart Technology Solution for Governance – 2016 and Solution Implementation - 2020
-  GESIA - ICT Awards The EXCELLENCIA for Excellence in the ICT Business - 2015
-  Silicon India - 5 Most Promising IT Infrastructure Companies in India - 2014
-  CRN Excellence Awards - India's Best Managed Services Provider - 2012 & 2013 and Best Software Solution Provider – 2014, Enterprise Mobility – 2018, IOT - 2020
-  Microsoft Partner Summit – Public Sector Partner of the Year (West) – 2013 & 2014
-  CIO Review - 10 Most Promising IMS Companies in India - 2013
-  Vibrant Gujarat Start-up & Summit 2018 – Best SI Managed Services

DEV*life*

Premier of PEI, Canada



Shri CP Gurnani, MD Tech Mahindra



With Prime Minister of India &  
Canada in Toronto 2015



With Shri Narayan Murthy



With the Consul General of the  
US to Mumbai



# DEV IT CRICKET LEAGUE





## KITE FESTIVALS CELEBRATIONS



## CHESS COMPETITIONS



# DIWALI CELEBRATIONS



# ANNUAL COMPANY TRIP





# CSR ACTIVITIES



# DEV IT – Media Coverage

# TAKE A LOOK OUR MEDIA PRESENCE

**DEV**  
IT Simplified...

**INDIA GLOBAL FORUM**

**MR. JAIMIN SHAH**  
IGFSummit

*"If you're in the 21st century & you can't learn, unlearn and relearn then you are considered illiterate. The same thing also applies to governments. They need to learn things at the speed of light"*

**DEV**  
IT Simplified...

**FEATURED IN TIMES OF INDIA**

**10,000 JOBS**  
to flood Gujarat's IT sector in next six months

Besides freshers, IT firms are hiring people with at least two years of work experience in big numbers. There is a greater focus on equipping freshers to meet industry needs so that a few months down the line they can formally join the workforce

**Jaimin Shah** | CO-FOUNDER AND MD, DEV IT LIMITED

**DEV**  
IT Simplified...

It's the **PEOPLE** that matter!

**Amdavad back on its feet**

**DEV**  
IT Simplified...

**CASTING THE NET FOR TECHIES**

**IT TITANS BAIT TALENT, SME FIRMS FISH FOR FRESHERS**

Intimacy issues after recovery

Focus on new graduates

Increasing attrition in the IT sector has begun impacting the profitability of IT firms as well as service delivery. Even though companies are flooded with demand for IT services, finding professionals is a challenge despite offering them higher stakes

**Jaimin Shah** | MD, DEV IT LTD

**DEV**  
IT Simplified...

**BUSINESSES BRACE FOR THIRD WAVE IMPACT**

We have encouraged most of our staff to work from home. Only those who need to be physically present in the office are currently working from the office and they have been given the option to choose WFH when possible

**Jaimin Shah** | MANAGING DIRECTOR, DEV IT LTD

# GLOBAL PRESENCE



## North America Headquarters

**Dev Info-Tech North America Limited**  
2425 Matheson Blvd E, 8th Floor,  
Mississauga, Ontario, CANADA



## India Headquarters

**Dev Information Technology Ltd.**  
14, Aaryans Corporate Park, Thaltej,  
Ahmedabad, Gujarat, INDIA



**Dev Information Technology Ltd**

Ms. Krisa Patel, Company Secretary

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Website: [www.devitpl.com](http://www.devitpl.com)

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Tel. +91-845-288 6099 | Email: [contact@kaptify.in](mailto:contact@kaptify.in)

[www.kaptify.in](http://www.kaptify.in)