

# Samrudhi Global

## **Adroit Info Signed agreement to acquire Seltis Technologies and Infodat International Inc**

The Certified SAP Services Partner **Adroit Infotech Ltd** has entered into definitive share purchase agreement  with two US based companies as a part of its inorganic growth strategy, as per a notice sent to the National Stock Exchange and Bombay Stock Exchange.


### **Key Highlights**

- Adroit Infotech Ltd today signed a definitive share purchase agreement to acquire 100% stake of Seltis Technologies LLC and 66.67% of Infodat International Inc.
- This step will enable Adroit Infotech to move closer to its strategic objective to build sustainable organisation that remains relevant to the agenda of its clients.
- Seltis is a high margin CRM product company on cloud and has grossed revenue of over a million dollars for December 2017.
- Infodat which is into Analytics and industrial IOT solutions has grossed a turnover of over \$ 10 Mn for the year ending December 2017.

Seltis is a high margin CRM product company on cloud with applications providing 360 degrees solutions of sales order process for Small and Medium industries. Adroit has acquired a 100% stake in this company as there is unlimited growth potential. For the year ending December 2016 and 2017 Seltis had achieved a turnover of over a million dollars with an EBIDTA margin of little over half a million.

Infodat is into Analytics, Industrial IOT and Engineering Services providing solutions, services and support, with a wide range of client base. Adroit has acquired 66.67% stake in this company. For the year ending December 2016 and 2017, Infodat had achieved a turnover of over a \$10mn with an EBIDTA margin of 15%.

## About Adroit Infotech Limited

Adroit Infotech Ltd(Adroit), a NSE and BSE listed company, is a fast growing enterprise software company with IP based customised digital solutions  with deep domain expertise across industries delivering a complete stack of solutions in ERP, HCM, CLM, SCM and CRM, Licensing and Training . Adroit focuses on mid-size segment, maintain deep relationship with SAP and by being a strong partner network of Tier-1 systems integrators. Adroit being a digital enterprise provides Enterprise Software Solutions, Customer and Digital Applications, Staff augmentation, Support Services, end to end Solutions. The delivery Model is designed to serve both On shore and Off Shore Clients.

Adroit follows a well-developed partnership maturity model that steadily progresses a relationship towards strategic value over its lifetime. Adroit is currently on SAP (ERP Integrated application), having clients across the globe, and is concentrating more on Indian operations as it has huge potential to grow. Adroit is an established brand in the domain of SAP services. The company has regionally segregated sales team with a strong central sales enablement setup resulting in high conversion ratios against strongest of competitors.

Adroit has built a balanced Revenue Model between the Annuity kind of stream and Project stream. Being a reseller for SAP product, Adroit target to build a 1:1 ratio between our projects revenue and license revenue, which will drive the top line even further.

Adroit, having done more than 100 SAP Implementations, Migrations and Upgrades so far, is now all set to cash in on the industry potential in SAP Hana space in India Inc.

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