

01st October, 2020

To,
The General Manager
Department of Corporate Services
Bombay Stock Exchange Limited
P.J Towers, Dalal Street
Mumbai – 400001
Phones: 022 - 2272 3121, 2037, 2041
Fax: 91-22-22721919
corp.relations@bseindia.com
Security Code No. : 531082

The National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor,
C-1, Block G, Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400051
Phones: 022 - 2659 8237, 8238, 8347, 8348
Fax No: (022) 26598120
cmli@nse.co.in
Security Code No. : ALANKIT

Sub: Earnings Presentation

Dear Sir(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed herewith the Earnings Presentation of the Company for the quarter ended June 30, 2020.

Kindly take above intimation on your record.

Thanking you.

Sincerely yours,
For Alankit Limited

Khushboo Arora

Digitally signed by
Khushboo Arora
Date: 2020.10.01
21:10:41 +05'30'

Khushboo Arora
Company Secretary and Compliance Officer

Alankit

Health & Wealth, We Manage Both

Earnings Presentation

Q1 - FY21



Executive Summary

- Alankit Group is one of the largest group in the country providing E-Governance Services and Products aligned with welfare schemes devised by the government.
- The Group started its business operations in India in 1991 under the guidance of Mr.Alok Kumar Agarwal.
- The Company is backed by strong and motivated promoters and key managerial personnel.
- Alankit limited (Alankit) is a leading e-Governance Service Provider listed on both the premier stock exchange institutions of the country; National Stock Exchange of India Limited (NSE) and Bombay Stock Exchange Limited (BSE).
- The market cap of the company as on 30th June, 2020 was INR 2,460.7 Mn.

Company Overview

FY20 Financial Snapshot (Consolidated)

INR in Million

Up 19.97%

1,561

Operational Income

Margins 13.97%

218

EBITDA

Margins 8.97%

140

PAT

E-Governance

E-Governance Services

- TIN Facilitation
 - TAN
 - E-TDS Return Filling
 - Statement of Financial Transactions (SFT)
- AADHAAR/UID Services
- PAN Enrolment Centres
- Central Record Keeping Agency (CRA) Facilitation Centre.

NSDL, UIDAI, Income Tax Department, UTI

Allied E-Governance Services

- Multifunctional Devices
- Trading of Smart Card printers
- National Judicial Reference System
- Business Correspondence
- Atal Pension Yojana
- Paper to Follow
- National Insurance Repository
- National Skill Registry
- Manpower Business
- Issuance of Fastag

NSDL, NASSCOM, Government Ministries, State bank of India & Bank of Baroda, Axis Bank, IDBI Bank

Other Services

GST Suvidha Provider

Allied Services

- Digital Signature Certificate
- Forex Business

Individuals, small businesses, foreign tourists.

Business Mix

Key Clientele

Company Overview

1 Alankit Group is one of the largest players providing E-Governance services in the country.

2 Alankit has market leadership in Tax Information Network (TIN) facilitation business (PAN, TAN & e-TDS) and is also a market leader in other services of UID, P2F, NSR, NIR etc.

3 It has a strong presence in all the major parts of India with a large network of business centers and regional offices along with overseas presence in UK, UAE and Singapore.

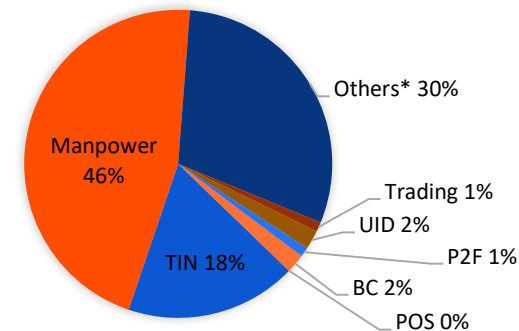
4 Alankit Imaginations Limited has partnered with Drive Wealth and Stockal to simplify investing with the use of advanced technologies through its digital platform World Investing for Indians to invest in Global Stock markets.

5 Alankit Limited has collaborated with UTI Infrastructure Technology and Services to provide all PAN card services for citizens across the country.

6 Alankit Limited has tied up with IDP for launching innovative Smart Card Printing solutions range (SOLID series – first in India) for secure, smart& seamless access through ID - cards such as Pan, Aadhaar, Corporate ID cards, student ID cards etc.

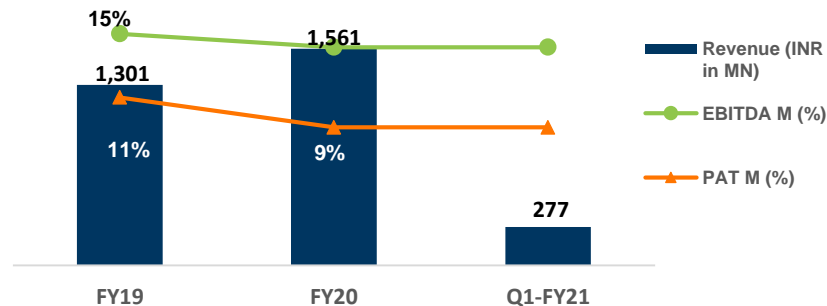
7 Banking upon its years of experience in the Financial domain, Alankit Forex India Limited provides the most credible range of Forex services which includes currency exchange, Forex card, Travel Insurance, Wire Transfers, Western Union – Money transfer service scheme, Indo – Nepal remittance service

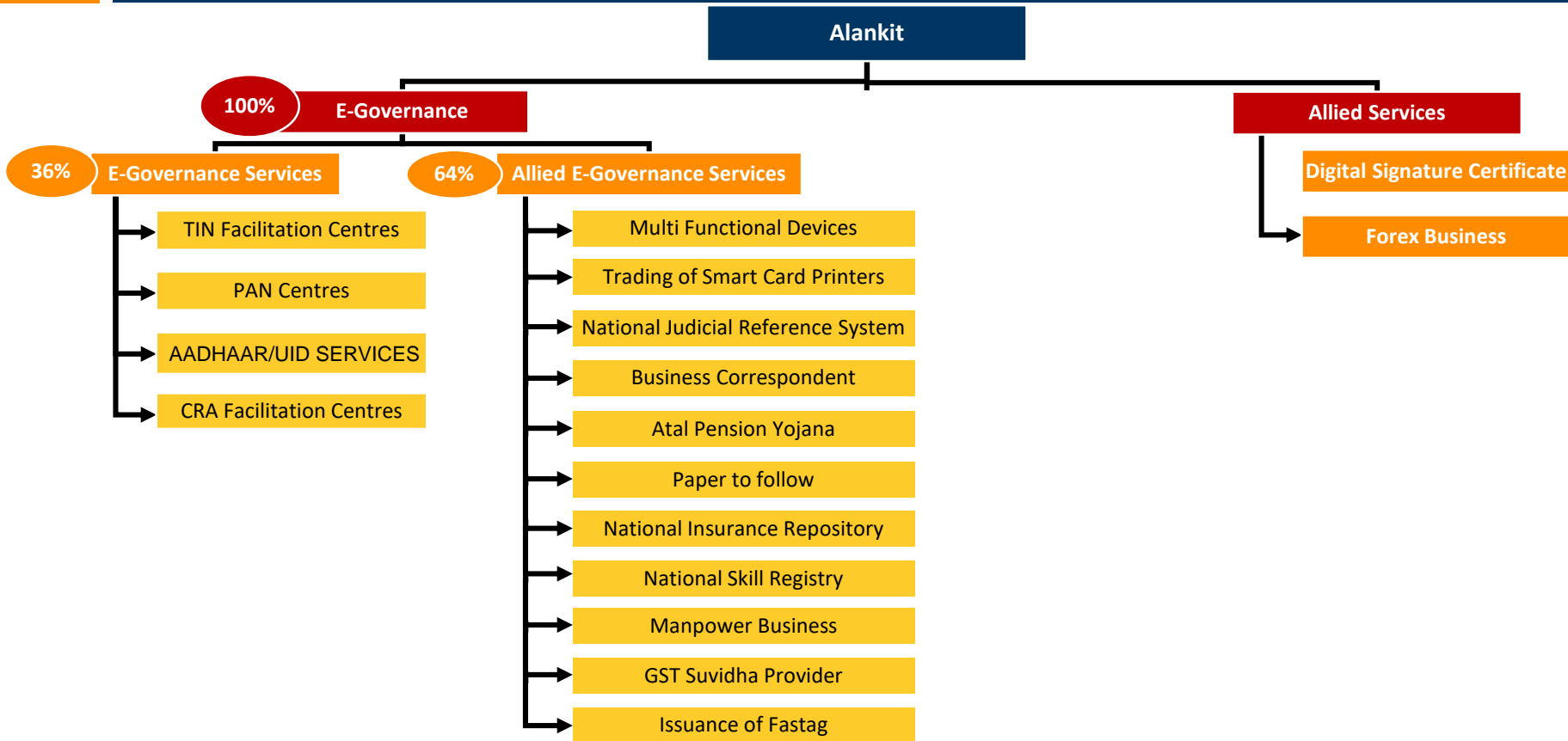
Q1-FY21 Revenue Mix (%)



*Others include BSES Project, GSP, EESL Project, etc. Revenue Mix is on standalone basis.

Operational Revenue (INR Mn), EBITDA & PAT Margins (%)





Q1–FY21 FINANCIAL OVERVIEW



Financial Highlights:

Q1-FY21 Financial Performance (Standalone):

- **Operational Income:** INR 259 Mn
- **EBITDA:** INR 48 Mn
- **EBITDA Margin:** 18.53%
- **Net Profit:** INR 26 Mn
- **PAT Margin:** 10.04%
- **Diluted EPS (INR):** INR 0.18 per share

Q1-FY21 Financial Performance (Consolidated):

- **Operational Income:** INR 277 Mn
- **EBITDA:** INR 49 Mn
- **EBITDA Margin:** 17.69%
- **Net Profit:** INR 28 Mn
- **PAT Margin:** 10.11%
- **Diluted EPS (INR):** INR 0.19 per share

Operational Highlights:

The following products and solution were launched during the quarter

- Smart card printer and software solutions tie up with IDP Korea
- Western Union – Money remittance platform launched
- E-TDS platform is launched for easy tax filling
- FASTag online portal activation
- E-Invoice software development in GST
- Increasing the winning run rate of DSC and PKI business solution within lockdown period
- Winning of multiple digitization and scanning service project tenders

Q1-FY21 Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q1-FY21	Q1-FY20	Y-o-Y	Q4-FY20	Q-o-Q
Revenue from operations	259	296	(12.5)%	346	(25.1)%
Total Expenses	211	244	(13.5)%	301	(29.9)%
EBITDA	48	52	(7.7)%	45	6.7%
EBITDA Margin	18.53%	17.57%	96 Bps	13.01%	552 Bps
Depreciation	8	9	(11.1)%	10	(20.0)%
Finance Cost	3	4	(25.0)%	3	NA
Other Income	-	5	NA	33	NA
PBT	37	44	(15.9)%	65	(43.1)%
Tax	11	14	(21.4)%	33	(66.7)%
Profit After Tax	26	30	(13.3)%	32	(18.8)%
PAT Margins	10.04%	10.14%	(10) Bps	9.25%	79 Bps
Other Comprehensive Income	1	-	NA	5	(80.0)%
Total Comprehensive Income (After Tax)	27	30	(10.0)%	37	(27.0)%
Diluted EPS (INR)	0.18	0.21	(14.3)%	0.23	(21.7)%

Historical Standalone Income Statement

INCOME STATEMENT (INR MN)	FY18	FY19	FY20	Q1-FY21
Revenue from operations	1,044	1,230	1,297	259
Total Expenses	777	1,048	1,088	211
EBITDA	267	182	209	48
EBITDA Margin (%)	25.57%	14.80%	16.11%	18.53%
Depreciation	35	37	40	8
Finance Cost	7	10	14	3
Other Income	29	69	52	-
PBT	254	204	207	37
Tax	40	72	80	11
Profit After Tax	214	132	127	26
PAT Margins (%)	20.50%	10.73%	9.79%	10.04%
Other Comprehensive Income	(3)	-	5	1
Total Comprehensive Income (After Tax)	211	132	132	27
Diluted EPS (INR)	1.49	0.92	0.89	0.18

Standalone Balance Sheet (As per IND-AS)

PARTICULARS (INR MN)	FY19	FY20	PARTICULARS (INR MN)	FY19	FY20
EQUITIES & LIABILITIES			ASSETS		
Shareholder Funds			Non Current Assets		
(A) Share Capital	143	143	A) Property, plant and equipment	200	184
(B) Other Equity	581	714	B) Intangible assets	470	463
Total -Shareholder Funds	724	857	C) Financial Asset		
Non Current Liabilities			(I) Investments	219	284
(A) Financial Liabilities			(II) Other financial assets	26	34
(I) Borrowings	82	76	Total - Non – Current Assets	915	965
(II) Other Financial Liabilities	169	192			
(B) Provisions	14	10			
(C) Deferred Tax liabilities (Net)	46	63	Current Assets		
Total - Non – Current Liabilities	311	341	(A) Inventory	58	28
Current Liabilities			(B) Financial Assets		
(A) Financial liabilities			(I) Trade Receivables	273	366
(I) Short-term borrowings	50	49	(II) Cash and cash equivalents	13	39
(II) Trade payables	146	203	(III) Bank balance other than (II) above	25	26
(III) Other financial liability	15	16	(C) Current Tax Assets (Net)	5	6
(B) Other current Liabilities	81	109	(D) Other current assets	38	181
(C) Provisions	-	1	Total – Current Assets	412	646
(D) Current Tax Liabilities (Net)	-	35			
Total current liabilities	292	413			
GRAND TOTAL - EQUITIES & LIABILITIES	1,327	1,611	GRAND TOTAL – ASSETS	1,327	1,611

Q1-FY21 Consolidated Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q1-FY21	Q1-FY20	Y-o-Y	Q4-FY20	Q-o-Q
Revenue from operations	277	331	(16.3)%	409	(32.3)%
Total Expenses	228	276	(17.4)%	372	(38.7)%
EBITDA	49	55	(10.9)%	37	32.4%
EBITDA Margin	17.69%	16.62%	107 Bps	9.05%	864 Bps
Depreciation	10	12	(16.7)%	13	(23.1)%
Finance Cost	3	4	(25.0)%	3	NA
Other Income	6	8	(25.0)%	43	(86.0)%
PBT	42	47	(10.6)%	64	(34.4)%
Tax	14	15	(6.7)%	33	(57.6)%
Profit After Tax	28	32	(12.5)%	31	(9.7)%
PAT Margins	10.11%	9.67%	44 Bps	7.58%	253 Bps
Other Comprehensive Income	1	-	NA	5	(80.0)%
Total Comprehensive Income (After Tax)	29	32	(9.4)%	36	(19.4)%
Diluted EPS (INR)	0.19	0.22	(13.6)%	0.22	(13.6)%

Historical Consolidated Income Statement

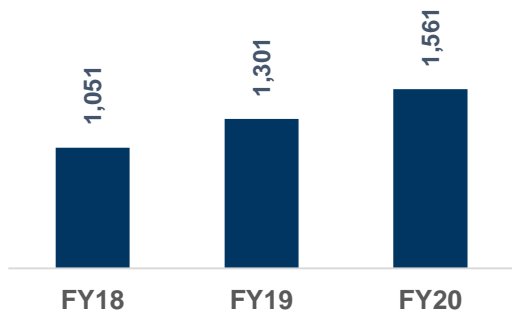
INCOME STATEMENT (INR MN)	FY18	FY19	FY20	Q1-FY21
Revenue from operations	1,051	1,301	1,561	277
Total Expenses	789	1,108	1,343	228
EBITDA	262	193	218	49
EBITDA Margin (%)	24.92%	14.83%	13.97%	17.69%
Depreciation	35	45	52	10
Finance Cost	7	11	15	3
Other Income	38	79	74	6
PBT	258	216	225	42
Tax	41	76	85	14
Profit After Tax	217	140	140	28
PAT Margins (%)	20.65%	10.86%	8.84%	10.11%
Other Comprehensive Income	(3)	-	5	1
Total Comprehensive Income (After Tax)	214	140	145	29
Diluted EPS (INR)	1.51	0.98	0.98	0.19

Consolidated Balance Sheet (As per IND-AS)

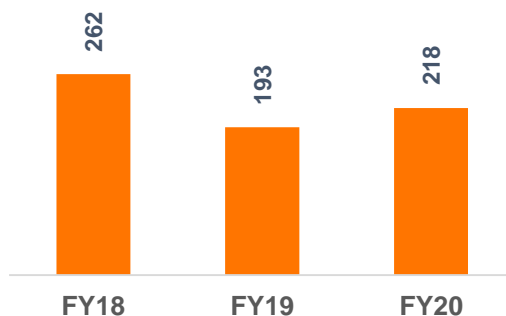
PARTICULARS (INR MN)	FY19	FY20	PARTICULARS (INR MN)	FY19	FY20
EQUITIES & LIABILITIES			ASSETS		
Shareholder Funds			Non Current Assets		
(A) Share Capital	143	143	A) Property, plant and equipment	223	201
(B) Other Equity	592	733	B) Intangible assets	490	479
(C) Non-Controlling Interest	28	29	C) Financial Asset		
Total -Shareholder Funds	763	905	(I) Investments	12	-
Non Current Liabilities			(II) Other financial assets	25	41
(A) Financial Liabilities			Total - Non - Current Assets	750	721
(I) Long term borrowings	82	76			
(II) Other Financial Liabilities	168	192			
(B) Provisions	14	11	Current Assets		
(C) Deferred Tax liabilities (Net)	48	65	(A) Inventory	90	47
Total - Non – Current Liabilities	312	344	(B) Financial Assets		
Current Liabilities			(I) Trade Receivables	277	380
(A) Financial liabilities			(II) Cash and cash equivalents	197	109
(I)Short-term borrowings	50	49	(III) Bank balance other than (II) above	31	45
(II) Trade payables	176	228	(C) Other current assets	46	405
(III) Other financial liability	15	17	Current Tax Asset	10	9
(B) Other current liabilities	85	137	Total – Current Assets	651	995
(C) Provisions	-	1			
(D) Current tax liabilities (Net)	-	35			
Total current liabilities	326	467			
GRAND TOTAL - EQUITIES & LIABILITIES	1,401	1,716	GRAND TOTAL – ASSETS	1,401	1,716

Key Ratios (Consolidated)

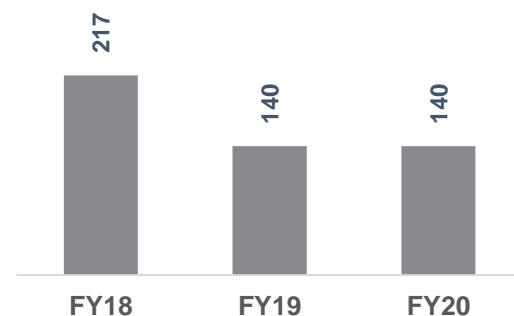
Income



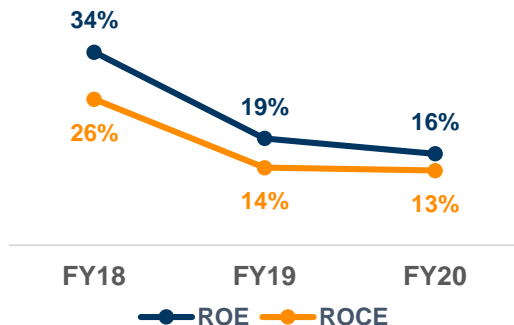
EBITDA (INR Mn)



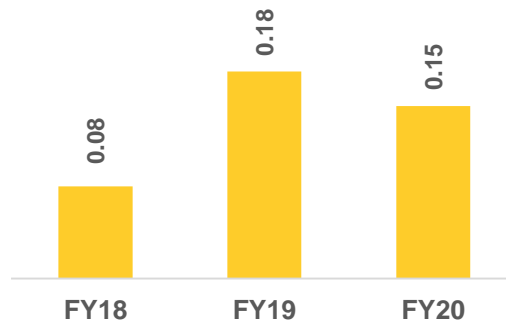
PAT (INR Mn)



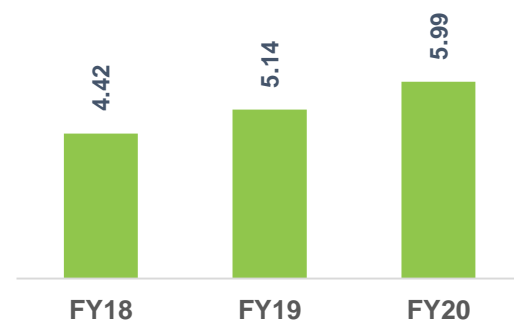
RoE & RoCE



Debt Equity



Book Value per Share



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THANK YOU