



Health & Wealth  
We Manage Both

**Alankit LIMITED**

**23<sup>rd</sup> August, 2019**

**To,**  
**The General Manager**  
**Department of Corporate Services**  
**Bombay Stock Exchange Limited**  
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Mumbai – 400001  
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**Security Code No. : 531082**

**The National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> Floor,  
C-1, Block G, Bandra – Kurla Complex,  
Bandra (E),  
Mumbai – 400051  
Phones: 022 - 2659 8237, 8238, 8347, 8348  
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[cmist@nse.co.in](mailto:cmist@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 1<sup>st</sup> quarter ended 30<sup>th</sup> June, 2019.

Kindly take above intimation on your record.

Thanking you.

Sincerely yours,  
**FOR ALANKIT LIMITED**

**ANKIT**  
**AGARWAL**

Digitally signed by ANKIT AGARWAL  
DN: cn=ANKIT AGARWAL, o=Personal,  
postalCode=110055, st=Delhi,  
2.5.4.20=57226203aach0004067c14b  
0205686075cd8e47fbd6bfa7be421ae3  
44,  
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c88379d489586c1b3b6417ee330370d2  
182c588f, cn=ANKIT AGARWAL,  
Date: 2019.08.23 11:59:23 +05'30'

**ANKIT AGARWAL**  
**MANAGING DIRECTOR**

CIN : L74900DL1989PLC036860

Registered Office : 205-208, Anarkali Complex, Jhandewalan Extension, New Delhi -110055, India

Corporate Office : Alankit House, 4E/2, Jhandewalan Extension, New Delhi -110055, India

Phone : +91-11-4254 1234 / 2354 1234 | Fax : +91-11-2355 2001 | Website : [www.alankit.in](http://www.alankit.in) | email : [info@alankit.com](mailto:info@alankit.com)

**Alankit**

Health & Wealth, We Manage Both

# Earnings Presentation

Q1-FY20



# 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 30<sup>th</sup> June 2019 was INR 4,546.10 Mn.

## Company Overview

### FY19 Financial Snapshot (Consolidated)

INR in Million

Up  
22.64%

1,289

Margins  
14.12%

182

Margins  
10.86%

140

Operational  
Income

EBITDA

PAT

### E-Governance

#### E-Governance Services

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

NSDL, UIDAI, Income Tax Department.

#### 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
- GST Suvidha Provider
- Manpower Business

NSDL, NAASCOM, Government Ministries, State bank of India & Bank of Baroda.

### Allied Services

- Digital Signature Certificate
- Forex Business

Individuals, small businesses, foreign tourists.

Business  
Mix

Key  
Clientele

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.

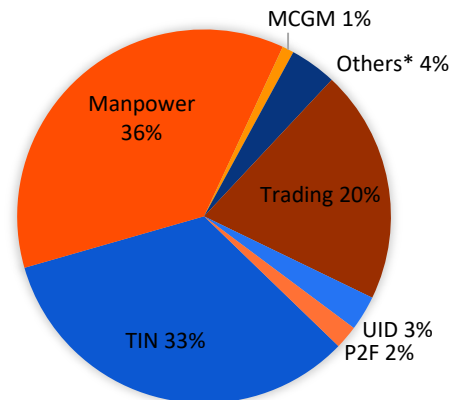
4 Robust & established delivery franchise with professionals (CA's, tax professional, lawyers etc.) as partners.

5 The company is appointed as a GST Suvidha Provider (GSP) by GSTN in 2017.

6 Alankit Limited has also been appointed as a Unified Money Changer (FMCC) by the RBI in Alankit Forex India Ltd (AFIL).

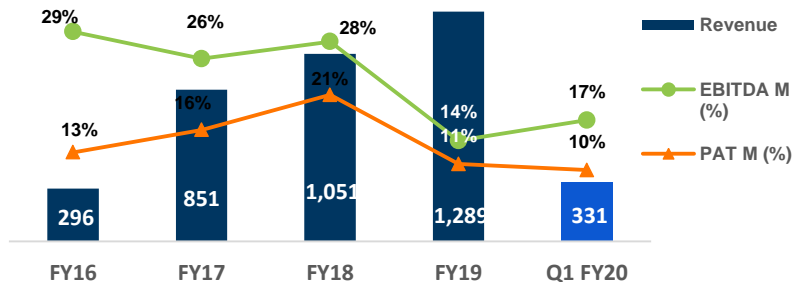
7 Verasys Technologies Pvt Ltd, a 51% subsidiary of Alankit Ltd has received the approval from the Controller of Certifying Authority to act as a certifying authority for issuance of digital signatures and e-sign service provider for a period of 5 years.

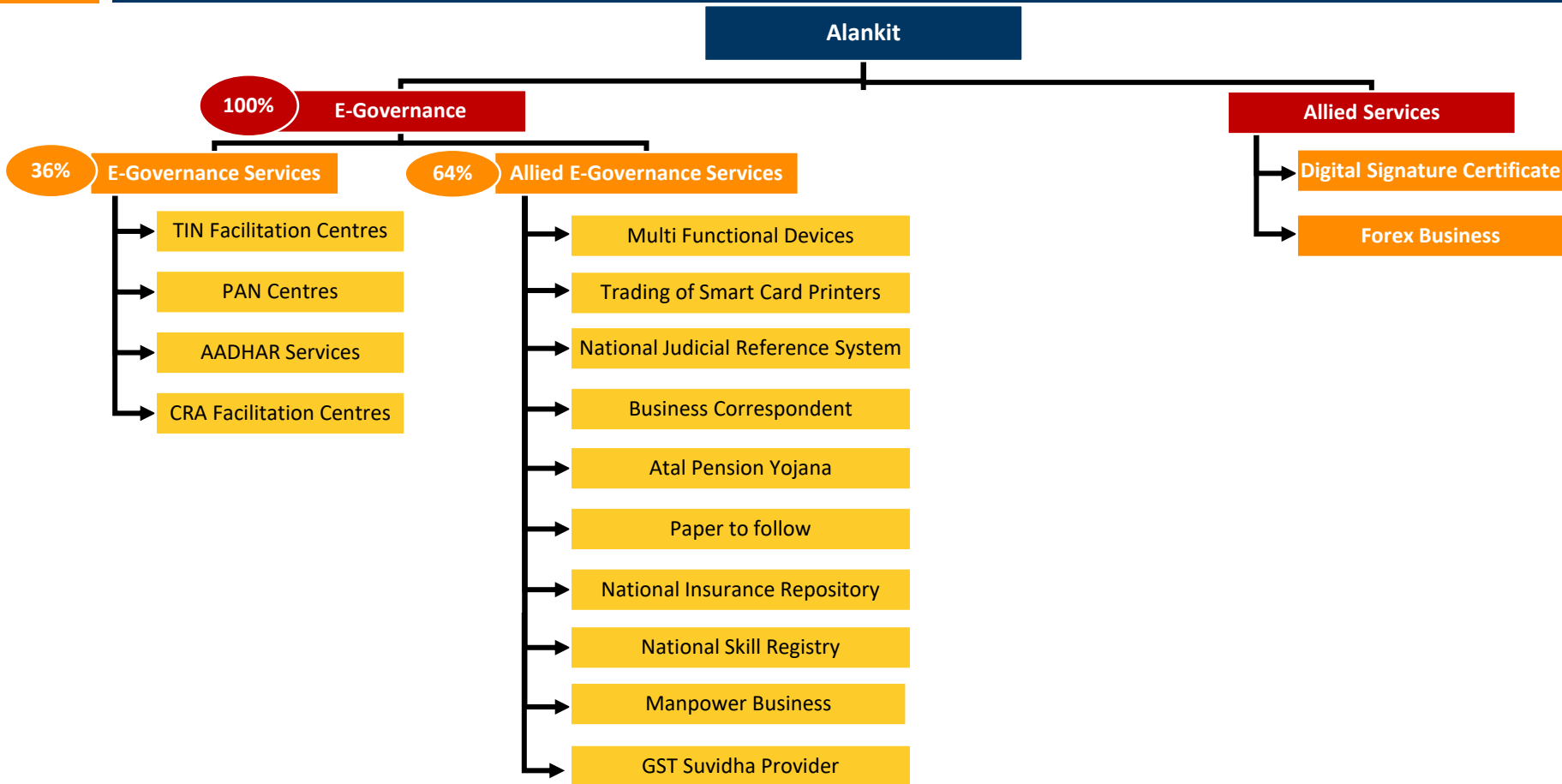
Q1-FY20 Revenue Mix (%)



\*Others include BSES Project, GSP, EESL Project, etc.

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





# Q1–FY20 FINANCIAL OVERVIEW



## Financial Highlights:

### •Q1-FY20 Financial Performance (Standalone):

- Operational Income:** INR 296 Mn
- EBITDA:** INR 52 Mn
- EBITDA Margin:** 17.57%
- Net Profit:** INR 30 Mn
- PAT Margin:** 10.14%
- Diluted EPS (INR):** INR 0.21 per share

### •Q1-FY20 Financial Performance (Consolidated):

- Operational Income:** INR 331 Mn
- EBITDA:** INR 55 Mn
- EBITDA Margin:** 16.62%
- Net Profit:** INR 32 Mn
- PAT Margin:** 9.67%
- Diluted EPS (INR):** INR 0.22 per share

## Operational Highlights:

- Alankit has started the execution of a new project i.e MCGM ( Municipal Corporation of Greater Mumbai ) , which provides e-Governance Services like issuance of Certificates / Licenses - Birth and Death Certificates, Marriage Certificates, hawkers licenses, Building and Factories, Property Tax Collections etc. catering to 1 Crore citizens.
- Alankit has started execution of projects like Student I-card Project – Directorate of School Education, Tamil Nadu and Parichay card – Gem & Jewellery Export Promotion Council.
- Due to applicability of code of conduct for elections held in the first quarter of FY20, state governments had not rolled out any new tenders.

# Q1-FY20 Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Revenue from operations	296	256	15.6%	380	(22.1)%
Total Expenses	244	209	16.7%	342	(28.7)%
EBITDA	52	47	10.6%	38	36.8%
EBITDA Margin	17.57%	18.36%	(79) Bps	10.00%	757 Bps
Depreciation	9	7	28.6%	10	(10.0)%
Finance Cost	4	2	100.0%	4	NA
Other Income	5	7	(28.6)%	41	(87.8)%
PBT	44	45	(2.2)%	65	(32.3)%
Tax	14	22	(36.4)%	10	40.00%
Profit After Tax	30	23	30.4%	55	(45.5)%
PAT Margins	10.14%	8.98%	116 Bps	14.47%	(433) Bps
Other Comprehensive Income	-	-	NA	2	NA
Total Comprehensive Income (After Tax)	30	23	30.4%	57	(47.4)%
Diluted EPS (INR)	0.21	0.16	31.3%	0.39	(46.2)%



# Historical Standalone Income Statement

INCOME STATEMENT (INR MN)	FY16	FY17*	FY18*	FY19*
Revenue from operations	291	849	1,044	1,230
Total Expenses	217	648	777	1,048
EBITDA	74	201	267	182
EBITDA Margin	25.43%	23.67%	25.57%	14.80%
Other Income	11	17	29	69
Depreciation	34	15	35	37
Finance Cost	-	-	7	10
PBT	51	203	254	204
Tax	16	70	40	72
Profit After Tax	35	133	214	132
PAT Margins	12.02%	15.67%	20.50%	10.73%
Other Comprehensive Income	-	11	(3)	-
Total Comprehensive Income (After Tax)	35	144	211	132
Diluted EPS (INR)	0.25	0.93	1.49	0.92

\*As per IND-AS

# Standalone Balance Sheet (As per IND-AS)

PARTICULARS (INR MN)	FY18	FY19	PARTICULARS (INR MN)	FY18	FY19
<b>EQUITIES &amp; LIABILITIES</b>			<b>ASSETS</b>		
Shareholder Funds			<b>Non Current Assets</b>		
(A) Share Capital	143	143	(A) Property, plant and equipment	40	200
(B) Other Equity	483	581	(B) Goodwill		
<b>Total -Shareholder Funds</b>	<b>626</b>	<b>724</b>	(C) Other Intangible Assets		
			(D) Intangible Assets under development		
<b>Non Current Liabilities</b>			(E) Intangible assets	467	470
(A) Financial Liabilities			(F) Financial Asset		
(I) Borrowings		82	(I) Investments	208	219
(II) Other Financial Liabilities	187	169	(II) Loans	-	-
(B) Provisions	-		(III) Other financial assets	77	26
(C) Employee benefit obligation	6	14	(G) Other non-current assets	-	
(D) Deferred Tax liabilities (Net)	10	46	<b>Total - Non – Current Assets</b>	<b>792</b>	<b>915</b>
(E) Minority Interest	-				
<b>Total - Non – Current Liabilities</b>	<b>203</b>	<b>311</b>			
<b>Current Liabilities</b>			<b>Current Assets</b>		
(A) Financial liabilities			(A) Inventory	29	58
(I) Short-term borrowings	49	50	(B) Financial Assets		
(II) Trade payables	257	146	(I) Trade Receivables	140	264
(III) Other financial liability	21	15	(II) Unbilled revenue	-	
			(III) Cash and cash equivalents	43	38
(B) Current income tax liabilities (Net)	1	-			
	-		(IV) Bank balance other than (III) above		
(C) Provisions	-		(C) Current tax assets (Net)	-	
(D) Employee benefit obligation	-	-	(D) Other current assets	210	52
(E) Other Liabilities	57	81	<b>Total – Current Assets</b>	<b>422</b>	<b>412</b>
<b>Total current liabilities</b>	<b>385</b>	<b>292</b>			
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,214</b>	<b>1,327</b>	<b>GRAND TOTAL – ASSETS</b>	<b>1,214</b>	<b>1,327</b>

# Q1-FY20 Consolidated Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Revenue from operations	331	257	28.8%	416	(20.4)%
Total Expenses	276	210	31.4%	374	(26.2)%
EBITDA	55	47	17.0%	42	31.0%
EBITDA Margin	16.62%	18.29%	(167) Bps	10.10%	652 Bps
Depreciation	12	7	71.4%	13	(7.7)%
Finance Cost	4	2	100.0%	4	0.0%
Other Income	8	7	14.3%	44	(81.8)%
PBT	47	45	4.4%	69	(31.9)%
Tax	15	22	(31.8)%	12	25.0%
Profit After Tax	32	23	39.1%	57	(43.9)%
PAT Margins	9.67%	8.95%	72 Bps	13.70%	(403) Bps
Other Comprehensive Income	-	-	NA	1	NA
Total Comprehensive Income (After Tax)	32	23	39.13%	58	(44.8)%
Diluted EPS (INR)	0.22	0.16	37.5%	0.40	(45.0)%

# Historical Consolidated Income Statement

INCOME STATEMENT (INR MN)	FY16	FY17*	FY18*	FY19*
Revenue from operations	296	851	1,051	1,289
Total Expenses	221	650	789	1,107
EBITDA	75	201	262	182
EBITDA Margin	25.34%	23.62%	24.92%	14.12%
Other Income	11	17	38	90
Depreciation	34	15	35	45
Finance Cost	-	-	7	11
PBT	52	203	258	216
Tax	(15)	(70)	41	76
Profit After Tax	37	133	217	140
PAT Margins	12.50%	15.63%	20.65%	10.86%
Other Comprehensive Income	-	11	(3)	-
Total Comprehensive Income (After Tax)	37	144	214	140
Diluted EPS (INR)	0.26	0.93	1.51	0.98

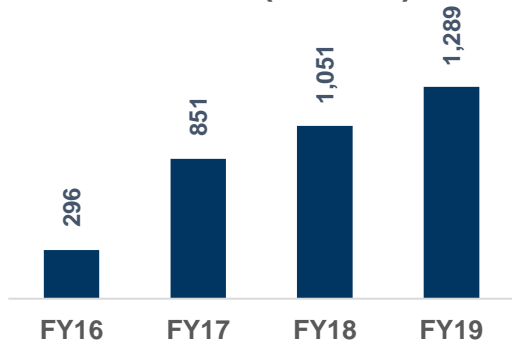
\*As per IND-AS

# Consolidated Balance Sheet (As per IND-AS)

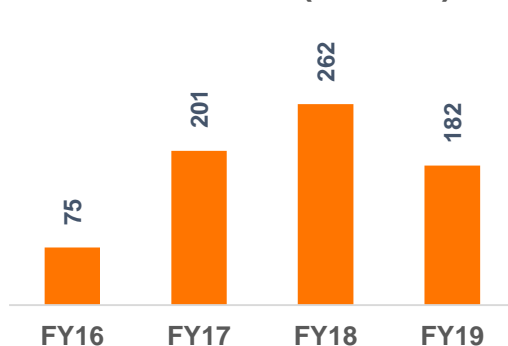
PARTICULARS (INR MN)	FY18	FY19	PARTICULARS (INR MN)	FY18	FY19
<b>EQUITIES &amp; LIABILITIES</b>			<b>ASSETS</b>		
Shareholder Funds			<b>Non Current Assets</b>		
(A) Share Capital	143	143	A) Property, plant and equipment	65	223
(B) Other Equity	488	591	B) Intangible assets	480	490
<b>Total -Shareholder Funds</b>	<b>631</b>	<b>734</b>	C) Financial Asset		
<b>Non Current Liabilities</b>			(I) Investments	12	12
(A) Financial Liabilities			(II) Loans	-	
(I) Long term borrowings	-	82	(III) Other financial assets	77	25
(II) Other Financial Liabilities	188	168	(F) Other non-current assets	-	
(B) Employee benefit obligation	6	14	<b>Total - Non – Current Assets</b>	<b>634</b>	<b>750</b>
(C) Deferred Tax liabilities (Net)	9	48			
(D) Minority Interest	35	28			
<b>Total - Non – Current Liabilities</b>	<b>238</b>	<b>340</b>			
<b>Current Liabilities</b>			<b>Current Assets</b>		
(A) Financial liabilities			(A) Inventory	29	90
(I) Short-term borrowings	49	50	(B) Financial Assets		
(II) Trade payables	258	176	(I) Trade Receivables	140	268
(III) Other financial liability	20	15	(II) Unbilled revenue	-	-
(B) Current income tax liabilities (Net)	1		(III) Cash and cash equivalents	224	229
(C) Employee benefit obligation	-	-	(C) Other current assets	229	63
(D) Other Liabilities	59	85	<b>Total – Current Assets</b>	<b>622</b>	<b>650</b>
<b>Total current liabilities</b>	<b>387</b>	<b>326</b>			
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,256</b>	<b>1,400</b>	<b>GRAND TOTAL – ASSETS</b>	<b>1,256</b>	<b>1,400</b>

# Key Ratios (Consolidated)

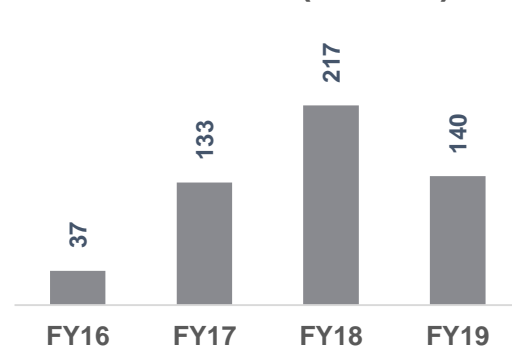
## Income (INR Mn)



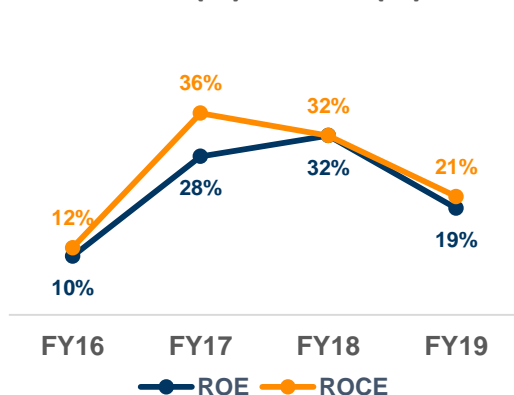
## EBITDA (INR Mn)



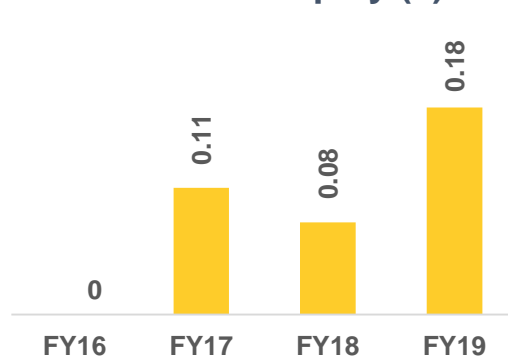
## PAT (INR Mn)



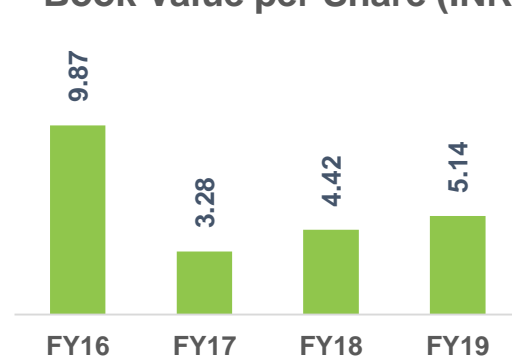
## RoE (%) & RoCE (%)



## Debt / Equity (x)



## Book Value per Share (INR)



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