



Date: 22/06/2021

To,
Department of Corporate Services
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai — 400001

Ref: Atishay Limited (Script Code : 538713/ Script ID: Atishay)

Subject: Investor Presentation on the financial results for quarter and financial year ended March 31, 2021.

Dear Sir,

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, our Company has announced its Audited Financial Results for the quarter and financial year ended March 31, 2021 on June 21, 2021. Please find attached the Investor Presentation.

You are kindly requested to take the same on record.

Thanking you,

Yours faithfully,

For Atishay Limited

Iti Tiwari
(Company Secretary & Compliance Officer)



ATISHAY LIMITED

Registered Office:- 14-15, Khatau Building, 44 Bank Street, Fort, Mumbai (MH) - 400001, Ph.: 022 49739081/82

Head Office: - 36, Zone-1, M.P.Nagar, Bhopal (MP) - 462011, Ph.: 0755-2558283, 4229195

✉ admin@atishay.com 🌐 www.atishay.com

CIN: L70101MH2000PLC192613

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LEVERAGING
TECHNOLOGY**



Investor Presentation

June 2021

ATISHAY LIMITED



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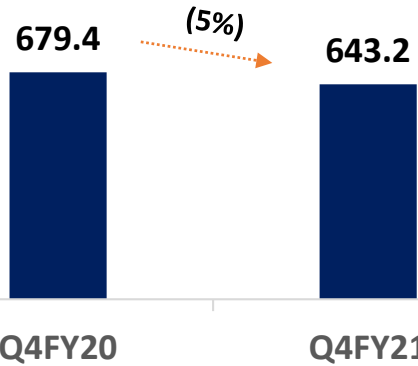


Mr. Akhilesh Jain
Chairman & Managing Director

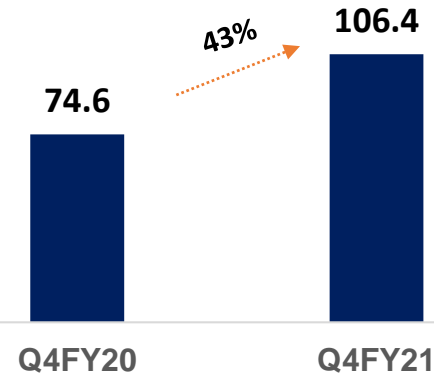
- The COVID-19 pandemic decimated socioeconomic advances over the world, marking a year challenging on all fronts. Unfortunately, just as it appeared that the worst was gone, the second wave of Covid hit the country with considerably more severity. However, the world remains resolute to overcome such unprecedented times, as we look forward to more vaccinations and a faster recovery rate.
- At Atishay, we navigated the challenges and delivered a resilient performance for the quarter and year ended FY21. Our revenues stood at 2,628 lakhs, an increase 14%. The Profit after tax stood at 248 lakhs, an increase by 1%.
- In the last quarter, we witnessed increasing traction from existing clients and growing interest across various regions. This was possible due to the lifting of the lockdowns, enabling businesses to flourish after the pandemic's impact. Our unwavering emphasis on the markets we serve has yielded significant rewards in the form of major order wins and we remain hopeful about the future. We invested heavily in workforce automation and transformation to fuel long-term development. Through project-specific training, upskilling, soft skilling, mentoring, and coaching, we built an atmosphere that has allowed them to grow and achieve their full potential.
- We created procedures and processes to ensure that we delivered consistent quality on time. During the year, we also instilled in our team a culture of inquiry and creativity. This aided the company's long-term competitiveness in the product, process, and business models.
- On behalf of Atishay, I'd like to extend my heartfelt thanks to our employees, customers, vendors and our management team for their efforts and contributions to another successful year. And, as usual, I appreciate the faith and support of our investors. We will continue to focus on areas that will help us expand this fiscal year, and we are certain that we will emerge stronger and more resilient from this crisis.

Results Summary – Q4 & FY21

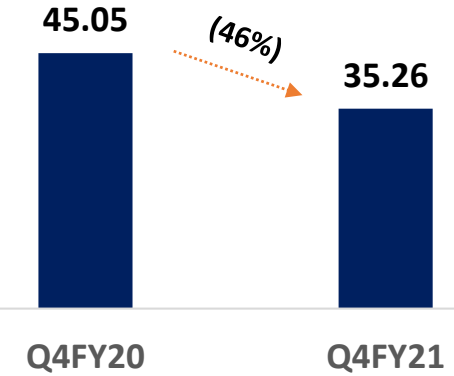
Revenue from Operations



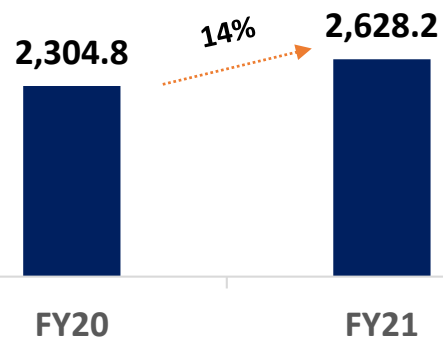
EBITDA



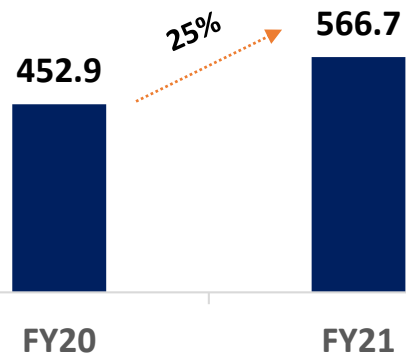
PAT



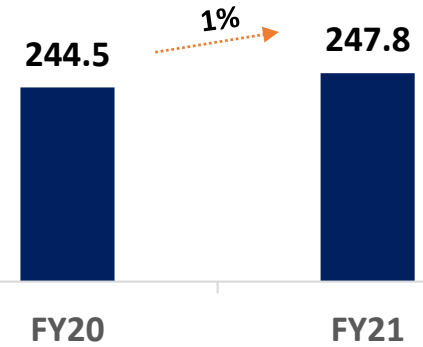
Revenue from Operations



EBITDA



PAT



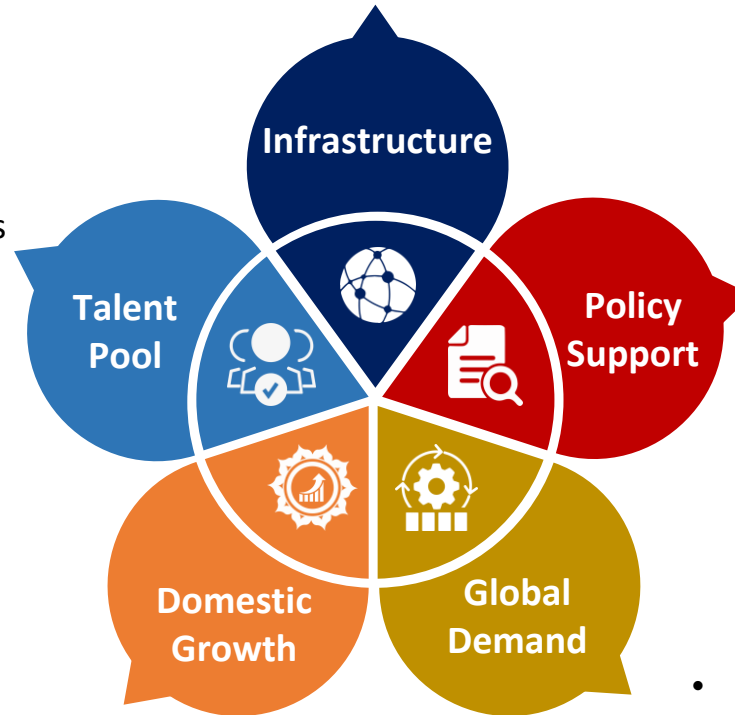
Profit and Loss – Q4FY21 & FY21

Particulars (Rs in Lakhs)	Q4FY21	Q3FY21	Q4FY20	Q-o-Q	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from operations	643.2	648.75	679.41	-1%	-5%	2,628.21	2,304.82	14%
Other income (net)	33.67	16.49	52.52	104%	-36%	106.8	172.36	-38%
Total income	676.87	665.24	731.93	2%	-8%	2,735.01	2,477.18	10%
Cost of materials consumed and operational cost	420.32	348.28	470.31	21%	-11%	1,596.90	1,286.06	24%
Purchases of stock-in-trade	3.7	6.02	3.18	-39%	16%	13.02	15.45	-16%
Changes in inventories of finished goods, stock-in-trade and work-in-progress	1.1	-3.02	2.5	-136%	-56%	-2.6	40.57	-106%
Employee benefits expense	107.3	120.96	111.51	-11%	-4%	392.04	452.88	-13%
Finance costs	6.77	8.74	9.2	-23%	-26%	45.39	36.72	24%
Depreciation and amortization expense	44.24	42.73	52.68	4%	-16%	169.84	161.64	5%
Other expenses	38.07	52.47	69.85	-27%	-45%	168.91	229.29	-26%
Total expenses	621.5	576.18	719.23	8%	-14%	2,383.50	2,222.61	7%
Profit before tax	55.37	89.06	12.7	-38%	336%	351.51	254.57	38%
Tax expense:	-	-	-	-	-	-	-	-
Current tax	20.11	20.95	-1.36	-4%	-1,579%	101.1	64.67	56%
Deferred tax	0	2.5	-30.99	-100%	-100%	2.65	-54.59	-105%
Total Tax Expenses	20.11	23.45	-32.35	-14%	-162%	103.75	10.08	929%
Profit for the period	35.26	65.61	45.05	-46%	-22%	247.76	244.49	1%

- Robust IT infrastructure across various cities in India such as Bengaluru.
- Technology mission for services in villages and schools, training in IT skills and E-Kranti for Government service delivery and governance scheme

- NASSCOM has launched an online platform aimed at up-skilling over 2 million technology professionals and skilling another 2 million potential employees and students.
- Strong mix of young and experienced professionals

- Computer penetration expected to increase
- Increasing adoption of technology and telecom by consumers and focused Government initiatives leading to increased ICT adoption



- More liberal system for raising capital, seed money and ease of doing business. Government of India announced plans to launch a national programme on AI and setting up of a National AI portal
- Government has set up a Rs. 5,000 crore (US\$ 745.82 million) fund for realising the potential of these champion service sectors

- Global BPM spending estimated to rise and reach US\$ 233 billion by 2020

◦ **Rs 1,500 crore-scheme to boost e-payments**

The government has proposed a Rs 1,500 crore-scheme to promote digital transactions in the country, a move that the industry believes will drive adoption of e-payments in smaller cities and spur innovation by fintech firms

◦ **Digital Census to Boost IT Services Companies**

The finance minister announced that the country will see first-ever Digital Census 2021. The proposal will boost software companies that run and build the technology-enabled backend.

◦ **Government allocates Rs 6,000 crore to BharatNet**

The announcement to spend about Rs 6,000 crore to boost internet connectivity under the Bharat Net scheme will improve online connectivity further while propelling the e-governance initiatives

About Atishay



Atishay Limited is one of the leading IT companies of India, focussed on supporting government initiatives through cutting-edge software and data management solutions. Our aim is to leverage modern technology to seamlessly connect citizens to Government programs and services. We are a company renowned for our comprehensive portfolio of services and practitioner's approach in innovating current processes. Atishay banks on its wide industry experience to deliver consistent excellence and explore new areas of growth opportunity.

OUR CORE VALUES

Intensity to Win



Unyielding Integrity



Vision

To be the premier solutions provider in the areas of information technology by offering services that optimise customer investments.

Team, Innovate, Excel



Delivering on Commitments



Mission

To expand the market reach and penetration through a successful and satisfied clientele, who have benefited with the services and support provided by Atishay Limited

Respect for the Individual Thoughtful and Responsible





20+
Experience
(in years)



77
Completed works



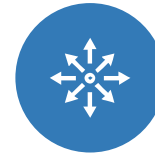
13+
Geographical
presence (states)



10,000+
Agents/Outlets



40 Lakhs+
Customers



**Debt to equity has
been reduced to Zero**



4,123 Lakhs
Market Cap
(For 21st June, 2021)



2,735 Lakhs
Total Income
(For FY 2021)



248 Lakhs
PAT
(For FY 2021)

**25 Government
Department served
across 8 states**

**100 Cr+ worth of order
processed in the last 5
years**

**5 proprietary products
owned by the
Company**

Our Management Team



Mr. Akhilesh Jain
Chairman & Managing
Director



Mrs. Rekha Jain
Non-Executive Director



Mr. Archit Jain
Whole-Time Director



Mr. Arvind V. Lowlekar
Non-Executive & Independent
Director



Mrs. Poonam Agrawal
Non-Executive & Independent
Director



Mr. Ajay Mujumdar
Non-Executive &
Independent Director



Mr. Arun Shrivastava
Non-Executive &
Independent Director



Ms. Iti Tiwari
Company Secretary &
Compliance Officer

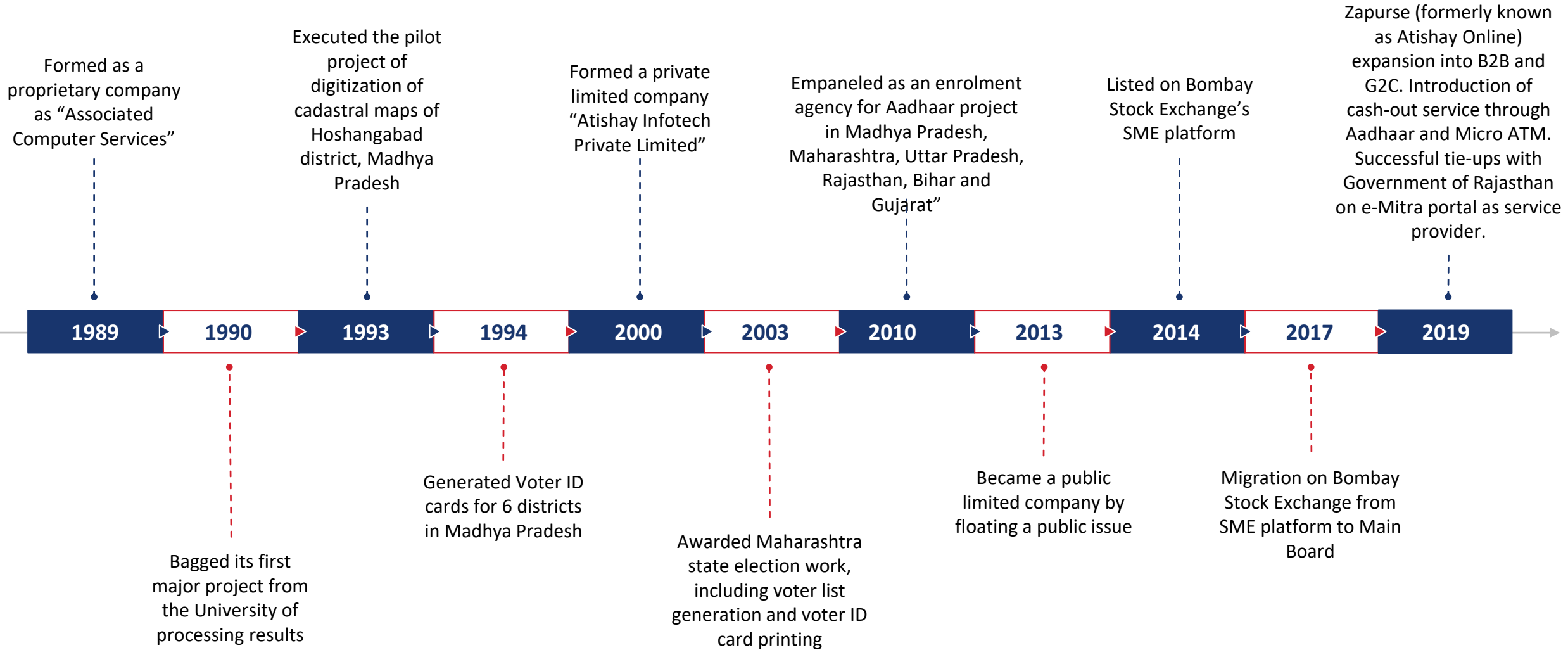


Mr. Arjun Singh Dangi
Chief Financial Officer

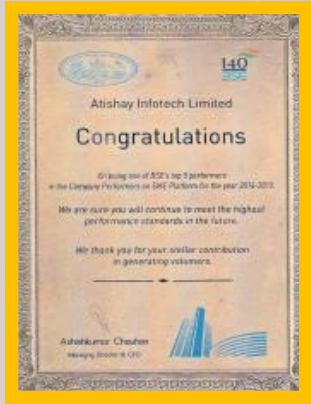


Mr. Akash Singh Sen
Senior Vice President

History Timeline



Awards and Accolades



BEST BUSINESS PRACTICES
On the occasion of 40th National Seminar on "Social Entrepreneurship" 25th February, 2016, New Delhi

On being one of BSE's Top 5 performers in the Company Performers on SME Platform

Certificate of Participation for SME Business Excellence Awards 2018

"Small Enterprises of the Year - Services" by SIDBI – ET INDIA MSE AWARDS 2018

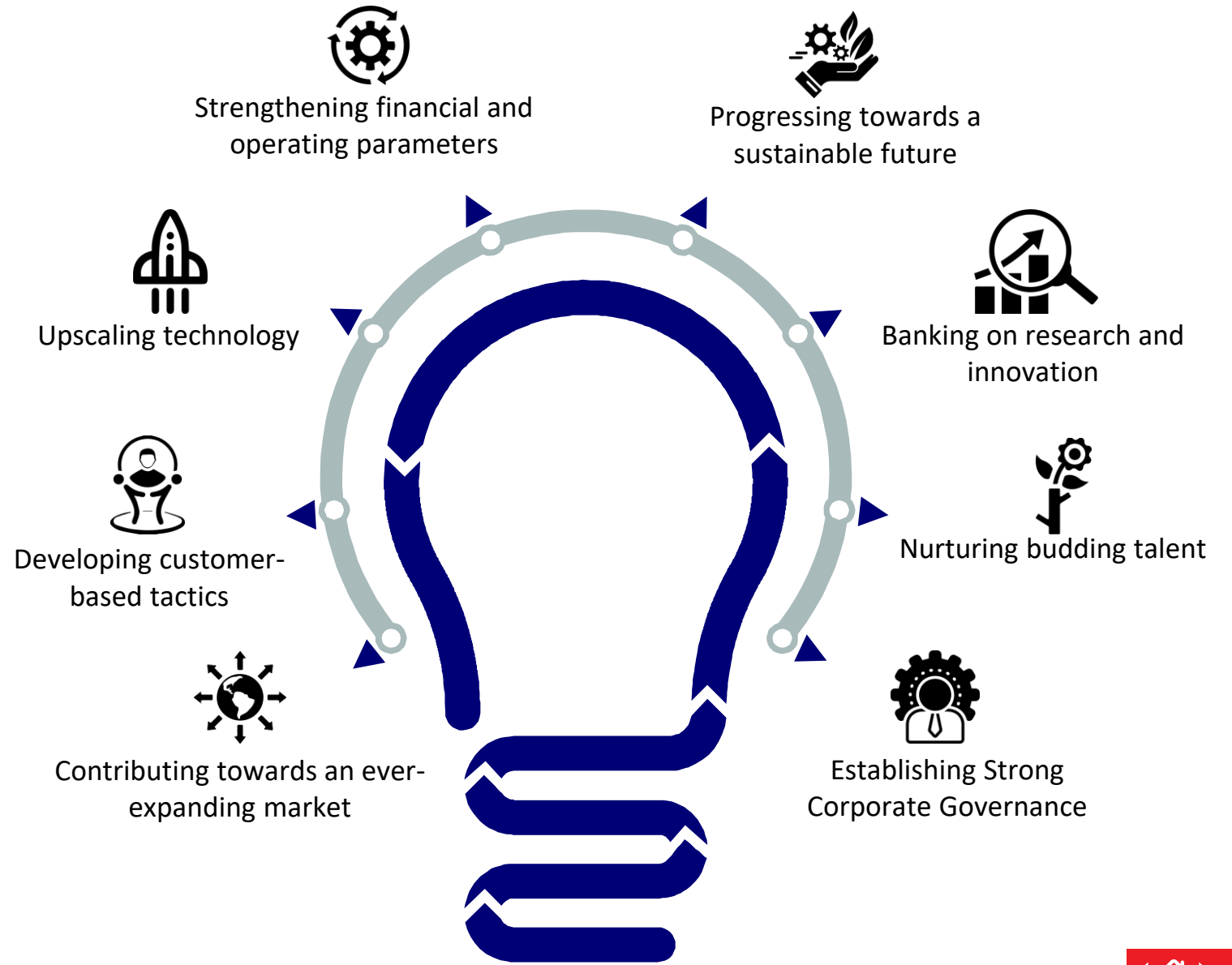
In Annual Roll of Honor as "one of the 20 most promising Tech Solution Providers for Government and Public Sector - 2019"

Atishay Limited has achieved award in top 50 tech companies Intercon internet conference award dubai

Got selected as "Indian Affairs Dynamic & Innovative Entrepreneur in IT Services 2020"

Fortunes are made during times of crisis, lifestyles are changing and so are business operations





Atishay Limited offers its services for providing smarter solutions to Government enterprises. Our portfolio consists of data management, software development and deploying turnkey IT solutions.

We aim at delivering digital solutions coupled with privacy modules to enable the systems reach a wider target and establish seamless communication.

Due to our consistent excellence, we have earned a vast experience in the e-Governance domain and we continue to provide the benefits of our services to the citizens and various government departments.

The utility of our software is further amplified in the use of our other services, which are aimed at providing a range of solutions.



Our Key Clients include



Election Commission of India -
Maharashtra



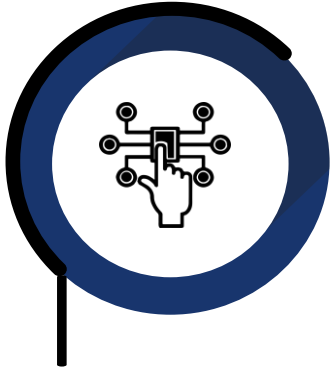
Department of Information
Technology and Communication,
Rajasthan



Bharat Sanchar Nigam Limited



Raipur Municipal Corporation



Zapurse is an online self-service portal which focusses on Banking, FastAG, Utility Bill Payment, DMT, mATM, AePS, Recharge and much more.



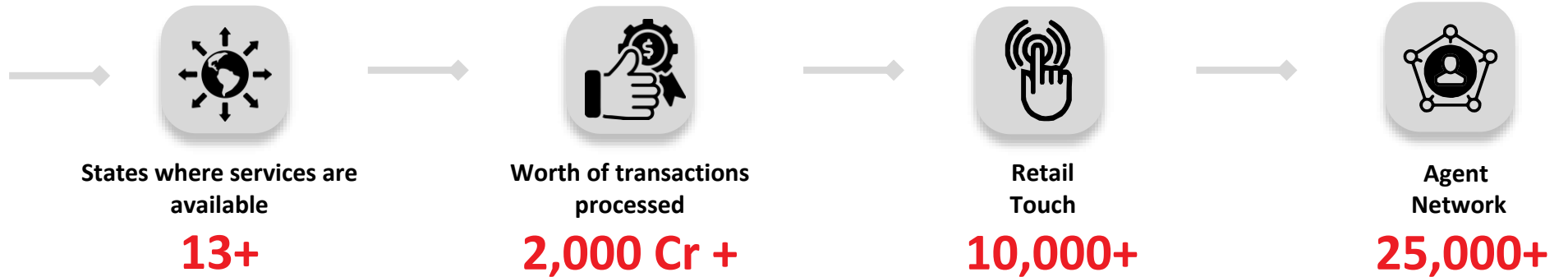
The vision behind Zapurse is to provide an entrepreneurial platform for small-sized businesses like small shop owners, grocery stores, etc.



The online portal is well-established in 14 States and Union Territories combined, which is a 2x growth from the preceding financial year.



Going forward, we aim to ensure the presence of Zapurse in every State and Union Territory in India. Ultimately, it will help the small business owners in achieving their dreams and build a better and stronger India.



01 The e-Mitra portal is a Government-to-Citizen service providing more than 300 services (Government, institutional and private services combined) to the citizens of the state

02 Service delivery is ensured by both physical kiosks (operated by a Village Level Entrepreneur) and by automated kiosks (ATM like machines installed in some department offices). Atishay has around 2,369 kiosks in India with currently 1,500+ in active status.

03 Atishay Limited have partnered in the capacity of a Local Service Provider (we help the Government in identifying a kiosk location operated by Village Level Entrepreneurs) and as a Service Provider (we provide Zapurse services like recharge, domestic money transfer on e-Mitra portal).

04 The E-Mitra portal of the Rajasthan government enables us to provide the services to citizens, including applications for Driving Licenses and Pan Cards and Water Bills. Through E-Mitra, our services are available to 50,000+ outlets

TrackVec is our proprietary software, which provides digital solutions for modern problems. As an IT company, we help the decision-makers to connect with a dynamic network of information, people and ideas. TrackVec, at its disposal, has a team of talented and motivated developers who are deft at developing the necessary software for a range of services. Devices powered by TrackVec are preferred for the following services:

Personal Tracking: Track your loved ones over a mobile device with immediate access anywhere

Asset Tracking: Obtain the real-time location information of valuable business assets, both on and off consignments

Workforce Training: Track the real-time location of your on-field workforce, monitor their routes and distribute the workload

Fleet Management: Track vehicles through GPS, monitor the driver performance, fuel consumption and real-time route via a secured interface



Top Clients

Raipur Nagar Nigam,
Chhattisgarh

Mandideep Nagar Palika

Sidhi Nagar Palika

Chhindwara Nagar Palika

Election Commission of
India - Maharashtra

Department of Information
Technology and
Communication, Rajasthan

Bharat Sanchar Nigam
Limited

Chief Electoral Officer,
Madhya Pradesh

Chief Electoral Officer,
Uttar Pradesh

Chief Electoral Officer,
Gujarat

UIDAI HO, New Delhi

Department of Labour,
Jaipur

Mahanagar Telephone
Nigam Limited

Dena Bank, Mumbai

IDBI Bank, Mumbai

1 Sales Channel

- Tie ups or tender based collaboration with State Governments and engagement with Private Companies

2 Offerings

- Government Service
- Software Development
- Banking and Non-Banking Retail Services
- Fleet Management Solution
- Accounting Software

3 Revenue Streams

- Software Development
- Value Added Services
- Data Processing
- Fintech Services



4 Cost Structure

- Direct Operational Cost
- Employee Expenses
- Marketing
- Purchase of Products
- Cloud Charges

5 Customer Segment

- Government
- Private Companies

6 Customer Relationship

- Support Team
- Long Term Contracts
- Online Assistance
- Maintenance services

Established credential
in handling
government projects



Proven track record
and long-term
relationship with
clients



Reach across the
length and breadth of
India



Financial capability to invest
in key personnel and
infrastructure to support fast-
paced growth



Strong management
team with industry-
specific knowledge &
experience



Innovative framework
directly linked to
improving customer
service delivery across
the value chain



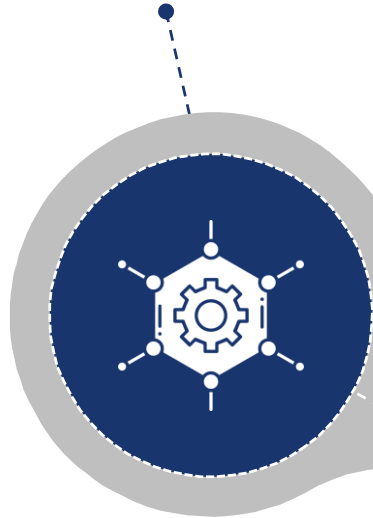
Capabilities in large-
scale process
management services
across verticals



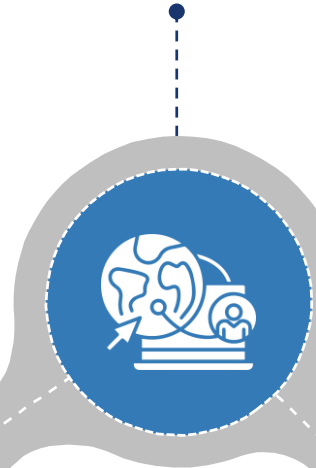
Upholding the best
practices, complying
with ethical norms and
corporate governance
standards



Developing software solutions across India



Focusing on key products and geographical segments is exposed to economic and market conditions



Dedicating efforts for customized software solution and anticipating the future needs of the clients



Popularising e-Governance by increasing people's awareness towards the same



Improving the existing businesses and venturing into newer formats, to deliver agile, flexible and integrated agency models that anticipate the changing needs of our clients



Enhancing stakeholders' value



Profit and Loss - Yearly

Particulars (Rs in Lakhs)	FY17	FY18	FY19	FY20	FY21
Revenue from operations	2,130.04	2,264.06	2,603.20	2,304.82	2,628.21
Other income (net)	69.03	125.73	118.22	172.36	106.80
Total income	2,199.07	2,389.79	2,721.42	2,477.18	2,735.01
Cost of materials consumed and operational cost	981.30	794.94	1,198.41	1,286.06	1,596.90
Purchases of stock-in-trade	26.67	255.18	26.74	15.45	13.02
Changes in inventories of finished goods, stock-in -trade and work-in-progress	-3.25	2.13	-55.85	40.57	-2.60
Employee benefits expense	363.69	491.59	510.29	452.88	392.04
Finance costs	48.56	41.58	32.73	36.72	45.39
Depreciation and amortization expense	137.38	134.11	133.91	161.65	169.84
Other expenses	177.45	262.84	295.69	229.28	168.92
Total expenses	1,731.80	1,982.37	2,141.92	2,222.61	2,383.51
Exceptional items	0.00	0.00	0.00	0.00	0.00
Profit before tax	467.27	407.42	579.50	254.57	351.50
Tax expense:	-	-	-	-	-
Current tax	125.97	100.19	142.26	64.67	101.10
Deferred tax	14.59	4.31	17.42	-54.59	2.65
Total Tax Expenses	140.56	104.50	159.68	10.08	103.75
Profit for the period	326.71	302.92	419.82	244.49	247.75

Balance Sheet (1/2)

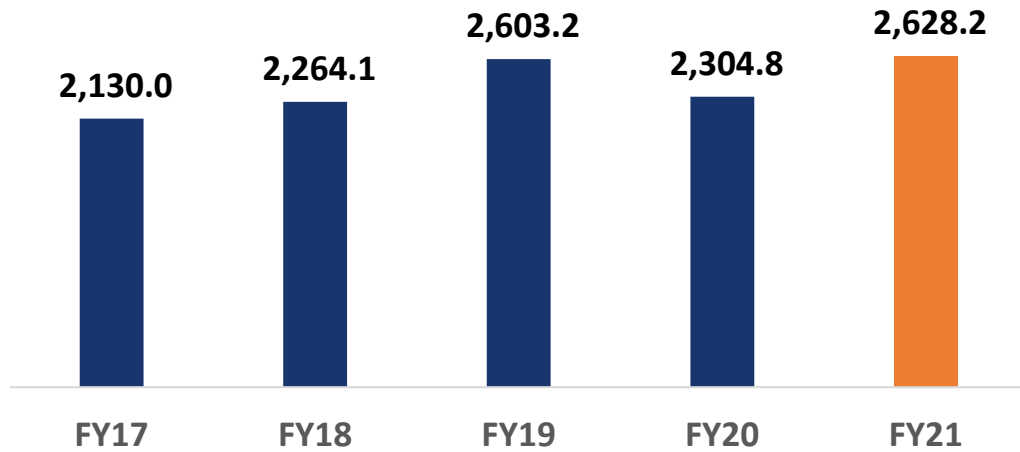
Particulars (Rs in Lakhs)	FY17	FY18	FY19	FY20	FY21
Assets					
<u>Non current assets</u>					
Property, plant & equipment	2,013.88	1,980.88	549.15	315.11	284.04
Capital work-in-progress	-	-	-	-	-
Investment property	370.5	366.69	1,736.72	1,877.83	1,841.24
Other intangible assets	7.89	5.33	4.9	235.52	220.57
Right-of-use assets	-	-	-	46.25	20.51
Intangible assets under development	46.43	143.33	263.13	90.77	134.23
Financial assets	42.18	53.53	15.57	22.51	18.83
Deferred tax assets (net)	-	-	-	2.89	0.24
Income tax assets (net)	-	-	-	67.07	-
Other non-current assets	123.75	63.56	71.42	116.16	46.33
Total non-current assets	2,604.63	2,613.32	2,640.89	2,774.11	2,565.99
<u>Current assets</u>					
Inventories	17.49	13.33	60.78	20.21	22.81
Investment	6.82	-	-	-	-
Trade receivables	280.47	530.89	842.26	630.78	511
Cash and cash equivalents	229.48	183.59	289.93	172.31	211.89
Loans	-	-	3.34	2.37	4.81
Other financial assets	34.75	23.98	59.48	461.5	507.28
Income tax assets (net)	-	72.02	80.62	86.02	112.17
Other current assets	34.46	84.24	79.63	111.94	86.46
Total current assets	603.47	908.05	1416.04	1485.13	1456.42
Total assets	3,208.10	3,521.37	4,056.93	4,259.24	4,022.41

Balance Sheet (2/2)

Particulars (Rs in Lakhs)	FY17	FY18	FY19	FY20	FY21
Equity and liabilities					
Equity					
Equity share capital	1,098.13	1,098.13	1,098.13	1,098.13	1,098.13
Other equity	1,516.98	1,819.58	2,163.70	2,321.95	2,576.14
Total equity	2,615.11	2,917.71	3,261.83	3,420.08	3,674.27
Liabilities					
Non-current liabilities					
Borrowings	333.55	247.86	156.93	106.61	9.55
Lease liabilities	-	-	-	1.04	1.04
Deferred tax liabilities (net)	29.96	34.28	51.7	0	0
Other financial liabilities	-	-	-	-	-
Total non-current liabilities	363.51	282.14	208.63	107.65	10.59
Current liabilities					
Borrowings	31.07	9.27	280.15	297.86	1.81
Trade payables	61.23	144.88	133.41	199.9	66.25
Lease liabilities	-	-	-	26.77	-
Other financial liabilities	134.19	131.2	99.24	163.68	136.14
Other current liabilities	2.99	36.17	73.67	43.3	133.34
Total current liabilities	229.48	321.52	586.47	731.51	337.54
Total liabilities	592.99	603.66	795.1	839.16	348.13
Total Equity and Liabilities	3,208.10	3,521.37	4,056.93	4,259.24	4,022.40

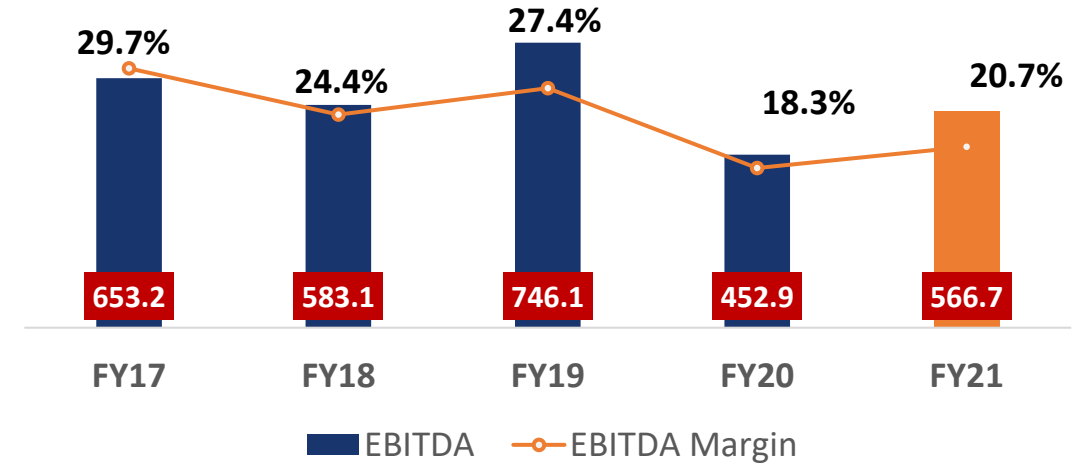
Key Operational Parameters

Revenue from Operations

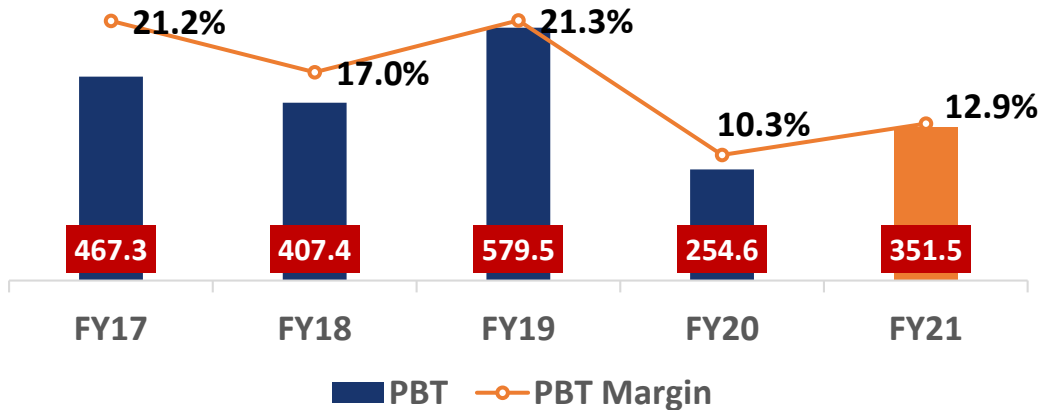


EBITDA and EBITDA Margin %

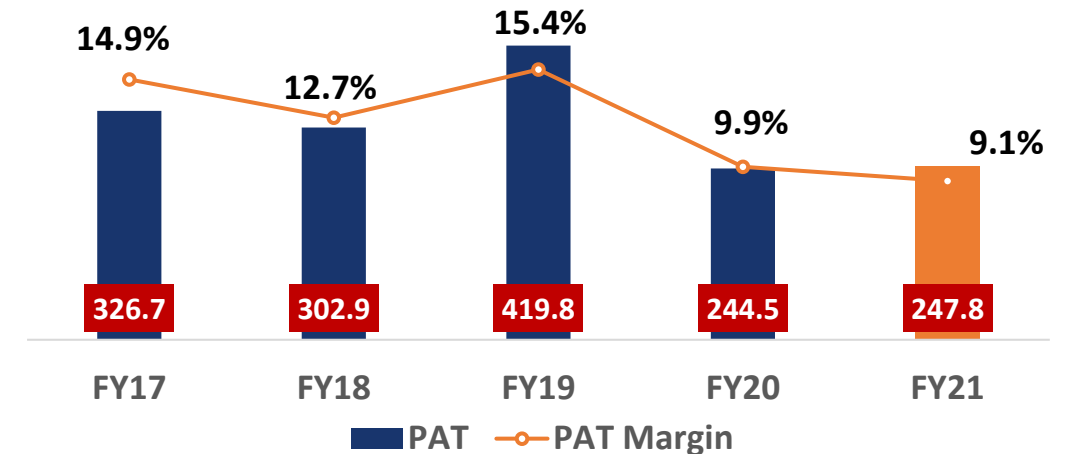
(In ₹ lakhs)



PBT and PBT Margin %



PAT and PAT Margin %

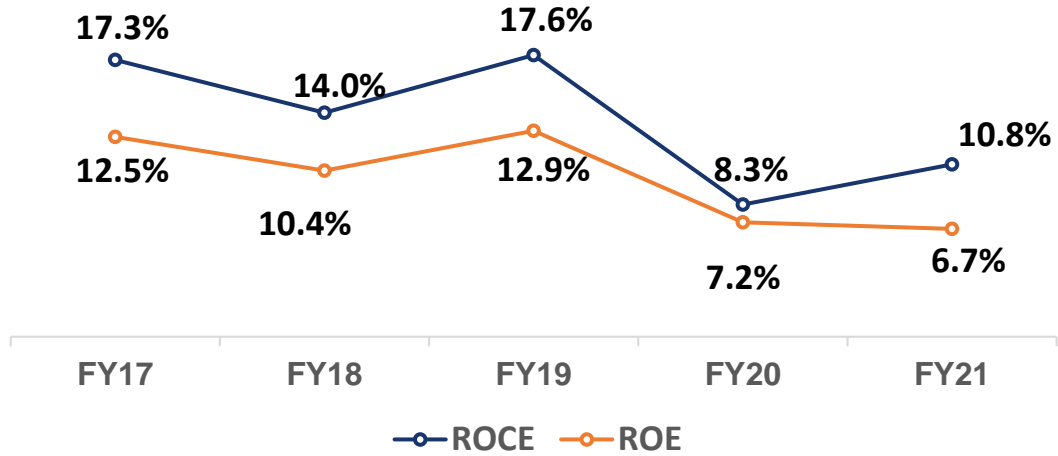


Key Operational Parameters

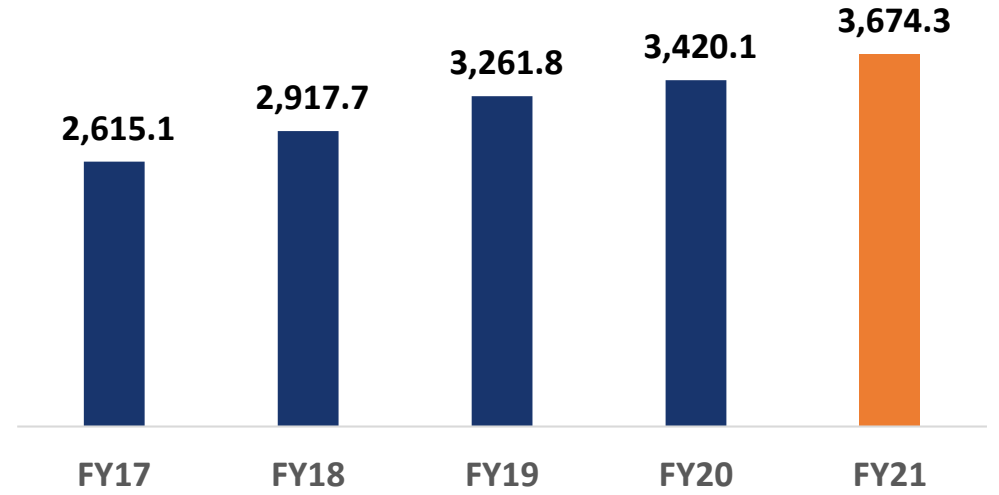


(In ₹ lakhs)

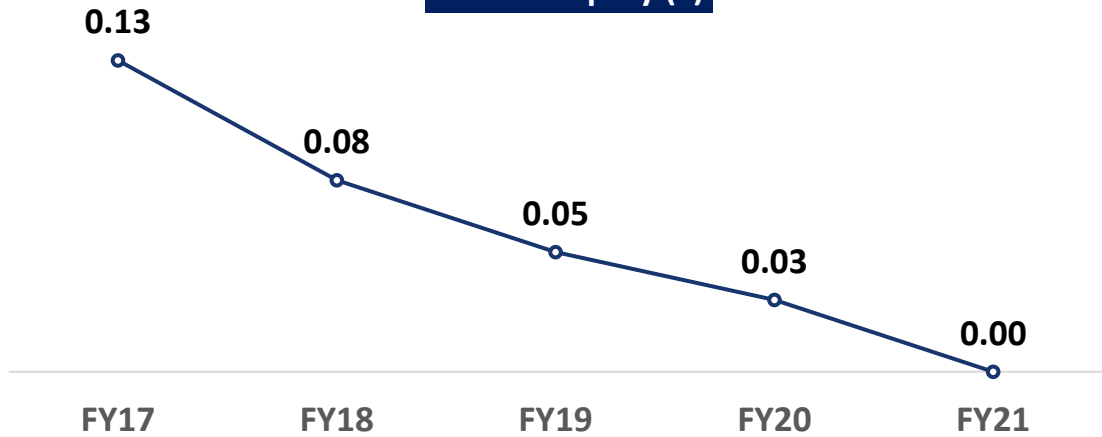
ROCE% and ROE %



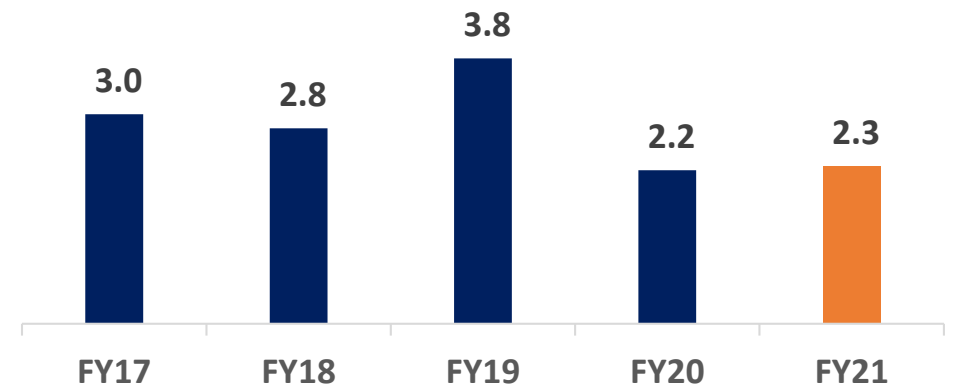
Net worth



Debt to Equity (x)



EPS (In Rs)



(Note: Debt includes long term borrowings)
Investor Presentation



- Atishay Limited has always conducted its CSR activities as a responsible part of a society. We have assisted numerous government-backed and non-government initiatives to spread awareness and cultivate a positive ethos.
- In this regard, we provided financial support to “Gaura Jan Utthan and Kalyan Sanstha”, an old ashram dedicated to support the elderly. We also sponsored the Pharma Leaders Academy in December, as a CSR initiative of India Leadership Conclave 2020.



Shareholder Information

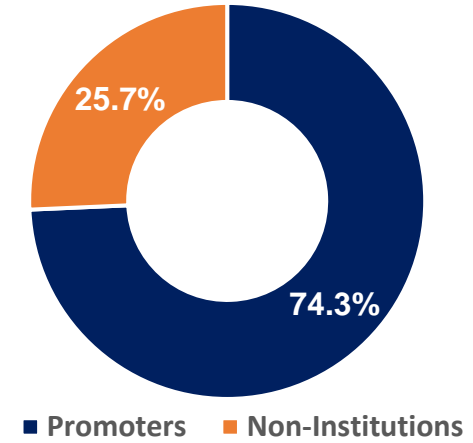


Stock Information (as on 21st June 2021)

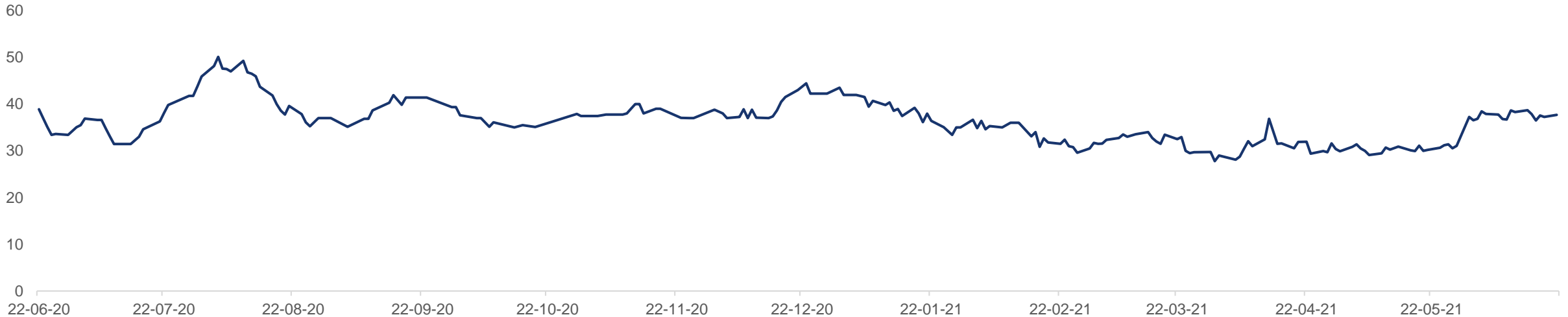
 Market Capitalization (₹)	40.69 Cr
 Shares Outstanding	1.09 Cr
 Free Float	0.28 Cr
 Symbol (BSE)	538713

Shareholding Pattern (%)

(As on 31st March, 2021)



Stock Performance Chart (as on 21st June, 2021)





Thank You

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