



Date: 18/11/2021

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 ended September 30, 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 Unaudited Financial Results for the quarter ended September 30, 2021 on November 12, 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

FORGING TRUST BY  
LEVERAGING TECHNOLOGY




# INVESTOR PRESENTATION

November 2021

**ATISHAY LIMITED**





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**Mr. Akhilesh Jain**

Chairman & Managing Director

- After a dreary 2020 and a drearier first half of 2021, global economy is gradually resuming its pace and restoring its shape after a sudden and unprecedented shock of COVID-19 induced pandemic. Outlook for India's growth rate has been continuously improved majorly on the back of speedy vaccination drives, increased government spending to support the otherwise staggering economy and pent-up demand. Massive governmental investments have a multiplier effect translating into all inclusive growth and may portend the future growth scenario.
- We at Atishay have persevered through the challenges brought on by the pandemic and have stayed the course by delivering a decent performance for H1 FY22. Our revenues were marked at Rs. 458 lakhs and Profit after tax reported at Rs. 23 lakhs.
- In the first half of the year 2021 we saw a gradual pickup in the business which gained momentum mid-July. Our client base retention and increment remained strong across various regions. With economy gaining normalcy, we continue to thrive with our undeterred focus and optimistic approach to the markets where we provide our services. We have bagged the partnership for the technological front with the esteemed RajCOMP Info Services Limited (RISL) for the purpose of doorstep delivery of public (Government) services in Rajasthan.
- We remain committed to the requirements of our clients we serve and we continue to stay updated through project-specific training, up-skilling, soft skilling, mentoring, and coaching and to motivate our workforce to attain its full potential. Our systems are built with proper procedures and business models to provide consistent and high quality services in time.
- On behalf of Atishay, I'd like to express my gratitude to our employees, customers, vendors for their efforts and hard work to contribute to yet another successful year. I would also like to extend my thanks to our management team for their leadership in various aspects of the business operations. And, like always, I truly treasure the trust and support of our investors. Outlook for our Company is very promising as we are accelerating the momentum for growth and we are all set to achieve new heights in the times ahead.





RajCOMP Info Services Ltd.  
(formerly RajCOMP)  
(A Government of Rajasthan Undertaking)

Providing  
Door to Door  
Public Service  
Delivery to  
the Citizens



➤ The e-Mitra platform of Government of Rajasthan renders citizen-centric services in a transparent and cost-effective manner. It provides services to over 450 G2C and B2C services on its portal.

➤ As a preferred technology partner, Atishay will provide IT infrastructure which will be including unification software, engage service representatives (e-Sahayaks), and manage their operations as well as integration of unification software with e-Mitra application.

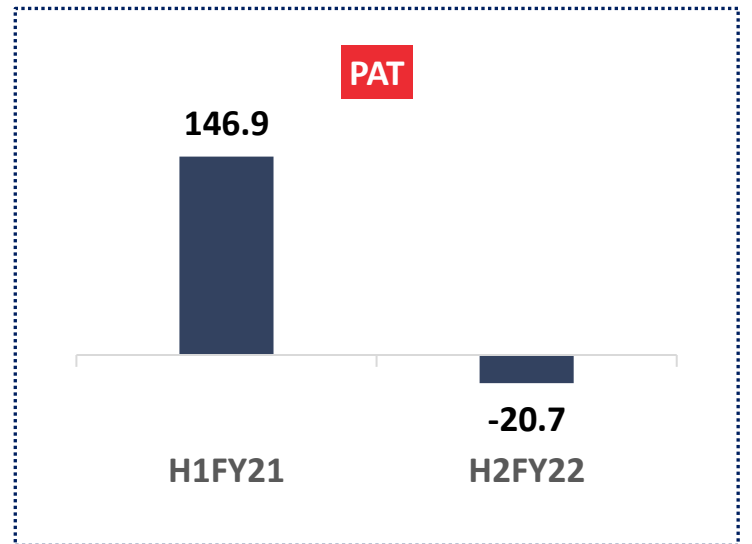
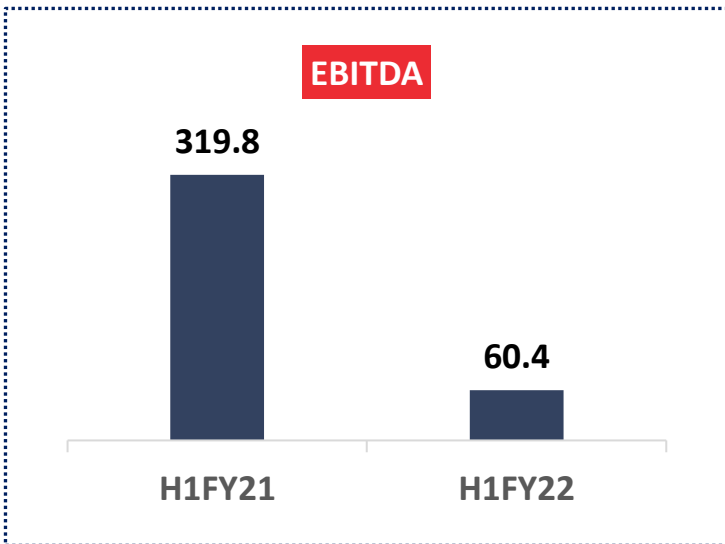
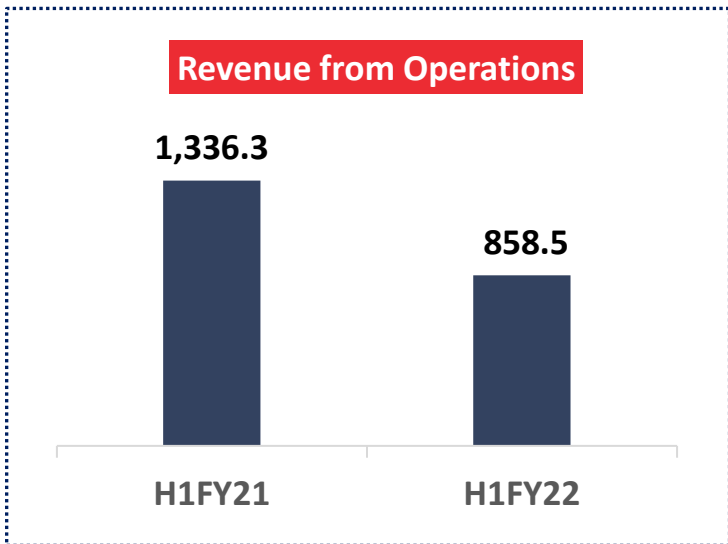
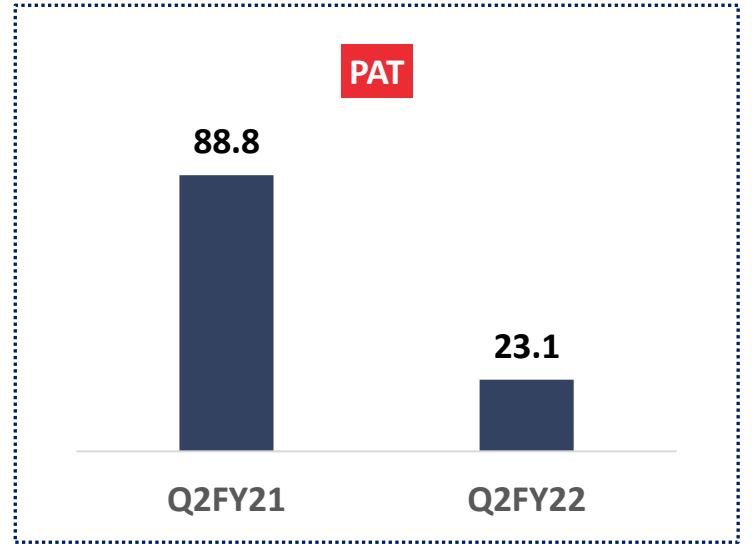
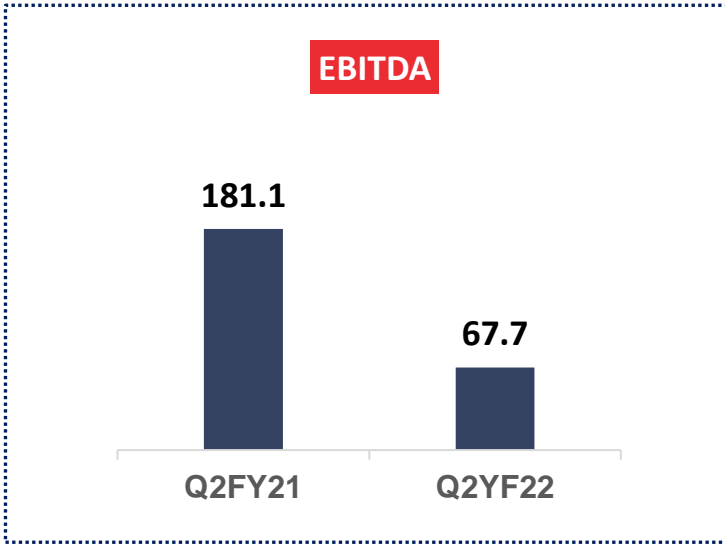
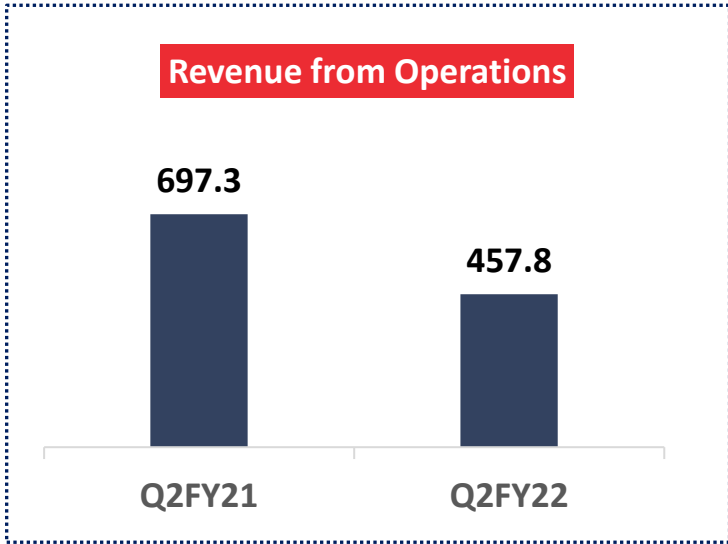
➤ The pilot project is first of its kind in India and presents a unique opportunity to enhance end-to-end customer journey and ensure seamless integration between various government departmental applications.

➤ Citizens will no longer be required to visit various Government offices or courts, they would rather obtain the authorized listed government documents right at their doorstep.

➤ This unique partnership opens door for scope of further such partnerships and will aid in enhancing our brand recognition.

# Results Summary – Q2 & H1 FY22

(In ₹ lakhs)



## Profit and Loss – Q2 & H1FY22

Particulars ( ₹ in Lakhs)	Q2FY22	Q1FY22	Q2FY21	H1FY22	H1FY21
<b>Revenue from Operations</b>	<b>457.83</b>	<b>400.63</b>	<b>697.30</b>	<b>858.46</b>	<b>1,336.26</b>
Other income (net)	37.92	43.25	49.90	81.17	56.64
<b>Total Income</b>	<b>495.75</b>	<b>443.88</b>	<b>747.20</b>	<b>939.63</b>	<b>1,392.90</b>
<b>Expenses</b>					
Cost of materials consumed and operational cost	276.96	287.04	423.92	564.00	828.30
Purchases of stock-in-trade	2.41	29.43	0.40	31.84	3.30
Changes in inventories of finished goods, stock-in -trade and work-in-progress	(1.74)	5.94	1.66	4.20	-0.68
Employee benefits expense	99.18	93.25	93.40	192.43	163.78
Finance costs	8.49	5.04	16.36	13.53	29.88
Depreciation and amortization expense	36.51	36.61	42.28	73.12	82.87
Other expenses	51.26	35.54	46.73	86.80	78.37
<b>Total Expenses</b>	<b>473.07</b>	<b>492.85</b>	<b>624.75</b>	<b>965.92</b>	<b>1,185.82</b>
<b>Profit Before Tax</b>	<b>22.68</b>	<b>(48.97)</b>	<b>122.45</b>	<b>(26.29)</b>	<b>207.08</b>
<b>Tax Expenses</b>					
Current tax	-	-	33.05	-	60.04
Deferred tax	(0.38)	(5.18)	0.56	(5.56)	0.15
<b>Total Tax Expenses</b>	<b>(0.38)</b>	<b>(5.18)</b>	<b>33.61</b>	<b>(5.56)</b>	<b>60.19</b>
<b>Profit for the Period</b>	<b>23.06</b>	<b>(43.79)</b>	<b>88.84</b>	<b>(20.73)</b>	<b>146.89</b>

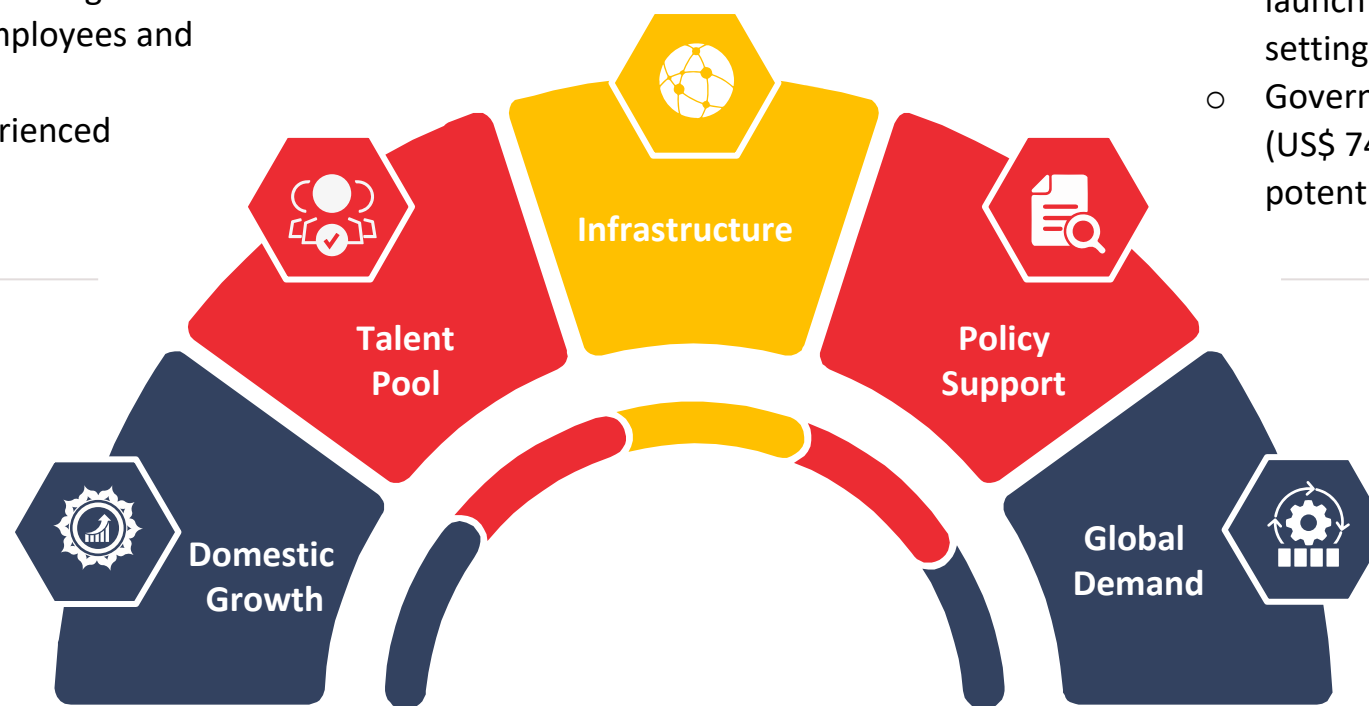
# Growth Drivers – IT Industry

- 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

- 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

- 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 ₹ 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



The government has proposed a ₹ 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 ₹ 6,000 crore to BharatNet

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

**Atishay Limited** is one of the established IT company in 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





**21+**  
Experience  
(in years)



**77**  
Completed works



**13+**  
Geographical  
presence (states)



**10,500+**  
Agents/Outlets



**46 Lakhs**  
Customers



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



**₹ 4,063 Lakhs**  
Market Cap  
(For 11<sup>th</sup> November, 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**

*\* On Long Term Debt Basis*

# 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

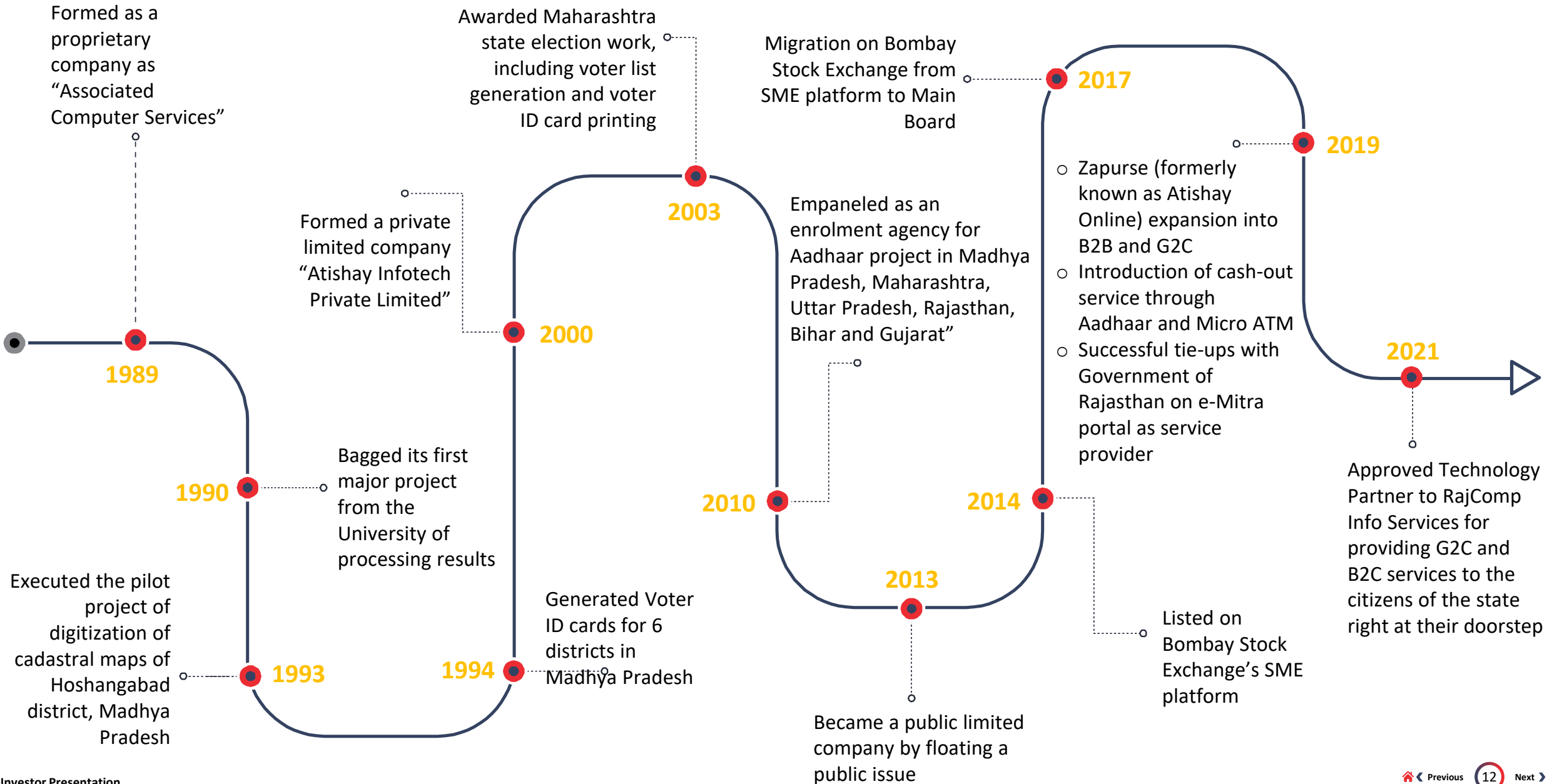


**Ms. Iti Tiwari**  
Company Secretary &  
Compliance Officer

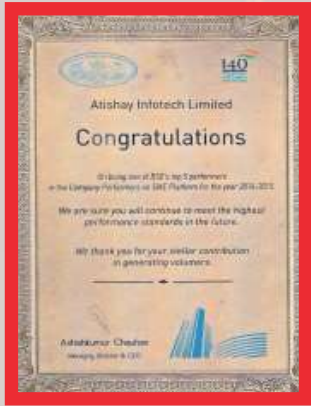


**Mr. Arjun Singh Dangi**  
Chief Financial Officer

# History Timeline







**BEST BUSINESS PRACTICES**

On the occasion of 40<sup>th</sup> National Seminar on "Social Entrepreneurship" 25<sup>th</sup> 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

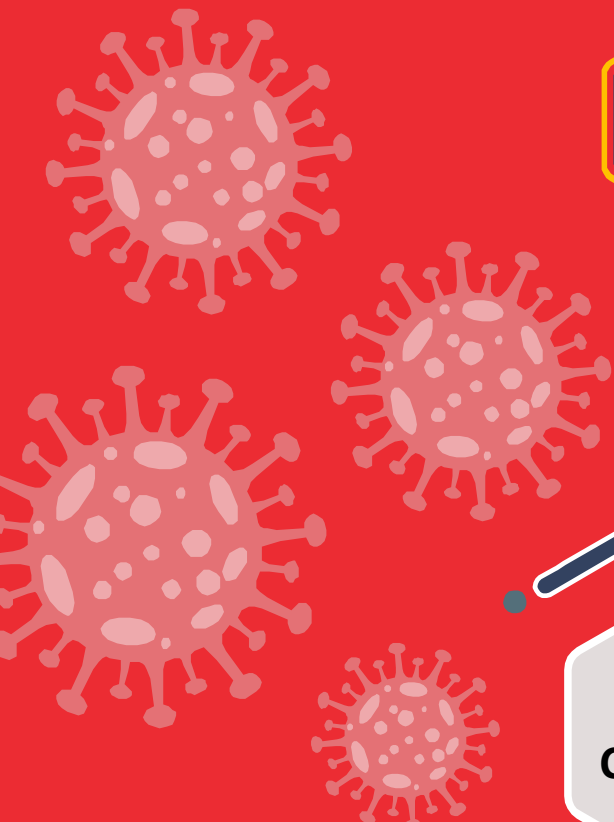
In Annual Roll of Honor as "one of the 20 most promising Tech Solution Providers for Government and Public Sector - 2019"

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"



# COVID as a Blessing in Disguise...



**A GAME CHANGER**



Customer-centric approach



Aggressive marketing strategies



Untethered work efficiency and ethics



Streamlined processes for faster output



Informative backend services



New innovations in software development

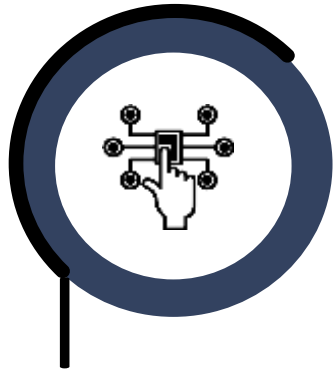
Fortunes are made during times of crisis, lifestyles are changing and so are business operations

# E-Governance Portfolio (Single System Integrator for key Government Projects)



## 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.



States where services are available

**13+**



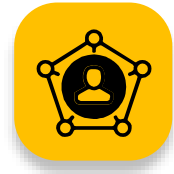
Worth of transactions processed

**2,300 Cr +**



Retail Touch

**15,000+**



Agent Network

**2,000+**

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

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.

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).

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



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



## Sales Channel

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

## Offerings

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

## Revenue Streams

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



## Cost Structure

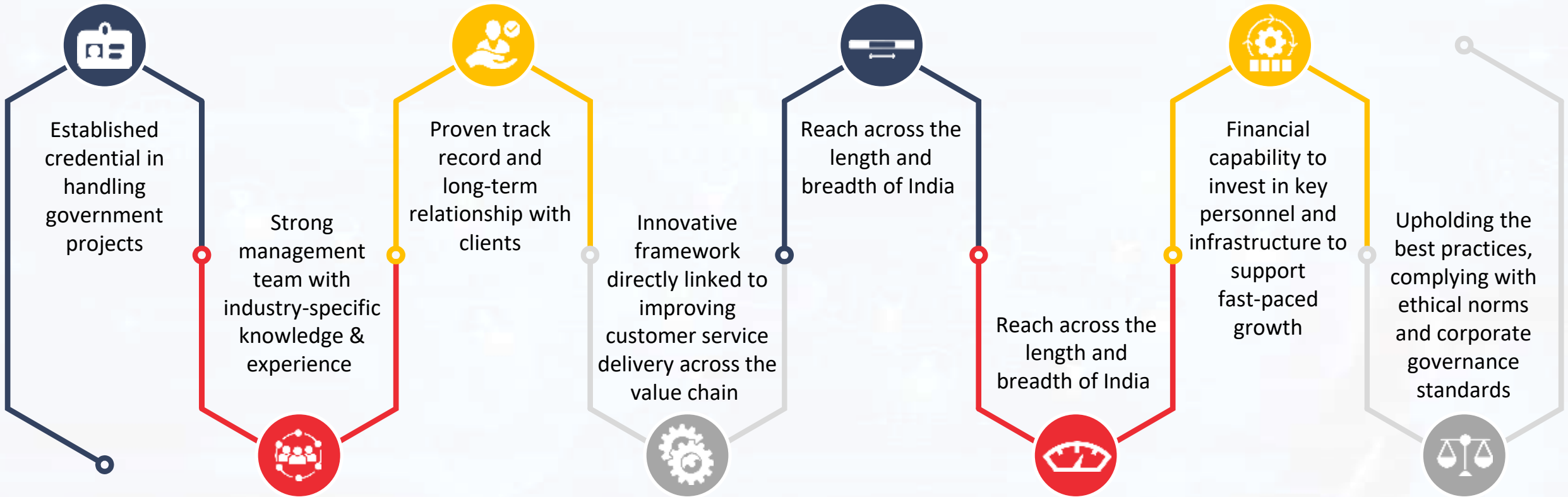
- Direct Operational Cost
- Employee Expenses
- Marketing
- Purchase of Products
- Cloud Charges

## Customer Segment

- Government
- Private Companies

## Customer Relationship

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





# Profit and Loss Yearly

Particulars (₹ in Lakhs)	FY17	FY18	FY19	FY20	FY21
<b>Revenue from Operations</b>	<b>2,130.04</b>	<b>2,264.06</b>	<b>2,603.20</b>	<b>2,304.82</b>	<b>2,628.21</b>
Other income (net)	69.03	125.73	118.22	172.36	106.80
<b>Total Income</b>	<b>2,199.07</b>	<b>2,389.79</b>	<b>2,721.42</b>	<b>2,477.18</b>	<b>2,735.01</b>
<b>Expenses</b>					
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
<b>Total Expenses</b>	<b>1,731.80</b>	<b>1,982.37</b>	<b>2,141.92</b>	<b>2,222.61</b>	<b>2,383.51</b>
<b>Profit before Tax</b>	<b>467.27</b>	<b>407.42</b>	<b>579.50</b>	<b>254.57</b>	<b>351.50</b>
<b>Tax Expenses</b>					
Current tax	125.97	100.19	142.26	64.67	101.10
Deferred tax	14.59	4.31	17.42	-54.59	2.65
<b>Total Tax Expenses</b>	<b>140.56</b>	<b>104.50</b>	<b>159.68</b>	<b>10.08</b>	<b>103.75</b>
<b>Profit for the Period</b>	<b>326.71</b>	<b>302.92</b>	<b>419.82</b>	<b>244.49</b>	<b>247.75</b>

# Balance Sheet (1/2)

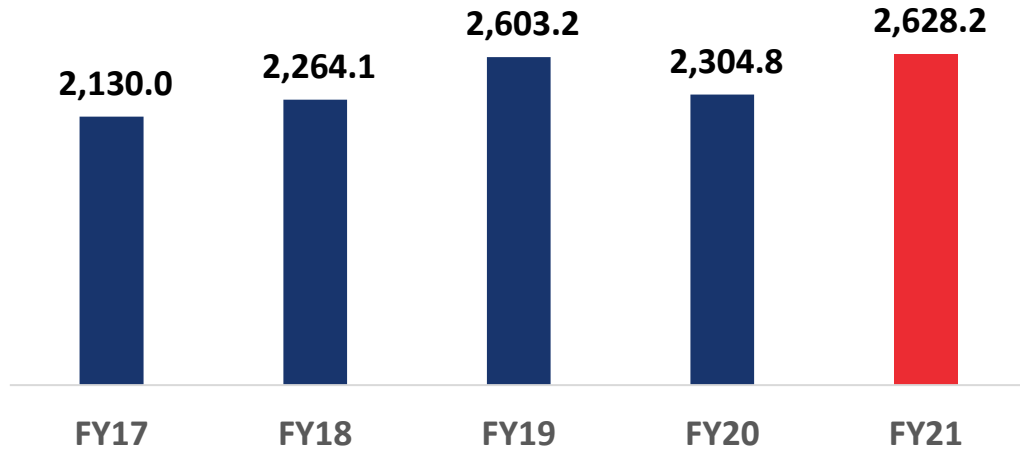
Particulars (₹ in Lakhs)	FY17	FY18	FY19	FY20	FY21
Assets					
<b><u>Non current assets</u></b>					
Property, plant & equipment	2,013.88	1,980.88	549.15	315.11	284.04
Investment property	370.5	366.69	1,736.72	1,877.83	1,841.24
Other intangible assets	7.89	5.33	4.9	235.52	220.57
Right-of-use assets	-	-	-	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
<b>Total non-current assets</b>	<b>2,604.63</b>	<b>2,613.32</b>	<b>2,640.89</b>	<b>2,774.11</b>	<b>2,565.99</b>
<b><u>Current assets</u></b>					
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
<b>Total current assets</b>	<b>603.47</b>	<b>908.05</b>	<b>1416.04</b>	<b>1485.13</b>	<b>1456.42</b>
<b>Total assets</b>	<b>3,208.10</b>	<b>3,521.37</b>	<b>4,056.93</b>	<b>4,259.24</b>	<b>4,022.41</b>

## Balance Sheet (2/2)

Particulars (₹ in Lakhs)	FY17	FY18	FY19	FY20	FY21
<b>Equity and liabilities</b>					
<b>Equity</b>					
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
<b>Total equity</b>	<b>2,615.11</b>	<b>2,917.71</b>	<b>3,261.83</b>	<b>3,420.08</b>	<b>3,674.27</b>
<b>Liabilities</b>					
<b>Non-current liabilities</b>					
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
<b>Total non-current liabilities</b>	<b>363.51</b>	<b>282.14</b>	<b>208.63</b>	<b>107.65</b>	<b>10.59</b>
<b>Current liabilities</b>					
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
<b>Total current liabilities</b>	<b>229.48</b>	<b>321.52</b>	<b>586.47</b>	<b>731.51</b>	<b>337.54</b>
<b>Total liabilities</b>	<b>592.99</b>	<b>603.66</b>	<b>795.1</b>	<b>839.16</b>	<b>348.13</b>
<b>Total Equity and Liabilities</b>	<b>3,208.10</b>	<b>3,521.37</b>	<b>4,056.93</b>	<b>4,259.24</b>	<b>4,022.40</b>

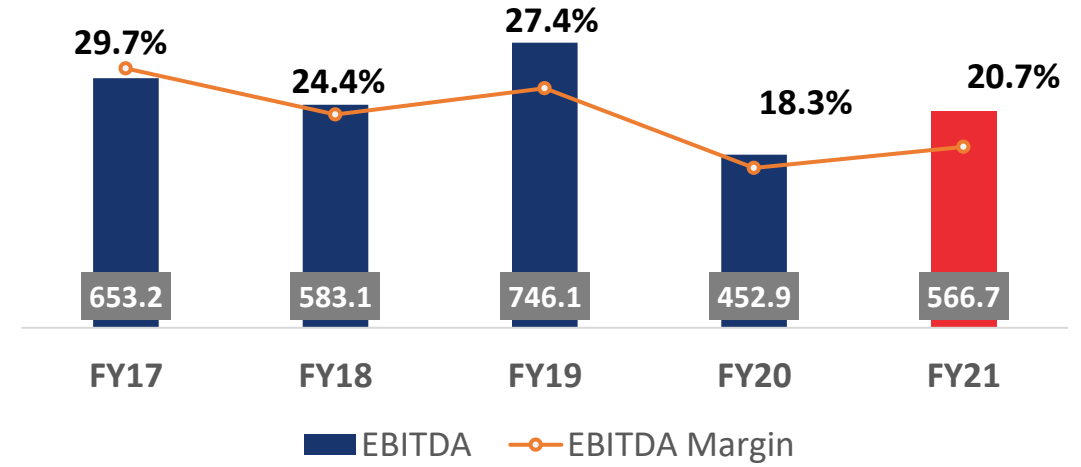


## Revenue from Operations

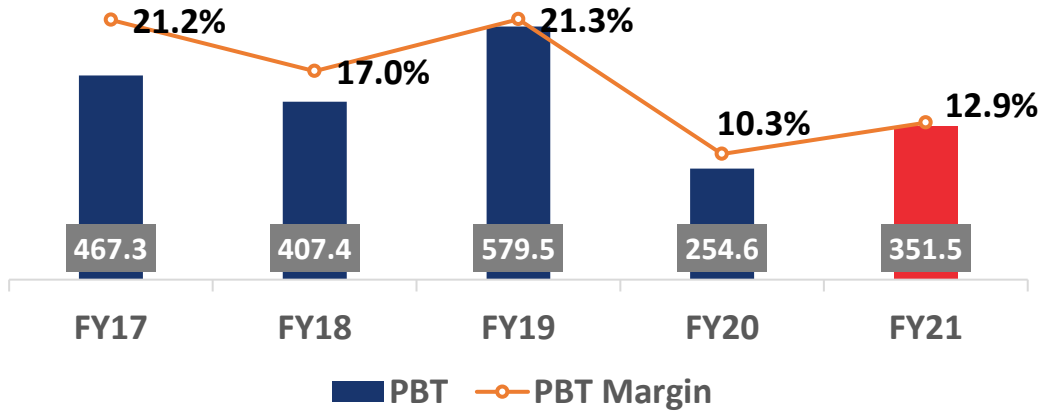


## EBITDA and EBITDA Margin %

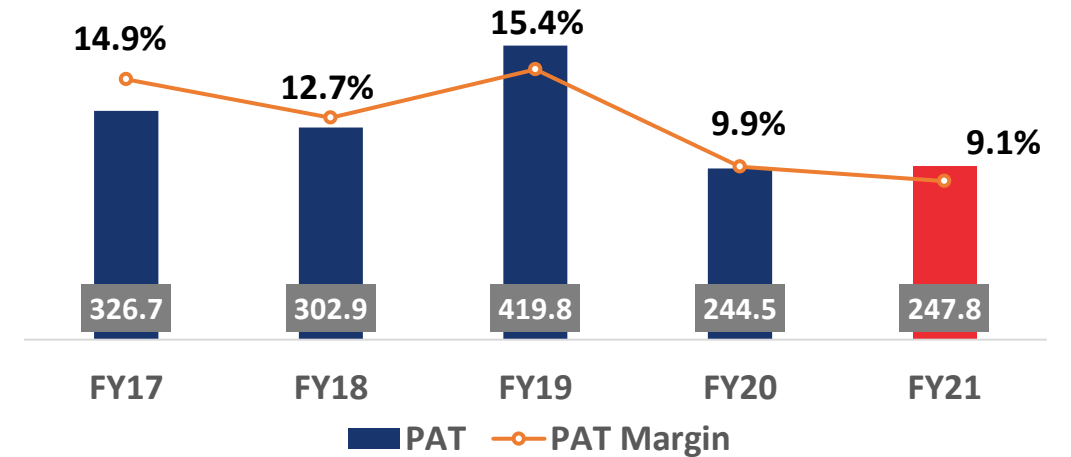
(In ₹ lakhs)



## PBT and PBT Margin %

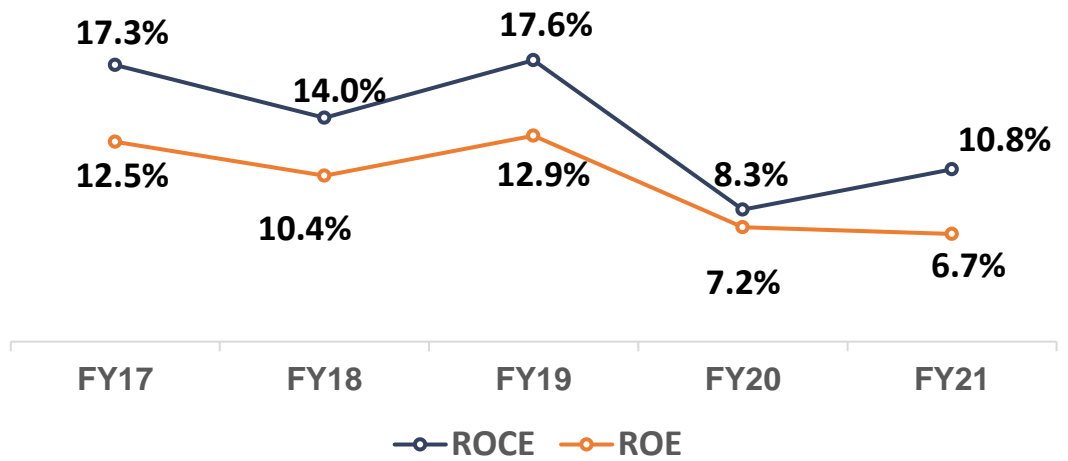


## PAT and PAT Margin %

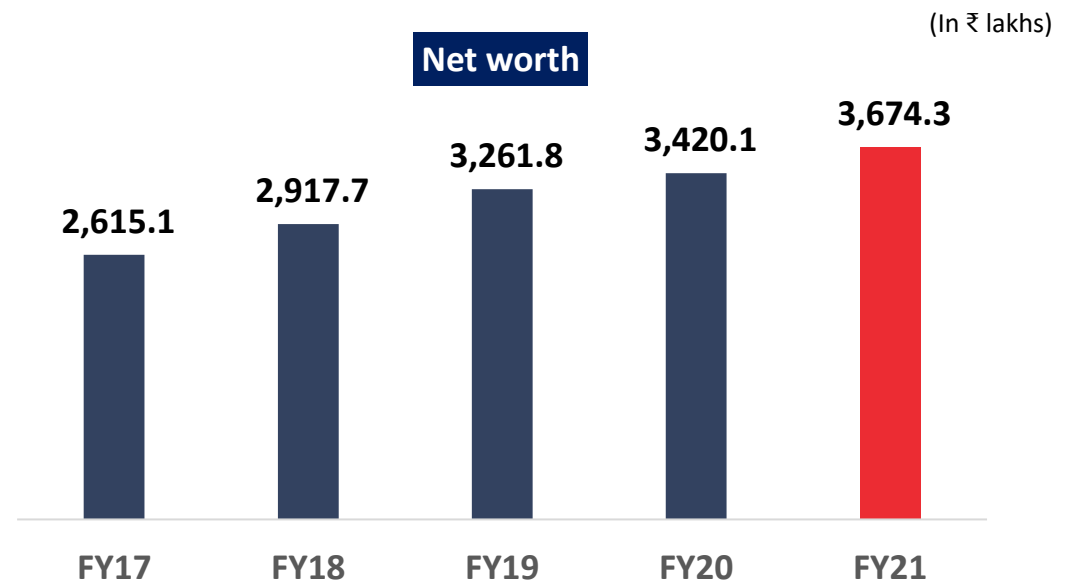


# Key Operational Parameters

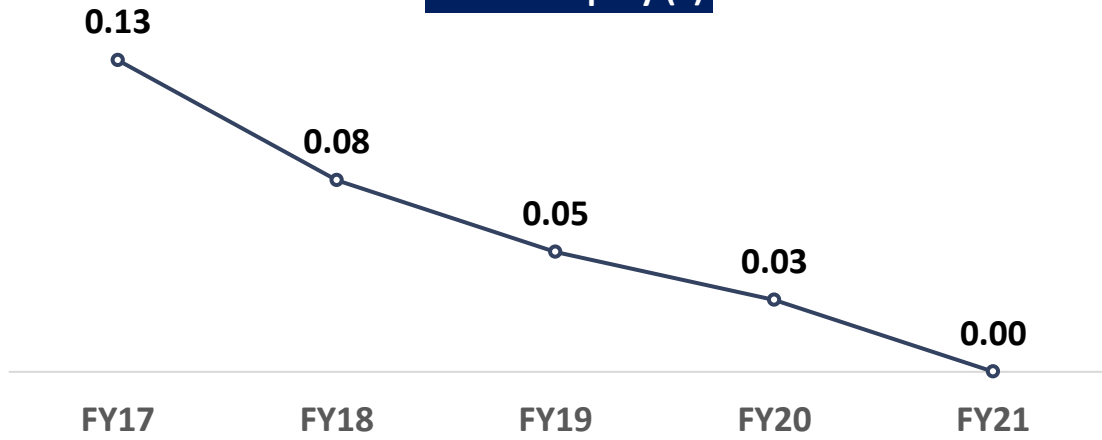
**ROCE% and ROE %**



**Net worth**

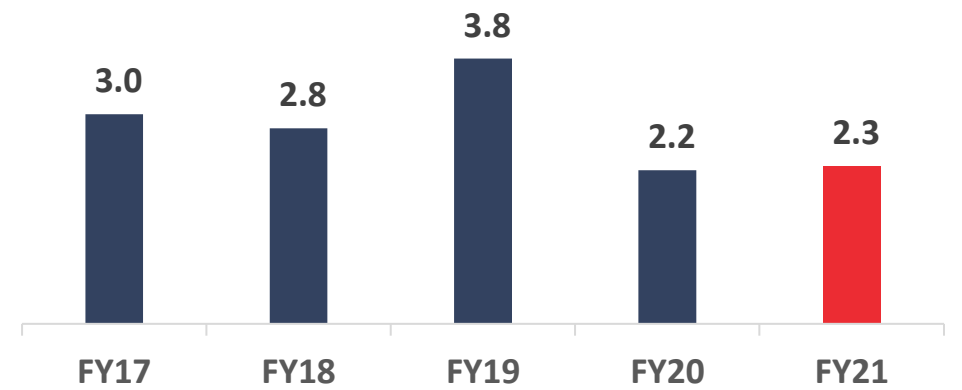


**Debt to Equity (x)**



(Note: Debt includes long term borrowings)

**EPS (In Rs)**

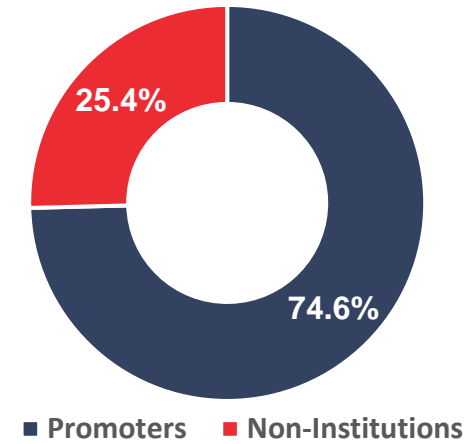


## Stock Information (as on 11<sup>th</sup> November, 2021)

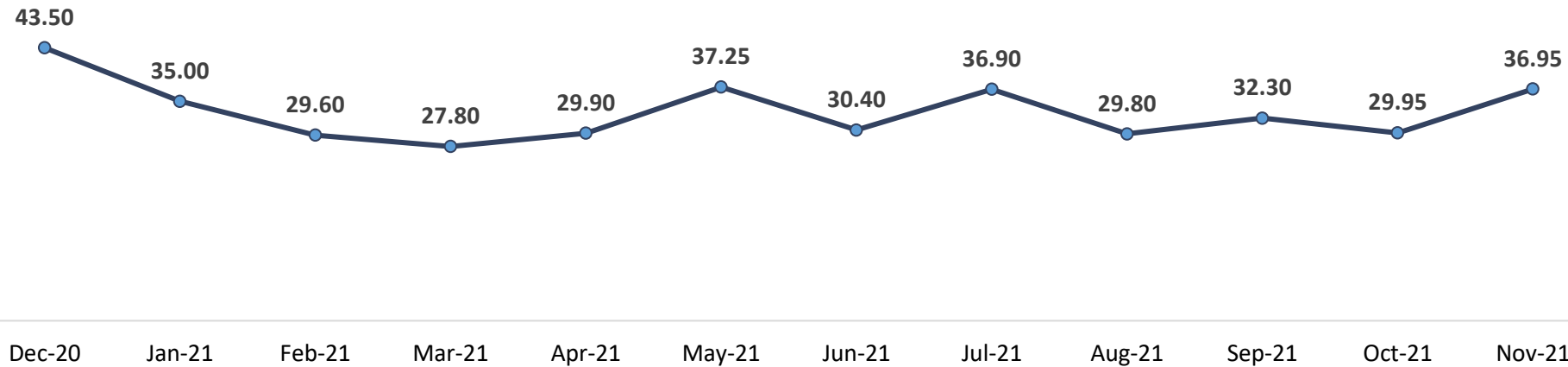
	Market Capitalization (₹)	<b>40.63 Cr</b>
	Shares Outstanding	<b>1.09 Cr</b>
	Average Volume Last 2 months	<b>12,928</b>
	Symbol (BSE)	<b>538713</b>

## Shareholding Pattern (%)

(As on 30<sup>th</sup> September, 2021)



## Stock Performance Chart (as on 11<sup>th</sup> November, 2021)





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# Thank You

