



Date: 07/02/2022

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 December 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, the Company has announced its Unaudited Financial Results for the quarter and nine months ended December 31, 2021 on February 5, 2022. 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

February 2022

ATISHAY LIMITED





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- *The Indian economy is exhibiting signals of revitalization since the peak of the new COVID variant, Omicron wave on the back of targeted fiscal relief, strong push for capital expenditure, RBI's monetary policy measures, and a rapid vaccination drive*
- *It was indeed a successful quarter at Atishay. A sequential increase of 7% in revenues was recorded by your company. EBITDA margins were healthy during the quarter on the back of stringent cost-effective measures. During the quarter our profit after tax stood at Rs. 28 lakhs. This quarter marked the official launch of eMitra @Home services which was inaugurated by Honourable Chief Minister of Rajasthan Mr. Ashok Gehlot. The response has been overwhelming so far and currently caters to 48 services*
- *With our continued focus on operational efficiency and financial discipline, we are confident that we can continue to deliver sustainable business growth, and we will continue to strengthen all aspects of the business to maximize shareholder value*
- *My sincerest gratitude to Atishay's employees, customers, and vendors for their efforts and hard work. As always, I am grateful for the trust and support our investors have given us. Our Company has a very positive outlook for the future, as we are accelerating the pace for growth and we are hoping to achieve new heights in the near future*



Mr. Akhilesh Jain

Chairman & Managing Director



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.

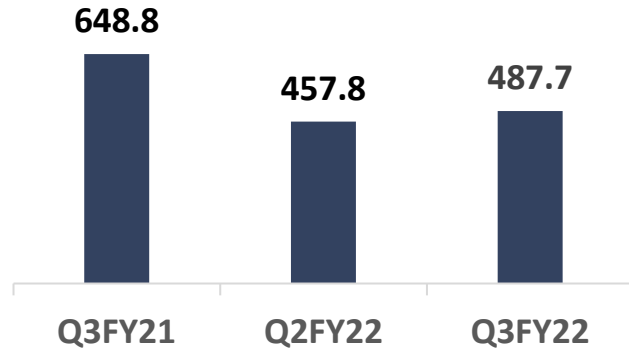


“This project is exclusive to Atishay Limited and we hold the monopoly in providing door-step delivery of these Government Services”

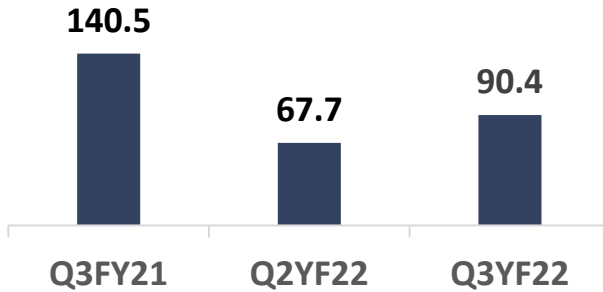
- *eMitra@Home is the new-age user-friendly online service provider for the Government services*
- *The eMitra@Home project is expected to bring tremendous relief to the citizens of Rajasthan and could become a role model for similar projects in the rest of the country*
- *At the time of launch, **5** services were rolled out initially, which in the month of January scaled up to **48** services. The platform offers a total of 450+ G2C and B2C services*

(In ₹ lakhs)

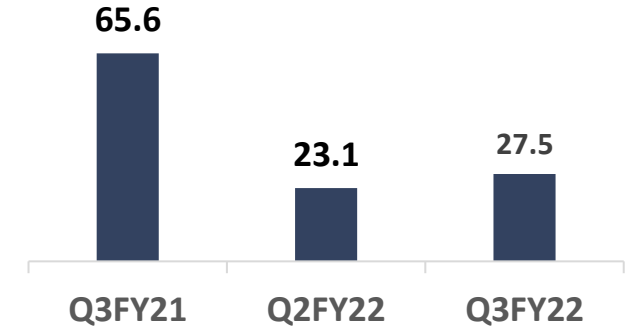
Revenue from Operations



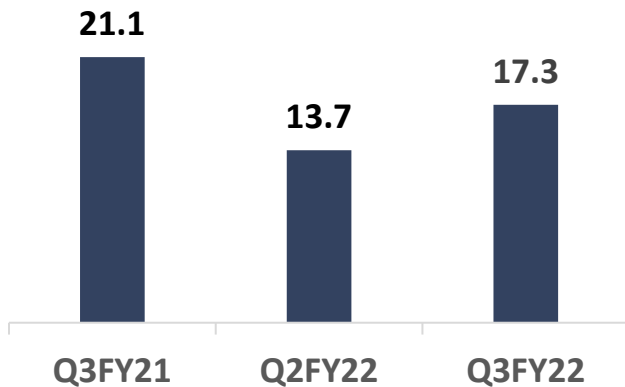
EBITDA



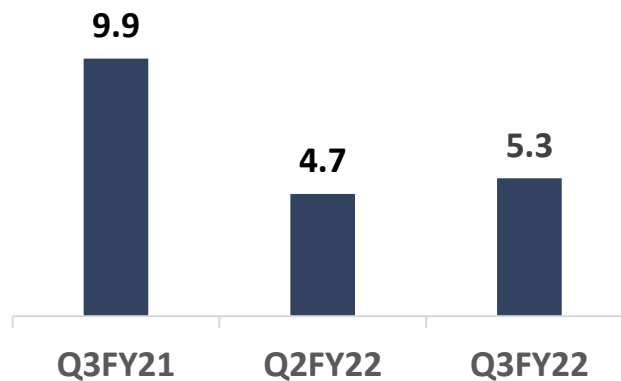
PAT



EBITDA Margin %



PAT Margin %



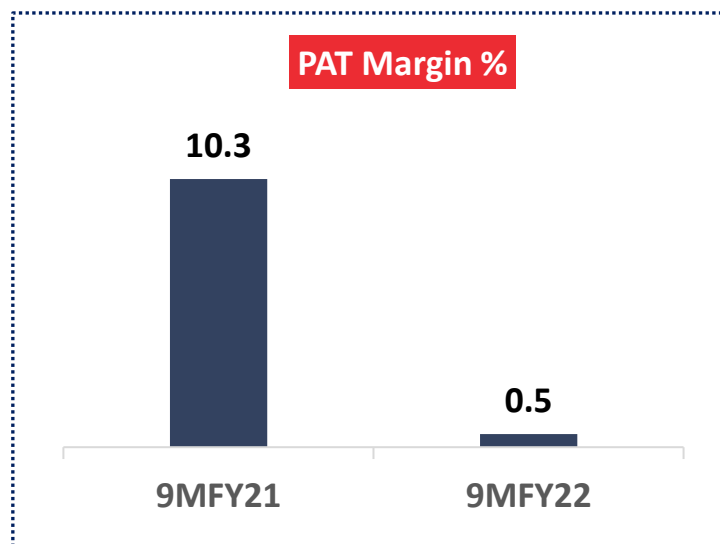
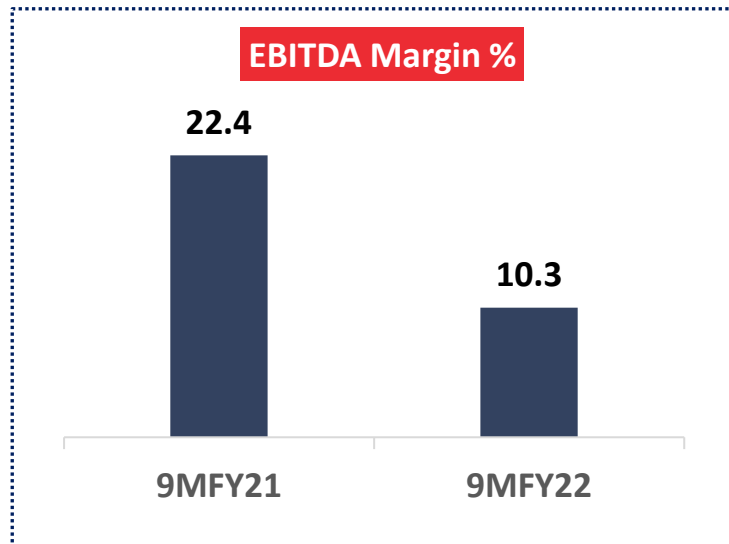
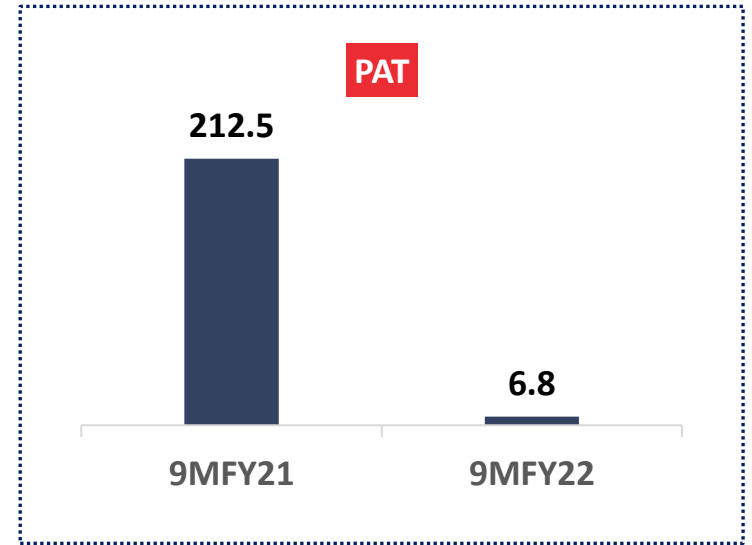
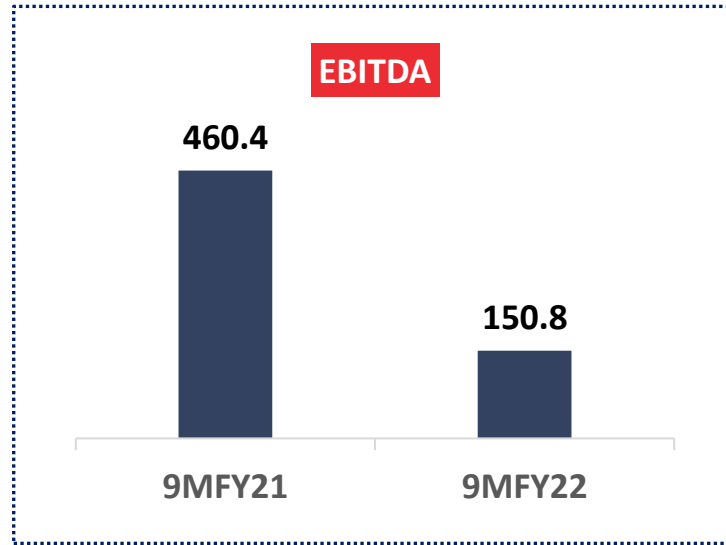
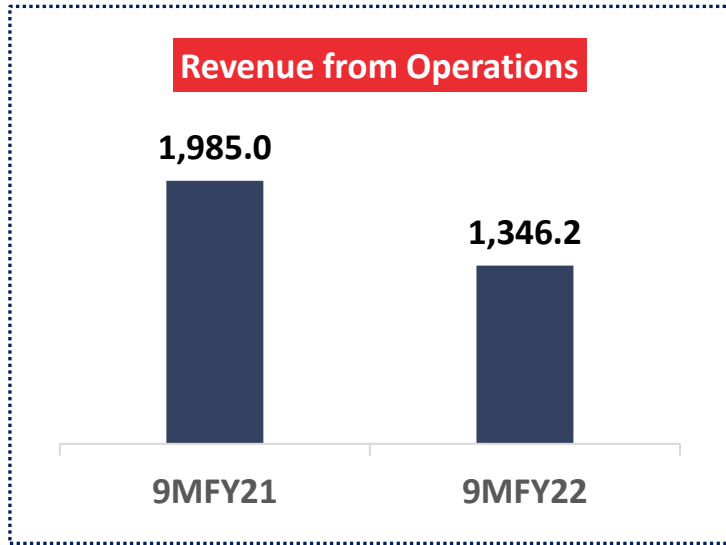
Revenues increased by 7% sequentially largely driven by a strong demand from the eMitra @ home services platform

EBITDA margins for the quarter increased by 360 bps to 17.3 % due strategic cost effective measures

EBITDA & PAT margins are calculated on the basis total income figures

Results Summary for 9M FY22

(In ₹ lakhs)



EBITDA & PAT margins are calculated on the basis of total income figures

Profit and Loss – Q3 & 9MFY22

Particulars (₹ in Lakhs)	Q3FY22	Q2FY22	Q3FY21	9MFY22	9MFY21
Revenue from Operations	487.72	457.83	648.75	1,346.18	1,985.01
Other income (net)	34.1	37.92	16.49	115.27	73.13
Total Income	521.82	495.75	665.24	1,461.45	2,058.14
Expenses					
Cost of materials consumed and operational cost	275.41	276.96	348.28	839.41	1,176.58
Purchases of stock-in-trade	56.07	2.41	6.02	87.91	9.32
Changes in inventories of finished goods, stock-in -trade and work-in-progress	(53.24)	(1.74)	(3.02)	(49.04)	(3.7)
Employee benefits expense	97.59	99.18	120.96	290.02	284.74
Finance costs	9.38	8.49	8.74	22.91	38.62
Depreciation and amortization expense	36.75	36.51	42.73	109.87	125.60
Other expenses	55.57	51.26	52.47	142.37	130.84
Total Expenses	477.53	473.07	576.18	1,443.45	1,762.00
Profit Before Tax	44.29	22.68	89.06	18.00	296.14
Tax Expenses					
Current tax	9.22	-	20.95	9.22	80.99
Deferred tax	7.55	(0.38)	2.5	1.99	2.65
Total Tax Expenses	16.77	(0.38)	23.45	11.21	83.64
Profit for the Period	27.52	23.06	65.61	6.79	212.5

Budget 2022 – Driving towards Growth

The government will allocate 5 % of the annual collections under the universal service obligations fund to enable broadband and mobile services in the rural and remote areas of the country

This would further promote research & development and commercialization of technology and solutions

Vision is to forsee that all villages and their residents should have the same access to e-services, communication facilities, and digital resources as urban areas and their residents

Digital

- Digital Ecosystem for Skilling and Livelihood (DESH – Stack e – portal) to be launched to promote online training
- Scheduled Commercial Banks to set up 75 Digital Banking units in 75 districts for Digital Payments
- A budget with investment-led growth and push on capital expenditure to fuel economic revival, digitization and employment generation
- With the increased focus on ‘Skilling and providing employment in India’ in this budget, we are confident that local manufacturing will be encouraged and will further bolster the Indian smartphone market, as well as IT services and IT infrastructure markets
- We also believe the focus on 5G technology will help in higher peak data speeds, more reliability, increased network capacity and a more uniform user experience

- **The advance estimates of GDP growth released by the Central Statistics Office (CSO) in January 2022 peg real GDP to grow at 9.2% for FY22 vs contraction of 7.3% in FY21**
- **This implies that the overall economic activity has recovered pas the pre-pandemic levels**
- **Nominal GDP growth for FY23 is estimated at 11% in the Union Budget**

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***



₹ 4,711 Lakhs
Market Cap
(For 04th February, 2022)



₹ 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

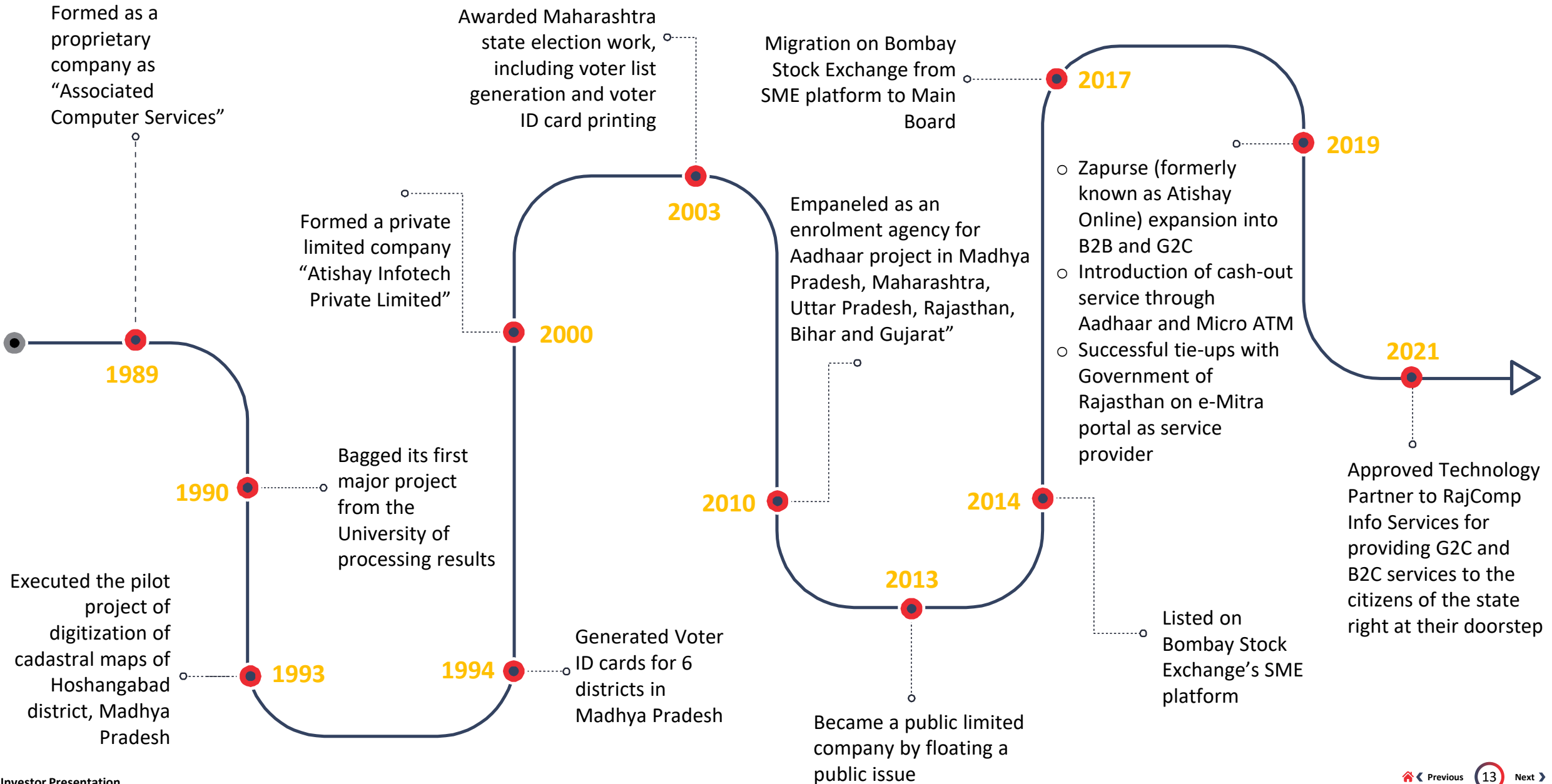


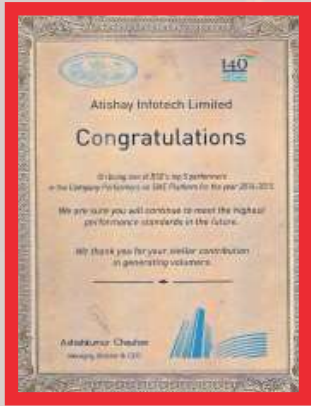
Mr. Arjun Singh Dangi
Chief Financial Officer



Mr. Kumud Kumar Karn
Vice President - Admin

History Timeline





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

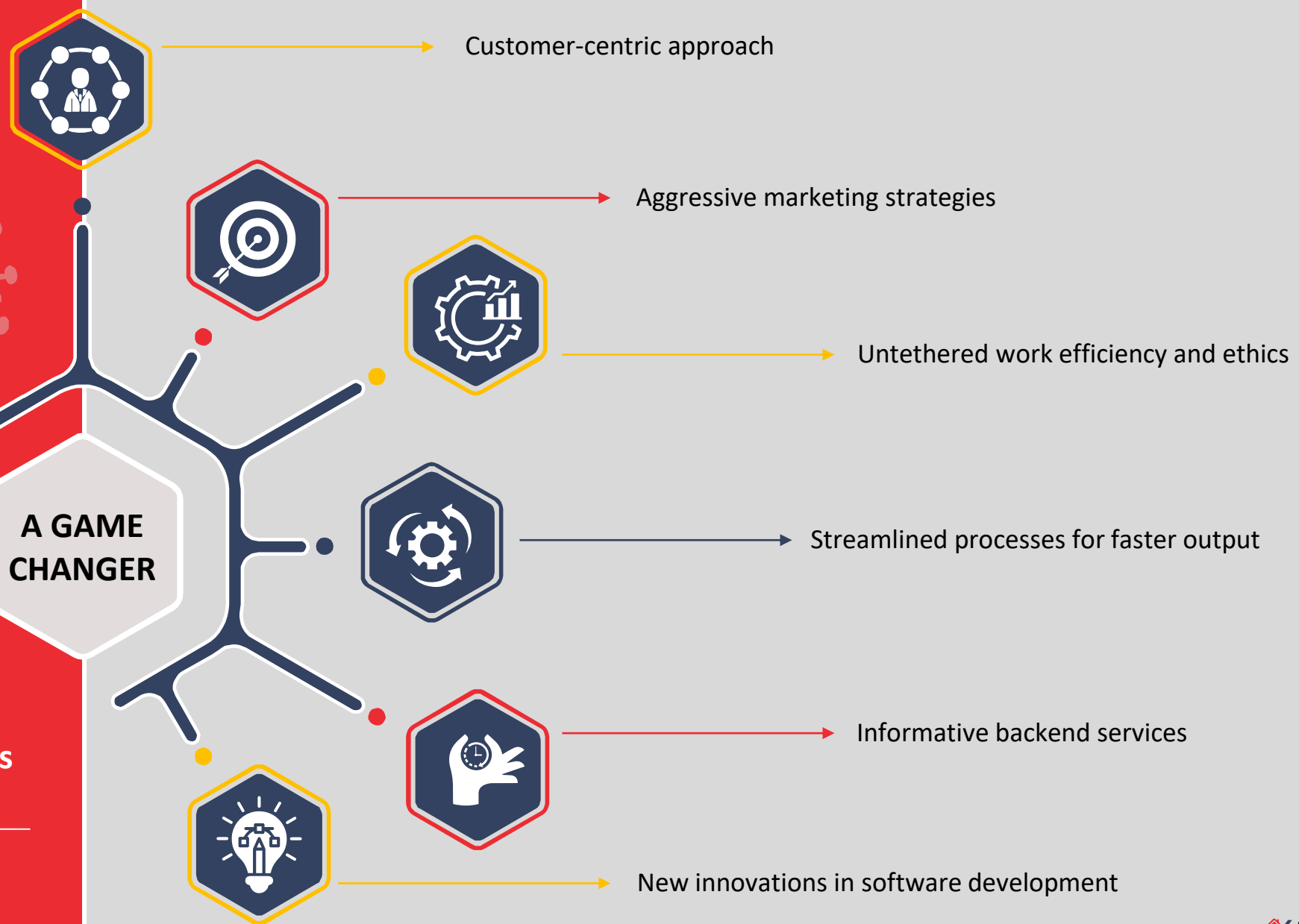
"Small Enterprises of the Year - Services" by SIDBI – ET INDIA MSE AWARDS 2018

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 confrence award dubai

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

COVID as a Blessing in Disguise...



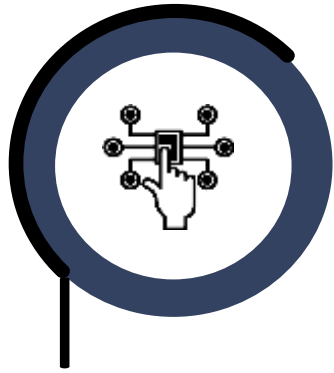
Fortunes are made during times of crisis, lifestyles are changing and so are business operations

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

2,500 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

Business Model

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

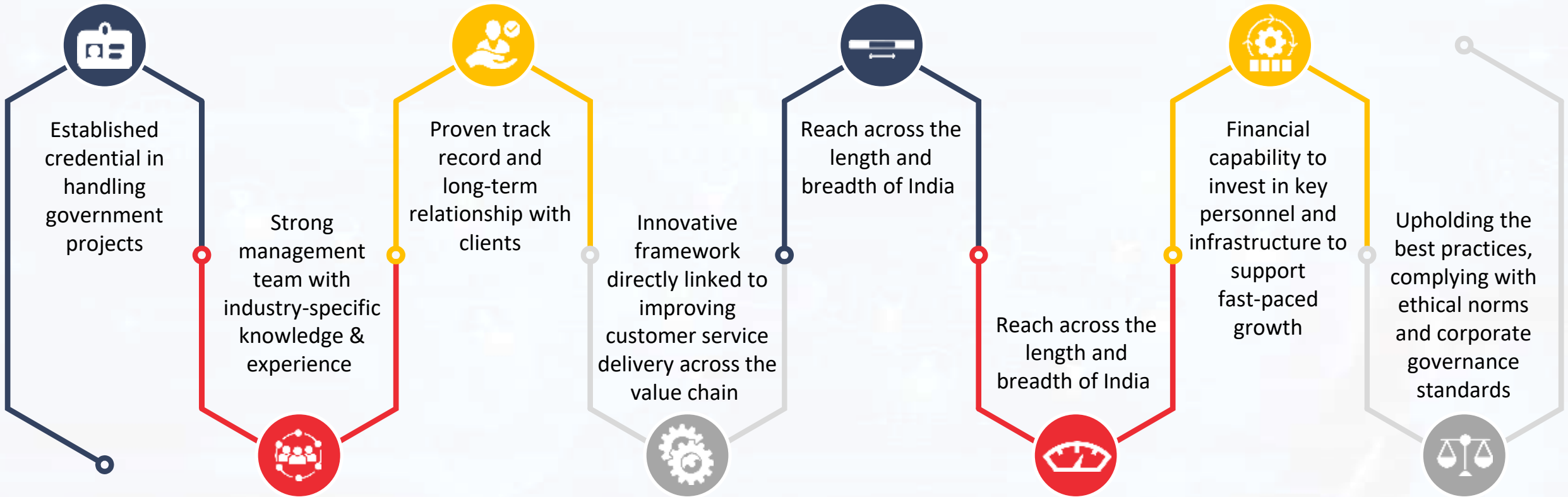
- Direct Operational Cost
- Employee Expenses
- Marketing
- Purchase of Products
- Cloud Charges

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
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
Expenses					
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
Profit before Tax	467.27	407.42	579.50	254.57	351.50
Tax Expenses					
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

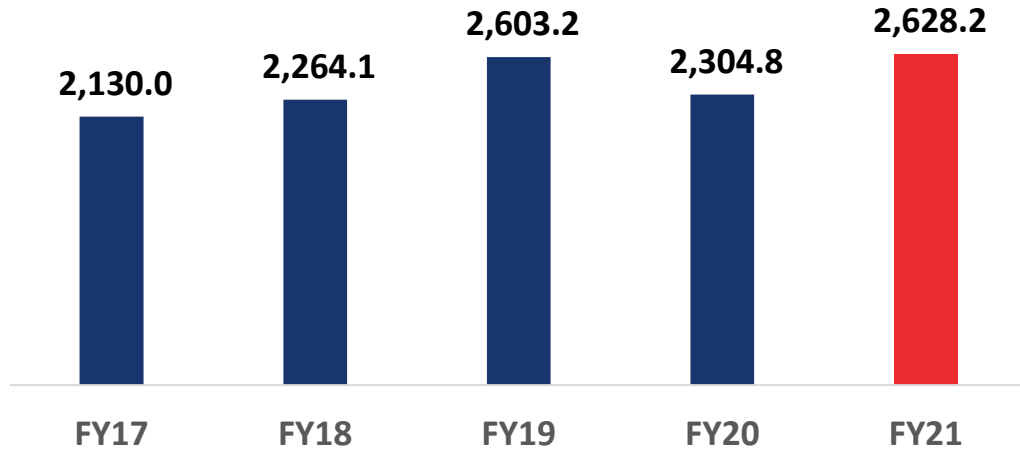
Balance Sheet (1/2)

Particulars (₹ in Lakhs)	FY17	FY18	FY19	FY20	FY21
Assets					
Non current assets					
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
Total non-current assets	2,604.63	2,613.32	2,640.89	2,774.11	2,565.99
Current assets					
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)

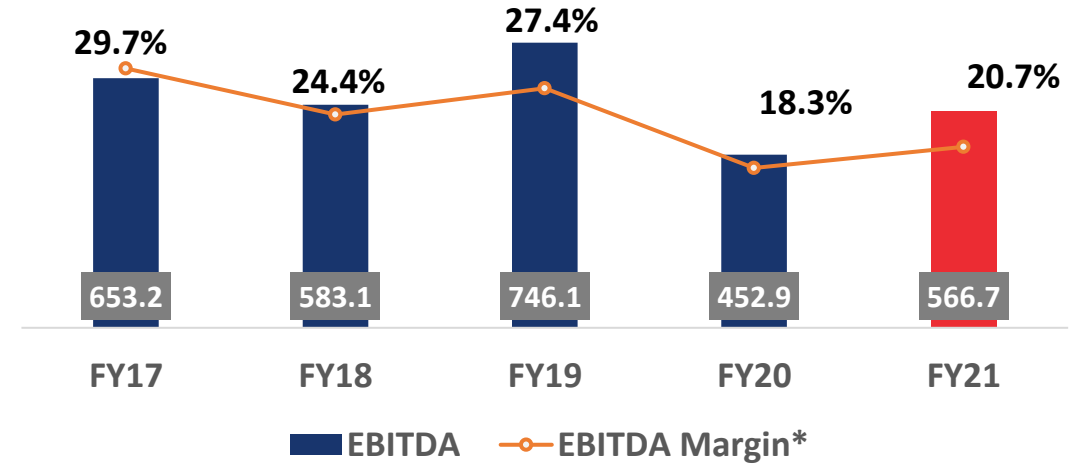
Particulars (₹ in Lakhs)	FY17	FY18	FY19	FY20	FY21
Equity and liabilities					
Equity					
Equity share capital	1,098.13	1,098.13	1,098.13	1,098.13	1,098.13
Other equity	1,516.98	1,819.58	2,163.70	2,321.95	2,576.14
Total equity	2,615.11	2,917.71	3,261.83	3,420.08	3,674.27
Liabilities					
Non-current 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
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

Revenue from Operations

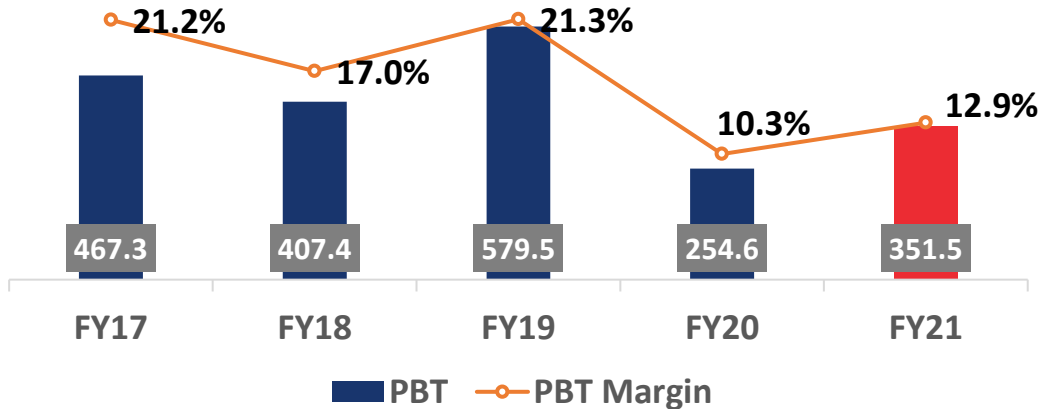


EBITDA and EBITDA Margin %

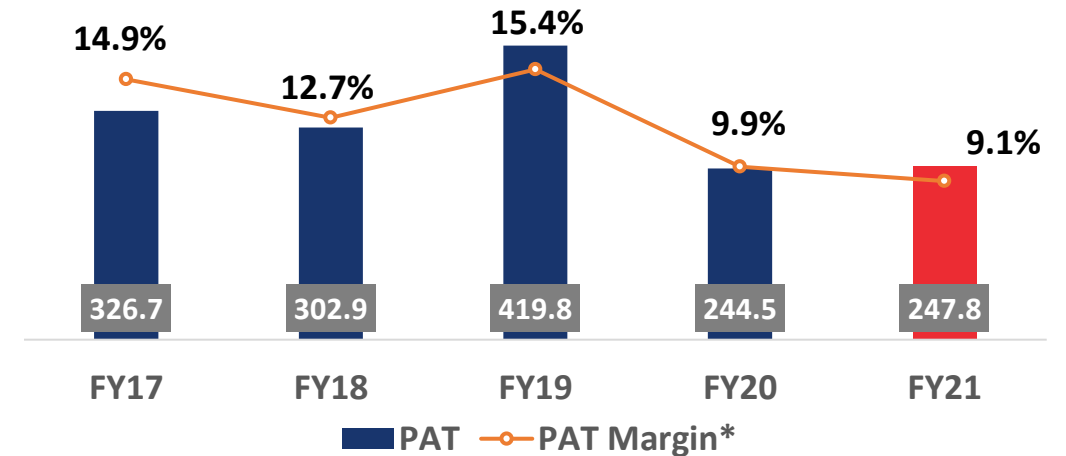
(In ₹ lakhs)



PBT and PBT Margin %



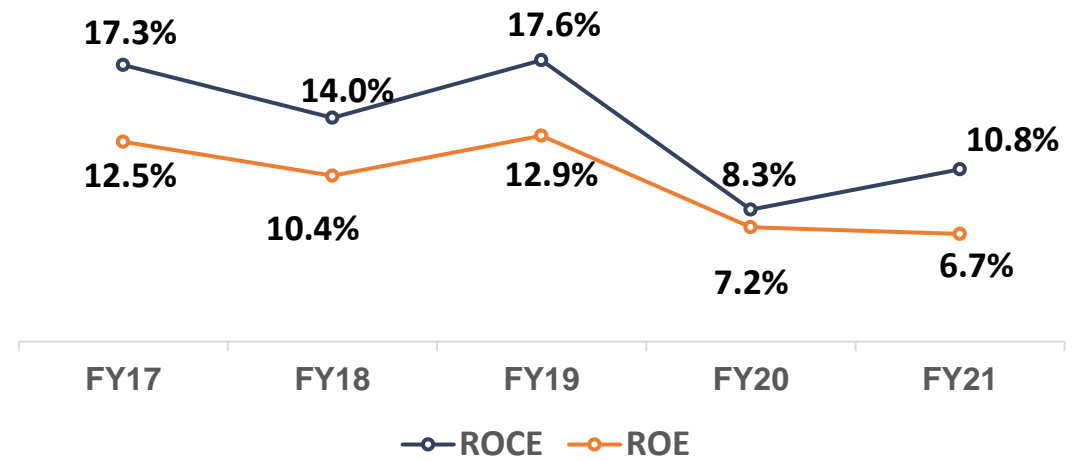
PAT and PAT Margin %



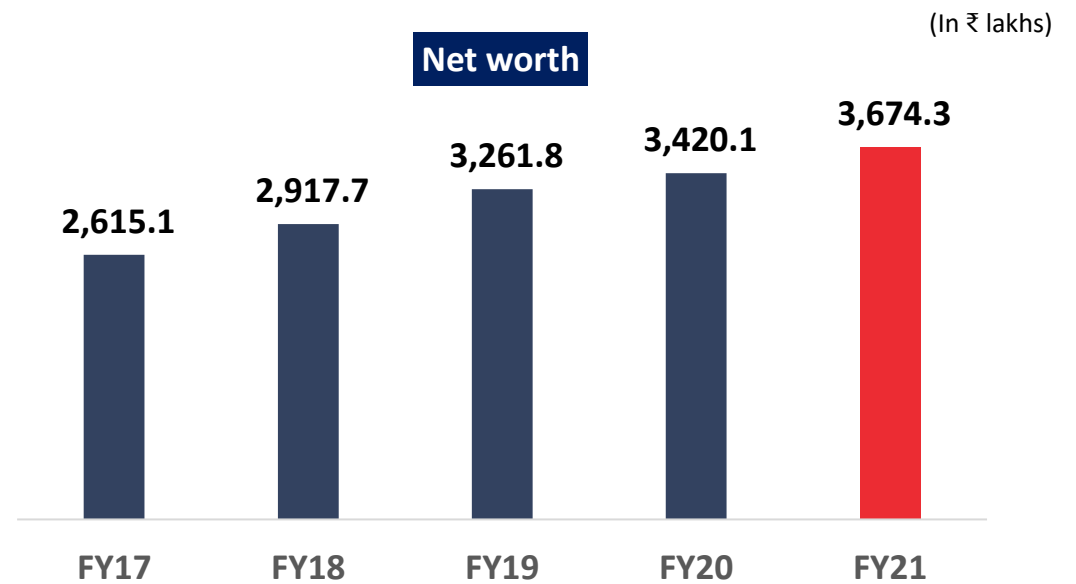
* EBITDA & PAT margins are calculated on the basis total income figures

Key Operational Parameters

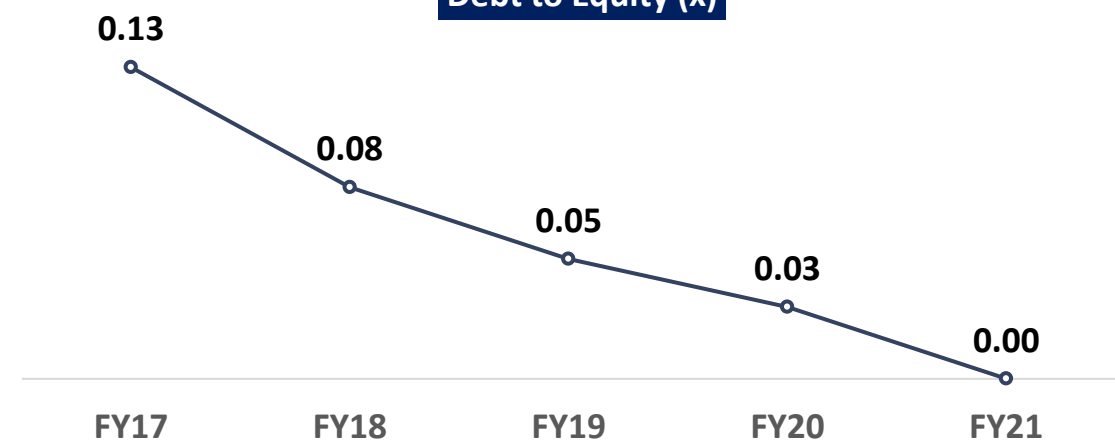
ROCE% and ROE %



Net worth

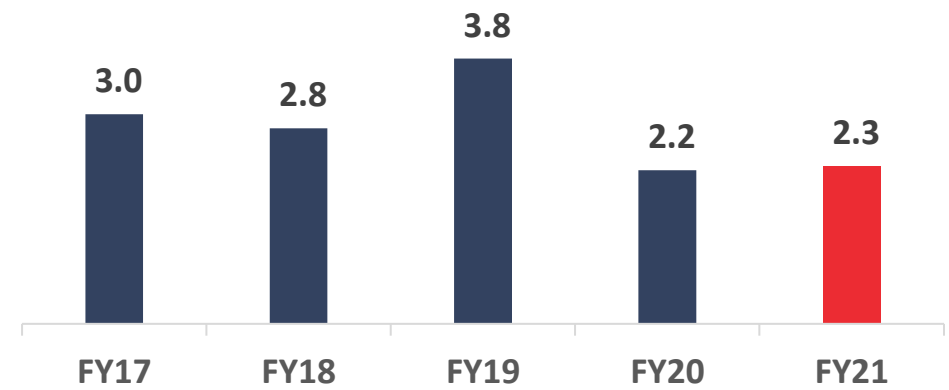


Debt to Equity (x)



(Note: Debt includes long term borrowings)

EPS (In Rs)

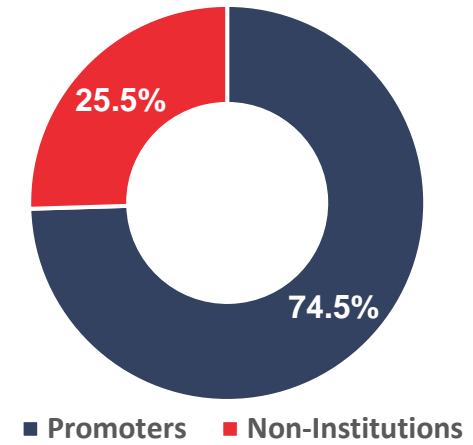


Stock Information (as on 04th February, 2022)

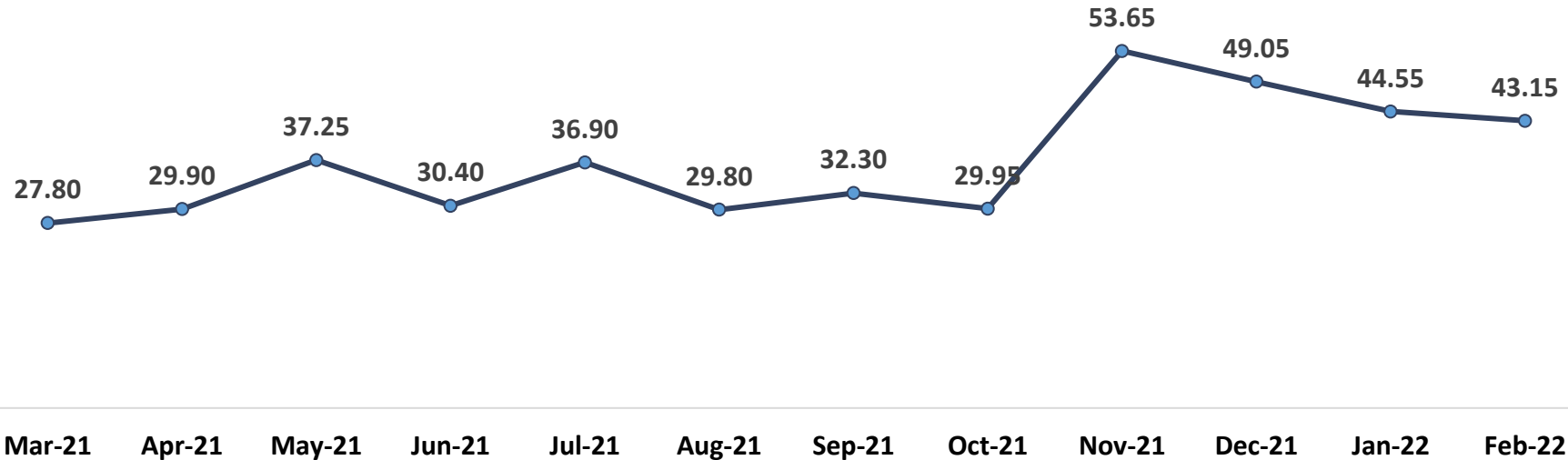
	Market Capitalization (₹)	47.11 Cr
	Shares Outstanding	1.09 Cr
	Average Daily Volume Last 2 months	833,828
	Symbol (BSE)	538713

Shareholding Pattern (%)

(As on 31st December, 2021)



Stock Performance Chart (as on 04th February, 2022)






ATISHAY LIMITED

Address: 14-15, Khatau Building, 44 Bank Street, Fort Mumbai 400001

 **Email:** info@atishay.com

 **Contact:** 022-49739081




S-ANCIAL TECHNOLOGIES PVT. LTD. (Investor Relations)

215, Shivshakti Industrial Estate, J. R. Boricha Marg, Lower Parel (E), Mumbai 400011

Nikunj Seth

 E-mail: nikunj@s-ancial.com

Karan Thakker

 E-mail: karan@s-ancial.com



Thank You

