



Health & Wealth  
We Manage Both

**Alankit LIMITED**

18<sup>TH</sup> November, 2019

To,  
**The General Manager**  
**Department of Corporate Services**  
**Bombay Stock Exchange Limited**  
P.J Towers, Dalal Street  
Mumbai – 400001  
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Fax: 91-22-22721919  
[corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)  
**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  
Fax No: (022) 26598120  
[cmlist@nse.co.in](mailto:cmlist@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 2<sup>nd</sup> quarter and half year ended 30<sup>th</sup> September, 2019.

Kindly take above intimation on your record.

Thanking you.

Sincerely yours,  
**FOR ALANKIT LIMITED**

**Khushboo Arora**  
Digitally signed by Khushboo Arora  
DN: c=IN, st=Uttar Pradesh,  
2.5.4.20=9d1b6d63476e08691f30230aff4e0d4c58  
5a076366aebc547235077e0a,  
postalCode=201005, street=C-24-B, GAUR  
ENCLAVE-1 FLAT NO-B-4 SHALIMAR GARDEN  
EXT-2, shalimar, Prayagraj, Ghazipur,  
serialNumber=f72ec3c1e806a4b9db5841955f63a  
ba354603d2d0193c0f0950492efab6,  
cn=Personal, ou=Khushboo Arora, title=0298,  
pseudonym=59598f7453bca0f16357214a13be6a59  
Date: 2019.11.18 18:47:33 +05'30'

**KHUSHBOO ARORA**  
**COMPANY SECRETARY**

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**

H1 / Q2-FY20





- 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> September 2019 was INR 3,073.60 Mn.

## Company Overview



### FY19 Financial Snapshot (Consolidated)

INR in Mn

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.

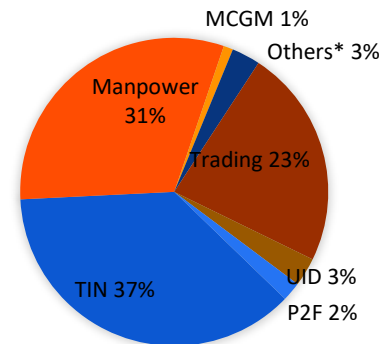
4 Robust & established delivery franchise with professionals (CA's, tax professional, lawyers etc.) as partners.

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).

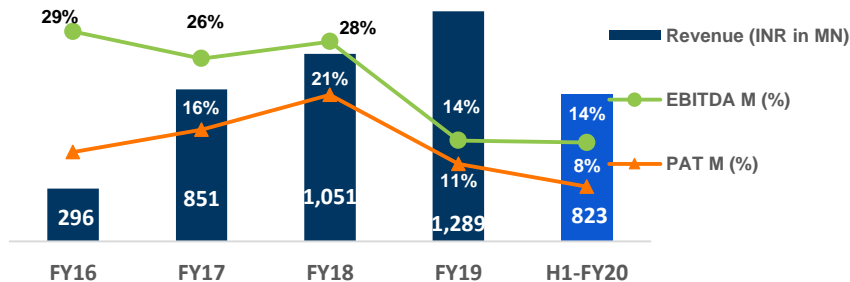
7 Verasys Technologies Pvt Ltd, a 51% subsidiary of Alankit Ltd has received the approval from the Controller of Certifying Authority to act as a certifying authority for issuance of digital signatures and e-sign service provider for a period of 5 years.

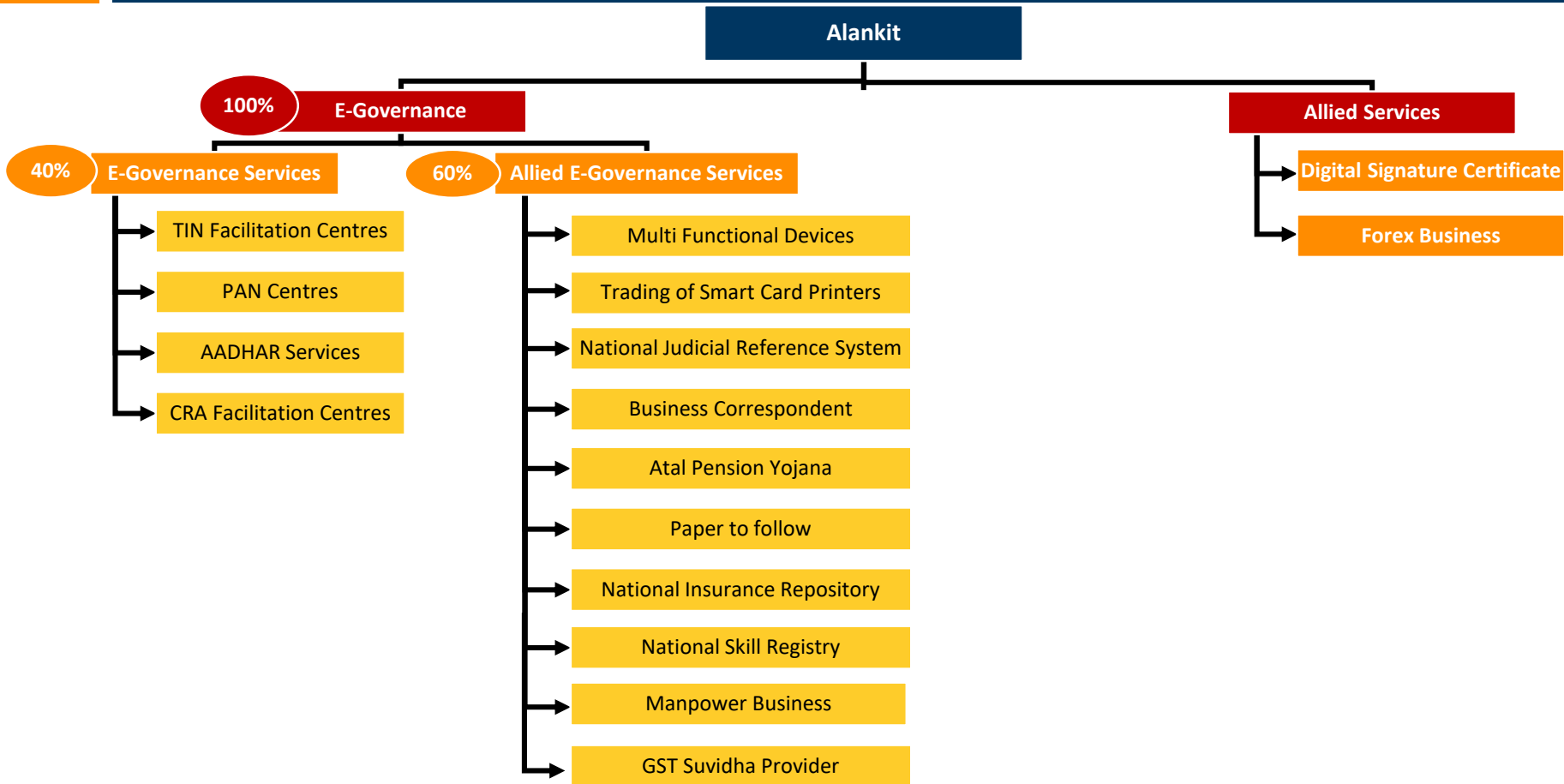
## H1-FY20 Revenue Mix (%)



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

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







# H1 / Q2–FY20 FINANCIAL OVERVIEW

## Q2-FY20 Financial Performance (Standalone):

- **Total Income:** INR 377 Mn
- **EBITDA:** INR 51 Mn
- **EBITDA Margin:** 13.53%
- **Net Profit:** INR 24 Mn
- **PAT Margin:** 6.37%
- **Diluted EPS (INR):** 0.17

## H1-FY20 Financial Performance (Standalone):

- **Total Income:** INR 672 Mn
- **EBITDA:** INR 104 Mn
- **EBITDA Margin:** 15.48%
- **Net Profit:** INR 54 Mn
- **PAT Margin:** 8.04%
- **Diluted EPS (INR):** 0.38

## Q2-FY20 Financial Performance (Consolidated):

- **Total Income:** INR 492 Mn
- **EBITDA:** INR 58 Mn
- **EBITDA Margin:** 11.79%
- **Net Profit:** INR 31 Mn
- **PAT Margin:** 6.30%
- **Diluted EPS (INR):** 0.22

## H1-FY20 Financial Performance (Consolidated):

- **Total Income:** INR 823 Mn
- **EBITDA:** INR 114 Mn
- **EBITDA Margin:** 13.85%
- **Net Profit:** INR 63 Mn
- **PAT Margin:** 7.65%
- **Diluted EPS (INR):** 0.44

## H1/Q2-FY20 Operational Highlights:

- Alankit has got number of new projects under smart card division, the execution of the same will commence in the second half of the financial year. Below mentioned are few of the major projects:-
  - MMJAY ( Mukaya Mantri Jan Arogya ) cards – Uttar Pradesh
  - Manipur EPIC project
  - RFID – Orissa project.
- The company has bagged a few projects under the Manpower division, which has enabled revenue growth of this segment
- Revenue increased of Digital Signature Certificate business under GST Suvidha Provider division

# Quarterly Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q2-FY20	Q2-FY19	Y-o-Y	Q1-FY20	Q-o-Q
Revenue from operations	377	275	37.1%	296	27.4%
Total Expenses	326	237	37.6%	244	33.6%
EBITDA	51	38	34.2%	52	(1.9)%
<i>EBITDA Margin (%)</i>	<b>13.53%</b>	<b>13.82%</b>	<i>(29) Bps</i>	<b>17.57%</b>	<i>(404) Bps</i>
Depreciation	10	10	NA	9	11.1%
Finance Cost	4	1	NA	4	NA
Other Income	1	6	(83.3)%	5	(80.0)%
PBT	38	33	15.2%	44	(13.6)%
Tax	14	17	(17.6)%	14	NA
Profit After Tax	24	16	50.0%	30	(20.0)%
<i>PAT Margins (%)</i>	<b>6.37%</b>	<b>5.82%</b>	<i>55 Bps</i>	<b>10.14%</b>	<i>(377) Bps</i>
Other Comprehensive Income	1	-	NA	-	NA
Total Comprehensive Income (After Tax)	25	16	56.3%	30	(16.7)%
Diluted EPS (INR)	0.17	0.12	41.7%	0.21	(19.0)%



# Half Yearly Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	H1-FY20	H1-FY19	Y-o-Y
Revenue from operations	672	531	26.6%
Total Expenses	568	447	27.1%
<b>EBITDA</b>	<b>104</b>	<b>84</b>	<b>23.8%</b>
<i>EBITDA Margin (%)</i>	<i>15.48%</i>	<i>15.82%</i>	<i>(34) Bps</i>
Depreciation	20	17	17.6%
Finance Cost	8	3	NA
Other Income	6	13	(53.8)%
<b>PBT</b>	<b>82</b>	<b>77</b>	<b>6.5%</b>
Tax	28	38	(26.3)%
<b>Profit After Tax</b>	<b>54</b>	<b>39</b>	<b>38.5%</b>
<i>PAT Margins (%)</i>	<i>8.04%</i>	<i>7.34%</i>	<i>70 Bps</i>
Other Comprehensive Income	-	(1)	NA
<b>Total Comprehensive Income (After Tax)</b>	<b>54</b>	<b>38</b>	<b>42.1%</b>
Diluted EPS (INR)	0.38	0.28	35.7%

# Quarterly Consolidated Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q2-FY20	Q2-FY19	Y-o-Y	Q1-FY20	Q-o-Q
Revenue from operations	492	289	70.2%	331	48.6%
Total Expenses	434	250	73.6%	276	57.2%
<b>EBITDA</b>	<b>58</b>	<b>39</b>	<b>48.7%</b>	<b>55</b>	<b>5.5%</b>
<i>EBITDA Margin (%)</i>	<i>11.79%</i>	<i>13.50%</i>	<i>(171) Bps</i>	<i>16.62%</i>	<i>(483) Bps</i>
Depreciation	13	12	8.3%	12	8.3%
Finance Cost	4	2	NA	4	NA
Other Income	7	9	(22.2)%	8	(12.5)%
<b>PBT</b>	<b>48</b>	<b>34</b>	<b>41.2%</b>	<b>47</b>	<b>2.1%</b>
Tax	17	16	6.3%	15	13.3%
<b>Profit After Tax</b>	<b>31</b>	<b>18</b>	<b>72.2%</b>	<b>32</b>	<b>(3.1)%</b>
<i>PAT Margins (%)</i>	<i>6.30%</i>	<i>6.23%</i>	<i>7 Bps</i>	<i>9.67%</i>	<i>(337) Bps</i>
Other Comprehensive Income	-	(1)	NA	-	NA
<b>Total Comprehensive Income (After Tax)</b>	<b>31</b>	<b>17</b>	<b>82.4%</b>	<b>32</b>	<b>(3.1)%</b>
Diluted EPS (INR)	0.22	0.12	83.3%	0.22	NA

# Half Yearly Consolidated Income Statement (IND-AS)

Health & Wealth, We Manage Both

INCOME STATEMENT (INR MN)	H1-FY20	H1-FY19	Y-o-Y
Revenue from operations	823	546	50.7%
Total Expenses	709	460	54.1%
<b>EBITDA</b>	<b>114</b>	<b>86</b>	<b>32.6%</b>
<i>EBITDA Margin (%)</i>	<i>13.85%</i>	<i>15.75%</i>	<i>(190) Bps</i>
Depreciation	26	19	36.8%
Finance Cost	8	4	100.0%
Other Income	15	16	(6.3)%
<b>PBT</b>	<b>95</b>	<b>79</b>	<b>20.3%</b>
Tax	32	38	(15.8)%
<b>Profit After Tax</b>	<b>63</b>	<b>41</b>	<b>53.7%</b>
<i>PAT Margins (%)</i>	<i>7.65%</i>	<i>7.51%</i>	<i>14 Bps</i>
Other Comprehensive Income	1	(1)	NA
<b>Total Comprehensive Income (After Tax)</b>	<b>64</b>	<b>40</b>	<b>60.0%</b>
Diluted EPS (INR)	0.44	0.28	57.1%

# Historical Standalone Income Statement

INCOME STATEMENT (INR MN)	FY17	FY18	FY19	H1-FY20
Revenue from operations	849	1,044	1,230	672
Total Expenses	648	777	1,048	568
<b>EBITDA</b>	<b>201</b>	<b>267</b>	<b>182</b>	<b>104</b>
<i>EBITDA Margin (%)</i>	<i>23.67%</i>	<i>25.57%</i>	<i>14.80%</i>	<i>15.48%</i>
Depreciation	15	35	37	20
Finance Cost	-	7	10	8
Other Income	17	29	69	6
<b>PBT</b>	<b>203</b>	<b>254</b>	<b>204</b>	<b>82</b>
Tax	70	40	72	28
<b>Profit After Tax</b>	<b>133</b>	<b>214</b>	<b>132</b>	<b>54</b>
<i>PAT Margins (%)</i>	<i>15.67%</i>	<i>20.50%</i>	<i>10.73%</i>	<i>8.04%</i>
Other Comprehensive Income	11	(3)	-	-
<b>Total Comprehensive Income (After Tax)</b>	<b>144</b>	<b>211</b>	<b>132</b>	<b>54</b>
Diluted EPS (INR)	0.93	1.49	0.92	0.38

# Standalone Balance Sheet (As per IND-AS)

PARTICULARS (INR MN)	FY18	FY19	H1-FY20	PARTICULARS (INR MN)	FY18	FY19	H1-FY20
EQUITIES & LIABILITIES				ASSETS			
<b>Shareholder Funds</b>				<b>Non Current Assets</b>			
(A) Share Capital	143	143	143	(A) Property, plant and equipment	40	200	196
(B) Other Equity	483	581	635	(B) Intangible assets	467	470	462
<b>Total -Shareholder Funds</b>	<b>626</b>	<b>724</b>	<b>778</b>	(C) Financial Asset			
<b>Non Current Liabilities</b>				(I)Investments	208	219	219
(A) Financial Liabilities				(II) Other financial assets	77	26	27
(I) Borrowings		82	80	<b>Total - Non – Current Assets</b>	<b>792</b>	<b>915</b>	<b>904</b>
(II) Other Financial Liabilities	187	169	179				
(B) Employee benefit obligation	6	14	16	<b>Current Assets</b>			
(C) Deferred Tax liabilities (Net)	10	46	48	(A) Inventory	29	58	35
<b>Total - Non – Current Liabilities</b>	<b>203</b>	<b>311</b>	<b>323</b>	(B) Financial Assets			
<b>Current Liabilities</b>				(I) Trade Receivables	140	264	364
(A) Financial liabilities				(III) Cash and cash equivalents	43	38	157
(I)Short-term borrowings	49	50	50	(D) Other current assets	210	47	48
(II) Trade payables	257	146	244	(E) Current tax assets (Net)	-	5	6
(III) Other financial liability	21	15	15	<b>Total – Current Assets</b>	<b>422</b>	<b>412</b>	<b>610</b>
(B) Current income tax liabilities (Net)	1	-	16				
(E) Other Liabilities	57	81	88				
<b>Total current liabilities</b>	<b>385</b>	<b>292</b>	<b>413</b>				
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,214</b>	<b>1,327</b>	<b>1,514</b>	<b>GRAND TOTAL – ASSETS</b>	<b>1,214</b>	<b>1,327</b>	<b>1,514</b>

# Historical Consolidated Income Statement

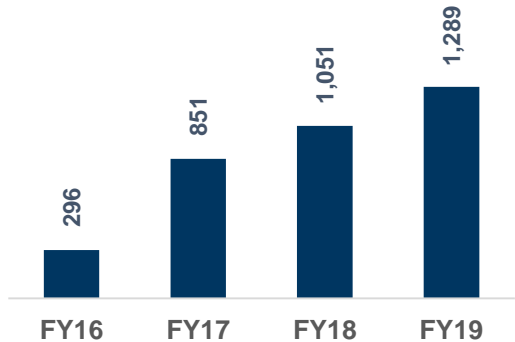
INCOME STATEMENT (INR MN)	FY17	FY18	FY19	H1-FY20
Revenue from operations	851	1,051	1,289	823
Total Expenses	650	789	1,107	709
<b>EBITDA</b>	<b>201</b>	<b>262</b>	<b>182</b>	<b>114</b>
<i>EBITDA Margin (%)</i>	<i>23.62%</i>	<i>24.92%</i>	<i>14.12%</i>	<i>13.85%</i>
Depreciation	15	35	45	26
Finance Cost	-	7	11	8
Other Income	17	38	90	15
<b>PBT</b>	<b>203</b>	<b>258</b>	<b>216</b>	<b>95</b>
Tax	(70)	41	76	32
<b>Profit After Tax</b>	<b>133</b>	<b>217</b>	<b>140</b>	<b>63</b>
<i>PAT Margins (%)</i>	<i>15.63%</i>	<i>20.65%</i>	<i>10.86%</i>	<i>7.65%</i>
Other Comprehensive Income	11	(3)	-	1
<b>Total Comprehensive Income (After Tax)</b>	<b>144</b>	<b>214</b>	<b>140</b>	<b>64</b>
Diluted EPS (INR)	0.93	1.51	0.98	0.44

# Consolidated Balance Sheet (As per IND-AS)

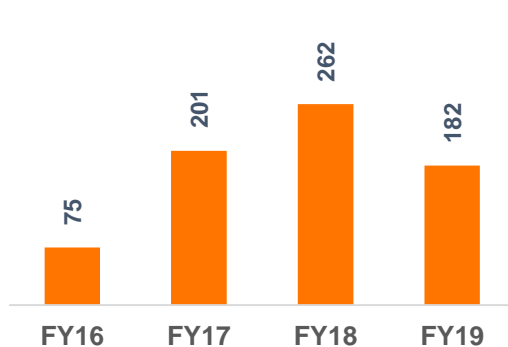
PARTICULARS (INR MN)	FY18	FY19	H1-FY20	PARTICULARS (INR MN)	FY18	FY19	H1-FY20
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
Shareholder Funds				Non Current Assets			
(A) Share Capital	143	143	143	A) Property, plant and equipment	65	223	216
(B) Other Equity	488	592	650	B) Intangible assets	480	490	480
(C) Non-Controlling Interest	35	28	30	C) Financial Asset			
<b>Total -Shareholder Funds</b>	<b>666</b>	<b>763</b>	<b>823</b>	(I) Investments	12	12	12
<b>Non Current Liabilities</b>				(III) Other financial assets	77	25	27
(A) Financial Liabilities				<b>Total - Non – Current Assets</b>	<b>634</b>	<b>750</b>	<b>735</b>
(I) Long term borrowings	-	82	80				
(II) Other Financial Liabilities	188	168	179				
(B) Employee benefit obligation	6	14	17	<b>Current Assets</b>			
(C) Deferred Tax liabilities (Net)	9	48	49	(A) Inventory	29	90	66
<b>Total - Non – Current Liabilities</b>	<b>203</b>	<b>312</b>	<b>325</b>	(B) Financial Assets			
<b>Current Liabilities</b>				(I) Trade Receivables	140	268	380
(A) Financial liabilities				(II) Cash and cash equivalents	224	229	164
(I) Short-term borrowings	49	50	50	(C) Other current assets	229	57	235
(II) Trade payables	258	176	261	Current Tax Asset	-	7	9
(III) Other financial liability	20	15	15	<b>Total – Current Assets</b>	<b>622</b>	<b>651</b>	<b>854</b>
(B) Current income tax liabilities (Net)	1		20				
(D) Other Liabilities	59	85	95				
<b>Total current liabilities</b>	<b>387</b>	<b>326</b>	<b>441</b>				
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,256</b>	<b>1,401</b>	<b>1,589</b>	<b>GRAND TOTAL – ASSETS</b>	<b>1,256</b>	<b>1,401</b>	<b>1,589</b>

# Key Ratios (Consolidated)

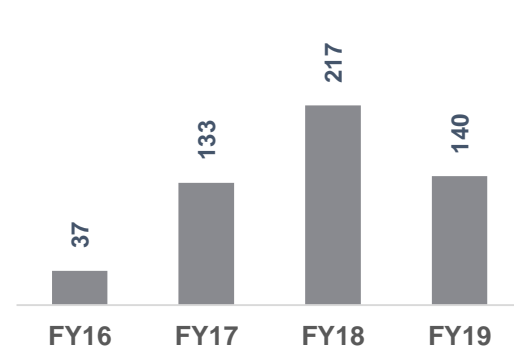
### Income



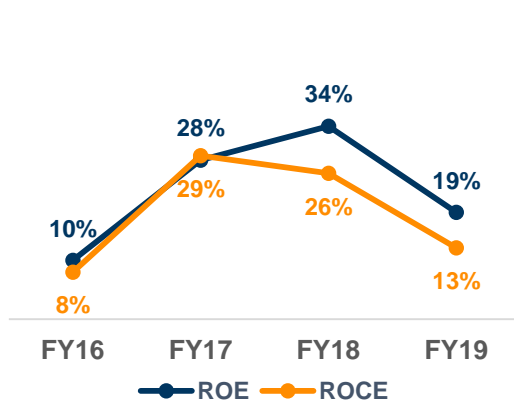
### EBITDA (INR Mn)



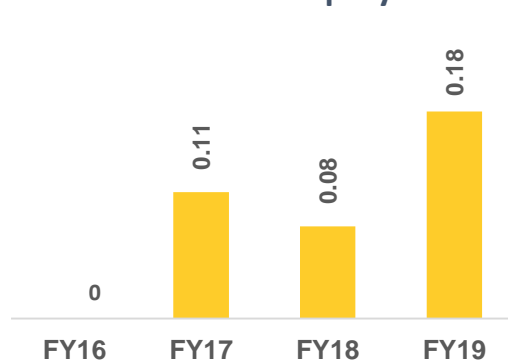
### PAT (INR Mn)



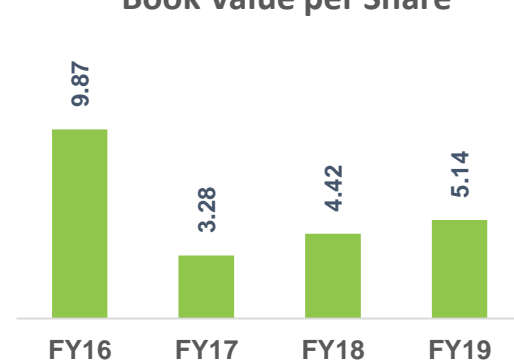
### RoE & RoCE



### Debt Equity



### Book Value per Share





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**THANK YOU**