

29th July, 2020

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, 5th Floor,
C-1, Block G, Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400051
Phones: 022 - 2659 8237, 8238, 8347, 8348
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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 Q4 and financial year ended March 2020.

Kindly take above intimation on your record.

Thanking you.

Sincerely yours,
For Alankit Limited

Khushboo Arora
Company Secretary and Compliance Officer

Alankit

Health & Wealth, We Manage Both

Earnings Presentation

FY20 / Q4 - FY20



Executive Summary

Company Overview

- 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 30th June, 2020 was INR 2,460.7 Mn.

FY20 Financial Snapshot (Consolidated)

INR in Million

Up 19.97%

1,561

Operational Income

Margins 13.97%

218

EBITDA

Margins 8.97%

140

PAT

E-Governance

E-Governance Services

- TIN Facilitation
 - TAN
 - E-TDS Return Filing
 - Statement of Financial Transactions (SFT)
- AADHAR/UID 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
- Manpower Business
- Issuance of Fastag

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

Other Services

GST Suvidha Provider

Allied Services

- Digital Signature Certificate
- Forex Business

Individuals, small businesses, foreign tourists.

Business Mix

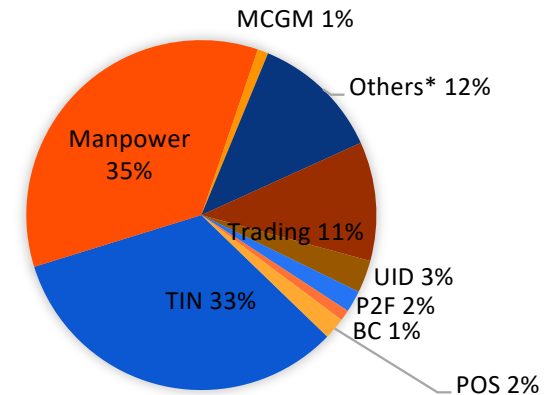
Key Clientele

Company Overview



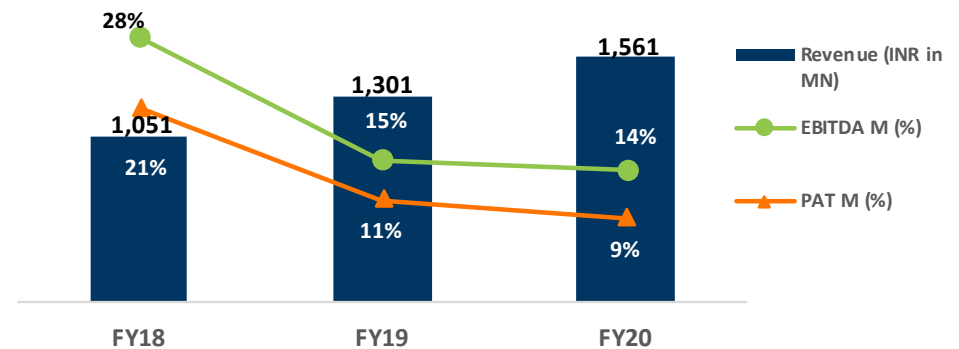
- 1 Alankit Group is one of the largest players providing E-Governance services in the country.
- 2 Alankit has market leadership in Tax Information Network (TIN) facilitation business (PAN, TAN & e-TDS) and is also a market leader in other services of UID, P2F, NSR, NIR etc.
- 3 It has a strong presence 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.

FY20 Revenue Mix (%)

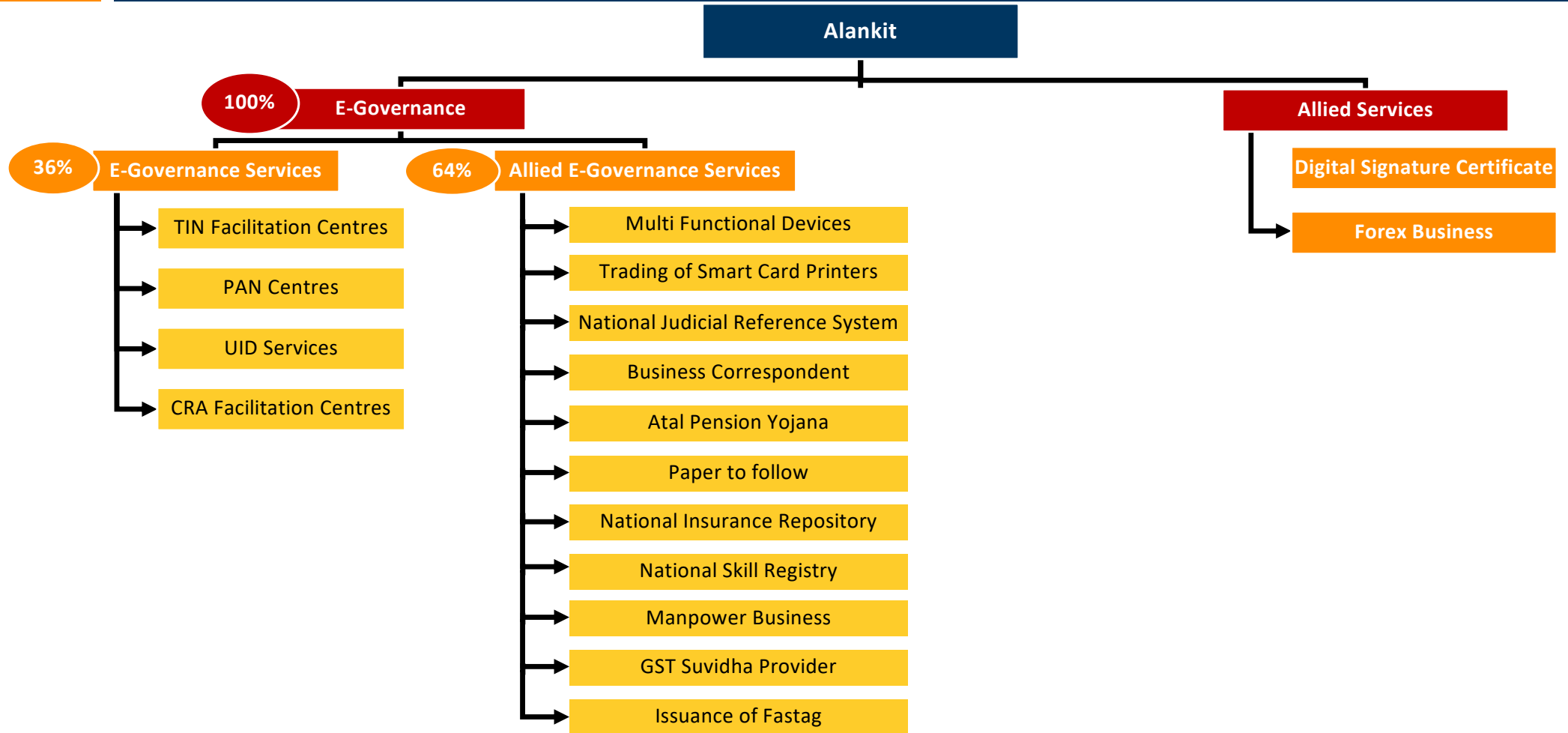


*Others include BSES Project, GSP, EESL Project, etc. Revenue Mix is on standalone basis.

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



Business Segments





FY20 / Q4-FY20 FINANCIAL OVERVIEW





FY20 / Q4-FY20 Financial Highlights

Financial Highlights:

•Q4-FY20 Financial Performance (Standalone):

- Operational Income:** INR 346 Mn
- EBITDA:** INR 45 Mn
- EBITDA Margin:** 13.01%
- Net Profit:** INR 32 Mn
- PAT Margin:** 9.25%
- Diluted EPS (INR):** INR 0.23 per share

•Q4-FY20 Financial Performance (Consolidated):

- Operational Income:** INR 409 Mn
- EBITDA:** INR 37 Mn
- EBITDA Margin:** 9.05%
- Net Profit:** INR 31 Mn
- PAT Margin:** 7.58%
- Diluted EPS (INR):** INR 0.22 per share

•FY20 Financial Performance (Standalone):

- Operational Income:** INR 1,297 Mn
- EBITDA:** INR 209 Mn
- EBITDA Margin:** **16.11%**
- Net Profit:** INR 127 Mn
- PAT Margin:** 9.79%
- Diluted EPS (INR):** INR 0.89 per share

•FY20 Financial Performance (Consolidated):

- Operational Income:** INR 1,561 Mn
- EBITDA:** INR 218 Mn
- EBITDA Margin:** 13.97%
- Net Profit:** INR 140 Mn
- PAT Margin:** 8.97%
- Diluted EPS (INR):** INR 0.98 per share



Q4-FY20 Operational Highlights



Operational Highlights:

- Alankit Limited has entered into a **“Business Correspondent Agreement”** with the **IDBI Bank** Limited to act as a **Corporate Business Correspondent (BC)**.
- **Alankit Limited enters into partnership with IDP**, an industry leader in innovative identification card printer technology. Alankit is launching innovative Smart Card Printing solutions range (SOLID series – first in India) for secure, smart& seamless access through ID - cards such as Pan, Aadhaar, Corporate ID cards, student ID cards etc. IDP is an industry leader dedicated to improving the photo identification market by developing card printers, encoders and software with diverse and innovative uses of technology.
- Alankit Limited enter into agreement with the **UTI Infrastructure Technology and Services Limited (UTIITSL) PAN Card services** that includes New PAN Card application, PAN Correction, Duplicate PAN, PAN card of NRIs, Lost PAN, e-PAN Card etc.
- **Foreign Exchange Department of Reserve Bank of India(“RBI”)** has granted **Money Transfer Service Scheme (MTSS) License** to one of our Subsidiary Alankit Forex India Limited, Full Fledged Money Changer (FFMC) as Indian Agent to undertake Inward cross-border money Transfer Service activities in India in association with Overseas Principal M/s Western Union Financial Services Inc., Colorado, USA

Q4-FY20 Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q4-FY20	Q4-FY19	Y-o-Y	Q3-FY20	Q-o-Q
Revenue from operations	346	380	(8.9)%	279	24.0%
Total Expenses	301	341	(11.7)%	219	37.4%
EBITDA	45	39	15.4%	60	(25.0)%
EBITDA Margin	13.01%	10.26%	275 Bps	21.51%	(850) Bps
Depreciation	10	10	NA	10	NA
Finance Cost	3	4	(25.0)%	4	(25.0)%
Other Income	33	40	(17.5)%	13	153.8%
PBT	65	65	NA	59	10.2%
Tax	33	10	230.0%	18	83.3%
Profit After Tax	32	55	(41.8)%	41	(22.0)%
PAT Margins	9.25%	14.47%	(522) Bps	14.70%	(545) Bps
Other Comprehensive Income	5	2	150.0%	-	NA
Total Comprehensive Income (After Tax)	37	57	(35.1)%	41	(9.8)%
Diluted EPS (INR)	0.23	0.39	(41.0)%	0.29	(20.7)%

FY20 Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	FY20	FY19	Y-o-Y
Revenue from operations	1,297	1,230	5.4%
Total Expenses	1,088	1,048	3.8%
EBITDA	209	182	14.8%
EBITDA Margin	16.11%	14.80%	131 Bps
Depreciation	40	37	8.1%
Finance Cost	14	10	40.0%
Other Income	52	69	(24.6)%
PBT	207	204	1.5%
Tax	80	72	11.1%
Profit After Tax	127	132	(3.8)%
PAT Margins	9.79%	10.73%	(94) Bps
Other Comprehensive Income	5	-	NA
Total Comprehensive Income (After Tax)	132	132	NA
Diluted EPS (INR)	0.89	0.92	(3.3)%

Standalone Balance Sheet (As per IND-AS)

PARTICULARS (INR MN)	FY19	FY20	PARTICULARS (INR MN)	FY19	FY20
EQUITIES & LIABILITIES			ASSETS		
Shareholder Funds			Non Current Assets		
(A) Share Capital	143	143	A) Property, plant and equipment	200	184
(B) Other Equity	581	714	B) Intangible assets	470	463
Total -Shareholder Funds	724	857	C) Financial Asset		
Non Current Liabilities			(I) Investments	219	284
(A) Financial Liabilities			(II) Other financial assets	26	34
(I) Borrowings	82	76	Total - Non – Current Assets	915	965
(II) Other Financial Liabilities	169	192			
(B) Provisions	14	10			
(C) Deferred Tax liabilities (Net)	46	63	Current Assets		
Total - Non – Current Liabilities	311	341	(A) Inventory	58	28
Current Liabilities			(B) Financial Assets		
(A) Financial liabilities			(I) Trade Receivables	273	366
(I) Short-term borrowings	50	49	(II) Cash and cash equivalents	13	39
(II) Trade payables	146	203	(III) Bank balance other than (II) above	25	26
(III) Other financial liability	15	16	(C) Current Tax Assets (Net)	5	6
(B) Other current Liabilities	81	109	(D) Other current assets	38	181
(C) Provisions	-	1	Total – Current Assets	412	646
(D) Current Tax Liabilities (Net)	-	35			
Total current liabilities	292	413			
GRAND TOTAL - EQUITIES & LIABILITIES	1,327	1,611	GRAND TOTAL – ASSETS	1,327	1,611

Q4-FY20 Consolidated Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q4-FY20	Q4-FY19	Y-o-Y	Q3-FY20	Q-o-Q
Revenue from operations	409	416	(1.7)%	329	24.3%
Total Expenses	372	374	(0.5)%	262	41.9%
EBITDA	37	42	(11.9)%	67	(44.7)%
EBITDA Margin	9.05%	10.10%	(105) Bps	20.36%	(1,131) Bps
Depreciation	13	13	NA	13	NA
Finance Cost	3	4	(25.0)%	4	(25.0)%
Other Income	43	44	(2.3)%	16	168.8%
PBT	64	69	(7.2)%	66	(3.0)%
Tax	33	12	175.0%	20	65.0%
Profit After Tax	31	57	(45.6)%	46	(32.6)%
PAT Margins	7.58%	13.70%	(612) Bps	13.98%	(640) Bps
Other Comprehensive Income	5	1	150.0%	-	NA
Total Comprehensive Income (After Tax)	36	58	(37.9)%	46	(21.7)%
Diluted EPS (INR)	0.22	0.40	(45.0)%	0.32	(31.3)%

FY20 Consolidated Income Statement (IND-AS)

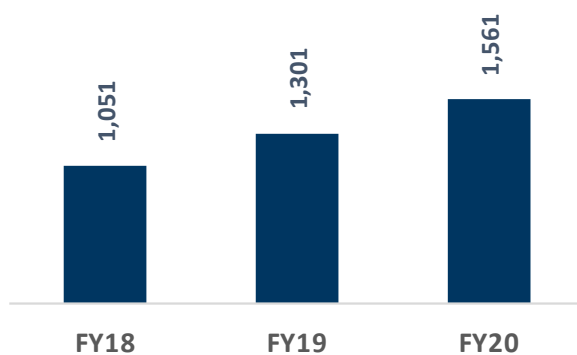
INCOME STATEMENT (INR MN)	FY20	FY19	Y-o-Y
Revenue from operations	1,561	1,301	19.9%
Total Expenses	1,343	1,108	21.2%
EBITDA	218	193	12.9%
EBITDA Margin	13.97%	14.83%	(86) Bps
Depreciation	52	45	15.5%
Finance Cost	15	11	36.4%
Other Income	74	79	(6.3)%
PBT	225	216	4.1%
Tax	85	76	11.8%
Profit After Tax	140	140	NA
PAT Margins	8.84%	10.76%	(192) Bps
Other Comprehensive Income	5	-	NA
Total Comprehensive Income (After Tax)	145	140	2.9%
Diluted EPS (INR)	0.98	0.98	NA

Consolidated Balance Sheet (As per IND-AS)

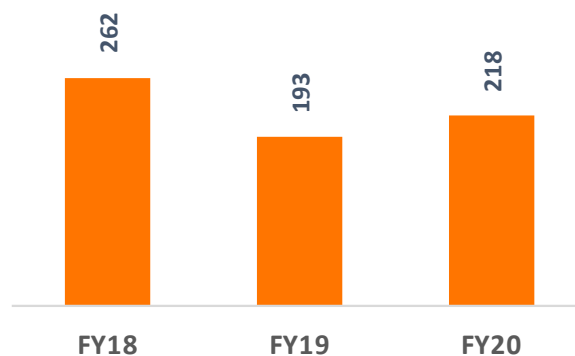
PARTICULARS (INR MN)	FY19	FY20	PARTICULARS (INR MN)	FY19	FY20
EQUITIES & LIABILITIES			ASSETS		
Shareholder Funds			Non Current Assets		
(A) Share Capital	143	143	A) Property, plant and equipment	223	201
(B) Other Equity	592	733	B) Intangible assets	490	479
(C) Non-Controlling Interest	28	29	C) Financial Asset		
Total -Shareholder Funds	763	905	(I) Investments	12	-
Non Current Liabilities			(II) Other financial assets	25	41
(A) Financial Liabilities			Total - Non - Current Assets	750	721
(I) Long term borrowings	82	76			
(II) Other Financial Liabilities	168	192			
(B) Provisions	14	11	Current Assets		
(C) Deferred Tax liabilities (Net)	48	65	(A) Inventory	90	47
Total - Non – Current Liabilities	312	344	(B) Financial Assets		
Current Liabilities			(I) Trade Receivables	277	380
(A) Financial liabilities			(II) Cash and cash equivalents	197	109
(I) Short-term borrowings	50	49	(III) Bank balance other than (II) above	31	45
(II) Trade payables	176	228	(C) Other current assets	46	405
(III) Other financial liability	15	17	Current Tax Asset	10	9
(B) Other current liabilities	85	137	Total – Current Assets	651	995
(C) Provisions	-	1			
(D) Current tax liabilities (Net)	-	35			
Total current liabilities	326	467			
GRAND TOTAL - EQUITIES & LIABILITIES	1,401	1,716	GRAND TOTAL – ASSETS	1,401	1,716

Key Ratios (Consolidated)

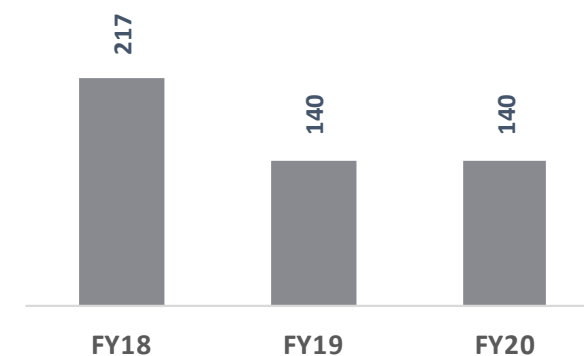
Income



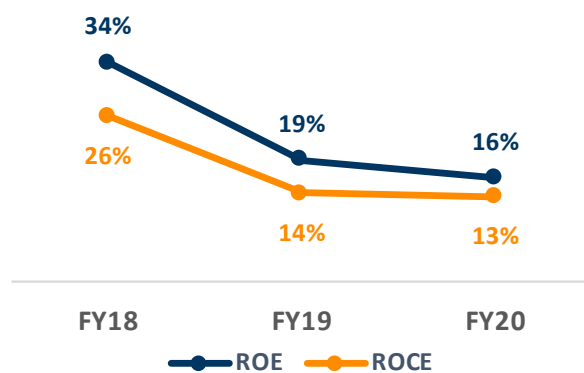
EBITDA (INR Mn)



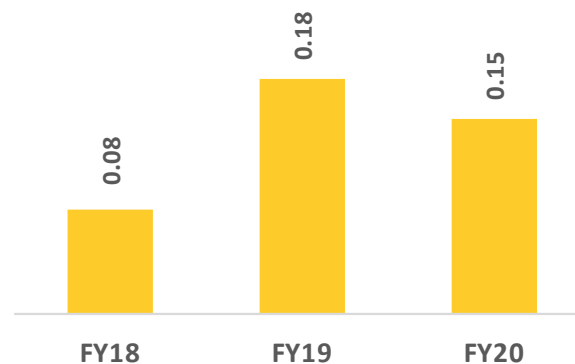
PAT (INR Mn)



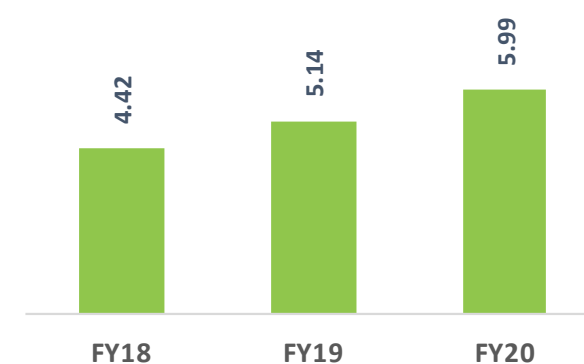
RoE & RoCE



Debt Equity



Book Value per Share



Note: FY17, FY18 and FY19 numbers are as per IND-AS



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Designed by – Priyamvada Ghia



THANK YOU