

**TRANSCRIPT OF 36<sup>TH</sup> ANNUAL GENERAL MEETING OF ALANKIT LIMITED (CIN: L74900DL1989PLC036860) HELD ON TUESDAY, 23<sup>RD</sup> SEPTEMBER, 2025 AT 11:45 A.M. THROUGH VIDEO CONFERENCING**

**Ms. Sakshi Thapar (Company Secretary)**

Good Morning to the Respective Shareholders, Board of Directors and Esteemed Invitees, I am Sakshi Thapar, (COMPANY SECRETARY) of Alankit Limited. On behalf of the entire company, I warmly welcome you all to the 36<sup>th</sup> Annual General Meeting. I trust this message finds you in good health and high spirits.

This meeting is being held through video conferencing in compliance with the circulars and guidelines issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India. Your participation via video conferencing is counted towards the quorum in accordance with the relevant MCA derivatives and Section 103 of the Companies Act, 2013.

Now I invite Mr. Ashok Kumar Sinha, the Chairman and Independent Director of Alankit Limited, to take the chair and commence the proceedings of this meeting.

**Mr. Ashok Kumar Sinha (Chairman)**

OK, Dear Shareholders, Good Afternoon. I am Ashok Kumar Sinha, Chairman and Independent Director of Alankit Limited. As the Chairman of the Audit Committee and member of the Nomination and Remuneration Committee, Stakeholder Relationship

**Ms. Sakshi Thapar (Company Secretary)**

Sir, Sinha Sir, Internet issue, Thank you Sir. I declare the Quorum is 49 Quorum is present. So we shall start the Meeting.

I would like to state that, we are honor to have distinguished panel of directors and KMP'S with us:

1. Mr. Ashok Kumar Sinha, Chairman and Independent Director
2. Mr. Ankit Agarwal, Managing Director
3. Ms. Meenu Agrawal, Independent Director
4. Dr. Meera Lal, Non-Executive Director
5. Mr. Raja Gopal Reddy Guduru, Non-Executive Director
6. Ms. Preeti Chadha, Non-Executive Director
7. Mr. Gaurav Maheshwari, Chief Financial Officer

I would also like to acknowledge the presence of:

1. Ms. Namrata Kanodia, from M/s. Kanodia Sanyal & Associates, statutory auditors of the Company
2. Mr. Pritesh Jain from M/s N. C. Khanna Company Secretaries, who is serving as the Scrutinizer of today's AGM and the Secretarial Auditor



I would kindly invite each Director and KMP to share a brief introduction which will provide a valuable insight into the expertise and experience that guide a organisation

I would request Mr. Ankit Agarwal, Managing Director, to confirm his presence with its brief introduction

**Mr. Ankit Agarwal (Managing Director)**

Good afternoon, ladies and gentlemen, respected shareholders, colleagues, and esteemed guests. Laksh

It is both an honour and a privilege to welcome you to the 36th Annual General Meeting of Alankit Limited. As your Managing Director, I take great pride in presenting an overview of our performance, our strategic direction, and our vision for the future.

First of all, I extend my heartfelt gratitude to each one of you. Your unwavering trust and belief in our mission continue to be the foundation of our success. Even in uncertain times, your support has strengthened our resolve and guided us forward.

The world around us is changing quickly, and being able to adapt is very important. At Alankit, we have made a big decision to move from old-fashioned ways to using more technology in what we do. This shift makes us stronger, helps us work smarter, and means we can handle changes much better. It also allows us to grow faster and make a bigger difference for our customers and team.

Our strong focus on innovation, customer-first solutions, and prudent risk management has delivered tangible results. We have broadened our service portfolio, boosted operational efficiency, and attracted top talent to fortify our culture of excellence.

I am pleased to share that the past year has been marked by significant milestones across divisions.

**Notable Key Achievements in the Past Year**

In identity and access management, we secured the Tamil Nadu women's development project, issuing 33 lakh cards worth approximately ₹2 crores. We also strengthened our engagement with the Pune Metro project, deploying solutions through our partners, with more than 60 printers already in operation.

One of the proudest achievements this year has been Alankit winning the largest Samagrah Shiksha project in Uttarakhand. Through the Vidya Samiksha Kendra, a government-led initiative, we are helping transform school education with data-driven monitoring of student performance, teacher attendance, and classroom activities.

I am pleased to share some of the key achievements so far:

- We have covered more than 44,000 schools across states.
- Achieved nearly 90% participation in the PAT Assessment.
- Increased attendance in Shiksha Setu to 85%.
- Accelerated adoption of ICT and tele-education classes.
- Facilitated repair and reuse of damaged tablets, enabling better resource utilization.



Additionally, we have monitored the PM Poshan Scheme, which ensures nutrition for millions of school-going children.

Our Business Correspondence Division has registered remarkable progress in the past year, marked by growth, recognition, and expansion of partnerships. Some of the key highlights include:

1. **Network Expansion:** We added 364 new Customer Service Points (CSPs) across India in FY 2024–25, including 186 in recent months, strengthening our BC footprint and bringing financial services closer to communities.
2. **Strategic Partnerships:** We welcomed Aditya Birla for loan lead generation, opening new avenues for customer engagement and revenue growth.
3. **Banking Mandates Expansion:**
  - Expanded our mandate with UCO Bank in Guwahati,
  - Secured additional mandates with the Bank of Maharashtra in Patna, Ranchi, and Guwahati.
4. **Recognition & Motivation:** Successfully hosted the Samarth Sales Meet 2025, where we recognised our top-performing Correspondents with Samarth Awards. This not only boosted morale but also reinforced our culture of appreciation and performance.
5. **Awards from Partner Banks:** Our efforts were acknowledged through multiple awards and recognitions from banks, reflecting our credibility and consistent performance.
6. **PAN India Presence:** Our BC business enjoys a truly nationwide presence, ensuring that we remain one of the leading players in the financial inclusion space.

Meanwhile, our GST Vertical continued its strong momentum in FY 2024–25, delivering record-breaking results and reinforcing our leadership in the compliance ecosystem.

We processed 1.51 crore transactions during the year, a significant jump from 98 lakhs in FY 2023–24. This achievement reflects not only growth in scale but also the confidence businesses have placed in our robust GST solutions.

We also strengthened our client portfolio with several prestigious names, including the Border Security Force, Nestlé Business Services, Allnex Resins, Quess, Bluspring, and Revent Precision Engineering. These partnerships highlight our credibility and our ability to serve large enterprises as well as mission-critical institutions.

Key milestones from FY 2024–25 include:

- Crossing 1.51 crore transactions, the highest ever achieved.
- Maintaining strong market shares: 22.5% in E-Way Bills, 12% in e-Invoicing, and 3.2% in GST Returns.
- Processing over 250 million API calls per month on the Alankit GST Gateway.
- Gaining further recognition through SAP Integration Certification for GST Reporting, e-Way Bills, and e-Invoicing.

2024–25 has been a landmark year for our GST business, and these milestones lay a strong foundation for continued growth in FY 2025–26.



None of this would have been possible without our dedicated team and our valued clients. Their commitment and collaboration remain the driving force behind Alankit's progress.

#### Strategy and Future Outlook

Looking ahead, our strategy is clear:

We will continue to invest in advanced technologies.

We will expand our product and service offerings.

And we will build long-term partnerships that deliver sustainable value to clients, customers, and shareholders alike.

Before I conclude, I would like to express my gratitude to our Board of Directors for their guidance and support. I also thank our management team and employees for their hard work and dedication. Their tireless efforts have been instrumental in driving our success.

Above all, I thank you all the shareholders for your faith and trust. Together, we continue this journey towards a stronger, more innovative, and prosperous future.

#### **Ms. Sakshi Thapar (Company Secretary)**

Thank you sir for enlightening us with the growth of the Company. Now, I invite Ms. Meenu Agrawal Independent Director, to confirm her presence and share a brief introduction. Meenu Ma'am.

#### **Ms. Meenu Agrawal (Independent Director)**

Yes, Am I Audible. Thank you

Good afternoon, everyone. My name is Meenu Agrawal, it is a pleasure to be here with you in person at this 36th Annual General Meeting, as an Independent Director on the Board of Alankit Limited.

In addition to my role as Independent Director, I serve on several important committees that guide the governance and strategic path of our company, including the Nomination & Remuneration Committee, the Audit Committee, the Stakeholder Relationship Committee, and the Corporate Social Responsibility which is CSR Committee.

These committees play a vital role in maintaining the highest standards of corporate governance, risk oversight, and ethical accountability. I am eager to continue working together to uphold these principles and help drive Alankit Limited's progress and success. Thank you so Much

#### **Ms. Sakshi Thapar (Company Secretary)**

Thank you Ma'am, I would like to inform you that Dr. Meera Lal (Non-Executive Director) is unable to attend this meeting on account of her ill Health and her leave of absence is accepted.

Now I would request Mr. Raja Gopal Reddy Guduru (Non-Executive Director of the



Company), to confirm his presence and share his brief introduction.

**Mr. Raja Gopal Reddy Guduru (Non-Executive Director of the Company)**

Good afternoon, everyone. I am Raja Gopal Reddy Guduru, working as a Non-Executive Director on the Board of Alankit Limited. I am delighted to join this 36th Annual General Meeting from my residence in Hyderabad.

It is an honour to be part of this Meeting, and I look forward to actively participating in the discussions and deliberations that will guide and strengthen the future growth of our company.

Thank you for your participation and attention

**Ms. Sakshi Thapar (Company Secretary)**

Thank you so much Sir. Now I would request next Ms. Preeti Chadha Non-Executive Director, to confirm her presence and share her brief introduction.

**Ms. Preeti Chadha (Non-Executive Director)**

Good afternoon everyone, I am Preeti Chadha, and it is a great honour to serve as a Non-Executive Director on the esteemed Board of Alankit Limited. I am joining today's Annual General Meeting from our Head Office in New Delhi.

In my role at Alankit, I have the privilege of serving on several key Board Committees. As a member of the Audit Committee, the Nomination & Remuneration Committee, I contribute to strategic decision-making, oversee financial reporting and disclosures, and support the company's continued growth and governance.

Thank you for this opportunity to contribute today, and I warmly welcome all shareholders to this Annual General Meeting.

**Ms. Sakshi Thapar (Company Secretary)**

Thank you Ma'am. Now I would request Mr. Gaurav Maheshwari (Chief Financial Officer) to confirm his presence and share his brief introduction.

**Ms. Sakshi Thapar (Company Secretary)**

Gaurav Sir

**Mr. Praveen (Moderator)**

Gaurav sir please unmute first.

**Mr. Gaurav Maheshwari (Chief Financial Officer)**

Am I Audible now



**Ms. Sakshi Thapar (COMPANY SECRETARY)**

Yes

**Mr. Gaurav Maheshwari (Chief Financial Officer)**

Good afternoon everyone I am Gaurav Maheshwari, Chief Financial Officer at Alankit Limited and it's a privilege to be video today at our 36th Annual General Meeting.

It is my pleasure to share insights on our company's financial performance and future prospects. I look forward to a open and constructive dialogue and I welcome any question of thoughts you may have. Thank you for your unwavering trust and continued support in our Journey, Thank you.

**Ms. Sakshi Thapar (Company Secretary)**

Thank you Sir. Now I am proceeding with the agenda of the 36th AGM. With the consent of all shareholders and auditors, the said documents have been sent by electronic mode to those members whose e-mail addresses were registered with the company or depositories. These documents have also been made available on the website. Considering the above, the Notice and Annual Report including Directors' Report, Secretarial Audit Reports, Auditors reports along with Financial Statements and the explanations/comments given thereupon by the board of directors in its report to the shareholders be taken as read.

Further it is informed that statutory auditors, secretarial auditors and internal auditors have not given any qualification or remark in their reports and the reports are unmodified.

The voting instructions are in compliance with the Companies Act, 2013 and SEBI Listing regulations read with MCA and SEBI circulars. The members are provided with the facility to cast their votes electronically through remote e-voting facility which is administered by NSDL on the resolutions set forth in the notice. The members who have not casted their vote on the resolutions as mentioned in the AGM notice by REMOTE E-VOTING prior to the AGM may cast their vote through e-voting available on the voting page of NSDL during the continuation of AGM simultaneously by watching the proceeding of the meeting.

The Board has appointed M/s. N. C. Khanna, Company Secretaries to act as scrutinizer to scrutinize the remote e-voting and the vote cast at the meeting and to provide the consolidated result. The resolutions mentioned in the notice have already been put to vote through remote e-voting and the voting is also available during the meeting. Hence, there will be no proposing or seconding of resolutions.

There are total 26 items for Annual General Meeting Agenda out of which Three (3) are Ordinary Business and Twenty-Three (23) are Special Business.

**ORDINARY BUSINESS**

1. To receive, consider and adopt, the Standalone Audited Financial Statements of the Company for the financial year ended March 31, 2025, together with the Reports of the Board of Directors and the Auditors thereon.
2. To receive, consider and adopt the Consolidated Audited Financial Statements of the

Company for the financial year ended March 31, 2025, together with the Reports of the Board of Directors and the Auditors thereon.

3. To appoint Ms. Preeti Chadha (DIN: 06901521), who retires by rotation as a Director and being eligible, offers herself for re-appointment.

#### SPECIAL BUSINESS

4. Appointment of Secretarial Auditor
5. Approval for undertaking related party transaction(s) with Alankit Assignments Limited, a promoter group company.
6. Approval for undertaking related party transaction(s) with Verasys Limited, a Subsidiary company
7. Approval for undertaking related party transaction(s) with Alankit Finsec Limited, a promoter group company.
8. Approval for undertaking related party transaction(s) with Alankit Foundation, a related party.
9. Approval for undertaking related party transaction(s) with Alankit Wealth Management Private Limited, a related party.
10. Approval for undertaking related party transaction(s) by a subsidiary company (Alankit Forex India Limited) with Alankit Assignments Limited.
11. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Finsec Limited.
12. Approval for undertaking related party transaction(s) by a subsidiary company with Verasys Limited.
13. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Finsec Limited.
14. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Assignments Limited.
15. Approval for undertaking related party transaction(s) by a subsidiary company with Verasys Limited.
16. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Finsec Limited.
17. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Assignments Limited.

18. Approval for undertaking related party transaction(s) by a subsidiary company with Pratishtha Images Private Limited.
19. Approval for undertaking related party transaction(s) by a subsidiary company with Verasys Limited.
20. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Wealth Management Private Limited.
21. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Finsec Limited.
22. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Assignments Limited.
23. Approval for undertaking related party transaction(s) by a subsidiary company with Pratishtha Images Private Limited.
24. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Finsec Limited.
25. Approval for undertaking related party transaction(s) by a subsidiary company with Alankit Assignments Limited.
26. Approval for undertaking related party transaction(s) by a subsidiary company with Infosafe Technologies Private Limited.

As mentioned in the notice of the AGM, members who would like to ask questions were needed to register themselves as a speaker in advance.

As we had received many requests for speaker shareholder and few of them will speak now and rest are requested to send their respective queries to the registered mail id by mail and they will be answered in due course. Here I call shareholders to please ask their questions, the board is requested to please note down the questions from respective shareholders and I request operator of this meeting to unmute them one by one. Mr. Ravinder Singh Nakoti,

**Mr. Praveen (Moderator)**

Give me a moment, Mr. RAVINDER please accept the request, now you are unmute now please ask your question. Mr. RAVINDER please accept the request yes. Now please ask your question

**Mr. Ravinder Singh Nakoti (Shareholder)**

Good everyone, Co. 2 saal se dividend kyu nhi derhi hai

**Ms. Sakshi Thapar (Company Secretary)**

Thank you. Next Question Sunil Kumar ji, Praveen please.

**Mr. Praveen (Moderator)**

Mr. Sunil please accept the request, yaa please ask your question.

**Mr. Sunil Kumar (Shareholder)**

Good afternoon everyone, I would like to ask a question that as I have seen, recently the share price has been under pressure so what is the company is doing to improve the investor confidence

**Ms. Sakshi Thapar (Company Secretary)**

Ok, thank you, Mr. Harish Kapoor

**Mr. Praveen (Moderator)**

Give me a moment, Mr. Harish please accept the request and ask your question. Yes, Please.

**Mr. Harish Kapoor (Shareholder)**

Good afternoon, my question is what is the companies long term vision and the strategy next year.

**Ms. Sakshi Thapar (Company Secretary)**

Thank you sir, next Mr. Narendra Kumar Saini.

**Mr. Praveen (Moderator)**

Give me a moment, Mr. Narendra please accept the request and ask your question. Mr. Narendra please accept the request. Ma'am, there is the issue, problem with The

**Ms. Sakshi Thapar (Company Secretary)**

May be, Next is Mr. Rahul Waliya

**Mr. Praveen (Moderator)**

Give me a moment, Mr. Rahul Waliya please accept the request and ask your question.

**Mr. Rahul Waliya (Shareholder)**

Yaa. How does a company plan to handle competition in the Industry?



**Ms. Sakshi Thapar (Company Secretary)**

Thank you, Now I request Managing Director to answer their questions.

**Mr. Ankit Agarwal (Managing Director)**

Thank you speaker shareholder for asking these questions. I will try to answer all these questions that you have asked us.

First question was why company not paying dividend. Currently we are wanting to invest and for last two financial year company has consciously not been declaring dividend in order to conserve cash and reinvest that in the critical business areas. During this period, we would requiring significant capital for expansion and technological upgrade and we also wanted to strengthen the working capital requirements. So these investments were extremely critical for improving efficiency ensuring competitiveness in the market. So This decision was not an easy one to take but rather in the best interest of the company and its shareholders.

The retained earnings are deployed strategically to generate higher and sustainable returns.

Now coming to the second question, why was the share price is under pressure. Share prices are determined by the external market forces. It is beyond the control of the company. However, we are focused on delivering consistent financial performance, maintaining transparent disclosures and ensuring sustainable growth pattern. We believe that in long run our fundamentals will reflect positively of the price of the shares

The third question was what is the strategy next year in long term vision. So the company's main growth drivers for the next year include expanding into new market investing in technology to enhance product upgrades. Additionally, a focus on customer acquisition and retention was support sustain.

Coming to the last question, which was How do we plan to running competition. The Competition in our industry is intense. We are wanted to invest in new products, services, the reason primarily to distribute dividend was this and the Customer Centricity and approach we trying to use AI and other things. Bringing Operational Efficiency and improve Strategic Partnerships & Market Expansion.

We believe that by leveraging these strengths, the company is well-positioned not just to handle competition, but also to emerge stronger in the years ahead.

If there are any more question, please send them across on e-mail and we will try to answer those questions.

Thank you all for joining us for this meeting. The Financial year 2024-25 has been an exceptional chapter for Alankit Limited. Marked by noteworthy accomplishment and strong growth as we conclude this session. I extend my sincere gratitude to valuable shareholder, client, partner, promoter and dedicated employees. its extended support and support are fundamental to our success and we deeply appreciated to continue

partnership. I would like to say that e-voting line will remain open for the shareholders for another 30 minutes from now. The members who are unable to cast their vote can vote during this time.

The voting results along with the scrutinizer report will be published not later than three days or two working days, whichever is earlier, of conclusion of the meeting. Members may view the voting results which shall be available on the company's website, NSDL voting platform and on the websites of the stock exchanges.

On behalf of the members present, I proposed a vote of thanks to a chairman Mr. Ashok Kumar Sinha. and the meeting is now concluded.

**Mr. Ashok Kumar Sinha (Chairman)**

Thank you all.