



Health & Wealth
We Manage Both

Alankit LIMITED

16th May, 2019

To,

The BSE Ltd. Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001 Phones: 022 - 2272 3121, 2037, 2041 Fax: 91-22-22721919 corp.relations@bseindia.com	The National Stock Exchange of India Ltd. Exchange Plaza, 5 th Floor, C-1, Block G Bandra – Kurla Complex, Bandra (E), Mumbai – 400051 Phones: 022 - 2659 8237, 8238, 8347, 8348 Fax No: (022) 26598120 cmist@nse.co.in
<u>Security Code No. : 531082</u>	<u>Security Code No. : ALANKIT</u>

Dear Sirs,

Sub: Appointment of Chief Revenue Officer (CRO)

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that Alankit Limited at its meeting of Management Committee of the Board of Directors of the Company held today has appointed Mr. Vishal Soni as the Chief Revenue Officer of the Company with effect from 16th May, 2019.

Brief Profile of Mr. Vishal Soni is enclosed herewith. Further, Mr. Vishal Soni is not related to any Director of the Company.

You are requested to take note of the same.

Yours faithfully
FOR ALANKIT LIMITED

ANKIT AGARWAL
MANAGING DIRECTOR

BRIEF PROFILE OF MR. VISHAL SONI

Mr. Vishal Soni has done B.E. in Mechanical from College of Technology & Engineering under MPUAT, Udaipur in 2002 and Certification Program in Leadership & Strategic Management from Indian Institute of Management, Calcutta in 2018; one year executive program with classroom sessions having over 16.5 years of diversified experience across India & SAARC in Business Planning & leadership & P&L Accountability.

EXECUTIVE PROFILE:

- Dynamic & results-oriented business leader with a strong track record of performance in turnaround & high-paced organization across IT -Banking & Retail Automation, E Gov., Education, Enterprise, Defense, Smart Cities, Pharmaceuticals, Residential & Consumers segments covering global spectrum
- Track record of launching new business lines, establishing division from scratch, increasing sales by multi-folds and growing top-line & bottom-line
- Proven success in growing annual sales and turnover of the business; rich experience of managing Central, Desktop Identity Issuance & Financial Instant Issuance Technology Solutions
- Impressive success in budgeting, evolving & forecasting the demand by utilizing strong market acumen, developing review mechanism, managing sales force & CRM and building pipeline for continuous growth
- Start-up Specialist with immense success in building & establishing companies from scratch and amplifying business margin by multifold through new geography penetration
- Front-led key functions like setting strategic goals, making decisions, and enabling smooth day-to-day operations • Impressive acumen in enhancing market share by establishing strategic alliances and tie-ups with distribution & channel partners
- Excelled at spearheading projects spanning evolving areas including Card Personalization Industry, Banking & Retail Automation, Security & Surveillance Industry and National ID & Institutional ID Programs
- In-depth understanding of diverse markets across as well as different models of business and positioning of products
- Holding & maintaining strong relations with Decision Makers, Opinion Leaders and Key Accounts in a competitive environment
- Expertise in analyzing market trends to provide critical inputs for business development initiatives and formulation of selling & marketing strategies
- Superior interpersonal skills, capable of resolving issues and motivating staff to peak performance; enabled leadership development within the team.

Mr. Vishal Soni is not related with the Promoters, Directors and Key Managerial Personnel of the Company and their relatives. The Company has appointed him after considering his educational background and expertise.