

05th March, 2020

To,
The General Manager
Department of Corporate Services
Bombay Stock Exchange Limited
P.J Towers, Dalal Street
Mumbai – 400001
Phones: 022 - 2272 3121, 2037, 2041
Fax: 91-22-22721919
corp.relations@bseindia.com
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
Fax No: (022) 26598120
cmist@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 quarter and nine months ended December 31, 2019.

Kindly take above intimation on your record.

Thanking you.

Sincerely yours,
FOR ALANKIT LIMITED

Khushboo
o Arora
KHUSHBOO ARORA
COMPANY SECRETARY

Digitally signed by Khushboo Arora
DN: c=IN, st=Uttar Pradesh,
2.5.4.20=9d86d63475ee8691f30230aff4d0ad585a97
e86d6e1e1d7235077affa, postalCode=201005,
street=C-24-B, GAUR ENCLAVE-1 FLAT NO-B-4,SHALIMAR
GARDEN EXT-2,ahilabad,Parsonda,Ghaziabad,
serialNumber=f72ec3c1e806a4b0b55841955f63abac3
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cn=Khushboo Arora, title=0298,
pseudonym=5959874530ca0f16357214a13bea59
Date: 2020.03.05 12:33:41 +05'30'

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 | email : info@alankit.com

Alankit

Health & Wealth, We Manage Both

Earnings Presentation

9M / Q3-FY20



Executive Summary

- 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 29th February, 2020 was INR 2,072.90 Mn.

Company Overview

FY19 Financial Snapshot (Consolidated)

INR in Million

Up 22.64%

1,289

**Total
Income**

**Margins
14.12%**

182

EBITDA

**Margins
10.86%**

140

PAT

E-Governance

E-Governance Services

- TIN Facilitation
 - TAN
 - E-TDS Return Filling
 - 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, IDP

Other Services

GST Suvidha Provider

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.

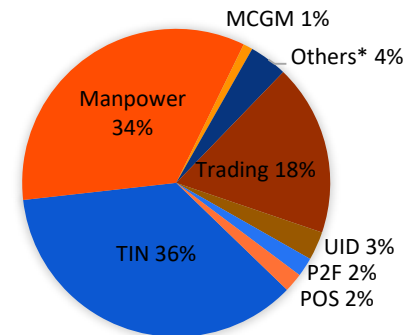
4 Robust & established delivery franchise with professionals (CA's, tax professional, lawyers etc.) as partners.

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).

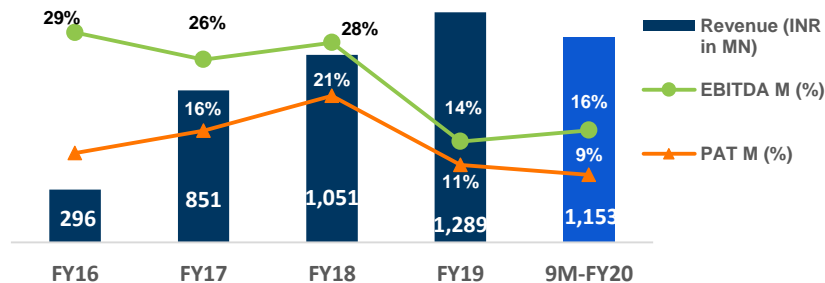
7 Verasys Technologies Pvt Ltd, a 51% subsidiary of Alankit Ltd has received the approval from the Controller of Certifying Authority to act as a certifying authority for issuance of digital signatures and e-sign service provider for a period of 5 years.

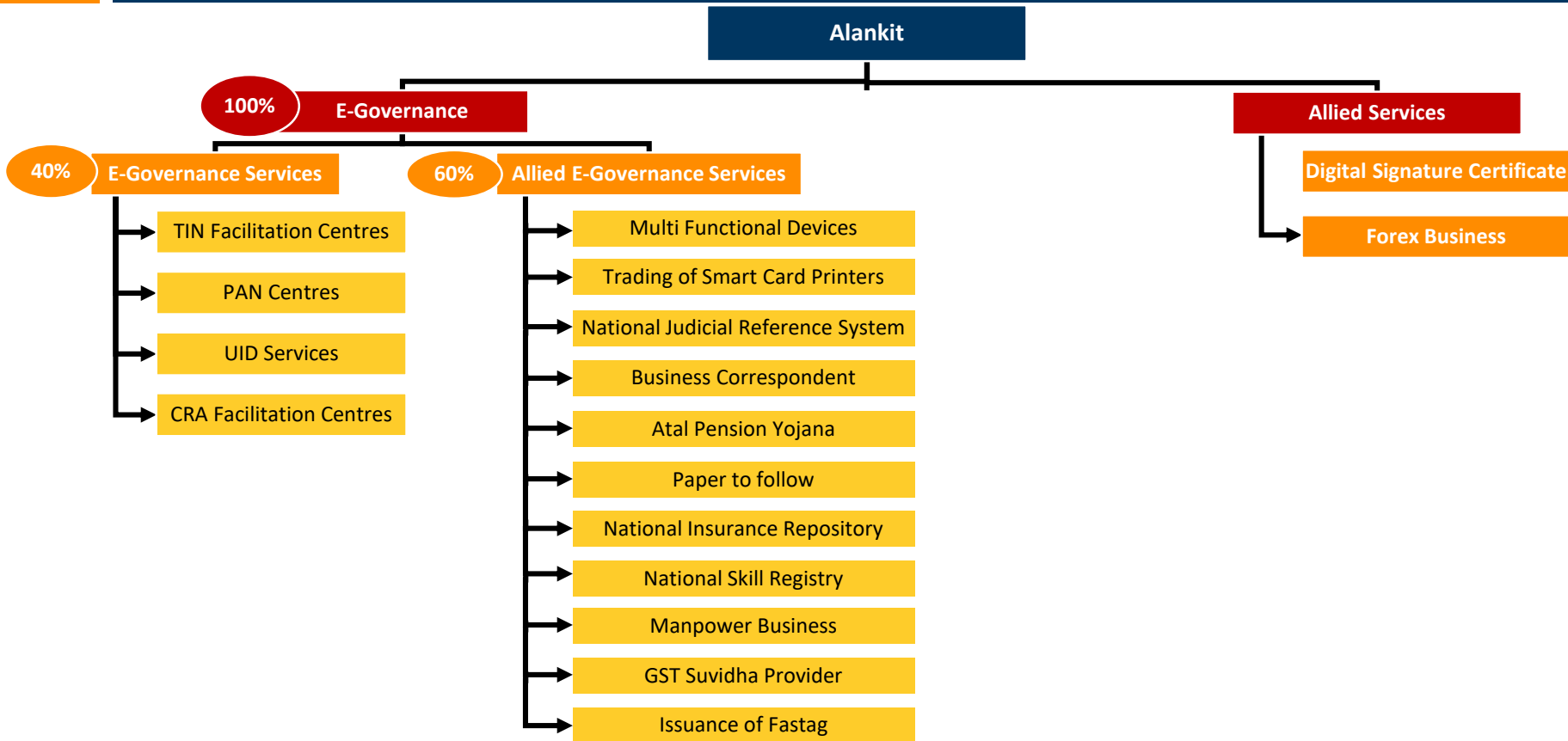
9M-FY20 Revenue Mix (%)



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

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







9M / Q3-FY20 FINANCIAL OVERVIEW

Financial Highlights:

•Q3-FY20 Financial Performance (Standalone):

- Total Income:** INR 279 Mn
- EBITDA:** INR 60 Mn
- EBITDA Margin:** 21.51%
- Net Profit:** INR 41 Mn
- PAT Margin:** 14.70%
- Diluted EPS (INR):** INR 0.29 per share

•9M-FY20 Financial Performance (Standalone):

- Total Income:** INR 951 Mn
- EBITDA:** INR 164 Mn
- EBITDA Margin:** 17.25%
- Net Profit:** INR 95 Mn
- PAT Margin:** 9.99%
- Diluted EPS (INR):** INR 0.67 per share

•Q3-FY20 Financial Performance (Consolidated):

- Total Income:** INR 329 Mn
- EBITDA:** INR 67 Mn
- EBITDA Margin:** 20.36 %
- Net Profit:** INR 46 Mn
- PAT Margin:** 13.98 %
- Diluted EPS (INR):** INR 0.32 per share

•9M-FY20 Financial Performance (Consolidated):

- Total Income:** INR 1,153 Mn
- EBITDA:** INR 181 Mn
- EBITDA Margin:** 15.70%
- Net Profit:** INR 109 Mn
- PAT Margin:** 9.45%
- Diluted EPS (INR):** 0.77 INR per share

Operational Highlights:

- Alankit has started project of selling the FAST TAG in association with Axis Bank
- Revenue for the POS machine has increased from INR 68.43 Lakhs in Q2-FY20 to INR 1.54 Cr in Q3-FY20
- Company's profitability has increased in Q3-FY20 due to rationalization of expenses and cost control measures
- Alankit has got few projects under the Smart Card division and Manpower segment

Q3-FY20 Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	Q3-FY20	Q3-FY19	Y-o-Y	Q2-FY20	Q-o-Q
Revenue from operations	279	319	(12.5)%	377	(26.0)%
Total Expenses	219	259	(15.4)%	326	(32.8)%
EBITDA	60	60	NA	51	17.6%
EBITDA Margin	21.51%	18.81%	270 Bps	13.53%	798 Bps
Depreciation	10	10	NA	10	NA
Finance Cost	4	3	33.3%	4	NA
Other Income	13	16	(18.8)%	1	NA
PBT	59	63	(6.3)%	38	55.3%
Tax	18	26	(30.8)%	14	28.6%
Profit After Tax	41	37	10.8%	24	70.8%
PAT Margins	14.70%	11.60%	310 Bps	6.37%	833 Bps
Other Comprehensive Income	-	-	NA	1	NA
Total Comprehensive Income (After Tax)	41	37	10.8%	25	64.0%
Diluted EPS (INR)	0.29	0.26	11.5%	0.17	70.6%

9M-FY20 Standalone Income Statement (IND-AS)

INCOME STATEMENT (INR MN)	9M-FY20	9M-FY19	Y-o-Y
Revenue from operations	951	850	11.9%
Total Expenses	787	706	11.5%
EBITDA	164	144	13.9%
<i>EBITDA Margin</i>	<i>17.25%</i>	<i>16.94%</i>	<i>31 Bps</i>
Depreciation	30	27	11.1%
Finance Cost	12	6	100.0%
Other Income	19	29	(34.5)%
PBT	141	140	0.7%
Tax	46	64	(28.1)%
Profit After Tax	95	76	25.0%
<i>PAT Margins</i>	<i>9.99%</i>	<i>8.94%</i>	<i>105 Bps</i>
Other Comprehensive Income	-	(1)	NA
Total Comprehensive Income (After Tax)	95	75	26.7%
Diluted EPS (INR)	0.67	0.53	26.4%

Historical Standalone Income Statement

INCOME STATEMENT (INR MN)	FY17	FY18	FY19	9M-FY20
Revenue from operations	849	1,044	1,230	951
Total Expenses	648	777	1,048	787
EBITDA	201	267	182	164
EBITDA Margin (%)	23.67%	25.57%	14.80%	17.25%
Depreciation	15	35	37	30
Finance Cost	-	7	10	12
Other Income	17	29	69	19
PBT	203	254	204	141
Tax	70	40	72	46
Profit After Tax	133	214	132	95
PAT Margins (%)	15.67%	20.50%	10.73%	9.99%
Other Comprehensive Income	11	(3)	-	-
Total Comprehensive Income (After Tax)	144	211	132	95
Diluted EPS (INR)	0.93	1.49	0.92	0.67

Standalone Balance Sheet (As per IND-AS)

PARTICULARS (INR MN)	FY18	FY19	H1-FY20	PARTICULARS (INR MN)	FY18	FY19	H1-FY20
EQUITIES & LIABILITIES				ASSETS			
Shareholder Funds				Non Current Assets			
(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
Total -Shareholder Funds	626	724	778	(C) Financial Asset			
Non Current Liabilities				(I)Investments	208	219	219
(A) Financial Liabilities				(II) Other financial assets	77	26	27
(I) Borrowings		82	80	Total - Non – Current Assets	792	915	904
(II) Other Financial Liabilities	187	169	179				
(B) Employee benefit obligation	6	14	16	Current Assets			
(C) Deferred Tax liabilities (Net)	10	46	48	(A) Inventory	29	58	35
Total - Non – Current Liabilities	203	311	323	(B) Financial Assets			
Current Liabilities				(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	Total – Current Assets	422	412	610
(B) Current income tax liabilities (Net)	1	-	16				
(E) Other Liabilities	57	81	88				
Total current liabilities	385	292	413				
GRAND TOTAL - EQUITIES & LIABILITIES	1,214	1,327	1,514	GRAND TOTAL – ASSETS	1,214	1,327	1,514

Q3-FY20 Consolidated Income Statement (IND-AS)

Health & Wealth, We Manage Both

INCOME STATEMENT (INR MN)	Q3-FY20	Q3-FY19	Y-o-Y	Q2-FY20	Q-o-Q
Revenue from operations	329	340	(3.2)%	492	(33.1)%
Total Expenses	262	275	(4.7)%	434	(39.6)%
EBITDA	67	65	3.1%	58	15.5%
<i>EBITDA Margin</i>	<i>20.36%</i>	<i>19.12%</i>	<i>124 Bps</i>	<i>11.79%</i>	<i>857 Bps</i>
Depreciation	13	13	NA	13	NA
Finance Cost	4	3	33.3%	4	NA
Other Income	16	19	(15.8)%	7	NA
PBT	66	68	(2.9)%	48	37.5%
Tax	20	26	(23.1)%	17	17.6%
Profit After Tax	46	42	9.5%	31	48.4%
<i>PAT Margins</i>	<i>13.98%</i>	<i>12.35%</i>	<i>163 Bps</i>	<i>6.30%</i>	<i>768 Bps</i>
Other Comprehensive Income	-	1	NA	-	NA
Total Comprehensive Income (After Tax)	46	43	7.0%	31	48.4%
Diluted EPS (INR)	0.32	0.30	6.7%	0.22	45.5%

9M-FY20 Consolidated Income Statement (IND-AS)

Health & Wealth, We Manage Both

INCOME STATEMENT (INR MN)	9M-FY20	9M-FY19	Y-o-Y
Revenue from operations	1,153	885	30.3%
Total Expenses	972	734	32.4%
EBITDA	181	151	19.9%
EBITDA Margin	15.70%	17.06%	(136) Bps
Depreciation	39	32	21.9%
Finance Cost	12	7	71.4%
Other Income	31	35	(11.4)%
PBT	161	147	9.5%
Tax	52	64	(18.8)%
Profit After Tax	109	83	31.3%
PAT Margins	9.45%	9.38%	7 Bps
Other Comprehensive Income	-	-	NA
Total Comprehensive Income (After Tax)	109	83	31.3%
Diluted EPS (INR)	0.77	0.58	32.8%

Historical Consolidated Income Statement

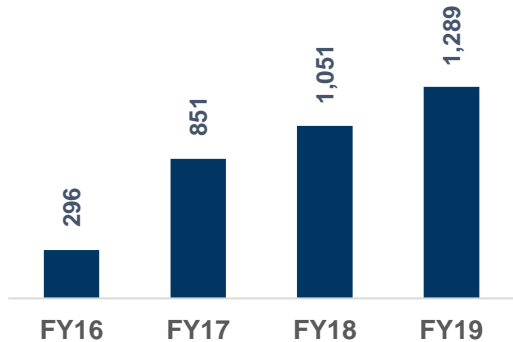
INCOME STATEMENT (INR MN)	FY17	FY18	FY19	9M-FY20
Revenue from operations	851	1,051	1,289	1,153
Total Expenses	650	789	1,107	972
EBITDA	201	262	182	181
EBITDA Margin (%)	23.62%	24.92%	14.12%	15.70%
Depreciation	15	35	45	39
Finance Cost	-	7	11	12
Other Income	17	38	90	31
PBT	203	258	216	161
Tax	(70)	41	76	52
Profit After Tax	133	217	140	109
PAT Margins (%)	15.63%	20.65%	10.86%	9.45%
Other Comprehensive Income	11	(3)	-	-
Total Comprehensive Income (After Tax)	144	214	140	109
Diluted EPS (INR)	0.93	1.51	0.98	0.77

Consolidated Balance Sheet (As per IND-AS)

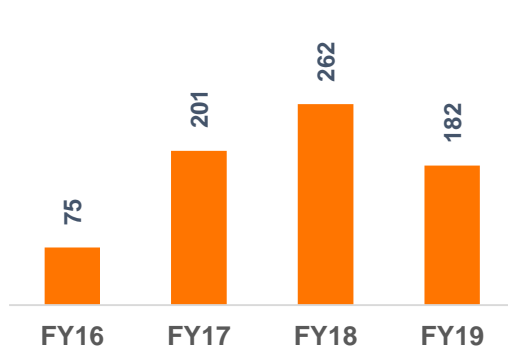
PARTICULARS (INR MN)	FY18	FY19	H1-FY20	PARTICULARS (INR MN)	FY18	FY19	H1-FY20
EQUITIES & LIABILITIES				ASSETS			
Shareholder Funds				Non Current Assets			
(A) Share Capital	143	143	143	A) Property, plant and equipment	65	223	216
(B) Other Equity	488	592	650	B) Intangible assets	480	490	480
(C) Non-Controlling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

Key Ratios (Consolidated)

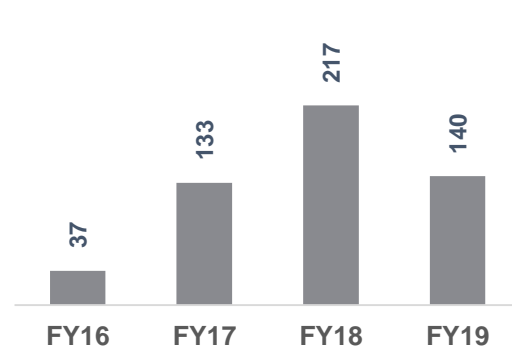
Income



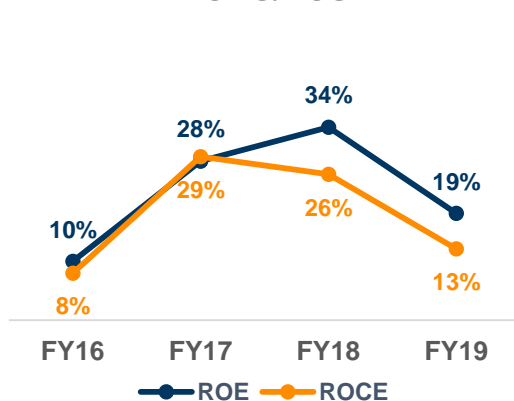
EBITDA (INR Mn)



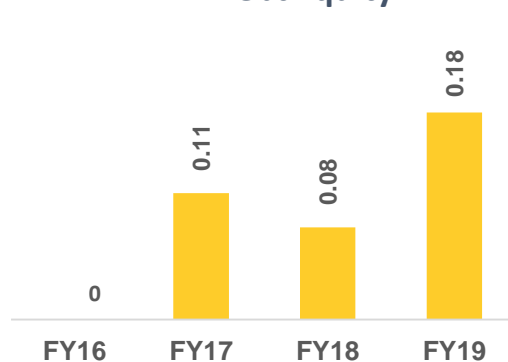
PAT (INR Mn)



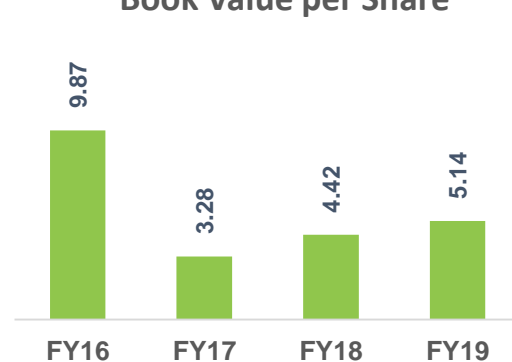
RoE & RoCE



Debt Equity



Book Value per Share



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Mr. Anuj Sonpal
Valorem Advisors Investor Relations
Management
Tel: +91-22-49039500
Email: alankit@valoremadvisors.com

THANK YOU