



CREATING & **PRESERVING** VALUE

Annual Report 2016-17



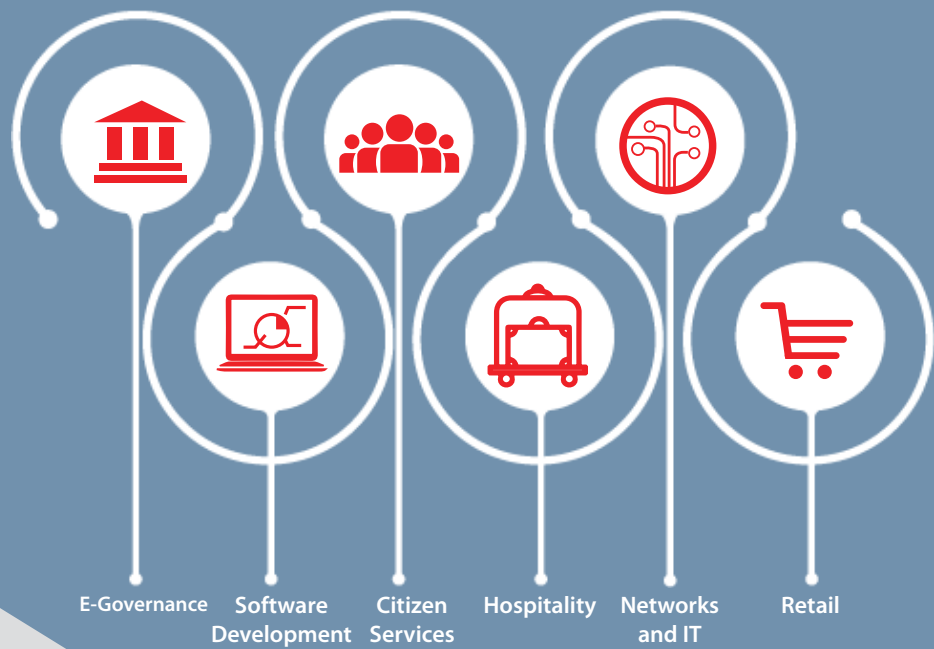
TABLE OF CONTENTS

At a Glance	2
17 Glorious Years of Atishay Limited	4
Our Journey Over The Years	6
Our Services Portfolio	8
Our India Presence	14
Corporate Information	15
Awards & Accolades	16
Enhancing A Successful Strategy	18
Board of Directors	20
The Leadership At Atishay Limited	22
Our Operational & Financial Scorecard	24
Driving An Ambitious Growth Strategy	26
Diversifying To Gain Stability And Predictability	28
Our Relationships Define Our Performance And Promise	30
Tapping Retail To Widen Our Horizons	32
Management Discussion & Analysis	34





Notice of Annual General Meeting	52
Directors' Report	58
Report On Corporate Governance	83
Certificate Of Corporate Governance	97
Auditor's Report	98
Balance Sheet	103
Statement of Profit and Loss	104
Cash Flow Statement	105
Notes to Financial Statement	107
CEO and CFO Certification	128
Attendance Slip	129
Proxy form	130
Members Feedback Form	132
Route Map	134



AT A GLANCE

OUR SERVICE OFFERINGS

We are a technology driven company, focusing on creating India's largest network of last-mile retail points-of-sale, delivering e-Governance and E-Commerce services to the unserved rural, semi-urban, and urban markets. Being the largest systems integrator for key government projects, we enable the Central and State governments to deliver e-Governance services to every citizen – more affordably and more efficiently than ever before.

We are a leading provider of business and knowledge process services and database management solutions. We have more than 17 years of experience, a comprehensive portfolio of services, and a unique framework of deploying IT applications. Our aim is to potentially enable every Indian to seamlessly benefit from Government programmes, and avail a wider access to services.

We are a CMM Level 3 and an ISO/IEC 27001:2005 certified data management and IT solutions company. Our strengths lie in providing technology driven business solutions, enabling our clients to achieve their strategic goals.

For over two decades, we have been bringing to life great ideas and business grade solutions, catalysing progress for the nation. We are committed to continually improve the products and technologies that we offer, as well as our human skills, leading to total overall customer satisfaction.



Our Strategic Imperatives

- » To achieve customer satisfaction by delivering world-class products and services
- » To maintain ethical norms in dealings with stakeholders, employees, customers, suppliers, financial institutions and the society
- » To develop and retain talented, dedicated and ethical human resources, providing opportunities to learn, contribute and grow
- » To maintain an organisational climate conducive to trust, open communication and team spirit
- » To grow in consistence with philosophy through continuous organisational improvement

17 Glorious Years of Atishay Limited

(Formerly Known as Atishay Infotech Limited)



Our Vision

To emerge as a premier solutions provider in the areas of information technology by providing services that optimise customer investments.

Our Mission

To expand our market share by penetrating the market even further, while continuing to satisfy our clientele with our service and support.

Our Core Values



A Relationship Beyond Business

While our journey is not yet over, we have travelled a long distance since we started our operations in 2000. Today, we are a listed company on the Bombay Stock Exchange (BSE).

We have a presence in 6 States across India, through 6 offices and around 130 employees. We are amongst the most rurally penetrated company in India, delivering last mile financial access to the under-served through our vast network of touch-points.

We provide employment opportunities to people in Tier 2 and 3 cities, enabling them to participate in India's rising e-Governance industry. We stand tall in the marketplace with a strong understanding of the market, high customer service levels, a strong distribution network, and the constant process of innovation in our products and services. While focusing on profitability with growth, we continue to look at opportunities in an agile manner that is consistent with our long-term objectives.

Seventeen years later, we continue to sustain the momentum of our growth. We are steadfastly creating further value from our fundamental belief and have established credence as the most customer centric company in the sector. We have embarked on an exciting journey to produce quantum growth and long-term value creation.

44

(36 Districts of Maharashtra,
6 Districts of Rajasthan,
2 Districts of Madhya Pradesh)

8.5 Crore

Data processed in
Bhopal, Madhya Pradesh

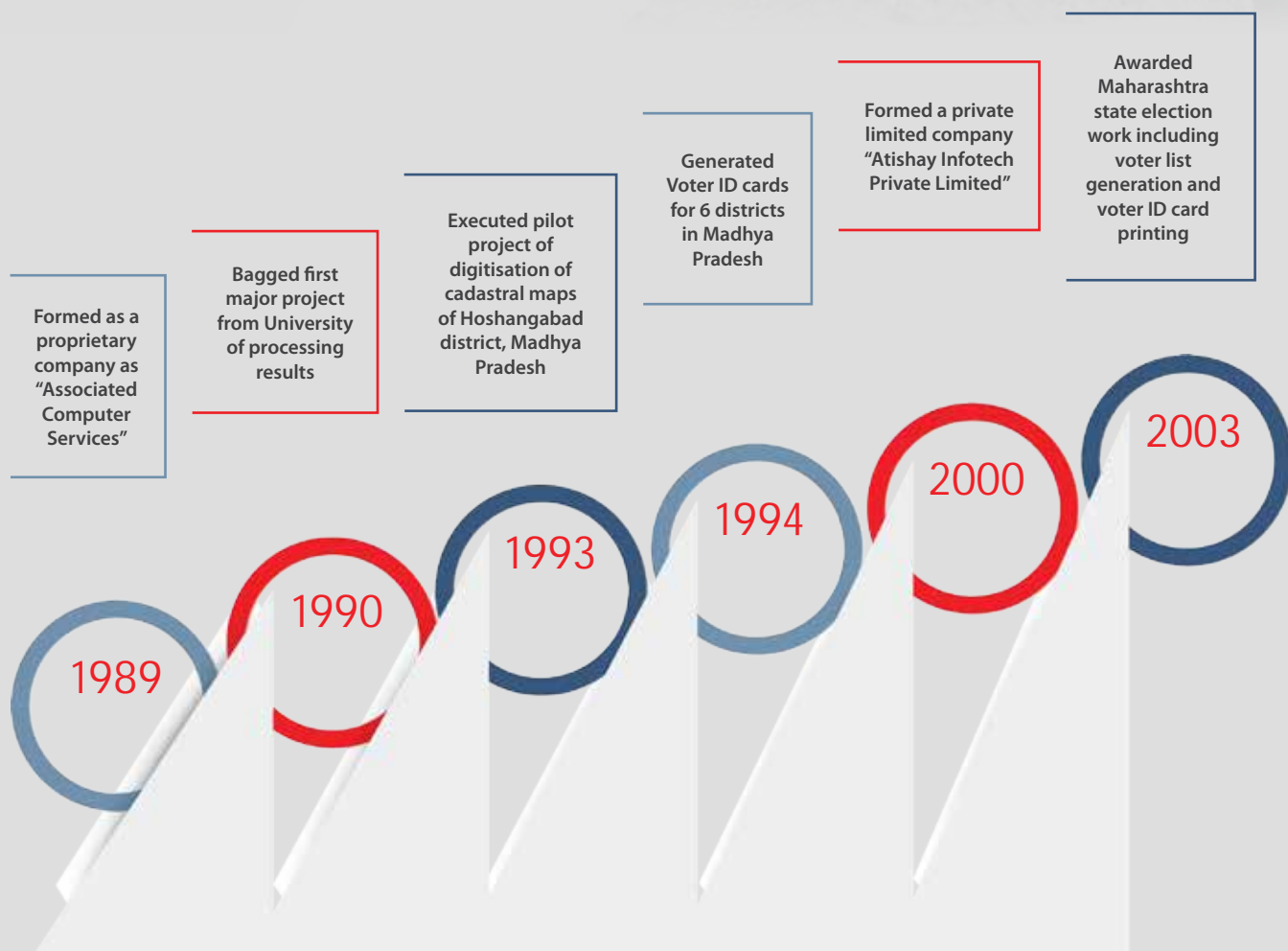
21 Days

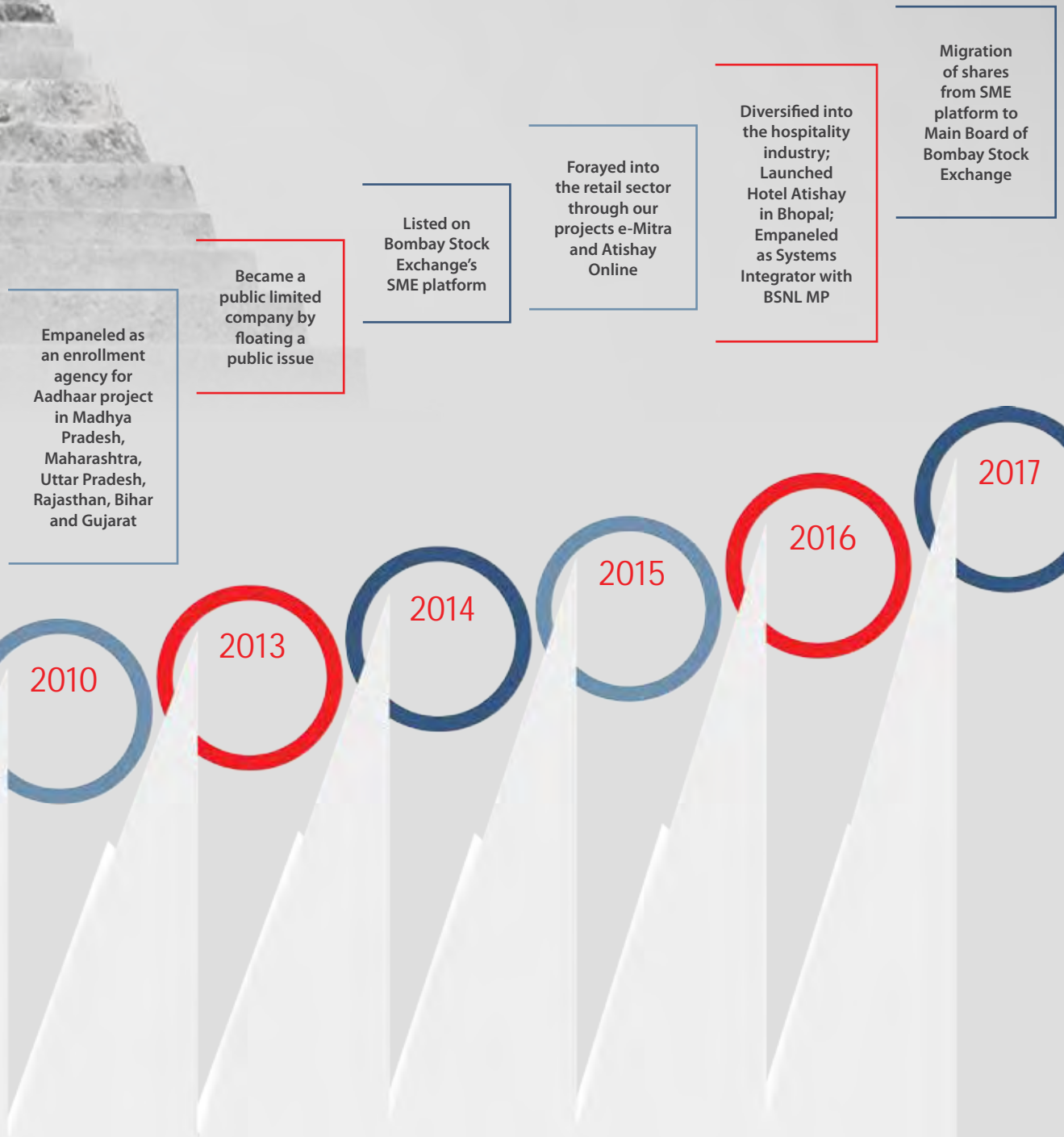
Time taken to process data of
8.5 Crore Individuals

40%

Share of our Total Revenue
(Including e Governance projects)

OUR JOURNEY





OUR SERVICES PORTFOLIO

With an in-depth and unmatched understanding of the government domain, and the required IT expertise, we provide innovative solutions to our clients, enabling them to improve their transparency and efficiency, and serve their citizens better.



1. E-GOVERNANCE

Smoothing Processes Enriching Transparency

a. ELECTION COMMISSION OF INDIA

36
Districts

Our Presence
in Maharashtra

2

Number of Data
Processing Centres

21

Number of days
taken to process
data

8.5 Crore

Number of
citizens for
processing data

