

ATISHAY LIMITED



EXPANDING **FRONTIERS.**  
SUSTAINING **GROWTH.**

ANNUAL REPORT 2017-18

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# Corporate Information

## Board of Directors

**Mr. Akhilesh Jain**

Chairman and Managing Director

**Mr. Archit Jain**

Whole Time Director

**Mrs. Rekha Jain**

Non Executive Director

**Mr. Arvind V. Lowlekar**

Independent & Non Executive Director

**Mr. Kavindra Singh**

Independent & Non Executive Director

**Mrs. Poonam Agrawal**

Independent & Non Executive Director

**Mr. Ajay Mujumdar**

Independent & Non Executive Director

## Company Secretary and Compliance Officer

Ms. Iti Tiwari

## Chief Financial Officer

Mr. Arjun Singh Dangi

## Corporate Identity Number

L70101MH2000PLC192613

## Statutory Auditors

M/s. B. M. Parekh & Co.

3/203, 2<sup>nd</sup> Floor, Navjivan Society,

Lamington Road,

Mumbai – 400 008.

Tel: +91-22-23073126

Fax: +91-22-23088804

Email ID: bhavinparekh77@gmail.com

## Registrar & Share Transfer Agent

SHAREX DYNAMIC (INDIA) PRIVATE LIMITED

Unit - 1, Luthra Industrial Premises, Safed Pool,

Andheri Kurla Road, Andheri (East),

Mumbai - 400 072.

Contact: +91-22-28515606

Email ID: sharexindia@vsnl.com

## Registered Office

14-15, Khatau Building,

44 Bank Street, Fort,

Mumbai - 400 001.

Tel No.: + 91-22-49739081

Website: www.atishay.com

## Contact Details for Investors

Ms. Iti Tiwari

Company Secretary & Compliance Officer

Plot No. 36, Zone-I, Maharana Pratap Nagar,

Bhopal - 462011.

Tel No.: +91-755-2558283

Mail ID: compliance@atishay.com

## Listing

BSE Limited - Main Board

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai - 400 001.

# ***Expanding Frontiers. Sustaining Growth.***

With our uncompromising mantra of “on-time and efficient delivery”, and our ability to provide efficient solutions to the most complicated problems, we are on a sure and steady path of solid growth. We are making smart investments today, to reap their benefits tomorrow. Through our forward-thinking approach, we are well dressed for sustainably delivering enriched stakeholder growth.

During the year, we leveraged our key strengths of a proven track record, and strong industry expertise in IT and e-Governance services, to broaden our customer base and expand our scope of services. We devised more evolved and innovative business models for some of our existing verticals, and rolled out a bigger canvas of products and services, to catapult our organisation to new orbits of business scale.

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There are multiple levers that are fuelling us on our long marathon to success. These are our strong business principles; domain IT expertise; enduring market relationships; growing project pipeline; a value centric business model; and diverse range of service offerings. We are fixated on deriving value creation, by enabling citizens to seamlessly benefit from a wider access to basic services.

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We ventured deeper into each of our existing verticals to deliver further scalability. We also forayed into new business verticals to de-risk the existing portfolio and create opportunities to provide sustainable value over the long term. Moving ahead, we aim to draw synergies between all our verticals, and capitalise on our track record of handling Government projects to capture additional markets and increase our geographical presence.



# The World of Atishay Limited

At Atishay Limited, we live the philosophy of being a trusted digital information partner for our customers, and of enabling citizens to seamlessly benefit from Government programmes by availing a wider access to services. Our technology-driven business solutions help our clients to achieve their strategic goals and deliver tangible business value and experiences to our stakeholders.

## Strengths that Define Us

We are an ISO/IEC 27001:2005 certified data management, CMMi SVC ML 3 and IT solutions company.

We are the leading provider of business and knowledge process services.

We have a strong management team and industry specific knowledge and experience.

We have a proven client track record, supported by long-term relationships.



We have an ISO 9001:2015 certified service delivery mechanism.

We deploy an innovative framework directly linked to improving customer service delivery across the value chain.

Our reach extends across length and breadth of India.

We have capabilities in large-scale process management services across verticals.

## 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 Vision

To be the premier solutions provider in the areas of information technology by offering services that optimise customer investments.

We are one of the leading providers of business process services, and database management solutions in India. We are equipped with a comprehensive portfolio of services and a unique framework of deploying IT applications.

Our objective is to create India's largest network of last-mile retail points-of-sale to deliver e-Governance and E-Commerce services to the unserved and under-served rural, semi-urban and urban markets. We are one of the systems integrators for key Government projects, enabling the delivery of e-Governance services to every citizen – more affordably and efficiently than ever before.

## Our Key Focus Areas

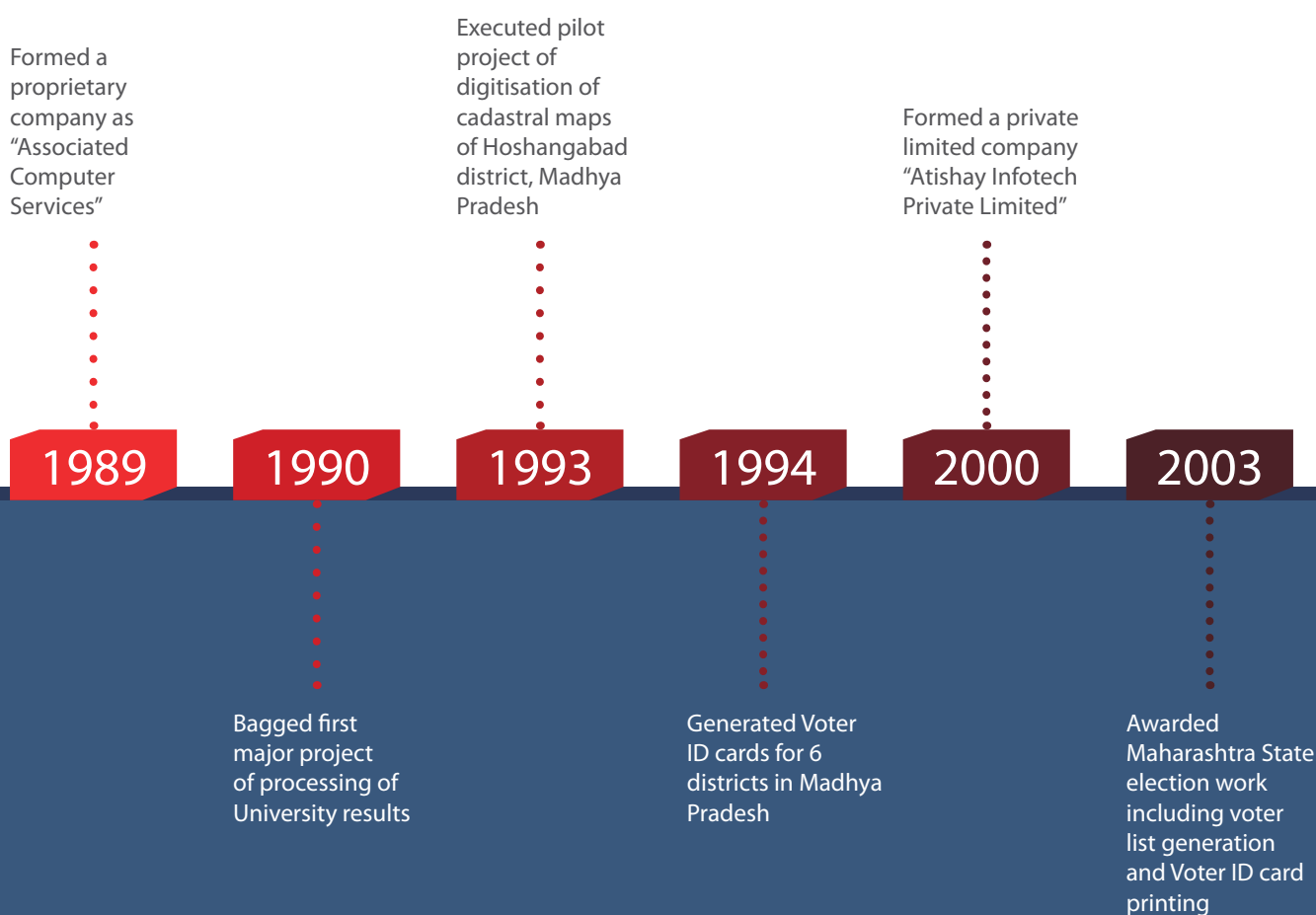
- To achieve customer satisfaction by delivering quality products and services
- To maintain ethical norms in dealings with stakeholders, employees, customers, suppliers, financial institutions and the society
- To develop and retain talented, dedicated and ethical human resources, providing opportunities 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

# 40%

Share of e-Governance projects  
in Total Revenue



# How we Evolved Since Inception





Empaneled as an enrolment agency for Aadhaar project in Madhya Pradesh, Maharashtra, Uttar Pradesh, Rajasthan, Bihar and Gujarat

2010

2013

Became a Public Limited Company

Listed on Bombay Stock Exchange's SME platform

2014

2015

Forayed into the retail sector through our projects e-Mitra and Atishay Online

- Diversified into the hospitality industry
- Launched Hotel Atishay in Bhopal
- Empaneled as Systems Integrator with BSNL MP

2016

2017

Migrated to the Bombay Stock Exchange from SME platform to Main Board

2018

Maxidoo, an all-in-one cloud-based Hotel Enterprise Resource Planning software, which enables hotels to automate operations, augment productivity and boost revenues

# Our Wide Presence

