



Getalong Enterprise Ltd.

AN ISO 9001:2015 COMPANY

One Stop For Tax Solutions & Allied Services

INVESTOR

PRESENTATION

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About the Company



Getalong Enterprise Limited is an ISO 9001:2015 certified Company. We aim to provide complete Tax Solutions and Allied Services to our customers in a hassle-free way by giving personalised as well as customized services.

WHY CHOOSE US

01. EXPERT ASSISTANCE

02. TIMELY FILING & QUICK SUPPORT

03. DATA SECURITY

04. QUALITY ASSURANCE

05. AFFORDABLE PRICE



OUR STORY

**JULY
2020**

Incorporation of the Company

**DEC
2020**

Acquisition of office premises at Masjid Bunder, Mumbai

**JAN
2021**

Increase in Authorized Capital from Rs.1 lakh to Rs.1.60 crores

**APRIL
2021**

Conversion of Company from Private Limited to Public Limited

**JUNE
2021**

Acquisition of two office premises at Ghatkopar, Mumbai

**AUG
2021**

Increase in Authorized Capital from Rs.1.60 crores to Rs.2 crores

**SEPT
2021**

Approval from BSE for Listing on BSE-SME segment

**OCT
2021**

Listed on BSE-SME

**SEPT
2022**

Change of object Clause to carry on the business of Consultants in India and abroad in the field of Direct and indirect taxes imposed by the Central/State Government and/or any authorities

**AUG
2023**

Applied for E-Return Intermediary License

**SEPT
2023**

Issue of 1,71,600 Equity Shares of Rs.10/- each on a Preferential basis for cash at a price of Rs.156/- per share

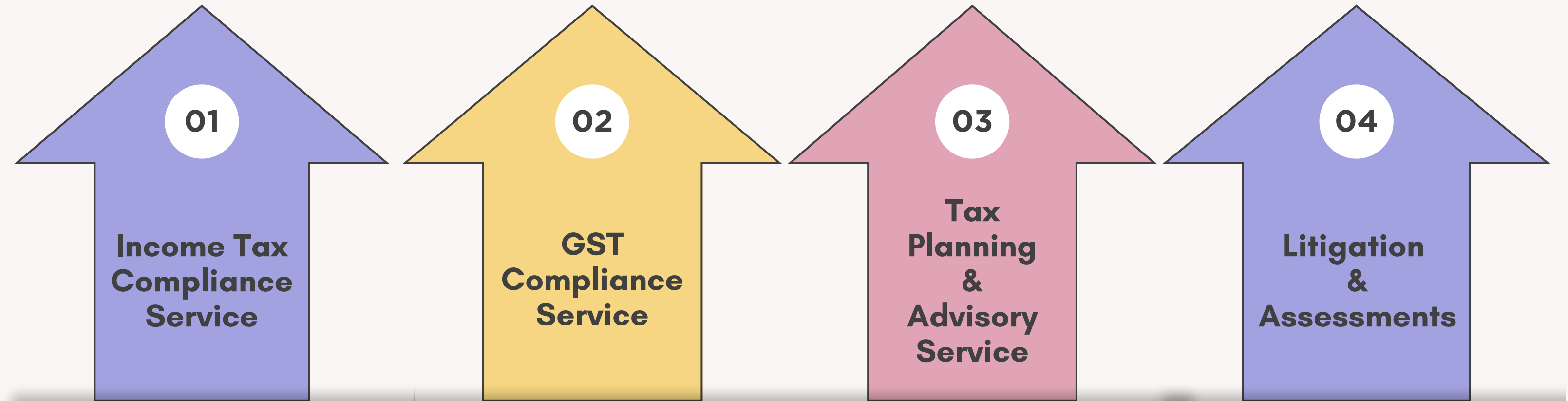
**OCT
2023**

Acquisition of one more office premises at Ghatkopar, Mumbai

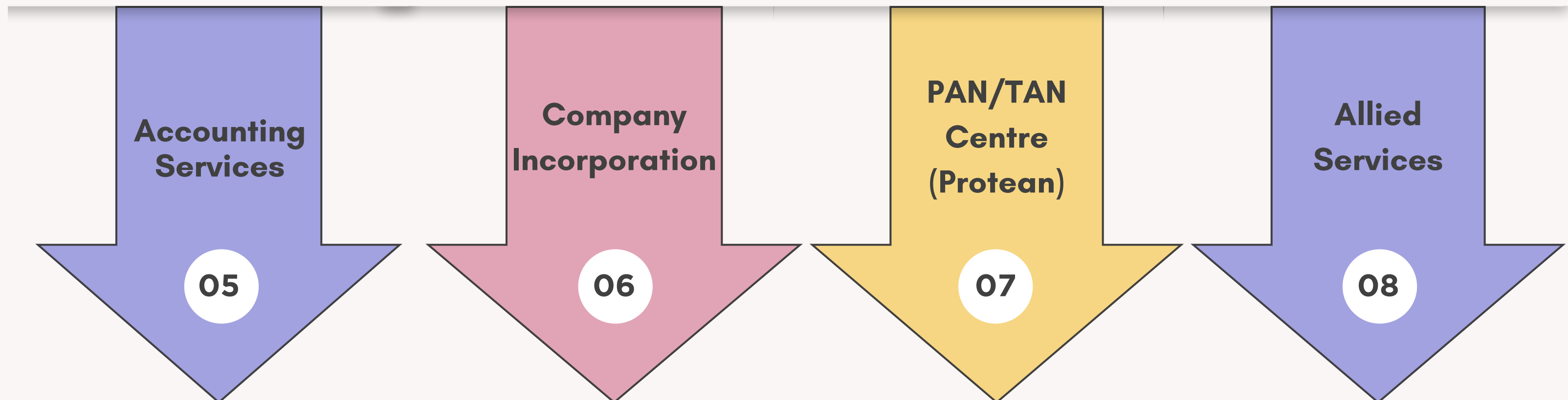
**AUG
2024**

Applied for Trade Mark registration for the brand "Tax Wit" for developing and launching mobile application towards online filing of Income Tax returns for individual tax-payers in India





BUSINESS VERTICALS



Income Tax Compliance Service

- Assisted ITR Filing
- TDS return
- Lower Deduction Certificate

GST Compliance Service

- GST return filing
- GST refund
- LUT Application
- Amendment in GST registration

Litigation & Assessments

- Income Tax Assessment
- GST Business Audit
- Appeals

Tax Planning & Advisory Service

- Minimise Tax liability
- Advising on Tax saving Investments
- Financial Strategy, Budgeting & long-term planning
- Management consultancy

Accounting Services

- Book-keeping services for MSME businesses

Company Incorporation

- LLP/Pvt. Ltd./Ltd. Company formation
- Partnership Firm formation

SERVICE PORTFOLIO

PAN/TAN Centre (Protean)

- New Pan/Correction application
- New Tan/Correction application

Allied Services

- Digital Signature
- IEC Registration
- Udyam Aadhaar
- Export/Import documentation
- Trade-Mark application
- Export License application (ROSCTL/RODTEP)
- Project Finance
- Deed/Wills

Financial Highlights

SUMMARY OF PROFIT AND LOSS STATEMENT (IN LAKHS)

Particulars	F.y. 20-21	F.y. 21-22	F.y. 22-23	F.y. 23-24
Revenue from Operations	6525.97	3066.58	67.46	170.38
Add : Other Income	124.17	230.75	23.54	49.94
Total Income (Net of Taxes)	6650.14	3297.33	91.00	220.32
Total Operating Expenses	6533.90	3139.24	33.60	44.56
EBITDA	116.24	158.09	57.40	175.76
EBITDA Margin (%)	1.75%	4.79%	63.08%	79.77%
Finance Cost	0.83	5.24	8.03	9.45
Depreciation and Amortisation Expenses	0.56	0.15	0.76	1.60
Profit / (Loss) from Discontinued Operations	0	0	32.71	-346.40
Profit Before Tax	114.85	152.70	81.32	-181.69
Profit After Tax	85.94	111.82	58.55	-189.97

Note : The Company discontinued its three business verticals viz. Garments Export business, Gold Bullion trading and Female Care Products w.e.f. 24-09-2022 as per Resolution passed in 2nd AGM. Therefore, the results of F.Y. 23 & F.Y. 24 consist revenue from Tax Consultancy and Compliance Services only.



Financial Highlights

SUMMARY OF BALANCE SHEET (IN LAKHS)

Particulars	F.y. 20-21	F.y. 21-22	F.y. 22-23	F.y. 23-24
Non-Current Assets	184.43	568.47	681.77	876.55
Current Assets	5164.75	5110.96	1471.02	440.47
Total Assets	5349.18	5679.43	2152.79	1317.02
Shareholders Fund	268.66	862.91	921.46	999.19
Current Liability	5080.52	4816.52	1231.33	317.83
Total Equity and Liability	5349.18	5679.43	2152.79	1317.02



Shareholding Pattern

SUMMARY OF SHAREHOLDING PATTERN (IN PERCENTAGE)

Particulars	F.y. 20-21	F.y. 21-22	F.y. 22-23	F.y. 23-24
Promoters	79.59	47.14	51.76	52.27
Public	20.41	52.86	48.24	47.73
Others	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00



Board of Directors



MD & CFO

Ms. Sweety Rahul Jain is the Promoter & Managing Director of the Company. An innovative thinker and a visionary with an experience of over a decade in the field of Trading and Investment Advisory. She holds Diploma in Graphic Designing and Animations and a Master's degree in Mass Communication and Journalism. She is proactive in her business ventures, extremely futuristic and constantly on the forefront in bringing innovations and customer satisfaction. She works closely with the Marketing and Communication teams with a focus on building a responsible brand. As the member of the Board, she is also involved with key decisions related to business strategy, talent management and corporate governance.

Whole-time Director

Mrs. Harsha Vikram Jain is the Whole-time Director of the Company. She is a Commerce postgraduate and has also pursued G.D.C.&A. She has been a banker with a rich experience of 20 years with Bank of India Ltd. After taking voluntary retirement, she diverged herself in the field of legal and tax consultation by enrolling as Income Tax Practitioner with the Income Tax Department in February 2007. She has profound experience of 19 years in the field of individual and SME taxation. Apart from being a tax professional, she has deep knowledge in the area of Society Audits, Accounts Finalization, Banking Laws and Allied Laws.

Non-Executive Director

Ms. Payal Vikram Jain is the Non-Executive & Non-Independent Director of the Company. She is a Chartered Accountant in public practice with experience of over a decade. She also holds a degree in Law. She also holds certificates in Merchant Banking (NISM) and Insurance Broking (IRDA). She has vast knowledge in the field of taxation, finance, insurance and investment advisory. She serves as a director on the board of various other companies.

Independent Director

Ms. Mansi Dave is an Advocate practising in the field of Real Estate and Allied Laws. She holds the membership of the Bar Council of Maharashtra & Goa. She plays an important role in advisory services for the Company.

Independent Director

Ms. Yesha Hemani is an associate member of Institute of Company Secretaries of India with an experience of more than 5 years in corporate sector including corporate structuring, company affairs, public issues, rights issues, mergers, acquisitions and secretarial compliances.

Independent Director

Mr. Yash Mandlesha is an experienced Digital Marketing Strategist and a Communication Professional with a demonstrated history of working in the marketing and advertising industry. He is an avid marketing professional with a Bachelor's Degree in Information Technology from Ahmedabad Institute of Technology.

Management COMMENTARY



The Indian Accounting and Tax Consulting market space is going through a stage of rapid growth at present. Tax consulting has turned out to be one of the most lucrative segments of the professional consulting services industry. According to a market research report, the Tax Preparation Services have been driven, owing to the factors such as the increasing complexity of tax laws and regulations, rising awareness regarding tax planning and compliance, expansion of e-filing services, growing number of SMEs, start-ups and increasing use of cloud-based technologies.

Also, India's historic general election has focused international attention on a country that finally appears to be fulfilling its economic potential. And with economic growth now consistently outstripping rivals such as China, wealth in India is growing and more people are paying income tax.

Our Company's main target is individual taxpayers earning a salary but struggling to make sense of India's notoriously complex income tax system. It's a fast-growing market: in 2023, official statistics show that 81.8 million people filed tax returns in India, up 9% on the 75.1 million who completed a return in the previous year. The Indian Government has forecast that by 2047, the figure is likely to run into hundreds of millions.

The growing complexity of income tax regulations and the increasing number of individuals filing income tax returns highlight the need for user-friendly technology-driven solutions. Our mission is to address this challenge by developing artificial intelligence-powered solutions that help our customers save money while achieving their financial goals.

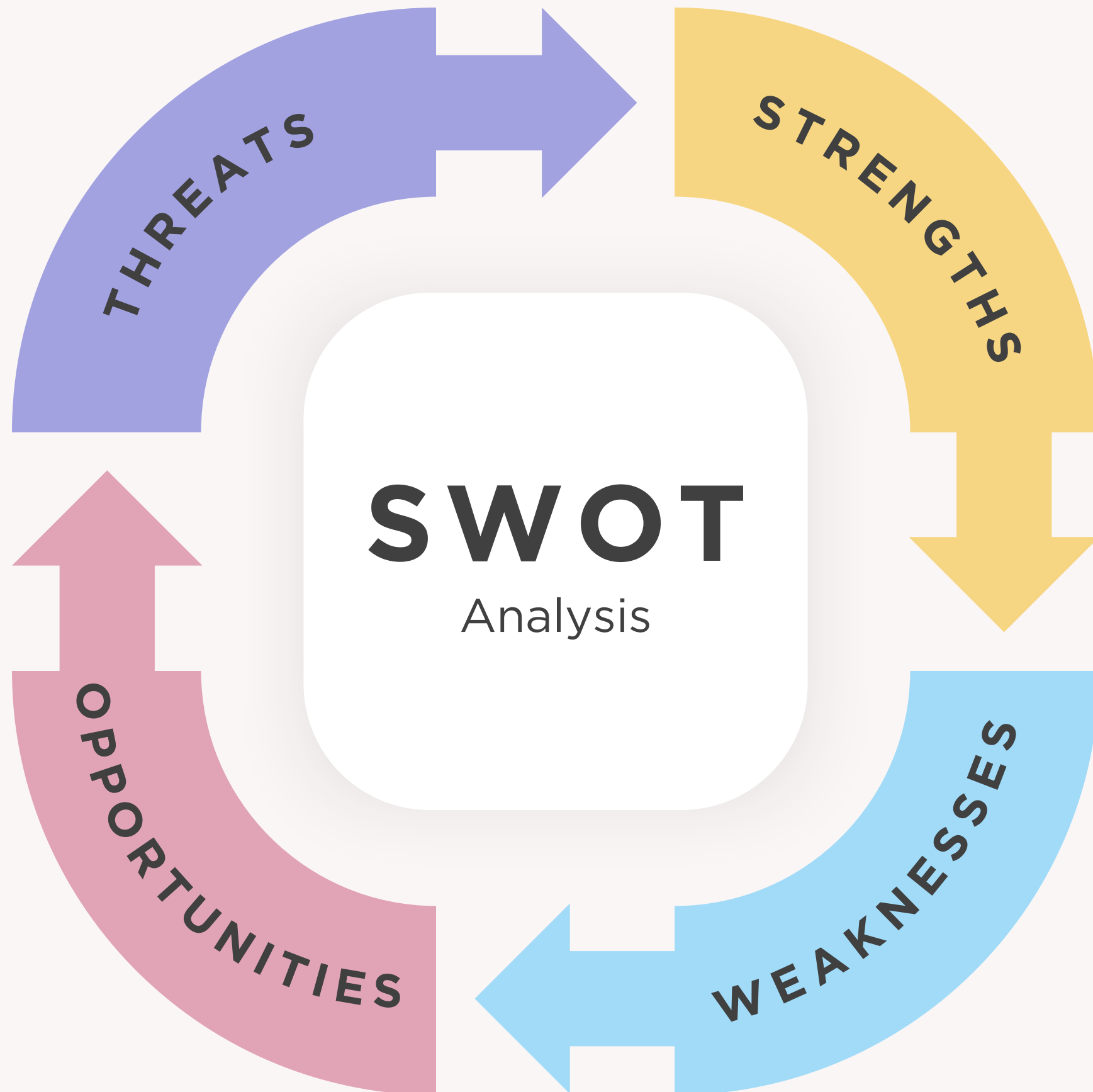
Our goal is to use technology to provide a more engaging service than an accountant would traditionally offer. The new generation of taxpayers need real-time tax calculation and multiple nudges to get their attention. This is not possible with traditional solutions such as hiring an accountant, as these people are expensive and deal with multiple clients simultaneously which leads to errors.

We, at Getalong Enterprise Ltd, aim to build the best tax optimisation platform for consumers within India. The world of taxes is complicated and confusing, and our vision is to develop a digital platform which helps individuals and employees stay compliant while maximising tax savings.

Market opportunity



- 01 Population of India has crossed 145 crores in 2024
- 02 Working Population of India is nearly 56.50 crores as of 2024
- 03 Number of ITR filed as on 31st March 2024 was 8.62 crores
- 04 Number of ITR filed as on 31st July 2024 was 7.28 crores
- 05 As of June 2024, India had 16.20 crores demat account
- 06 As of March 2024, India had 26,63,016 Companies of which 64% were active
- 07 As of December 2023, India had 14 million entities registered to pay the GST
- 08 Total number of Registered Individual users on Income Tax portal were 12.60 crores
- 09 Growing number of new businesses and startups in the country. According to reports, India's startup ecosystem is set to grow at an annual rate of 12-15%
- 10 Government's push towards digitisation in tax compliance and monitoring



Strengths

- Formalistaion of the economy and rising income of the individuals
- Large number of students formally entering the workforce every year
- Increasing compliance burden of the existing Tax structure

Weaknesses

- Small base of income taxpayers in India (less than 7%)

Opportunities

- Government initiatives to bring more non-filers into the tax net
- Increasing GST registrations in India
- Automation potential in tax advisory solutions

Threats

- Entrance of new player in the market
- Data breach of personal information of the individuals and companies



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