

#### November 6, 2023

To,

BSE Limited,

Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001

BSE Scrip Code: 543451

To,

National Stock Exchange of India Limited,

Exchange Plaza,

Bandra Kurla Complex, Bandra (East),

Mumbai - 400051

**NSE Scrip Symbol: AGSTRA** 

Sub: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find enclosed, the updated Investor Presentation (after rectification of some minor errors) on the Unaudited Financial Results (Standalone and Consolidated) of the Company, for the quarter and half year ended September 30, 2023.

You are requested to kindly take the same on your record.

Thanking You, Yours Sincerely,

For AGS Transact Technologies Limited

Sneha Kadam Company Secretary and Compliance Officer (Mem No: ACS 31215)

Place: Mumbai

Enclosure: As above







AGS Transact Technologies Ltd.

www.agsindia.com

#### REGISTERED OFFICE

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#### **CORPORATE OFFICE**

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**Investor Presentation November 2023** 

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## Q2 & H1 FY24 Performance



### **Management Commentary**





Ravi B. Goyal

Chairman & Managing Director

"During the quarter, we reported total income of Rs 3,886 with adjusted EBITDA margin of 24.1%. In Q2FY24, our revenue from services increased to 98% in line with our strategy to move away from value-dilutive businesses.

During this semi-annual period, we have conservatively taken some provisions for certain ageing receivables that had accumulated during covid. We have also provisioned about Rs 395 mn towards a one-time commitment fee which we are confident to reverse in the next few quarters, and which will be expensed/apportioned quarterly over the next two years.

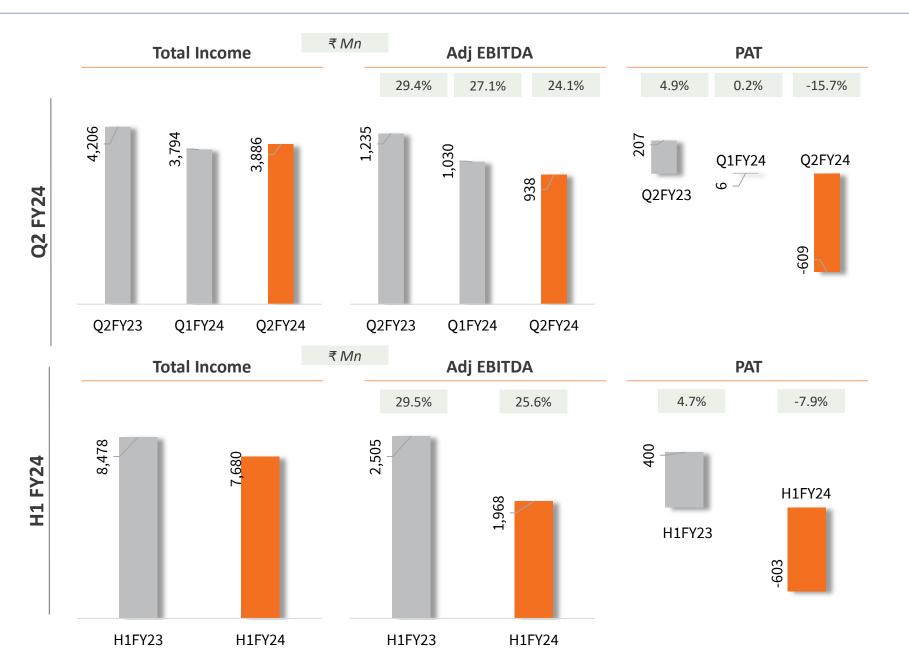
In line with our strategic guidance in the preceding quarters, I am pleased to announce the successful integration of all 8,000 recently won ATMs/CRMs under the Outsourcing business model. We will see the impact of this addition on our topline in quarters to come. This growing network will boost our overall revenue streams and significantly strengthen our reach and service capabilities, while also synergistically helping our cash management business.

As banks continue to expand their branch network and upgrade infrastructure which is affirmed by the RFPs floated for 41,400+ ATMs/CRMs in H1FY24, the industry remains poised for sustained growth. We are confident that we will continue to strengthen our portfolio and therefore our orderbook.

Regarding our digital payment segment, we remain focused on enhancing customer experience across our payment points through our offerings such as Ongo POS, and open-loop prepaid cards etc. Having said that, more than 23,000 NCMCs powered by AGS Transact have been issued at BMRCL since its launch."

## Performance Highlights - Q2 & H1 FY24





- In Q2FY24, the total income decreased by 2% on QoQ basis
- In Q2FY24, Adjusted EBITDA witnessed a decline of 24% YoY,
- Adjusted EBITDA Margins were 24.1% in Q1FY24 as compared to 27.1% in Q1FY24
- Finance Costs for the Quarter have remained flat on a sequential basis
- During the quarter, the company reassessed recoverability of certain aged receivables and has conservatively provided for a loss allowance of Rs 450 million
- The company's Consolidated net debt stood at Rs 6,479 mn as on September 30, 2023

## **Consolidated Statement of Profit and Loss**



(In ₹mn)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
Revenue from operations	3,765	4,136		3,712		7,477	8,311	
Other income	121	70		82		203	166	
Total income	3,886	4,206	-8%	3,794	2%	7,680	8,478	-9%
Expenses								
Cost of raw materials and components consumed	412	667		273		685	804	
Purchase of traded goods	7	24		6		13	38	
(Increase)/ Decrease in inventories of finished goods and traded goods	(34)	(252)		(39)		(73)	(99)	
COGS	385	439		240		625	743	
Employee benefit expenses	563	558		564		1,127	1,167	
Other expenses	2,001	1,974		1,960		3,961	4,064	
Total expenses before Interest, depreciation and amortization	2,949	2,971	-1%	2,764	7%	5,712	5,973	-4%
Adjusted EBITDA	938	1,235	-24%	1,030	-9%	1,968	2,505	-21%
% Margin	24.1%	29.4%		27.1%		25.6%	29.5%	
ESOP	7	21		5		12	53	
Non-recurring expenses*	736	56		110		846	70	
Reported EBITDA	195	1,158		914		1,110	2,383	
Finance costs	367	345		367		734	697	
Depreciation and amortization expense	540	582		537		1,077	1,174	
РВТ	(712)	231		10		(702)	513	
Share of net profit (loss) of associate	0	0		0		0	0	
Profit before tax	(712)	231		10		(702)	513	
Total tax expense	(103)	24		4		(99)	113	
PAT	(609)	207		6		(603)	400	
Cash PAT	(62)	809		549		487	1,626	

Note: \* The same includes a minimum commitment fee of INR 395 million which is under negotiation and the agreement is under renewal/consideration, the same may get reversed in the subsequent quarter/s and in lieu of the same we may have to book ~ INR 60 million per quarter for two years.

## **Adjusted EBITDA and PBT Bridge**



(In ₹mn)	Q2FY24	Q2FY23	Q1FY24
Reported EBITDA	195	1158	914
Add: ESOP Expenses	7	21	5
Add: Non-recurring items			
Loss allowance on trade receivables	450	56	-
Commitment Fee	285	-	110
Forex Loss due to devaluation of currency of Sri Lanka	-	1	-
Adjusted EBITDA	938	1,235	1,030
Less: Total finance costs	-367	-345	-367
Less: D&A	-540	-582	-537
Less: Share of net profit (loss) of associate	-	-	-
Add: Non-recurring items included in finance cost	-	-	-
Interest on Listed NCDs	-	-	-
Prepayment Charges on Loans and NCDs closures	-	-	-
Adjusted PBT	31	308	126

## **Consolidated Balance Sheet**

**Total assets** 



(In ₹mn)	Sep-23	Mar-23
Non-current assets		
Property, plant and equipment	4,798	4,975
Right – of – use Asset	2,427	2,619
Capital work-in-progress	292	345
Goodwill	29	29
Other intangible assets	397	417
Intangible assets under development	31	51
Financial assets		
Investments	-	
Other financial assets	699	627
Deferred tax assets (net)	672	504
Other non-current assets	308	434
Other non-current tax assets (net)	710	674
Total non-current assets	10,362	10,675
Current assets		
Inventories	665	740
Financial assets		
Investment	18	Ç
Trade Receivables	6,277	7,030
Unbilled Receivables	2,281	2,008
Cash and cash equivalents	572	158
Bank balances other than above	710	782
Loans	8	306
Other financial assets	205	289
Other current tax assets (net)	949	836
Total current assets	11,684	12,158

22,046

22,833

(In ₹mn)	Sep-23	Mar-23
Equity and liabilities		
Equity		
Equity share capital	1,205	1,205
Other equity	3,574	4,146
Total Equity	4,779	5,351
Non-current liabilities		
Financial liabilities		
Borrowings	5,193	5,494
Lease Liabilities	2,007	2,188
Other financial liabilities	-	-
Provisions	248	245
Other non-current liabilities	16	18
Total non-current liabilities	7,465	7,945
Current liabilities		
Financial liabilities		
Borrowings	3,880	3,291
Lease Liabilities	1,286	1,336
Trade payables		
Total outstanding dues of MSEs	252	322
Total outstanding dues of creditors other than MSEs	3,164	3,348
Other financial liabilities	691	809
Other current liabilities	373	274
Provisions	157	158
Total current liabilities	9,803	9,538
Total equity and liabilities	22,046	22,834

## **Consolidated Cash Flow Statement**



(In ₹mn)	September 2023	September 2022
(A) Cash flow from operating activities		
Net restated profit/(loss) before tax	-702	512
Adjustments:	2,155	1,853
	1,453	2,365
Changes in working capital :		
Decrease / (increase) in inventories	69	-167
(Increase) / decrease in trade receivables	41	-361
Decrease / (increase) in loans and other financial assets	87	11
(Increase) / decrease in other current assets	-102	122
Decrease in other non-current assets	9	33
Increase in trade payables	-10	-637
Increase in other current liabilities	-107	-195
(Decrease) / increase in other non-current liabilities	-2	-14
Increase in provisions	7	-14
Cash generated from operations	1,445	1,141
Direct taxes paid (net)	-105	-216
Net cash flow generated from operating activities (A)	1,340	925
(B) Cash flow from investing activities		
Net cash (used in) investing activities (B)	117	-394
(C) Cash flow from financing activities		
Net cash (used in) / generated from financing activities (C)	-1042	-579
Net increase / (decrease) in cash and cash equivalents (A+B+C)	415	-48
Cash and cash equivalents at the beginning of the year	158	300
Cash and cash equivalents at the end of the year	573	252

# Company Overview



### **Company Snapshot**



#### Three Major business Segments:

#### 1) Payment Solutions



Prepaid Cards, Ongo ecosystem, switching transactions, AFC & Toll solutions



Equipment provision, Cash management, Monitoring & Incident management and Second Line maintenance



Cash management, DCV services, doorstep banking, maintenance, cash processing and vaulting

#### 2) Banking Automation Solutions



ATM/CRM, currency technology solutions, self-service kiosks

#### 3) Other Automation Solutions



Billing terminals and automation software to customers across multiple sectors

#### **Group Companies**









## **Business Overview**

#### **In-house Tech**

Dedicated in-house infrastructure & technology capabilities with ability to innovate and offer customized payment solutions

### industries

Track record

**Omni-channel** 

One of the largest

payment solutions

providers catering to

integrated omni-channel

banks & corporates across

Established track record of delivering robust financial performance as well as continued growth

#### **Ongo & Fastlane**

Built digital payment solutions - Ongo & Fastlane; One of the largest deployers of POS terminals at petroleum outlets in India

#### Leadership

Leader in Indian ATM Industry; 2<sup>nd</sup> largest ATM servicing & cash management company in India - presence across ~2,200 cities & towns

### **Key Metrics**

4,86,453

Touch points

77,685

ATMs / CRMs Managed / Serviced

₹119 bn

Merchant Gross
Transaction Value

2,46,813

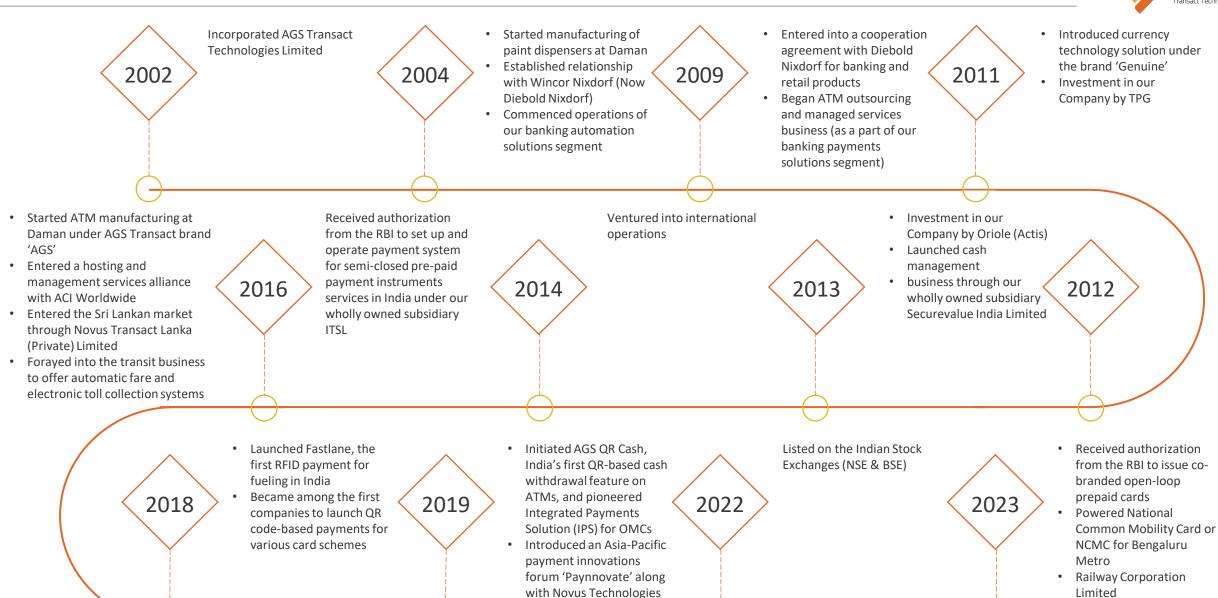
Merchant POS installed

40,152

Cash management services to ATMs through SVIL

## **Journey / Key Milestones Slide**

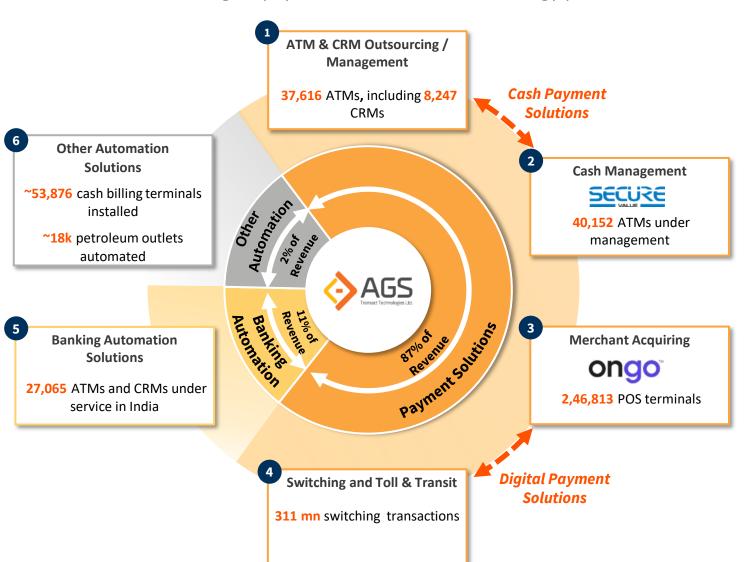




## **Integrated Omni-Channel Payment Solutions Provider Preferred partner for cash and digital payment solutions**



End-to-end cash and digital payment solutions and technology provider with a dominant presence across India (As of H1FY24)



Sr. No.	Revenue Mix	% of sales H1FY24
1.	Payment Solutions	87
i.	Cash Payment Solutions	68
ii.	Digital payment solutions	19
2.	Banking Automation Solutions	11
3.	Other Automation Solutions	2
	Total	100%

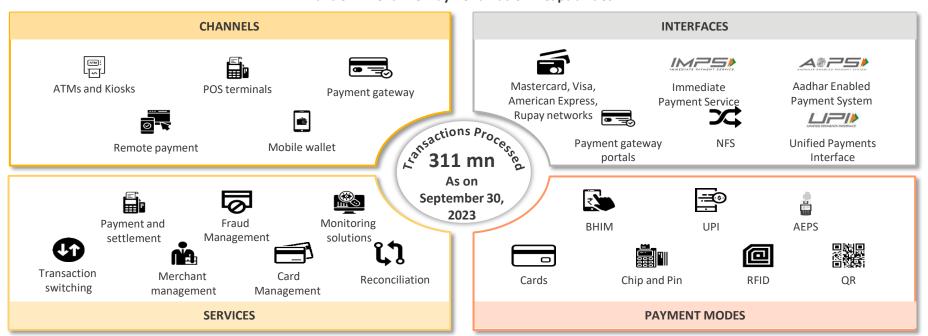
## **Omni-Channel, end-to-end Payments Solutions Provider**





Only company in India to provide the full range of services in the ATM managed services market

#### **Built Omni Channel Payment Platform Capabilities**



## **End-to-end digital payments platforms**









Continue to monetise POS network to cross-sell VAS to merchants

Expand Ongo ecosystem and provide a larger suite of VAS that rely on mobile payments & other digital-based services





#### **National Common Mobility Card (NCMC)**

- Rupay enabled prepaid card allows seamlessly commuting across metro stations in the country.
- Can be used across retail, fuel, toll & parking as well as offline contactless transactions
- In due course of time, NCMC cards will also allow users to make payments at other mobility services like bus, suburban railways etc

## **Business Lines - Cash/Digital, Banking & Other Automation**



Payment Acceptance
(Device-based and device-less)



**Products** 

Services

## Integrated Payments Solution (IPS)



Merchant Application and Portal



#### **Value Added Services**

Loans Against Card Receivables



**Billing Software** 



**CUG Prepaid & Loyalty** 



#### **Banking Automation Solutions**

- <u>Cash Dispensers</u>: Enable customers to access their bank accounts to make cash withdrawals (or credit card cash advances), fund transfers, check balances etc.
- <u>CRMs</u>: Cash Recycling Machine or CRM allows a bank's customer to make deposits which are sorted into various denominations and are used for cash dispensing
- **Banking Transaction Terminals:** Includes a variety of self-serving banking platforms like automated cheque deposit terminals and multifunction self-service kiosks
- **Note Sorters:** Authenticate and classify banknotes, and can perform functions such as note counting, value counting and sorting notes by denomination etc.
- Annual Maintenance: Second line maintenance for ATMs and CRMs
- <u>Upgrades and Software</u>: Hardware and software upgrades services for ATMs and CRMs
- Spare Parts: Stocks spare parts of ATMs and other automated products

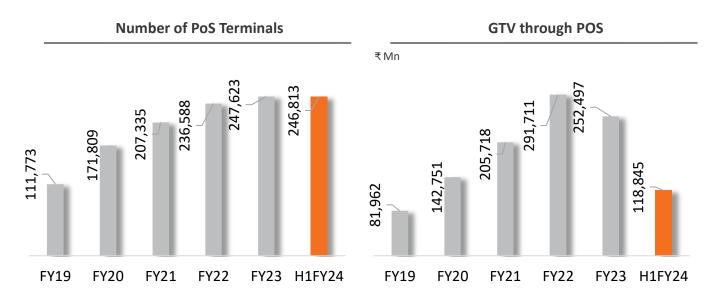
#### **Other Automation Solutions**

- <u>Cash Billing Terminals</u>: Offers cash billing terminals and solutions to retail establishments, such as supermarkets, multiplexes, etc.
- Retail Sector
  Operations
- <u>Digital Signage Software</u>: To manage customized marketing and information messages, scheduling, logs & alerts etc.
- **Services**: Provides maintenance services, software customization, hardware upgrades and spare parts for repairs of POS terminals and other automation equipment
- Petroleum Sector Operations
- **Products:** Offers "forecourt controller", a device which interfaces with various dispensers and tanks in the outlet
- **Services:** (1) Operational implementation & support services; (2) maintenance support; (3) helpdesk & remote support; (4) software upgrade & customization
- Colour Sector
  Operations
- Offers automatic paint dispensers to deliver the right shade of colour
- Manages the entire lifecycle of the machines including deployment, implementation and maintenance

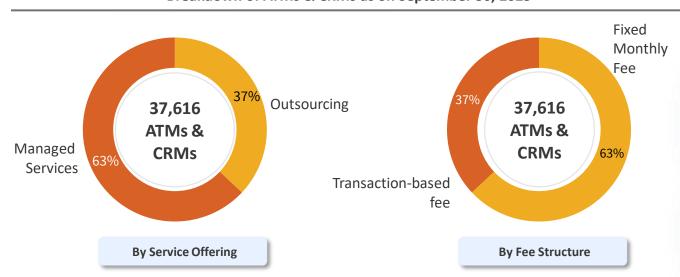
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## **Operational Metrics**





#### Breakdown of ATMs & CRMs as on September 30, 2023





#### Petroleum

- One of the largest deployers of POS terminals at petroleum outlets in India
- Pioneered IPS with OMCs

#### **Banking**

• 86 Co-operative bank partnerships catering to the POS

2,200+ Cities

35 Office Locations

75+ **Banking Partners** 

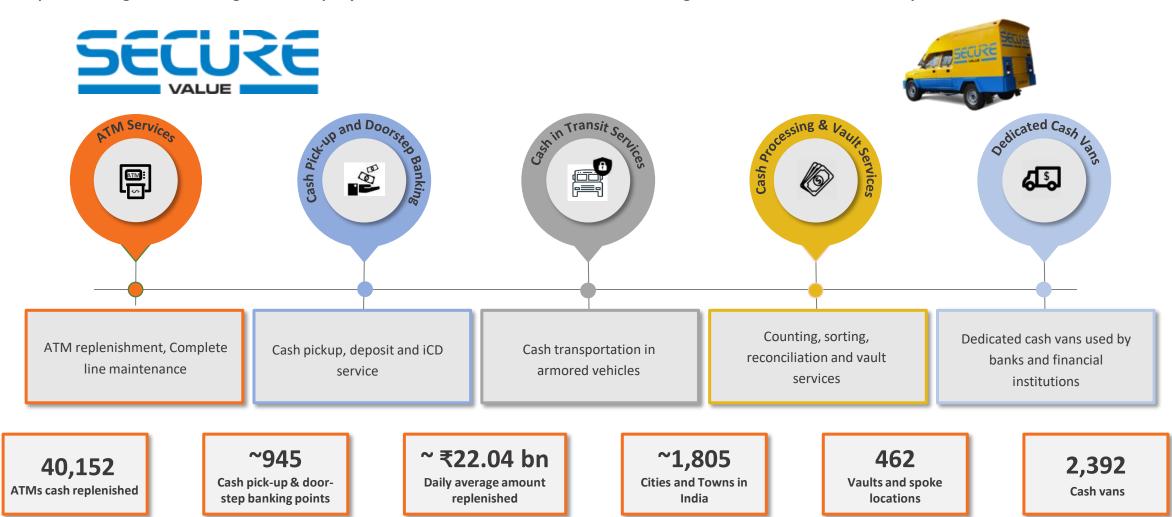
10,000+ **Human Capital** 

2.47 Lakhs+ Payment touch-points

## **End-to-End Provider of Cash Payment Solutions In-House Cash Management Capabilities**



SVIL | Second largest cash management company in India, in terms of revenue from cash management and number of ATMs replenished<sup>1</sup>

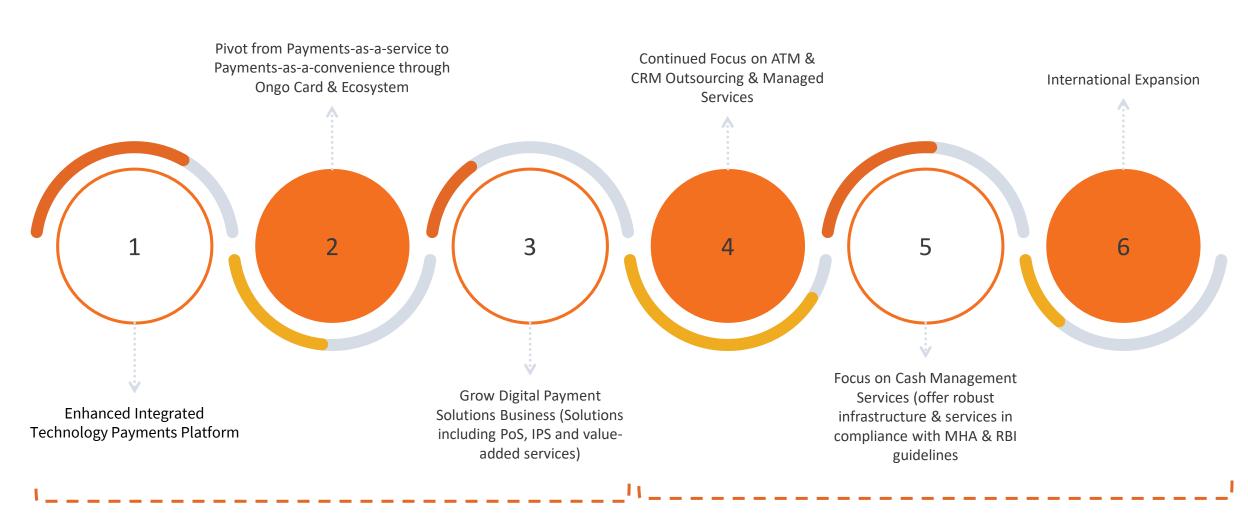


<sup>1.</sup> Source: Ken Research Report

<sup>2.</sup> As of September 2023

## **Way Forward**





**Grow & scale-up Digital Business** 

**Continued focus on Cash** 

## Industry Overview

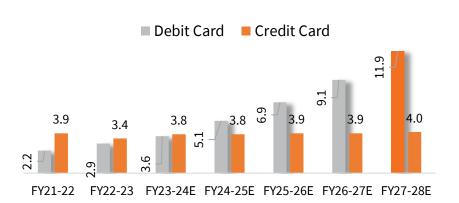


## Fast Growing Digital Payments Industry Digital Payments growth momentum expected to continue

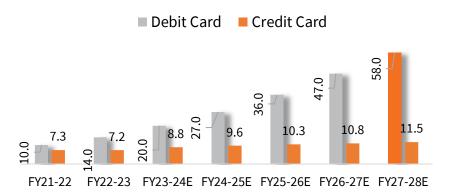


#### **Digital Payment Industry**

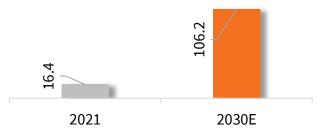
#### Transaction Volume of Cards (in Bn)



#### Transaction Value of Cards (in Rs. Tn)



Payments industry expected to be \$106 Tn inflows and \$50Bn in revenue terms in 2030



India stack powering digital ecosystem



- Payments through Virtual Payment Address (VPA)
- Enabling P2P, B2B, and P2M transactions

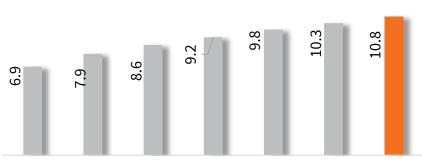


- Enabling transactions at POS and micro-ATM using Aadhaar
- 135 banks live
- 371.9 million approved transactions with 24.2 million eKYC



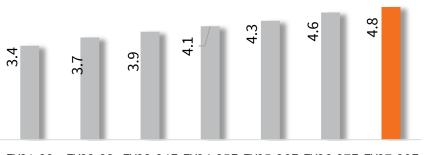
- Paytm, PhonePe use eKYC to upgrade their wallet users
- Eliminating insecure paper based process and streamlining the delivery process

#### Transaction Volume of PPIs (in Bn)



FY21-22 FY22-23 FY23-24E FY24-25E FY25-26E FY26-27E FY27-28E

#### Transaction Value of PPIs (in Rs. Tn)



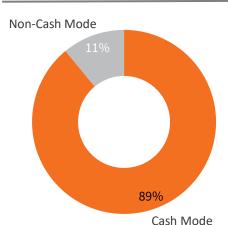
FY21-22 FY22-23 FY23-24E FY24-25E FY25-26E FY26-27E FY27-28E

## **Strong Growth in the Cash Payments Industry Despite growth of cashless transactions, people in India rely heavily on cash transactions**

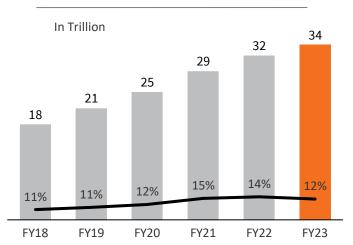


#### **Cash Payments Industry**

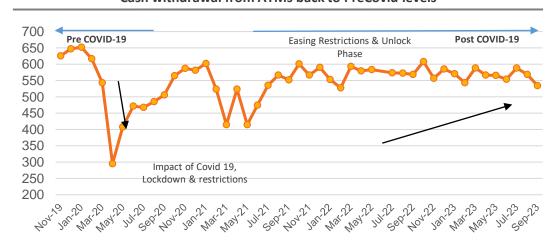




Cash in circulation as a % of GDP\*

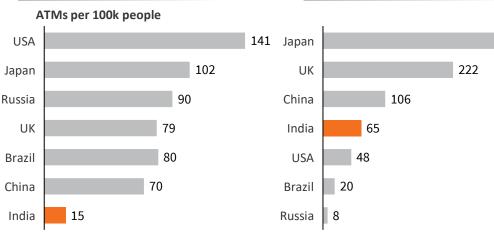


Cash withdrawal from ATMs back to PreCovid levels



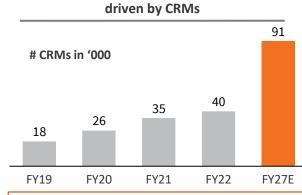
ATM Penetration (2022)

Source: Ken Research Report; \* RBI Report



ATMs per 1000 sq. km. Number of ATMs are expected to grow

343



Cash deposit interoperability to give a boost to CRMs. CRMs are expected to grow at a CAGR of 23% to in the next 5 Years

Increase in interchange fee per transaction from ₹15 to ₹17 for financial transactions by RBI (effective from August 1, 2021) to enhance margins

1.1% Interchange fee on PPI-based UPI Transactions imposed by NPCI from April 1, 2023

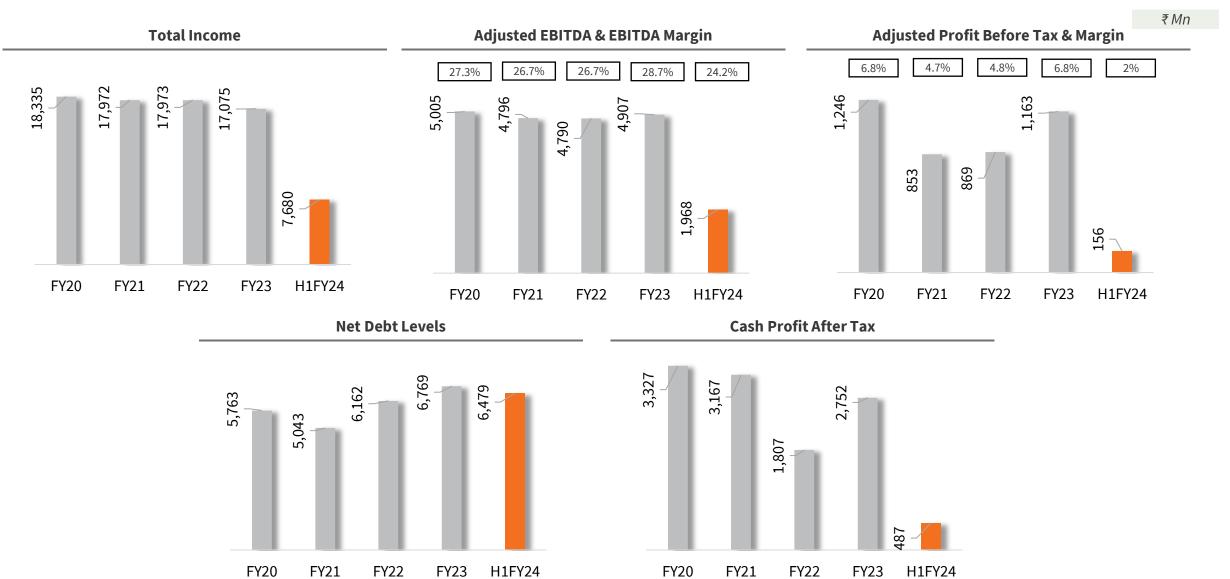
With additional scope of service there is an increase revenue per ATM per month with implementation of RBI & MHA guidelines and Cassette swap

## Historical Financials



### **Financial Metrics**

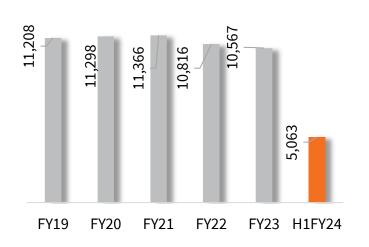




## **Segmental Performance**





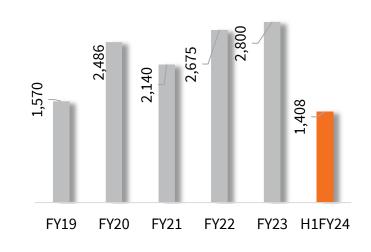


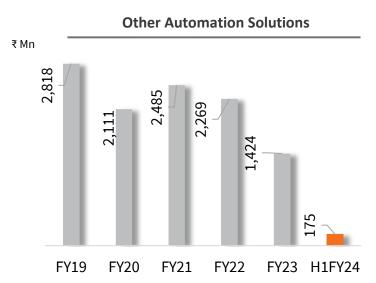
Banking Automation Solutions

7,709

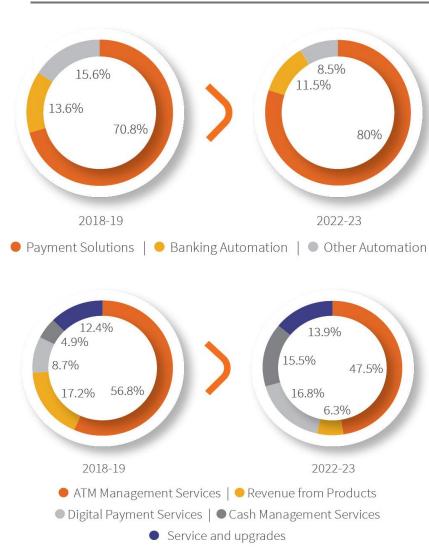
FY19 FY20 FY21 FY22 FY23 H1FY24







#### **Revenue from operations Breakdown**



## **Consolidated Statement of Profit and Loss**



(In ₹mn)	FY23	FY22	YoY	FY21
Revenue from operations	16,713	17,719	•	17,589
Other income	362	254		382
Total income	17,075	17,973	-5%	17,972
Expenses				
COGS	1,782	2,281		2,630
Employee benefit expenses	2,328	2,547		2,749
Other expenses	8,058	8,355		7,797
Adjusted EBITDA	4,907	4,790	-2%	4,796
ESOP	75	113		23
Non-recurring expenses	512	314		5
Reported EBITDA	4,319	4,363	-1%	4,768
Finance costs	1,437	2,502		1,331
Depreciation and amortization expense	2,306	2,519		2,596
Share of net profit (loss) of associate	0	(8)		(16)
Profit before tax	575	(666)		824
Total tax expense	206	159		276
PAT	370	(825)	NM	548
Cash PAT	2,751	1,807		3,167
Earnings per equity share				
Basic earnings per share (₹)	3.07	(6.93)		4.62
Diluted earnings per share (₹)	3.01	(6.93)		4.55

## **Consolidated Balance Sheet**



(In ₹mn)	FY23	FY22	FY21
Non-current assets			
Property, plant and equipment	4,975	5,425	6,032
Right – of – use Asset	2,619	3,210	3,207
Capital work-in-progress	345	435	469
Goodwill	29	27	25
Other intangible assets	417	439	383
Intangible assets under development	51	3	113
Financial assets			
Investments	0	0	8
Other financial assets	627	948	769
Deferred tax assets (net)	504	551	559
Other non-current assets	434	219	615
Other non-current tax assets (net)	674	431	175
Total non-current assets	10,675	11,687	12,355

Current assets			
Inventories	740	649	720
Financial assets			
Investment	9	0	97
Trade Receivables	7,030	7,224	4,905
Unbilled Receivables	2,008	1,923	3,183
Cash and cash equivalents	158	300	5,923
Bank balances other than above	782	506	1,019
Loans	306	110	244
Other Financial assets	289	202	644
Other Current tax assets	836	925	48
Total current assets	12,159	11,840	16,784
Total assets	22,834	23,527	29,138

(In ₹mn)	FY23	FY22	FY21
Equity and liabilities			
Equity			
Equity share capital	1,205	1,202	1,186
Other equity	4,146	3,616	4,401
Total Equity	5,351	4,818	5,587
Non-current liabilities			
Financial liabilities			
Borrowings	5,494	4,597	8,662
Lease Liabilities	2,188	2,576	2,588
Other financial liabilities	0	5	32
Provisions	245	265	262
Other non-current liabilities	18	26	61
Total non-current liabilities	7,945	7,469	11,604
Current liabilities			
Financial liabilities			
Borrowings	3,291	2,523	3,668
Lease Liabilities	1,336	1,345	1,306
Trade payables			
Total outstanding dues of micro and small enterprise	322	497	92
Total outstanding dues of creditors other than MSEs	3,348	4,605	4,176
Other financial liabilities	809	910	810
Other current liabilities	274	1,193	1,689
Provisions	158	167	207
Total current liabilities	9,538	11,241	11,947

## **Consolidated Cash Flow Statement**



(In ₹mn)	FY23	FY22	FY21
(A) Cash flow from operating activities	·	·	
Net restated profit/(loss) before tax	575	(666)	824
Adjustments:	3,981	5,159	3,687
	4,557	4,494	4,511
Changes in working capital:			
Decrease / (increase) in inventories	(96)	48	(81)
(Increase) / decrease in trade receivables	(256)	(1,175)	(1,925)
Decrease / (increase) in loans and other financial assets	114	56	36
(Increase) / decrease in other current assets	128	(269)	97
Decrease in other non-current assets	10	22	99
Increase in trade payables	(473)	828	644
Increase in other current liabilities	(1,063)	(318)	946
(Decrease) / increase in other non-current liabilities	(13)	(62)	(88)
Increase in provisions	(10)	(17)	11
Cash generated from operations	2,896	3,608	4,251
Direct taxes paid (net)	(404)	(362)	(75)
Net cash flow generated from operating activities (A)	2,493	3,246	4,176
(B) Cash flow from investing activities			
Net cash (used in) investing activities (B)	(1,262)	(121)	(1,563)
(C) Cash flow from financing activities			
Net cash (used in) / generated from financing activities (C)	(1,373)	(8,748)	3,205
Net increase / (decrease) in cash and cash equivalents (A+B+C)	(142)	(5,623)	5,817
Cash and cash equivalents at the beginning of the year	300	5,923	106
Cash and cash equivalents at the end of the year	158	300	5,923

## **Annexures**



### **Board of Directors and Senior Management Team**



Ravi B. Goyal (Chairman & **Managing Director)** 

**Executive Director** 

- One of the Promoters of the Company
- Responsible for the management of the overall operations of our Company and our Subsidiaries
- Prior to establishing AGS, founded Advanced Graphic Systems, a proprietary concern, to market computer-aided textile designing software
- Over 26 years of experience in the field of technology

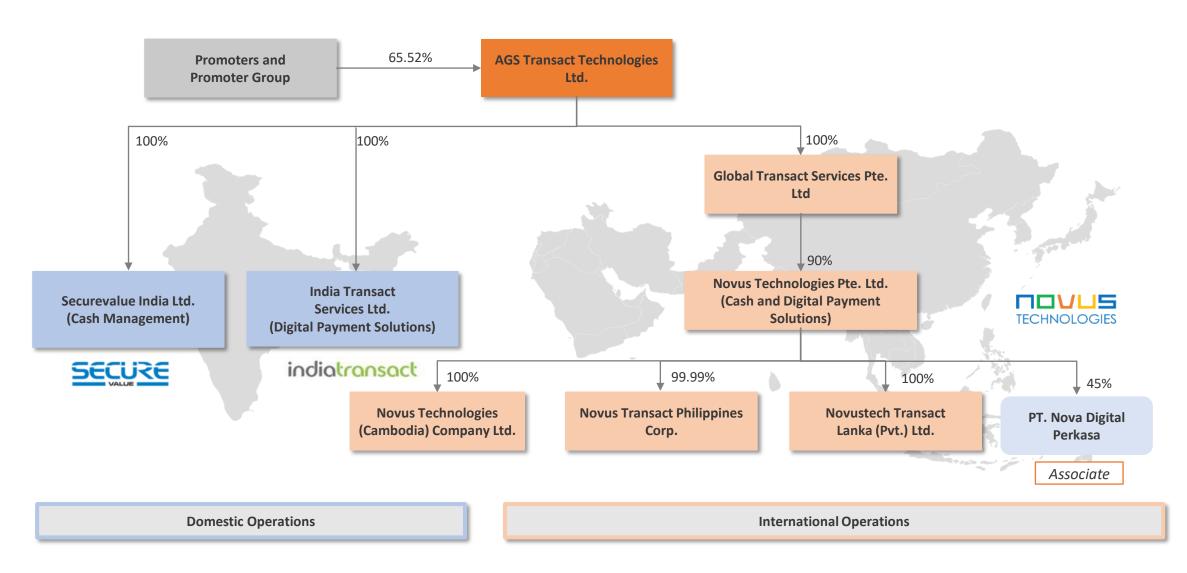
Non-executive director on board of ITSL

#### **Board of Directors Sudip Bandyopadhyay** Serves as a director on the boards of the Non-Executive, Noncompany's subsidiaries, ITSL and SVIL **Independent Director Subrata Kumar Mitra** Experienced in the fields of management and Non-Executive, Independent finance Director Over 30 years of global experience in top Preeti Malhotra leadership positions Non-Executive, Independent Expertise in Business Strategy & development, Director Corporate Affairs, Fund Raising, Project management Jhuma Guha Expertise in Corporate Affairs, Compliance, Non-Executive, Independent Financial Management, M&A, Strategic Director Management Sivanandhan Dhanushkodi **Expertise entails Security Advisory** IPS officer with an illustrious career spanning Non-Executive, Independent Director 36 years Over 26 years of experience in the payment Stanley Johnson P. industry strengthened & expanded our **Executive Director** banking outsourcing operations Vinayak R. Goyal Drives strategic and business initiatives

#### **Management Team** Saurabh Lal Over 15 years of experience in the CFO of AGS and our Subsidiary, financial service Industry **SVIL Ricardos El Khoury** Over 28 years of experience in CEO & Director of Novus SGP information technology sector (Subsidiary) • Over 25 years of experience in sales & Satish Zope Advisor - Petroleum Business business development • Over 25 years of experience in the **Shailesh S Shetty** Managing Director of SVIL fields of supply chain and after-sales (Subsidiary) service Over 21 years of management & **Ashish Mehta** technical experience in banking and Head – IT and Infrastructure payment Industry **Nikesh Samaiya** Over 18 years of experience in IT & Executive Vice President software development Technology **Sudheer Parappurath** Over 26 years of experience in Head - Chief Operating Officer of payment industry ITSL (Subsidiary)

## **AGS Transact Technologies - Corporate Structure**







## **THANK YOU**



### **AGS Transact Technologies Limited**

CIN: L72200MH2002PLC138213

Ms. Sneha Kadam Company Secretary & Compliance Officer Email id: companysecretary@agsindia.com Tel No: 022 - 71818181

## $SGA \underline{^{Strategic\ Growth\ Advisors}}$

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

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