

Date: May 27, 2023

To,	To,
BSE Limited,	National Stock Exchange of India Limited,
Phiroze Jeejeebhoy Towers,	Exchange Plaza,
Dalal Street, Fort,	Bandra Kurla Complex, Bandra (East),
Mumbai - 400001	Mumbai - 400051
BSE Scrip Code: 543451	NSE Scrip Symbol: AGSTRA

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

Pursuant to Regulation 30 of the Listing Regulations, please find enclosed, the Investor Presentation on Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and financial year ended March 31, 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.

REGISTERED OFFICE

601 - 602, B-Wing, Trade World, Kamala City, Senapati Bapat Marg, Lower Parel (W), Mumbai - 400 013 Phone: +91-22-6781 2000 Fax: +91-22-2493 5384 CIN-L72200MH2002PLC138213 www.agsindia.com

CORPORATE OFFICE 1401-A & 1402, One International Centre, Tower-3, 14th Floor, S.B. Marg, Prabhadevi (W), Mumbai - 400 013 Phone: +91-22-7181 8181





Payment Solutions (Cash & Digital) | Banking Automation Solutions | Other Automation Solutions

AGS TRANSACT TECHNOLOGIES LIMITED

INVESTOR PRESENTATION MAY 2023





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KEY HIGHLIGHTS OF THE QUARTER

Management Commentary





Ravi B. Goyal

Chairman & Managing Director "The performance for this quarter and full-year period has been muted due to external challenges and some delays in execution. For the quarter, our total income from revenue grew by 7% YoY. From an annual performance point of view, our total income from revenue fell by 5%. However, the PAT turned a leaf - from a loss of Rs. 825 Mn in FY22, we recorded a profit of Rs. 370 Mn. This is predominantly due to the reduced finance costs, change in revenue mix and improved expense management.

During FY23, we have consciously moved towards a greater service mix with higher margins and are moving away from value dilutive businesses to unlock higher returns. These changes in our revenue mix are expected to improve our margins and help streamline our business lines. We have taken a provision of Rs.387 Mn this quarter on account of certain aged receivables.

On the order book front, integration of the recently won order of 8,000 ATMs/CRMs under Managed Services Portfolio, is on track. We will continue to strengthen our order book in the coming quarters, based on rising trend of banks outsourcing ATM/CRM management. Additionally, the MHA guidelines which mandates implementation of cassette swapping across ATM/CRM network will provide added revenue generating opportunities for our cash management business.

The Cash Management Market is poised for a strong growth over the next few years. As of FY23, the ATM Cash Management, Retail Cash Management and Dedicated Cash-in-transit Vans market cumulatively amounted to 3,920 crores and is expected to reach Rs. 7,900 crores by FY27. The cash in circulation now stands at Rs. 33.5 trillion, up from Rs. 31.5 trillion at the end of FY22 and Rs. 28.5 trillion at the end of FY21. This increase is in line with our commentary over the past few quarters and we are confident of the trend continuing, which will fuel the growth trajectory of the ATM/CRM network in the country.

On the overall strategy front, we aim to optimize our business lines, rationalize our costs by focusing on areas of strategic importance and therefore improve our unit economics significantly. From digital payments standpoint, we are leveraging our digital payment platform Ongo to provide payment-as-a-convenience to corporates, merchants and consumers through our complete portfolio mix entailing all-in-one Ongo POS and Value-added Services (VAS) like prepaid or loyalty programs."



Business Entity	Business Entity Business Area FY23 Performance		FY24 - Road Ahead		
AGS	ATM Outsourcing Solutions	Total Income – Rs. 8,962 mn EBIDTA – Rs. 2,640 mn EBITDA Margin – 29.5%	Expected to grow faster at YoY with 8,000 new ATMs coming under fold. This is a capex light expansion. Revenue growth in ATM Outsourcing solutions dependent on volume of transaction expect a constant margin on the back of increasing share of capex light expansions		
Transact Technologies Ltd.	Banking & Other Automation	Total Income – Rs. 3,426 mn EBIDTA – Rs. 482 mn EBITDA Margin – 14.1%	Strategically scaling down operations on product side of other automation business which is close to Rs. 760 mn in terms of topline and has a very low margin profile. This business is also working capital heavy.		
Cash Management Solutions EBIDTA – Rs EBITDA Marg indiatronsact Digital Payment Solutions Total Income EBIDTA – Rs		Total Income – Rs. 4,772 mn EBIDTA – Rs. 945 mn EBITDA Margin – 19.8%	This segment will grow in line with ATM outsourcing which is already captured in ATM outsourcing growth. 2 nd Largest player in the market. Will leverage this as market is looking for strong compliant player.		
		Total Income – Rs. 1,937mn EBIDTA – Rs. 101mn EBITDA Margin – 5.2%	New age business - Aim to leverage our PPI Licence And Ongo Digital Strategy (for more details refer slide no 17)		

- Scaling down lower margin/high working capital business lines and tapping high growth business lines with better profitability
- Improvement in steady state margins
- Cost Rationalization measures for more streamlined operations, to drive operating leverage
- Change in revenue mix by increasing the percentage of service revenues in the overall revenue
- Execution of Digital Strategy: "Ongo universe"- Fuel, Co-branded cards, Gift Cards, Prepaid Cards, NCMC Cards and others

Performance Highlights: Q4FY23

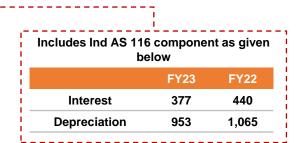




- In Q4FY23, the total income increased by 7% on YoY basis
- In Q4FY23, Adjusted EBITDA witnessed an increase of 6% YoY, primarily on account of change in Revenue Mix
- Adjusted EBITDA Margins were 28.3% in Q4FY23 as compared to 28.6% in Q4FY22
- During Q4FY23, the company's finance cost declined by 46% to Rs. 391 mn due to redemption of NCDs post IPO of the company on YoY basis
- The company's Consolidated net debt stood at Rs. 6,769 mn as on March 31, 2023
- The company reported a loss of Rs. 154 mn in Q4FY23 against a loss of Rs. 483 mn for Q4FY22.
- The write-off of Rs. 387 Mn was on account of aged trade receivables which management had assessed basis pendency due to certain service level credits (including reconciliations) with the customers being banks, government and large corporates having a low credit risk



(In ₹mn)	Q4FY23	Q4FY22	YoY	Q3FY23	QoQ	FY23	FY22	YoY
Revenue from operations	4,247	3,988		4,154	હાઉલ	16,713	17,718	
Other income	102	62		94		362	254	
Total income	4,349	4,050	7%	4,248	2%	17,075	17,972	-5%
Expenses	-,0-0	4,000	170	7,270	2 /0	11,010	17,372	-370
Cost of raw materials and components consumed	528	471		290		1,622	2,014	
Purchase of traded goods	38	(56)		88		164	196	
(Increase)/ Decrease in inventories of finished goods and traded goods	(66)	(60)		161		(3)	71	
COGS	500	355		539		1,782	2,280	
Employee benefit expenses	500	606		539		2,328	2,280	
						,	•	
Other expenses	2,041	1,929		1,953	4.07	8,058	8,355	
Total expenses before Interest, depreciation and amortization	3,119	2,890	8%	3,077	1%	12,168	13,182	-8%
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Adjusted EBITDA	1,231	1,160	6%	1,171	5%	4,907	4,790	2%
% Margin	28.3%	28.6%		27.6%		28.7%	26.7%	
ESOP	8	37		14		75	113	
Non-recurring expenses	387	308		55		512	314	
Reported EBITDA	835	814	3%	1,102	-24%	4,319	4,363	-1%
Finance costs	391	719		349		1,437	2,502	L
Depreciation and amortization expense	572	654		561		2,306	2,519	
PBT	(128)	(559)	NA	192	NA	575	(658)	NA
Share of net profit (loss) of associate		0		0		0	(8)	
Profit before tax		(559)	NA	192	NA	575	(666)	NA
Total tax expense	26	(76)		67		206	159	
PAT	(154)	(483)	NA	124	NA	370	(825)	NA





(In ₹mn)	Q4FY23	Q4FY22	Q3FY23	FY23	FY22
Reported EBITDA	835	814	1,102	4,319	4,363
Add: ESOP Expenses	8	37	14	75	113
Add: Non-recurring items					
Loss allowance on trade receivables	387	247	50	492	247
Expenses incurred for IPO	0	13	0	0	13
Forex Loss due to devaluation of currency of Sri Lanka	0	49	5	20	54
Adj EBITDA	1,231	1,160	1,171	4,907	4,790
Less: Total finance costs	(391)	(719)	(349)	(1,437)	(2,502)
Less: D&A	(572)	(654)	(561)	(2,306)	(2,519)
Less: Share of net profit (loss) of associate	0	0	0	0	(8)
Add: Non-recurring items included in finance cost	0	0	0	0	0
Interest on Listed NCDs	0	293	0	0	1034
Prepayment Charges on Loans and NCDs closures	0	67	0	0	74
Adj PBT	268	147	261	1,163	869

Consolidated Balance Sheet



(In ₹mn)	Mar-23	Mar-22
Non-current assets		
Property, plant and equipment	4,975	5,425
Right – of – use Asset	2,619	3,210
Capital work-in-progress	345	435
Goodwill	29	27
Other intangible assets	417	439
Intangible assets under development	51	3
Financial assets		
Investments	0	0
Other financial assets	627	948
Deferred tax assets (net)	504	551
Other non-current assets	434	219
Other non-current tax assets (net)	674	431
Total non-current assets	10,675	11,687

Total assets	22,834	23,527
Total current assets	12,159	11,840
Other Current tax assets	836	925
Other Financial assets	289	202
Loans	306	110
Bank balances other than above	782	506
Cash and cash equivalents	158	300
Unbilled Receivables	2,008	1,923
Trade Receivables	7,030	7,224
Investment	9	C
Financial assets		
Inventories	740	649
Current assets		

(In ₹mn)	Mar-23	Mar-22
Equity and liabilities		
Equity		
Equity share capital	1,205	1,202
Other equity	4,146	3,616
Total Equity	5,351	4,818

Non-current liabilities		
Financial liabilities		
Borrowings	5,494	4,597
Lease Liabilities	2,188	2,576
Other financial liabilities	0	5
Provisions	245	265
Other non-current liabilities	18	26
Total non-current liabilities	7,945	7,469

Current liabilities		
Financial liabilities		
Borrowings	3,291	2,523
Lease Liabilities	1,336	1,345
Trade payables		
Total outstanding dues of micro and small enterprise	322	497
Total outstanding dues of creditors other than MSEs	3,348	4,605
Other financial liabilities	809	910
Other current liabilities	274	1,193
Provisions	158	167
Total current liabilities	9,538	11,241
Total equity and liabilities	22,834	23,527

Consolidated Cashflow Statement



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

AGS Transact Technologies – Overview



One of the largest integrated omni-channel payment solutions provider in India¹ catering to banks & corporate clients² serving across diverse industries including retail, petroleum, ecommerce and fintech sectors

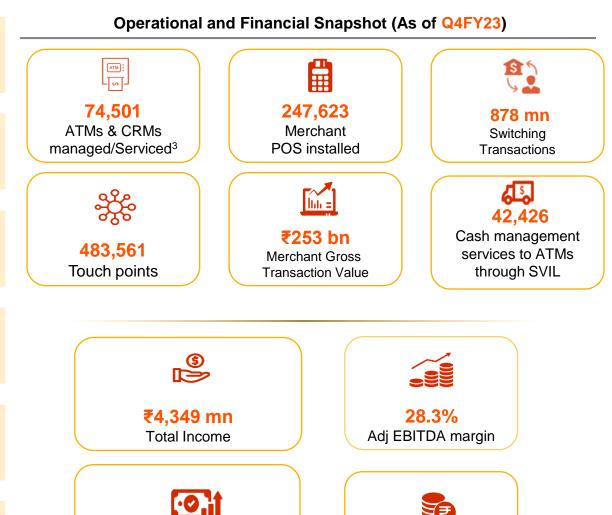
Established Leadership position in the Indian ATM Industry; second largest ATM managed service & cash management Company in India² with presence across ~2,200 cities and towns

Built digital payment solutions such as **Ongo & Fastlane**; One of the largest deployers of POS terminals at petroleum outlets in India²

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

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

Strong management team with significant industry experience and established relationships with customers



1. In terms of providing digital & cash-based solutions; 2. Source: Ken Research Report 3. Includes installed, maintained or managed ATMs

₹1,231 mn

Adj EBITDA

(₹154 mn)

PAT

Evolution of AGS Transact Technologies





Integrated Omni-Channel Payment Solutions Provider (1/2)

Preferred partner for cash and digital payment solutions



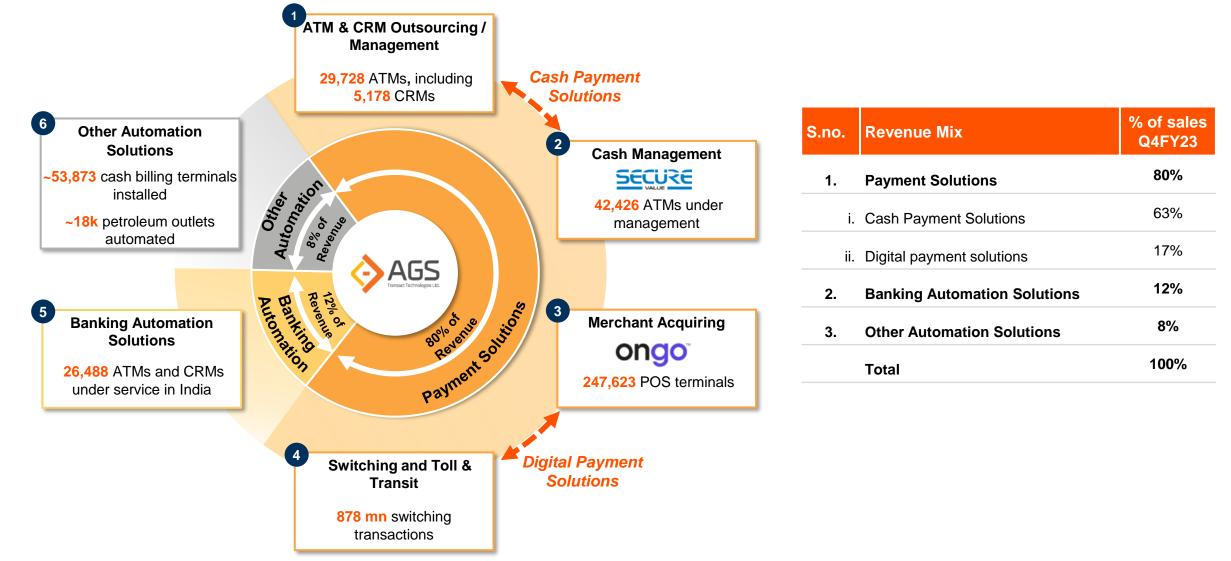
AGS offers end-to-end Cash & Digital Payment solutions across industries supported by inhouse service teams and technology platform

Primary Industries	Banking	Pe	troleum	Retail	Tra	nsit	Fintech
Enablers	AGS Solution	POS & Merchant Management	Switch & Transaction Processing	Payment & Settlement	Value Added Services	Integrated Solutions	ATMs Cash dispensers Mobile wallets
Business	AGS Payment Platform		-	hannel Middleware [Digita e, Kiosk, ATM,RFID etc.]	al ID, UPI, Cha	innel – Independent I AML – Tools &	
Strategic	AGS Support Functions & teams	Control Centre 24/7 –365 days	Field Services & Cash Management	Operations & Manufacturing	Switch & Payments	Merchant & POS	Digital & Agile Development

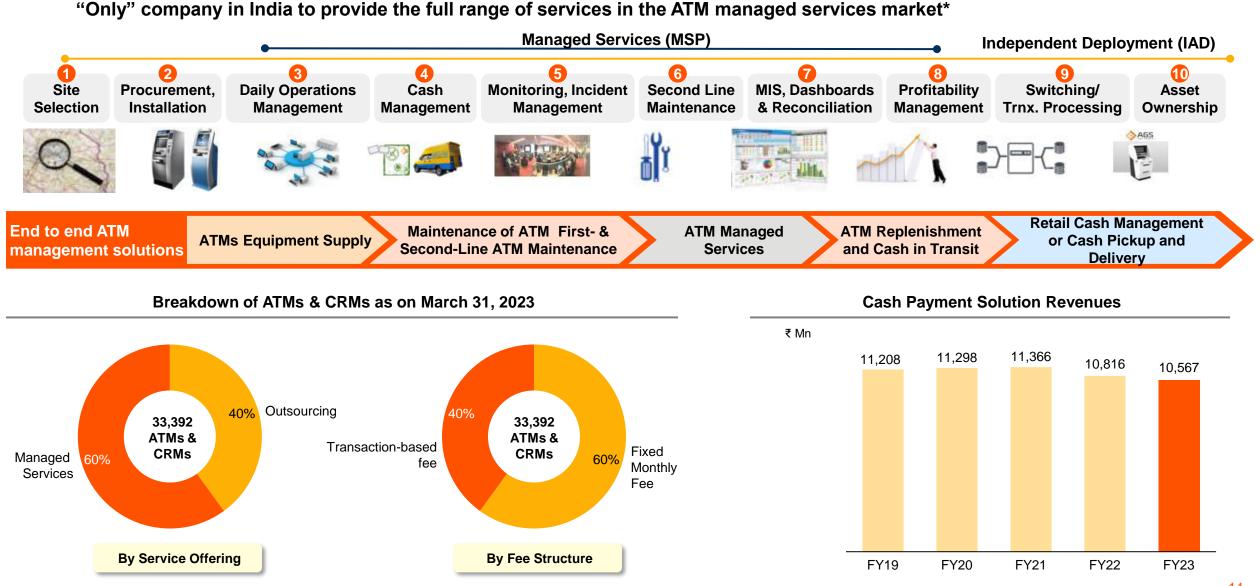
Preferred partner for cash and digital payment solutions







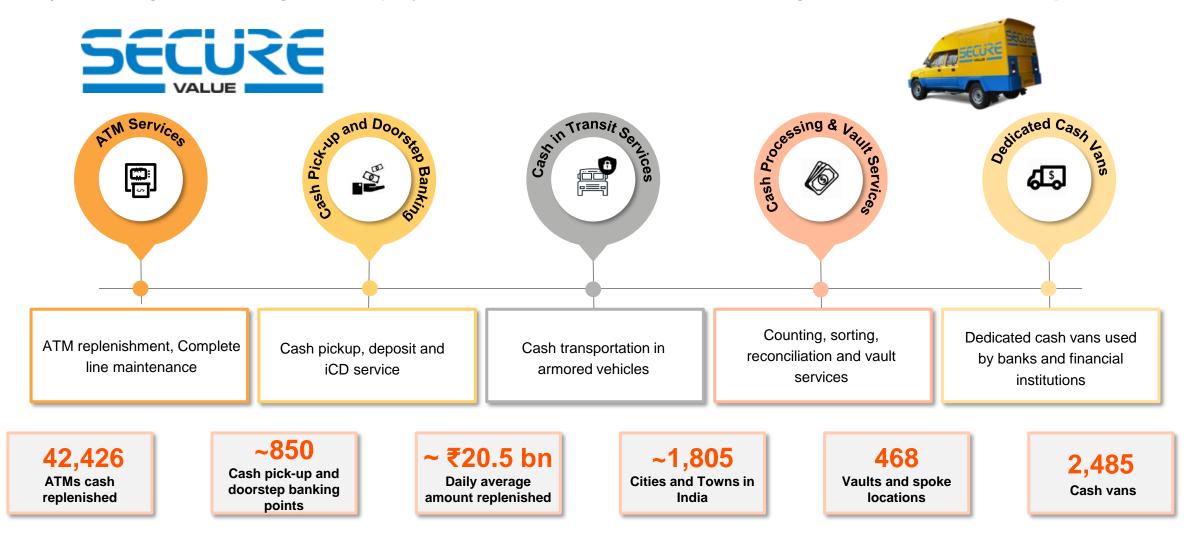






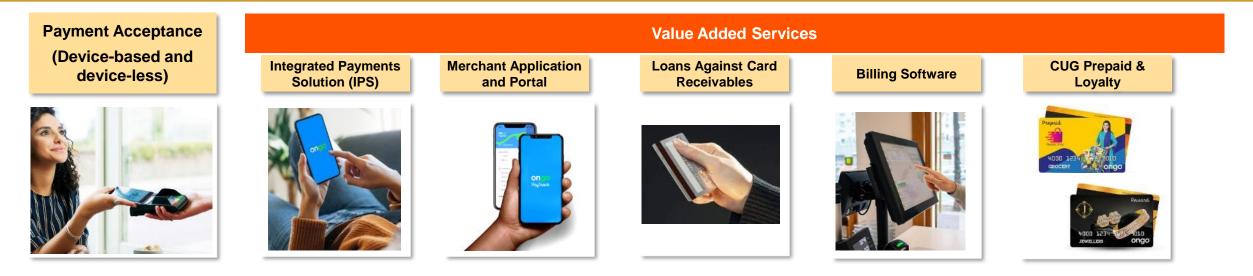
In-House Cash Management Capabilities

SVIL | Second largest cash management company in India, in terms of revenue from cash management and number of ATMs replenished¹

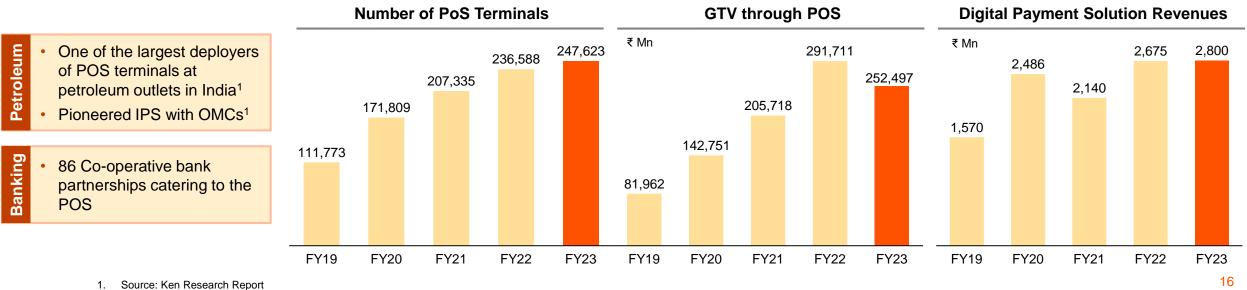


End-to-end digital payment solutions provider

Comprehensive Suite of Merchant Solutions



Financial and Operational Metrics for Merchant Services



16



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

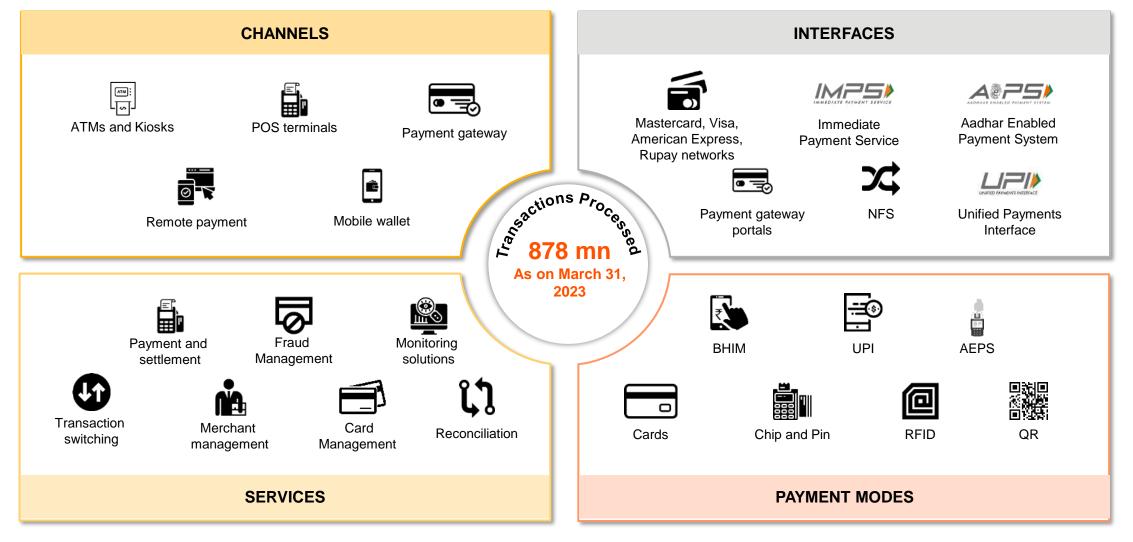


Continue to expand Ongo ecosystem and provide a larger suite of VAS that rely on mobile payments & other digital-based services and application

AGS Transact Technologies Ltd.











- Ravi B. Goyal (Chairman & Managing 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

Board	of Directors		Manageme	nt Team
Sudip Bandyopadhyay Non-Executive, Non- Independent Director	 Serves as a director on the boards of the company's subsidiaries, ITSL and SVIL 		Saurabh Lal CFO of AGS and our Subsidiary, SVIL	 Over 15 years of experience in the financial service Industry
Subrata Kumar Mitra Non-Executive, Independent Director	 Experienced in the fields of management and finance 		Ricardos El Khoury CEO & Director of Novus SGP (Subsidiary)	 Over 28 years of experience in information technology sector
Rahul Narain Bhagat Independent, Non-Executive Director	 Over 30 years of experience in consumer banking 		Satish Zope Head - Petroleum Business	 Over 25 years of experience in sales & business development
Jhuma Guha Independent, Non-Executive Director	 Expertise in Corporate Affairs, Compliance, Financial Management, M&A, Strategic Management. 		Shailesh S Shetty Managing Director of SVIL (Subsidiary)	 Over 25 years of experience in the fields of supply chain and after-sales service
Mr. Sivanandhan Dhanushkodi Non-Executive, Independent	 Expertise entails Security Advisory IPS officer with an illustrious career spanning 		Ashish Mehta Head – IT and Infrastructure	 Over 21 years of management & technical experience in banking and payment Industry
Director	36 years		Nikesh Samaiya	Over 18 years of experience in IT &
Stanley Johnson P.	 Over 26 years of experience in the payment industry strengthened & expanded our 		Executive Vice President – Technology	software development
Executive Director	ecutive Director banking outsourcing operations		Sudheer Parappurath	• Over 26 years of experience in
Vinayak R. Goyal Executive Director	Drives strategic and business initiativesNon-executive director on board of ITSL		Head – Risk & Operations of ITSL (Subsidiary)	payment industry
				10

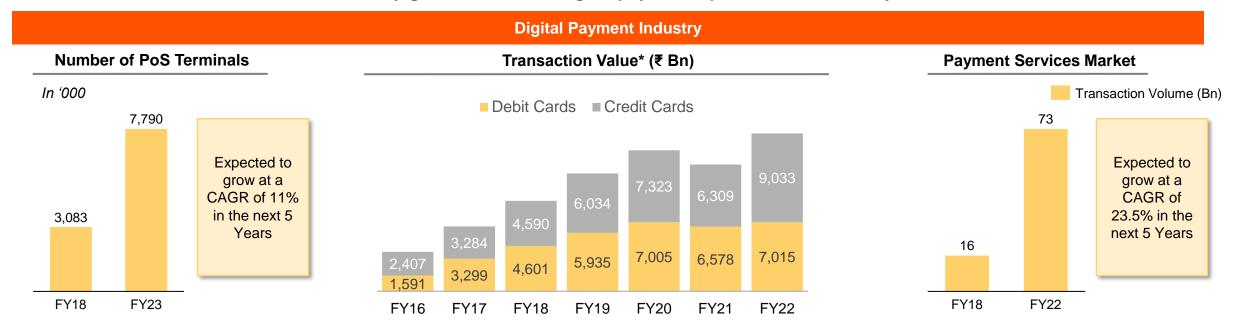


WAY FORWARD

Digital Payments growth momentum expected to continue



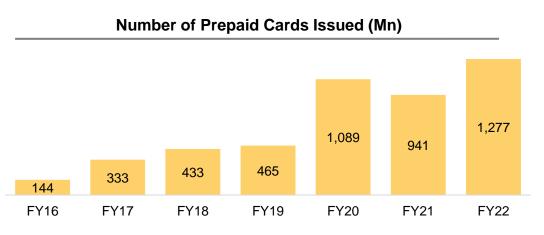
Extraordinary growth in Indian digital payment space in the last few years



Payment Modes	Number of Transactions in FY21 (Mn)	Growth FY22				
UPI	45,967	105.4% 🔺				
IMPS	2,864	99.2%				
AePS	4,314	10.0% 🔺				
BHIM App	294	17.3%				

Source: Ken Research Report

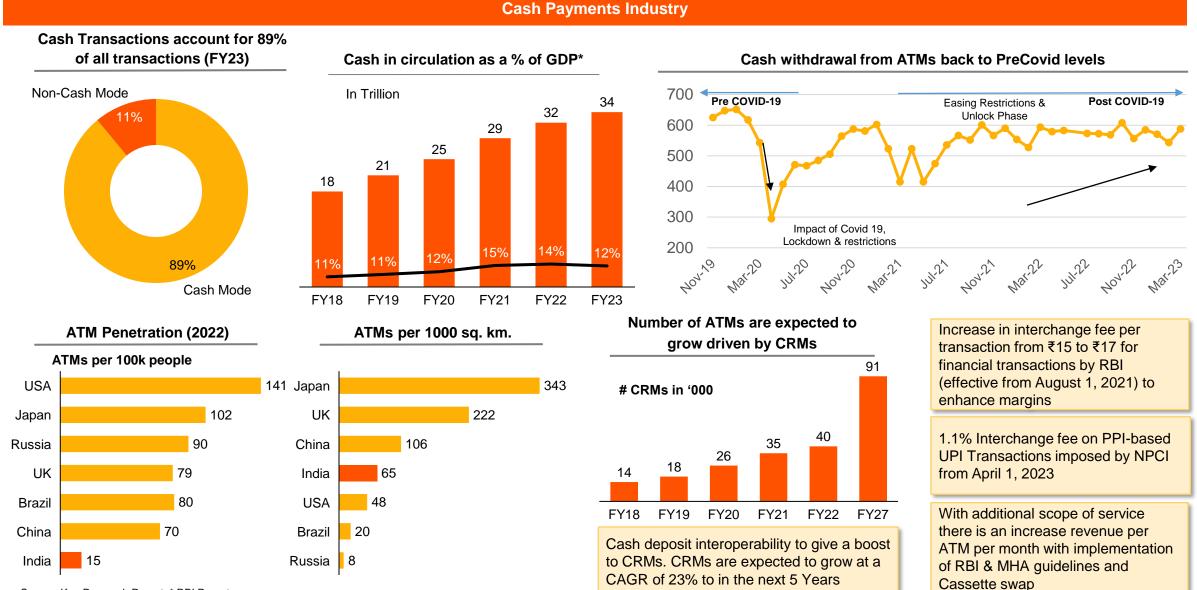
* RBI Report



Strong Growth in the Cash Payments Industry

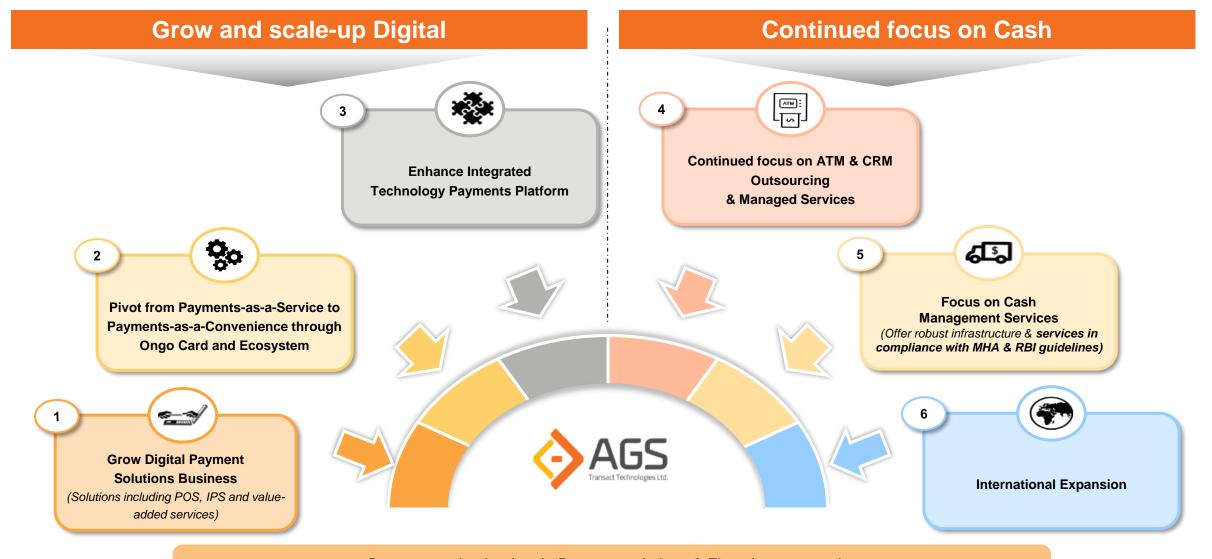
Despite the growth of cashless transactions, people in India rely heavily on cash transactions in their day-to-day life





Source: Ken Research Report; * RBI Report





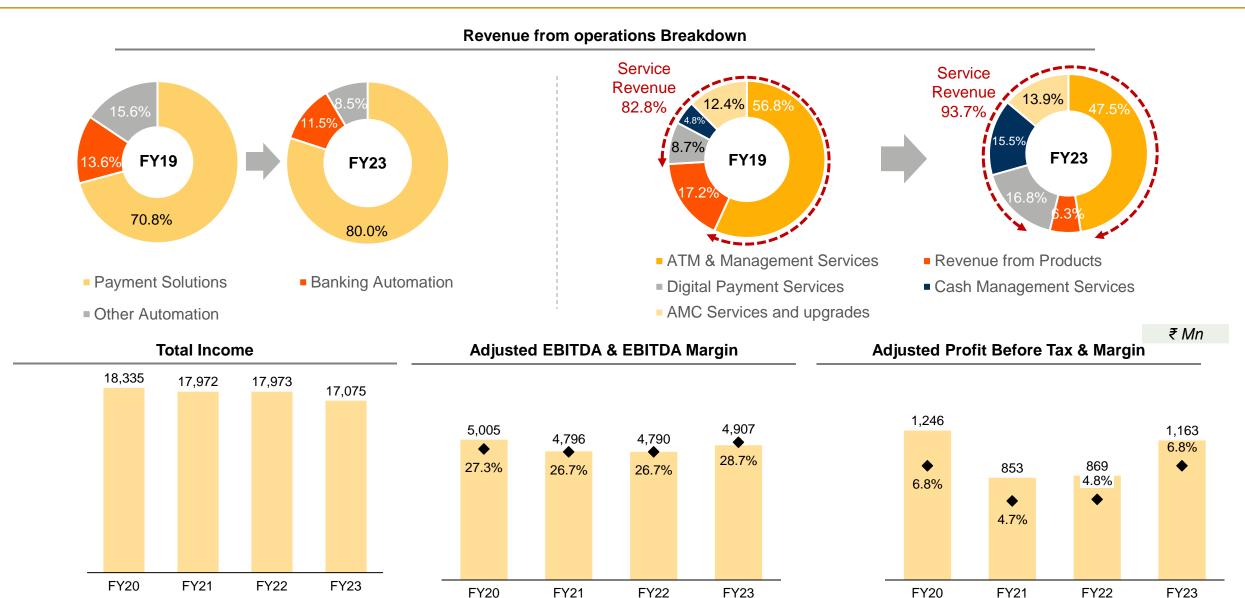
Become market leaders in Payment solutions & Fintech segments by **Exploring Opportunities, Expanding Scale and Enabling Growth**



HISTORICAL FINANCIALS

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





Notes: 1. Amount in ₹ million; Certain figures have been rounded off to the nearest million (mn) with zero or one decimal



(In ₹mn)	FY23	FY22	ΥοΥ	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	-6%	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					



(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

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

(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

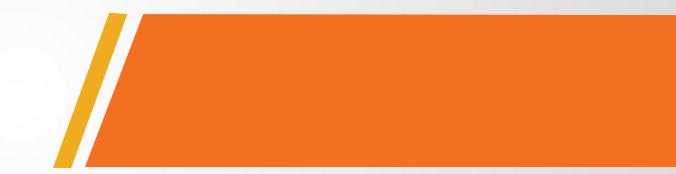
Current liabilities			
Financial liabilities			
Borrowings	3,291	2,523	3,668
Lease Liabilities	1,336	1,345	1,306
Trade payables			
Total outstanding dues of micro and small enterprise	322	497	92
Total outstanding dues of creditors other than MSEs	3,348	4,605	4,176
Other financial liabilities	809	910	810
Other current liabilities	274	1,193	1,689
Provisions	158	167	207
Total current liabilities	9,538	11,241	11,947
Total equity and liabilities	22,834	23,527	29,138



′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



ANNEXURE

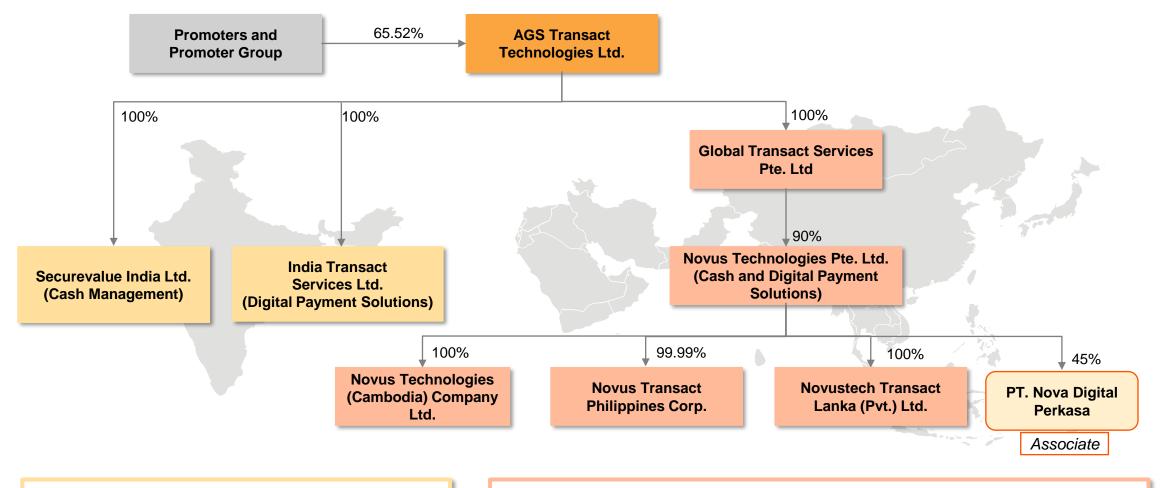


Banking Automation, and Other Automation Solutions - Business Overview



		Ban	king Auto	mation So	lutions						Other Auto	matior	n Sol	utions		
				stomers to a sh advances)			ts to make cash balances etc.		•		g Terminals ents, such as					plutions to retail
	 <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 						Retail Sector Operations	 Digital Signage Software: 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 							ng and information	
Products	 <u>Banking Transaction Terminals</u>: Includes a variety of self-serving banking platforms like automated cheque deposit terminals and multifunction self-service 															
	 Note Sorters: Authenticate and classify banknotes, and can perform functions such as note counting, value counting and sorting notes by denomination etc. 							Products: Offers "forecourt controller", a device which interfaces with various dispensers and tanks in the outlet						aces with various		
	<u>Annual Maintenance</u> : Second line maintenance for ATMs and CRMs							Operations	• Services: (1) Operational implementation & support services; (2) maintenance support; (3) helpdesk & remote support; (4) software upgrade & customization							
Services	 <u>Upgrades and Software</u>: Hardware and software upgrades services for ATMs and CRMs 						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 								
	 Spare 		cks spare pa	arts of ATMs	and other au	itomated pr	oducts									
		2,461	2,109	1,598	1,959	1,913					2,818	2,111		2,485	2,269	
Revenues (₹ Mn)								Revenues (₹ Mn)								1,424
	_	FY19	FY20	FY21	FY22	FY23	_				FY19	FY20		FY21	FY22	FY23





Domestic Operations

International Operations

THANK YOU



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