

Date: November 10, 2022

To. BSE Limited,

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

BSE Scrip Code: 543451

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 ("Listing Regulations")

Pursuant to Regulation 30 of the Listing Regulations, please find enclosed, the Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2022.

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

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 **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 NOVEMBER 2022

Safe Harbor



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KEY HIGHLIGHTS OF THE QUARTER

Management Commentary





Ravi B. Goyal

Chairman & Managing Director

"The performance for this quarter and half-year period was relatively soft owing to changes in our revenue mix. For H1FY23, our Adjusted EBITDA witnessed a 9% increase at Rs. 2,504 million as against Rs. 2,297 million, with a simultaneous rise in margins from 25.5% to 29.5% despite a marginal decrease in the total income. For Q2FY23, our total income stood at Rs. 4,206 million as against Rs. 4,856 million in Q2FY22. However, our PAT has risen from Rs. 41 million in Q2FY22, to Rs. 207 million in Q2FY23 indicating a 400% increase. This is predominantly due to the reduced finance costs and improved expense management.

The road ahead is promising as there have been a few major developments on the order-book front this quarter.

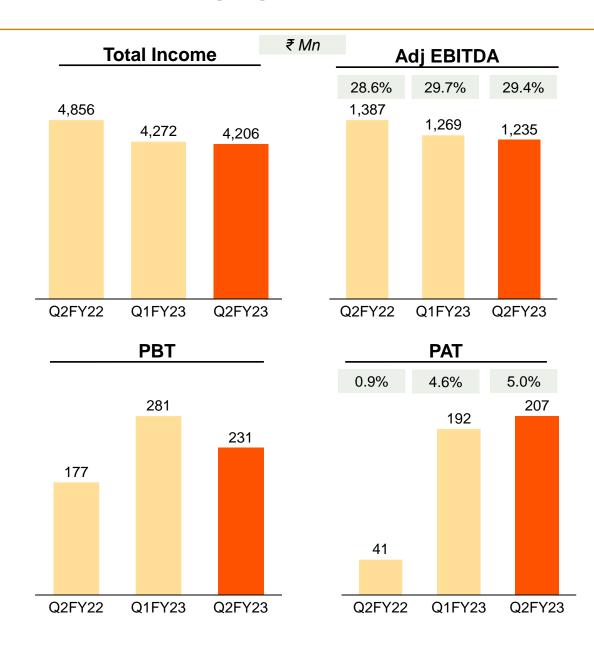
On the strategy front, we will continue to remain focused on creating one of the largest integrated omni-channel payment platforms in the country by providing innovative digital and cash payment solutions to our clients across sectors. Going by the RFPs already floated in the market and those in the pipeline, the ATM/CRM network in the country is on a growth trajectory.

As one of the industry leaders in this segment, we are in the process of tapping into this growth potential, with a couple of large contract wins/order wins from leading Public Sector Banks. This will start coming on-stream from the next quarter onwards and will be rolled out over the next 12 months. We expect this to further strengthen our ATM/CRM Outsourcing business and synergistically grow our cash management business as well.

On the digital side of our business, especially issuance, we are excited to be launching open-loop co-branded prepaid cards on our PPI license with a leading Indian FMCG Conglomerate. These are open-loop prepaid cards that can be accepted on any device on Rupay network. It will add to our already growing revenue stream for the digital payment business. We will continue to leverage our digital payment platform Ongo to provide payment-as-a-convenience to corporates, merchants and consumers through our comprehensive portfolio mix which includes all-in-one POS and Value-added Services (VAS) like prepaid or loyalty programs."

Performance Highlights: Q2FY23





- In Q2FY23, the total income decreased by 13% on YoY basis
- In Q2FY23, EBITDA witnessed a reduction of 15% YoY,
 primarily on account of change in Revenue Mix
- EBITDA Margins however have grown from 28.6% in Q2FY22 to 29.4% in Q2FY23
- During Q2FY23, the company's finance cost declined by 41% to Rs. 345 mn due to redemption of NCDs post IPO of the company
- The company's Consolidated net debt stood at Rs. 6,543 mn as on September 30, 2022
- The company reported a PAT of Rs. 207 mn in Q2FY23 against Rs. 41 mn for Q2FY22 – reporting a growth of over 400% YoY.

Consolidated Statement of Profit and Loss



(In ₹mn)	Q2FY23	Q2FY22	YoY	Q1FY23	QoQ	H1FY23	H1FY22	YoY
Revenue from operations	4,136	4,822		4,175		8,311	8,883	
Other income	70	34		97		166	110	
Total income	4,206	4,856	-13%	4,272	-2%	8,478	8,993	-6%
Expenses								
Cost of raw materials and components consumed	667	422		137		804	842	
Purchase of traded goods	24	169		13		38	250	
(Increase)/ Decrease in inventories of finished goods and traded goods	(252)	46		154		(99)	86	
COGS	439	636		304		743	1,177	
Employee benefit expenses	558	646		610		1,168	1,285	
Other expenses	1,974	2,187		2,089		4,063	4,235	
Total expenses before Interest, depreciation and amortization	2,971	3,469	-14%	3,003	-1%	5,973	6,696	-11%
Adjusted EBITDA	1,235	1,387	-11%	1,269	-3%	2,504	2,297	9%
% Margin	29.4%	28.6%		29.7%		29.5%	25.5%	
ESOP	21	20		32		53	24	
Non-recurring expenses	57	0		14		70	0	
Reported EBITDA	1,158	1,367	-15%	1,224	-5%	2,382	2,273	5%
Finance costs	345	585		352		697	1,174	
Depreciation and amortization expense	582	605		592		1,174	1,215	
РВТ	231	177	30%	281	-18%	512	(117)	NA
Share of net profit (loss) of associate	0	(2)		0		0	(8)	
Profit before tax	231	175	32%	281	-18%	512	(125)	NA
Total tax expense	24	134		88		113	123	
PAT	207	41	401%	192	8%	399	(247)	NA

Adjusted EBITDA and PBT Bridge



(In ₹mn)	Q2FY23	Q2FY22	Q1FY23	FY22
Reported EBITDA	1,158	1,367	1,224	4,363
Add: ESOP Expenses	21	20	32	113
Add: Non-recurring items				
Impairment loss on trade receivables	55	0	0	247
Expenses incurred for IPO	0	0	0	13
Forex Loss due to devaluation of currency of Sri Lanka	1	0	14	54
Adj EBITDA	1,235	1,387	1,269	4,790
Less: Total finance costs	-345	-585	-352	-2,502
Less: D&A	-582	-605	-592	-2,519
Less: Share of net profit (loss) of associate	0	-2	0	-8
Add: Non-recurring items included in finance cost				
Interest on Listed NCDs	0	246	0	1,034
Prepayment Charges on Loans and NCDs closures	0	0	0	74
Adj PBT	308	441	326	869

Consolidated Balance Sheet



(In ₹mn)	Sep-22	Mar-22
Non-current assets		
Property, plant and equipment	5,165	5,425
Right – of – use Asset	2,957	3,210
Capital work-in-progress	371	435
Goodwill	27	27
Other intangible assets	396	439
Intangible assets under development	32	3
Financial assets		
Investments	0	0
Other financial assets	849	948
Deferred tax assets (net)	556	551
Other non-current assets	160	219
Other non-current tax assets (net)	527	431
Total non current assets	11,040	11,687

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(In ₹mn)	Sep-22	Mar-22
Equity and liabilities		
Equity		
Equity share capital	1,202	1,202
Other equity	4,071	3,616
Total Equity	5,273	4,818
Non-current liabilities		
Financial liabilities		
Borrowings	4,655	4,597
Lease Liabilities	2,477	2,576
Other financial liabilities	0	5
Provisions	263	265
Other non-current liabilities	17	26
Total non-current liabilities	7,411	7,469
Current liabilities		
Financial liabilities		
Borrowings	2,944	2,523
Lease Liabilities	1,327	1,345
Trade payables		
Total outstanding dues of MSEs	359	497
Total outstanding dues of creditors other than MSEs	4,104	4,605
Other financial liabilities	953	910

Other current liabilities

Total current liabilities

Total equity and liabilities

Provisions

Current assets		
Inventories	811	649
Financial assets		
Investment	8	0
Trade Receivables	7,128	7,224
Unbilled Receivables	2,379	1,923
Cash and cash equivalents	253	300
Bank balances other than above	671	506
Other financial assets	110	110
Other current assets	1,164	1,127
Other current tax assets (net)		0
Total current assets	12,524	11,840
Total assets	23,564	23,527

1,048

10,880

23,564

145

1,193

11,241

23,527

167

Consolidated Cash Flow Statement



(In ₹mn)	H1FY23	H1FY22
(A) Cash flow from operating activities		
Net restated profit/(loss) before tax	512	(125)
Adjustments:	1,853	2,379
	2,365	2,255
Changes in working capital :		
Decrease / (increase) in inventories	(167)	73
(Increase) / decrease in trade receivables	(361)	64
Decrease / (increase) in loans and other financial assets	11	72
(Increase) / decrease in other current assets	122	80
Decrease in other non-current assets	33	5
Increase in trade payables	(637)	315
Increase in other current liabilities	(195)	(479)
(Decrease) / increase in other non-current liabilities	(14)	15
Increase in provisions	(14)	2
Cash generated from operations	1,141	2,402
Direct taxes paid (net)	(216)	(212)
Net cash flow generated from operating activities (A)	926	2,190
(B) Cash flow from investing activities		
Net cash (used in) investing activities (B)	(394)	(6,470)
(C) Cash flow from financing activities		
Net cash (used in) / generated from financing activities (C)	(579)	(1,405)
Net increase / (decrease) in cash and cash equivalents (A+B+C)	(47)	(5,685)
Cash and cash equivalents at the beginning of the year	300	5,923
Cash and cash equivalents at the end of the year	253	238



COMPANY OVERVIEW

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

Operational and Financial Snapshot (As of Q2FY23)



73,582ATMs & CRMs
managed/Serviced³



477,000+
Touch points



245,215 Merchant POS installed



₹125 bn

Merchant Gross

Transaction Value



534 mnSwitching
Transactions

44,432

Cash management services to ATMs through SVIL



₹4,206 mn
Total Income



₹1,235 mn Adj EBITDA



29.4% Adj EBITDA margin



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

Evolution of AGS Transact Technologies





Strategic Business Enablers

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

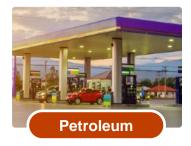
Preferred partner for cash and digital payment solutions



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

Primary Industries











AGS Solution POS & Merchant Management Switch & Transaction Processing

Payment & Settlement

Value Added Services Integrated Solutions

ATMs | Cash dispensers | Mobile wallets

AGS Payment Platform

Form – Factor – Independent Omni – Channel Middleware [Digital ID, UPI, Card, Wallet, NFC, QR-Code, Kiosk, ATM,RFID etc.]

Channel – Independent Fraud Prevention & AML – Tools & Services

AGS Support Functions & teams

Control Centre 24/7 –365 days Field Services & Cash Management

Operations & Manufacturing

Switch & Payments

Merchant & POS

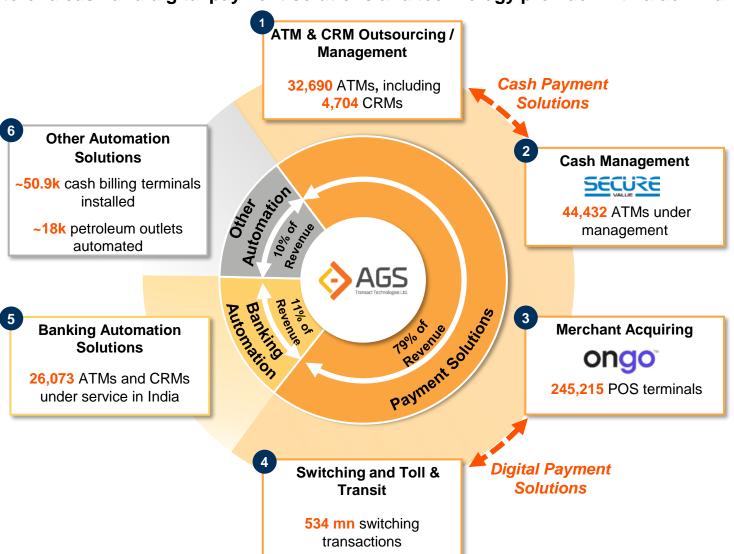
Digital & Agile Development

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





End-to-end cash and digital payment solutions and technology provider with a dominant presence across India (As of Q2 FY23)



S.no.	Revenue Mix	% of sales Q2FY23
1.	Payment Solutions	79%
i.	Cash Payment Solutions	63%
ii.	Digital payment solutions	16%
2.	Banking Automation Solutions	11%
3.	Other Automation Solutions	10%
	Total	100%

End-to-End Provider of Cash Payment Solutions

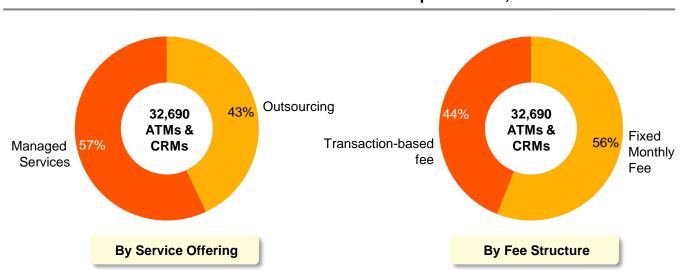




"Only" company in India to provide the full range of services in the ATM managed services market*

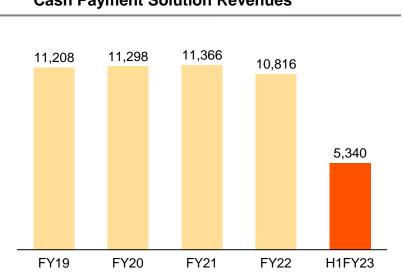


Breakdown of ATMs & CRMs as on September 30, 2022



Cash Payment Solution Revenues

₹ Mn



*As per Ken Research

End-to-End Provider of Cash Payment Solutions

Cash pick-up and

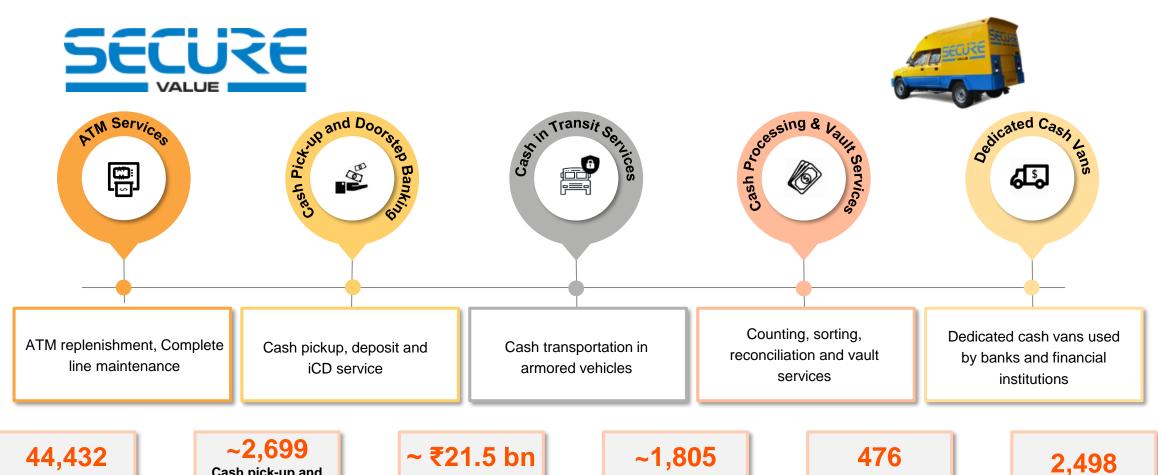
doorstep banking

points





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



Daily average

amount replenished

Cities and Towns in

India

Vaults and spoke

locations

Source: Ken Research Report

ATMs cash

replenished

As of September 2022

15

Cash vans

End-to-end digital payment solutions provider





Payment Acceptance (Device-based and device-less)



Integrated Payments Solution (IPS)



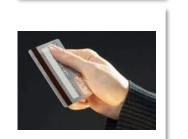
Merchant Application and Portal



Value Added Services

Loans Against Card

Receivables



Billing Software



CUG Prepaid & Loyalty





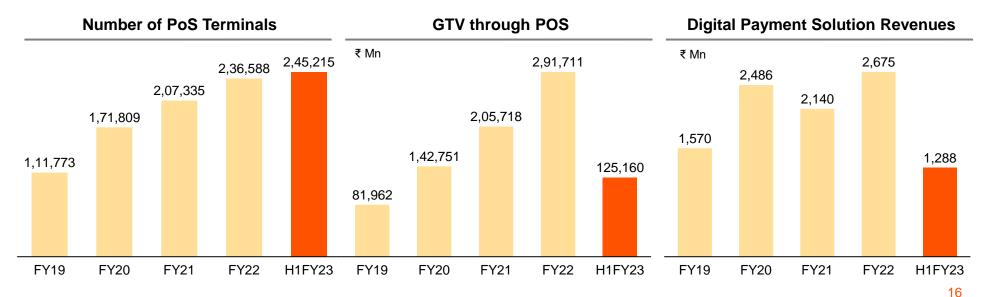
Financial and Operational Metrics for Merchant Services

Petroleum One of the largest deployers

of POS terminals at petroleum outlets in India¹ Pioneered IPS with OMCs1

Banking

86 Co-operative bank partnerships catering to the POS



1. Source: Ken Research Report

End-to-end digital payments platforms





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



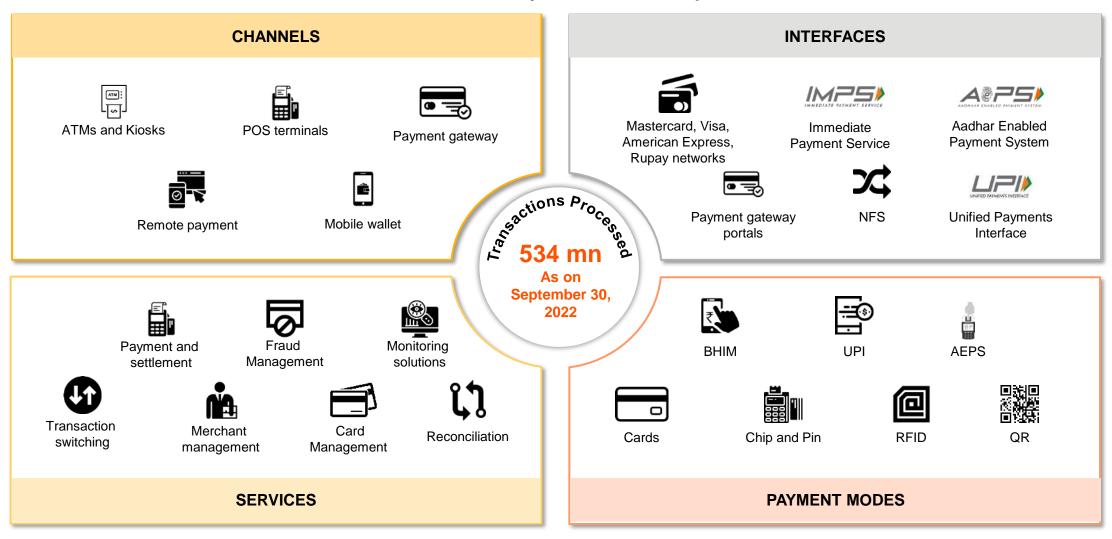
Continue to expand Ongo ecosystem and provide a larger suite of VAS that rely on mobile payments & other digital-based services and application

End-to-end digital payment solutions provider





Built Omni Channel Payment Platform Capabilities



Board of Directors and Senior Management Team



Over 27 years of experience in sales



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

Head - Retail Business

Over 26 years of experience in the field of technology

Вс	pard of Directors	Manageme	ent Team
Sudip Bandyopadhyay Independent, Non-Executive 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 Independent, Non-Executive 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
Vijay Chugh Independent, Non-Executive Director	 Over 32 years of experience at RBI Serves as a director on the boards of ITSL and SVIL 	Satish Zope Head - Petroleum Business	Over 25 years of experience in sales & business development
Rahul Narain Bhagat Independent, Non-Executive Director	Over 30yrs of experience in consumer banking	Shailesh S Shetty Managing Director of SVIL (Subsidiary)	Over 25 years of experience in the fields of supply chain and after-sales service
Jhuma Guha Additional Director (Non- Executive, Independent Director)	Expertise in Corporate Affairs, Compliance, Financial Management, M&A, Strategic Management.	Ashish Mehta Head – IT and Infrastructure	Over 21 years of management & technical experience in banking and payment Industry
Anupama R. Goyal Non-Independent, Non- Executive Director	Director on the boards of company's Subsidiaries, ITSL and SVIL	Nikesh Samaiya Executive Vice President – Technology	 Over 18 years of experience in IT & software development
Stanley Johnson P. Executive Director	Over 26 years of experience in the payment industry strengthened & expanded our banking outsourcing	Sudheer Parappurath Head – Risk & Operations of ITSL (Subsidiary)	 Over 26 years of experience in payment industry
Vinavak P. Goval	operations • Drives strategic and business initiatives	P K Rajnarayan	Over 27 years of experience in sales



Vinayak R. Goyal Executive Director

- Drives strategic and business initiatives
- Non-executive director on board of ITSL



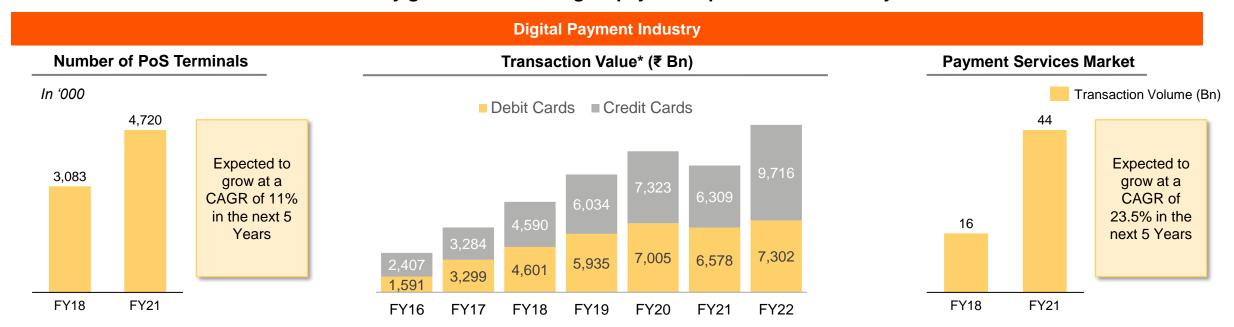
WAY FORWARD

Fast Growing Digital Payments Industry





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



Payment Modes	Number of Transactions in FY21 (Mn)	Growth FY21
UPI	22,331	78.4%
IMPS	3,278	27.1%
AePS	3,921	68.3%
ВНІМ Арр	251	24.7%





Source: Ken Research Report

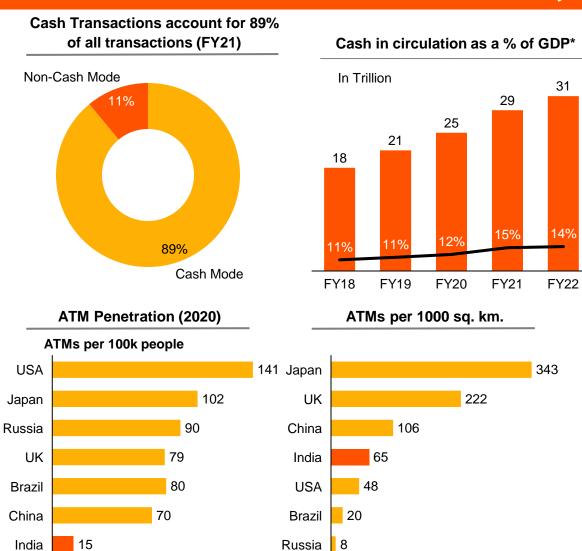
* RBI Report

Strong Growth in the Cash Payments Industry

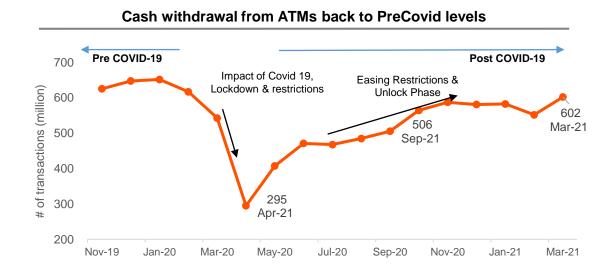


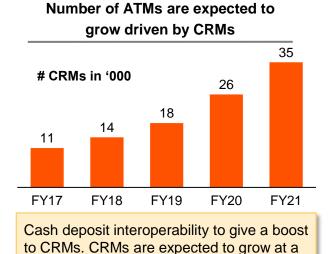
Despite the growth of cashless transactions, people in India rely heavily on cash transactions in their day-to-day life

Cash Payments Industry



Source: Ken Research Report; * RBI Report





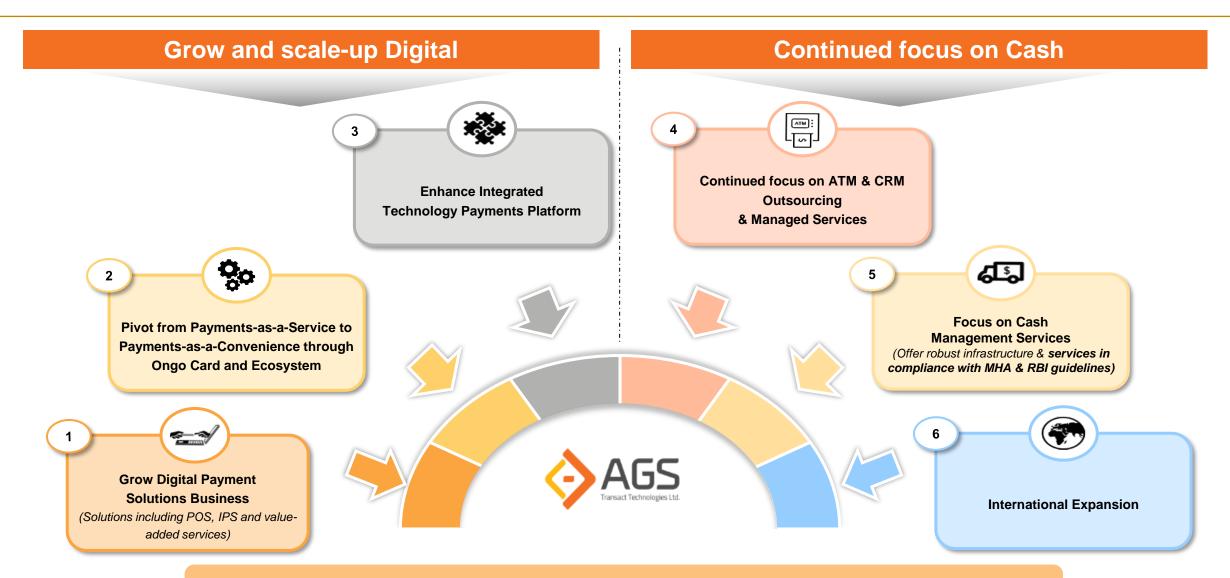
CAGR of 23% to in the next 5 Years

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

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

Building Blocks to Implement Future Strategy





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

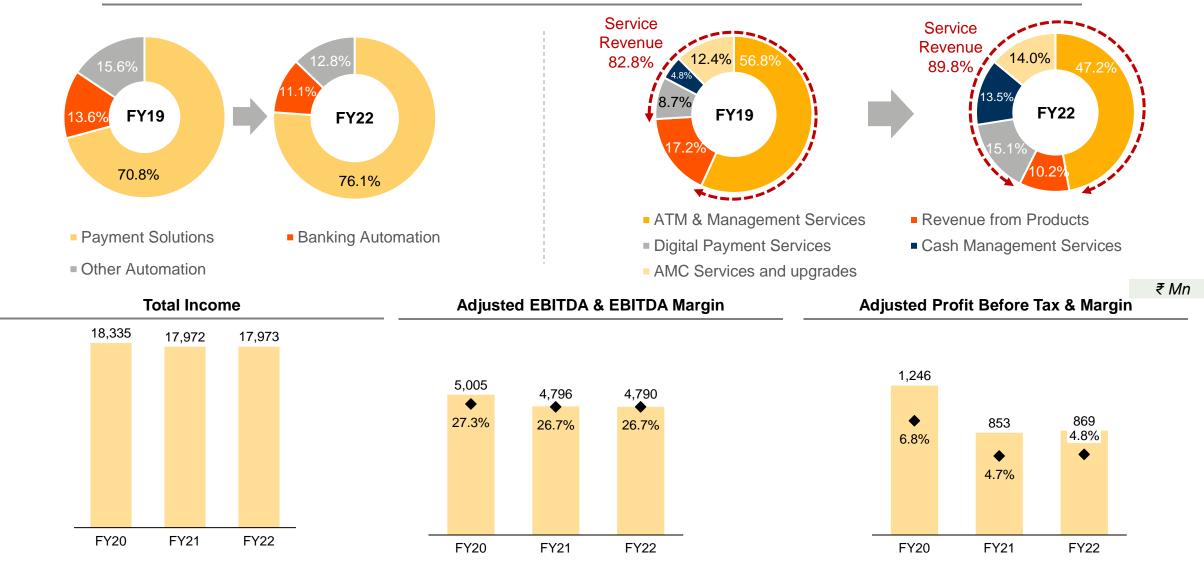


HISTORICAL FINANCIALS

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







Consolidated Statement of Profit and Loss



(In ₹mn)	FY22	FY21	YoY	FY20
Revenue from operations	17,719	17,589	•	18,004
Other income	254	382		331
Total income	17,973	17,972	0.0%	18,335
Expenses				
COGS	2,280	2,630		2,742
Employee benefit expenses	2,547	2,749		2,750
Other expenses	8,356	7,797		7,838
Adjusted EBITDA	4,790	4,796	-0.1%	5,005
ESOP	113	23		50
Non-recurring expenses	314	5		0
Reported EBITDA	4,363	4,768	-8.5%	4,955
Finance costs	2,502	1,331		1,304
Depreciation and amortization expense	2,519	2,596		2,447
Share of net profit (loss) of associate	(8)	(16)		(9)
Profit before tax	(666)	824		1,195
Total tax expense	159	276		365
PAT	(825)	548	nm	830
Cash PAT	1,807	3,167	-43%	3,327
Earnings per equity share				
Basic earnings per share (₹)	(6.93)	4.62		7.00
Diluted earnings per share (₹)	(6.93)	4.55		6.90

Include non-recurring expenses (Rs mn)

Interest on Listed NCDs:

• FY22: 1,034

Prepayment Charges on Loans and NCDs closures

• FY22: 74

Consolidated Summary Statement of Assets and Liabilities



(In ₹mn)	FY22	FY21	FY20
Non-current assets			
Property, plant and equipment	5,425	6,032	5,997
Right – of – use Asset	3,210	3,207	4,054
Capital work-in-progress	435	469	867
Goodwill	27	25	24
Other intangible assets	439	383	441
Intangible assets under development	3	113	23
Financial assets			
Investments	0	8	24
Other financial assets	948	769	824
Deferred tax assets (net)	551	559	539
Other non-current assets	219	615	712
Other non-current tax assets (net)	431	175	339
Total non current assets	11,687	12,355	13,845
Current assets			
Inventories	649	720	639
Financial assets			
Investment	0	97	0
Trade Receivables	7,224	4,905	4,565
Unbilled Receivables	1,923	3,183	1,595
Cash and cash equivalents	300	5,923	106
Bank balances other than above	506	1,019	653
Other financial assets	110	244	199
Other current assets	1,127	644	708
Other current tax assets (net)	0	48	104
Total current assets	11,840	16,784	8,569
Total assets	23,527	29,138	22,414
		_0,.00	, -

(In ₹mn)	FY22	FY21	FY20
Equity and liabilities			1120
Equity			
Equity share capital	1,202	1,186	1,186
Other equity	3,616	4,401	3,804
Total Equity	4,818	5,587	4,990
<u> </u>		·	
Non-current liabilities			
Financial liabilities			
Borrowings	4,597	8,662	3,449
Lease Liabilities	2,576	2,588	3,282
Other financial liabilities	5	32	102
Provisions	265	262	223
Other non-current liabilities	26	61	79
Total non-current liabilities	7,469	11,604	7,135
Current liabilities			
Financial liabilities			
Borrowings	2,523	3,668	3,300
Lease Liabilities	1,345	1,306	1,519
Trade payables			
Total outstanding dues of MSEs	497	92	138
Total outstanding dues of creditors other than MSEs	4,605	4,176	3,483
Other financial liabilities	910	810	801
Other current liabilities	1,193	1,689	776
Provisions	167	207	231
Total current liabilities	11,241	11,947	10,249
Total equity and liabilities	23,527	29,138	22,374

Consolidated Summary Statement of Cash Flows



(In ₹mn)	FY22	FY21	FY20
(A) Cash flow from operating activities			
Net restated profit/(loss) before tax	(666)	824	1,195
Adjustments:	5,159	3,687	3,657
	4,494	4,511	4,852
Changes in working capital :			
Decrease / (increase) in inventories	48	(81)	280
(Increase) / decrease in trade receivables	(1,175)	(1,925)	(539)
Decrease / (increase) in loans and other financial assets	56	36	15
(Increase) / decrease in other current assets	(269)	97	(302)
Decrease in other non-current assets	22	99	13
Increase in trade payables	828	644	(77)
Increase in other current liabilities	(318)	946	416
(Decrease) / increase in other non-current liabilities	(62)	(88)	(13)
Increase in provisions	(17)	11	58
Cash generated from operations	3,608	4,251	4,702
Direct taxes paid (net)	(362)	(75)	(242)
Net cash flow generated from operating activities (A)	3,245	4,176	4,460
(B) Cash flow from investing activities			
Net cash (used in) investing activities (B)	(121)	(1,563)	(2,907)
(C) Cash flow from financing activities			
Net cash (used in) / generated from financing activities (C)	(8,748)	3,205	(1,718)
Net increase / (decrease) in cash and cash equivalents (A+B+C)	(5,623)	5,817	(164)
Cash and cash equivalents at the beginning of the year	5,923	106	270
Cash and cash equivalents at the end of the year	300	5,923	106



ANNEXURE

Banking Automation, and Other Automation Solutions - Business Overview



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

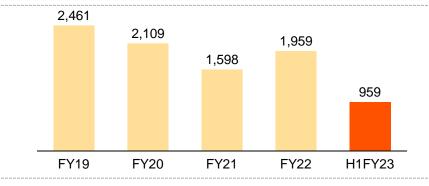
Products

- Banking Transaction Terminals: Includes a variety of self serving banking platforms like automated cheque deposit terminals and multifunction self-service kiosks
- <u>Note Sorters</u>: 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

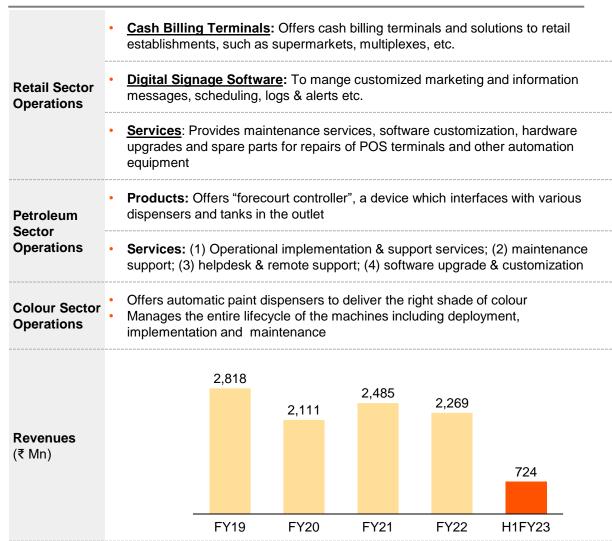
Services

- <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

Revenues (₹ Mn)

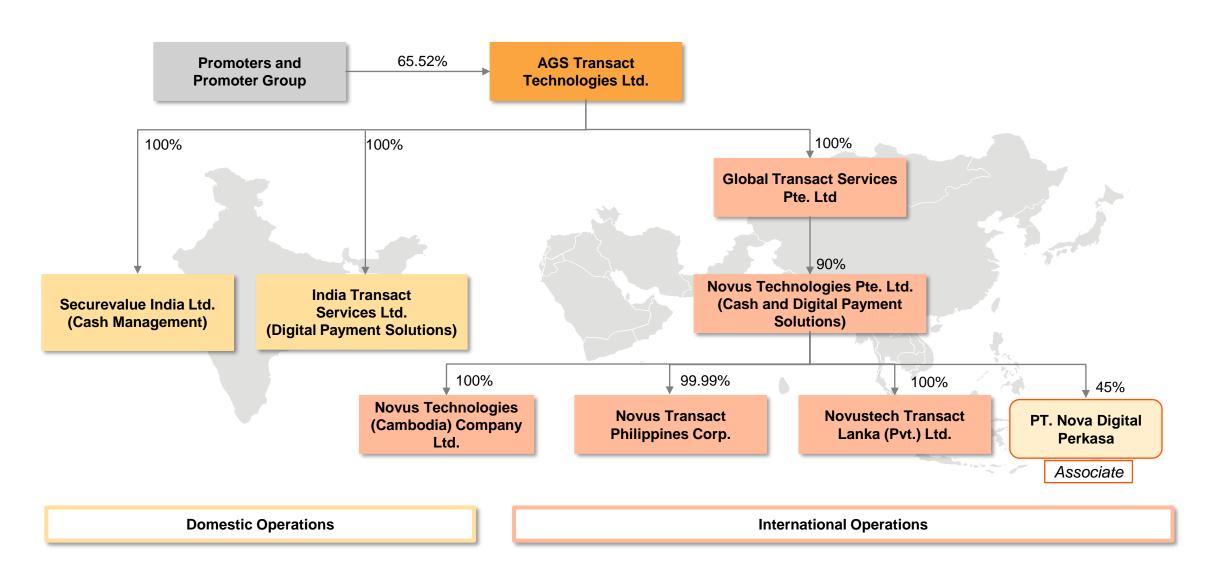


Other Automation Solutions



AGS Transact Technologies - Corporate Structure





THANK YOU



AGS Transact Technologies Limited

CIN: L72200MH2002PLC138213

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