

Date: May 28, 2022

BSE Limited,

To.

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 Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended March 31, 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









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

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Phone: +91-22-7181 8181





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

AGS TRANSACT TECHNOLOGIES LIMITED

INVESTOR PRESENTATION MAY 2022

Safe Harbor



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KEY HIGHLIGHTS OF THE QUARTER

Management Commentary





Ravi B. Goyal

Chairman & Managing
Director

"FY22 has been a significant year for AGS Transact Technologies in terms of the stock exchange listing, launch of our digital platforms & solutions, expansion of ATM Networks, and conceiving & delivering numerous automation solutions.

During the year ended March 31, 2022, we successfully expanded our operations servicing approximately 465,000 customer touch points across 2200 cities & towns in India. We delivered a steady financial performance in FY22 with total income of Rs. 17,973 mn.

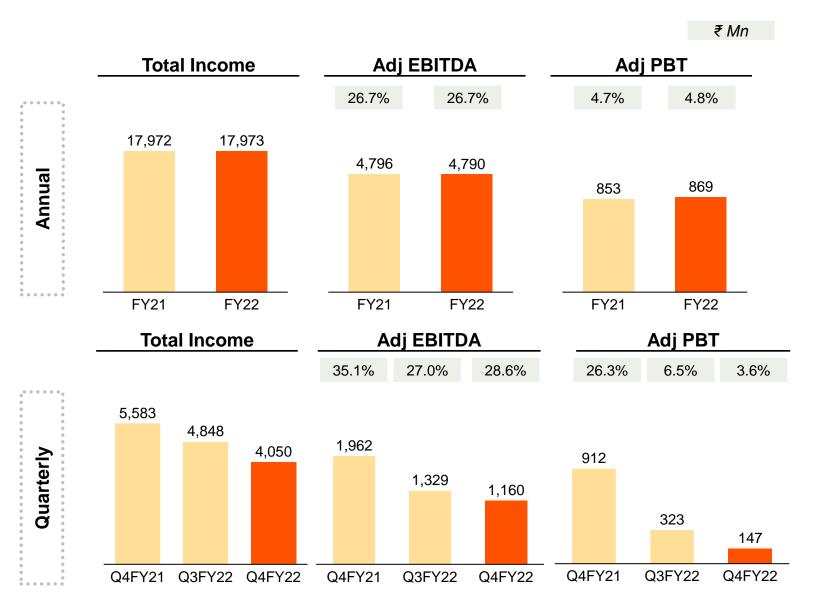
With a strong pipeline of new RFPs from leading public and private sector banks, we are very optimistic for our ATM outsourcing segment. The ATM outsourcing segment has got a shot in the arm with RBI's proposal to set up 75 Digital Banking Units (DBUs) in 75 districts of the country by Scheduled Commercial Banks. As per RBI guidelines, banks are free to adopt an in-sourced or out-sourced model for operations of DBUs. We are looking forward to tap this opportunity. Additionally, the RBI's circular on interoperable cardless withdrawal on ATMs (ICCW), i.e., cardless cash withdrawal from ATM via UPI, will encourage overall transactions on ATM by providing a faster & more secure form of cash withdrawal. AGS Transact pioneered this solution in 2019 with the introduction of QR-based cardless cash withdrawal on a leading public sector bank's ATM.

Our longstanding relationship with our customers across industries puts us in an advantageous position for new business and cross-selling opportunities and enhances our market reputation.

Our near-term objectives are to grow and scale up our digital business, and pivot from payment-as-a-service, to payment-as-a-convenience through the Ongo Card and ecosystem. We will continue to add more merchants to our Ongo ecosystem, with focus on OMCs, and offer customised digital solutions in addition to the integrated payments platform via Ongo PoS terminals."

Performance Highlights: FY22 & Q4





- Q4FY22 was a muted quarter due to lower total income which was primarily on account of:
 - Drop in our ATM outsourcing business driven by decline in total number of transactions because of Omicron wave in January through early February, amongst other factors
 - our other business segments were impacted to a certain extend due to spill over of our orderbook
- The other expenses in the quarter as well as financial year were higher due to the following non-recurring expenses (details given on page 6 below)
 - Impairment loss / Service level adjustments on trade receivables
 - Forex Loss due to devaluation of currency of Sri Lanka
 - Expenses incurred for IPO
- During FY22, AGS redeemed outstanding NCDs worth ₹ 5,500 Mn, which was part of the Objects of the Offer. As per the main objective of the OFS in the IPO, the promoter of AGS, Mr. Ravi B. Goyal sold shares and the net proceeds (₹ 6,500 million) were infused into the company by buying the CCPS from company. This led to the to the following non-recurring expenses (details given on page 6 below)
 - Interest on Listed NCDs
 - Prepayment Charges on Loans and NCDs closures

Consolidated Statement of Profit and Loss



(In ₹mn)	Q4FY22	Q4FY21	YoY	Q3FY22	QoQ	FY22	FY21	YoY
Revenue from operations	3,988	5,427		4,848	-18%	17,719	17,589	•
Other income	62	156		82		254	382	
Total income	4,050	5,583	-27%	4,930	-18%	17,973	17,972	0.0%
Expenses								
cogs	355	766		748		2,280	2,630	
Employee benefit expenses	606	662		658		2,547	2,749	
Other expenses	1,929	2,193		2,195		8,356	7,797	
Adjusted EBITDA	1,160	1,962	-41%	1,329	-13%	4,790	4,796	-0.1%
Adjusted EBITDA Margin	28.6%	35.1%		27.0%		26.7%	26.7%	
ESOP Expenses	37	6		51		113	23	
Non-recurring expenses	308	0		3		314	5	
Reported EBITDA	814	1,956	-58%	1,276	-36%	4,363	4,768	-8.5%
Finance costs	719	390		609		2,502	1,331	
Depreciation and amortization expense	654	655		650		2,519	2,596	
Share of net profit (loss) of associate	0	(4)		0		(8)	(16)	
Profit before tax	(559)	906	nm	18	nm	(666)	824	
Total tax expense	(76)	287		112		159	276	
PAT	(483)	620	nm	(94)	nm	(825)	548	nm
Cash PAT (including ESOP expenses, D&A)	208	1,280	-84%	606	-66%	1,807	3,167	-43%
Earnings per equity share								
Basic earnings per share (₹)	(4.06)	5.23		(0.80)		(6.93)	4.62	
Diluted earnings per share (₹)	(4.06)	5.14		(0.80)		(6.93)	4.55	

Include non-recurring expenses (Rs mn)

Interest on Listed NCDs:

- FY22: 1,034
- Q4FY22: 293
- Q3FY22: 252

Prepayment Charges on Loans and NCDs closures

- FY22: 74
- Q4FY22: 67





(In ₹mn)	Q4FY22	FY22
Reported EBITDA	814	4,363
Add: ESOP Expenses	37	113
Add: Non-recurring items		
Impairment loss on trade receivables	247	247
Expenses incurred for IPO	13	13
Forex Loss due to devaluation of currency of Sri Lanka	49	54
Adj EBITDA	1,160	4,790
Less: Total finance costs	(719)	(2,502)
Less: D&A	(654)	(2,519)
Less: Share of net profit (loss) of associate	0	(8)
Add: Non-recurring items included in finance cost		
Interest on Listed NCDs	293	1,034
Prepayment Charges on Loans and NCDs closures	67	74
Adj PBT	147	869



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 FY22)



73,217 ATMs & CRMs managed/Serviced³



~465,000
Touch points



236,588 Merchant POS installed



₹292 bn.
Merchant Gross
Transaction Value



1,232 mn Switching Transactions



~45,000
Cash management services to ATMs through SVIL



₹17,973 Mn
Total Income



26.7% Adj EBITDA margin



₹4,790 Mn Adj EBITDA

- 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)

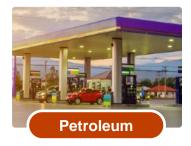
Preferred partner for cash and digital payment solutions



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

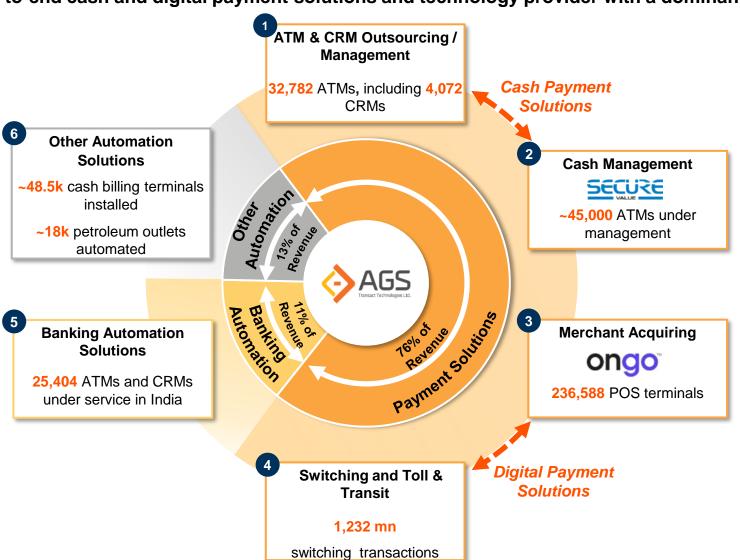
Digital & Agile Development

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 FY22)



S.no.	Revenue Mix	% of sales FY22
1.	Payment Solutions	76%
i.	Cash Payment Solutions	61%
ii.	Digital payment solutions	15%
2.	Banking Automation Solutions	11%
3.	Other Automation Solutions	13%
	Total	100%

End-to-End Provider of Cash Payment Solutions

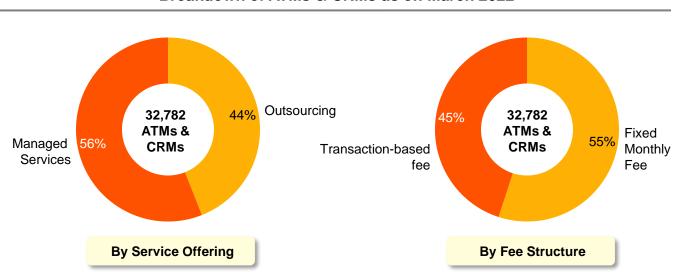




"Only" company in India to provide the full range of services in the ATM managed services market*

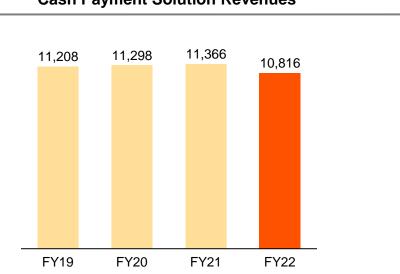


Breakdown of ATMs & CRMs as on March 2022



Cash Payment Solution Revenues

₹ Mn



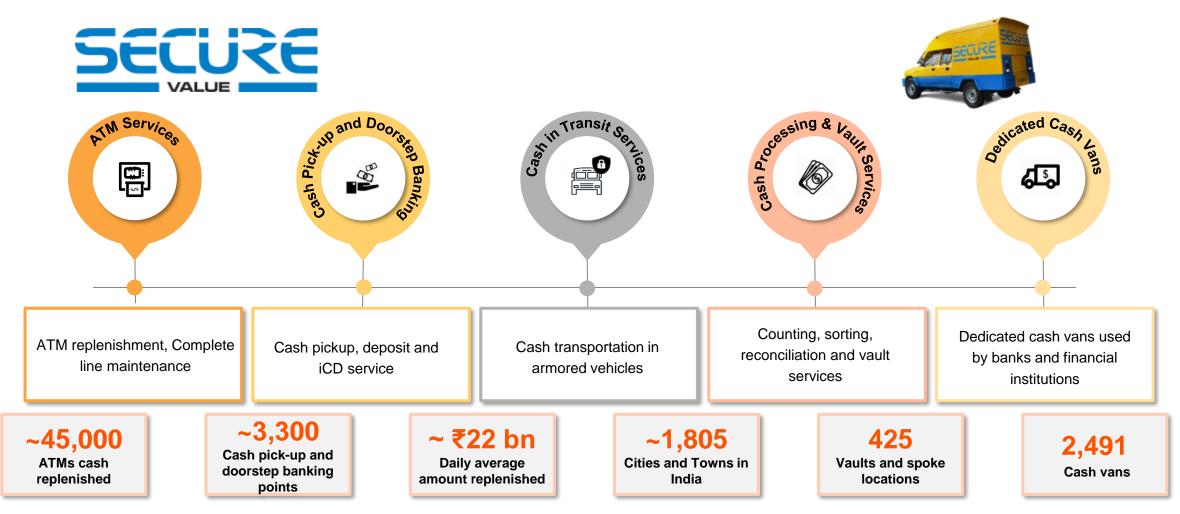
*As per Ken Research

End-to-End Provider of Cash Payment Solutions





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



- ✓ **Only cash management company** that has followed Ministry of Home Affairs ("MHA") guidelines dated August 8, 2018, and RBI guidelines dated April 6, 2018, on a pan-India basis¹
- 1. Source: Ken Research Report
- 2. As of March 2022

End-to-end digital payment solutions provider





Payment Acceptance (Device-based and device-less)



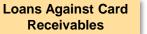
Integrated Payments Solution (IPS)



Merchant Application and Portal



Value Added Services





Billing Software



CUG Prepaid & Loyalty





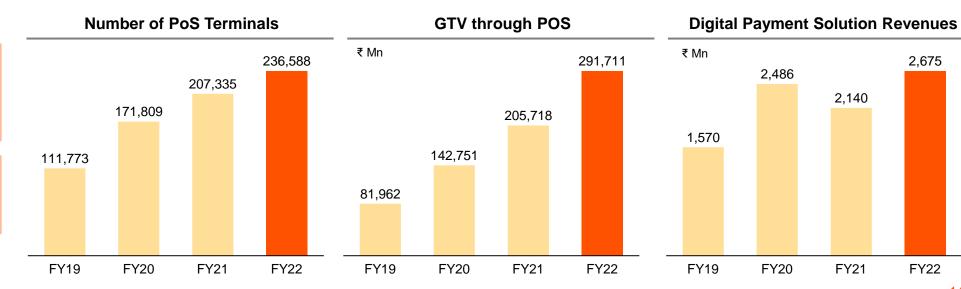
Financial and Operational Metrics for Merchant Services

Petroleum

- One of the largest deployers of POS terminals at petroleum outlets in India¹
- Pioneered IPS with OMCs¹

Banking

86 bank partnerships catering to the POS



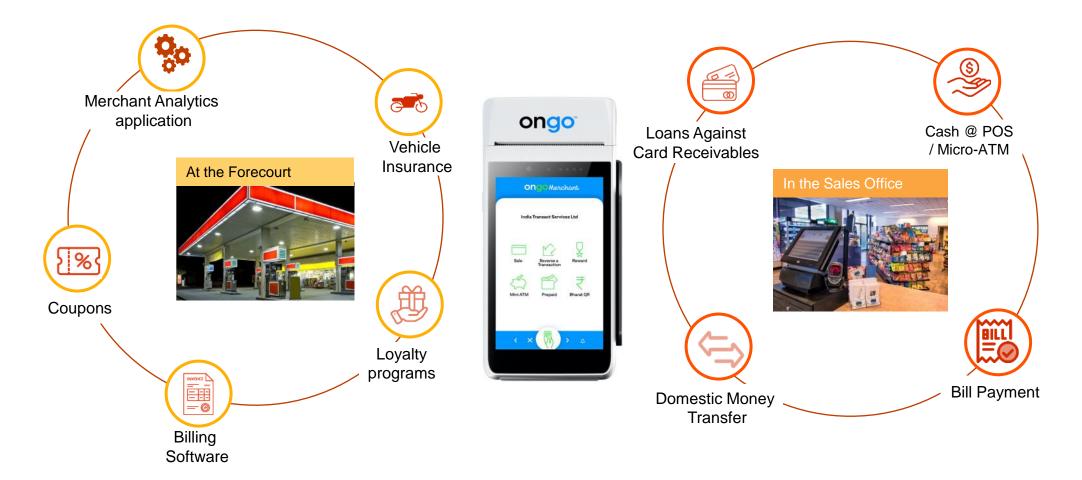
1. Source: Ken Research Report

End-to-end digital payments platforms





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



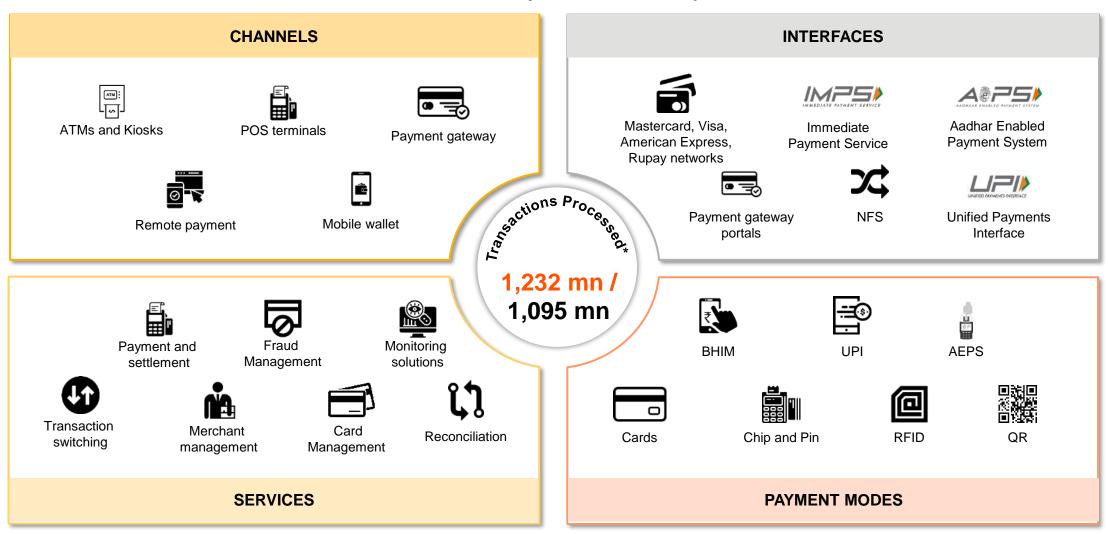
Continue to expand Ongo ecosystem and provide a larger suite of VAS that rely on mobile payments &other digital-based services and application

End-to-end digital payment solutions provider





Built Omni Channel Payment Platform Capabilities



As of FY22 / FY21

Board of Directors and Senior Management Team





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
- 26 years of experience in the field of technology

Board of Directors



Sudip Bandyopadhyay Independent, Non-**Executive Director**

Serves as a director on the boards of the company's subsidiaries, ITSL and SVIL



Vijay Chugh Independent, Non-**Executive Director**

- Over 32 years of experience at RBI
- Serves as a director on the boards of ITSL and SVIL



Rahul Narain Bhagat Independent, Non-Executive Director

Over three decades of experience in consumer banking



Subrata Kumar Mitra Independent, Non-**Executive Director**

Experienced in the fields of management and finance



Anupama R. Goyal Non-Independent, Non-Executive Director

Director on the boards of company's Subsidiaries, ITSL and SVIL



Stanley Johnson P **Executive Director**

>26 years of experience in the payment industry strengthened & expanded our banking outsourcing operations



Drives strategic and business initiatives

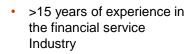
Non-executive director on board of ITSL



Management Team



Saurabh Lal CFO of AGS and our Subsidiary, SVIL





P K Rajnarayan Head -Retail Sales Business

>27 years of experience in sales



Ricardos El Khoury CEO & Director of Novus SGP (Subsidiary)

28 years of experience in information technology sector



Nikesh Samaiya **Executive Vice** President -Technology

• > 18 years of experience in IT & software development



Satish Zope Head - Petroleum **Business**

 > 25 years of experience in sales & business development



Ashish Mehta Head - IT and Infrastructure

 > 21 years of management & technical experience in banking and payment Industry



Sanjiv Tewari Head - Banking Service

> 23 years of experience in sales & service of consumer electronics/appliances & fintech company



Sudheer **Parappurath** Head - Risk & Operations of Subsidiary, ITSL

> 26 years of experience in payment industry



Shailesh S Shetty Managing Director of SVIL (Subsidiary)

> 25 years of experience in the fields of supply chain and after-sales service

17



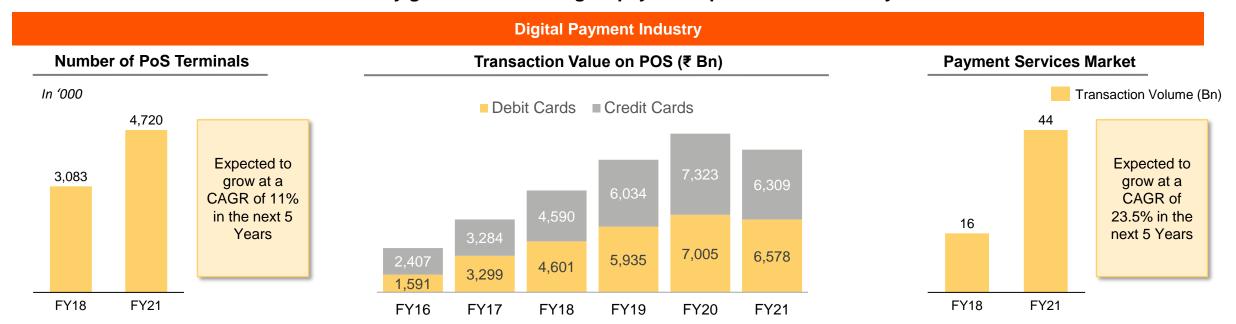
WAY FORWARD

Fast Growing Digital Payments Industry



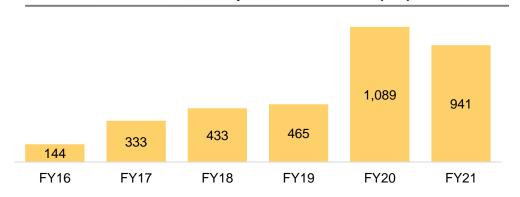


Extraordinary growth in Indian digital payment space in the last few years



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%
BHIM App	251	24.7%

Number of Prepaid Cards Issued (Mn)



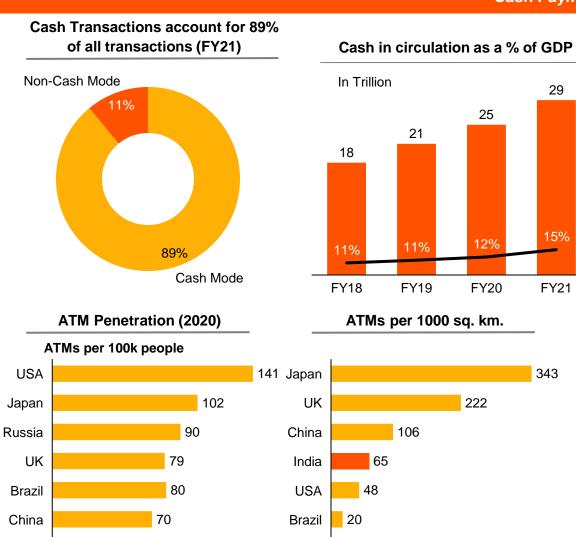
Source: Ken Research Report

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

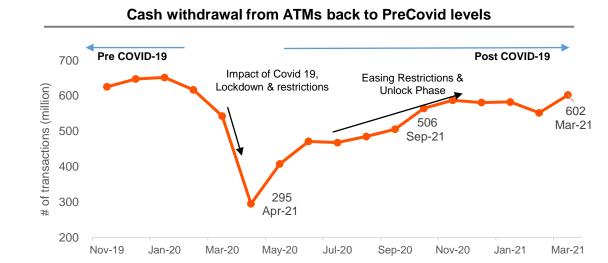


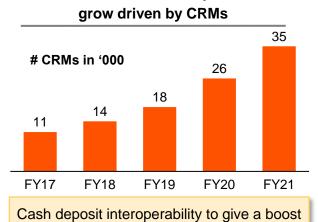
Russia 8

15

Source: Ken Research Report

India





Number of ATMs are expected to

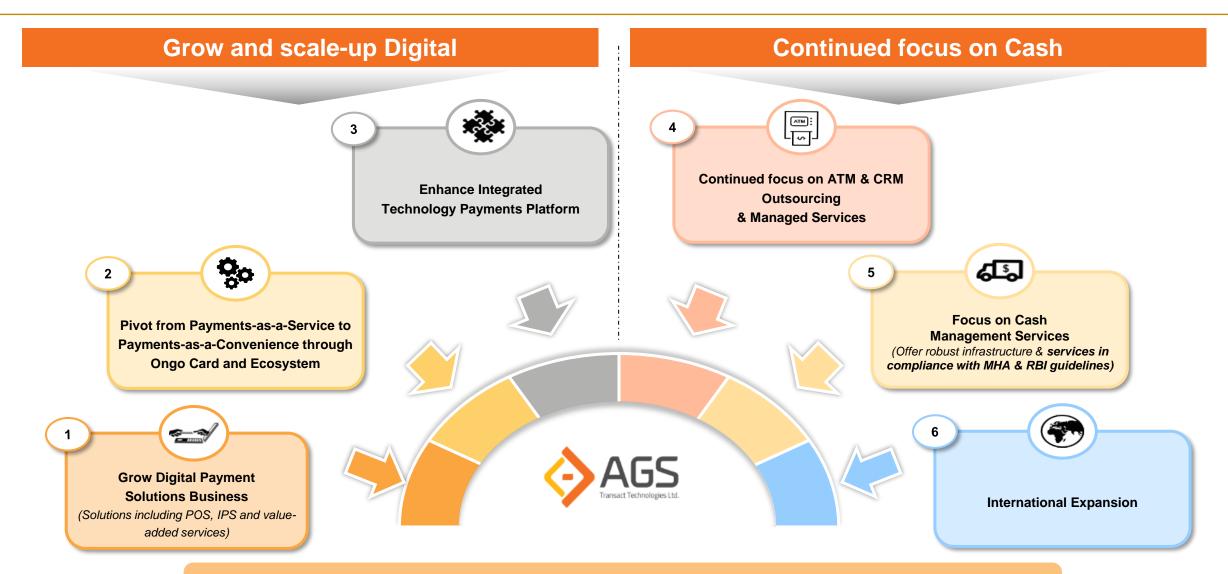
Cash deposit interoperability to give a boost to CRMs. CRMs are expected to grow at a CAGR of 23% to in the next 5 Years

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

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





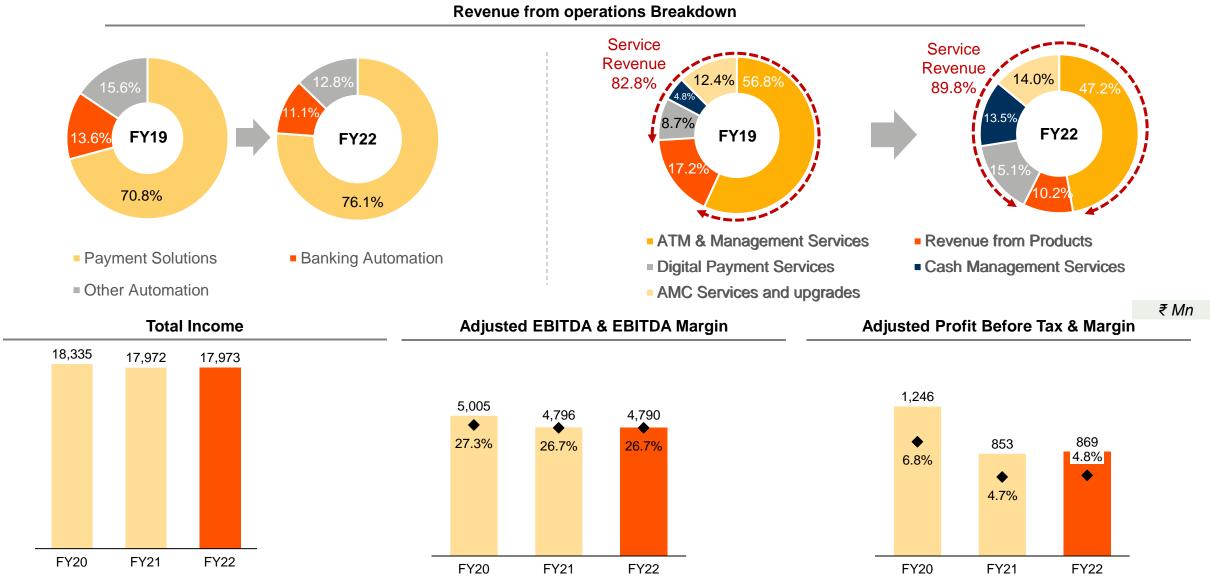
Be a leader in payment solutions by delivering secure, innovative products that engage a customer across the product value chain in a cost-effective manner



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



5,425	0.000	
	0.000	
	6,032	5,997
3,210	3,207	4,054
435	469	867
27	25	24
439	383	441
3	113	23
0	8	24
948	769	824
551	559	539
219	615	712
431	175	339
11,687	12,355	13,845
649	720	639
0	97	C
7,224	4,905	4,565
1,923	3,183	1,595
300	5,923	106
506	1,019	653
110	244	199
1,127	644	708
0	48	104
11,840	16,784	8,569
23,527	29,138	22,414
	27 439 3 0 948 551 219 431 11,687 649 0 7,224 1,923 300 506 110 1,127 0	27 25 439 383 3 113 0 8 948 769 551 559 219 615 431 175 11,687 12,355 649 720 0 97 7,224 4,905 1,923 3,183 300 5,923 506 1,019 110 244 1,127 644 0 48 11,840 16,784

(In ₹mn)	FY22	FY21	FY20
Equity and liabilities			
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
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

ATMs and Cash Dispensers: Enable customers to access their bank accounts to make cash withdrawals (or credit card cash advances), fund transfers, check balances etc.

<u>CRMs</u>: Allow a bank's customer to make deposits which are sorted into various denominations and are used for cash dispensing

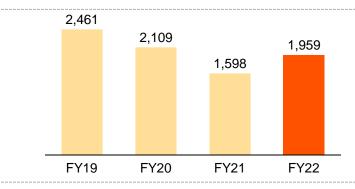
Products

- <u>Banking Transaction Terminals</u>: 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

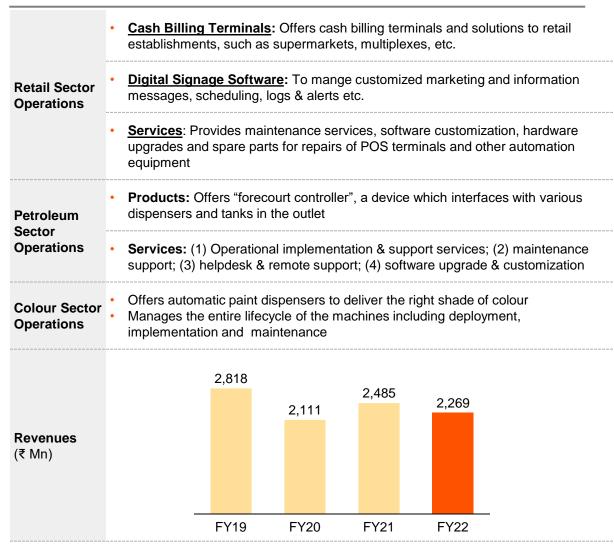
Services

- <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)

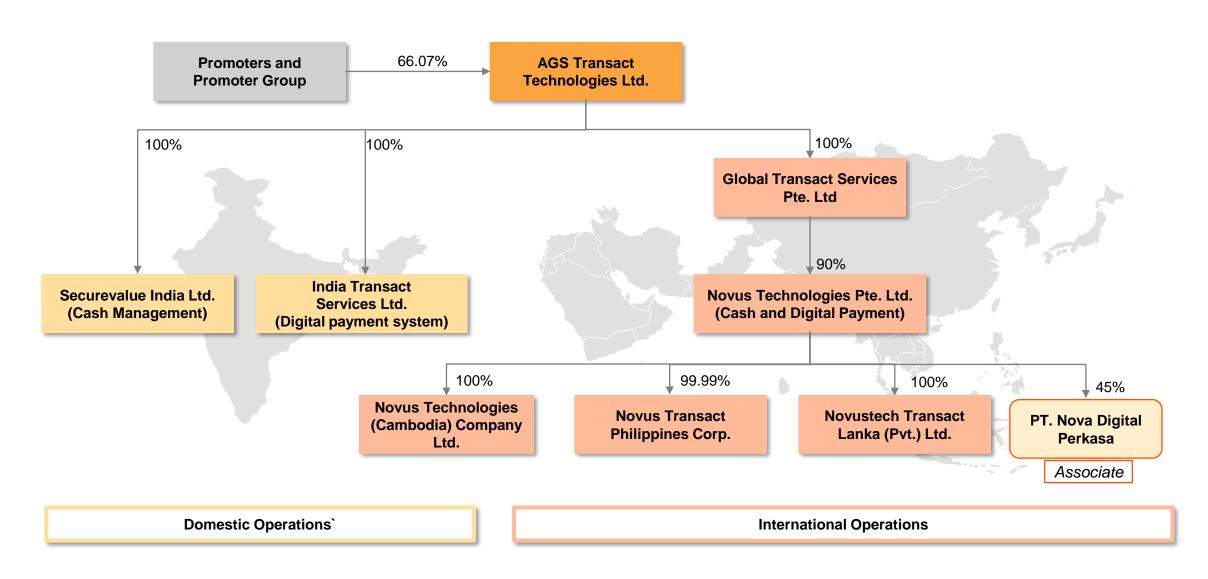


Other Automation Solutions



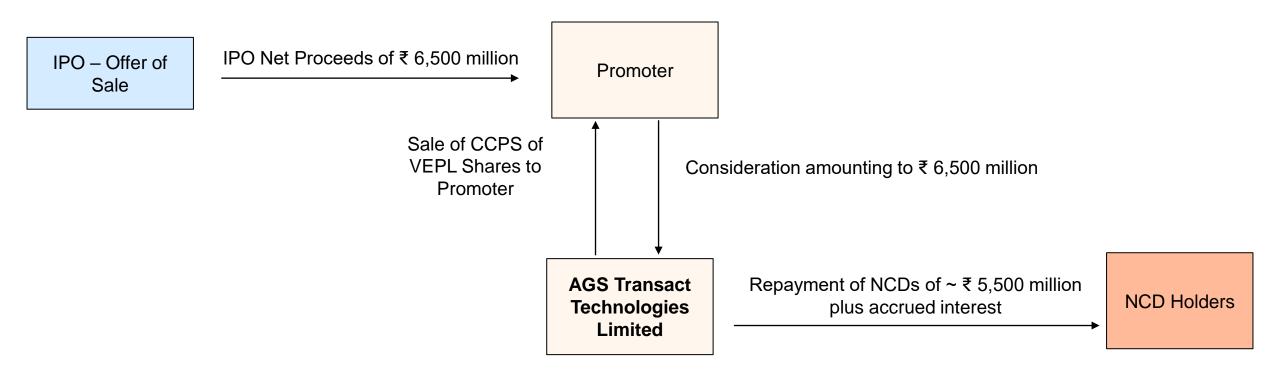
AGS Transact Technologies - Corporate Structure





Use of IPO proceeds





The Company has redeemed outstanding NCDs, which was part of the Objects of the Offer. The main objective of the OFS in the IPO was that the promoter of AGS, Mr. Ravi B. Goyal will sell shares but the net proceeds (₹ 6,500 million) will be infused into the company by buying the CCPS from company. This has been fulfilled on January 29, 2022, even before the listing. As a result, the company will save around ₹ 1,000 Mn in interest costs which will be reflective in FY23

THANK YOU



AGS Transact Technologies Limited

CIN: L72200MH2002PLC138213

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SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

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