

#### May 28, 2022

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 ("Listing Regulations")

#### Dear Sir/Madam,

Pursuant to Regulation 30 of the Listing Regulations, please find enclosed, the Earnings Release in connection with the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended March 31, 2022.

This is for your information and records.

Thanking You, Yours Sincerely, For AGS Transact Technologies Limited

Sneha Kadam Company Secretary & Compliance Officer (Mem No: ACS31215)

Place: Mumbai

Encl: As stated above





AGS Transact Technologies Ltd.

www.agsindia.com

#### **REGISTERED OFFICE**

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## **AGS Transact Technologies Limited**

## Q4 & FY22 Consolidated Results

**Saturday, May 28, 2022, Mumbai** – AGS Transact Technologies Limited (BSE: 543451 & NSE: AGSTRA), one of the largest integrated omni-channel payment solutions providers in India in terms of providing digital and cash-based solutions to banks and corporate clients, today announced its audited Financial Results for the quarter and year ended March 31, 2022.

## **Consolidated Result Highlights**

#### **FY22 Performance**

- Total income stood at Rs. 17,973 mn for FY22
- Adjusted EBITDA stood at Rs. 4,790 mn for FY22; Adjusted EBITDA margin for FY22 stood at 26.7%
- Adjusted PBT excluding non-recurring items stood at Rs. 869 mn for FY22

#### **Total Income Mix - FY22**

- During the year ended March 31, 2022, Revenue from Services accounted for 90% of our Total Income comprising Payment Solutions (Cash and Digital) – 76% and AMC Services and upgrades – 14%
- **Segment mix**: Payment Solutions 76% (Cash 61% & Digital 15%), Banking Automation Solutions 11% of revenues and Other Automation Solutions 13%

# Q4FY22 Performance

- Total income stood at Rs. 4,050 mn for Q4FY22
- Adjusted EBITDA stood at Rs. 1,160 mn for Q4FY22; Adjusted EBITDA margin for Q4FY22 stood at 28.6%
- Adjusted PBT excluding non-recurring items stood at Rs. 147 mn for Q4FY22

## **Total Income Mix - Q4FY22**

- During the quarter, Revenue from Services accounted for 96% of our Total Income comprising Payment Solutions (Cash and Digital) – 78% and AMC Services and upgrades – 18%
- **Segment mix**: Payment Solutions 78% (Cash 62% and Digital 16%), Banking Automation Solutions 14% and Other Automation Solutions 8%

## **Key Highlights**

- The company's Consolidated net debt stood at approx. Rs. 6,164 million as on Mar 31, 2022
- During FY22 and in Q4FY22, the company's finance cost was higher due to one-time costs such as interest and make-whole amount for the Listed NCDs redeemed in Jan-22 and prepayment charges on Loans and NCDs. The company expects to record lower interest expense from Q1FY23 onwards

## **Earnings Release**



## **Key Highlights**

Particulars	FY22	FY21
Number of Terminals	2,36,588	2,07,335
Number POS Terminals at OMCs	46,485	28,986
Number of ATMs managed	28,710	28,807
Number of CRMs managed	4,072	3,560
Number of POS Transactions (in mn)	180	121
Switching Transactions (in mn)	1,232	1,095
Total Gross Transaction Value (GTV) on POS (Rs mn)	2,91,711	2,05,718
Total Gross Transaction Value (GTV) on POS – OMC (Rs mn)	2,24,874	1,33,656

OMC stands for Oil Marketing Companies

Commenting on the performance Mr. Ravi B. Goyal, Chairman and MD, AGS Transact Technologies Limited said, "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."

#### **Earnings Release**



#### **About AGS Transact Technologies Limited (AGSTTL)**

Established in 2002, AGS Transact Technologies Limited (BSE: 543451| NSE: AGSTRA) is one of the largest integrated omni-channel payment solutions providers in India in terms of providing digital and cash-based solutions to banks and corporate clients. AGS Transact provides customised products and services comprising ATM and CRM outsourcing, cash management and digital payment solutions including merchant solutions, transaction processing services and mobile wallets. The company operates in three broad business segments, namely, Payment Solutions; Banking Automation Solutions; and Other Automation Solutions.

AGS Transact Technologies serves diverse industries such as banking, retail, petroleum, toll and transit, cash management and fintech in India and other select countries in Asia. As of March 31, 2022, it deployed 2,36,588 payment terminals and were one of the largest deployers of PoS terminals at petroleum outlets in India, having rolled out 46,485 terminals at various petroleum outlets.

For more information, please visit <a href="www.agsindia.com">www.agsindia.com</a>

#### Safe Harbour Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

#### For more information please contact:



**AGS Transact Technologies Limited** 

CIN No: L72200MH2002PLC138213

Ms. Sneha Kadam, Company Secretary &

Compliance Officer

Email id: sneha.kadam@agsindia.com

# SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN No: U74140MH2010PTC204285

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