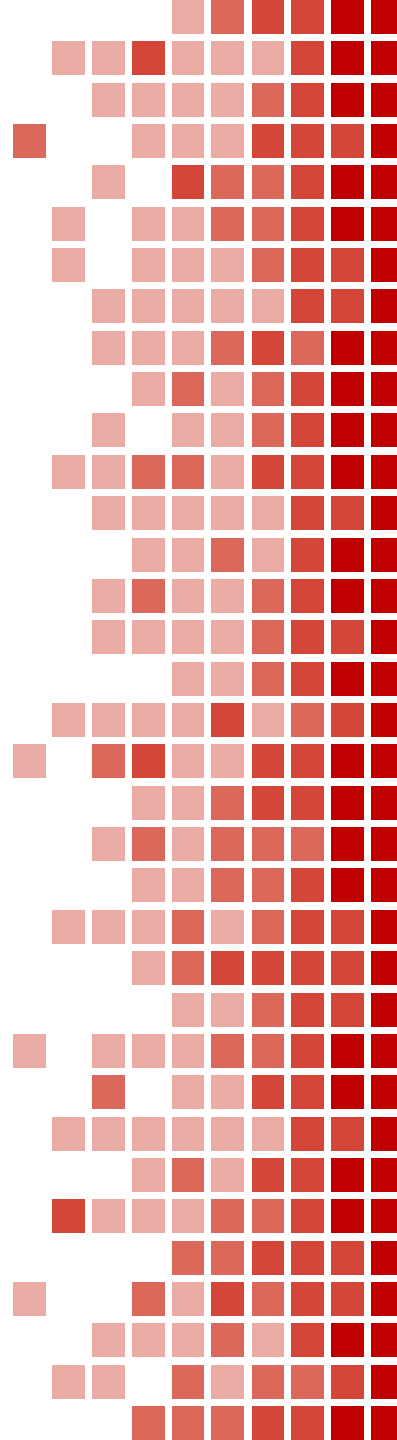




Cash Logistics – FY18

May 16, 2018



SAFE HARBOUR

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SIS PROSEGUR – AN OVERVIEW



Scale



Infrastructure



Reach



15,000+ ATMs
850+ CIT routes
8,500+ pick-ups/month
700 sorters (CA/CP)



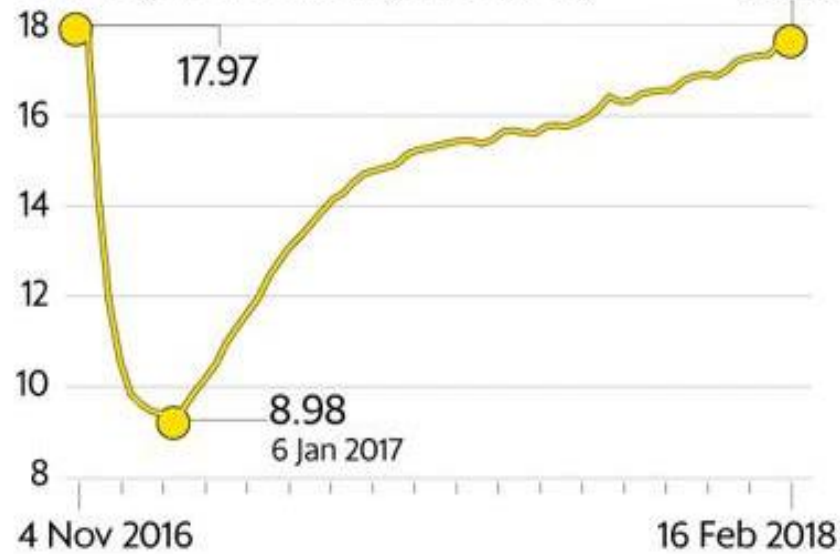
9,000+ people
2,400+ vans
54 vaults



29 states , 90+ branches
500 districts
Wide range of customers

CASH IS STILL KING

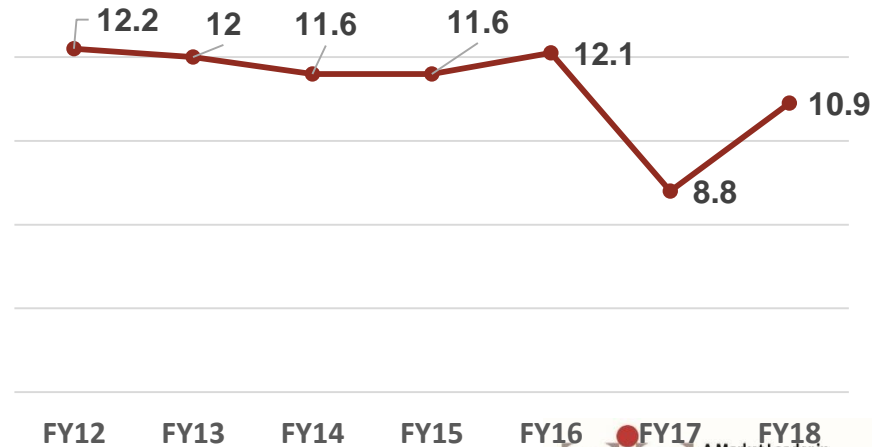
Cash in circulation (Rs trillion)



Digital Transactions

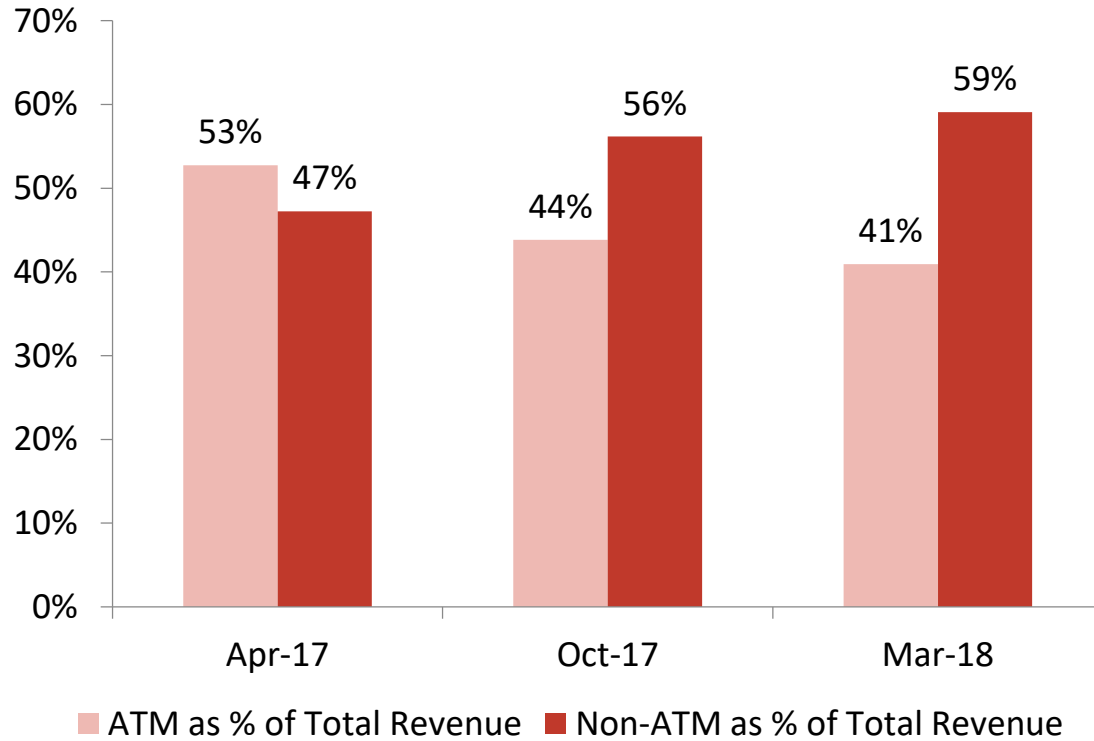


Cash/ GDP Ratio

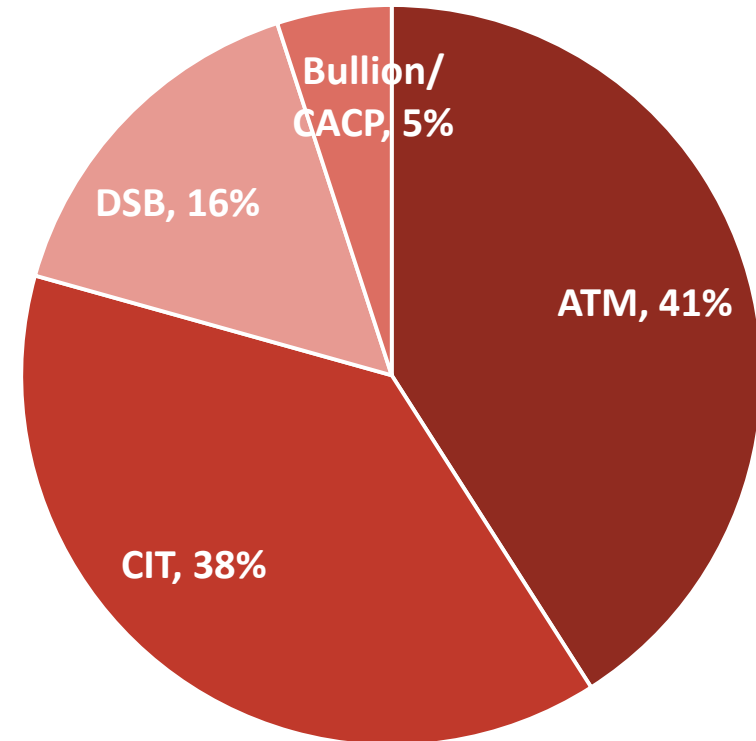


Cash in circulation back to pre-demonetisation levels with digital transactions also slowing down

DIVERSIFYING BEYOND ATM CASH REPLENISHMENT



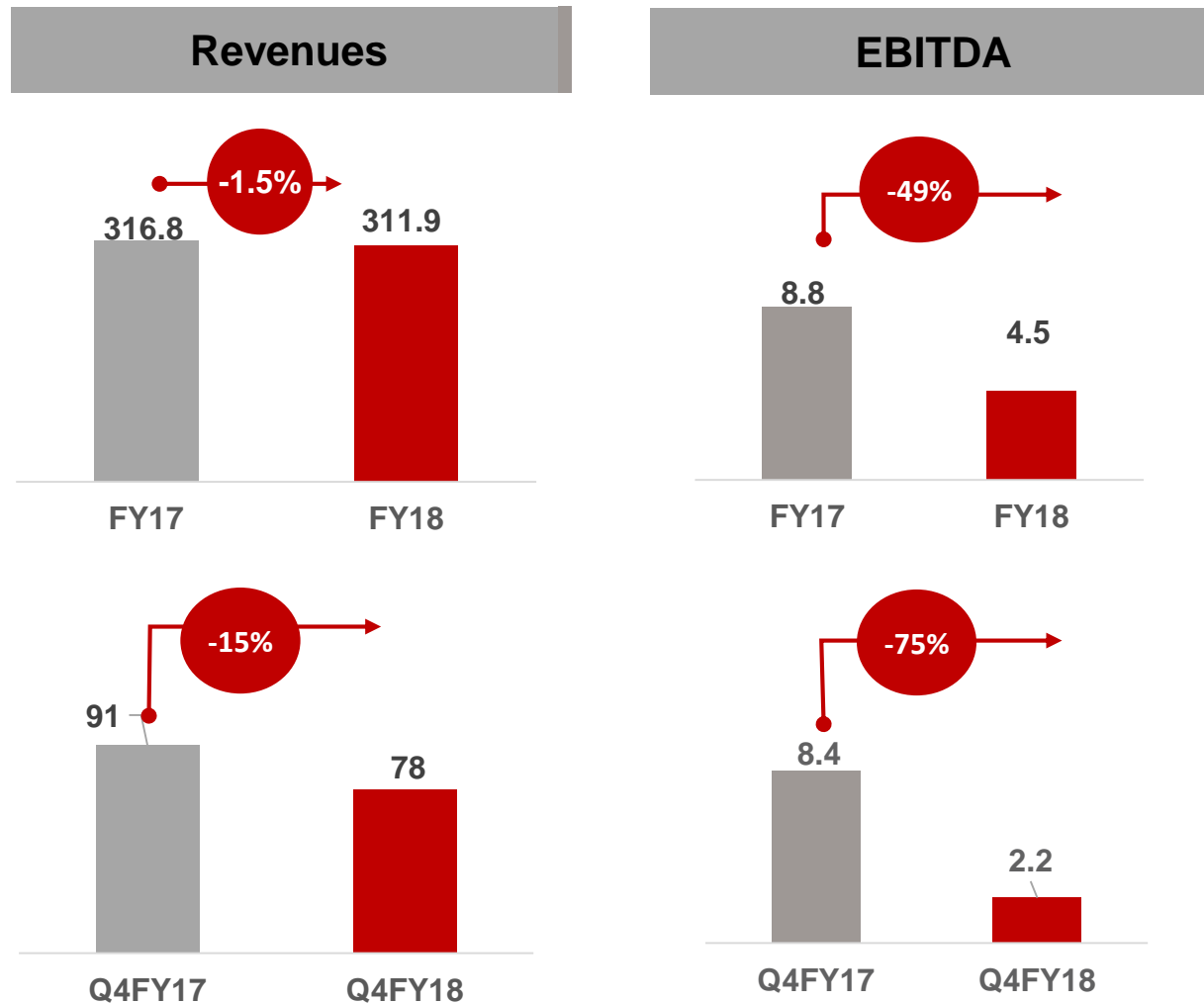
Our Non ATM business has increased from 47% in April 2017 to 59% in March 18



Contribution from various Business Segments

CASH LOGISTICS – YEAR OF PORTFOLIO CHANGE

Rs. In crs



Note: Q4FY17 cash had one time revenues arising out of demonetisation related charges

Muted growth on back of industry weakness
Recent RBI regulations are likely to better operations and price escalation

EBITDA declined on account of portfolio rationalisation

Continued stress on collections

RBI REGULATIONS AND THEIR IMPACT

Minimum networth of Rs. 100 cr for cash logistics operators



Many smaller players do not meet the networth criterion

Minimum 300 cash vans in fleet



Investment by smaller players into fleet – requires greater resources

All ATMs to migrate to cassettes over a 3 year period



Will reduce pilferage and deductions – consequently increase margins
Investment to increase in medium term

Increased circulation of Rs. 200 notes



More runs to replenish ATMs – revenue growth

TRENDS AND OPPORTUNITIES

