

# Q4 & FY24 EARNINGS UPDATE

1<sup>st</sup> May 2024

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## FY24

<p><b>Revenue</b></p> <p><b>₹12,261.4 cr.</b></p> <p></p> <p><b>8.1% Y-o-Y</b></p>	<p><b>EBITDA</b></p> <p><b>₹584.5 cr.</b></p> <p></p> <p><b>18.9% Y-o-Y</b></p>	<p><b>Operating PAT*</b></p> <p><b>₹255.6 cr.</b></p>
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*SIS achieved a milestone revenue and EBITDA of INR 12,261.4 cr. and INR 584.5 cr. respectively, in FY24 boosted by the robust performance of the Security Solutions - India segment, with EBITDA growth of 18.9% ahead of revenue growth of 8.1%. Our OCF/EBITDA for FY24 is at 67.5%, among the highest for SIS.*

**Rituraj Sinha**  
Group Managing Director

### **FY24: Focus on profitability is yielding results. Robust growth in EBITDA**

SIS achieved a milestone revenue and EBITDA of INR 12,261.4 cr. and INR 584.5 cr. respectively, in FY24, boosted by the robust performance of the Security Solutions - India segment, with EBITDA growth of 18.9% ahead of revenue growth of 8.1%. SIS reported its consolidated revenue for Q4-FY24 at INR 3,137.6 cr. a growth of 4.7% y-o-y and an EBITDA of INR 149.6 cr. a growth of 11.0% y-o-y.

### **Security Solutions - India: Leading the way with a focus on a profitable growth.**

Security Solutions – India achieved a revenue of INR 5,158.5 cr. a growth of 11.5% y-o-y for FY24. The segment reported an EBITDA of INR 291.8 cr. a growth of 37.7% y-o-y with an EBITDA Margin of 5.7% for FY24 up from 4.6% in FY23. For Q4-FY24 we achieved revenue of ₹1,309.3 cr. a growth of 7.8% y-o-y and an EBITDA of ₹71.9 cr. a growth of 19.0% at an EBITDA Margin of 5.5% up from 5.0% in Q4-FY23. Our focus on securing profitable contracts and an improvement in the profitability for both the manned guarding and the VProtect business led to improvement in the segmental EBITDA Margin %.

### **Security Solutions - International: Henderson continues on its path of profitability.**

Security Solutions – International also reported the highest ever revenue at INR 5,069 cr. for FY24 and a revenue of INR 1,321.9 cr. for Q4-FY24, a growth of 2.4% y-o-y on the back of new order wins from clients across education, postal services, food services among other across Singapore and Australia. The segment reported an EBITDA of INR 206.2 cr. for FY24 a growth of 4.1% y-o-y at an EBITDA Margin of 4.1%. For Q4-FY24 we reported a revenue of INR 57.2 cr. a growth of 9.6% y-o-y with an EBITDA margin of 4.3% up from 4.0% in Q4-FY23. Cost rationalization, contract analysis and shredding of unprofitable contracts, and new business growth have continued to drive the improving profitability of the Henderson business for FY24. For Henderson we recognized an impairment of INR 65.6 cr. this quarter.

### **Strong cash flows. High OCF/EBITDA.**

Our OCF / EBITDA for FY24 is at 67.5%, amongst the highest ever for SIS, thus indicating our strong performance across all segments and efficient cash management practices.

### **Cash Logistics Solutions: Robust growth and profitability.**

The Cash Logistics Solutions segment reported its highest ever annual revenue of INR 633.8 cr. and EBITDA of INR 105.7 cr. for FY24. For Q4-FY24, the segment reported revenue of INR 162.2 cr. and an EBITDA of INR 29.6 cr., achieving superior profitability with an EBITDA margin of 18.2%. The focus on bank outsourcing solutions continues with innovative solutions accounting for 6.7% of Q4-FY24.

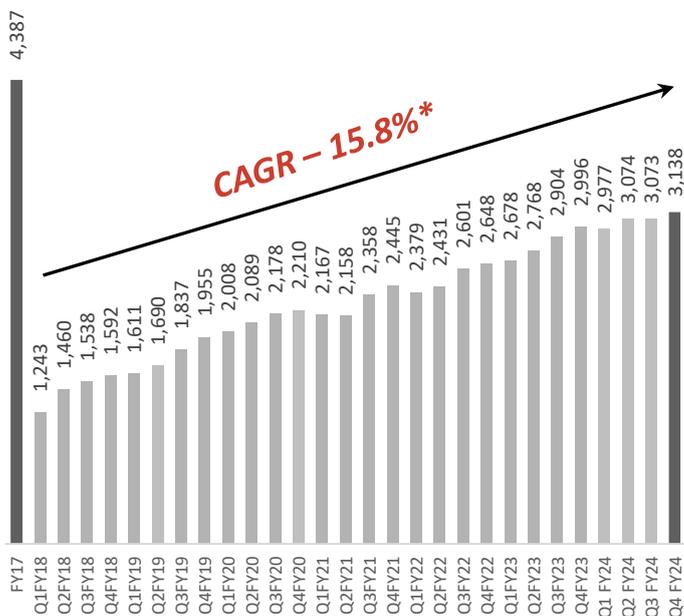
### **SIS continues to focus on innovative solutions for customers: SIS Venture's investment in elder care.**

Our focus on ensuring we stay ahead of the market continues through SIS Ventures where we study the latest trends in our evolving ecosystem by analyzing innovative ventures addressing unique customer use cases. As an extension to that, SIS invested ~INR 10 cr. in Agarsha Senior Care, acquiring ~4% through primary and secondary investments in March '24 (Signed in March '24 and executed in April '24). Agarsha Senior Care is an integrated Elder Care platform, with 2 businesses: (1) **Emoha** → A technology platform that offers a range of comprehensive services to help elders live comfortably at home. (2) **Epoch** → Expert in dementia care, assisted living or other special needs at specially designed community homes, providing feel and comfort of own home. Thus, adding synergistic adjacencies for our FM and Security business.

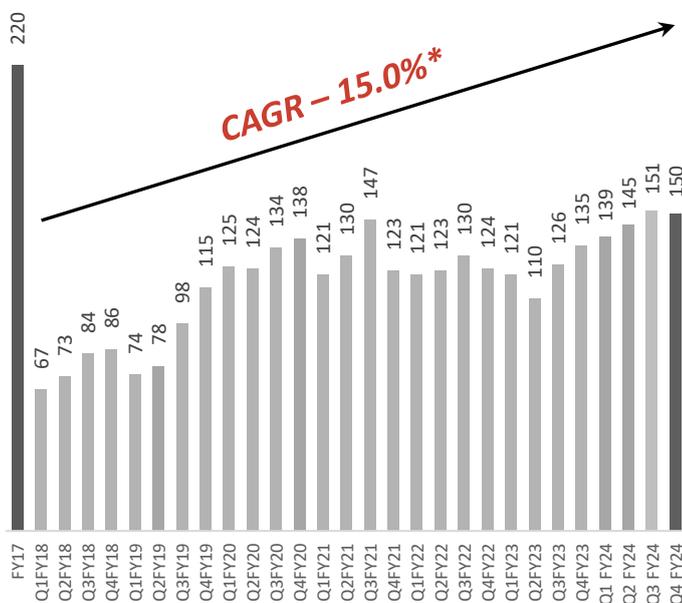


## Quarterly Trend (₹ cr.)

### Revenue

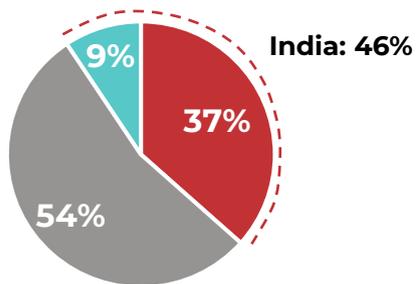


### EBITDA

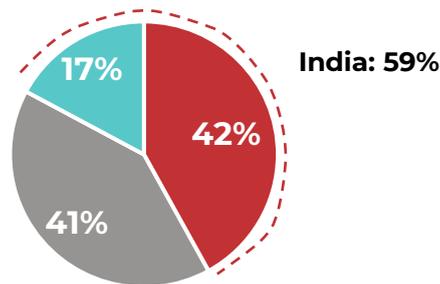


\*FY17-24 CAGR%

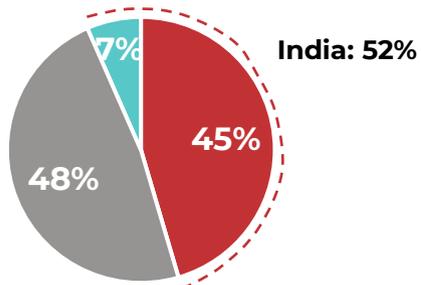
### FY17 Revenue Contribution



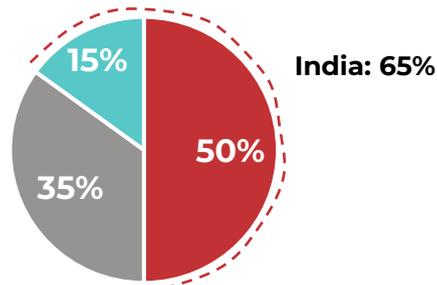
### FY24 Revenue Contribution



### FY17 EBITDA Contribution



### FY24 EBITDA Contribution



■ Security Solutions - India

■ Security Solutions - International

■ Facility Management Solutions



Particulars (In ₹cr.)	Quarterly Numbers		Change %	12M Numbers		Change %
	Q4 FY24	Q4 FY23	Q4 FY24 vs Q4 FY23	FY24	FY23	FY24 vs FY23
<b>Revenue</b>	<b>3,137.6</b>	<b>2,995.7</b>	<b>4.7%</b>	<b>12,261.4</b>	<b>11,345.8</b>	<b>8.1%</b>
<b>EBITDA</b>	<b>149.6</b>	<b>134.8</b>	<b>11.0%</b>	<b>584.5</b>	<b>491.6</b>	<b>18.9%</b>
<b>EBITDA Margin%</b>	<b>4.8%</b>	<b>4.5%</b>		<b>4.8%</b>	<b>4.3%</b>	
Depreciation	48.2	37.9	27.1%	163.6	131.0	24.8%
Finance Costs	40.3	31.7	27.0%	148.2	114.9	29.0%
Other income & share of profit/(loss) in associates	22.2	21.2	4.3%	67.6	43.0	57.3%
<b>Earnings Before Taxes</b>	<b>83.3</b>	<b>86.4</b>	<b>-3.6%</b>	<b>340.3</b>	<b>288.7</b>	<b>17.9%</b>
Less: Acquisition-related costs / (income)						
– Depreciation & Amortization	0.5	1.0		2.8	3.8	
<b>Earnings Before Taxes (Operating)</b>	<b>82.9</b>	<b>85.4</b>	<b>-3.0%</b>	<b>337.5</b>	<b>284.9</b>	<b>18.5%</b>
EBT Margin%	2.6%	2.9%		2.8%	2.5%	
– Goodwill Impairment	65.6	0.0		65.6	0.0	
<b>Earnings Before Taxes (Reported)</b>	<b>17.3</b>	<b>85.4</b>	<b>-79.8%</b>	<b>271.9</b>	<b>284.9</b>	<b>-4.6%</b>
EBT Margin%	0.6%	2.9%	-	2.2%	2.5%	-
Tax Expenses	28.9	-7.7	-	81.9	-61.6	-
<b>Profit After Taxes (Reported)</b>	<b>-11.7</b>	<b>93.1</b>	<b>-112.5%</b>	<b>190.0</b>	<b>346.5</b>	<b>-45.2%</b>
Reported PAT Margin%	-0.4%	3.1%	-	1.5%	3.1%	-
<b>Profit After Taxes (Operating)</b>	<b>53.9</b>	<b>93.1</b>	<b>-42.1%</b>	<b>255.6</b>	<b>346.5</b>	<b>-26.2%</b>
Reported PAT Margin%	1.7%	3.1%	-	2.1%	3.1%	-
EPS	-0.8	6.4	-112.8%	13.8	23.6	-41.5%
OCF	258.2	190.7		394.4	167.3	-
<b>OCF to EBITDA%</b>	<b>172.6%</b>	<b>141.5%</b>		<b>67.5%</b>	<b>34.0%</b>	
Net Debt	889.3	861.6		889.3	861.6	-
<b>Net Debt to EBITDA</b>	<b>1.52</b>	<b>1.75</b>		<b>1.52</b>	<b>1.75</b>	

## Revenue, EBITDA, and PAT Growth Development by Business Segment

Business Segments	Revenue Growth			EBITDA Growth			Operating PAT Growth		
	Q4 FY24 v/s Q4 FY23	Q4 FY24 v/s Q3 FY24	FY24 v/s FY23	Q4 FY24 v/s Q4 FY23	Q4 FY24 v/s Q3 FY24	FY24 v/s FY23	Q4 FY24 v/s Q4 FY23	Q4 FY24 v/s Q3 FY24	FY24 v/s FY23
<b>Total Growth - %</b>									
Security Solutions – India	7.8%	-0.7%	11.5%	19.0%	-10.1%	37.7%	-33.0%	-56.1%	-16.4%
Security Solutions – International (on a constant currency basis)	5.4%	5.3%	4.9%	12.7%	16.4%	5.2%	25.2%	121.0%	-5.6%
Facility Management Solutions	3.3%	-1.0%	10.1%	-7.4%	-9.3%	5.8%	-110.7%	-152.4%	-57.3%
<b>Total of SIS Group</b>	<b>4.7%</b>	<b>2.1%</b>	<b>8.1%</b>	<b>11.0%</b>	<b>-1.2%</b>	<b>18.9%</b>	<b>-42.1%</b>	<b>46.1%</b>	<b>-26.2%</b>



## Revenue Development

Consolidated revenue for Q4 FY24 was INR 3,137.6 cr.; grew by 4.7% over Q4 FY23. Consolidated revenue for Q4 FY24 grew by 2.1% on a q-o-q basis.

**Security Solutions – India** reported a 7.8% growth y-o-y on the back of new wins of more than INR 16 cr. of monthly revenue during the quarter with major contributions from the Manufacturing, BFSI, Technology, and Real Estate sectors.

**Facility Management Solutions** segment continued its growth momentum during the quarter with a revenue increase of 3.3% y-o-y. This growth was primarily driven by new wins of around INR 7 cr. of monthly revenue in the Health, Retail, Technology, Real Estate and Logistics sectors.

**Security Solutions – International** reported a 2.4% growth y-o-y in revenues. On a constant currency basis, the International Security segment reported revenue growth of 5.4% on a y-o-y basis. This growth was primarily driven by new wins in the Education, Public sector, Retail, Logistics and Hospitality sectors.

**Business segment wise reported revenue growth for Q4 FY24 is as follows:**

Particulars (in %)	Growth % Q4 FY24 vs. Q4 FY23	Growth % FY24 vs. FY23	Growth % Q4 FY24 vs. Q3 FY24
Security Solutions – India	7.8%	11.5%	-0.7%
Security Solutions – International	2.4%	4.0%	6.1%
Facility Management Solutions	3.3%	10.1%	-1.0%

## Earnings Before Interest Tax Depreciation & Amortization (EBITDA)

Consolidated EBITDA for Q4 FY24 at INR 149.6 cr. was 11.0% increase compared to Q4 FY23.

Security Solutions – India reported an EBITDA margin of 5.5% in Q4 FY24; EBITDA margin in Security Solutions - International increased to 4.3% driven by focused execution of margin improvement initiatives and new wins; and the EBITDA margin in Facility Management Solutions declined to 3.9% due to the planned disbandment of certain low margin contracts.

**Business segment wise reported EBITDA margin movement for Q4 FY24 is as follows:**

Particulars (in %)	Q4 FY24	Q4 FY23	YoY Change	Q3 FY24	QoQ Change
Security Solutions – India	5.5%	5.0%	50 bps	6.1%	(60) Bps
Security Solutions – International	4.3%	4.0%	30 bps	3.9%	40 bps
Facility Management Solutions	3.9%	4.4%	(50) Bps	4.3%	(40)bps

## Earnings Before Taxes

The operating Earnings Before Taxes for the Group were at INR 82.9 cr. for Q4 FY24, compared to INR 85.4 cr. for Q4 FY23, a slight decline of 3.0%. The reported Earnings Before Taxes for the Group were at INR 17.3 cr. for Q4 FY24

**Other income & share of profit/(loss) in associates / joint ventures for the quarter is comprised of:**

- The effects of unrealized currency translation amounting to INR 1.9 cr. in respect of the RDBs issued by the parent to its Australian subsidiary.
- Interest income and the Group's share of the profit/(loss) in its associates and other gains and losses.

An impairment charge of INR 65.6 cr. relating to the investment in Henderson was recognized during the quarter. (See section "Special Items").



The Group's consolidated **Depreciation & Amortization** amounted to INR 48.6 cr. for Q4 FY24 which was higher than INR 38.9 cr. for the same quarter last year as a result of capital expenditure on installations in our VProtect business and amortization of capitalized cost in respect of new business application platforms.

**Finance costs** for the Group amounted to INR 40.3 cr. which was higher compared to the same quarter last year of INR 31.7 cr. driven by increase in the interest rate, caused by higher interest rates during the year and capital expenditure on installations in our VProtect business which were financed by bank borrowings.

On a y-o-y basis our effective interest cost decreased by 0.1% while the bank rate increased by 0.3%.

### Special Items

During the quarter, we recognized an impairment loss of INR 65.6 cr. in relation to Henderson Security in Singapore. This impairment has been disclosed separately on the face of the Statement of Profit and Loss.

### Taxes & Profit after Tax (PAT)

The Operating Profit after Tax has been computed after adjusting for the items explained in the Special items section above:

Particulars (in ₹cr.)	Q4 FY24	Q4 FY23	FY24	FY23
<b>Reported PAT</b>	-11.7	93.1	190.0	346.5
Less: the effect of special items explained above	65.6		65.6	
<b>Operating PAT</b>	<b>53.9</b>	<b>93.1</b>	<b>255.6</b>	<b>346.5</b>

The Operating Profit after Tax for the Group were at INR 53.9 cr. for Q4 FY24, compared to INR 93.1 cr. for Q4 FY23. Given that the deferred tax accounting for benefits under section 80JJAA changes from quarter to quarter due to changes in the PBT and the movement / addition of eligible employees, PAT for the quarter (without considering the deferred tax impact of these benefits) declined by 13.0% on y-o-y basis.

### Accounting for the benefits under Section 80JJAA of the Income Tax Act, 1961

The key qualifying criterion for availing the tax benefits under section 80JJAA are an increase in the number of employees during the year and eligible employees completing a period of employment of at least 240 days in the year either in the year of recruitment or in the immediately succeeding financial year.

We continue to receive, and account for, the tax benefits under section 80JJAA which have accrued to the Group during FY22 and FY23. In FY24, the Group is also eligible to claim benefits in respect of those eligible employees employed in FY23 and completing a period of employment of at least 240 days in FY24.

On a standalone basis, the Company's current tax rate continues to be close to NIL because of the benefits accruing under Section 80JJAA of the Income Tax Act, 1961.

The current tax rate reflects the amount of tax the Company is expected to pay when preparing and filing its tax returns. The real effective tax rate reflects the current tax plus the deferred tax effect on timing differences. The current tax rate and real effective tax rate, is computed below:

Particulars (in ₹cr.)	FY24	FY23
<b>PBT</b>	<b>189.6</b>	<b>134.9</b>
Current tax	-0.6	2.9
Deferred tax effect on timing differences	-8.6	-16.7
Total tax items	-9.2	-13.7
Current tax rate	-0.3%	2.2%
<b>Real Effective tax rate</b>	<b>-4.9%</b>	<b>-10.2%</b>



## Cash flows, Leverage (Net Debt) and Return Ratios

**Net Debt / EBITDA** was 1.52 as of end of Q4 FY24, which declined compared to 1.86 as at end of Q3 FY24. This was driven by improved working capital management during the quarter.

**OCF/EBITDA** on a consolidated basis was 172.6% for the quarter due to better working capital management and tax refunds received during the quarter.

**Return Ratios:** Our Consolidated Return on Capital employed (ROCE) which is a reflection of the operating earnings as a percentage of operating capital is **12.9%**. (If the formula issued by the Institute is used the ROCE would be 15.1%)

### Q4 FY24 Cash Flow:

Particulars (in ₹cr.)	IND - SEC	INT - SEC	FM	Consolidated
PBT	27.0	-24.3	14.2	17.3
<b>Cash Profit</b>	<b>80.9</b>	<b>58.0</b>	<b>22.5</b>	<b>161.4</b>
Changes in working capital	51.0	-10.6	29.8	70.2
Taxes paid	-15.7	-8.2	50.6	26.6
<b>Net Operating cash flows</b>	<b>116.1</b>	<b>39.1</b>	<b>102.9</b>	<b>258.2</b>
Capex	-10.9	-9.3	-5.1	-25.4
Investments made/realised	0.0	0.0	0.0	0.0
Other items	1.0	-0.7	0.0	-0.6
<b>Net Investing cash flows</b>	<b>-9.9</b>	<b>-10.0</b>	<b>-5.1</b>	<b>-26.0</b>
Borrowings, net	-0.1	-1.2	3.1	2.4
Lease liability	-6.1	-5.1	-1.4	-12.5
Interest paid	-12.4	-5.5	-0.7	-18.3
Other items	-22.2	-0.5	0.0	-22.3
<b>Net financing cash flows</b>	<b>-40.6</b>	<b>-12.3</b>	<b>1.0</b>	<b>-50.6</b>
<b>Net change in cash flows</b>	<b>65.7</b>	<b>16.9</b>	<b>98.8</b>	<b>181.6</b>
<b>EBITDA</b>	<b>71.9</b>	<b>57.2</b>	<b>20.4</b>	<b>149.6</b>
<b>OCF/EBITDA%</b>	<b>161.4%</b>	<b>68.4%</b>	<b>503.4%</b>	<b>172.6%</b>
<b>OCF/EBITDA% (FY24)</b>	<b>52.6%</b>	<b>54.6%</b>	<b>151.0%</b>	<b>67.5%</b>

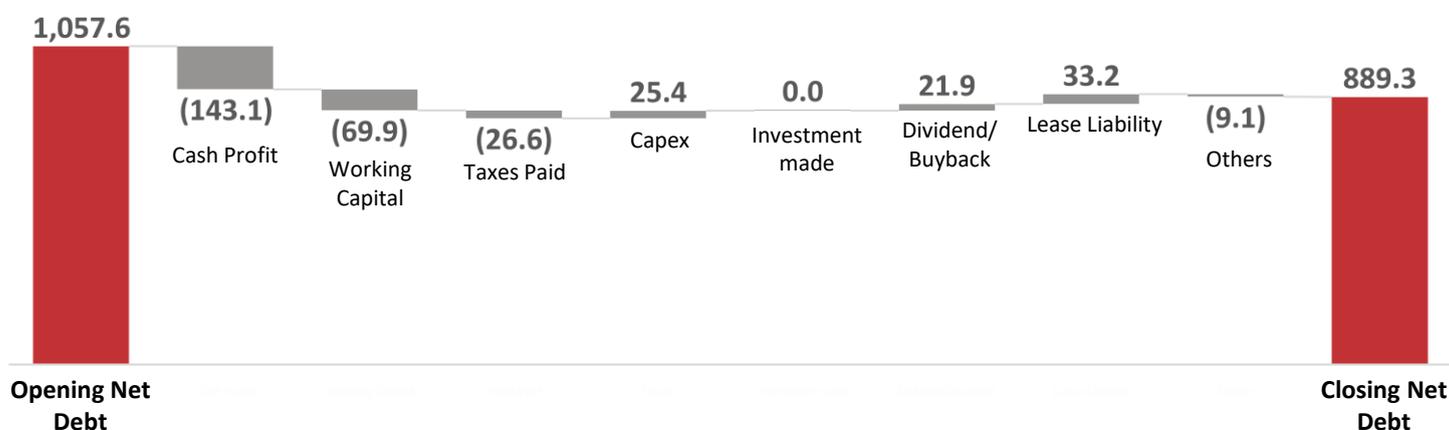


## Leverage (Net Debt)

The movement in Net debt for Q4 FY24 is provided in the table and chart below:

Particulars (in ₹cr.)	March 2024			December 2023		
	India	Intl	Total	India	Intl	Total
Long-term borrowings	299	506	805	295	529	823
Working capital borrowings	703	1	704	796	0	796
Add: Lease liabilities	101	49	149	79	49	129
<b>Gross Debt</b>	<b>1,102</b>	<b>556</b>	<b>1,658</b>	<b>1,170</b>	<b>578</b>	<b>1,748</b>
Less: Cash and Cash Equivalents	336	432	769	265	425	691
<b>Net Debt</b>	<b>766</b>	<b>123</b>	<b>889</b>	<b>905</b>	<b>153</b>	<b>1,058</b>

## Net Debt Bridge (in ₹cr.) - Q4 FY24 (January '24 – March '24) :





The Security Solutions - India business comprises of five entities.

We continue our leadership position as the largest security solutions company in India.

The business currently operates across 184 branches and has 185,072 employees.

- Strong growth momentum in revenues:** The segmental revenues for Q4 FY24 were INR 1,309.3 Cr. which was a 7.8% growth y-o-y, thus continuing the growth momentum. Our new order wins during the quarter were more than INR 16 cr. of monthly revenue. Major wins during the quarter came from the Manufacturing, BFSI, Technology, and Real Estate sectors. Revenue for FY24 was INR 5,158.5 Cr. a 11.5% growth over FY23.
- Strong growth momentum in EBITDA:** The segment has reported EBITDA of INR 71.9 Cr. in Q4 FY24 a 19.0% increase y-o-y. EBITDA margin for Q4 FY24 was 5.5% compared to 5.0% in Q4 FY23. This improvement was driven by focused execution of margin management initiatives. EBITDA for FY24 was INR 291.8 Cr. with EBITDA margin improving from 4.6% in FY23 to 5.7% in FY24.
- Staying ahead on the technological curve:** In the ever-evolving technology landscape, the demand for advanced technology-based security solutions continues to rise with the advancement of technology and complex customer requirements.

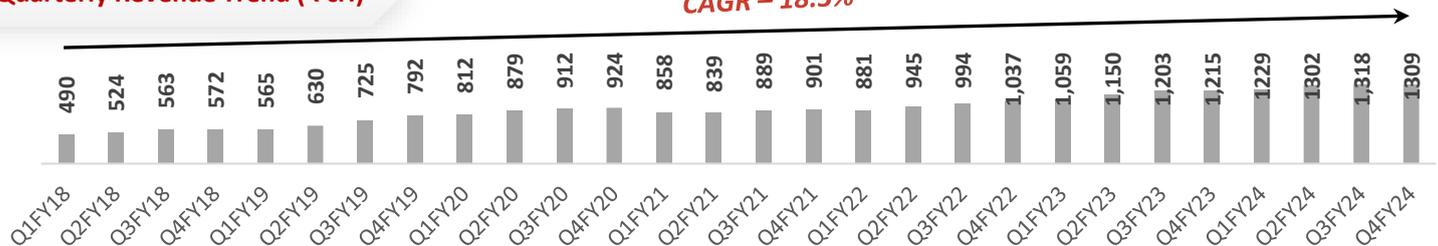
Our VProtect business continues to grow, with more than 2,000 new installations during Q4 FY24, and it now services over 23,000 customer connections.

- Strong Cashflows:** DSOs reduced by 5 days to 79 days at the end of March 2024 compared to December 2023. The business reported a very strong OCF/EBITDA of 161% during the quarter driven by efficient working capital management.

Particulars (in ₹cr.)	Q4 FY24	Q4 FY23	Y-o-Y Change %	Q3 FY24	QoQ Change %
Revenue	1,309.3	1,214.9	7.8%	1,318.0	-0.7%
EBITDA	71.9	60.5	19.0%	80.0	-10.1%
EBITDA%	5.5%	5.0%		6.1%	
Share of group Revenue%	41.5%	40.4%		42.7%	
Share of group EBITDA%	48.1%	44.9%		52.9%	

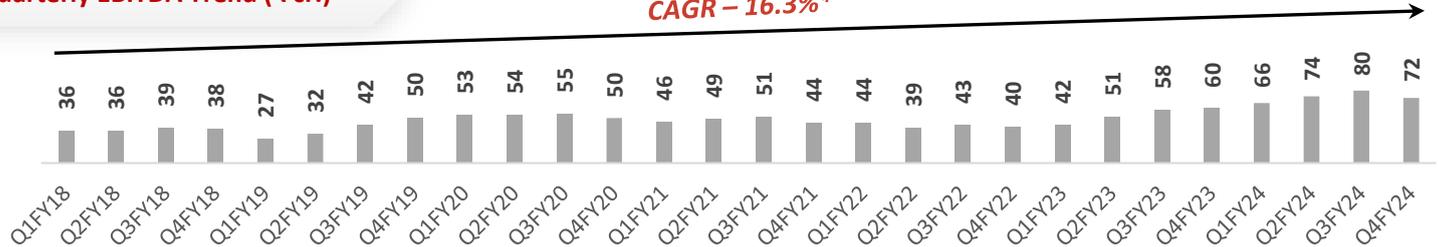
Quarterly Revenue Trend (₹ cr.)

CAGR – 18.3%\*



Quarterly EBITDA Trend (₹ cr.)

CAGR – 16.3%\*



\*FY17-24 CAGR%





The Security Solutions - International business comprises four entities.

We continue to be the market leader in Australia and a top 3 player in New Zealand.

The International Security business currently has 9,668 employees.

- **Highest ever quarterly revenues:** The segmental revenues for Q4 FY24 were INR 1,321.9 Cr. which was a 2.4% growth y-o-y, thus continuing the growth momentum. Major wins during the quarter came from the Education, Public sector, Retail, Logistics and Hospitality sectors. Revenue for FY24 was INR 5,069.0 Cr. a 4.0% growth over FY23.

- **Strong growth momentum in Margins:** The EBITDA margin for Q4 FY24 was 4.3% compared to 4.0% in Q4 FY23. This growth is driven by focused execution of margin improvement initiatives and new wins during the quarter. EBITDA for FY24 was INR 206.2 Cr. with EBITDA margin remaining stable at 4.1% compared to FY23 inspite of loss of a few large contracts during the year.

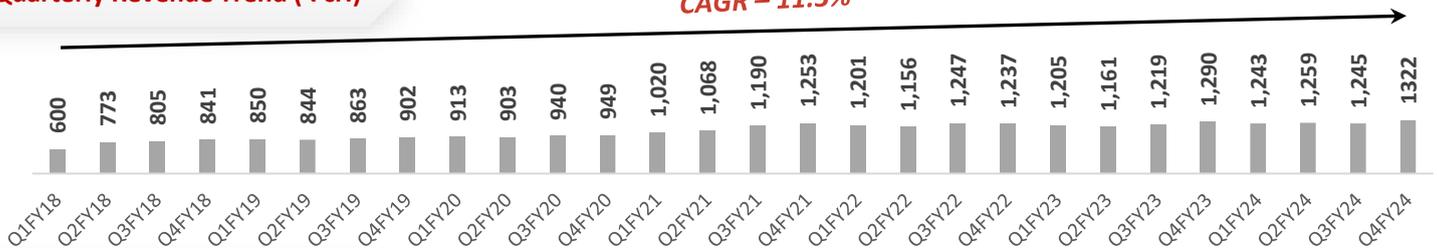
During the quarter, we recognized an impairment charge of INR 65.6 cr. in relation to Henderson Security in Singapore.

- **Strong Cashflows:** DSOs increased from 53 days at the end of December to 55 days at the end of March. However, the business reported a very strong OCF/EBITDA of 68% during the quarter driven by efficient management of working capital.

Particulars (in ₹ cr.)	Q4 FY24	Q4 FY23	Y-o-Y Change %	Q3 FY24	QoQ Change %
Revenue	1,321.9	1,290.4	2.4%	1,245.3	6.1%
EBITDA	57.2	52.2	9.6%	48.8	17.2%
EBITDA%	4.3%	4.0%		3.9%	
Share of group Revenue%	41.9%	42.9%		40.5%	
Share of group EBITDA%	38.3%	38.8%		32.3%	

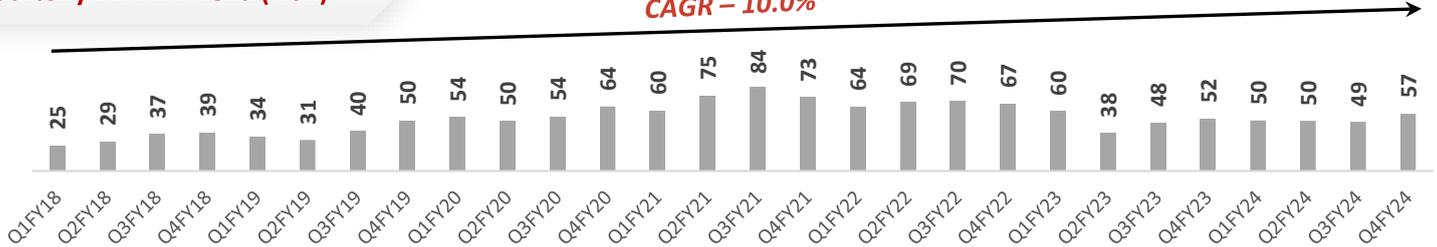
Quarterly Revenue Trend (₹ cr.)

CAGR – 11.3%\*



Quarterly EBITDA Trend (₹ cr.)

CAGR – 10.0%\*



\*FY17-24 CAGR%





The facility management business comprises of five entities.

The Group operates the largest FM business in India.

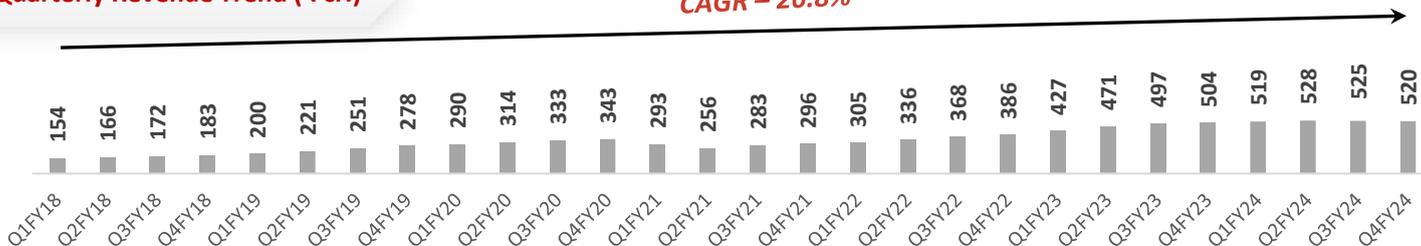
The FM business currently operates across 109 branches and has 78,970 employees.

- Moderate growth in revenues:** The segmental revenue for Q4 FY24 was INR 520.1 Cr., a 3.3% y-o-y growth, thus continuing the growth momentum. Our new order wins during the quarter were around INR 7 cr. of monthly revenue. Major wins during the quarter came from the Health, Retail, Technology, Real Estate and logistics sectors. Revenue for FY24 was INR 2,092.1 Cr. a 10.1% growth over FY23.
- Margin improvement initiatives:** The EBITDA margin for Q4 FY24 was 3.9%. The decline in EBITDA margins was mainly due to the planned disbandment of certain low margin contracts. Margin improvement continues to be the key focus of the management. EBITDA for FY24 was INR 86.5 Cr. with EBITDA margin declining by 20 bps compared to FY23 mainly due to fixed margin contracts.
- Increasing demand for solutions:** Advancements in technology, coupled with heightened consumer awareness and Environmental, Social, and Governance (ESG) criteria, have spurred a growing need for innovative solutions that adapt to evolving delivery dynamics. At SIS, we've embraced this change by integrating Internet of Things (IoT), Artificial Intelligence (AI), and data analytics into our operations. Additionally, we're actively developing strategies that promote the use of renewable energy and aim to minimize the carbon footprint of our facilities.
- Strong Cashflows:** DSOs reduced by 5 days to 88 days at the end of March 2024 compared to December 2023. The business reported a very strong OCF/EBITDA of 503% during the quarter driven by efficient working capital management and tax refunds.

Particulars (in ₹cr.)	Q4 FY24	Q4 FY23	Y-o-Y Change %	Q3 FY24	QoQ Change %
Revenue	520.1	503.7	3.3%	525.1	-1.0%
EBITDA	20.4	22.1	-7.4%	22.5	-9.3%
EBITDA%	3.9%	4.4%		4.3%	
Share of group Revenue%	16.5%	16.7%		17.1%	
Share of group EBITDA%	13.7%	16.3%		14.9%	

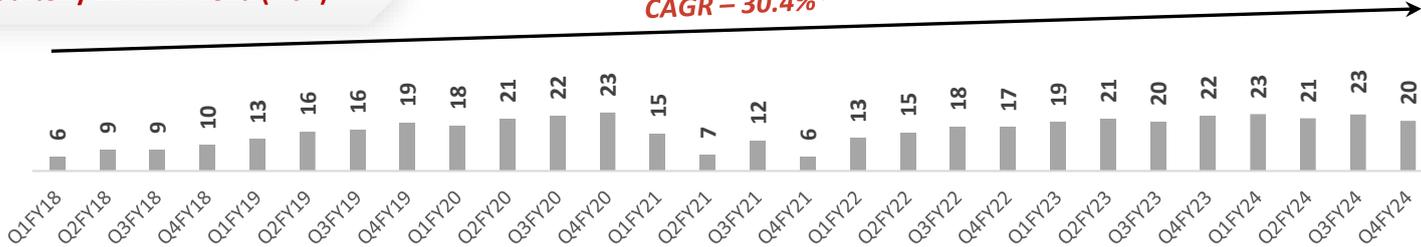
Quarterly Revenue Trend (₹ cr.)

CAGR – 26.8%\*



Quarterly EBITDA Trend (₹ cr.)

CAGR – 30.4%\*



\*FY17-24 CAGR%





## The Cash Logistics Solutions segment comprises of two entities

The cash management business is a JV, set up in 2012, with Prosegur of Spain, a world leader in cash solutions. We have a 49% holding in the JV which is the second largest cash logistics business in India.

- We operate over 3,000 cash vans and 60+ vaults covering over 300 cities across India.
- **Shifting Trends in Banking:** While the amount of cash in circulation is on the rise, the expansion of the ATM network has not kept pace, with few new ATMs being introduced. Instead, there's a trend towards relocating ATMs to sites with higher transaction volumes. Notably, ATM transactions have seen a 26% decline from the levels observed before the pandemic. Concurrently, there's a growing trend towards alternative banking services and innovative financial solutions. This shift is reflected in banks increasingly outsourcing operations and adapting to the evolving preferences and requirements of their customers.
- **Bank Outsourcing Solutions provider:** Our Cash Logistics Solutions business has now evolved into a Bank Outsourcing Solutions provider. Currently, over 70% of our contracts are directly with the Banks with no dependence on any intermediaries.

We are at the forefront of industry innovation, with only about 20% of our business stemming from the traditional ATM business. The QR code based DSB pick-up along with Green DSB solution is being rolled out to more banks. Other innovative solutions such as bullion management, man behind the counter (PEGE), value cargo, Cash today, and Cash Process Outsourcing (CPO) are also continuously growing. These new age solutions have delivered a revenue growth of 66% in Q4 FY24 y-o-y.

- **Highest ever Quarterly revenues - Strong growth momentum continues:** The segmental revenue for Q4 FY24 was INR 162.2 Cr. an 8.8% growth y-o-y, thus continuing the growth momentum. Revenue for FY24 was INR 633.8 Cr. a 16.7% growth over FY23.

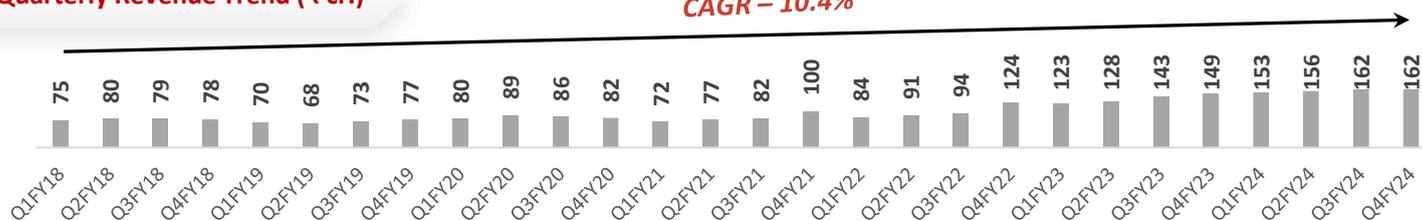
Additionally, conversion of ATM routes to RBI/MHA compliant routes is in progress. Currently over 90% of the ATMs we service have been converted to RBI/MHA compliance.

- **Highest ever quarterly EBITDA:** The segmental EBITDA for Q4 FY24 was INR 29.6 Cr. with an EBITDA margin of 18.2%, an increase of 190 bps y-o-y. This increase was primarily driven by RBI/MHA conversions and increasing innovative solutions revenue. EBITDA is likely to improve going forward with new contract wins that focus on BOS and will enable us to win high margin contracts. EBITDA for FY24 was INR 105.7 Cr. with EBITDA margin increasing by 90 bps compared to FY23.

Particulars (in ₹ cr.)	Q4 FY24	Q4 FY23	Y-o-Y Change %	Q3 FY24	QoQ Change %
Revenue	162.2	149.1	8.8%	162.4	-0.2%
EBITDA	29.6	24.3	22.3%	27.0	10.1%
EBITDA%	18.2%	16.3%		16.6%	
PAT	12.5	12.8	-2.0%	13.9	-9.9%
PAT%	7.7%	8.6%		8.6%	

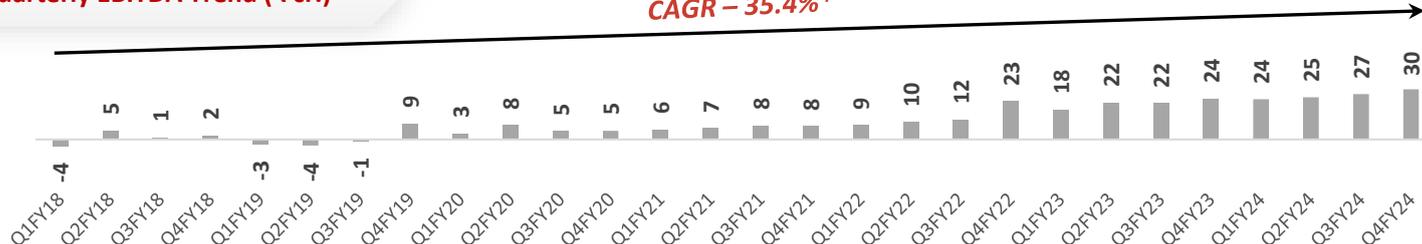
Quarterly Revenue Trend (₹ cr.)

CAGR – 10.4%\*



Quarterly EBITDA Trend (₹ cr.)

CAGR – 35.4%\*



\*FY17-24 CAGR%

