

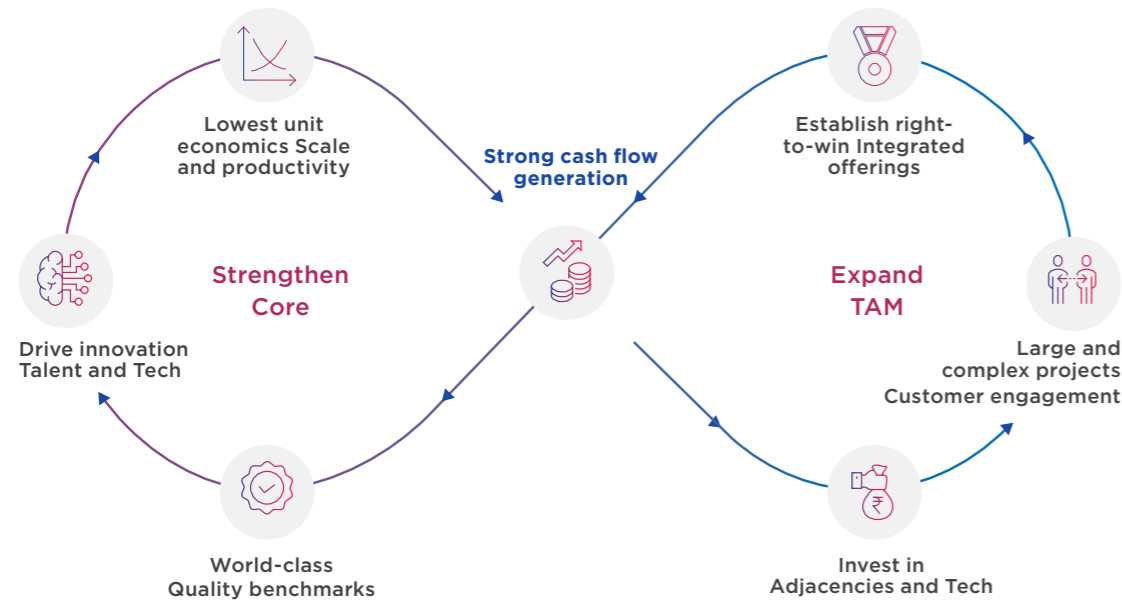
Compounding Growth and Driving Customer Value

In our core cash logistic business, we continuously invest in technology and automation to drive lower unit cost and delivering world class quality services. This helps us grow our market share and we

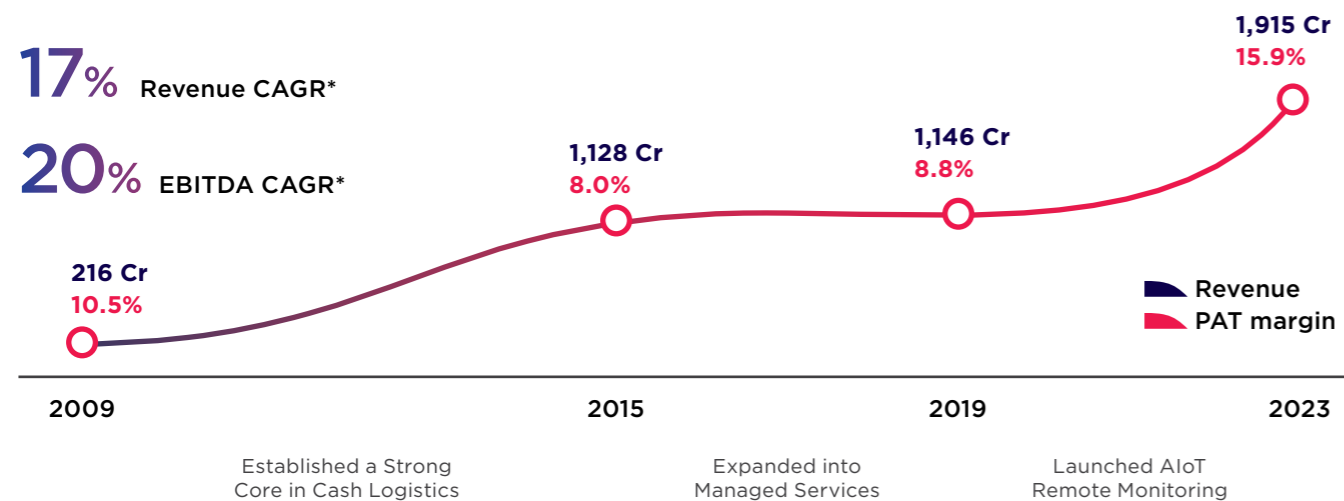
invest the cash flows to expand into high growth adjacencies. We leverage our platform, reach, and customer trust to work on complex projects which need multiple capabilities. Successful

execution of these establishes a Right to Win for future growth, expansion and making these new businesses operate like our core business, creating a virtuous and interlinked flywheel.

OUR PLAYBOOK: ACCELERATING GROWTH AND MARKET EXPANSION



OUR GROWTH: 9X REVENUE, 13X EBITDA AND 13X PAT



*From continuing businesses (FY09-FY23)
EBITDA and PAT adjusted for ESOP/Share-based payment to employees and one-time IPO expenses written-off

OUR PLAYBOOK IN ACTION

We have systematically launched new offerings and solutions to our customers over the last 7-8 years. With this expansion, we have offered more value and deepened our engagement with them.



Bank	Cash Logistics			Managed Services & Tech Solutions			
	ATM	Retail	Cash-in-Transit	Banking Automation	ATM-as-a-Service	ALGO Software	AIoT Remote Monitoring
Large PSU Banks	SBI	✓	✓	✓	✓	✓	✓
	pnb	✓	✓		✓	✓	✓
	Bank of Baroda	✓	✓	✓	✓		
	Canara Bank	✓		✓	✓	✓	
	Union Bank of India	✓		✓	✓		
Private Banks	HDFC BANK	✓	✓	✓	✓		✓
	ICICI Bank	✓	✓	✓	✓	✓	✓
	AXIS BANK	✓	✓	✓			✓

Our approach will continue to offer multiple solutions to our customers with a focus on adding value to their evolving needs.

BANKS

- Top-5 PSU Banks
- Top-3 Private Banks
- Leading Payment and Small Finance Banks

NBFC AND INSURANCE

- Largest Public and Private Insurers
- Leading Gold Loan NBFC
- Largest Consumer Finance NBFC

ORGANIZED RETAIL AND E-COMMERCE

- Largest Consumer Retail Chain
- Large Global Luxury Retailer
- Largest e-commerce Company

Indicative non-exhaustive list of customers and sectors served

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Another Year of Robust Performance



14%
Revenue CAGR

31%
EBITDA CAGR

32%
PAT CAGR

2.1x
Net Worth

720 bps
Expansion

65%
Average CFO/EBITDA

*EBITDA and PAT adjusted for ESOP/Share based payment to employees and one-time IPO expense write-off
CAGR for FY19 to FY23 period