RADIANT
REDEFINING EXCELLENCE
RADIANT
CASH MANAGEMENT SERVICES LIMITED
An ISO 9001 : 2015 Company
CIN : L74999TN2005PLC055748
GST No : 33AACCR9619R1ZO

RADIANTCMS/EarningsCallPresentation/Q2/SE/2026-27

Date: 17.08.2026

To	To
Listing Department, National Stock Exchange of India Limited C-1, G-Block, Bandra - Kurla Complex Bandra (E), Mumbai – 400 051	Department of Corporate Services, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

**Scrip Code: 543732, Scrip Symbol:
RADIANTCMS, ISIN: INE855R01021**

Sub: Investor Presentation for the Earnings Call scheduled on Tuesday, August 18, 2026 at 11:00 a.m.

Dear Ma'am/Sir(s),

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the "**Earnings Conference Call – Presentation**" on the Un-Audited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2026, which is circulated to the Investors / Analysts for the Earnings Conference Call scheduled on **Tuesday, August 18, 2026, at 11:00 a.m. (IST)**

Kindly take the above details on record.

Thanking you,

Yours faithfully,

For RADIANT CASH MANAGEMENT SERVICES LIMITED

Nithin Tom Digitally signed by Nithin Tom Date: 2026.08.17 17:31:19 +05'30'

Nithin Tom
Company Secretary
A53056

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investorrelations@radiantcashlogistics.com
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Corporate Office: Radiant Building, No. 4/3, Raju Nagar 1st Street, (Opp. to AKDR Tower), Okkiyam Thoraipakkam, OMR, Chennai – 600097.

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Investor Presentation

Q1 FY27

Disclaimer

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements.

These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade.

Radiant Cash Management Services Ltd (“The Company”), therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

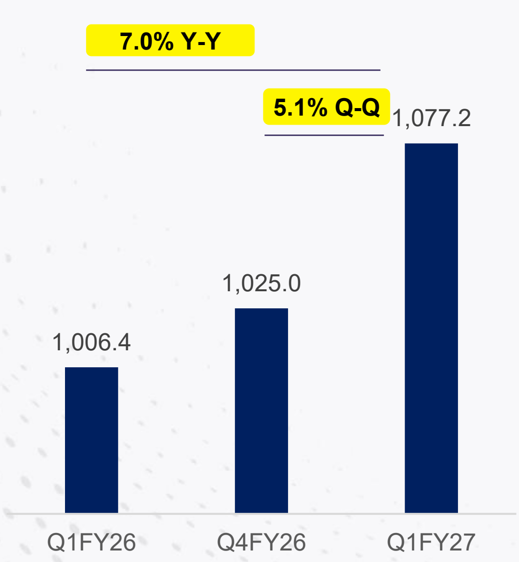
RADIANT
CASH MANAGEMENT SERVICES

01

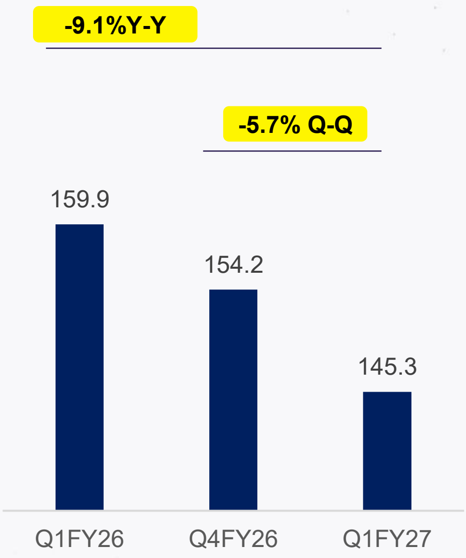
Financial Performance

Q1FY27 Results – Standalone Financial Highlights

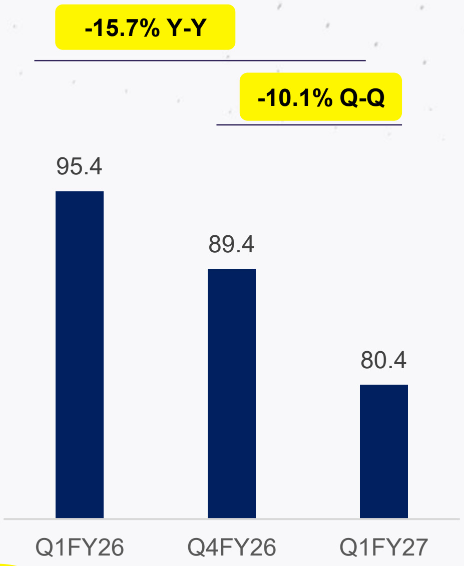
Revenue



EBITDA



PAT



- Revenue growth of 7.0% year on year largely on account of starting of new IDBI mandate
- EBITDA margins dropped by 2.4% y-o-y on account of increase in minimum wages in many states, shortage of armed guards in few states and continued losses in RVL
- Company has sought significant price revision with all its customers and expects it to materialize in the current quarter.

- Lowest cash losses in the Industry continued in this Quarter
- RVL has steadily improved its performance and expect to breakeven in the current quarter
- Acemoney losses have narrowed down and expected to achieve EBITDA breakeven in Q3FY27

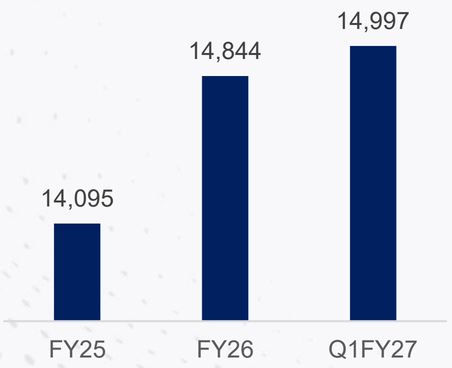
Financial Snapshot

1077	145	13.5	80	7.5	10.9	11.0
Total Income (₹ mn)	EBITDA (₹ mn)	EBITDA Margin (%)	PAT (₹ mn)	PAT Margin (%)	RoCE^ (%)	RoE^ (%)

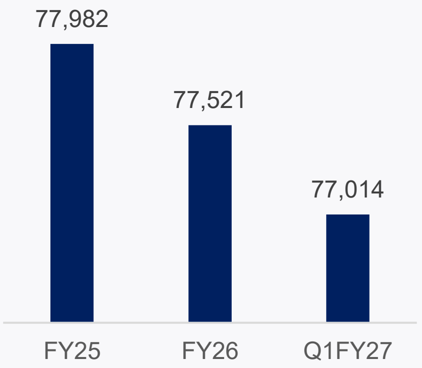
^ Numbers annualized for the quarter ended 30 Jun 2026

Q1FY27 Results – Operational Highlights

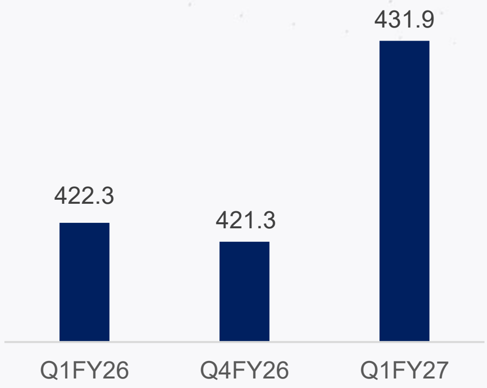
Pin Codes



Total Touch Points



Cash Movement (bn)



- **While our footprint increased with more pincodes covered, points dropped on account of discontinuation of few low value points**
- **Total cash movement for Q1FY27 stood at INR 432 bn, a growth of 2.3% over same period last year**
- **We added a total of 33 new end customers in this quarter.**
- **Cash van operations continued to grow at a healthy pace and account for 15.8% of revenues**

Operational Snapshot^

14,997	77,014	9,183	432	62	882	10,243
Pin Codes	Touch Points	Locations	Total Currency Movement (₹ bn)	Revenue from Tier 3+ cities (%)	Fabricated Armoured Vans	Total Workforce

^ All data for the quarter ended 30 Sep 2025. Cash Movement number is for Q2FY26

Revenues across Segments and Industries

SEGMENTS

Q1FY27	Segment	Q1FY26
56.8%	Cash Pick-Up & Delivery	58.9%
21.5%	Network Cash Management	21.3%
4.1%	Cash Processing	6.1%
15.8%	Cash Van Operations	10.9%
1.8%	Others	2.8%

INDUSTRIES

Q1FY27	Industry	Q1FY26
36.8%	BFSI	33.4%
15.5%	E-Commerce	18.0%
21.4%	Organized Retail	19.1%
2.6%	E-Com Logistics	2.3%
1.4%	Railways	1.8%
4.1%	Petroleum	4.4%
18.2%	Others	21.0%

Q1FY27 Results – Consolidated Financials Snapshot

P&L INR mn	Q1FY27	Q4FY26	Q-Q(%)	Q1FY26	Y-Y(%)
Revenues	**1,057**	**1,008**	**4.9%**	**1,001**	**5.7%**
Other income	25	24		22	
Total Income	1,082	1,032	4.9%	1,023	5.8%
Employee Costs	254	236	7.6%	230	10.4%
As a % of Total Income	*23.4%*	*22.8%*		*22.4%*	
Other Expenses	709	686	3.4%	675	5.0%
As a % of Total Income	*65.6%*	*66.5%*		*66.0%*	
EBITDA	**119**	**111***	**7.9%**	**118**	**0.7%**
EBITDA Margin (%)	*11.0%*	*10.7%*	*30 bps*	*11.6%*	*-56 bps*
Finance costs	22	23		12	
Depreciation	30	30		28	
Profit Before Tax (PBT)	68	26	156.0%	79	-14.2%
Tax Expense	15	(3)		21	
Profit After Tax (PAT)	**52**	**30**	**76.2%**	**58**	**-9.5%**
Net Profit Margin (%)	*4.8%*	*2.9%*	*195 bps*	*5.6%*	*-82 bps*

** Exceptional item not considered for calculation of consolidated EBITDA*

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02

Business Overview

Company Overview

- Leading integrated cash logistics player in a consolidating industry
- Pan India presence with strong network in Tier 2 and Tier 3+ locations
- Diversified client base with long standing relationship
- Robust Operational Risk Management
- Significantly built up technology
- Track record of strong financial performance
- Experienced management team

Business and Revenue Model

	Cash Pickup & Delivery	Network Cash Management	Cash Processing	Cash Van Operations	Others
Service Description	Pick up cash from end-user outlet on daily basis or on request and deposit the cash in client's bank account. Also selectively deliver cash to end-user outlets based on request from banks	Value added service in which cash is deposited in Radiant's bank account in locations where client does not have a bank branch and subsequently transfer funds electronically	At end-user request, cash is counted and verified at the time of pick-up (as against sealed bag pick-up) for an additional fee	Provide armored vans with full crew comprising driver, armed guards, cash custodian on short or long term lease mostly to banks for their own bulk handling of cash (between branches and vaults)	Includes Man Behind Counter (providing trained manpower at end user location for handling large volumes of cash in high footfall outlets), Vault operations where banks and others rent our vaults for storing of cash or valuables
Revenue Model	Fixed amount per point per month, based on the location of the outlet, and the daily cash limit.	Variable amount linked directly to the amount of cash deposited in Radiant's bank account	Fees directly linked to quantum of cash picked up	A fixed amount per van per month (or per day) with additional charges for excess usage of time and distance, if any.	MBC is billed as per headcount per month. Vault rent is billed based on quantum and value of storage, and its duration.
Growth Drivers	Growth in number of points, particularly beat pick up points which are serviced every working day	Growth of points in Tier 3+ locations, where bank branch presence is limited	Growth in volume of cash handled	Growth in currency in circulation, extent of currency replacement by RBI (culling out soiled notes and introducing fresh notes), branch expansion network of banks	

Pan India footprint with strong network in Tier 2 and Tier 3+ locations

Pan-India presence with a focus on non metro cities

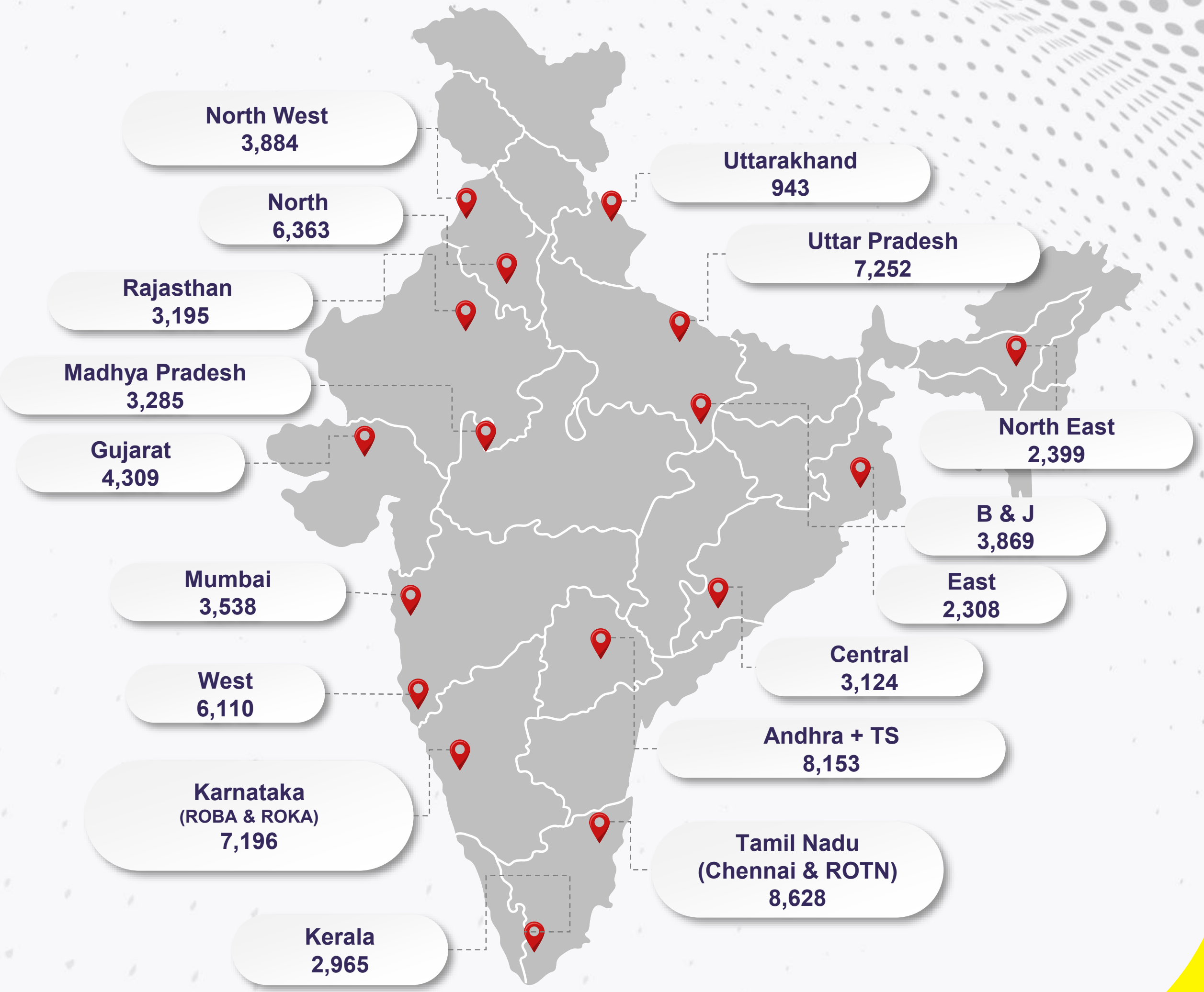
Pan-India presence

- **28** States and 8 Union Territories
- **77,014** touch points covering
- **14,997** pin codes across India

Strong presence in Key Markets

- Strong presence in fast growing tier 2 and tier **3+ markets**
- **81.8% of Touch-points and 83.4% of Revenues** coming from Tier2 and Tier 3+

Present at more than 77,000 touch points across India (ex Lakshadweep)



Regional data is as of 31 Mar 2026

Diversified client base with long standing relationship

Pan-India presence

Client base spans across India's largest foreign, private and public sector banks due to our extensive reach especially in Non-Metro cities

Strong company-client relationships

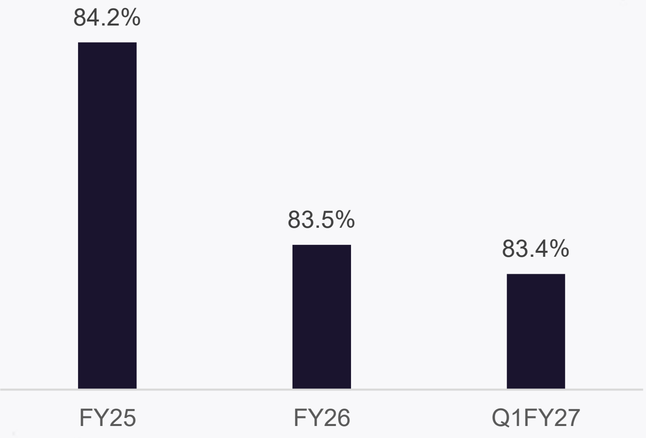
Bespoke Services, consistent delivery of quality and cost-effective services has helped cement long term client relationships

Wide service offerings

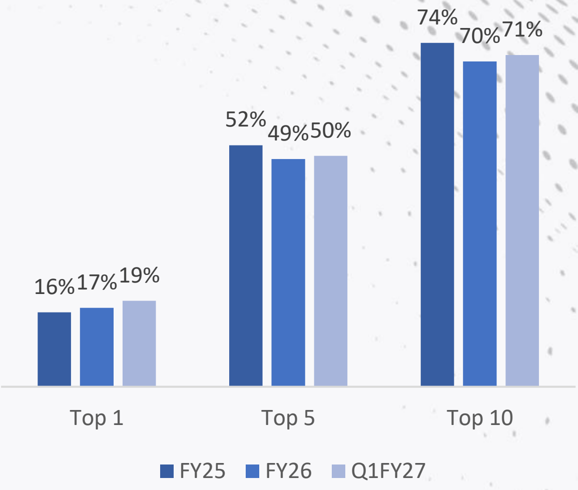
Ability to cross sell value added services such as network currency management and cash processing services

Revenue Contribution

Revenue from Tier 2, 3+ Towns



Revenue contribution from top clients



Marquee Clients
Steady Revenues, Improving Distribution

ICICI Bank | Kotak Mahindra Bank | YES BANK | standard chartered | IDBI BANK

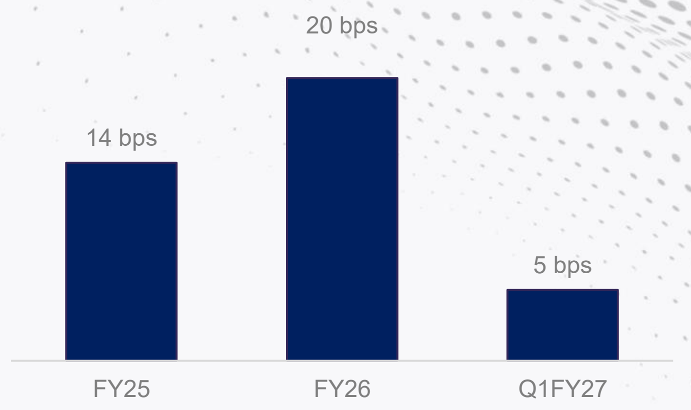
Deutsche Bank | AXIS BANK | SBI | IndusInd Bank | HDFC BANK

Robust Risk Management Framework

Rigorous focus on risk mitigation and prevention

- A stringent risk management policy – **Combination of Human Touch and Technology**
- **Automation and API integration** ensuring real time tracking
- **Clear escalation framework** - Senior staff immediately dispatched to the incident for on-site resolution
- **Periodic audit and risk mitigation** measures

Cash Loss as proportion of Cash movement (%)



Strictly enforced by a strong risk management team

- **Risk management team of 139 employees,** which include 70+ ex-armed forces personnel – headed by Director (Ops).
- Hiring subject to **rigorous background verification** followed **by police verification**
- **76 risk managers and 63 supervisors** (majority - retired junior commissioned officers from the armed forces)

Ex-Armed Forces Staff as % of Total Staff

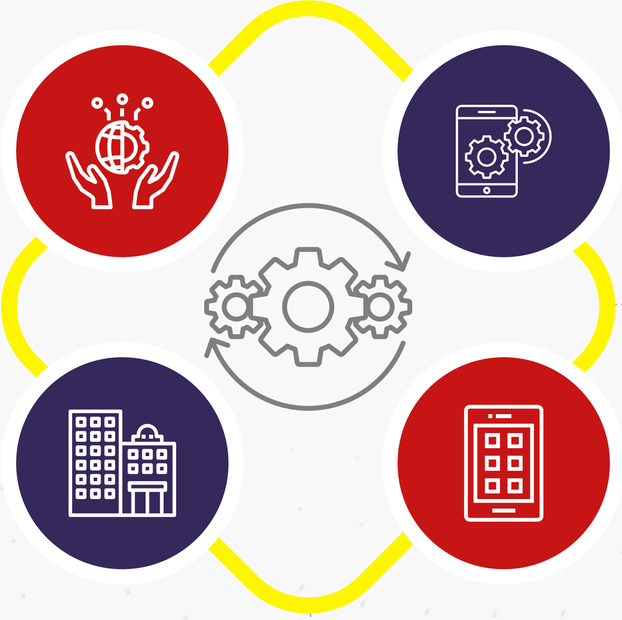
Significantly built-up technology to optimize Operations

Technology acting as a key differentiator

- Allows efficient handling of operations in a high-fidelity business
- Technology solutions help clients to increase their focus on their core competence without a need to make significant investments in operational infrastructure
- Enhanced partner engagement and experience through digitization of processes and augmentation of technology platforms

API integration with few clients

- Created API integration with a few of clients' ERP software, with a view towards providing a seamless experience to client
- Allows the clients and the end-users to track real time data for cash management which are outsourced to the company
- Added benefit of being able to continue to service the client and may act as a barrier to the client to switch service providers in the future



Key initiatives undertaken by the Company

- Implementation of CPIN/OTP during cash collection adding one more level of security
- Client view application provides direct access to their points and pick ups and thereby providing real time data
- QR code Scan to record cash collected thereby avoiding any manual intervention while picking up cash and any possible errors

Mobile Applications

- Radmus App and Radiant Sandesh App for end-to-end reconciliation

CSR Initiatives

Nutrition, Education, and Sanitation are the key focus areas

CSR Projects

Ashraya Project

About
One of the flagship initiatives of RCMS. The project aims to provide free noon meals every day to the elderly and destitute. The project is running since 2011. RCMS is also associated with Chennai Roti Bank.

Progress
Mid-day meals provided to 1,370 elderly destitute in 39 villages in Chennai.

Projects undertaken in the past

Reciprocity Foundation: Contributed to the foundation for the Beach Cleaning project in Chennai.

Project Shiksha: Interest-free education loan to deserving students of Ashraya Project villages. More than 450 students benefited.

Radiant Sambandh: Provided support to the next of kin of physical casualties of the Armed Forces.

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03

Key Performance Indicators

Key Performance Indicators

PARTICULARS	FY24	FY25	FY26	Q1FY27
Customer Base				
Clients	153	239	357	325
End customers	3,346	3,802	4,032	4,065
Geographical Reach				
Pin codes	14,370	14,095	14,844	14,997
Locations	8,276	8,974	9,162	9,183
States	28	28	28	28
Union Territories	8	8	8	8
Total touch points	**69,934**	**77,982**	**77,521**	**77,014**
- Cash Pick - up points	66,454	75,436	73,410	72,869
- Beat pick - up points	62,434	69,634	67,025	65,879
- Request pick - up points	4,020	5,802	6,385	6,990
- Cash Delivery points	3,480	2,546	4,111	4,145
Split of touch points	**69,934**	**77,982**	**77,521**	**77,014**
- Tier 1	11,504	13,037	13,887	13,984
- Tier 2	15,156	17,749	18,022	18,192
- Tier 3+	43,274	47,196	45,612	44,838

PARTICULARS	FY24	FY25	FY26	Q1FY27
Operational Assets				
Cash Vans	870	856	870	882
Strong rooms	12	12	12	12
Safes	33	33	33	33
Vaults	12	12	12	12
Cash Movement (Rs. Mn)	**16,70,442**	**16,78,271**	**16,93,763**	**4,31,905**
Cash Burial (Rs. Mn)	6,30,736	7,50,145	8,41,189	2,21,429
Risk Management Parameters				
Ex - Armed Forces Employees	2,037	2,030	2,030	2,038
% of Ex - Armed Forces Employees (%)	21%	21%	21%	20%
Insurance Coverage (%)	100%	100%	100%	100%
Cash Loss (Rs. Mn)	20.46	22.68	33,32	2.06
Cash Loss as % of Cash movement (%)	0.0012	0.0014	0.0020	0.0005
Insurance Premium Paid (Rs. Mn)	56.25	52.52	56.09	13.53

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04

Team

Board of Directors

Col. David Devasahayam
Chairman and Managing Director

- Founder with a B.Sc. from JNU, M.Sc from University of Madras, PG from the Defense Services Staff College and Owner/President Management Program at Harvard Business School.
- **Over 24 years of experience in the Indian Army and over 20 years of experience in the Company**

Dr. Renuka David
Whole Time Director

- Founder Director with an MBBS from Bharathiar University, a Ph.D from The American University for Global Peace in USA.
- Previously associated with Apollo Hospitals, Thirunal Hospital and the Assam Rifles. **20 years of experience in the Company.**

Mr. Alexander David
Whole Time Director

- Corporate director for operations and business development with a bachelor's degree in Mechanical Engineering from, Anna University, and a master's degree in Management from Imperial College London.
- **Associated with the Company since June 2012, and brings over 14 years of experience in operations.**

Ms. Jayanthi, I.A.S (retd)
Independent Director

- Independent Director with a B.A and M.A in Politics and Public Administration from the University of Madras.
- **Over 35 years of experience in the Indian Administrative Services and has held various positions in the Government**

Mr. Ashok Kumar Sarangi
Independent Director

- Independent Director with a B.A Political Science from Sambalpur University, Master's Degree of Arts in Political Science as well as a M.Phil from JNU.
- **Over 32 years of experience with the RBI and retired as Chief General Manager**

Lt. Gen. (Retd.) Devraj Anbu
Independent Director

- Independent Director with a B.A. from the National Defence Academy, JNU, M.Sc from the University of Madras and M.Phil in Defence and Management from SDMS.
- **Over 35 years in the Indian Army in senior positions and has been decorated with several medals in the course of his career**

The experience of the Board and senior management team has enabled the Company to develop a strong understanding of industry-specific aspects of the business and operations.

Management Team

Col. Benz K. Jacob
Chief Operating Officer

Over 28 years of experience in the Indian Army and over 14 years in the Company
Bachelor degree in Arts from JNU, Delhi and a PG in Defence Studies from the University of Madras

T.V. Venkataramanan
Chief Financial Officer

Holds a degree in CA, CS and ICWA
Previously associated with Tamil Nadu Newsprint and Papers, Takata India Hanil Lear, India Japan Lighting and Ponds.
Associated with the company since Aug 2021

Wg. Cdr. Shashank Naidu
Director (Audit)

Over 26 years of experience in the Indian Army and over 16 years in the Company
Master's degree in Mathematics from Osmania University, a PG in Business Administration and a PG from the Defence Services Staff College, Wellington

Alexander David
Whole Time Director

Over 11 years of experience with the company Bachelor's degree in mechanical engineering from Anna University and a Master's degree of science in Management from the Imperial College, London.

Karthik Sankaran
Chief Technical Officer

Over 16 years of experience in IT
Previously associated with Pelluci, Learning Systems, eFunds International, among others
Bachelor's degree of Engineering in Electronics and Communication Engineering from the Madurai Kamaraj University

Nithin Tom
Company Secretary

Holds a degree in CMA and CS.
Previously associated with the Taj Group Companies located in South and has handled the Secretarial & Compliance portfolio for Listed and Unlisted companies.

Cyrus Shroff
Chief Marketing Officer

Over 25 years of experience in Financial Services
Previously associated with Standard Chartered Bank and the Bank of Tokyo-Mitsubishi UFJ
Bachelor's degree in Commerce from the H.R College of Commerce and Economics, and Diploma degree in Management Studies from the JBIMS, University of Mumbai

05

Historical Summary Financials

Income Statement - Standalone

Particulars (Rs million)	FY23	FY24	FY25	FY26	Q1FY27
I Revenue from operations	3,549	3,845	4051	4013	1051
II Other income	26	58	64	94	26
III Total Income (I + II)	**3,575**	**3903**	**4115**	**4107**	**1077**
Employee benefits expenses	605	731	800	863	236
Finance costs	9	12	21	47	14
Depreciation and Amortisation expenses	45	61	85	96	25
Other expenses	2,073	2,481	2588	2631	696
Total Expenses (IV)	**2,732**	**3,285**	**3494**	**3637**	**970**
V Profit Before Tax (III - IV)	**843**	**618**	**621**	**470**	**107**
- Current tax	216	161	162	108	25
- Tax relating to previous years	(3)	6	2	(13)	(3)
- Deferred tax charge / (credit)	3	(4)	1	(8)	4
Total Tax Expense (VI)	**216**	**163**	**165**	**88**	**26**
VII Profit for the Year / Period (V - VI)	**627**	**454**	**457**	**382**	**80**
IX Total Comprehensive Income for the Year * (VII + VIII)	**624**	**451**	**458**	**377**	**79**
X Earnings Per Equity Share (Face Value of INR 1 each)					
(1) Basic (in INR)	6.11	4.26	4.28	3.58	0.75
(2) Diluted (in INR)	6.11	4.26	4.28	3.58	0.75

Sources and Application of Funds - Standalone

Particulars (Rs million)	FY23	FY24	FY25	FY26	Q1FY27
EQUITY AND LIABILITIES					
Equity					
(a) Equity Share Capital	107	107	107	107	107
(b) Share Application Money					
(c) Other Equity	2,193	2,430	2,622	2,732	2,812
Total Equity	**2,299**	**2,537**	**2,728**	**2,839**	**2,918**
Liabilities					
Non - Current Liabilities					
Financial Liabilities					
(i) Long Term Borrowings	9	-	-	-	-
(ia) Lease Liabilities	-	56	54	66	60
Total Non-Current Liabilities	**9**	**56**	**54**	**66**	**60**
Current Liabilities					
(a) Financial Liabilities					
(i) Short Term Borrowings	269	256	889	1,500	1,415
(ia) Lease Liabilities	9	14	21	24	23
(ii) Trade Payables					
a) Total Outstanding Dues of MSME ;	4	7	10	5	4
b) Total Outstanding Dues of Creditors other than MSME	4	11	15	10	5
(iii) Other Financial Liabilities	157	172	213	204	216
(b) Other Current Liabilities	35	28	35	43	43
(c) Provisions	-	13	4	23	9
(d) Current Tax Liabilities (Net)	1	-	-	-	-
Total Current Liabilities	**480**	**501**	**1,186**	**1,809**	**1,714**
Total Liabilities	**489**	**557**	**1,240**	**1,875**	**1,775**
Total Equity and Liabilities	**2,789**	**3,094**	**3,968**	**4,714**	**4,693**

Particulars (Rs million)	FY23	FY24	FY25	FY26	Q1FY27
ASSETS					
Non - Current Assets					
(a) Property , Plant and Equipment	126	333	313	285	267
(b) Capital Work in Progress	19	13	-	3	-
(c) Intangible Assets	6	8	5	4	3
(d) Financial Assets					
(i) Investments	-	112	112	112	112
(ii) Other Financial Assets	84	72	241	1070	1093
(e) Deferred Tax Assets (Net)	14	20	19	28	25
(f) Non-Current Tax Asset (Net)	9	13	16	40	35
(g) Other Non-Current Assets	3	24	9	11	11
Total Non-Current Assets	**262**	**594**	**715**	**1553**	**1,546**
Current Assets					
(a) Financial Assets					
(i) Trade Receivables	702	771	738	784	785
(ii) Cash and Cash Equivalents	980	1,297	1,936	2,140	2,038
(iii) Bank Balances other than (ii) above	738	336	474	63	58
(iv) Other Financial Assets	18	17	39	99	171
(b) Other Current Assets	89	79	67	74	95
Total Current Assets	**2,527**	**2,500**	**3,253**	**3,161**	**3,147**
Total Assets	**2,789**	**3,094**	**3,968**	**4,714**	**4,693**

RADIANT
CASH MANAGEMENT SERVICES

THANK YOU

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