



IPO INSIGHTS



RADIANT
CASH MANAGEMENT SERVICES

Radiant Cash Management Services Ltd

Issue Dates - Opens: 23-12-2022 | Closes: 27-12-2022

IPO Note	<ul style="list-style-type: none"> ▪ Integrated cash logistics player with leading presence in Retail Cash Management (RCM) of cash management services industry. ▪ Backed by reputed institutional investor Ascent Capital ▪ Marquee Clientele include Axis Bank, SBI, HDFC Bank, Delhivery, ICICI Bank, Hiveloop Logistics, Bajaj Finance, Equitas SFB etc ▪ Asset Light Business Model ▪ Major Portion - Offer for Sale ▪ Decreasing Margins & Increasing Debt
Rating	★★ (AVERAGE)

IPO SNAPSHOT

Issue Size	₹ 387.94 Crores
Issue Type	Fresh Issue & Offer for sale
Fresh Issue	₹ 60 Crores
Offer for Sale	₹ 327.94 Crores
Face Value Per Share	₹ 1
Price Band Per Share	₹ 94 - ₹ 99
Minimum Lot Size	150 shares
Listing On	BSE, NSE
Pre-Issue Promoter Holding	66.39%
Post-Issue Promoter Holding	53.21%

Registrar to the Issue

Link Intime India Private Ltd

IPO SNAPSHOT – Radiant Cash Management Services Ltd

About the Company	<ul style="list-style-type: none"> ▪ Incorporated on March 23, 2005 ▪ Integrated cash logistics player with leading presence in Retail Cash Management (RCM) of cash management services industry in India ▪ One of the largest player in RCM Segment in terms of network location and touch-points served as of March 31, 2022 ▪ Backed by reputed institutional investor Ascent Capital who invested in the company in Fiscal 2015 ▪ Business spread across 5 verticals: Cash pick-up and Delivery, Network Currency Management, Cash Processing, Cash Vans and Other Value added services ▪ Provides services across 13044 pincodes in India covering all districts except Lakshadweep with about 55,513 touch points serving more than 5,388 locations as of July 31, 2022 ▪ Marquee clients include largest foreign, private and public sector banks and end user of the services include some of the largest e-commerce companies, retail chains, NBFCs, insurance firms, e-commerce logistics players, railways and retail petroleum distribution outlets. ▪ 4 of their top clients in FY2021 have been with them for 5 years or more ▪ For 4 months ended July 2022, Fiscal 2022, 2021 and 2020, total currency movement or total value of currency passing through company's RCM business amounted to ₹ 485.85 billion, ₹ 1303.80 billion, ₹ 912.22 billion and ₹ 1290.77 billion respectively ▪ As of July 2022, company had a fleet of 739 specially fabricated and armoured vans through combination of leased vehicle and on short term contractual basis, which allows serving the clients through length and breadth of the nation alongwith the support of 8,780 team members including contractual workers 																														
Competitive Strengths	<ul style="list-style-type: none"> ▪ Leading Integrated Cash Logistics Player in a consolidating industry present across the value-chain of Retail Cash Management ▪ Pan-India Presence with Strong Network in Tier 2 and Tier 3+ locations and fast growing end user segments ▪ Diversified client base with long-standing relationship and ability to cross-sell value added services ▪ Robust operational risk management ▪ Asset-Light Business Model ▪ Significantly built-up technology to optimize operational profitability ▪ Steady Financial Growth ▪ Experienced management team backed by reputed institutional investor 																														
Financials (₹ in Crores)	<table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2020</th> <th>31-3-2021</th> <th>31-3-2022</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue from Operations</td> <td>248.28</td> <td>221.67</td> <td>286.04</td> <td>29.04%</td> </tr> <tr> <td>EBITDA as stated</td> <td>55.77</td> <td>49.76</td> <td>59.49</td> <td>19.55 %</td> </tr> <tr> <td>EBITDA Margin</td> <td>22.15%</td> <td>22.20%</td> <td>20.73%</td> <td></td> </tr> <tr> <td>Profit After Tax as stated</td> <td>36.50</td> <td>32.43</td> <td>38.21</td> <td>17.82%</td> </tr> <tr> <td>Profit After Tax Margin</td> <td>14.50%</td> <td>14.47%</td> <td>13.31%</td> <td></td> </tr> </tbody> </table> <p>Debt to Equity = 0.21</p>	Particulars	31-3-2020	31-3-2021	31-3-2022	Y-o-Y	Revenue from Operations	248.28	221.67	286.04	29.04%	EBITDA as stated	55.77	49.76	59.49	19.55 %	EBITDA Margin	22.15%	22.20%	20.73%		Profit After Tax as stated	36.50	32.43	38.21	17.82%	Profit After Tax Margin	14.50%	14.47%	13.31%	
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Valuation	<ul style="list-style-type: none"> ▪ Based on Annualized FY23 Earnings, fully diluted paid up equity capital Asking P/E = 17 																														
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Promoters	<ul style="list-style-type: none"> ▪ Col. David Devasahayam ▪ Dr. Renuka David 																														
Objects	<ul style="list-style-type: none"> ▪ Funding Working Capital and Capex Requirements 																														

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