



RADIANTCMS/Q2/EarningsCall-Transcript/SE/2025-26

Date: 13.11.2025

To Listing Department, National Stock Exchange of India Limited C-1, G-Block, Bandra - Kurla Complex Bandra (E), Mumbai - 400 051	To Department of Corporate Services, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001
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Sub: Transcript for the Earnings Conference Call on the Un-Audited standalone and consolidated financial results for the quarter and half year ended September 30, 2025, held on November 07, 2025

Dear Ma'am/Sir(s),

Pursuant to Regulation 30 and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the **"Transcript for the Earnings Conference Call"** on Un-Audited standalone and consolidated financial results for the quarter and half year ended September 30, 2025, held on November 07, 2025 for your information and records.

Kindly take the above details on record.

Thanking you,

Yours faithfully,

For RADIANT CASH MANAGEMENT SERVICES LIMITED

Nithin Tom

Company Secretary
A53056



“Radiant Cash Management Services Limited

Q2 FY '26 Earnings Conference Call”

November 07, 2025



MANAGEMENT: COL. DAVID DEVASAHAYAM – CHAIRMAN AND MANAGING DIRECTOR
MR. T.V. VENKATARAMANAN – CHIEF FINANCIAL OFFICER
MR. MUTHURAMAN – STRATEGY AND INVESTOR RELATIONS

MODERATOR: MR. RAJU BARNAWAL – ANTIQUE STOCK BROKING LIMITED

Moderator: Ladies and gentlemen, good day, and welcome to the Radiant Cash Management Services Q2 FY '26 Earnings Conference Call hosted by Antique Stock Broking Limited. As a reminder, all participant lines will be in listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star, then zero on your touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Raju Barnawal. Thank you, and over to you, sir.

Raju Barnawal: Thank you, and welcome, everyone, to Q2 FY '26 earnings conference call of Radiant Cash Management. Today we have with us the management of Radiant Cash represented by Colonel David Devasahayam, CMD sir;; Mr. Venkataramanan, CFO; and Mr. Muthuraman, Strategy and IR.

With this, I hand over the call to MD sir for his opening remarks, post which we'll start the Q&A session. Thank you, and over to you, sir.

David Devasahayam: Good morning. Thank you, Raju. Good morning, ladies and gentlemen. Thank you for joining us today for Radiant's investor call. At the outset, apologies for not holding the analyst call at the end of the previous quarter due to certain unavoidable commitments. Let me assure you all that from here on, we'll consistently hold the analyst call at the end of every quarter and provide transparent updates on the developments in the company.

Coming to the performance for this quarter. Our standalone revenues were nearly flat over the same period last year at about INR1.02 billion. Our EBITDA margins are lower at 14.9%, mainly on account of losses in the valuable Logistics segment and secular increase in our fixed costs. Volume of cash handled during the quarter at INR0.41 trillion remained flat over the same quarter in the previous year. We are taking several measures to improve the revenue growth and restore the profitability to past high levels.

I'm highlighting the key measures below, which I believe would start yielding results in the coming quarters. We have started offering a wider array of services to banks to capture a higher wallet share. These include cash sorting machines, ATM replenishment through cathode swap, cash deposit machines and an increased thrust on cash van operations. We have strengthened our direct client's business, which has continued to grow at a healthier pace and now constitutes 15.7% of our standalone revenues.

We have initiated certain cost reduction measures across every region. Through rigorous benchmarking of several productivity measures, which is expected to reduce costs to the tune of INR50 million on an annualized basis at current level of operations from the third quarter onwards.

A strong focus on achieving growth and breakeven in valuable Logistics segment has resulted in near doubling of revenues in this division, though on a small base. While costs have increased correspondingly in this quarter on account of a few senior hires and new routes for our marquee customers, we are confident of significant improvement in gross margins and achieving breakeven in the current financial year.

Onboarding of a distributor network to handle low cash volume points with the help of technology and lastly, a significant thrust on improving transaction volumes in our fintech subsidiary, Acemoney, which carries better margins and provide more sustainable revenue streams.

At the same time, our core business of cash pickup and delivery continued to grow at a muted pace in this quarter due to lower thrust of banks in pushing cash management services at this point to their clients. We have strengthened our sales teams across all business verticals and launched several new initiatives in sales and marketing to improve the core business volume.

At the same time, significant improvement in cash volumes handled was witnessed in the current quarter. That is the third quarter on account of the recent government initiatives to boost consumer demand through reduction of GST as well as the extended festive season. In terms of operations, our cash losses continue to be the lowest in the industry because of our robust risk management framework.

We continue to expand our geographic footprint with over 15,000 pin codes and close to 9,000 locations, which is helping us maintain our market leadership in the retail cash management segment of the cash logistics industry. We remain committed to providing transparent updates on our progress and answering any questions that you may have.

I will now request Mr. Muthuraman to speak about the progress achieved in Acemoney, followed by Mr. Venkataramanan to speak about the financial performance and KPIs.

Muthuraman:

Thanks, Colonel David. Good morning, everyone. Thanks for joining this earnings call. I'll be presenting the update on Radiant Acemoney, our fintech subsidiary. After a sharp drop in revenues and significant losses in Q1 due to a vendor transition issue, which we highlighted earlier, Radiant Acemoney has bounced back and reached revenues of INR49 million for this quarter, up from INR17 million in the previous quarter.

Though due to extended impact of the disruption in the first few weeks of this quarter, the performance is still below the delivery capacity and market potential for this business, resulting in EBITDA level losses of INR15.6 million for this quarter. The business has now come back to healthy profitable levels, and we are confident that Radiant Acemoney will fully wipe out the losses incurred in the first 6 months and contribute meaningfully to the overall profits of the consolidated entity in the remainder of the year.

I'd like to present a few numbers to put our performance in perspective. We have installed 14,000-plus POS machines in this quarter and working towards achieving an ambitious target of more than 1 lakh machines for the current financial year. The team used the vendor disruption period to increase thrust on transaction volumes, which has yielded results. We clocked transaction volumes of almost INR400 crores in this quarter, and transaction revenues now account for almost 25% of our revenues in this quarter, up from an insignificant share in the same quarter last year.

I'd like to highlight here that the final aim of this business is to enable transactions at the grassroots level, particularly in Tier 3 and beyond, which will help achieve real financial inclusion

besides providing us with a sustained annuity revenue model. We are also in the process of developing many of these retail outlets into business correspondents to provide a much wider variety of financial services, including accepting cash from our retail cash management business at competitive rates to help grow the core business of the consolidated entity.

We are continuously expanding both our geographical footprint as well as service offerings to address the untapped markets in rural areas where digital access is still below 50% for merchant outlets, providing huge opportunities for growth. The remaining quarters of the current financial year are quite promising, both in terms of revenue growth and profitability. We'll continue to provide regular updates on the progress of Acemoney to our investors as we scale greater heights in the coming months.

I would now request our CFO, Mr. Venkataramanan, to present our financial performance.

Venkataramanan:

Thank you, Muthuraman. Good morning, everyone. Thanks for joining us on this investor call today. I will present the company's key performance indicators and financial performance for the quarter and half year ended September 30, 2025. Coming to business performance. During the financial year so far, we added 10 new clients and 120 new end customers in our retail cash management business.

At the same time, we had a drop of 2,364 points in the last 6 months, mainly on account of loss of a few regions of railways and loss of one major e-commerce logistics client who got acquired in this period. In this half year, we handled INR0.83 trillion of cash, a growth of 1.3% over same period last year.

As a result, the overall business has remained flat at INR2 billion for this period. At the same time, I would like to highlight the fact that today, we produce more than 75,000 touch points, covering approximately 14,500 pin codes across 9,000-plus locations and continue to have the widest network in the industry.

In terms of segment performance, we witnessed healthy growth of 30% plus in E-Commerce segment and 24% in Petroleum segment, while Railways and E-Commerce Logistics reported more than 50% drop in this quarter compared to the same period last year. The share of direct business continued to improve and now account for 16% of our cash management revenues as against 13% in the same quarter last year and 4% the year before.

Our Diamond Bullion Jewellery segment has grown at a healthy pace in top line this quarter and have added a few marquee customers with significant growth potential. At the same time, our costs, particularly related to air cargo have also increased, resulting in continued losses for this quarter. The senior management team has been strengthened and the routes have been consolidated and the management is confident of achieving breakeven in this business vertical in the current financial year.

Consolidated revenues for the quarter were INR1.07 billion, representing 4.6% growth over the previous quarter. Consolidated EBITDA margins for the quarter stood at 13.1%, an improvement of 150 basis points over the previous quarter. The improvement in EBITDA margin in this quarter was achieved on account of 3 factors mainly: one, strong focus on cost

control; two, reduced losses in Acemoney, our fintech subsidiary, which suffered in the previous quarter due to a onetime vendor displacement shock. Third, healthy growth and contribution from our cash van operations. The management is confident of significant improvement in margins in the remaining quarters of the current year.

Radiant continues to have very low cash losses from operations, well below the industry standards. We are one of the lowest cash losses in this quarter, a reflection of our strong risk management practices.

In summary, the revenue performance for the year has been muted due to company-specific factors highlighted earlier as well as due to extended monsoons. Despite muted revenue growth, EBITDA margins have improved due to strident cost control measures undertaken by the management.

The management is working on several sales and marketing initiatives across all verticals, direct sales, diamond bullion jewellery business, cash van operations, insta credit and our core business of retail cash management, and we believe these measures will reflect in better growth and margins in the remaining period of the current financial year.

I now hand over the floor for question and answers. Thank you, everyone.

Moderator: Thank you very much. The first question is from the line of Abhishek Chawala, an individual investor. Please go ahead.

Abhishek Chawala: Just a bookkeeping question. In the cash flow statement, when we mentioned fund held relating to cash management activity, could you just share, is this the cash -- the company's cash that has been for the rotation? Or is this the client's cash?

Venkataramanan: It is the client's cash.

Muthuraman: This is what -- the client cash is already netted off. If you see the cash in bank -- in the notes in our annual report, if you see, the total gross cash minus what is belonging to the client is netted off and what is -- this is a net amount which belongs to Radiant Cash management, but it is not free cash, but is used in daily operations of the company.

This will be cases where we fund the client on the same day, but we get credit the next day or where we use it for during holidays or evening pickups etcetera, or wherever we do the cash burial. These are the instances where our own cash is used. And also in cases where low denomination notes and coins are collected, we accumulate that and then dispose off subsequently, but we fund the client for the full amount.

Moderator: The next question is from the line of Madhur Rathi from Counter Cyclical Investment.

Madhur Rathi: Sir, I'm relatively new to the company. So I wanted to understand, sir, what has led to our margins declining from close to 27%, 28% to 12%, 13% for the past 3 quarters?

Muthuraman: I'll answer this in 2 parts. One is specifically for this quarter and a generic response as well. One is that specific to this quarter, the losses in our Radiant valuable logistics affected our overall

margins. There's also been an increase in cost of guards and drivers and a nominal increase in salaries. As we had explained in the past, ours is a high fixed cost and high operating leverage business. So when the revenue grows, costs do not correspondingly increase and results in better EBITDA margins.

But absence of revenue growth has had the exact counter effect. So when the revenues are flat, the cost nominally increase typically 7%, 8% to account for cost of living and guards and drivers specifically are at a slightly higher rate because of market conditions. So that has affected our operating margins in the -- at the core business level. The losses at the RVL added to a higher loss at the standalone level and some loss in the Acemoney because of the vendor disruption resulted in lower margins at the consolidated level.

Madhur Rathi: Got it. And sir, if I look -- sir, so what would it require for us to reach the 25% plus margin that we used to do earlier?

Muthuraman: Yes. Again, in 3 parts, I'll answer. One is that the Acemoney was a onetime disruption. We are confident that it will contribute significantly to the overall profit for the remainder of the year. So that should help improve the consolidated EBITDA. We are confident that the valuable logistics will achieve breakeven in the current financial year.

So the reduction in losses again will help improve. The key reason how our EBITDA margins will restore back to the 25% levels is when our revenue growth for the core business is the mid-teen levels of rate. And there are specific company-specific factors, which Mr. Venkataramanan highlighted, which affected that. Management is conscious of it and taking measures to restore our core business growth.

Madhur Rathi: Sir, for rest of FY '26 and FY '27, sir, can we expect to grow at the mid-teen's kind of revenue growth wherein we can achieve a margin improvement?

Muthuraman: See, definitely, there will be a margin improvement, both revenue growth as well as margin improvement. October festive season has been fantastic for -- as you would have seen in many other companies as well. So same is the case for us. October has been good. We're expecting that the trend will continue, and we will report definitely much better margins than the first half of the year.

Madhur Rathi: Got it. Sir, just final question from me, sir. Our competitors, they have mentioned that they have got a big quick commerce client to their business. So do we have -- do we cater to quick commerce segment or we are still not present in that segment? And if not, can we expect a client addition in that segment?

Muthuraman: No, no, we do have quick commerce clients in our client portfolio as well, yes.

Madhur Rathi: And sir, is this a segment that retail can become big over the next 2 to 3 years or retail cash management will be the dominant segment for us?

Muthuraman: No, no. I think your question is wrongly framed. The retail cash management service that we offer to quick commerce clients is providing some growth. It is not that we are getting into quick

commerce and doing delivery of anything other than cash. So even I think the competitor also is providing cash management services to quick commerce companies, e-commerce companies, e-com logistics companies and BFSI and several other sectors.

At this point of time, BFSI is our largest segment, followed by organized retail. These 2 will be driving our growth. Yes, e-com also is driving our growth and quick commerce also will continue to drive our growth. In fact, this quarter, just now CFO mentioned, we had almost 30% growth in revenues from e-commerce segment.

Madhur Rathi: Got it. And sir, just a final question, sir, we have INR242 crores of cash on our books as of H1 end. Sir, so how much of this is pertaining to our clients? And how much is pertaining to Radiant's own business?

Muthuraman: No, no. 100% of it is Radiant's own cash. Nothing is -- the clients' cash you cannot enter into our balance sheet.

Venkataramanan: That's right. Because the cash balance, what we have shown is after netting of the client's cash balances. It's our own cash.

Muthuraman: Free cash, as I explained. But it is not entirely free cash as we explained. We have given a breakdown of that in our balance sheet in annual reports. We don't do that in quarterly statements. You can say roughly about half of it will be free cash.

Madhur Rathi: Sir, I didn't get that. Sir, can you repeat?

Venkataramanan: Yes. About INR75 crores would be our free cash.

Muthuraman: Sorry about that, not half of it. INR75 crores is free cash. rest of it is cash used in cash management activities. For funding leasing, pickups, for funding holiday pickups, for funding low denomination notes and coins, for funding same day, day 0 funding, etcetera. And also margin money towards bank guarantee that we provide to banks.

Moderator: The next question is from the line of Gurav, an individual investor.

Gurav: I had a few questions. Number one, the first question that I had was more towards macro-centric view. From where I understand the volume of UPI transaction has been increasing and the digital penetration in India has been increasing. So I just wanted to understand outlook and a viewpoint that you see from your business and the volume -- and a decline in volume that you foresee in the future?

Muthuraman: Okay. See, the growth in UPI has been happening alongside the growth in currency in circulation as well. So the currency in circulation, even if you see the latest data as of August 2025, it is almost INR38 lakh crores growth over same period last year, almost 8% growth over same period last year. So currency in circulation continues to grow, and it will continue to remain at about 12%, 13% as a percentage of GDP. So as the GDP grows, currency in circulation will continue to grow. So that is not a serious challenge that we are facing.

The bigger opportunity for us is that we are hardly catering to a very small share of the transactions that happen in cash. And significant number of banks, particularly public sector banks, not yet offer this as a service, the doorstep banking as a service to their customers. So we are doing a direct sales to customers. And today, direct sales is about 16%, 17% of our revenues, and we expect it to continue to grow. So there is no major challenge on account of growth in the digital transactions in the country.

Gurav:

Got it, sir. That was really helpful. And the next question I had. So I just want to understand the targeted EBITDA margins that we're looking for because in the current quarter from where I can see is we have improved from 11.6% to 13.1% sequentially. So how do we see going forward in Q3 and Q4? Because catching up with the festive season, I think there should be some positiveness circulating in the market. I just wanted to have a viewpoint and understanding on that.

Muthuraman:

We have not put out specific number guidance for the remainder of the year as yet. But definitely, the trend line, what you saw between first quarter and second quarter, it will definitely sharply improve. What we had said in our earlier analyst calls is that in a sense, '27 as in the next financial year, our hope will be to reach our past historical high levels, which is about 25% EBITDA margins.

Moderator:

The next question is from the line of Zohair Hussain Nasser from Nasser Investment.

Zohair Nasser:

Could you -- my question is on the payment aggregation and digital payments solution line of business, which was announced along with the results. How do you -- could you elaborate on how this business will align with the Acemoney's current product suite and what strategic synergies do you see between these 2 businesses?

Muthuraman:

Yes. So the strategy that we have -- I'll answer it in 2 parts. What is the Acemoney's standalone growth strategy and the linkages with the core business of Radiant Cash Management? So the Acemoney's own growth strategy is one to increase its footprint. Today, we already have almost close to 1 lakh POS machines outstanding. In this quarter, we did 14,000. And our -- this year target is incremental 1 lakh machines for the current year. So that is the rollout of the POS machines is the Stage 1. That is the first stage revenue.

Then help improve transaction volumes from these POS machines. We do have almost current quarter, 25% of our revenues is from transaction volume. But as the number of POS machine target is ambitious, this share could slightly go down, but the volume of transactions at INR400 crores for this quarter will significantly improve as in the rest of the quarters. So this is the second level of revenue streams. This is more like an annuity stream.

The third level is that roughly between 15%, 20% of these POS machines, these retail outlets will translate into business correspondents based on the volume and maturity of that outlet, etcetera, where we can offer a much wider variety of transactions, Aadhaar Enabled Payment System, bill payments, domestic money transfer, cash withdrawals, cash deposits, statements, etcetera. It will like a mini bank.

So these -- I mean, each of these POS machines will at least 10%, 15% of them will function like a micro-ATM. So with a much wider variety of services, including other financial inclusion services like micro insurance and bank account opening, etcetera. So this will give much higher unit volume for the retail outlet as well as for Radiant Acemoney. So that is the third stage of maturity as we go along in the Radiant Acemoney's own growth strategy.

Now coming to the second part of it, where we see a synergy between in our core business is that as we have said in the past, we have lost some part of the business in the core business to payments banks where these business correspondent outlets have been used for cash collection. So our own network will help us win back those and also offer this as a service.

Particularly, this is workable only where the transaction volumes are low, where the vendor or the retail outlet has a wallet balance and they are able to provide those instant credit to the merchants. So that is where we are hoping that the synergy benefits will work out over the coming quarters. I hope this answers your question.

Zohair Nasser: No, I just wanted to understand on the digital payment solutions business, the new line of business that you announced with an investment of INR3 crores. How would this significantly be different from Acemoney?

Muthuraman: No, no. So there's a regulation which mandates that this business cannot continue without a payment aggregator license. Today, we are working with a few banks where banks as a BC model. Bank as a payment aggregator model, BAPA model. But that will not -- RBI has said that they will not allow that business model to continue and payment aggregation players like Acemoney have to obtain a payment aggregator license, so will require a payment aggregator.

So that is why that has been done. By next 2 quarters, we hope to have that license and then roll out -- continue to do the same business, whatever the business strategy that I have indicated requires beyond a particular cutoff date will require a PA license, and that is why that initiative has been taken.

Moderator: The next question is from the line of Vikas Kasturi from Focus Capital.

Muthuraman: I think the line is not active, we can move to the next question, please. Operator?

David Devasahayam: Raju, you are there?

Moderator: The next question is from the line of Vikas Kasturi from Focus Capital.

Vikas Kasturi: Sir, I had a few questions. The first one is about the drop in railways business. Is that like a onetime thing? Is that something that is temporary? Or is that like a trend that you are seeing?

Muthuraman: Okay. So our business from governments are hardly there. This is one such segment where because of the adverse pricing and because of very long payment cycles, we decided not to pursue this aggressively. There are no other major government businesses that we are dependent on through RFP model. So it is more onetime in nature.

- Vikas Kasturi:** Got it, sir. Sir, could you please elaborate a little more about what happened with the Acemoney. There was some vendor shock, something like that, which you described, but I did not understand that issue. Could you please describe that for me, sir?
- David Devasahayam:** Giving that much detail as I would like to in a public platform, we'd like to say that the vendor we were operating with there were some issues and due to which we had to move into another couple of vendors, which we have done now. And that's the reason why it had an impact on the first 2 quarters. But as we are seeing right now in October and also towards the later part of the second quarter, we are well on our way to recovery and also to overcome whatever negative performance might have happened in the first half.
- Vikas Kasturi:** Got it, sir. Sir, on a related note on Acemoney, you described what the business correspondent does. And I was under the impression that we were already providing those kind of services through our Acemoney business. So if that retail outlet is not doing BC kind of activities today, then what is the kind of service that retail outlet is providing, sir?
- Muthuraman:** No, no. So let me just clarify. Of course, we do have BC's network today, and we also have the merchant network today. So if I install a POS machine in a Tier 3 location in a small shop, that is the first digital payment access that he is getting to accept cards, to accept any form of digital payments, QR code and everything. So that is the first level.
- But if the shop is too small, he may not be in a position to attract several other transactions like Aadhaar Enabled Payment System or cash withdrawals or cash deposits, etcetera. Only 10% to 15% of the merchants will be big enough to become a BC. So today, we have both BCs as well as merchants, but the total base is small. As we go roll out more machines, we'll be able to get a much wider network of BCs.
- Vikas Kasturi:** Got it, sir. And in the past, you had indicated that the synergies with our cash management business is that in the cash management business, you are transporting cash and some of the cash can be given to these retail outlets for their BC kind of activities. Is that correct, sir? Is my understanding correct?
- Muthuraman:** This is in specific pockets where there are outlets where they distribute significant amount of cash, cash withdrawals and their own balance in that till will not be sufficient where we may have to replenish that. It is still too nascent to have meaningful impact on us as in the sense our network is small. And this is a longer-term synergy that we see between retail cash management and t BC network. At this point of time, that number is very small.
- David Devasahayam:** I'll add on to that, that the current utilization of MATM is not so strong that the money availability at the outlet is diminishing or is not available for the customers. But as it becomes more popular and the volume of these transactions increase and when there is a requirement of cash to be replenished, then the fact that we have so much of cash available in the hinterland is going to be a different thing compared to any other fintech player who does not have the same facility.

- Vikas Kasturi:** Got it, sir. So if I understand it correctly, sir, the way you are thinking about it is like you're setting up the infrastructure right now. And if and when the volumes increase in the future, then you will be in a position to -- you will have more recurring revenue through that?
- David Devasahayam:** Yes. If you see the kind of revenue that's currently over 60% of our revenues comes from the Tier 3 plus locations. So we have an extreme -- we have a presence in the extreme hinterland, the bottom of the pyramid, so to say. And now with also a strong fintech orientation, we are becoming a hybrid -- a truly strong hybrid platform, truly digital in all aspects to avail of all the opportunities that are now gradually emerging in this hinterland as it becomes more and more aspirational.
- Vikas Kasturi:** Got it, sir. One more question, sir. Could you please throw some light on Insta Credit and how it is performing?
- David Devasahayam:** Insta Credit is again a long-term measure that we have taken. This is that as the bulk cash and with the impact of digitization as the volume cash in outlets, particularly in Tier 1, Tier 2 locations comes down, we are providing an opportunity for every smaller outlet where some cash is there.
- And we pick up the cash and provide instantaneous credit like a UPI transfer so that there is -- the moment you walk away from the outlet and thereafter, there is nothing -- there's no risk factors involved for that particular outlet, and they've already got the money and they see it reflected in their account.
- So this is the model that is being extensively followed in the developed world today, where digitization has gone up to as high as 70% to 75%. But even then, large cash logistics companies have over 8,000, 10,000 outlets in every large city greater area, they are based on providing instantaneous remittances for whatever some cash that is getting picked up from there.
- Vikas Kasturi:** Got it, sir. And one final request, sir. Like the way you are providing the logistics details for your cash management business in one of the slides. Could you please provide something similar like that for the DBJ business as well, number of points volume...
- Muthuraman:** Your feedback is noted. Still it is insignificant in terms of revenues and hence, we have not started disclosing. I mean in a sense, we are expecting -- as we committed that we are expecting it to be breaking even in this financial year. We'll start disclosing that at that point of time.
- Vikas Kasturi:** Got it, sir. And the reason I ask is that as an investor, right? So I'm only hearing this that there's a breakeven point coming and so on, right? So in the meanwhile, it would be very helpful for me to know that there has been -- that there is progress in this line of business. And so then sooner or later that breakeven point is coming, and therefore, the EBITDA will improve and so on. That is my request.
- And one final suggestion, I'll just leave it, sir. So the share price is nearly half of what it was a couple of years ago, sir. Maybe the promoters can signal to the market about their intention about the business by buying some shares from the market, if you just send a positive signal to the market. I'll just leave that thought with you, sir.

- David Devasahayam:** Your point is well taken, and we are very sensitive to the stake to all the shareholders. And it's just that the company is currently in a state where we have planted some seeds for the future, which are being carefully attended to. And there would be a certain gestation period before each of these activities start bearing the kind of fruit that we are looking at.
- Moderator:** The next question is from the line of Chandramouli J., an individual investor.
- Chandramouli J.:** You are talking about the POS machine incrementally 1 lakh, which you are expecting in H2, right?
- Muthuraman:** No, 1 lakh for the current year. So more than 1 lakh for the current year. We did about 14,000 in this quarter and about 4,000 in the first quarter.
- Chandramouli J.:** Okay. Overall will you be in a position to go beyond the loss financial year PAT, this financial year '26, sir? I mean you are talking about the better second half.
- Venkataramanan:** We are planning to reach to that level, make some nominal profit in the current financial year.
- Chandramouli J.:** On the value logistics RVL, what about the loss now, sir? And you said that you'll be EBITDA positive. Is it for the second half or the whole year?
- Muthuraman:** No, no. In the second half, probably -- yes, in the second half, we will achieve breakeven. That's the expectation.
- Chandramouli J.:** What would be the breakeven top line, sir, which you might need for a quarterly basis?
- Muthuraman:** Yes. INR1 crore a month is the kind of revenue that we should hit. INR1 crore or INR1.2 crores per month is where the breakeven level will be at this point in time.
- Chandramouli J.:** Our competitor is talking about the large PSU bank ATM, which is coming in, things like that. If there is any color on that, sir, some PSU banks are coming up with?
- Muthuraman:** We are not in the ATM segment at all.
- Moderator:** The next question is from the line of Abhishek Chawala, an individual investor.
- Abhishek Chawala:** Regarding the direct clients, so I understand these clients are having their bank accounts in the bank, which does not offer the cash management service. So I just want to understand, is there a risk when, let's say, the PSU banks start offering this service and they give that route or a particular contract to another competitor. So do we have the risk of losing that client at that point?
- Muthuraman:** No. I mean I would be very happy to be in the situation when a public sector bank start offering this because the number of clients that they will be able to offer this service will be vast in number. Today, all PSUs except SBI, I think they have a market share of close to 55%, 60%. And if they start offering this, that will open floodgates of business for us.

And on top of it, see the direct business is where we have a contract with the customer. As long as the customer is happy with our service, there is no reason for him to migrate. Our pricing, whether direct or through bank is largely the same.

Abhishek Chawala: Okay. Just to understand, like even if that event happens, the upside will mitigate even if we lose a few points because that route is not beneficial, that route is serviced by some other competitor? That's it.

Muthuraman: That's right.

Moderator: The next question is from the line of Sudeep Samanta, an individual investor.

Sudeep Samanta: I have 2-3 questions. First of all, quarter 4 con call, you guys say this year, our target would be revenue target, 15% to 18% H1, we achieved only INR204 crores. So how we can achieve, sir, 15% to 18% it's difficult, I think. This is the first question.

Muthuraman: Yes. At a consolidated level, our last year, full year consolidated is INR433 crores. And -- yes. May not meet the exact target, but it will be closer to that. It's not going to be sharply different.

Sudeep Samanta: It would be better than last year or similar to last year?

Muthuraman: Definitely better than last year. Definitely better than last year.

Sudeep Samanta: Okay. And what would be our EBITDA margin, sir, going forward?

Muthuraman: See, we've not given specific EBITDA guidance for the remainder of the quarters. First quarter to second quarter, there is an improvement, and we are definitely confident that the second half EBITDA margins will be much better than the Q2 margins, much better.

Moderator: The next question is from the line of Madhur Rathi from Counter Cyclical Investment.

Madhur Rathi: In our Acemoney subsidiary, sir, who would be our competitors in this segment? And sir, when we say that this segment is a better margin business, so what is the margin profile expected when we achieve a steady state on this business segment?

Muthuraman: Yes. Specific competition names, I would not like to mention, but anybody who provides financial solutions to retail outlets, smaller shops, etcetera, could be considered as our competitor. The margin profile there -- see where we come from, where our strength is in the presence in the Tier 3, Tier 4 locations remote locations like Northeast, Jammu and Kashmir, etcetera, where we think we will have an intrinsic advantage compared to any other existing players.

The second question about the steady-state EBITDA -- steady-state margins, there are 2 parts to it. One is where the transaction revenues have a much healthier gross margins compared to our POS machine revenues. At a combined level, I think that business in a steady state can generate about between 15% to 20% EBITDA margin.

- Madhur Rathi:** Sir, our retail cash management business was doing upwards of 20%, 25% margin, and this segment is expected to generate 15%, 20% margin. Sir, so, is the working capital need or is the capital employed lower in this segment versus that segment? Or I'm just trying to understand from a capital allocation policy.
- Muthuraman:** Capital employed will be lower in this business as well. And yes, so in terms of return on capital employed, this will be fairly healthy. Definitely will be fairly healthy.
- Madhur Rathi:** Okay. Got it. Sir, just a final question, sir. One of our peer AGS Transact went bankrupt, sir. So has there been any white space that we expect to bank on? And sir, how is the market environment currently? Are we able to capture the share whatever in segments we are present where because of AGS going bankrupt, we can gain over the next 1-1.5 years?
- Muthuraman:** See, it's not a peer. We don't -- we hardly have any line of business, which is common with AGS. They are more in the ATM segment, and we are not present in that segment at all.
- Moderator:** Ladies and gentlemen, that was the last question for today. We have reached the end of question-and-answer session. I would now like to hand the conference over to management for closing remarks.
- David Devasahayam:** Thank you very much, Raju. The performance for the quarter has been muted and due to significant losses in our new initiatives of RVL and Acemoney, coupled with the muted performance of our core business. Our new initiatives are like seeds planted which demand patience that are taking a little time to grow.
- I'm excited how we are today maturing into a hybrid digital platform catering to the entire suite of cash and cash-related products. With a strong presence in over 15,000 pin codes, our deep reach into India's hinterland positions us strongly to utilize every emerging opportunity in these areas.
- The management is conscious of its commitment to its shareholders, and we are taking several measures to grow the business and improve profitability. With renewed focus on sales initiatives across all the verticals and strident cost reduction measures, we are confident of improving the performance in the ongoing financial year.
- I want to express my gratitude for your continued support of Radiant. We are confident that our continuous efforts will yield promising results for all stakeholders. Thank you all for your time and your continuing interest in your company. Thank you very much, Raju.
- Moderator:** Thank On the behalf of Antique Stock Broking Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.