

FROM THE PRESIDENT'S DESK



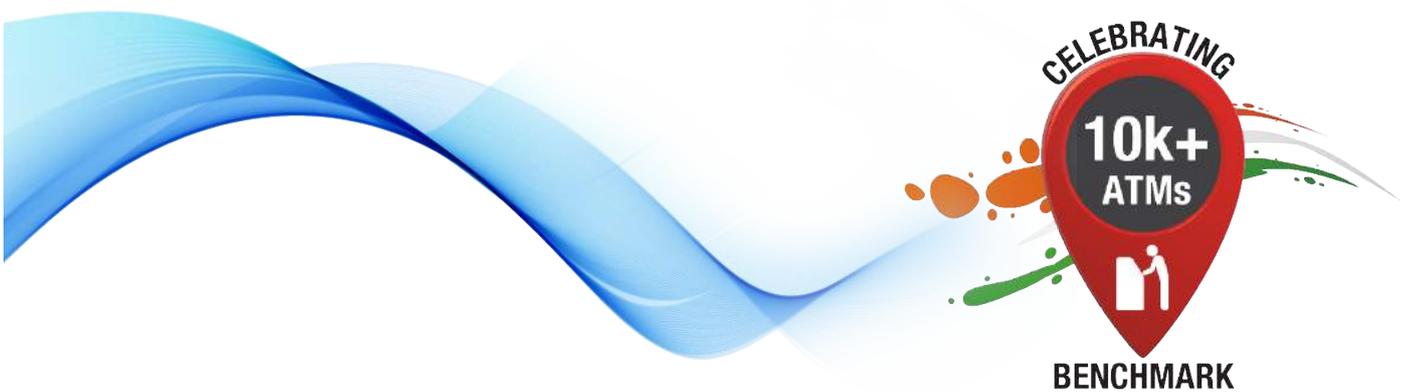
Mani Mamallan, Founder & Managing Director - EPS

This year kick-started with the EPS-NCR deal. It has been 2 years when we pursued this transaction, thereby EPS taking the initiative. I am glad to inform you all that we have concluded the transaction and EPS is a 10000 Plus ATM Company today. With this EPS will now be also managing ATM business in Kerala, Bihar, Jharkhand and Lakshadweep.

Intelcap's Investment Banking Group exclusively advised us and at the outset, I should thank the team, without whom we would have not have been able to consummate this opportunity. The acquisition of NCR India's MOF ATM portfolio marks an important milestone in EPS' vision to be the leading provider of technology solutions in the Retail Banking & Payments System globally. The Company has grown from strength to strength since it started operations in 2012 and is now managing a portfolio of 10,000+ ATMs in a span of merely five years. We are bullish on the growth of our ATM business in the coming years through consolidation via inorganic route and greenfield deployments for White Label Service providers. We are also expanding our service offerings by providing digital payment acceptance infrastructure for card present and card not present transactions.

My special thanks to Trilegal team, our legal advisors as they were part and parcel of EPS and stood by us like never before in supporting us. Thanks to our investors Aavishkaar, Aavishkaar Goodwell, FMO and Apis Partners for their continued support.

Our internal team at EPS had been all the more persistent in co-ordinating with Investors, NCR, I-Cap & Trilegal. My special regards to our Directors and internal ATM operations, Risk team, Corporate affairs respectively and the entire staff at EPS for their continued support.



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INDUSTRY RECOGNITIONS AND AWARDS

Most Influential Payment Professional Award 2018

World Payment Congress

Mumbai, February 2018

EPS was honoured to have been invited at the World Payment Congress 2018, a conference hosted by the Asia Retail Congress, which focussed on all those important areas which can bring in more and more Transparency, Instant, Experience and Security into the world of payments which in turn would revolutionize the world of omni commerce. Payments study last year stated that Industry experts believe debit cards will become king over cash by 2021. With wearable technology and digital payments on the rise learn more about the future where cash might not necessarily be king, the focus is on innovation in the payment/transaction space and essential top-level expertise! It is proven that companies that exposes employees to outside influences and ideas through attendance at conferences, membership in professional societies, and similar activities can help break down insularity.



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World Payments Congress marks an important milestone in how those who are driving and adopting innovative payments solutions and practices share information to create common goals that unite progress with clarity of purpose. This unique conference experience encapsulates the players and thought-leadership that are setting the agenda for the future. It was further graced by Thyagarajan Seshadri, President – Banking Relations from EPS, as he shared his thoughts and perspectives at the exclusive talk session: “Cash is still the king - Sustaining ease of access. Building trust. Empowering India”.

It was a moment of great honour and humility when EPS founder **Mani Mamallan** was honoured with the “**Most Influential Payment Professional Award 2018**”.

Top 30 Fastest Growing Company in Asia

Silicon Review Magazine, December 2017

EPS was honoured to be featured in the Top 30 Fastest Growing Companies in Asia this year by Silicon Review Magazine.

Silicon Review is business and technology magazine, published from Silicon Valley, California having more than 3 lacs subscribers across the globe, spanning across reader profiles as that of CEOs, CIOs, CTOs, CMOs, business leaders, entrepreneurs and other C level executives adding to a total readership of 70,000.



[Click here to view full story](#)

Read full story by clicking URL <http://thesiliconreview.com/magazines/30-fastest-growing-companies-in-asia-2017/>

NEW VENTURES



EPS is glad to welcome
Mr. Abhay Prasad Hota
as the Independent Director with
EPS effective this December

Mr. Hota had been the Managing
Director & CEO of National
Payments Corporation of India
(NPCI) and was also associated
with Reserve Bank of India (RBI)
for an extensive tenure

We deeply value this alliance and
look forward towards a stronger
association in the near future.



INDUSTRY EVENTS & CONFERENCE

FINANCIAL INCLUSION CASEBOOK BY GOVERNANCE NOW

January 2018, Mumbai

EPS was honoured to be invited as Associate Partner in the Financial Inclusion Casebook Launch, hosted by Governance Now publication, India's premier governance and public policy magazine from Sri Adhikari Brothers (SAB TV) group, on 19th January 2018.

The casebook highlights the success stories of implementation of financial services to empower the beneficiaries in the digital economy. It was launched as a coffee-table book on models that have fostered digital financial inclusion in the country and presented to the Prime Minister of India & Ministry of Finance, Honourable Ministries, at the Centre, State Finance Dept., Public sector banks, Private sector banks, Co-operative banks, Regional rural banks, Regulatory Bodies, Insurance cos, NBFC's, Financial institution, Associations, Corporate, Consulting groups and other all key stakeholders etc.

President - Banking Relations, Mr. Thyagarajan Seshadri from EPS graced the talk session, "Solutions and innovations to increase global access to finance for communities in even the remotest locations". This session had speakers from PSU banks like SBI, Union Bank, BOI, BOB etc. The Casebook launch was inaugurated by dignitaries like AP Hota, Ashishkumar Chauhan (from BSE), Deepak Kesarkar (Hon'ble Minister of State, Finance, Planning, & Home Rural, Government of Maharashtra)



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ABHIYANTRIKI 2017

October 2017, Mumbai

EPS was honoured to be invited in Abhyantriki 2017, a two-day technical festival early this month, in Mumbai, organised by K.J. Somaiya College of Engineering. Mr. Thyagarajan Seshadri, President-Banking Relations, delegate invitee of the panel session spoke on "Cashless Society", or as stated by him, "Less-cash Society". The panel commenced with opening words by moderator, Mr. Charles Assisi, founding editor of Founding Fuel Publishing, and then taken forward by co-panellists, Mr. Vinay Kalantri (MD, The Mobile Wallet), Mr. Sameer Singh Jaini (CEO, The Digital Fifth), and Mr. Murad Nathani (Co-founder & CEO, Slonkit), who explained the meaning of a cashless society and its relevance in recent times, with its intricacies and details of the dynamic sector of mobile wallets. Topical issues like bitcoin risks, cashback opportunities, role of AI in social marketing etc were also discussed.

K.J. Somaiya College of Engineering is one of the top institutions in Mumbai and caters to more than 2500 students each day. Being granted Autonomous status from the academic year 2014-15, the college also enjoys the status of being graded 'A' by the National Assessment and Accreditation Council (NAAC).



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EPS NEWS & MEDIA COVERAGE

NCR Completes Sale of its MOF ATM Business to EPS

January 2017, Mumbai

NCR Corporation, a global leader in omni-channel solutions has announced completion of its sale of a significant portion of its assets and related customer contracts in respect of its outsourced ATM business in Kerala, Bihar, Jharkhand and Lakshadweep to Electronic Payment and Services Pvt. Ltd. (EPS), a leading payment system company headquartered in Mumbai. With this agreement, EPS will be reaching a new milestone by January 2018 to be managing more than 11,000 ATMs in India on behalf of leading banks.

"This deal is strategic to our growth strategy, as it reiterates EPS's continued commitment to offer reliable, robust payments services to its customers and reinforcing the relationship with its business partners and stakeholders," said chairman EPS, Mani Mamallan. "Not only is EPS the fastest growing, professionally managed Payments System Company, but also now in the league of the most valuable company," added Mamallan.



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Former NPCI MD joins EPS as independent director

January 2018, Mumbai

Former NPCI managing director and CEO A P Hota has joined Electronic Payment & Services Pvt Ltd as an independent director on its board. This was a unanimous verdict proposed by all the shareholders of the company. He will now be overlooking various focus areas at EPS, which requires effective leadership in relation to the Company's strategy, performance, and risk management as well as ensuring high standards of financial probity and corporate governance.

Earlier to this, Mr. Hota had remained as the Managing Director & CEO at National Payment Council of India(NPCI); prior to his long service with Reserve Bank of India(RBI) for an extensive tenure.

To this, EPS Founder, Mr. Mani Mamallan remarked "We are glad to welcome Mr. Hota and deeply value his knowledge and wisdom in the payments domain and look forward towards his valuable advises for the growth of EPS in the years to come. This is indeed a much-appreciated initiative to a more refined strategy building and added insights".

Mr. Hota added "It would be an opportunity to contribute to the growth of a start-up entrepreneurial payments company; though digital payment is growing; I'm of the firm belief that ATM's would contribute to be relevant for some more time in the financial services industry."



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EMPLOYEE WELFARE & ENGAGEMENT PROGRAMMES

This quarter witnessed an average employee turnover capped at 2.10, with a male and female staff being 85% and 14%, and it is fair to understand that the health of employee retention is benchmarked well. To keep workers who are already employed with your company on the job, we aim to create satisfied employees by responding to worker needs and making employee morale a prime concern, said Vidya Mani Mamallan, President – Human Resources. The HR policies were revamped with attendance mapping mechanism being reinstated, thereby strict adherence was ensured.

With "**People's Participation - Fun at Work Culture**" theme, there were several events organized for the employee well-being. Out of this, Diwali brought in oodles of brightness and happiness across It was celebrated with a lot of fervor and joy. The HR team personally distributed goodies to all, thereby repeating the personalized gesture of caring for the employees. December 2017 witnessed the advent of the second season of the memorable EPL-League. The participation and enthusiasm of the players and the audience was overwhelming. The Calendar year closed with Santa Claus ringing in the Christmas Bells and spreading smiles and happiness all around. There was also a CSR (Corporate Social Responsibility) campaign being held by EPS, where representatives from SUADHA NGO (Social Upliftment and Development for Health Action), a Mumbai based NGO, dedicated to holistic development of education, poor relief and healthcare facility, was invited to showcase their hand-made merchandises. This was well supported by EPS employees as a part of their Individual Social Responsibility Activity.



Our Business Portfolio

Delivering Results, Reliability and Dependability Through Secure, Efficient Solutions & Services



AUTOMATED TELLER MACHINE (ATM) OUTSOURCING SERVICES



ATM MANAGED SERVICES CENTRE



TRANSACTION PROCESSING SERVICES



CARD MANAGEMENT SERVICES



International Achievers Award



ATM Industry Champion
from India 2016



Best People Insight Employee
Engagement Company 2017



BENCHMARK

**Celebrating 10k+
ATMs Benchmark**



20 Influential Business
Leaders 2017



Enterprise IT World CIO Summit
& Awards 2017

On behalf of

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