

HITACHI
Inspire the Next



Hitachi Payment Services Pvt. Ltd.



21% IT



12% ENERGY



9% INDUSTRY



13% MOBILITY



24% SMART LIFE



8% CONSTRUCTION
MACHINERY



8% METALS



5% OTHERS

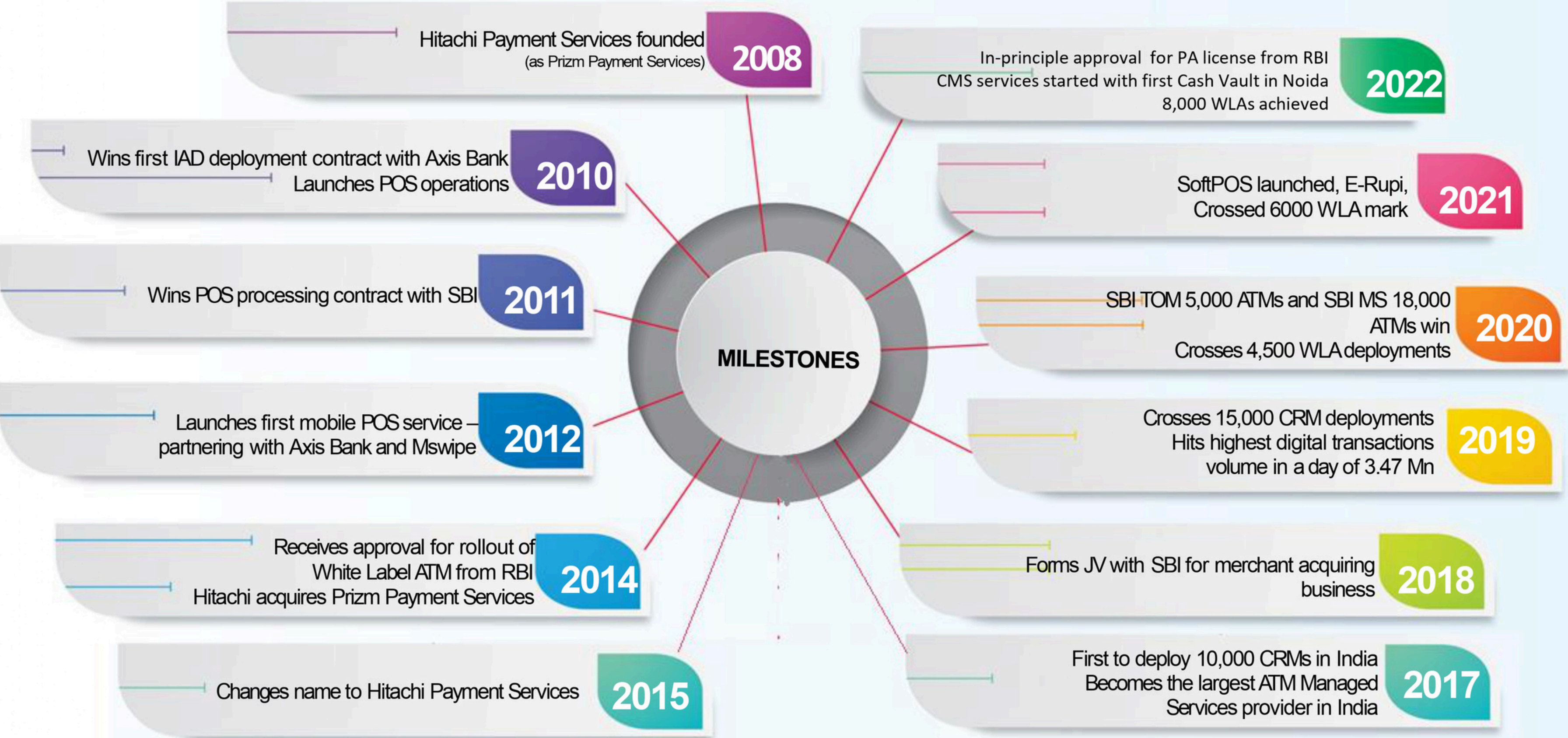
REVENUE
US \$ 91.3 Bn (2022-23)

Employee
3.61+ lakhs no. of Employee

No. of companies
865+ Companies



*Numbers as on April 23



WLA Business - Hitachi Money Spot ATM



HITACHI
Inspire the Next



10,000+
White Label ATMs
and growing



29 States &
6 Union Territories



2.3 Cr+
walk-ins

ATM Services
including
Cash Deposit
Facility*



Multiple
Setup Options



570
Districts



4300+
Towns



Majority of ATMs in
semi urban
& **rural** locations



Advertising
options
available



Licensed
and approved
by RBI





GURGAON

Managed Services Centre

MUMBAI

Corporate Office

Data Centre

Managed Services Centre

CHENNAI

Registered Office

DR for Data Centre



- ◆ Registered Office
- ★ Corporate Office
- ⬡ Regional Offices - 11
- Service Depot - 97

A unique opportunity for shop owners or those who have extra space in their shop for setting up Full Shop or Shop-in-Shop ATM and earning income based on revenue sharing model.



40+ Mobile
ATMs
deployed



Here’s all you need to arrange for Hitachi Money Spot ATM



1	Space for ATM Full Shop 7 ft wdt X 10 ft dpt Shop-in-Shop/Standalone	7 ft wdt X 10 ft dpt 5 ft wdt X 6.3 ft dpt
	Space for CRM Full Shop Shop-in-Shop/Standalone	8 ft wdt X 10 ft dpt 5.5 ft wdt X 6.5 ft dpt
2	Signage Space	7 ft wdt x 3 ft ht
3	Lollipop / Flange Signage*	2 ft wdt x 2 ft ht
4	Space for VSAT on the roof	6 ft x 6 ft
5	Single Phase Electricity Connection	Minimum 1KVA

* If space available for standalone ATM/CRM

Sr. No	Bank Name	Status
1	UBI	Live
2	Canara Bank (ISS)	Live
3	South Indian Bank	Live
4	Indian Bank	Live
5	Equitas Bank (ISS)	Live
6	The Pochempally coop bank	Live
7	The Kranthi co-op bank	Live
8	The Kalupur commercial bank	Live
9	The Ahmedabad mercantile co-op bank	Live
10	The Rajarajeswari co-op bank	Live
11	Sri Vasavamba co-op bank	Live
12	Kurla Nagrik sahakri bank	Live
13	WLA-Hitachi Payment (ACQ)	Live
14	TJSB Bank (ISS)	Live
15	The Varacha co-op Bank	Live



Franchisee Models

Transaction slab	Franchisee	
	Cash Txn	Non Cash Txn
1-700 Cash Transactions 1-150 Non Cash Transactions	0	0
701 – 1000 Cash Transactions 150 &above Non-Cash Transactions	12	2
1001 – 1500 Cash Transactions Same as Above	10	2
1501 & above Cash Transactions Same as Above	8	2

Initial Investment:

Rs. 2,10,000/-

Refundable Deposit:

Rs.1,50,000/-

Upfront Fee:

Rs. 60,000/-+18% GST

Note :

- Franchisee Incentive will be applicable for first 6 months as per the terms of Franchisee incentive plan (Refer Relevant Slide)
- Police Verification is mandatory for this model.
- There is no Closure/Relocation charges applicable for this model.**
- The first transaction slab will be minimum commitment from franchisee. HPY will recover minimum commitment amount Rs.11,900/- if ATM fails to achieve the first transaction Slab.
- This model has 2 months cooling period from the cash live date during which HPY will not recover minimum guarantee amount from franchisee
- This is Hitachi Funding model. Hitachi will provide Cash loading funds on daily basis and Franchisee need to load into ATM.
- Cash out penalties and other penalties will be applicable as per the agreement terms.

Avg Txn	Total Txn	Cash Txn	Non- Cash Txn	Total Payout (Rs.)	Monthly fixed fees (Rs.)	Monthly Net Payout (Rs.)	Initial Investment (Rs.)	Cash Loading Funds (Rs.)	Total Investment (Rs.)	Monthly Earning on Investment
50	1,500	1,200	300	6,300	-	6,300	2,10,000		2,10,000	3.0%
60	1,800	1,440	360	8,820	-	8,820	2,10,000		2,10,000	4.2%
70	2,100	1,680	420	11,340	-	11,340	2,10,000		2,10,000	5.4%
80	2,400	1,920	480	13,860	-	13,860	2,10,000		2,10,000	6.6%
90	2,700	2,160	540	16,380	-	16,380	2,10,000		2,10,000	7.8%
100	3,000	2,400	600	18,900	-	18,900	2,10,000		2,10,000	9.0%
110	3,300	2,640	660	20,940	-	20,940	2,10,000		2,10,000	10.0%
120	3,600	2,880	720	22,980	-	22,980	2,10,000		2,10,000	10.9%

** Cash and Non Cash ratio has been considered as 80% and 20%.

Transaction slab	Franchisee	
	Cash Txn	Non Cash Txn
1-700 Cash Transactions 1-150 Non Cash Transactions	0	0
701 – 1000 Cash Transactions 150 &above Non-Cash Transactions	11	2
1001 – 1500 Cash Transactions Same as Above	9	2
1501 & above Cash Transactions Same as Above	8	2

Initial Investment: Rs. 2,10,000/-		
Refundable Deposit: Rs.1,50,000/-		
Upfront Fee: Rs. 60,000/-+18% GST		
Deposits commission	Franchise	MF
Below Rs.10,000	10	3
Above Rs. 10,000	13	3

Note :

2. In Case of Relocation/model conversion to this model, there will not be any waiver of upfront fee.
3. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchisee incentive plan
4. Police Verification is mandatory for this model.
5. There is no Closure/Relocation charges applicable for this model.
6. The first transaction slab will be minimum commitment from franchisee. HPY will recover minimum commitment amount Rs.11,900/- if ATM fails to achieve the first transaction Slab.
7. This model has 2 months cooling period from the cash live date during which HPY will not recover minimum guarantee amount from franchisee
8. This is Hitachi Funding model. Hitachi will provide Cash loading funds on daily basis and Franchisee need to load into ATM.
9. Cash out penalties and other penalties will be applicable as per the agreement terms.

Avg Txn	Total Txn	Cash Txn	Non- Cash Txn	Total Payout (Rs.)	Monthly fixed fees (Rs.)	Monthly Net Payout (Rs.)	Initial Investment (Rs.)	Cash Loading Funds (Rs.)	Total Investment (Rs.)	Monthly Earning on Investment
50	1,500	1,200	300	6,781	-	6,781	2,10,000		2,10,000	3.2%
60	1,800	1,440	360	9,061	-	9,061	2,10,000		2,10,000	4.3%
70	2,100	1,680	420	11,341	-	11,341	2,10,000		2,10,000	5.4%
80	2,400	1,920	480	13,621	-	13,621	2,10,000		2,10,000	6.5%
90	2,700	2,160	540	15,901	-	15,901	2,10,000		2,10,000	7.6%
100	3,000	2,400	600	18,181	-	18,181	2,10,000		2,10,000	8.7%
110	3,300	2,640	660	20,221	-	20,221	2,10,000		2,10,000	9.6%
120	3,600	2,880	720	22,261	-	22,261	2,10,000		2,10,000	10.6%

** Cash and Non Cash ratio has been considered as 80% and 20%.

**Average 3 Deposit per day has been considered for payout calculation.

Guaranteed Franchisee Income for 6 months (For select models)

- ☐ Minimum earning for Franchisee from 3 to 6 months from deployment: Rs 5000/-
- ☐ Minimum per day transactions for Franchisee to be eligible: 30/day (sum of cash and non-cash)
- ☐ *For E.g. :- If monthly pay-out for Franchisee is Rs. 3000/-, then incentive of Rs. 2000/- will be added and net pay-out for Franchisee will be Rs. 5000/-*
- ☐ First two months post cash live(one month for pearl model) will be cooling period for franchisee and no minimum guarantee will be charged during this period.
- ☐ Incentive plan is only applicable for New Deployments. It will not apply to any model conversion.
- ☐ Models Eligible for Franchisee Incentive :
 - Peridot *Alfa*
 - Titanite *Alfa*
 - Sphene *Alfa*
 - Peridot *Alfa* CRM

Why partner with Hitachi Payment Services?



HITACHI
Inspire the Next



Part of Hitachi group

Strong expertise in developing and managing ATM channels

Attractive commercial models

Innovative & multiple business solutions

Operations support

Thank You

For Franchise contact us



Kerala

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9895683714 | 9446143714

Karnataka

7306186569 | 9778424541

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