

Official Partner



NEXSERV INDIA PRIVATE LIMITED



## HITACHI WLA BUSINESS PROPOSAL

 **Hitachi Payment Services**

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Web: [www.acenexus.in](http://www.acenexus.in)





40+ Mobile  
ATMs  
deployed







# ATM MODEL

# Jade - WLA Franchisee ATM Model



Cash Txn slab	Non-cash Txn slab	Franchisee				
		Upto 1501 cash txns	From 1501 cash txns	Non Cash Txn		
1-700	1-150	0	4	1		
701-1100	151-250	7	8	2		
1101-1500	251-350	8.5	9.5	2		
1500+	350+	0	10.5	2		

**Initial Investment:**  
Rs. 1,25,000/-

**Refundable Deposit:**  
Rs. 75,000/-

**Upfront Fee:**  
Rs. 50,000/- + 18%  
GST

**Fixed Fee:**  
Rs. 0 for lifetime  
(Agreement Age)

## Note :

1. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchise incentive plan (Refer relevant slide)
2. The first transaction slab will be minimum commitment from franchise. HPY will recover minimum commitment amount Rs.11,900/- if ATM fails to achieve the first transaction slab.
3. HPY will not recover minimum guarantee amount from franchise for first 2 month from date of cash live.
4. The cash loading fund of Rs.1,00,000/which will have to be paid while signing up. This will be enhanced as required based on the incremental dispense by the ATM.



# Amber ATM- WLA Franchisee ATM Model



Transaction slab	Franchisee			
	Cash Txn	Non Cash Txn		
1-630 Cash Transactions 1-150 Non Cash Transactions	0	0		
631 – 2000 Cash Transactions 150 & above Non-Cash Transactions	10	1		
2001 and above Cash Transactions Same as Above	10	1		

**Initial Investment:**  
Rs. 75,000/-

**Refundable Deposit:**  
Rs. 55,000/-

**Upfront Fee:**  
Rs. 20,000/- +18%  
GST

**Fixed Fee:**  
Rs. 0 for lifetime  
(Agreement Age)

## Note :

1. TIS will be done by Master Franchisee /Franchisee. Only Signage, Lollipop, Branding and DB will be under HPY Scope.
2. TIS has to be done as per HPY BOQ. If this is not done within 12 days of site approval, then HPY reserves the right to drop the site. Charges w.r.t. asset movement and other costs incurred by HPY will be debited to Master Franchisee /Franchisee.
3. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchise incentive plan (Refer relevant slide)
4. If site gets closed within 1 year, no SD will be refunded to Franchisee. If site get closed post one year 1 year and before 3 years then closure charge Rs.30,000+ GST will be applicable. No closure charge to Franchisee if site get closed after 3 years from cash live date and complete SD amount will be refunded.
5. The first transaction slab will be minimum commitment from franchisee. HPY will recover minimum commitment amount Rs.10,700/- if ATM fails to achieve the first transaction slab.
6. This model has 2 months cooling period from the cash live date during which HPY will not recover minimum guarantee amount from franchisee
7. The cash loading fund of Rs.1,00,000/-which will have to be paid by the franchisee while signing up. This will be enhanced as required, based on the incremental dispense by the ATM.



# Jasper - WLA Franchisee ATM Model



Transaction slab	Franchisee			
	Cash Txn	Non Cash Txn		
1-500 Cash Transactions 1-150 Non Cash Transactions	0	0		
501 and Above 150 & above Non-Cash Transactions	8.5	2		

**Initial Investment:**  
Rs. 1,25,000/-

**Refundable Deposit:**  
Rs. 75,000/-

**Upfront Fee:**  
Rs. 50,000/- +18%  
GST

**Fixed Fee:**  
Rs. 0 for lifetime  
(Agreement Age)

## Note :

1. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchise incentive plan (Refer relevant slide)
2. The first transaction slab will be minimum commitment from franchise. HPY will recover minimum commitment amount Rs.8,500/- if ATM fails to achieve the first transaction slab.
3. HPY will not recover minimum guarantee amount from franchise for first 2 months from date of cash live.
4. The cash loading fund of Rs.1,00,000/which will have to be paid while signing up. This will be enhanced as required based on the incremental dispense by the ATM.

# New Beryl - WLA Franchisee ATM Model



Transaction slab	Franchisee			
	Cash Txn	Non Cash Txn		
1-800 Cash Transactions 1-150 Non Cash Transactions	0	0		
801 – 1500 Cash Transactions 150 & above Non-Cash Transactions	11	2		
1501 – 2000 Cash Transactions Same as Above	12	2		
2001 and above Cash Transactions Same as Above	13	2		

**Initial Investment:**  
Rs. 1,25,000/-

**Refundable Deposit:**  
Rs. 75,000/-

**Upfront Fee:**  
Rs. 50,000/- + 18%  
GST

**Fixed Fee:**  
Rs. 0 for lifetime  
(Agreement Age)

## Note :

1. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchise incentive plan (Refer relevant slide)
2. The first transaction slab will be minimum commitment from franchise. HPY will recover minimum commitment amount Rs.14,000/- if ATM fails to achieve the first transaction slab.
3. HPY will not recover minimum guarantee amount from franchise for first 2 months from date of cash live.
4. The cash loading fund of Rs.1,00,000/which will have to be paid while signing up. This will be enhanced as required based on the incremental dispense by the ATM.





# CDM/CRM MODEL



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



# Pearl - WLA CRM Model with Deposit facility



Cash Txn slab	Non-cash Txn slab	Franchisee				
		Upto 2001 cash txns	From 2001 cash txns	Non Cash Txn		
1-700	1-150	0	4	1		
701-1400	151-250	7	8	1		
1401-2000	251-350	8.5	9.5	2		
2001+	350+	0	10.5	2		

**Initial Investment:**  
Rs. 1,50,000/-

**Refundable Deposit:**  
Rs. 1,00,000/-

**Upfront Fee:**  
Rs. 50,000/- +18% GST

**Fixed Fee:**  
Rs. 0 for lifetime  
(Agreement Age)

Deposits commission for Franchise & MF	Franchise	
Below Rs.10,000	13	
Above Rs. 10,000	18	

## Note :

1. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchise incentive plan (Refer relevant slide)
2. The first transaction slab will be minimum commitment from Franchise i.e. HPY will recover minimum commitment of Rs 11,900/- if Franchisee fails to achieve first transactions slab
3. Cooling period of 1 month from the date of cash live will be provided i.e. HPY will not recover minimum guarantee for 1 month from date of cash live
4. If site gets closed within one year of cash live, closure charges will be Rs 1,00,000/-.



# Amber CRM- WLA Franchisee CRM Model



Transaction slab	Franchisee				Initial Investment: Rs. 1,00,000/-											
	Cash Txn	Non Cash Txn			Refundable Deposit: Rs.80,000/-											
1-750 Cash Transactions 1-150 Non Cash Transactions	0	0			Upfront Fee: Rs. 20,000/- +18% GST											
751 – 2000 Cash Transactions 150 & above Non-Cash Transactions	10	1			Fixed Fee: Rs. 0 for lifetime (Agreement Age)											
2001 and above Cash Transactions Same as Above	10	1			<table><tr><th>Deposits commission for Franchise &amp; MF</th><th>Franchise</th><th>MF</th></tr><tr><td>Below Rs.10,000</td><td>13</td><td>3</td></tr><tr><td>Above Rs. 10,000</td><td>18</td><td>5</td></tr></table>			Deposits commission for Franchise & MF	Franchise	MF	Below Rs.10,000	13	3	Above Rs. 10,000	18	5
Deposits commission for Franchise & MF	Franchise	MF														
Below Rs.10,000	13	3														
Above Rs. 10,000	18	5														

## Note :

1. TIS will be done by Master Franchisee /Franchisee. Only Signage, Lollipop, Branding and DB will be under HPY Scope.
2. TIS has to be done as per HPY BOQ. If this is not done within 12 days of site approval, then HPY reserves the right to drop the site. Charges w.r.t. asset movement and other costs incurred by HPY will be debited to Master Franchisee /Franchisee.
3. Franchisee Incentive will be applicable for first 6 months as per the terms of Franchise incentive plan (Refer relevant slide)
4. If site gets closed within 1 year, no SD will be refunded to Franchisee. If site get closed post one year 1 year and before 3 years then closure charge Rs.30,000+ GST will be applicable. No closure charge to Franchisee if site get closed after 3 years from cash live date and complete SD amount will be refunded.
5. The first transaction slab will be minimum commitment from franchisee. HPY will recover minimum commitment amount Rs.12,750/- if ATM fails to achieve the first transaction slab.
6. This model has 2 months cooling period from the cash live date during which HPY will not recover minimum guarantee amount from franchisee
7. The cash loading fund of Rs.1,00,000/-which will have to be paid by the franchisee while signing up. This will be enhanced as required, based on the incremental dispense by the CRM.



# Why partner with Hitachi Payment Services?



**Part of Hitachi group**

**Strong expertise in developing and managing ATM channels**

**Attractive commercial models**

**Innovative & multiple business solutions**

**Operations support**





#### ADMINISTRATIVE OFFICE:

NEXUS GROUP OF COMPANIES  
KC BUILDING, OPP: MINI CIVIL STATION  
THAMARASSERY, CALICUT  
KERALA 673573

#### Branch Office

NEXUS GROUP OF COMPANIES  
4TH FLOOR, VERTEX ONE  
GATEWAY BUILDING, MG ROAD  
BALLALBAGH, MANGALURU  
KARNATAKA 575003

#### CONTACT US FOR FRANCHISE

K e r a l a :

9 9 9 5 3 1 3 7 1 4 , 9 4 4 6 1 4 3 7 1 4  
8 0 7 8 3 1 4 8 8 3 , 9 7 7 8 4 2 4 5 4 4  
9 8 9 5 6 8 3 7 1 4 , 8 8 4 8 0 4 3 3 2 5

K a r n a t a k a :

7 3 0 6 1 8 6 5 6 9 , 9 7 7 8 4 2 4 5 4 1



#### Bank Details:

Name: NEXSERV INDIA PRIVATE LIMITED  
ICICI BANK : 267205001326  
IFSC CODE: ICIC0002672



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