

October 25, 2019

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Company Code No.: 539807	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Company Symbol: INFIBEAM
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Dear Sir/ Madam,

Sub: Investors Presentation on Unaudited Financial Results for the quarter and half year ended on September 30, 2019

In compliance of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation on Unaudited Financial Results for the quarter and half year ended on September 30, 2019.

The same has been displayed on the website of the Company.

Please take the same on records and acknowledge the receipt.

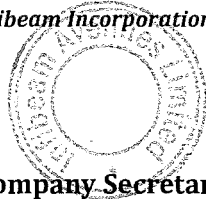
Thanking you,

Yours faithfully,

For Infibeam Avenues Limited
(Formerly known as Infibeam Incorporation Limited)



Shyamal Trivedi
Vice President & Company Secretary



Encl: As Above

INFIBEAM AVENUES LIMITED

(Formerly known as Infibeam Incorporation Limited)

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ADDING VALUE
MULTIPLYING GROWTH



Payments | Infrastructure | Platforms

2Q FY20 – Earnings

25 – October – 2019

Disclaimer

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Agenda

1 Business & Industry Overview

2 Financial Performance

3 Outlook

4 Awards and Recognition

BUSINESS OVERVIEW & REVIEW

Payments | Infrastructure | Platforms

Strengthening the core

Expansion of digital payments business

- Expanding portfolio offerings
- Successfully growing in UAE
- Launched in Saudi Arabia
- Planning more international launches

Focused customer segment and international expansion of e-commerce technology platform

- Large enterprises and governments
- Expand international clients base
- Strategic alliances to expand in Arab League countries

Divesting and demerging non-core businesses

- Divesting E-commerce marketplace and SME e-commerce platform businesses
- Demerged companies can independently pursue growth strategies allowing IAL management to focus on core
- Proposed demerger will create wealth for the shareholder



Bill Avenue®

Res Avenue®

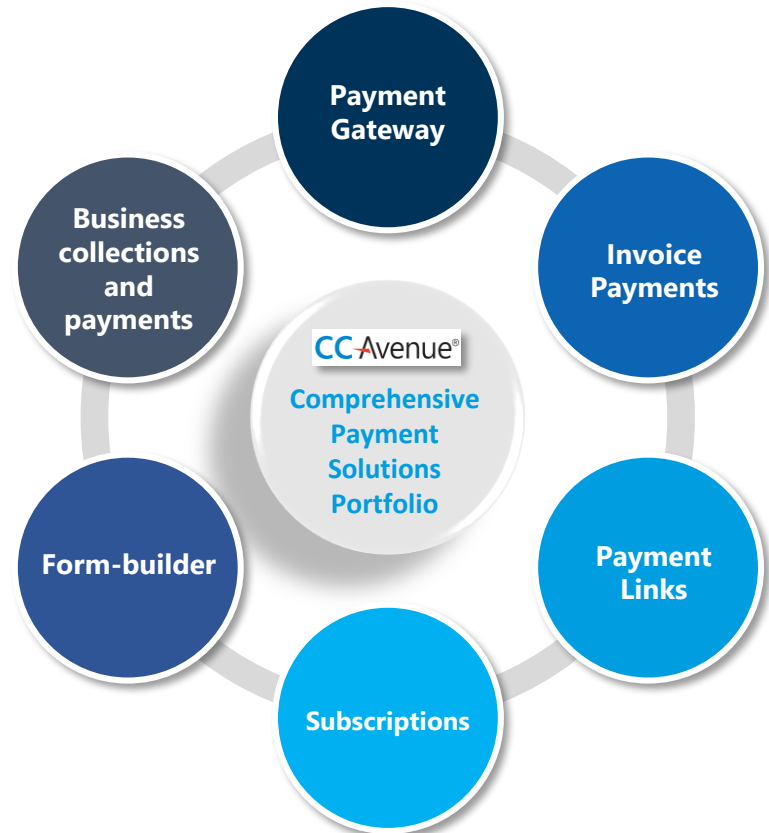





Industry dynamics

- ❑ Globally, the digital payments market size is expected to touch US\$ 10.07 trillion by 2026 *
- ❑ Digital payment volumes in India are projected to grow at over 20% each year between 2019-2023, ahead of China and United States *
- ❑ RBI expects number of digital transactions to increase >4x from 20.69 billion in Dec '18 to 87.07 billion in Dec '21
- ❑ Online payment processing market size is estimated at US\$ 70-75 billion in FY19 (of top five players based on data available from various media sources). Projected to grow to US\$ 100 billion by FY21
- ❑ Majority of the new PE-funded companies in digital payments continue to accumulate huge losses for customer and merchant acquisition and to preserve/gain market segment share
- ❑ Loss making new PE-funded companies accessing merchant's credit information to offer small value loans to SME merchants to make good losses in PG business; RBI asked banks and NBFCs to stop providing unregulated entities access to consumer information held by credit bureaus

Comprehensive Online Payment Solution

CCAvenue, Infibeam Avenues' payments brand, is one of the oldest online payment gateway in India, offering payment solutions to businesses in India, UAE and Saudi Arabia

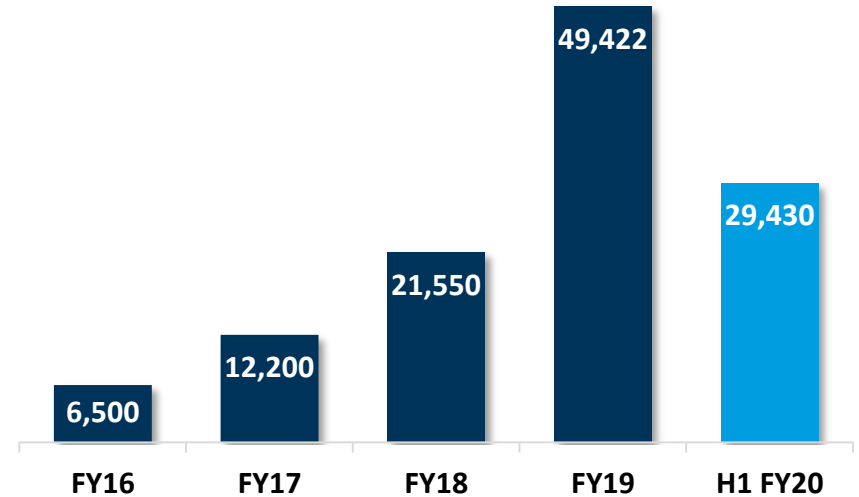


	<p>70% of India's web merchants use our PG</p>	<p>240+ Payment Options</p>	<p>> 125 mn Successful Annual Transactions</p>
	<p>27 Currencies supported for payment</p>	<p>18 International and Domestic Languages</p>	<p>approx. ₹ 1.6 bn Daily successful payments processed</p>
	<p>2nd In UAE</p>	<p>>50% growth in payments processed, YoY</p>	

Update

- ❑ CCAvenue voted and honoured with Superbrands 2019 award
- ❑ Q2 transactions processed up 12% YoY, to INR 145.6 bn
- ❑ Avg daily payments processed value: INR 1.6 bn
- ❑ Clients added across education, government, insurance, retail, travel, etc. Focus on education sector
- ❑ Collaborated with Saudi Arabia's Riyad Bank to launch operations in Saudi Arabia
- ❑ Planning more international launches this year

Successful Payments Processed (₹ crore)



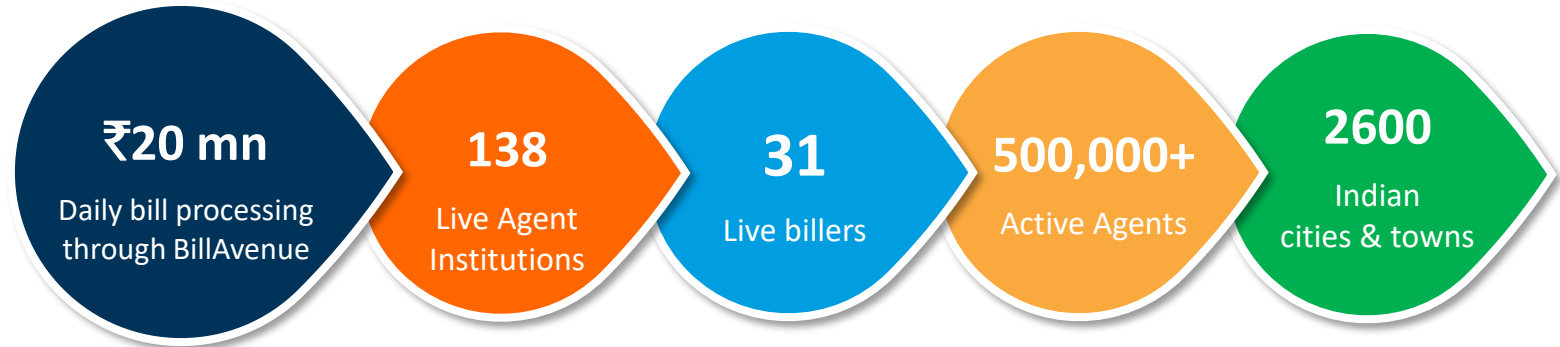
FY 2019 onwards payments processed includes India & UAE



Interoperable bill payment solution built on BBPS infrastructure

Significant opportunity to tap offline market, increasing the total addressable market size to entire Indian population

- RBI announced, BBPS is expanding the number of channels through which bills can be paid as also the number of biller categories plugged into the system.
 - Insurance & Education are big sectors being added
- BBPS will soon add nearly two million agents across India to further expand bill payments network.
- NPCI plans enrolling agent institutions – money transfer agents, business correspondents, common service centers and cooperative banks – and plug them into the central unit and provide assisted payment to those who are not tech savvy or do not have access to e-platforms.



Transaction based revenue model

Fragmented market and digital adoption driving strong growth

- ResAvenue is an integrated platform & payment solution for hotel industry
- offers a complete Central Reservation System (CRS) for hotel reservation and hotel inventory distribution across various online sales channels, integrated with our digital payment solutions
- is a SaaS-based solution, offering fully hosted booking engine which integrates into a hotel's branded website seamlessly
- The electronic distribution platform ensures distribution of rates and inventory on major OTAs and third-party distribution channels, all managed through a single window
- has multilingual capabilities to serve multi-lingual Indian and international customers of the hotel
- Hoteliers can collect real-time payments through ResAvenue's booking engine, hosted IVR and via email/SMS invoices
- Target segment includes 'three star' and above hoteliers and certain hotel chains, in India and the UAE

1000+
Hotels

Integrated
with major
OTAs

c.2500+
room nights
booked
everyday

Subscription + Transaction based revenue model

High Growth Opportunities in Digital Payments – H1 updates

Avenues Payments

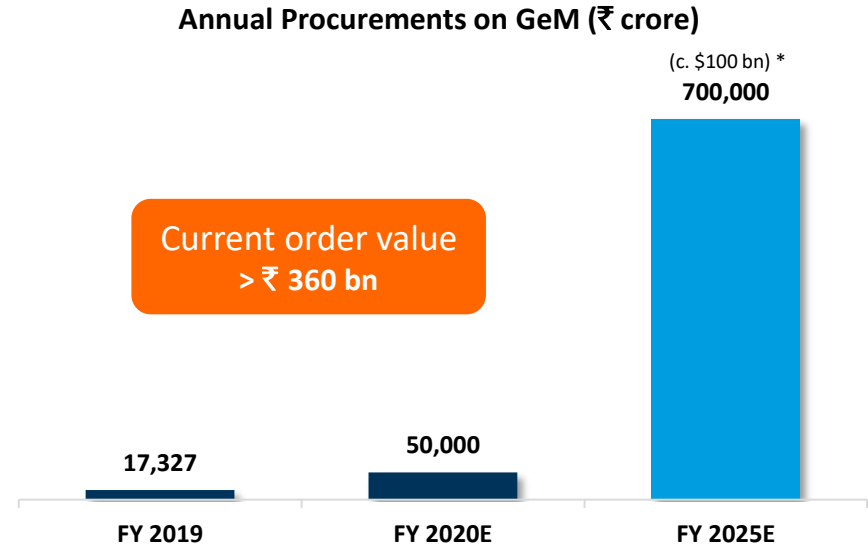
- Revenue on track to double in FY20
- US\$2 bn remittance flow in 1H
- 12 financial institutions on-board
- Geographic expansion; planning to cover 50 countries by end FY20
- Expanding product portfolio
- Building an integrated platform with Ripple blockchain

Go Payments

- 7000+ agents on-board from 2500 in Mar'19
- Monthly GTV increased 3x in the month of Jun'19 compared to the month of Mar'19
- Targeting GTV of over ₹35 bn (\$500 mn) by the end of FY20 through existing and new revenue streams
 - expansion of agent network
 - cash collection
 - insurance
 - offering BBPS services
 - large scale bank led projects
 - partnerships with corporates

GeM to become like Amazon and Flipkart to sell Indian products

- ❑ Commerce and Industry minister Piyush Goyal plans GeM portal to be opened up for private businesses and private sector
- ❑ He mentioned, GeM can become India's own e-commerce portal on the lines of Amazon and Flipkart which can sell products that are made in India, heritage and traditional products, and products from the co-operative sector
- ❑ The GeM portal can also become an outlet in the country and abroad for swadeshi goods from India
- ❑ To support MSMEs to get easy credit and improve business with the government GeM is working with other banks, Trade Receivable Discounting System (TReDS), and SIDBI to offer bill discounting and financing of working capital



Source: www.gem.gov.in

* Assumed \$ 1 = ₹ 70

Q2 update

- Data Center is ready to provide Infrastructure as a Service “IaaS” and Blockchain Platform

- Launching Virtual Machines on Intel and Mainframe and Containers on-demand on Mainframe; first time ever on LinuxONE

- Migrating captive workload to own data center which is expected to be completed by end of this financial year

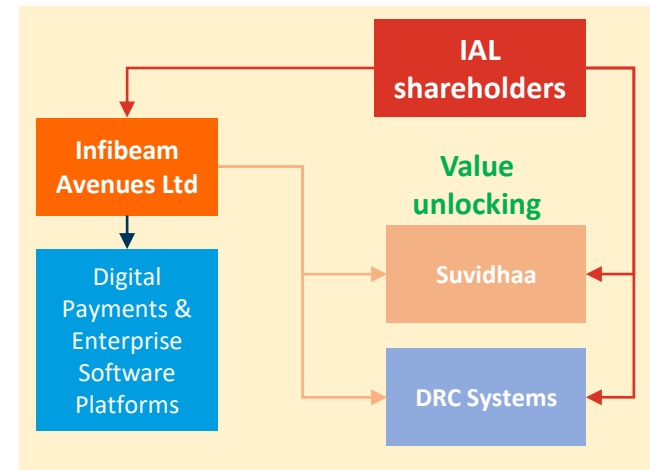
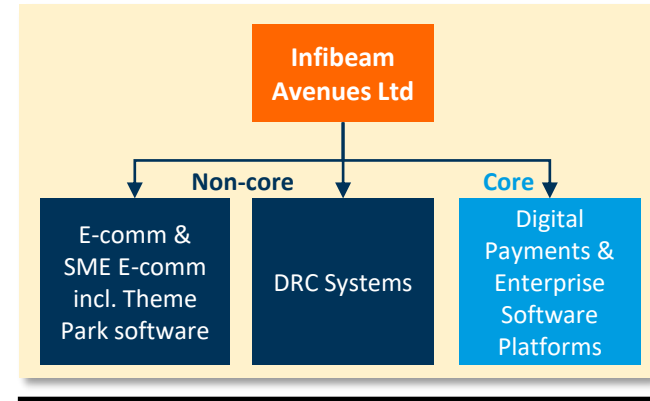
Demerger & Listing – Unlocking additional value for the shareholders

○ Potential demerger and vesting of E-Commerce Business and SME E-Commerce Services undertaking (“E-Commerce businesses”) to Suidhaa Infoserve (Suidhaa)

- In FY19 Suidhaa bought 6.41% of IAL’s E-Commerce businesses with control, NSI Infinium Global Pvt Ltd (NSI), housed in IAL’s 100% subsidiary, for a cash consideration of approximately Rs. 320 mn at a valuation of Rs. 5 bn
- On 12 Sept. 2019, IAL Board approved to demerge NSI, to merge it with Suidhaa and receive shares for further stake sale in NSI to Suidhaa
- IAL shareholders will receive 197 shares in Suidhaa Infoserve for every 1500 shares held
- **IAL shareholders will hold 42.48% stake in Suidhaa**
- **IAL, through one of its subsidiary will hold 4.97% stake in Suidhaa**

○ Potential demerger and vesting of Theme Park & Event Software business of IAL to DRC Systems (DRC)

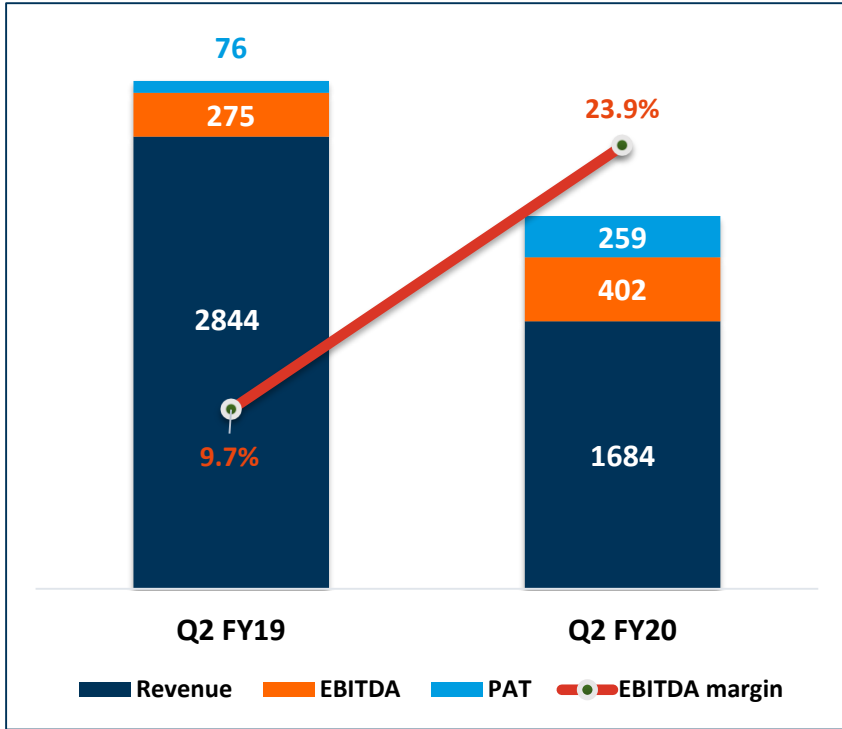
- IAL’s e-commerce software platform technology specifically catering to Theme Parks and for Events will be demerged and merged into DRC, a niche IT solutions company
- IAL shareholders to receive 1 share in DRC Systems for every 412 shares held
- **IAL shareholders will hold 41.71% in DRC**
- **IAL will hold 29.73% in DRC**



FINANCIAL PERFORMANCE

Strong financial performance

Consistently strong financial performance by the company; improving shareholder value



* Revenue decrease in Q2 FY20 vs Q2 FY19 due to divestment of non-core business. Comparable revenue of core business increased 12% YoY. EBITDA including other income & share in P/(L) of associates

BUSINESS OUTLOOK

Strong & Positive

- **We expect the growth momentum to continue in FY 2020 on account of** continuous growth of digital payments in India, and growth in our International markets

We expect to;

- Digital Payments
 - grow merchant base, grow payments processed to over ₹700 billion (c.US\$ 10 bn) in FY 2020 and continue to grow this business at high double digit to three digit growth rates
 - pursue expansion of Digital Payments business in the Middle East and
 - explore other high growth markets
- Government e-Marketplace
 - procurements in FY20 to grow by c.50% over FY19 to ₹260 billion
- Bill Payments platform (BillAvenue)
 - process bills worth ₹25 million daily by the end of FY20
- Hospitality platform (ResAvenue)
 - add 1000 hotels in FY20 on the hospitality platform, doubling from 1000 currently
- Cross-sell Web Services and Infrastructure business to existing merchants to increase wallet share and ensure stickiness

BUILD

Sustainable
long term
business

GENERATE

Positive free
cash flow

CREATE

Value for all
stakeholders

Awards and Recognition

Awards and Recognition

Ranked 418 in FT1000 High Growth Companies Asia-Pac 2018

Financial Times and Statista Awards 2018

CCAvenue recognized as Superbrand 2019

(industry and consumer verified)

Superbrands India

Payments Entrepreneur of the Year (to Mr. Vishwas Patel)

7th Payments & Cards Summit 2019 by KamiKaze

Best Digital Payments company

A BFSI Awards 2019 by Governance Now

Best eCommerce Payment Innovation

E-Retail Awards 2019 by Franchise India

Best Digital Payment Facilitator

Reach Acceptance Awards 2019 by Mastercard

Most Innovative Online Payment Service Provider

Global Business Outlook

Best Digital Payment Facilitator

The Drivers of Digital Summit 2018 by Inkspell

Risk Management Team of the Year

ERM World Awards 2019 by Transformance Forums

Best Marketing Technology Combination

Martech Leadership Awards 2019 by KamiKaze & Zendesk

Best Online Payments Facilitator

UAE Business Awards 2019 by MEA



Thank You

Investor Relations

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