



Q2 FY24

(Jul '23 – Sep '23)

Earnings Presentation

2 November 2023

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EARNINGS PRESENTATION

FINANCIAL PERFORMANCE AND OUTLOOK

- First Listed Fintech in India

2Q FY24 Performance At A Glance

Profitable growth and healthy returns



| | | | |
|---|--|---|--|
| Business Performance (% change YoY) | 10+ mn No. of merchants | INR 1.8 tn + 79% TPV ¹ | 9.3 bps + 25% Payments NTR |
| Financial Performance (INR million) | 7,899 + 66% Gross Revenue | 678 + 70% EBITDA ³ | 383 + 191% PAT ³ |
| Margin Profile | INR 1,108 mn + 41% YoY Net Revenue ² | 61% ⁴ EBITDA margin ³ | 35% ⁴ PAT margin ³ |

Quarterly Performance Snapshot

- Highest ever quarterly Gross Revenue, Net Revenue and Profits
- Gross revenue, at INR 7,899 mn, a tad shy of \$100 million in a single quarter
- Net Revenue crosses INR 1 billion for the first time in a quarter
- Strong growth in operating profits and margins continue as company focuses on improving payment take rates
- Payment net take rate 9.3 bps; inching closer towards targeted double digit take rate by the end of FY24
- Avg. daily merchant additions continue to be strong in payments; further tie ups with banks for acquiring continues strong in India + International markets
- Cash and cash equivalents touch INR 4.2 billion; highest ever

¹ Total TPV from; CCAvenue (India + International incl. non-MDR payment options) + BillAvenue (Bill Payments) + Go Payments + GeM GMV

² Net Revenue = Gross Revenue - Operating Expenses (Optg exp = Payment processing charges and direct expenses related to Platforms business)

³ Adjusted or excluding the impact from MTM gain / (loss) (MTM gain/loss is on account of movement of share price of a publicly listed subsidiary 'DRC Systems')

⁴ Margins are calculated as a percentage of Net Revenue

Q2'24 Strategic Business Updates



- Company forays into offline payments in UAE by offering QR code for payments at merchant outlets;
 - onboarded multiple merchants recently including renowned establishments in Dubai like Prime Association Management, a renowned homeowners' association, and the esteemed Jaffer Bhai's The Biryani King of Bombay, which operates in Dubai.
 - this is to be followed by the launch of TapPay (mobile SoftPoS) in UAE before the end of FY24
- Monthly payments TPV in UAE grossed AED 1 bn, achieving a historic milestone (currently TPV consistently >AED 1 bn)
 - Since 2015, company has processed 23.5 mn transactions worth over AED 24.5 bn
- Vybe Ventures, owned by Mr. Vishwas Patel (JMD at Infibeam Avenues Ltd.) & his family, in October 2023, converted all the warrants to equity, totaling 95 mn shares.
- Company made capex of INR 1.2 billion in 1H FY24 in international markets, towards its country-in-a-box strategy. Investments were largely towards data localization, security & IP rights funded from internal accruals.
- Company aspires to emerge as a key player in the AI-based fraud detection and prevention market. It has made an investment of INR 1 bn by creating a new AI Hub, as an extension to its GIFT City hub. Funded through internal accruals.

Deconstructing Company's Payments Gross and Net Take Rate

Unit economics improving due to growing business from Covid impacted sectors and strategic initiatives



| TPV and Take Rate (TPV in INR billion; Revenue in INR million) | Q2 FY24 | Q2 FY23 | YoY chg. (%) | FY23 |
|--|------------------|-----------------|--------------|-----------------|
| Total Transaction Processing Value or TPV (A + B) INR billion | 1,785 | 1,000 | 79% | 4,447 |
| A- Payments TPV (CCAvenue India including UPI + CCAvenue International + BillAvenue + Go Payments) INR billion | 769 | 602 | 28% | 2,433 |
| B- Platforms TPV (GeM GMV) INR billion | 1,016 | 398 | 155% | 2,014 |
| TPV used for calculation of Payments take rate ¹ INR billion | 658 | 528 | 25% | 2,135 |
| Payments Gross Revenue (GR) INR million | 7,384 | 4,343 | 70% | 17,927 |
| Payments Gross Take Rate (GTR) | 112.3 bps | 82.3 bps | 36% | 84.0 bps |
| Payments Net Revenue (NR) INR million | 611 | 393 | 55% | 1,746 |
| Payments Net Take Rate (GTR) | 9.3 bps | 7.5 bps | 25% | 8.2 bps |

¹ excluding TPV from UPI (zero-MDR) and BillAvenue (fixed fee on number of bills and not on value of bills)

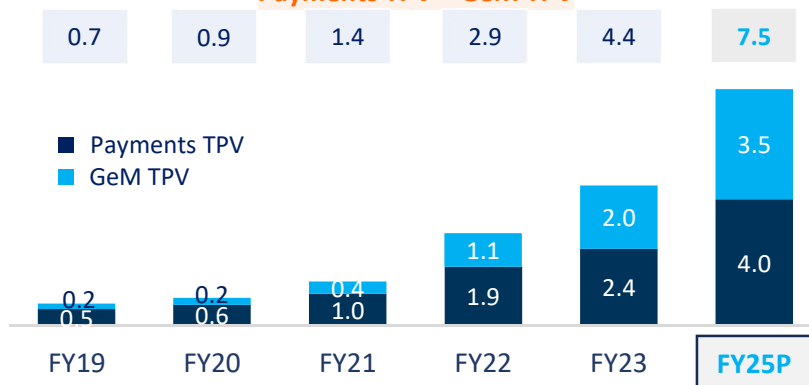
Company's Revenue Model

Growth focused revenue model (Mix of transaction-based and annuity)



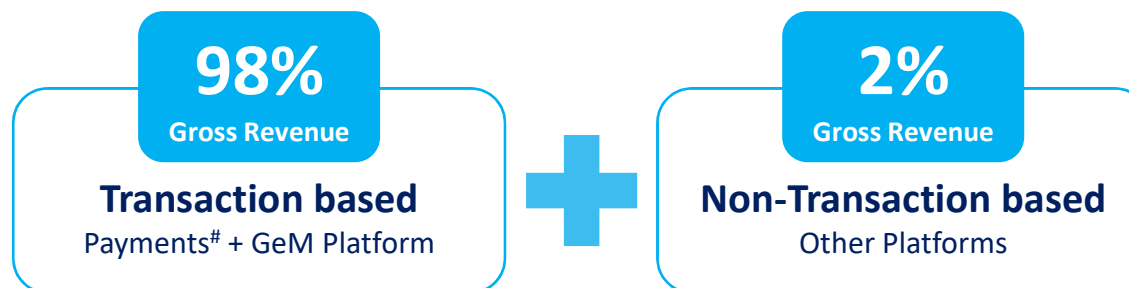
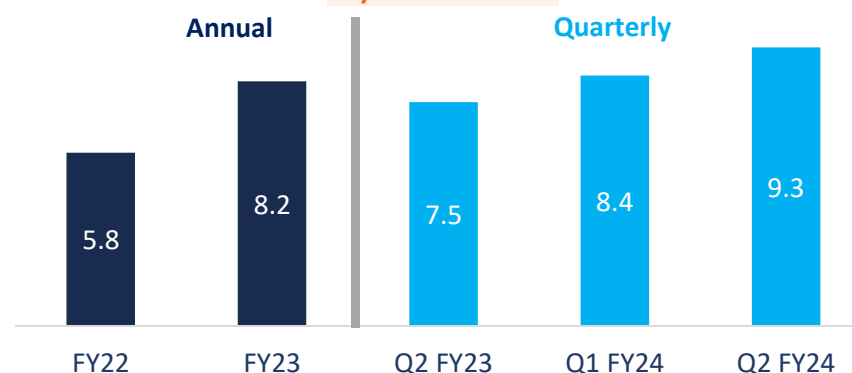
Total Transaction Processing Value (INR trillion) *

Payments TPV + GeM TPV



Net Take Rate-NTR (Net earnings per transaction in bps)

Payments business



* Includes TPV from Non-MDR based (chargeable) payment options

Includes Gross Revenue from CCAvenue (India + International) + BillAvenue + ResAvenue + Go Payments

Targeting double digit NTR for Payments business by the end of FY24

Guidance FY24

Well-poised for Growth



Gross Revenue

INR 30,000-33,000 million

(up 53%-68% YoY)

Net Revenue

INR 4,100-4,150 million

(up 25%-26% YoY)

EBITDA ¹

INR 2,300-2,350 million

(up 28%-31% YoY)

PAT ¹

INR 1,300-1,500 million

(up 37%-59% YoY)

¹ excluding any one-time and mark-to-market gain/loss (comparable FY23 Consolidated PAT, INR 946 million)
USD 1 = INR 82

Short-Medium Term Key Focus Areas

Well-poised for growth



increase the 'net take rate' in the Payments business to double digits from end of FY24 onwards



increase 'International' footprint (Saudi Arabia, Australia, USA, etc.)

- Partner with banks and card networks on specific programs having low acquiring cost
- Add more low cost acquiring banks
- Increase international contribution where the net take rates are already in double digits
- Increase lending to merchant base including increasing express settlement volumes and through other moats
- Increase offline presence, through TapPay, which will potentially have a minimum double digit take rate

- Commercially start KSA in 2H FY24 upon receiving data localisation compliance certification from the regulator
- Launch CCAvenue TapPay in UAE and Saudi initially
- Launch payments in other GCC markets in FY25
- Start payments in Australia and USA in FY25
- Target to launch in South East Asia in FY25
- Explore other international markets in FY25 and launch

1 includes TPV from non-MDR (non-chargeable) payment options
USD 1 = INR 82

CORPORATE PRESENTATION

COMPANY OVERVIEW & INDUSTRY OUTLOOK

- First Listed Fintech in India



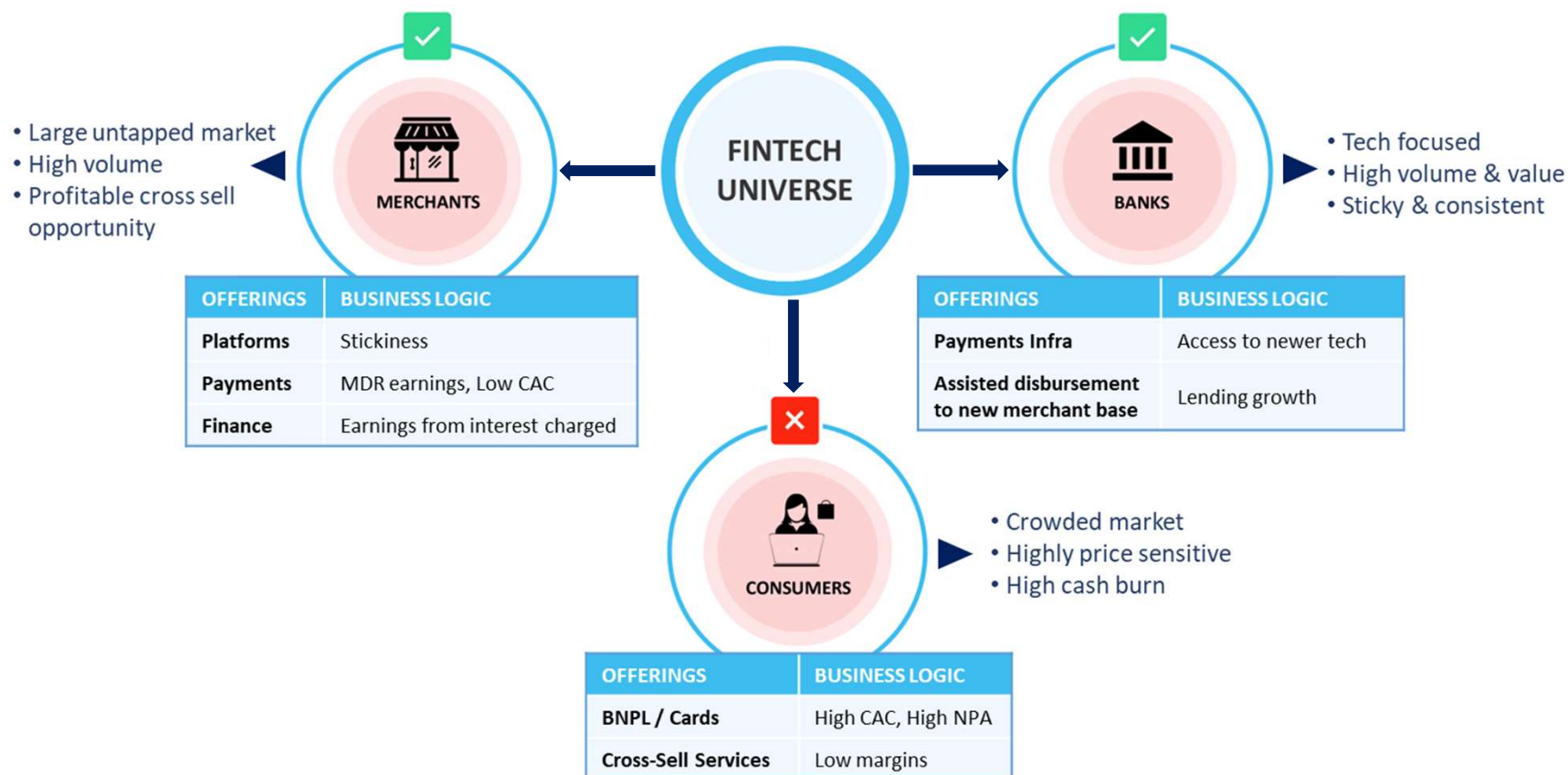
About Infibeam Avenues

[Click to watch video](#)

A Payment Infrastructure and eCommerce Software Platforms Company

The Fintech Universe and Business Models

Company targets '**merchants and banks**' for scalable and sustainable growth



Company is focused on low-cost, stable, scalable and sustainable business from Merchants and Banks ¹²

Infibeam Avenues Limited



A powerful combination of payment infrastructure and ecommerce software platforms (refer [slide 26](#) for corporate video)

Strategic And Competitive Advantages

Invested across entire payments ecosystem
(Acquiring + Issuance + Network + Remittance)¹

Omnichannel ² offerings
(digital payments + software platforms)

Payment Aggregator license ³ +
BBPOU (bill payment) license ⁴
(Awaiting retail payment network license)

Banks' payment infrastructure partner
(India and Intl. markets) ⁵

200+ payment options with a profitable mix incl. for offline
(Highest in India)

Best-in-class products and high service SLA deliveries

Capability to build services and micro-services architecture

Enterprise software framework deployed across clients and geographies with proven track record to manage scale

¹ Acquiring (thru CCAvenue), Issuance (thru majority owned subsidiary Go Pay), Network (thru majority owned subsidiary SoHum Bharat), Remittance (Domestic thru Go Pay and Intl. thru Fable Fintech)

² Online + Offline for both Digital Payments and Software Platforms

³ in-principle approval received from RBI

⁴ Received perpetual license from RBI

⁵ Top private sector banks in India: HDFC, ICICI, Kotak, Axis (recent), JPMC India, Yes Bank (thru Go Pay); UAE - Mashreq Bank; top 3 Oman banks: Bank Muscat, Bank Dhofar & Sohar Intl. (recent)

Infibeam Avenues

Leading the industry with many firsts



- In 2001, launched **India's first online retail payment gateway**, CCAvenue
- In 2002, was the first to offer **Net Banking** as a payment option
- In 2003, was the first to offer **Invoice Payments**
- In 2004, was the first to **go live with Verified by VISA and MasterCard SecureCode**
- In 2007, became first Indian PA to achieve **PCI-DSS compliance** and the first to become a **MasterCard Member Service Provider**
- In 2008, was the first to be **certified by American Express** for global currency processing
- In 2010, launched **India's first ecommerce technology platform** for enterprise for large-scale eCommerce implementations
- In 2013, the first **RuPay debit card** transaction was processed through CCAvenue
- In 2014, was the first to offer **Social Network In-stream Payments** for social media platforms
- In 2015, incubated **Fable Fintech** in our office offering cross-border payments platform to 9 of the top 10 private banks in India across 150+ international corridors
- In 2016, first fintech to get **listed**
- In 2017, was the first **RBI licensed Bharat Bill Pay operating Unit (BBPOU)** to onboard billers and agents across India
- In 2018, launched **B2B payments** for corporates offering Vendor Management, Collections and Payouts
- In 2022, launched among the world's **most advanced omni-channel payments app**, featuring **India's first pin-on-glass Soft PoS solution** – CCAvenue TapPay
- In 2023, became India's first online payment player to process **CBDC (eRupee)** transactions for online retail payments

Building a long-term scalable and sustainable business

Company's long-term plans to create superior shareholder value



Building a sustainable business model

- Focus on profitable revenue growth
- Processing profitable transactions
- Increasing net take rate through cross-sell and up-sell
- Building high margin business around core payments

Leading thru industry first world-class technology solutions

- Building vertical-based solutions (hospitality, bill payments, auto insurance, B2B, infra., etc) for deeper merchant penetration and sticky relationship
- Launched no/low-cost omnichannel app-based payment acceptance solution allowing merchants to accept credit card transactions including those above RBI's INR 5000 limit
- First to process Digital Rupee for online retail payments. Ready to go live with more banks
- Offering bank-grade payments infrastructure globally

Building synergistic business across portfolio

- Creating synergies across payments businesses
- Generating cross-sell and up-sell opportunities
- Comprehensive merchant solutions under one roof (payments, software platforms & finance)

94%

Gross Revenue
contribution

COMPANY OVERVIEW

Payments Business

- First Listed Fintech in India

CCAvenue Online Payment Solution

India's first online retail payment aggregator



Payment Information

Credit Card >

Debit Cards

Net Banking

Cash Card

Paytm (Wallet)

Wallet

UPI

Checkout

NEFT / RTGS

BHARAT QR

Digital Rupee e₹

Pay Later

We Accept :

Card Number

Expiry Date Month Year CVV

☐ I have read and understood the [terms & conditions](#) and agree to it.

I agree with the [Privacy Policy](#) by proceeding with this payment.

INR 1.00 (Total Amount Payable)

[Make Payment](#) [Cancel](#)

Powered by

[View Cart \(2\)](#)

ORDER DETAILS

Order #: myntra_223568944000568947

Coupon Code [Remove](#)

Order Amount .00

Transaction Fee .00

Shipping .00

Order Total INR

Minimum amount payable is INR 2000.00. If you wish to make partial payment [Click here](#)

CHECKOUT

CCAvenue Checkout Registered Users Only

CCAvenue Email ID

CCAvenue Password

[Forgot Password?](#) [Login](#)

CCAvenue Strengths

- **Payment Aggregator license** from RBI
- **India's first** online retail payment aggregator (22+ years) with many industry first launches
- **Payment infrastructure** for top banks (HDFC, ICICI, Axis, Kotak, JPMC India, Mashreq Bank in UAE, Bank Muscat, Bank Dhofar & Sohar Intl. in Oman)
- **200+** payment options (Highest in India)
- **2400** transac. per second processing capacity (Among the best in India)
- **No penalty or dispute** ever with any FIs or with the regulator in 20+ years
- **Marquee corporate** clientele
- **Launched CCAvenue TapPay (omni-channel payment solution)** in FY23 targeting under-penetrated offline payments market - refer next slide

CCAvenue is among the pioneers in online payments in India

CCAvenue Omnichannel Payment Solution

Among the worlds most advanced, featuring India's first pin-on-glass softPoS solution



150,000+ downloads in FY23
Crossed 400,000+ by end of Q2 FY24
FY24 target – 1 million



- Payments on-the-go; anytime anywhere
- No/Low Cost Android-based mobile app
- Aligned with RBI's Payment Vision 2025 to increase payment acceptance through low cost solutions
- Globally deployable contactless payment solution
- 200+ payment options (highest in India)
- SDKs approved from Payment Network providers for integration into merchant app
- 'Tap-to-pay' for cards for transactions even above the RBI limit of INR 5000, with pin
- Single MIS
- Top notch security features

Opportunity

only 8 mn

PoS terminals for
1400 mn Indians

Launched no/low-cost offline solution for penetration across India's hinterlands

Few Marquee Clients

Marquee clients across industries



| INDIA | | | | |
|-------|--|--|--|--|
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| GCC | | | | |
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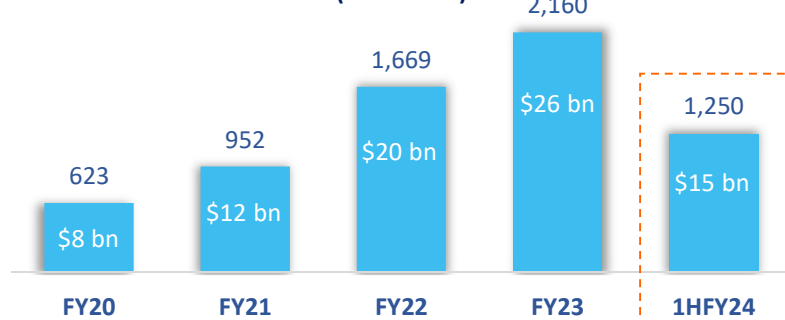
10.0+ million total merchants; strong merchants addition in payment continues

CCAvenue (India + Intl.) Payments Business Highlights

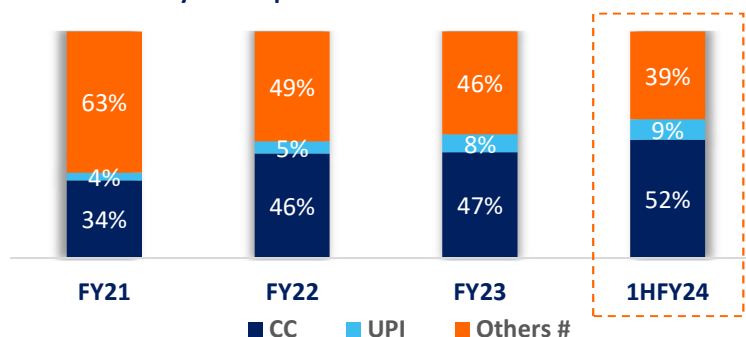
Payment business on a strong footing



CCAvenue Payments TPV (India + Intl.)
(INR billion)



Payment Options' TPV Contribution - India



* among non-bank private payment companies

Others largely include debit options like Net Banking, Debit Card, NEFT-RTGS, etc.

NTR = Net Take Rate (net earning per transaction after payment processing charges)

CCAvenue India

FY23 est. TPV market share
of 'Online Payments'

CC – 9% | DC – 7% | NB – 3%

117% YoY

2Q FY24 growth in
merchant additions

CCAvenue International

>AED 12 billion

Sep'23 annualized
TPV run-rate

54%

2Q FY24 YoY
TPV growth

Among the top
payment cos. in
the UAE

- 91% contribution from MDR based payment options
- Healthy mix of Credit (CC, EMI, BNPL) and Debit (Net Banking, DC) payment options with low contribution from the zero-MDR UPI option allows to improve margins
- ~80% contribution in International market from Credit Card payment option
- Company yet to receive UPI dues from banks

International Expansion Plans For Becoming A Global Fintech Player

Country-in-a-box strategy



**Targeting 12-15% international contribution
to Payment's Net Revenue by FY28**



All international businesses outside India to be managed from the UAE subsidiary

* awaiting approval from Saudi Arabian Monetary Authority (SAMA); also, integration with second bank in progress for payment acquiring

Plans to expand into multiple countries over the next 3-5 years

BillAvenue (Bill Payments thru Bharat BillPay System / BBPS)

Bill payments platform to cater to the large untapped utility and recurring payments segment across India



- Built on the BBPS¹ infrastructure, BillAvenue is a unified, interoperable, online payments platform for Indian citizens
- Among select non-bank private players licensed by the RBI to operate as a BBPOU²
- Received perpetual license from RBI in Q3 FY23 as BBPOU for bill payments under BBPS

Top 3

As per BBPOU volume ³

86%

of all billers on BBPS ⁴

> 1 mn

Agents across India

Few Merchants



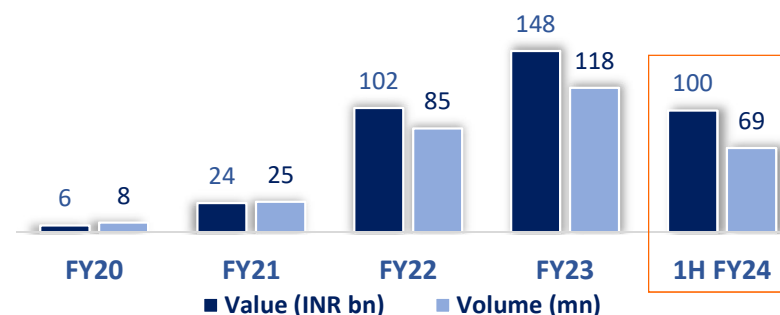
¹ Bharat BillPay System (BBPS)

² Bharat Bill Payment Operating Unit (BBPOU)

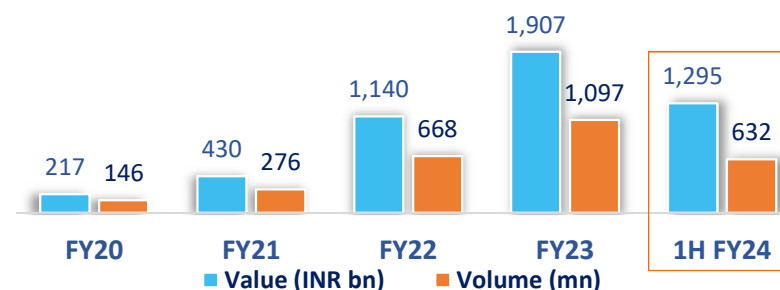
³ Source: Bharat BillPay website (Infibeam volume + ICICI Volume)

⁴ Direct billers + ICICI Bank billers. We are a TSP for ICICI Bank.

BillAvenue Business Performance



Bill Payments Industry

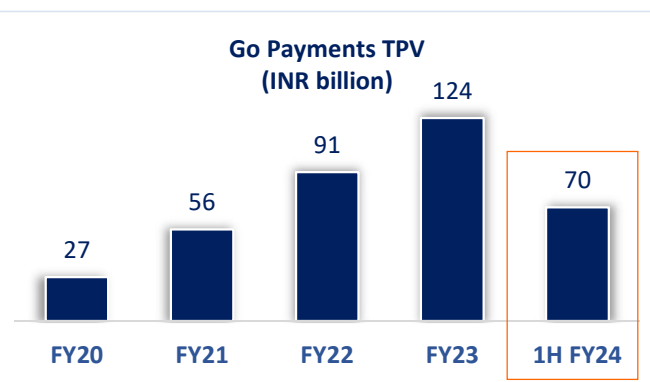


Go Payments (majority owned subsidiary)

Empowering unbanked to access digital financial services



- 'Instant Global Paytech Pvt. Ltd.', operating through the brand 'Go Payments' to provide **assisted commerce** services
- Launched **payment issuance infrastructure** for Banks in FY23
- **Target customers:** B2B; Corporates, MSMEs, Govt. organizations and Banks
- **100,000+:** Active agent network covering 10,000+ pin codes across India



MONEY TRANSFER



RECHARGE



TRAVEL



INSURANCE



CASH COLLECTIONS



PREPAID CARDS (OPEN LOOP & CUG)



AADHAR ENABLED PAYMENT SYSTEM (AEPS)



BHARAT BILL PAYMENT SYSTEM (BBPS)



The Digital Ecosystem is Expanding ...

... and the total addressable market continues to grow

New Flows Will Lead To Increasing TAM



Source: Visa and Company research

P2M Digital Payments in India to reach US\$ 3 trillion by 2028, growing at 25%

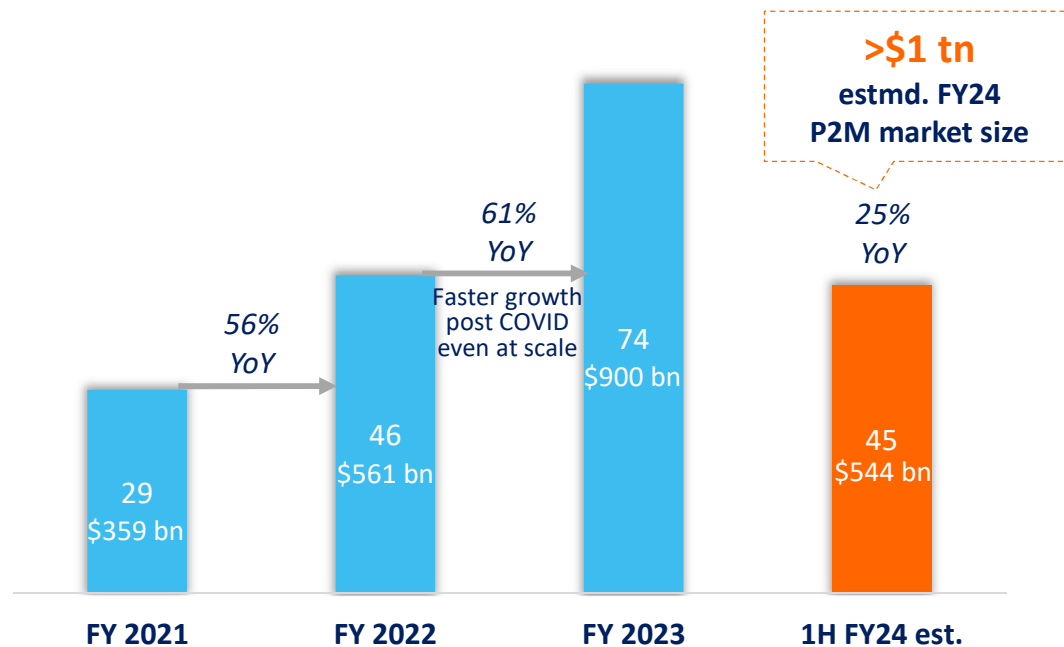
India's Digital Payments¹ Market to Become \$3tn by FY28 (Online + Offline)



Continued uptake in FY23 even post-Covid, suggesting growth to continue

Digital Payments¹ Industry Size & Growth – India

in INR trillion



Projected FY28 P2M Industry Size
(@25% 5yr CAGR)

~INR 225 tn (approx. \$3 tn)

3x from FY23

Estimated FY28 Industry
Revenue³

>INR 1 tn
(\$16.0 bn)

>20%

Estimated YoY FY24
'Credit Card' spends growth

Source: RBI's PSI Data and Company analysis

¹ Digital Payments comprise Credit Cards (CC), Debit Cards (DC), PPI (or Wallets), UPI P2M (Person to Merchant) and Net Banking ²

² Assumed, 2% of all Net Banking (NB) transactions are eCommerce transactions (Company offers ~60 Net Banking payment options to merchants which are among the most profitable payment options for company)

³ Only on per transaction excl. joining fee, AMC fee, late payments, revolver charges, etc. accruing to payment ecosystem partners

USD 1 = INR 82

Digital Payments' growth momentum to continue in FY24 and BEYOND

6%

Gross Revenue
contribution

COMPANY OVERVIEW

Platforms Business

- First Listed Fintech in India

Enterprise Software Platforms and Infrastructure

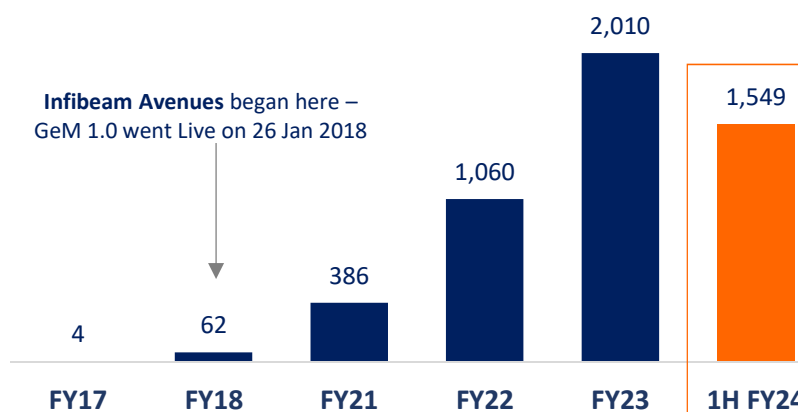
An e-commerce marketplace platform/infrastructure built for large scale implementation



Business Overview

- A cloud-based, E2E SaaS platform allowing corporates to do large scale online business, manage the back-end (orders, inventory & logistics), allow digital payments, undertake online marketing & other VAS with 3P capability
- Transaction based revenue model with GeM and License / Annuity / Subscription based with the other enterprise customers

GeM Transaction Processing Value (INR billion)



Other Software and Infrastructure services

Few enterprise customers



GeM
Government
e Marketplace



SONY



From STC



Domain infrastructure
services to begin
merchants digital
onboarding journey



Full-service digital
marketing agency to
serve small and large
enterprises in India



Tier III storage and
compute data center
with blockchain
capability at GIFT City







ANNEXURE

- **First** Listed Fintech in India

Revenue and Cost Drivers

Building a scalable business model

| |  Payment Gateway |  Bill Payments |  GeM platform |  eComm. platform |
|----------------------------|---|--|--|---|
| Businesses | <ul style="list-style-type: none"> • CCAvenue (India + Intl.) • CCAvenue TAPPay (SoftPoS) • ResAvenue • B2Biz • CPGS (Payment Infra for banks) | <ul style="list-style-type: none"> • BillAvenue | <ul style="list-style-type: none"> • Marketplace for Enterprise | <ul style="list-style-type: none"> • Marketplace for Enterprise |
| Revenue model | <ul style="list-style-type: none"> • Transaction based <ul style="list-style-type: none"> ◦ Percentage ◦ Flat-fee | <ul style="list-style-type: none"> • Transaction based <ul style="list-style-type: none"> ◦ Flat-fee | <ul style="list-style-type: none"> • Transaction based <ul style="list-style-type: none"> ◦ Percentage | <ul style="list-style-type: none"> • License fee • Maintenance fee • Development charges |
| Revenue drivers | <ul style="list-style-type: none"> • TPV growth • Volume growth • Take rates charged to merchants • Intl. growth • Business from partners • Industry mix • Payment mix | <ul style="list-style-type: none"> • No of billers • Biller categories • Consumer using BBPS channels for bill payment • Agent institution network | <ul style="list-style-type: none"> • Rising Govt buyers • Integration of various ministries • State govt participation • PWD integration • More products and services selection | <ul style="list-style-type: none"> • Number of large enterprises • Renewal |
| Direct Cost drivers | <ul style="list-style-type: none"> • Bank TDR • Partner charges | <ul style="list-style-type: none"> • Commission rates | <ul style="list-style-type: none"> • na | <ul style="list-style-type: none"> • Na |

FY23 Performance At A Glance

Profitable growth and healthy returns



| | | | |
|---|---|---|--|
| Business Performance | 9.2 mn + 61% No. of merchants | INR 4.5 trillion + 52% TPV ¹ | 8.2 bps + 41% Payments Net Take Rate |
| Financial Performance (INR million) | 19,623 + 52% Gross Revenue | 1,796 + 24% EBITDA | 1,363 + 63% Profit After Tax |
| Balance Sheet and Cash Flow Performance (INR million) | 3,099 Cash ² | 1,130 Cash Flow from Ops. | 1,169 FCF ³ |
| Profitability Ratios ⁴ Consolidated (above row) and Standalone ⁵ (below row) | 7% ROE | 10% ROCE | 4% ROA |
| | 19% ROE | 17% ROCE | 9% ROA |

¹ Total TPV from CCAvenue (India + International incl. non-MDR payment options) + BillAvenue (Bill Payments) + Go Payments

² Cash and bank balance + ST investments

³ FCF = EBITDA - Capex

⁴ Profitability ratios calculated excluding goodwill

⁵ Standalone represented 91% of Consolidated revenue in FY23. Ratios calc. excl. goodwill and long-term investments in startups made by the Parent standalone entity



Thank You

Investor Relations

Purvesh Parekh
purvesh.parekh@ia.ooo
+91 9930554588

To know more, visit us at:
www.ia.ooo | www.ccavenue.com