

Date: **August 01, 2023**

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

Scrip Code: 517214

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G Block
Bandra – Kurla Complex, Bandra (E)
Mumbai – 400 051

Scrip Code: DIGISPICE

Sub.: **Link for updated investors presentation and recording of Investors/Analysts Conference Call held on Tuesday, 1st August, 2023**

Dear Sir/Madam,

This is pursuant to Regulation 30 read with Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation of announcement dated 26th July, 2023 and 1st August, 2023, with regard to conference call for Investors/Analysts with senior management team, scheduled on Tuesday, 1st August, 2023 at 4.00 p.m. (IST) and investors presentation on the performance for the quarter ended 30th June, 2023 respectively.

- (1) Recording of the said conference call has been made available on the website of the Company and the same can be assessed at following web page:

<https://investorrelations.digispice.com/information.php?page=transcripts>

- (2) In continuation of our communication dated 1st August, 2023, sharing investor's presentation on the performance for the quarter ended 30th June, 2023, please note that there has been inadvertent typo error in the presentation. Accordingly, you are requested to kindly consider the revised presentation attached herewith, in place of earlier presentation uploaded by the Company today.

The revised presentation is also been updated on the website of the Company and can be accessed at following web page:

<https://investorrelations.digispice.com/information.php?page=investor-presentations>

Kindly take the above on record and acknowledge receipt.

Thanking you.

Yours faithfully,

For **DiGiSPICE Technologies Limited**

(Ruchi Mehta)

Company Secretary & Compliance Officer



DiGiSPICE

Q1FY24 Investor Presentation



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Glossary of Terms

Terms Used	Meaning
AePS	Aadhaar-enabled Payment System
Adhikari	Adhikari is a nomenclature used to address the merchants/entrepreneurs who work on Spice Money platform
BBPS	Bharat Bill Payment System
m-ATM	Refers to mini ATM or Mobile ATM. A service that enables customers to withdraw cash at a nearest Adhikari using a debit card and a mini/portable pin pad device.
CASA	Current Account, Saving Account
CRM	Customer Relationship Management
GTV	Gross Transaction Value is the value of revenue generating transactions processed on our platform
Customer GTV	Gross Transaction Value of transactions done by the Customers
Entrepreneur GTV	The Gross Transaction Value of transactions done by the entrepreneurs/merchants
DTH	Direct-to-Home TV broadcasting service
IRCTC	Indian Railway Catering and Tourism Corporation
G2C Services	Government to Citizen services
NPCI	National Payments Corporation of India
NBFC	Non-Banking Financial Company

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2	Spice Money: Key Business Update
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Building on digital stacks to solve for lack of access in Rural India DiGiSPICE

Internet	Internet penetration in Rural : 336 million users
JAM	46 crore Jan Dhan Bank Accounts, 130 cr Aadhaar penetration
AePS	Democratizing banking. 34 Cr annual users
UPI	Instant digital payments
BBPS	Bharat Bill Pay – democratizing bill payments
UMANG	Government to citizen services



Democratizing commerce	ONDC
Democratizing credit	OCEN
Account Aggregator - leveraging power of data	AA
Udyam Adhaar	UA
Digital Health ID	ABHA

Democratizing financial & digital services for the underserved

Current Business Model : Enabling banking in deep rural

DiGiSPICE

Service Partners



Entrepreneurs empowered by Spice Money Adhikari App



Rural Consumers

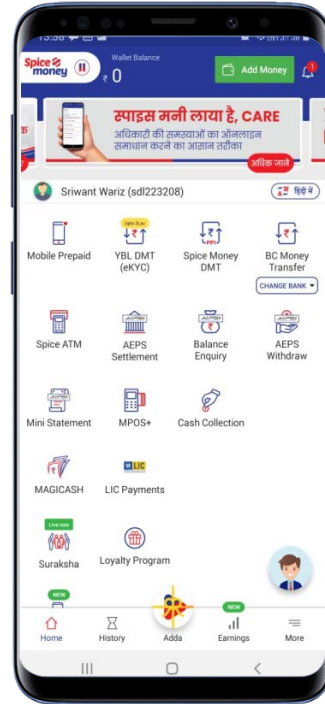


Core Services

- Banks
- NPCI
- NBFCs
- Insurance Cos
- Other Payment Partners

Additional Services

- E-Commerce
- Travel Partners
- Healthcare
- Government
- Other Product Partners



- Cash Withdrawal (Aadhaar)
- Ticket Booking
- Money Transfer
- Insurance
- Bill Payment
- Pan Card
- Loan
- Cash Withdrawal (Card)
- Loan EMI
- Online Shopping
- Cash Transfer
- Cash Deposit



Migrant Workers

Govt Employees

Rural Merchants

Rural Artisans

Young Rural Entrepreneurs



Win for Service Partners

- Access to Rural Customers
- Reduced Cost of Delivery



Win for Entrepreneurs

- Primary Livelihood
- Additional Income Source



Win for Rural Consumers

- Next-door Access to Financial/Digital Services

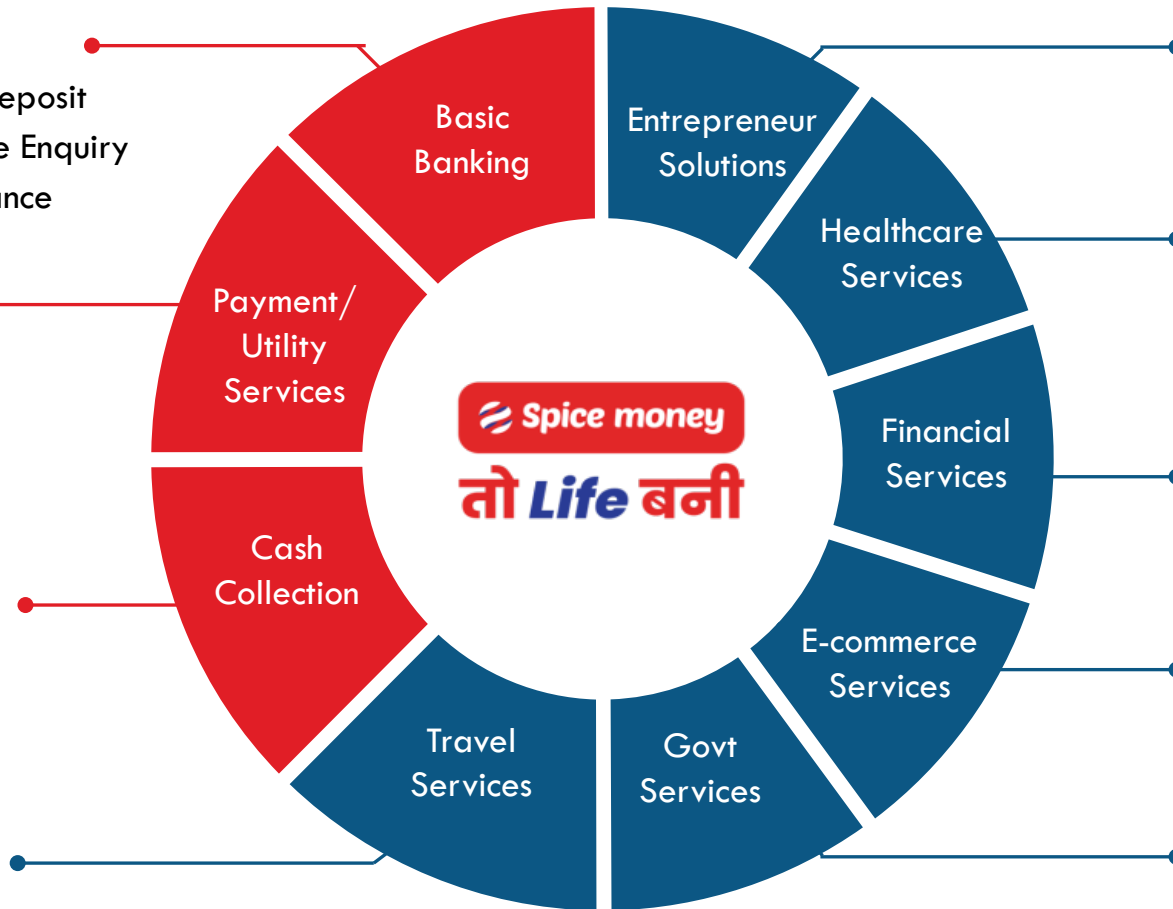
Building the Super App for Bharat

Core Business Lines

New Business Lines

- m-ATM
- Cash Withdrawal
- Digital Payment
- Bill Payment
- Mobile/DTH Recharge
- e-PAN Services
- Loan/ EMI collection
- Enterprise Cash Management
- Railway/ Bus/Flight Ticketing
- Tour Packages
- Hotel Booking

- CASA
- Cash Deposit
- Balance Enquiry
- Remittance

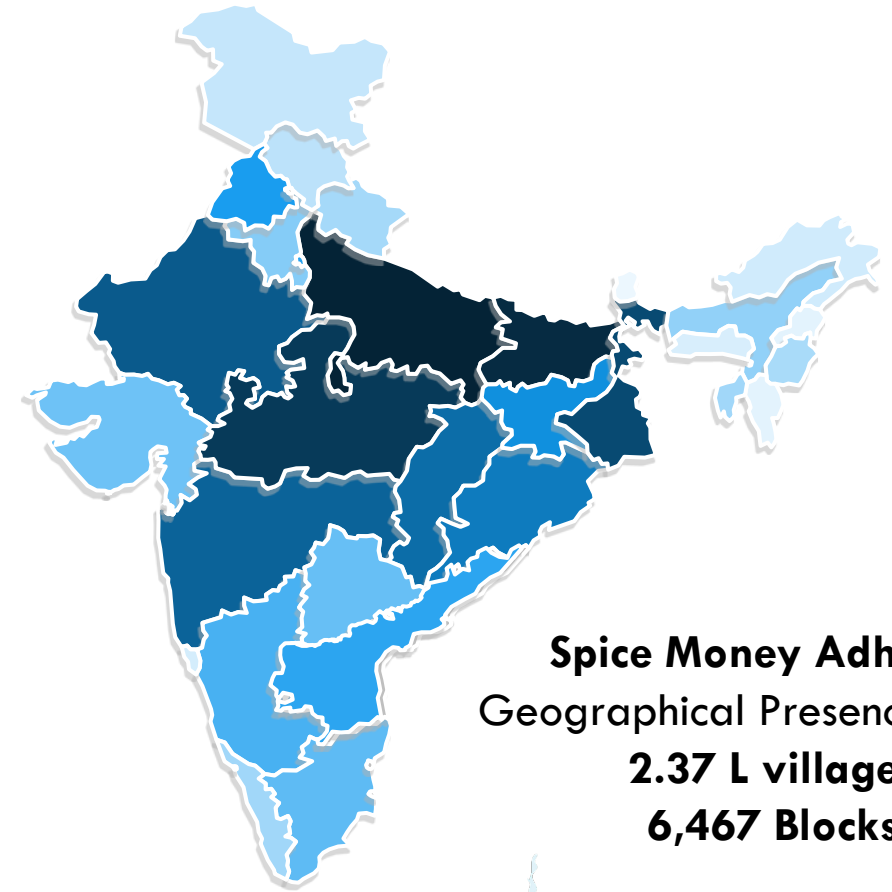
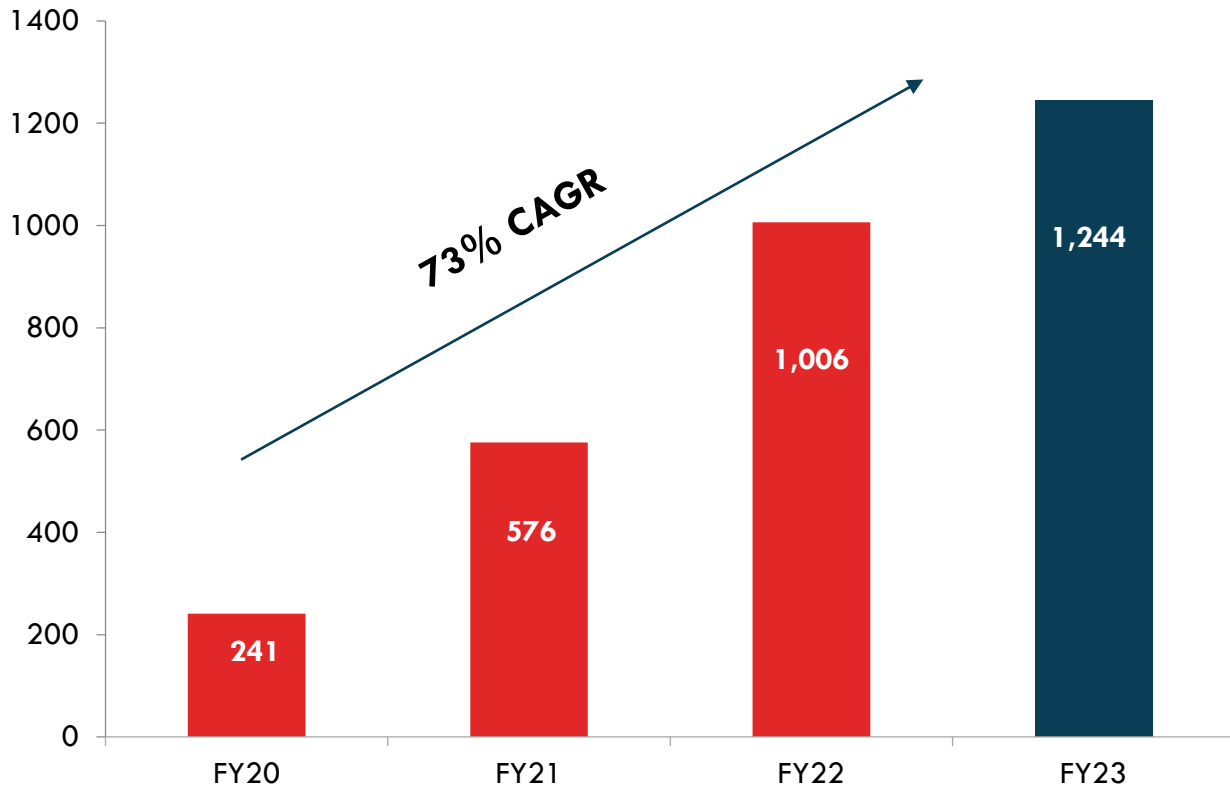


- Digital payments
- CRM
- Khata
- E-Pharmacy
- Diagnostics
- Telemedicine
- Savings
- Investments
- Insurance
- Credit
- ONDC B2B & B2C Buyer & Seller Apps
- G2C Services – UMANG

Tech & Data Enabled Platform Leveraging Adhikari Network

Spice Money Adhikari - Growing Network

Spice Money Adhikaris ('000)

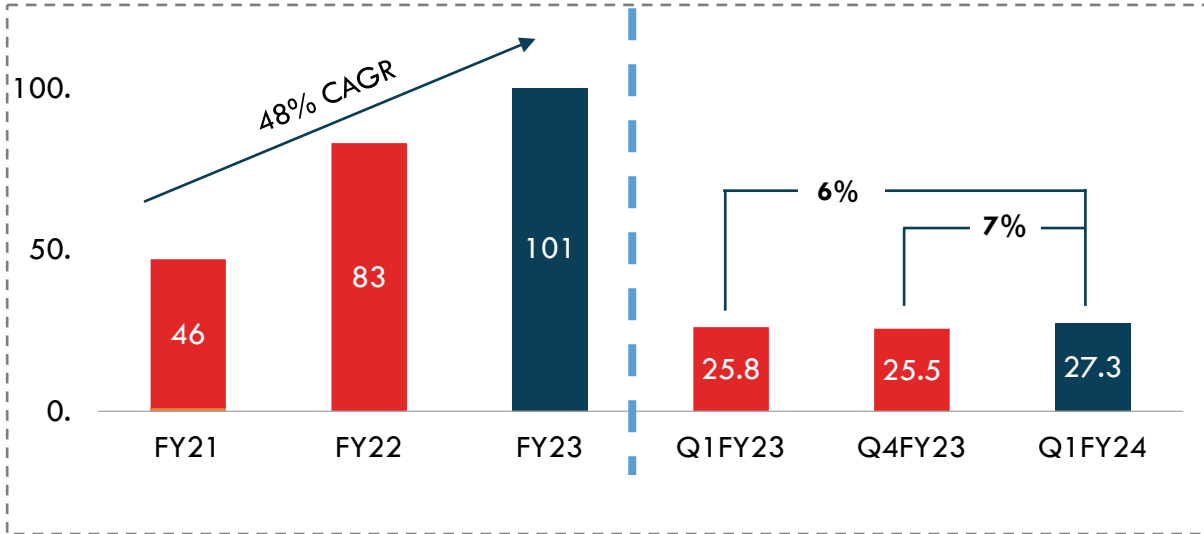


Strong presence

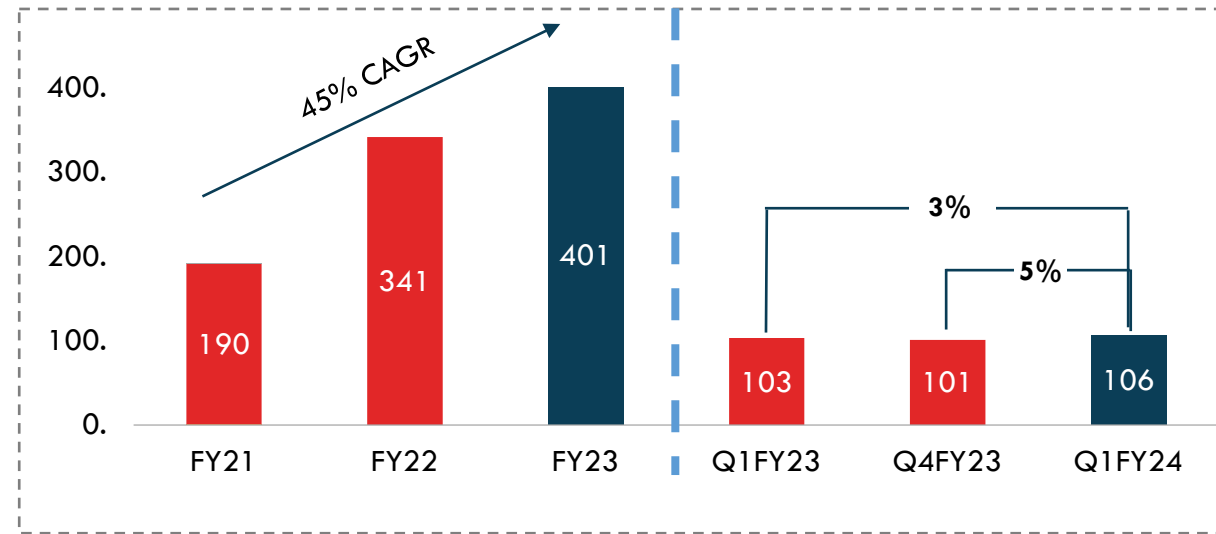
Growing opportunity

Spice Money – Key Business Update

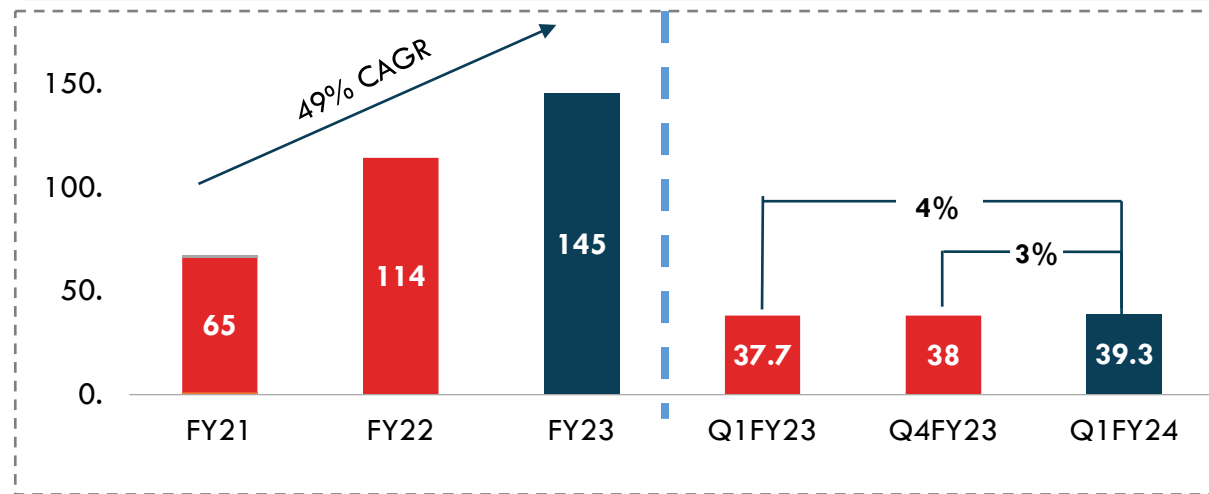
Customer Gross Transaction Value (INR. '000 Cr)



Spice Money Service Fee Revenue (INR Cr)

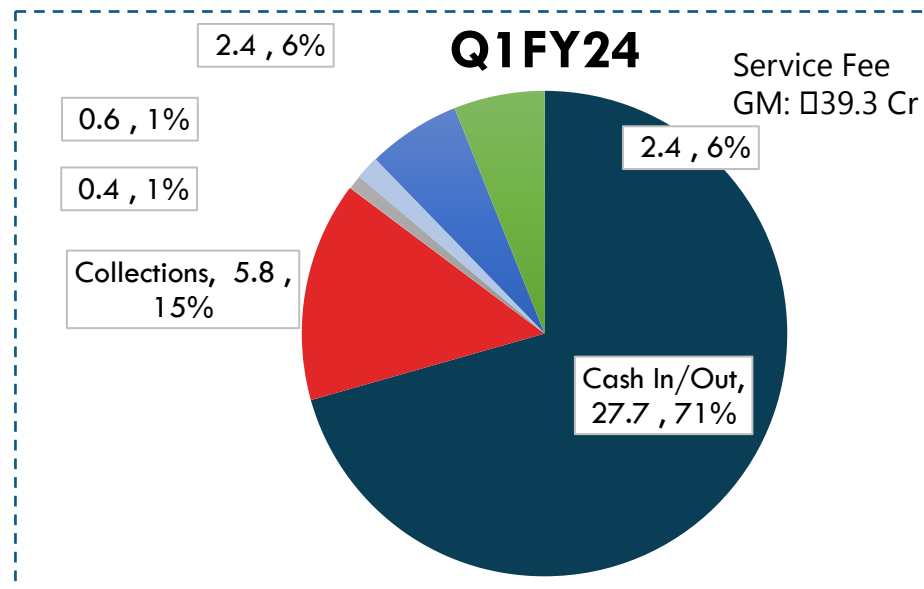
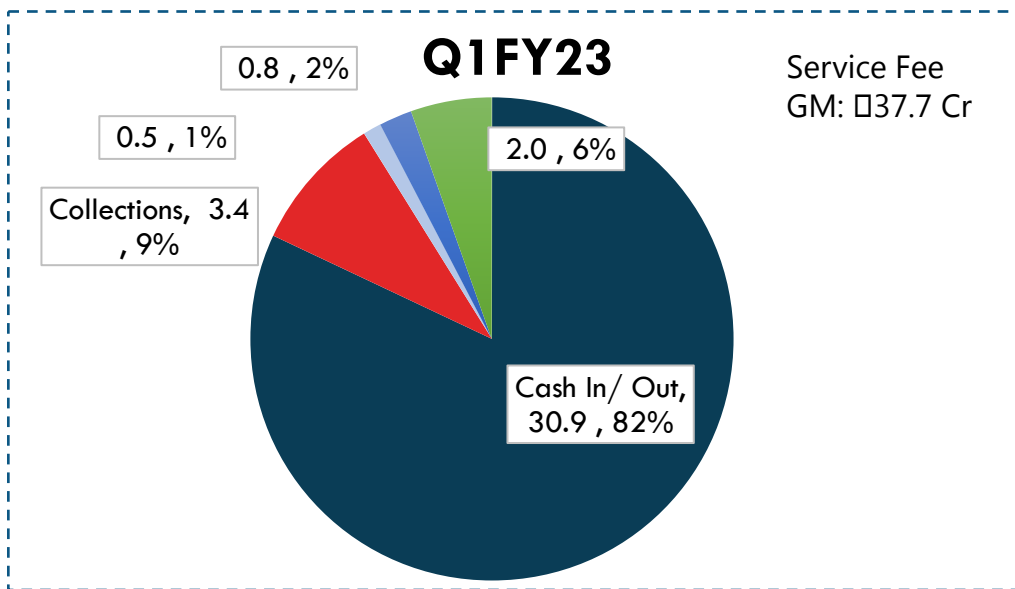


Spice Money Service Fee GM (INR Cr)



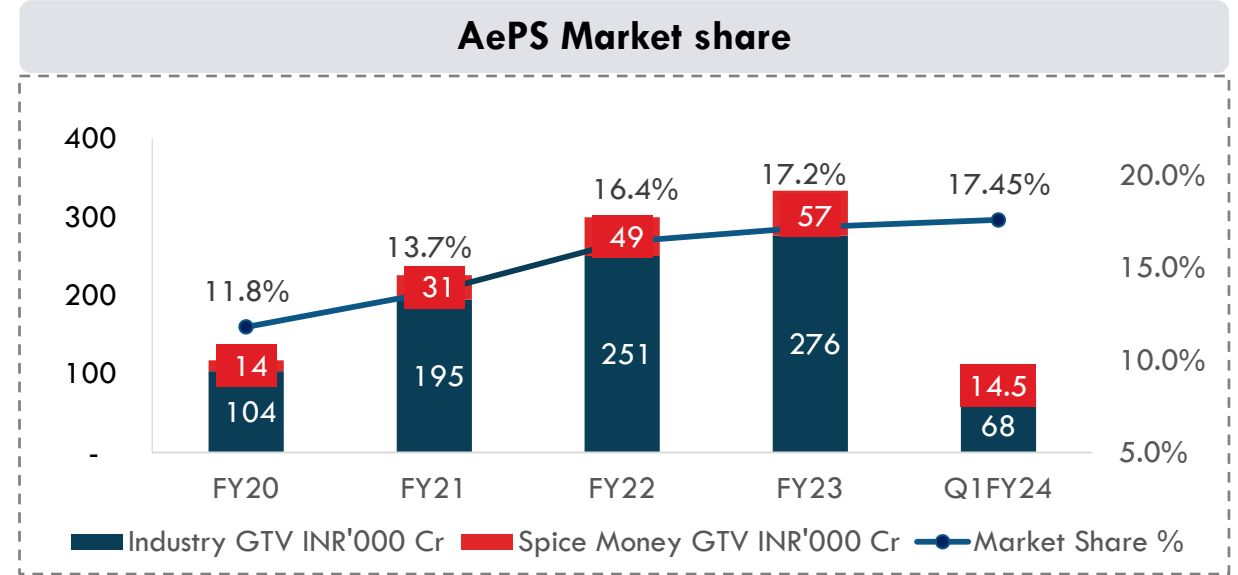
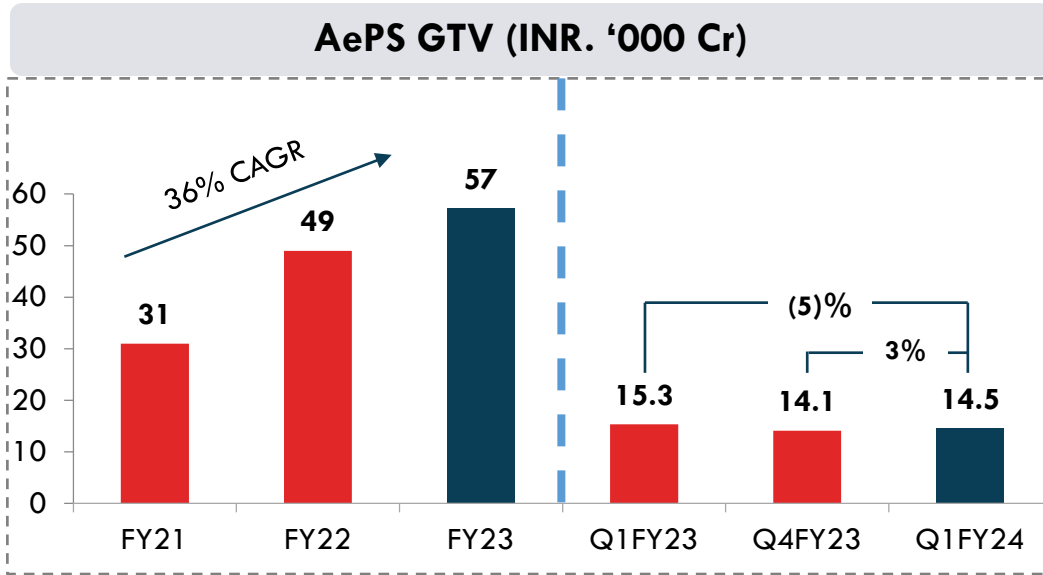
*All numbers are rounded off and growth percentages are calculated on absolute numbers

Portfolio Diversification - Cash-out to Multi-product business



- At a higher gross margin the Cash in/out contribution has reduced from 82% to 71%.
- **Collections** GM has increased from 3.4 Cr in Q1FY23 to 5.8 Cr in Q1FY24 and is now contributing **15%** to the overall GM.
- **Credit** GM Contribution is **1%** to the overall GM and is expected to significantly increase with the full-fledged go-live of Grahak Marketplace.
- **Banking** is now contributing **1%** of the GM and is expected to grow with addition of other savings products.

Spice Money – Key Services Update- AEPS

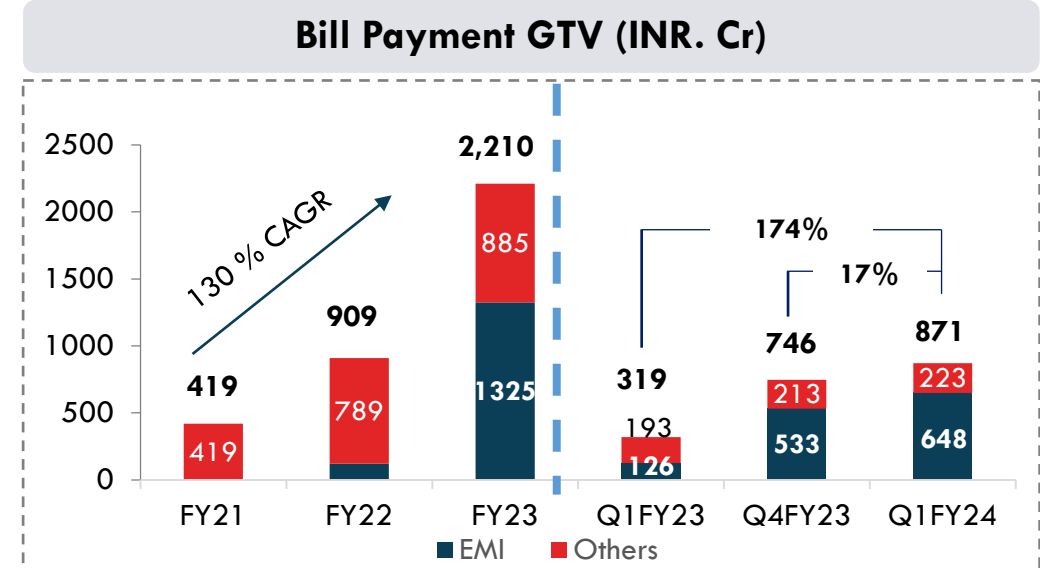
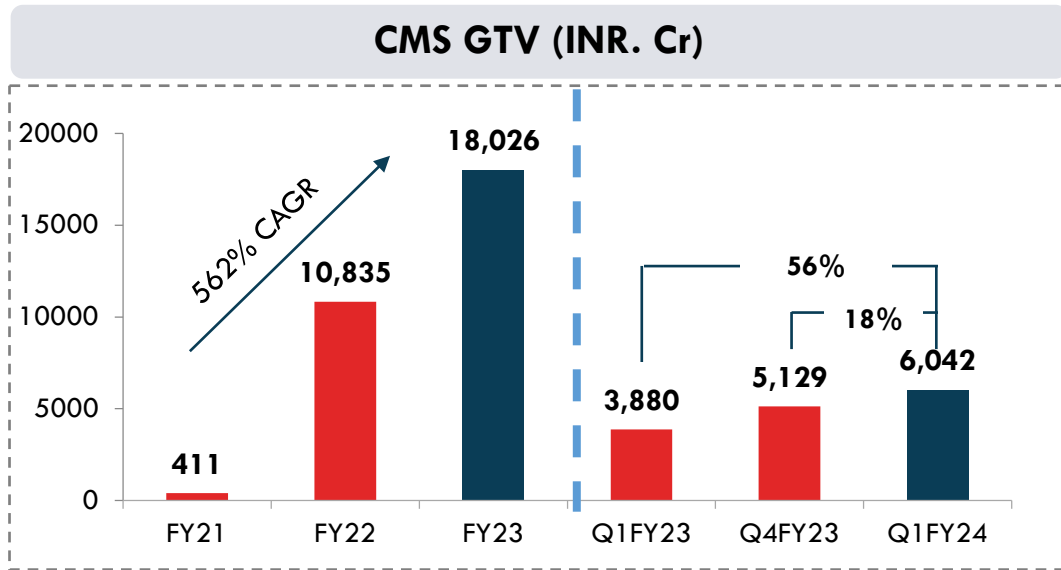


*AePS OFF-US value market share

AePS- Consolidating OFF – US Market Leadership

- While the **overall AePS Market has been stagnating**, Spice Money has been focused on **improving its market share** through
 - **Spice Preferred Plans** – bundled offers driving Adhikari stickiness
 - Focus on **target districts** (high AePS potential where Spice Money market share is lower than national average)
 - **Strengthening distribution base**

Spice Money – Key Services Update- Collections



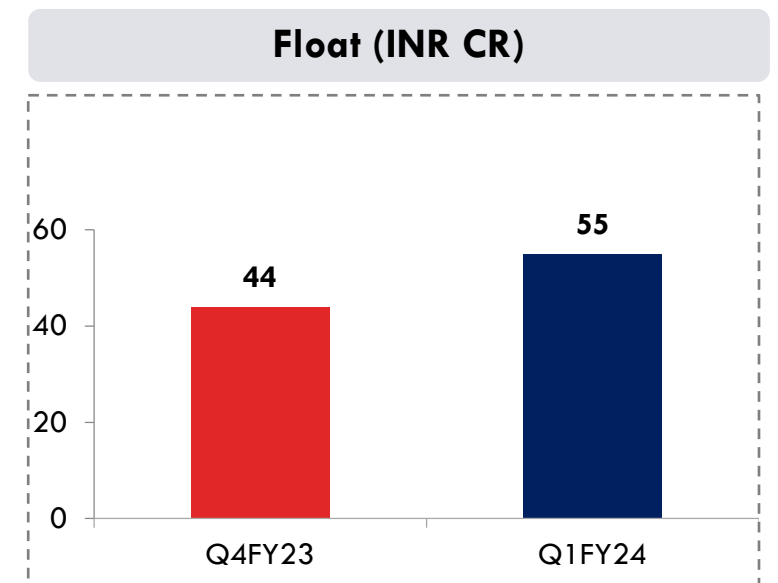
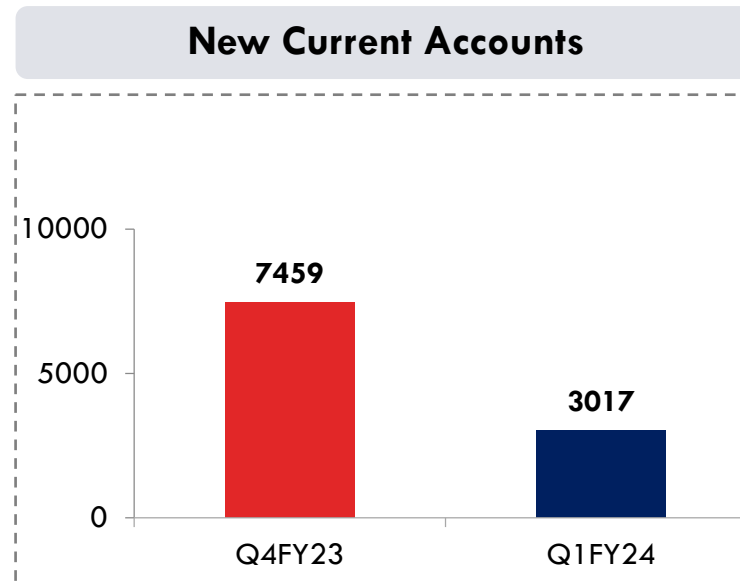
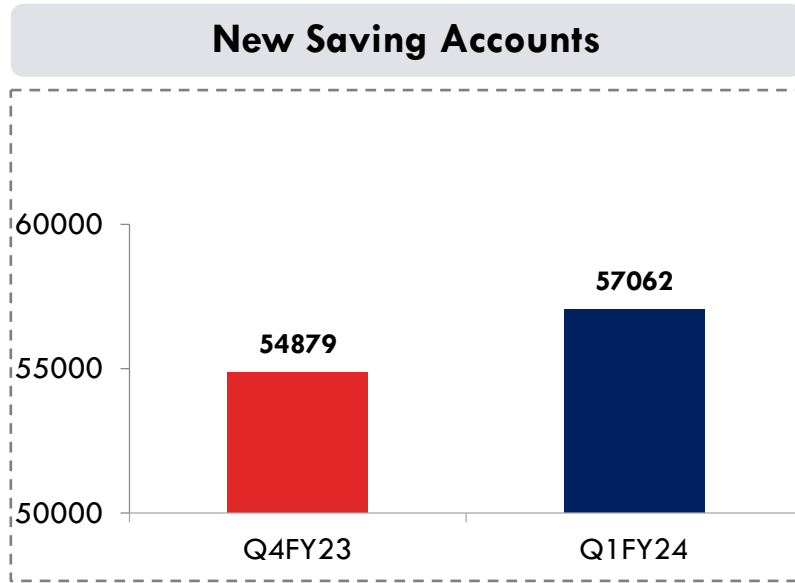
Collections- Consistent Growth in CMS and BBPS Loan Payments

- Collections has been **growing at double digits** over the past quarters
 - Serving **60 CMS partners** on our network
 - Customers of **136 partners** paid loan EMI at Adhikari outlets in Q1
- **Industry trend** of clients moving to **BBPS for collections**

	Q1 FY23	Q4 FY23	Q1 FY24
# Txng Adhikaris-BBPS EMI	12,546	36,297	38,042

Market Size Estimate (□ Cr)	FY23	FY25	FY27
CMS (MFI only, non-digital repayments)	1,55,526	1,90,364	2,25,749
BBPS - EMI (Assisted)	5,786	19,440	40,435

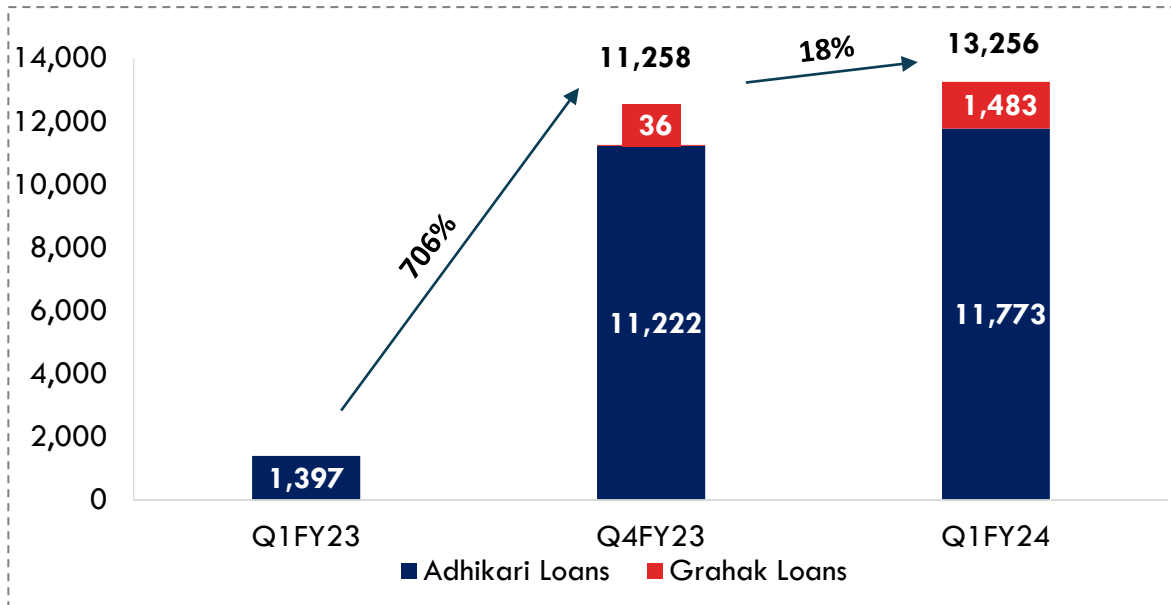
Spice Money – Key Services Update- CASA



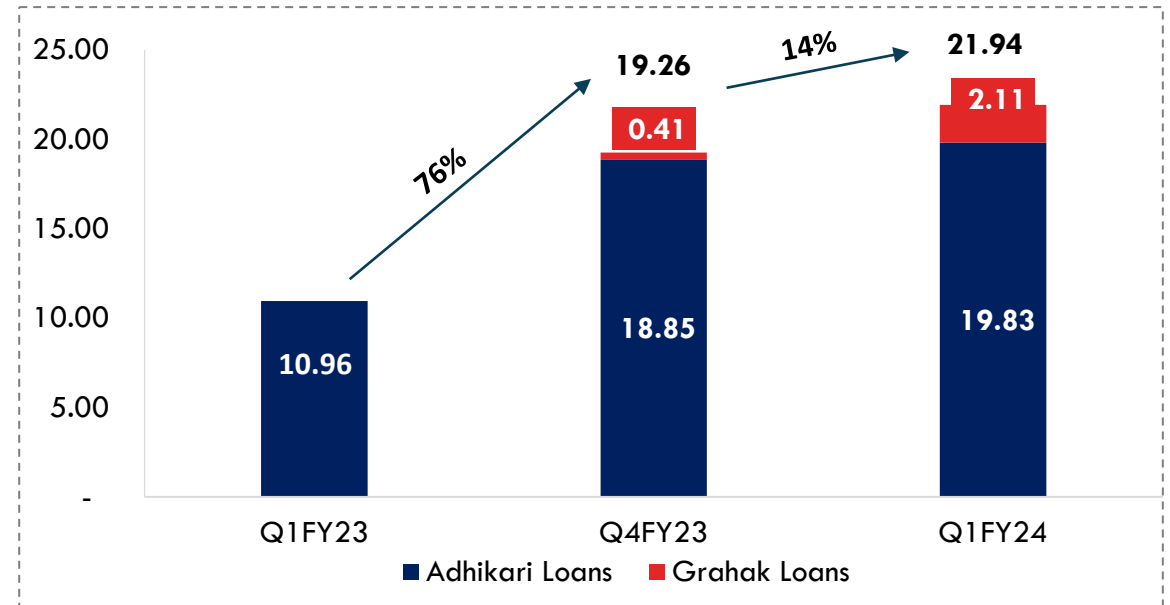
- CASA live with **26K+ Adhikaris** (2% of total Adhikari base)
- **CASA launch with leading payments bank in the pipeline**

Spice Money – Key Services Update- Credit

No of Adhikari & Grahak Loans



Value of Adhikari & Grahak Loans (INR Cr)



- Total credit disbursements has grown 100% y-o-y
- Apart from Adhikari credit, **Grahak credit** has been growing consistently with the beta launch of Grahak Marketplace
- **BNPL QR PoC** initiated
- Currently, **6 lending partners** are live and integrations with **more** are in progress.

Spice Money – Financial Highlights

Particulars (Rs. Crs)	FY20	FY21	FY22	FY23	FY20-FY23	Growth	Q1FY23	Q4FY23	Q1FY24	Growth	Growth
					CAGR	Y-o-Y				Q-o-Q	Y-o-Y
Customer GTV (A)	22,155	46,178	83,513	100,602	66%	20%	25,764	25,505	27,321	7%	6%
Revenue	250	578	858	949			251	228	234		
- Service Fees (B)	98	190	341	401	60%	18%	103	101	106	5%	3%
- Airtime/ Subscription/Device*	152	388	518	548			148	128	128		
Gross Margin	44	79	127	165			42	42	41		
- Service Fees (C)	28	65	114	145	74%	27%	38	38	39	3%	4%
- Airtime/ Subscription/Device *	17	14	13	19			5	4	2		
Indirect Cost	35	59	105	154			37	37	39		
EBITDA	8.7	20.6	22.5	10.3			5.1	5.0	2.6		
Depreciation *	8.2	10.3	11.6	20.1			4.0	6.2	0.5		
EBIT (incl. interest income)	1.8	16.1	20.8	3.4			3.9	2.3	6.7		
Service Fee Revenue on Customer GTV (B/A)	0.44%	0.41%	0.41%	0.40%			0.40%	0.39%	0.39%		
Service Fee GM on Customer GTV (C/A)	0.12%	0.14%	0.14%	0.14%			0.15%	0.15%	0.14%		
Service Fee GM on Service Fee Revenue (C/B)	28%	34%	34%	36%			37%	38%	37%		

* W.e.f from 1st April, the Company started booking devices under sale & purchase model (net margin) and discontinued upfront booking of revenue & capitalization of devices.

Accordingly, GM & EBITDA on devices was higher by Rs.2.08 Crs in Q4 'FY-23 & Rs.2.71 Crs in Q1' FY-23. Thus, depreciation has decreased in Q1'24 vis-à-vis Q4'23 & Q1'23.

EBITDA & EBIT is without considering strategic consultant cost for FY'23 & Q4-FY'23 both amounting to Rs. 1.53 Crs. each & Q1-FY'24 of Rs. 6.12 Crs. which is not recurring in nature.

All numbers are rounded off and growth percentages are calculated on absolute numbers

Consolidated Financials Summary

Particulars (Rs. Crs)	FY23	Q1FY23	Q4FY23	Q1FY24	Growth	Growth
					Q-o-Q	Y-o-Y
1. Revenue	949	251	228	234		
a.) Spice Money	949	251	228	234	2%	-7%
b.) Others	-	-	-	-		
2. Gross Margin	166	43	43	41		
a.) Spice Money *	165	42	43	41	-3%	-2%
b.) Others	1	0	0	0		
3. Indirect Costs	185	43	47	42		
a.) Spice Money	176	41	44	40	-10%	-4%
b.) Others	9	2	3	2		
4. EBITDA	4	4	3	1		
a.) Spice Money *	10	5	5	3		
b.) Others	-7	-1	-2	-2		
5. EBIT	1	3	1	6		
a.) Spice Money	3	4	2	7		
b.) Others	-2	-1	-1	-1		

Comments

The Board of directors of DiGiSpice Technologies Limited, in its meeting held on 7th April 2023 has approved, in principle, to exit Digital Technology Services Business (Other segment). Hence, the discontinued operations summary has been shown in the subsequent slide.

*W.e.f from 1st Apr, the Company started booking devices under sale & purchase model (net margin) and discontinued upfront booking of revenue & capitalization of devices. Accordingly, the GM & EBITDA on devices was higher by Rs.2.08 Crs in Q4 'FY-23 & Rs.2.71 Crs in Q1' FY-23. Thus, depreciation has decreased in Q1'24 vis-à-vis Q4'23 & Q1'23.

Discontinued operations Summary

Particulars (Rs. Crs)	FY23	Q1FY23	Q4FY23	Q1FY24
Total Income	67	13	30	11
Total Expenses	87	18	26	13
Operating profit	-21	-6	4	-1
Exceptional Item*	0	0	0	6
Profit/(loss) before tax during the periods	-21	-6	4	-8
Tax Expense**	4	0	2	14
Profit/(loss) after tax during the periods	-25	-6	2	-21

*Exceptional item includes Rs. 5.14 Crs. of goodwill impairment & Rs. 1.35 Crs. of loss on disposal of subsidiary.

**Tax expense in Q1-FY'24 includes Rs.13.43 Crs. Deferred tax assets write off.

Thank You

DiGiSPICE

For further queries
please contact:

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