

November 02, 2023

BSE Limited National Stock Exchange of India Limited

Phiroze Jeejeebhoy Towers, Exchange Plaza,
Dalal Street, Fort, Bandra Kurla Complex,
Mumbai - 400 001 Bandra (East),

Bandra (East), Mumbai - 400 051

Company Code No.: 539807 Company Symbol: INFIBEAM

Dear Sir / Madam,

Sub: Investors Presentation on Unaudited Financial Results for the quarter and half year ended on September 30, 2023

In compliance with the 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, 2023.

The same has been displayed on the website of the Company i.e. www.ia.ooo.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For Infibeam Avenues Limited

Shyamal Trivedi Sr. Vice President & Company Secretary

Encl.: As above

Regd. Office: 28th Floor, GIFT Two Building, Block No. 56, Road-5C, Zone-5, GIFT CITY, Gandhinagar,

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Q2 FY24

(Jul '23 – Sep '23)

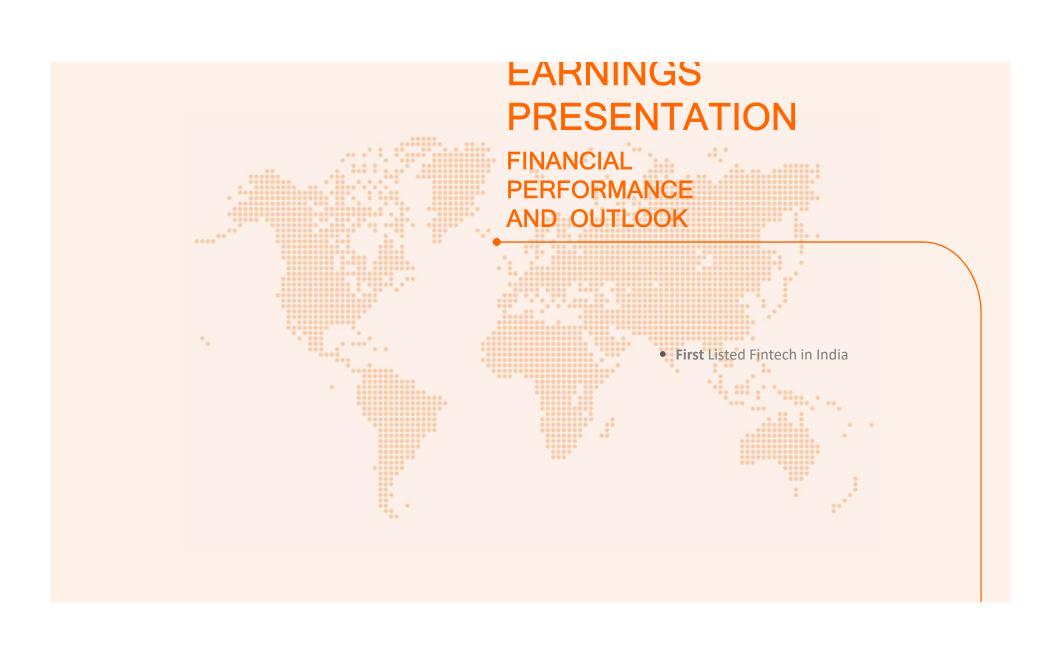
Earnings Presentation

2 November 2023



Disclaimer

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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



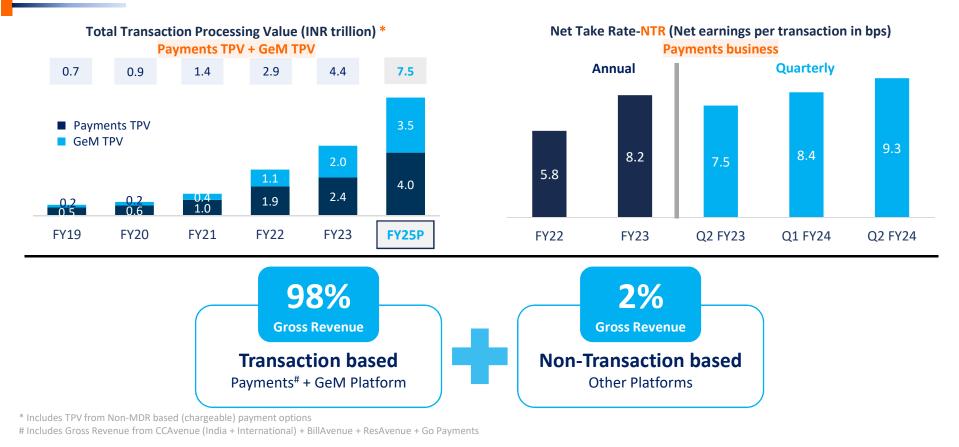
Unit economics improving due to growing business from Covid impacted sectors and strategic initiatives

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

Company's Revenue Model



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



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





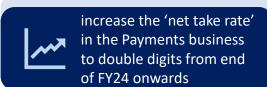


excluding any one-time and mark-to-market gain/loss (comparable FY23 Consolidated PAT, INR 946 million) USD 1 = INR 82

Short-Medium Term Key Focus Areas

Well-poised for growth





- 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





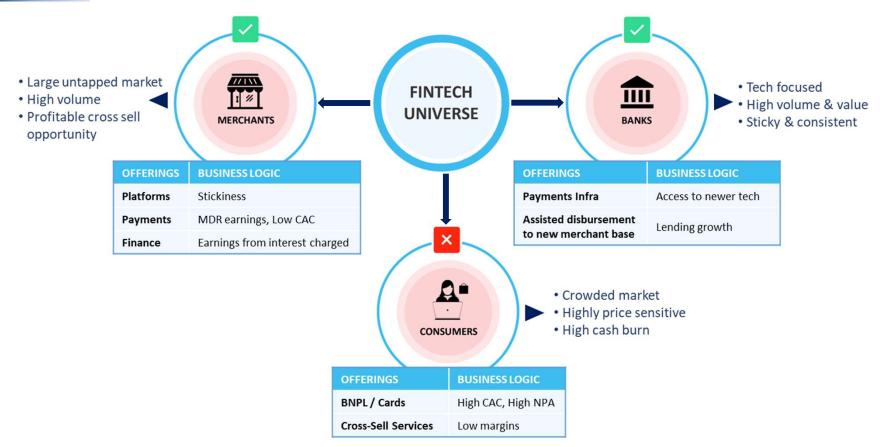
About Infibeam Avenues Click to watch video

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 <u>slide 26</u> 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 - Mashreg 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

- o 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

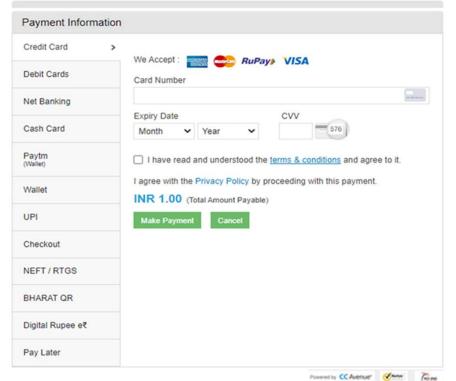
Building synergistic business across portfolio

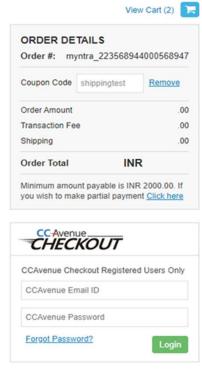
- Creating synergies across payments businesses
- Generating cross-sell and up-sell opportunities
- o Comprehensive merchant solutions under one roof (payments, software platforms & finance)



CCAvenue Online Payment Solution

India's first online retail payment aggregator







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 (omnichannel payment solution) in FY23 targeting under-penetrated offline payments market - refer next slide

CCAvenue Omnichannel Payment Solution

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

CCAVENUE _



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

CCAVENUE

CCAVENUE

















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



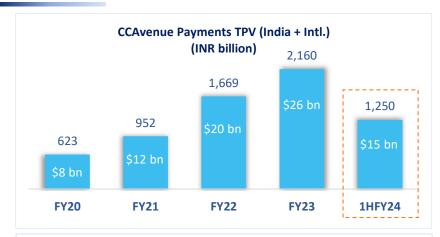
INDIA TAJ الطيران العثماني OMAN AIR make W trip ITC HOTELS Oberoi Hotels & Resorts Hotels Resorts and Palaces **Paytm** AA OLAMONEY yatra freecharge 🚺 vistaka firstcry digit (i) Joyalukkas MYNTPA.com **Podar Education** nirtel 🦪 GoDaddy Amul IndiGo **Amway** HDFC BANK HP 8 **RELIANCE** Smart Hu HYUNDAI DriveTrack Plus BAJAJ Reliance Bisleri J.P.Morgan **kotak** Jio India

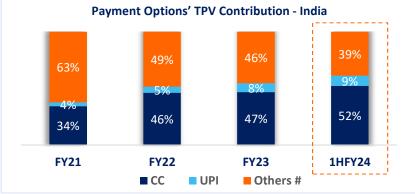


CCAvenue (India + Intl.) Payments Business Highlights



Payment business on a strong footing





^{*} 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	117% YoY
of 'Online Payments'	2Q FY24 growth in
CC – 9% DC – 7% NB – 3%	merchant additions

CCAvenue International

>AED 12 billion	54%	Among the top
Sep'23 annualized	2Q FY24 YoY	payment cos. in
TPV run-rate	TPV growth	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

BillAvenue (Bill Payments thru Bharat BillPay System / BBPS)



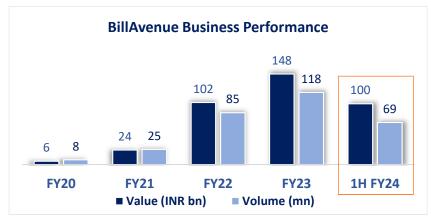
Bill payments platform to cater to the large untapped utility and recurring payments segment across India

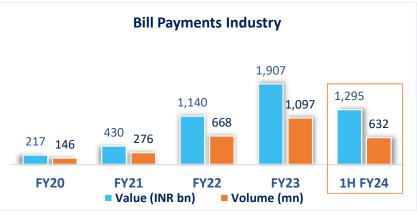
- ➤ Built on the BBPS¹ infrastructure, BillAvenue is a unified, interoperable, online payments platform for Indian citizens
- > Among select non-bank private players licensed by the RBI to operate as a BBPOU²
- > Received perpetual license from RBI in Q3 FY23 as BBPOU for bill payments under BBPS

Top 3 86% > 1 mn As per BBPOU volume ³ of all billers on BBPS 4 Agents across India



- 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.

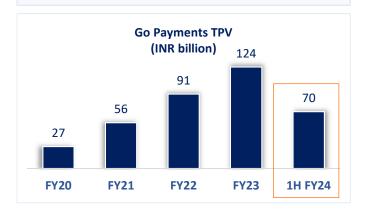




Go Payments (majority owned subsidiary)

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



GO PAYMENTS

INFIBEAM[™] AVENUES

L 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

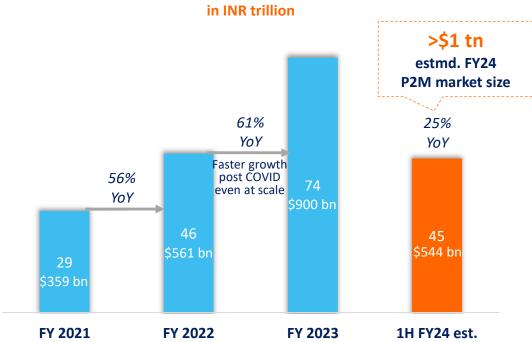
New Flows Will Lead To Increasing TAM



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

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





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



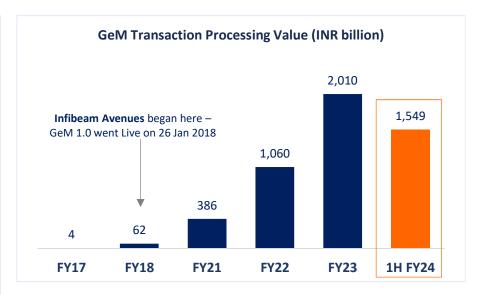
Enterprise Software Platforms and Infrastructure



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



Other Software and Infrastructure services

Few enterprise customers











000

Domain infrastructure services to begin merchants digital onboarding journey

ODIGMA

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



Revenue and Cost Drivers



Building a scalable business model

		○ =		
	Payment Gateway	Bill Payments	GeM platform	eComm. platform
Businesses	 CCAvenue (India + Intl.) CCAvenue TAPPay (SoftPoS) ResAvenue B2Biz CPGS (Payment Infra for banks) 	BillAvenue	Marketplace for Enterprise	Marketplace for Enterprise
Revenue model	 Transaction based Percentage Flat-fee 	• Transaction based o Flat-fee	• Transaction based ○ Percentage	License feeMaintenance feeDevelopment charges
Revenue drivers	TPV growth Volume growth Take rates charged to merchants Intl. growth Business from partners Industry mix Payment mix	 No of billers Biller categories Consumer using BBPS channels for bill payment Agent institution network 	 Rising Govt buyers Integration of various ministries State govt participation PWD integration More products and services selection 	Number of large enterprisesRenewal
Direct Cost drivers	Bank TDR Partner charges	Commission rates	• na	• 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	1,796	1,363
	+ 52%	+ 24%	+ 63%
	Gross Revenue	EBITDA	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%	10%	4%
	ROE	ROCE	ROA
	19%	17%	9%
	ROE	ROCE	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

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