

9th April, 2021

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: Corporate Snapshot Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a presentation on Corporate Snapshot of the Company. The objective of this presentation is to share a brief perspective of the Company's business and operations. It may be used by the Company for potential meetings with analysts and investor community.

The same will also be available on the website of the Company i.e. www.digispice.com.

You are requested to take the aforesaid information on your records.

Thanking you.

Yours faithfully,

For **DiGiSPICE Technologies Limited**
(Formerly Spice Mobility Limited)



M.R. Bothra
Vice President – Corporate Affairs &
Company Secretary

Encl: as above

DIGISPICE Technologies Limited

(Formerly Spice Mobility Ltd.)

CIN - L72900DL1986PLC330369

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Corp. Office : Spice Global Knowledge Park, 19A & 19B, Sector - 125 Noida-201301, Uttar Pradesh, India - Tel: +91 120 3355131

Email ID: Complianceofficer@smobility.in | **Website:** www.digispice.com



DiGiSPICE

 Spice money
तो **Life** बनी

DiGiSPICE Technologies Ltd.

Corporate Snapshot

April 2021

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Agenda

- **About Us**
- **Financial Technology Services
- Spice Money**
- **Digital Technology Services
- DigiSpice**
- **Financials**



About Us

About us

We are a Digital Platforms and Solutions Company focused on following business segments

Business segments:

- Financial Technology Services , Spice Money – India’s leading rural FinTech platform
- Digital Technology Services, DigiSpice - Provides digital platform and solutions for Telco, BFSI and other Enterprises across Asia and Africa

USD 12 bn+

*worth Financial services
transaction per year*

10 bn+

enterprise messages per year

Rs 500 Cr+

Revenue (9MFY21)

Financial Technology Services



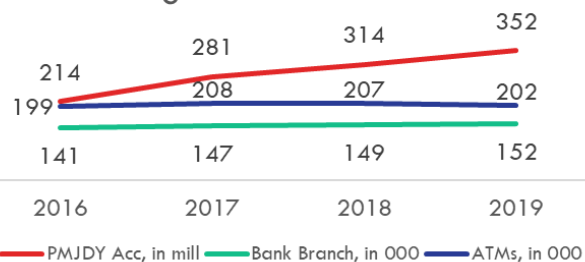
India's leading Rural Fintech Platform



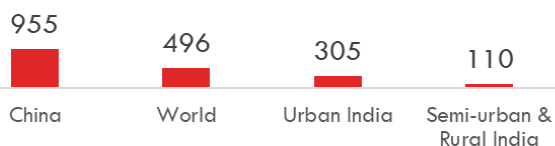
Solving the last mile banking infra problem in Rural India

Problem

Banking Infra Growth in India



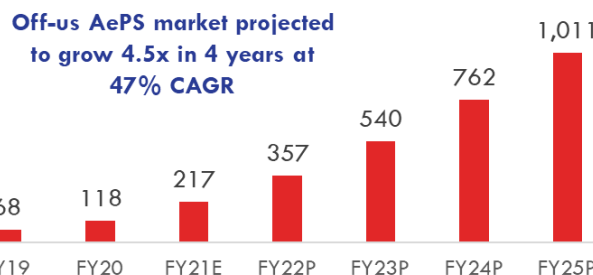
ATMs per Million Population



Number of bank account holders has significantly grown in India driven by massive government push and direct Benefit transfer program. However, Bank Branch and Bank ATM infrastructure has not kept pace especially in semi urban and rural India.

Technology Stack

AePS Market size (Rs. 000' Cr)



Source: PwC The Indian Payment Handbook Report Dec 2020



1.24 Billion+ Aadhaar enrolled citizens with majority of them having bank account linked to Aadhaar.

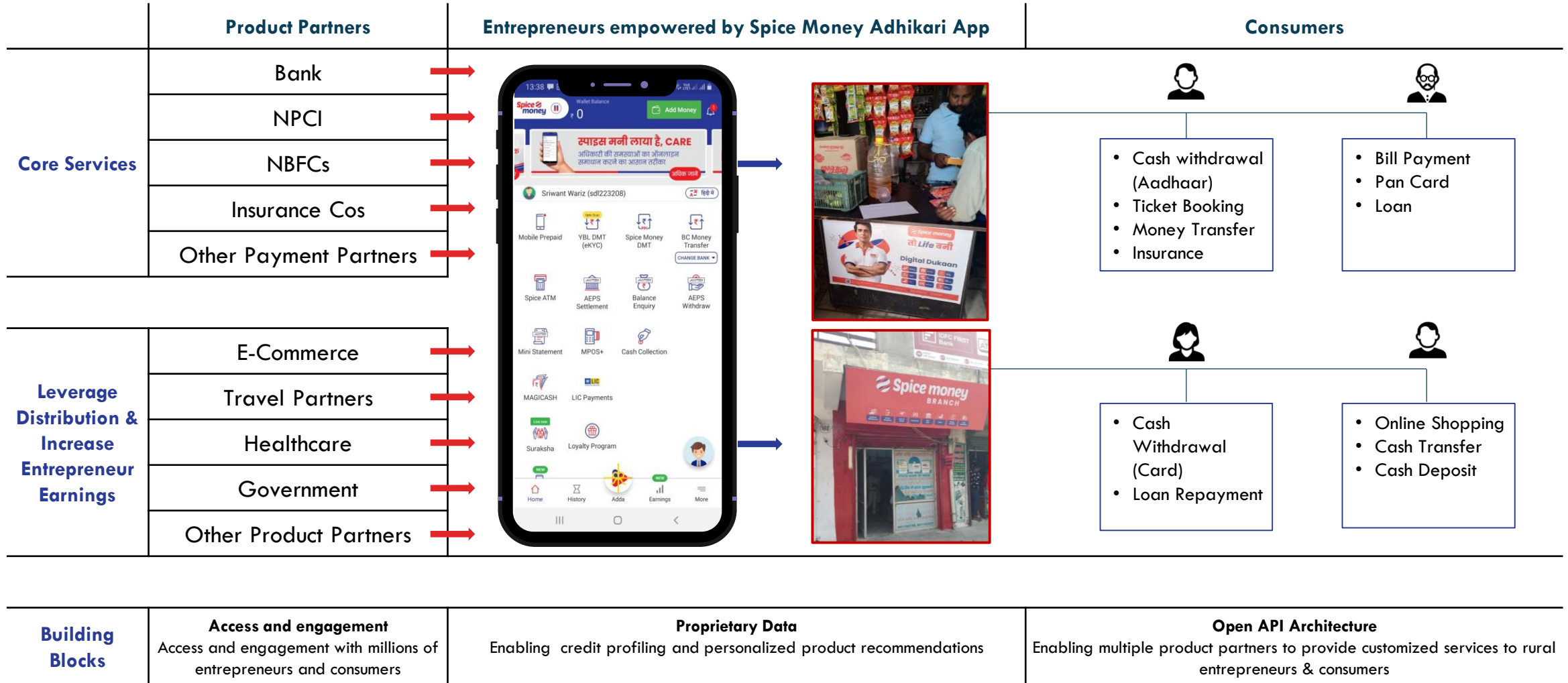
Solution



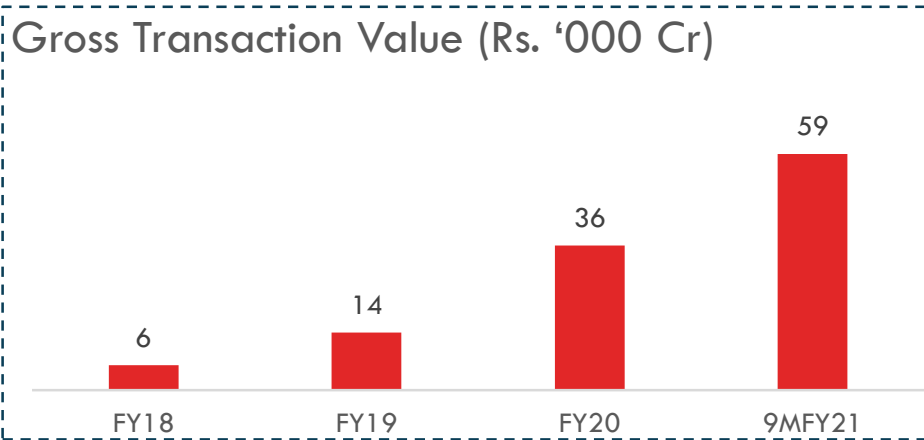
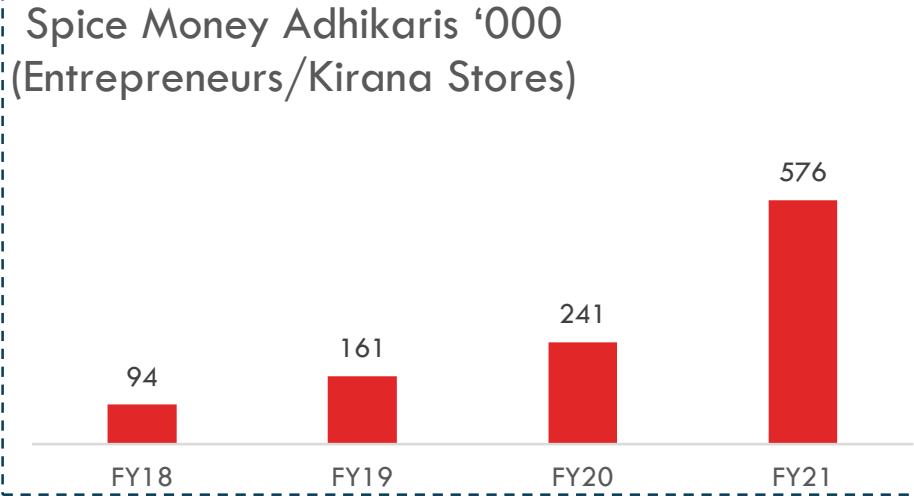
Spice Money Adhikari App
+
Aadhaar Biometric Device

Enabling Customers to avail ATM and banking services using Aadhaar Enabled Payment System at their next door kirana store.

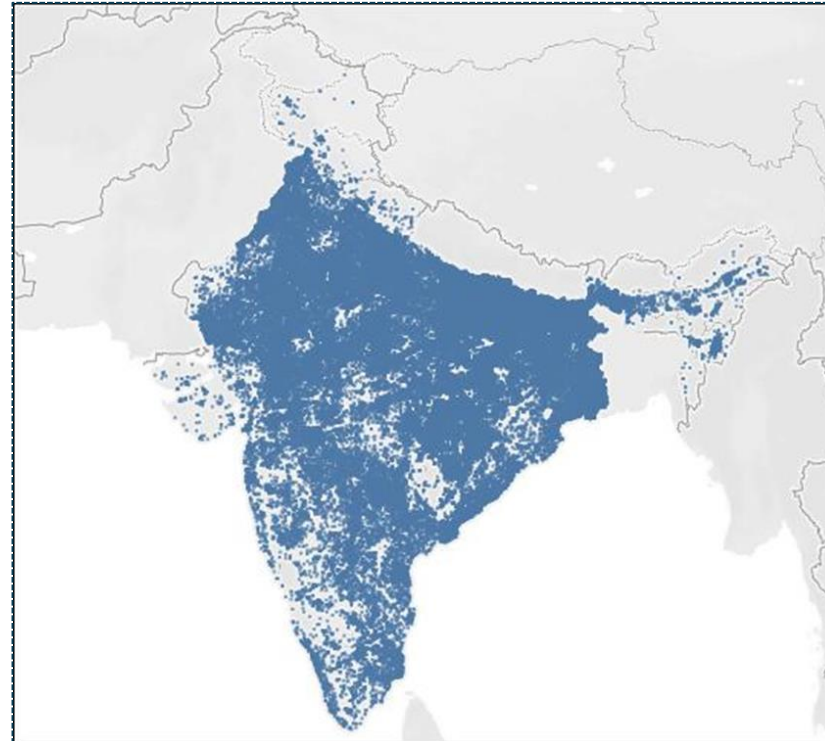
Entrepreneurs/Kirana Stores in Rural India use Spice Money Digital platform to serve consumers



Progress to date



Transacted customer base
> 100 Million



Roadmap

18000 +
Pin Codes

700+
Districts

5000+
Blocks

Growth Levers



Accelerating Growth of Entrepreneurs Network (Spice Money Adhikaris)

Expanding Service Footprint

Enhancing Brand Visibility

- Removing entry barriers (Eg. zero entry fee, and zero rental since Feb21) with focus on long term transactions revenue growth
- Explore strategic distribution tie-ups
- Expanding geographical reach and deepening presence in key clusters

- Strengthen core banking and payments use cases with new products
- Enable delivery of financial services (savings, insurance, credit) and digital services (travel, healthcare, government services, etc)

- Aspire to emerge as the most trusted FinTech brand in rural India
- Entered into strategic partnership with Sonu Sood to design new initiatives and products that will bridge the divide between rural and urban India



Digital Technology Services

A network diagram consisting of numerous white circular nodes connected by thin white lines, set against a dark blue background with a subtle bokeh effect of light blue circles.

Transforming the Enterprise Business

- Industry Segments
 - BFSI, Utility and Other Enterprises - Communications platform as a service (CPaaS) and Other SaaS Products
 - Telecom Operators - Enabling growth in revenue for Telecom Operators through digital services. Across Asia and Africa.

Business - Digital Platforms & solutions for Enterprises

Opportunities

- Growth in adoption of digital customers - Need for enterprises to have an omnichannel platform to communicate and engage with, and have a single view of the customer
- Growth in adoption of digital services by Telecom customers

Challenges

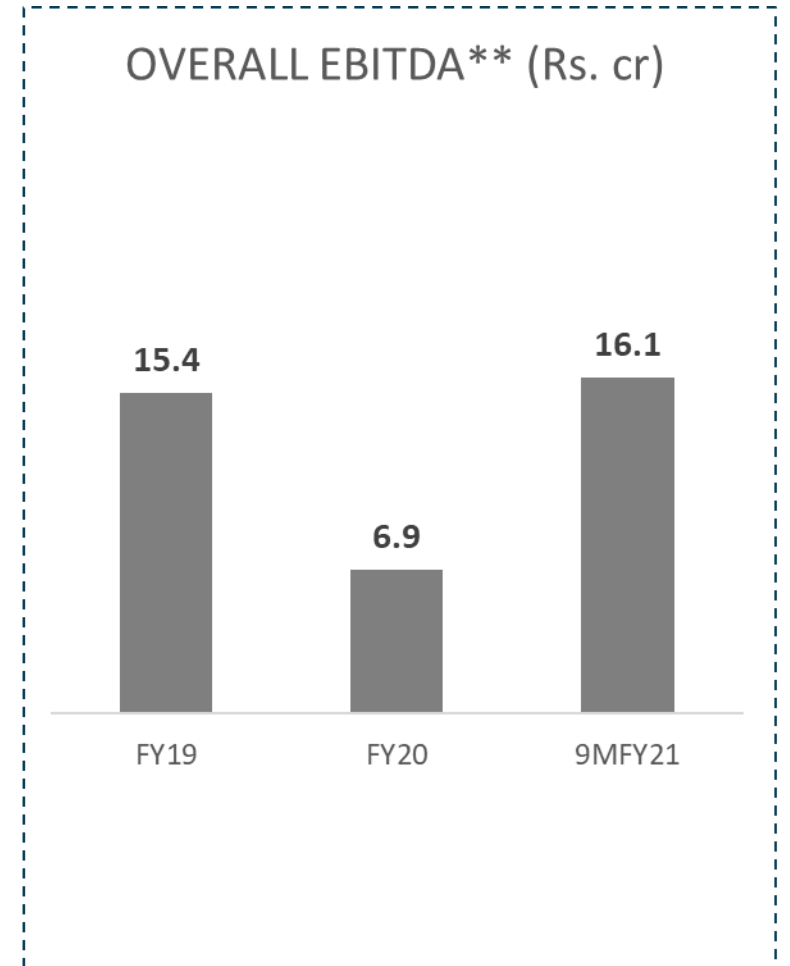
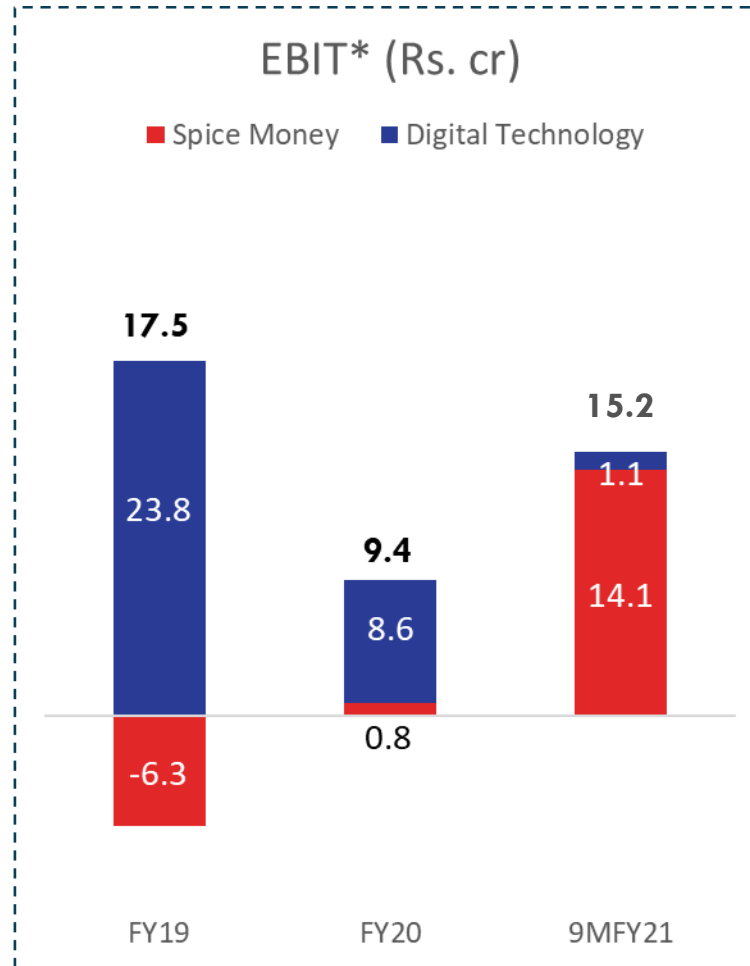
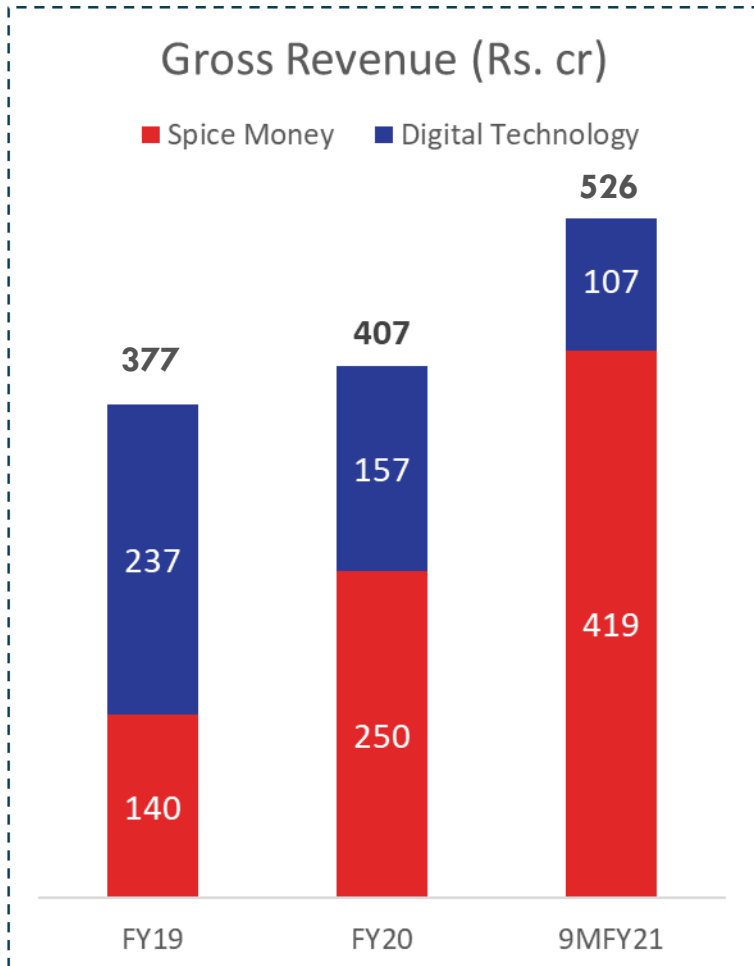
- Decline in voice-based services usage by Telecom customers has led to de-growth of Telco revenues.

Strategy

- Building a nextgen analytics driven omnichannel Communications Platform for Enterprises
- Grow logos and revenue per logo driven by the new platform
- Build new digital service revenues with Telecom Operators

Financials

Financials Overview




*Excludes unallocated expenses/income & exceptional items

**Excludes exceptional items


Thank You

 Digispice Technologies Limited

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