

August 09, 2023

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai -400001
BSE Scrip Code: 538772

Subject: Investor Presentation – Q1FY2024

Dear Sir/Ma'am,

Pursuant to Regulation 30 (6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "SEBI Listing Regulations") read with Part A of Schedule III of the SEBI Listing Regulations, we are enclosing herewith the Investors' Presentation for Q1FY2024.

Pursuant to Regulation 46 (2) (o) of the SEBI Listing Regulations, the aforesaid information is also being made available on the website of the Company i.e. www.niyogin.com

Yours truly,
For Niyogin Fintech Limited


Neha Agarwal
Company Secretary & Compliance Officer

Encl: a/a

Niyogin Fintech Limited

(CIN L65910TN1988PLC131102)

Regd office: MIG 944, Ground Floor, TNHB Colony, 1st Main Road, Velachery, Chennai, Tamil Nadu- 600042

Corporate office: Neelkanth Corporate IT Park, 311/312, 3rd Floor, Kirod Road, Vidyavihar (w), Mumbai – 400086

email : info@niyogin.in | Website : www.niyogin.com

Niyogin Fintech Limited

Investor Presentation

Q1 FY24



Executive Summary

Key financial updates of the quarter

On track to achieve our FY2025 guidance

500 cr

Revenue

10-12%

EBITDA Margin

1.5 – 2.0 Mn

BaaS Agents

100K cr

Gross Transaction
Value (GTV)

1

Consolidated revenue (ex-device sales) grew 37.6% sequentially.

2

Our adj. EBITDA (Ex-ESOP) loss stood at INR 4.3 Crores for Q1FY24 which accommodated twin impact of active provisioning for ageing receivables in the subsidiary and increased tech expense ahead of launch of new product (Prepaid cards).

3

Outstanding loan book grew by 28.0% QoQ and stood at INR 117.5 Crores as of Q1FY24.

4

Gross Take Rate at 36 *bps* and net take rate at 9 *bps* for iServeU.

5

Successfully concluded a Convertible warrant raise of INR 80 Crores in July 2023.

Executive Summary

Key milestones achieved during the quarter

- 1 Q1FY24 GTV* stood at INR 9,893.0 Crores an increase of 70.0% sequentially. Monthly Transaction GTV stood at nearly INR 3,600 Crore mark in July 2023.
- 2 On boarded 796 BaaS partners and 5,238 CA partners as of Q1FY24.

Tech Updates

- 1 We onboarded Kotak Life Insurance as an insurance partner on our NiyoBlu platform.
- 2 India Post Payment Bank went live with DMT and BBPS.
- 3 A PSU Bank went live with Aadharpay during the quarter.
- 4 Prepaid card set to go live on August 15th with first customer.



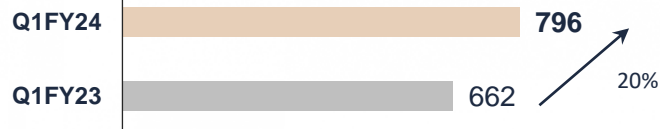
Quarterly Highlights

Building scale..

Continued momentum in operational metrics translating into a strong top line growth

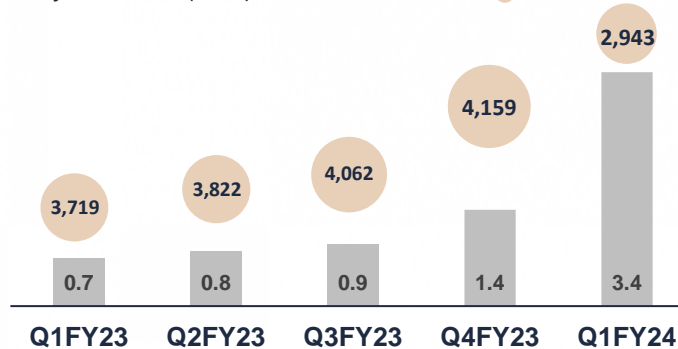
iServeU partners

(#)



of Transaction (in Cr.)

ATS in INR



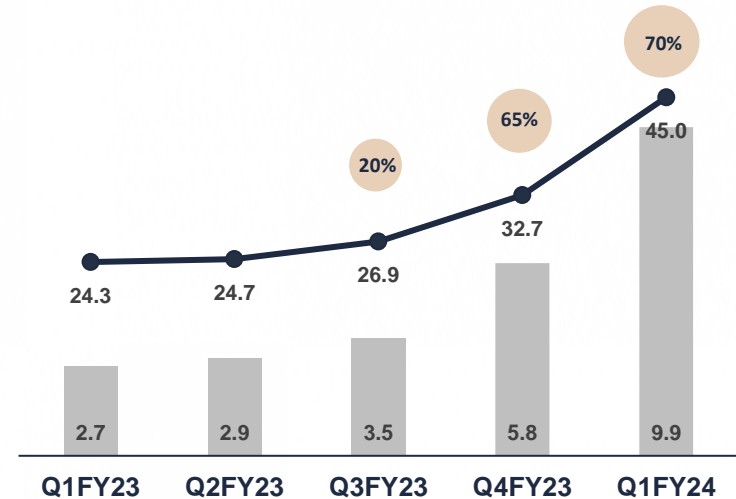
Average Transaction Size (ATS) has contracted because of incremental products like UPI.

GTV and Consol. Revenue growth trajectory

GTV (in INR '000 Cr.)

GTV QoQ growth (%)

Consol. NFL Revenue (ex-device sales) in INR Cr.

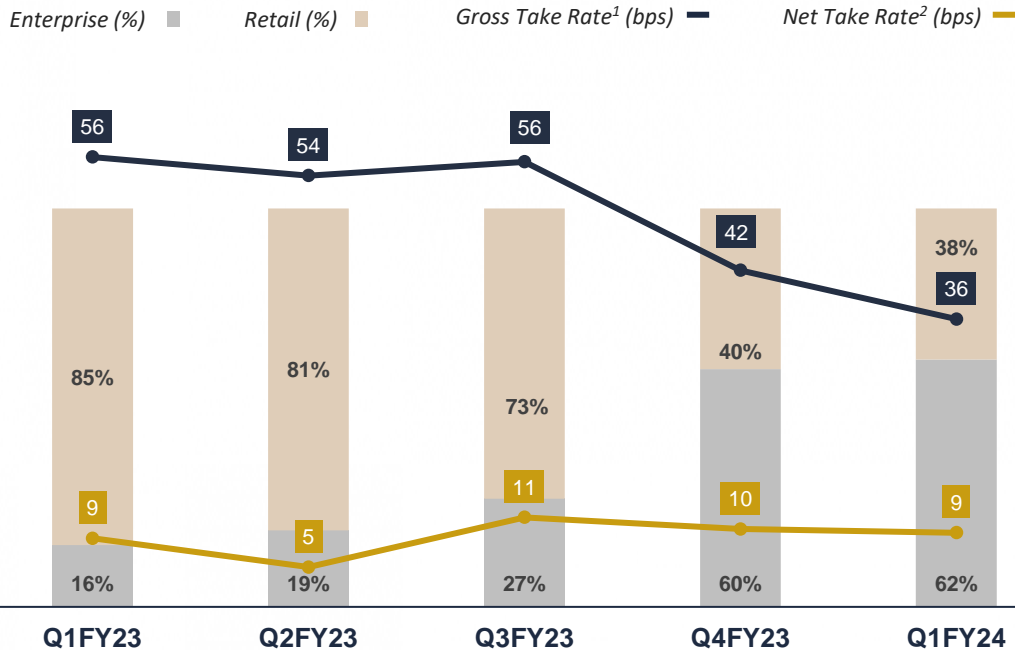


Increase in iServeU partners led to exponential growth in GTV & Transaction-led revenue.

Take Rates

Leveraging the Enterprise Partnership-led Strategy for improved net take rates

Partner-wise GTV Contribution vs Take Rate



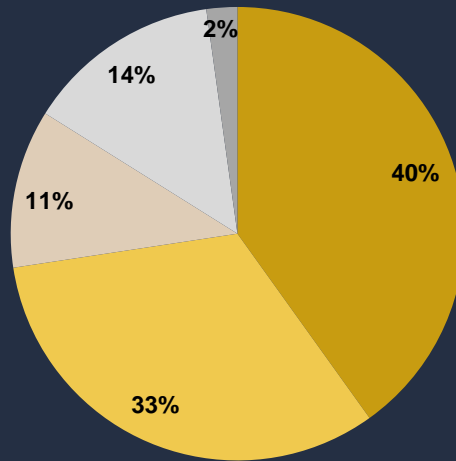
Q4FY23 and Q3FY23 had one off reversals leading to increase in take rates.

- Contribution from enterprise segment expanding as relationships with large partner networks gain traction.
- As contribution from enterprise channel increases, we will see a decline in gross rates however, impact on net take rate will be limited.
- This is because enterprise channel income will have lower pass through payouts as compared to retail channel.

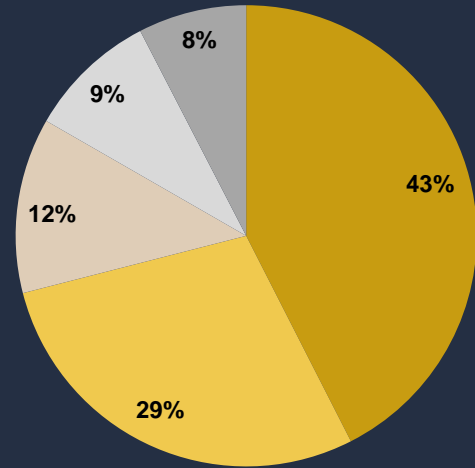
Product-wise Break-up of GTV

GTV mix moving in favour of newer products

Q4 FY23



Q1 FY24



GTV (INR Cr.)

5,817.8

9,893.0

■ Cash-out ■ AePS ■ DMT ■ M-ATM ■ Others*

Product mix has moved in favour of newer launched products like UPI which are translating in higher cash-out throughput.

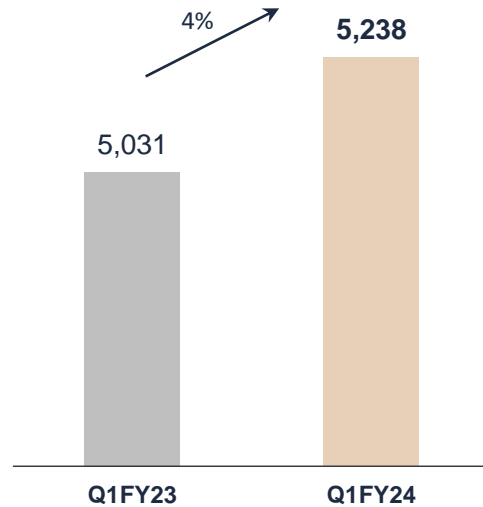
Note: *Others includes contribution from products like UPI, BBPS, Aadhar Pay, POS.

Building network strength...

A healthy scale up of Finance professional partner network and Fintech partnerships has translated into robust lead flow into the platform

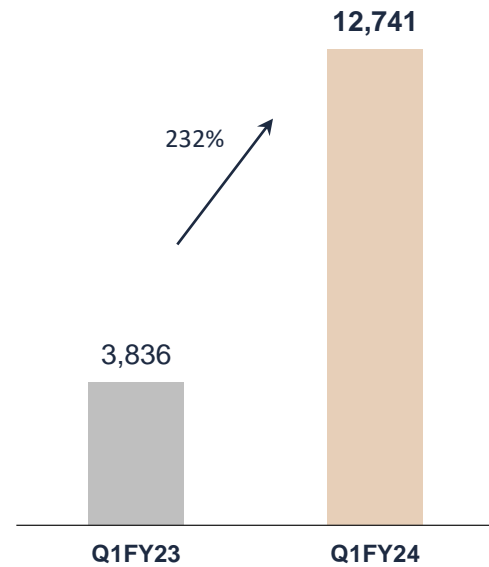
Niyogin partners

(#)



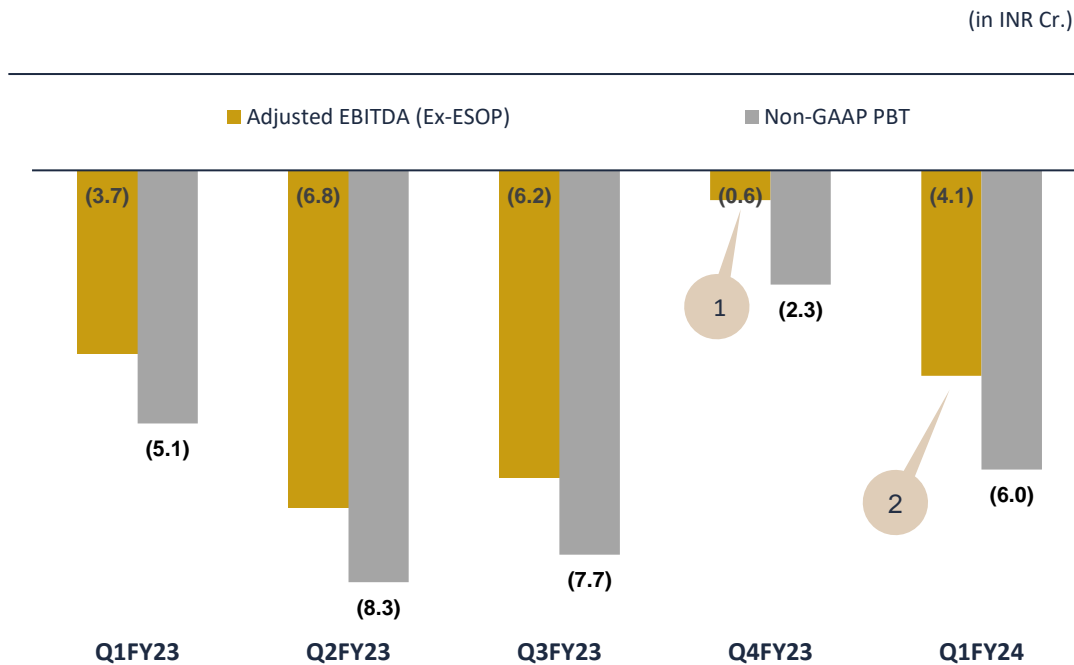
LTD Loans successfully processed through NFL network

(#)



Path to profitability..

Adj. EBITDA (Ex-ESOP) gap widened due to one-off adjustments this quarter



1 One-off provisioning reversal in subsidiary positively impacted Adj. EBITDA (Ex-ESOP) in Q4FY23

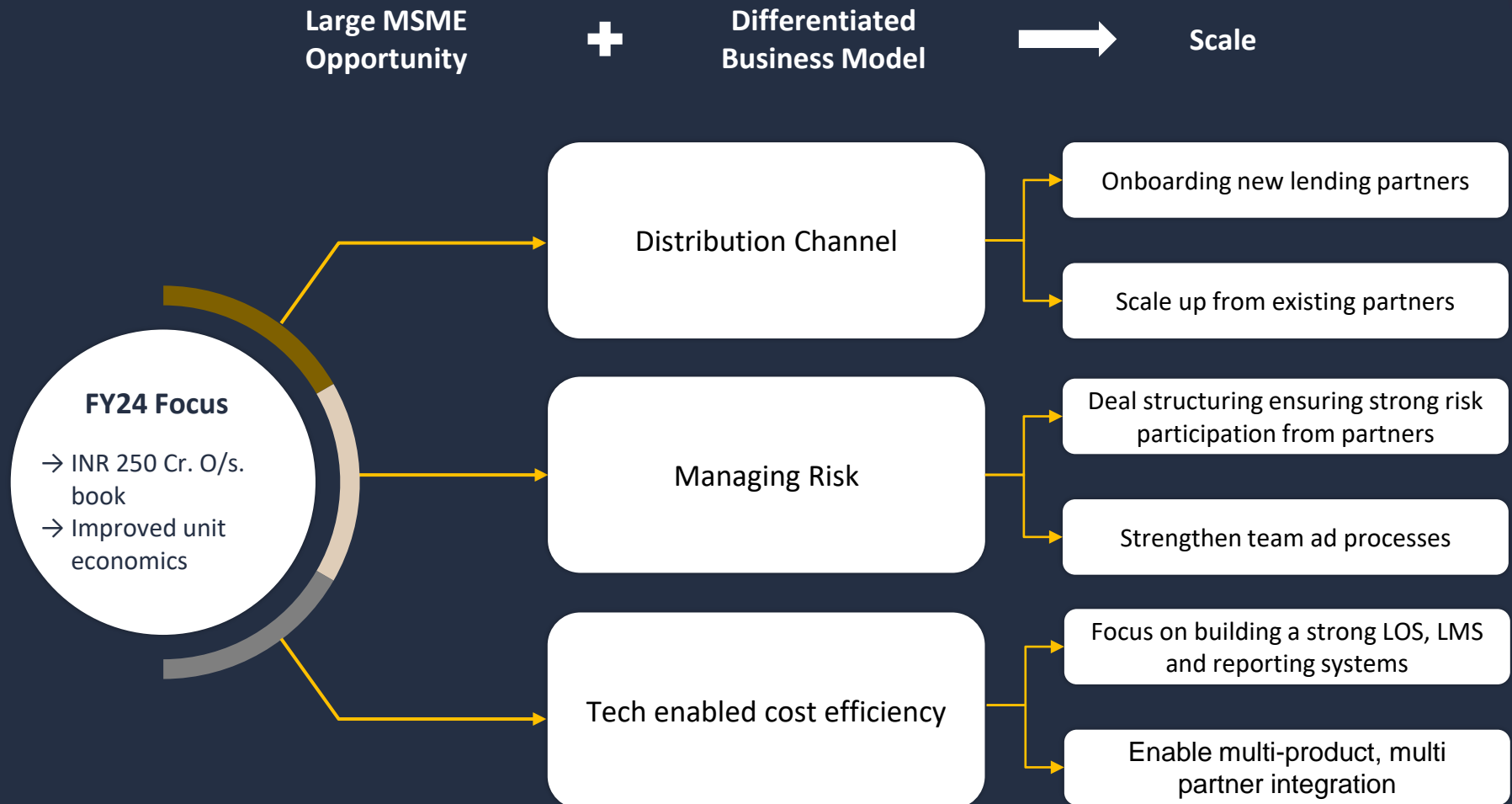
2 One-off active provisioning for ageing receivables in the subsidiary



Incremental step-up in cloud cost incurred for increase in GTV and new product stack (Prepaid card)

Lending strategy

Scaling the book while managing opex and risk



Marquee partnerships

Building a strong partner network

Consistently expanding our Partner network

Lending Partner



TATA CAPITAL



POONAWALLA
FINCORP



Lending Business



KhataBook



Capital Trust

फ़टाकPAY



Insurance Partner

digit



Payment



kotak
Kotak Mahindra Bank



Wealth Management



New partnership on boarded
in Q1FY24

Consolidated – Quarterly Financial Snapshot

Revenue mix continues to improve driven by significant pick-up in GTV

Consolidated Profit & Loss Statement (INR Cr)	Q1FY24	Q1FY23	YoY Change (%)	Q4FY23	QoQ Change (%)
Revenue (ex-device sales)	45.0	24.3	85.1%	32.7	37.6%
Total Income	45.5	27.4	66.0%	36.3	25.4%
Expenses	49.9	31.2	60.1%	36.9	35.3%
Adjusted EBITDA (ex-ESOP)	(4.3)	(3.7)	NM	(0.6)	NM
Reported Pre-Tax Profit/(Loss) (A)	(7.2)	(6.2)	NM	(3.3)	NM
Depreciation and Amortization	1.9	1.3	41.7%	1.7	12.6%
ESOP (B)	0.9	1.2	(21.5)%	1.0	(13.3)%
Non-GAAP PBT (C) = (A) + (B)	(6.2)	(5.1)	NM	(2.3)	NM

~85% ↑ YoY

Revenue (ex-device sales) growth was driven by increase in transaction-led revenue

Adj. EBITDA (Ex-ESOP) gap stood at INR 4.3 Crores for Q1FY24 which accommodated twin impact of active provisioning for ageing receivables in the subsidiary and increased tech expense ahead of launch of new product (Prepaid cards).

Consolidated Balance Sheet Excerpt (INR Cr)	June'23	Mar'23	QoQ (%)
Gross Loan Book	117.5	91.8	28.0%
Cash & Cash Equivalents	89.9	89.4	0.6%

~28% ↑ QoQ

Loan book grew significantly led by rapid scale up of credit during the quarter.

Shareholding Pattern

Supported by investors who believe our growth potential

Top Institutions

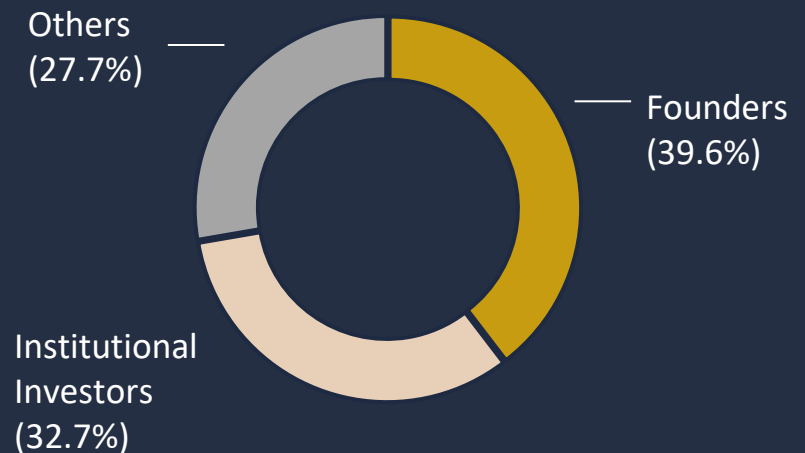
Strategic India Equity Fund

Think India Opportunities Master Fund

Vikasa India EIF I Fund

Carmignac Portfolio

Shareholding Pattern



Niyogin also successfully raised INR 80 Crores through convertible warrants in July'23. Warrant subscribers include marquee investors.



Our Positioning

Where do we Stand?

Comparing ourselves with market participants

	Niyogin	Payments Banks	Payment Service Providers	Other API Players
API Stack				
Payments	✓	✓	✓	✓
Deposit	✓	✓	✓	✓
Lending	✓	x	✓	✓
Investments	✓	✓	✓	✓
Credit				
Underwriting	✓	x	x	x
Sourcing	✓	✓	✓	x

Our Right to Win



Investment Rationale

Building the “Neobank” platform infrastructure to power MSMEs



Unique – API infrastructure provider with lending capability

- Go To partner for financial inclusion use cases
- Well-integrated hook product to higher margin product journey
- Strong cross-sell synergies among subsidiaries



Large addressable market

- 63 Mn+ MSMEs* and 89 Mn rural retailers~
- AePS Transactions value to touch ₹6.4 Lakh Cr by FY25 (exp 3-yr CAGR @ 23%)~
- DMT to touch ₹3.4 Lakh Cr by FY25 (exp 5-yr CAGR @11%)~
- Gol^ focus on financial inclusion provides significant tailwinds



Tech-centric model

- A scalable tech platform powered by our own switching capabilities and with a partner-led distribution model across India gives us:
- Ability to process transactions at low cost
 - Low CAC market access
 - Fee/ commission-led revenue
 - Opportunity for transaction-led credit



Delivering impact

- Profit with purpose enterprise to drive financial inclusion through our:
- Rural reach
 - Accessibility to banking services
 - Partner model enabling income augmentation



Public Listed, Strong Board, Management & Investor support

- BSE Listed and professionally managed
- Well aligned interests of management & stakeholders via ESOPs.
- High pedigree institutional shareholders support

Well Capitalized. Steadily moving towards Profitability

Business Model

Adopting a Differentiated Approach towards delivery of financial services



moneyfront



Organization Structure

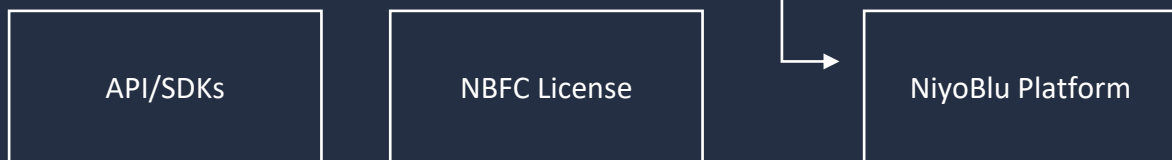
Leveraging through our subsidiaries

niyogin

Our Subsidiaries



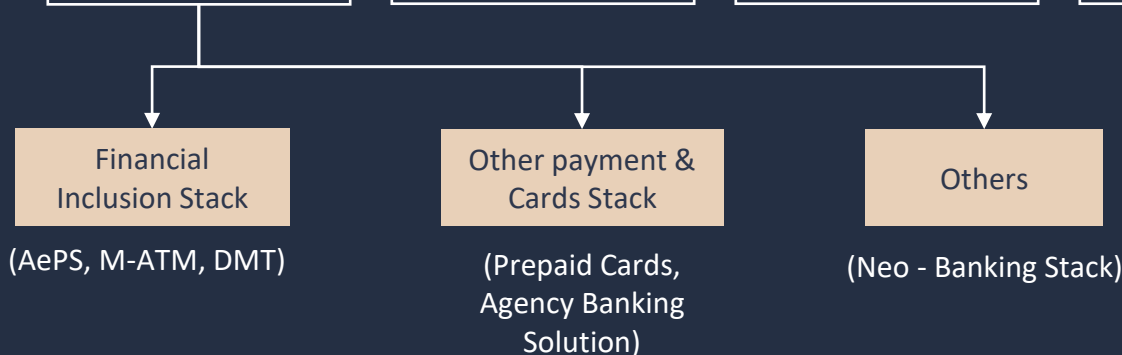
Our Facilitators



Product / Services



Our Stack





API Infrastructure Provider

Understanding iServeU's Business Model

Market Opportunity

India, a primarily cash-driven economy

Cash in Circulation increased post-COVID.. ¹

(as a % of GDP*)

15%

FY19

21%

FY23

Deeper geographies still prefers cash ..

- Limited presence of banks
- Lack of digital literacy
- Connectivity issues

M-ATM

Devices deployed by banks

0.1 Cr ¹

As on June 2023 (past 2-yr CAGR @ 59%)

AePS

Transaction Value

₹6.4 Lakh Cr ²

By FY25 (exp 3-yr CAGR @ 23%)

DMT

Transaction Value

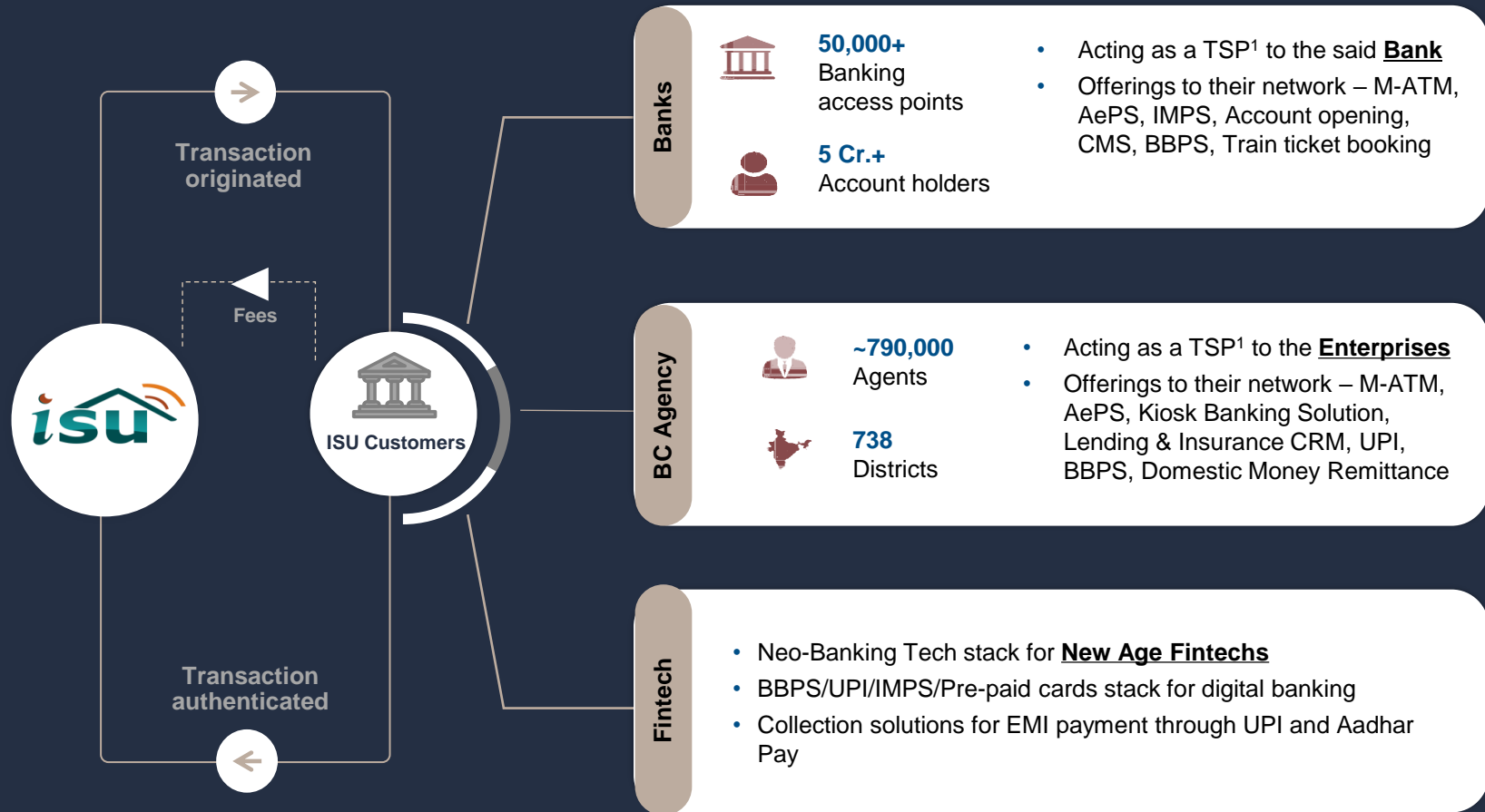
₹3.4 Lakh Cr ²

By FY25 (exp 5-yr CAGR @ 11%)

Growing adoption of financial inclusion IndiaStack

Our Customers

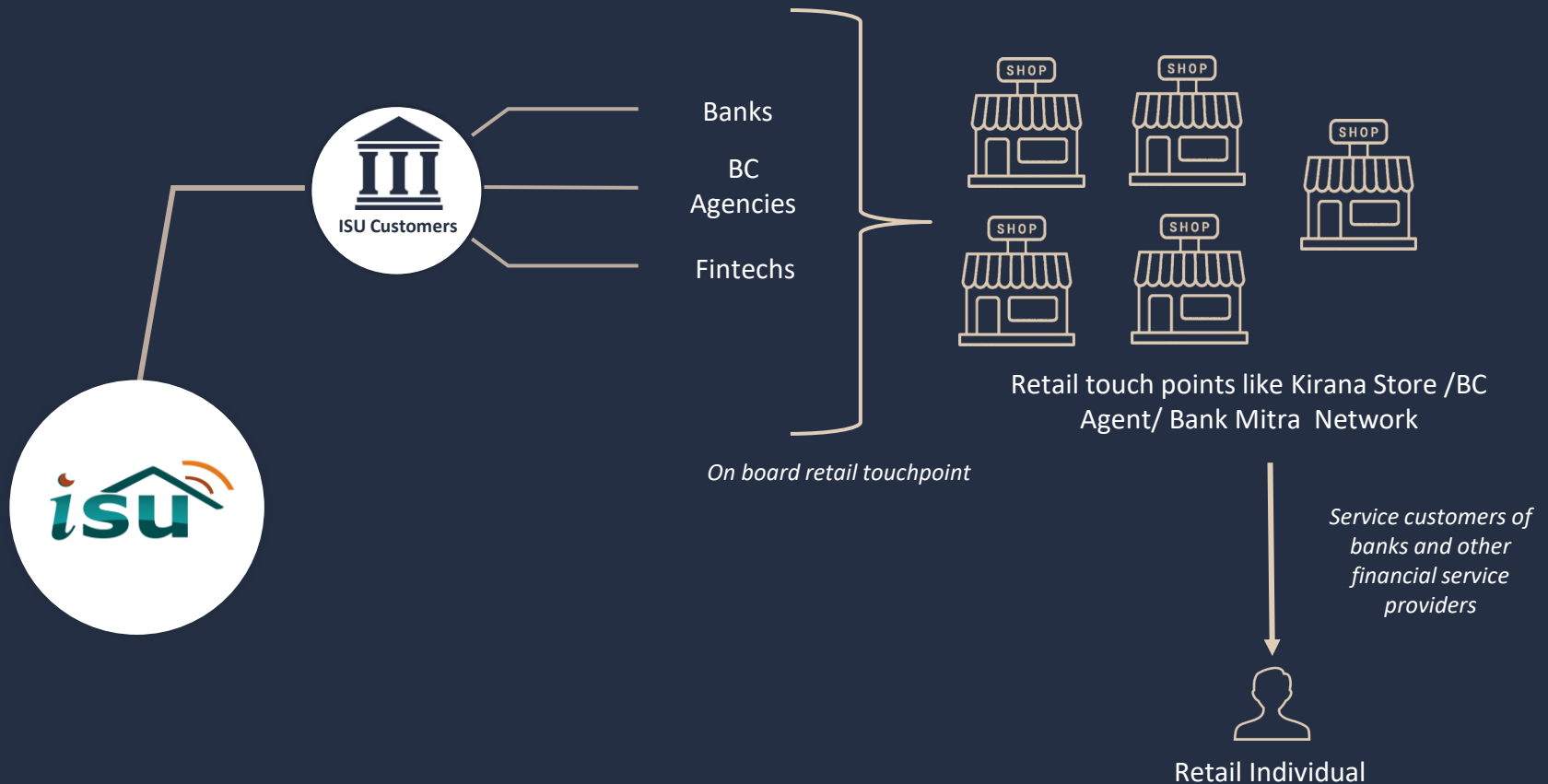
Serving various customers through our BaaS offerings



1 Technical Service Provider

The Value Chain

How ISU powers last mile financial inclusion

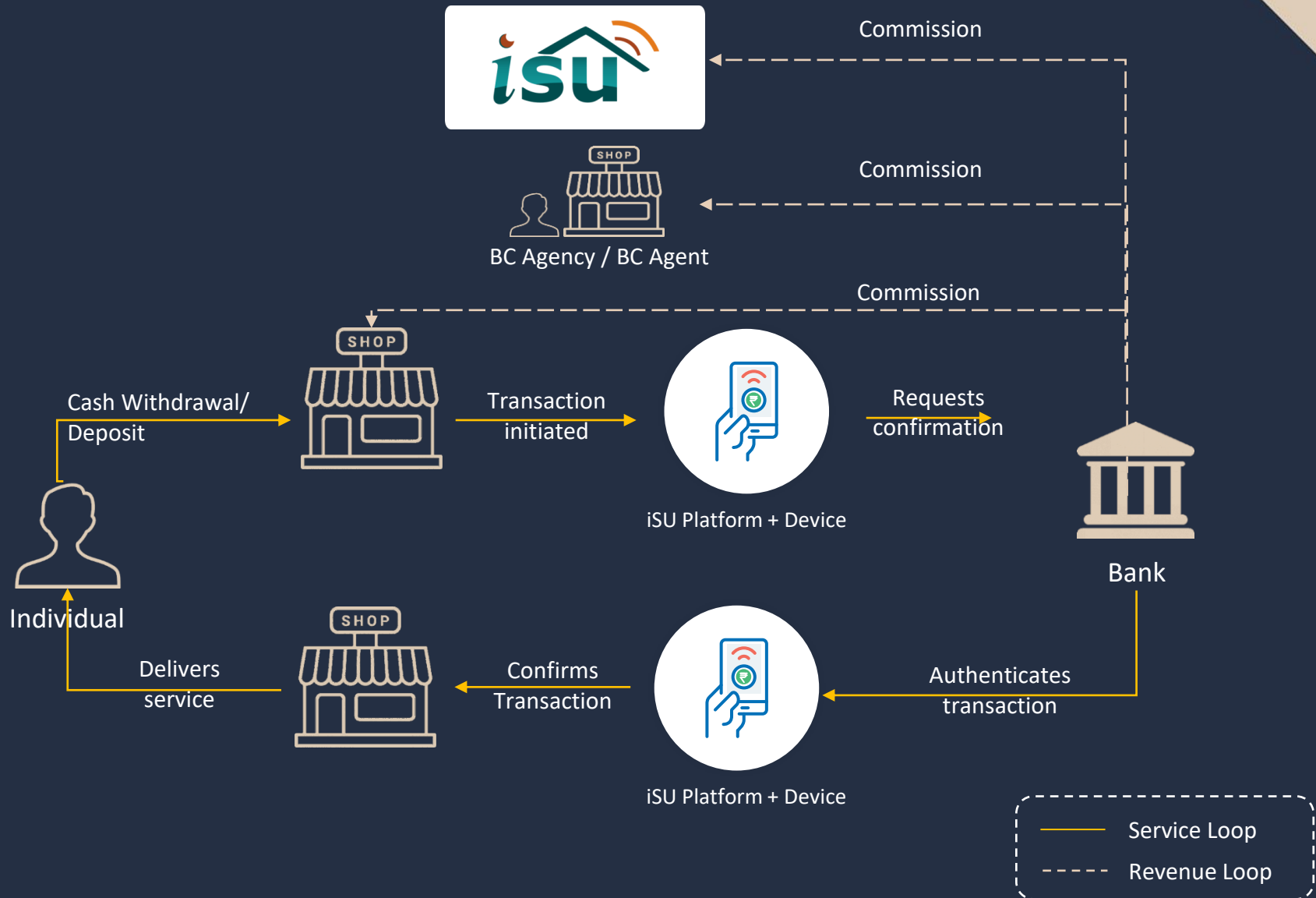


ISU infrastructure layer power transactions by empowering retail touchpoints of Banks, BC Agencies and other Fintechs to service retail individuals in need of banking services

↑ ↑ ↑ ↑ ↑ ↑ ↑ ↑ ISU Support layer ↑ ↑ ↑ ↑ ↑ ↑ ↑ ↑

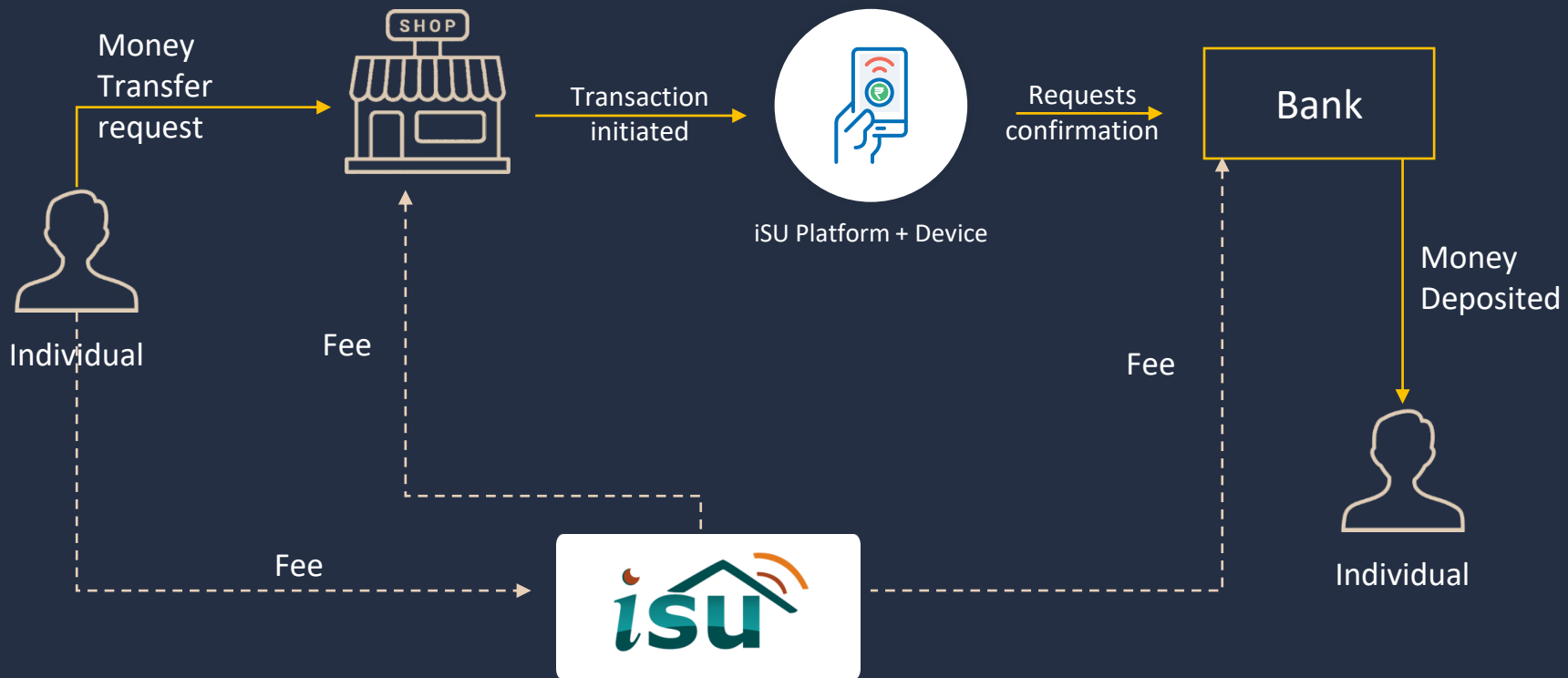
Transaction & Revenue Flow (1/2)

Understanding our Cash to Digital & Digital to Cash loop using M-ATM & AePS



Transaction & Revenue Flow (2/2)

Understanding our money transfer loop using DMT



Our Products

Built a comprehensive stack with a recurring revenue model

Revenue Model	Financial Inclusion Stack	Other payment & Cards Stack	Others
<ul style="list-style-type: none">Transaction-led	<ul style="list-style-type: none">Micro-ATMAadhaar Enabled Payment System(AePS)	<ul style="list-style-type: none">Prepaid Cards	Neo-banking
<ul style="list-style-type: none">Revenue	<ul style="list-style-type: none">Domestic Money Transfer (DMT)	<ul style="list-style-type: none">BBPSRechargePOS	
<ul style="list-style-type: none">Subscription	<ul style="list-style-type: none">Agency Banking Solution		<ul style="list-style-type: none">CRM Solution



Lender to MSMEs

Understanding Niyogin Fintech Limited's Business Model

Market Opportunity

MSME lending the next frontier for growth

Backbone of the Indian Economy

- **6.3 Cr+** MSMEs in India ¹
- **~30%** Contribution to India's GDP ²
- **~40%** Contribution to Exports ⁴
- **~11 Cr** employment opportunities created ⁴

MSME sector is credit starved

- **~Rs. 20 Lakh Cr²** of overall credit gap in the MSME sector
- Low credit access; working capital is the primary concern

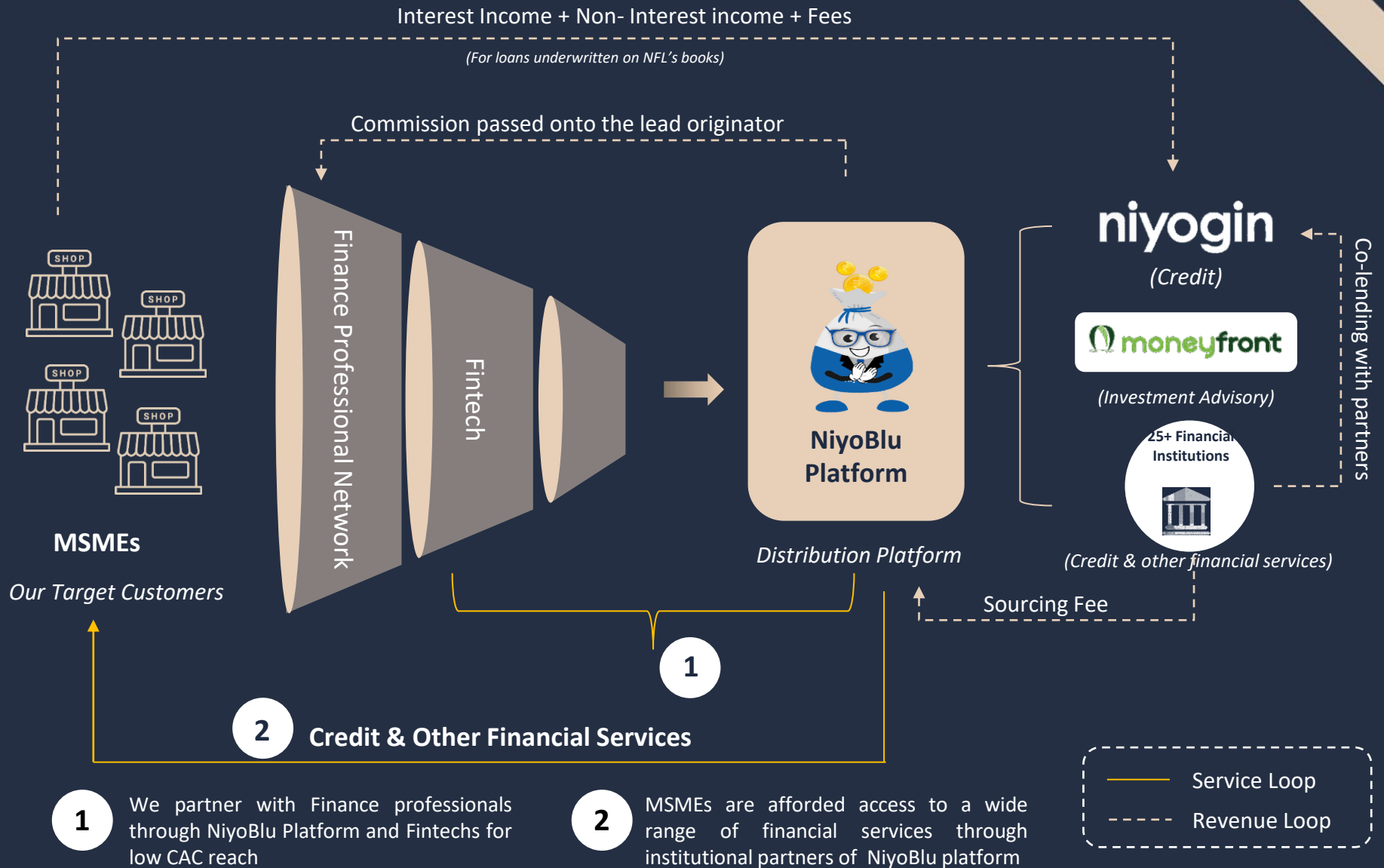
Poised for growth through Government support

- Continued implementation of reforms like GST and JAM Trinity ³
- Push for Make in India

Source/Note: 1. GoI MSME 2023 Report, 2. (Forty Sixth Report of the Standing Committee of Finance (17th Lok Sabha on March '22), 3. Goods & Service Tax, Jan Dhan Aadhaar Mobile, 4. Disclosed data of publicly listed companies

Business Model

Overview of Niyogin's lending and Niyoblu's distribution business





Our Team & Journey

Board of Directors



Amit Rajpal
NON-EXECUTIVE CHAIRMAN,
CO-FOUNDER

CEO – Marshall Wace Asia;
Ex-Morgan Stanley



Gaurav Patankar
NON-EXECUTIVE DIRECTOR,
CO-FOUNDER

Ex-BNY Mellon, Lockheed Martin



Tashwinder Singh
MANAGING DIRECTOR,
CHIEF EXECUTIVE OFFICER

Ex-Citigroup, KKR



Subhasri Sriram
INDEPENDENT DIRECTOR

Director – TVS Electronics;
Ex-Shriram City Union Finance



Eric Wetlaufer
INDEPENDENT DIRECTOR

Director – TMX group;
Ex-CPPIB; Fidelity



Kapil Kapoor
INDEPENDENT DIRECTOR

Chairman-InfoEdge India;
Ex-Nestle; ex-Global COO, Timex



Ashby H.B. Monk
INDEPENDENT DIRECTOR

Senior Research Engineer, School of
Engineering, Stanford University;
Co-founder-Long Game Savings

Management



Tashwinder Singh
CHIEF EXECUTIVE
OFFICER

Ex-Citigroup, KKR



Abhishek Thakkar
CHIEF FINANCIAL OFFICER

Ex-Avendus Capital, Aegis
Logistics, Deloitte



Debiprasad Sarangi
CHIEF EXECUTIVE OFFICER,
IserveU

Ex-iCash Card



Mohit Gang
CHIEF EXECUTIVE OFFICER,
MoneyFront

Ex-HSBC, Citi



Pankaj Chaudhary
CHIEF BUSINESS OFFICER,
Niyogin

Ex-KKR, Citigroup, EY



Neha Agarwal
COMPLIANCE OFFICER

Ex-Essel Infraprojects



Noorallah Charania
CHIEF OPERATING OFFICER

Ex-Aditya Birla Group, RBS,
HDFC Bank



Salima Charania
MARKETING HEAD

Ex-Times Professional
learning



Trivenika Avasthi
INVESTOR RELATIONS
OFFICER

Ex-L&T, Yes Bank, Equirus
Capital



Sonal Patni
CHIEF TECHNOLOGY OFFICER

Ex-SMEcorner, Avaya,
Cognizant, Tech Mahindra

Our Journey

How did we get here?

- 1) Acquired 50.01% in **Moneyfront**, a digital platform, adding **Wealth Tech** to its product stack

2019

2020

2021

2023

iSU

- 1) 722K+ touchpoints
- 2) INR ~15k Cr. GTV

2022

- 1) Revenues crossed INR 100 Cr.

iSU

- 1) 378K+ touchpoints
- 2) Key wins – India Post Payments Bank, PSU Bank (first PSU as client)
- 3) M-ATM Switch went Live with NPCI
- 4) Monthly GTV crossed the INR 1k Cr. mark in September

- 1) Acquired 51.00% in **iServeU**, a INR 3,900 Cr GTV platform
- 2) SaaS based B2B product went live under Wealth Tech

2018

- 1) Initiated business with the **Credit** segment offering small ticket unsecured business loans (UBL)
- 2) Focus on market access through CA network

2017

- 1) Acquired M3 Global Finance, a BSE listed NBFC4, and renamed Niyogin Fintech Ltd
- 2) Raised capital of ₹2,348 mn from institutional investors

Note: All years are Financial Years

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THANK YOU