

Date: **22nd May, 2023**

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001
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: Investors presentation on the performance for the quarter and financial year ended 31st March, 2023

Dear Sir/Madam,

This is in continuation of the Company's letter dated 18th May, 2023, with regard to a conference call for Investors/ Analysts with senior management team, scheduled to be held on Tuesday, 23rd May, 2023 at 4:00 P.M. (IST).

We are enclosing the presentation which may be used by the Company for the potential meeting with Analysts and Investors community and will also be made available on the website of the Company, www.digispice.com.

You are requested to kindly take the above on record and oblige.

Thanking you.

Yours faithfully,
for **DiGiSPICE Technologies Limited**

(Ruchi Mehta)
Company Secretary & Compliance Officer



DIGISPICE

FY23 Investor Presentation



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Glossary of Terms

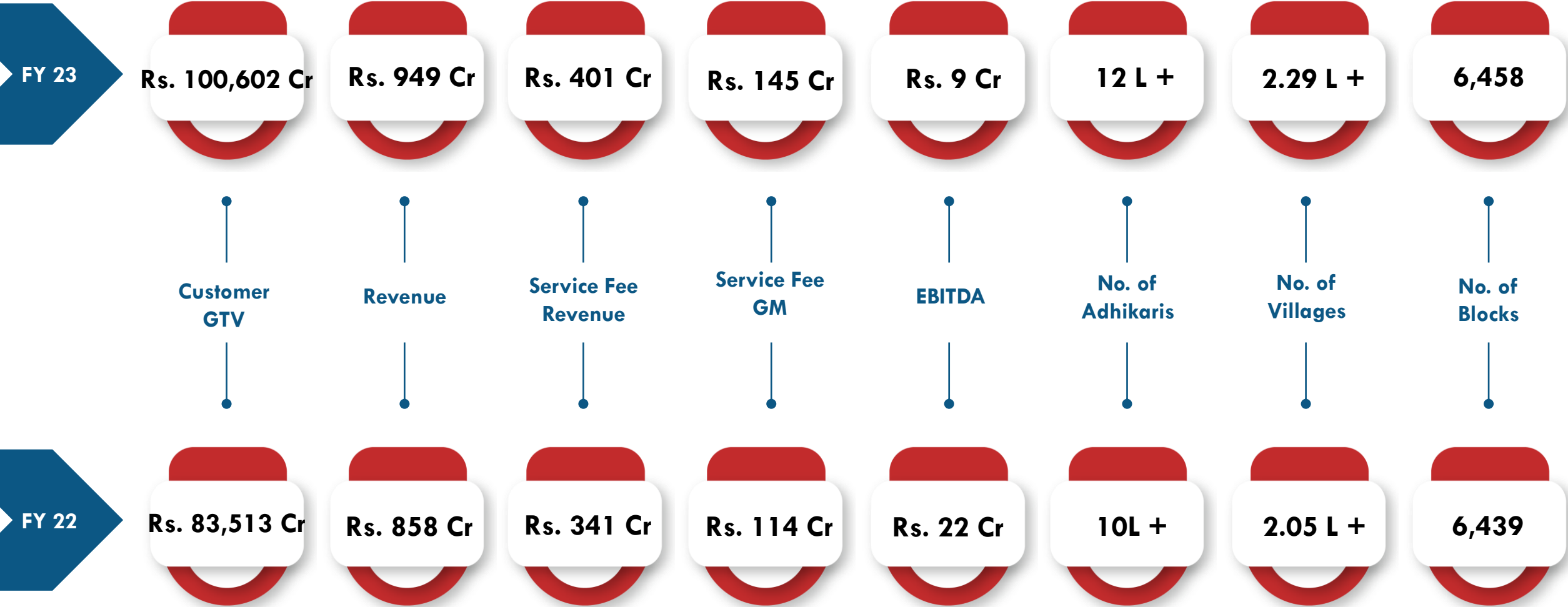
Terms Used	Meaning
AePS	Aadhaar-enabled Payment System
Adhikari	Adhikari is a nomenclature used to address the merchants/entrepreneurs who work on Spice Money platform
BBPS	Bharat Bill Payment System
m-ATM	Refers to mini ATM or Mobile ATM. A service that enables customers to withdraw cash at a nearest 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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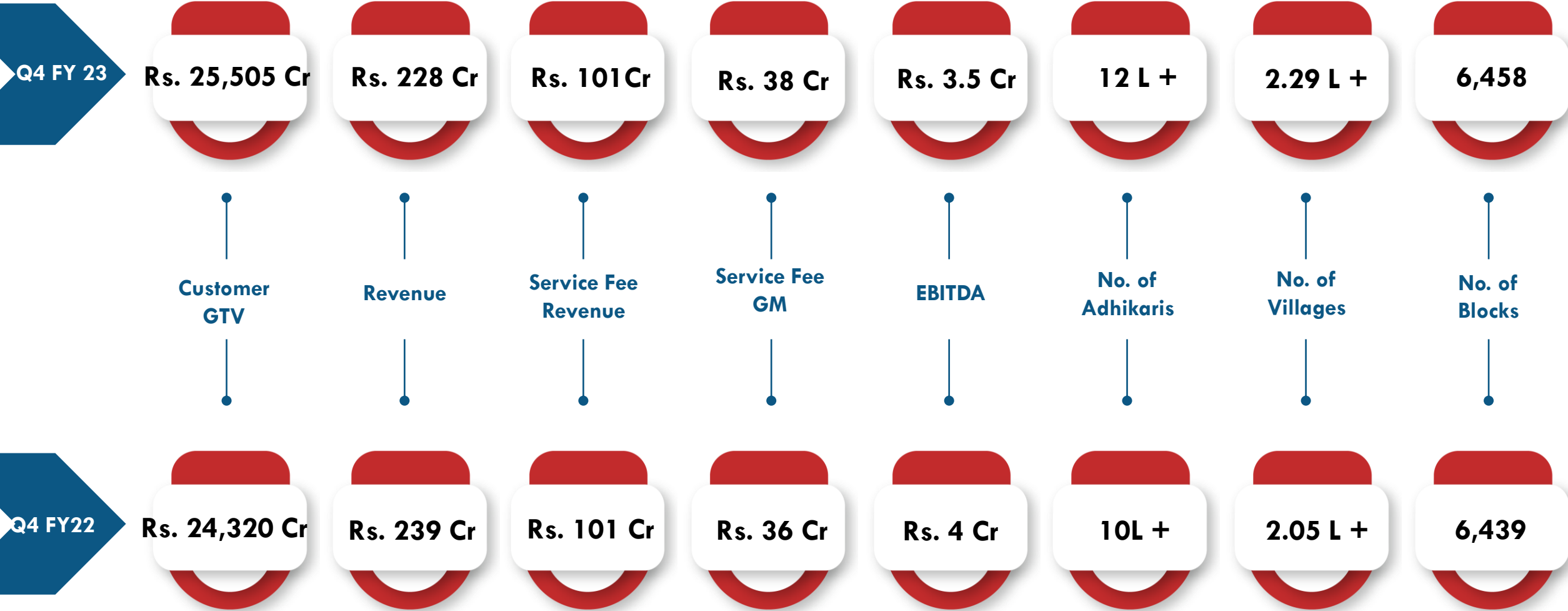


- 1** **Spice Money Performance Snapshot**
- 2** **Spice Money: Financial Highlights**
- 3** **Digispice Technologies:
Consolidated Financial Highlights**
- 4** **Spice Money: Key Business Update**
- 5** **Our Business Model**

Spice Money Performance Snapshot – FY23 Vs FY22



Spice Money Performance Snapshot – Q4 FY23 Vs Q4 FY22



Spice Money – Financial Highlights

Particulars (Rs. Crs)	FY20	FY21	FY22	FY23	Growth	FY20-FY23	Q4FY22	Q3FY23	Q4FY23	Growth	Growth
					Y-o-Y	CAGR				Q-o-Q	Y-o-Y
Customer GTV (A)	22,155	46,178	83,513	1,00,602	20%	66%	24,320	24,913	25,505	2%	5%
Revenue	250	578	858	949			239	230	228		
- Service Fees (B)	98	190	341	401	18%	60%	101	99	101	1%	-
- Airtime/ Subscription/Device	152	388	518	548			139	130	128		
Gross Margin	44	79	127	165			40	41	42		
- Service Fees (C)	28	65	114	145	27%	74%	36	36	38	7%	5%
- Airtime/ Subscription/Device	17	14	13	19			4	5	4		
Indirect Cost	35	59	105	156			36	40	39		
EBITDA	9	21	22	9	-	-	4	0.6	3.5	-	-
EBIT	2	16	21	1	-	-	4	-1	1	-	-
Service Fee Revenue on Customer GTV (B/A)	0.44%	0.41%	0.41%	0.40%			0.41%	0.40%	0.39%		
Service Fee GM on Customer GTV (C/A)	0.12%	0.14%	0.14%	0.14%			0.15%	0.14%	0.15%		
Service Fee GM on Service Fee Revenue (C/B)	28%	34%	34%	36%			36%	36%	38%		

Spice Money – Breakup of Core & New Business Lines

Particulars (Rs. Crs)	FY20	FY21	FY22	FY23
1. Revenue	250	578	858	949
- **Core Business Lines	248	574	839	928
- **New Business Lines	3	4	20	21
2. Gross Margin	44	79	127	165
- Core Business Lines	43	78	121	158
- New Business Lines	1	2	7	7
3. EBITDA (A)	9	21	22	10*
- Core Business Lines	8	21	21	21
- New Business Lines	1	0	2	-10
4. EBIT (A+B-C)	2	16	21	1
- Other Income (Excl. CSR Expense) (B)	1	6	10	12
- Depreciation & Amortisation (C)	8	10	12	20

*All numbers are rounded off

DiGiSPICE Technologies – Consolidated Financials Summary DiGiSPICE

Particulars (Rs. Crs)	FY20	FY21	FY22	FY23	Growth		Q4FY22	Q3FY23	Q4FY23	Growth	
					Y-o-Y	FY20-FY23 CAGR				Q-o-Q	Y-o-Y
1. Revenue	407	712	990	1,015			277	243	252		
a.) Fintech Segment	250	578	858	949	11%	56%	239	230	228	-1%	-5%
b.) Other Segments	157	134	132	67			38	13	24		
2. Gross Margin	120	118	164	194			49	46	54		
a.) Fintech Segment	44	79	127	165	30%	55%	40	41	42	4%	5%
b.) Other Segments	76	39	37	29			8	5	12		
3. Indirect Costs	113	107	150	208			47	54	55		
a.) Fintech Segment	35	59	105	156	49%	64%	36	40	39	-3%	7%
b.) Other Segments	78	48	45	52			11	14	16		
4. EBITDA	7	13	14	-14			1	-8	-1		
a.) Fintech Segment	9	21	22	9	-	-	4	0.6	3.5	-	-
b.) Other Segments	-2	-8	-8	-23			-3	-9	-4		
5. EBIT	-54	15	15	-13			5	-7	4		
a.) Fintech Segment	1.8	16	21	1	-	-	4	-1	1		
b.) Other Segments	-56	-1	-5	-14			1	-6	3		
Spice Money Revenue to Total Revenue	61%	81%	87%	93%			86%	94%	90%		
Spice Money GM to Total GM	37%	67%	77%	85%			83%	89%	78%		



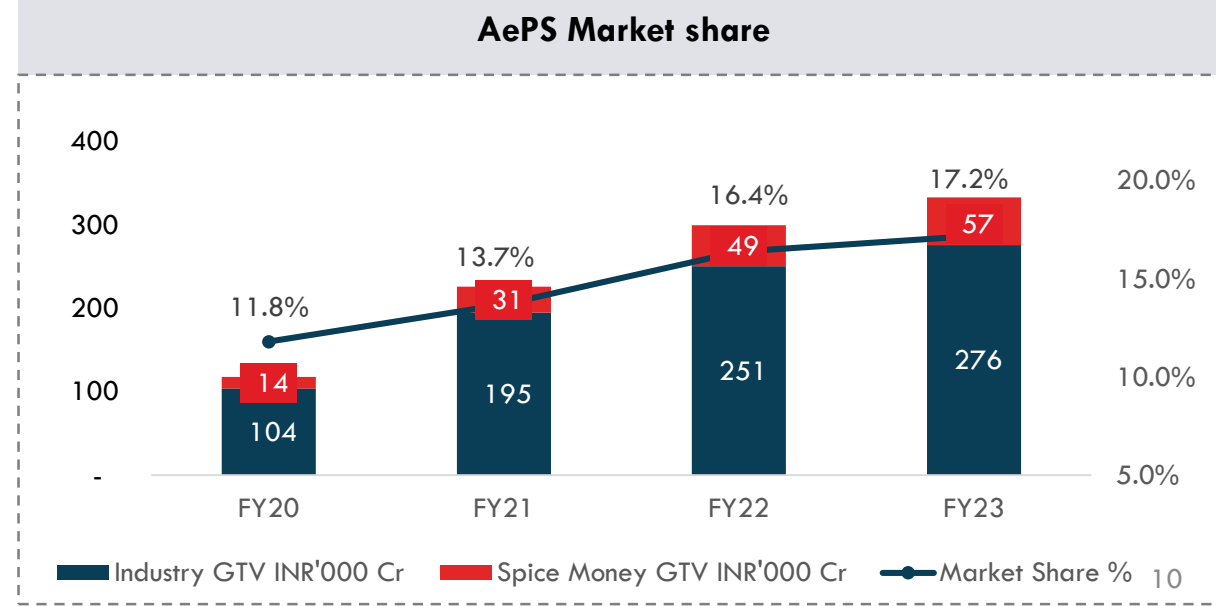
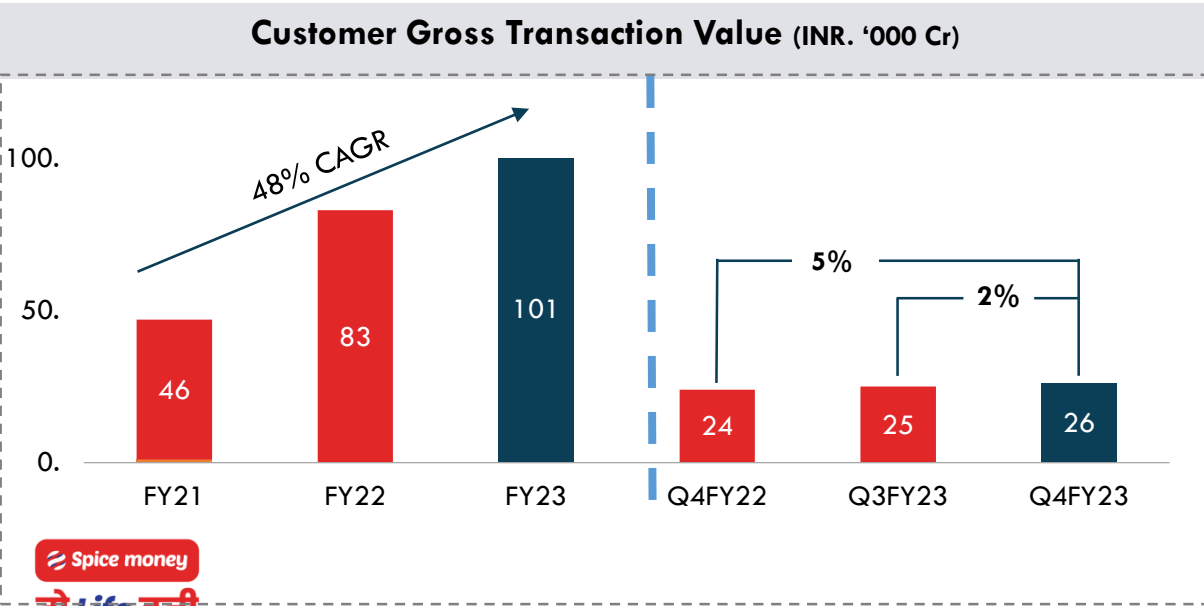
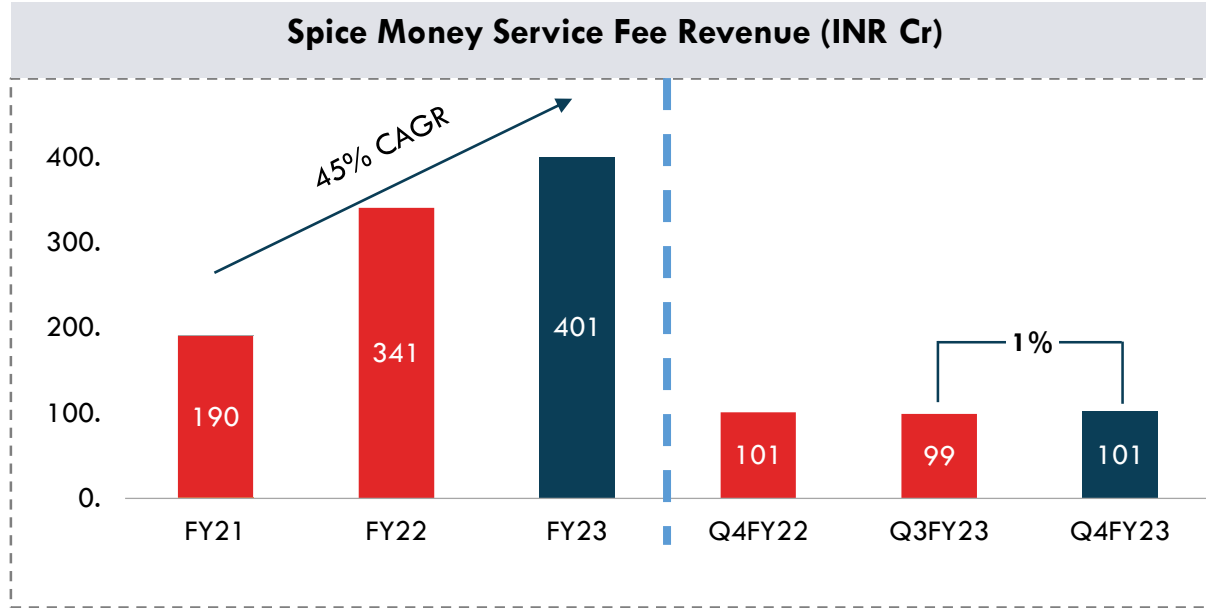
तो Life बनी

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). This is in keeping with the repositioning of the overall group strategy to focus on Financial Technology Services opportunities, mainly through its subsidiary Spice Money Limited ('Spice Money') and other group entities.

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

*Fintech segment refers to Spice Money

Spice Money – Key Operating Metrics

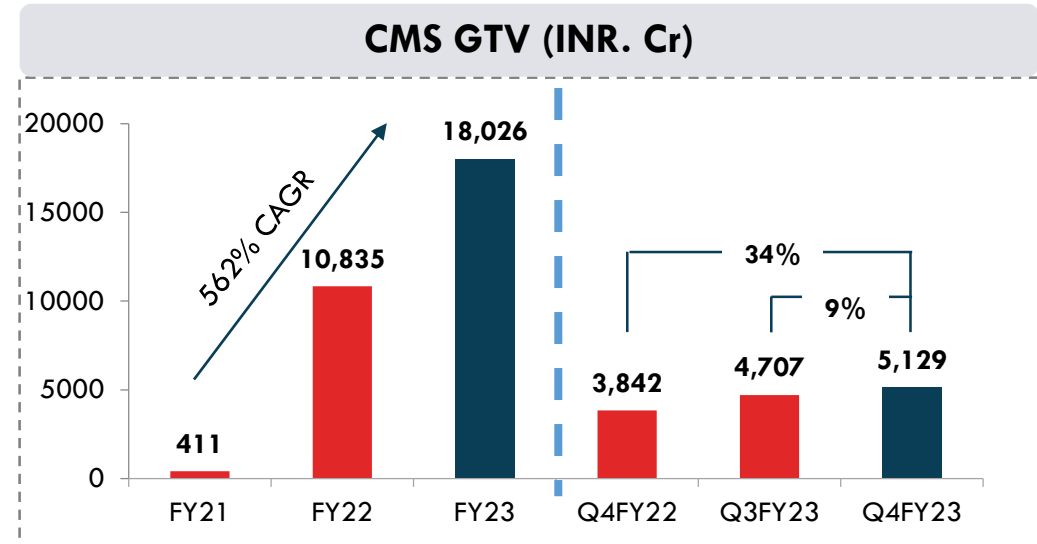
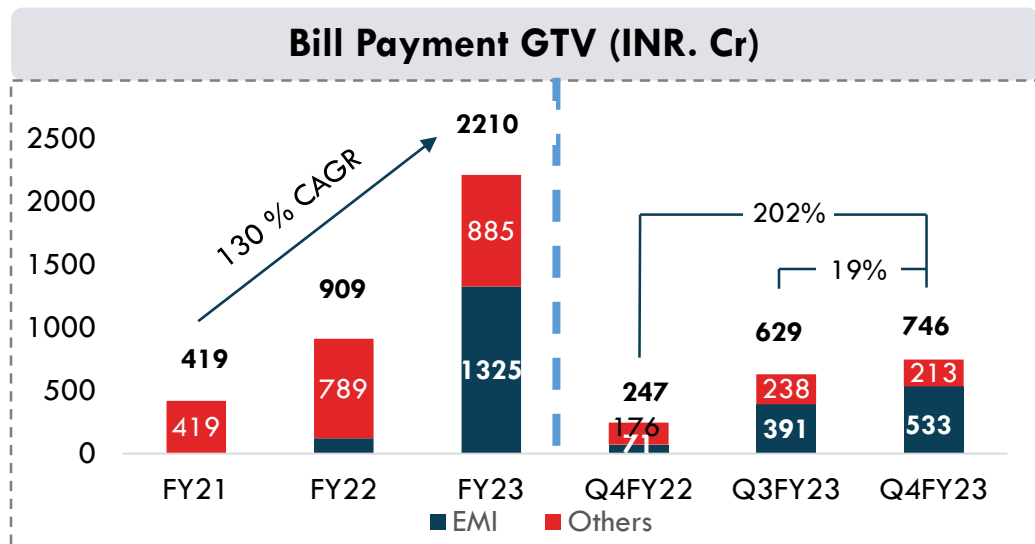
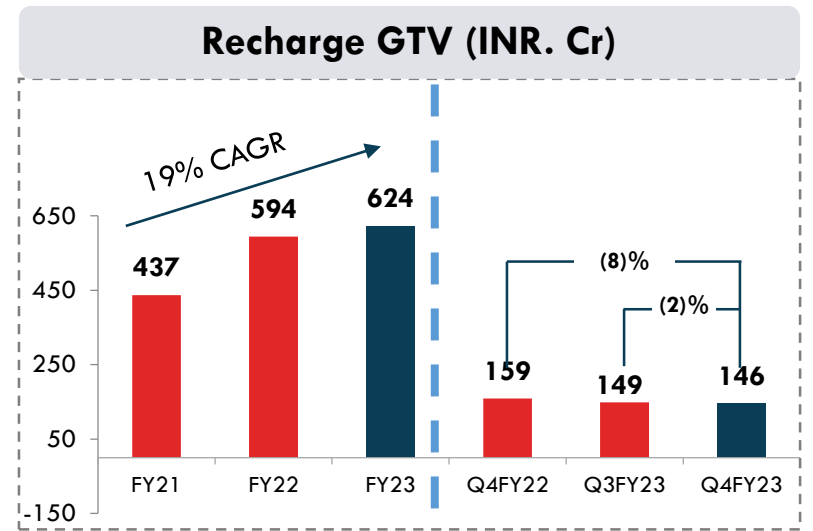
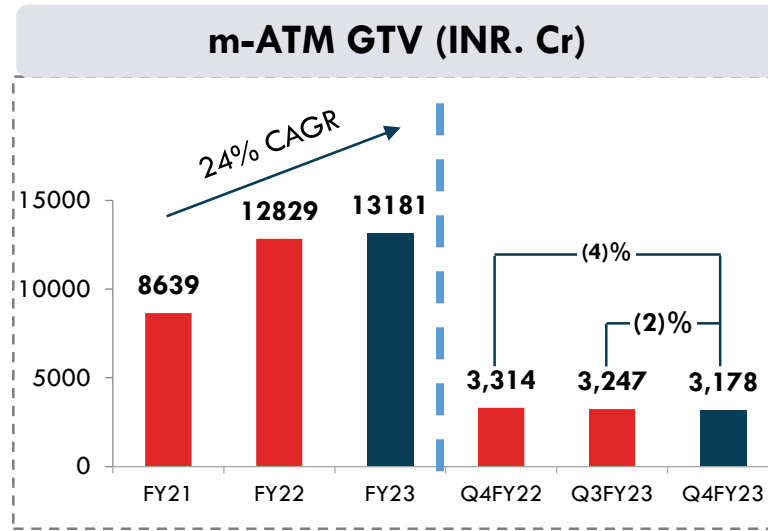
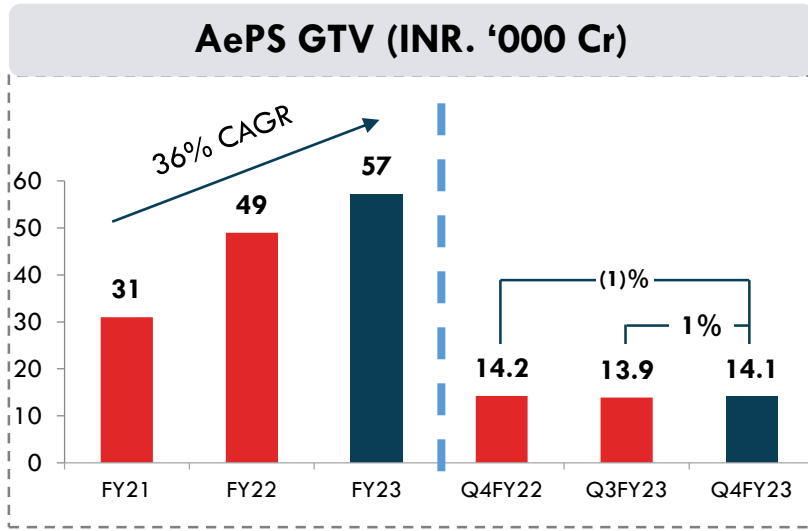


तो Life बनी

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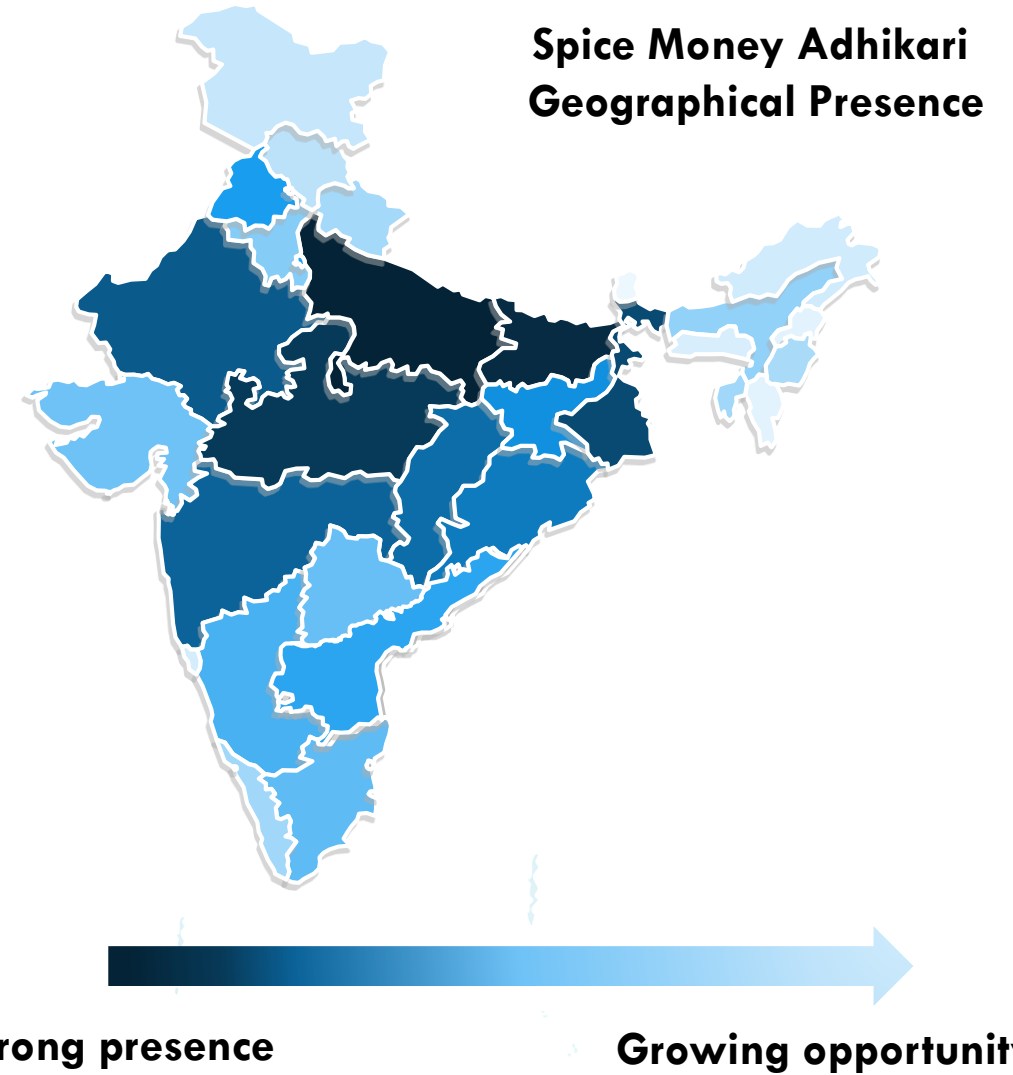
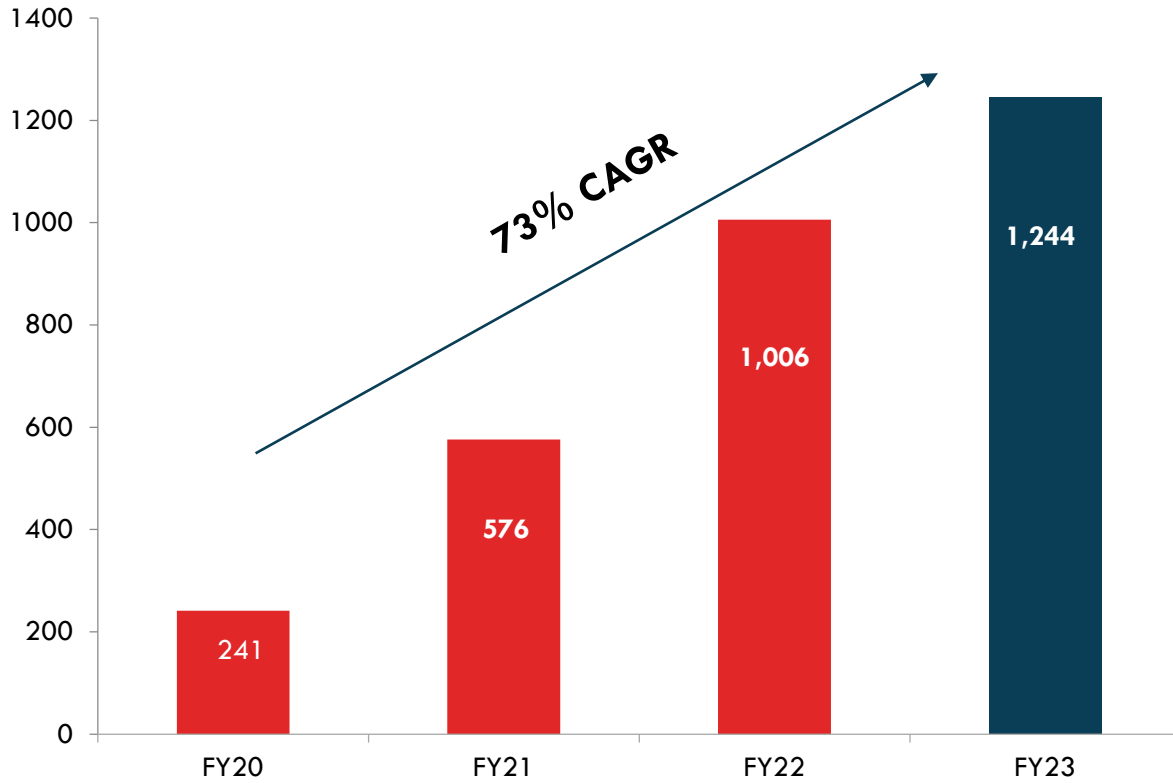
*AePS OFF-US value market share

Spice Money – Key Services Update



Spice Money Adhikari - Growing Network

Spice Money Adhikaris ('000)



Current Business Model : Enabling banking in deep rural

DiGiSPICE

Service Partners



Entrepreneurs empowered by
Spice Money Adhikari App



Rural Consumers

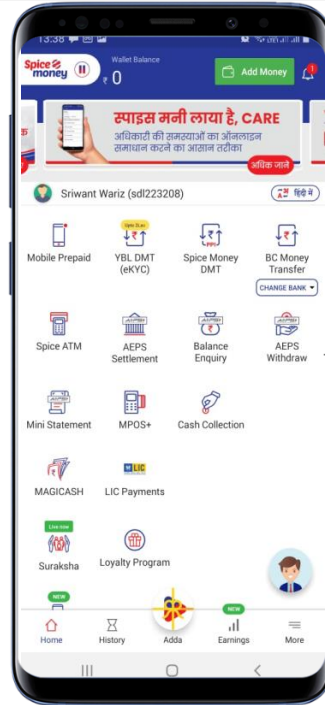


Core Services

- 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 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

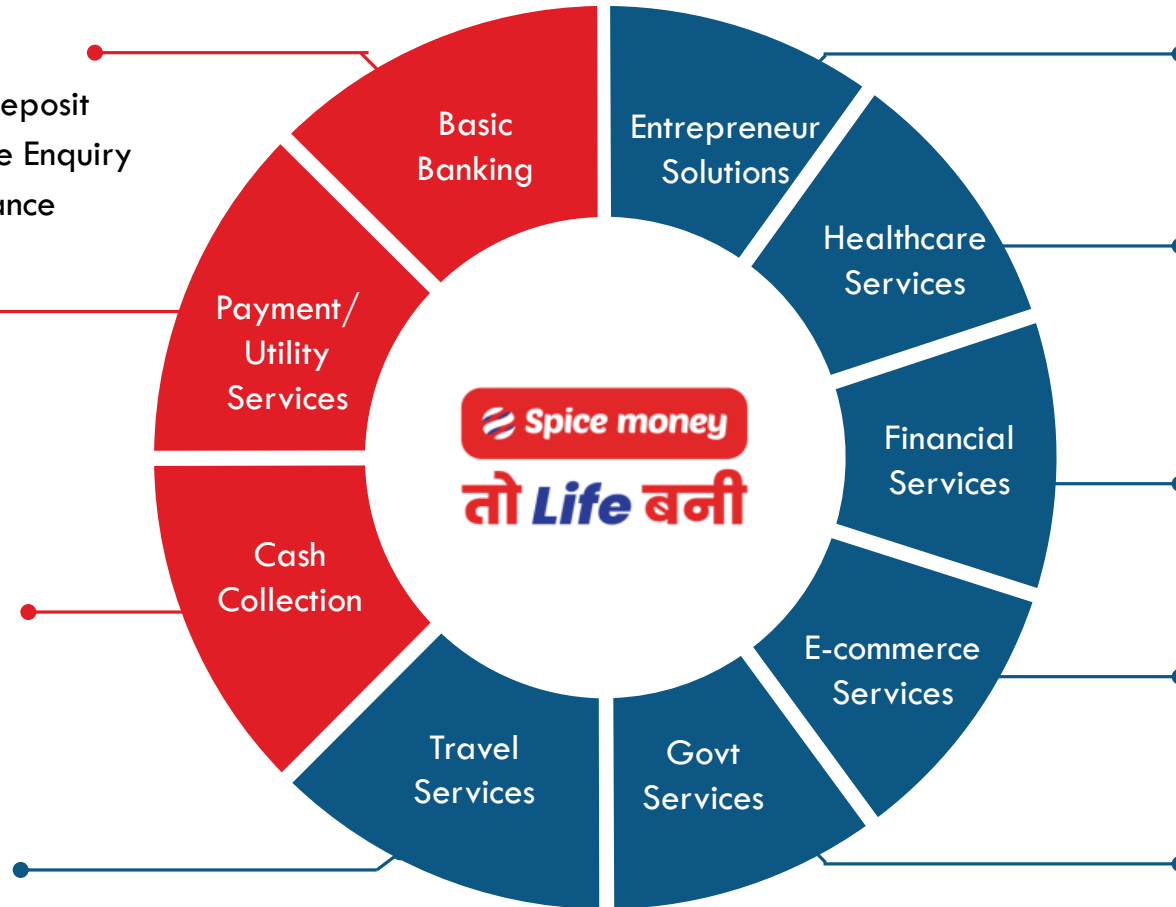
Building the Super App for Bharat

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 and B2C Buyer & Seller Apps
- G2C Services – UMANG

Tech & Data Enabled Platform Leveraging Adhikari Network

Thank You

DiGiSPICE

For further queries
please contact:

Aashvi Shah
Adfactors PR



+91 98210 43389



Aashvi.shah@adfactorspr.com