

Date: August 02, 2022

To

BSE Limited

25th Floor, Phiroze Jeejeeboy Towers,
Dalal Street, Mumbai – 400001

BSE Scrip Code: 538772

Sub: Investor Presentation – Q1 FY23

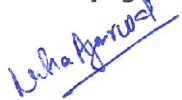
Dear Sir/Madam,

Pursuant to Regulation 30 (6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "**Listing Regulations**") read with Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors' Presentation for Q1 FY23.

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

Thanking You,
Yours faithfully,

For Niyogin Fintech Limited



Neha Agarwal
Company Secretary & Compliance Officer
A41425



Encl: a/a

Niyogin Fintech Limited

(CIN L65910TN1988PLC131102)

Regd. office: M.I.G 944, Ground Floor, TNHB Colony, 1st Main road, Velachery, Chennai, Tamil Nadu – 600042

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

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

niyogin

Investor Presentation

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Niyogin Fintech Limited



Executive Summary

Vision : To be the Core Neo-banking infrastructure company providing “BaaS” solutions

FY2022

₹107_{Cr}

Revenues doubled & crossed the ₹100 Cr mark, up 111% YoY

₹50_{Cr}

First tranche investment in iServeU (subsidiary)

₹87_{Cr}

Cash & Cash Equivalents and zero debt; stable balance sheet

~247K

Partner BC agents (retailers), up 89% YoY

₹8720_{Cr}

Gross Transaction Value (GTV) including payouts, up 51% YoY

FY2023 - 25

₹500_{Cr}

Revenues generating company, plan to grow 5x

₹50_{Cr}

Additional investment to be done, as per our Hypergrowth Plan

10-12%

EBITDA

1.5-2.0_{Mn}

Partner BC agents (retailers) to grow 6-8x

₹100K_{Cr}

GTV including payouts, plan to grow by >11x

Key priorities

- Focus on scaling up business from current enterprise customers
- Invest in building the platform, improving current products, and launching new products to provide full-stack financial services to our customers
- Hiring top-quality talent with relevant experience and providing best in class retention policy in the industry
- Aggressive new customer acquisition by lowering barriers for partners to start a business with us (Opex v/s Capex business establishment)
- Focused approach on increasing user retention and activation rate
- Forging stronger partnerships with banks and device suppliers to negotiate better deals to improve the bottom line

01

Quarterly Highlights



Q1FY23 Highlights	05-08
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Businesses built to scale - Rural Platform	09
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Businesses built to scale - Urban Platform	10
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Q1FY23 Highlights

Operational

Business Update

- Platform-centric build continues with product expansion (Neobank, Prepaid cards, Switching)
- Consolidated revenues grew 24.4% YoY and dropped 12.3% QoQ due to –
 - Investment of Rs. 50 Crores in iServeU that lead to a reduction in our treasury income
 - Drop in the device sales largely driven by the chip shortage and supply chain issues on device supplies.
- GTV grew 47.3% on a YoY Basis and consolidated revenues (ex-Device sales) grew 52%
- The device order book remains healthy, and we expect the revenue trajectory to continue upwards as supply issues are being sorted.

Distribution Build

- 81,845 rural retailers added in Q1FY23
- Rural Tech retailer base at 328,698 up 97.6% YoY
- Retail partner base (Urban Tech) at 5,031; up 16.1% YoY
- Urban Tech activation rate in Q1FY23 is at 12.1% as against 15.2% in Q1FY22
- Rural Tech activation rate in Q1FY23 is at 11.4% as against 14.5% in Q1FY22

Q1FY23 Highlights

Product & Tech Updates

Product Update

- **Rural-Tech** – New Product Launches
 - POS product – *pilot phase completed*
 - LIC premium payment – *in scaling phase*
 - *Completed the integration* for insurance and it is live.
 - Prepaid card with bank integration was completed successfully and product is live – *currently in pilot phase with 2 customers*
- **Urban-Tech**
 - Completed 6-month experiment on building the MSME partner focused lending book; results on performance have been satisfactory – *will scale this in a calibrated way*
 - Strong momentum in product distribution
 - Wealth-Tech: Strong momentum in our SaaS solution on analytics

Tech Update

- AEPS with own switch one bank as acquiring bank went live – *currently in pilot phase*
- M-ATM with own switch went live – *currently in pilot phase*
- Agency Management System for one bank was *successfully delivered*, and we have on-boarded 3,000+ agents on the system
- Certification work for M-ATM, AEPS and IMPS with own switch with two banks as acquiring banks – *completed successfully*

Q1FY23 Highlights

Financial Update - Consolidated

P&L Update

- Total Income for the quarter at INR 274.4 mn; up 24.4% YoY
- ESOP charge for the quarter at INR 11.6 mn
- Adj EBITDA (ex-ESOP) of INR (37.2) mn
- Non-GAAP (ex-ESOP) PBT of INR (50.6) mn

Balance Sheet Update

- Loan book (net of provision) stood at INR 547.6 mn; down 5.2% QoQ
- We remain a zero debt and net cash company
- Cash position stood at INR 954.8 mn against INR 869.9 mn in Q4FY22. This is primarily driven by loan collections.

Q1FY23 Highlights

Financial Snapshot

Consolidated (INR mn)	Q1FY23 (Jun 30, 2022)	Q1FY22 (Jun 30, 2021)	YoY change
Total Income	274.4	220.6	24.4%
Total Expenses	311.6	207.3	50.3%
Adjusted EBITDA (ex-ESOP)	(37.2)	13.3	NM
Reported Pre-Tax Profit/(Loss) (A)	(62.2)	(17.5)	NM
Depreciation and Amortization	13.4	13.6	(1.5)%
ESOP (B)	11.6	17.2	(32.6)%
Non-GAAP PBT (C) = (A) + (B)	(50.6)	(0.3)	NM

24%

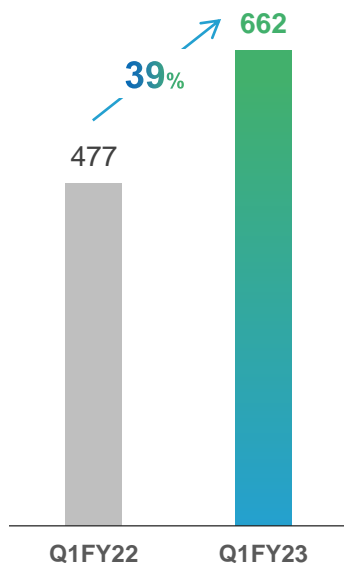
Revenue growth driven by Rural Tech business

Businesses building to scale

Rural Platform

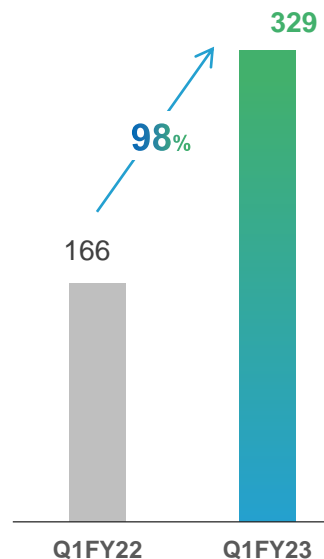
Consistent increase in rural-tech partners..

No. of BC partners (#)



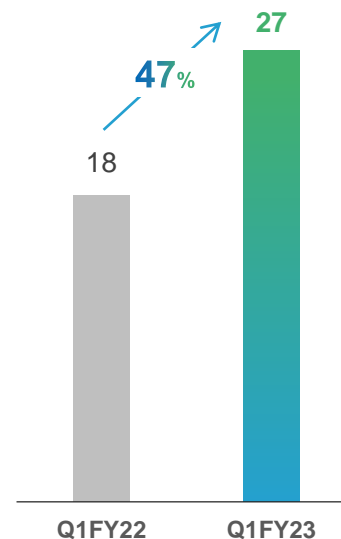
..leading to manifold growth in retailers..

No. of Partner BC agents (#'000s)



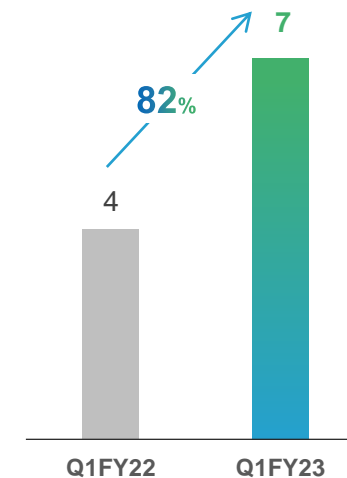
..resulting in increase in GTV..*

Transaction GTV with payouts (INR bn)



..and rise in transaction volumes.

Transaction Volumes (# mn)



GTV – Gross Transaction Value

*GTV is including retailer payouts and in-line with industry standards.

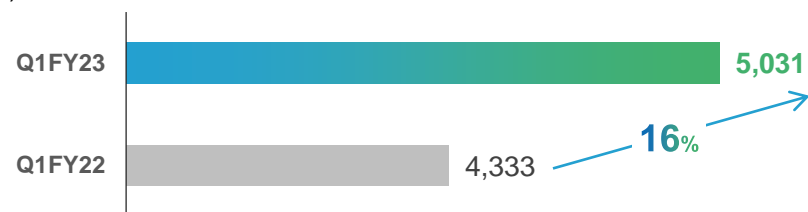


Businesses building to scale

Urban Platform

Niyogin partners

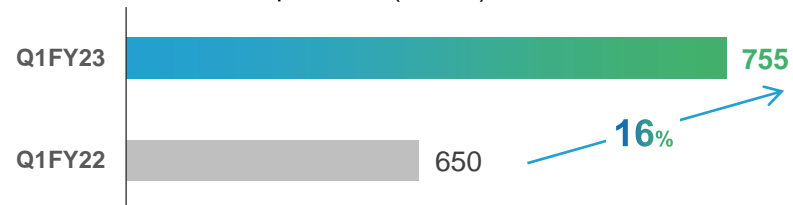
(#)



+

Market access (Low CAC) via Niyogin partners

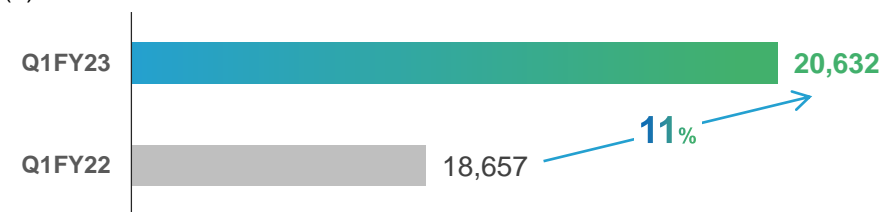
MSME market reach via partners* (#'000s)



* internal estimates

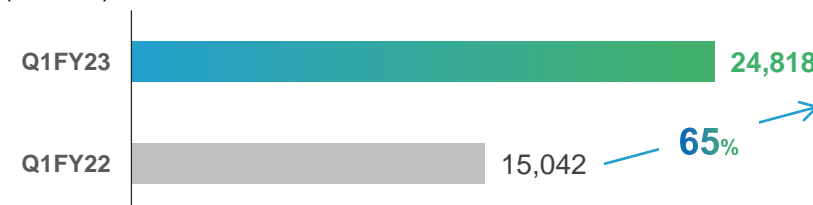
Wealth Tech Customers

(#)



Wealth Tech AUM

(INR mn)



02

Annual Highlights



FY22 Highlights

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FY22 Highlights

Financial Snapshot

Consolidated (INR mn)	FY19*	FY20	FY21	FY22
	(31 st Mar 2019)	(31 st Mar 2020)	(31 st Mar 2021)	(31 st Mar 2022)
Total Income	228.5	280.5	506.3	1,070.8
Total Expenses	310.3	527.0	578.8	1,148.1
Adjusted EBITDA (ex-ESOP)	(49.0)	(202.6)	(20.0)	29.6
Reported Pre-Tax Profit/(Loss) (A)	(81.8)	(246.5)	(72.5)	(77.3)
Depreciation and Amortization	30.8	40.9	50.1	53.9
ESOP (B)	37.4	38.9	33.4	53.0
Non-GAAP PBT (C) = (A) + (B)	(44.4)	(207.6)	(39.1)	(24.3)

1,070.8_{mn}

Revenues doubled & crossed the INR 1000 mn mark

EBITDA

Improvement was primarily driven by Rural-Tech segment

03

Way Forward



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Our Hypergrowth Plan

Way forward

What are we building?

A fintech platform infrastructure that powers businesses to deliver contextual financial services to their customers.

What it will take?



Building an open platform that offers different financial products which can be rapidly adapted for various products



Stellar team with top quality talent



Aggressive customer acquisition strategy



Acquiring Licenses

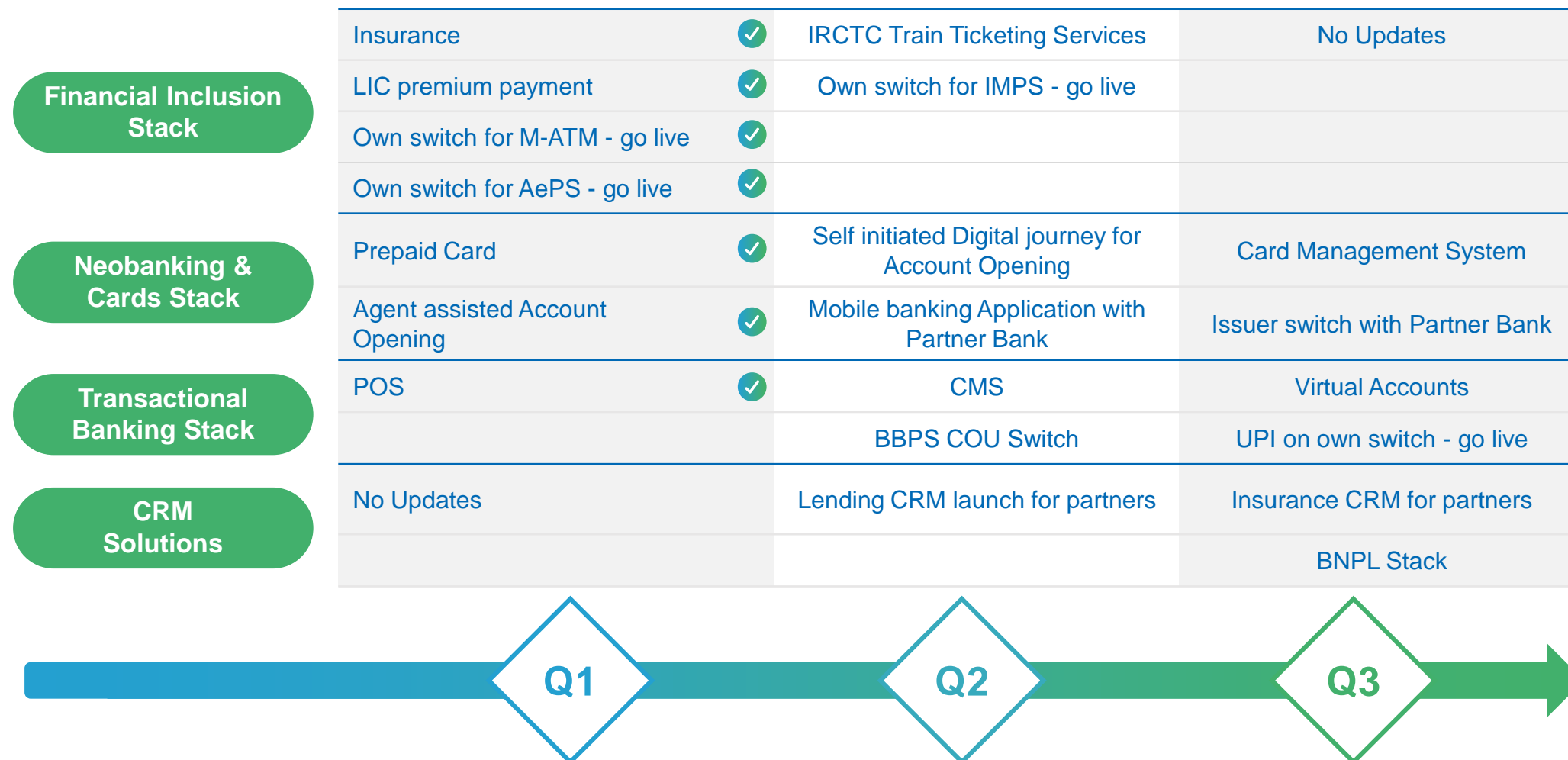


Forging strategic partnerships on demand & supply sides

Entails an investment of up to INR 1 bn of which INR 0.5 bn is done

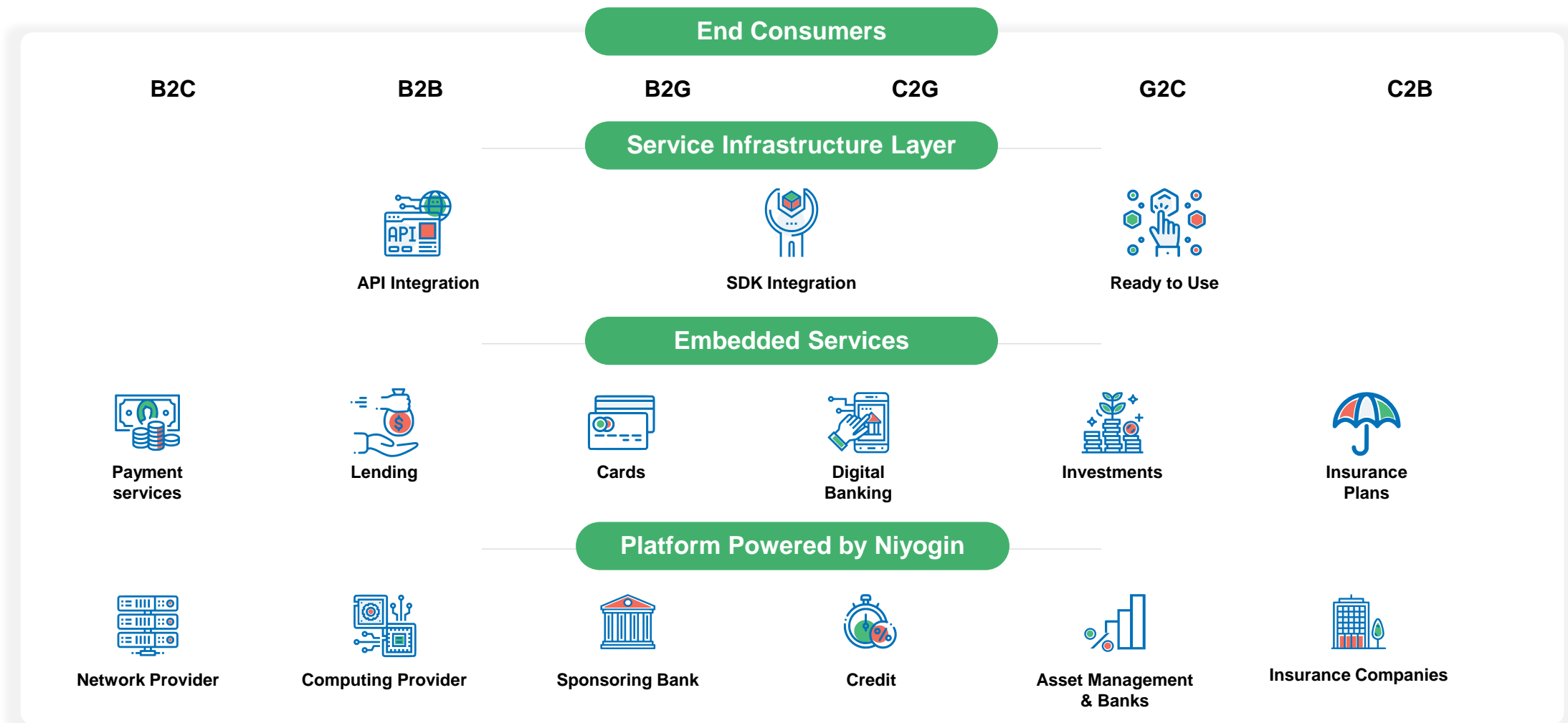
Product & Tech Roadmap

Milestones for FY2023



Product Delivery Infrastructure

Building our platform



Unit Economics – Enterprise Business Model

Our plan is backed by internal estimates

- Significant opportunity for value creating through the enterprise model
- Scale will provide the operating leverage to profitability
- Two models evolving in the enterprise segment

Option 1 – TSP Model (Pricing basis Transaction Volumes)	Year 1	Year 3
Financial Transactions (monthly)	1	5
Non- Financial Transactions (monthly)	3	12
Total Transactions (monthly)	4	17
Annual Transaction Volumes (# Crores)	48	204
Yield (INR)	0.1	0.1
Annual Revenue (INR Crores)	5	20
Direct Cost (INR Crores)	(1)	(4.1)
Gross Margin (INR Crores)	3	16.2
Gross Margin (%)	75%	80%
Incremental Indirect Cost (INR Crores)	(2)	(6)
EBITDA (INR Crores)	2	10.2
EBITDA Margin (%)	40%	50%

Option 2 – Partner Model (Pricing basis Transaction Value)	Year 1	Year 3
Financial Transactions (monthly)	500	2,500
Non- Financial Transactions (monthly)	-	-
Total Transactions (monthly)	500	2,500
Annual Transaction Value (INR Crores)	6,000	30,000
Yield (%)	0.4%	0.4%
Annual Revenue (INR Crores)	24	120
Direct Cost (INR Crores)	(20)	(96)
Gross Margin (INR Crores)	4	24
Gross Margin (%)	15%	20%
Incremental Indirect Cost (INR Crores)	(3)	(6)
EBITDA (INR Crores)	1	18
EBITDA Margin (%)	5%	15%

Note: internal estimates: Indicative numbers based on certain assumptions



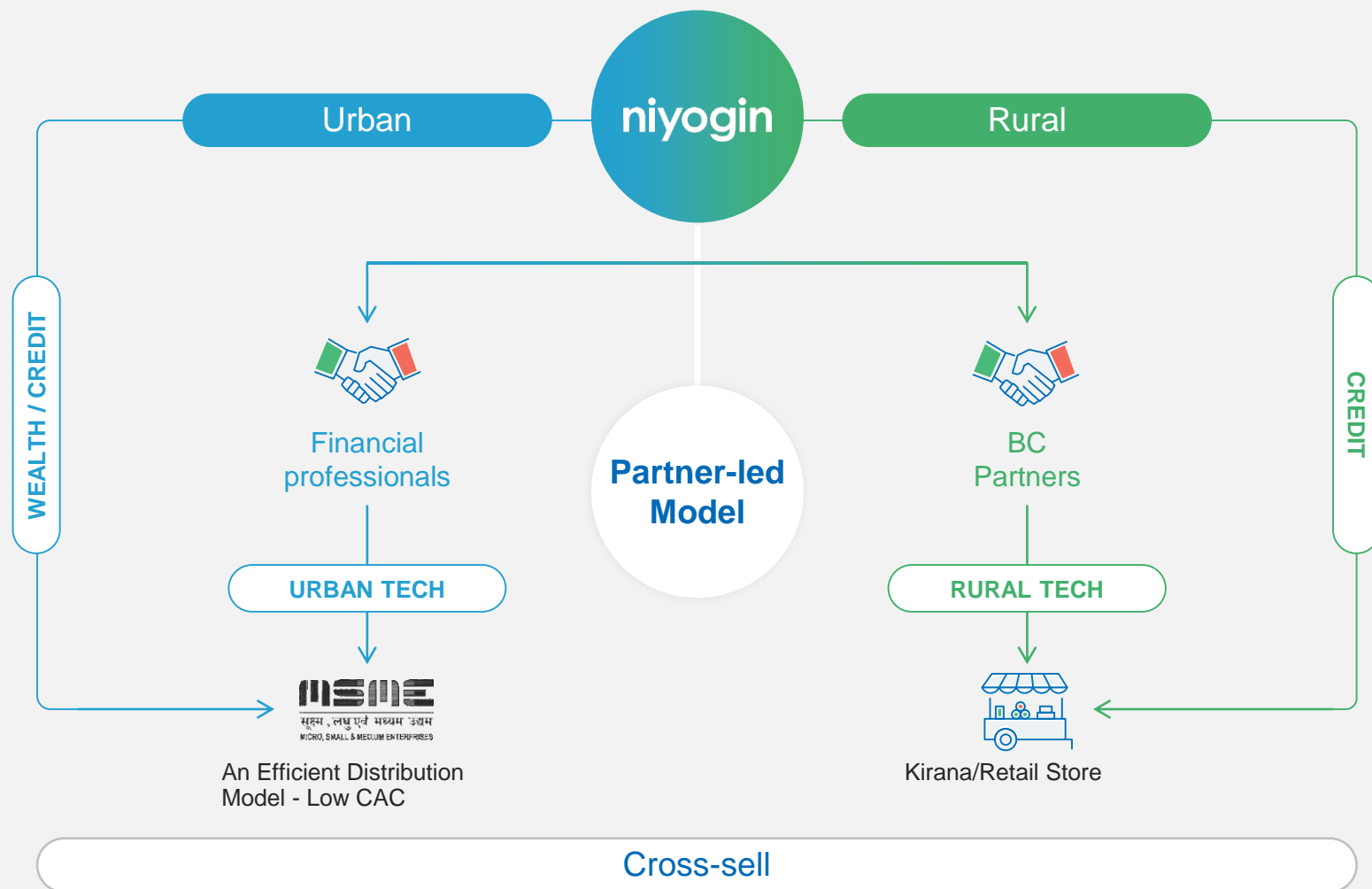
Business Model & Our Segments



Our Business Model	19
Rural Tech	20-23

Our Business Model

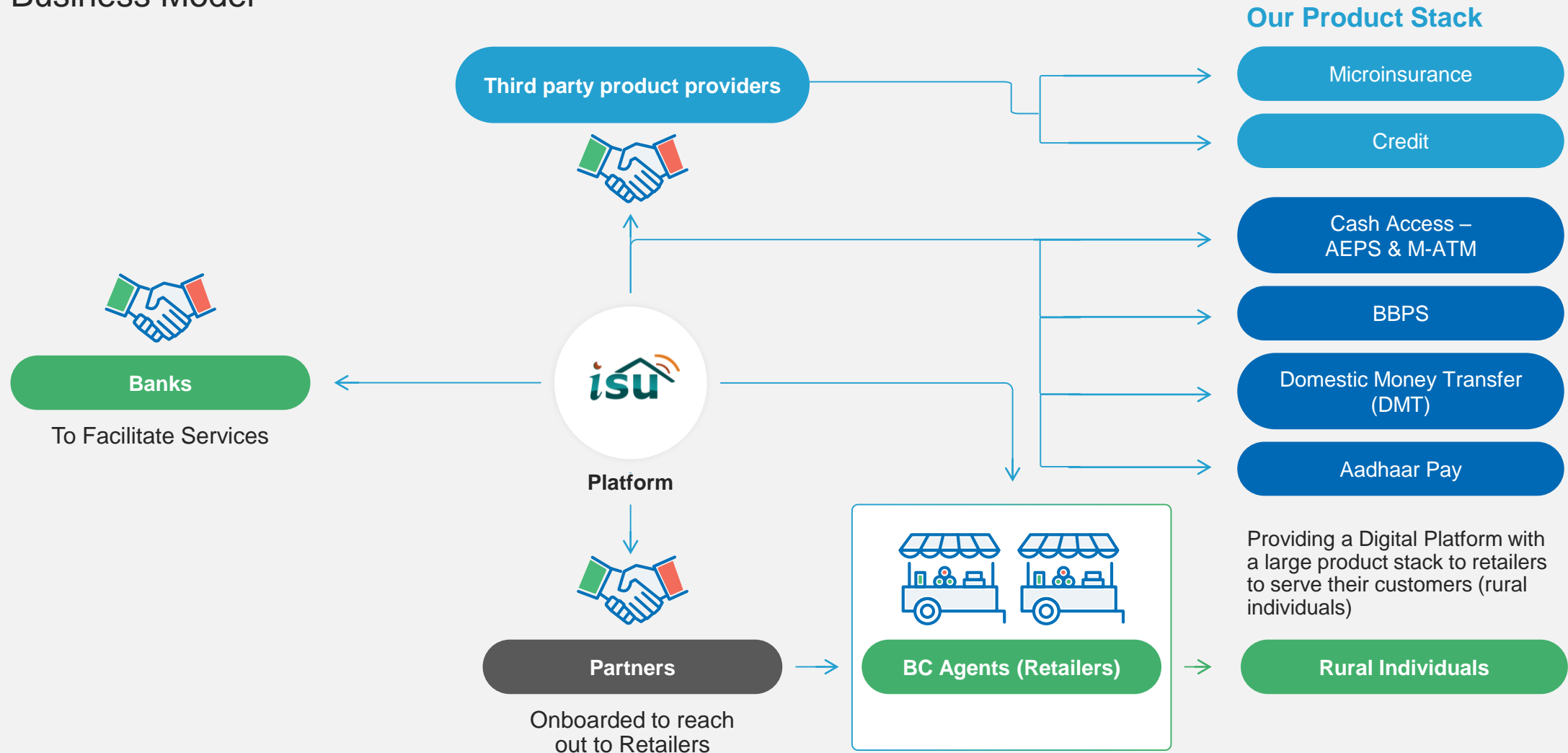
How do we do it?



Building the “Neobank” platform infrastructure to power MSMEs

Rural Tech

Business Model



Rural Tech - Target Customer Segments

Supporting our Partners on their digital journey

Banks

We work in the capacity of TSP or program manager with banks for launching digital programs like Financial Inclusion, Neobanking, Prepaid Cards etc. where we provide tech stack along with referring customers to banks.



Business Correspondents

Provide tech stack to BCs for providing financial inclusion, transactional banking and other services through different form factors – API, SDK and Plug N Play depending on BCs tech capabilities.

Neobanks/Fintechs

Provide tech stack for any enterprise or fintech to become a neobank in matter of few weeks with end-to-end solution from account opening to issuance to mobile/internet banking.

Rural Tech - Use Cases of our Solutions

Our various partnerships & our offerings to them

With 1 Bank



50,000+
Banking access
points



5 Crore+
Account
holders

- Acting as a TSP¹ to the said bank
- Offerings to their network – M-ATM, AePS, IMPS, Account opening, CMS, BBPS, Train ticket booking

With 1 G2C Provider



500,000+
Agents



738
Districts

- Acting as a TSP¹ to the enterprise
- Offerings to their network – M-ATM, AePS, Kiosk Banking Solution, Lending & Insurance CRM, UPI, BBPS, Domestic Money Remittance

With 1 Microfinance

- Offering Collection solutions for collecting monthly EMI payment through UPI and Aadhar Pay

With 1 Leading Fintech

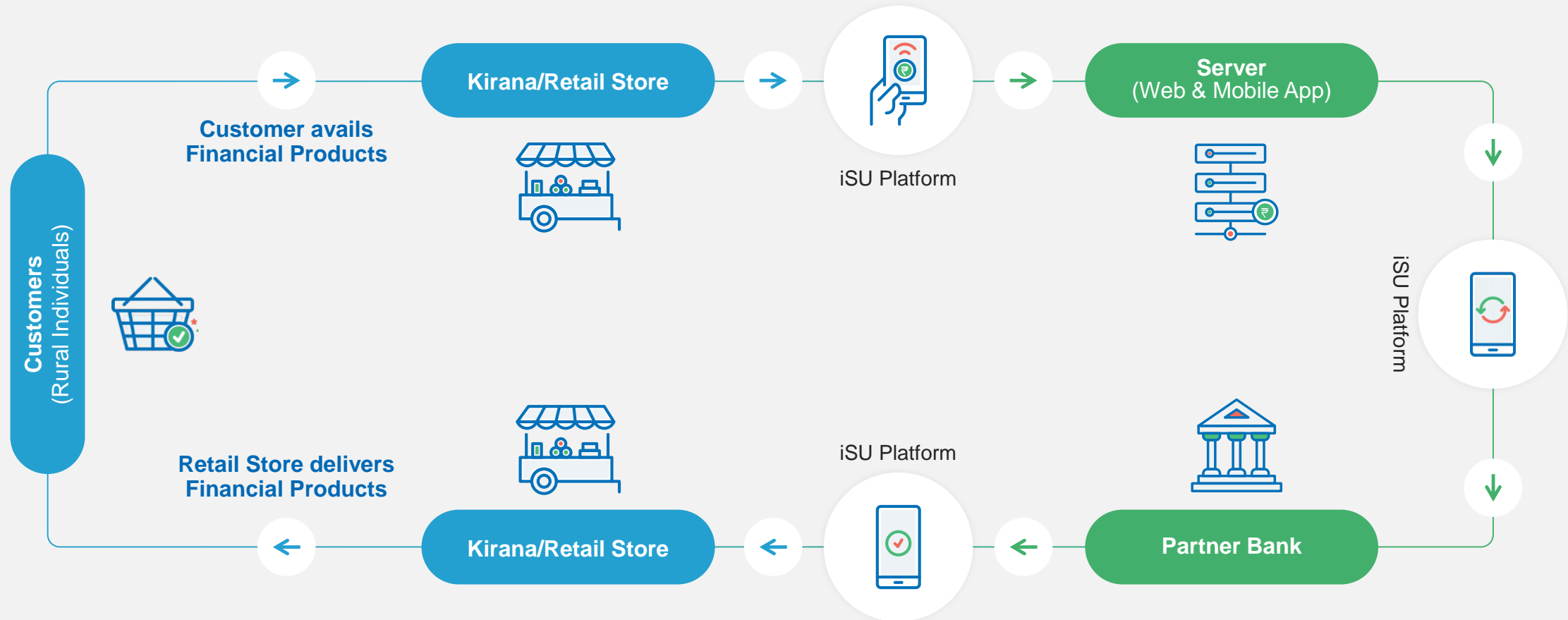
- Offering – BBPS payment stack and Neo-Banking stack for digital banking and prepaid cards

Note: 1) TSP – Technology Service Provider



Rural Tech

Transaction Flow



Flow of financial products through our tech platform

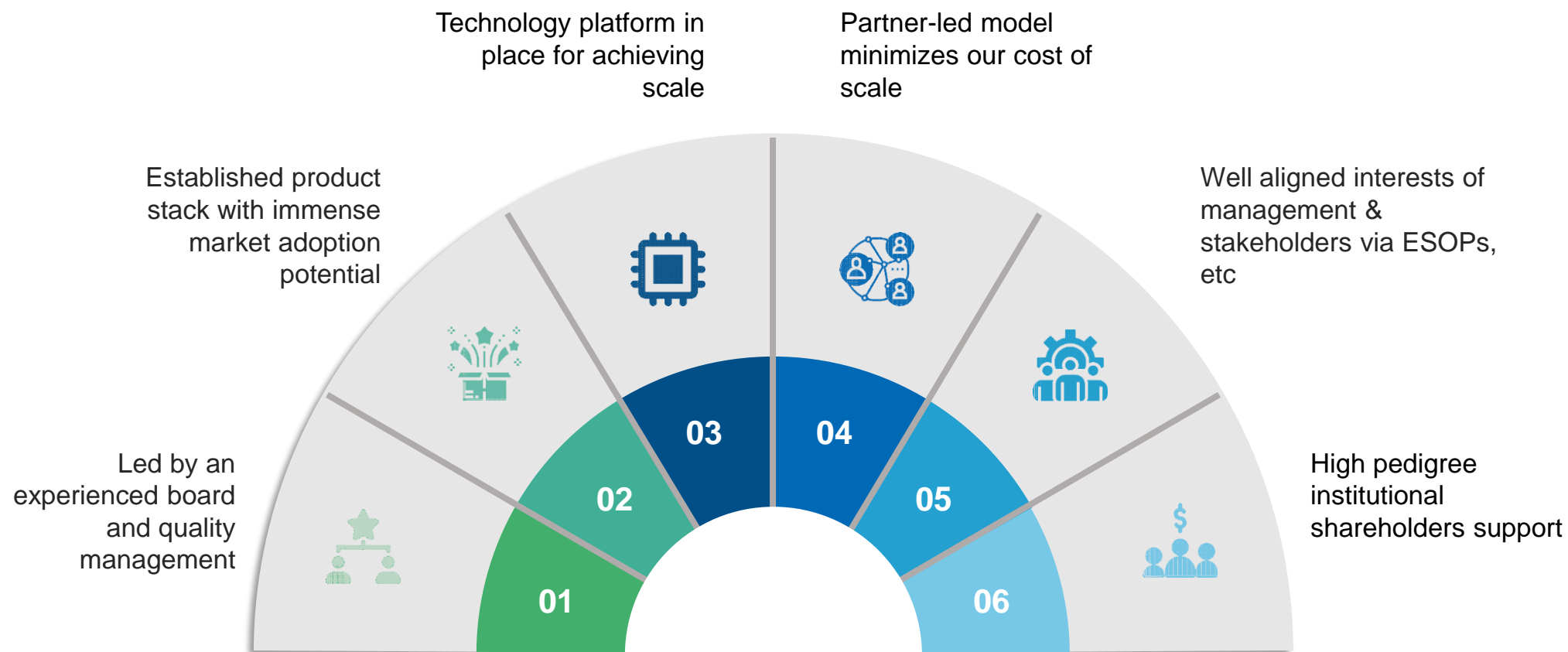
Investment Rationale



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Differentiating Factors

Why we will win?



Investment Rationale

Why Niyogin?



Unique - India's early stage listed fintech company

India's unique early stage listed fintech company straddling the **Rural Tech, Credit** and **Wealth Tech**.



Large addressable market

Targeting MSMEs and retailers :

- 63 mn MSMEs* and 70 mn rural retailers
- AEPS - US\$31 bn~(3-yr CAGR @98%)
- DMT - US\$20 bn# (3-yr CAGR @17%)
- Unmet credit -US\$300 bn@



Tech-centric model

Scalable tech platform with a partner-led distribution model across urban and rural India which gives us:

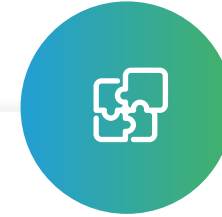
- A low CAC market access
- Fee/ commission-led revenue
- Opportunity for transaction-led credit



Delivering impact

Profit with purpose enterprise to drive financial inclusion through our:

- Rural reach
- Accessibility to banking services
- Partner model enabling income augmentation



M&A - A force multiplier

We are open to synergistic M&A opportunities in the startup ecosystem.

Building the “Neobank” platform infrastructure to power MSMEs

*msme.gov.in; ~NPCI; @RBI; #Internal estimates



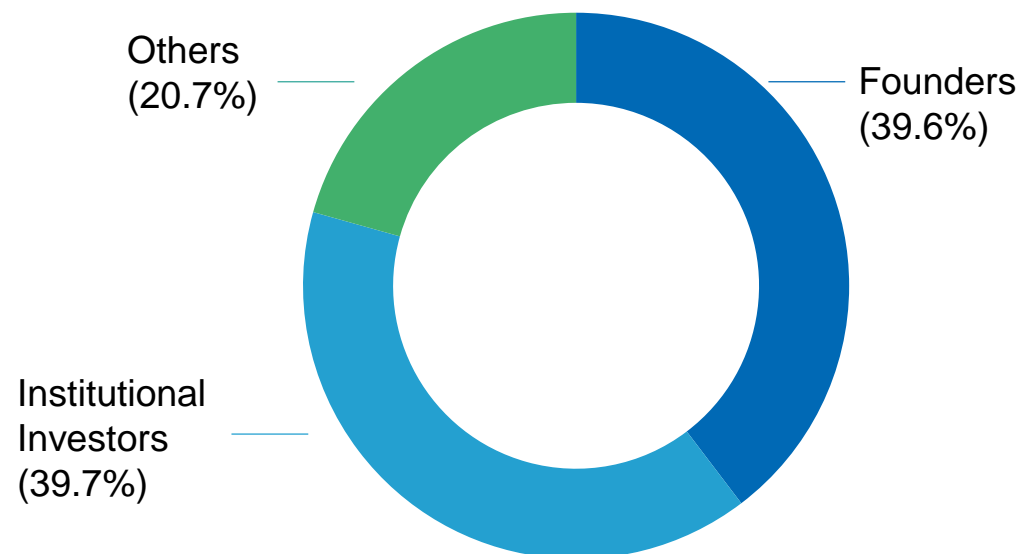
Our Investors

Supported by top institutions

Top Institutions

- Ward Ferry Asian Reconnaissance Fund Limited
- Carmignac
- Alchemy Group
- Lucky Investment Managers

Shareholding Pattern



Note: As of June 30, 2022

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About Us

Who we are & Who do we serve?



We are India's unique early stage **public listed fintech company** committed to delivering impact-centric solutions to MSMEs through Rural Tech, Credit and Wealth Tech using our partnership led model.



Our Team

Board of Directors



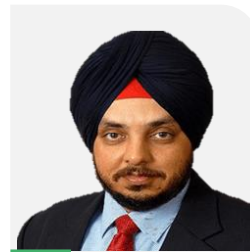
Amit Rajpal
NON-EXECUTIVE CHAIRMAN,
CO-FOUNDER

CEO – Marshall Wace Asia;
Ex-Morgan Stanley



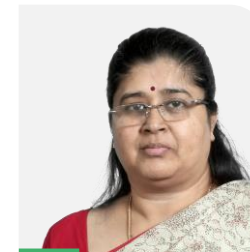
Gaurav Patankar
NON-EXECUTIVE DIRECTOR,
CO-FOUNDER

Ex-BNY Mellon, Lockheed Martin



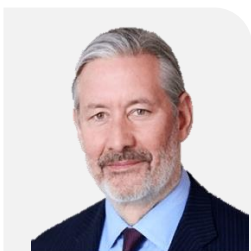
Tashwinder Singh
MANAGING DIRECTOR,
CHIEF EXECUTIVE OFFICER

Ex-Citigroup, KKR



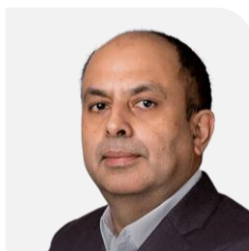
Subhasri Sriram
INDEPENDENT DIRECTOR

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

Our Team

Management



Tashwinder Singh
CHIEF EXECUTIVE OFFICER

Ex-Citigroup, KKR



Raghvendra Somani
CHIEF FINANCIAL OFFICER
(INTERIM)

Ex-ICICI Bank, Axis Bank



Debiprasad Sarangi
CHIEF EXECUTIVE OFFICER,
RURAL TECH

Ex-iCash Card



Mohit Gang
CHIEF EXECUTIVE OFFICER,
WEALTH TECH

Ex-HSBC, Citi



Pankaj Chaudhary
CHIEF BUSINESS OFFICER

Ex-KKR, Citigroup, EY



Ravi Pratap Singh
CHIEF TECHNOLOGY & PRODUCT
OFFICER

Ex-Pine Labs, Mswipe



Neha Agarwal
COMPLIANCE OFFICER

Ex-Essel Infraprojects



Noorallah Charania
CHIEF OPERATING OFFICER

Ex-Aditya Birla Group, RBS, HDFC
Bank

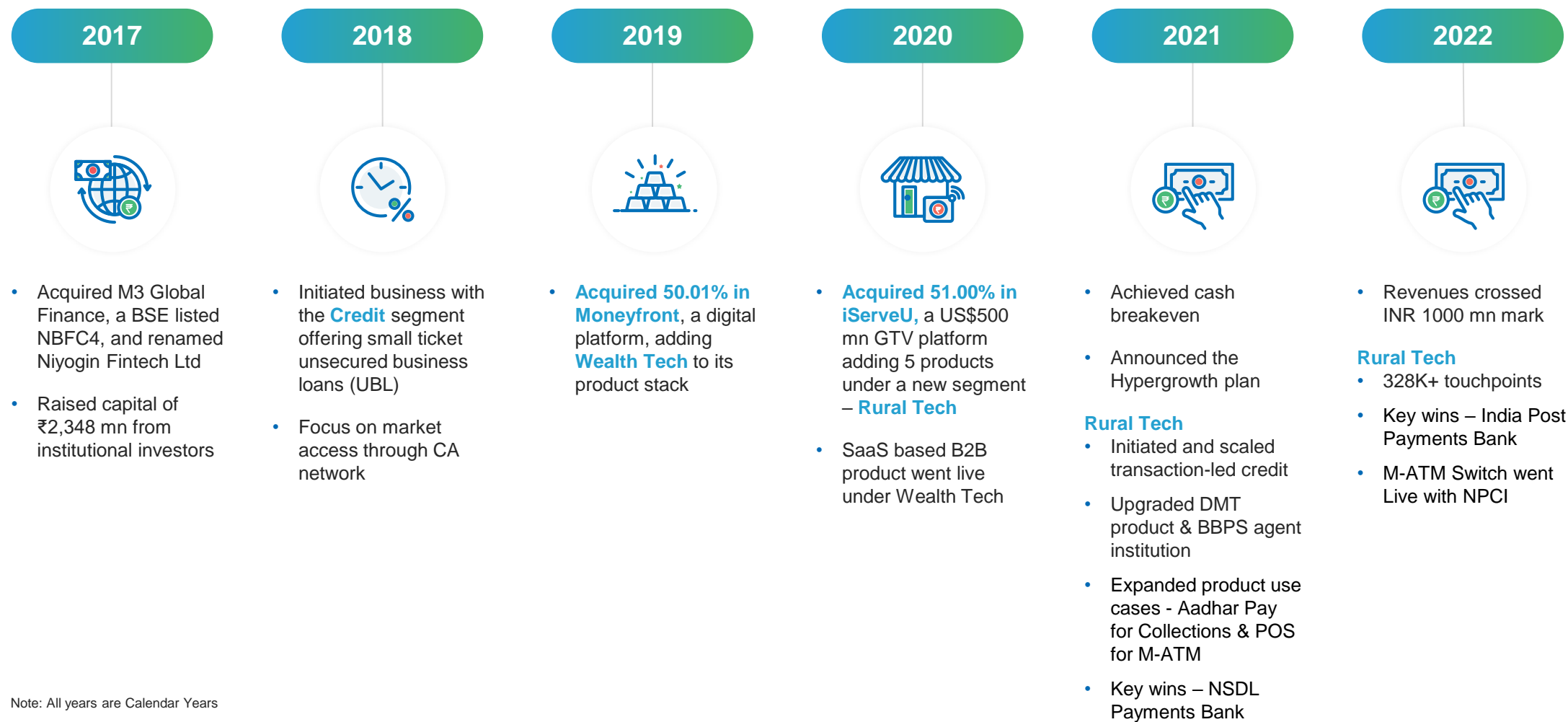


Salima Charania
MARKETING HEAD

Ex-Times Professional learning

Niyogin - History

How did we get here?



Note: All years are Calendar Years



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Thank You

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