



Date: February 02, 2022

To
BSE Limited
Corporate Relationship Department
25th Floor, Phiroze Jeejeeboy Towers,
Dalal Street, Mumbai – 400001
BSE Scrip Code: 538772

Sub: Investor Presentation – Q3 FY22

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 Q3 FY22.

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
ACS 41425

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, Kiroli Road, Vidyavihar (w), Mumbai – 400086

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

niyogin

Investor Presentation

Q3 FY2022

Niyogin Fintech Limited



01

Quarterly Highlights



Q3FY22 Highlights	03-05
Businesses built to scale - Rural Platform	06
Businesses built to scale - Urban Platform	07



Q3FY22 Highlights

Business

Business Update

- Platform-centric build continues with product expansion
- Consolidated revenues grew 6.9% QoQ
- Rural Tech partner wins – Axis Bank and NDSL Payments bank to deploy our BC tech platform
- Rural Tech – Product & use case updates
 - Neobank Platform readiness-> NSDL Payments bank
 - M-ATM Switch -> NPCI certification completed
- Urban Tech – Strong momentum in wealth AUM

Distribution Build

- 30,170 rural retailers added in Q3FY22
- Rural retailer base at 228,763 up 121.5% YoY
- Retail partner base (Urban Tech) at 4,864; up 33.0% YoY
- Retail channel (Urban Tech) activation rate in Q3FY22 is at 16.3% as against 17.7% in Q3FY21



Q3FY22 Highlights

Financial Update - Consolidated

P&L Update

- Total Income for the quarter at INR 277.3 mn; up 69.1% YoY
- ESOP charge for the quarter at INR 10.2 mn
- Adj EBITDA (ex-ESOP) of INR (1.7) mn
- Non-GAAP (ex-ESOP) PBT of INR (14.9) mn

Balance Sheet Update

- Loan book (net of provision) stood at INR 470.6 mn; up 69.4% QoQ led by transaction based credit
- We remain a zero debt and net cash company
- Cash position stood at INR 1,572.3 mn against INR 1,751.6 mn in Q2FY22. This is primarily driven by QoQ loan book deployment

Q3FY22 Highlights

Financial Snapshot

Consolidated (INR mn)	Q3FY22	Q3FY21	YoY change
	(Dec 31, 2021)	(Dec 31, 2020)	
Total Income	277.3	164.0	69.1%
Expenses	302.4	163.4	85.1%
Adjusted EBITDA (ex-ESOP)	(1.7)	16.4	NM
Reported Pre-Tax Profit/(Loss) (A)	(25.1)	0.6	NM
Depreciation and Amortization	13.2	13.1	1.3%
ESOP (B)	10.2	2.7	271.7%
Non-GAAP PBT (C) = (A) + (B)	(14.9)	3.3	NM

~69%

Revenue growth driven by Rural Tech business

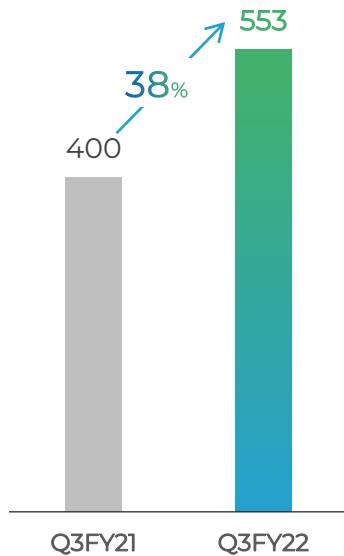


Businesses building to scale

Rural Platform

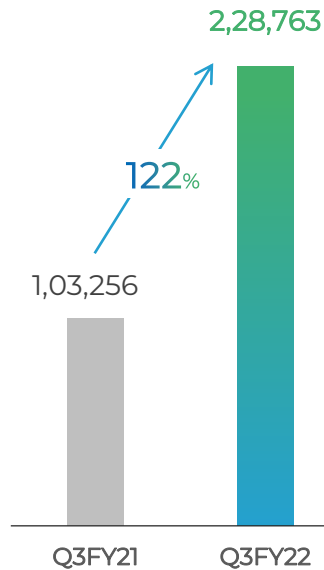
Consistent increase in rural-tech partners..

No. of BC partners (#)



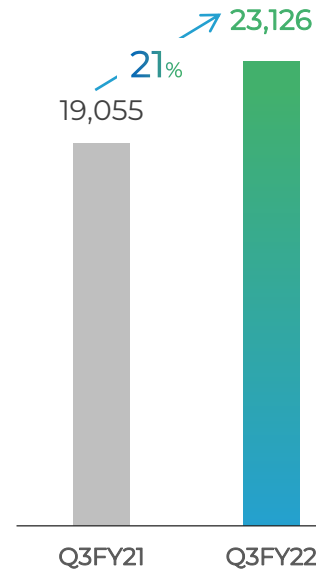
..leading to manifold growth in retailers.

No. of BC agents (#)



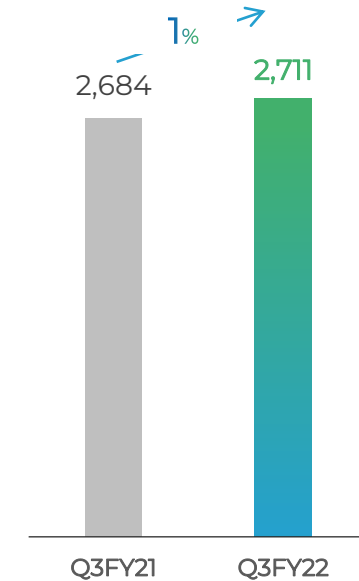
..and GTV growth..*

Transaction GTV with payouts (INR mn)



..With rise in average transaction size.

Average Transaction Size (INR)



GTV – Gross Transaction Value

*GTV growth for Q3FY21 and Q3FY22 is including retailer payouts, in-line with industry standards. In Q1FY22, the same was excluding payouts.



Businesses building to scale

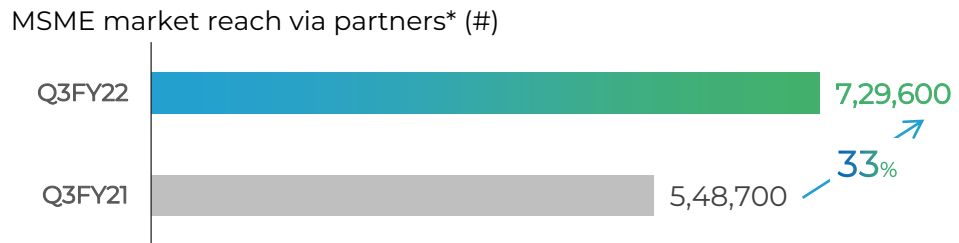
Urban Platform

Niyogin partners



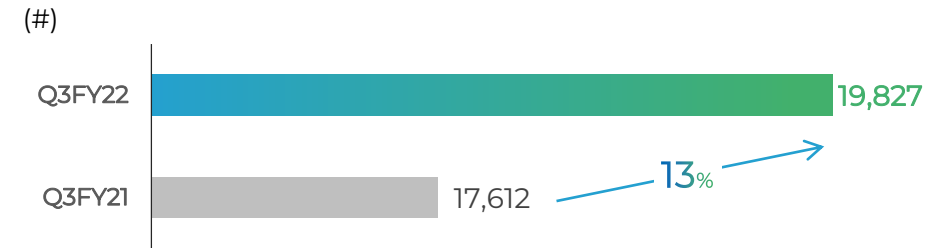
+

Market access (Low CAC) via Niyogin partners

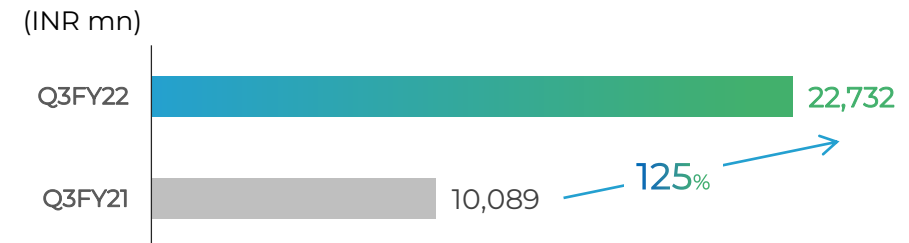


* internal estimates

Wealth Tech Customers



Wealth Tech AUM





Way Forward



Our Hypergrowth Plan 09

Product Delivery Infrastructure 10



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

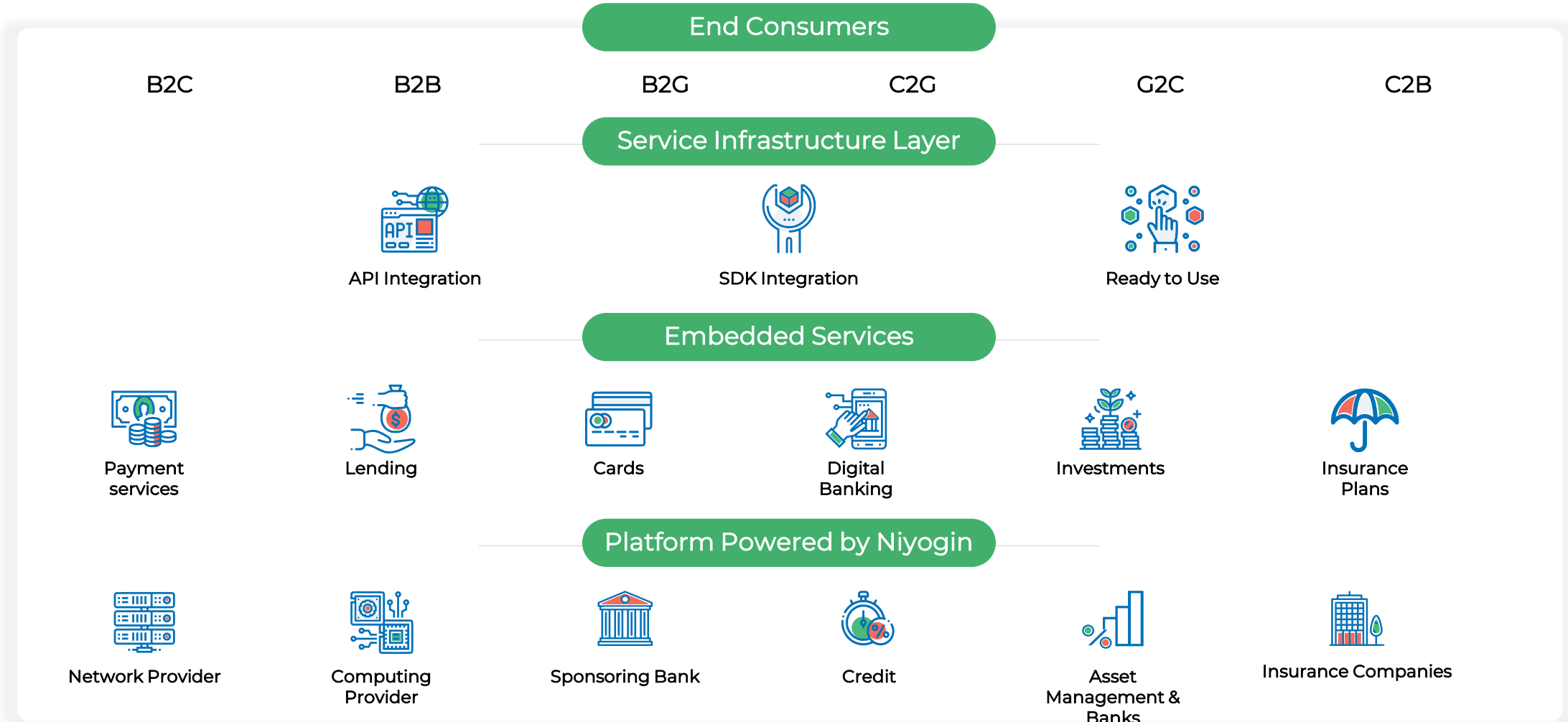


Forging strategic partnerships on demand & supply sides

Entails an investment of up to INR1 bn

Product Delivery Infrastructure

Building our platform



Investment Rationale

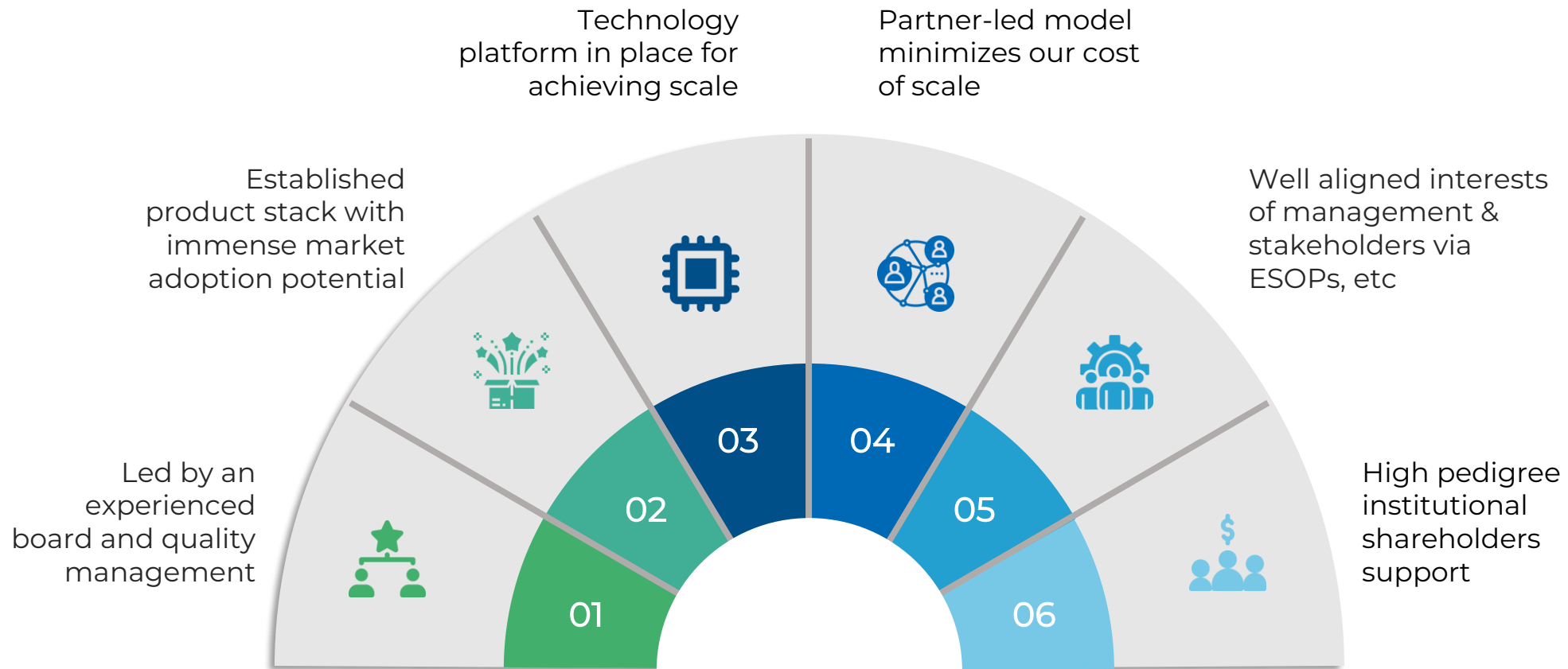


Differentiating Factors	12
Investment Rationale	13
Our Investors	14



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:

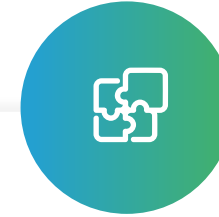
- A low CAC market access
- Fee/ commission-led revenue
- Opportunity for transaction-led credit



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



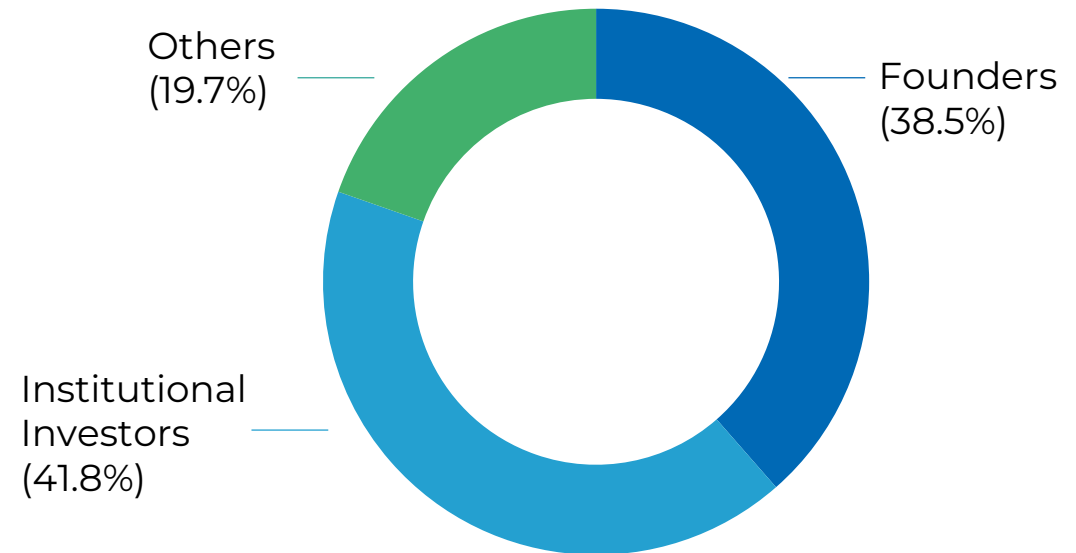
Our Investors

Supported by top institutions

Top Institutions

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

Shareholding Pattern



Note: As of December 31, 2021



04

Business Model



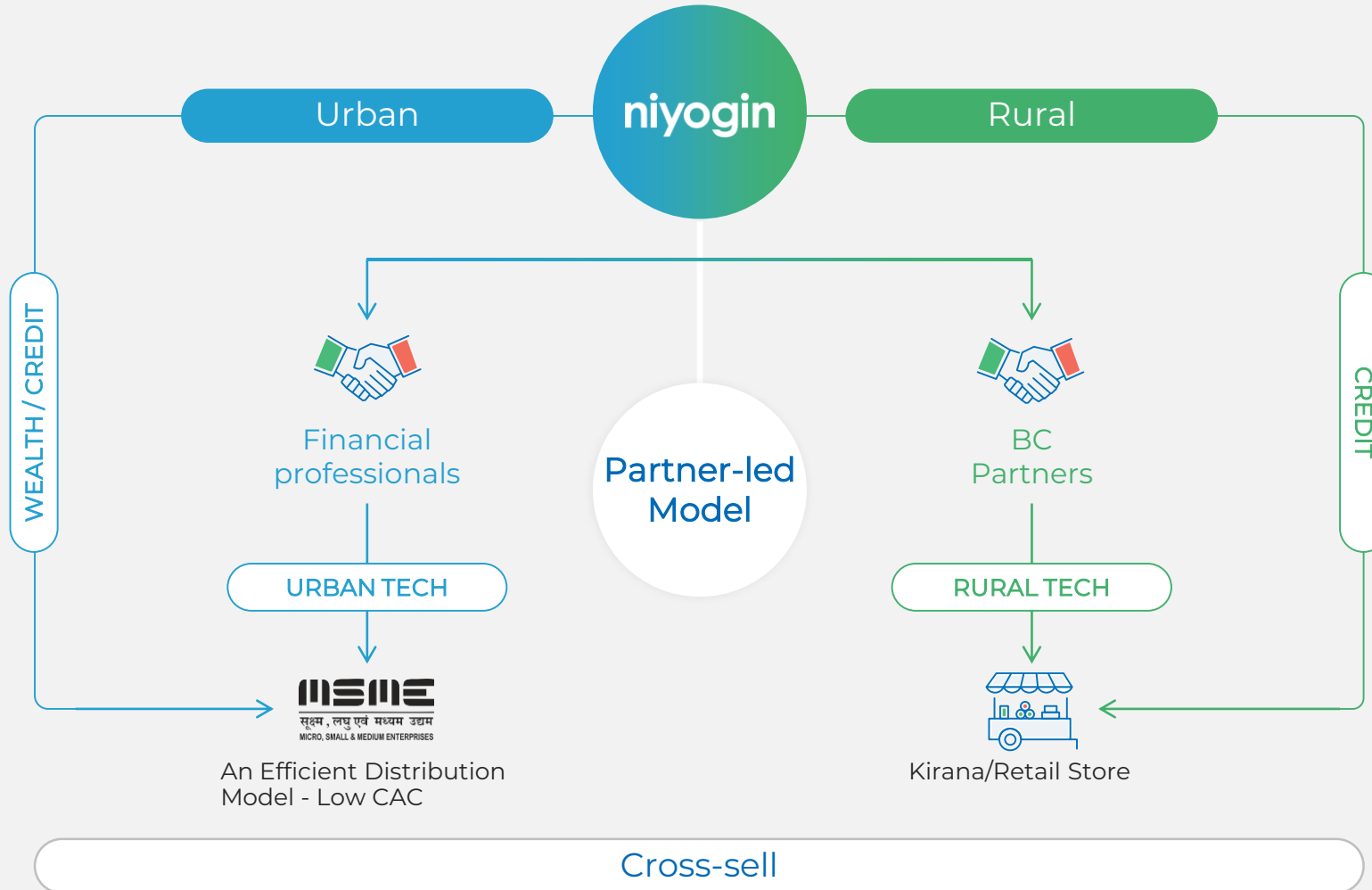
Our Business Model 16

Rural Tech Business Model 17



Our Business Model

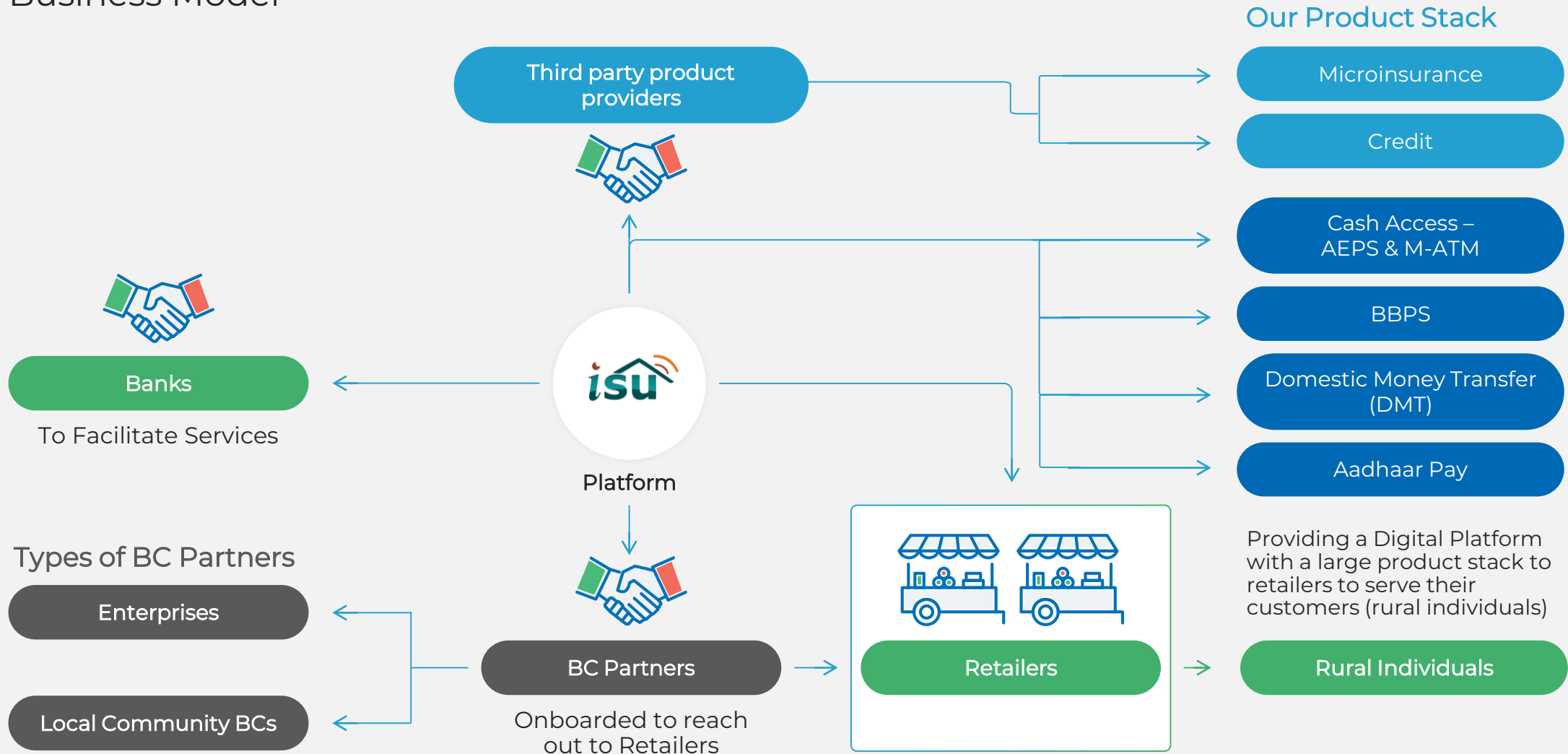
How do we do it?



Building the “Neobank” platform infrastructure to power MSMEs

Rural Tech

Business Model



About Niyogin



About Us	19
Our Team	20-21
Niyogin - History	22



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.



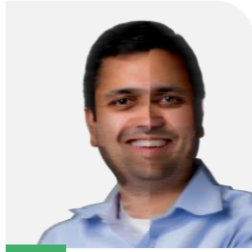
Our Team

Board of Directors



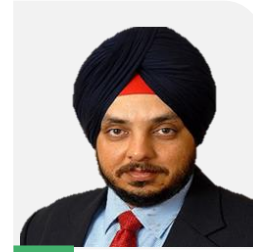
Amit Rajpal
NON-EXECUTIVE CHAIRMAN,
CO-FOUNDER

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



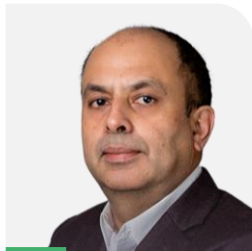
Subhasri Sriram
INDEPENDENT DIRECTOR

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



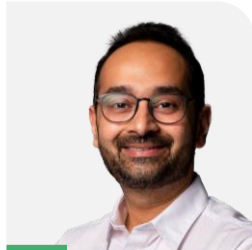
Our Team

Management



Tashwinder Singh
CHIEF EXECUTIVE OFFICER

Ex-Citigroup, KKR



Rमित Dugar
CHIEF FINANCIAL OFFICER

Ex-JP Morgan, Infosys,
IDFC Securities



Debiprasad Sarangi
CHIEF EXECUTIVE OFFICER,
RURAL TECH

Ex-iCash Card



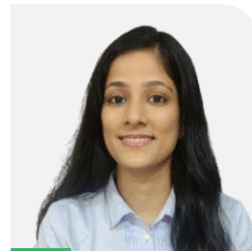
Mohit Gang
CHIEF EXECUTIVE OFFICER,
WEALTH TECH

Ex-HSBC, Citi



Ravi Pratap Singh
CHIEF TECHNOLOGY &
PRODUCT OFFICER

Ex-Pine Labs, Mswipe



Neha Agarwal
COMPLIANCE OFFICER

Ex-Essel Infraprojects



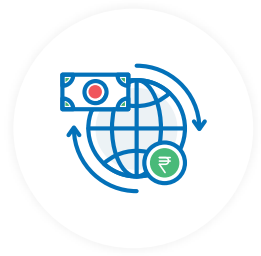
Noorallah Charania
CHIEF OPERATING OFFICER

Ex-Aditya Birla Group, RBS,
HDFC Bank



Niyogin - History

How did we get here?



2017

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



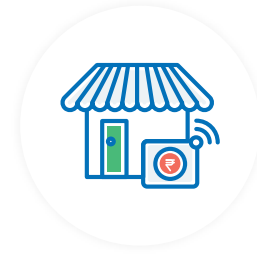
2018

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



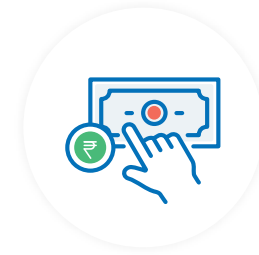
2019

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



2020

- Acquired 51.00% in **iServeU**, a US\$500 mn GTV platform adding 5 products under a new segment – **Rural Tech**
- SaaS based B2B product went live under Wealth Tech



2021 Till Date

- Achieved cash breakeven

Rural Tech

- ~ 230K touchpoints
- Initiated and scaled transaction-led credit
- Upgraded DMT product & BBPS agent institution
- Expanded product use cases - Aadhar Pay for Collections & POS for M-ATM
- Key wins – NSDL Payments Bank

Note: All years are Calendar Years



Disclaimer

This presentation has been prepared by Niyogin Fintech Limited (the “Company”) solely for your information and for your use. This presentation is for information purpose only and should not be deemed to constitute or form part of any offer or invitation or inducement to sell or issue any securities, or any solicitation of any offer to purchase or subscribe for any securities of the Company, nor shall it or any part of it or the Fact of its distribution form the basis of, or be relied upon in connection with, any contract or commitment, therefore. The financial information in this presentation may have been reclassified and reformatted for the purposes of this presentation. You may also refer to the financial statements of the Company before making any decision on the basis of this information.

This presentation contains statements that may not be based on historical information or facts but that may constitute forward-looking statements. These forward-looking statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company presently believes to be reasonable, but these assumptions may prove to be incorrect. Any opinion, estimate or projection constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. This presentation does not constitute and should not be considered as a recommendation by the Company that any investor should subscribe for, purchase or sell any of Company’s securities. By viewing this presentation, you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company. None of the Company, their affiliates, agents or advisors,, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.



niyogin

Thank
You

www.niyogin.com

Corporate office address

Niyogin Fintech Limited,
311/312, 3rd Floor, Neelkanth Corporate IT Park, Plot No.
240/240-1-8, Kiroli Road,
Vidyavihar (w), Mumbai - 400 086

For further information please contact:

RUMIT DUGAR
Niyogin Fintech Limited
Chief Financial Officer

E-mail: investorrelations@niyogin.in

DIWAKAR PINGLE
Christensen Advisory

E-mail: dpingle@christensenir.com

