

November 15, 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: Results 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 the Results Presentation on the Financial Results of the Company for the quarter and half year ended 30th September, 2021.

These may be used by the Company for potential meetings with analysts and investor community and will also be available on the website of the Company i.e. www.digispice.com.

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

Thanking you.

Yours faithfully,
for **DiGiSPICE Technologies Limited**

(M. R. Bothra)

Vice President - Corporate Affairs &
Company Secretary

Encl.: as above



**DiGiSPICE
Technologies Ltd.**

Q2FY22 Results Presentation
Nov 15, 2021

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Agenda

- Highlights
- Financial Technology Services - Spice Money
- Digital Technology Services
- Consolidated Financials
- Annexures



Building Digital Platforms

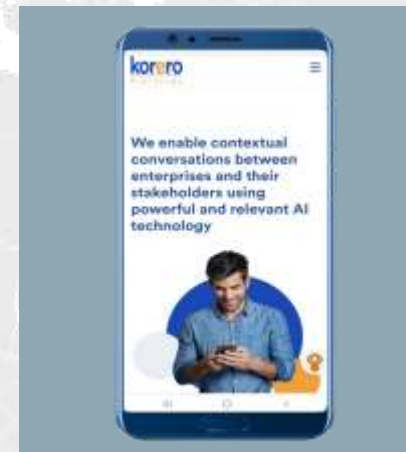
DiGiSPICE

Financial Technology Business

Digital Technology Business



**SPICE
MONEY**



**DIGITAL
ENTERPRISE**



**DIGITAL
TELCO**

Update

Fintech Business



Continued focus on the flywheel strategy of growth. Our marketing campaigns during Q4FY21 and Q1FY22 led to accelerated Entrepreneur base growth. Now translating into transactions and revenue growth during the last 2 quarters.

- Adhikari base grew to 802k (end of Q2FY22) - Addition of 119k during the quarter and 414k in the last 12 months.
- Repeat customers transacted on AePS grew to 25Mn from 21 Mn in Q1 and 17 Mn in Q2FY21
- Gross Transaction Value (GTV) during the quarter was INR 32.5k cr. Within this, Customer GTV grew 9% q-o-q and 81% y-o-y.



Continued focus on investing in capacity and capabilities buildout (brand, tech and organization) to leverage long term growth potential in rural.



Launched a new rural travel tech platform Travel Union. Witnessing good initial traction.



Launching a rural lendtech platform in a joint venture with Tarya group, a leading digital community lending platform in Israel.



Building a purpose driven and transparent work culture with the objective of attracting and retaining the best talent. Spice Money got certified as "Great Place to Work"

Digital Technologies Business



Continued focus on product development and customer buildout on two new business lines - Korero Platforms and Digital Telco. Encouraging initial traction.

Building Digital Platforms

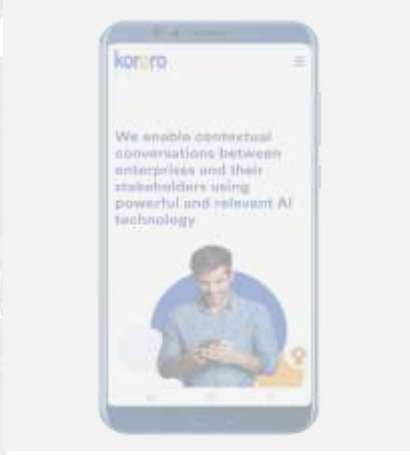
DiGiSPICE

Financial Technology Business

Digital Technology Business



SPICE MONEY



DIGITAL ENTERPRISE



DIGITAL TELCO

 **Spice money**
तो Life बनी

India's leading Rural Fintech Platform



Management Team

Leading with expertise & experience



**Dilip
Modi**

Founder



**Ramesh
Venkatraman**

Advisory Board
Member



**Abhay
Aima**

Advisory Board
Member



**Sanjeev
Kumar**

Chief Executive
Officer



**Rajneesh
Arora**

Chief Innovation &
Strategy Officer



**Sunil
Kapoor**

Executive
Director



**Vivek
Venkatesan**

Chief Financial
Officer



**Srivaths
Varadharajan**

Chief Operating
Officer



**Varundeep
Kaur**

Chief Information
Technology Officer



Sameer Nagpal

Chief Business
Officer



Vishal Jain

Chief Business
Officer
(Lendtech)



Bishnu Mohanty

COO – Travel
Union



Ram Kumar

Head - CMS &
New Verticals



Atul Tiwari

Head - HR



Amit Sharma

Head - Care &
Customer
Lifecycle



Rahul Kapil

Head - Data
Science



Kuldeep Pawar

Head –
Marketing

To be the most Admired Fintech Brand in Rural India



Network

Building the largest distribution network in rural India.
Coverage of almost all districts with 8 lakh Adhikaris



Platform

Robust and scalable tech platform with roadmap of microservices based open API architecture



Product

Building the largest product marketplace for 1 billion consumers



Brand

Building a trusted brand in rural India



Team

Strong management team with experience and expertise
driven by professional entrepreneurship culture



Business Model

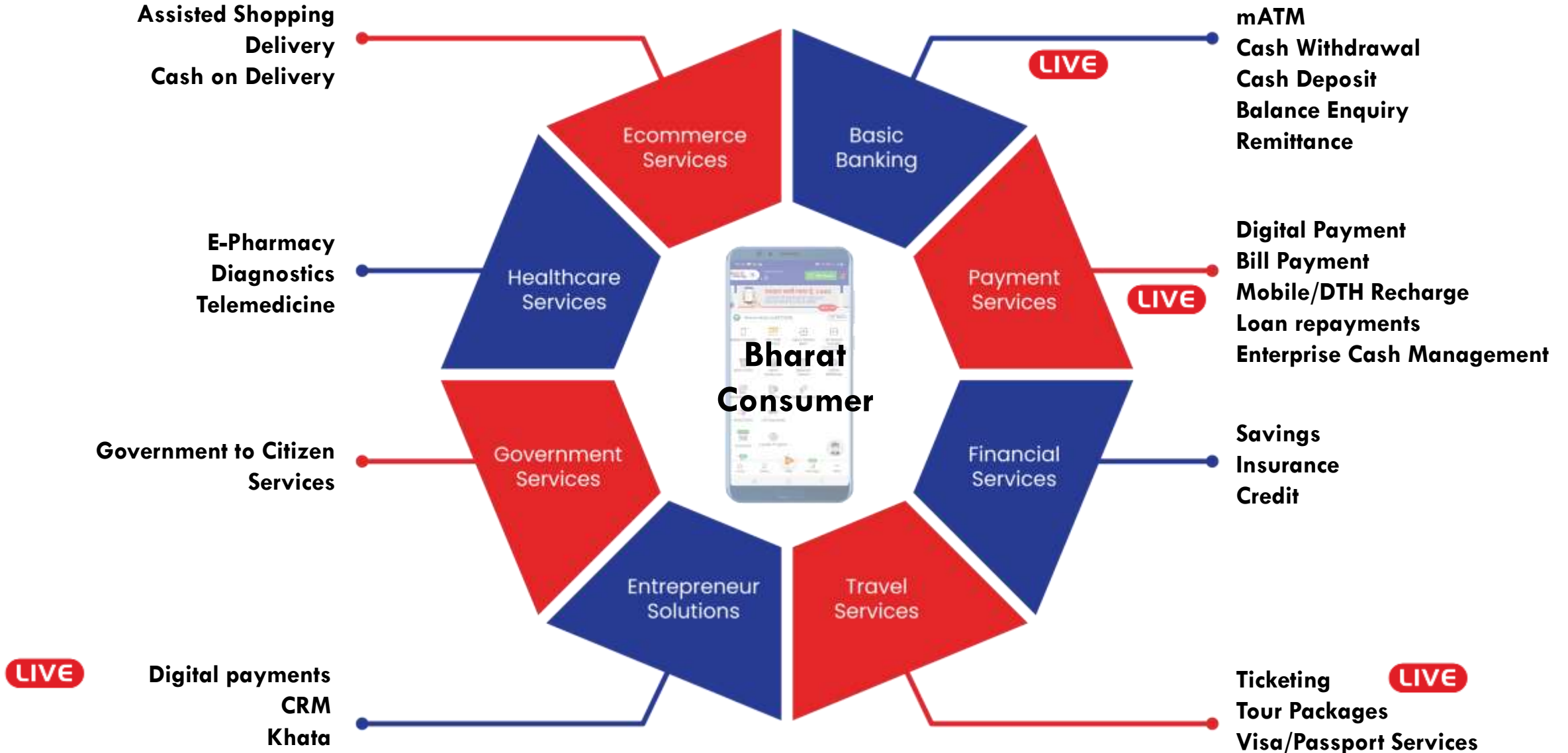
Asset Light business model with positive unit economics



Performance Track Record

Strong business and financial performance over the last 6 quarters

Building a Phygital Super App for Bharat



Launching new Products for Bharat

Launch of Travel Union : India's first Rural Travel Super Aggregator



Launched in **Aug 2021**

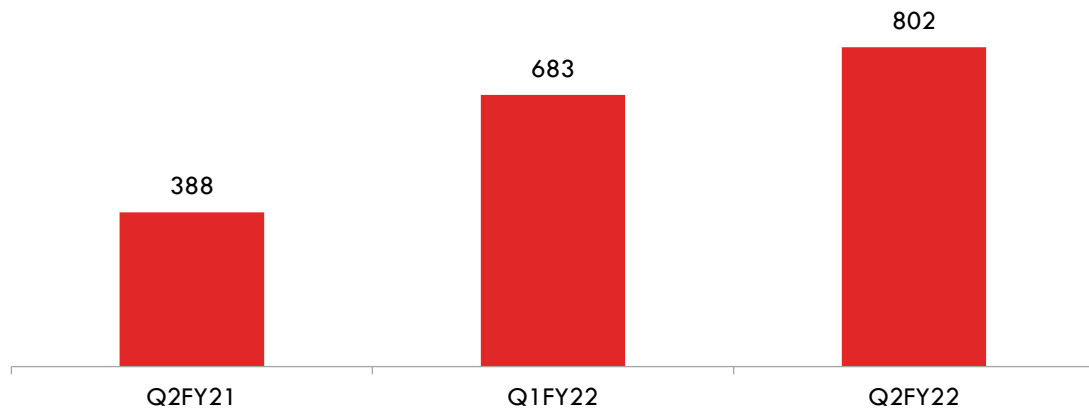
Building the community led rural lending model - JV with Tarya



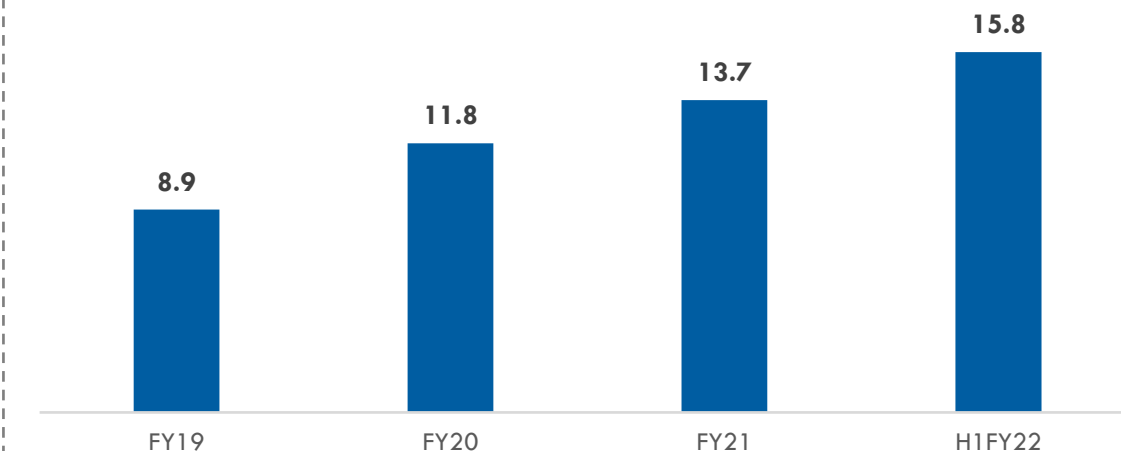
- Tarya group is a leading P2P banking platform in Israel with AUM of \$800M and approx 70% market-share in P2P business in Israel
- 8 years experience in running digital lending business with diverse business models – Mortgage, Vehicle, POS, BNPL, Embedded Finance
- To build rural lending model overcoming the challenges of access, data and collection
- New Entity formed as “**Vikasni Fintech Private Ltd**”

Key Metrics

Spice Money Adhikaris '000
(Entrepreneurs/Kirana Stores)

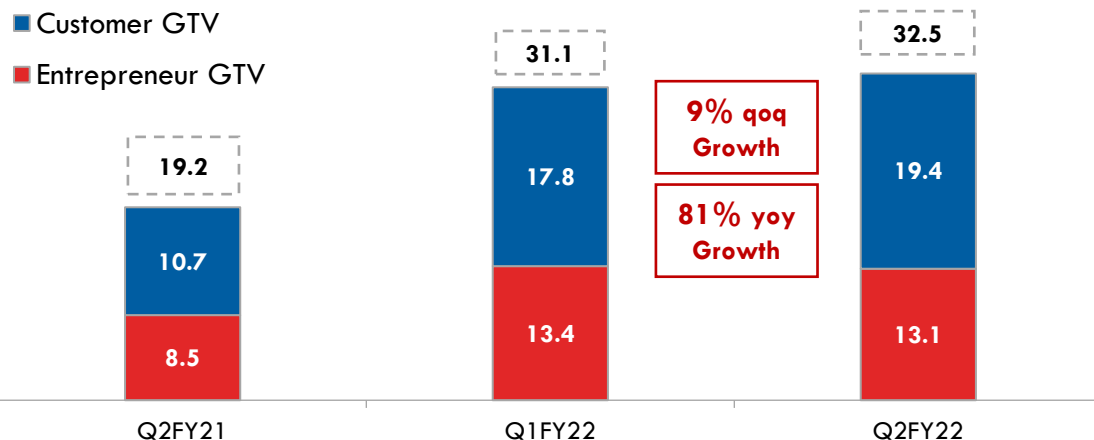


AePS Market Share* (%)



*AePS off-us value market share

Gross Transaction Value (INR.'000 Cr)

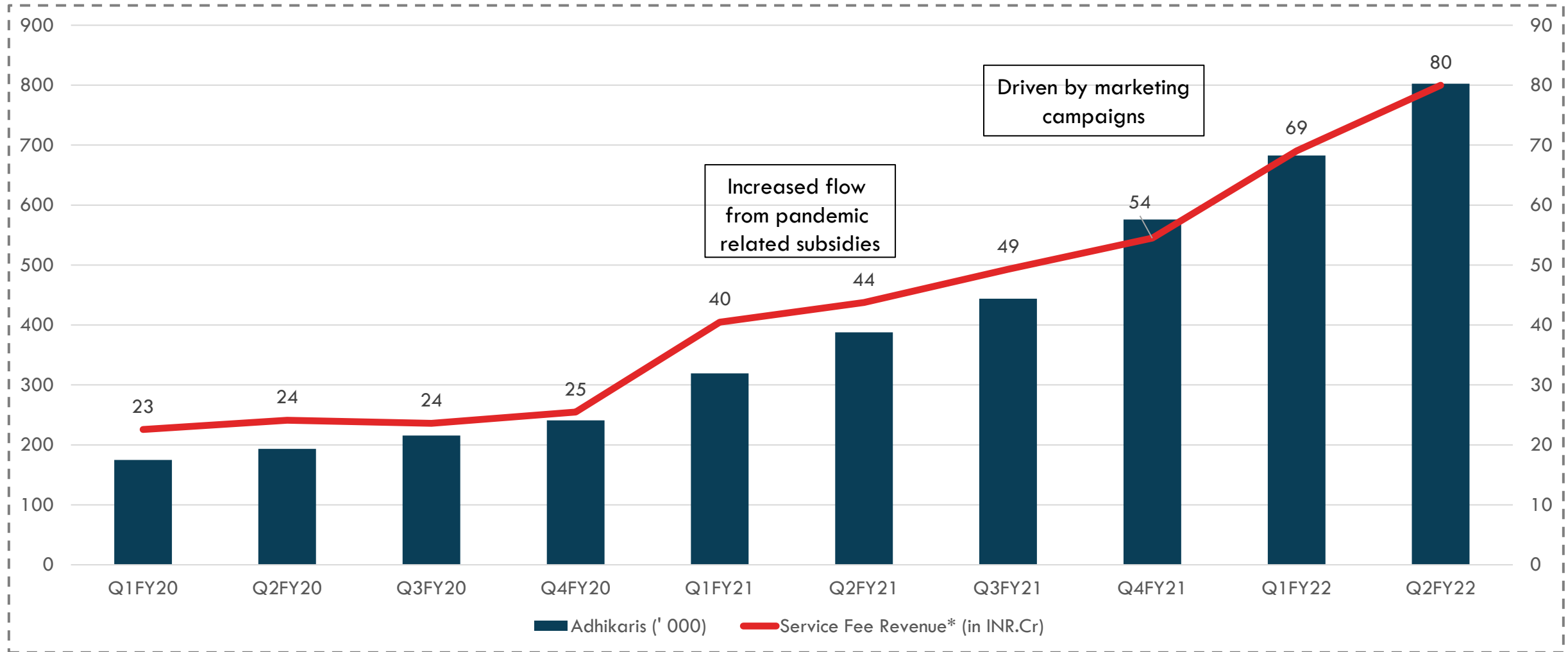


Gross Transaction Value (GTV) is the value of revenue generating transactions processed on our platform (i.e. transactions which are not generating revenue for us are not included)

GTV includes:-

- Customer GTV** refers to the value of transactions done by the Customers (Assisted by Entrepreneurs). This is the primary driver of service fee revenue.
- Entrepreneur GTV** refers to the value of transactions done by the entrepreneurs

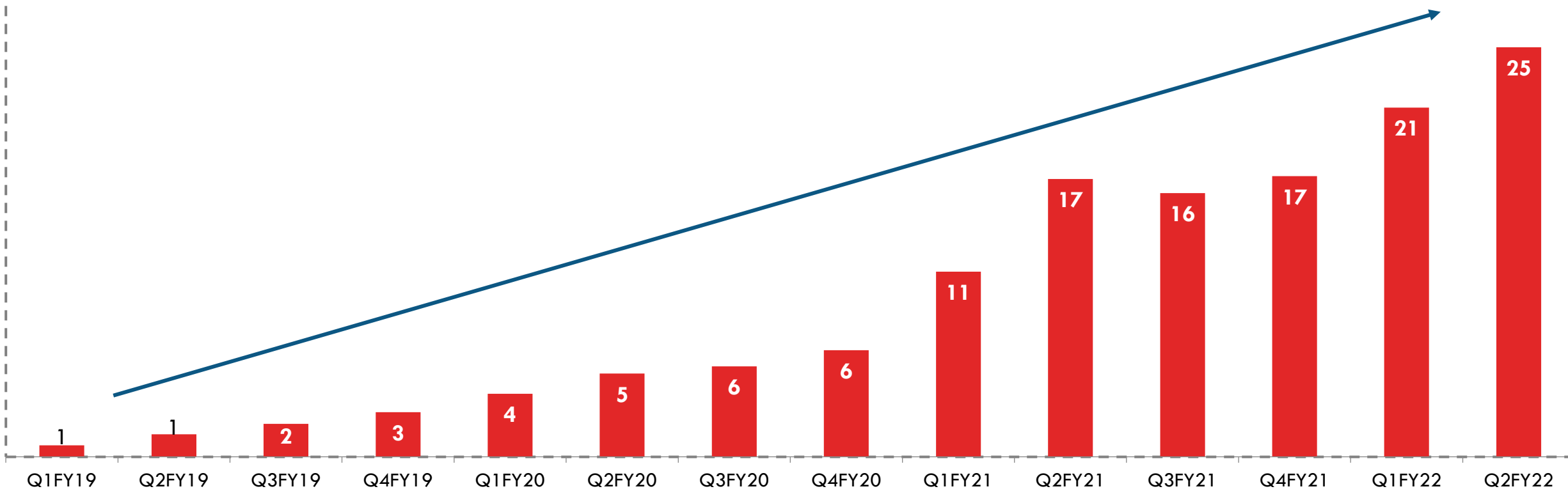
Steady Revenue Momentum driven by Adhikari Growth



*Excludes subscription rental revenue and one-offs

Creating a strong repeat end consumer franchise

Repeat* Consumers transacted on AePS (In Mn)



While focusing on adding new customers through increase in reach, Spice Money is also building a strong repeat customer franchise.

*Repeat customers transacted during the quarter means returning customers who have transacted in earlier periods.

Financial Metrics

Particulars (Rs. Crs)	Q2FY21	Q1FY22	Q2FY22	Q-o-Q	Y-o-Y
1. Customer GTV (A)	10,739	17,754	19,418	9%	81%
2. Revenue	137	202	203	0.4%	48%
Service Fee Revenue (B)	44	69	80	16%	82%
Airtime Revenue	85	130	118	-9%	39%
Subscription, Acquisition & Device Revenue	9	3	5	75%	-42%
3. Gross Margin (GM)	20	24	29	23%	46%
Service Fee (C)	16	22	27	23%	66%
Airtime	1	2	2	-6%	61%
Subscription, Acquisition & Device	3	0	1	845%	-76%
4. Indirect Cost	13	20	22	10%	67%
5. EBITDA *	7	4	7	95%	7%
6. EBDT **	8	5	9	76%	17%
7. Service Fee Revenue % on Customer GTV -- (B / A)	0.41%	0.39%	0.41%		
8. Service Fee GM % on Customer GTV -- (C / A)	0.15%	0.12%	0.14%		
9. Service Fee GM % on Service Fee Revenue -- (C / B)	36%	31%	33%		

- Customer GTV driven by growth in Adhikari base and growth in new products
- Service Fee Revenue is driven by transactions and is the primary driver of margins.
- Airtime Revenue represents the entire transactions value of recharge business and therefore has a different margin profile.
- In line with our strategy to drive a transaction led revenue growth model, we launched a zero fee marketing campaign in Q4FY21, which meant giving away subscription, acquisition and device margins. This strategy has paid off and has led to growth of key metrics.
- Looking at the long term scale opportunity in rural, have made planned investments in brand, tech and organization (both capacity and capability) over the last 4 quarters. We intend to continue to invest in these areas.
- *EBITDA is before other income and exceptional items
- ** EBDT includes the interest income earned on prepaid balances. (INR 2cr in Q2FY22)

Building Digital Platforms

DiGiSPICE

Financial Technology Business

Digital Technology Business



**SPICE
MONEY**



DIGITAL ENTERPRISE



DIGITAL TELCO

Management Team



Rohit Ahuja
Executive Director



Anuj Malhotra
Chief Business Officer
Enterprise Business
(Korero Platforms)



Sandeep Kaushal
Head Technology & Product
Enterprise Business
(Korero Platforms)



Vishal Gupta
Chief Business Officer
Telco Business



Prashant Hansraj
Head Technology & Product
Telco Business



Vinit Kishore
Chief Financial Officer



Lakhvinder Singh
Head HR & Admin

Financials (Digital Technology Services)

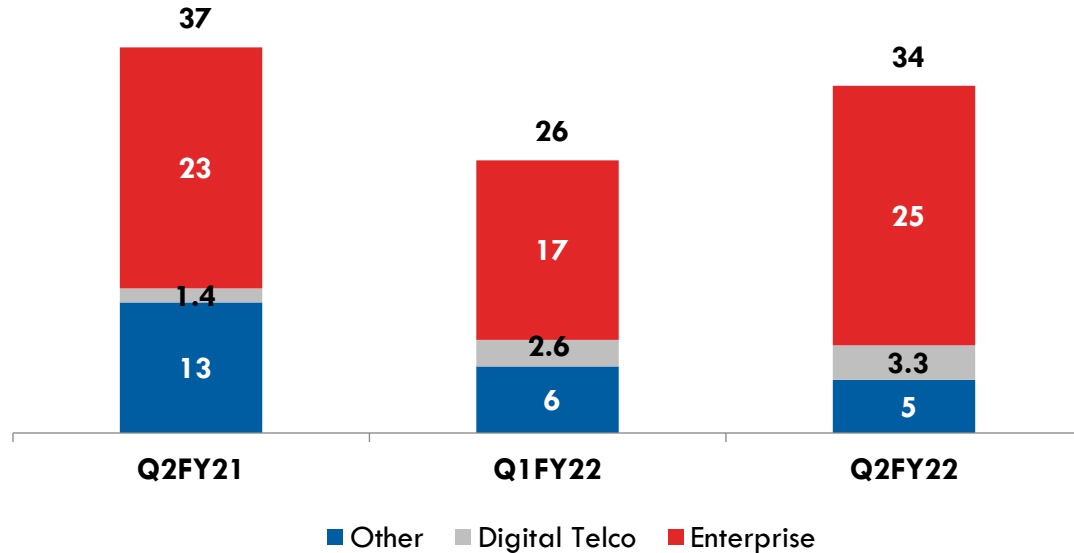
Revenue (INR cr)

Revenue Profile

- Enterprise Mobility Revenue
- Digital Telco revenue
- Others – Primarily Telco Voice VAS

Digital Telco business is showing good initial traction with 30% q-o-q growth and 147% y-o-y growth.

Enterprise revenue in the previous quarter was subdued due to DLT implementation.



EBITDA* (INR cr)

Improvement in EBIDTA is driven by revenue growth in enterprise mobility business

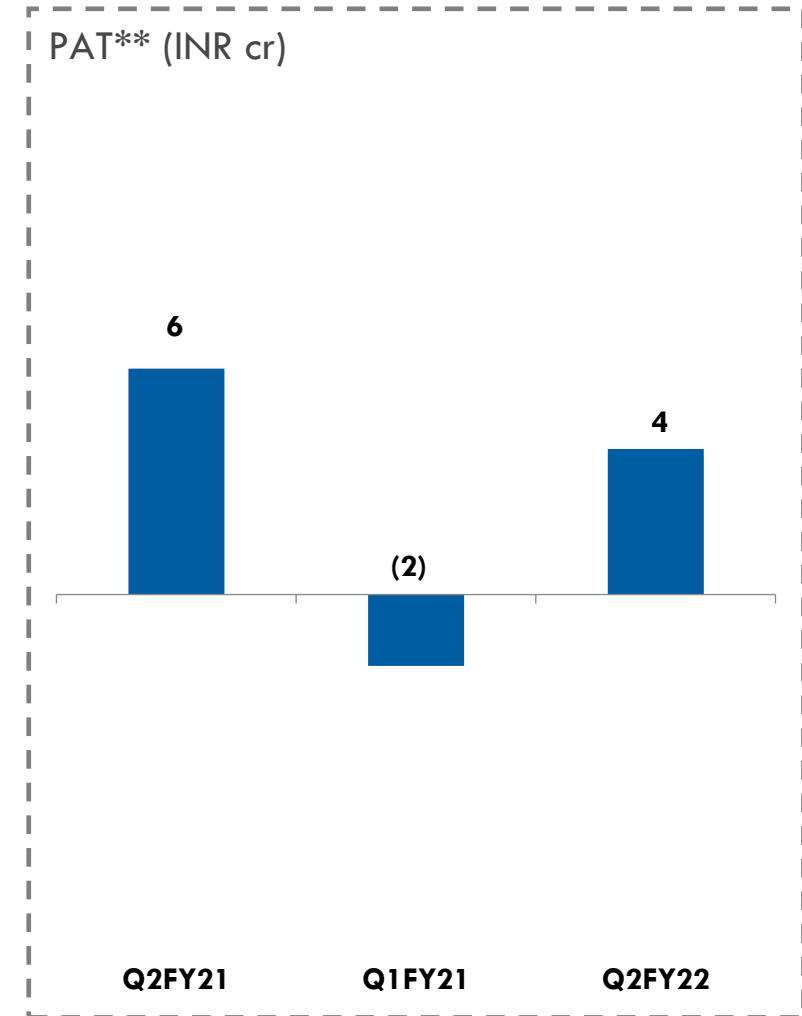
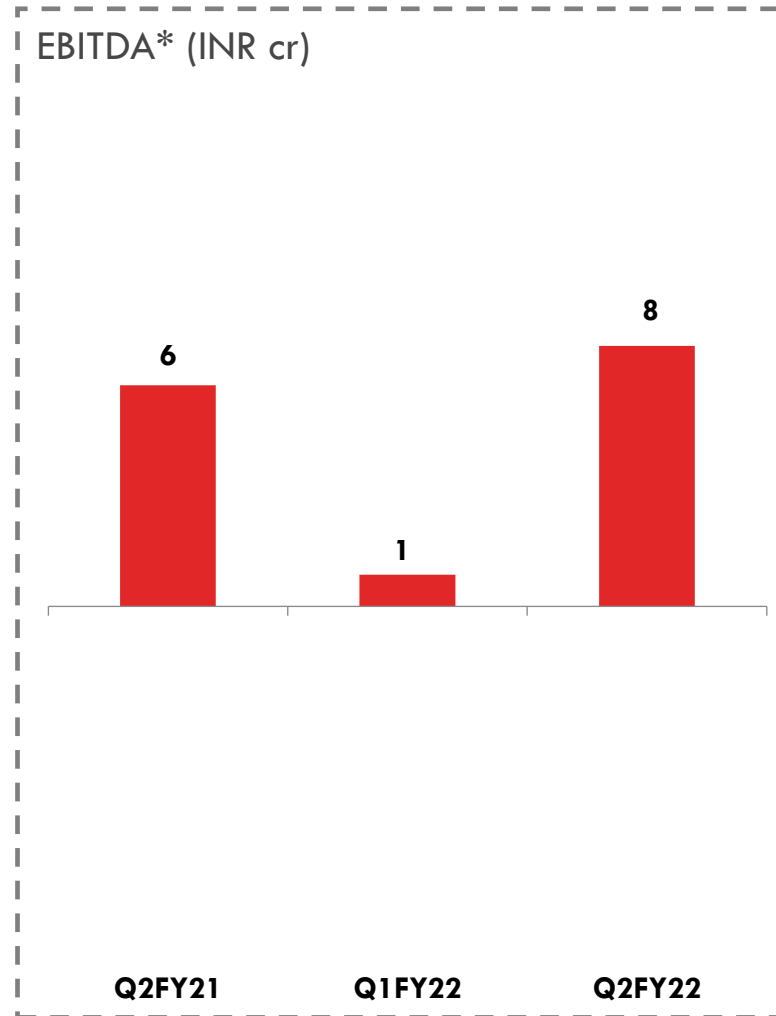
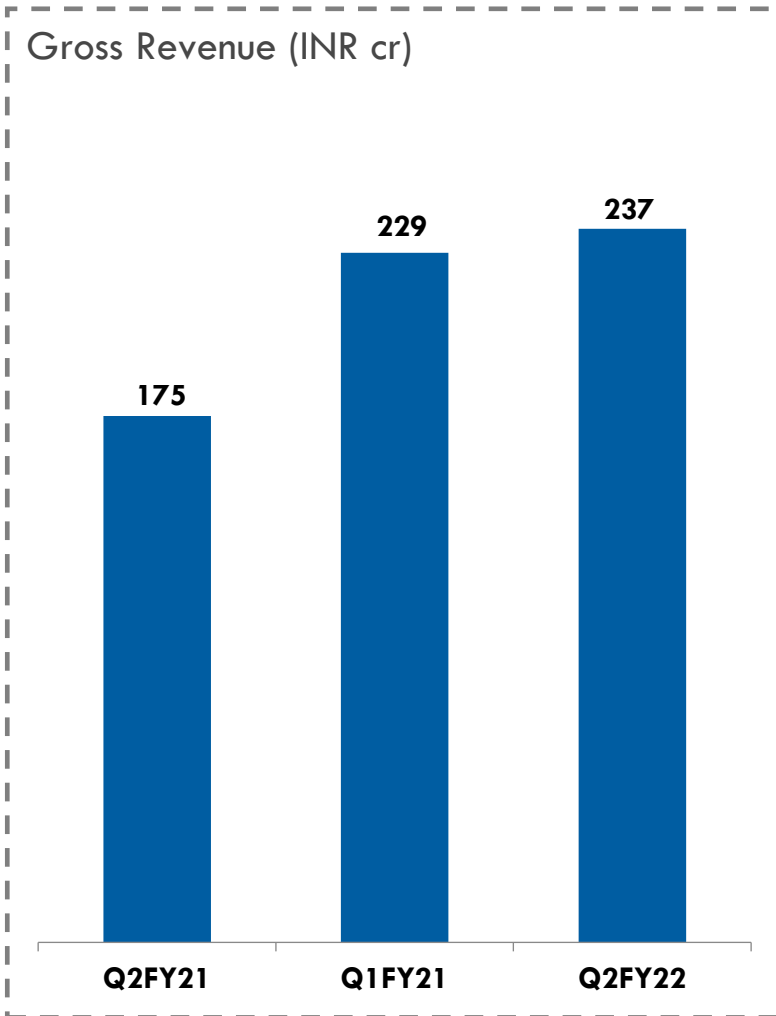


* EBITDA is before other income and exceptional items

Consolidated Financials



Consolidated Financials Overview (Quarter wise)



* Excludes Exceptional Items

** Before Discontinued Operations

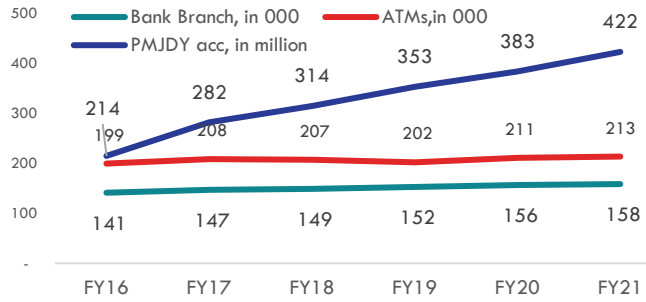
PAT in Q2FY21 included Rs. 6 cr towards sale of entire stake in an associate entity

Annexures

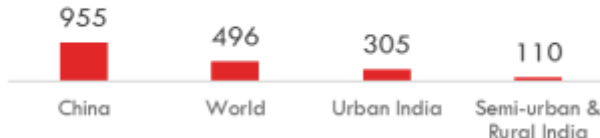
The background features a complex network of white nodes and lines on a dark blue gradient. The nodes are of varying sizes and are connected by thin white lines, creating a web-like structure that suggests a molecular model or a data network. The overall aesthetic is clean and modern, with a focus on geometric patterns and connectivity.

Solving the last mile banking infra problem in Rural India

Problem

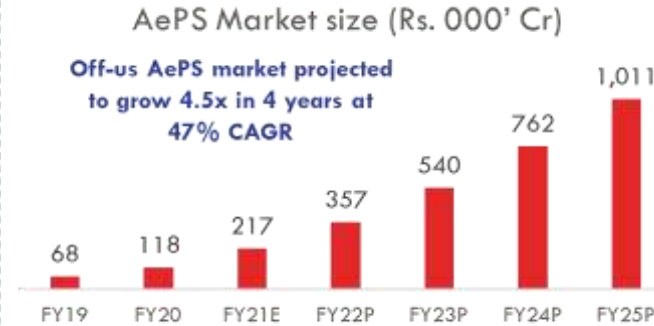


ATMs per Million Population



Number of bank account holders has significantly grown in India driven by a 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



Source: PwC The Indian Payment Handbook Report Dec 2020

Crisil Research estimates AePS market size for FY22 as Rs. 296k cr and FY25 as Rs. 639k cr in the published Industry report named "Digitalisation of financial services, payments & remittances market in India" dated – Oct'21



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

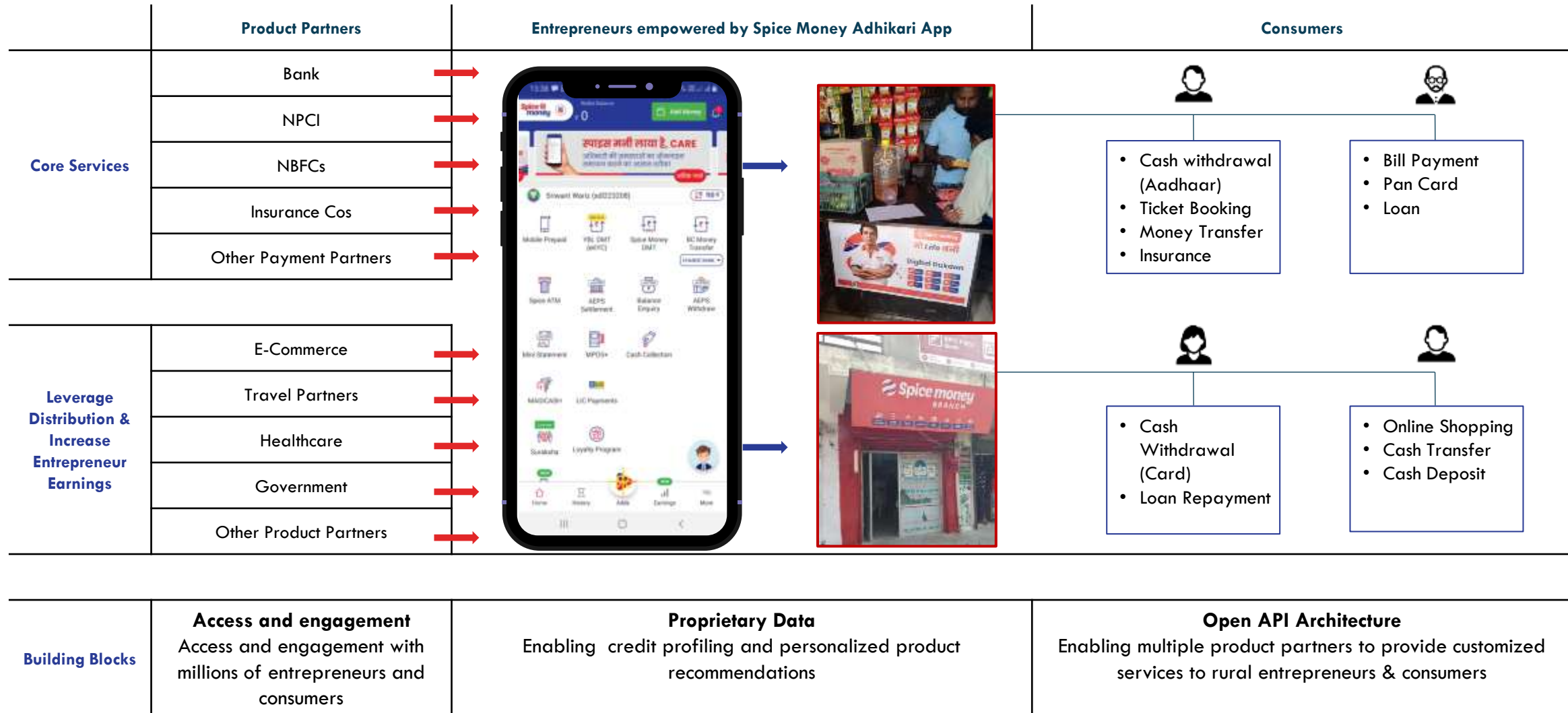
Solution



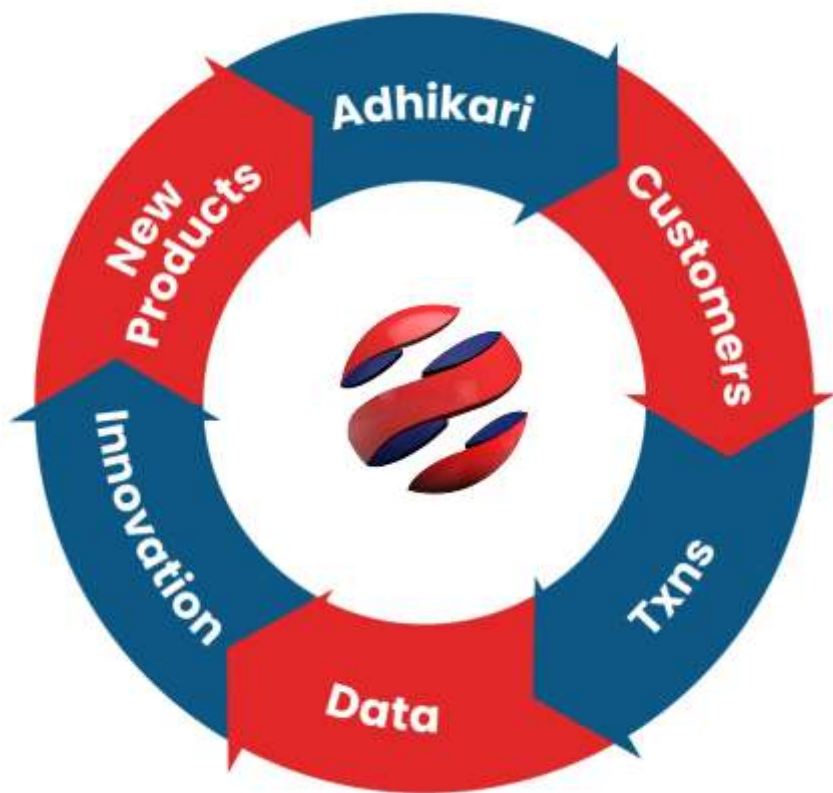
Spice Money Adhikari App
+
Aadhaar Biometric Device

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



Investing behind Accelerated Transactions Growth



AePS Spice money तो Life बनी

Best AePS Platform
Introducing FAST, CONVENIENT, HASSLE FREE features

View Latest Offers Check Commission Plans

Enter information once & switch between different AePS service

Payden har transaction par ₹ 10 tak ka Industry Best Commission

Spice money तो Life बनी

AePS नकद निकासी

नकद निकासी कटौत और पाए प्लान A और B पर ₹10 तक और प्लान C पर ₹8 तक का कमिशन

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Spice money तो Life बनी

बढ़ते बिज़नेस के साथ बढ़ेगा आपका मुनाफ़ा

AePS और MATM के बीच विद्यमान के अंतर अब समाप्त नहीं रहें। अतिउत्तरी फिल्टर कमीशन के अन्वयण करने से खजाना बचाएँ।

Recommended Business Type (Value upto ₹1 month)	Commission (%)
3-5 Lakh - 9 Lakh	18%
10 Lakh Plus - 19 Lakh	21%
20 Lakh Plus - 29 Lakh	26%
30 Lakh Plus - 39 Lakh	30%
40 Lakh Plus - 49 Lakh	35%
50 Lakh Plus - 59 Lakh	40%
60 Lakh Plus - 69 Lakh	45%
70 Lakh Plus - 79 Lakh	50%
80 Lakh Plus - 89 Lakh	55%
90 Lakh Plus - 99 Lakh	60%
100 Lakh Plus - 109 Lakh	65%

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मनी ट्रांसफर कटौत PPI द्वारा केवल **0.31%**, BC द्वारा **0.45%** और YBL द्वारा **0.38%** तक के प्रभावी शुल्क पर

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प्रधानमंत्री किसान सम्मान निधि द्वारा किसानों को 9 वीं किस्त 9 अगस्त 2021 से मिलने की संभावना है

AePS Cash Withdrawal द्वारा ये सविदाई अपने किसान भाइयों तक पहुंचाएं और ₹10 तक का कमिशन पाएं

BEST COMMISSION NETWORK

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आज़ादी पाओ DMT चार्जिंग से

ट्रैवल फ़ंडिंग पर डिले के बिज़नेस उतारने का DMT विलकुल FREE!

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- Positive unit economics business model
- Operating leverage to be driven by transactions growth

Growth Levers



Accelerating Growth of Entrepreneurs Network (Spice Money Adhikaris)

Expanding Service Portfolio

Enhancing Brand Visibility

- Removing entry barriers (Eg. zero entry fee, and zero rental since Feb21) with focus on long term transactions revenue growth
- Expanding geographical reach
- 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)

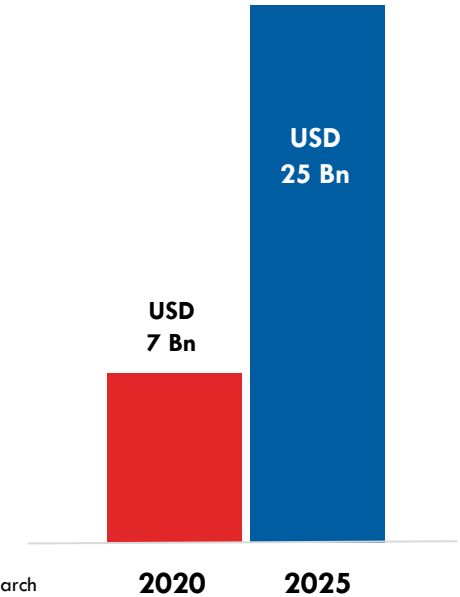


- Aspire to emerge as the most trusted FinTech brand in rural India
- Entered into strategic partnership with Sonu Sood to design new initiatives and products that will bridge the divide between rural and urban India

Growth in Adoption of Digital Channels & Automation Platforms

Communication Platform as a Service

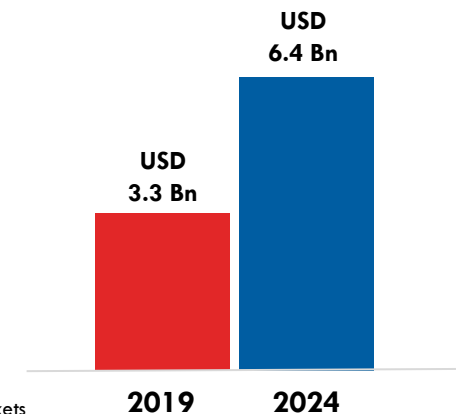
- The total value of the CPaaS market is expected to reach \$25 billion in 2025; rising from an estimated \$7 billion in 2020.
- Over 95% of CPaaS revenue will be attributable to SMS in 2020 owing to the ubiquity of SMS amongst mobile subscribers. However, as alternative rich media messaging solutions gain traction, by 2025, SMS will drop to 70% of revenue.



Source : Juniper Research

Marketing Automation

- The global marketing automation market size is expected to grow from USD 3.3 billion in 2019 to USD 6.4 billion by 2024, at a CAGR of 13.9%.
- Enterprises are increasing focus on leveraging advanced technologies to automate the marketing process and enhance customer experience.



Source : MarketsandMarkets

Korero Platforms : Our Digital Enterprise Offering

NEW LAUNCH



- Serving 3 out of top 5 in Fortune India 500 2020 list
- 83 live clients across BFSI, Utilities and other industries across Large Enterprises and MSMEs
- Omni channel communications platform – Telecom, OTT and IP channels. Higher growth expected from new, digital channels
- Channel orchestration for customized user journeys across life cycle
- Use of AI for contextual conversations and improved conversion rates
- Marketing automation - Create, manage and maximize the impact of marketing campaigns through digital engagement channels

Growth in Digital Content Consumption

High internet penetration is accelerating content demand, driven by personalized experience

- 4.72 billion globally used the internet in April 2021 – that's > 60 % of the world's total population
Source: DataReportal – April 2021
- The average global internet user spends almost 7 hours online each day.
Source: DataReportal – April 2021
- Global Video On Demand (VoD) Market to reach US \$85 billion (out of total Digital Content Revenue of US \$300 billion) by 2025
Source: Adroit Market Research – May 2021
- 83% of consumers are willing to share their data to create a more a personalized experience
Source: Forbes– Feb 2020

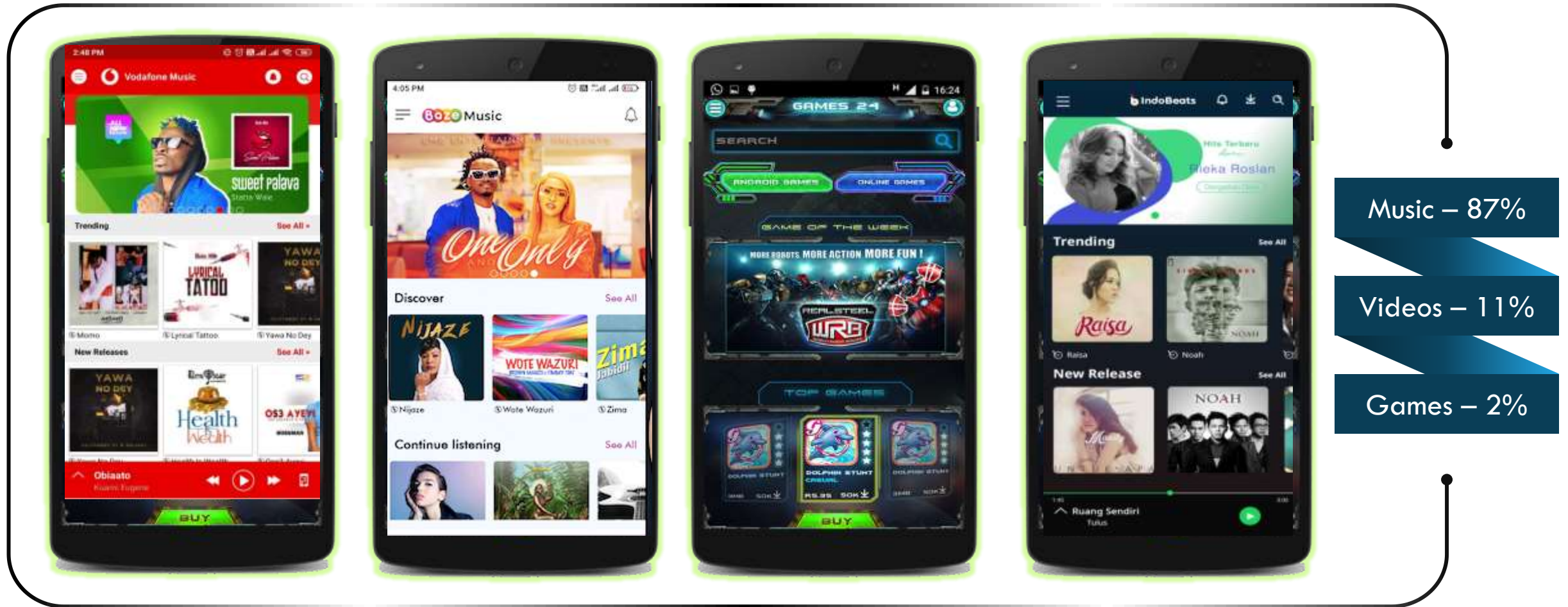


Digital Telco Business : Our offerings

- **Digital Entertainment Products:** Native Mobile Apps & Progressive Web Apps to deliver music, video, games, and other multimedia content over the Internet. The platform brings adaptive user experience, a state of art partner & content management system, and strong content delivery mechanism for rich digital experience to users. It also enables telecom operators to serve & monetize online content from various sources E.g., Local Content Provider, Major Labels, broadcasters and streaming services.
- **Super App (DSA - Digital Service Aggregation):** SuperApp or DSA is a platform developed for Global Telecom Operators & Enterprises to aggregate & offer their plethora of services under one umbrella. It enables to put together products and services that consumers expect in the market today. It supports multiple channels for driving engagement through discovery
- **Self-Service Apps:** A multi-channel smart mobility solution for telecom operators and enterprises helping them connect with their customers and offer them a DIY feature to access account information, handling services and requests, getting new products and services, connecting with customer care, etc. The solution reduces TCO, enhances revenue and ultimately results in improved CSAT.

Leveraging 30+ Telco client relationships across Asia, Africa and Middle East

Digital Entertainment Products




Aligning strategy & focus on videos and gaming, owing to greater revenue realization and associated interest


Thank You

 Digispice Technologies Limited

 investor.relations@digispice.com

 Gavin Desa / Suraj Digawalekar /
Kshitij Sharma

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