

February 06, 2023

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Company Code No.: 539807	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Company Symbol: INFIBEAM
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Dear Sir / Madam,

Sub: Investors Presentation on Unaudited Financial Results for the quarter and nine months ended on December 31, 2022

In compliance with the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation on Unaudited Financial Results for the quarter and nine months ended December 31, 2022.

The same has been displayed on the website of the Company i.e. www.ia.ooo.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For Infibeam Avenues Limited

Shyamal Trivedi
Sr. Vice President & Company Secretary

Encl.: As above

INFIBEAM AVENUES LIMITED

Regd. Office: 28th Floor, GIFT Two Building, Block No. 56, Road-5C, Zone-5, GIFT CITY, Gandhinagar,
Taluka & District - Gandhinagar – 382 355, **CIN: L64203GJ2010PLC061366**

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CCAvenue Omnichannel Mobile Payment App



Earnings & Investor Presentation

3Q FY23 (Oct'22 – Dec'22)

6th February 2023

CC Avenue®

Bill Avenue

Res Avenue®

Trust Avenue®

BAB
ENTERPRISE

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FINANCIAL & OPERATIONAL PERFORMANCE – Q3'23

First Listed Fintech in India

Infibeam, Strongly Positioned in India's Digital Space

Q3 FY23 Key Business Developments



Highest Ever Quarterly TPV

Total TPV crossed INR 1 Lac crore, highest ever in any quarter, up 27% YoY



GeM achieves staggering TPV

GeM TPV crossed INR 1.5 Lac crore by end of January, targets INR 2 lac crore (\$24 bn) for FY23, 2x FY22



Payments Licenses

Received in-principal approval to operate as Payment Aggregator and a perpetual bill payments license under BBPS from RBI.



Record Merchant Additions

Added record 1.1 million merchants; average 11,700 daily



First PG to Process eRupee

First payment gateway to process Digital Rupee / eRupee transaction for online retail payments.



GoPayments Turns EBITDA Positive

Go Payments turns EBITDA breakeven in just 4 years; company enhances stake for scaling, will aid in better ROI

Superior Growth on Operational Front

Growth acceleration across all business segments

Payments and Platforms

Particulars	Q3 FY 23	Q3 FY 22	% change YoY
India Payments TPV ¹ (INR crore)	47,452	42,250	12%
India Payments Net Take Rate (bps) ²	8.3	4.9	70%
Total Payments Net Take Rate (bps)	8.9	5.5	64%
GeM TPV (INR crore)	41,946	28,266	48%

¹ TPV from MDR-based (chargeable) payment options

² Net Take Rate (per transaction net earnings from payment business after paying payment processing charges)

Bill Payments Volume and Value Growth

TPV: INR 4,000 cr
up 34% YoY

Vol: 30 mn
up 30% YoY

~43%
Gross margin

974,000
Agents

90%
Biller Mkt Share

Hospitality Payments

3,900+
Avg. daily room nights
sold, up 90% YoY

3,500+
Hotels

India and UAE
Locations

Merchants

8.4 mn
up 72% YoY

Consistent growth in unit economics (NTR) in payments processing

Earnings' Performance snapshot – Q3FY23 and 9MFY23

Growth across all key parameters

Q3FY23 Standalone

India Payments + Software Platforms including GeM, Jio, STC, etc.

Particulars (in INR crore)	Q3FY23	YoY (%)	9MFY23	YoY (%)
Transaction Processing Value (TPV) ¹	87,398	24%	252,640	42%
India Payments NTR (bps)	8.3	340 bps	7.5	250 bps
Gross Revenue	366	2%	1,179	41%
Net Revenue (NR)	73	24%	207	29%
EBITDA	45	28%	127	31%
EBITDA % of NR	62%	-	62%	-
Profit After Tax (PAT) ²	28	51%	98	127%
PAT % of NR	39%	-	48%	-

1 TPV includes Payments TPV of MDR-based (chargeable) payment options + GeM TPV

2 PAT includes gain from divestment of stake in DRC Systems in the quarter

Q3FY23 Consolidated

Standalone + International Payments + Go Payments + Majority owned subsidiaries + Other associates

Particulars (in INR crore)	Q3FY23	YoY (%)	9MFY23	YoY (%)
Transaction Processing Value (TPV) ¹	95,604	27%	275,434	45%
India Payments NTR (bps)	8.9	340 bps	7.9	230 bps
Gross Revenue	415	4%	1,310	42%
Net Revenue (NR)	85	21%	237	29%
EBITDA	48	26%	130	30%
EBITDA % of NR	56%	-	55%	-
Profit After Tax (PAT) ²	35	47%	98	77%
PAT % of NR	42%	-	41%	-

Profitable revenue growth with rising core (standalone) business margins

Earnings' Performance snapshot – Q3FY23 and 9MFY23

Growth across all key parameters

Q3FY23 Consolidated Performance Snapshot

Standalone (India Payments + Software Platforms incl. GeM, Jio, etc.) + Intl Payments + Go Payments + Majority owned subsidiaries + associates

Particulars (in INR crore)	Q3FY23	YoY (%)	9MFY23	YoY (%)
Transaction Processing Value (TPV) ¹	95,604	27%	275,434	45%
Total Payments NTR (bps)	8.9	63%	7.9	41%
Gross Revenue	415	4%	1,310	42%
Net Revenue (NR)	85	21%	237	29%
EBITDA	48	26%	130	30%
EBITDA % of NR	56%	-	55%	-
Profit After Tax (PAT) ²	35	47%	98	77%
PAT % of NR	42%	-	41%	-

1 TPV includes Payments TPV of MDR-based (chargeable) payment options + GeM TPV

2 PAT includes gain from divestment of stake in DRC Systems in the quarter

- Change in transaction mix from credit to non-credit payment options led to moderation in Gross Revenue
- Higher Net Take Rate for non-credit payment option contributed to better profitability

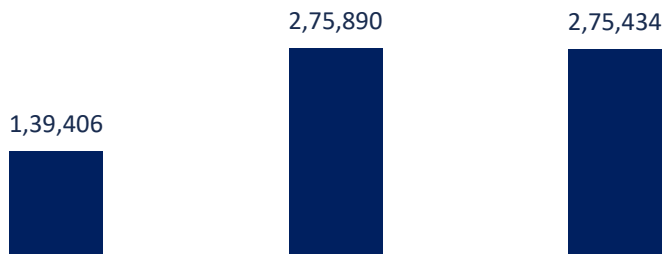
Profitable revenue growth with rising core (standalone) business margins

Superlative Growth

High compound annual growth between 23%-75%

Total Transaction Processing Value (INR Crore) *

75%
4yr CAGR



FY21

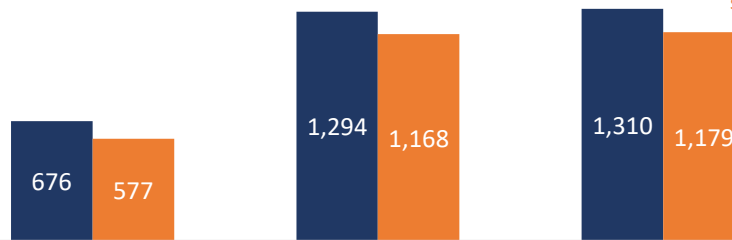
FY22

9MFY23

Achieved 12 months FY22 TPV in just 9mts of FY23

Gross Revenue (INR crore)

40%
4yr CAGR
standalone



FY21

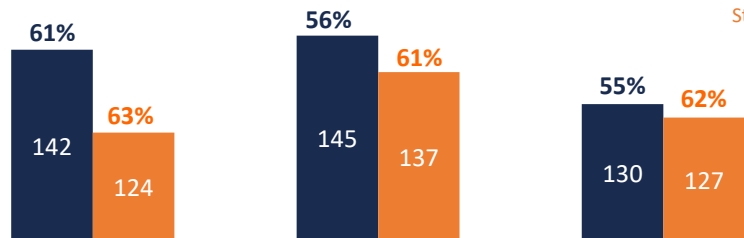
FY22

9MFY23

■ Consolidated ■ Standalone

EBITDA (INR crore) and EBITDA as % of NR

23%
4yr CAGR
Standalone



FY21

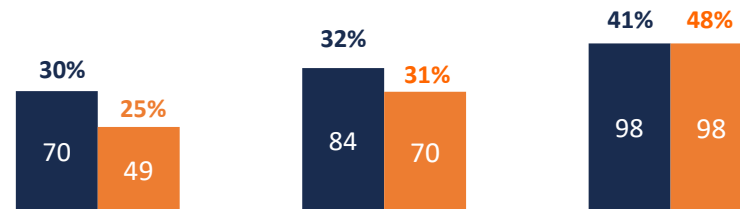
FY22

9MFY23

■ Consolidated ■ Standalone

PAT (INR crore) and PAT as % of NR

51%
4yr CAGR
Standalone



FY21

FY22

9MFY23

■ Consolidated ■ Standalone

Note: Consolidated financials prior to FY20 are not comparable due to divestments in FY19. Standalone (SL) constituting 90% of FY22 'consol. gross rev' is comparable for 4yrs. Hence, CAGR is calculated on SL. Standalone business includes India Payments and Software Platforms business including merchants like GeM, Jio, etc.

* Excludes TPV from MDR-based (chargeable) payment options

Transaction Processing Value ¹
INR 4.0 lac crore
(up 37% YoY)

Gross Revenue
INR 1,600-1,700 crore
(up 24%-31% YoY)

EBITDA
INR 170-190 crore
(up 17%-31% YoY)

PAT
INR 110-125 crore
(up 31%-49% YoY)

¹ includes TPV from non-MDR (non-chargeable) payment options

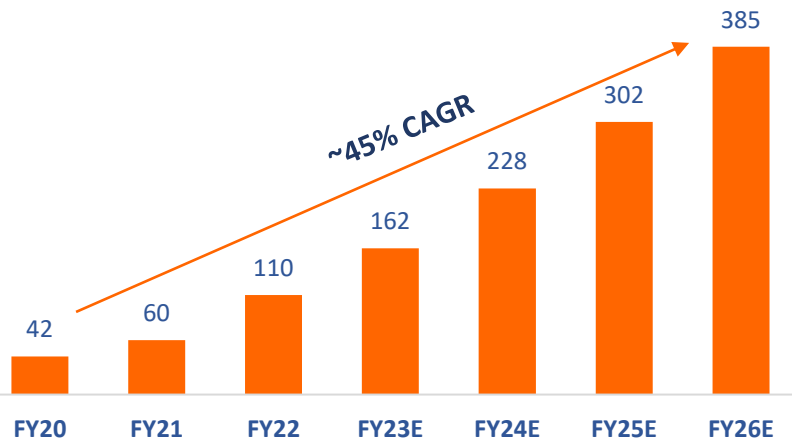


Opportunity & Key Growth Drivers

First Listed Fintech in India

How Big is the Opportunity?

Digital Payments Market : Transaction Value (INR Trillion)



- 2 out of every 3 payment transactions would be digitized by 2026
- Deep market penetration, around 346 million Indians are engaged in online transactions such as e-commerce and digital payments.
- The number of internet users by 2025 will grow another 200 million to 900 million; growing ~30% in next 3 years.

Ready to Capture the Bigger Pie

Targeting **INR 7.0-7.5 lac crore**
TPV run-rate in FY25 ¹

Transaction Processing Value (TPV) ²

INR **2.9** lac crore

FY22

INR **4.0** lac crore

Q3 FY23 annualised run-rate

1 FY24 annualised exit run-rate

2 includes MDR based payment options

USD 1 = INR 80

- India growth to continue, and omnichannel payments through CCAvenue mobile app will increase payments market share in India
- GeM platform doubling every year; crossed INR 100,000 crore in November 2022. Order value to double by end of FY23, as per GeM.
- International expansion and new businesses to add to growth

Key Growth Drivers

Focused on creating long-term profitable and sustainable business

Payments – Macro Tailwinds



Large untapped market (online + offline) with various cross sell opportunities



Supportive demographics, wide internet & mobile penetration, affordable smartphones & data pricing



Increasing preference towards digital payments



Favorable Government initiatives and regulations

Infibeam's Business Drivers for Execution Going Forward



Penetrating offline digital payments through newly launched CCAvenue mobile app with Tappay



Growing Payment infrastructure business in India and in international markets



Growing merchant pipeline for cross-sell opportunity



Offering working capital loans, invoice discounting, to merchants and boosting margins



Being one-stop-shop for merchants (Platform for business, Payments to collect money and finance for growth)



Expanding internationally



Annexure

First Listed Fintech in India

Launched **India's First Retail Payment Gateway, CCAvenue**

Among preferred partners for banks to offer **Payment Infrastructure**

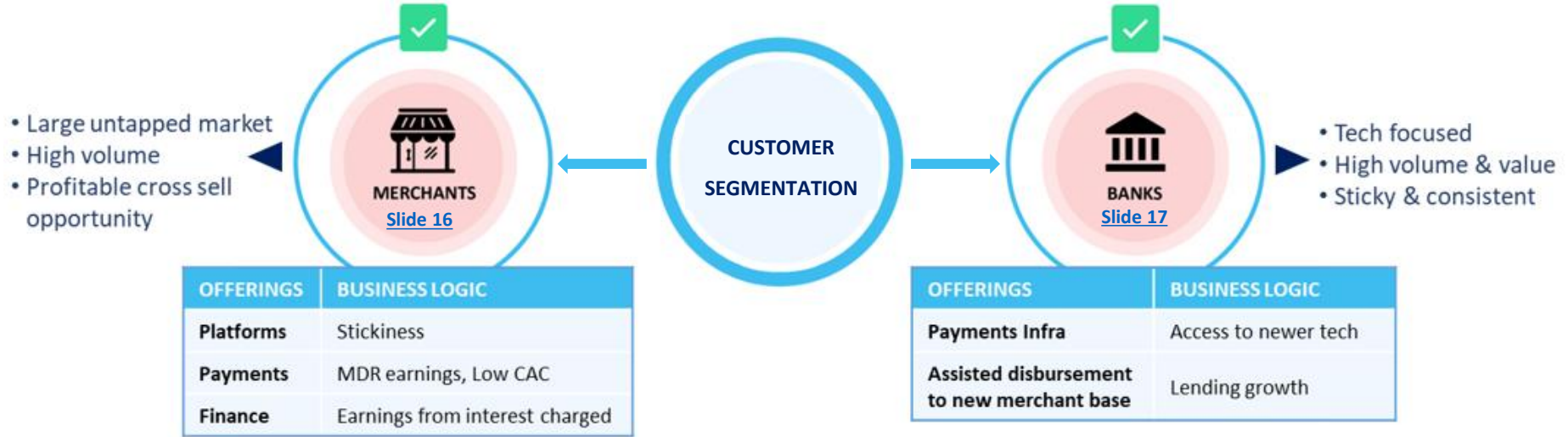
Exclusive Contract with Govt e Marketplace to offer ecommerce infrastructure

JioMart's Ecommerce Platform is built and managed by Infibeam

20+ Years of (PAT) Profitability track record in the payments business

Customer Segmentation

Company targets 'merchants and banks' for scalable and sustainable growth



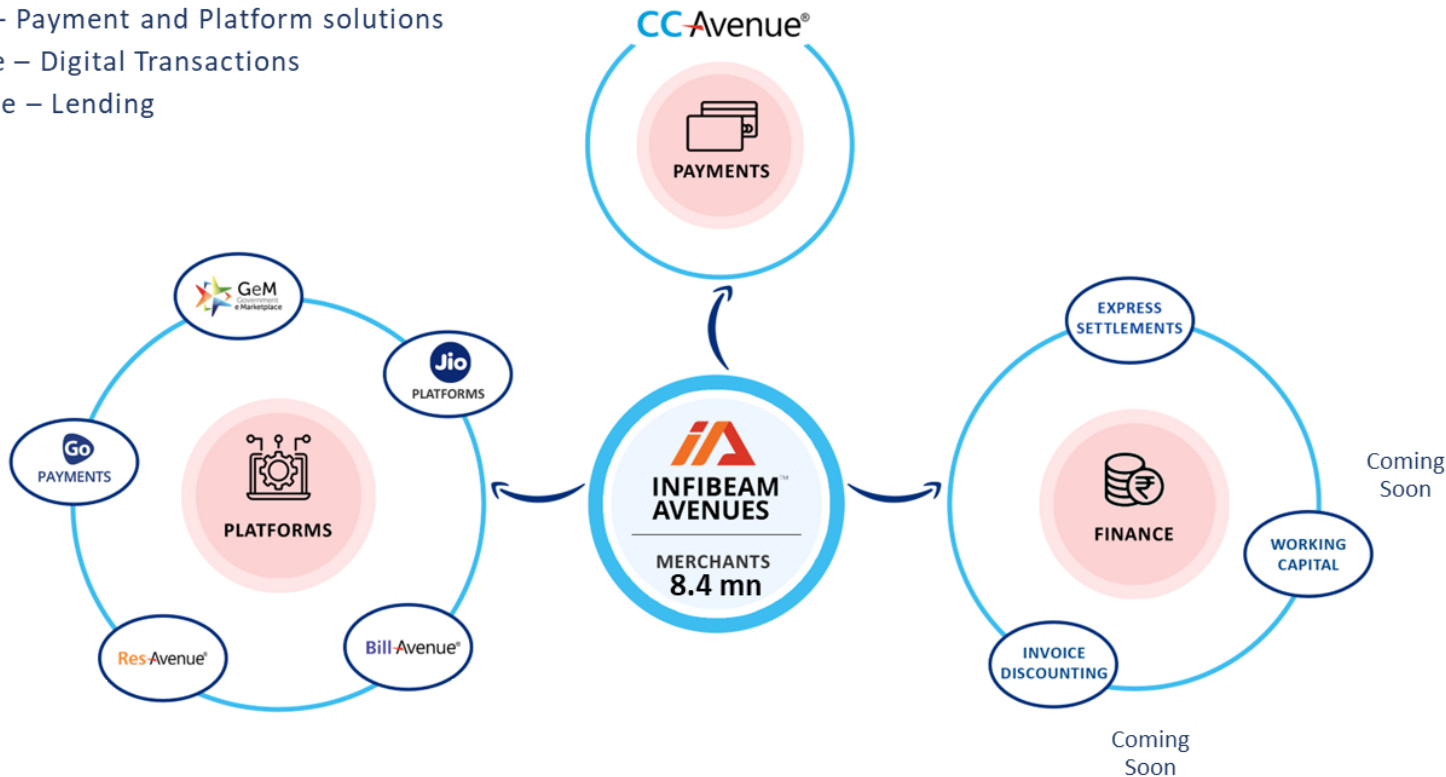
Company is focused on low-cost, stable, scalable and sustainable business from Merchants and Banks 15

Merchant Centric Business Model (DCB)

Well positioned to leverage the Trillion-dollar opportunity

Making the Merchant;

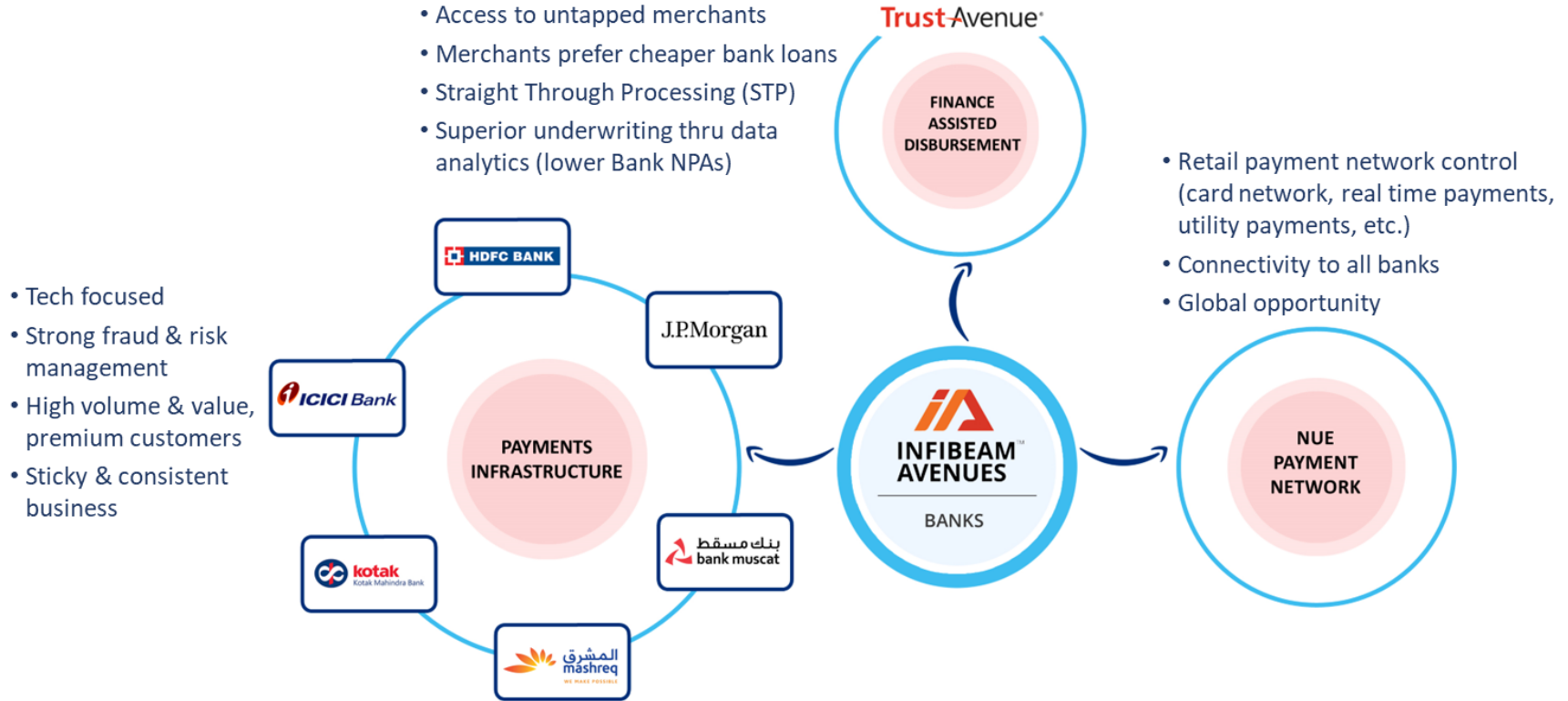
- **D**igital – Payment and Platform solutions
- **C**redible – Digital Transactions
- **B**ankable – Lending



Well positioned for the trillion dollar fintech opportunities

Bank Centric Business Model (Building Payments Infrastructure)

De-risked and sustainable business model



Leveraging fintech expertise for global expansion

Few Marquee Clients

Marquee clients across industries

INDIA

GCC

8.4 million merchants; 11,700+ merchants added everyday

Building a sustainable business model

- Focus on profitable revenue growth
- Processing profitable transactions
- Increasing net take rate through cross-sell and up-sell
- Building high margin business around core payments

Leading thru industry first world-class technology solutions

- Building vertical-based solutions (hospitality, bill payments, auto insurance, B2B, infra., etc) for deeper merchant penetration
- Launched low/no-cost omnichannel app-based payment acceptance solution allowing merchants to accept credit card transactions including above INR 5000
- First to process Digital Rupee for online retail payments. Ready to go live with more banks
- Offering bank-grade payments infrastructure

Building synergistic business across portfolio

- Creating synergies across payments businesses
- Generating cross-sell and up-sell opportunities
- Comprehensive merchant solutions under one roof (payments and software platforms)



Our Vision

Enhance the way merchants and customers live, trade and transact



Our Mission

Provide world class state-of-the-art fintech platforms for trade, commerce and payments



Our Strategy

Simplifying payments and commerce infrastructure for businesses by providing comprehensive solutions



Our Objectives

Provide frictionless experience; enabling payments, commerce and finance; comprehensive tech suite; being trusted and reliable partners

Business Execution Quality



Low Chargeback Ratio



No Penalty Ever



Zero Dispute With Financial Institutions



No Delayed Payments



20+ year of Fraud Data Collection



Stringent KYC Policies



PAYMENTS | PLATFORMS

Thank You

Investor Relations

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