

May 25, 2023

BSE Limited National Stock Exchange of India Limited

Phiroze Jeejeebhoy Towers, Exchange Plaza,

Dalal Street, Fort,

Mumbai - 400 001

Bandra Kurla Complex,
Bandra (East),

Marking 400 051

Mumbai - 400 051

Company Code No.: 539807 Company Symbol: INFIBEAM

Dear Sir / Madam,

Sub: Investors Presentation on Audited Financial Results for the quarter and year ended on March 31, 2023

In compliance with the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation on Audited Financial Results for the quarter and year ended on March 31, 2023.

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

Taluka & District - Gandhinagar - 382 355, **CIN: L64203GJ2010PLC061366**

Tel: +91 79 67772204 | Fax: +91 79 67772205 | Email: <u>ir@ia.ooo</u> | Website: <u>www.ia.ooo</u>





Q4 and FY23

Earnings Presentation

25 May 2023

Disclaimer



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FINANCIAL PERFORMANCE AND OUTLOOK

First Listed Fintech in India

FY23: Key Business Developments



Payments Business

- 1. Launched one of the world's most advanced omnichannel payment solution, featuring India's first pin-on-glass softPoS solution, CCAvenue TAPpay; 150,000 downloads in just 6 months of launch, targeting 1mn by the end of FY24
- 2. Received in-principle approval from RBI to operate as a Payment Aggregator in India
- 3. Received perpetual license from RBI to operate as a BBPOU for bill payments business under the Bharat BillPay infrastructure
- 4. Started Payments business in Saudi Arabia; launching payments in Australia by the end of CY 2023
- 5. CCAvenue & PayPal entered partnership to expand global payment acceptance in MENA region (May '23)
- 6. Significant improvement in net earning per transaction through each of the quarters of FY23; from 6.3 bps in Q4'22 to 9.0 bps in Q4'23, up 43% YoY

Platforms Business

- Company's largest eCommerce implementation, Government e Marketplace portal, achieved a new milestone of INR 2 lac crore of TPV in FY23; racing towards becoming India's largest eCommerce marketplace
- 2. Acquired 50% stake in SaaS startup Vishko22 Products and Services (founded by former cofounders of ecommerce marketplace Yepme) to develop omnichannel enterprise-focused software products for domestic and international ecommerce marketplaces

Other Corporate Development

- 1. Company declares dividend for three consecutive years. Approved Full year dividend of 5%.
- 2. Company's WoS in UAE (Vavian International) to be the Parent of all international operations outside India for focused international initiatives

FY23 Performance At A Glance



Profitable growth and healthy returns

Business Performance	0.9 cr + 61% No. of merchants	INR 4.5 lac crore + 52% TPV ¹	8.2 bps + 41% Payments Net Take Rate
Financial Performance (INR crore)	1,962 + 52% Gross Revenue	180 + 24% EBITDA	136 + 63% Profit After Tax ²
Balance Sheet and Cash Flow Performance (INR crore)	310 Cash ²	113 Cash Flow from Ops.	117 FCF ³
Profitability Ratios ⁴	7% ROE	10% ROCE	4% ROA

¹ Total TPV from CCAvenue (India + International incl. non-MDR payment options) + BillAvenue (Bill Payments) + Go Payments 2 Cash and bank balance + ST investments

³ FCF = EBITDA - Capex

⁴ Profitability ratios calculated excluding goodwill

Financial Performance Snapshot – Q4 FY23 and FY23

Growth across all key parameters



Q4 and FY23 Standalone

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

Particulars (in INR crore)	Q4 FY23	YoY (%)	FY23	YoY (%)
Transaction Processing Value (TPV) ¹	1,34,422	63%	3,98,054	55%
Payments NTR (bps) ²	8.9	54%	7.3	46%
Gross Revenue	608	84%	1,787	53%
Net Revenue (NR)	80	27%	287	28%
EBITDA	48	22%	175	28%
EBITDA % of NR	60%	-	61%	-
Profit After Tax (PAT)	37	41%	136	94%
PAT % of NR	46%	-	47%	-

Q4 and FY23 Consolidated

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

Subsidiaries + Other associates				
Particulars (in INR crore)	Q4 FY23	YoY (%)	FY23	YoY (%)
Transaction Processing Value (TPV) ¹	1,47,733	61%	4,44,681	52%
Payments NTR (bps)	9.0	43%	8.2	41%
Gross Revenue	653	77%	1,962	52%
Net Revenue (NR)	92	21%	328	27%
EBITDA	50	11%	180	24%
EBITDA % of NR	54%	-	55%	-
Profit After Tax (PAT)	38	36%	136	63%
PAT % of NR	42%	-	41%	-

¹ TPV includes Payments TPV of MDR-based and Zero-MDR based payment options + GeM TPV

² Payments NTR is only from MDR based payment options

Company's Gross Revenue Segmentation



Consolidated Gross Revenue in INR crore (% contribution)	FY22	FY23	YoY (%)
Payments Gross Revenue	1,134 <i>(88%)</i>	1,793 (91%)	58%
CCAvenue ¹ (PA license)	1,047 (81%)	1,684 (86%)	61%
BillAvenue (BBPOU license)	17 (1%)	22 (1%)	32%
Go Payments	69 (5%)	87 (4%)	26%
Platforms Gross Revenue ²	160 <i>(12%)</i>	169 (9%)	6%
Total Gross Revenue (GR)	1,294 (100%)	1,962 (100%)	52%

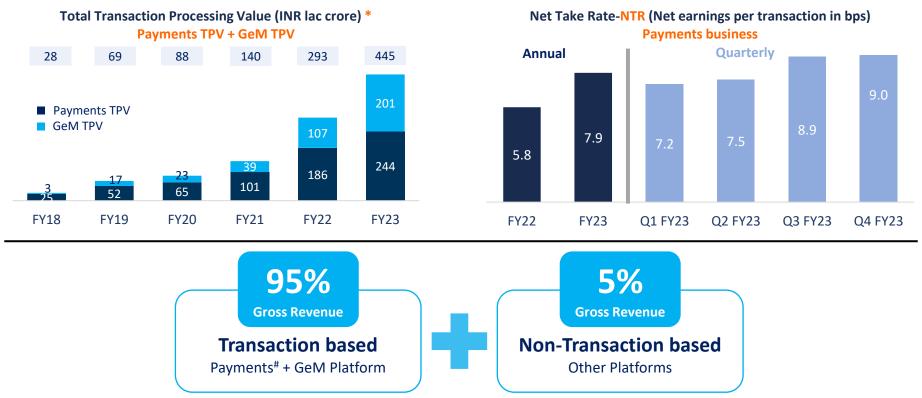
¹ India + International (Refer slides 18 to 21)

² GeM Portal + Other large entp. software implementations + Other value added web services (Refer slide 25 for details)

Company's Revenue Model



Growth focused revenue model (Mix of transaction-based and annuity)



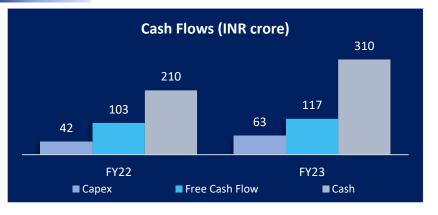
^{*} Includes TPV from Non-MDR based (chargeable) payment options

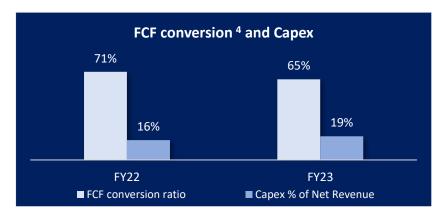
[#] Includes Gross Revenue from CCAvenue (India + International) + BillAvenue + ResAvenue + Go Payments

Generating Higher Shareholder Value

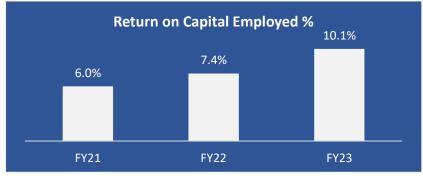
Improving ROE and ROCE











¹ CFfO = Cash Flow from Operations excluding merchant settlement money lying with the company on Balance Sheet closing date

² Free Cash Flow = EBITDA - Capex

³ Cash = Cash and Bank balance + ST investments

⁴ FCF conversion ratio = FCF / EBITDA

Short-Medium Term Key Focus Areas



Well-poised for growth

increase the 'net take rate' in the Payments business to double digits

✓ increase 'offline' presence through CCAvenue TapPay (1mn merchants by FY24 end)

undertake 'International' expansion (Saudi Arabia, Australia, USA)

The Digital Ecosystem is Expanding ...

... and the total addressable market continues to grow



New Flows Will Lead To Increasing TAM

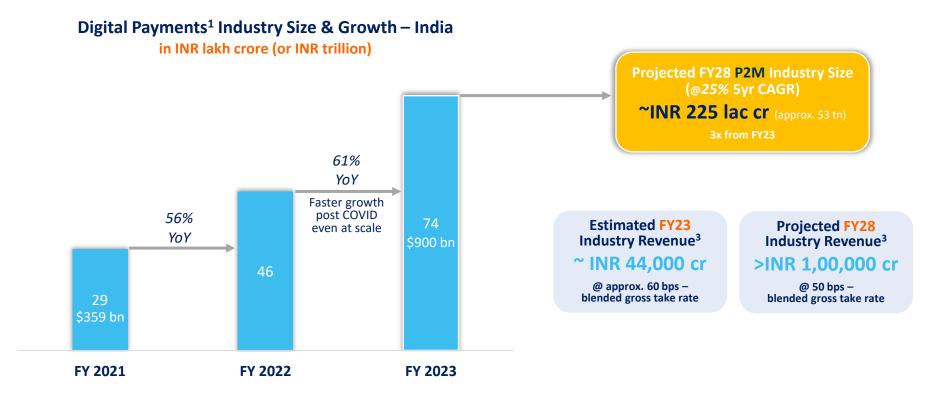


Source: Institutional research and Company research

India's Digital Payments Market to Become \$3tn by FY28 (Online + Offline) India's Digital Payments Market to Become \$3tn by FY28 (Online + Offline)



Continued uptake in FY23 even post-Covid, suggesting growth to continue



Source: RBI's PSI Data and Company analysis

¹ Digital Payments comprise Credit Cards (CC), Debit Cards (DC), PPI (or Wallets), UPI P2M (Person to Merchant) and Net Banking ²

² Assumed, 2% of all Net Banking (NB) transactions are eCommerce transactions (Company offers ~60 Net Banking payment options to merchants which are among the most profitable payment options for company) 3 Only on per transaction excl. joining fee, AMC fee, late payments, revolver charges, etc. accruing to payment ecosystem partners USD 1 = INR 82

COMPANY OVERVIEW

First Listed Fintech in India

Infibeam Avenues Limited



A powerful combination of payment infrastructure and ecommerce software platforms (refer slide 26 for corporate video)

Strategic And Competitive Advantages

Invested across entire payments ecosystem

(Acquiring + Issuance + Network + Remittance)¹

Omnichannel ² offerings

(digital payments + software platforms)

Payment Aggregator license ³ + BBPOU (bill payment) license ⁴ (Awaiting retail payment network license)

Banks' payment infrastructure partner (India and Intl. markets) 5

200+ payment options with a profitable mix incl. for offline (Highest in India)

Best-in-class products and high service SLA deliveries

Capability to build services and micro-services architecture

Enterprise software framework deployed across clients and geographies with proven track record to manage scale

¹ Acquiring (thru CCAvenue), Issuance (thru majority owned subsidiary Go Pay), Network (thru majority owned subsidiary SoHum Bharat), Remittance (Domestic thru Go Pay and Intl. thru Fable Fintech)

² Online + Offline for both Digital Payments and Software Platforms

³ in-principle approval received from RBI

⁴ Received perpetual license from RBI

⁵ Top private sector banks in India: HDFC, ICICI, Kotak, Axis (recent), JPMC India, Yes Bank (thru Go Pay); UAE - Mashreq Bank; top 3 Oman banks: Bank Muscat, Bank Dhofar & Sohar Intl. (recent)

Infibeam Avenues

Leading the industry with many firsts



- In 2001, launched India's first online retail payment gateway, CCAvenue
- In 2002, was the first to offer **Net Banking** as a payment option
- In 2003, was the first to offer **Invoice Payments**
- In 2004, was the first to go live with Verified by VISA and MasterCard SecureCode
- In 2007, became first Indian PA to achieve PCI-DSS compliance and the first to become a MasterCard Member Service Provider
- In 2008, was the first to be certified by American Express for global currency processing
- In 2010, launched India's first ecommerce technology platform for enterprise for large-scale eCommerce implementations
- In 2013, the first RuPay debit card transaction was processed through CCAvenue
- In 2014, was the first to offer **Social Network In-stream Payments** for social media platforms
- In 2015, incubated Fable Fintech in our office offering cross-border payments platform to 9 of the top 10 private banks in India across 150+ international corridors
- In 2016, first fintech to get listed
- In 2017, was the first RBI licensed Bharat Bill Pay operating Unit (BBPOU) to onboard billers and agents across India
- In 2018, launched B2B payments for corporates offering Vendor Management, Collections and Payouts
- In 2022, launched among the world's most advanced omni-channel payments app, featuring India's first pin-on-glass Soft PoS **solution** – CCAvenue TapPay
- In 2023, became India's first online payment player to process CBDC (eRupee) transactions for online retail payments

91%Gross Revenue contribution

COMPANY OVERVIEW

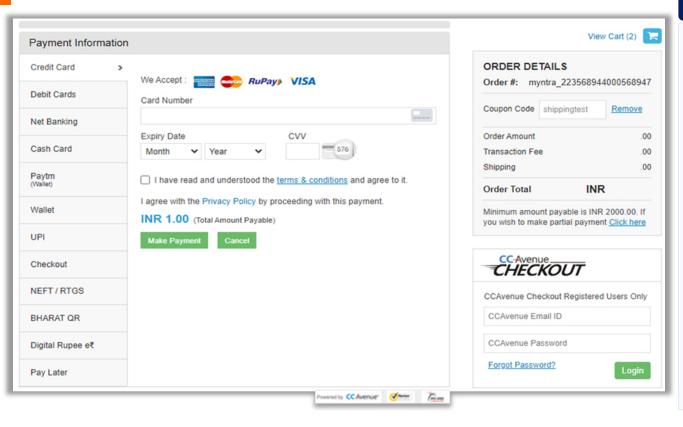
Payments Business

First Listed Fintech in India

CCAvenue Online Payment Solution

India's first online retail payment aggregator





CCAvenue Strengths

- Payment Aggregator license from RBI
- India's first online retail payment aggregator (22+ years) with many industry first launches
- Payment infrastructure for top banks (HDFC, ICICI, Axis, Kotak, JPMC India, Mashreq Bank in UAE, Bank Muscat, Bank Dhofar & Sohar Intl. in Oman)
- 200+ payment options (Highest in India)
- 2400 transac. per second processing capacity (Among the best in India)
- No penalty or dispute ever with any FIs or with the regulator in 20+ years
- Marquee corporate clientele
- Launched CCAvenue TapPay (omnichannel payment solution) in FY23 targeting under-penetrated offline payments market - refer next slide

CCAvenue Omnichannel Payment Solution

Among the worlds most advanced, featuring India's first pin-on-glass softPoS solution



150,000+ downloads in 6m of FY23

FY24 target – 1 million



- Payments on-the-go; anytime anywhere
- No/Low Cost Android-based mobile app
- Aligned with RBI's Payment Vision 2025 to increase payment acceptance through low cost solutions
- Globally deployable contactless payment solution
- 200+ payment options (highest in India)
- SDKs approved from Payment Network providers for integration into merchant app
- 'Tap-to-pay' for cards for transactions even above
 the RBI limit of INR 5000, with pin
- Single MIS
- Top notch security features

Opportunity

only 14 mn

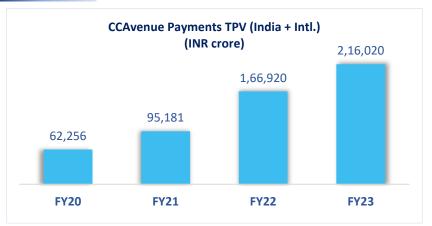
PoS terminals and QRs for 1400 mn Indians

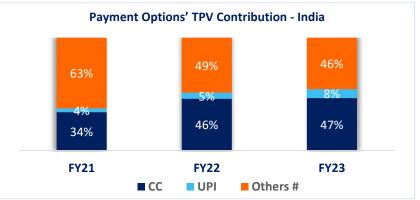
Launched no/low-cost offline solution for penetration across India's hinterlands

FY23 CCAvenue (India + Intl.) Payments Business Highlights



Payment business on a strong footing





CCAvenue India

FY23 est. TPV market share	153%
of 'Online Payments'	growth in merchant
CC – 9% DC – 7% NB – 3%	additions

CCAvenue International

INR 23,000 cr	100%	Top 2
Q4'23 annualized TPV run-rate	YoY TPV growth	in the UAE *

- Rising NTR in India Payments business
- Increasing contribution from Covid-impacted sectors and new bank tie-ups lead to rise in NTR
- 92% contr. from MDR based payment options
- 46% contr. from high margin Net Banking & DC
- ~80% contr. in Intl. from CC payment option
- Company yet to receive UPI dues from banks

^{*} among non-bank private payment companies

International Expansion Plans For Becoming A Global Fintech Player



Country-in-a-box strategy

Targeting 12-15% international contribution

to Payment's Net Revenue by FY28



All international businesses outside India to be managed from the UAE subsidiary

BillAvenue (Bill Payments thru Bharat BillPay System / BBPS)



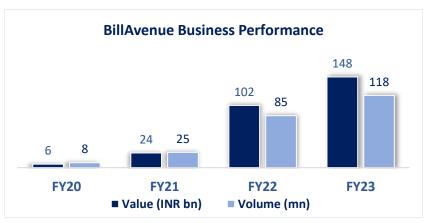
Bill payments platform to cater to the large untapped utility and recurring payments segment across India

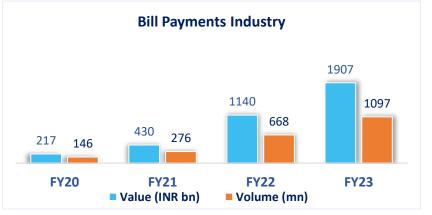
- Built on the BBPS¹ infrastructure, BillAvenue is a unified, interoperable, online payments platform for Indian citizens
- Among select non-bank private players licensed by the RBI to operate as a BBPOU²
- Received perpetual license from RBI in 2022 as BBPOU for bill payments under BBPS





- 1 Bharat BillPay System (BBPS)
- 2 Bharat Bill Payment Operating Unit (BBPOU)
- 3 Source: Bharat BillPay website (Infibeam volume + ICICI Volume)
- 4. Direct billers + ICICI Bank billers. We are a TSP for ICICI Bank.

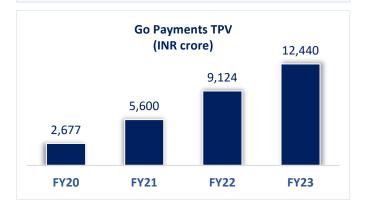




Go Payments (majority owned subsidiary)

Empowering unbanked to access digital financial services

- 'Instant Global Paytech Pvt. Ltd.', operating through the brand 'Go Payments' to provide assisted commerce services
- Launched payment issuance infrastructure for Banks in FY23
- Target customers: B2B; Corporates, MSMEs, Govt. organizations and Banks
- 100,000+: Active agent network covering 10,000+ pin codes across India













RECHARGE









PREPAID CARDS (OPEN LOOP & CUG)



AADHAR ENABLED PAYMENT SYSTEM (AEPS)



BHARAT BILL PAYMENT SYSTEM (BBPS)







9%
Gross Revenue contribution

COMPANY OVERVIEW Platforms Business

First Listed Fintech in India

Enterprise Software Platforms and Infrastructure



An e-commerce marketplace platform/infrastructure built for large scale implementation

Business Overview

- A cloud-based, E2E SaaS platform allowing corporates to do large scale online business, manage the back-end (orders, inventory & logistics), allow digital payments, undertake online marketing & other VAS with 3P capability
- Transaction based revenue model with GeM and License / Annuity / Subscription based with other enterprise customers
- Current GeM contract to potentially continue for 18-24 months from now until GeM 2.0 is delivered to the govt.

SELECT CLIENTS

GeM platform (procurement for Gov. of India)

- Company manages one of the largest online marketplace, built for Gol's procurement, Government e-Marketplace (GeM) portal
- ➤ Govt & PSU procurements in India is c.13-15% of country's GDP

Reliance's Jio Platforms Limited

Entered into an agreement with Reliance owned JPL & its affiliates in Oct 2020 to license, customize, maintain & access Enterprise eCommerce Marketplace Platform and Enterprise Payments

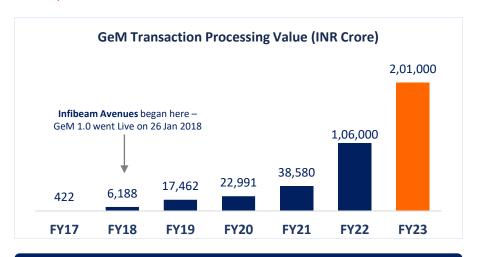












Other Software and Infrastructure services

.000

Domain infrastructure services to begin merchants digital onboarding journey **ODIGMA**

Full-service digital marketing agency to serve small and large enterprises in India



Tier III storage and compute data center with blockchain capability at GIFT City

ANNEXURE

First Listed Fintech in India



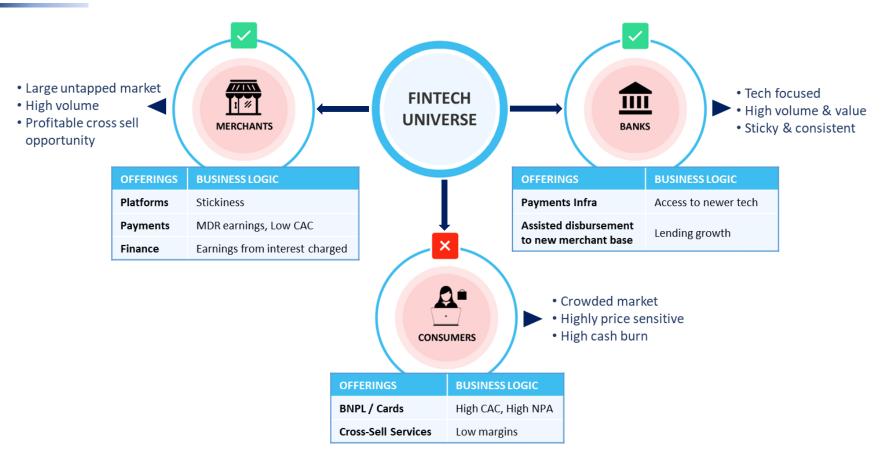
About Infibeam Avenues Click to watch video

A Payment Infrastructure and eCommerce Software Platforms Company

The Fintech Universe and Business Models



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



Few Marquee Clients

Marquee clients across industries



INDIA



GCC



Revenue and Cost Drivers



Building a scalable business model

	Payment Gateway	© =	GeM platform	eComm. platform
Businesses	 CCAvenue (India + Intl.) CCAvenue TAPPay (SoftPoS) ResAvenue B2Biz CPGS (Payment Infra for banks) 	BillAvenue	Marketplace for Enterprise	Marketplace for Enterprise
Revenue model	 Transaction based Percentage Flat-fee 	• Transaction based o Flat-fee	Transaction based Percentage	License feeMaintenance feeDevelopment charges
Revenue drivers	 TPV growth Volume growth Take rates charged to merchants Intl. growth Business from partners Industry mix Payment mix 	 No of billers Biller categories Consumer using BBPS channels for bill payment Agent institution network 	 Rising Govt buyers Integration of various ministries State govt participation PWD integration More products and services selection 	Number of large enterprises Renewal
Direct Cost drivers	Bank TDR Partner charges	Commission rates	• na	• Na



Thank You

Investor Relations

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