

September 02, 2020

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 ended on June 30, 2020

In compliance of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation on Unaudited Financial Results for the quarter ended on June 30, 2020.

The same has been displayed on the website of the Company.

Please take the same on records and acknowledge the receipt.

Thanking you,

Yours faithfully,

For Infibeam Avenues Limited
(Formerly known as Infibeam Incorporation Limited)



Shyamal Trivedi
Vice President & Company Secretary



Encl: As Above

INFIBEAM AVENUES LIMITED

(Formerly known as Infibeam Incorporation Limited)

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ADDING VALUE
MULTIPLYING GROWTH



PAYMENTS | PLATFORMS

A Global **FinTech** Company

Q1 FY21

Earnings Presentation

2 September 2020

Disclaimer

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Agenda

1	<u>Company Overview</u>
2	<u>Building a strong, sustainable and scalable business</u>
3	<u>Financial and operating performance</u>
4	<u>Unlocking value for shareholders and Growth drivers</u>



Company Overview

Global Fintech company

- **Global financial technology (fintech)** company with operations in India, GCC economies and the USA
- India's first and amongst the most trusted **online digital payments solution** provider with a profitable track record
- Also, India's leading **enterprise software platforms** provider offering core e-commerce software technology solutions to large enterprises in India, including the Government of India, and the Middle East
- Company also offers **other digital services** assisting businesses in doing business online

Listed in India

BSE (A Group, S&P BSE 500) and **NSE** (NIFTY IT)

Ticker: BSE-539807 / NSE-INFIBEAM

To be included in FTSE SmallCap Index from close of 18-Sep-2020

We have built a strong, sustainable and scalable business

>1,000,000	~INR 90,000 cr	>INR 55,000 cr	Top 2	5
Merchants in India and International markets; amongst highest 	worth of transactions processed across our platforms in FY20 	orders processed on IAL's largest platform implementation ¹ 	In India and UAE ² 	Countries of presence; India, UAE, Saudi Arabia, Oman and USA 

- Bootstrapped since inception
- Strong brand value and brand recognition
- Comprehensive digital technology portfolio entirely built in-house
- Strong value proposition for merchants, businesses, corporates, as well as banks
- Experienced leadership and strong technology team
- Profitable and free cash flow generating fintech company

¹ Since winning the GeM contract in July 2017

² India – Second in terms of net profit market share and third in terms of RMS and TPV of top five online PG companies

UAE – among non-bank private payment companies

Successfully built a strong business over the years and significantly strived to enhance business value

The IAL Ecosystem Advantage

Human Capital



700+

IAL employees

400+

Fintech team

8-10 people

in each international location (lean team)

<25 people

India sales team (low customer acquisition cost)



Customer Capital



1,000,000+

Merchants relying on IAL software every day

10+ cr

Consumers accessed through touch points

150+

Avg daily merchant registrations

1+ cr

Cards on file



Building a strong, sustainable and scalable business model

Long term focus on growing revenue and enhance margins – leadership focus

- Revenue was INR 103 crore (cr), -24% QoQ and profit was INR 12 cr, -39% QoQ on account of dip in payment processing volumes in Apr, May and most of June 2020 compared to March 2020 due to COVID19
- Cost optimisation measures helped improve EBITDA margin by 190bps to 38%; EBITDA was INR 39 cr, -21% QoQ
- **V-shaped recovery in payments volume in our Payment Gateway (PG) services;**
 - India (V-shaped recovery)- recovery by June end, avg daily payment volume & value crossed March daily levels despite aviation, travel & tourism and hotel industry volumes continue being very low
 - UAE (speeding momentum)- month-on-month growth in volume & value; 2x avg daily volume in Jun'20 vs. Jan'20
 - Payments processed in Aug'20: ~INR 7,800 cr (US\$ 1+ bn); rolling annualised run-rate based on Aug'20- ~INR 94,000+ cr
- **Consistent merchant addition** in the PG business continues;
 - top categories include retail, groceries, education and technology (webhosting, software, domain, etc.); higher additions in July
- **Strong traction on Bill Payments platform, BillAvenue;**
 - sharp rise in volumes; daily bills processed volume increased 5x vs 1QFY18, nearly 2x vs 1QFY19
 - COVID19 has led to sharp rise in digital adoption for utility payments with month-on-month rise in volumes

Long term focus on growing revenue and enhance margins – leadership focus

- **New launch- CCAvenue PG Services (CPGS) platform, backward integration in PG to make us a one-stop global digital payment solution (DPS) provider;**
 - Processing card schemes for banks; PG agnostic; live with second largest bank in one of our international market (20-25% online share); on-going talks with the largest bank
 - No revenue sharing of fees earned; will enhance revenue and margins
- **New launch- CCAvenue Finance to enhance revenue and margins**
 - Acquired Cardpay Technologies (GRIT) to offer spend management platform to corporates along with credit card issuance
 - Launched instant settlement of merchant funds against T+2/T+3 day settlement; low funding cost with ability to earn higher take rates and improve margins
 - Launching meal and general purpose pre-paid cards through our subsidiary Go Payments

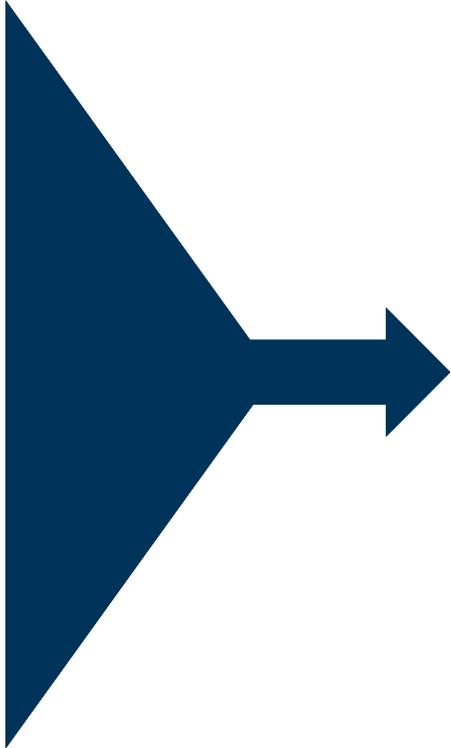
OTHER KEY HIGHLIGHTS

- Demerger of SME eCommerce service and Marketplace business to **unlock shareholder value**; BSE consent received, filed with NCLT for approval
- Two large strategic deals deferred to next quarter; will enhance revenue and margins, and establish us as a strong brand
- Instant Global Paytech Pvt Ltd (Go Payments) has become IAL's 52.38% subsidiary from 48% earlier, since May'20

Our addressable market is expanding continuously with multiple growth trajectories

Growth Trajectories

- Consumers digital demand
- Merchants digital adoption
- B2B automation
- Low eCommerce share of spending
- Increasing eGovernance
- Single window bill payments
- Digital banking & financial services
- Digital lending
- New platforms to reach unbanked
- New simplified payment options
- Acceptance across age groups and genders
- Digital cross-border payments
- International expansion



Market Size

US\$

Trillions

Growing ecosystem demand,
driving expansion

IAL has a focused growth strategy over the next 3-5 years

Expand revenue streams through-

Deep penetration in existing markets

New businesses

International expansion

Build- a powerful international brand

Offer- leading technology

Nurture- talent

ESG compliance

Accelerating growth by expanding revenue streams

IAL – The 7 Fintech Platforms



Existing businesses

- **CCAvenue Payment Gateway (PG)** & white-label solution for private & public sector businesses and banks
- **BillAvenue**; single window bill payments platform for billers and customers
- **ResAvenue**; hospitality booking and channel manager platform with integrated CCAvenue PG
- **Enterprise Platform** and value added services for eCommerce

New Businesses launched in 1Q FY21

- **B2Biz**; business collections & payments, and white-label solution for businesses and banks
- **CCAvenue Payment Gateway Services (CPGS)**; Full stack PG deployment for banks with MPI, switch, payment network connectivity and more to process card payments
- **CCAvenue Finance**; Digital lending and card issuance

Generating significant processing traffic through our FinTech Platforms



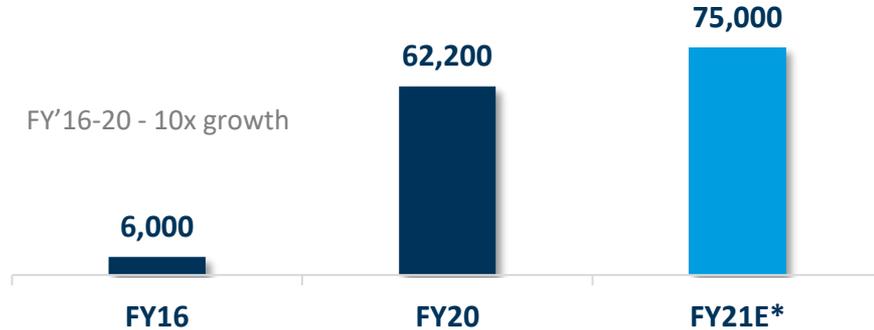
Building a strong, sustainable and scalable business model

Existing business

A leading online payment solutions provider in India and UAE

- Among the leading payment gateway in India and the UAE
 - India & UAE – Rank 2
 - Among highest number of payment options; 200+ & multi currency
 - Integrated across all industry verticals with majority of top brands
 - Among the very few profitable payment companies in India
 - White label for banks; HDFC Bank, Kotak Bank, JP Morgan India
 - Marquee clients across industry verticals
- Planned expansion in multiple countries: launched Saudi Arabia & USA
 - Next three country-in-a-box in 12 months – SEA

Successful Payments Processed (INR crore)



Strong tailwinds in India & GCC

- Regulatory and Central Bank push
- Ecosystem involving consumers, merchants, corporates, banks and governments embracing digital adoption
- Low share of eCommerce spend, which is rising
- Improving ICT infrastructure supported by affordable smartphone and cheap internet data prices
- Innovation around tech platforms to reach unbanked
- Innovation around payment options for convenience of consumers

USA

- Matured market with tremendous scope for innovative products to serve various niche markets across industry verticals

* Excluding aviation, travel & tourism and hotel traffic which is yet to recover

Strong tailwinds, low penetration levels and increasing adoption to augment growth

Em-POWERING DIGITAL PAYMENTS IN THE UAE

CCAvenue UAE



We are among the leading non-bank payment solutions provider in the UAE. We have over 500 clients, including many reputed companies and brands. Some of them include

Sobha Middle East	La Perle By Dragone	Al Tayer Motors
6Th Street	Trump Golf	800Tickets
Brandsforless	Rehlat	Tasleem Billing
Fitness First	Ezeego1	Qatar Insurance
Hilton Hotels	Cozmo Travels	Middlesex University
Risxos Bab Al Bahr	Cox & Kings	Manipal University
Radisson Blu	Vfs Global	
Habtoor Grand Resort	Udrive	
Autograph		

m-o-m growth in payment volume & value

AED 220+ cr FY'21E payments run-rate

↑75% daily volume in Jun'20 vs Mar'20 in UAE

2nd in the UAE among non-bank pvt. cos.

Strong merchant wins and growing digital payments adoption in the UAE

Interoperable bill payment solution built on Bharat BillPay infrastructure

- Market share expansion in India by offering digital bill payments services
 - Partnering with **offline** Agent Institutions across India – Large addressable market compared to online users
- Average 60,000 bills being processed everyday (August) thru BillAvenue
- 35+ billers onboarded
- ~600,000 agents spread across 2600 cities and towns India
- BBPS bill payment categories: mobile & landline, DTH, electricity, gas, Insurance, Education, Club, Housing Societies, Taxes, loan repayments, etc.

- **India has:**
 - 55 lacs PNG connections, 4 crore (cr) by 2024
 - 7 cr active DTH connections
 - 120 cr mobile connections (prepaid & postpaid)
 - 70 cr active broadband subscribers
 - Power sector generates more than 20 crore bills per month, but only 10 per cent of the total payment received is through a digital channel
- RBI announced, BBPS to expand the number of channels through which bills can be paid as also the number of biller categories plugged into the system.
- BBPS will soon add nearly 20 lac agents across India to further expand bill payments network.
- NPCI plans enrolling agent institutions – money transfer agents, business correspondents, common service centers and cooperative banks – and plug them into the central unit and provide assisted payment to those who are not tech savvy or do not have access to e-platforms.
- KPMG projects 340 cr bills generated by 2020

Bharat BillPay industry statistics

Period	Volume (crore)	Value (INR crore)	Billers
Jan '20	1.4	1,967	165
Mar '20	1.6	1,954	182
Jul '20	2.0	3,707	748

Significant opportunity with growing acceptance; IAL has on-ground agent network to tap large volumes

Fragmented market and digital adoption driving strong growth

- An integrated platform & payment solution for hotel industry
- A complete Central Reservation System (CRS) for hotel reservation and hotel inventory distribution across various sales channels, integrated with our digital payment solutions
- And a SaaS-based solution, offering fully hosted booking engine which integrates into a hotel's branded website seamlessly
- The electronic distribution platform ensures distribution of rates and inventory on major OTAs and third-party distribution channels, all managed through a single window
- Multilingual capabilities
- Hoteliers can collect real-time payments through ResAvenue's booking engine, hosted IVR and via email/SMS invoices
- Target segment includes 'three star' and above hoteliers and certain hotel chains, in India and the UAE
- Revenue Model: Platform Subscription + Per transaction charge
- Growth: Room nights sold tripled in FY20 from FY17; booking amount quadrupled

- India is the most digitally advanced traveller nation in terms of digital tools used for planning, booking & experiencing a journey
- India projected to have accounted for 3.7% of the global digital travel sales making it the third-largest market by value in Apac (Hotelivate)
- India market size & room: US\$ 40+ bn; 30 lac rooms
- USA market size & room: US\$ 100+ bn; 50+ lac rooms
- UAE market size & room: US\$ 10+ bn; 2.5+ lac rooms

2000+
hotel partners

Integrated
with major OTAs

2500+
room nights booked daily
thru ResAvenue in FY20

Large and fragmented market in India with hoteliers adopting digital platforms for sales and accepting payments



Building a strong, sustainable and scalable business model

New business – revenue and profit driver

Automation of B2B (Business) collections and payments



- Digitizing receivables and payables by eliminating cash & cheque payments
- Electronic collection and payments from and to business partners directly into bank account
- Comprehensive reporting & analytics system
- Complete white labelling: HDFC Bank

Cost savings for corporates against any overdrafts

Instant payment and collection with set due dates

Instant invoicing saves processing time

Complete White Labeling

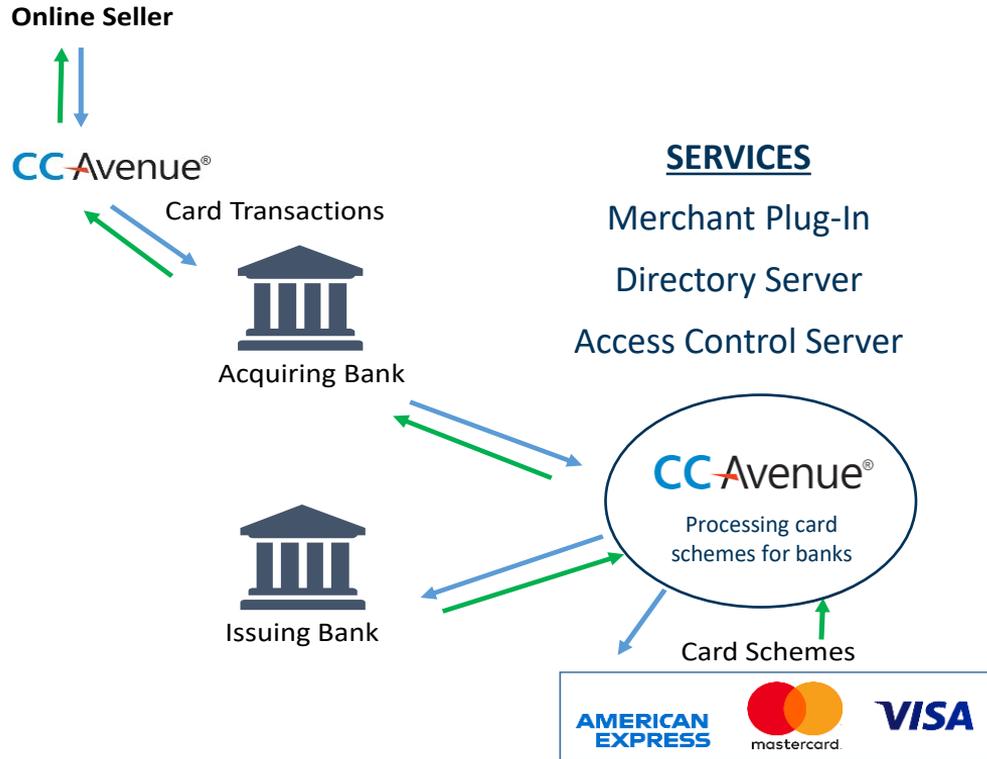
Easy payment tracking

Negotiated payments with bulk closures

Market traction on white-labeling on-going

B2B automation an emerging payments market in India; large projected volumes

Backward integration in payments acquiring services



- Processing card payments for banks; Bank is the customer
- Significant volume enhancement
- PG/ Platform agnostic
- Per transaction fee, AMC and service fees

Merchant plug-in (MPI)

- The acquiring domain is where the merchant, payment gateway, and acquiring banks sit. They initiate the transaction, which they wish to be authenticated. In order to do so, entities in the acquiring space need to deploy a "merchant plug-in".

Directory Server (DS)

- Directory of all the bank identification number (BIN) ranges of corresponding issuing banks. The DS receives the message from the MPI, checks the card number against the BIN range, and forwards that message onto the correct issuing bank. The issuing bank would then proceed with authenticating the card user.

Access Control Server (ACS)

- The issuing bank needs to deploy an ACS to receive 3D secure messages, process the messages, and authenticate card user.

Successfully implemented in an international bank; plans to expand globally

Pre-paid cards for multi-purpose payments

Card offering

MULTI WALLET CARDS



GIFT CARDS



- Meal wallet
- General purpose wallet
- Other customizable wallets

- Rewards & Recognition
- Birthday presents
- Channel partner gifting

Physical and Virtual Card

- Swipe at any POS terminal
- Use online & offline
- ATM withdrawals
- Rupay cards (3 yrs validity)

- Available on the Go Website & App
- Can be used online only

- Large and untapped pool of corporates in India with few established players with strong technology
 - At least 10+ lac businesses and corporates to be tapped from a pool of 6+ cr SMEs and corporates in India
- Only two other companies with similar technology and portfolio offerings

- Corporates pre-fund our nodal bank account monthly
- Automated loading of cards for each employee
- Employee spends at merchant outlet
- Gross Take Rate: Merchants charged at 1.8%-2.0%
- Net Take Rates range across programs: 50-100 bps

Large untapped pool of corporates in India with few established players

Unified platform for corporates to control company wide spends



Credit Card for every use case for corporate executives



Instant credit line with higher limits



30 day no charge credit with dynamic limits



Spend analysis, cost optimization, competitive benchmarking and more



Higher reward points with multipliers



Auto repayment by direct debit to bank account

- CFO gets full control on all company wide spends through a single dashboard, workflows, and physical & virtual corporate credit cards
- Target IAL's A Category (low risk) merchant base having consistent business and revenue stream and ability to repay
- Large credit gap in India to be fulfilled by niche players
- large Total Addressable Market (TAM)
 - India has over 11 lac private limited companies
 - Out of that half of them are SMBs who have over 50 vendors each
 - Our estimates arrive at a US\$ 1+ tn corporate payment industry
- Gross take rate: 2%
- Net take rate: 1+%

Low risk due to existing client base with consistent revenue stream on our platform serves as a collateral

Secured lending to merchants with low funding cost

Same day settlement
in less than 1 hour;
customer retention &
acquisition strategy

Small charge on
existing TDR for
availing the facility

Ability to charge
5-50 bps additional
on daily utilization

Increases net take rate
without any pass-thru;
improves operating
and profit margins

Secured lending from
banks against money
already received in
nodal account

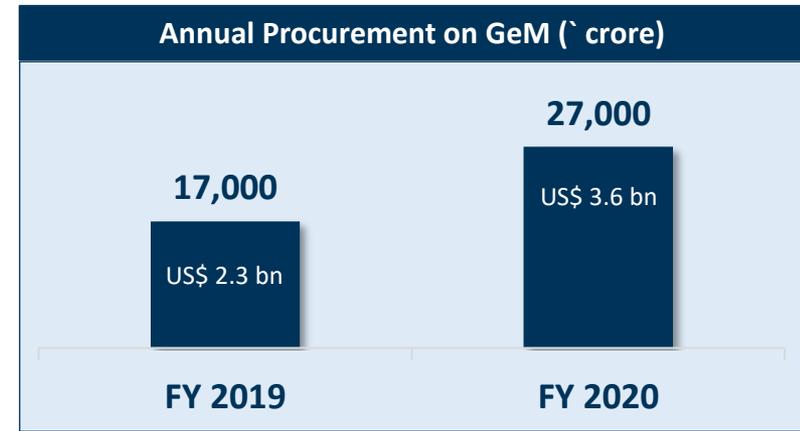
Low funding cost

Additional charges does not involve pass-thru; enhances net take rates and margins

A hosted e-commerce platform built for large scale

- A cloud-based, end-to-end software as a service (SaaS) platform allowing corporates to transact online, manage the back-end, make digital payments, undertake online marketing and other value added services
- Company hosts one of the largest online market for government procurement called Government of India e-Marketplace ([GeM](#))
- Government to launch of GeM 4.0 with advanced technology, focus on MSMEs, Self Help Groups, etc. and make GeM a unified procurement portal
- Govt incl. PSU procurements across India is c.13-15% of country's GDP,
 - US\$ 250 bn (Central, State, Railways, Army, Navy); US\$ 100+ bn targeted by government to come online on GeM
 - INR 61,100+ cr (~US\$ 8.2 bn) current cumulative order value
- Indian Railways, Defense, CPPP, Public Works, etc. being integrated
 - Indian Railways and Defense are already being integrated
 - Railways' annual procurement to come on GeM: INR 70,000 crore
 - Potential to add multi-lakh crore of procurement on GeM
- **Target Customers:** Large enterprises and governments requiring scale
- Extremely high EBITDA margin business; margins non-linearly increase with scale due to SaaS-based business model

Few Marquee Clients on Enterprise Platform



Enterprise platform is scalable and customisable to handle large scale transactions

Out of the box capabilities

1. Top notch PG and B2B payments and collections with white label solution through 200+ payment options
2. Backward integration in payments acquiring; onboarding banks to process card schemes
3. Digital lending and card issuance through secured or low-risk business model
4. Merchant onboarding in less than 24 hours
5. Transaction management capabilities to view analytical reports, authorize & refund transactions and manage disputes
6. Extensive and customizable payment collection through Payment Link via email, SMS, WhatsApp etc. which can offer a complete end to end automation for collection through payment links
7. India's largest online EMI engine with 15+ banks' EMI options
8. Robust risk management capabilities to track merchant & customer fraud, with negative database of 18 years and DIY tools for velocity checks and blacklist controls
9. Fast and automated settlement process with option for single settlement & split settlements
10. APIs available across platform to automate end-to-end PG implementation; transaction processing to settlement recon
11. Simple and ready integration with multiple platforms which can enable merchants to accept payments in a few hours
12. MID Management

One stop for Fintech offerings - ahead of competition

Out of the box capabilities

1. Online registration & verification system for seller on boarding; online verification of KYC proofs
2. Ability to create and manage multiple user per seller profile; supports role based access
3. OEM management
4. Ability to customize risk profile score algorithm to identify sellers that need to go through manual validation/ authentication
5. APIs to support catalog upload & product rendering on the market
6. Intelligent classification system to help sellers identify correct category for product uploads (based on search)
7. Sellers can have the ability to define their shipping capabilities
8. Sellers can restrict COD as a payment method
9. Allowing multiple MRPs for the same product simultaneously
10. Integration with third party systems to upload catalog
11. Batch based work allocation to approvers to handle scale
12. Text 'Search Engine' based on Solr enterprise search; 'Faceted Search' to narrow down search results by applying multiple filters
13. Rule based coupon system, ability to customize promotions, algorithm based bulk promotion codes generation
14. Order management system: split items into multiple shipments, track package delivery, manage returns, deep integration with POS
15. Loyalty program integration
16. Value added services: domain registrations, online digital marketing, data storage and compute, other ancillary web services

One stop for Fintech offerings - ahead of competition

Our comprehensive Fintech offerings

Fintech offering	Infibeam Avenues	Peer 1	Peer 2	Peer 3
Payment Gateway	✓	✓	✓	✓
Bulk Payments	✓	✗	✗	✓
White label solution	✓	✗	✗	✗
Backward integration (MPI, Switch, etc)	✓	✗	✗	✗
Lending	✓	✗	✓	✓
BBPS	✓	✓	✓	✗
ResAvenue	✓	✗	✗	✗
Domestic Remittances	✓	✗	✗	✗
International Remittances	✓	✗	✗	✗
Corporate Credit Card	✓	✗	✓	✓
Corporate Prepaid Card	✓	✗	✗	✗
Software Platforms	✓	✗	✗	✗
International presence	✓	✗	✓	✗
Profitable	✓	✓	✗	✗

One stop for Fintech offerings - ahead of competition

Our Brands

IAL's Brand Capital	Description
	Payments Processing Solution for Retail Merchants and white label for banks
	B2B Bulk Payments and Collection Automation and White Label for Banks
 Payment Gateway Services (CPGS)	Merchant plug-in, Switch, Payment Network Connectivity for banks to process card schemes
	Bill Payments Platform for Indian Citizens
	Global Hospitality Platform for Hotel Industry
 Express Settlements	Secured Lending
	Prepaid Cards and Financial Services
	Corporate Credit Cards
	Global Enterprise Marketplace Platform Solution
	Generic Top Level Domain (GTLD) Extension operated by IAL globally
	Online Digital Marketing Agency



Financial and operating performance

1Q FY21 Financial performance – EBITDA improvement

Profit & Loss (Consol) in INR crore	Q1 FY21	Q4 FY20	QoQ Growth	Q1 FY20	YoY Growth
Revenue	103	136	-24%	186	-45%
EBITDA ¹	39	49	-21%	55	-29%
<i>EBITDA margin</i>	<i>38.0%</i>	<i>36.1%</i>	<i>190 bps</i>	<i>29.8%</i>	<i>820 bps</i>
Profit After Tax (excl. exceptional gain)	12	19	-39%	29	-59%
<i>PAT margin</i>	<i>11.4%</i>	<i>14.1%</i>	<i>-270 bps</i>	<i>15.5%</i>	<i>-410 bps</i>

¹ EBITDA includes Other Income and Share in profits / (loss) from associates

² based on pre-COVID run-rate in Mar'20, and take rates, EBITDA and PAT margins of FY20

- Extended lockdown in India due to COVID impacted business volumes and hence Revenue and Profits
- Platforms revenue largely impacted due to slowdown in transaction-based clients; pick up expected in 2H'21
- However, EBITDA margin improved to 38.0% vs 29.8% YoY on account of cost optimisation measures
- ***If not for COVID Q1'21 performance would have been ²;***
 - ***Revenue: INR 160 cr, up 16% QoQ***
 - ***EBITDA: INR 53 cr, up 8% QoQ***
 - ***PAT: INR 24 cr, up 28% QoQ***
 - ***Payments value : INR 20,000 cr, up 19% QoQ***
 - ***Payments volume: 4.5 cr, up 13% QoQ***
- Recovery of payments volume began only from end of June; July onwards pick up in volume despite aviation, travel & tourism and hotel industry volume still far from average; **we expect revenue to pick up from Q2**
- Bill payments volume grew m-o-m in Q1; 5x from daily avg in 1Q'18 and 2x post-Covid vs. daily avg in Q1'21
- 2 large strategic deals deferred to next qtr. due to COVID

Revenue and margin growth levers in place; pick-up in existing business and new businesses to add to growth

V-shaped recovery post-COVID

- Sharp drop in payment processing volume & value in Apr'20 vs. Mar'20, followed by month-on-month (m-o-m) growth in May vs Apr and Jun vs May; yet total volume & value in Q1'20 lower than Q4'20 due to sharp drop in non-essential goods & services
- Payment processed avg daily volume & value recovered by June end vs. pre-COVID March
- Significant rise in payments volume & value in India post June *despite airlines, hotel, and travel & tourism volumes yet to recover*
- M-o-m growth in UAE business, daily volume up >50% since Jan and value up >25%
- New businesses and international expansion will exponentially increase volumes and thus, earnings, improvement in take rates, profitability margins, cash flows and ROEs
- Bills processed volume and value has increased by 5x in Q1'20 vs Q1'18 due to addition of billers, increasing agent network across India and customer awareness
- The bill payments volume & value processed post-COVID in Q1, has increased 2x & 3x respectively, compared to the daily average of Q1'20
- We are exclusive processors for IOCL, BPCL & HPCL for LPG cylinders
- We are in the process of adding education institutes on the platform
- Ongoing addition of agent institutions to deeply penetrate across India

Payments Value & Volume Processed



Bill Payments





Unlocking value for shareholders and Growth drivers

Demerger and subsequent listing of non-core businesses (marketplace & related)

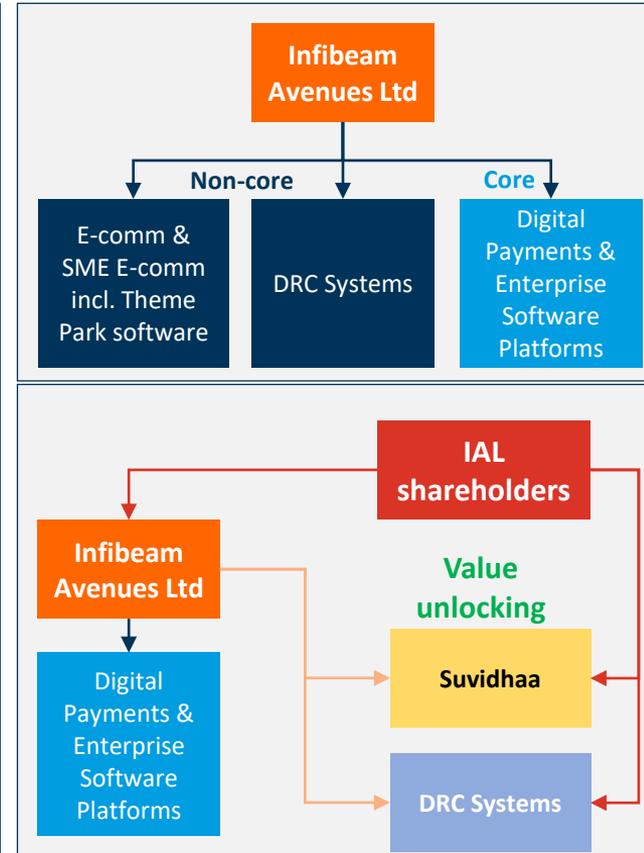
➤ **Potential demerger and vesting of E-Commerce Business and SME E-Commerce Services undertaking (“E-Commerce businesses”) to Suvidhaa Infoserve (Suvidhaa)**

- IAL shareholders will receive 197 shares in Suvidhaa Infoserve for every 1500 shares held
- **IAL shareholders will hold 42.48% stake in Suvidhaa**
- **IAL, through one of its subsidiary will hold 4.97% stake in Suvidhaa**

➤ **Potential demerger & vesting of Theme Park & Event Software business to DRC Systems**

- IAL shareholders to receive 1 share in DRC Systems for every 412 shares held
- **IAL shareholders will hold 41.71% in DRC**
- **IAL will hold 29.73% in DRC**

➤ **BSE consent received, proceeding NCLT for approval**



Growth drivers

- Global Fintech company; global digital payments solution provider
- Continued focus on digital payments business
- India: Strong organic growth, and large and marquee customer base in India
- Overseas: 'Country-in-a-Box' strategy
 - UAE, Saudi, Oman and USA
- Further global expansion in the anvil
- Consistently converting EBITDA into free cash
- Almost debt free company
- Experienced management and strong core business teams; unchanged since inception

Thanking our Employees

We have stood for our customers, employees and communities in good and bad times. COVID19 is one of those extraordinary times. We have been agile in responding to this global crisis.

Our employees are our greatest asset and customer centricity is at the center of all our business discussions and decisions.

We have very quickly mobilized and implemented work-from-home and other resiliency measures. To ensure business continuity as usual we quickly procured laptops and arranged to move desktops to employees' residence.

During the lockdown in April, over 90% of our staff across all our offices worked from home. Even now, with some relaxations, majority of our staff continues to work from home but they have stabilised the entire business flow, making it a new normal.

For those coming to work, we are reinforcing both basic and enhanced personal and office hygiene measures to keep them, their colleagues and their clients safe. We have also distributed face masks and check temperature to help protect employees and support staff.

Needless to say, this success would have been impossible without our exceptional employees. We recognize our responsibility to support both their professional and personal lives.

Few Awards and Recognition

Best Digital Payment Processor

India Digital Summit 2020, by IAMA

Best Digital Payment Facilitator

Driver of Digital (DOD) Awards and Summit 2019

CCAvenue recognized as Superbrand 2019 (industry and consumer verified)

Superbrands India

Risk Management Team of the Year

ERM World Awards 2019, by Transformance Forums

Most Innovative Payment Service Provider and Fastest Growing Online Payment Service Provider - UAE

International Finance Awards 2019

Best Technology Platform

Scotch Award: Technology deployment for Government Projects & Digital Platforms

Best Workplace of the Year

Employee Experience & Engagement Awards 2019

Ranked 418 in FT1000 High Growth Companies Asia-Pac 2018

Financial Times and Statista Awards 2018

Game changing idea of the year

ET Retail Awards

Best Marketing Technology Combination

Martech Leadership Awards 2019 by KamiKaze & Zendesk



PAYMENTS | PLATFORMS

Thank You

Investor Relations

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Strong portfolio of marquee brands in India and UAE

We work with most of the top brands in India & the UAE

INDIA

... and over 100,000 more

UAE

... and over 750 more

Presence across industries including government undertakings

Agent Institution partners – 200+ live

Billers on-boarded by us – 35+

Network of 500,000+ agents across India

CCAvenue – ResAvenue (Hospitality/Hotel Solution)

Strong brands driving strong online growth

2000+ Hotels Live with ResAvenue, integrated with major Online Travel Agents (OTAs)

Industry landscape

