

Media Release

Infibeam Avenues Ltd's Full Year FY24 Results Exceeds Annual Financial Estimates on Digital Payments Strength AI and International Business to Boost FY25 Outlook

Highest Ever TPV of 70,43,439 million in FY24, up by 58% YoY.
Highest Ever Gross Revenue of INR 31,711 million in FY24, up by 62% YoY
Highest Ever EBITDA ³ of INR 2,526 million in FY24, up by 41% YoY.
Highest Ever PAT ³ at INR 1,478 million in FY24, up 56% YoY.
Highest Ever Cashflows from Operations of INR 7,197 million in FY24, up 537% YoY.
INR 7,268 million Gross Revenue, up 11% YoY and INR 358 million PAT, up 8% YoY in Q4FY24
Exceeded Higher End of the Annual Estimates on Net Revenue and EBITDA
Board proposed final dividend of 5% for FY24

Gandhinagar, May 16, 2024 – India's first listed AI- powered tech and fintech company, Infibeam Avenues Limited ("Infibeam" or "The Company" or "IAL"), (BSE: 539807; NSE: INFIBEAM), has today announced its financial results for the fourth quarter and year ending March 31, 2024.

Consolidated Financial Highlights (INR million)

Particulars	Q4 FY24	Q4 FY23	Y-o-Y	FY24	FY23	YoY
TPV ¹	22,65,839	14,77,250	53%	70,43,439	44,46,810	58%
Gross Revenue	7,268*	6,527	11%	31,711*	19,623	62%
Net Revenue ²	1,061	916	16%	4,286	3,284	31%
EBITDA ³	600	496	21%	2,526	1,796	41%
EBITDA margin ⁴	57%	54%	-	59%	55%	-
Profit After Tax (PAT) ³	358	331	8%	1,478	946	56%
PAT margin ⁴	34%	36%	-	34%	29%	-

¹ Includes i) Payments TPV [CAvenue India and International + BillAvenue + Go Payments] + ii) GeM platform TPV.

² Net Revenue = Gross Revenue – Direct Operating Expenses (predominantly payment processing revenue collected on behalf of ecosystem partners)

³ Excluding the notional impact arising from mark-to-market gain / (loss) from investment in listed security [this has no impact on cash flows]

⁴ as percentage of Net Revenue

* Includes GeM revenue recorded only till Q3FY24.

Consolidated Financial Performance Review:

Infibeam Avenues Ltd has reported robust consolidated gross revenue of INR 7268 million, accompanied by a Profit After Tax (PAT) of INR 358 million in the fourth quarter of FY24. The Q4 FY24 gross revenue witnessed a significant increase of 11%, and Q4 PAT saw a sizeable growth of 8% compared to the corresponding quarter of the previous financial year. The EBITDA also exhibited noteworthy growth of 21% Year-over-Year (YoY) to INR 600 million. The TPV rose by 53% YoY, reaching INR 2,265.84 billion, with payment TPV increasing to INR 758.12 billion, during the fourth quarter.

In Q4, the company also witnessed increased in take rate from 8.5 bps in the beginning of the year in Q1FY24 to 9.2 bps in Q4FY24. This increase in take rate is a results of discipline, execution, optimization, and reimagining digital payments from teams across Infibeam.

"Our CAvenue payments business stands tall on a robust foundation meticulously crafted to propel expansion and set us apart from competitors. A pivotal aspect of our overarching growth strategy revolves around enhancing merchant account engagement. We anticipate this will keep on fueling an upsurge in

payment transactions, total payment volume, and net revenue,” said **Mr. Vishwas Patel, Joint Managing Director of Infibeam Avenues Ltd.**

The continuous expansion of our merchant base has significantly bolstered our achievements, culminating in an impressive total 10M+ merchant accounts by the end of the fiscal year. Additionally, our transaction processing soared in 2024, handling a remarkable INR 2.57 lakh crores in payment value, excluding Rupay debit cards and UPI payments. This notable growth underscores our unwavering commitment to facilitating seamless transactions and fostering financial prosperity for our valued merchants.

"The company has demonstrated resilience and agility in navigating through the ever-evolving market landscape and was able to maintain its position as a frontrunner in the industry,” said **Mr Vishal Mehta, Chairman and Managing Director, Infibeam Avenues Ltd** adding further that despite facing challenges posed by the dynamic and competitive environment, the company has exceeded expectations and remains committed to delivering value to its stakeholders.

Infibeam's sustained growth can be attributed to several factors, with a key driver being its flagship payment brand – CCAvenue. Renowned for offering the widest array of payment options in the industry, CCAvenue’s deep integrations across thousands of third-party merchant systems, fostered continued growth and success.

In addition to its robust payment business, Infibeam's platform segment has also demonstrated impressive resilience, posting 29% year-over-year increase. This growth is primarily fueled by strategic accounts with large enterprise clients, further solidifying Infibeam's position as a leader in the digital commerce ecosystem. It’s noteworthy to mention that despite the ongoing utilization of our ecommerce platform by the Government e-Marketplace (GeM), no income from GeM has been reported in the fourth quarter (Q4), as we have no agreement on commercials with client to date.

Infibeam Avenues Ltd's FY 2023-24 marks a pivotal year in its journey. After years of development and investment in digital payment and platforms business, now the company has embarked on a new path, harnessing the power of Artificial Intelligence (AI) to elevate businesses worldwide. In FY24, company launched its AI business vertical under the brand – Phronetic.AI. The year FY24 witnessed establishment of an AI-Hub at GIFT City, appointment of a CEO for the AI business and launch of THEIA, a visual AI framework/platform.

As the company took the strategic decision to embrace Artificial Intelligence (AI), it took other crucial decisions to take forward its digital payment business to the next level. Company further strengthen its international play for its payment business, as it realigned its international businesses and received regulatory approval from Kingdom of Saudi Arabia (KSA) and launched mobile-based QR Code payment solutions in the United Arab Emirate (UAE) market.

"In the upcoming fiscal year, our strategic focus will be on expanding internationally, with a particular emphasis on the Middle East market. This will accelerate our growth trajectory in this region, our international subsidiary has announced a pre-IPO round of up to USD 25 million. This investment will fuel our expansion efforts and propel us towards capturing a significant market share." stated **Mr. Vishwas Patel, Joint Managing Director of Infibeam Avenues Ltd.**

Mr. Patel further highlighted the remarkable progress achieved in the Middle East, with all metrics doubling year-over-year as company introduced express settlement to merchants, rolled out CCAvenue TapPay, and went aggressively with its international expansion strategy across the Middle East region. "The digital boom in the Middle East presents us with tremendous potential for growth," Mr. Patel pointed out.

In a strategic move within the domestic payment landscape, the company is gearing up to venture into financial product offerings tailored specifically for merchants. Under the umbrella of a new brand name, collectively referred to as our Merchant Finance Offerings, the company aims to provide merchants with access to a range of financial products, including business loan products, insurance products, and wealth management products.

This forward-thinking initiative is poised to unlock new avenues for long-term profitable growth. By diversifying its offerings to cater to the financial needs of merchants, the company is not only expanding its market reach but also solidifying its position as a trusted partner in the business ecosystem.

Major Achievement: Financial Guideline for FY24 achieved

Infibeam Avenues Ltd is thrilled to announce that the full year FY24 results exceeds annual estimates on payment business's strength. It has exceeded at higher end of the annual target on both Net Revenue and EBITDA.

At the start of the year, the company had set gross revenue target of INR 30,000-33,000 million and Net revenue of INR 4,100-4,150 million respectively. The company achieved the targets by closing the year recording Gross Revenue of INR 31,711 million and Net Revenue at INR 4,286 million, which is at the high end of the estimate.

Similarly, both EBITDA and PAT also reached and exceeded the high end of our guidance. The company succeeded in closing the year with higher EBITDA of INR 2,526 million compared to our target of INR 2,300-2,350 million and PAT came in at INR 1,478 million, versus our target estimate of INR 1,300-1,500 million.

Infibeam Avenues Ltd also announces its FY24-25's Financial Guideline. The company strongly believes that Artificial Intelligence (AI) and international business will boost FY24-25 outlook.

Declaration of Financial Guideline for FY24-25: Company expect to achieve the following financial performance for the financial year 2024-25.

Particulars	Amount (in INR million)	YoY growth (in %)
Gross Revenue	39,000 – 42,000	23% - 32%
Net Revenue	4,500 – 5,000	5% – 17%
EBITDA	2,750 – 3,000	9% – 19%
Profit After Tax	1,750 – 2,000	18% – 35%

Final dividend proposed:

The company has proposed final dividend of 5% for the Financial Year 2023-24, subject to shareholders' approval.

Key Business Updates during FY24

Acquisition/Investment:

- Investment in Pirimid Technologies for 49% stake to leverage its expertise in capital market software and lending frameworks, the collaboration seeks to integrate payments into Infibeam's offerings, explore AI optimization for transaction volumes, and potentially venture into the lending space, enhancing Infibeam's position in fintech.
- Acquired 100% stake in its Saudi Arabian venture, Infibeam Avenues Saudi Arabia from Vavian International Limited. This acquisition allows Infibeam to conduct payment aggregation business in Saudi Arabia under the brand "CCAvenue," expanding its footprint in the region's fintech market.
- Acquisition of the remaining 49.50% stake in So Hum Bharat Digital Payments Private Limited, transitioning it into a wholly-owned subsidiary. This move aims to gain full control and leverage

opportunities, including securing the RBI's New Umbrella Entity license, enabling expansion into new payment systems and jurisdictions.

- Acquisition of a 20% stake in XDuce Corporation, a leading enterprise App and AI development company based in the USA. This move strengthens Infibeam's global IT services portfolio, tapping into XDuce's expertise in Business Transformation, Digital Transformation, and integration services, enhancing its capabilities in delivering innovative solutions across diverse industry verticals.

Artificial Intelligence (AI) Business Developments:

- THEIA, a Visual AI Developer Platform set to transform business operations. With its advanced visual AI analysis capabilities, THEIA revolutionizes industries beyond security, offering applications in sports analytics, traffic management, retail optimization, and more. Positioned as a pioneering platform, THEIA empowers organizations to leverage video data for enhanced productivity, efficiency, and informed decision-making, marking a significant milestone in the burgeoning video AI market globally.
- Appoints Mr. Rajesh Kumar as CEO of Phronetic.AI
- Developing a self-sufficient AI ecosystem, established AI Hub for approximately INR 1 billion. The company aims to lead in the AI-based fraud detection and prevention market, projected to reach USD 129 billion by 2029, driving significant growth and innovation in the tech sector.
- Signed a MoU with the Gujarat Government, with a proposed investment of INR 2,000 Crore by the financial year 2023 in its Artificial Intelligence (AI) Hub for developing cutting-edge vision AI-technology for payments and platforms specifically tailored for retailers. It is positioned to leverage Gujarat Government's IT/ITeS Policy 2022-27.

Digital Payment Business Development:

- Secured final authorization from the RBI to operate as an Online Payment Aggregator marking a significant milestone for its payment gateway brand, CCAvenue.
- Received perpetual license for Bharat Bill Pay Systems (BBPS) licenses from RBI.
- Expands Merchant Financial Landscape Through CCAvenue Integration with Bandhan Bank's EMI Facilities.
- List its digital marketing arm, Odigma Consultancy Solutions Limited, to enhance Odigma's standalone brand identity and pursue growth opportunities in the rapidly expanding domestic and global digital marketing markets, projected to reach USD 19,268 million and USD 672 billion by 2028 respectively.

International Business:

- Secured PTSP Certification from SAMA, becoming the first Indian fintech player to receive it in Saudi Arabia. With CCAvenue positioned as a major payment gateway, Infibeam aims to capitalize on Saudi Arabia's digital economy growth and contribute to Vision 2030, aligning with the country's ambition to become a leading digital economy in the region.
- Expands global presence by acquiring a 20% stake in US-based XDuce, investing USD 10 million to penetrate the US market with CCAvenue Payment Gateway and PhroneticAI Solutions. Leveraging XDuce's esteemed clientele and expertise, this strategic move aims to bolster

Infibeam's international business, targeting a revenue contribution of 30% within the next two years, while reshaping the trajectory of its AI-powered fintech solutions in the financial fraud prevention space.

- CCAvenue & PayPal enters partnership to expand global payment acceptance in MENA region.

About Infibeam Avenues Limited:

Infibeam Avenues Ltd. is one of the leading global financial technology (fintech) company offering comprehensive digital payment solutions and enterprise software platforms to businesses and governments across industry verticals. The company's payment infrastructure solution includes acquiring and issuing solutions and offering infrastructure for banks. The core Payment Gateway (PG) business provides over 200 plus payment options to the merchants allowing them to accept payments through website and mobile devices in 27 international currencies. Infibeam Avenues' enterprise software platform hosts India's largest online marketplace for government procurement. The company processed transaction worth INR 7.0 trillion (US\$ 86 billion) in FY24. Company currently has over 10 million plus clients across digital payments and enterprise software platforms. The company's vast clientele includes merchants, enterprises, corporations, governments, and financial institutions in both domestic (India) as well as international markets. Infibeam Avenues' international operations are based in the United Arab Emirates, Kingdom of Saudi Arabia, Australia, and the United States of America. We also have business presence in Oman working with three of the largest banks in the country.

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