

Ref: Protean/Secretarial/2024-25/32

August 5, 2024

To,

BSE Limited ("BSE")

P.J. Towers, Dalal Street, Fort, Mumbai – 400 001

Scrip Code: 544021 ISIN: INE004A01022

Dear Sir/Madam,

Subject: <u>Investor Presentation on Company's Operational and Financial Performance</u> <u>for Q1 FY25</u>

Pursuant to Regulation 30 read with Schedule III and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Company's Operational and Financial Performance for Q1 FY25.

This is for your information and records.

Thanking you,

Yours truly,

For Protean eGov Technologies Limited

Maulesh Kantharia Company Secretary & Compliance Officer FCS 9637

Encl.: As above



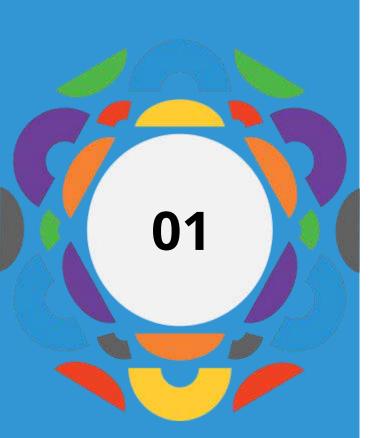


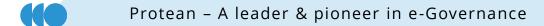
Investor Presentation

PROTEAN eGOV
TECHNOLOGIES LIMITED
(formerly NSDL e-Governance
Infrastructure Limited)

August 2024

Company Overview





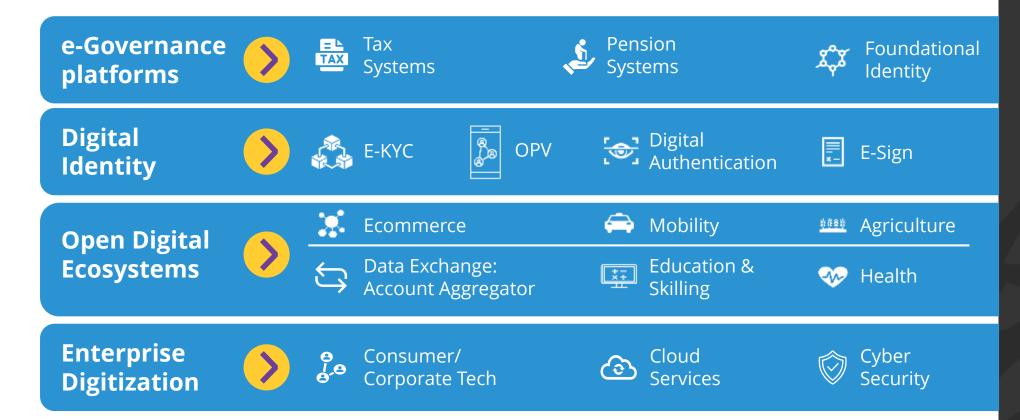
Driving Change: Building for Billions

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Protean - India's Pioneer in e-Governance

Protean is an IT-enabled solutions company that creates digital public infrastructure

We develop innovative citizen-centric e-governance solutions.



Emergence of Open Digital Ecosystems



Developed 19 Nationally critical egovernance stacks



Led by industry veterans and an experienced board

Driving the Change: Building for Billions

- PAN: 3-players market Leading cumulative market share of 64%
- 490mn+ PAN Cards the first digitally verifiable ID
- 11.9bn+ Online PAN verifications





Multi-sector interventions

- E-Commerce
- Transport & Mobility
- Agriculture
- Health
- Education & Skilling

- APY + NPS Leading market share of more than 97%
- **76mn+** pension subscribers
- Largest subscriber base across B2C, B2B, B2G







Cloud & Infosec **Services**

- laaS & PaaS
- DaaS & Virtual Office
- SaaS
- Security Architecture
- On-premises Cloud
- 5G Private Network

- Sole provider of **four foundational** identity services:
 - Aadhaar eKYC
 - Aadhaar Auth
 - E-Sign
 - Online PAN Verification





Data Stack

- RISE with Protean API marketplace enabling Digital On boarding & Lending
- **ProteanX** Digitally verifiable credentials
- eSignPro Digital Documentation suite
- Al enabled CKYC
- Account Aggregator

Modernization Of India's Tax Infrastructure





Increasing Relevance of PAN Cards – leading to higher demand

Growing Use Cases for PAN



Growing Use Cases leading to high usage of PAN

Authentication of digital transactions

Investments in shares and Mutual Funds

Availing credit from financial institutions

Property transactions

Availing Government schemes

Jewelry purchase and foreign trips



Why Will PAN Issuance Continue To Grow Strongly?

>3.3 crores

Bank accounts opened in FY24*

133_{Bn}

Digital Transactions happened in 2024 in India#

>80 Lakhs

Pan Verifications are done in a day

15 crore+

DEMAT account holders in India

~ 1.2 Cr*

Youth that enters the workforce every year ~ 5 Cr*

New Bank Accounts opened every year >50 Cr*

Population that doesn't have a PAN card yet

Favourable Tailwinds

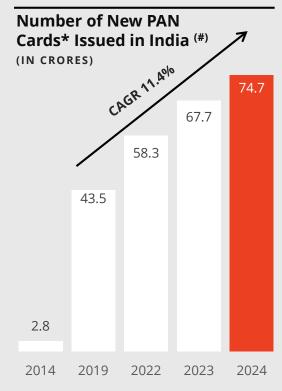
Formalization of workforce in India (World's largest and fastest growing workforce) Financial aid schemes including 'Pradhan Mantri Vidya Lakshmi Karyakram' require PAN to avail PAN as a single identifier for businesses

Central and State Government focus on introduction and saturation of various Government initiatives and welfare schemes will result in higher PAN issuance in near to medium term

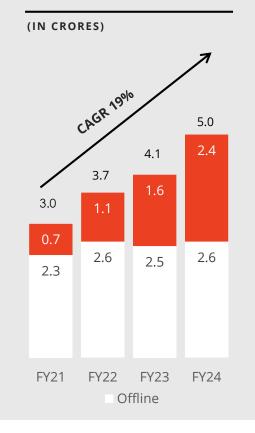


Protean - a leader in Tax Services

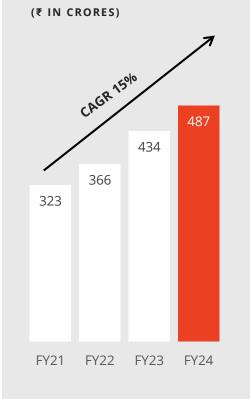
Rapid acceleration of PAN issuance Number of New PAN



Protean – Annual PAN Issued



Tax Services Revenue



In 2004, Protean set up the **Tax Information Network**

- Largest issuer of India's Digital Tax Identity
- PAN Card A prominent identity for Businesses/ non-Individuals
- Asset Light
- Prepaid B2C
- Transactional Business

~7-8 cr

Pan cards issued per year in India

~ 49 cr

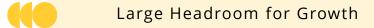
Cumulative Pan cards issued by Protean

Protean Market Share in Cumulative Pan Issuance

Sources: # Income Tax Department | *Cumulative

Streamlining of Pension Records





Protean – Strengthening the Social Security Infra

Large Headroom for **Growth**

India is among the countries with lowest per capita pension assets in the world



Private-Sector workers covered under pension

70%

in US⁽¹⁾

6%

in India⁽²⁾

Private Sector Opening Up to Pension as an Investment Option

INR

INR

53.4 Tn

vs 11 Tn

NPS AUM⁽⁴⁾

MF AUM⁽³⁾

Huge Headroom for Growth

~54 Cr

~7.6 Cr

Jan Dhan Accounts

NPS + APY Accounts





Strong focus on growing pension since 2015

Increased benefits to private and government employees

Underpenetrated market owing to large unorganized workforce

Union Budget 2024-25 focuses on making NPS a more inclusive lifecycle instrument promoting savings from an early stage

- NPS- Vatsalya significantly widening the NPS coverage to approximately 40 crore minors
- Increase in threshold limit for NPS contribution by employer from 10% to 14%

Retirement plans for workers in private industry and state and local government in 2022 (1)

Total corpus under pension funds crosses Rs 11 lakh cr: PFRDA Chairman (businessinsider.in) (4)

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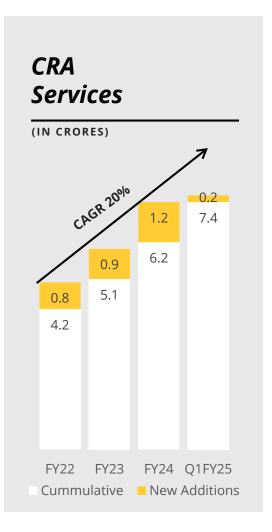
Protean – Strengthening the Social Security Infra

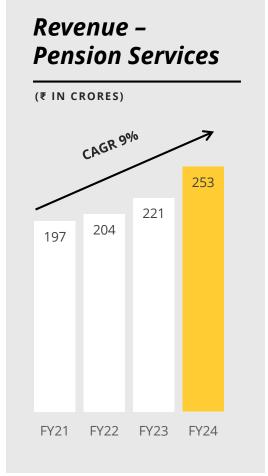
Protean strengthened the social security infrastructure for citizens in India as the Central Recordkeeping Agency

- Built India's first Digital Pension Infrastructure
- India's largest CRA for NPS and APY

This segment caters to customers including businesses (pension plans for private sector employees – B2B), retail customers (B2C) as well as government employees (B2G)

The segment has both Annuity and Transactional revenue streams





97%+
Market Share in NPS + APY



Key contributor to India's Foundational Identity





Digital Penetration in India in 2024

Total Population – 144 Crores – 100%

Cellular Mobile Connections – **112 Crores – 78%** Penetration

22% - Unaddressed

Internet Connectivity – 75 Crores – 52% Penetration

48% - Unaddressed

Social Media Users – **46 Crores – 32%** Penetration

68% - Unaddressed



Population Growth

+0.9%

+1.3Cr

Year-on-Year Change



Cellular Mobile Connections

+2.1%

+2.3Cr

Year-on-Year Change



Internet Connectivity

+2.6%

+1.9Cr

Year-on-Year Change



Social Media Users

+15.6%

+6.0Cr

Year-on-Year Change (2)



54%

75 Cr

Access to Internet

Population with Internet Access

60%

~45

Content Consumers

Use Social media, messaging, internet

40%

30-35 Cr

Digital payment users

E.g. bill pay, ticketing

20-25%

~16.5-19 Cr

E-retail transactors

(product + services)

1-2%

~ 1-1.5

Power Users

(Regular transactors of digital commerce)

Despite the increasing trend of digital adoption, there is currently **low penetration into digital payment, e-retail**and digital commerce

This is expected to improve based on **rising internet & smartphone access, better infrastructure and increasing digital adoption**



Rapid Acceleration in Digitalization since 2020

Despite low internet penetration, average wireless data usage per subscriber per month in India was among the highest in the world, estimated at **24.1GB** as of 2023 (4)

Rapid adoption of UPI following demonetization - **10x growth in 5 years** – volume CAGR of 80%

Average Data Consumption per user per month (4)



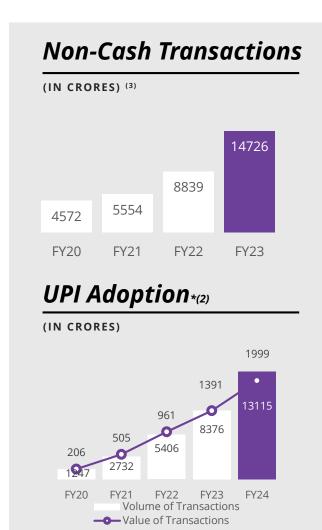
Market Growth Drivers

Favorable demographics

Vast expansion of the middle-class

Digital behavior patterns

Empowers
every individual
and business to
transact
paperless and
cashless



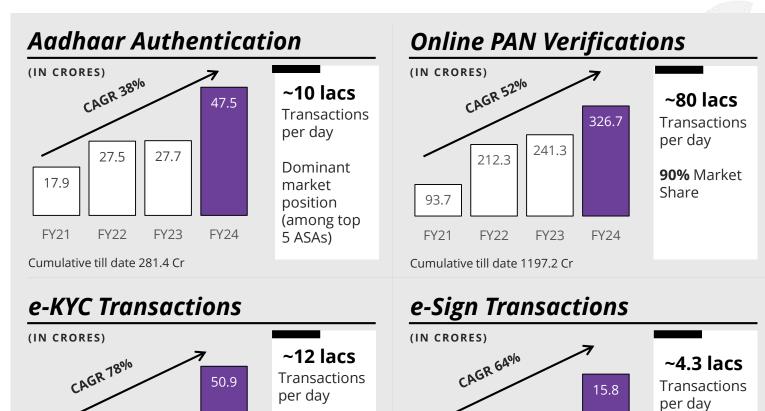
10x UPI Volume Growth since FY20

10x UPI
Transaction
Value Growth
since FY20

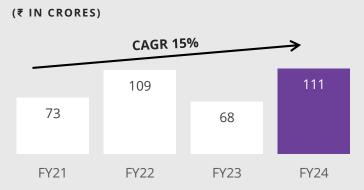
3x Non-Cash Transactions Growth since FY20

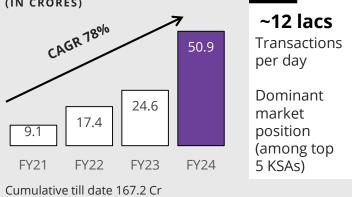
^{*} Cumulative

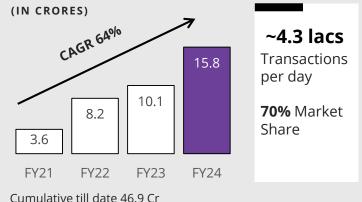
Protean – Comprehensive Service Portfolio











Sole provider of four foundational identity services: E-sign, EKYC, Aadhaar Auth and OPV

Source: UIDAI

Data Stack



Enabling India's data-rich economy



Enabling India's data-

rich economy



Comprehensive API Stack

A comprehensive multisector API marketplace cum sandbox catering to:

Customer Onboarding

Credit Evaluation and Scoring

Digital Lending

ONDC & ONEST

Use Cases:

Powering RBIH through foundational APIs

Consuming RBIH APIs to build end to end digital journeys

Digital Onboarding & Verification

Regulatory-tech Stack to help financial institutions reduce risks & time to onboard customers, improve data accuracy and empower them to create seamless digital experiences.

Use Cases:

Customer Onboarding

Instant Identity
Verification

Account Aggregator

Licensed by RBI to operate as an Account Aggregator

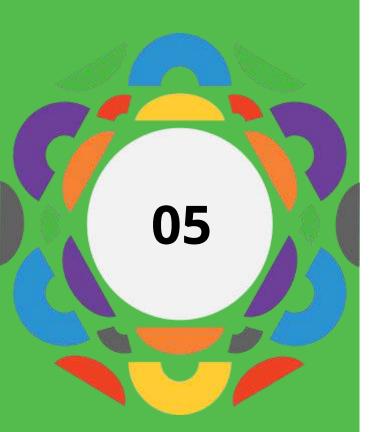
Consent based financial data sharing

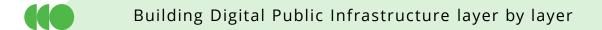
Use Cases:

Credit Evaluation

Personal Finance Management

Open Digital Ecosystems -ODE



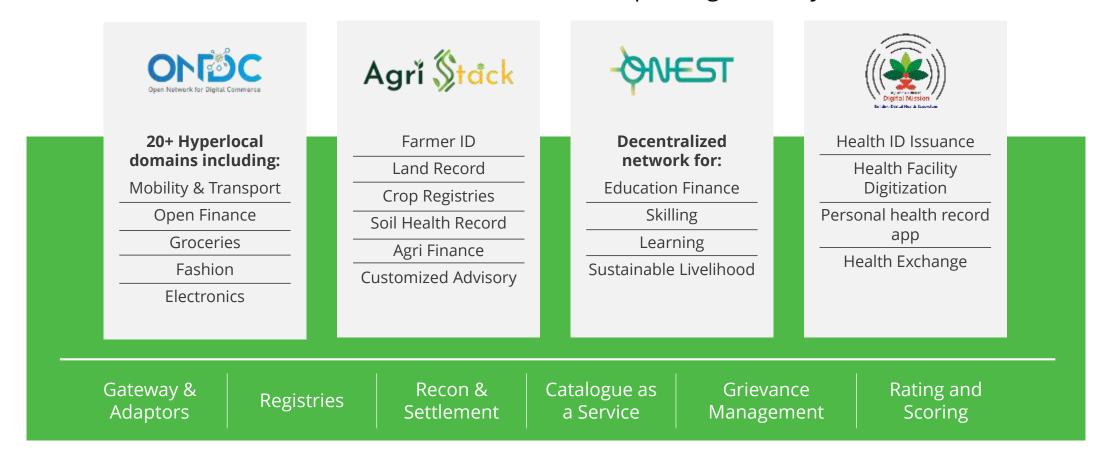


Open Network for Digital Commerce (ONDC)

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Building Digital Public Infrastructure layer by layer...

Aligned with India's visionary DPI framework built on open standards and protocols, Protean continues to contribute towards multisectoral Open Digital Ecosystems



..to solve for population scale problems...

Open Network for Digital Commerce (ONDC)

Vision of ONDC

An open network for digital commerce that will establish open, inclusive, and competitive marketplaces online, creating choice and opportunity for everyone, by everyone.

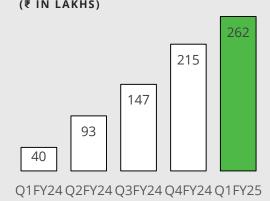
- **13** Categories Live
- 680 lac+ Total orders (LTD)
- 100 lac+ Monthly orders
- 3.8 lac+ Peak orders per day
- 20-30% Projected monthly growth rate
- 97% Order fulfilment

Network Participants

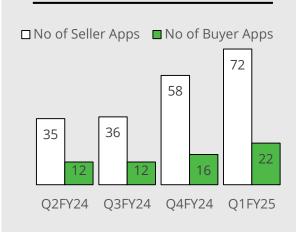
- 5.8 lac+ Sellers
- **114** Network Participants:
- Buyer apps 22
- Seller apps 72
- Logistics 20

- 5 Cr+ On-Search Transactions (Q1)
- 99.4% Availability
- **5.127** Peak Transactions per second (TPS)

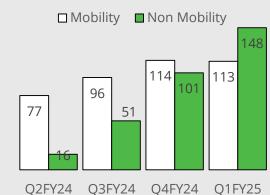
No. of Transactions (₹ IN LAKHS)



No. of Apps



(₹ IN LAKHS) **Types of Transactions**



Ample Opportunity to Grow



Digital e-commerce is merely 7% of the total retail market with 165 mn users

02

Only 6% of all MSMEs actively sell on e-commerce platforms

03

Less than 2% of Indian population regularly uses digital commerce

Cloud & Infosec

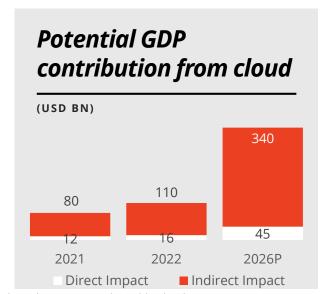


CLOUD & INFOSEC



CLOUD & INFOSEC

Indian cloud market¹ (USD BN) 18.5 7.1 5.6 2021 2022 2026P



Note: [1] The figures presented for the Indian cloud market exclusively encompass the public cloud segment Source: NASCOM, Industry Reports, Secondary Research, Deloitte Analysis

Indian cybersecurity industry revenue (USD BN) 9.0 31.3% 6.5 ■ Product 4.7 37.9% 3.8 Service CAGR FY19-23 FY20 FY22 FY23

End-user industries of cloud

Cloud-native industries





E-Commerce

IT Companies

Cloud progressive industries





Financial services

Media & entertainment

Cloud aspiring industries





Retail

Government

Industrials

Others

Up to 30% of technology expense on cloud services and solutions

8-15% of technology expense on cloud services and solutions

<10% of technology expense on cloud services and solutions

CLOUD & INFOSEC

Cloud to contribute ~USD 345 Bn to India's GDP by 2026P (8% of total GDP), fueled by growing digital population, government support, & increased customer demand; India's public cloud spending is expected to grow at a 27% CAGR for 2021-26, reaching ~USD 18.5 Bn by 2026P

Drivers of cloud adoption

Growing customer demand

Growing digital population

Favourable government policy

With IT spending constituting only 1.6% of India's GDP in 2018, nearly half the global average of 3.0%, there is significant headroom for growth of cloud computing in India

India's cloud adoption is currently at 6.0% which is lagging behind global average of 7.9% and is almost half the US, UK adoption levels of 11.4 %

Protean Cloud

Number of sectors - 5 (E-commerce, Aggregators, SaaS Vendors, Manufacturing, Public Sector)

Certifications - MEITY, PCI-DSS, SOC 2, SOC 3, ISO certifications

Energy efficient - Made in India

The Indian cybersecurity market reached ~USD 13.2 Bn in FY23, grown at an FY19-23 CAGR of ~32.2% driven by increase in online data storage and number of online transactions, a risk of rise in cyber attacks, and subsequent stringent regulatory norms

Growth drivers

Increased online data and transactions

Increasing cyber attacks

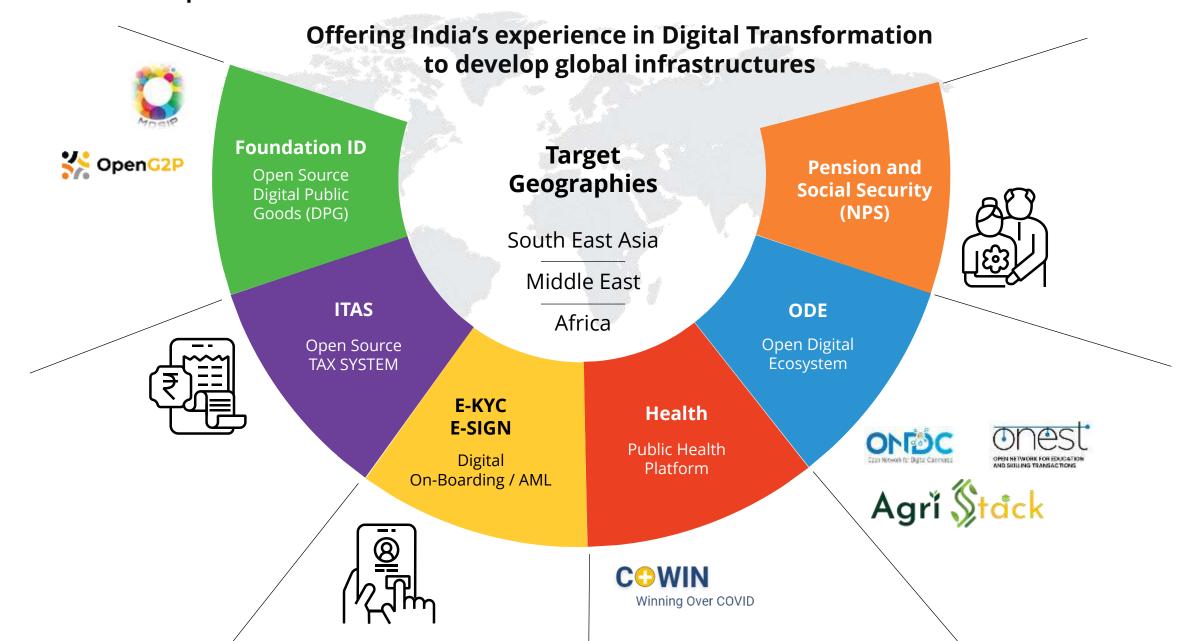
Increasing regulatory norms

The rise in ransomware attacks and increased number of online transactions have heightened cybersecurity awareness and adoption across both large enterprises and SMEs

BFSI being a highly regulated industry, contributes ~36% to the Indian cybersecurity revenue, owing to increased need for GRC, data protection and privacy

The Indian cybersecurity services industry generates 80-85% of its revenue from the global market, while the domestic market contributes 15-20%

OPI Components – For International Market



Protean's Edge





Pioneers in building Digital Public Infrastructure



One of the corner-stones of Digital India journey:

- Creating population scale e-governance platforms for taxation and social security (Pension CRA)
- Facilitating critical projects including e-PAN, e-Aadhaar Authentication and TIN
- Enabling digital identity through foundational DPIs across Identity, Payments & Data.



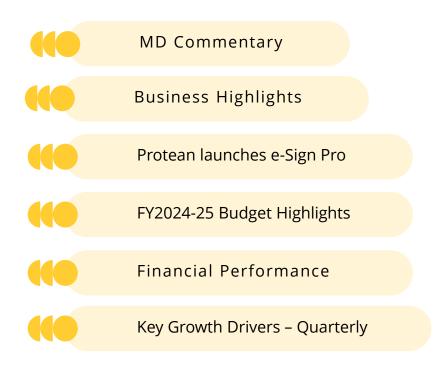
Dominant market presence in tax, pension and digital identity service sectors



Facilitating Digital India stack through ONDC and ODEs

Q1FY25 Update





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MD **Commentary**



Suresh Sethi
Managing Director &

Chief Executive Officer



Protean's strategic intent is aligned with the Government's focus on building India's digital public infrastructure, as reinforced by the recent budget announcement

"Protean has been consistently delivering robust growth and we remain strongly optimistic of Protean's business strategy, strongly aligned with the Digital India vision. We will continue to add value to enterprises, consumers, and governments through our unique combination of technology and expertise in e-governance. Highly favourable tailwinds have emerged for us from the union budget 2024 – 25 and we are in the best position to embrace these developments and make the best use of our expertise in this space to support the digital transformation of India and develop Digital Public Infrastructure across sectors.

Aligned with India's visionary DPI framework built on open standards and protocols, Protean continues to expand its multi-sectoral reach towards eCommerce and Transport (ONDC), Education and Skilling (ONEST), Agriculture (Agristack) & Health. Protean received the mandate to build the Central Agristack from the Government of India in 2023. This aligns with the Government's nationwide thrust to emphasize productivity and resilience in Agriculture by enabling DPI coverage for farmers, conducting extensive crop surveys, and providing access to credit facilities.

Further, the budget showcased the strong intent of the government in driving the pension penetration in the country. As the leading Central Recordkeeping Agency (CRA) for NPS and APY, we see this as a huge opportunity for market expansion to include 40 crore minors and promote savings from an early stage.

We remain committed to leading India's digital transformation with cutting-edge DPI interventions".

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Business **Highlights**



Existing Segments



During the quarter, revenue declined by 11% YoY. Pension and Identity services continued to demonstrate strong double-digit growth



Tax Services business de-grew by 28% YoY overall reduction in PAN issuance across the industry, largely attributable to election activity. However, the company witnessed significant gain in market share from 50% in Q1FY24 to 54% in Q1FY25



Pension Services Grew at steady rate of 13% YoY with strong growth in new subscribers across APY and NPS



Identity Services Grew by 27% during Q1FY25. This growth continues to be led by strong growth in the overall digital economy of the country.



Key Launches

- Agri-stack Designed to digitalize agriculture sector database like land records, crop registries etc.
- Protean X Solution for issuing storing and verifying VCs within a user centric ecosystem
- eSignPro A comprehensive eSign and eStamping offering catering to BFSI, Realestate, Healthcare, Education & Corporates
- Open Commerce to enable seamless on-boarding of any business on ONDC Network



Protean launches eSignPro

The company launched the state-of-the-art digital signature and stamping product, designed at being the single, most comprehensive eSign & eStamping offering in the market.

Supports e-stamping and Digital Stamping on the Website or as an API Integration

Enhanced Document Security with Audit Trails -Court admissible audit trails

Offers an All-in-one Dashboard & **Customisable Templates**

- Enables Multi-channel Integration.

Increase sustainability by reducing usage of paper



Discover the Next Generation of eSigning

eSignPro caters to multiple sectors like BFSI, Real Estate, Healthcare, Education and Corporates by completely digitalising documents like customer on-boarding, loan, Lease, DMAT, legal agreements, student certificates & records, invoices, patient consent forms and medical records in a Digital, Paperless and Legally accepted format at a **fraction of the cost**.

Faster turnaround times, reduced costs and enhanced risk controls

Industry could surge from \$4.5-5 billion in 2023 to more than \$14 billion by 2026(1)

This represents an exceptional yearly growth rate of about 28-30%

Average Revenue per Transaction can grow by upto 5x

(1) Source: Deloitte Report

FY2024-25 Budget **Highlights**

Announcements

Pension Sector Thrust

- > Introduction of *NPS Vatsalya* Proposed NPS for minors from 0 – 18 years of age group
- > Increased the threshold for NPS contribution by employer for private sector employees from 10% to 14%

DPIs

- > Continued support for creation of population scale Digital Public Infrastructure (DPI)
- > Focus on creation of DPI apps and MSME enablement through Credit based on data.
- > Emphasis on land record digitalisation, creation of crop registries and issuance of Bhuaadhaar, identity linked to land holding.

Budget Announcements

FY24-25

Benefits

- Significantly widens the NPS coverage to ~40 crore minors, making NPS a more inclusive lifecycle instrument promoting savings from an early stage.
- ➤ Makes NPS a more lucrative instrument for saving.

Strong intent of the government to make India a more pensioned society.

- ➤ Thrust to Protean's work on Agristack DPI leading to enablement of multiple use cases supporting Agri lending, Agri marketplaces, insurance and advisory.
- > Strong push for Protean's Digital Identity and Regtech stack leveraging the democratic data DPI - Account Aggregator

Financial Performance

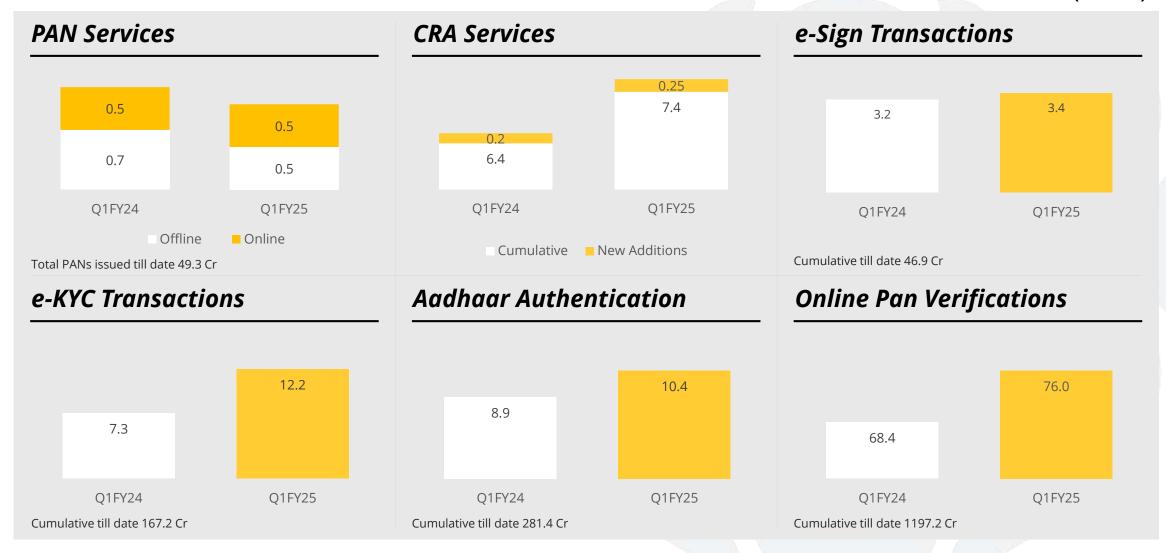
Particulars (₹ IN CRORES)	1Q FY25	1Q FY24	YoY	4Q FY24	QoQ
Revenue from Operations	197	220	-11%	222	-12%
- Tax services	98	135	-28%	112	-13%
- Pension Services	66	58	13%	69	-5%
- Identity Services	28	22	27%	32	-15%
- Others	6	5	9%	9	-38%
Adj. EBITDA*	45	48	-5%	48	-6%
Profit before Tax	27	42	-35%	24	15%
Tax	-6	-10	-37%	-4	42%
Profit after tax	21	32	-35%	19	9%

^{*}Adjusted EBITDA is calculated excluding the impact of provision for doubtful debt

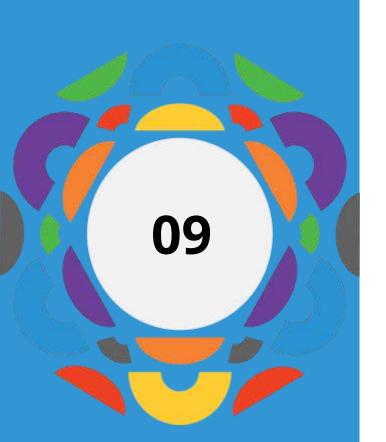


Key Growth Drivers – **Quarterly**

(In crore)



Historical Financials



Revenue Mix

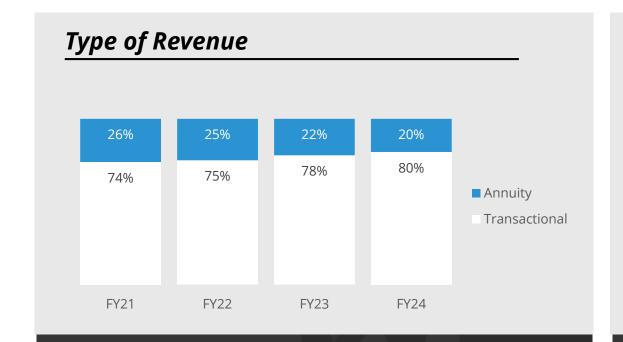
Strong Financial Track Record

Key Growth Drivers

Statement of Profit and Loss

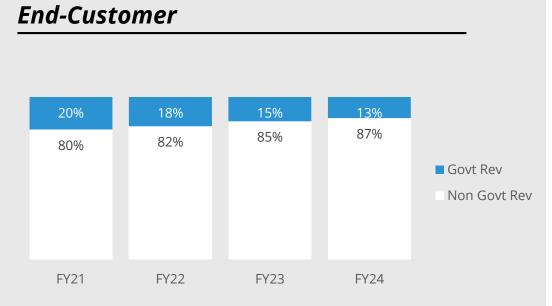
Statement of Assets and Liabilities

Revenue Mix



Majority of work is on a transactional basis

Large potential to grow due to favorable macro tailwinds - digitization and growing internet infrastructure



Majority of work is with enterprises and retail customers

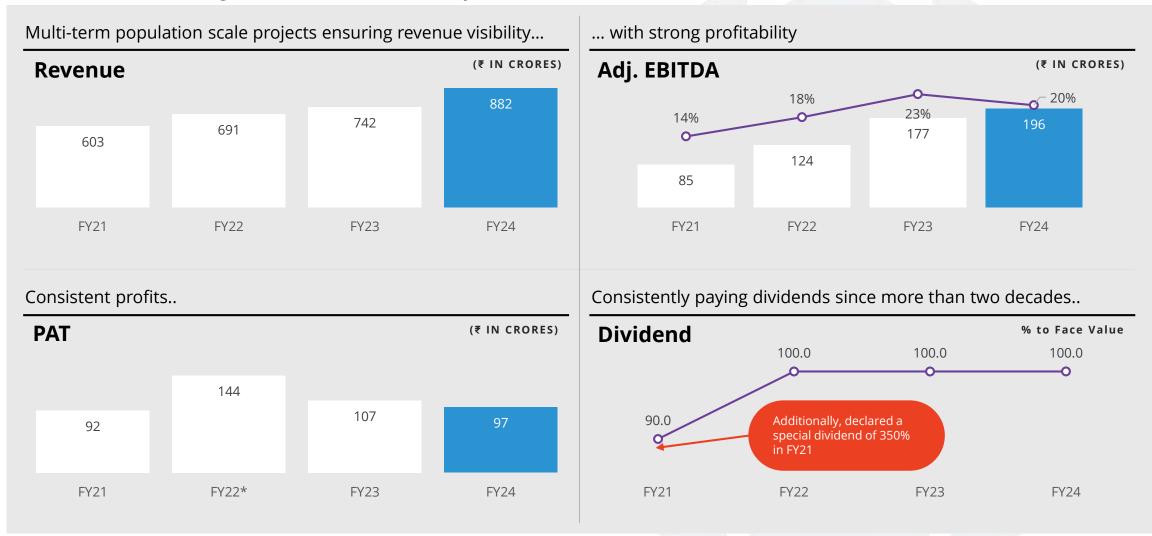
Low reliance on government for revenues

Allows for negative working capital – prepayment of services directly from consumers



Strong Financial Track Record

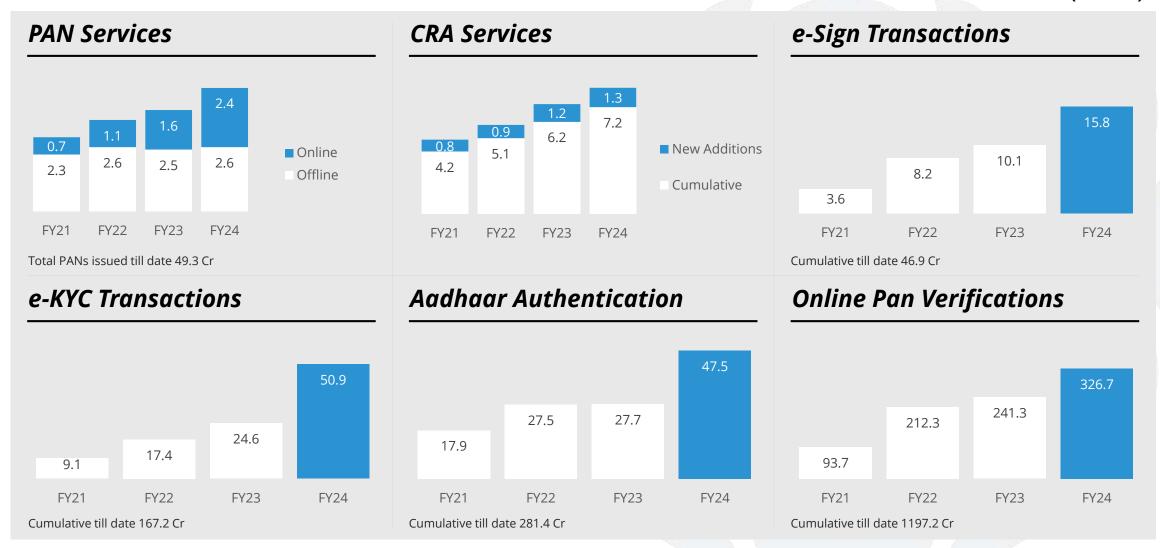
Track record of strong and consistent financial performance - Profitable for over 2 decades



^{*}Includes profit on sale of Data Center of INR 44 cr Note: Numbers have been rounded-off. 1. On an unannualised basis. 2. Computed as total financial instruments (INR 7.8 bn) less trade receivables (INR 1.9 bn).

Key Growth Drivers

(In crore)



Statement of Profit and Loss

Particulars (₹ IN CRORES)	FY22	2 FY23	FY24
Revenue from Operations	691	742	882
Other Income	79	42	68
Total income	770	784	950
Employee benefits expense	79	123	175
Finance costs	0	1	2
Depreciation and amortisation expenses	17	18	27
Allowance for expected credit loss	30	18	39
Other expenses	458	484	579
Profit before tax	186	140	128
Tax expense	42	33	31
Profit after tax	144	107	97

Statement of Assets and Liabilities

(₹ in crore)

Assets	FY22	FY23	FY24
Tangible Assets	52	52	45
Right-of-use / intangible assets	17	23	54
Financial assets	326	570	591
Other noncurrent assets	52	52	59
Total non-current assets	447	697	748
Trade receivables	200	209	189
Cash and Bank	234	138	151
Other financial and current assets	108	61	97
Total current assets	542	407	437
Assets held for sale	-	-	-
Total assets	988	1,104	1,185

Equity and Liabilities	FY22	FY23	FY24
Shareholder's equity	788	857	926
Borrowings	-	-	-
Lease and Other non-current liabilities	24	19	35
Total non-current liabilities	24	19	35
Borrowings	-	-	-
Trade payables	96	132	120
Lease and Other financial & current liabilities	80	96	104
Total current liabilities	176	228	224
Total liabilities	200	247	259
Total equity and liabilities	988	1,104	1185





Thank You

For Investor Relations Query contact

Pushpa Mani

Vice President-Head Investor Relations

Contact - 9911684123

Pushpa@proteantech.in/ir@proteantech.in