

Date: 29th August, 2022

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

Scrip Code: 517214

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G Block
Bandra – Kurla Complex, Bandra (E)

Mumbai – 400 051

Scrip Code: DIGISPICE

Sub: Schedule of Investors/Analysts Conference Call

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform you that a conference call for Investors/Analysts with senior management team of the Company is scheduled to be held on Tuesday, the 30th August, 2022 at 4:00 P.M. (IST).

The link for joining zoom webinar for the above mentioned conference call and other details are attached herewith as Annexure - I.

We are also enclosing as Annexure-II, the presentation which may be used by the Company for the potential meeting / with Analysts and Investors community and will also be available on the website of the Company, www.digispice.com.

You are requested to kindly take the above on record and oblige.

Thanking you.

Yours faithfully,
for **DiGiSPICE Technologies Limited**

(Ruchi Mehta)

Company Secretary & Compliance Officer





DiGiSPICE

DiGiSpice Technologies Limited

is pleased to invite you to the Q1FY23 performance update call
on **Tuesday, August 30th, 2022 at 4:00 PM IST**

Click here to register for the webinar : [Zoom Webinar Link](#)

After registering, you will receive a confirmation email containing information about joining the webinar.

Please note registration is compulsory.

For further information on the company please visit: www.digispice.com

www.spicemoney.com

For further information, please contact:

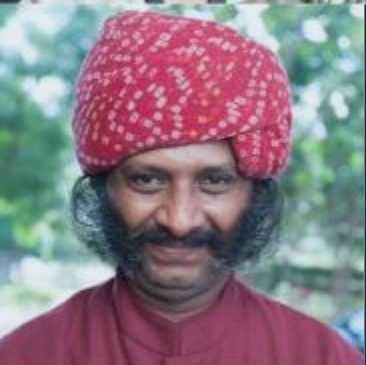
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Adfactors PR Limited

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Email: aashvi.shah@adfactorspr.com / Ruchika.jain@adfactorspr.com

DISCLAIMER: Certain statements that may be made or discussed at the conference call may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, import duties, litigation, labour relations etc. Actual results might differ substantially from those expressed or implied. DigiSpice Technologies Ltd will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



DiGiSPICE

Future Ready Platforms

Q1FY23 Investor Presentation



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Glossary of Terms

Terms Used	Meaning
AePS	Aadhaar-enabled Payment System
Adhikari	Adhikari is a nomenclature used to address the merchants/entrepreneurs who work on Spice Money platform
BBPS	Bharat Bill Payment System
m-ATM	Refers to mini ATM or Mobile ATM. A service that enables customers to withdraw cash at a nearest Adhikari using a debit card and a mini/portable pin pad device.
CASA	Current Account, Saving Account
CRM	Customer Relationship Management
GTV	Gross Transaction Value is the value of revenue generating transactions processed on our platform
Customer GTV	Gross Transaction Value of transactions done by the Customers
Entrepreneur GTV	The Gross Transaction Value of transactions done by the entrepreneurs/merchants
DTH	Direct-to-Home TV broadcasting service
IRCTC	Indian Railway Catering and Tourism Corporation
G2C Services	Government to Citizen services
NPCI	National Payments Corporation of India
NBFC	Non-Banking Financial Company

DiGiSPICE

 Spice money

तो **Life** बनी

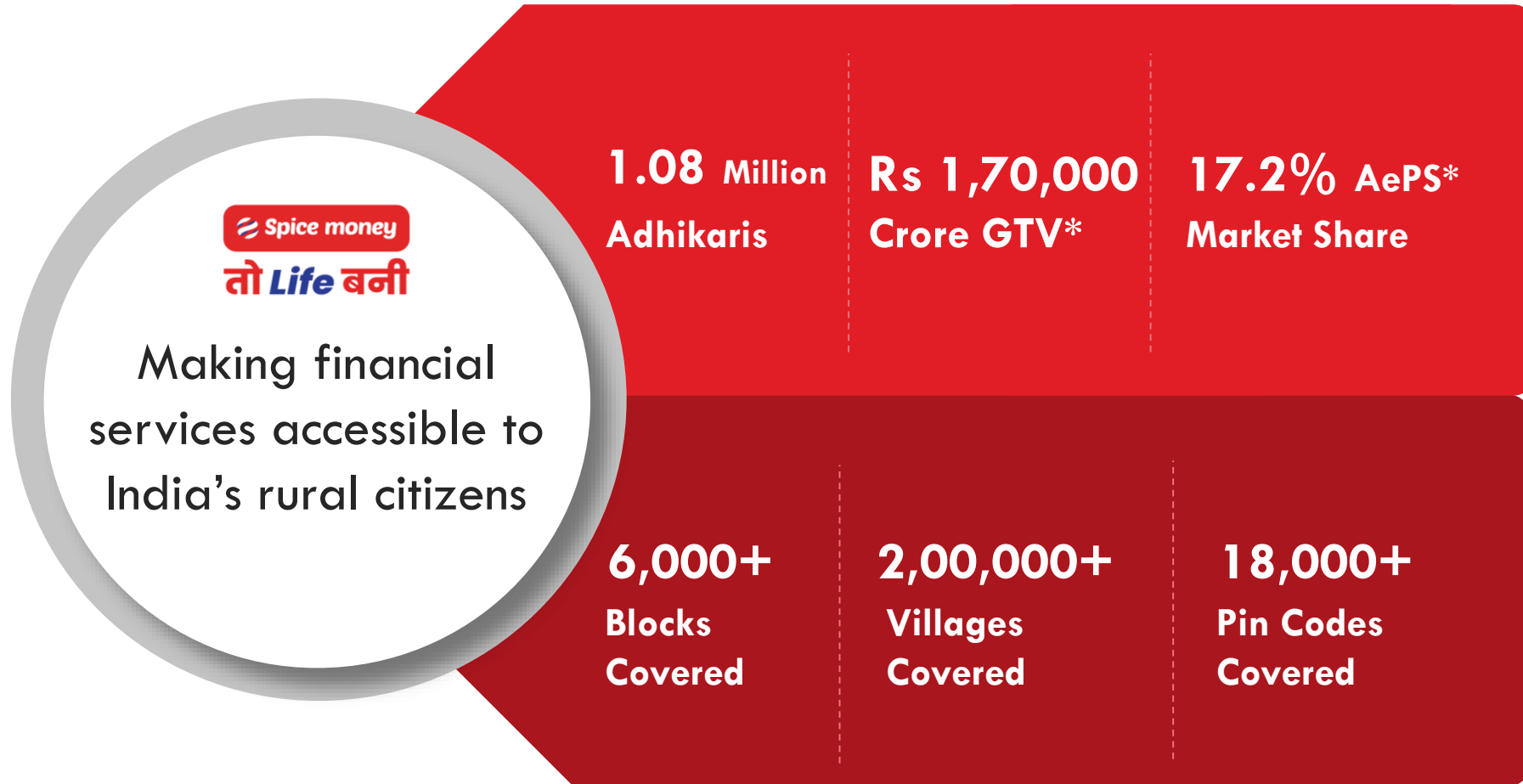
>90%
of Revenues

India's leading
rural fintech platform

**Digital
Technology
Services**

<10%
of Revenues

Digital platforms and
solutions for telcos,
BFSI, other enterprises









Achieving Deep Penetration at Village and Block Level






India's Expanding Digital Payments Ecosystem



40% of all payments by value are Digital

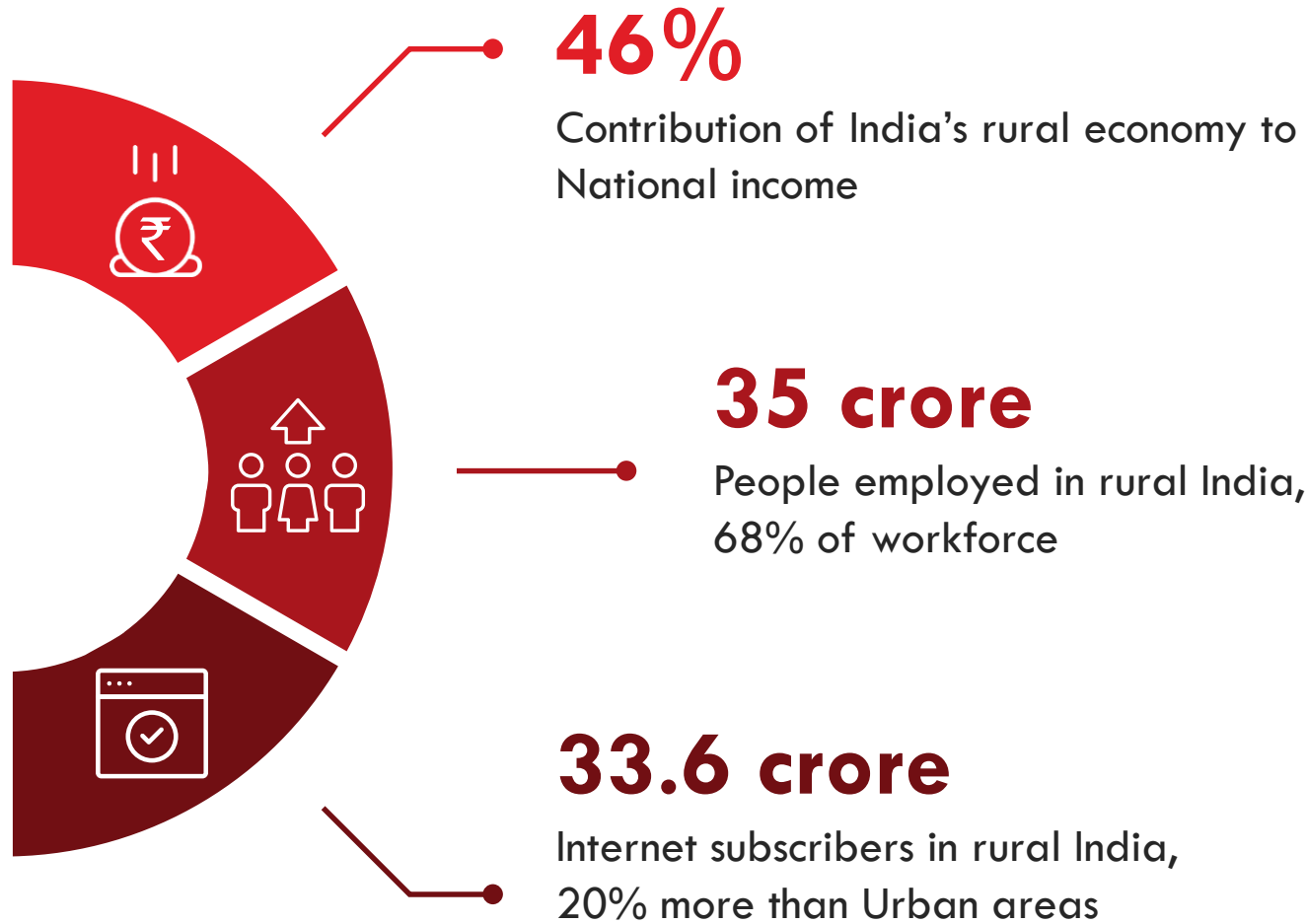
Digital payments share expected to reach 65%

-  Expansion in digital infrastructure
-  Transition accelerated by the pandemic
-  Growing merchant acceptance
-  Disruptive innovations by key participants
-  Tier 3-6 locations driving growth
-  Access to customer data/transaction behaviors

-  Building customer trust
-  Addressing fraud management
-  Simplified digital onboarding
-  Improved economies for payment players
-  Further improvements in digital infrastructure

Conducive Environment For Universal Access Across The Country

Substantial Addressable Rural Market



Jandhan

46 crore accounts
31 crore rural/semi-urban
26 crore women holders



Aadhaar

132 crore residents covered in India



Mobile

75 crore smartphone users in India

Opportunity Enabled by Tech Inclusive Framework

Understanding the Rural Market Dynamics

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Specialized merchants for different lines of business

Transaction led relationships

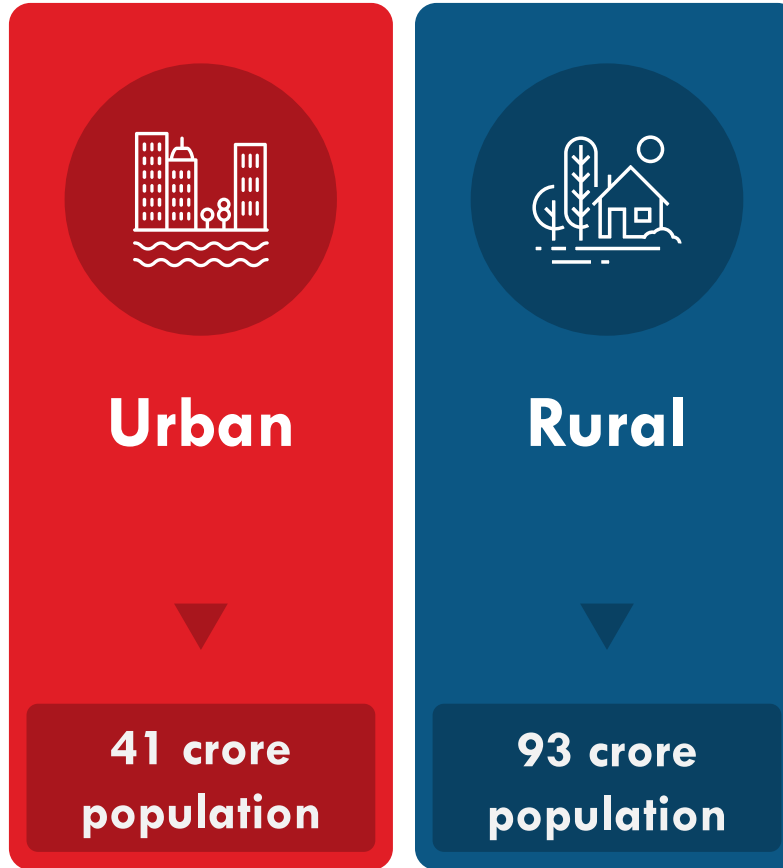
Trust driven by Advertising

Demand for larger ticket size products

Awareness of Digital & Financial Platforms

Physical & Digital Marketplace Models

Served by formal organized service infra



One merchant providing multiple services

Community led relationships

Trust driven by Word of Mouth

Demand for sachet/small ticket size products

Lack of Financial & Digital Literacy, needs assistance

Shortage of organized Marketplaces

Lack of access to service infra

Relevant business model & rural-focused products

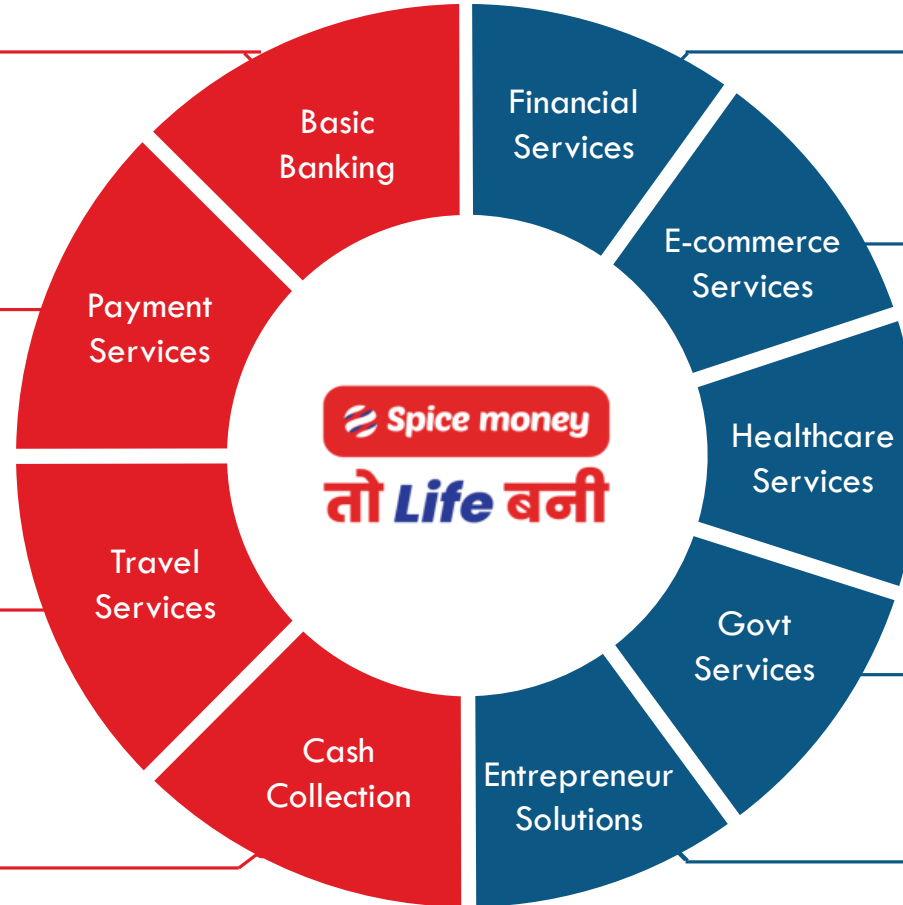
Spice Money caters to the unique needs of Rural India

Network of Adhikaris who are local influencers, bridging the trust gap in the community

Building the Super App for Bharat

Live Offerings

- mATM
- Cash Withdrawal
- Digital Payment
- Bill Payment
- Mobile/DTH Recharge
- Railway/ Bus/Flight Ticketing
- Tour Packages
- Hotel Booking
- Loan/ EMI collection
- Enterprise Cash Management
- CASA
- Cash Deposit
- Balance Enquiry
- Remittance



Planned Launches

- Savings
- Investments
- Insurance
- Credit
- Assisted Shopping & Delivery
- E-Pharmacy
- Diagnostics
- Telemedicine
- Govt to Citizen Services
- Digital payments
- CRM
- Khata

Tech & Data Enabled Platform Leveraging Adhikari Network

Developing a Win-Win-Win Rural Ecosystem

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Service Partners



Entrepreneurs empowered by Spice Money Adhikari App



Rural Consumers



Core Services

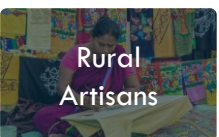
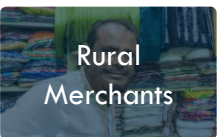
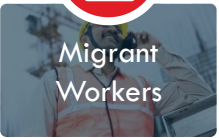
- Banks
- NPCI
- NBFCs
- Insurance Cos
- Other Payment Partners

Additional Services

- E-Commerce
- Travel Partners
- Healthcare
- Government
- Other Product Partners



- Cash Withdrawal (Aadhaar)
- Ticket Booking
- Money Transfer
- Insurance
- Bill Payment
- Pan Card
- Loan
- Cash Withdrawal (Card)
- Loan EMI
- Online Shopping
- Cash Transfer
- Cash Deposit



WIN **Win for Service Partners**

- Access to Rural Customers
- Reduced Cost of Delivery

WIN **Win for Entrepreneurs**

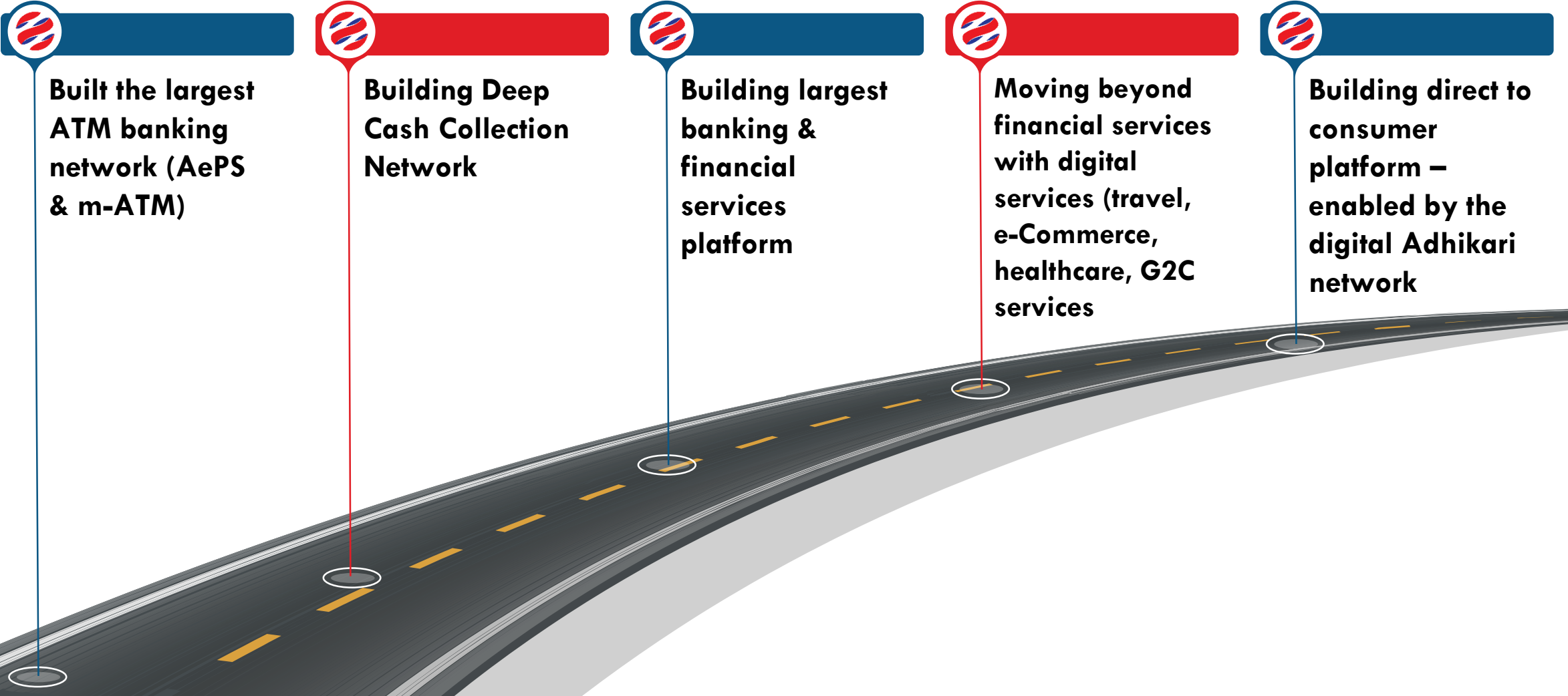
- Primary Livelihood
- Additional Income Source

WIN **Win for Rural Consumers**

- Next-door Access to Financial/Digital Services

Moving to a Larger Opportunity

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Solving the Access Challenge for Rural India

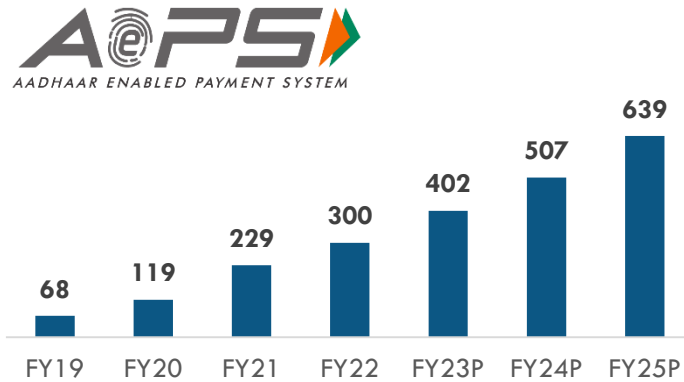
Solved For Rural: Cash Withdrawal using AePS Stack

Problem

With the Government's push for financial inclusion across the country, the number of bank accounts has increased from 214 million in FY16 to 451 million in FY22. However, physical infrastructure (bank branches and ATM networks) have not kept pace, growing by only 13% and 8% respectively to 159 million and 215 million. As a result, India has ATM coverage of only 17 per 100,000 people compared to the global average of 43. This limits account holders' access to banking services, especially those located outside the larger urban areas in the country.

Technology Stack

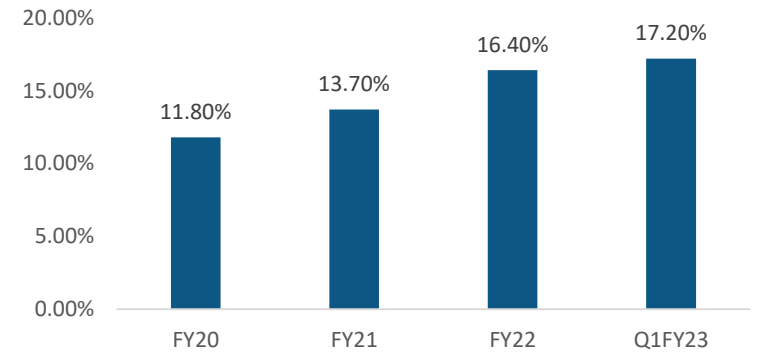
AePS Market Size (Rs. 000 Cr)



As a majority of bank accounts are linked to Aadhaar, AePS (Aadhaar-enabled Payment Systems) offers an efficient solution to the expanding banking customer base

Solution

AePS Market Share



Spice Money has continued to aggressively proliferate into this opportunity, consistently expanding market share and increasing its outreach to the customers at block and village level



Customers can avail ATM/banking Services using Aadhaar-enabled Access at their Neighborhood Store

How the Product Works – Cash Out through AePS



Entire Transaction Completed in Less than a Minute

Limited Access to ATMs

India's expanded bank account coverage has not been backed by commensurate increase in bank branches and ATM networks, resulting in low availability of physical infrastructure for newly covered account holders, more so in semi-urban and rural parts of the country



Mobile ATM Solution

Mobile ATMs (m-ATMs) allow the customer to transact using Debit Card. The Spice Money Adhikari needs a small pinpad device, which works with the Spice Money app to enable these transactions.



Launched in **Jan 2019**,
attained market leadership



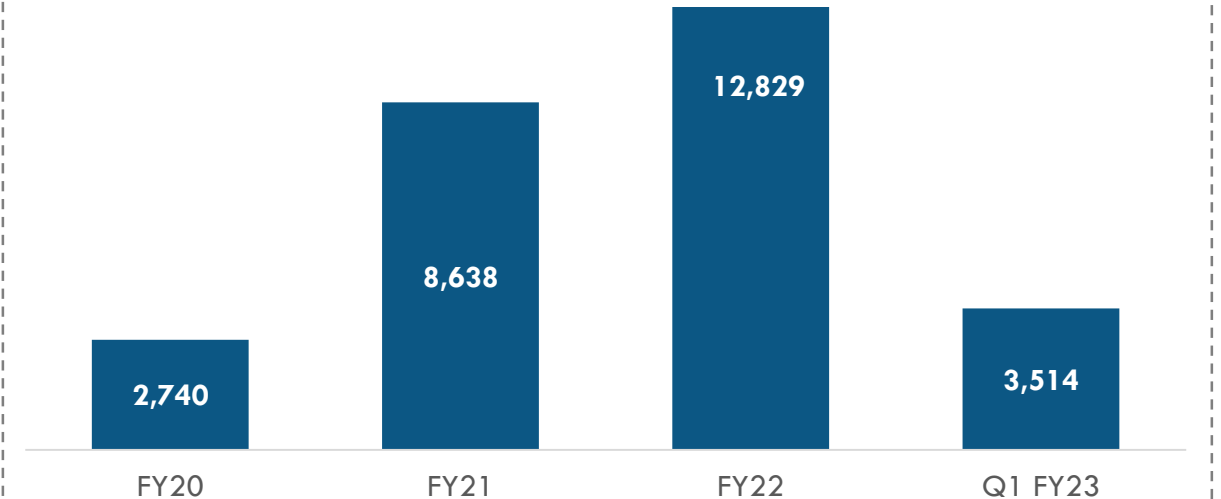
Driving device
affordability to
penetrate the market

Success Parameters



1,00,000+ Adhikaris
equipped with m-ATM
devices

m-ATM GTV (Rs. Crore)



Cash Collection Logistics in Rural Areas

Enterprises such as microfinance and logistics companies collect cash through their representatives who then need to go back to their branches to deposit cash by end of day. This is an inefficient and risk-prone process, to be conducted within the limitation of banking hours.

Cash Collection Services

Representatives of these companies now deposit cash with the nearby Spice Money Adhikari located in the village. Enterprises get near real time credit, the Adhikari uses this cash to serve customers that require cash withdrawal services.



Launched in Q4FY20, achieved exponential scale-up with wide market acceptance



Focus growth product for FY23



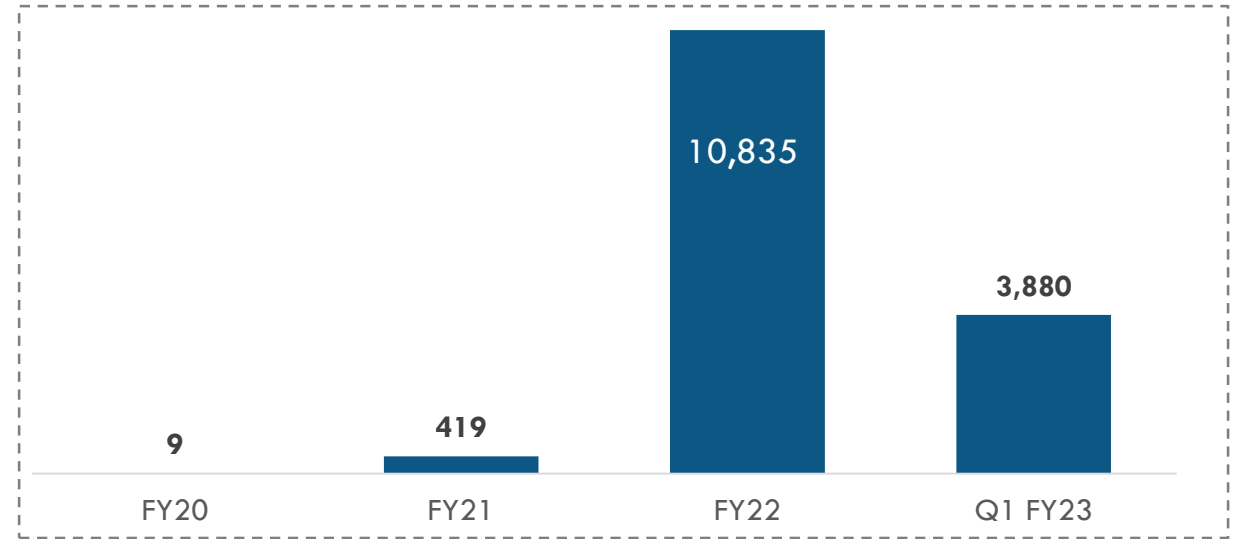
Expanding list of enterprises engaged on the Spice Money network



Significant reduction in cost to serve and time to cash for participating enterprises

Success Parameters

CMS GTV (Rs. Crore)



47 Enterprises On-boarded Till Date

Travel booking Issues

As the travel needs of the rural population is increasing, it is becoming difficult for travel companies to penetrate in the rural markets. Additionally, customers need to go through a cumbersome process of physically standing in the queue and purchasing the tickets. They also cannot avail discounts that are available online.

Travel Union

Through a single travel management interface, Adhikaris can instantly book and confirm travel-related tickets for their customers. Also, customers can avail discounts available on the online portals. Travel enterprises can also penetrate in rural via this single app by tying up with Spice Money



Brand Travel Union launched in August 2021, achieved exponential scale-up with wide market acceptance



Zero Investment
Competitive Fares
Instant Refunds



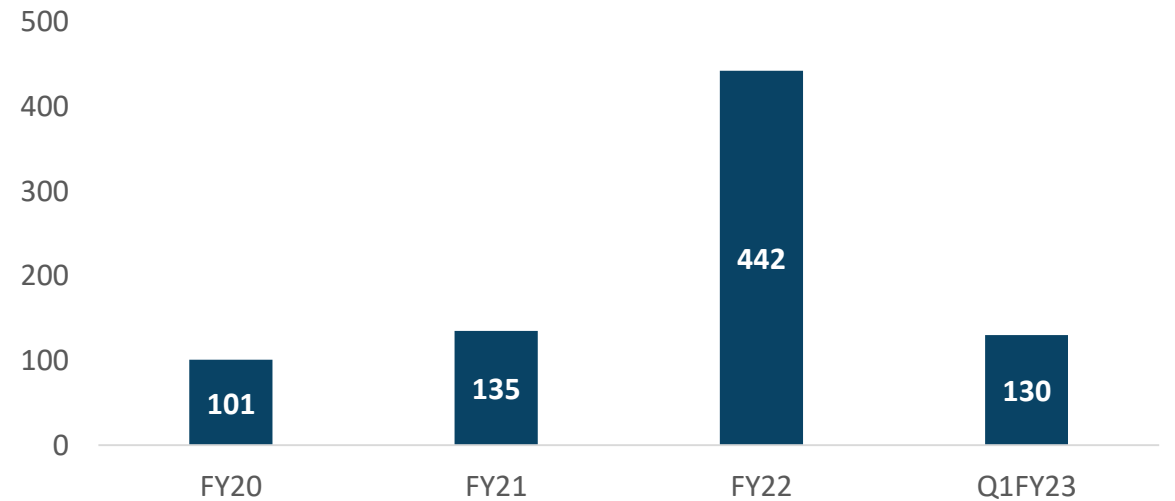
Easy and cheap access to all travel needs- Railways/ Flights/ Buses/ Tour packages



Multilingual platform
Direct Supplier Integration
24x7 customer care support



Travel GTV (Rs. Crore)



Spice Money – Key Operating Metrics



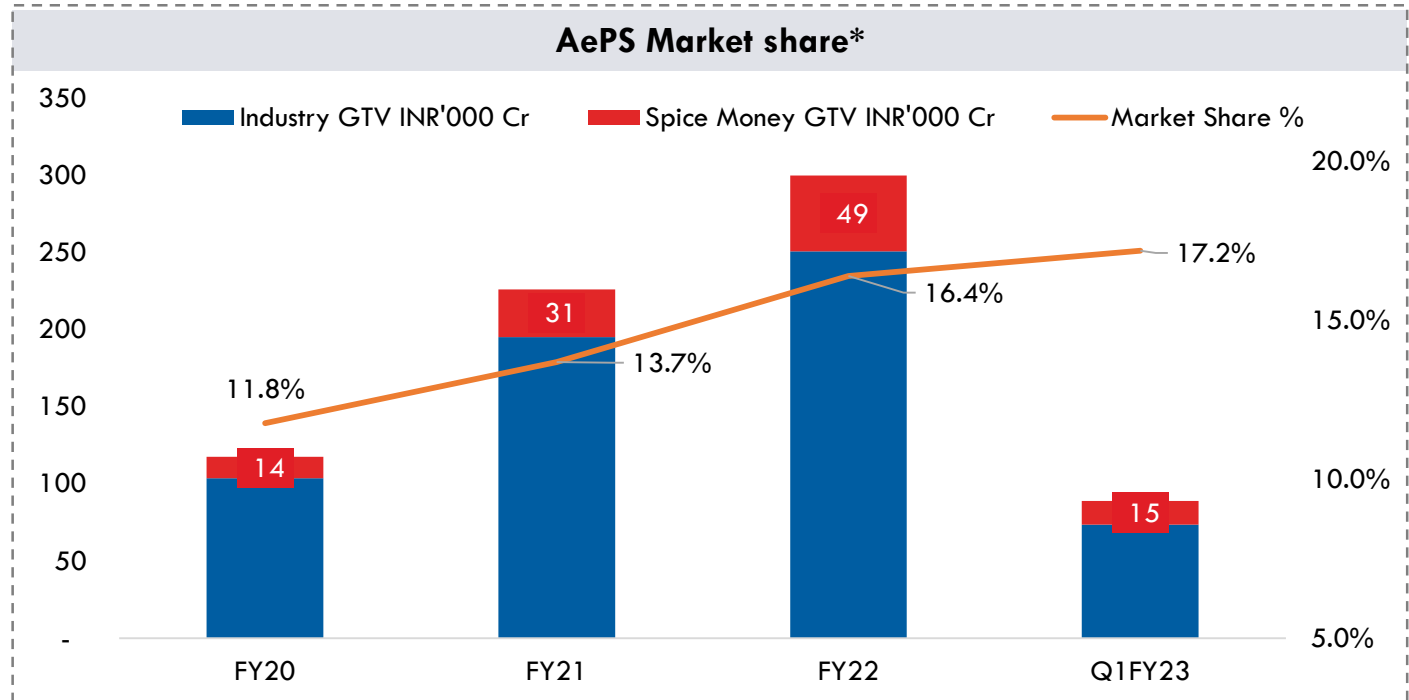
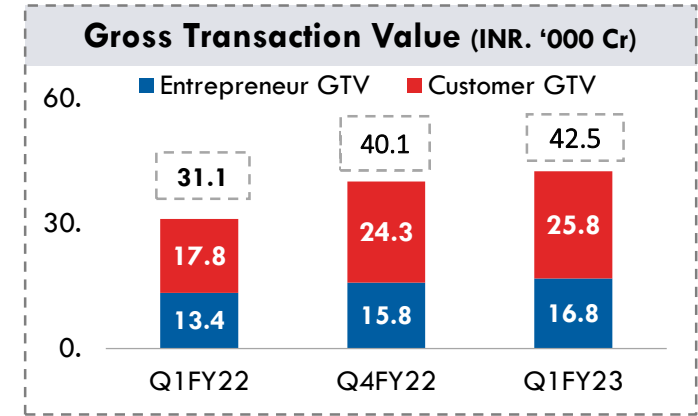
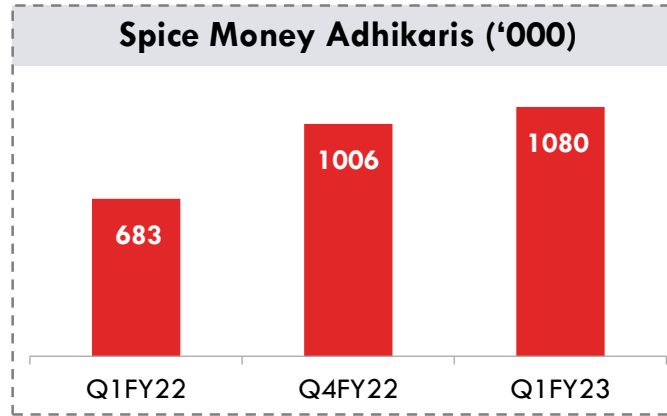
Customer GTV growth driven by expanding Adhikari network



Key service lines include Aadhaar-enabled Payment Services (AePS), Mobile ATM Services (m-ATM), Domestic Money Transfer (DMT) and Cash Management Services (CMS)



Offerings to diversify with planned launches in financial services, e-commerce, healthcare and govt services. Launched travel services on the Spice Money network, creating the initial opportunity in a new vertical.



Spice Money – Financial Highlights

Particulars (Rs. Crs)	FY20	FY21	FY22	FY20-FY22 CAGR	Q1FY22	Q4FY22	Q1FY23	Growth Q-o-Q	Growth Y-o-Y
Customer GTV (A)	22,155	46,178	83,513	94%	17,754	24,320	25,764	6%	45%
Revenue	250	578	858		202	239	251		
- Service Fees (B)	98	190	341	86%	69	101	103	3%	49%
- Airtime/ Subscription/Device	152	389	517		133	138	148		
Gross Margin	44	80	131		24	42	43		
- Service Fees (C)	28	66	118	107%	22	38	39	1%	77%
- Airtime/ Subscription/Device	16	15	13		2	4	4		
Indirect Cost	35	59	109		20	38	38		
EBITDA	9	21	22	60%	4	4	5	22%	35%
PBIT*	2	16	21		4	4	4		
Service Fee Revenue on Customer GTV (B/A)	0.44%	0.41%	0.41%		0.39%	0.41%	0.40%		
Service Fee GM on Customer GTV (C/A)	0.12%	0.14%	0.14%		0.12%	0.16%	0.15%		
Service Fee GM on Service Fee Revenue (C/B)	28%	35%	35%		32%	38%	38%		

Customer GTV growth at ~45% YoY, Service Fee Revenue growth at ~49% YoY, on the back of Adhikari growth and new products

Re-investing surplus gross margins in building network, organization and technology

EBITDA growth at 35% YoY driven by positive gross margins

*PBIT includes the interest income earned on prepaid balances

DiGiSPICE Technologies – Consolidated Financials Summary DiGiSPICE

Particulars (Rs. Crs)	FY20	FY21	FY22	CAGR (FY20-FY22)	Q1FY22	Q4FY22	Q1FY23	Q-o-Q	Y-o-Y
1. Revenue	407	712	990		228	277	263		
a.) Fintech Segment (Spice Money)	250	578	858	85%	202	239	251	5%	24%
b.) Other Segments	157	134	132		26	38	12		
2. Gross Margin	120	119	168		32	50	50		
a.) Fintech Segment (Spice Money)	44	80	131	73%	24	42	43	2%	82%
b.) Other Segments	76	39	37		8	8	6		
3. Indirect Costs	113	107	154		31	49	49		
a.) Fintech Segment (Spice Money)	35	59	109	77%	20	38	38	-	90%
b.) Other Segments	78	48	45		11	11	11		
4. EBITDA	7	12.6	14.5		0.8	0.9	0.5		
a.) Fintech Segment (Spice Money)	9	21	22	56%	4	4	5	22%	35%
b.) Other Segments	(2)	(8)	(8)		(3)	(3)	(5)		
5. PBIT	-54	12	13		-1	5	-3		
a.) Fintech Segment (Spice Money)	2	16	21		4	4	4		
b.) Other Segments	-56	-4	-7		-5	1	-6		
Spice Money Revenue to Total Revenue	61%	81%	87%		89%	86%	95%		
Spice Money GM to Total GM	37%	67%	78%		75%	84%	87%		

Management Team

Leading with expertise & experience



**Dilip
Modi**

Founder



**Sanjeev
Kumar**

Co-Founder
& CEO



**Rajneesh
Arora**

Co-Founder &
Chief Product &
Strategy Officer



**Sunil
Kapoor**

Director & CFO, Group
Finance Risk &
compliance Head



**Srivaths
Varadharajan**

COO - Tech,
Design & Data



**Sameer
Nagpal**

Chief Business
Officer



**Vishal
Jain**

Chief Business
Officer - Lending
Business



**Bishnu
Mohanty**

COO –
Travel Union



**Ajay
Desai**

COO –
Agri Business



**Atul
Tiwari**

Chief Human
Resource Officer



**Amit
Sharma**

Head - Care &
Customer Lifecycle



**Kuldeep
Pawar**

Chief Marketing
Officer

Thank You

DiGiSPICE

**For further queries
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