

Date: **1st August, 2023**

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: Investors presentation on the performance for the quarter ended 30th June, 2023

Dear Sir/Madam,

This is in continuation of the Company's letter dated 26th July, 2023, with regard to a conference call for Investors/ Analysts with senior management team, scheduled to be held on Tuesday, 1st August, 2023 at 4:00 P.M. (IST).

We are enclosing the presentation which may be used by the Company for the potential meeting with Analysts and Investors community and will also be made 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

Q1FY24 Investor Presentation



This presentation has been prepared by DiGiSPICE Technologies Limited (the “Company”) solely for your information and may not be distributed, reproduced, or redistributed or passed on directly or indirectly to any other person, whether within or outside your organization or firm, or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any persons of such change or changes. This presentation may contain certain forward-looking statements based on the currently held beliefs and assumptions of the management of the Company which are expressed in good faith and in their opinion, reasonable. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guaranteeing of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. Many factors could cause the actual results, performances, or achievements of the Company to be materially different from any future results, performances, or achievements. Significant factors that could make a difference to the Company’s operations include, but are not reasonable to, domestic and international economic conditions, changes in government regulations, tax regime and other statutes. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company. This presentation contains certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian GAAP, and should not be considered an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian GAAP or an alternative to cash flow from operations as a measure of liquidity of the Company. In no event shall the Company be responsible to any person or entity for any loss or damage, whether direct, indirect, incidental, consequential or otherwise, arising out of access or use or dissemination of information contained in this presentation, including, but not limited to, loss of profits. No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its advisors and representative and any of its or their affiliates, officers, directors, employees or agents, and anyone acting on behalf of such persons accepts any responsibility or liability whatsoever, in negligence or otherwise, arising directly or indirectly from this presentation or its contents or otherwise arising in connection therewith. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent analysis as you may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice and past performance is not indicative of future results. By attending this presentation, you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company’s business. This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force) or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended. This presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer, or solicitation of an offer to purchase or subscribe, for securities for sale. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. None of the Company’s securities may be offered or sold in the United States without registration under the U.S. Securities Act of 1933, as amended, except pursuant to an exemption from registration there from. By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in Delhi, and no other courts, shall have jurisdiction over the same.

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

Table of Contents



1	Spice Money: Business Model
2	Spice Money: Key Business Update
3	Spice Money: Services Update
4	Spice Money: Financial Highlights
5	Consolidated Financial Highlights

Building on digital stacks to solve for lack of access in Rural India DiGiSPICE

Internet	Internet penetration in Rural : 336 million users
JAM	46 crore Jan Dhan Bank Accounts, 130 cr Aadhaar penetration
AePS	Democratizing banking. 34 Cr annual users
UPI	Instant digital payments
BBPS	Bharat Bill Pay – democratizing bill payments
UMANG	Government to citizen services



Democratizing commerce	ONDC
Democratizing credit	OCEN
Account Aggregator - leveraging power of data	AA
Udyam Adhaar	UA
Digital Health ID	ABHA

Democratizing financial & digital services for the underserved

Current Business Model : Enabling banking in deep rural

DiGiSPICE

Service Partners



Entrepreneurs empowered by
Spice Money Adhikari App



Rural Consumers

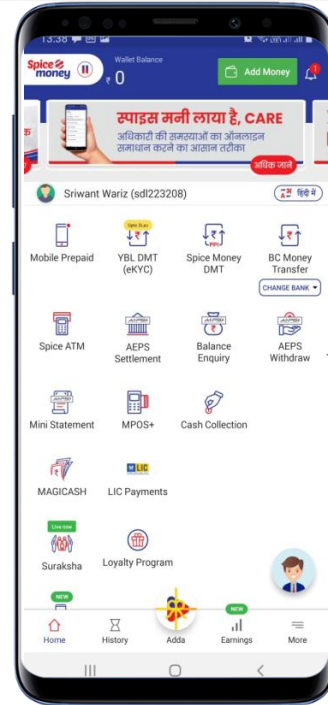


Core Services

- 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



Migrant Workers

Govt Employees

Rural Merchants

Rural Artisans

Young Rural Entrepreneurs



Win for Service Partners

- Access to Rural Customers
- Reduced Cost of Delivery



Win for Entrepreneurs

- Primary Livelihood
- Additional Income Source



Win for Rural Consumers

- Next-door Access to Financial/Digital Services

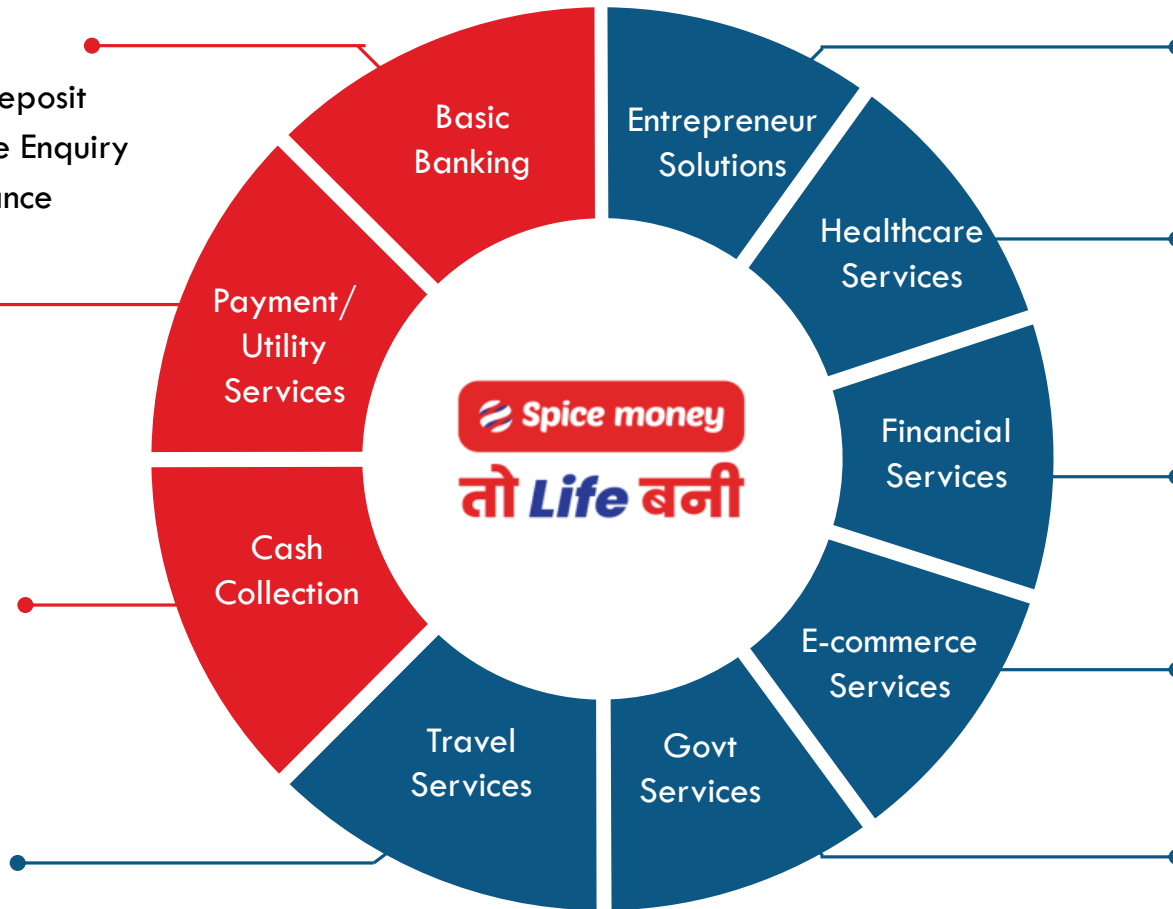
Building the Super App for Bharat

Core Business Lines

New Business Lines

- m-ATM
- Cash Withdrawal
- Digital Payment
- Bill Payment
- Mobile/DTH Recharge
- e-PAN Services
- Loan/ EMI collection
- Enterprise Cash Management
- Railway/ Bus/Flight Ticketing
- Tour Packages
- Hotel Booking

- CASA
- Cash Deposit
- Balance Enquiry
- Remittance

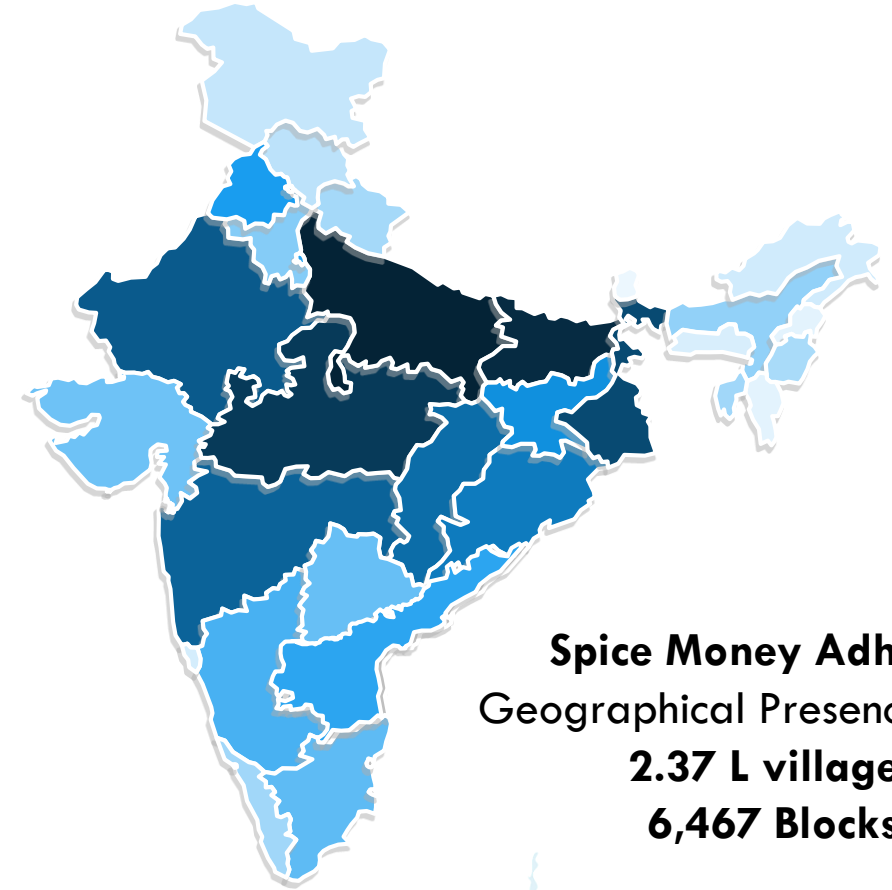
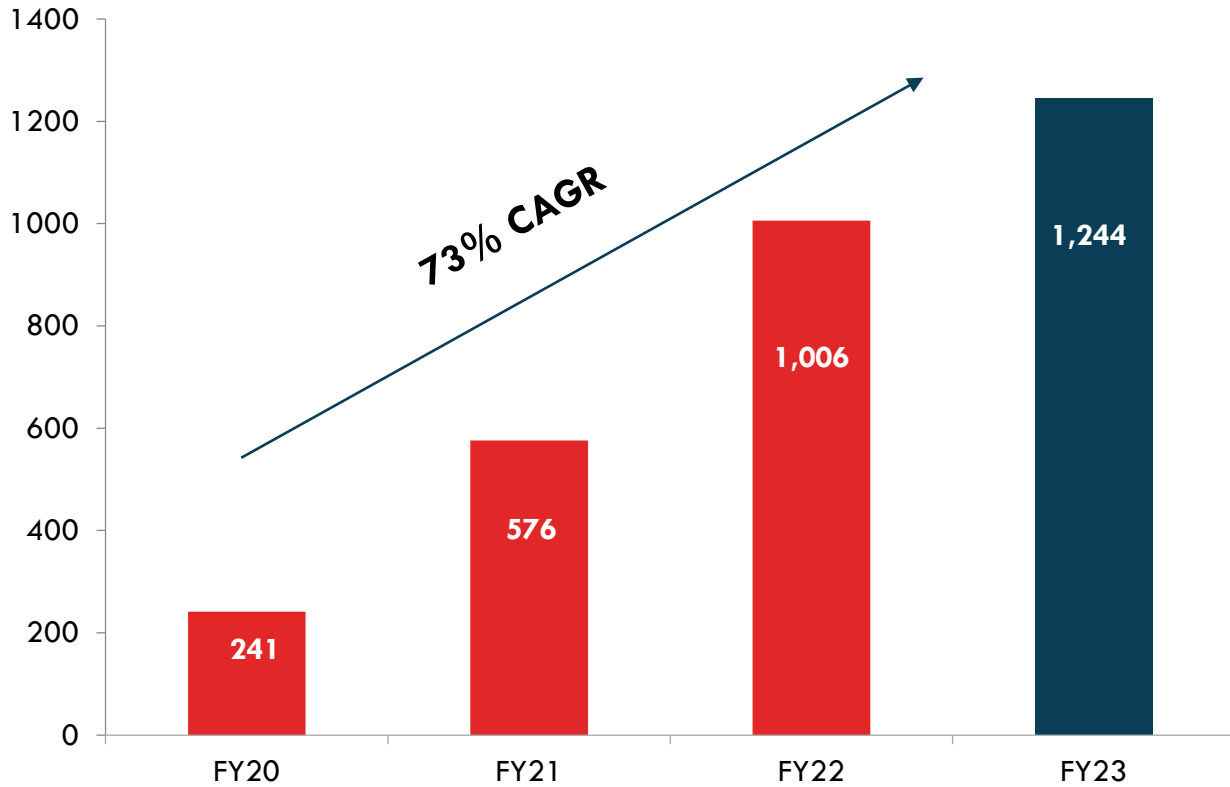


- Digital payments
- CRM
- Khata
- E-Pharmacy
- Diagnostics
- Telemedicine
- Savings
- Investments
- Insurance
- Credit
- ONDC B2B & B2C Buyer & Seller Apps
- G2C Services – UMANG

Tech & Data Enabled Platform Leveraging Adhikari Network

Spice Money Adhikari - Growing Network

Spice Money Adhikaris ('000)



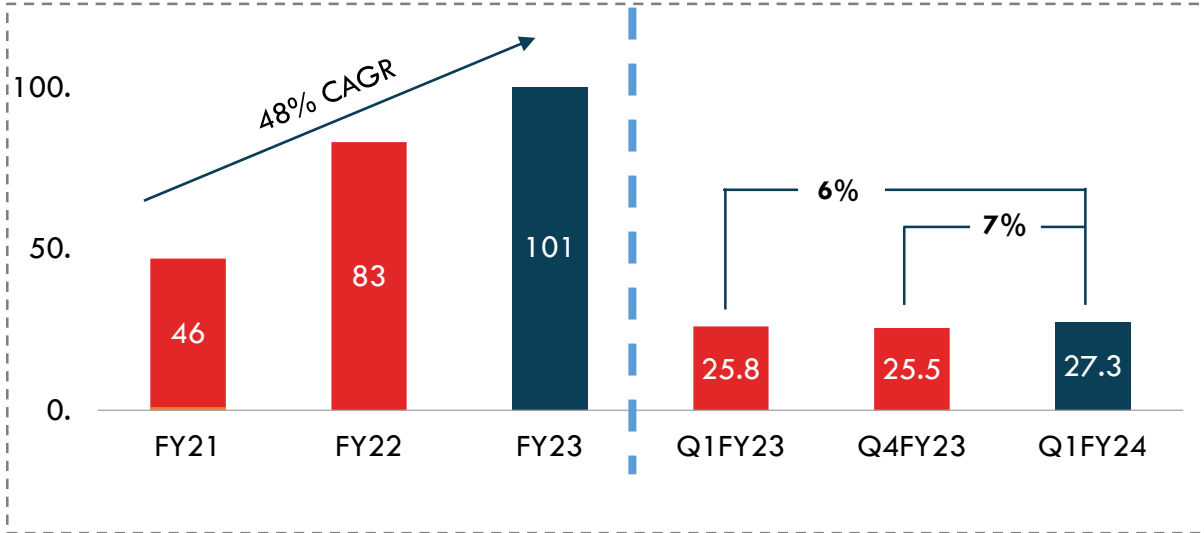
Spice Money Adhikari
Geographical Presence Across:
2.37 L villages
6,467 Blocks

Strong presence

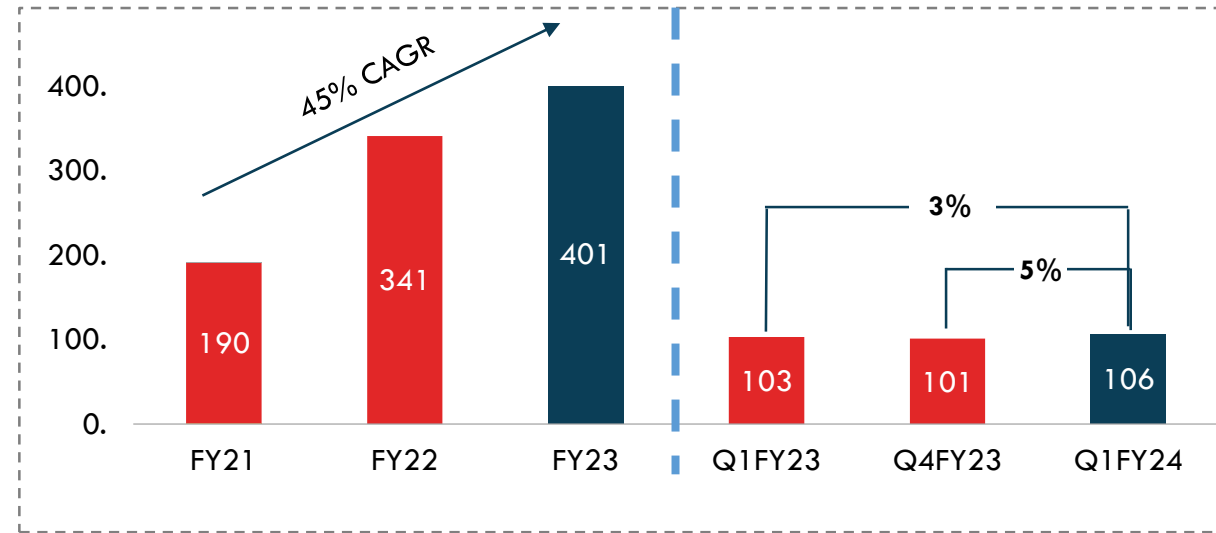
Growing opportunity

Spice Money – Key Business Update

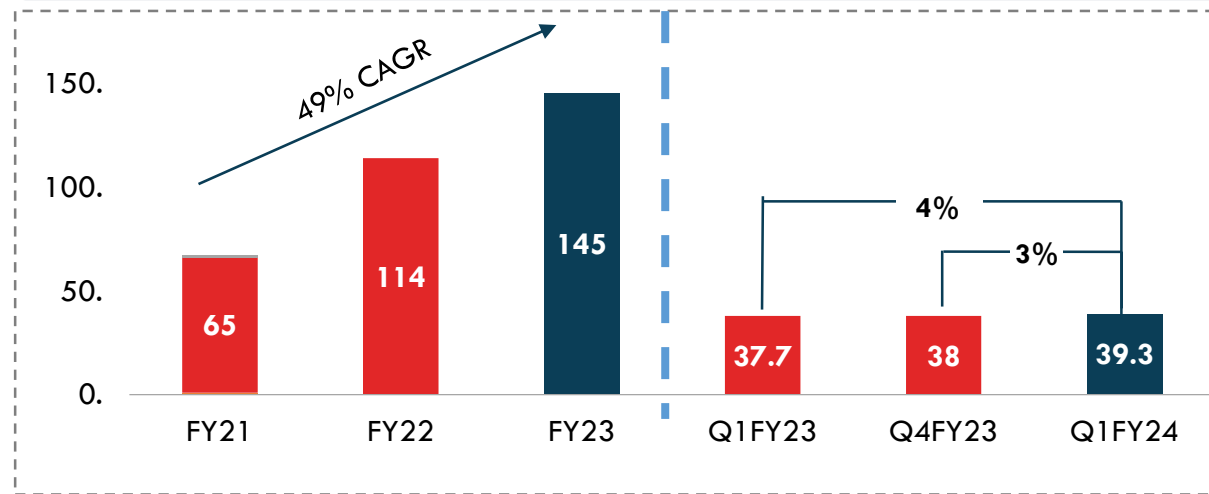
Customer Gross Transaction Value (INR. '000 Cr)



Spice Money Service Fee Revenue (INR Cr)



Spice Money Service Fee GM (INR Cr)



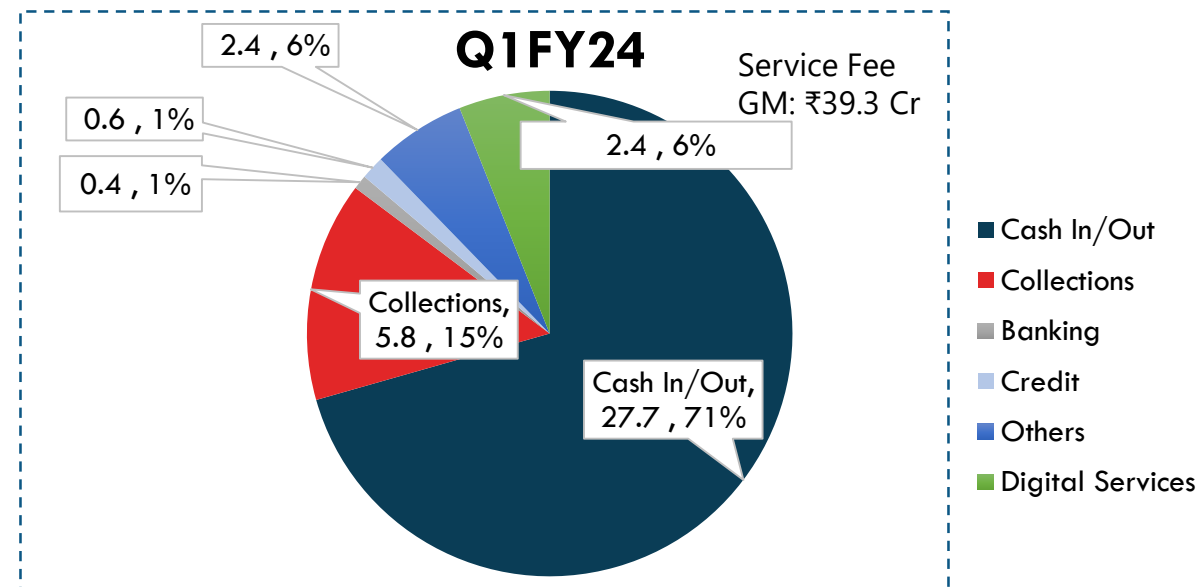
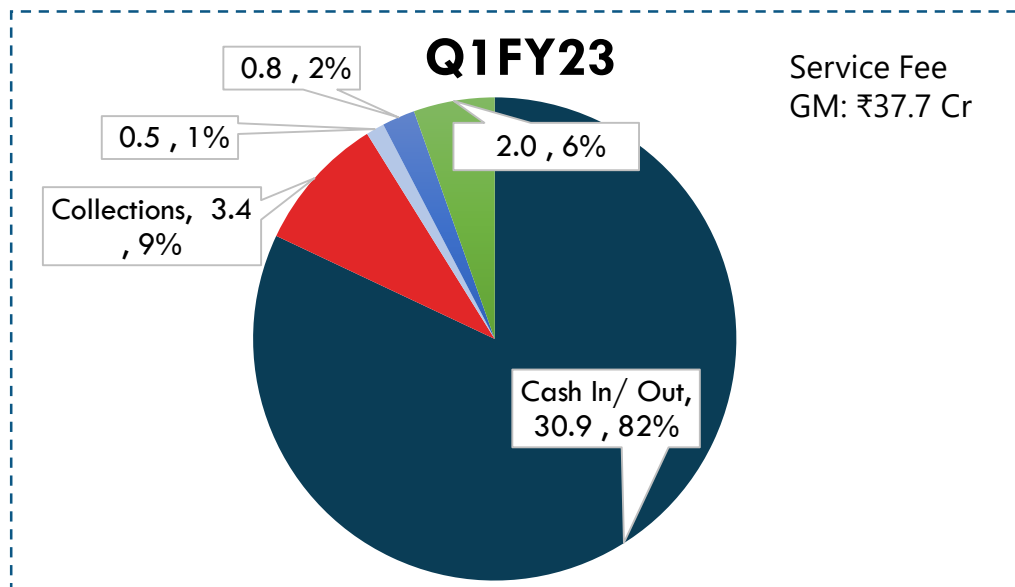
*All numbers are rounded off and growth percentages are calculated on absolute numbers



तो Life बनी

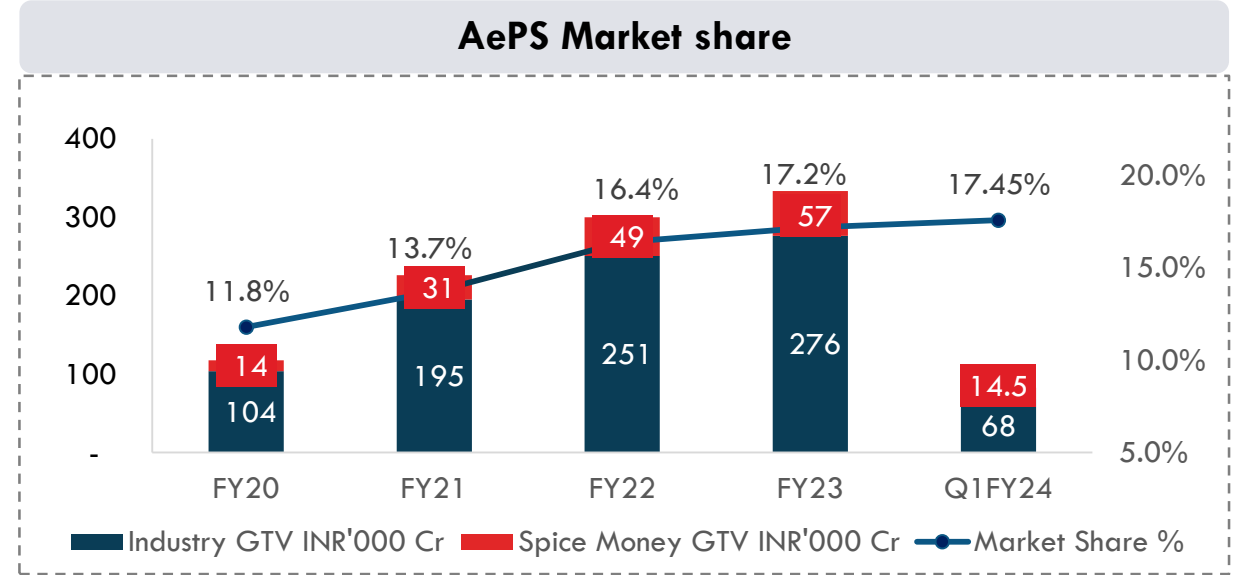
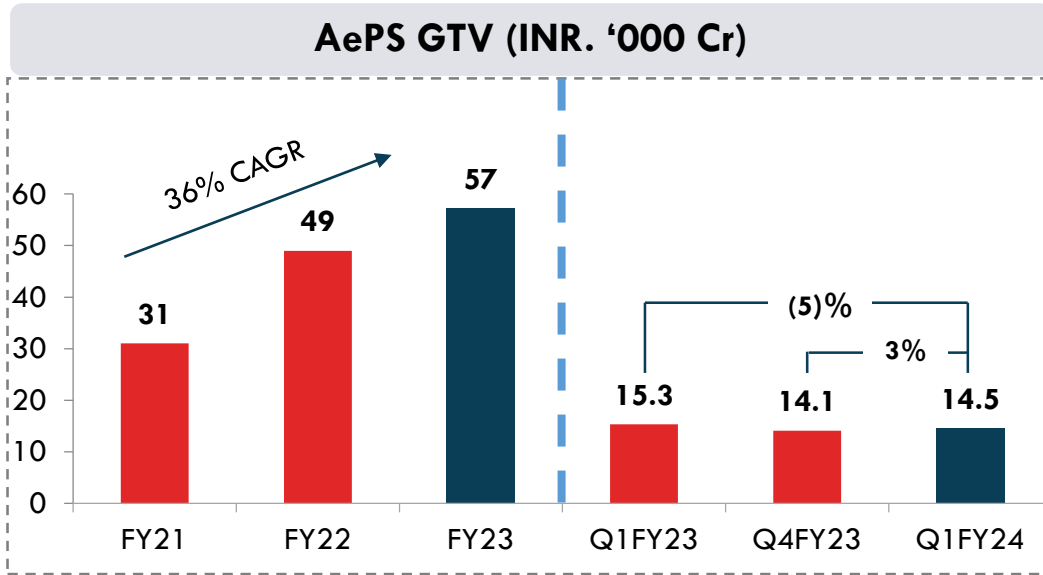
Continuing Growth Momentum every Quarter

Portfolio Diversification - Cash-out to Multi-product business



- At a higher gross margin the Cash in/out contribution has reduced from 82% to 71%.
- **Collections** GM has increased from 3.4 Cr in Q1FY23 to 5.8 Cr in Q1FY24 and is now contributing **15%** to the overall GM.
- **Credit** GM Contribution is **1%** to the overall GM and is expected to significantly increase with the full-fledged go-live of Grahak Marketplace.
- **Banking** is now contributing **1%** of the GM and is expected to grow with addition of other savings products.

Spice Money – Key Services Update- AEPS

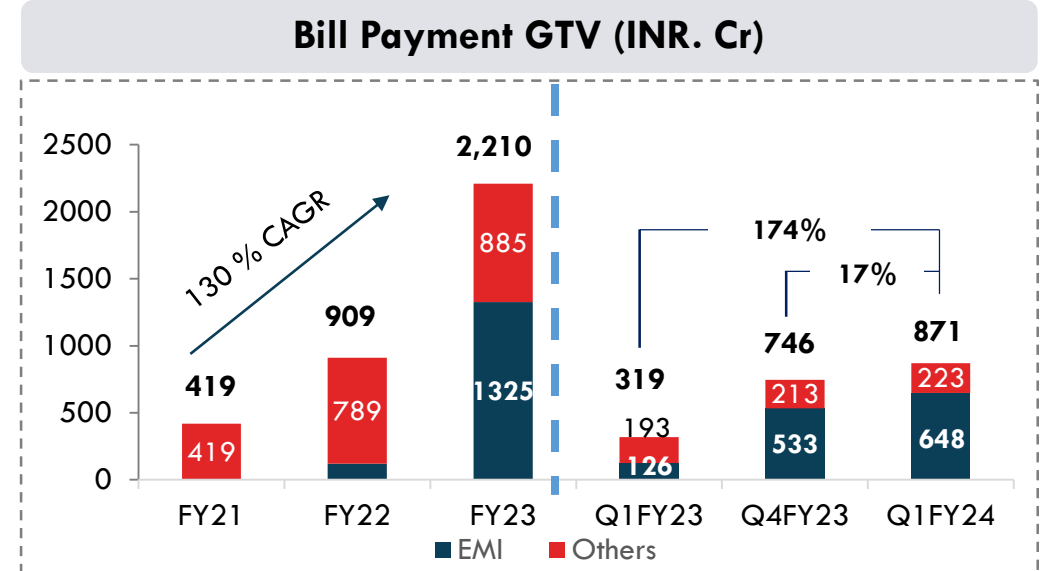
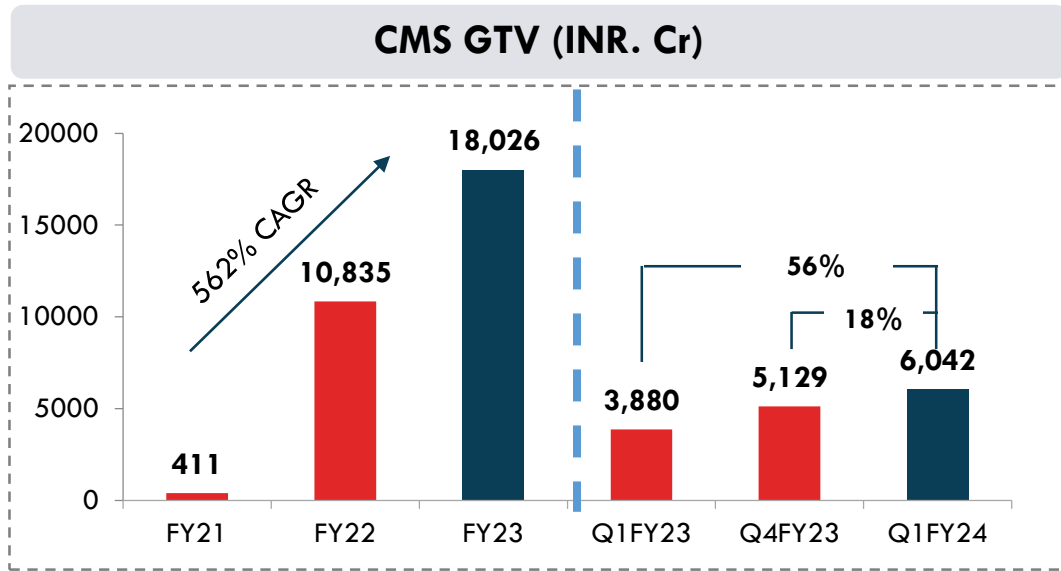


*AePS OFF-US value market share

AePS- Consolidating OFF – US Market Leadership

- While the **overall AePS Market has been stagnating**, Spice Money has been focused on **improving its market share** through
 - **Spice Preferred Plans** – bundled offers driving Adhikari stickiness
 - Focus on **target districts** (high AePS potential where Spice Money market share is lower than national average)
 - **Strengthening distribution base**

Spice Money – Key Services Update- Collections



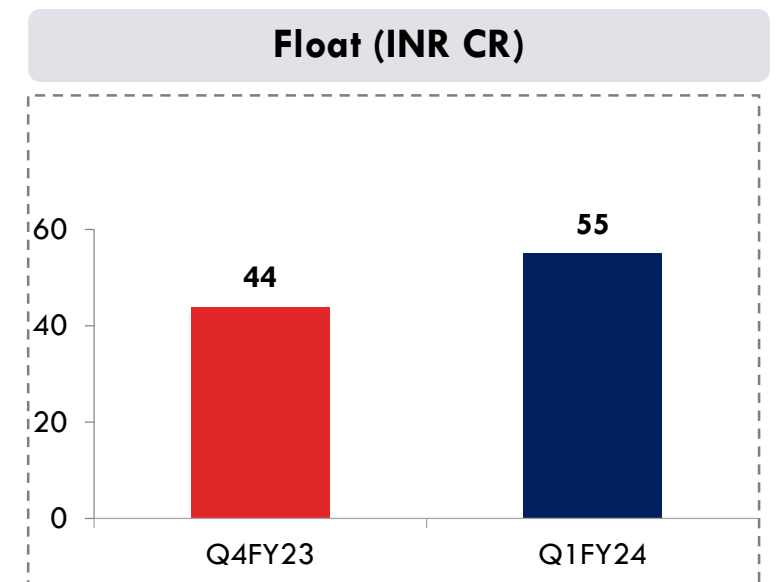
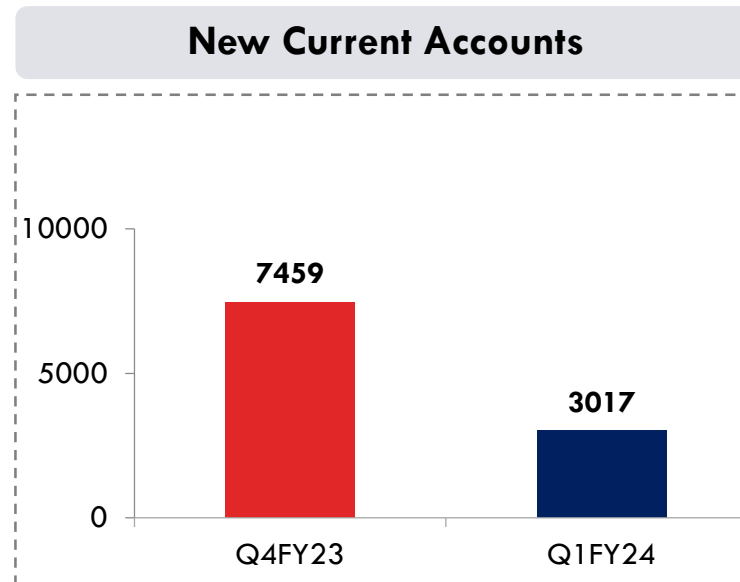
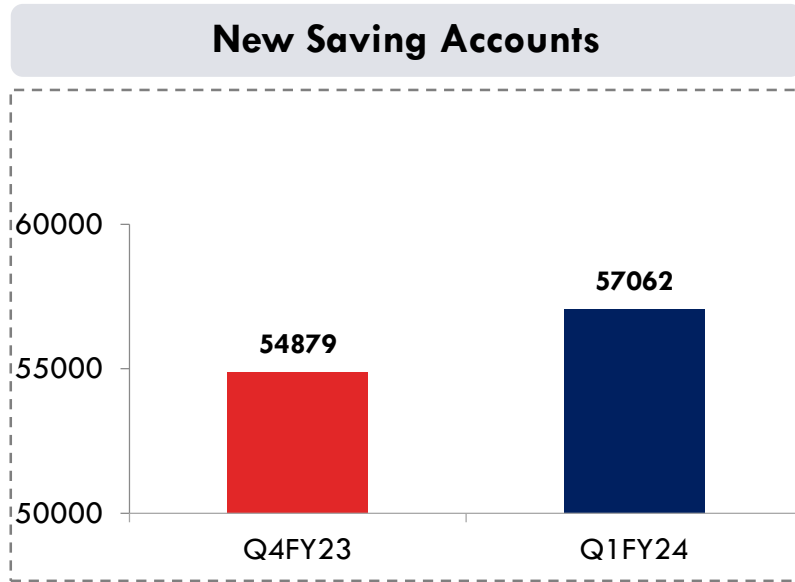
Collections- Consistent Growth in CMS and BBPS Loan Payments

- Collections has been **growing at double digits** over the past quarters
 - Serving **60 CMS partners** on our network
 - Customers of **136 partners** paid loan EMI at Adhikari outlets in Q1
- **Industry trend** of clients moving to **BBPS for collections**

	Q1 FY23	Q4 FY23	Q1 FY24
# Txng Adhikaris-BBPS EMI	12,546	36,297	38,042

Market Size Estimate (₹ Cr)	FY23	FY25	FY27
CMS (MFI only, non-digital repayments)	1,55,526	1,90,364	2,25,749
BBPS - EMI (Assisted)	5,786	19,440	40,435

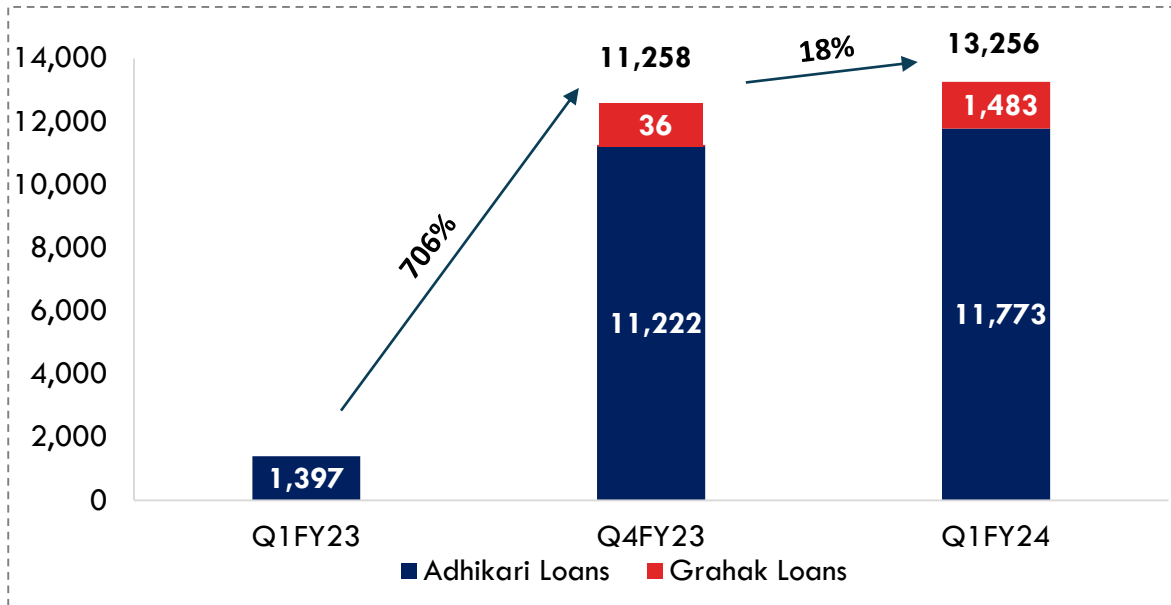
Spice Money – Key Services Update- CASA



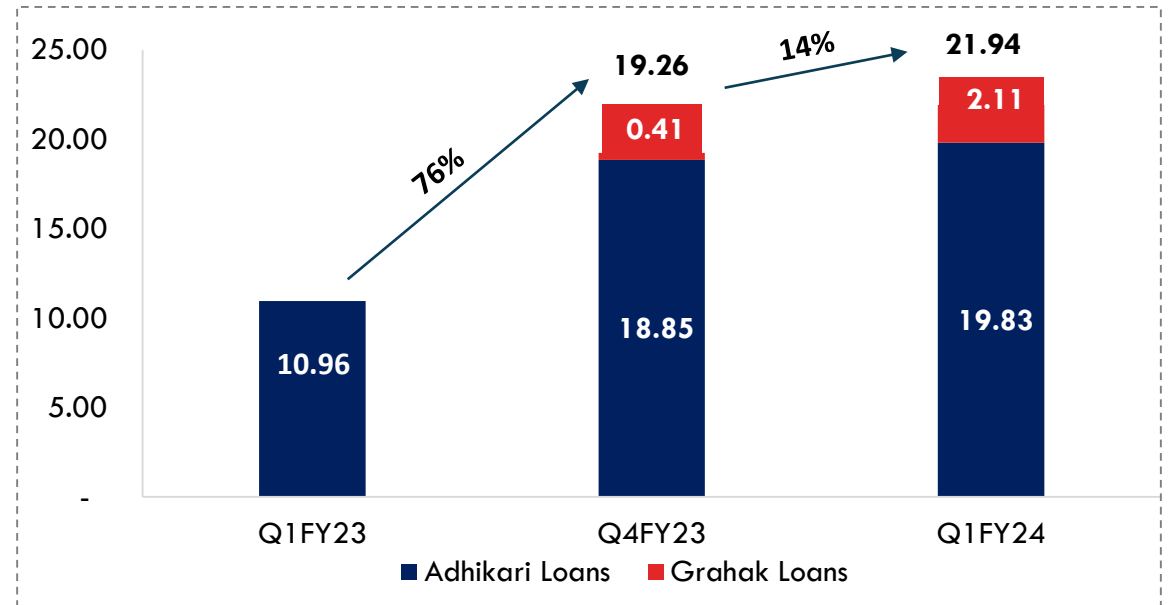
- CASA live with **26K+ Adhikaris** (2% of total Adhikari base)
- **CASA launch with leading payments bank in the pipeline**

Spice Money – Key Services Update- Credit

No of Adhikari & Grahak Loans



Value of Adhikari & Grahak Loans (INR Cr)



- Total credit disbursements has grown 100% y-o-y
- Apart from Adhikari credit, **Grahak credit** has been growing consistently with the beta launch of Grahak Marketplace
- **BNPL QR PoC** initiated
- Currently, **6 lending partners** are live and integrations with **more** are in progress.

Spice Money – Financial Highlights

Particulars (Rs. Crs)	FY20	FY21	FY22	FY23	FY20-FY23	Growth	Q1FY23	Q4FY23	Q1FY24	Growth	Growth
					CAGR	Y-o-Y				Q-o-Q	Y-o-Y
Customer GTV (A)	22,155	46,178	83,513	100,602	66%	20%	25,764	25,505	27,321	7%	6%
Revenue	250	578	858	949			251	228	234		
- Service Fees (B)	98	190	341	401	60%	18%	103	101	106	5%	3%
- Airtime/ Subscription/Device*	152	388	518	548			148	128	128		
Gross Margin	44	79	127	165			42	42	41		
- Service Fees (C)	28	65	114	145	74%	27%	38	38	39	3%	4%
- Airtime/ Subscription/Device *	17	14	13	19			5	4	2		
Indirect Cost	35	59	105	154			37	37	39		
EBITDA	8.7	20.6	22.5	10.3			5.1	5.0	2.6		
Depreciation *	8.2	10.3	11.6	20.1			4.0	6.2	0.5		
EBIT (incl. interest income)	1.8	16.1	20.8	3.4			3.9	2.3	6.7		
Service Fee Revenue on Customer GTV (B/A)	0.44%	0.41%	0.41%	0.40%			0.40%	0.39%	0.39%		
Service Fee GM on Customer GTV (C/A)	0.12%	0.14%	0.14%	0.14%			0.15%	0.15%	0.14%		
Service Fee GM on Service Fee Revenue (C/B)	28%	34%	34%	36%			37%	38%	37%		

* W.e.f from 1st April, the Company started booking devices under sale & purchase model (net margin) and discontinued upfront booking of revenue & capitalization of devices.

Accordingly, GM & EBITDA on devices was higher by Rs.2.08 Crs in Q4 'FY-23 & Rs.2.71 Crs in Q1' FY-23. Thus, depreciation has decreased in Q1'24 vis-à-vis Q4'23 & Q1'23.

EBITDA & EBIT is without considering strategic consultant cost for FY'23 & Q4-FY'23 both amounting to Rs. 1.53 Crs. each & Q1-FY'24 of Rs. 6.12 Crs. which is not recurring in nature.

All numbers are rounded off and growth percentages are calculated on absolute numbers

Consolidated Financials Summary

Particulars (Rs. Crs)	FY23	Q1FY23	Q4FY23	Q1FY24	Growth	Growth
					Q-o-Q	Y-o-Y
1. Revenue	949	251	228	234		
a.) Spice Money	949	251	228	234	2%	-7%
b.) Others	-	-	-	-		
2. Gross Margin	166	43	43	41		
a.) Spice Money *	165	42	43	41	-3%	-2%
b.) Others	1	0	0	0		
3. Indirect Costs	185	43	47	42		
a.) Spice Money	176	41	44	40	-10%	-4%
b.) Others	9	2	3	2		
4. EBITDA	4	4	3	1		
a.) Spice Money *	10	5	5	3		
b.) Others	-7	-1	-2	-2		
5. EBIT	5	5	3	8		
a.) Spice Money	3	4	2	7		
b.) Others	2	1	1	1		

Comments

The Board of directors of DiGiSpice Technologies Limited, in its meeting held on 7th April 2023 has approved, in principle, to exit Digital Technology Services Business (Other segment). Hence, the discontinued operations summary has been shown in the subsequent slide.

W.e.f from 1st Apr, the Company started booking devices under sale & purchase model (net margin) and discontinued upfront booking of revenue & capitalization of devices. Accordingly, the GM & EBITDA on devices was higher by Rs.2.08 Crs in Q4 'FY-23 & Rs.2.71 Crs in Q1' FY-23. Thus, depreciation has decreased in Q1'24 vis-à-vis Q4'23 & Q1'23.

Discontinued operations Summary

Particulars (Rs. Crs)	FY23	Q1FY23	Q4FY23	Q1FY24
Total Income	67	13	30	11
Total Expenses	87	18	26	13
Operating profit	-21	-6	4	-1
Exceptional Item*	0	0	0	6
Profit/(loss) before tax during the periods	-21	-6	4	-8
Tax Expense**	4	0	2	14
Profit/(loss) after tax during the periods	-25	-6	2	-21

*Exceptional item includes Rs. 5.14 Crs. of goodwill impairment & Rs. 1.35 Crs. of loss on disposal of subsidiary.

**Tax expense in Q1-FY'24 includes Rs.13.43 Crs. Deferred tax assets write off.

Thank You

DiGiSPICE

For further queries
please contact:

Aashvi Shah
Adfactors PR



+91 98210 43389



Aashvi.shah@adfactorspr.com