



November 05, 2024

To

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai – 400051

BSE Limited
Department of Corporate Services/ Listing
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400001

SYMBOL: POLICYBZR

SCRIP CODE: 543390

Sub.: Outcome of the Board Meeting held on Tuesday, November 05, 2024 - Financial Results for the quarter and half year ended September 30, 2024

Dear Sir/Madam,

In furtherance to our earlier communication dated October 15, 2024 and pursuant to the provisions of Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“**Listing Regulations**”), we wish to inform you that the Board of Directors of the Company at its meeting held today i.e. Tuesday, November 05, 2024, which was commenced at 04:00 P.M. (IST) and concluded at 08.10 P.M. (IST), *inter-alia*, considered and approved the following business(es):

- (i) Un-audited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2024 alongwith limited review reports of the Auditors thereon (“**Results**”) as enclosed herewith. The said results are being uploaded on the website of the Company at www.pbfintech.in pursuant to Regulation 46 of the Listing Regulations;

The extracts of Un-audited Standalone and Consolidated Financial Results will be published in the Newspapers in terms of Regulation 47 of the Listing Regulations;

- (ii) Earning release dated November 05, 2024, on the Results as enclosed herewith;
- (iii) Press Release titled as “**Online Insurance New Premium grew 61% YoY led by new Health & Life Insurance at 69% 44% Revenue growth, PAT improved by ₹72 Cr to a profit of ₹51 Cr**” is enclosed herewith;

The abovesaid disclosure will also be hosted on the website of the Company at www.pbfintech.in.

You are requested to kindly take the same in your records.

Thanking you

Yours Sincerely
For PB Fintech Limited

Bhasker Joshi
Company Secretary and Compliance Officer

Encl.: A/a

policybazaar^{com}

paisabazaar^{com}

QuickFIXcars

doc:
prime

PB FINTECH LIMITED

Registered Office Address : Plot No. 119, Sector-44, Gurugram-122001 (Haryana)

Telephone No. : 0124-4562900, Fax : 0124-4562902 E-mail : enquiry@policybazaar.com

Website : www.pbfintech.in CIN : L51909HR2008PLC037998

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of PB Fintech Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of PB Fintech Limited ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group') and its associates (refer Annexure 1 for the list of subsidiaries and associates included in the Statement) for the quarter ended September 30, 2024 and the consolidated year to date results for the period April 01, 2024 to September 30, 2024 being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations').
2. This Statement, which is the responsibility of the Holding Company's management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the Listing Regulation, to the extent applicable.



Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (cont'd)

4. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. We draw attention to Note 10 to the Statement, regarding management assessment with respect to inspections of the books of accounts and records of Policybazaar Insurance Brokers Private Limited (a wholly owned subsidiary of the Holding or "Policybazaar"), carried out by the Insurance Regulatory and Development Authority of India ("IRDAI") to examine compliance with relevant laws and regulations for various financial years and submission of management responses in respect of the inspection reports issued by IRDAI. In view of the management, the above matters are not likely to have a material impact on the continuing operations of Policybazaar and these consolidated financial results. Our conclusion is not modified in respect of this matter.
6. We did not review the interim financial results of 3 subsidiaries included in the Statement, whose financial information reflects total assets of ₹ 3,822 lacs as at September 30, 2024, total revenues of ₹ Nil and ₹ Nil lacs, total net profit/(loss) after tax of ₹ 9 lacs and ₹ (47) lacs and total comprehensive income/(loss) of ₹ 9 lacs and ₹ (57) lacs for the quarter and year-to-date period ended on September 30, 2024 respectively, and cash flows (net) of ₹ (19) lacs for the period ended September 30, 2024, as considered in the Statement. Also, we did not review the consolidated interim financial results of 4 subsidiaries included in the statement, whose financial information reflects total assets of ₹ 34,602 lacs as at September 30, 2024, total revenues of ₹ 8,219 lacs and ₹ 14,304 lacs, total net (loss)/profit after tax of ₹ (1,221) lacs and ₹ 3,988 lacs and total comprehensive (loss)/income of ₹ (1,199) lacs and ₹ 4,012 lacs for the quarter and year-to-date period ended on September 30, 2024 respectively, and cash flows (net) of ₹ (362) lacs for the period ended September 30, 2024, as considered in the Statement. These interim financial results have been reviewed by other auditors whose review reports have been furnished to us by the management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the review reports of such other auditors and the procedures performed by us as stated in paragraph 3 above.

However, of these subsidiaries, 2 subsidiary's consolidated interim financial results includes total assets of ₹ 139 lacs as at September 30, 2024, total revenues of ₹ 0 lacs and ₹ 6 lacs, total net loss after tax of ₹ 41 lacs and ₹ 41 lacs and total comprehensive loss of ₹ 41 lacs and ₹ 41 lacs for the quarter and year-to-date period ended on September 30, 2024 respectively, and cash flows (net) of ₹ 1 lacs for the period ended September 30, 2024, in respect of 2 subsidiaries based on their interim financial results, which have not been reviewed by its auditors. These interim financial results have been furnished to subsidiary's auditor by its management. According to the information and explanations given to us by the management, these interim financial results are not material to the Group.

Further, of these subsidiaries, 4 subsidiaries (including 3 step-down subsidiaries) are located outside India, whose interim financial results have been prepared in accordance with group accounting principles and which have been reviewed by other auditors under Indian Standards on Auditing.

Our conclusion is not modified in respect of this matter with respect to our reliance on the work done by and the reports of the other auditors.

7. The Statement includes the interim financial results of 1 subsidiary which has not been reviewed by its auditor, whose interim financial results reflect total assets of ₹ 16 lacs as at September 30, 2024, total



Walker ChandioK &Co LLP

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (cont'd)

revenue of ₹ Nil and ₹ Nil, net loss after tax of ₹ 0 lacs and ₹ 0 lacs and total comprehensive loss of ₹ 0 lacs and ₹ 0 lacs for the quarter and year-to-date period ended on September 30, 2024 respectively, and cash flows (net) of ₹ 0 lacs for the period ended September 30, 2024, as considered in the Statement, and has been furnished to us by the Holding Company's management. Our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this subsidiary, are based solely on such unreviewed financial results. According to the information and explanations given to us by the management, these interim financial results are not material to the Group.

Our conclusion is not modified in respect of this matter with respect to our reliance on the financial results certified by the Board of Directors.

For Walker ChandioK & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013



Ankit Mehra

Partner

Membership No. 507429

UDIN: 24507429BKCKPY6500



Place: Gurugram

Date: November 05, 2024

Walker Chandio & Co LLP

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (cont'd)

Annexure 1

List of entities included in the Statement

Subsidiaries/ step down subsidiaries:

1. Policybazaar Insurance Brokers Private Limited
2. Paisabazaar Marketing and Consulting Private Limited
3. Icall Support Services Private Limited
4. Accurex Marketing and Consulting Private Limited
5. PB Marketing and Consulting Private Limited
6. Docprime Technologies Private Limited
7. PB Financial Account Aggregator Private Limited
8. Myloancare Ventures Private Limited
9. PB Pay Private Limited (from April 09, 2024)
10. PB Fintech FZ-LLC
11. Visit Internet Services Private Limited (Indirect) (till May 16, 2024)
12. ZPHIN Computer Systems and Software Designing - Sole Proprietorship LLC (Indirect)
13. MLC Finotech Private Limited (Indirect)
14. Genesis Group Limited (Indirect) (from May 17, 2024)
15. Policybazaar Middle East Insurance Brokers LLC (Erstwhile, Genesis Insurance Brokers LLC) (Indirect) (from May 17, 2024)

Associates:

1. Visit Health Private Limited (Indirect) (till May 16, 2024)
2. YKNP Marketing Management LLC (Indirect)



PB FINTECH LIMITED
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN:L51909HR2008PLC037998
CONSOLIDATED STATEMENT OF UNAUDITED ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2024

Particulars	(₹ in Lakhs)	
	As at September 30, 2024	As at March 31, 2024
	(Unaudited)	(Audited)
Assets		
Non-current assets		
Property, plant and equipment	11,308	9,116
Right of use assets	30,214	22,420
Intangible assets	488	555
Intangible assets under development	57	-
Goodwill	138	3,771
Financial assets		
- Investments	158,347	93,492
- Loans for financial activities	202	508
- Other financial assets	50,674	29,130
Income tax assets (net)	30,707	31,577
Other non-current assets	434	36
Total non-current assets (A)	282,569	190,605
Current assets		
Financial assets		
- Investments	41,511	42,355
- Trade receivables	80,159	65,052
- Cash and cash equivalents	19,893	32,486
- Bank balances other than cash and cash equivalents	11,950	41,011
- Loans	82	71
- Loans for financial activities	387	465
- Other financial assets	269,818	295,741
Other current assets	8,969	5,065
Total current assets (B)	432,769	482,246
Total assets (A+B)	715,338	672,851
Equity and Liabilities		
Equity		
Equity share capital	9,123	9,024
Other equity	601,606	578,079
Non-controlling interest	555	544
Total equity (C)	611,284	587,647
Liabilities		
Non-current liabilities		
Financial liabilities		
- Lease liabilities	28,865	21,408
Provisions	3,693	3,479
Total non-current liabilities (D)	32,558	24,887
Current liabilities		
Financial liabilities		
- Lease liabilities	4,591	3,925
- Trade payables		
(a) total outstanding dues of micro and small enterprises	1,684	1,670
(b) total outstanding dues other than (a) above	35,337	28,436
- Other financial liabilities	15,438	14,115
Provisions	7,651	4,131
Other current liabilities	6,795	8,040
Total current liabilities (E)	71,496	60,317
Total equity and liabilities (C+D+E)	715,338	672,851

See accompanying notes to the consolidated unaudited financial results
* "0" represents values below ₹ 0.50 lakhs following rounding off norms



PB FINTECH LIMITED
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN:L51909HR2008PLC037998
CONSOLIDATED STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2024

(₹ in Lakhs)

Particulars	Quarter ended			Half year ended		Year ended
	September 30, 2024	June 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023	March 31, 2024
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
I Income						
Revenue from operations	116,723	101,049	81,163	217,772	147,722	343,768
Other income	10,600	10,026	9,749	20,626	18,865	38,057
Total income (I)	127,323	111,075	90,912	238,398	166,587	381,825
II Expenses						
Employee benefit expense	50,757	45,546	42,284	96,303	80,674	164,412
Finance costs	898	637	718	1,535	1,345	2,646
Depreciation and amortisation expense	2,939	2,502	2,232	5,441	4,184	8,872
Advertising and promotion expenses	27,800	24,527	24,736	52,327	44,621	89,901
Network and internet expenses	3,422	3,154	3,004	6,576	5,688	11,478
Other expenses	35,523	31,747	20,048	67,270	33,357	96,603
Total expenses (II)	121,339	108,113	93,022	229,452	169,869	373,912
III Profit/(loss) before share of profit/(loss) of associates, exceptional items and tax (I-II)	5,984	2,962	(2,110)	8,946	(3,282)	7,913
IV Share of profit/(loss) of associates	41	13	(33)	54	(19)	(202)
V Profit/(loss) before exceptional items and tax (III+IV)	6,025	2,975	(2,143)	9,000	(3,301)	7,711
VI Exceptional items- gain (refer note 7)	-	4,105	-	4,105	-	-
VII Profit/(loss) before tax (V+VI)	6,025	7,080	(2,143)	13,105	(3,301)	7,711
VIII Income tax expense:						
Current tax	927	1,082	(32)	2,009	-	1,270
Total income tax expense (VIII)	927	1,082	(32)	2,009	-	1,270
IX Profit/(loss) for the period/year (VII-VIII)	5,098	5,998	(2,111)	11,096	(3,301)	6,441
X Other comprehensive income/(loss)						
Items that may be reclassified to profit or loss						
- Exchange differences on translation of foreign operations [gain/(loss)]	19	(0)	20	19	12	(11)
- Changes in the fair value of debt instruments measured at FVOCI	-	-	(1)	-	(1)	(7)
Items that will not be reclassified to profit or loss						
- Remeasurement of post employment benefit obligations [gain/(loss)]	69	(414)	105	(345)	(112)	(317)
Total other comprehensive income/(loss), net of income tax for the period/year (X)	88	(414)	124	(326)	(101)	(335)
XI Total comprehensive income/(loss) for the period/year (IX+X)	5,186	5,584	(1,987)	10,770	(3,402)	6,106
Profit/(loss) is attributable to:						
Owners of PB Fintech Limited	5,067	6,018	(2,025)	11,085	(3,166)	6,698
Non-controlling interests	31	(20)	(86)	11	(135)	(257)
Other Comprehensive income/(loss) is attributable to:						
Owners of PB Fintech Limited	88	(414)	125	(326)	(100)	(330)
Non-controlling interests	(0)	-	(1)	(0)	(1)	(5)
Total comprehensive income/(loss) is attributable to:						
Owners of PB Fintech Limited	5,155	5,604	(1,900)	10,759	(3,266)	6,368
Non-controlling interests	31	(20)	(87)	11	(136)	(262)
XII Paid up equity share capital (equity shares of face value of ₹ 2/- each)	9,123	9,121	9,002	9,123	9,002	9,024
XIII Other equity including non-controlling interest						578,623
XIV Earnings/(loss) per equity share (in ₹) [face value per share of ₹ 2/-]						
1) Basic	1.12	1.34	(0.45)	2.45	(0.71)	1.50
2) Diluted	1.09	1.31	(0.45)	2.39	(0.71)	1.45
	Not annualised	Not annualised	Not annualised	Not annualised	Not annualised	

See accompanying notes to the consolidated unaudited financial results
• "0" represents values below ₹ 0.50 lakhs following rounding off norms



PB FINTECH LIMITED

PB FINTECH LIMITED
 REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
 CIN:L51909HR2008PLC037998
CONSOLIDATED STATEMENT OF UNAUDITED CASH FLOWS FOR THE HALF YEAR ENDED SEPTEMBER 30, 2024

(₹ in Lakhs)

Particulars	For the Half Year Ended	
	September 30, 2024	September 30, 2023
	(Unaudited)	(Unaudited)
A. Cash flow from operating activities		
Profit/(loss) before tax	13,105	(3,301)
Adjustments for :		
Depreciation and amortisation expense	5,441	4,184
Loss on sale of property, plant and equipment	3	2
Net gain on sale on financial assets mandatorily measured at fair value through profit and loss	(1,240)	(973)
Loss allowance- trade receivables no longer required written back	(252)	-
Loss allowance - trade receivables (net adjustment of bad debts)	-	317
Loss allowance -loans for financial activities	82	12
Loss allowances on other assets	2,496	-
Loss/(gain) on termination of leases	6	(434)
Liabilities no longer required written back	(1)	-
Interest income	(18,550)	(17,055)
Exceptional items (refer note 7)	(4,105)	-
Share of (profit)/loss of associates accounted for using the equity method (net)	(54)	19
Finance costs	1,535	1,345
Net fair value gains on financial assets mandatorily measured at fair value through profit and loss	(720)	(404)
Employee share-based payment expense	12,758	20,229
Operating profit before working capital changes	10,504	3,941
Change in operating assets and liabilities:		
(Increase)/decrease in trade receivables	(13,550)	5,441
Increase in trade payables	2,287	210
Decrease/(increase) in other non-current assets	12	(4)
Increase/(decrease) in other financial liabilities	55	(2,459)
Increase in other current assets	(3,856)	(1,591)
Decrease/(increase) in loans for financial activities	302	(562)
(Increase)/decrease in loans-current	(11)	4
Increase in other financial assets	(2,098)	(529)
Increase in provisions	889	653
Decrease in other current liabilities	(1,349)	(2,268)
Cash (outflow)/inflow from operations	(6,815)	2,836
Income taxes paid (net of refunds)	(515)	(7,480)
Net cash outflow from operating activities (A)	(7,330)	(4,644)
B. Cash flows from investing activities		
Purchase of property, plant and equipment and intangible assets including capital advances and payable for capital assets	(4,138)	(3,633)
Proceeds from sale of property, plant and equipment & intangible assets	13	10
Purchase of mutual funds	(164,842)	(77,946)
Proceeds from sale of mutual funds	167,749	116,342
Purchase of corporate bonds	(62,744)	-
Proceeds from sale of associate and subsidiary (refer note 13 and 14)	7,800	-
Investment in bank deposits	(124,356)	(91,930)
Proceeds from maturity of bank deposits	161,216	65,348
Proceeds from maturity of other deposits	821	-
Purchase consideration towards business combination (refer note 15)	(903)	-
Interest received	14,025	1,179
Net cash (outflow)/inflow from investing activities (B)	(5,359)	9,370
C. Cash flows from financing activities		
Proceeds from issue of shares	99	-
Principal elements of lease payments	(1,916)	(1,437)
Interest paid on lease liabilities	(1,509)	(1,326)
Net results of ESOP trust operations	(2)	8
Net cash outflow from financing activities (C)	(3,328)	(2,755)
Net decrease/increase in cash and cash equivalents (A+B+C)	(16,017)	1,971
Cash and cash equivalents at the beginning of the period	32,486	7,234
Acquired on business combination	3,405	-
Effect of exchange differences on restatement of foreign currency cash and cash equivalents	19	12
Cash and cash equivalents at end of the period	19,893	9,217

Note

A. The above consolidated statement of Cash Flows has been prepared under the Indirect Method as set out in the Indian Accounting Standard [Ind AS -7 on "Statement of Cash Flows"].

B. Figures in brackets indicate cash outflow.

* "0" represents values below ₹ 0.50 lakhs following rounding off norms



PB FINTECH LIMITED
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN: L51909HR2008PLC037998
CONSOLIDATED STATEMENT OF UNAUDITED SEGMENT INFORMATION FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2024

		Quarter ended			Half year ended		Year ended
Particulars		September 30, 2024	June 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023	March 31, 2024
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
I	Segment revenue						
	Insurance broker services	99,876	84,508	63,183	184,384	113,819	275,026
	Other services	16,847	16,541	17,980	33,388	33,903	68,742
	Total revenue	116,723	101,049	81,163	217,772	147,722	343,768
II	Segment results						
	Insurance broker services	14,124	10,830	2,376	24,954	6,001	25,936
	Other services	(7,201)	(3,113)	(3,801)	(10,314)	(7,957)	(15,579)
	Profit/(loss) before finance costs and tax	6,923	7,717	(1,425)	14,640	(1,956)	10,357
	Finance costs	898	637	718	1,535	1,345	2,646
	Profit/(loss) before tax	6,025	7,080	(2,143)	13,105	(3,301)	7,711
	Income tax expense	927	1,082	(32)	2,009	-	1,270
	Profit/(loss) after tax	5,098	5,998	(2,111)	11,096	(3,301)	6,441
III	Segment assets						
	Insurance broker services	294,493	258,394	180,389	294,493	180,389	235,048
	Other services	420,845	423,052	462,323	420,845	462,323	437,803
	Total assets	715,338	681,446	642,712	715,338	642,712	672,851
IV	Segment liabilities						
	Insurance broker services	71,023	53,803	51,875	71,023	51,875	55,305
	Other services	33,031	27,904	25,523	33,031	25,523	29,899
	Total liabilities	104,054	81,707	77,398	104,054	77,398	85,204

Based on nature of services rendered, the risk and returns, internal organization and management structure, nature of the regulatory environment and the internal performance reporting systems, the management considers that the Group is organized into two reportable segments:

a) Insurance Broker services (regulated services): This Segment consists of insurance broker services provided by the group in India which are regulated by the Insurance Regulatory Development Authority (Insurance Brokers) Regulations, 2018 and UAE which are regulated by Central Bank of the UAE (CBUAE) under the Resolution No. 15 of 2013 Concerning Insurance Brokerage Regulations.

b) Other services: This Segment consists of commission from online financial products aggregation service, online marketing, consulting and support services provided largely to the financial services industry.



NOTES TO CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2024

- The above consolidated unaudited financial results of the Company and its subsidiaries (collectively “the Group”) and its interest in associates have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards (“Ind AS”) under section 133 of the Companies Act, 2013, as amended, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
- The Group includes the following entities:

Relationship	Name of the entities
Holding Company	PB Fintech Limited
Trust	Etechaces Employees Stock Option Plan Trust
Subsidiaries	(a) Policybazaar Insurance Brokers Private Limited (b) Paisabazaar Marketing and Consulting Private Limited (c) Icall Support Services Private Limited (d) Accurex Marketing and Consulting Private Limited (e) PB Marketing and Consulting Private Limited (f) Docprime Technologies Private Limited (g) PB Fintech FZ-LLC (h) PB Financial Account Aggregators Private Limited (i) MyLoanCare Ventures Private Limited (j) Visit Internet Services Private Limited (Indirect) (till May 16, 2024) [Refer note 14] (k) MLC Finotech Private Limited (Indirect) (l) ZPHIN Computer Systems and Software Designing- Sole Proprietorship L.L.C (Indirect) (m) PB Pay Private Limited (from April 09, 2024) (refer note 16) (n) Genesis Group Limited (Indirect) (from May 17, 2024) [Refer note 15] (o) Policybazaar Middle East Insurance Brokers LLC (Erstwhile, Genesis Insurance Brokers LLC) (Indirect) (company acquired on May 17, 2024 and name changed w.e.f. October 23, 2024) [Refer note 15]
Associates	(a) Visit Health Private Limited (Indirect) (till May 16, 2024) [Refer note 13] (b) YKNP Marketing Management LLC (Indirect)

- These consolidated unaudited financial results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company in their respective meetings held on November 05, 2024.
- During the financial year 2021-22, the Company completed its initial public offer (“IPO”) of 58,262,397 equity shares of face value of ₹ 2 each at an issue price of ₹ 980 per share, comprising fresh issue of 38,265,306 equity shares and offer for sale of 19,997,091 equity shares. Pursuant to the IPO, the equity shares were listed on National Stock Exchange of India Limited and Bombay Stock Exchange Limited on November 15, 2021.

The Company received an amount of ₹ 361,268 lakhs [net off IPO expenses] from proceeds out of fresh issue of equity shares for utilizing various objects stated in the prospectus. Out of the aforesaid amount, ₹ 149,227 lakhs were utilized for 'Enhancing visibility and awareness of the brands', ₹ 37,500 lakhs were utilized for 'New opportunities to expand growth initiatives to increase the consumer base', ₹ 7,648 lakhs were utilized for 'Funding strategic investments and acquisitions', ₹ 4,000 lakhs were utilized for



PB FINTECH LIMITED

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'Expanding our presence outside India' and ₹ 76,268 lakhs were utilized for 'General corporate purposes'. The unutilized amount of ₹ 86,624 lakhs was invested in fixed deposits and other bank accounts maintained with scheduled commercial banks (Monitoring bank accounts).

5. No stock options were granted during the quarter ended September 30, 2024. Share based payment expense for the quarter ended and half year ended September 30, 2024 is ₹ 6,350 lakhs and ₹ 12,758 lakhs respectively.
6. During the quarter and half-year ended September 30, 2024, the Company allotted 75,760 and 4,906,500 equity shares, respectively, pursuant to the exercise of options under the approved employee stock option schemes.
7. During the half year ended September 30, 2024, the Company recorded an exceptional gain of ₹ 4,105 lakhs which includes:

Particulars	(₹ in Lakhs)
	Half year ended September 30, 2024
A. Impairment of goodwill acquired in a business combination	
- Myloancare Ventures Private Limited (refer note 8)	(1,553)
B. Gain/(loss) on sale of investment	
- Visit Health Private Limited (refer note 13)	5,431
- Visit Internet Services Private Limited (refer note 14)	(2,035)
C. Gain on fair valuation of investment	
- Visit Health Private Limited (refer note 13)	2,262
Total Gain (A+B+C)	4,105

8. In accordance with the accounting policies consistently followed by the Company, the investment in Myloancare Ventures Private Limited, a partly owned subsidiary, amounting to ₹ 4,041 lakhs (comprising ₹ 1,553 lakhs of Goodwill, ₹ 4,069 lakhs for net assets, and ₹ 1,581 lakhs of financial liabilities incurred to the former owners of the acquired business as per IND AS), has been impaired to the extent of the goodwill generated from the business combination. This impairment reflects the current state of affairs and other relevant factors, including excessive cash burn, prevailing liquidity issues, and significant uncertainty regarding future business plan. The Company continues to explore various options in the best interest of stakeholders and will re-evaluate this position if and when the underlying assumptions related to the survival and sustainability of the investee company improve. Further, during the current quarter, management has re-assessed the same and concluded that no further impairment is required.
9. The Company has in its board meeting held on April 26, 2022 approved merger of Makesense Technologies Limited with the Company pursuant to section 230 to 232 of the Companies Act, 2013 read with the Companies (Compromises, arrangements and amalgamations) rules, 2016. The Merger application was filed with National Stock Exchange of India Limited and Bombay Stock Exchange Limited on May 18, 2022. The National Stock Exchange of India Limited and BSE Limited issued no observation letters to the Company on January 06, 2023.



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The Joint Application before the Hon'ble National Company Law Tribunal (Hon'ble Tribunal), Chandigarh Bench, under the provisions of Sections 230 to 232 of the Act was filed on May 03, 2023. As per order dated July 05, 2022 passed by Hon'ble Tribunal, meetings of Equity Shareholders and Unsecured Creditors of the Company were held on September 02, 2023 to approve the Scheme of Amalgamation of Makesense Technologies Limited with the Company and other connected matters.

The second motion joint application was filed before Hon'ble Tribunal on September 14, 2023, and the same is under process.

10. The Insurance Regulatory and Development Authority of India ("IRDAI") had carried out certain inspections of the books of account and records of Policybazaar Insurance Brokers Private Limited (the "Wholly owned subsidiary" or "Policybazaar") to examine compliance with relevant laws and regulations for various financial years and issued its reports, requesting for responses to the observations stated therein. Policybazaar submitted its responses to the IRDAI subsequent to which IRDAI issued show cause notices in respect of the above inspection reports and certain other matters. In the assessment of the management, supported by legal advice, the above matters are not likely to have a material impact on the continuing operations of Policybazaar as well as these financial results. Policybazaar also reviewed the same in the light of IND AS 37 and concluded that at this stage a reliable estimate cannot be made of the possible obligation and the exact impact will be known on the conclusion of the proceedings by the IRDAI.
11. Policybazaar Insurance Brokers Private Limited (the "Wholly owned subsidiary" or "Policybazaar") is an electronic commerce operator ("operator") under the Central Goods and Services Tax Act, 2017 ("CGST Act"). The said Act requires every operator, not being an agent, to collect an amount, calculated at the prescribed rate, on the value of taxable supplies made through it where the consideration for such supplies is collected by the operator. In the assessment of the management supported by legal advice, the aforesaid requirement of collecting tax at source is not applicable to Policybazaar as Policybazaar is not engaged in collecting money on behalf of the insurers and the money flows directly from the customers to the insurance company through a nodal or escrow bank account. In view of the management, Policybazaar merely facilitates transfer of insurance premium to the insurance companies and is required to ensure transfer of the full amount of such premium, without the ability to deduct any amount paid by the customers. Accordingly, the above matter is not likely to have any impact and accordingly, no provision has been made in these financial results. Policybazaar also made representation to the Government authorities and the Principal Regulator ("IRDAI") in the earlier years, seeking clarification and exemption from applicability of the above section on insurance intermediaries.
12. In connection with the communication with Directorate General of GST (DGGI) relating to input credit availed by certain vendors of Paisabazaar Marketing and Consulting Private Limited (the "Wholly owned subsidiary" or "Paisabazaar"), Paisabazaar has provided necessary information / clarifications and made an initial deposit of ₹ 1,000 lakhs as agreed with DGGI. The Company has further voluntarily deposited ₹ 1,450 lakhs (inclusive of interest and penalty) under section 73(5) of CGST Act, 2017 and the total ₹ 2,450 lakhs has also been provided for in the books of accounts for the quarter ended June 30, 2024. Further, during the quarter ended September 30, 2024, Paisabazaar has filed a letter for closure of above ongoing proceedings with the department.

The Group has also received certain summons from the taxation authorities seeking various information/details for which the Group is taking necessary action.



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13. During the year ended March 31, 2024, Visit Health Private Limited (Associate of Docprime Technologies Private Limited) converted its outstanding Compulsory Convertible debentures into equity shares. On conversion, Docprime Technologies Private Limited (Wholly owned Subsidiary) received 1,44,511 equity shares in lieu of conversion of 1,44,511 Compulsory Convertible debentures in the ratio of 1:1. Accordingly post conversion, Docprime Technologies Private Limited held 4,15,293 of its equity shares.

During the quarter ended June 30, 2024, the Docprime Technologies Private Limited divested 293,210 equity shares constituting 29.30% of the share capital of Visit Health Private Limited (“VHPL”) for ₹ 7,600 lakhs. This transaction resulted in a gain of ₹ 5,431 lakhs. Docprime continue to retain and hold 1,22,083 equity shares aggregating to 8.20% on a fully diluted basis in VHPL. As a result of this divestment, VHPL has ceased to be an associate company and has been reclassified as financial investment, which shall be fair valued at each reporting date in accordance with Ind AS 109, resulting in the recognition of a fair value gain of ₹ 2,262 lakhs.

14. During the quarter ended June 30, 2024, the Docprime Technologies Private Limited (“DTPL”), a wholly owned subsidiary of the Company divested entire (100%) shareholding constituting 4,50,000 equity shares of ₹ 10 each and 82,759 Compulsorily Convertible Preference Shares (“CCPS”) of ₹ 10 each of Visit Internet Services Private Limited (“VISPL”) for ₹ 200 lakhs. This transaction resulted in a loss of ₹ 2,035 lakhs.
15. During the quarter ended June 30, 2024, Icall Support Services Private Limited, a wholly owned subsidiary of the Company, acquired 100% shares of Genesis Group Limited, which holds directly 49% and indirectly through a nominee shareholder 51% of Policybazaar Middle East Insurance Brokers LLC (Erstwhile, Genesis Insurance Brokers LLC) at an aggregate consideration of ₹ 903 lakhs (comprising ₹138 lakhs of Goodwill and ₹ 765 lakhs for net assets).
16. The Company, during the quarter ended June 30, 2024, incorporated a wholly-owned subsidiary named “PB Pay Private Limited” vide Certificate of Incorporation issued by Registrar of Companies, Central Registration Centre, Ministry of Corporate Affairs dated April 09, 2024, having Corporate Identity Number U66190HR2024PTC120573 to carry on the business of payment aggregator, payment gateway services, payment facilitation activities by handling offline and a digital payment acceptance infrastructure.
17. Subsequent to the quarter ended September 30, 2024, Certificate of Registration granted to PB Financial Account Aggregator Private Limited (“PBAA”), a wholly owned subsidiary of the Company to commence / carry on the business of non-banking financial institution as an account aggregator without accepting public deposits subject to the conditions mentioned on the Certificate of Registration.



A handwritten signature in blue ink is written over a circular blue ink stamp of PB Fintech Limited. The stamp contains the text "PB FINTECH LIMITED" around the perimeter and a small star at the bottom.

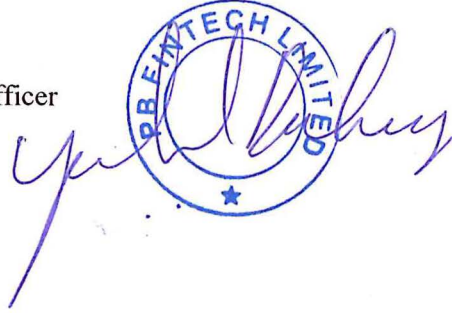
PB FINTECH LIMITED
REGD. OFFICE: PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN: L51909HR2008PLC037998

18. All the amounts included in the consolidated Unaudited financial results are rounded off to the nearest lakh, except per share and unless stated otherwise.

For and on behalf of the Board of Directors

Yashish Dahiya
Chairman and Chief Executive Officer
DIN: 00706336

Place: Gurugram
Date: November 05, 2024



Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results and Year to Date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of PB Fintech Limited

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of PB Fintech Limited ('the Company') for the quarter ended September 30, 2024 and the year to date results for the period April 01, 2024 to September 30, 2024, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations').
2. The Statement, which is the responsibility of the Company's management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



Walker Chandiook & Co LLP

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results and Year to Date Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (cont'd)

4. Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

Ankit Mehra

Partner

Membership No. 507429

UDIN:24507429BKCKPX4459



Place: Gurugram

Date: November 05, 2024

PB FINTECH LIMITED
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN: L51909HR2008PLC037998
STANDALONE STATEMENT OF UNAUDITED ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2024

Particulars	(₹ in Lakhs)	
	As at September 30, 2024	As at March 31, 2024
	Unaudited	Audited
Assets		
Non-current assets		
Property, plant and equipment	60	73
Right of use assets	340	483
Intangible assets	10	16
Financial assets		
- Investments	492,456	474,094
- Other financial assets	31,584	13,790
Income tax assets (net)	2,964	5,175
Other non-current assets	7	8
Total non-current assets (A)	527,421	493,639
Current assets		
Financial assets		
- Investments	12,093	9,953
- Trade receivables	410	181
- Cash and cash equivalents	2,714	16,390
- Bank balances other than cash and cash equivalents	0	34,032
- Loans	29,112	9
- Other financial assets	220,792	226,226
Other current assets	927	134
Total current assets (B)	266,048	286,925
Total assets (A+B)	793,469	780,564
Equity and liabilities		
Equity		
Equity share capital	9,123	9,024
Other equity	778,180	763,913
Total equity (C)	787,303	772,937
Liabilities		
Non-current liabilities		
Financial liabilities		
- Lease liabilities	34	103
Provisions	262	256
Total non-current liabilities (D)	296	359
Current liabilities		
Financial liabilities		
- Lease liabilities	263	378
- Trade payables		
(a) total outstanding dues of micro and small enterprises	57	334
(b) total outstanding dues other than (a) above	4,596	4,762
- Other financial liabilities	584	711
Provisions	266	234
Other current liabilities	104	849
Total current liabilities (E)	5,870	7,268
Total equity and liabilities (C+D+E)	793,469	780,564

See accompanying notes to the standalone unaudited financial results

**"0" represents values below ₹ 0.50 lakhs following rounding off norms



PB FINTECH LIMITED
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN: L51909HR2008PLC037998

STANDALONE STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2024

(₹ in Lakhs)

Particulars	Quarter ended			Half Year ended		Year ended
	September 30, 2024	June 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023	March 31, 2024
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
I Income						
Revenue from operations (refer note 10)	3,763	3,007	1,362	6,770	4,884	11,029
Other income	6,771	6,220	6,390	12,991	12,559	25,211
Total income (I)	10,534	9,227	7,752	19,761	17,443	36,240
II Expenses						
Employee benefit expense	4,903	4,886	7,242	9,789	14,342	23,839
Finance costs	9	10	17	19	35	62
Depreciation and amortisation expense	81	81	75	162	156	305
Advertising and promotion expenses	4,547	3,047	7	7,594	15	6,282
Network and internet expenses	138	131	111	269	201	459
Other expenses	225	227	111	452	303	841
Total expenses (II)	9,903	8,382	7,563	18,285	15,052	31,788
III Profit before exceptional items and tax (I-II)	631	845	189	1,476	2,391	4,452
IV Exceptional items- gain/(loss) (refer note 6)	-	322	-	322	-	(27)
V Profit before tax (III+IV)	631	1,167	189	1,798	2,391	4,425
VI Income tax expense:						
Current tax	92	177	-	269	-	806
Total income tax expense (VI)	92	177	-	269	-	806
VII Profit for the period/year (V-VI)	539	990	189	1,529	2,391	3,619
VIII Other comprehensive loss						
Items that will not be reclassified to profit or loss						
- Remeasurement of post employment benefit obligations loss	(13)	(17)	(9)	(30)	(24)	(49)
Total other comprehensive loss, net of income tax for the period/year (VIII)	(13)	(17)	(9)	(30)	(24)	(49)
IX Total comprehensive income for the period/year (VII+VIII)	526	973	180	1,499	2,367	3,570
X Paid up equity share capital (equity shares of face value of ₹ 2/- each)	9,123	9,121	9,002	9,123	9,002	9,024
XI Other equity						763,913
XII Earnings per equity share (in ₹) [face value per share of ₹ 2/-]						
1) Basic	0.12	0.22	0.04	0.34	0.54	0.81
2) Diluted	0.12	0.21	0.04	0.33	0.52	0.78
	Not annualised	Not annualised	Not annualised	Not annualised	Not annualised	

See accompanying notes to the standalone unaudited financial results
**0* represents values below ₹ 0.50 lakhs following rounding off norms



PB FINTECH LIMITED
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURGAON, HARYANA- 122001
CIN: L51909HR2008PLC037998
STANDALONE STATEMENT OF UNAUDITED CASH FLOWS FOR THE HALF YEAR ENDED SEPTEMBER 30, 2024

(₹ in Lakhs)

Particulars	For the Half Year Ended	
	September 30, 2024	September 30, 2023
	Unaudited	Unaudited
Cash flow from operating activities		
Profit before tax	1,798	2,391
Adjustments for :		
Depreciation and amortisation expense	162	156
Exceptional items (refer note 6)	(322)	-
Net gain on sale on financial assets mandatorily measured at fair value through profit and loss	(187)	(120)
Net fair value gains on financial assets mandatorily measured at fair value through profit and loss	(366)	(285)
Interest income	(12,438)	(12,153)
Finance costs	19	35
Employee share-based payment expense	7,396	12,179
Operating (loss)/profit before working capital changes	(3,938)	2,203
Change in operating assets and liabilities:		
Increase in trade receivables	(229)	(301)
Decrease in trade payables	(445)	(129)
Decrease in other non-current assets	2	2
Increase in other current assets	(793)	(7)
Decrease in other financial liabilities	(43)	(88)
(Increase)/decrease in loans	(3)	2
Decrease in other financial assets	4,028	1,841
Increase/(decrease) in provisions	8	(77)
Decrease in other current liabilities	(745)	(14)
Cash (outflow)/inflow from operations	(2,158)	3,432
Income taxes refund/(paid)	2,100	(64)
Net cash (outflow)/inflow from operating activities (A)	(58)	3,368
Cash flows from investing activities		
Purchase of property, plant and equipment including intangible assets, change in capital advance and payable for capital assets	(84)	(6)
Investments in subsidiaries (refer note 14 and 15)	(6,700)	(3,997)
Loans given to subsidiaries (refer note 16)	(29,100)	-
Purchase of corporate bonds	(5,063)	-
Purchase of mutual funds	(16,809)	(5,150)
Proceeds from sale of mutual funds	15,221	6,709
Investment in bank deposits	(74,775)	(16,320)
Proceeds from maturity of bank deposits	95,815	12,842
Interest received	7,981	353
Net cash outflow from investing activities (B)	(13,514)	(5,569)
Cash flows from financing activities		
Proceeds from issue of equity shares	99	-
Principal elements of lease payments	(184)	(155)
Interest paid	(17)	(34)
Net results of ESOP Trust operations	(2)	8
Net cash outflow from financing activities (c)	(104)	(181)
Net decrease in cash and cash equivalents (A+B+C)	(13,676)	(2,382)
Cash and cash equivalents at the beginning of the period	16,390	2,943
Cash and cash equivalents at end of the period	2,714	561

A. The above standalone statement of Cash Flows has been prepared under the Indirect Method as set out in the Indian Accounting Standard [Ind AS -7 on Statement of Cash Flows*].

B. Figures in brackets indicate cash outflow.

**"0" represents values below ₹ 0.50 lakhs following rounding off norms



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NOTES TO STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2024

1. These Standalone unaudited financial results of the Company have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ("Ind AS") under section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and relevant amendment thereafter.
2. These Standalone unaudited financial results have been reviewed by the Audit Committee and approved by the Board of Directors of the company in their respective meetings held on November 05, 2024.
3. During the financial year 2021-22, the Company completed its initial public offer ("IPO") of 58,262,397 equity shares of face value of ₹ 2 each at an issue price of ₹ 980 per share, comprising fresh issue of 38,265,306 equity shares and offer for sale of 19,997,091 equity shares. Pursuant to the IPO, the equity shares were listed on National Stock Exchange of India Limited and Bombay Stock Exchange Limited on November 15, 2021.

The Company received an amount of ₹ 361,268 lakhs [net off IPO expenses] from proceeds out of fresh issue of equity shares for utilizing various objects stated in the prospectus. Out of the aforesaid amount, ₹ 149,227 lakhs were utilized for 'Enhancing visibility and awareness of the brands', ₹ 37,500 lakhs were utilized for 'New opportunities to expand growth initiatives to increase the consumer base', ₹ 7,648 lakhs were utilized for 'Funding strategic investments and acquisitions', ₹ 4,000 lakhs were utilized for 'Expanding our presence outside India' and ₹ 76,268 lakhs were utilized for 'General corporate purposes'. The unutilized amount of ₹ 86,624 lakhs was invested in fixed deposits and other bank accounts maintained with scheduled commercial banks (Monitoring bank accounts).

4. No stock options were granted during the quarter ended September 30, 2024. Share based payment expense for the quarter ended and six months ended September 30, 2024 is ₹ 3,716 lakhs and ₹ 7,396 lakhs respectively.
5. During the quarter and half-year ended September 30, 2024, the Company allotted 75,760 and 4,906,500 equity shares, respectively, pursuant to the exercise of options under the approved employee stock option schemes.



A handwritten signature in blue ink is written over a circular blue ink stamp of PB Fintech Limited. The stamp contains the text "PB FINTECH LIMITED" around the perimeter and a star at the bottom.

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6. During the half year ended September 30, 2024, the Company recorded an exceptional gain of ₹ 322 lakhs which includes:

(₹ in Lakhs)	
Particulars	Half year ended September 30, 2024
A. Reversal of provision for diminution in carrying value of investment	
- Docprime Technologies Private Limited (refer note 11 & 12)	2,989
B. Provision for diminution in carrying value of investment	
- Myloancare Ventures Private Limited (refer note 7)	(2,667)
Total Gain (A+B)	322

7. In line with the accounting policies consistently followed by the Company, the investment in Myloancare Ventures Private Limited, a partly owned subsidiary amounting to ₹ 4,462 lakhs, has been impaired to the extent of the share in the net assets of Myloancare Ventures. This impairment takes into account the current state of affairs and other relevant factors, including excessive cash burn, prevailing liquidity issues, and significant uncertainty regarding future business plan. The Company continues to explore various options in the best interests of stakeholders and will re-evaluate this position if and when the underlying assumptions regarding the survival and sustainability of the investee company improve. Further, during the current quarter, management has reassessed the same and concluded that no further impairment is required.
8. The Company has in its board meeting held on April 26, 2022 approved merger of Makesense Technologies Limited with the Company pursuant to section 230 to 232 of the Companies Act, 2013 read with the Companies (Compromises, arrangements and amalgamations) rules, 2016. The Merger application was filed with National Stock Exchange of India Limited and Bombay Stock Exchange Limited on May 18, 2022. The National Stock Exchange of India Limited and BSE Limited issued no observation letters to the Company on January 06, 2023.

The Joint Application before the Hon'ble National Company Law Tribunal (Hon'ble Tribunal), Chandigarh Bench, under the provisions of Sections 230 to 232 of the Act was filed on May 03, 2023. As per order dated July 05, 2022 passed by Hon'ble Tribunal, meetings of Equity Shareholders and Unsecured Creditors of the Company were held on September 02, 2023 to approve the Scheme of Amalgamation of Makesense Technologies Limited with the Company and other connected matters.

The second motion joint application was filed before Hon'ble Tribunal on September 14, 2023 and the same is under process.

9. The Company has one primary business segment, i.e. online marketing and information technology consulting & support services on a standalone basis.



A handwritten signature in blue ink over a circular blue ink stamp of PB Fintech Limited. The stamp contains the text "PB FINTECH LIMITED" and a small star at the bottom.

PB FINTECH LIMITED
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10. During the year ended March 31, 2024, Intellectual Property Rights (IPR) fees charged to Policybazaar Insurance Brokers Private Limited and Paisabazaar Marketing and Consulting Private Limited has been revised from 5% to 3% with effect from April 01, 2023 and impact of the same is considered in these standalone financial results.

Further, the operations of the subsidiary company i.e. PB Fintech FZ LLC have been considerably scaled up and have reached a reasonable size, such that benefits of using the brand names, are now providing impetus to the growth of the subsidiary company, rather than only enhancing the visibility of the brand name owned by the Company. Hence, the Company has entered into an agreement with the subsidiary Company for an IPR fees @ 3% of its revenue from operations w.e.f April 01, 2023.

11. During the year ended March 31, 2024, Visit Health Private Limited (Associate of Docprime Technologies Private Limited) converted its outstanding Compulsory Convertible debentures into equity shares. On conversion, Docprime Technologies Private Limited (Wholly owned Subsidiary) received 1,44,511 equity shares in lieu of conversion of 1,44,511 Compulsory Convertible debentures in the ratio of 1:1. Accordingly post conversion, Docprime Technologies Private Limited held 4,15,293 of its equity shares.

During the quarter ended June 30, 2024, the Docprime Technologies Private Limited divested 293,210 equity shares constituting 29.30% of the share capital of Visit Health Private Limited ("VHPL") for ₹ 7,600 lakhs. This transaction resulted in a gain of ₹ 5,431 lakhs. Docprime continue to retain and hold 1,22,083 equity shares aggregating to 8.20% on a fully diluted basis in VHPL. As a result of this divestment, VHPL has ceased to be an associate company and has been reclassified as financial investment, which shall be fair valued at each reporting date in accordance with Ind AS 109, resulting in the recognition of a fair value gain of ₹ 2,262 lakhs.

12. During the quarter ended June 30, 2024, the Docprime Technologies Private Limited ("DTPL"), a wholly owned subsidiary of the Company divested entire (100%) shareholding constituting 4,50,000 equity shares of ₹ 10 each and 82,759 Compulsorily Convertible Preference Shares ("CCPS") of ₹ 10 each of Visit Internet Services Private Limited ("VISPL") for ₹ 200 lakhs. This transaction resulted in a loss of ₹ 2,035 lakhs.

Post recognition of the gain on the divestment of the stake in VHPL and loss on divestment of the stake in VISPL, the previously recorded impairment loss of ₹ 2,989 lakhs on account of diminution in value of investment in Docprime has been reversed. This reversal is in line with Ind AS, reflecting that the recoverable value of investment in Docprime exceeded its carrying amount, thereby ensuring accurate financial reporting and the improved financial position.



PB FINTECH LIMITED
REGD. OFFICE: PLOT NO. 119, SECTOR 44, GURUGRAM, HARYANA- 122001
CIN: L51909HR2008PLC037998

13. During the quarter ended June 30, 2024, Icall Support Services Private Limited, a wholly owned subsidiary of the Company acquired 100% shares of Genesis Group Limited, which holds directly 49% and indirectly through a nominee shareholder 51% of Policybazaar Middle East Insurance Brokers LLC (Erstwhile, Genesis Insurance Brokers LLC) at an aggregate consideration of ₹ 903 lakhs.
14. The Company, during the quarter ended June 30, 2024, incorporated a wholly-owned subsidiary named "PB Pay Private Limited" vide Certificate of Incorporation issued by Registrar of Companies, Central Registration Centre, Ministry of Corporate Affairs dated April 09, 2024, having Corporate Identity Number U62099HR2024PTC120573 to carry on the business of payment aggregator, payment gateway services, payment facilitation activities by handling offline and a digital payment acceptance infrastructure. Further the Company, invested funds amounting to ₹ 2,700 Lakhs in PB Pay Private Limited by subscribing to 2,70,00,000 equity shares at a price of ₹ 10 per share on April 09, 2024.
15. The Company, during the quarter ended June 30, 2024, has invested funds amounting to ₹ 4,000 lakhs in equity shares of Icall Support Services Private Limited (a 'wholly owned subsidiary Company). The Company has purchased 320,000 equity shares at a price of ₹ 1,250 per share.
16. During the half year ended September 30, 2024, pursuant to the board approval, company has disbursed unsecured loan of ₹ 25,100 lakhs and ₹ 4,000 to its wholly owned subsidiaries namely Policybazaar Insurance Brokers Private Limited ("Policybazaar"), and Paisabazaar Marketing and Consulting Private Limited ("Paisabazaar") respectively.
17. Subsequent to the quarter ended September 30, 2024, Certificate of Registration granted to PB Financial Account Aggregator Private Limited ("PBAA"), a wholly owned subsidiary of the Company to commence / carry on the business of non-banking financial institution as an account aggregator without accepting public deposits subject to the conditions mentioned on the Certificate of Registration.
18. All the amounts included in the standalone unaudited financial results are rounded off to the nearest lakh, except per share and unless stated otherwise.

For and on behalf of the Board of Directors

Yashish Dahiya
Chairman and Chief Executive Officer
DIN: 00706336

Place: Gurugram
Date: November 05, 2024



Q2 FY25: Online Insurance New Premium grew 61% YoY led by new Health & Life Insurance at 69%

44% Revenue growth, PAT improved by ₹72 Cr to a profit of ₹51 Cr

Q2 FY25 - YoY

1. Scale: Insurance Premium at ₹5,450 Cr insurance
 - i. New Core Online Insurance Premium up 61%
 - ii. New Health & Life Insurance Premium up 69%
2. Financials
 - a. Operating Revenue ₹1,167 Cr, up 44%
 - b. Credit Revenue down 8% YoY but up 9% QoQ, indicates business is moving up
 - c. PAT improved by ₹72 Cr to a profit of ₹51 Cr

Commenting on results, the company stated:

1. Our total Insurance Premium for the quarter was ₹5,450 Cr, led by growth in new health & life insurance business at 69% YoY
2. Our consolidated operating revenue grew at 44% to ₹1,167 Cr for the quarter (Core insurance revenue 41% up YoY, credit revenue down 8% YoY)
3. Our renewal / trail revenue is at an ARR of ₹633Cr, up from ₹436 Cr last year same quarter, a 45% growth. This typically operates at over 85% margins and is a significant source of profit growth.
4. We continue to improve our customer onboarding & claims support services and Insurance CSAT is now at 90.0%.
5. Credit business has been flat in terms of disbursal over last year same quarter, however revenue has declined 8% due to change in product mix between secured & unsecured credit. This business continues to be adjusted EBITDA positive since Dec 2022. We are now at an ARR of ₹17k Cr Credit Disbursal and of about 5.8L Credit Card issuance. Our total Credit Score consumer base now is about 47.7mn.
6. 75%+ of cards were processed end-to-end 100% digitally. 75%+ disbursals are from existing customers.

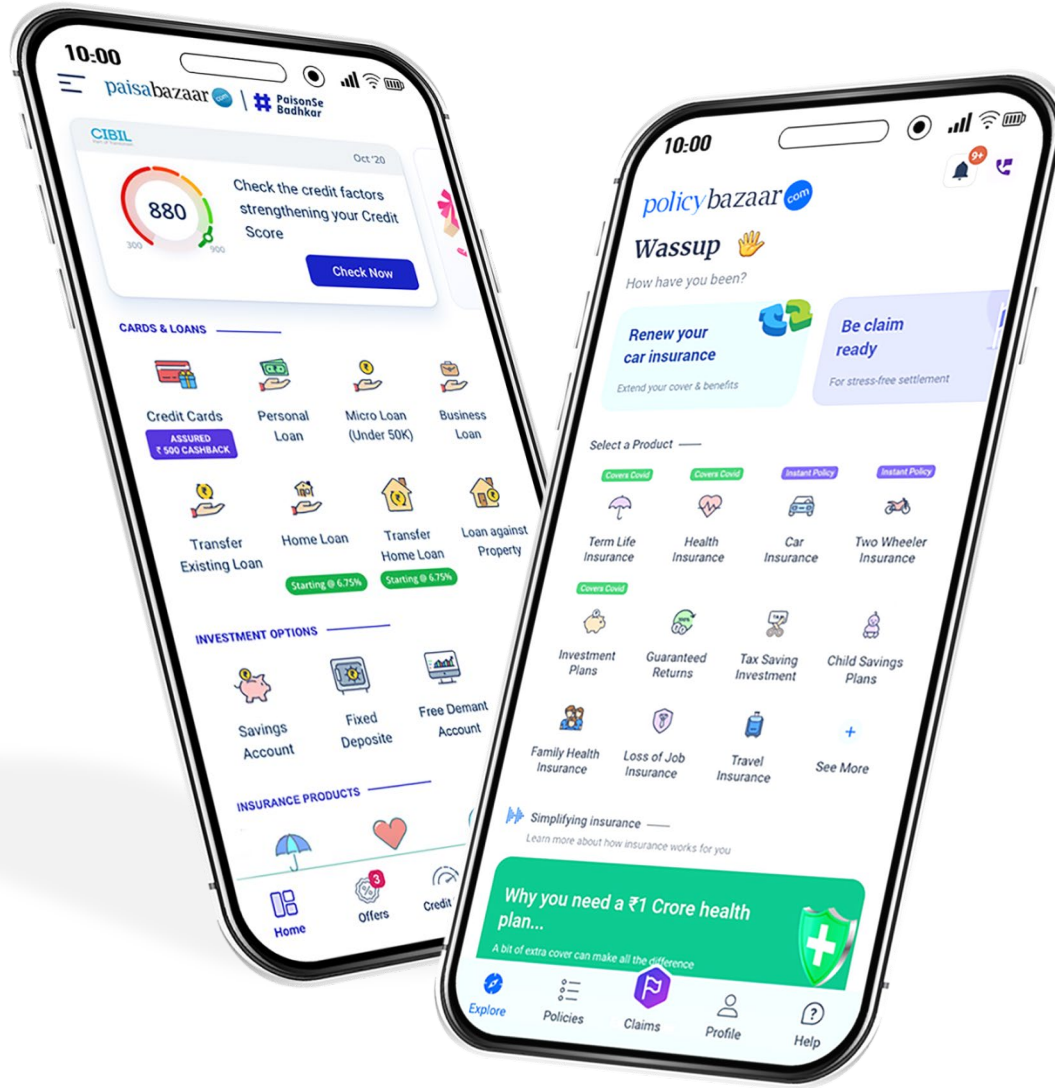
We continue to strengthen our leadership in New Initiatives with revenue growth of 87% YoY with adjusted EBITDA margin moving by 14% points from -26% to -12%.

PB Partners, our agent aggregator platform, continues to lead the market in scale & efficiency of operations with about 250k advisors

- a) We have moved the business increasingly towards smaller and higher quality advisors.
- b) Most diversified across different lines of businesses.
- c) Present in 18.7k pin codes across India, covering 98% of pin codes in India.

Our UAE Insurance premium has grown 63% YoY.

Our core health and life insurance businesses are growing ahead of expectations. In anticipation of this steady growth, we have invested ahead of sales in operating expenses which we expect will pay back in the second half of the year.



policybazaar.com
paisabazaar.com

Earnings Call
Quarter ended Sep 2024

What do we do?

PB Fintech

The umbrella entity comprising of India's leading marketplaces that offer end-to-end insurance & credit solutions to consumers. Our platforms simplify complex choices, present personalized solutions & enable smart financial decisions. We leverage technology & data to drive product & process innovation for our partners as well as for our own operations. Our business model benefits from network effects resulting from consumer-pull, deep understanding of risk & best-in-class service.

Policybazaar

Insurance marketplace focused on the Indian middle-class families buying protection against the 3Ds (Death, Disease and Disability)

We provide end to end insurance solutions to the retail consumers (choice of products, the most convenient way of buying and policy management & claim support). We believe that the quality of business, which includes honest customer declarations, sharp risk assessment and complete product disclosure, is critical for the long term growth of the industry, and we are a positive force in that endeavor.

Paisabazaar

Credit marketplace focused on credit availability and convenience for all

We provide credit options across consumer segments and help them make the right decisions using proprietary algorithms. Paisabazaar is also the largest destination for consumers to access their credit scores and manage the same.

PB Partners

Enablement platform for about 250k partners to help them manage insurance sales using technology

Key Highlights: Q2 FY25

Total Insurance Premium is at ₹5,450 Cr, a growth of 57% YoY
Lending Disbursal is at ₹4,237 Cr

Core Insurance New Premium grew 61% YoY
Health & Life Insurance New Premium grew 69% YoY

Revenue grew 44% YoY to ₹1,167 Cr

PAT improved by ₹72 Cr from a loss of ₹21 Cr to a profit of ₹51 Cr YoY

Cash increased to ₹5,423 Cr, up ₹171 Cr QoQ

Overall business

57% premium growth led by New Health & Life insurance at 69%, Revenue growth at 44%

₹ Crores		Q2 FY24			Q2 FY25			YoY					
		Total	Core Online Business		New Initiatives	Total	Core Online Business		New Initiatives	Total	Core Online Business		New Initiatives
Premium		3,475	2,629		846	5,450	3,922		1,528	57%	49%		81%
Revenue		812	597		215	1,167	767		400	44%	28%		87%
Insurance	Non-Ins		443	154			624	143			41%	(8)%	
Contribution (non-GAAP)#		247	266		(19)	319	317		2	29%	19%		109%
Contribution %		30%	45%		(9)%	27%	41%		0%				
Adjusted EBITDA (non-GAAP)		13	68		(55)	56	103		(47)	317%	50%		15%
Adj EBITDA %		2%	11%		(26)%	5%	13%		(12)%				

– Contribution: Revenue minus Direct Costs (Employee direct cost + Acquisition Marketing)
Online brand acquisition spend is included as a part of fixed costs

Adjusted EBITDA is non-GAAP measure excluding ESOP charges

PAT improved by ₹72Cr from a loss of ₹21 Cr to a profit of ₹51 Cr YoY

₹ Crores	Q2 FY24	Q2 FY25
Adjusted EBITDA (non-GAAP)	13	56
ESOP Charges	102	64
EBITDA	(89)	(8)
Depreciation	22	29
Finance Cost	7	9
Other Income	97	106
Tax		9
PAT	(21)	51

Overall business: Rolling 12 months

Revenue more than doubles in 2 years, margins improve significantly

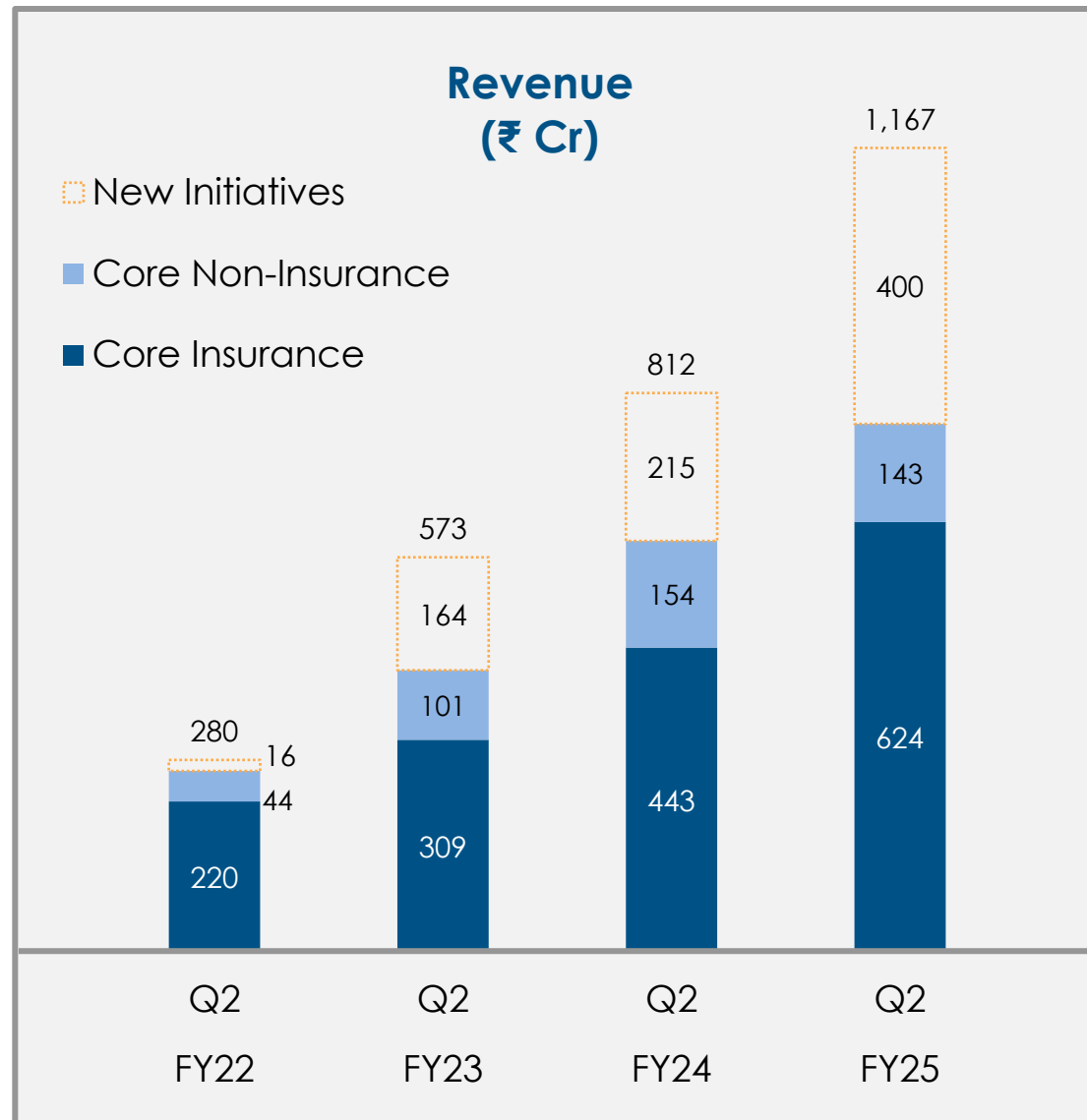
12 months ending (₹ Crores)	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24
Revenue	1,425	1,692	1,986	2,229	2,558	2,718	2,956	3,217	3,438	3,783	4,138
Contribution (non-GAAP)#	323	359	419	497	623	737	844	942	1,028	1,092	1,164
Contribution %	23%	21%	21%	22%	24%	27%	29%	29%	30%	29%	28%
Adjusted EBITDA (non-GAAP)	(282)	(306)	(290)	(227)	(119)	(30)	36	103	144	171	213
Adj EBITDA %	(20%)	(18%)	(15%)	(10%)	(5%)	(1%)	1%	3%	4%	5%	5%
PAT	(833)	(926)	(909)	(698)	(488)	(295)	(130)	(5)	64	136	208
PAT%	(58%)	(55%)	(46%)	(31%)	(19%)	(11%)	(4%)	0%	2%	4%	5%

– Contribution: Revenue minus Direct Costs (Employee direct cost + Acquisition Marketing)

Online brand acquisition spend is included as a part of fixed costs

Overall business:

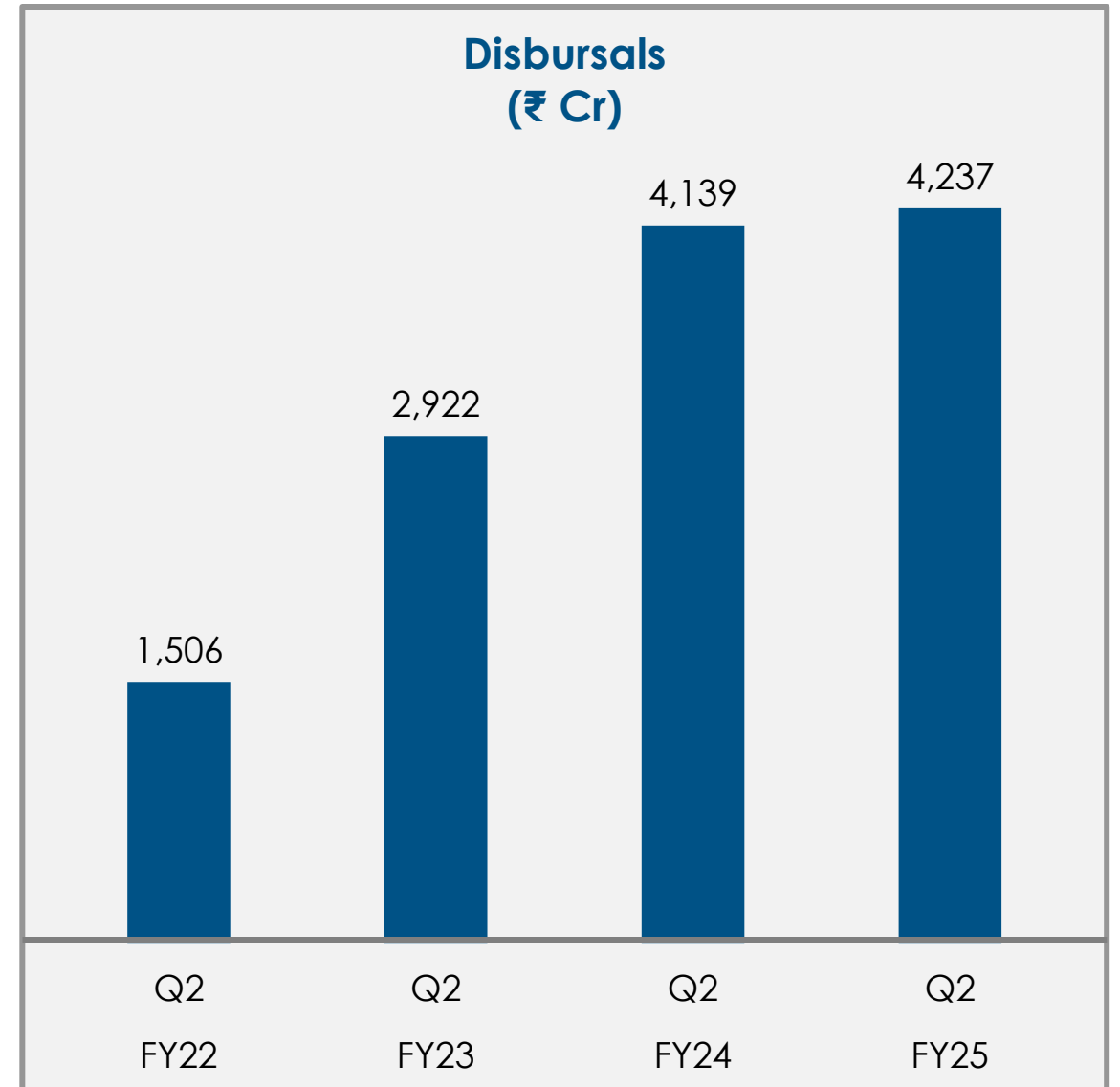
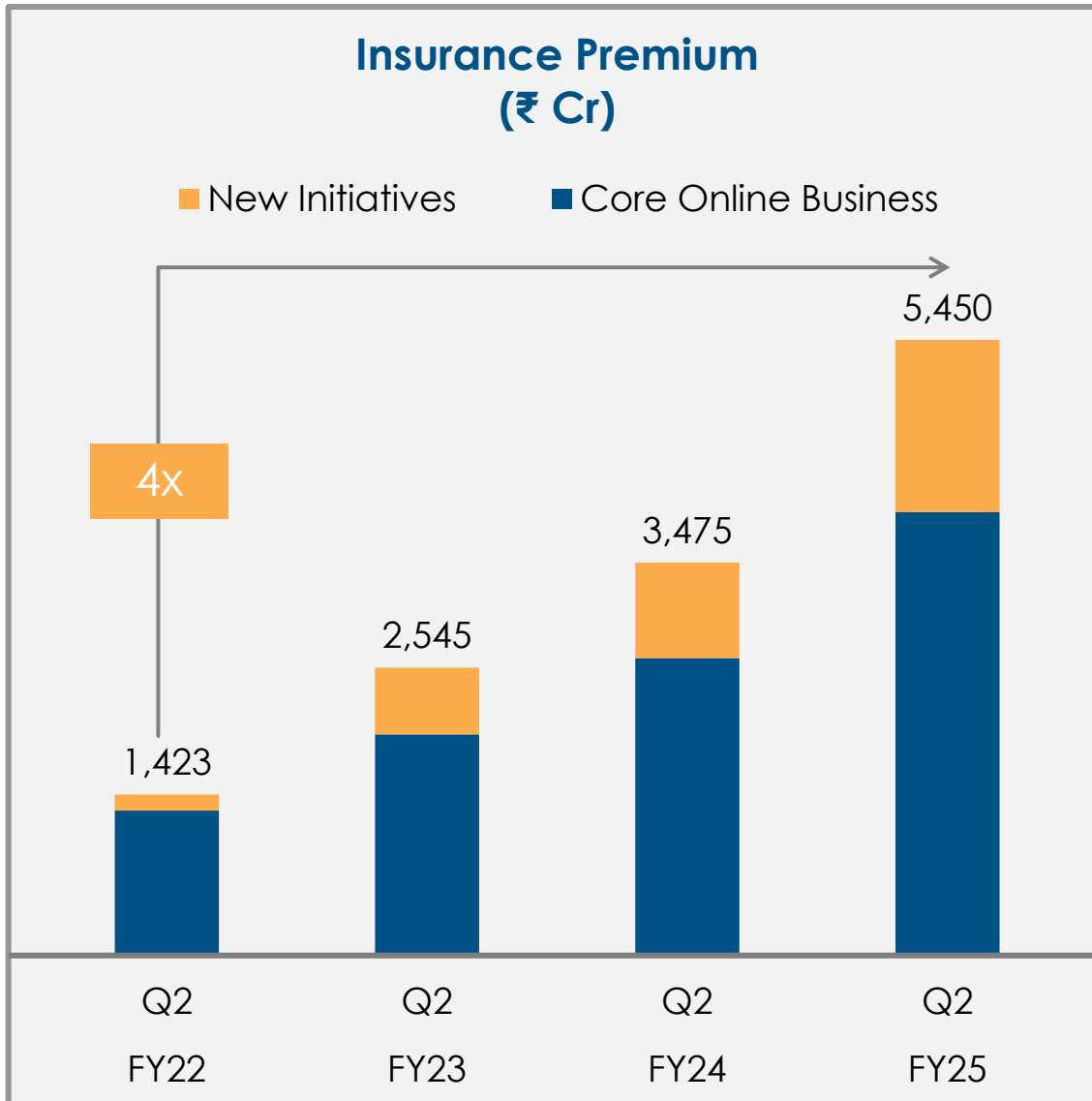
Consistent Revenue Growth with improving margins



EBITDA referred here is Adjusted EBITDA (non-GAAP)

Insurance Premium grew 4x in 3 years

Slowdown in unsecured credit continues



Core Online Business: Rolling 12 months

Steady revenue growth

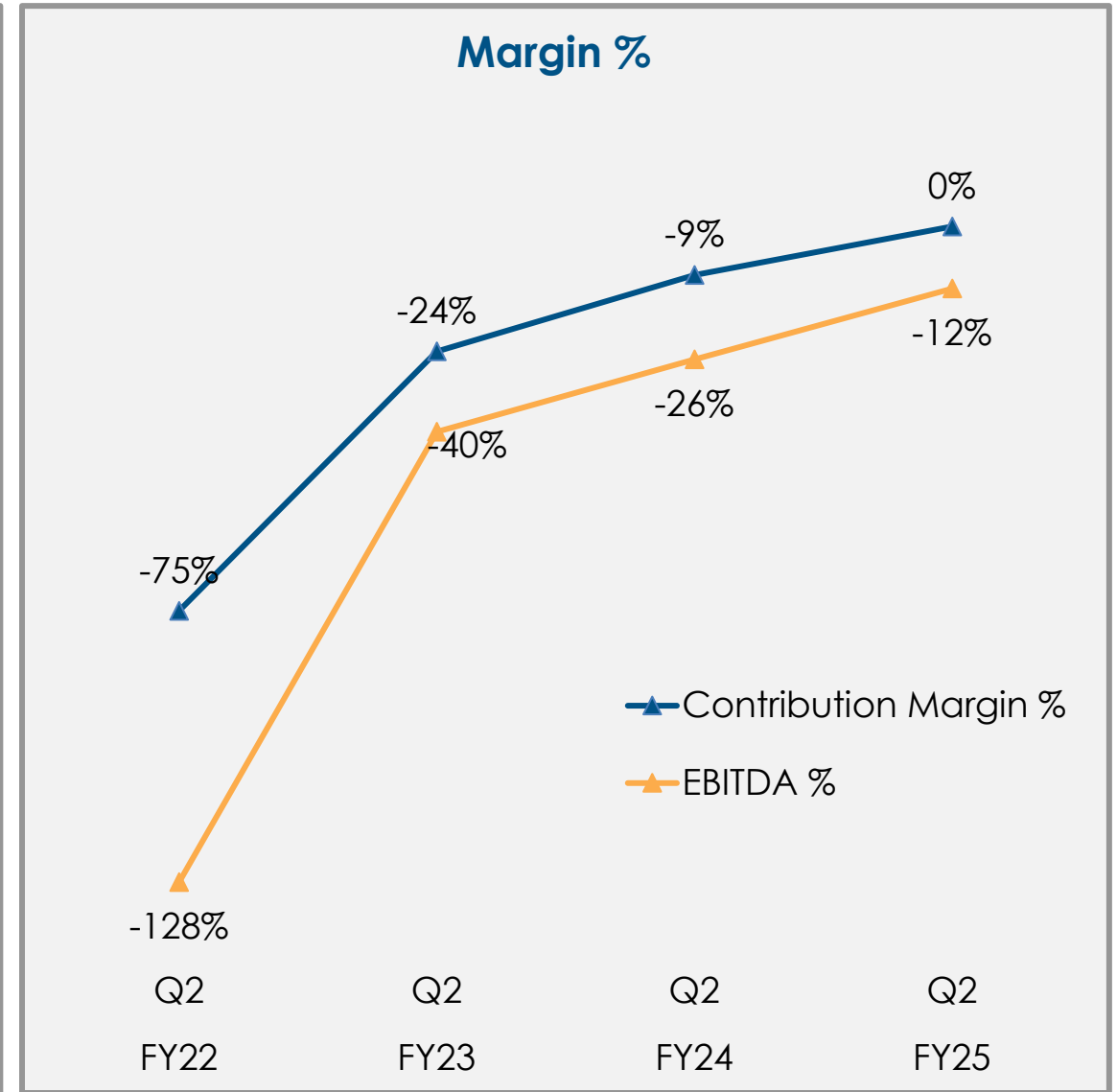
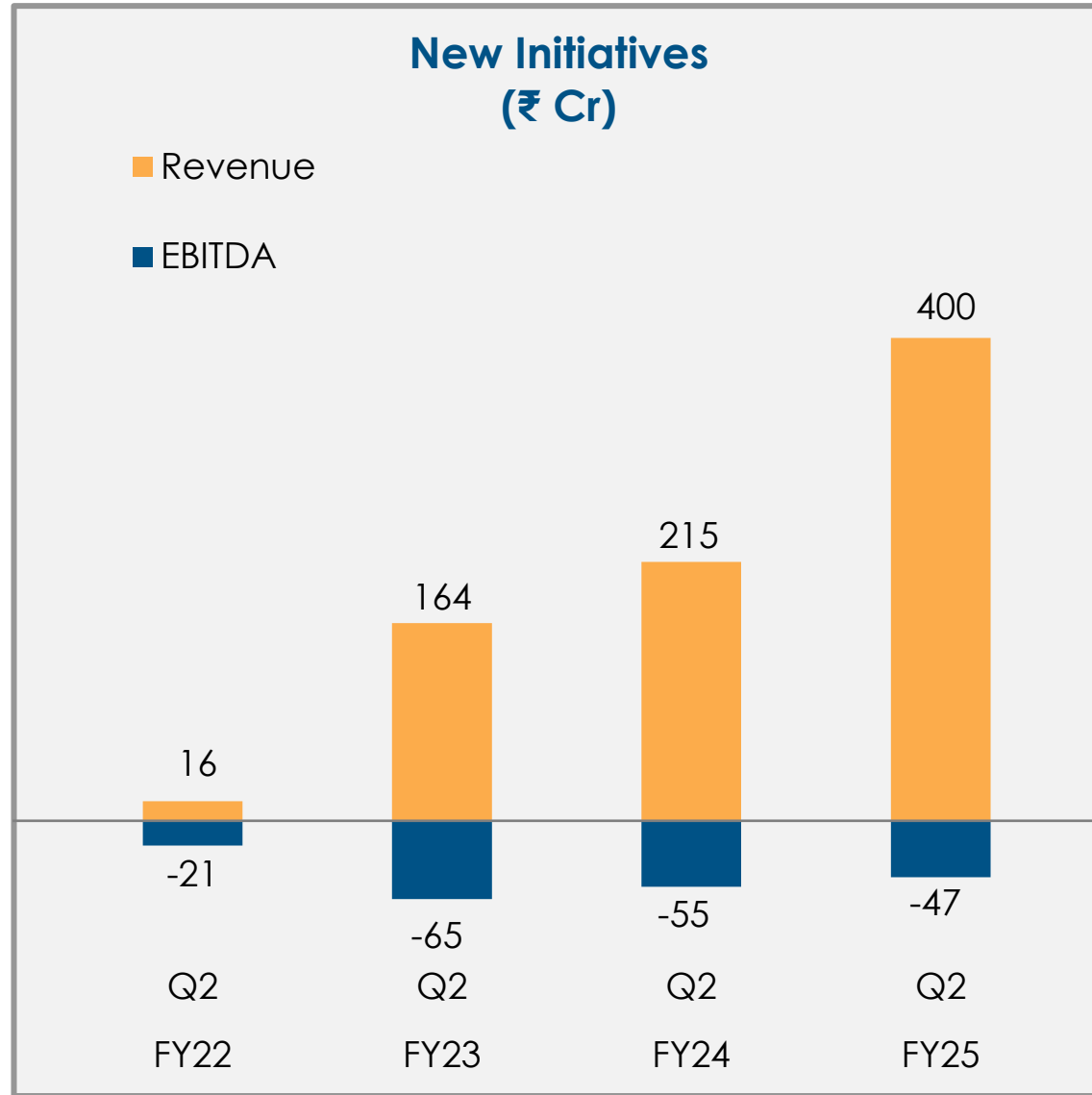
12 months ending (₹ Crores)	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24
Revenue	1,200	1,337	1,484	1,591	1,710	1,855	2,043	2,211	2,375	2,524	2,694
Contribution (non-GAAP) [#]	459	542	629	690	741	818	905	980	1,061	1,113	1,164
Contribution %	38%	41%	42%	43%	43%	44%	44%	44%	45%	44%	43%
Adjusted EBITDA (non-GAAP)	(111)	(75)	(14)	53	107	171	227	277	324	348	382
Adj EBITDA %	(9%)	(6%)	(1%)	3%	6%	9%	11%	13%	14%	14%	14%

[#] – Contribution: Revenue minus Direct Costs (Employee direct cost + Acquisition Marketing)

Online brand acquisition spend is included as a part of fixed costs

New Initiatives

Market leaders with improving efficiency



EBITDA referred here is Adjusted EBITDA (non-GAAP)

Contribution reclassification includes Payment Gateway charges in direct costs
Online brand acquisition spend is included as a part of fixed costs

New initiatives: Rolling 12 months

Revenue triples in 2 years, margin improved significantly

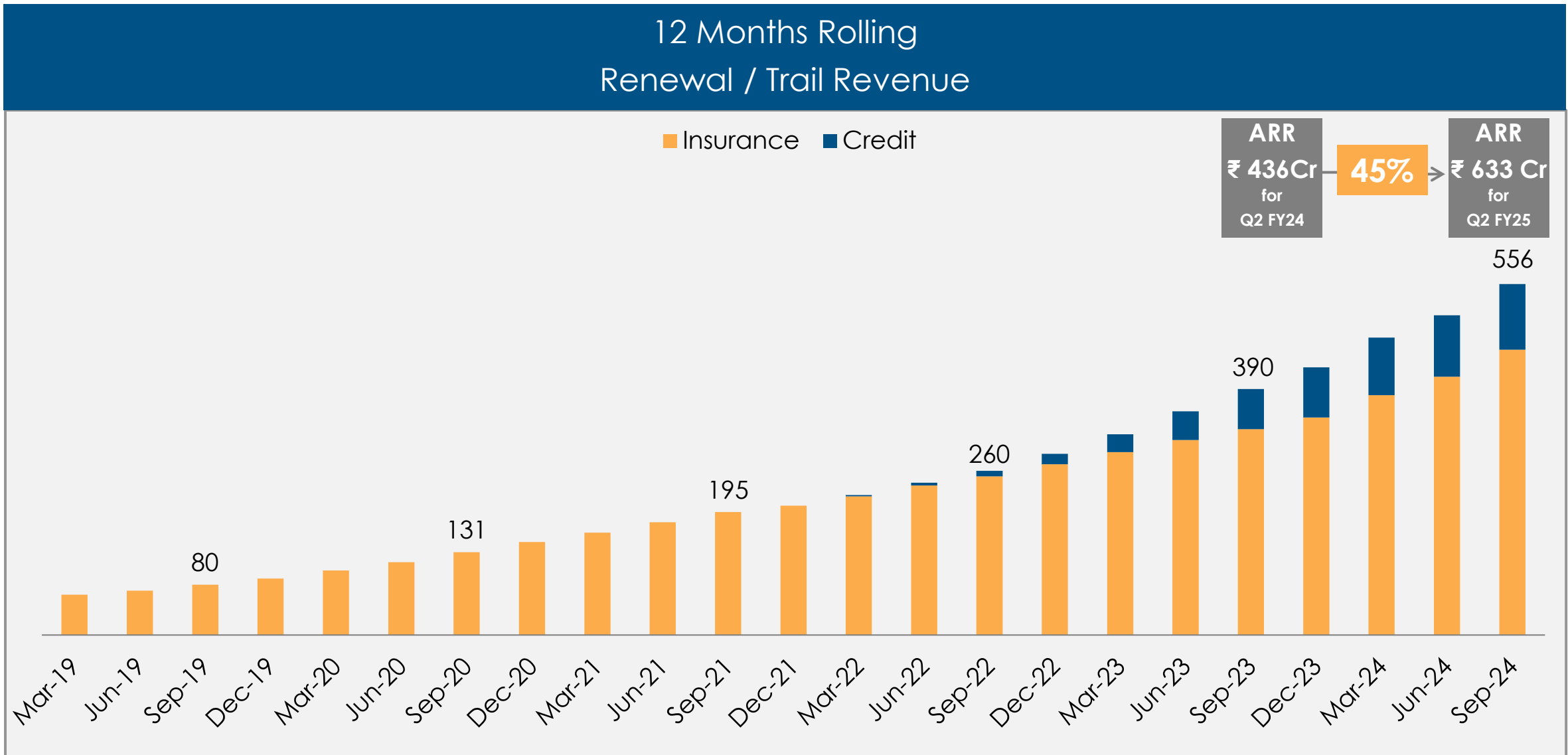
12 months ending (₹ Crores)	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24
Revenue	225	355	503	638	848	863	914	1,007	1,062	1,259	1,444
Contribution (non-GAAP)#	(136)	(183)	(211)	(193)	(118)	(81)	(61)	(38)	(34)	(21)	0
Contribution %	(60%)	(52%)	(42%)	(30%)	(14%)	(9%)	(7%)	(4%)	(3%)	(2%)	0%
Adjusted EBITDA (non-GAAP)	(171)	(232)	(277)	(280)	(226)	(201)	(191)	(174)	(180)	(177)	-169
Adj EBITDA %	(76%)	(65%)	(55%)	(44%)	(27%)	(23%)	(21%)	(17%)	(17%)	(14%)	-12%

– Contribution: Revenue minus Direct Costs (Employee direct cost + Acquisition Marketing)

Online brand acquisition spend is included as a part of fixed costs

Renewal / Trail revenue

At an annualized run rate of ₹633 Cr, up 45% from ₹436 Cr



Improving Efficiency & Customer Experience

- “Har Family Hogi Insured!” We aim to protect every family in India against the financial impact of Death, disease & disability by having Health and Life insurance. We continue expanding our regional reach using TV campaigns in regional languages like Tamil, Telugu and Marathi and offering sales support in 200+ cities in 18 languages.
- Scale is key for a marketplace: we sourced ₹ 5,450 Cr insurance premium in Q2 FY25 marking a 57% growth YoY. In H1, Health & Life Insurance New Premium grew 73% YoY.
- ₹ c.516# Cr ARR renewal revenue[^] which typically has 85% Margins
- Our consistent efforts to improve customer service and claims support are paying off with multiple heartening customer messages and continues to be reflected by a CSAT* of 90% for Q2 FY25
- Quality of business in terms of Claims ratios and Retention rates makes our business profitable for our partners
- High disclosure rates & fraud detection are helping improve claims settlement ratios for our partners. We continue to offer on-ground claims support with a TAT of 30 mins in 190 cities
- Continued focus on product & process innovation
- Increasing efficiency of operations
 - 80%+ of Motor (four and two wheeler insurance) and travel insurance transactions continue to be unassisted
 - Physical leg of the business continuing to deliver meaningful impact on Health and Life Insurance businesses
 - Steady growth in premium per enquiry
 - Increasing percentage of business via this hybrid mode

Continue to focus on serving credit needs of varied segments

- Paisabazaar enables access to credit for India's diverse consumer segments, through transparency, wide choice, independent (unbiased) & right advice
- We are currently at a loan disbursement ARR[^] of ~₹ 17k Cr and card issuance ARR[^] of about 5.8 Lacs
- A key focus area is to scale our secured credit business, by building strong distribution and fulfilment capabilities along with wider and deeper partnerships. It has scaled to 34% of overall disbursement in Q2FY25 from 11% in Q2 FY24
- About 4.8 Cr consumers from over 820 cities & towns across India have accessed their free credit score on our platform till date, representing over 16% #* of India's active credit score consumers
- 75%+ disbursements from the Paisabazaar platform are to existing customers \$*, demonstrating strong customer trust, leading to repeat behavior
- Our trail revenue is now more than 16% of total revenue, primarily driven by our co-created strategy, helping strengthen the robustness of the business
- Launched PaisaSave, our new feature-rich co-created Credit Card, in Q2
- Beta launch of PB Money, a Personal Finance Management tool built on AA ecosystem, in Q3
- Collaborating with partners to drive fraud-avoidance & sustainable risk and help build an ecosystem of 'Responsible Lending'

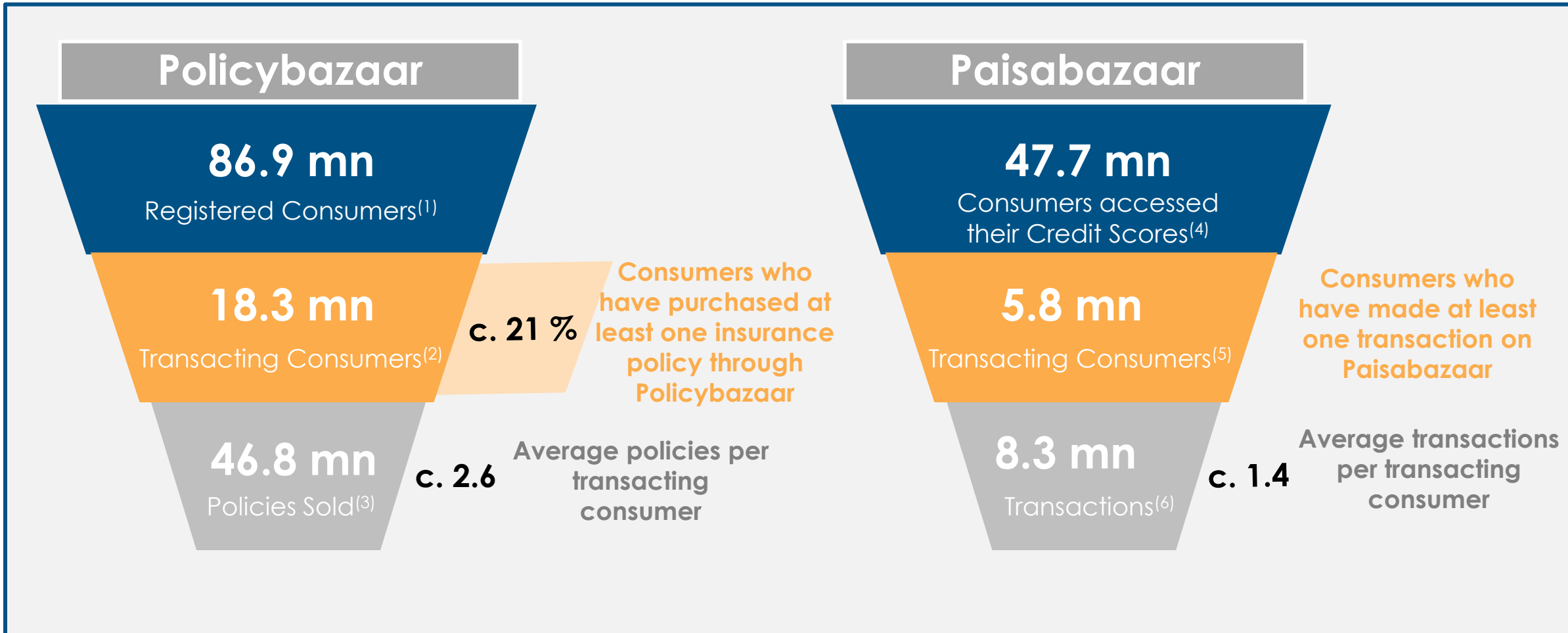
• Management estimates

^ ARR of Q2FY25

Consumers having at least 1 active trade line; 12-month average

\$ Customers who ever accessed credit score from Paisabazaar (excl.PB Connect), Management estimates

Two leading consumer destinations



1. Consumers registered on Policybazaar platform as of Sep 30, 2024
2. Cumulative number of unique Consumers who bought at least one product on Policybazaar since its inception till Sep 30, 2024
3. Cumulative number of new life and non-life insurance policies sold and non-life insurance renewals on Policybazaar since its inception till Sep 30, 2024
4. Consumers who accessed their credit scores through Paisabazaar till Sep 30, 2024
5. Cumulative number of unique Consumers who made at least one transaction on Paisabazaar since its inception till Sep 30, 2024
6. Cumulative number of transactions made on Paisabazaar since its inception till Sep 30, 2024

policy bazaar 

Benefits to Consumers and Insurers

Benefits to the Consumer



Consumer-Centric Design for Easy & Convenient journeys



One-Stop Insurance Shop with Tailored Solutions



Service & Support throughout the Lifecycle



Trusted & Unbiased Advisory



Surrogate Underwriting & Risk-based Pricing

Benefits to the Insurer



Tech-Based process innovation



Product & Price Simulation Support



High-Quality Consumer Disclosures



Untapped Consumer Markets



Customer Delight



Operating Cost Efficiency

INDIA'S LARGEST MARKETPLACE FOR INSURANCE



93%
Market share
(online aggregators)[^]



46.8mn
Insurance Policies sold
(till date)



73%
Health & Life new premium
growth YoY
(H1 FY25)



₹ 5,450 Cr
Insurance premium
(Q2 FY25)



90%
CSAT

18.3mn
Transacting Consumers
till date



50
Insurance
Partners



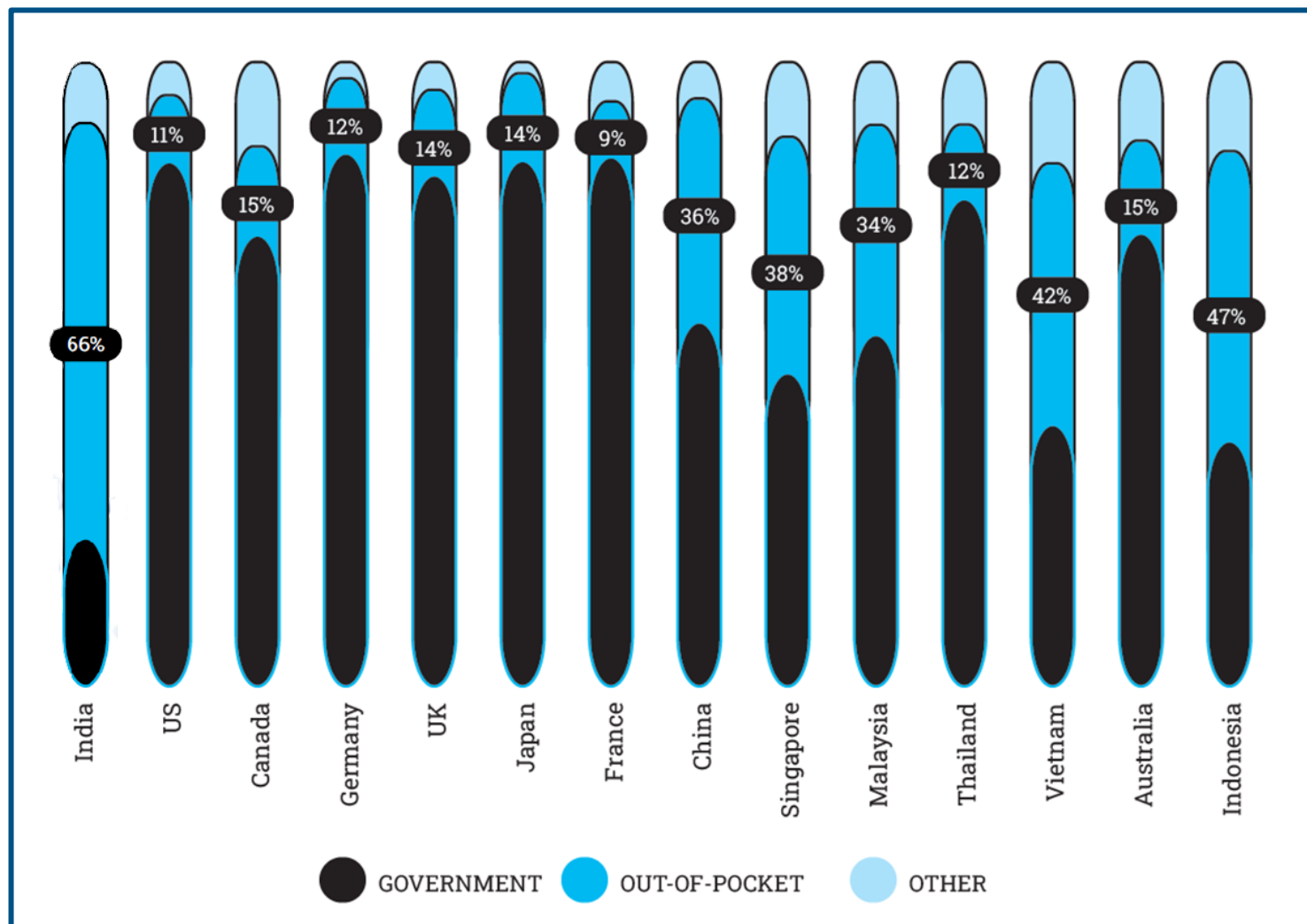
[^] Market share is as per the Frost & Sullivan Report titled "State of Insurance and Consumer Credit Market of India: Unlocking the Digital Opportunity" dated October 19, 2021

* New insurance premium - India Business (excluding PoSP)

India continues to have one of the widest protection gaps

66% of Health expenditure is Out-of-Pocket: Health insurance is needed

Health Expenditure by Source of Financing



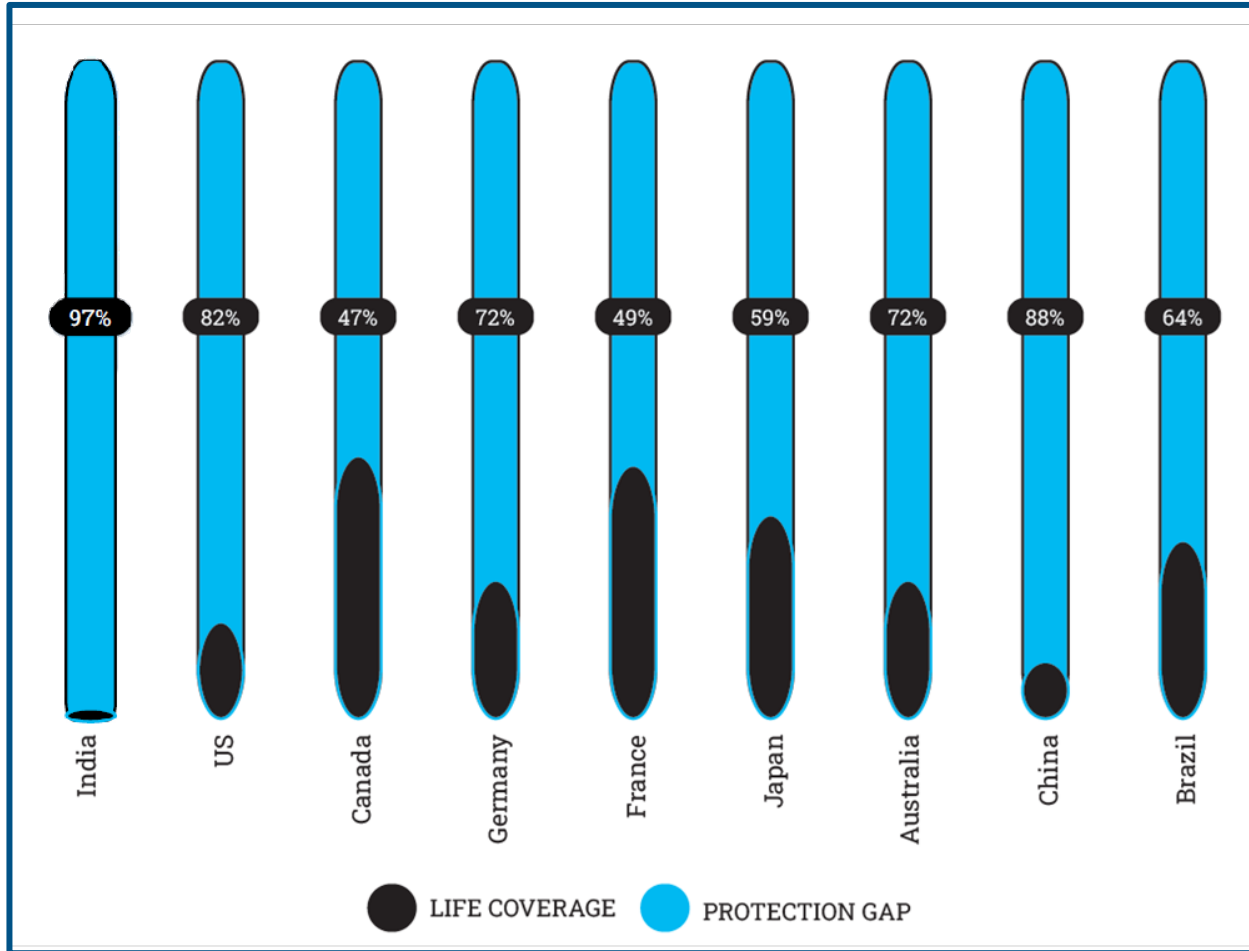
Country	Out-of-Pocket as % Healthcare Expense
India	66%
Australia	15%
Canada	15%
China	36%
France	9%
Germany	12%
Indonesia	47%
Japan	14%
Malaysia	34%
Singapore	38%
Thailand	12%
UK	14%
US	11%
Vietnam	42%

Note: Source – Swiss Re Report on Health Protection Gap, OECD

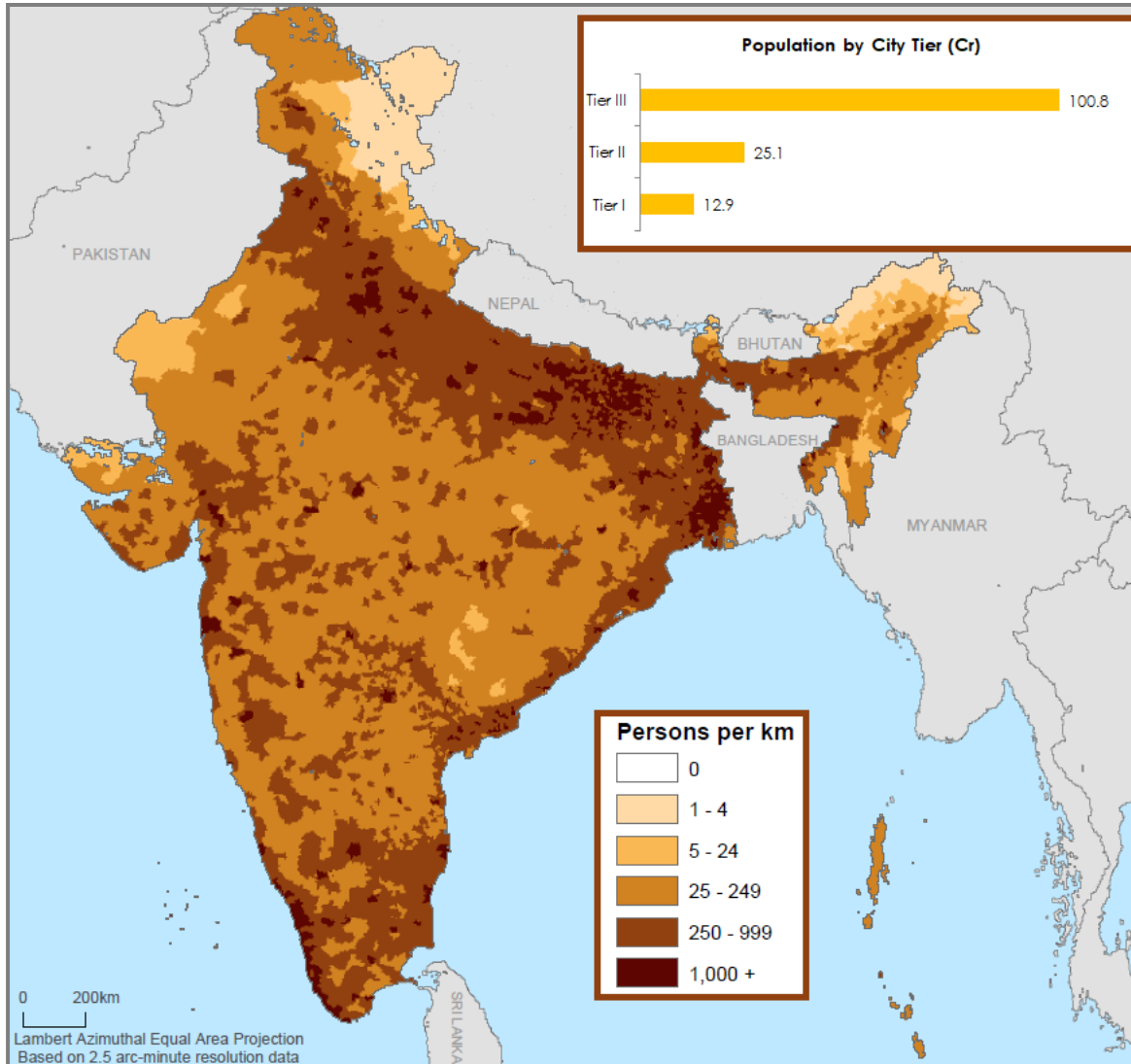
India continues to have one of the widest protection gaps

Only 3% Life Coverage: Term Insurance is needed

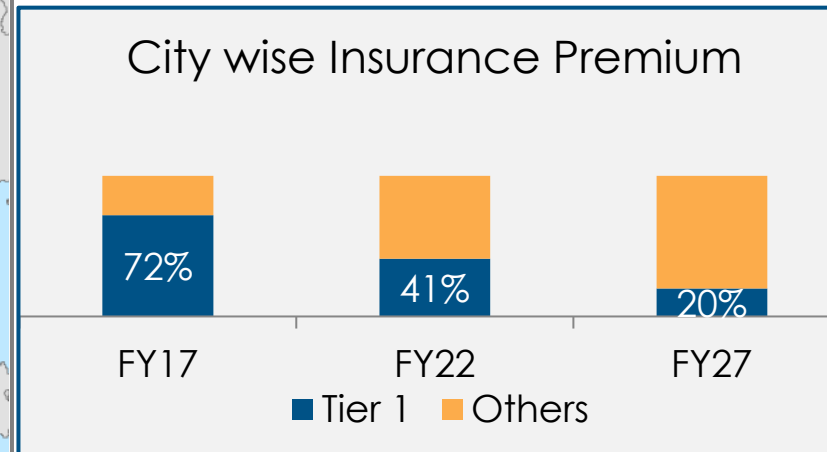
Mortality protection gap (Protection required minus Life Coverage)



Country	Protection Gap
India	97%
US	82%
Canada	47%
Germany	72%
France	49%
Japan	59%
Australia	72%
China	88%
Brazil	64%



Geography	Penetration (%)			Density (USD)		
	Life	Non-Life	Total	Life	Non-Life	Total
USA & Canada	2.7	8.6	11.3	1,999	6,416	8,415
Advanced EMEA	4.3	3.0	7.4	1,957	1,351	3,308
Emerging EMEA	0.6	1.0	1.5	30	49	80
Advanced Asia Pacific	5.4	3.1	8.6	1,964	1,133	3,096
Emerging Asia	2.1	1.6	3.6	131	98	229
World	2.8	4.0	6.8	354	499	853
India	3.0	1.0	4.0	70	22	92



Tier 1 cities contribute 10% population of the country but 41% of Insurance premium

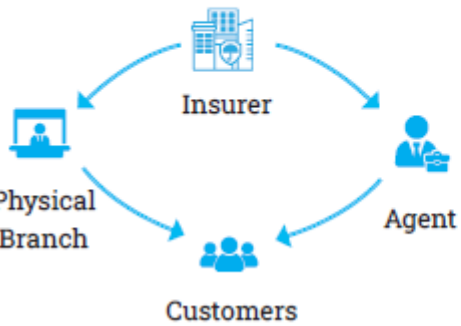
Evolution of Insurance Distribution Channels

Early 2000s

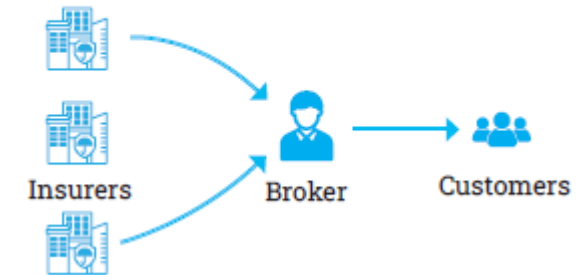
2010

Offline Direct/Agent Channel

Bancassurance



Offline Brokers

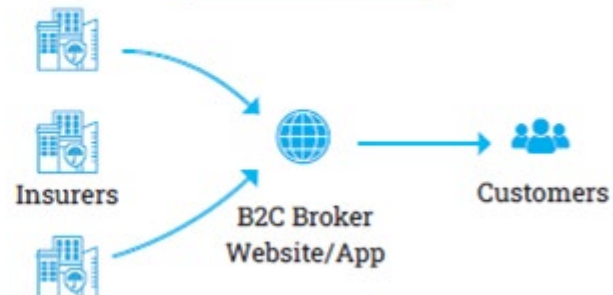
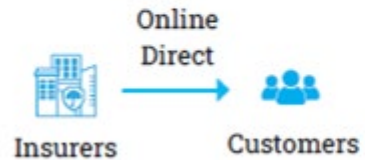


2015

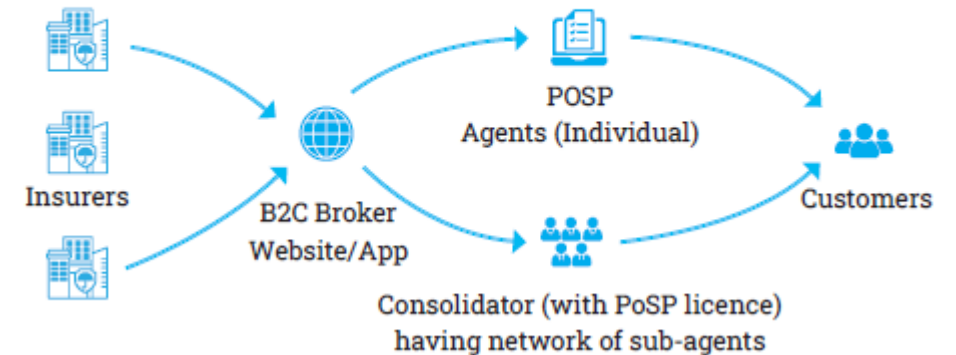
2022

Online Direct Channel

Online B2C Brokers



Online B2B2C Brokers



India's Insurtech Ecosystem

Categories	B2C	B2B2C		B2B
Sub-category	B2C Broker	PoSP agents & consolidators	Embedded Insurance	Group Insurance
Description	Platform aggregating & selling insurance from multiple insurers directly online to customers	Insurtech selling insurance through partner PoS agents or agencies	Insurtech selling insurance embedded with a purchased good or service	Insurtech selling group insurance products to businesses
Lead Generation	Retain customer leads on own platform	Leads managed by partner agents	Leads generated by seller partners	Not Applicable
End-to-end Insurance journey	Proactive conversion using call center / physical support	Conversion using agents /agencies	Conversion through seller partners	Proactive conversion using salesforce
Policy support (servicing & claims)	App based claims assistance & VAS, special support teams	Call centers for limited claims assistance	App based claims assistance & VAS	App based claims assistance & VAS
PB Fintech Brands				

What are we solving & how do we do it?

What are we solving ?



Human Intensive Operations

How do we do it ?



Tech-Enabled Processes



Data-Backed Innovation



Dependence On High Cost Physical Distribution



Digital Distribution



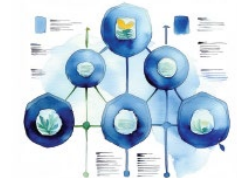
Sharp Risk Assessment



Information Asymmetry



Product & Process Transparency For Consumers



Risk Transparency For Insurer Partners



Blanket Portfolio Underwriting



Data-Based Customised Underwriting

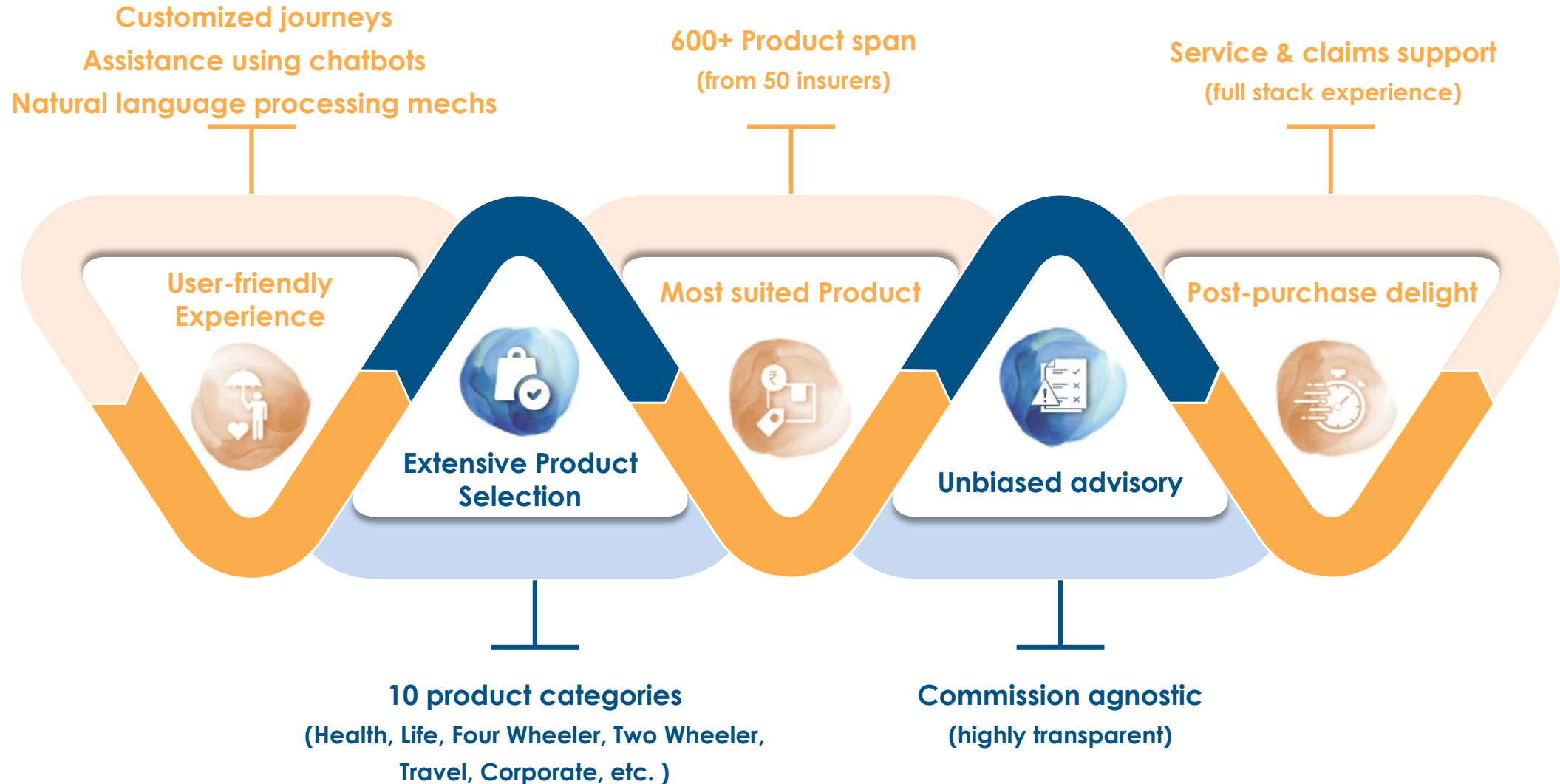


Digitised & Personalised Claims Experience

PB Advantage for consumers

Uniquely positioned for capturing mindshare

Policybazaar provides a holistic product suite with seamless experience



PB Advantage for insurance partners

Leverage data and technology to create best in class products and experiences



High quality customer disclosures

- Data **disclosure directly from the customer** - bypassing agent channel which is prone to fraud
- Tech based document verification



Extensive historical data

- **16 years digital vintage**: Rich data on customers & claims variables
- **18.3mn transacting customers** since inception



Enhanced scoring using digital data

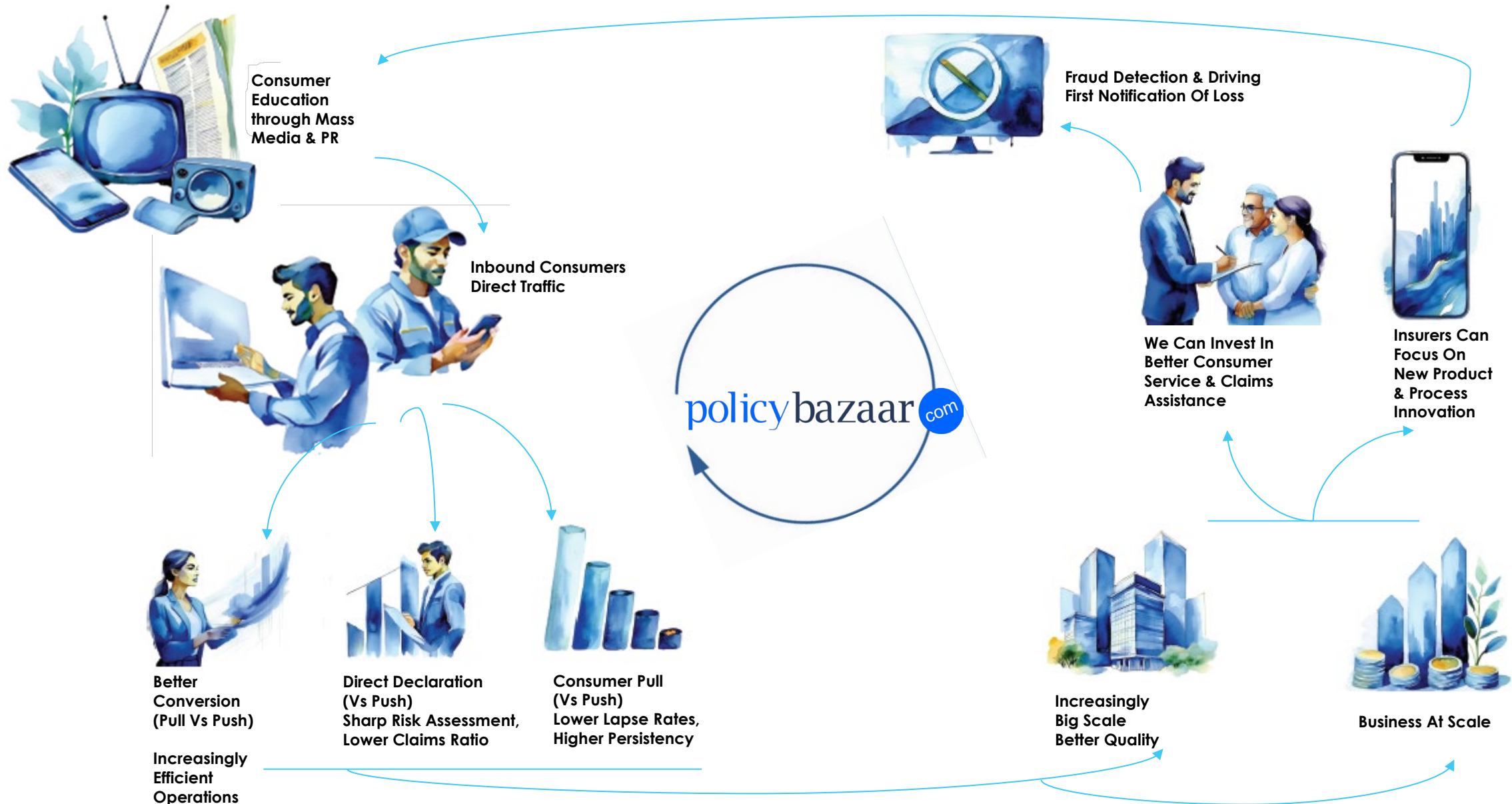
- Intricate data collected by PB which is unavailable in an offline environment
- Risk pricing simulation: Use of **digital variables exclusive to PB** in addition to traditional variables; niche/customized product conceptualization
- **Risk scores** calculated for **fraud** and shared with insurers at the time of case login



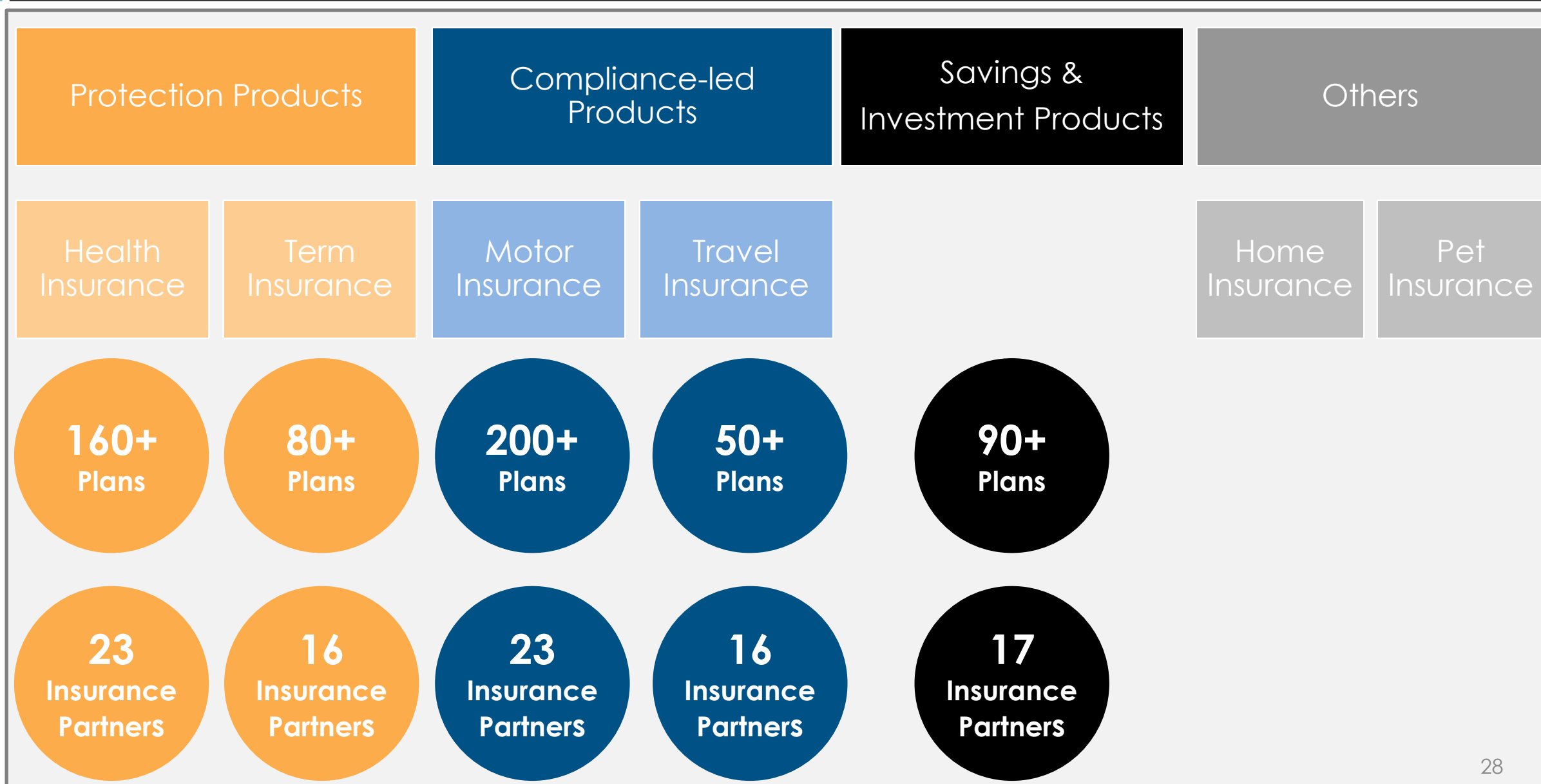
Rich insights from voice analytics

- **100% of calls converted** to text & analysed for behavioural insights, thus sharp risk assessment for insurers
- **Reducing false positives** through customer conversation tone analytics

Our Business model



Our offerings from 50 partners



Term insurance

New-age products for all consumers

Salaried consumers



Term Insurance Premium Increases with Age

₹2 CRORE Life Cover Starting @

₹791⁺
Per month
at age 25



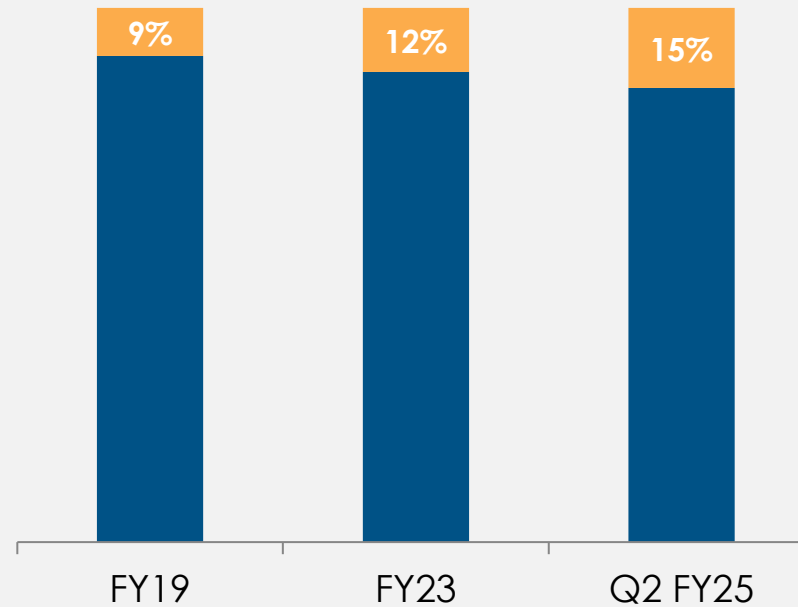
₹1,554⁺
Per month
at age 35

A wide variety of offerings
Zero cost Term Plan

Women, Housewives & Self-employed consumers

Term Insurance Buyers

■ Women ■ Men



Special plans for women including Critical Illness Covers like Cervical Cancer, Breast Cancer



Term insurance plans for housewives with ₹1 Cr Sum Assured



Surrogate underwriting using non-conventional variables for self-employed

Health Insurance

Catering to all insurance needs: Special products

Healthy Individuals & Families

Plans to suit evolving needs: Yearly cover increase



Senior Citizen Plans

- 30 minutes claim support## (In 120+ cities)
- Relationship manager For every customer
- 24*7 claims assistance In 30 mins. guaranteed*
- Instant policy issuance No medical tests~



Riders

- Room Rent Waiver
- Hospital Cash Benefit
- Critical Illness Cover
- Personal Accident Cover
- OPD Care
- NCB protection
- Inflation protection
- Domiciliary hospitalization

Special Maternity Plans

- Pre & post-natal expenses covered
- Normal and C-section deliveries
- New born cover from day 1
- Covers gynaecologist consultation



Pre-existing Diseases

- A 3-way call amongst the doctor, PB advisor & the customer to guide the customer with Pre-existing conditions find the best suited health insurance plan for them
- PED BuyBack rider to reduce existing illness coverage waiting period



Unbundled offers: Choose the features you want !



Policy benefits

These benefits are part of your insurance cover. You can check plans as per your desired benefits

Pre-hospitalization covered

Post-hospitalization covered

Day care treatments

No claim bonus

Restoration benefits

Free health checkup

Doctor consultation and pharmacy

Maternity cover

Apply filters

Existing disease waiting period

It is a time span before a select list of ailments get covered in your policy

No preference

Recommended

Covered after 1 year
If you have an existing illness

Covered after 2 years

Covered after 3 years

Policy period

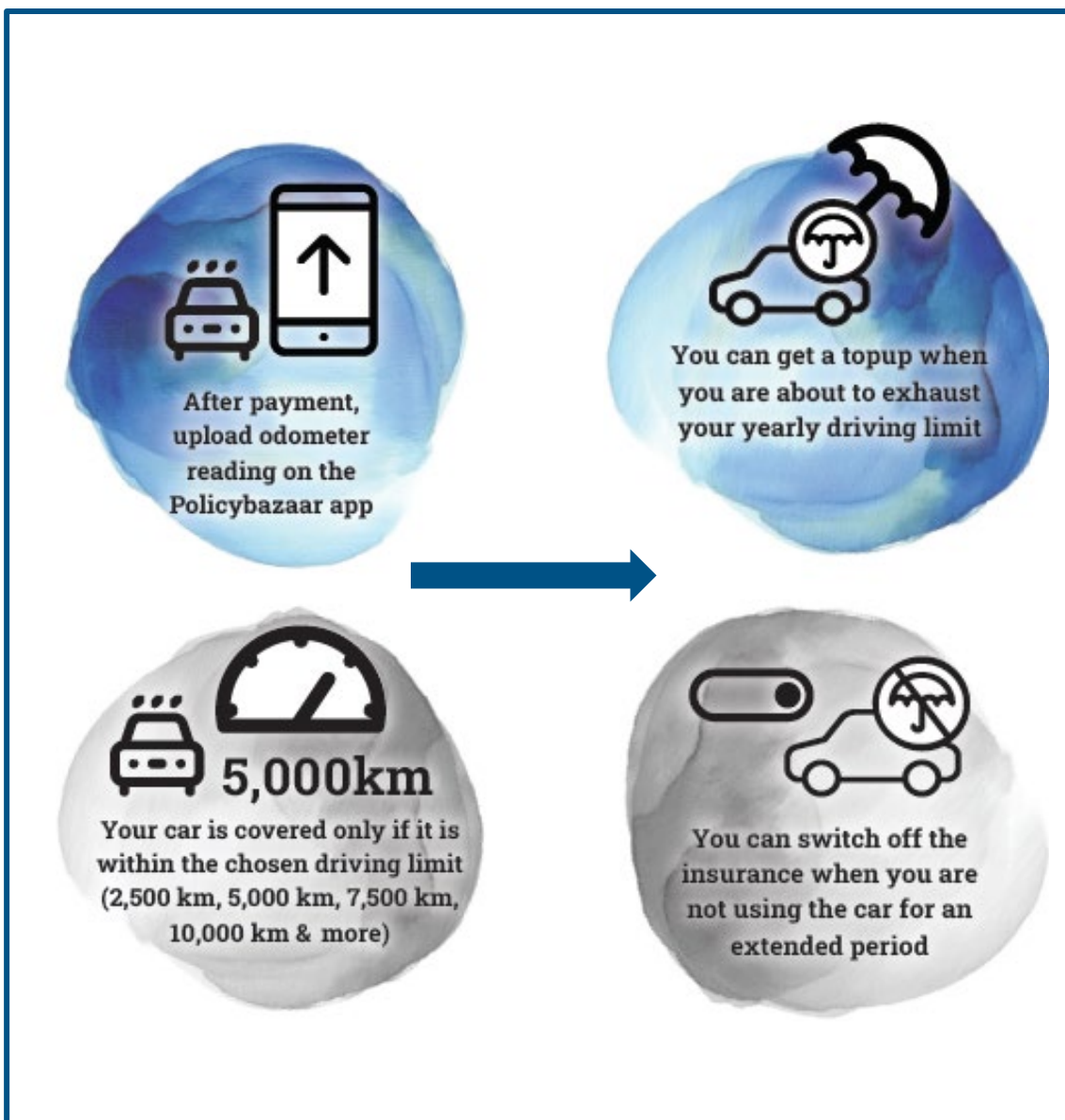
Selecting a multi-year plan saves your money and the trouble of remembering yearly renewal

1 year

2 years
Save up to 10% on premium

Recommended

3 years
Save up to 15% on premium



BUY PAY AS YOU GO CAR INSURANCE ON policybazaar.com HAR FAMILY HOGI INSURED

ICICI Lombard Nibhaye Vaade | IDV Cover ₹16,63,066 | **₹ 6,304 →**

Car video inspection required

Pay As You Drive! Choose the driving plan that suits your car needs and pay less. Recharge plan with kilometers at any time. [know more](#)

2,500 km/yr
 5,000 km/yr
 7,500 km/yr
 10,000 km/yr
 Unlimited km/yr

*Savings calculated on Honda New City VX, MH02 RTO with an IDV of Rs.11.8 lac, 0% NCB on 1 year standalone own damage policy premium including add-on (Zero Dep, Roadside Assistance, Engine Protector, Consumables and Invoice Price) for a customer using the car for 4 days in a week and Switching Off the Own Damage cover using the designated app for the remaining period of the week. The discounts are provided by insurers as per their IRDAI approved plans. In case of a claim during the policy period, no discount shall be applicable. For more details on risk factors, terms and conditions, please read the sales brochure carefully before concluding a sale. STANDARD TERMS AND CONDITIONS APPLY. Policybazaar Insurance Brokers Private Limited | CIN: U74999HR2014PTC063454 | Registered Office - Plot No.119, Sector - 44, Gurgaon, Haryana - 122001 | Registration No. 742, Valid till 09/06/2024, License category- Direct Broker (Life & General) | PBIB/Video&Audio/Motor Insurance/Ad No.70

Pay As You Go Insurance Calculator

Which car do you drive?

Popular brands —

NISSAN	MAHINDRA	RENAULT	KIA	

Car Depreciation Calculator

Which car do you drive?

Popular brands —

NISSAN	MAHINDRA	RENAULT	KIA	

1 policybazaar.com HAR FAMILY HOGI INSURED

Avail 7% early bird discount. Renew your Maruti Swift's policy now.

Current insurer Incl. 25% NCB discount

	IDV ₹4,81,602	Premium ₹5,572 Save ₹390
--	------------------	--------------------------------

Your new policy will start from 24 Feb, 2023

[Renew now](#)

2 Just 4 days left! Renew your Maruti Swift's insurance today

Protect your NCB & avoid challan of up to ₹2,000/- by renewing now!

Current insurer Incl. 25% NCB discount

	IDV ₹4,81,602	Premium ₹5,155
--	------------------	-------------------

Current policy expires on 23 Feb, 2023 • Your new policy will start from the 24 Feb

[Renew now](#)

3 policybazaar.com HAR FAMILY HOGI INSURED

Your Maruti Swift's insurance expires at midnight. Renew Now!

Protect your NCB & avoid challan of up to ₹2,000/- by renewing now!

Current insurer Incl. 25% NCB discount

	IDV ₹4,81,602	Premium ₹5,155
--	------------------	-------------------

Current policy expires on 23 Feb, 2023 • Your new policy will start from tomorrow

[Renew now](#)

4 policybazaar.com HAR FAMILY HOGI INSURED

Policy expired! You can still get your 25% NCB discount by renewing now

Current insurer Incl. 25% NCB discount No inspection required

	IDV ₹4,81,602	Premium ₹5,155
--	------------------	-------------------

Your policy expired on 28 Dec, 2022

[Renew now](#)

Awareness brand campaigns in local / regional languages

Tamil

Telugu

Marathi

Hindi

Malyalam

*Starting price for a 1 crore term life insurance for an 18 year old male, non-smoker, with no pre-existing diseases, cover up to 38 years of age, rounded off to nearest 10. For more details on risk factors, terms and conditions, please read sales brochure carefully before concluding a sale. STANDARD TERMS AND CONDITIONS APPLY. Policybazaar Insurance Brokers Private Limited | CIN: U74999HR2014PTC053454 | Registered Office - Plot No.119, Sector - 44, Gurgaon, Haryana - 122001 | Registration No. 742, Valid till 09/06/2024, License category- Direct Broker (Life & General) | PBI/Video&Audio/Term Insurance/Ad No.174

Continuing to use humor as a tool

Awareness brand campaigns with Kapil Sharma






Engaging popular comedians like Kapil Sharma to create consumer awareness about serious subjects like

- The critical need of protection products (Health & Term insurance) for middle class families
- Benefits of comparing to find the best suited insurance product solutions



The best of both worlds: Online B2C + Offline Push

Direct to Consumer Retail Business		Intermediary Led Business
Online B2C	Online B2C + Offline Push	B2B2C
		
Consumer Led business	Consumer Led business	Agent Led / Initiated business
Consumers	Consumers	Consumers
<ul style="list-style-type: none"> • Tele-assistance during purchase • Choices of products & pricing • Tech & customer-center based service / claims assistance 	<ul style="list-style-type: none"> • Tele-assistance + Human touch • Choices of products & pricing • Tech & customer-center based service / claims assistance 	<ul style="list-style-type: none"> • Human touch • Low choices of products & pricing • Limited service / claims assistance
Insurers	Insurers	Insurers
<ul style="list-style-type: none"> • Distribution Commission only • Sharp risk assessment + real-time control on claims / frauds / mis-selling 	<ul style="list-style-type: none"> • Distribution Commission only • Sharp risk assessment + real-time control on claims / frauds / mis-selling 	<ul style="list-style-type: none"> • Cost of maintaining the agency channel / B2B2C partners commission • Cannot control high claims / frauds / mis-selling

New channels of access

Offline Push through stores & in-person appointments



Website / Mobile site

- Choice of products, pricing, combos
- Unassisted purchase
- Service – book health tests, upload documents, etc.



Telephone

- Assistance during purchase
- Service coordination – medicals + documentation



Chat

- Assistance during purchase through chatbots
- One-click renewals
- Real-time updates on service & claims requests



Video Call / Video Uploads

- Higher trust factor
- Video medicals / KYC
- Fraud detection – liveliness scores
- Motor claims



Retail Store

- Walk in purchase
- Human touch
- Service & Claims assistance
- Multiple product purchase & combos

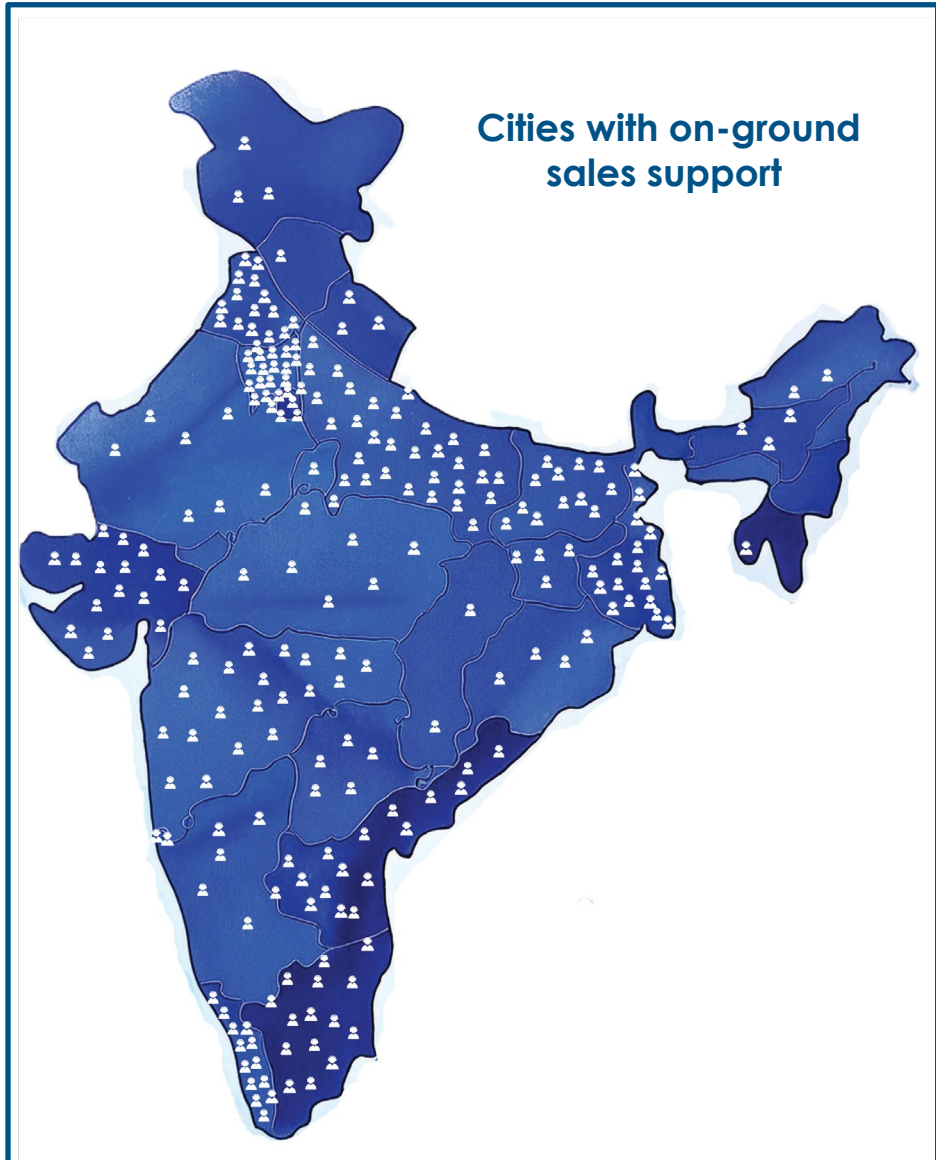


In person

- Convenience of location
- Human touch
- Service & Claims assistance
- Multiple product purchase & combos

Phyigital approach

On-ground sales support in 200+ cities, helping convert better



Book a FREE Home Visit
for your Health Insurance

Expert advice from the comfort of your home at **ZERO Cost**

[Book home visit >](#)

Book home visit ✕

Fill your details to book a **FREE** home visit with our expert advisors

Full Name

+91 | Mobile Number

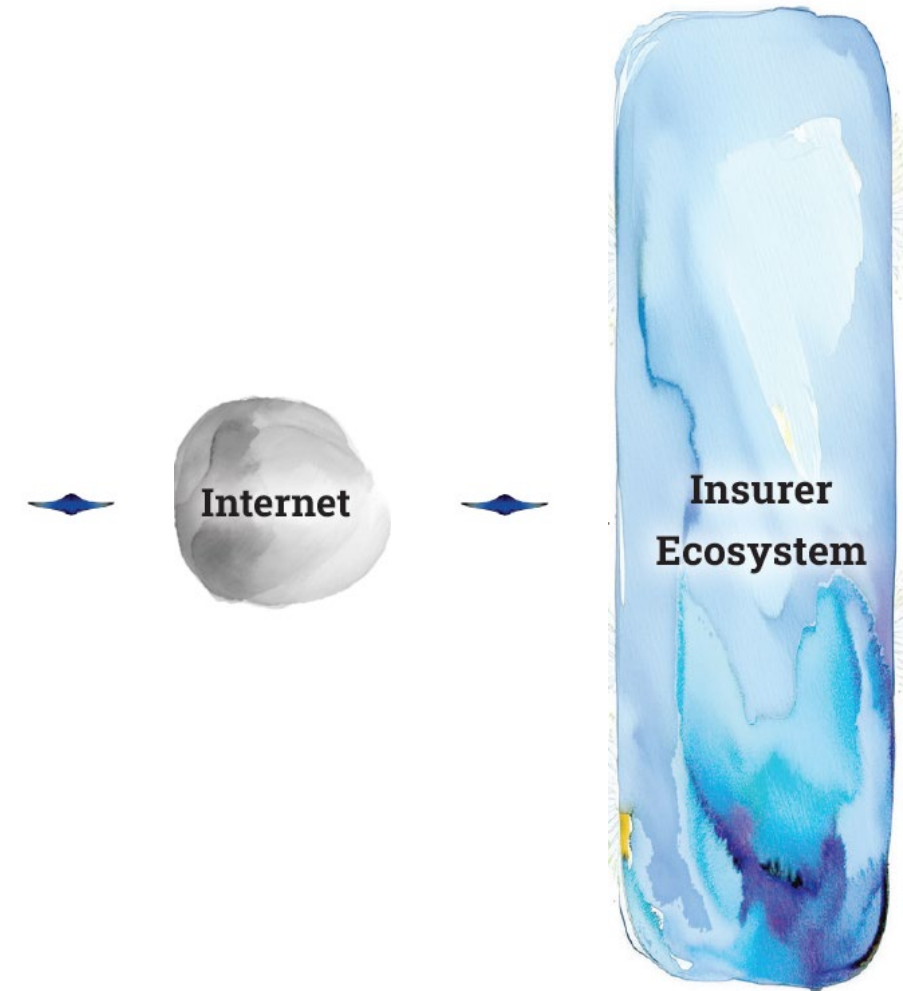
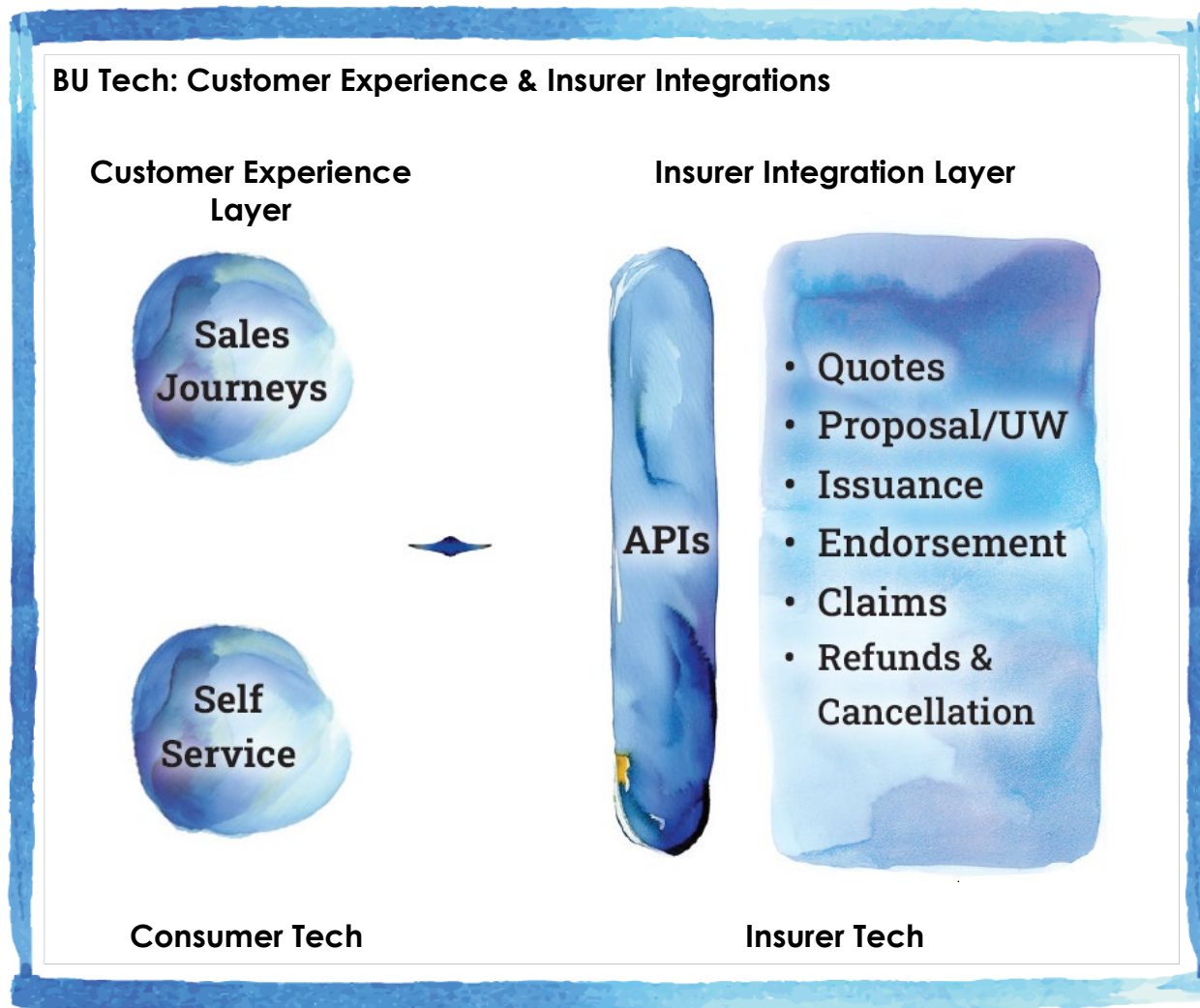
[Book your home visit now >](#)

- Omni-channel experience for trust building
- Extension of PB experience from tele-assistance to human-touch & physical accessibility
- One stop solution for consumers who don't want to transact online

Map not to scale, locations indicative of state, only for representation purposes

Technology for Consumers & Insurance Partners

Seamless services using integrations for dedicated & real-time data pipes



Technology solutions for Consumers



Customized solutions

Personalized quotations & plan recommendations



Self-aided consumer journeys

Easy Documentation using OCR & Computer Vision Technology

Real-time Endorsements

Calendar Management for medical tests

Motor Vehicle Inspection



Seamless transactions

Payment Gateways for single payment for combo purchases

1-click refunds



Lifecycle Management

360 degree consumer view

1-click renewals



Claims Assistance

First Loss notification using mobile app

Easy access to Garage & Hospital network information

Smooth coordination with insurance partners, surveyors, TPAs, garages & hospitals

Technology solutions for Consumers

User friendly interface assisting customers throughout the lifecycle

Compare Premiums in 30 Seconds

NAME Mr.

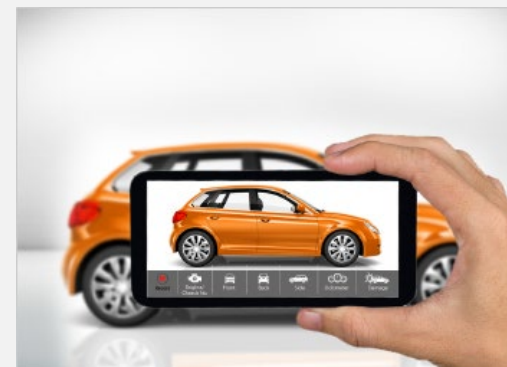
DOB DD

MOBILE +91

Compare & Save Big

By clicking on "Compare" you, agreed to our [Privacy Policy](#) and [Terms of use](#)

INSURER & PLAN	PAYOUT	COVER UPTO	CLAIMS SETTLED	PREMIUM
ICICI PRUDENTIAL iProtect Smart	1Cr	60 yrs Max Limit: 85 yrs	98.6%	₹1,299 5% Off ₹1,174 monthly
HDFC Life 3D Plus Life Option	1Cr	60 yrs Max Limit: 85 yrs	99.0%	₹1,248 5.5% Off ₹1,179 monthly
MAX LIFE Online Term Plus	1Cr	60 yrs Max Limit: 85 yrs	98.7%	₹1,059 monthly ₹12,036 annually
EGONLife iTerm	1Cr	60 yrs Max Limit: 100 yrs	96.4%	₹981 monthly ₹11,280 annually



Payment and Plan Summary

SELECT PAYMENT MODE

Credit Card Debit Card Net Banking

Pay using Credit Card

VISA MasterCard RuPay

Credit Card

Pay Rs. 582 (1 Month Premium) now & opt for standing instruction for all your subsequent premium payments.

Standing instruction shall be setup on this card

Pay Securely

Please do not Press "Back" or "Refresh" the Page

Fill-in customer details

Compare products across insurers

Self video inspection (Motor) or Telemedical (Life / Health) or upload docs

Easy payment process



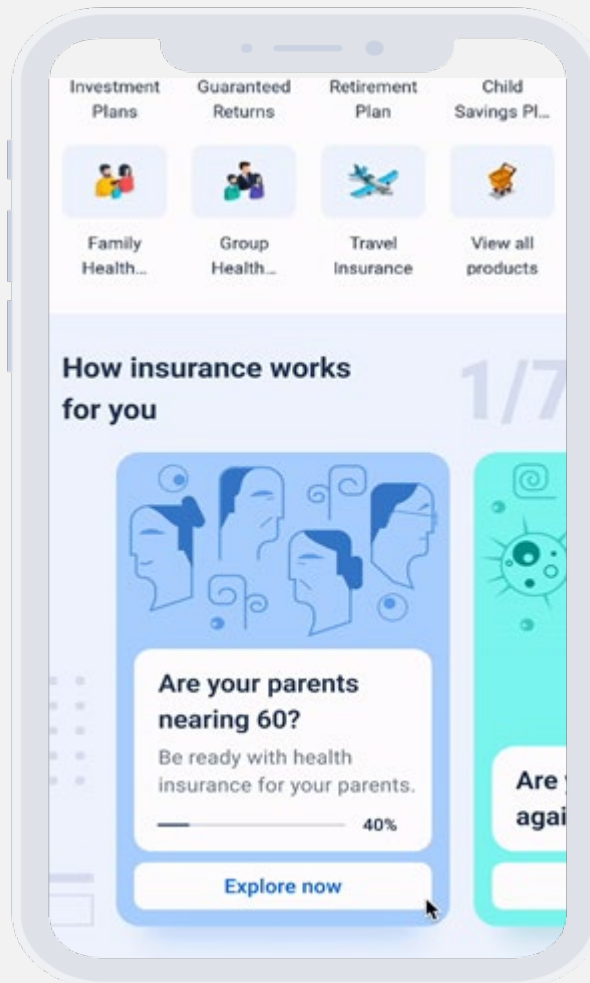
Unique customer journey through Chatbots

- ✓ Handles customer queries resulting in faster fulfilment
- ✓ Response within a minute
- ✓ Increased Unassisted Share of Business

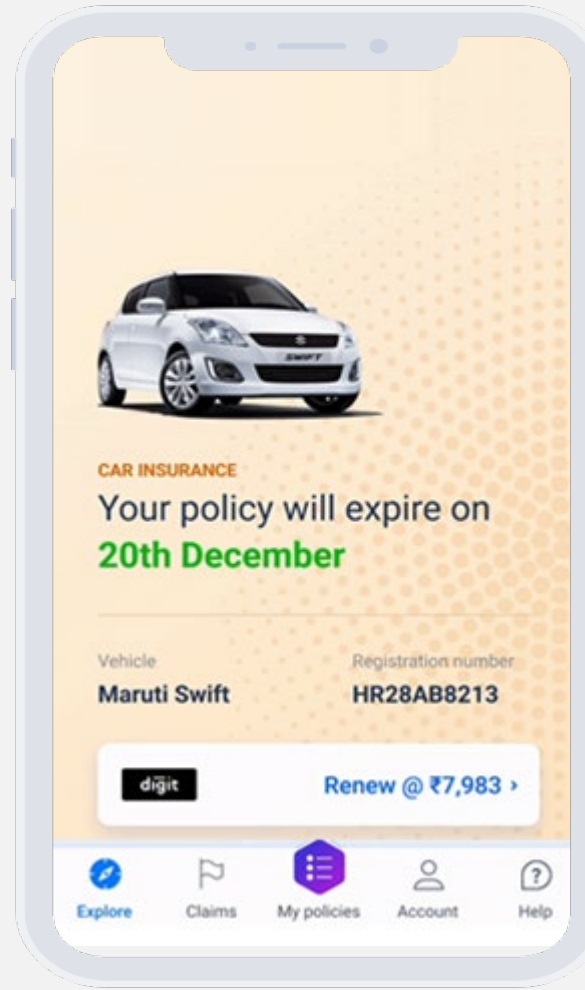
Technology solutions for Consumers

A wholesome experience in the App

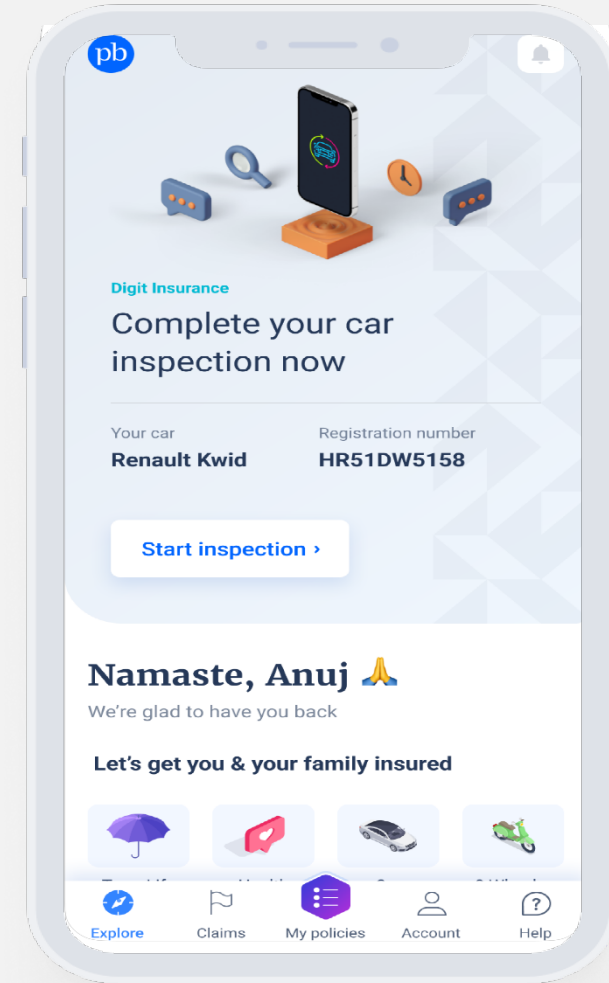
Consumer Education / Awareness



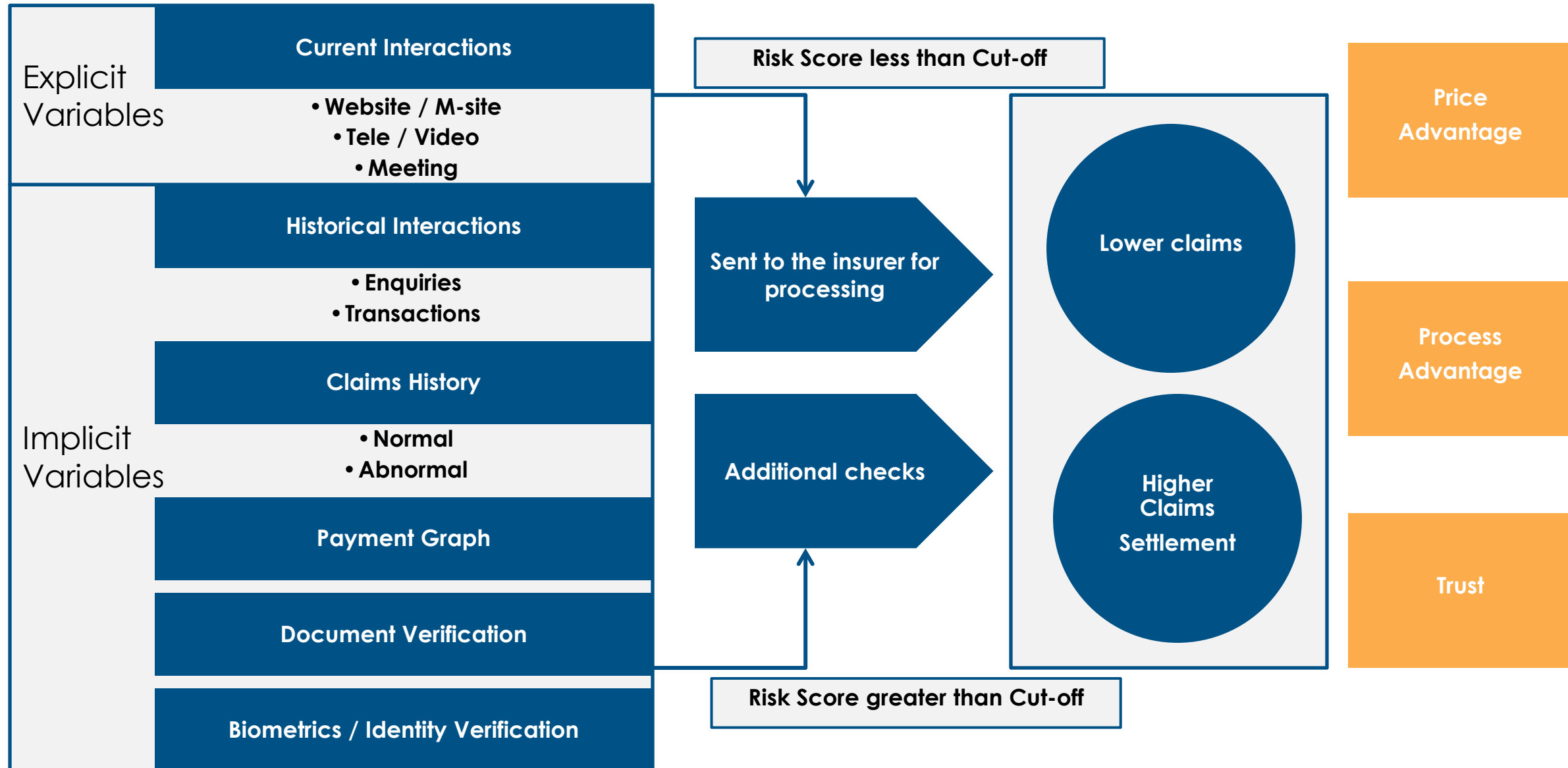
Renewals



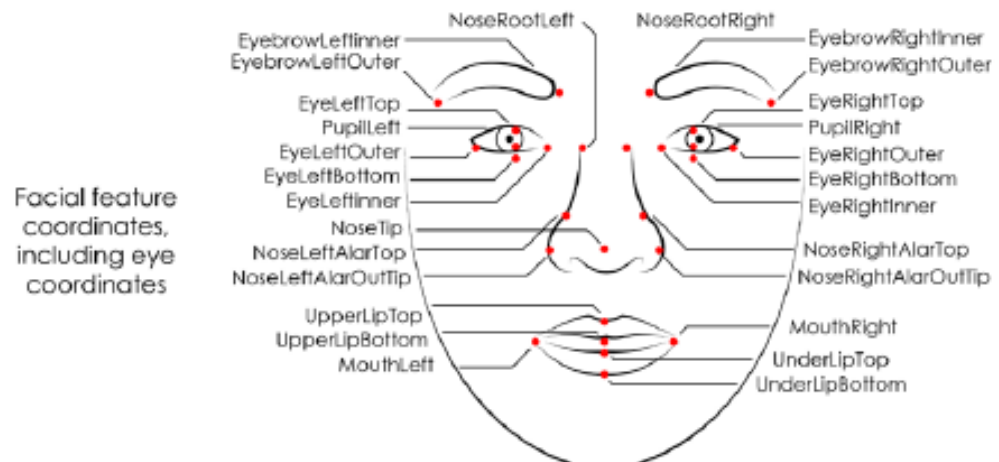
Policy Management



AI based risk framework used to detect fraud



Liveliness checks Models- Deep fakes detection

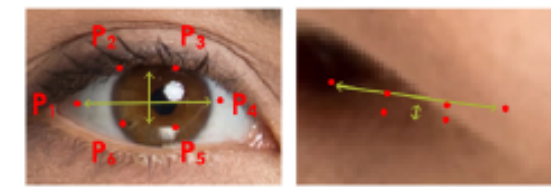


Face detection using Caffe (Deep learning based Face detector)



1. Face stillness check across all frames (using relative movement of facial coordinates)

Eye blink detection across all frames [Using (EAR) eye aspect ratio logic]



Lip Movement detection across all frames [Using relative movement between lip top and bottom coordinates with (considering horizontal distance)]



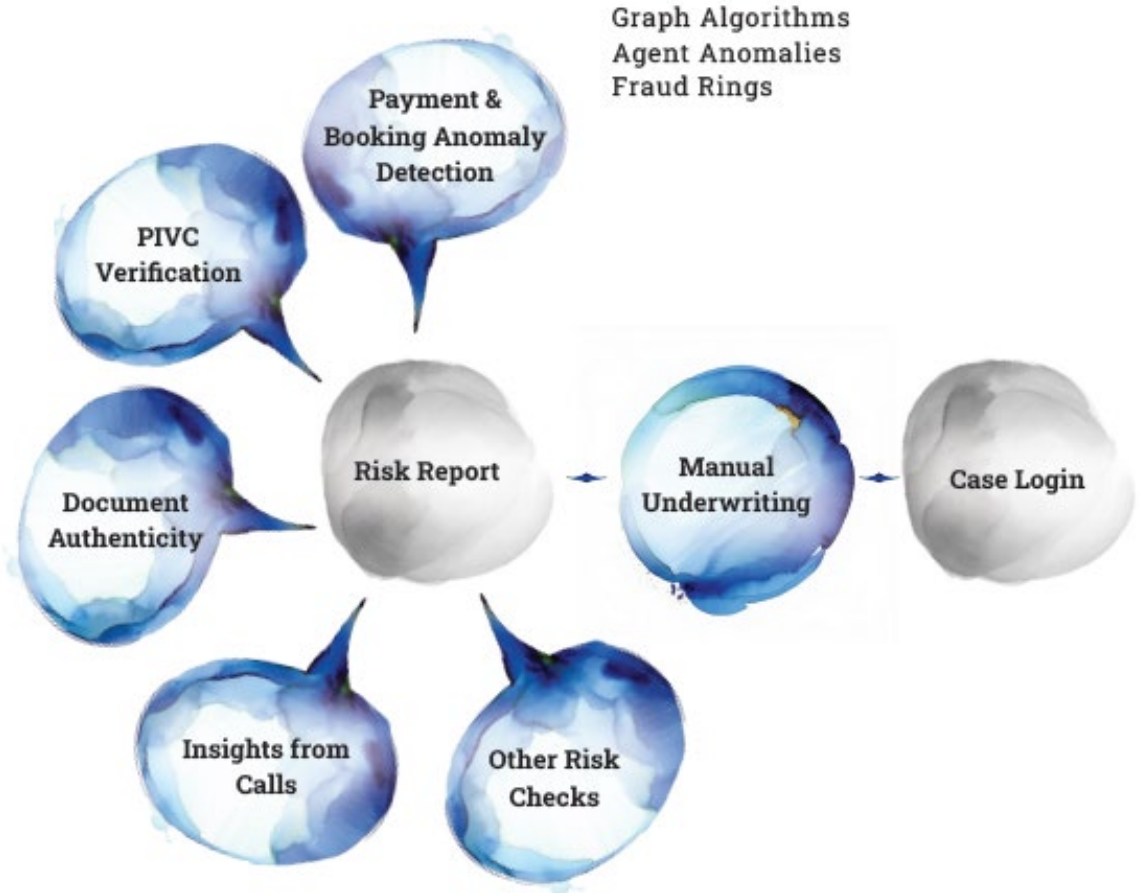
Eye gaze detection across all frames [on movement of iris region across eye space]



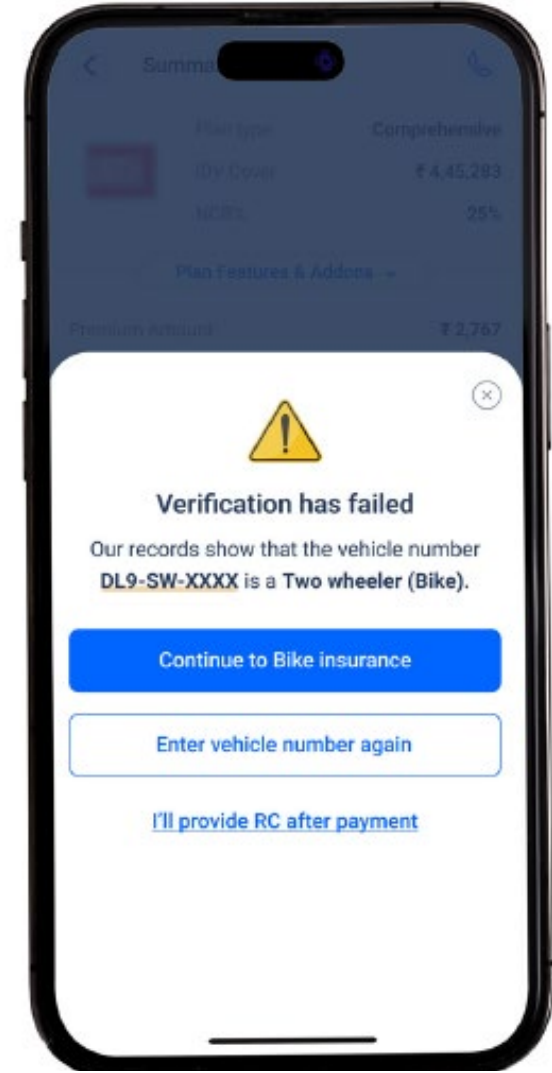
Hand Raise detection across all frames Optional check [As pb suggests for hand raise too while video capture]



Face Matching, Voice Matching and Liveness Scores

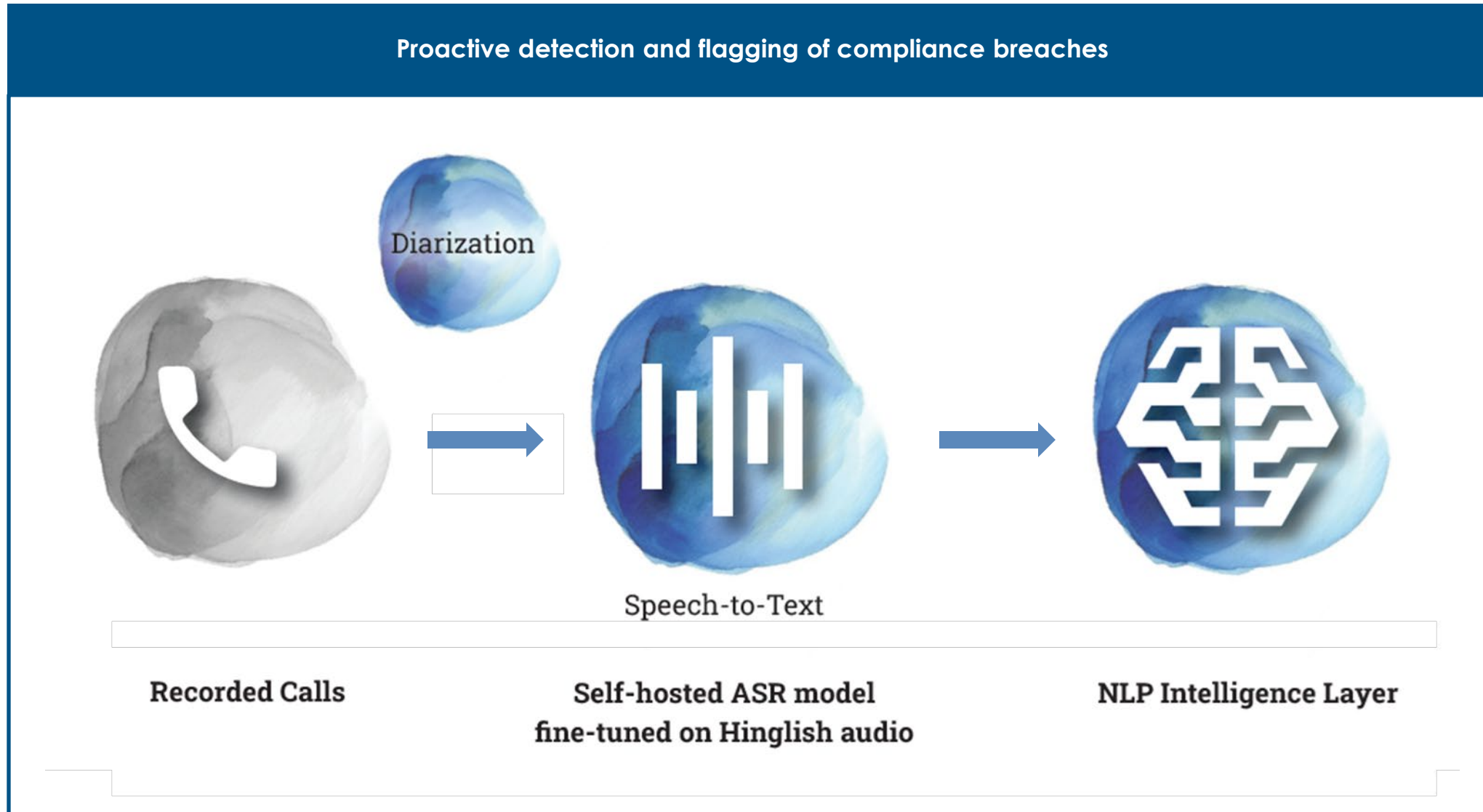


Verification with Public Databases



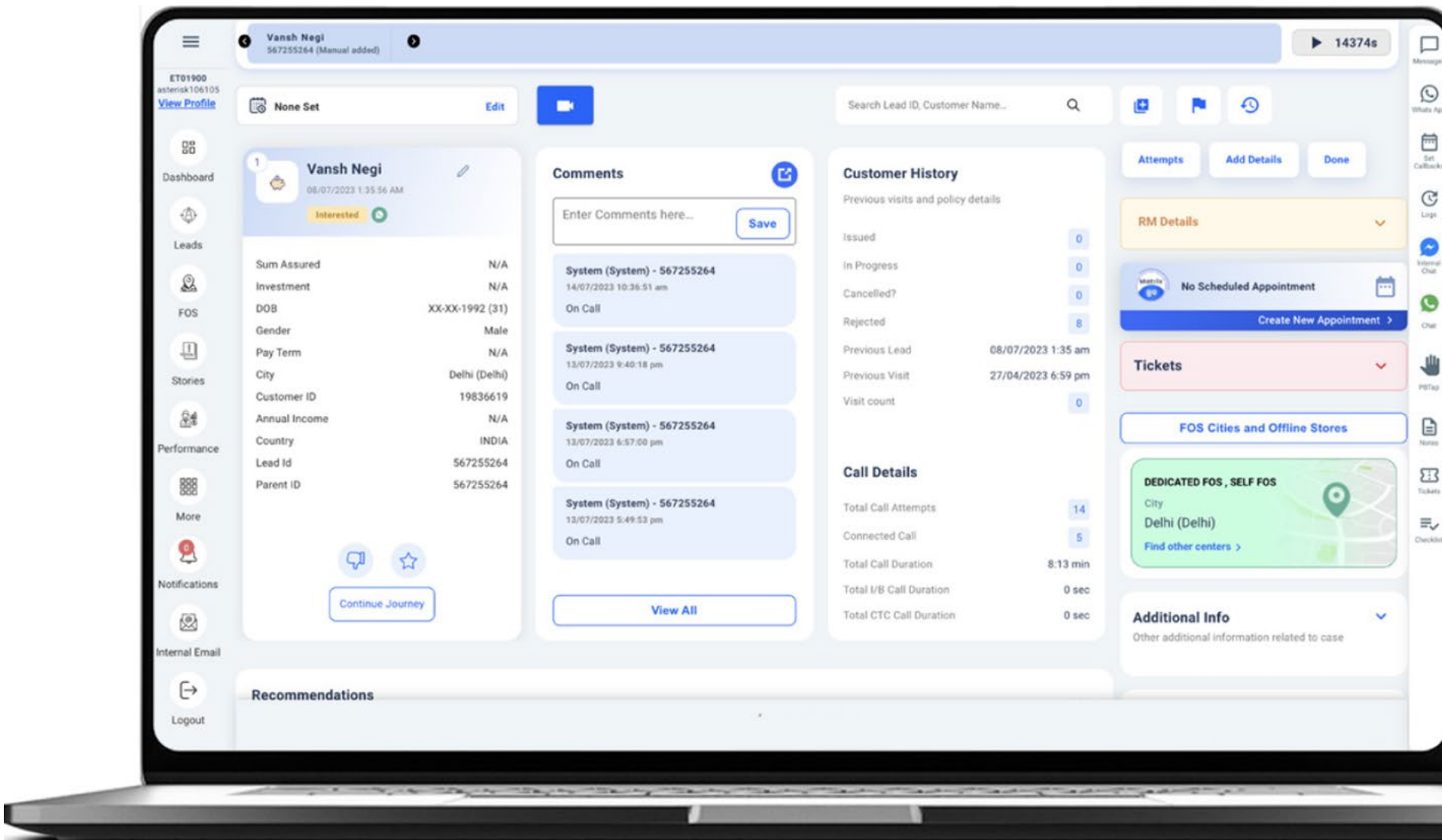
Face biometrics & Voice identification employed for fraud detection. Liveness Detection is done to check for deepfakes, if any.

AI-based call compliance and quality assessment



CRM systems

Proprietary systems for lead management & booking management



System conducts "Intent Analysis"

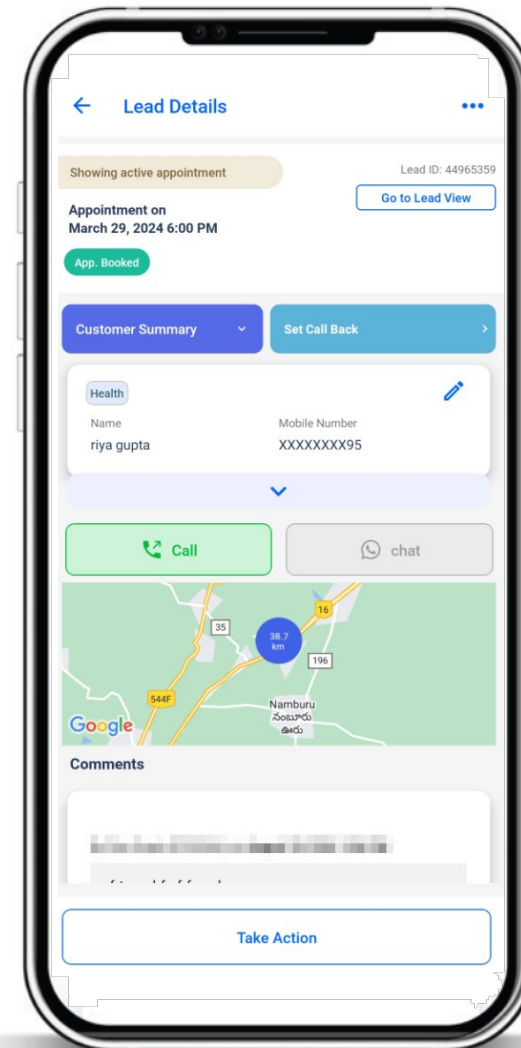
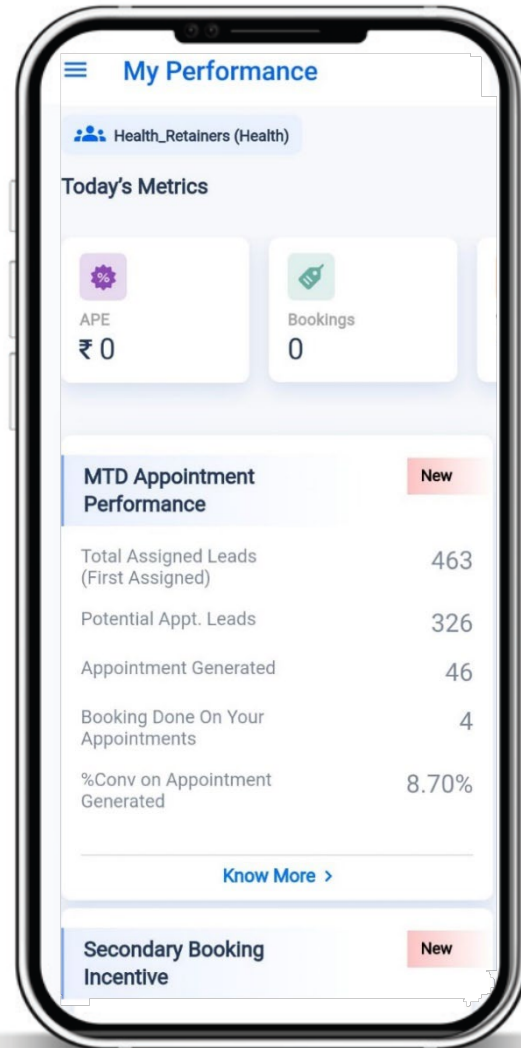
Match Lead-score with Agent-score

Auto-allocation of leads, system based DND mode, call reminders

ML based voice analytics for Pitch Quality Check

CRM systems

CRM system with additional features : a mobile app format to provide assistance to our employees supporting consumers through in-person appointments



Technology solutions to Empower employees



Unified Communication

- Omni-channel experience for the customer
- Central Repository of all the communication sent out to the customer
- Includes our home-grown integrated telephony system(PBDialer)

Quality Management System

- Maintains the quality of conversations; highlights any mis-selling/ high-performing advisor techniques
- Automated Speech Recognition (ASR) platform to determine insights (intents, sentiments, queries, et al)
- Developed dictionaries & vocabulary for contextual understanding of Hinglish
- The Named Entity Recognition (NER) model identifies key phrases and interest indicators from conversations



Reporting & Business Intelligence System

- Optimus, a single storage entity for multiple databases to support downstream reporting & analysis
- The Data lake handles both structured & unstructured data from various sources in various formats
- Generates more than 1,500 kinds of reports on a daily basis

Claims Assistance: popularized through media campaigns

Our consumers should only worry about healing & getting fitter
All insurance related processes will be managed by us (support within 30 mins)



Our consumers enjoy cashless claims at 15,000+ hospitals for Health Insurance

Our dedicated team ensures a hassle-free experience in the hospital and for pre & post hospitalization engagement

On-ground assistance at the time of claims

Motor Assured Delivery Program



Customer calls for claim assistance



PB claims advisor pitches ADP garage



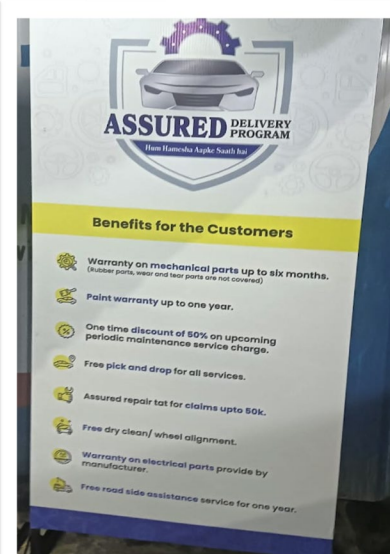
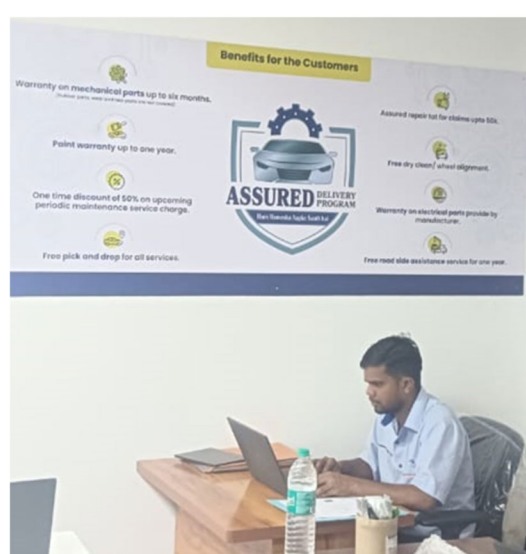
RM meets customer & provides end-to-end assistance



Car repaired in record time



Satisfied customer



Claims Assistance

Tech-enabled assistance at the time of claims

- Back-end settlement of claim
- Repaired car delivered to the customer
- Satisfied customer



Video uploaded by the customer on the mobile app



- Information passed to the Insurer
- Insurer assigns a Surveyor
- PB System sends an AI-based damage report with cost estimations to the Surveyor



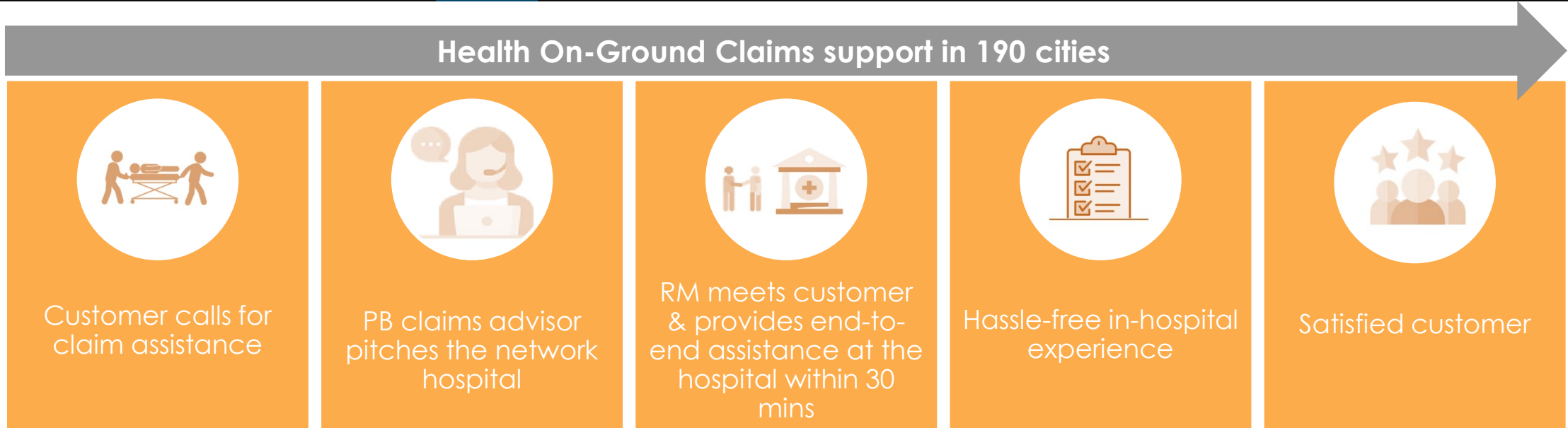
Surveyor conducts remote inspection and approves repair work to begin

- Garage receives e-approval
- Car is repaired



Claims Assistance

On-ground assistance at the time of claims



Free grief support programs for beneficiaries of term insurance in case of an unfortunate demise



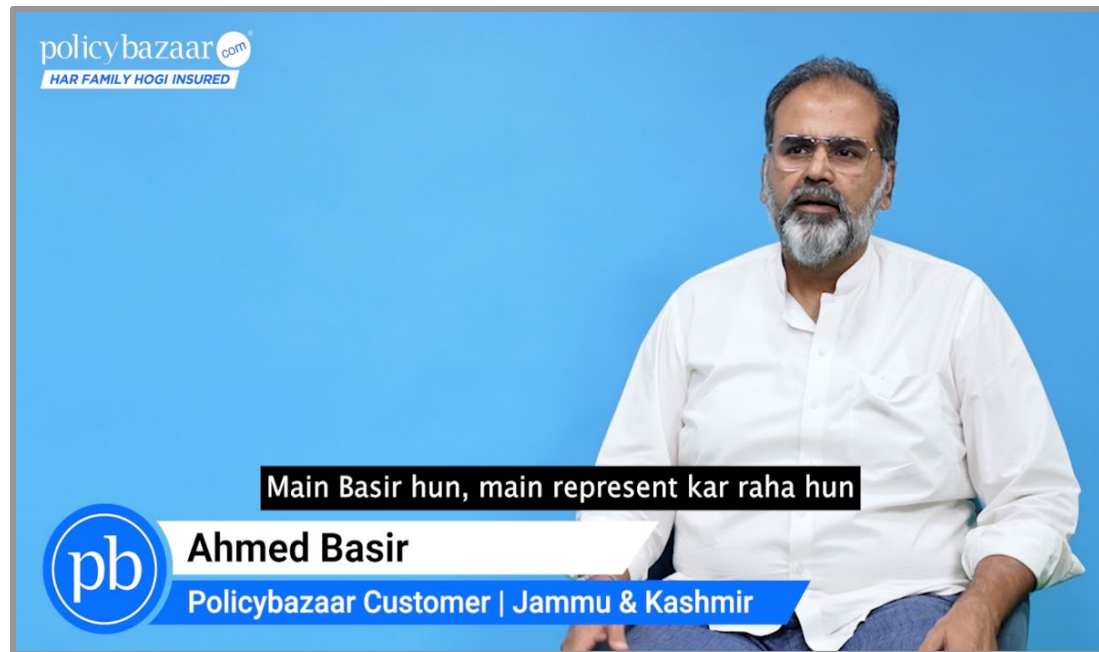
Policybazaar visited Mrs. Deepa Chaudhary (Claim Beneficiary) at her residence in Greater Noida

Grief support program for nominees has a bi-fold impact

- Consumer:
 - Stress-free claims process, thus customer loyalty
- Policybazaar:
 - Word-of-mouth marketing by satisfied customers
 - Motivation for sales advisor as he/she witnesses the real-life impact of his/her assistance in the sale of the insurance policy

Claims Grievance Redressal Day

Claims Samadhan Diwas



Real-time re-assessment of repudiated / rejected claims
In a tripartite conversation with the insurance partner, consumer and Policybazaar

Garnering consumer trust by assisting during the moment of truth – claims
Receiving thousands of appreciation / gratitude emails from consumers every month

policybazaar.com
HAR FAMILY HOGI INSURED


Welcome to the PB family

You have made the right decision of protecting the future of your loved ones by purchasing a term insurance policy.

Policy Number: **PB1235345** Sum Insured: **₹2 Crore**


Claim Assistance Card
GUARANTEED CLAIM SUPPORT FOR YOUR FAMILY


Life Insurance: 2 Crore
Life Assured: Rixxxx
Policy No: PB1235345
Issued Date: 01/04/23
Cover Upto: 70 Years




Download the App

You are important to us.
Our team is here to provide you best-in-class insurance services including:

- 

Relationship Manager
Our dedicated relationship manager will personally help you with all your service queries.
- 

Claim Support
We will handhold your nominee at every step of the claim settlement process.
- 

Free Counseling
Your loved ones get access to grief support programs to deal with the personal loss.

To learn more about our services, download the new **Policybazaar app** or log into **My Account** on our website.



Thank you for choosing Policybazaar.
We look forward to partnering with you for all your insurance needs.

Thank You,
Policybazaar.com

For service related queries, reach out to us at **1800-258-5970** using your registered mobile number.
For claims related queries, reach out to us at **0124-6384120**

We provide Claim Assistance Card for the nominee to ensure they have handy policy details as well as direct claims assistance number always with them

policybazaar.com
HAR FAMILY HOGI INSURED

Claim Assistance Card

Guaranteed claim support for your family

Life Insurance: **2 Crore**
Life Assured: **Rishabh Mehrotra**
Policy No: **PB1235345**
Issued Date: **01/04/23**
Cover Upto: **70 Years**



Download Policy

policybazaar.com
HAR FAMILY HOGI INSURED

Policybazaar Insurance Brokers Private Limited
CIN: U74999HR2014PTC053454 | Registered Office - Plot No.119, Sector - 44, Gurgaon, Haryana - 122001 Tel no : 0124-4218302

1800-258-5881
care@policybazaar.com
+91-85060 13131



Pay Renewal Premium

Awards & Recognition



Best Insurtech at FICCI PICUP Awards

FICCI PICUP Awards



Best Insurtech and Best CEO at BW Festival of Fintech

BW Festival of Fintech



Best Use of Brand Awareness at E4M Health

E4M Health & Wellness Awards



Best Use of Consumer Tech for PB Meet at ETBFSI Awards

PB Meet at ETBFSI Awards



Best Domestic Broker at Insurance Asia Awards

Insurance Asia Awards



Best Insurance Brokers at India Insurance Summit

India Insurance Summit



India's Leading Online Insurance Platform

Berkshire Media



Brand Identity Campaign for Mr Policybazaar

Mr Policybazaar



Best Customer Service for Claim Samadhan at ET Entrepreneur Awards

Claim Samadhan At ET Entrepreneur Awards

paisabazaar.com

Paisabazaar: India's largest comparison platform for credit products



23 Lacs
Monthly Enquiries
(credit products) ^



21 Lacs
Transactions ARR ^



Consumer enquiries^ from
1,000+ cities

India's largest
credit score awareness initiative

4.8 Cr
Credit Score
Consumers
till date



22 Lacs
New consumers added
(Q2 FY25)



~₹17 k Cr
Loan disbursements ARR*



>5.8 Lacs
Credit Cards issued ARR*



Acquiring a
consumer every
~4 seconds

Offering consumers wide choice & ease of comparison

Solving structural problems by keeping consumer at the core

Consumer Pain-points



Difficult to find best offer



Lack of transparency, fairness



Lack of assistance



Delays & intensive paperwork

Paisabazaar Advantage



Transparent & Neutral Comparison

Credit offers from 70+ partners



Relevant Offers Rank-ordered

Powered by SmartMatch



End-to-end assistance

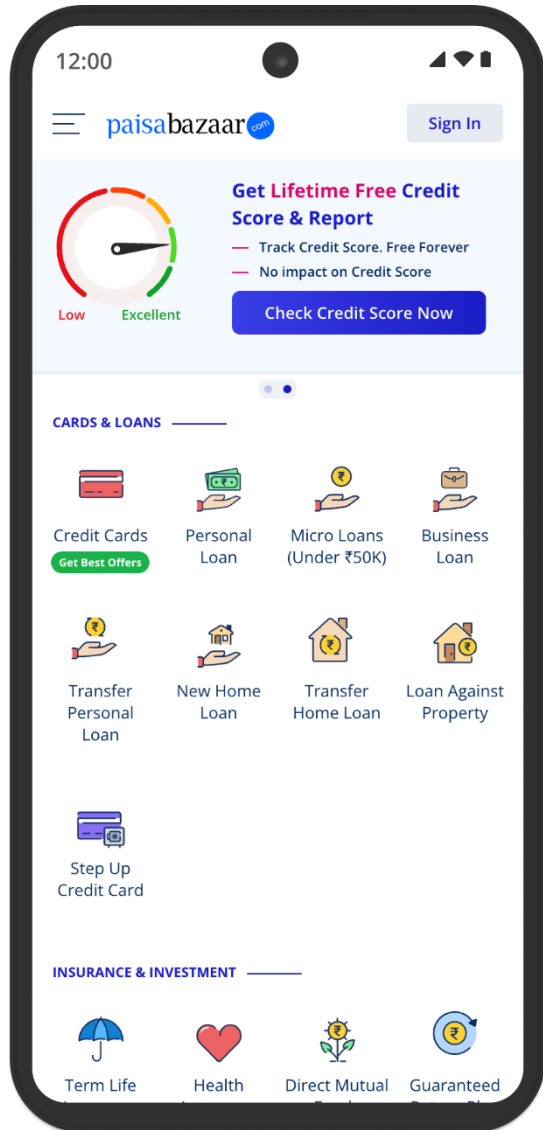
With 'right', personalized advise



Seamless onboarding

E2E digital processes, instant approval

Over the years, have become Platform of Choice for India's credit needs



✓ Independent, unbiased & transparent platform with E2E assistance

✓ Best offers always, including Bank Pre-approved offers

✓ Industry-first SmartMatch algo to help find most relevant offers

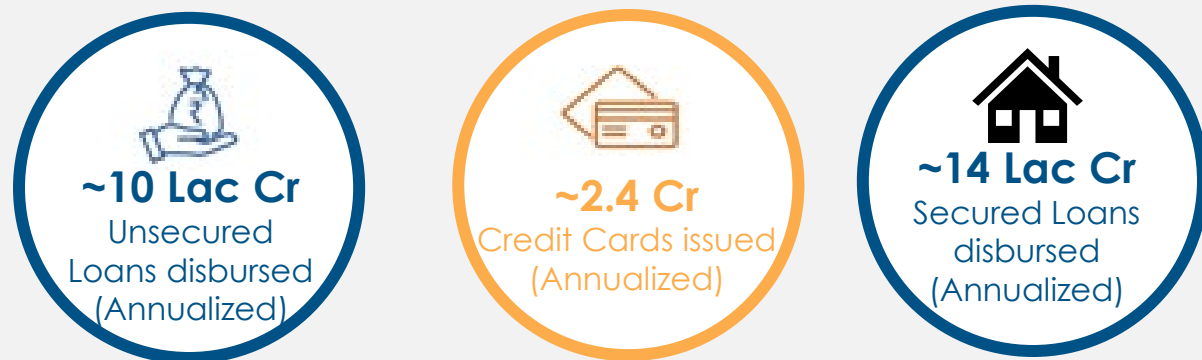
✓ >16%* of India's active credit score[^] consumers on Paisabazaar

✓ 7-8%* of Credit enquiries in India happen on the platform

* Management Estimates;
[^] Consumers having at least 1 active trade line

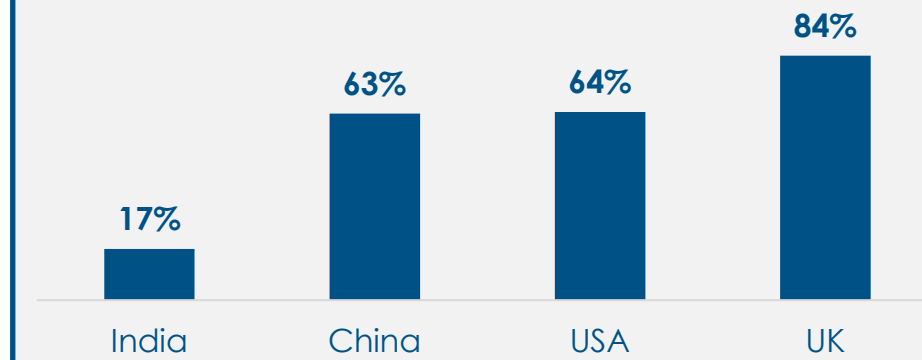
Robust long-term growth opportunity, driven by strong macro factors

Large Consumer Credit Market#..



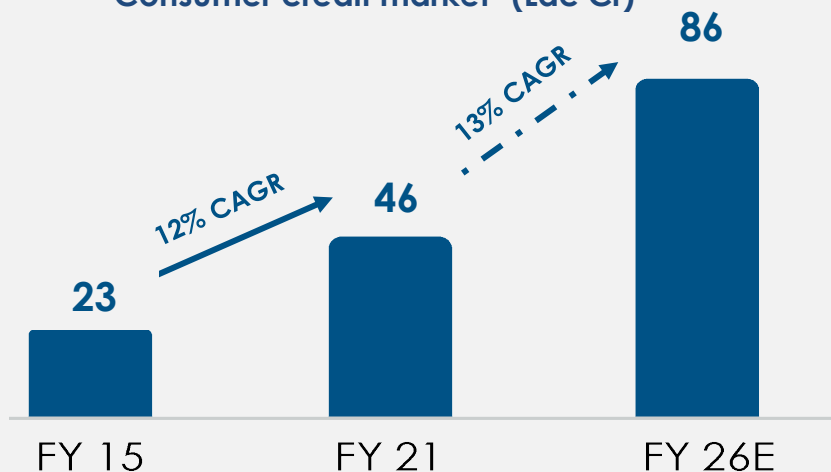
..is underpenetrated

Household debt to GDP ratio^

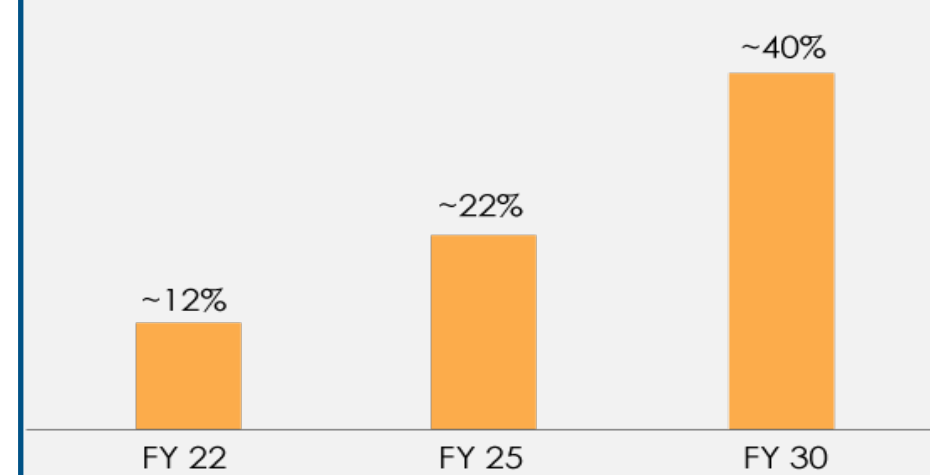


Growing at a healthy rate..

Consumer credit market# (Lac Cr)



..with an increasing share of digital*



#Management estimates
^CEIC data
*Google Temasek & Bain report 2023

Current external environment tough, **moderation** in unsecured credit & Cards

For sustainable, long-term growth, industry encouraged to review supernormal growth in unsecured

Rapid growth in unsecured credit post COVID, led by new categories like BNPL, STPL & influx of capital

Industry advised to review & moderate super-normal growth in unsecured loans

Risk-weight increase for unsecured credit; increase in cost of funds /supply crunch for downstream NBFCs

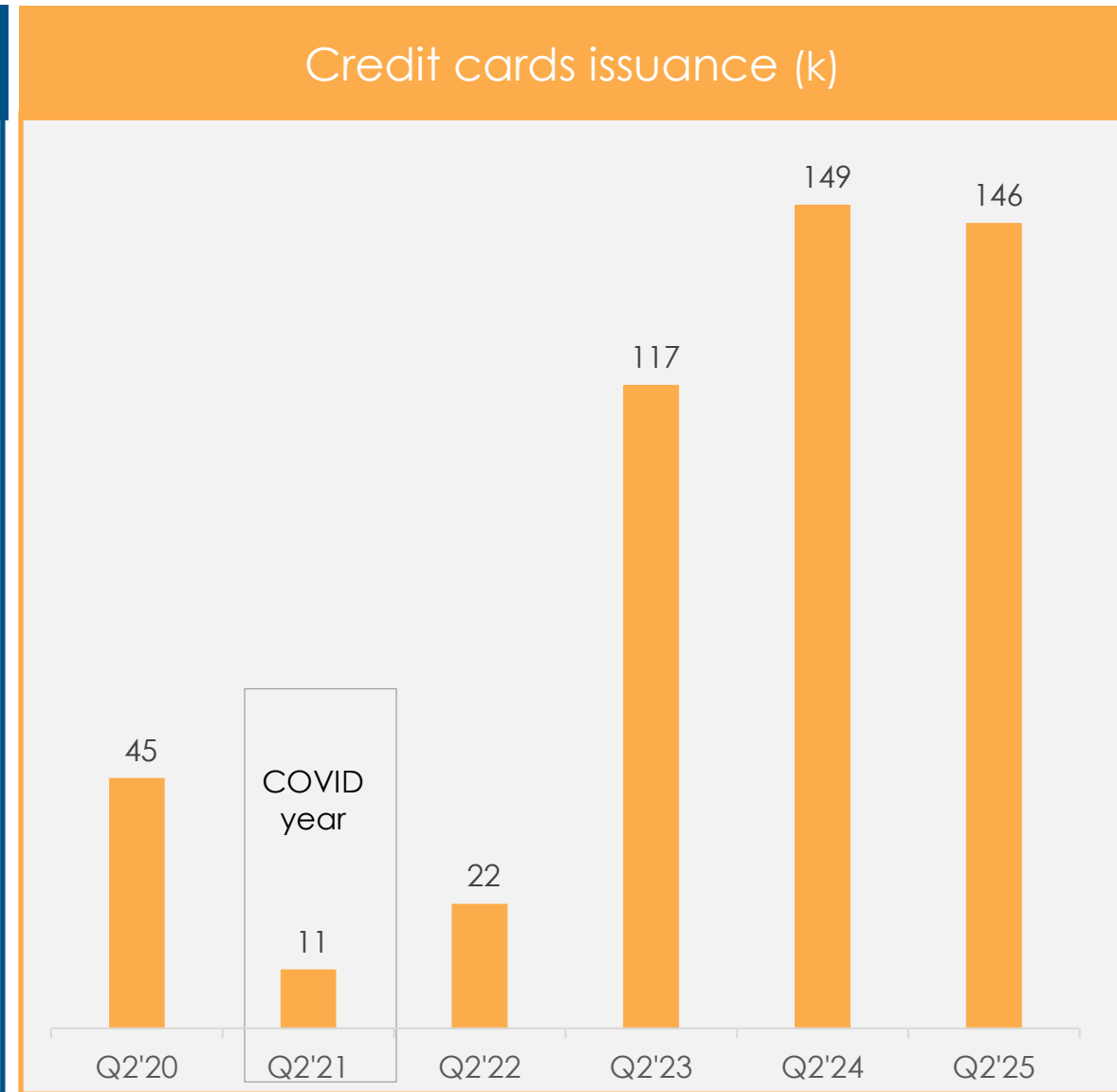
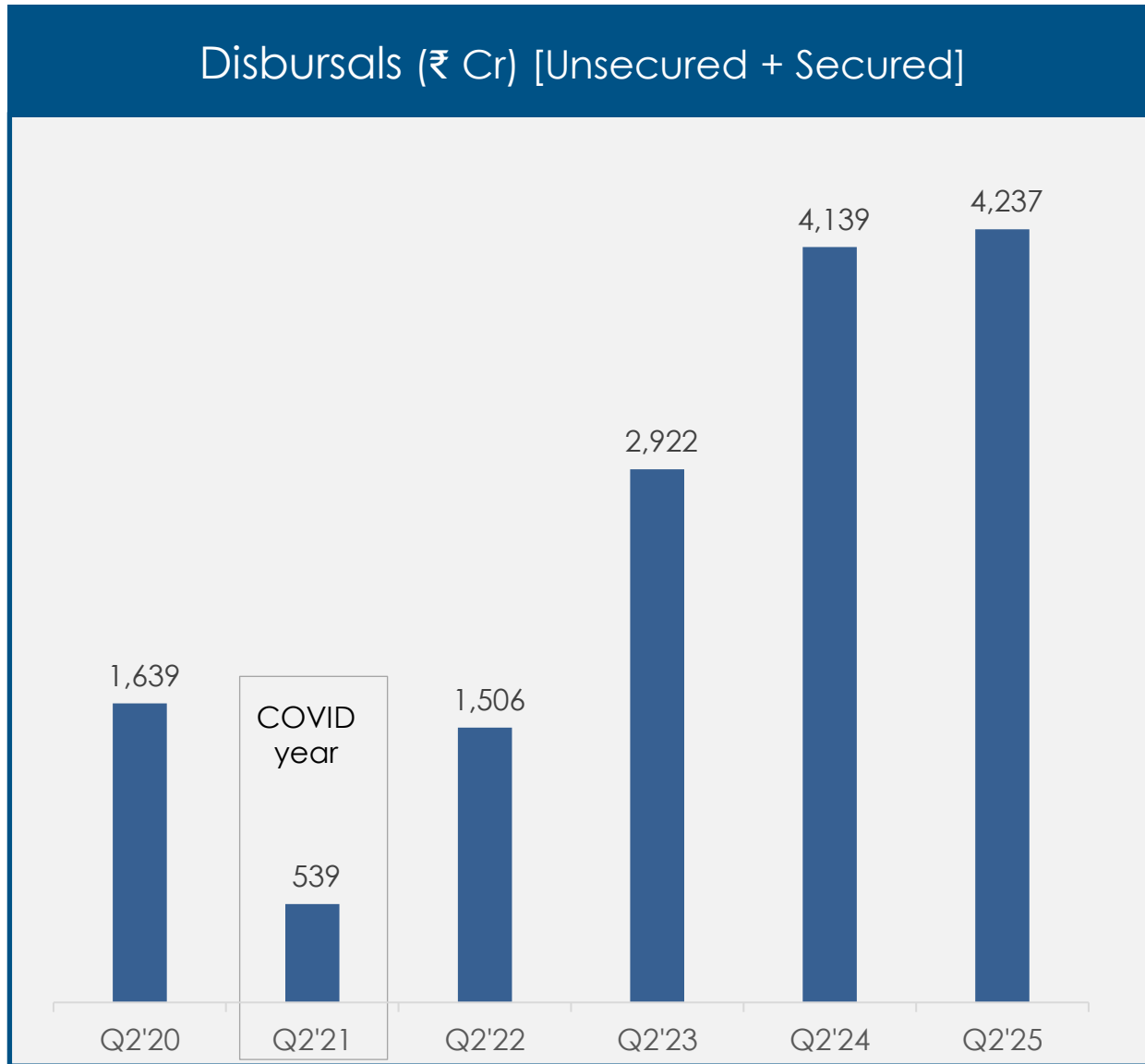
Guidance led to policy & process changes for a stronger ecosystem

Stress observed in certain segments across unsecured lending, leading to tightening

On-boarding processes paused for some Banks, NBFCs due to process & pricing concerns

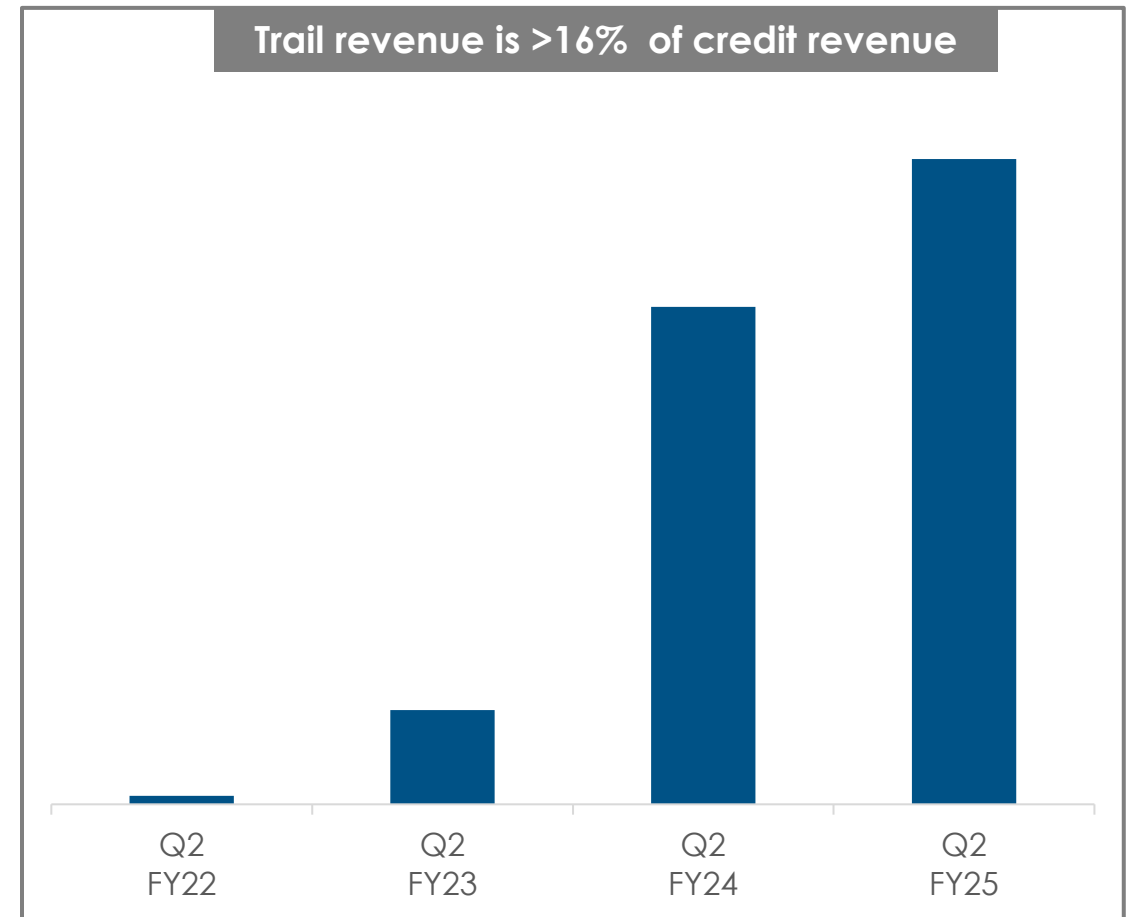
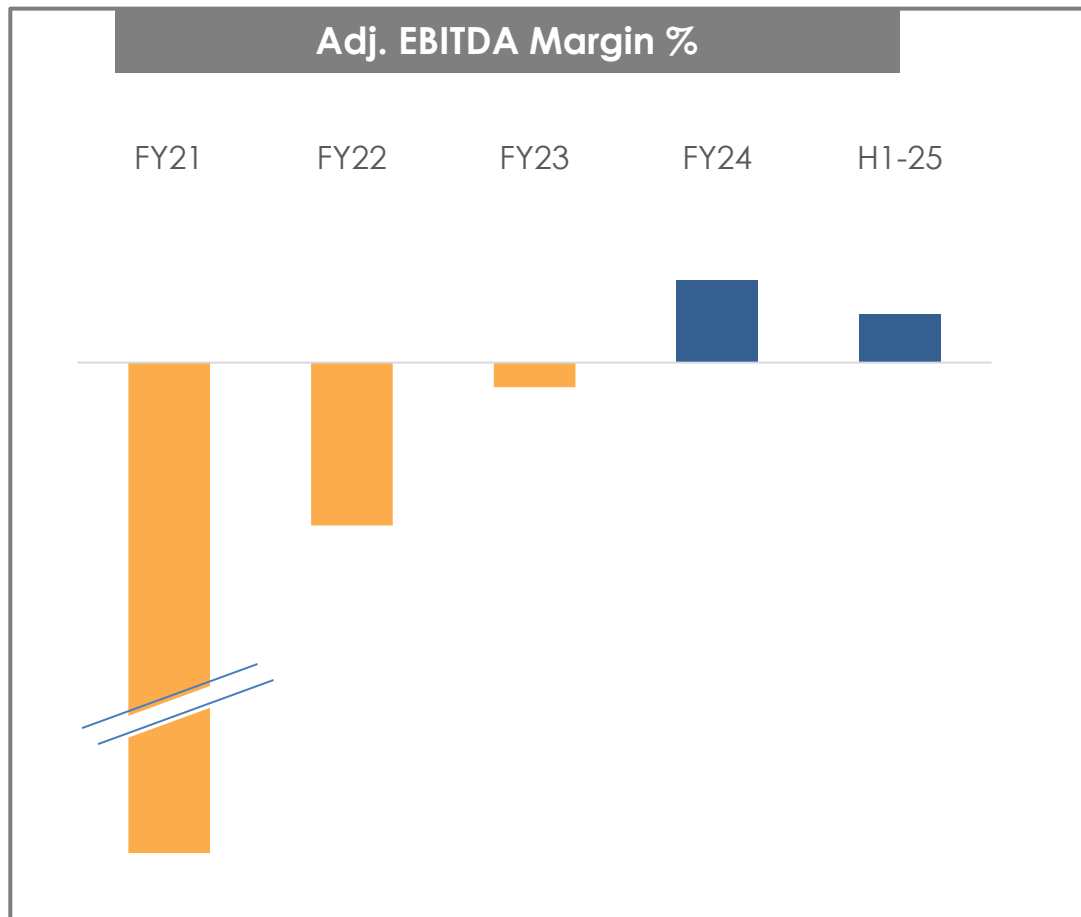
Guidance around co-brand regulations and V-KYC led to policy and process changes

Moderation in Q2; H2'25 to remain muted for Unsecured growth



Credit Card issued prior to FY21 are management estimates

Maintaining positive adj. EBITDA, contributed by trail revenue



Improved processes & offerings leading to sustainable margins

Continued investments in brand, product & tech to improve margins

Co-created products driving trail revenue

Going deeper into each aspect of unsecured to offer **seamless consumer experience**

Own Digital Fulfilment helping:

- Plug leakages → Efficient Funnel
- Provide great consumer experience

Expanding partnerships across:

- Consumer Segments, Geographies
- 6 new partners added in Q2 , 7 in pipeline

Co-created strategy to offer:

- Consumer-friendly propositions, seamless CX
- Higher LTV per customer



Use **AA ecosystem** for:

- Sharper segmentation
- Better Portfolio Performance

Deepen **consumer engagement in Cards** via:

- RedeemWise – Maximise CC points value
- PayWise – Best card for every spend
- CardWise – Personalised Card Reco

ML Based models to proactively:

- Block/restrict riskier segments
- Focus on **fraud-avoidance**







Deepening **partnerships** to expand choice of consumer offerings

New partnerships across lending & credit cards

- **Unsecured lending**
 - 3 new partners across segments
 - 6 more in pipeline
- **Secured Lending**
 - 8 new partners across PSUs, NBFC & HFCs
 - 2 PSU partners onboarded
 - 5 more in the pipeline
- **Credit cards**
 - 1 new partner
 - 2 more in pipeline, incl. 1 co-created

New launch: Co-created feature-rich PaisaSave credit card

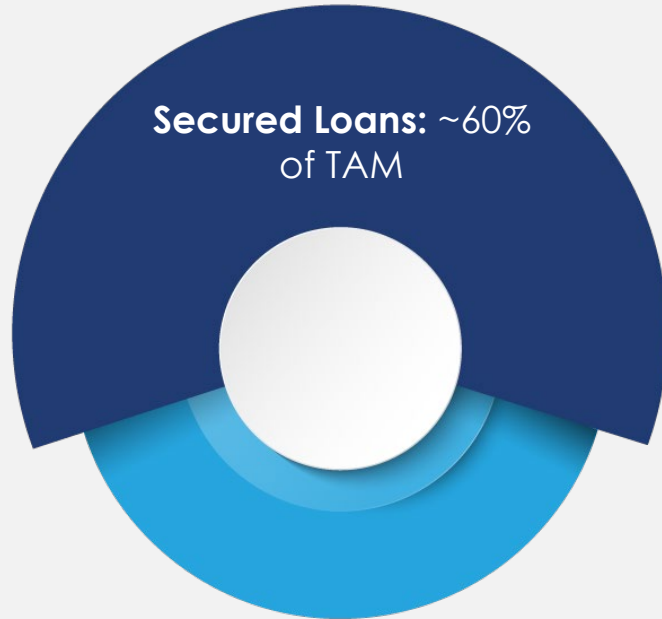


-  **3% Cashback on Online Spends***
-  **1.5% Cashback on Offline Spends**
-  **1% Fuel Surcharge Waiver**
-  **No Joining Fee**
-  **Additional Lifetime free Rupay Card UPI benefits**
-  **Upto 50 days Interest Free Period**

Complete T&Cs in product brochure

Strengthening focus on the **large secured credit market...**

Secured Loans is a large market...



... With >14 Lac Cr* market disbursal size



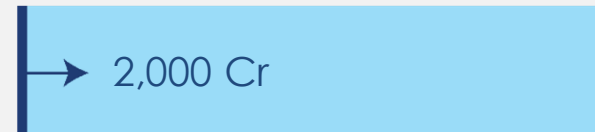
Home Loan



Loan Against Property



Loan Against Securities



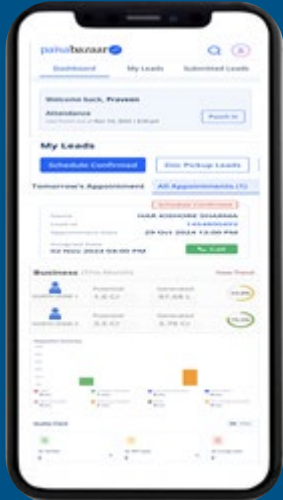
Investing in fulfillment & digital capabilities to build scale in Secured Credit

Scaling Secured Credit

Strong D2C play

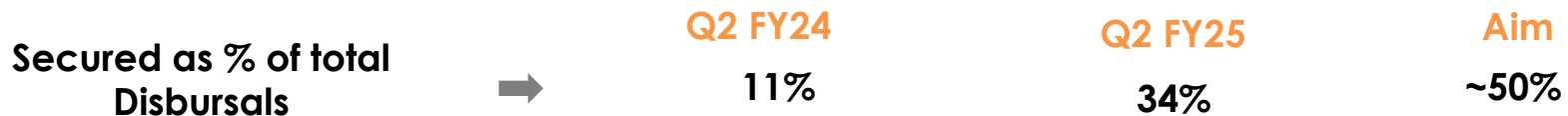
- **Wide & deep** partnerships across PSUs, Pvt Banks, HFCs etc
- **Product expansion:** focus on Home loan, Loan against car & property
- Build **last mile & fulfilment capabilities** for offline processes
- Create **presence in Top 3 cities** with >30%* market share
- **100+ Focs team hired**, aim to build 300+ strong team
- **Digitally disrupt** parts of offline process, like digital sanctioning

PB Connect: A tech platform to bring in digitization, efficiency



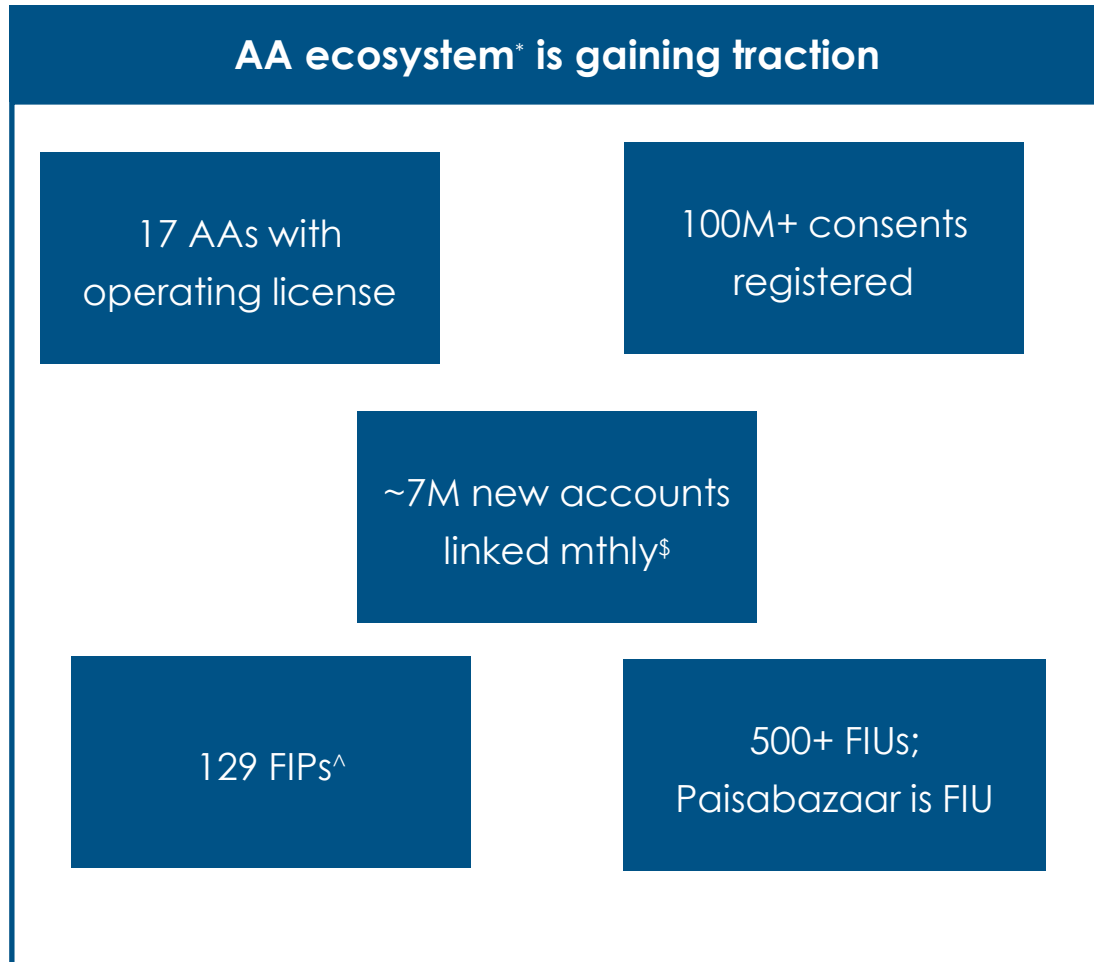
- **Streamline processes** from application to disbursal
- **Real-time tracking** for consumers and connectors
- **Improved control** for all stakeholders
- Tailored **cross-selling opportunities** across products

Focus on continuing strong growth trajectory



* Management estimates

Growing adoption of AA ecosystem provides an opportunity to create products with high engagement



Opportunity to build personal financial management tool
PB Money led by AA

pb m ₹ ney

* Source: Shamata <https://sahamati.org.in/>
[^] Banks, NBFCs, Insurance companies, GSTN, Depositories, AMCs
^{\$} H1 FY25 average

PB Money, an AA-based Personal Financial Management tool

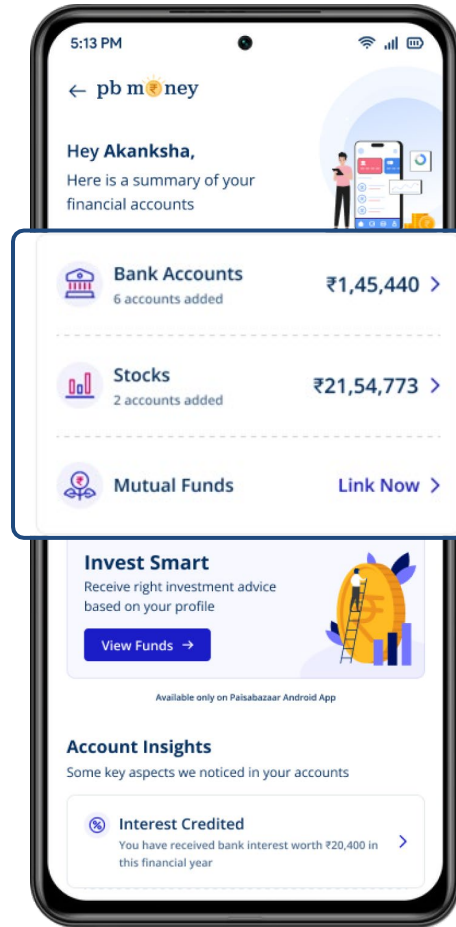
Beta launch in Q3

Strong Industry-first consumer proposition

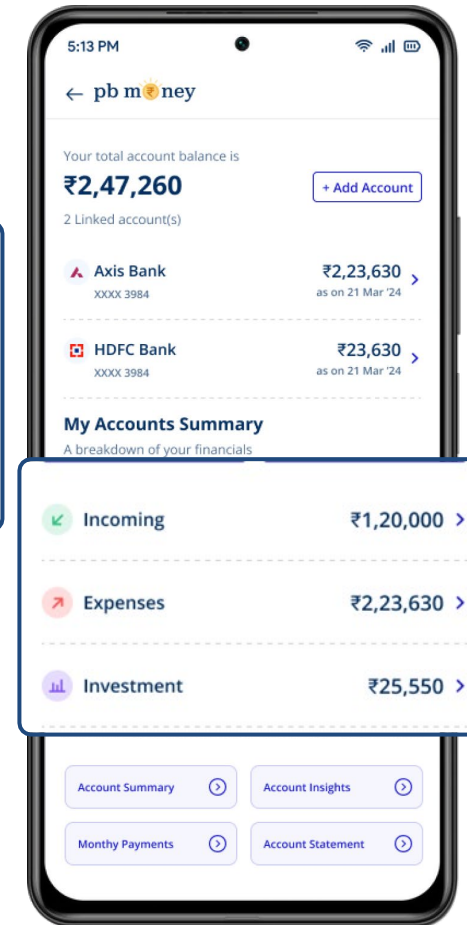
- **Connect** all accounts in one place
 - Bank accounts
 - Investments – MF & Stocks
 - GST
 - Insurance

- **Track & manage** income & expenses

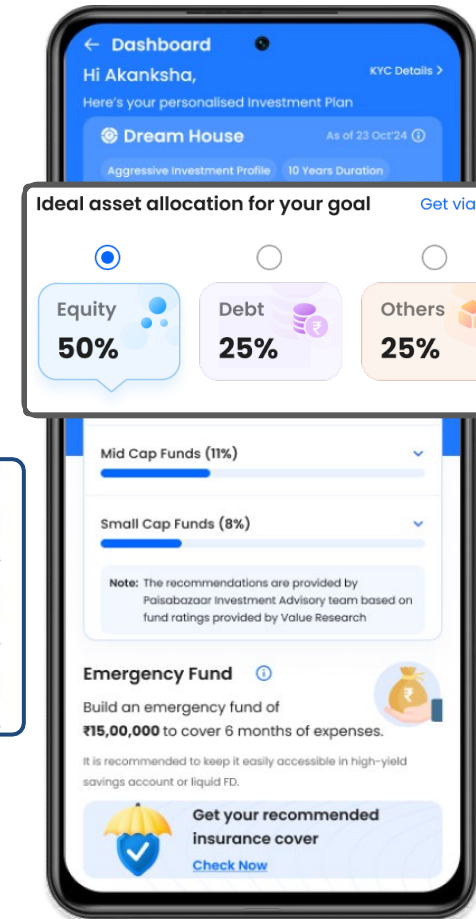
- Take better financial **decisions**
 - Our RIA license to help give right advise
 - Advice across investments, insurance & banking



Unified view of bank accounts & investments



Insights on income, expenses & investments



Advisory for better investment decisions

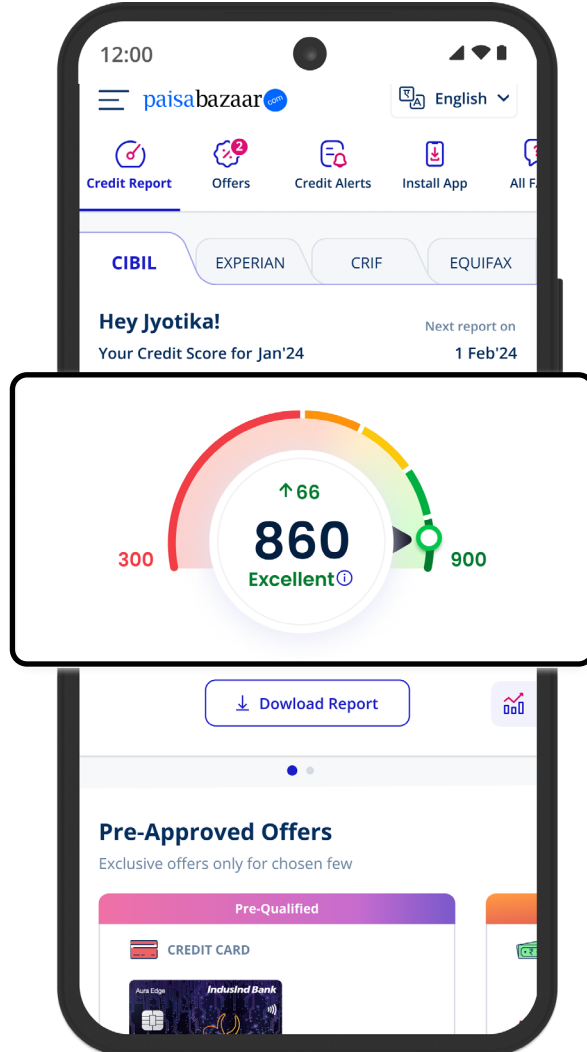
Credit Score platform continues to be the backbone of consumer engagement

Enabled 4.8 Cr consumers to be credit aware

FREE for Life
with monthly updates

Digital process enabling
ease of access

Segmentation & offers basis
proprietary algo



Access to credit score from all
4 Credit Bureaus

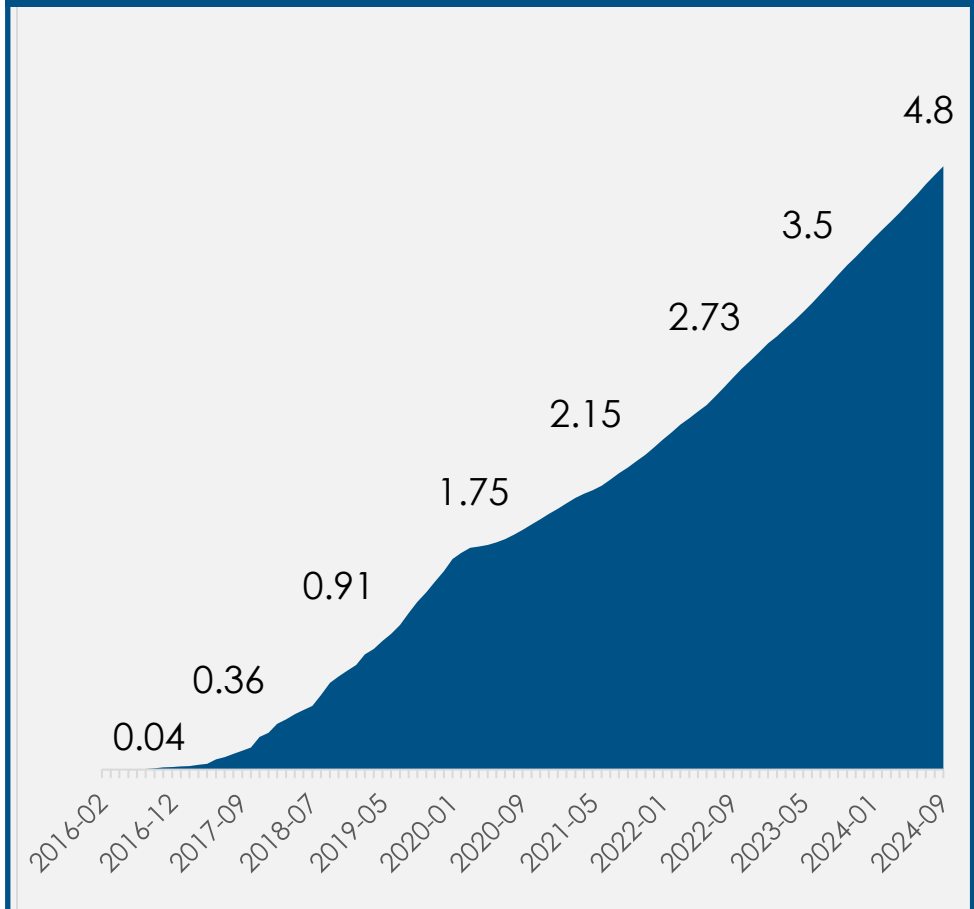
7 Languages
Vernacular focus
English | हिंदी | मराठी | ಕನ್ನಡ | తెలుగు | தமிழ் | বাংলা
Hindi | Marathi | Kannada | Telugu | Tamil | Bengali

Credit improvement
Deeper & enhanced credit health report; ~1.9L mthly trnxs

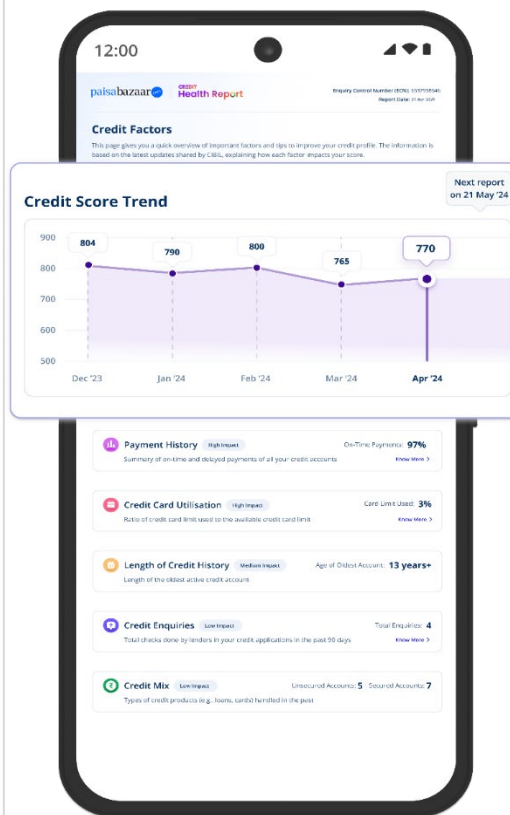
Credit Score Platform

Helping consumers get actionable insights to manage & improve score

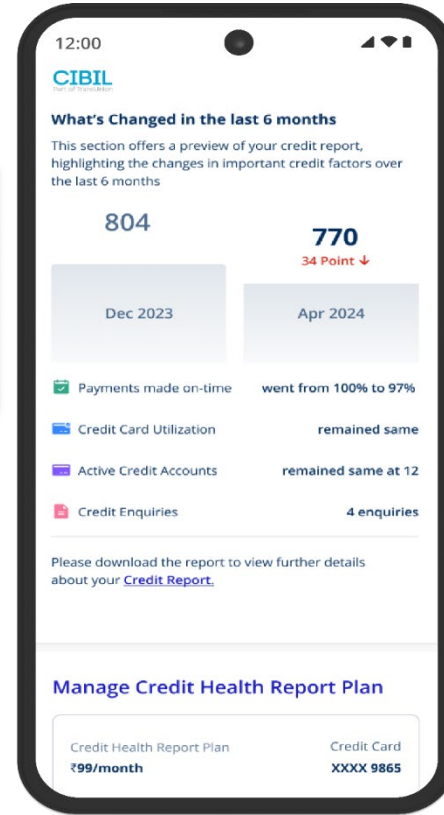
4.8 Cr consumers accessed credit score



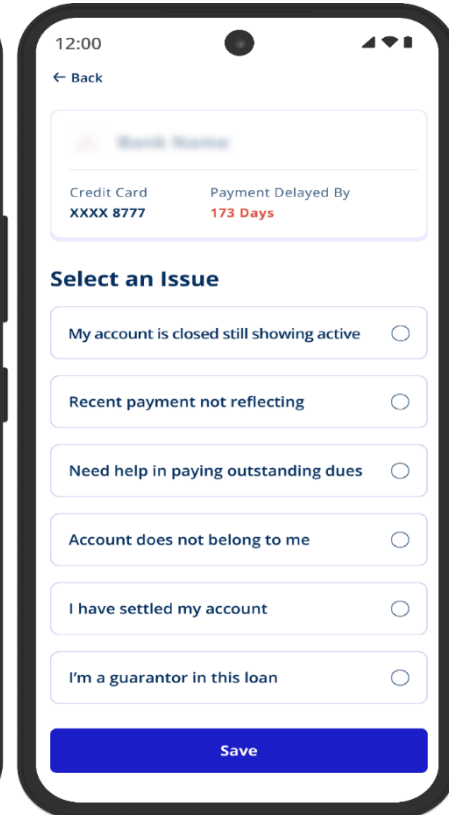
Help track score changes



Insights on score change



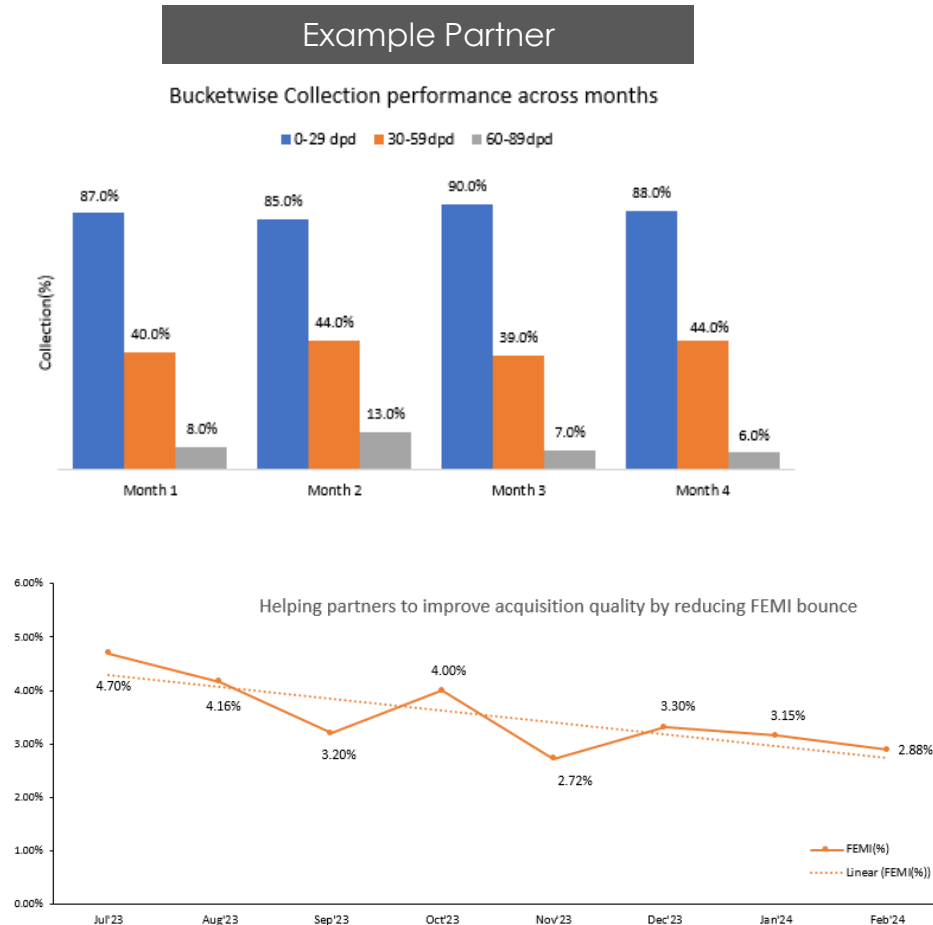
Help raise dispute



Responsible lending

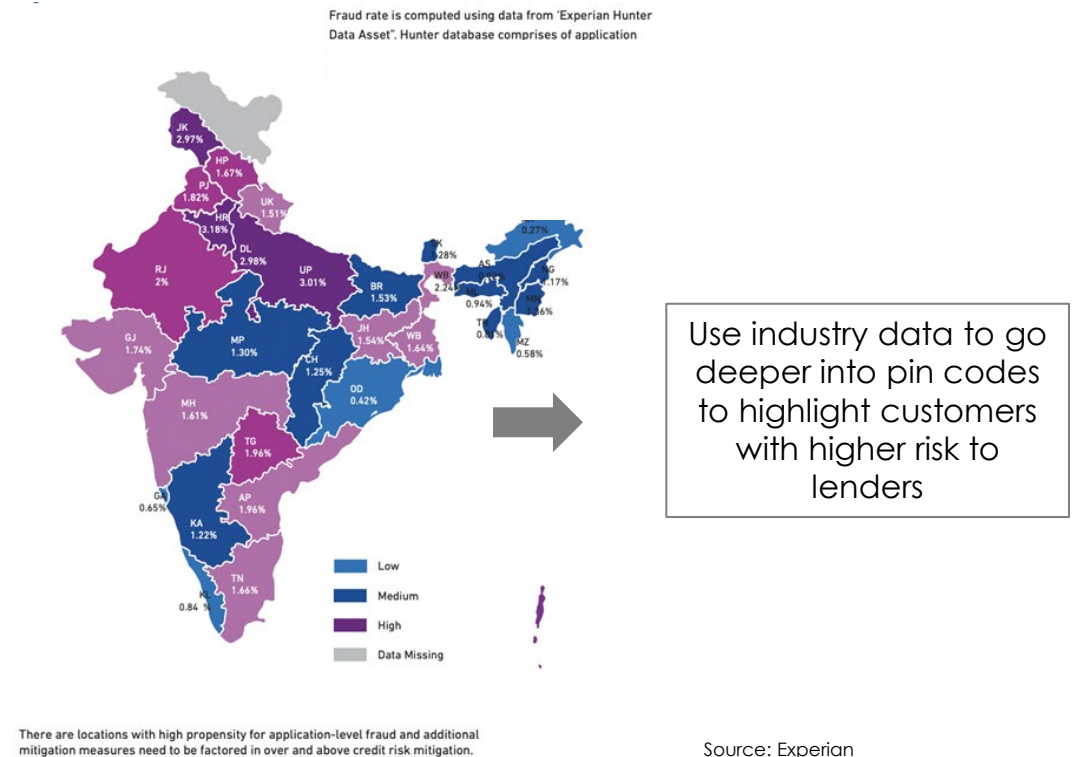
Collaborating with ecosystem to detect fraud early, manage risk

1. Review performance of various segments diligently with key partners



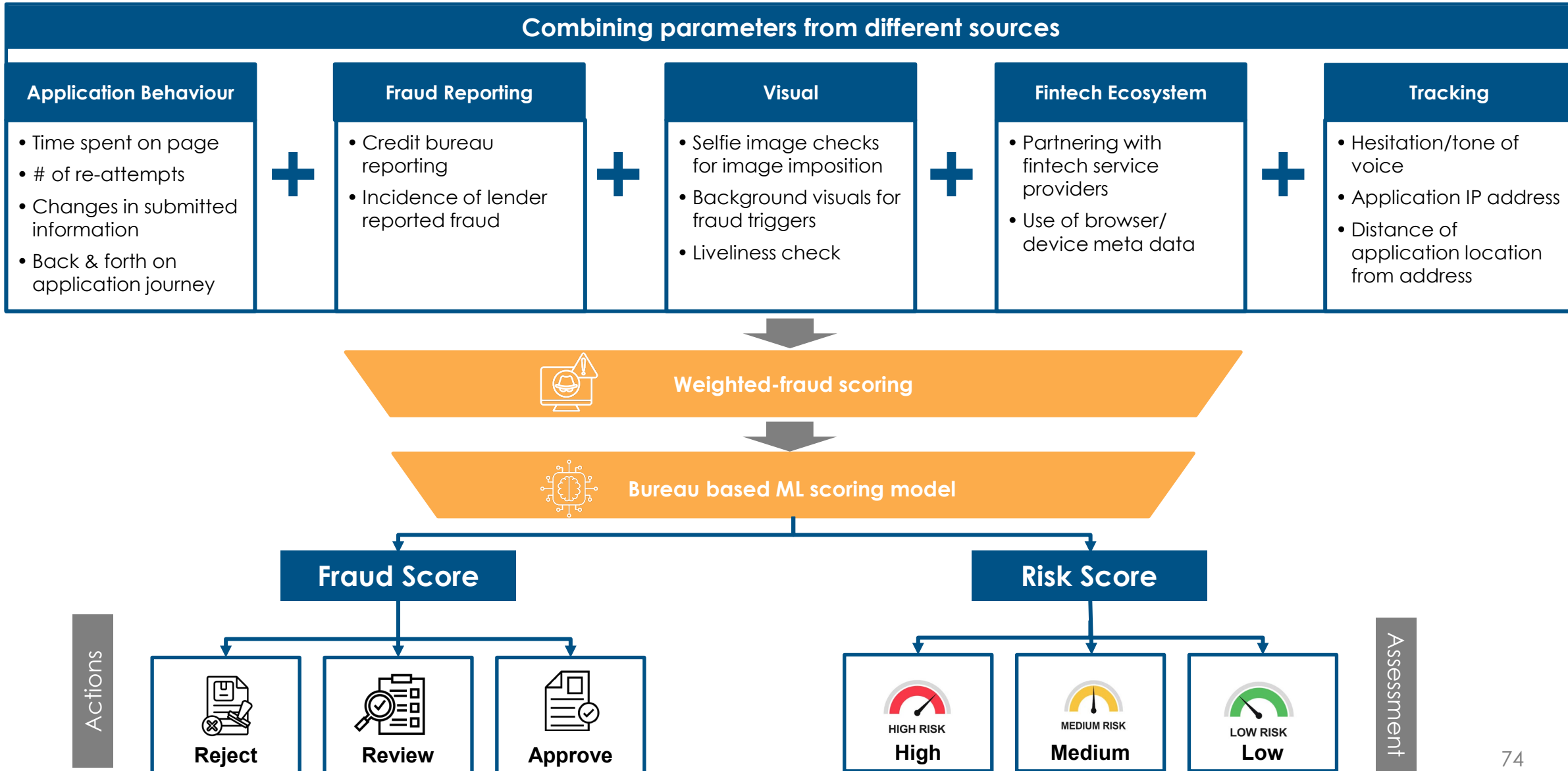
2. Building AI/ML based fraud detection models in collaboration with the partners

- Capturing & implementing best practices
- Partnering with ecosystem to build capabilities for fraud detection



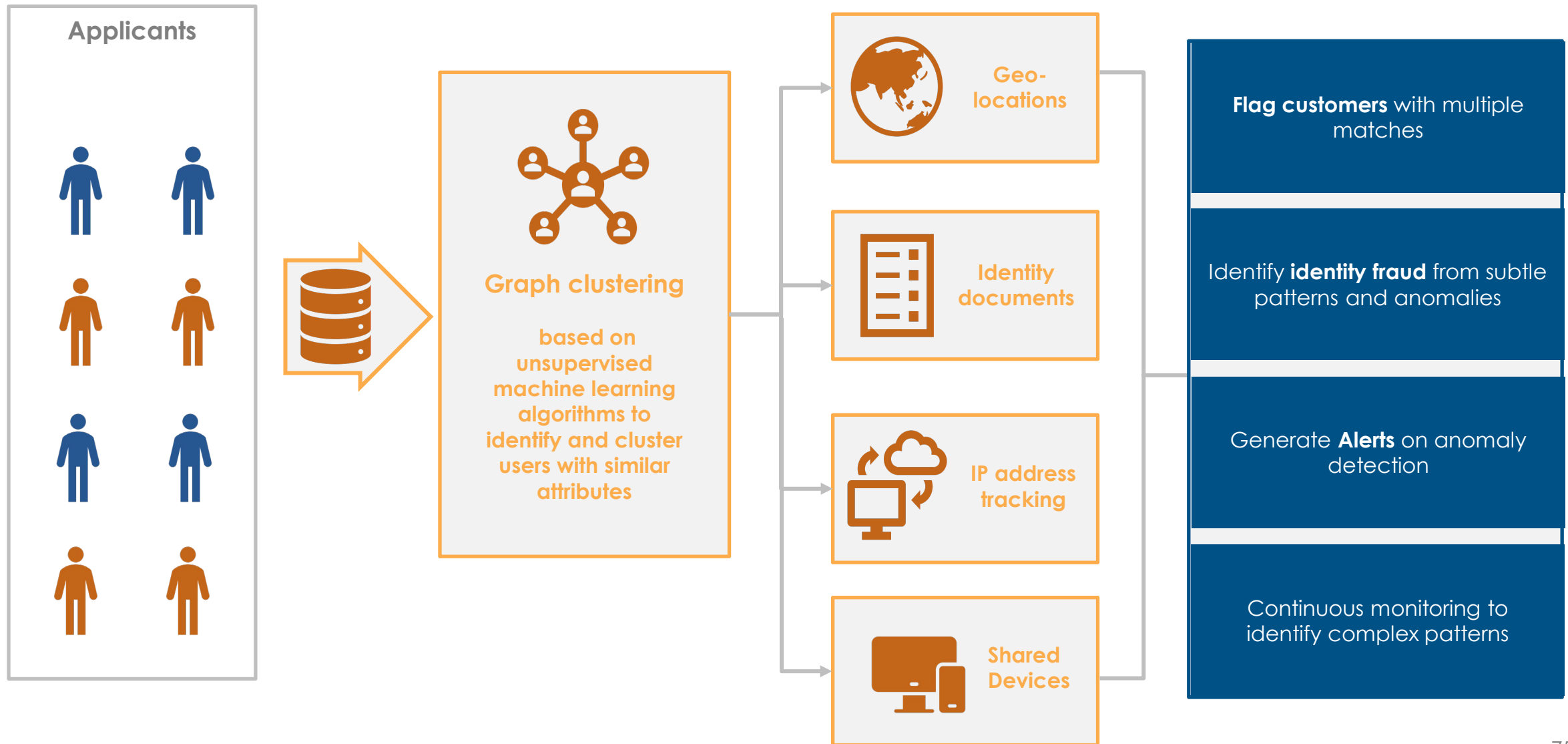
Responsible lending

Aim to be the platform for fraud-avoidance & sustainable risk



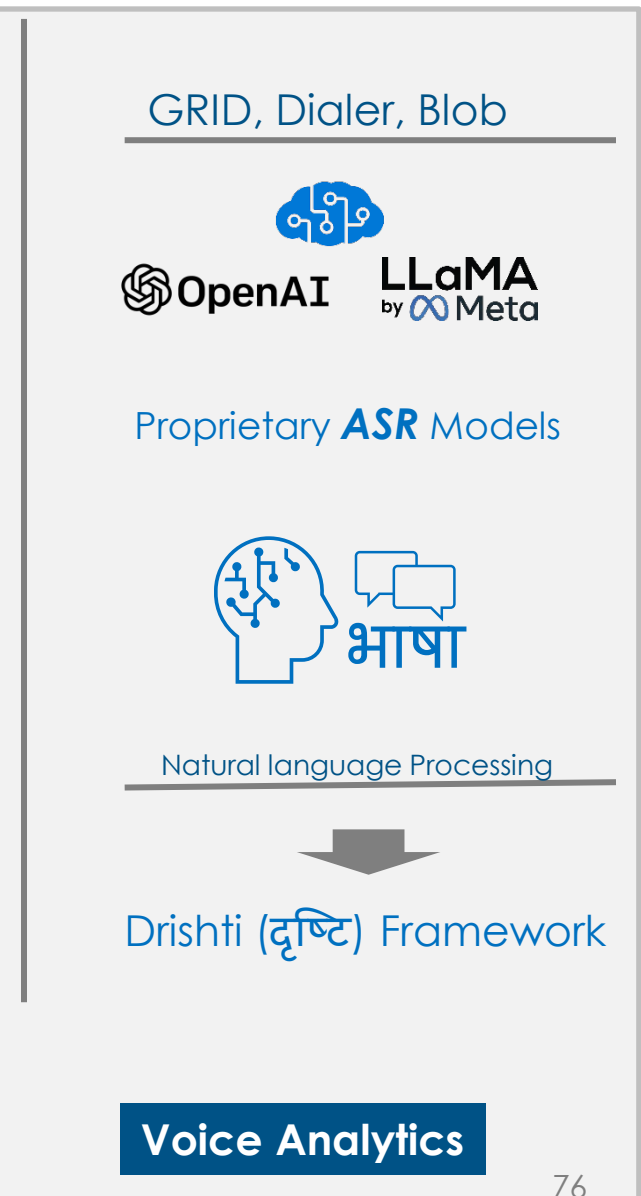
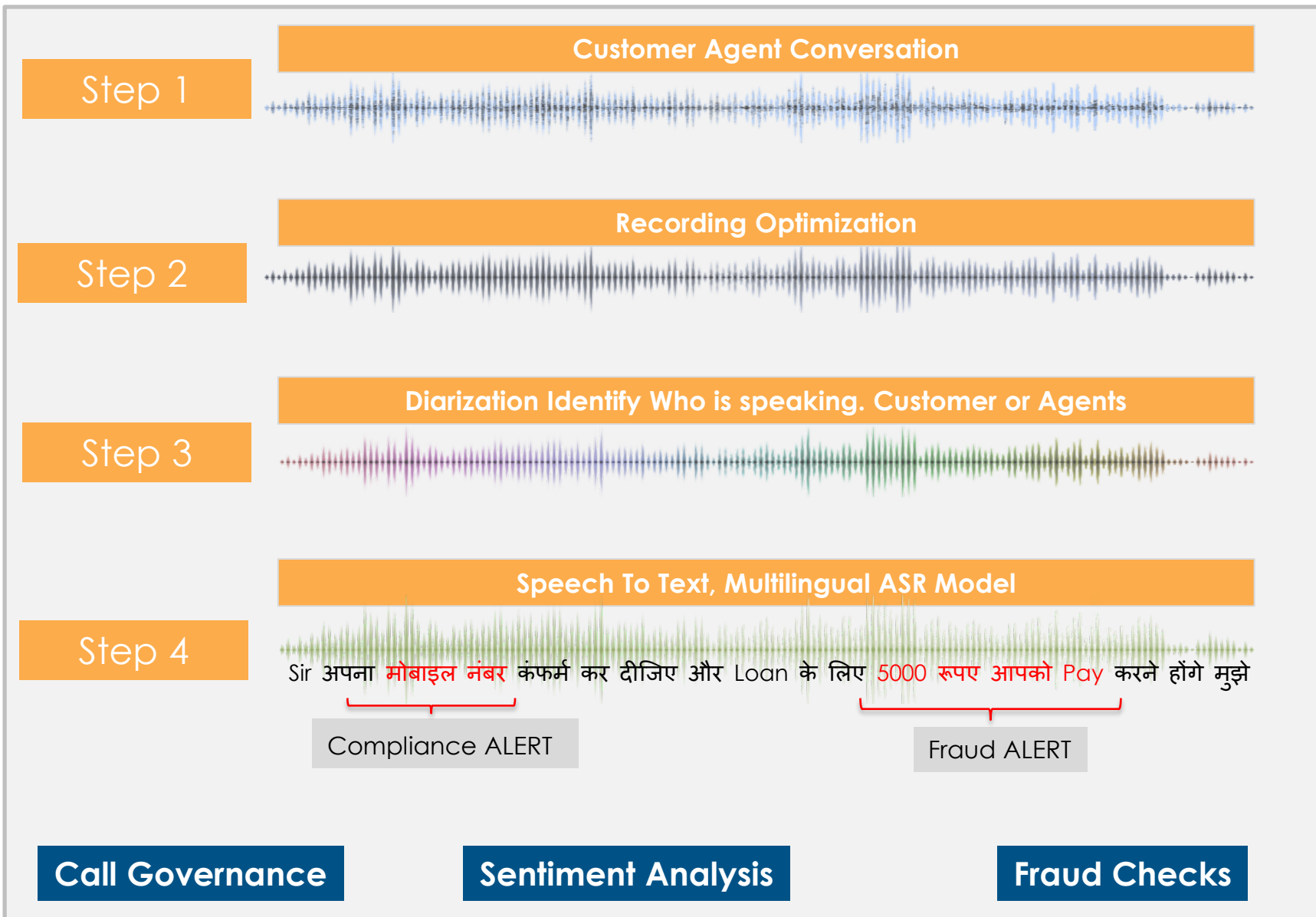
Responsible lending

Building a robust fraud identification framework by identifying linkages



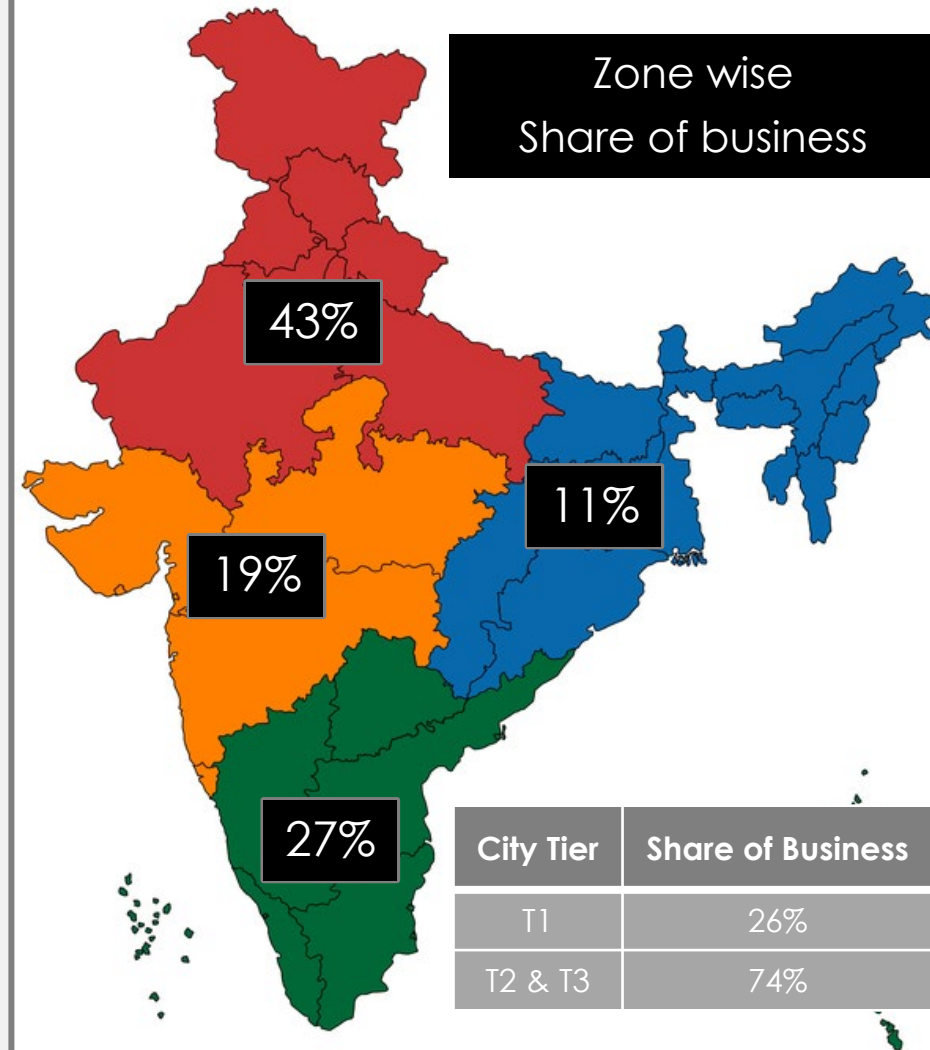
Responsible lending

AI-driven model for compliance monitoring



New initiatives

- PBPartners.com is a platform for independent sellers of Insurance and other financial products
 - Enable sellers to sell across Products and Suppliers via an app
 - Tech based platform for Research, Issuance, and Customer Management
- Market Leadership in Premium as well as technology platform
- Highest proportion of non-motor business in the industry
- Improvement in sales & marketing efficiency
- Expanding reach in the country
 - Present in 18.7k pin codes out of 19.1k (98%) pin codes in India
 - Tier 2 & Tier 3 cities contribute 74% of the business



Benefit to Insurer Partners



- Insurer partner gets to deal with one entity instead of multiple agents
- Centralized billing/ servicing and payments
- Access to PB Partner's vast agent network (seller partner network)

Benefit to Network Agents / Seller Partners



- Higher earning avenue: Larger range of Insurance products, cross-sell opportunities
- App and web application for quick policy issuance & post-purchase lifecycle management
- Upskilling & training sessions
- Industry-first payout system for On-demand-payout to the partners

Benefit to Consumers



- Personalized offerings from the agents
- Trust: of PB Partners / mothership brand Policybazaar
- Legacy services and support by Policybazaar at the backend

Improving the breadth of product offerings, supported by sales training


The screenshot displays the pbpartners.com dashboard. On the left is a navigation sidebar with items: Dashboard, Sell Now (highlighted), Request Offline Quote, Renewals, Lead, Knowledge Bank (highlighted with an orange box), Reports, and Tickets. The main content area is divided into sections: 'General Insurance' with five product cards (Car, Two Wheeler, Commercial, Health, Home Insurance) and 'Life Insurance' with two product cards (Investment, Term). A banner at the bottom reads 'Know more about Other Insurance Products available on Policybazaar.com' with a 'New' badge. Below the banner are six product cards: Group Health insurance, Fire And Burglary, Marine Insurance, General Liability, Workmen Compensation, and a 'VIEW ALL PRODUCTS' button. The top right of the dashboard shows a 'Certification' status with a 'Certified' badge and a user profile icon.




Simplified Consumer Life cycle management using the platform

The screenshot displays the 'My Leads' dashboard on the pbpartners.com platform. The interface includes a navigation sidebar on the left with options like Dashboard, Sell Now, Request Offline Quote, Renewals, Lead (highlighted), Knowledge Bank, Reports, and Tickets. The main content area shows a list of leads with filters for 'All', 'Car', 'Two Wheeler', 'Commercial', 'Health', 'Life', and 'Others'. A search bar and a date range filter (2022/08/05 - 2022/11/1) are also present. Three lead cards are visible, each with a car icon and a 'PYP' status indicator:

- udit** | Lead Id: 50305033 | PYP expiring in 30 Days | Created On 2022-11-02 18:27:31 PM. Steps: Pre-Quote Page > You left on Quote page.
- MD BAHADUR SK** | Lead Id: 502760299 | PYP expired already | Created On 2022-11-01 16:24:08 PM. Steps: Pre-Quote Page > Quote Page > You left on Proposal page.
- GOBINDRA** | Lead Id: 502697423 | PYP expiring in 7 Days | Created On 2022-11-01 12:58:16 PM. Steps: Pre-Quote Page > You left on Quote page.

Self-help features: Endorsements, Cancellations & Refunds



Certification    Certified

POLICY NO	INSURER (101)	PRODUCT	PLAN NAME
Mahadeb (Lead Id: 502908435)	Bajaj Allianz	Two Wheeler	Third party Plan 1 Yr
	PREMIUM	OD PREMIUM	NCB
	Rs. 842	Rs. 0	Rs. 0

I Need Help With ⓘ You can only select upto 6 changes

Vehicle Details Insurance Details Ownership Details

<input type="checkbox"/> Registration No	<input type="checkbox"/> Registration Date	<input type="checkbox"/> Manufacturing Date	<input type="checkbox"/> Seating Capacity
<input type="checkbox"/> Engine No	<input type="checkbox"/> Chassis No	<input type="checkbox"/> Make/Model/Variant	<input type="checkbox"/> Cubic Capacity

CANCEL PROCEED

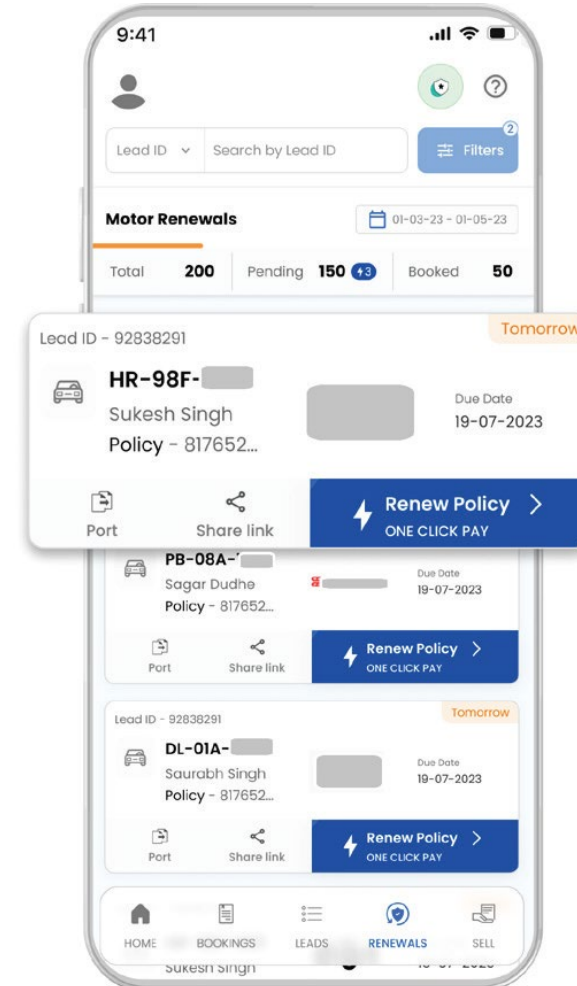
Select Issue

- Need Policy Copy
- Policy Related Query
- Claims Related Query
- Help in cancellation of the policy
- 1 Financial Issues
- 2 Incorrect Policy Information
- 3 Bought Another Policy from PBP
- 4 Got better deal outside PBP
- 5 Unhappy with Terms and Condition

Service request on the phone – Get Policy



Service request on the phone Motor renewals - One click pay



policy bazaar **pbpartners**

Introducing

Secondary Virtual Relationship Manager (SVRM) Services

How to Access your SVRM?

Download PBP App >> Log in to your Account >> Click on Profile >> Click on My SPOC

Service Offered

- Payout Queries**
Swift resolutions for inbound payout concerns
- Pre-Inspections**
Pre-inspection with SVRM's dedicated support
- Endorsement Assistance**
Navigating endorsements made easy
- Quotation Management**
Efficient handling of inbound quotation queries, keeping partners well-informed
- CJ and KYC Support**
SVRM also manages Customer Journey issues and KYC matters
- Claims Resolution**
Quick & Accurate responses to queries related to claims

SVRM is your Ultimate Support in Seamless Operations!

SVRM (Secondary Virtual Relationship Manager)

- Tech-based initiative
- Dedicated 24*7 support for seller partners
 - Payout Queries
 - Pre-inspections
 - Endorsement Assistance
 - Quotation Management
 - CJ & KYC Support
 - Claims Resolution
- Improves operational efficiency for PBPartners

Experience Centers to offer training, development & upskilling opportunities to our seller partners

Aarambh

A training program for newly recruited partners on Primary BU & Cross-sell opportunities

Saksham

An exclusive virtual training program for On-demand training

Paathshala

Exclusive 74 Physical Pathshalas conducted at different locations across the country

Gurukul

Training Program for Relationship Managers to bridge the knowledge/ value gap via Residential and Online Nesting sessions

Agency Handbooks

A handbook carrying information on Product & Process for Employees of Life, Motor & SME BUs

Ignition

An all-Star gathering at 24 cities to engage the top partners





World Leadership and World BFSI

Dream Company to Work For - Financial Service Sector 2023



Stars of the Industry

Award for Marketing Communications B2B 2023



BW Business World

Financial Inclusion FinTech Company of the Year



Confex And Awards

Bangalore Chapter-Best Learning Program of the Year- 2023

Best B2B Mobile App - 2023



World Marketing Conference – Financial Services Marketing Awards

Dream Company to Work For 2023

Customer Service Excellence Awards 2023



The Future of L&D Conference & Awards 2024

Best Employee Centric Initiative- Samvardhan Event

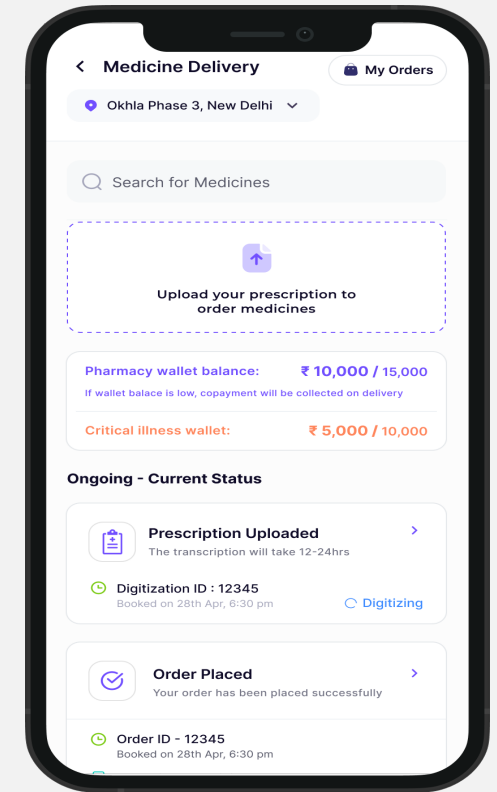
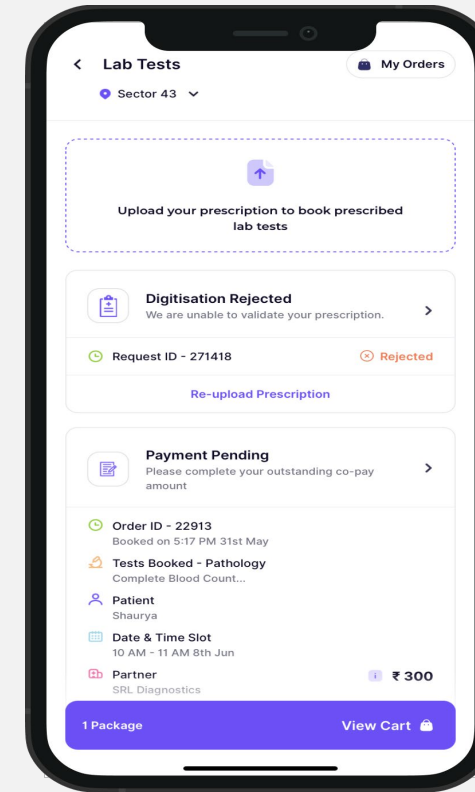
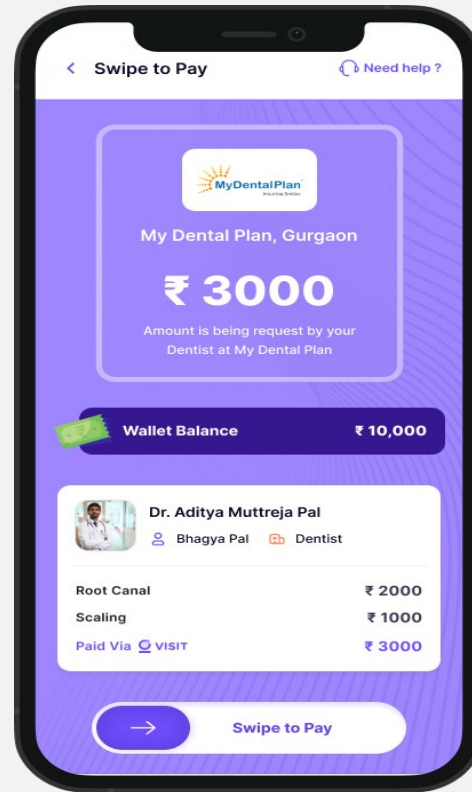
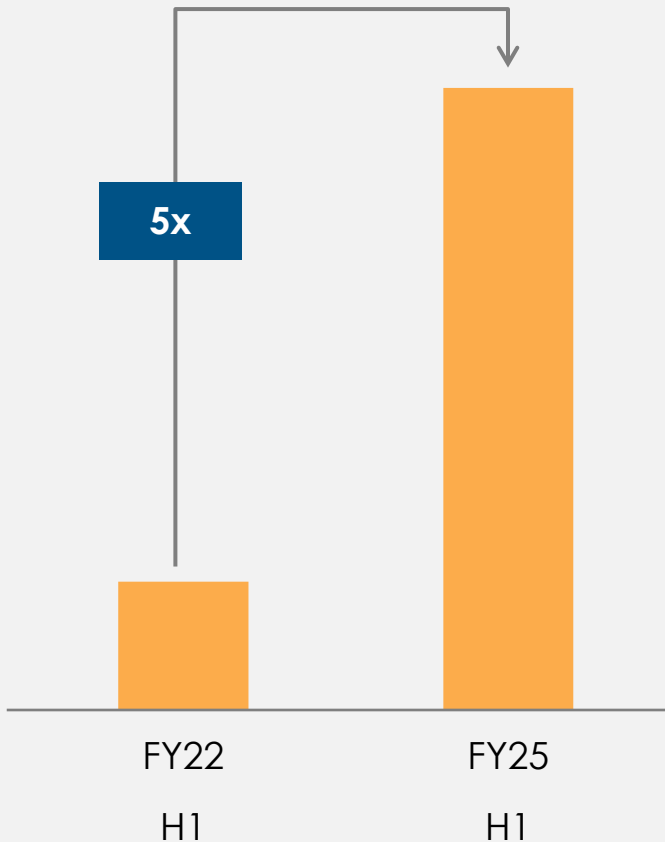
Excellence in Leadership Development

PB for Business

Corporate Insurance grew 5x in 3 years

Corporate plans include both **Employee benefit policies** such as Group Term & Group Health insurance and **Property & Liability coverage**

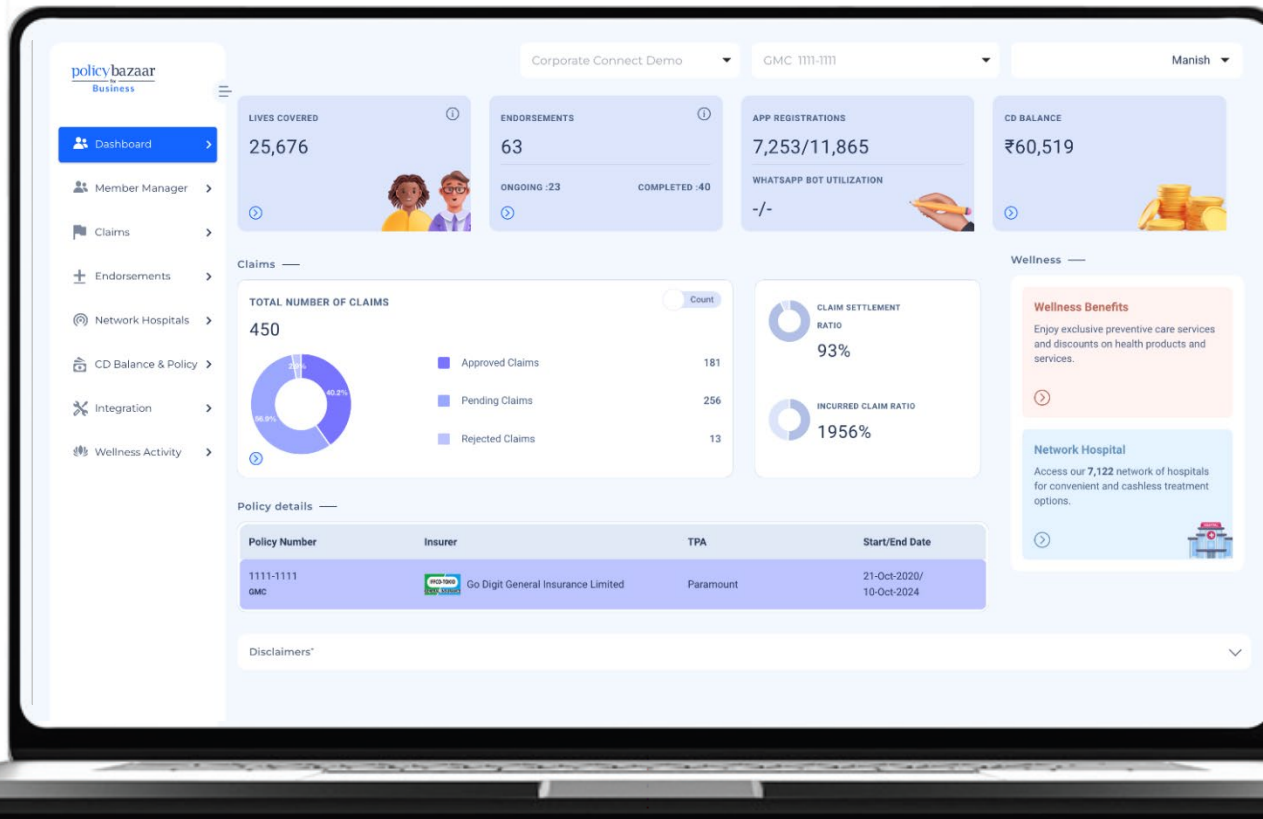
Insurance Premium (₹ Cr)



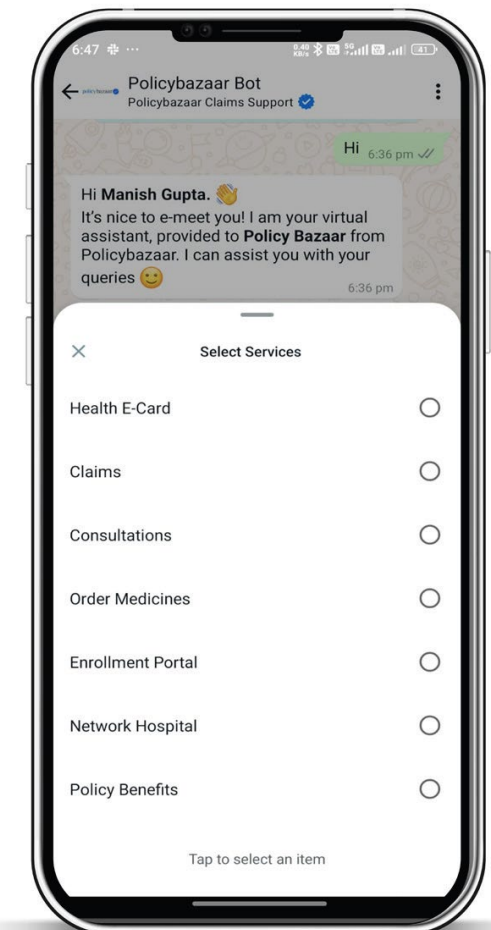
One app for all services
Claims management, cashless OPD services like offline appointments, diagnostics, pharmacy, health check-up, vaccination/dental

App designed to enable employers (corporates) for policy management / administration
Employee benefits accessible on the app for employees

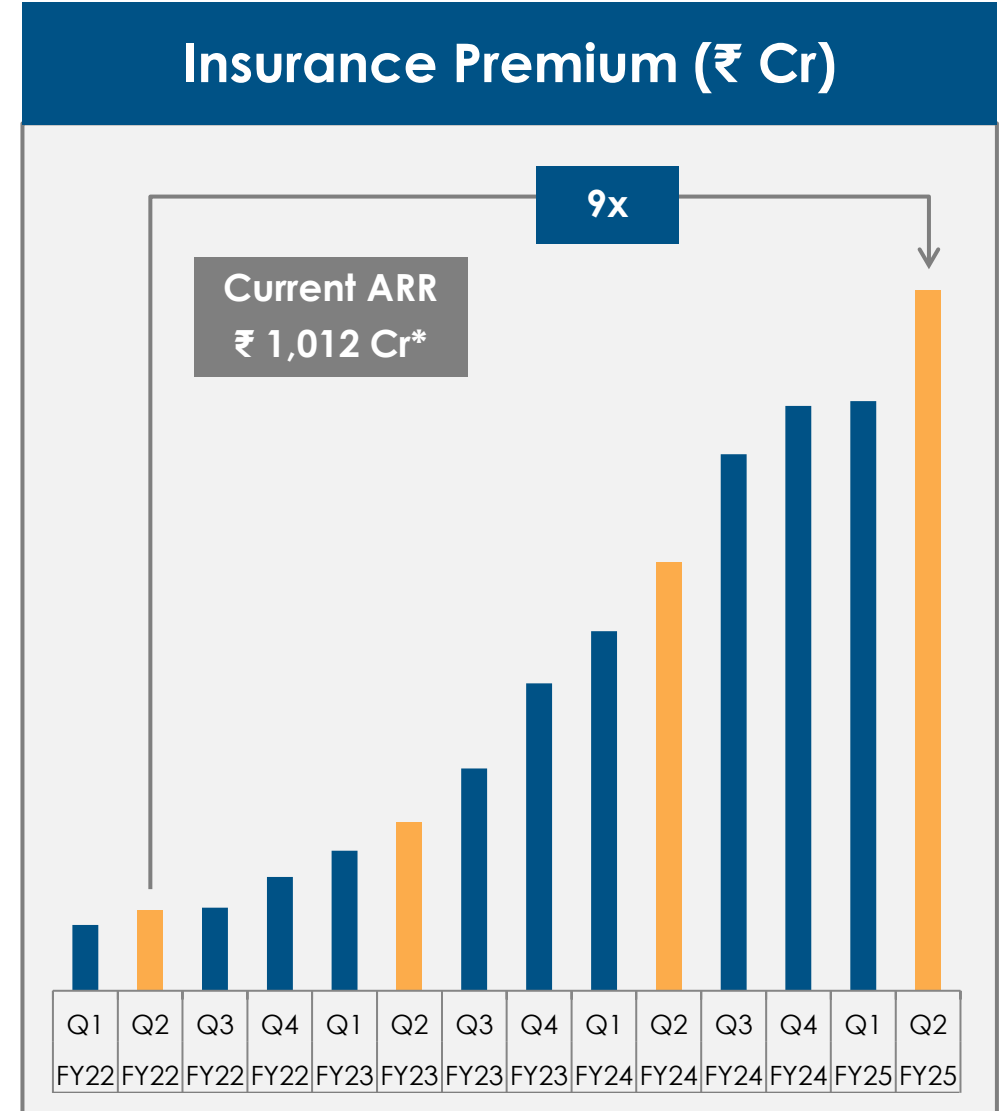
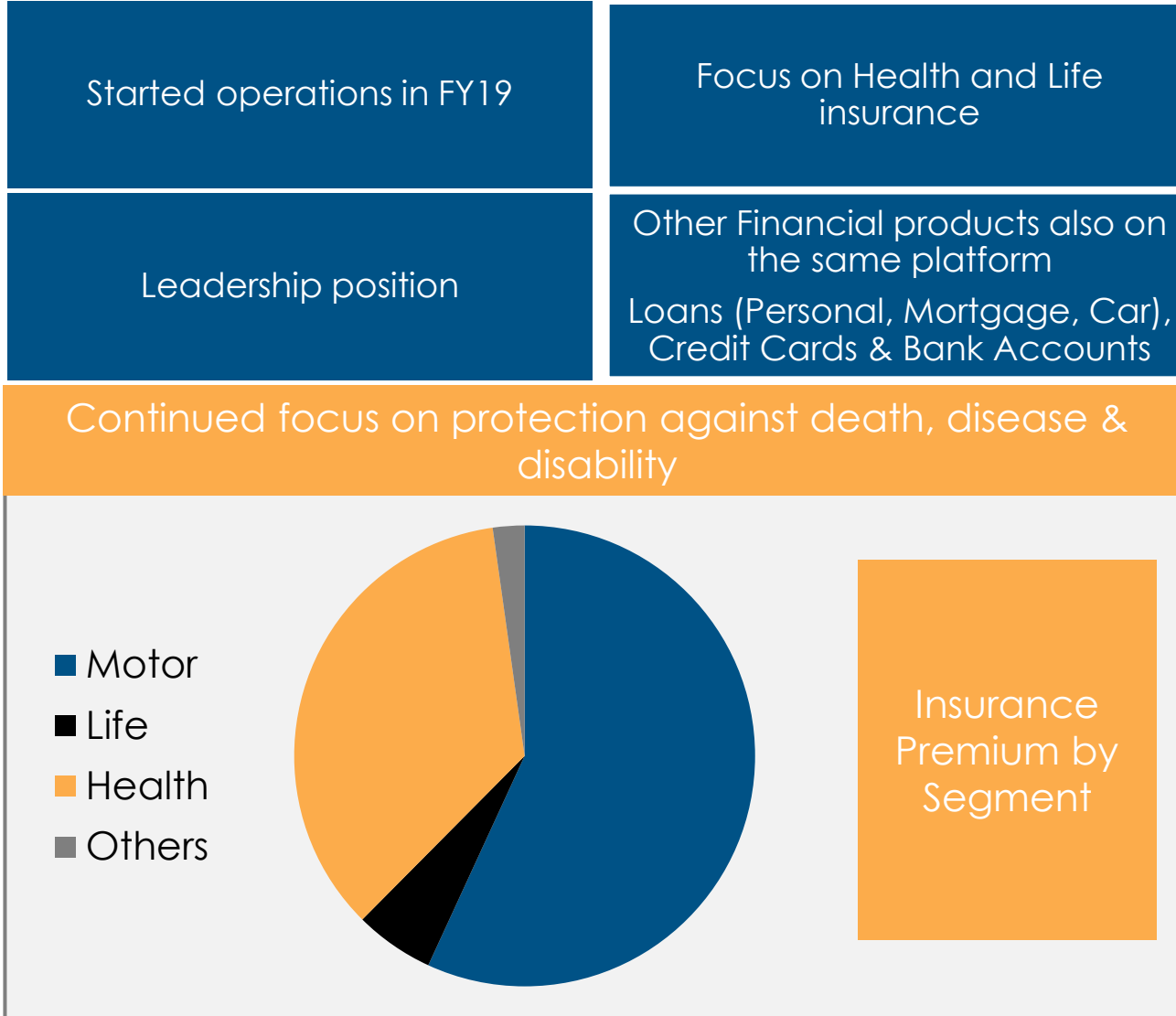
HR Portal



WhatsApp Bot



Facilitating efficient employee insurance enrolment & management



Co-created products exclusively tailored for NRIs

Cross-border coverage: providing coverage in both UAE and India



**Cashless Claims for
AED 1 Million in
both UAE & India**



**Free Annual Health
Check-up**



No Claim Bonus



**Port the policy in
India without any
waiting period**



Auto Recharge

Assisting insurance partners with fraud prevention Using real-time transaction monitoring, risk assessment, & regulatory compliance

The image displays four screenshots from the PolicyBazaar mobile application, illustrating the user flow for document upload and form completion.

- Screen 1:** A mobile app interface with the PolicyBazaar logo and navigation icons. The main heading reads "Please provide front side of your Vehicle Registration Card". Below this is a placeholder image of a yellow vehicle registration card. A "Read instructions" link is present. At the bottom, there is an "Upload front side mulkiya" button with a camera icon and a "Submit" button. A link "I Don't have Vehicle Registration Card" is also visible.
- Screen 2:** Similar to the first screen, but the heading is "Please provide front side of Driving licence card" and the placeholder image is a light blue driving license card. The "Upload front side driving license" button is present.
- Screen 3:** A form titled "Need some more details!" with two tabs: "Personal Details" and "Car Details". The "Car Details" tab is active. Fields include: "Chassis Number" (1C4RJFDJXFC886118), "Buying Car Insurance for" (A car I alre...), "Model Year" (2015), "Car Make" (Jeep), "Car Model" (Grand Che...), "Car Variant" (SRT8 6.4L), "What is Your Vehicle's Specification?" (GCC Spec), "Car Registration Year" (2023), and "Car Body Type" (Select Car Type). An "Update" button is at the bottom.
- Screen 4:** Similar to the third screen, but the "Personal Details" tab is active. Fields include: "Email" (te**@gmail.com), "Mobile Number" (****5555), a "Get updates on WhatsApp" toggle switch (checked), "Nationality" (Indian), "Date of Birth (DD/MM/YYYY)" (04/04/1994), "UAE Driving Exp." (Above 5 Ye...), and "How Many Years Without Claims?" (Select..). A "Next" button is at the bottom.



MEA Markets UAE Business Awards

Most Innovative Online Insurance & Financial Marketplace – Dubai



MEA Business Achievement Awards 2024

E-Commerce - AI and Machine Learning Innovation Excellence

Healthcare - Customer Experience – CX Excellence



The Middle East Leadership Awards 2024

Company of the year



9th Insuretek Golden Shield Excellence Awards 2024

9th Insuretek Golden Shield Excellence Awards 2024- Best InsureTek – Distribution



Tokio Marine

Star Performance - Personal Lines



Sukoon Insurance at their Mid-Year Awards

Top Performing Broker - Overall Consumer



Dubai Asian BFSI Leadership Awards

Insuretech of the Year

Insurance Broker of the Year

END

For any queries please email: investor.relations@pbfintech.in

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