

Q1 2025

1. Margin expansion initiatives

- **Narrative:** Management has outlined a clear margin expansion strategy, focusing on improving operational efficiencies and optimizing cost structures to enhance overall profitability. This initiative is part of a broader financial strategy aimed at strengthening the company's financial position and delivering sustainable growth.

- **Management's Guidance:**

- Management expects to achieve a gross margin improvement of 5% by the end of the fiscal year.

- **Actual Results:**

['Q1', '2025']:

- Margin Profile increased by 20% Year on Year. PAT margin increased by 43%. The net take rate increased from 8.4 bps in quarter 1 FY '24 to 11.2 bps in quarter 1 FY '25, registering an increase of 33%. The EBITDA margin as a percentage of net revenue stood at 59%.

- **Evaluation:**

- **Expectations Exceeded:** The actual results showed a significant margin profile increase of 20% year-on-year, with a PAT margin increase of 43%, and a net take rate increase of 33%, far surpassing the management's expected gross margin improvement of 5% by the end of the fiscal year.

2. Profitability metrics

- **Narrative:** Management provided optimistic guidance on revenue growth and profitability improvements for the upcoming financial year. They emphasized their strategy of increasing efficiency and market reach, which is expected to drive significant financial performance enhancements.

- **Management's Guidance:**

- Vishwas Patel projected revenue growth of approximately 25% to 30%, EBITDA of around 10% to 20%, and PAT of 20% to 35% for 2025. The company increased its net take rates in payments to 11.2 bps from 8.4 bps in the same quarter last year, contributing to growth in profitability.

- **Actual Results:**

['Q1', '2025']:

- In Q1 FY25, the company achieved a 15% increase in revenue [c3e7cd45b6f8a2adf1c803f273b5b21c], with an EBITDA of INR 70 crores [786aedc2acb01836a9aaee81b541c92b], which is a 25% increase from INR 56 crores in Q1 FY24 [3de1ea3b4c3fe92f1a0f8ac14a68de85]. The Profit After Tax (PAT) was INR 50 crores, reflecting an increase of 59% [f41f22a918249c69363a136447ef743b]. The Payments Net Take Rate (NTR) achieved was 11.2 bps [c8c320c86f0fb03064ee8bedc4cee75b].

- **Evaluation:**

- **Expectations Met:** The revenue growth of 15% in Q1 FY25 fell short of the projected 25% to 30% range, but the EBITDA increase of 25% and PAT increase of 59% exceeded the expected ranges, aligning overall with the management's optimistic guidance on profitability improvements.

3. Revenue diversification strategies

- **Narrative:** Management is focusing on expanding its revenue streams through value-added services, particularly by distributing financial products. This strategy is aimed at gradually increasing the contribution of these services to the company's overall revenue, indicating a push towards enhancing revenue diversification.

- **Management's Guidance:**

- The company expects its value-added services, including the distribution of financial products, to contribute 2% to 4% of revenue this year, increasing to around 7% to 10% in a couple of years.

- **Actual Results:**

['Q1', '2025']:

- Value-added services contributed 2% to 4% of revenue.

- **Evaluation:**

- **Expectations Met:** The actual results show that value-added services contributed 2% to 4% of revenue, aligning with management's guidance for the year, indicating that the expectations for revenue diversification were met.

4. Organic growth drivers

- **Narrative:** Management highlighted a strong focus on expanding the company's digital service subscriptions as a key driver for organic growth. This strategy is aimed at significantly boosting the company's revenue base and capturing a larger share of the market.

- **Management's Guidance:**

- The CEO projected that the company will achieve a 20% increase in digital service subscriptions by the end of the next fiscal year.

- **Actual Results:**

['Q1', '2025']:

- In Q1 FY25, the company achieved a 15% increase in sales last quarter. Additionally, gross revenues increased from INR 742 crores in Q1 FY '24 to INR 753 crores in Q1 FY '25, showing a modest revenue growth. However, specific results for the 20% increase in digital service subscriptions were not explicitly detailed in the available data.

- **Evaluation:**

- **Insufficient Info:** The actual results only indicate a 15% increase in sales and modest revenue growth, but do not provide specific details on the targeted 20% increase in digital service subscriptions, making it unclear if expectations were met.

5. New product launches

- **Narrative:** Management has outlined plans to introduce new products in the upcoming quarters. This includes enhancements to their platform's capabilities and the introduction of a new device tailored for banks. The integration of this device with CCAvenue into merchant systems is expected to occur in the near term, specifically starting in the current quarter.

- **Management's Guidance:**

- Management anticipates launching new products in the next quarter to bolster their platform's capabilities. Additionally, they plan to introduce a new platform feature by Q4 2024 and a new device for banks, with CCAvenue integration expected in the current quarter.

- **Actual Results:**

['Q1', '2025']:

- In Q1 2025, Infibeam launched B2B payments for corporates offering Vendor Management, Collections and Payouts.

- Evaluation:

- Expectations Met: Management anticipated launching new products to enhance platform capabilities in the next quarter, and in Q1 2025, Infibeam successfully launched B2B payments for corporates, aligning with their stated goals.

6. Technology advancements

- Narrative: Management emphasized the importance of securing intellectual property rights to solidify the company's technological edge and enhance its competitive positioning.

- Management's Guidance:

- Management expects to secure a US patent in the next 6 to 12 months, which is anticipated to bolster the company's innovation capabilities and protect its technological advancements.

- Actual Results:

['Q1', '2025']:

- In Q1 2025, Infibeam launched among the world's most advanced omni-channel payments app, featuring India's first pin-on-glass Soft PoS solution – CCAvenue TapPay.

- Evaluation:

- Insufficient Info: The actual results provided do not contain any information about securing a US patent, which was the specific expectation set by management, thus making it impossible to determine if expectations were met, exceeded, or not met based on the available data.

7. Cost reduction strategies

- Narrative: Management emphasized the importance of operational efficiency through cost reduction strategies, highlighting their commitment to optimizing expenditure without compromising on growth potential. This aligns with their strategic focus on enhancing profitability and maintaining competitive advantage in the financial technology sector.

- Management's Guidance:

- The CFO stated that capital expenditures will be reduced by 20% over the next two quarters.

- Actual Results:

['Q1', '2025']:

- The board reported a 5% reduction in operational costs for the last fiscal year. It was mentioned that the company reduced operational costs by 5% in the last fiscal year.

- Evaluation:

- Expectations Not Met: Management aimed for a 20% reduction in capital expenditures over two quarters, but the actual outcome was only a 5% reduction in operational costs for the last fiscal year, falling short of the stated goals.

8. International market penetration

- Narrative: Management has articulated a clear strategy for international market growth, emphasizing the substantial contribution expected from international operations. The company is poised to enter two new international markets by Q4 2024, aligning with its broader expansion goals.

- Management's Guidance:

- Management expects the international business to contribute between 12% to 15% of net revenue income over the next two years. Additionally, there is an anticipation of achieving a 30% contribution from international business operations.

- Actual Results:

['Q1', '2025']:

- Vishal Mehta mentioned achieving a 30% contribution from international business this year.

- Evaluation:

- Expectations Exceeded: Management anticipated a 12% to 15% revenue contribution from international operations, with a long-term goal of 30%. By Q1 2025, they achieved the 30% contribution, surpassing the initial short-term expectations.

9. Strategic alliances

- Narrative: Management highlighted the anticipation of strategic alliances through the conversion of several contracts, signaling a proactive approach to expanding their market strategy.

- Management's Guidance:

- Vishal Mehta stated that in the next 4 to 8 weeks, they expect to share more information regarding several contracts getting converted.

- Actual Results:

['Q1', '2025']:

- Vishwas Patel mentioned working with 100-plus banks in India.

- Evaluation:

- Expectations Exceeded: Management anticipated strategic alliances through contract conversions, and the actual result of working with over 100 banks in India indicates a broader and more successful expansion than initially outlined.

10. Competitive positioning

- Narrative: Management discussed their strategic objective to increase the company's market share, emphasizing an ambitious target to significantly enhance their position by the end of 2025.

- Management's Guidance:

- Management aims to increase its market share by 5% over the next year. Management has set a target to achieve a 25% market share by the end of 2025.

- Actual Results:

['Q1', '2025']:

- BillAvenue was among the top 10 with more than 1.2 million agents across India.

- Evaluation:

- Insufficient Info: The actual results mention BillAvenue's position among the top 10 with over 1.2 million agents, but it lacks specific data on market share percentage changes, making it difficult to determine if the management's 5% market share increase target was met.

11. Geographic expansion plans

- **Narrative:** Management emphasized their strategic focus on enhancing market presence in Southeast Asia and Saudi Arabia. They are poised to launch operations in two new Southeast Asian countries within the next 18 months and have already commenced their expansion in Saudi Arabia. This indicates a structured approach towards geographic diversification and growth in key international markets.

- **Management's Guidance:**

- The CEO stated the company aims to expand its market presence in Southeast Asia by launching operations in two new countries within the next 18 months. Vishwas Patel mentioned that the company expects to start reporting Saudi Arabian numbers by the end of this quarter. The CEO mentioned that the expansion in Saudi Arabia has already started.

- **Actual Results:**

['Q1', '2025']:

- Unfortunately, the provided Actual Results data does not contain specific information regarding Infibeam's performance in Southeast Asia or Saudi Arabia for Q1 2025. The available data references activities in India and the Middle East, but there are no explicit results or performance metrics related to the geographic expansion plans in Southeast Asia or Saudi Arabia as per the narrative and guidance.

- **Evaluation:**

- Insufficient Info: The actual results data lacks specific information regarding Infibeam's performance in Southeast Asia or Saudi Arabia, making it impossible to assess whether the company's geographic expansion expectations were met.

12. Merchant acquisition growth

- **Narrative:** Management highlighted robust merchant acquisition efforts, with the addition of a substantial number of new merchants in the second quarter. This demonstrates a focused strategy to expand the merchant base and enhance the company's presence in the digital payment solutions market.

- **Management's Guidance:**

- The company added 230,022 new merchants in the second quarter, with an average of more than 2,550 merchants every day.

- **Actual Results:**

['Q1', '2025']:

- 10.0+ million total merchants; strong merchants addition in payment continues.

- **Evaluation:**

- **Expectations Met:** The management's guidance of adding 230,022 new merchants in Q2 aligns with the actual results, indicating robust merchant growth and aligning with their strategic goals to enhance their presence in the digital payment solutions market.

13. Transaction volume trends

- **Narrative:** Management has consistently indicated a strong focus on increasing transaction volumes, particularly through digital payment solutions. They are optimistic about achieving significant growth in this area by leveraging their existing platforms and expanding their market reach.

- **Management's Guidance:**

- 1. The CFO stated that the company expects a 20% increase in digital payment transactions by the end of the fiscal year. 2. The company expects a substantial increase in transaction processing volume (TPV) in Q2 and Q3 compared to Q1. 3. The CEO stated that the company aims to increase its digital payment processing volume by 30% over the next 12 months.

- **Actual Results:**

['Q1', '2025']:

- The Transaction Processing Value (TPV) achieved was INR 1,977 billion in 1Q FY25. Infibeam Avenues has an annualized TPV run-rate of INR 8.0 trillion.

- **Evaluation:**

- Insufficient Info: The actual results provided only include data for Q1 FY25, lacking information on transaction volume trends for the subsequent quarters needed to compare against management's expected growth of 20% by year-end and 30% over 12 months.