

## Q1 2023

### 1. Financial Performance

- **Narrative:** Analysis of Infibeam's financial performance in Q1 2023, focusing on revenue growth and profit margins.

- **Management's Guidance:**

- Infibeam targets 15% revenue growth for the next fiscal year, aiming for a run-rate of INR 7.5 lac crore by the end of FY24. They expect healthy quarters ahead, driven by increased TPV of INR 87,218 crore and project a transaction processing volume of \$100 billion by FY24. A significant improvement in the digital payments business is expected in Q3. Gross margins for the India payments business improved quarter-over-quarter, alongside a 19% increase in the net take rate. The EBITDA margin for the core business reached 64%, increasing to 64% from 60% year-over-year.

- **Actual Results:**

**['Q4', '2023']:**

- In Q4 2023, Infibeam reported varying revenue growth figures depending on the metric used. Gross revenue increased by 84% YoY to INR 608 crore, while net revenue saw a 27% YoY increase to INR 80 crore. TPV reached INR 1,34,422 crore, a 63% increase from the previous year. Other sources reported a 52% increase in gross revenue and TPV, and a 15% increase in revenue. EBITDA and PAT also showed significant increases, with PAT reaching INR 37 crore (a 41% YoY increase) in Q4 and INR 136 crore (a 94% YoY increase) for FY23. The net take rate for the payments business improved to 9 bps, a 43% YoY increase.

**['Q1', '2023']:**

- In Q1 2023, Infibeam achieved a TPV of INR 87,218 crore. The India Payments TPV was INR 43,736 crore (up 51% YoY and 9% QoQ). The net take rate increased by 19% QoQ to 6.9 bps. The EBITDA margin for the core business reached 64%, consistent with guidance. Gross revenue was INR 418 crore, and net revenue was INR 74 crore. The total TPV reached \$19 billion in Q1'23. For the GeM platform, the GMV was INR 36,300 crore (100% YoY growth, but -6% QoQ).

**['Q2', '2023']:**

- In Q2 2023, Infibeam's TPV crossed INR 1 lac crore for the first time. India Payments TPV grew 18% year-over-year to INR 45,364 crore. The net take rate for India Payments increased 51% year-over-year to 7.2 bps, and the total payments net take rate increased 41% year-over-year to 7.5 bps. GeM GMV grew 83% year-over-year to INR 39,840 crore. Standalone TPV was INR 85,207 crore, with gross revenue of INR 435 crore and net revenue of INR 70 crore. Consolidated TPV was INR 92,612 crore, with gross revenue of INR 477 crore and net revenue of INR 79 crore. Multiple sources indicate revenue growth exceeding 15% in Q2 2023. Consolidated PAT was up 123% for the quarter.

**['Q3', '2023']:**

- In Q3 2023, Infibeam reported a Total TPV exceeding INR 1 Lac crore (citations: 794163040289e805ff693d88cf8890e7), a 27% YoY increase. India Payments TPV reached INR 47,452 crore, a 12% YoY increase (citations: d9e3bae8dcf52051703d7696074a83dc). The India Payments Net Take Rate improved to 8.3 bps from 4.9 bps, a 70% YoY increase (citations: d9e3bae8dcf52051703d7696074a83dc). GeM TPV climbed to INR 41,946 crore, showing a 48% YoY growth (citations: d9e3bae8dcf52051703d7696074a83dc). Gross Revenue was 415 INR crore, a 4% YoY increase (citations: b2d3c3dea69c7b22d7f2740037b141bb). Net Revenue was 85 INR crore, a 21% YoY increase (citations: b2d3c3dea69c7b22d7f2740037b141bb). EBITDA was 48 INR crore, a 26% YoY increase (citations: b2d3c3dea69c7b22d7f2740037b141bb). PAT was 35 INR crore, a 47% YoY increase (citations: b2d3c3dea69c7b22d7f2740037b141bb).

- **Evaluation:**

- {'evaluation': 'Met expectations', 'evaluation\_reason': "While specific yearly revenue growth targets aren't directly comparable to Q1 results, the Q1 EBITDA margin met guidance, and the TPV matched expectations, indicating that the quarter's performance aligns with the overall positive outlook."}

### 2. Market Position

- **Narrative:** Examination of Infibeam's market position and plans for customer base expansion.

- **Management's Guidance:**

- Infibeam plans to launch a PG service in top 3-4 markets (Indonesia, Thailand, Philippines, Myanmar) in the next 2-3 years. They expect 25%-30% of transactions to include offline channels (via CCAvenue TapPay) within the next two to three years. International business is projected to reach at least 30% of overall business within the next two to three years.

- **Actual Results:**

**['Q4', '2023']:**

- In Q4 2023, Infibeam added 500 new merchants. For FY23, they added 3.5 million merchants, bringing the total to 9.2 million. The India TPV increased by 25% year-on-year, while international TPV doubled. The company's market share in online credit spends in India was 9%, debit card market share was 7%, and net banking share was 3%.

**['Q1', '2023']:**

- No specific Q1 2023 results directly related to this guidance are provided in the data.

**['Q2', '2023']:**

- In Q2 2023, TapPay had 15,000+ terminals deployed. The number of merchants increased 77% year-over-year to 7.3 million in Q2 FY23. The company's high market share in Oman (90%) and significant presence in the UAE and Saudi Arabia (60% of volume) were highlighted. The company claims to have achieved a double-digit market share (10%+).

**['Q3', '2023']:**

- In Q3 2023, Infibeam added a record 1.1 million merchants across all offerings, reaching a total of 8.4 million merchants (citations: d2059a7aad71cfd3c104870ef99b37c). The number of merchants in the payment gateway business grew by 385% year-over-year (citations: 936308ebe20bbdd71989f8b95be5654).

- **Evaluation:**

- {'evaluation': 'Cannot be Evaluated', 'evaluation\_reason': 'No Q1 2023 data is available to assess progress against the long-term market expansion plans.'}

### 3. Operational Efficiency

- **Narrative:** Discussion of Infibeam's strategies for cost management and process optimization.

- **Management's Guidance:**

- The company aims to decrease operational costs by 10% by year-end. GeM (requires further context) targets 75% procurement by August 15th.

- **Actual Results:**

**['Q4', '2023']:**

- In Q4 2023, management reported a 25% reduction in operational costs over the past year.

**['Q1', '2023']:**

- In Q1 2023, management reported that operational costs were reduced by 10% in the last quarter.

**['Q2', '2023']:**

- In Q2 2023, operational cost reduction measures were reported from previous years, with a 15% reduction cited in one source and a 5% reduction in marketing costs cited in another. Capital expenditure decreased significantly from INR 83 crore in FY21 to INR 16 crore in the first half of FY23.

**['Q3', '2023']:**

- In Q3 2023, Infibeam reduced operational costs by 8% in the last fiscal year (citations: b3919a3654d8e88c997868ffcefd4a5, 2a30305a25bdaf3af39725e879e735b8).

**- Evaluation:**

- {'evaluation': 'Met expectations', 'evaluation\_reason': "The 10% reduction in operational costs in Q1 aligns with the management's year-end target."}

**4. Technological Innovation**

- **Narrative:** Analysis of Infibeam's approach to technology adoption and its impact on growth.

- **Management's Guidance:**

- RBI aims to triple digital payments in India (this reflects the external market opportunity, influencing Infibeam's growth potential).

- **Actual Results:**

**['Q4', '2023']:**

- No specific actual results related to this theme are available from the provided data.

**['Q1', '2023']:**

- No specific Q1 2023 results directly related to this are provided in the data.

**['Q2', '2023']:**

- In Q2 2023, the deployment of CCAvenue TapPay across more than 15,000 terminals was reported.

**['Q3', '2023']:**

- In Q3 2023, Infibeam became the first to process digital Rupee transactions for online retail payments (citations: 3cd1c3fb37523e0363dea454d4908fc5). They are also the only ones certified with pin-on-glass technology for transactions above 5000 (citations: e6b3be0558b3585fd4587df810cd4eb2).

**- Evaluation:**

- {'evaluation': 'Cannot be Evaluated', 'evaluation\_reason': "The provided data does not offer any Q1 2023 metrics related to Infibeam's technological innovation or its impact on growth."}