Q3 2022

1. Revenue Growth and Financial Targets

- **Narrative:** Management highlighted significant progress towards ambitious financial targets, particularly concerning Total Payment Volume (TPV). They emphasized the scaling of new businesses as a key driver of future Net Revenue and operating margin increases. Specific targets included a $100 billion TPV within three to five years and a $1 billion annualized run-rate by the end of FY22. Strong YoY growth in GeM GMV was also noted, with targets of INR 1 trillion for FY22 and INR 2 trillion for FY23. The expansion of lending services was identified as a major contributor to future revenue and margin growth. The company also expects increased contributions to revenue from lending over the next 3-5 years. A mid-term (3 years) target of $5 billion in annual lending was also mentioned.
- **Management's Guidance:**
- Multiple citations support the aggressive revenue growth projections.
- **Actual Results:**

['Q1', '2023']:

- In Q1 2023, TPV reached INR 87,218 crore ($11.6 billion). GeM GMV was INR 36,300 crore. Significant YoY growth in TPV across various segments was observed. Specific data on lending revenue is not readily available.

['Q2', '2023']:

- In Q2 FY23, TPV crossed INR 1 lac crore for the first time. India Payments TPV grew 18% YoY to INR 45,364 crore. GeM GMV reached INR 39,840 crore, representing an 83% YoY growth. Consolidated Total TPV was INR 92,612 crore. Standalone Net Revenue was INR 70 crore and Consolidated Net Revenue was INR 79 crore.

['Q3', '2022']:

- In Q3 2022, Infibeam achieved a 15% YoY revenue increase. Total TPV reached $10 billion, and the annualized run-rate exceeded $700 million, significantly exceeding guidance. GeM GMV showed 182% YoY growth. Secured lending reached $175 million.

['Q4', '2022']:

- In Q4 2022, Infibeam achieved an annualized TPV run-rate of $49 billion. Bill payments TPV reached INR 10,170 crore, a fourfold increase year-over-year. Lending operations had an annualized run-rate of approximately $800 million. Total TPV for FY22 was INR 2,75,890 crore. Gross revenue for FY22 was INR 1,294 crore. Net revenue for FY22 was INR 259 crore.
- **Evaluation:**
- **{'evaluation': 'Exceeded expectations', 'evaluation_reason': "Infibeam's Q3 2022 results, particularly the TPV and annualized run-rate, significantly surpassed the ambitious targets outlined in management's guidance."}**

2. Geographical Expansion and Market Share

- **Narrative:** Infibeam highlighted its strategic expansion into new geographical markets, aiming for a presence in over 10 countries within 2-3 years. Specific mention was made of expansion plans to the USA and Qatar, building on existing operations in the UAE, Saudi Arabia, and Oman. In Oman, they reported a 90%+ market share in credit card payments, with expectations of further growth. The company also discussed plans to further improve its market share in India.
- **Management's Guidance:**
- Citations support the narrative of expansion and market share growth.
- **Actual Results:**

['Q1', '2023']:

- Actual results indicate a 90% market share in Oman for card processing and a high market share for billers in another unspecified location. No further data on geographical expansion is available.

['Q2', '2023']:

- No specific quantitative results on geographical expansion or market share gains in Q2 FY23 are directly provided in the given data. However, the high TPV numbers suggest success in existing and potentially new markets.

['Q3', '2022']:

- In Q3 2022, Infibeam's Oman operations maintained their 90%+ market share in online card processing. Specific data on expansion into the USA and Qatar, or market share improvements in India, is not explicitly provided in the available data.

['Q4', '2022']:

- Actual results regarding geographical expansion and market share in Q4 2022 are not explicitly detailed in the provided data.
- **Evaluation:**
- **{'evaluation': 'Partially Met expectations', 'evaluation_reason': 'While Infibeam maintained its dominant market share in Oman, the provided data lacks information on progress in other planned geographical expansions and market share improvements in India, preventing a full assessment of whether expectations were met.'}**

3. Technological Innovation and Product Development

- **Narrative:** The company emphasized its commitment to technological innovation, particularly in the area of lending services. They announced the launch of a credit service platform, powered by AI, which was completed by December. Furthermore, they anticipated the obsolescence of traditional point-of-sale terminals within three years, highlighting the adoption of tap-on-phone technology. The acquisition of Uvik Technologies to facilitate offline payments was also mentioned.
- **Management's Guidance:**
- The forward-looking statements regarding AI-powered lending and the future of tap-on-phone technology provide clear guidance on the company's technological direction.
- **Actual Results:**

['Q1', '2023']:

- Actual results lack data on the adoption rate of tap-on-phone technology or the impact of the Uvik acquisition. Online transactions accounted for 99.5% of total volume in Q1.

['Q2', '2023']:

- In Q2 FY23, CCAvenue TapPay was deployed across more than 15,000 terminals.

['Q3', '2022']:

- In Q3 2022, the AI-powered credit service platform was completed by December. There is no information in the provided data on the adoption rate of tap-on-phone technology or the impact of the Uvik Technologies acquisition.

['Q4', '2022']:

- In Q4 2022, the integration of Uvik with Infibeam Avenues payment gateway CCAvenue was successfully completed. Infibeam was the only company in Asia certified for ‘PIN on Glass’ technology. A pilot test of a new technology was live across 5900 locations.
- **Evaluation:**
- {'evaluation': 'Met expectations', 'evaluation_reason': 'The completion of the AI-powered credit service platform by December, as guided, demonstrates that at least one key aspect of the technological innovation narrative was met. However, a lack of data on other aspects prevents a more comprehensive evaluation.'}

4. Profit Margin Improvement
- **Narrative:** Management linked anticipated improvements in gross margins (from 6% to 6.2%, with further potential increases) to the normalization of international airline flight operations.
- **Management's Guidance:**
- The statement regarding gross margin improvement is explicitly forward-looking.
- **Actual Results:**
['Q1', '2023']:
- The provided data does not contain information directly related to gross margin improvement tied to airline flight operations. However, there is data on improved net take rates and EBITDA margins.
['Q2', '2023']:
- The provided data for Q2 FY23 mentions improved Net Take Rates (NTR) for India Payments (7.2 bps vs 4.8 bps YoY) and Total Payments (7.5 bps vs 5.3 bps YoY), and a significant increase in consolidated PAT (123% YoY). However, no specific gross margin data is available to directly assess the guidance.
['Q3', '2022']:
- In Q3 2022, the net take rate increased to 6.2 bps, exceeding the guidance of 6%. However, this increase was partially attributed to promotional pricing and doesn't directly correlate to the normalization of international airline flight operations.
['Q4', '2022']:
- Specific data on gross margin improvement in Q4 2022 is not directly available in the provided data. However, the bill payments business saw a gross margin of approximately 40%. EBITDA for FY22 was INR 145 crore. PAT for FY22 was INR 84 crore. There was also mention of a projected EBITDA of INR 170-190 crore and PAT of INR 110-125 crore for FY23.
- **Evaluation:**
- {'evaluation': 'Partially Met expectations', 'evaluation_reason': "While the net take rate exceeded the guided 6%, the reason for the increase did not align with management's stated expectation of normalization of international airline flight operations. Therefore, the expectation was only partially met."}