

Infibeam Avenues Limited Announces Consolidated Financial Results for the Quarter Ended 31st December, 2021

Growth Across All Business Segments
Profit After Tax up 89% YoY to INR 24 Cr
Transaction Value up 90% YoY growth to INR 75,430 Cr
Company Declares 1:1 Bonus, and Interim Dividend of 5%

Gandhinagar, India, 31st January, 2022 – India's leading global financial technology (fintech) solutions provider Infibeam Avenues Limited ("Infibeam" or "The Company" or "IAL") (BSE: 539807; NSE: INFIBEAM), today announced its financial results for the quarter ended 31st December, 2021 (Q3 FY22).

The Board of Directors in its meeting held today, inter-alia, has approved on the record Interim Dividend of 5% per equity share of Re.1/- each. The record date for payment of this interim dividend will be Tuesday, February 08, 2022. Further, subject to the approvals of shareholders and regulatory approvals the Company will issue 1 Bonus Share for every 1 Equity Share held by the Equity Shareholders of the Company as on "Record Date", to be intimated in due course.

Consolidated Financial Highlights – Quarter Ended 31st December, 2021 (INR crore)

<i>Particulars</i>	<i>Q3 FY22</i>	<i>Q2 FY22</i>	<i>QoQ</i>	<i>Q3 FY21</i>	<i>YoY</i>
Total TPV	75,430	64,300	17%	39,760	90%
Gross Revenue	397	311	28%	228	74%
Net Revenue	70	61	14%	61	15%
EBITDA	38	34	10%	40	-5%
PAT	24	18	35%	13	89%
PAT as % of Net Revenue	35%	29%	-	21%	-

1 Excluding subsidiary Go Payments

Segment results – Quarter Ended 31st December, 2021 (INR crore)

<i>Particulars</i>	<i>Q3 FY22</i>	<i>Q2FY22</i>	<i>QoQ</i>	<i>Q3 FY21</i>	<i>YoY</i>
Gross Revenue	397	311	28%	228	74%
Digital Payments	350	272	29%	192	83%
Ecommerce Platforms	47	39	22%	36	30%

"Driven by strong performance across our diversified digital business solutions and offerings, we have demonstrated yet another quarter of robust performance. With the ever-evolving business landscape we continued to develop cutting edge digital payment technologies while we remained committed to generate greater value for our millions of merchants and accelerate their business growth online." "Further, we will continue to invest in technology and talent pool to achieve our longer-term target of accelerating growth." said **Mr. Vishal Mehta, Managing Director, Infibeam Avenues Limited.**

“While we continue to grow organically, we firmly invested into three strategic pillars including deep penetration in existing markets, new businesses including lending, and international expansion to fuel our growth. We aim to build a powerful international brand and increase our market share in digital payment space.”, said **Mr. Vishwas Patel, Executive Director, Infibeam Avenues Limited.**

“During the quarter we achieved stellar revenue and profit growth driven by overall robust business performance. We achieved annualised TPV run-rate of ~\$41bn ahead of our guidance of \$40bn set for Dec’21, and are accelerating towards our guidance of \$100bn. Our gross revenue could almost double in FY22 compared to FY21, extrapolating our nine months performance. We are investing in growth as we see tremendous potential in our business.”, said **Mr Hiren Padhya, Chief Financial Officer, Infibeam Avenues Ltd.**

Key Operational Highlights - 3QFY22

- Total TPV up 90% YoY to \$10.2 bn; accelerating towards guidance of \$100 bn
- Secured lending at INR1,300 cr; Annualised run-rate \$700 mn; >3x ahead of guidance
- Strong merchant addition continues; 5mn total merchants in Q3’22 vs. 4.2 in Q2’22

Key Business Development - 3QFY22

- **Received Expression of Interest (EOI) along with primary investment from Royal family of Qatar to launch payments in Qatar**
 - Setting up payments business in Qatar thru a Joint Venture (JV) formation with the Qatar Royal family including primary investment in the JV by the Royal family
 - IAL directly or thru its fully owned subsidiary will own majority ownership in the JV
 - Company will also benefit from the FIFA World Cup 2022 to be held in Qatar
 - Marks our interest in expanding and penetrating within the high growth Middle East markets; Company already present in UAE, Saudi and Oman
- **Acquired 100% stake in Bengaluru based ‘Uvik Technologies Pvt Ltd’, allowing smartphones to be converted to business & payment terminals**
 - Strengthening payments platforms by launching offline payments in February
 - Allows smartphones to be converted to business & payment terminals
 - Strategy is to cover entire merchant ecosystem- online and offline comprising MSMEs, large enterprises, PSUs & government, and banks
 - Offline offerings to include- contactless payments, QR codes, bill payments, agency services, credit cards, working capital loans, reporting & analytics, etc. (cross-sell & up-sell opportunities)
- **AI-based credit platform launched under the brand name TrustAvenue**
 - Zero liability and zero risk business; profitable lending business model
 - Banks & NBFCs to embed their loan products on Company’s lending platform
 - Lending scope includes – working capital loans, invoice/bill discounting, business loans, MSME loans, start-up loan and more

About Infibeam Avenues Limited

Infibeam Avenues Limited is one of the leading global financial technology company offering comprehensive digital payment solutions and enterprise software platforms to businesses and governments across industry verticals. The company's payment solution includes acquiring and issuing solutions and enabling lending through its fintech platforms. The core PG business provides nearly 200 payment options to the merchants allowing them to accept payments through website and mobile devices in 27 international currencies. The Company's payment platform is also white labelled by top banks namely HDFC Bank, Kotak Bank and JPMorgan Chase Bank India. The Company is among the leading payment companies in India and the UAE. Infibeam Avenues' enterprise software platform hosts India's largest online marketplace for government procurement and has also offered its marketplace platform to Jio Platforms Ltd. The company is processing transaction at an annualised run-rate of \$41bn for its 5 million merchants across digital payments and enterprise software platforms. The company's vast clientele includes merchants, enterprises, corporations, governments and financial institutions in both domestic (India) as well as international markets. Infibeam Avenues' international operations are based in the United Arab Emirates with recent launches in the Kingdom of Saudi Arabia, Oman and the United States of America.

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For more information on the company, please go to, www.ia.ooo and www.ccavenue.com