

February 14, 2022

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400 001  
**Scrip Code: 517214**

**National Stock Exchange of India Limited**

Exchange Plaza, Plot No. C/1, G Block  
Bandra – Kurla Complex, Bandra (E)  
Mumbai – 400 051  
**Scrip Code: DIGISPICE**

**Sub: Results Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Results Presentation on the Financial Results of the Company for the quarter and nine months period ended 31<sup>st</sup> December, 2021.

These may be used by the Company for potential meetings with analysts and investor community and will also be available on the website of the Company i.e. [www.digispice.com](http://www.digispice.com).

You are requested to kindly take the above on record and oblige.

Thanking you.

Yours faithfully,  
for **DiGiSPICE Technologies Limited**

**(M. R. Bothra)**

Vice President - Corporate Affairs &  
Company Secretary

Encl.: as above



**DiGiSPICE  
Technologies Ltd.**

**Q3FY22 Results Presentation  
Feb 16, 2022**

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# Consolidated Financial Summary

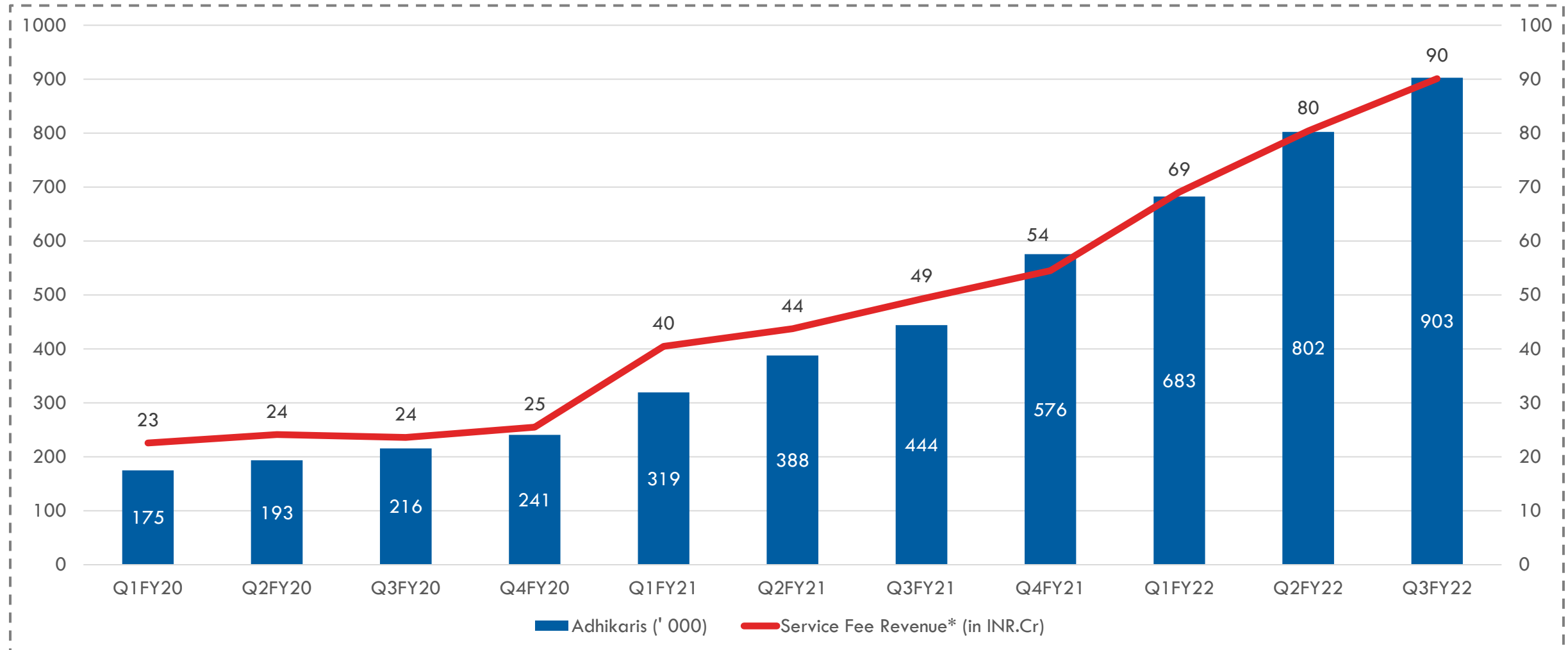
| Particulars (Rs. Crs)                         | Q3FY21     | Q2FY22     | Q3FY22     | Growth Q-o-Q  | Growth Y-o-Y  |
|---|------------|------------|------------|---------------|---------------|
| <b>1. Revenue</b>                             | <b>185</b> | <b>237</b> | <b>248</b> | <b>4.7%</b>   | <b>34.2%</b>  |
| a.) Spice Money                               | 150        | 203        | 214        | 5.3%          | 42.2%         |
| b.) Others                                    | 34         | 34         | 34         |               |               |
| <b>2. Gross Margin</b>                        | <b>32</b>  | <b>43</b>  | <b>43</b>  | <b>0.6%</b>   | <b>36.4%</b>  |
| a.) Spice Money                               | 21         | 30         | 35         | 16.3%         | 66.1%         |
| b.) Others                                    | 11         | 13         | 8          |               |               |
| <b>3. Indirect Costs</b>                      | <b>30</b>  | <b>35</b>  | <b>39</b>  | <b>8.7%</b>   | <b>30.0%</b>  |
| a.) Spice Money                               | 16         | 23         | 28         | 20.9%         | 77.7%         |
| b.) Others                                    | 14         | 13         | 11         |               |               |
| <b>4. EBITDA</b>                              | <b>2</b>   | <b>8</b>   | <b>5</b>   | <b>-37.5%</b> | <b>129.4%</b> |
| a.) Spice Money                               | 6          | 7          | 7          | 2.0%          | 33.7%         |
| b.) Others                                    | -4         | 0          | -3         |               |               |
| <b>Spice Money Revenue % to Total Revenue</b> | <b>81%</b> | <b>86%</b> | <b>86%</b> |               |               |
| <b>Spice Money GM % to Total GM</b>           | <b>67%</b> | <b>70%</b> | <b>81%</b> |               |               |

# Spice Money – Financial Summary

| Particulars (Rs. Crs)  | Q3FY21       | Q2FY22       | Q3FY22       | Growth Q-o-Q | Growth Y-o-Y |
|--|--------------|--------------|--------------|--------------|--------------|
| <b>1. Customer GTV (A)</b>                                   | 11,994       | 19,418       | 22,021       | 13.4%        | 83.6%        |
| <b>2. Revenue:-</b>  | <b>150</b>   | <b>203</b>   | <b>214</b>   | 5.3%         | 42.2%        |
| Service Fee Revenue (B)                                      | 49           | 80           | 90           | 12.1%        | 83.0%        |
| Airtime Revenue  | 93           | 118          | 119          | 1.3%         | 28.2%        |
| Subscription, Acquisition & Device Revenue                   | 8            | 5            | 4            | -11.1%       | -45.4%       |
| <b>3. Gross Margin (GM):-</b>                                | <b>21</b>    | <b>30</b>    | <b>35</b>    | 16.3%        | 66.1%        |
| Service Fee (C )   | 17           | 28           | 31           | 10.8%        | 79.9%        |
| Airtime  | 1            | 2            | 2            | 21.9%        | 88.7%        |
| Subscription, Acquisition & Device                           | 3            | 1            | 2            | 192.1%       | -20.6%       |
| <b>4. Indirect Cost</b>                                      | 16           | 23           | 28           | 20.9%        | 77.7%        |
| <b>5. EBITDA</b>   | 6            | 7            | 7            | 2.0%         | 33.7%        |
| <b>6. EBDT *</b>   | <b>6</b>     | <b>9</b>     | <b>9</b>     | <b>2.0%</b>  | <b>44.5%</b> |
| <b>7. Service Fee Revenue % on Customer GTV -- (B / A)</b>   | <b>0.41%</b> | <b>0.41%</b> | <b>0.41%</b> |              |              |
| <b>8. Service Fee GM % on Customer GTV -- (C / A)</b>        | <b>0.14%</b> | <b>0.14%</b> | <b>0.14%</b> |              |              |
| <b>9. Service Fee GM % on Service Fee Revenue -- (C / B)</b> | <b>35%</b>   | <b>34%</b>   | <b>34%</b>   |              |              |

- Customer GTV driven by growth in Adhikari base and growth in CMS business
- Service Fee Revenue increased by 12% (driven by transactions and is the primary driver of margins)
- Airtime Revenue is at same level to Q2 (represents the entire transactions value of recharge business).
- Our Strategy to provide Zero subscription continues to yield results & growth in Adhikaris
- We continue to invest in brand, technology & organization – Increase in Indirect expenses has been funded by Positive Operating leverage generated by business
- EBITDA at Rs. 7.4 crs in Q3 at same levels as Q2
- \*EBDT includes the interest income earned on prepaid balances and excludes exceptional items.

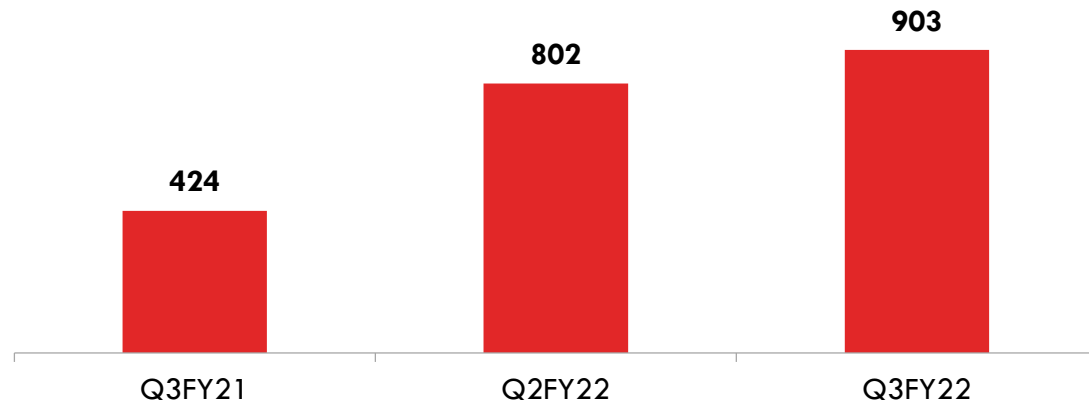
## Steady Revenue Momentum driven by Adhikari Growth



**Double digit revenue growth in last 7 quarters**

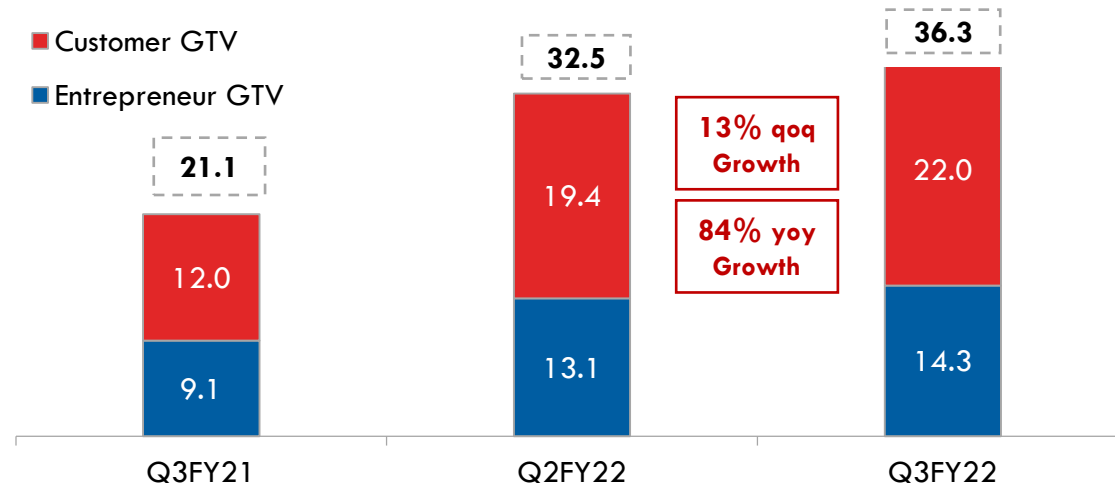
# Key Metrics

**Spice Money Adhikaris '000**  
(Entrepreneurs/Kirana Stores)



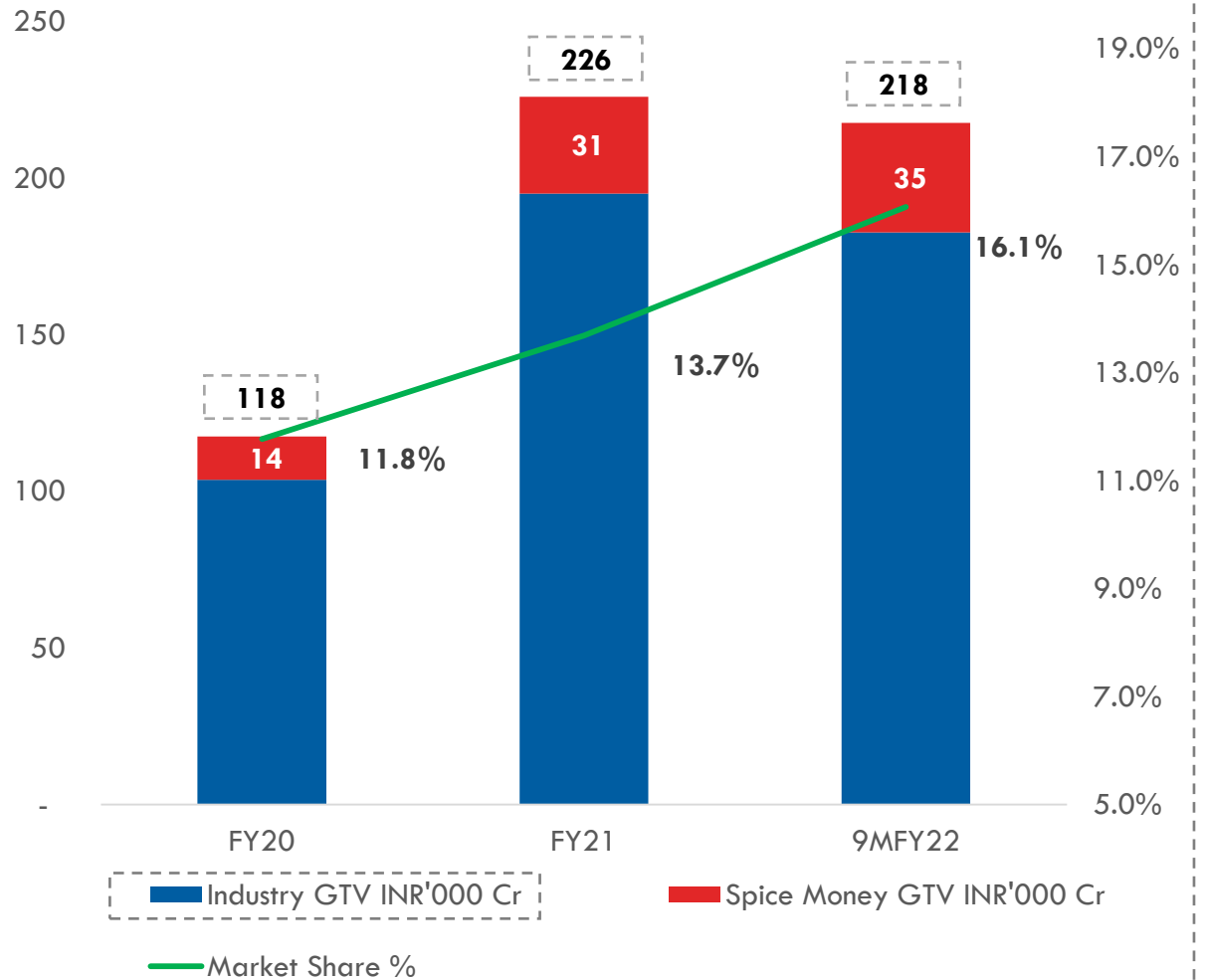
**Gross Transaction Value (INR.'000 Cr)**

■ Customer GTV  
■ Entrepreneur GTV



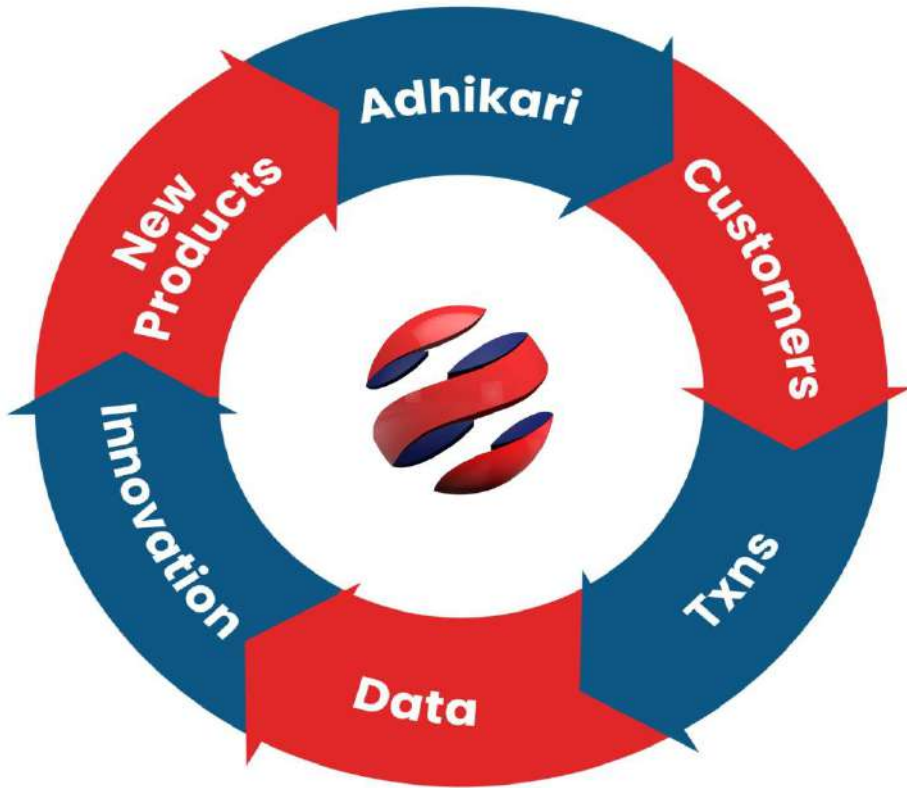
**AePS Market Share\***

Source:- NPCI



\*AePS off-us value market share

# Investing behind Accelerated Transactions Growth



- Positive unit economics business model
- Operating leverage to be driven by transactions growth

**अपना पसंदीदा AePS प्लान चुने**

AePS द्वारा नकद निकाली करें और पाएं प्लान A और B पर ₹10 तक और प्लान C पर ₹8 तक का कमीशन

**अभी जुड़ें >**

**Sikhen apne Registered Mobile Number or Registered Email Id ko update karna**

Mobile Number      Email Id

**स्पाइस मनी प्लेटफॉर्म पर खुलेंगे नये दास्ते दैवल सुनियन के साथ।**

**जानें कैसे >**

**स्पाइस मनी कैश कलेक्शन सुविधा से जुड़ कर अपना व्यापार बढ़ाएं**

नीचे दी गयी कंपनियों के एजेंट/ ग्राहक/ बैंक के प्रतिनिधि नकद जमा कराने के लिए आपका दुकान पर खुद ही आएंगे

अपनी दुकान को कैश पॉइंट बनाने के लिए संपर्क करें 0120-5077755

**Convert your shop into a mini ATM today**

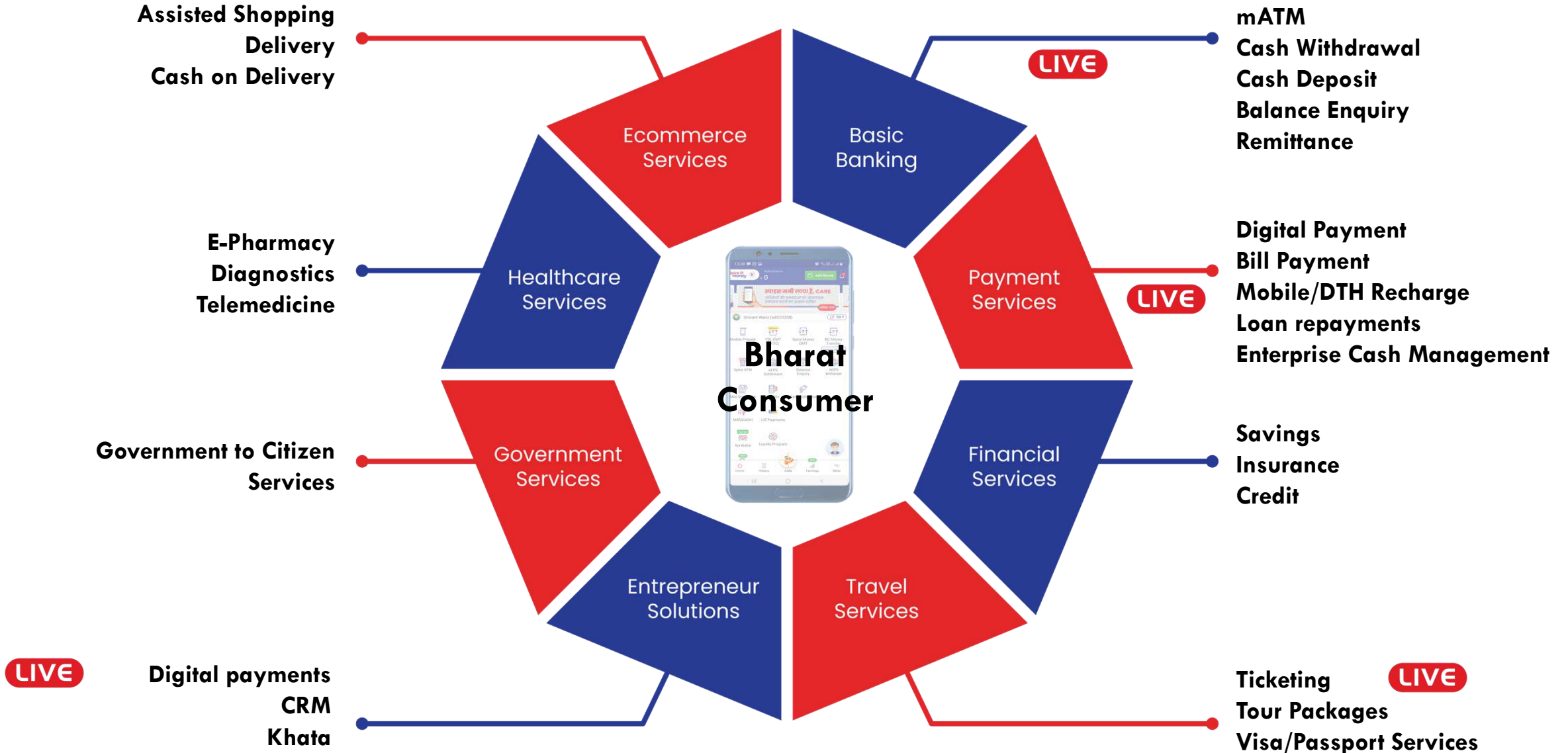
Learn to use Spice Money mATM device

DIGITAL DUKAAN

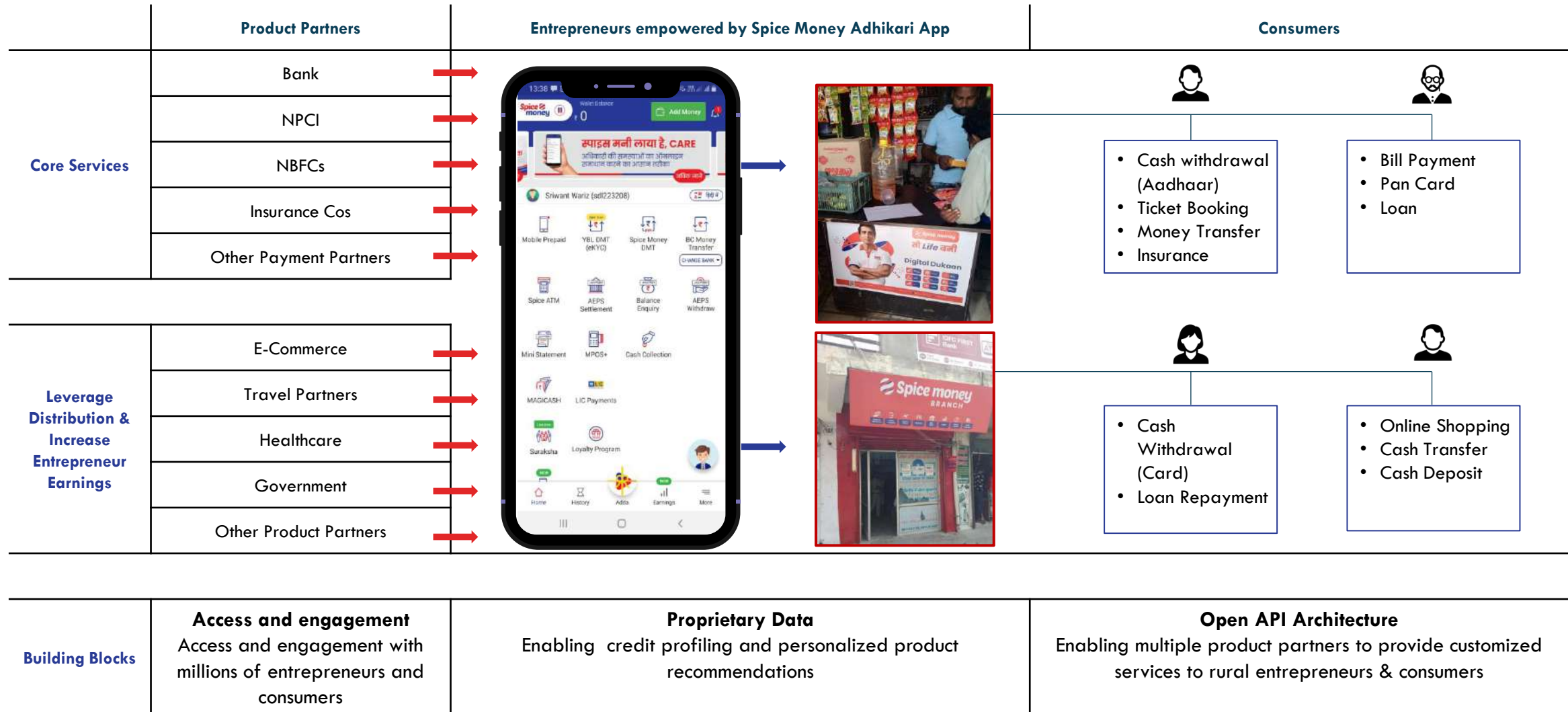
**Sikhen wallet ka amount bank main move karne ke liye bank settings karna**



# Building a Phygital Super App for Bharat



# Building the last mile digital services platform for Rural India



# Management Team

Leading with expertise & experience



**Dilip  
Modi**

Founder



**Sanjeev  
Kumar**

Co-Founder &  
CEO



**Rajneesh  
Arora**

Co-Founder &  
Chief Product &  
Strategy Officer



**Sunil  
Kapoor**

Head-Group Finance,  
Risk & Compliance



**Ramesh  
Venkatraman**

Advisory Board  
Member



**Abhay  
Aima**

Advisory Board  
Member



**Vivek  
Venkatesan**

Chief Financial  
Officer



**Srivaths  
Varadharajan**

Chief Operating  
Officer



**Varundeep  
Kaur**

Chief Information  
Technology Officer



**Sameer  
Nagpal**

Chief Business  
Officer



**Vishal  
Jain**

Chief Business  
Officer (Lendtech)



**Bishnu  
Mohanty**

COO –  
Travel Union



**Ajay  
Desai**

COO –  
Agri Business



**Atul  
Tiwari**

Head –  
HR



**Amit  
Sharma**

Head - Care &  
Customer Lifecycle



**Kuldeep  
Pawar**

Head –  
Marketing




**Rahul  
Kapil**

Head –  
Data Science


# Thank You


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Kshitij Sharma

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