AvenuesAI

AvenuesAI

A GLOBAL FINTECH COMPANY

Q1 FY27

Earnings Presentation

11th August 2026

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AvenuesAI

Why AvenuesAI is Structurally Different?

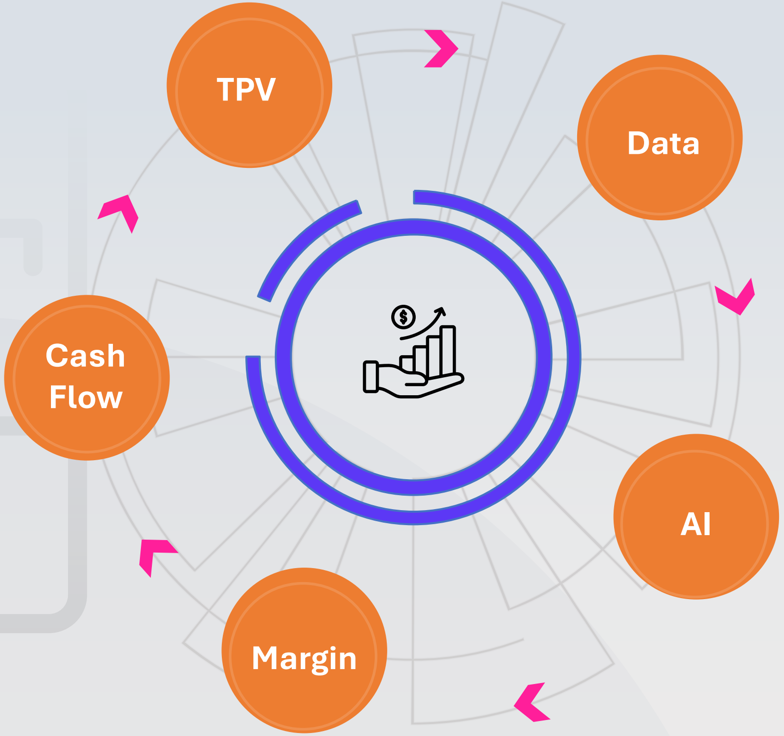
01 Multi-layer regulated payment licenses*

02 Closed loop consumer + merchant ecosystem

03 AI embedded transaction orchestration

04 Operating leverage from automation

05 Expanding international footprint



* Multiple regulatory approvals across different parts of the payments value chain.

AvenuesAI: The Consumer – Business AI Flywheel

A Closed-Loop System Where Scale Compounds Advantage

AvenuesAI

Consumer scale	›	Lower CAC	Embedded Payments	›	Higher ARPU
AI Automation	›	EBITDA Expansion	Switching Cost	›	Revenue Predictability

Rediff: Low-CAC Consumer Acquisition Engine

From a legacy portal to a high-trust consumer surface for payments and commerce

AvenuesAI

A High-Trust Consumer Entry Layer

- Logged-in Base (Email, content, communities, habitual usage)
- Transaction - Adjacent Moments Bills, bookings, subscriptions, commerce.
- Verified Identity & Communication Layer (Email, notifications, consent framework)

Current and Future Revenue Streams for Rediff

- RediffOne
- Embedded payments
- AI automation premium
- Streaming services

Why this Matters for AvenuesAI ?

- Low CAC Consumer Acquisition.
- First-Party Data in a Post-Cookie World.
- Native Distribution for Fintech & AI Products.

RediffOne: The AI-Native Operating System for Businesses

Where Workflows, Payments, and Intelligence Converge

AvenuesAI

Core Operating Modules

Commerce	Communication	Compliance	Intelligence
Orders	Email	GST	Dashboards
Catalogue	Notifications	Reconciliation	Forecasting
ERP (upcoming)	CRM (upcoming)	Reporting	Alerts

Why RediffOne has high switching cost ?

- **Payments embedded by default** (via CCAvenue)
- **Direct consumer touchpoints** (via Rediff)
- **Agentic AI that acts** — not just advises

CCAvenue: The AI Powered Monetization Engine of AvenuesAI

From Payment Gateway to AI-optimized Financial Execution Layer

AvenuesAI

The Economic Engine

Every **consumer interaction** → **monetizable transaction**

Every **business workflow** → **embedded payment**

Every **AI decision** → **routed, priced & settled via CCAvenue**

Payments Become

Contextual

Automated

Decision-Driven

Economic Impact

Higher Profitability through:

Smarter routing Lower fraud & failures Value-added services (credit, settlement, compliance)

AI routing → **Higher success rate** → **Higher net contribution per transaction**

From Payments as Utility to Payments as Intelligence Layer.

Phronetic: The Intelligence Control Layer of AvenuesAI

AvenuesAI

Operational AI Embedded Across Payments, Workflows, and Decisions

Embedded across the AvenuesAI platform

Not a standalone AI product

Optimises decisions in real time, at scale

The Brain of the Flywheel

Approve / Reject

Route / Retry

Nudge / Notify

Predict / Prevent

Turns Data Into Actions

Payments

Operations

Customer Communication

Risk & Compliance

Agentic Workflows Across

More transaction processed, the smarter the system becomes: Execution + Intelligence = Margin Flywheel

How the AvenuesAI Flywheel Compounds

Growth Increases Intelligence. Intelligence increases margin.

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A Typical Merchant on the Platform	System – Level Outcome	What AvenuesAI Looks Like at Scale
Acquire Customers via **Rediff**	Business grows → processes more payments	**Consumer scale** via Rediff
Run Operations on **RediffOne**	AvenuesAI earns more → learns more → automates more	**Business lock-in** via RediffOne
Accept Payments via **CCAvenue**	**Switching costs become existential, not contractual**	**Predictable monetisation** via CCAvenue
Optimise Automatically via **Phronetic AI**		**Margin expansion** via Phronetic AI

This is more than a linear growth story. It has a potential to compound.

FINANCIAL PERFORMANCE AND OUTLOOK

Structural Inflection Point: From Payment Gateway to AI Native Transaction Infrastructure

EARNINGS PRESENTATION

Guidance FY27

Well-poised for Future Growth

AvenuesAI

Particulars (INR Million)	FY26 Actual	FY27 Guidance
Gross Revenue	81,158	1,10000 – 1,30000
Earning per Share *	9.42	8.75 – 9.50

** based on the proposed post-corporate-action face value of INR 10 per share.*

Q1 FY27 At A Glance

Key Strategic Business Developments

AvenuesAI

01

Strengthening UAE Presence with CBUAE Payment License Approval

Received In-Principle Approval from the Central Bank of the UAE (CBUAE) for a Retail Payment Services – Category III License for Avenues World FZ LLC. The approval strengthens AvenuesAI's position in the rapidly growing UAE digital payments ecosystem, enabling expansion of customer reach and innovative payment solutions. It further supports the Company's long-term strategy of scaling its international payments business and creating sustainable value.

02

RBI Authorisation for Prepaid Payment Instruments

Received authorisation from the Reserve Bank of India (RBI) to set up a payment system for the issuance and operation of Prepaid Payment Instruments under the Payment and Settlement Systems Act, 2007. The approval enables AvenuesAI to issue and operate prepaid payment instruments in India, further expanding its digital payments capabilities and strengthening its position across the domestic payments ecosystem.

03

Strategic Investment to Build AI-led Embedded Lending Ecosystem

AvenuesAI plans to acquire up to 2.5% stake in Ratnaafin Capital, a new-age NBFC with a lending book exceeding INR 2,000 crore, as part of its liability-light lending strategy. The partnership will combine AvenuesAI's AI, payments and merchant ecosystem with Ratnaafin's SME lending capabilities to enable embedded lending solutions. The initiative marks AvenuesAI's expansion into AI-led digital lending infrastructure, with regulated NBFC partners retaining lending and balance-sheet risk.

Q1 FY27 At A Glance

Key Strategic Business Developments

AvenuesAI

04

Strategic Investment in OPL to Accelerate AI-led Digital Lending

AvenuesAI has approved a strategic investment to acquire a 7% minority stake in Online PSB Loans (OPL), operator of India's largest public-sector-backed digital credit platform. The investment will combine AvenuesAI's AI and payments capabilities with OPL's public-sector banking network to enhance digital credit access for underserved segments. The partnership strengthens AvenuesAI's strategy of building an AI-powered lending ecosystem through asset-light strategic investments.

05

Building Secure, On-Premise AI for Enterprise AdoptionLaunched

AvenuesAI, through its subsidiary PhroneticAI, is developing fully on-premise AI solutions using Small Language Models (SLMs) that can be deployed entirely within clients' infrastructure. The platform is designed to ensure sensitive enterprise data remains within the organisation while enabling models to be trained, monitored and retrained internally. This positions AvenuesAI to tap the growing demand for private, secure and sovereign enterprise AI solutions.

06

Entry into Turnkey AI Solutions with PrivateGPT

AvenuesAI is planning to enter the turnkey AI solutions market through PrivateGPT, its on-premise Small Language Model (SLM) platform designed for corporates and organisations. The platform enables enterprises to deploy AI within their own infrastructure, offering greater control over sensitive data and security. The initiative strengthens AvenuesAI's AI-led strategy and expands its opportunity beyond payments into enterprise-focused AI solutions.

Q1 FY27 Performance At A Glance

Profitable Growth and Healthy Returns

AvenuesAI

Business Performance	**10+ mn** No. of merchants	**INR 1.48 tn** *+ 74% YoY* TPV [1]	**5.3 bps** *- 49% YoY* Payments NTR
Financial Performance (INR million)	**26,804** *+ 109% YoY* Gross Revenue	**1,000** *+ 41% YoY* EBITDA	**848** *+ 45% YoY* PAT
Margin Profile	**INR 1,475 mn** *- 3% YoY* Net Revenue [2]	**68%** [3] EBITDA margin [3]	**57%** [3] PAT margin [3]

1 Total TPV from; CCAvenue (India + International incl. non-MDR payment options) + BillAvenue (Bill Payments) + Go Payments;
2 Net Revenue = Gross Revenue - Operating Expenses (Optg exp = Payment processing charges and direct expenses related to Platforms business);
3 Margins are calculated as a percentage of Net Revenue;

Financial Performance Snapshot – Q1 FY27

Growth Across All Key Parameters

AvenuesAI

Consolidated (Standalone + International Payments + Go Payments + Majority owned subsidiaries + Other associates)

Particulars (in INR million)	Q1 FY27	Q1 FY26	YoY (%)	Q4 FY26	QoQ (%)
Transaction Processing Value (TPV, in INR billion) [1]	**1,479**	**850**	***74%***	***1,655***	***- 11%***
Payments NTR (bps) [2]	*5.3*	*10.4*	*- 49%*	*6.0*	*- 13%*
Gross Revenue	26,804	12,802	*109%*	*24,895*	*8%*
Net Revenue (NR)	1,475	1,520	*- 3%*	*1,495*	*- 1%*
EBITDA [3]	**1,000**	**710**	***41%***	***923***	***8%***
EBITDA % of NR	*68%*	*47%*	-	*62%*	-
Profit After Tax (PAT)	**848**	**584**	***45%***	***890***	***- 5%***
PAT % of NR	*57%*	*38%*	-	*60%*	-

Profitable revenue growth with high operating and profitability margins

1 TPV includes Payments TPV of MDR-based and Zero-MDR based payment options;
2 Payments NTR is only from MDR based payment options. Strategic volume expansion during peak festive season.
3 EBITDA excluding Other Income;

COMPANY OVERVIEW & INDUSTRY OUTLOOK

Structural Inflection Point: From Payment Gateway to AI Native Transaction Infrastructure

CORPORATE PRESENTATION

About

AvenuesAI

Click to watch video

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Business At a Glance

AvenuesAI

01 **India's First listed fintech company (listed in 2016)** with a consistent **PROFITABLE** track record.

02 **A Payment Infrastructure company**; Offering omni-channel and full-stack B2B Digital Payments solutions (Payments), enterprise eCommerce Software Platforms (Platforms) and Lending Solutions (Finance); with two decades experience

03 **PAN India** Presence (among the **top three**) with global footprint; expanded to i) Middle East in Jun'18 (became second largest non-bank private player in UAE in 18 mts).

04 **India's digital payments market share - ~8%*;** Annualized TPV run-rate of INR 10.0 trillion

05 Part of **MSCI and FTSE** small cap indices.

06 **Marquee customers across sectors:** Indigo, Vistara, Taj, Oberoi, ITC, makemytrip, Yatra, HUL, Bisleri, Jio, Airtel, Myntra, Firstcry, Podar education, Govt of India, Burj Khalifa At The Top, Emaar, Damac, Nakheel, and many more.

Key Highlights

India's First Retail Payment Gateway	**Top 3 in India** among B2B online Payment Gateways	**950+** Employees	**10+ mn Merchants** Online + Offline
India's First Enterprise eCommerce Marketplace Software Platforms	**Top 2 in UAE** among non-bank private payment companies	**300+** Domain Experts	**~INR 10 trillion** Annualised TPV run-rate

AvenuesAI (1/2)

Leading the Industry with Many Firsts

AvenuesAI

In 2007, became first Indian PA to achieve **PCI-DSS compliance** and the first to become a **MasterCard Member Service Provider**

In 2008, was the first to be **certified by American Express** for global currency processing

In 2010, launched **India's first ecommerce technology platform** for enterprise for large-scale eCommerce implementations

In 2013, the first **RuPay debit card** transaction was processed through CCAvenue

In 2014, was the first to offer **Social Network In-stream Payments** for social media platforms

In 2015, incubated **Fable Fintech** in our office offering cross-border payments platform to 9 of the top 10 private banks in India across 150+ international corridors

In 2016, first fintech to get **listed**

In 2017, was the first **RBI licensed Bharat Bill Pay operating Unit** (BBPOU) to onboard billers and agents across India

In 2018, launched **B2B payments** for corporates offering Vendor Management, Collections and Payouts

AvenuesAI (2/2)

Leading the Industry with Many Firsts

AvenuesAI

In 2022, launched among the world's **most advanced omni-channel payments app**, featuring **India's first pin-on-glass Soft PoS solution** – CCAvenue TapPay

In 2023, became India's first online payment player to process **CBDC (eRupee)** transactions for online retail payments

In 2023, received RBI's Final Authorisation for Payment Aggregator License

In 2023, received RBI's Final Authorisation for perpetual Bharat Bill Pay System (BBPS) License

In 2024, launch a complete all-encompassing POS device for offline payments.

In 2025, acquired and in the process of launching Rediffpay and Rediffone.

In 2025, CCAvenue Partners with Sutex Cooperative Bank for enhancing Net Banking Facility

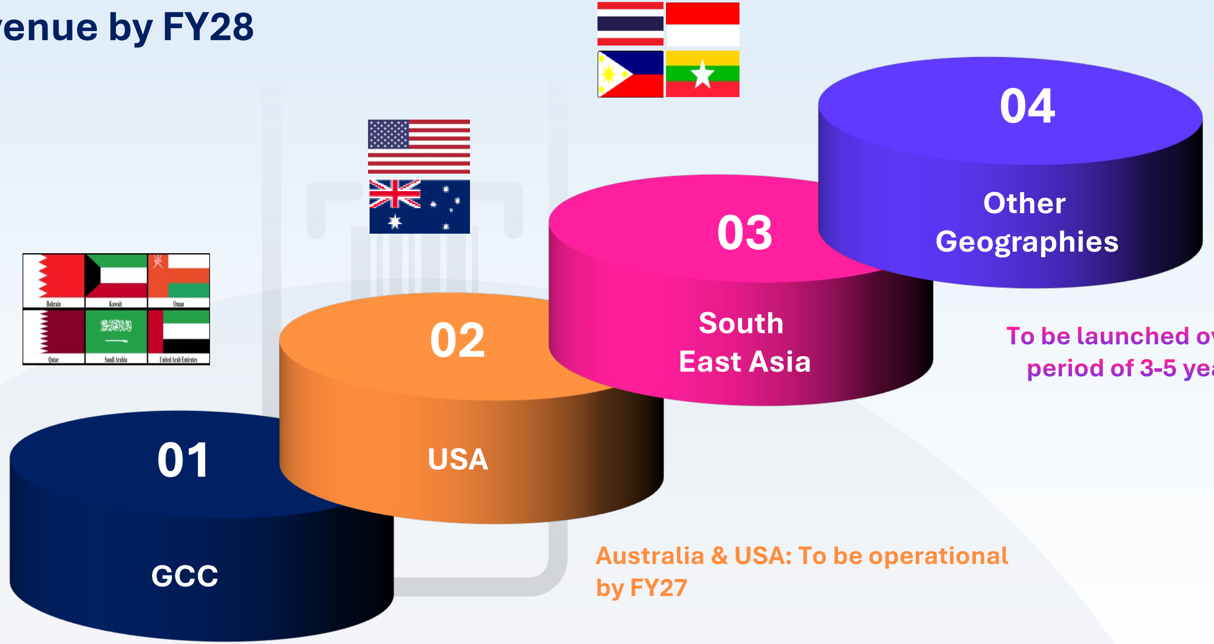
In 2025, CCAvenue's collaboration with ESAF Small Finance Bank goes live enabling secure Direct Debit Facility for millions of merchants

In 2025, CCAvenue bags the **'Best Innovative Mobile App'** Gold Award at 15th India Digital Awards 2025 by IAMAI

International Expansion Plans For Becoming A Global Fintech Player

AvenuesAI

Targeting 12-15% international contribution to Payment's Net Revenue by FY28



UAE and Oman operational. Saudi expected to be fully operational in FY26

Australia & USA: To be operational by FY27

To be launched over a period of 3-5 years

All international businesses outside India to be managed from the UAE subsidiary

Plans to expand into multiple countries over the next 3 - 5 years

Few Marquee Clients

Marquee Clients Across Industries

AvenuesAI

INDIA	GCC

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

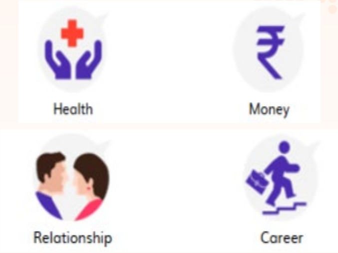
COMPANY OVERVIEW
Rediff Platform Business

Rediff Business

AvenuesAI

Rediff One Platform Integrated

Rediff Gurus



Enterprise Email

Cloud Storage

Video Conference

Messenger

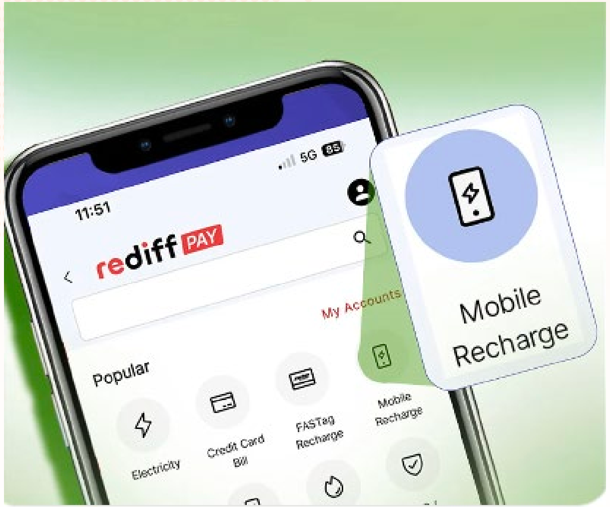
Rediff TV

Enterprise Commerce

ERP – CRM - HRMS

Coming Soon!

RediffPay & Financial Products



UPI based Payments (Upcoming)

AvenuesAI

PAYMENTS | PLATFORMS

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