AvenuesAI

AvenuesAI

A GLOBAL FINTECH COMPANY

Q2 FY27

Earnings Presentation

6th November 2026



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AvenuesAI

Why AvenuesAI is Structurally Different?

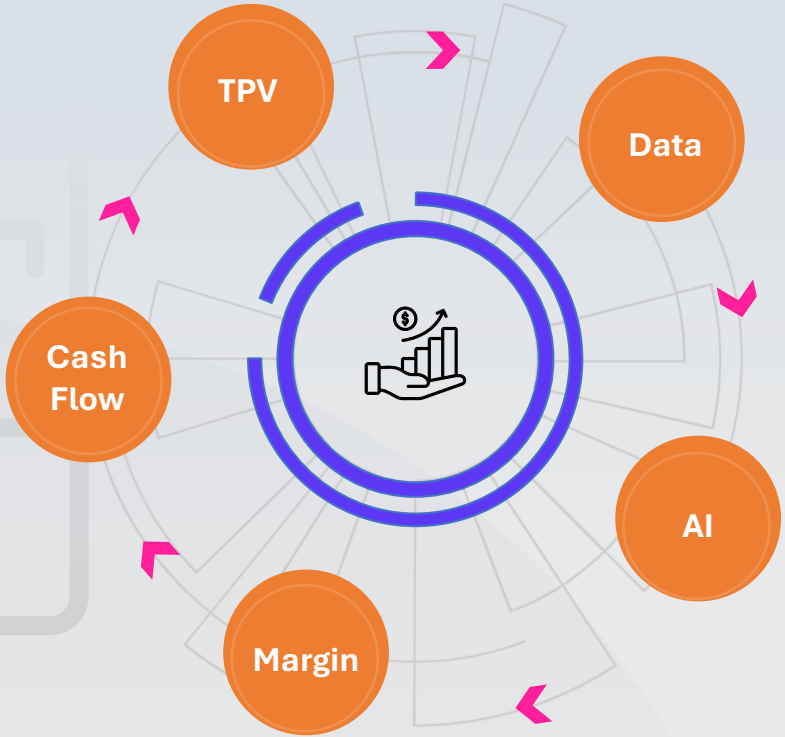
01 Multi-layer regulated payment licenses*

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

AI Automation → EBITDA Expansion

Embedded Payments → Higher ARPU

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

Orders

Catalogue

ERP (upcoming)

Communication

Email

Notifications

CRM (upcoming)

Compliance

GST

Reconciliation

Reporting

Intelligence

Dashboards

Forecasting

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

Operational AI Embedded Across Payments, Workflows, and Decisions

AvenuesAI

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

AvenuesAI

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	110,000 – 130,000
Earning per Share *	9.42	8.75 – 9.50

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

Q2 FY27 At A Glance

Key Strategic Business Developments

AvenuesAI

01

Launching the CCAvenue AI Suite to Build an AI-Led Payments Layer

At Global Fintech Fest 2026, CCAvenue launched its AI Suite under CommerceAI, AvenuesAI's conversational commerce and agentic payments platform. The suite starts with AI Forms, AI Invoicing and AI-powered Integration, covering form creation, invoicing and collections, and gateway integration. It adds an intelligent AI layer on infrastructure that serves millions of merchants with 200+ payment modes. It also supports the longer-term vision of a trusted payment layer for AI-led commerce.

02

Apple Pay Now Available Across the CCAvenue Merchant Network

At GFF, CCAvenue enabled Apple Pay for international guests of Oberoi Hotels & Resorts and Trident Hotels, using secure CCAvenue payment links. On September 30, Apple Pay was extended to the wider merchant network for in-store, in-app and online payments. Transactions are authenticated by Face ID, Touch ID or device passcode, with tokenised card data. This gives merchants a familiar, secure checkout option, especially in hospitality and cross-border payments.

03

Amazon Pay Balance Integrated into CCAvenue

CCAvenue integrated Amazon Pay Balance, which the release says has 70+ million customers, across its merchant network. Deep-link integration is designed to improve payment success rates and reduce checkout abandonment. Merchants get access to a trusted, familiar payment method. It also supports the push to drive digital payment adoption.



Q2 FY27 At A Glance

Key Strategic Business Developments

AvenuesAI

01

Visa Payment Passkey Integration for Faster, Safer Authentication

CCAvenue integrated Visa Payment Passkey, so customers can authenticate online payments with fingerprint, Face ID or a device PIN instead of passwords or OTPs. Passkeys use device-bound cryptographic credentials, which reduce exposure to phishing and compromised passwords. This lowers friction at a critical point in checkout. Availability is subject to issuer, transaction and risk parameters.

02

Deepening Bank Partnerships with YES BANK and DCB Bank

CCAvenue will power YES BANK's YES Smart Pay receivables platform with its gateway. This gives the bank's merchants website payments, link-based payments, UPI, multilingual checkout, international acceptance, dynamic routing, fraud tools and analytics. With DCB Bank, CCAvenue extended AI Forms to DCB's education customers for fee collection via email, SMS or WhatsApp, with easier reconciliation. Both deals widen bank-led distribution of CCAvenue's platform.

03

faster Checkout with Shiprocket

CCAvenue partnered with Shiprocket to enable faster Checkout, Shiprocket's AI-powered checkout with one-click checkout, intelligent payment routing and address autofill. Businesses in Shiprocket's ecosystem can offer checkout powered by CCAvenue's payment infrastructure. This ties CCAvenue more closely to the fast-growing eCommerce enablement segment.



Q2 FY27 Performance At A Glance

Profitable Growth and Healthy Returns

AvenuesAI

Business Performance	**10+ mn** **No. of merchants**	**INR 1.77 tn** *+ 51% YoY* **TPV [1]**	**5.06 bps** *- 38% YoY* **Payments NTR**
Financial Performance (INR million)	**28,792** *+ 47% YoY* **Gross Revenue**	**989** *+ 3% YoY* **EBITDA**	**717** *+ 6% YoY* **PAT**
Margin Profile	**INR 1,513 mn** *- 1% YoY* **Net Revenue [2]**	**65% [3]** **EBITDA margin [3]**	**47% [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 – Q2 FY27

Growth Across All Key Parameters

AvenuesAI

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

Particulars (in INR million)	Q2 FY27	Q2 FY26	YoY (%)	Q1 FY27	QoQ (%)
Transaction Processing Value (TPV, in INR billion) [1]	**1,766**	**1,172**	***51%***	**1,479**	***19%***
Payments NTR (bps) [2]	*5.06*	*8.2*		*5.3*	
Gross Revenue	28,792	19,649	*47%*	26,804	*7%*
Net Revenue (NR)	1,513	1,531	*-1%*	1,475	*3%*
EBITDA [3]	**989**	**962**	***3%***	**1,000**	***-1%***
EBITDA % of NR	*65%*	*63%*		*68%*	
Profit After Tax (PAT)	**717**	**676**	***6%***	**848**	***-15%***
PAT % of NR	*47%*	*44%*		*57%*	

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.
3 EBITDA excluding Other Income;

Financial Performance Snapshot – H1 FY27

Growth Across All Key Parameters

AvenuesAI

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

Particulars (in INR million)	H1 FY27	H1 FY26	YoY (%)
Transaction Processing Value (TPV, in INR billion) [1]	**3,245**	**2,022**	***60%***
Payments NTR (bps) [2]	*5.2*	*8.4*	
Gross Revenue	55,596	32,451	*71%*
Net Revenue (NR)	2,988	3,051	*-2%*
EBITDA [3]	**1,989**	**1,672**	***19%***
EBITDA % of NR	*67%*	*55%*	
Profit After Tax (PAT)	**1,565**	**1,261**	***24%***
PAT % of NR	*52%*	*41%*	

Profitable revenue growth with high operating and profitability margins

1 TPV includes Payments TPV of MDR-based and Zero-MDR based payment options;
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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



AvenuesAI

Business At a Glance

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

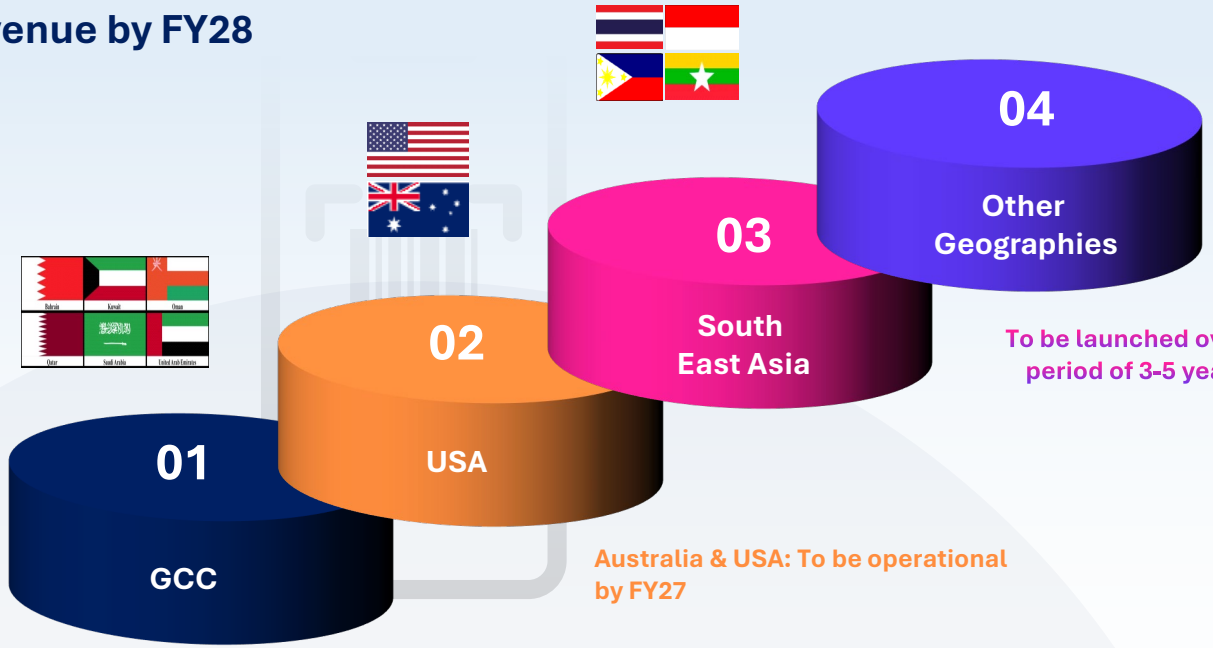
In 2025, CCAvenue bags the **'Best Innovative Mobile App'** Gold Award at 15th India Digital Awards 2025 by IAMAI



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



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



Rediff TV



Video Conference



Messenger



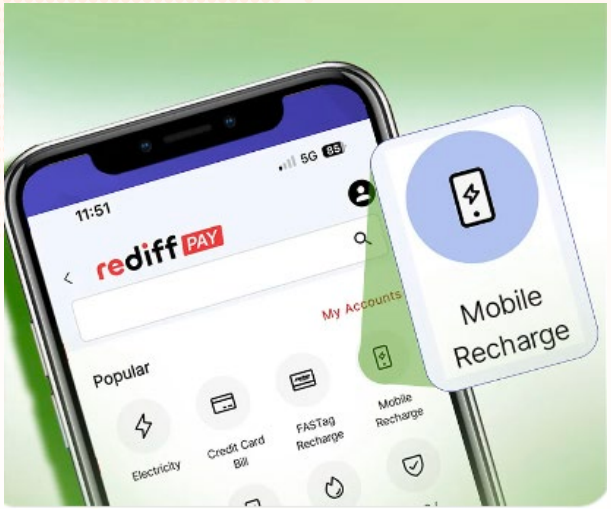
Enterprise Commerce



ERP – CRM - HRMS

Coming Soon!

RediffPay & Financial Products



UPI based Payments (Upcoming)

AvenuesAI

PAYMENTS | PLATFORMS

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