

**SYMBOL: NPST**  
**ISIN: INE0FFK01017**

**Dated: 07<sup>th</sup> February, 2023**

**To,**  
**The Manager-Listing Department,**  
**The National Stock Exchange of India Limited,**  
**Exchange Plaza, NSE Building, Bandra Kurla**  
**Complex, Bandra East, Mumbai – 400 051**  
**Fax: 022-26598237, 022-26598238**

**SUB: GENERAL UPDATES FOR QUARTER AND NINE MONTHS ENDED DECEMBER**  
**31, 2022 - INVESTOR PRESENTATION**

Dear Sir/Madam,

Pursuant to the provision of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith Investor Presentation, general updates for Q3 i.e. December 31, 2022 of FY 2022-23.

Kindly take the same on your record.

Thanking You,

Yours Faithfully,

**For Network People Services Technologies Limited**

**Ashish Aggarwal**  
**(Joint Managing Director)**  
**DIN: 06986812**



# Network People Services Technologies Limited

Fintech Partner to Bank & Merchant

Q3 FY23 Investor Presentation

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# Company Overview

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Established in 2013 Network People Services Technologies Limited (NPST) is a Fintech Company focusing on Digital Payment Solutions like UPI, IMPS, Mobile Banking & Wallets to Banks and Payment Companies.

NPST operate as “NPCI Approved Merchant PSP” digitizing Merchant acquiring space under the brand name of “TimePay”.

Currently the company is providing it's services under two verticals i.e. Technology Service Provider (TSP) and Third Party Payment Application provider (TPAP).



## VISION

Provide digital technology to medium, small and micro setups to transact and operate seamlessly in financial value chain

## MISSION

- Strategically partner with financial institutions, banks, and service providers.
- Create largest network of technology enabled merchants and Users
- Achieve Top 5 position in digital transaction volumes in country.

## PRINCIPLES

### POSITIVITY

Drive every aspect of business with positive roadmap including P&L, Employee performance, customer satisfaction and shareholder expectations

### PROCESS

Ensure that the organization is transformed into a Process oriented and self-powered unit.

### PRODUCTIVITY

Focus on higher productivity by targeting in-efficiencies in the organization.



Processing **200 Lakh+**  
Daily UPI Transactions as TSP  
for Banks



Processing **100 Lakh+** monthly  
Merchants Transactions on Timepay EVOK



Managing **4,000 Lakh+**  
Mobile Banking Transaction



Listed on **NSE Emerge**



Managing **20 Lakh+**  
Merchants on Qynx Platform



**200+** Employees



Launched “Super App Canara  
ai1” with **100 Lakh+** User  
Base



**Accreditation**  
ISO 9001:2015 (Quality),  
ISO 27001:2013 (security)  
CMMI level 3 (Process)



Integrated **256+** Services on  
Super App



Revenue

**19.16 Cr**

₹ 15.20 Cr In FY21



EBITDA

**3.80 Cr**

₹ 3.00 Cr In FY21



PAT

**1.49 Cr**

₹ 1.07 Cr In FY21



Adjusted Book  
Value

**34.13**

₹ 14.85 In FY21



Adjusted EPS

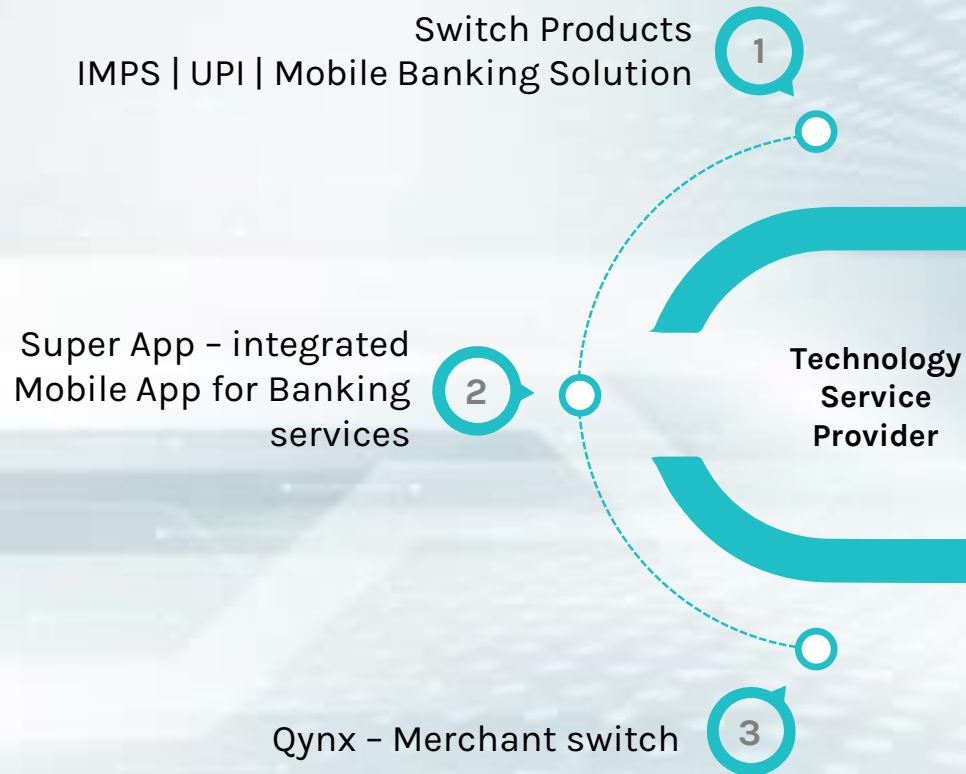
**2.31**

₹ 2.38 In FY21

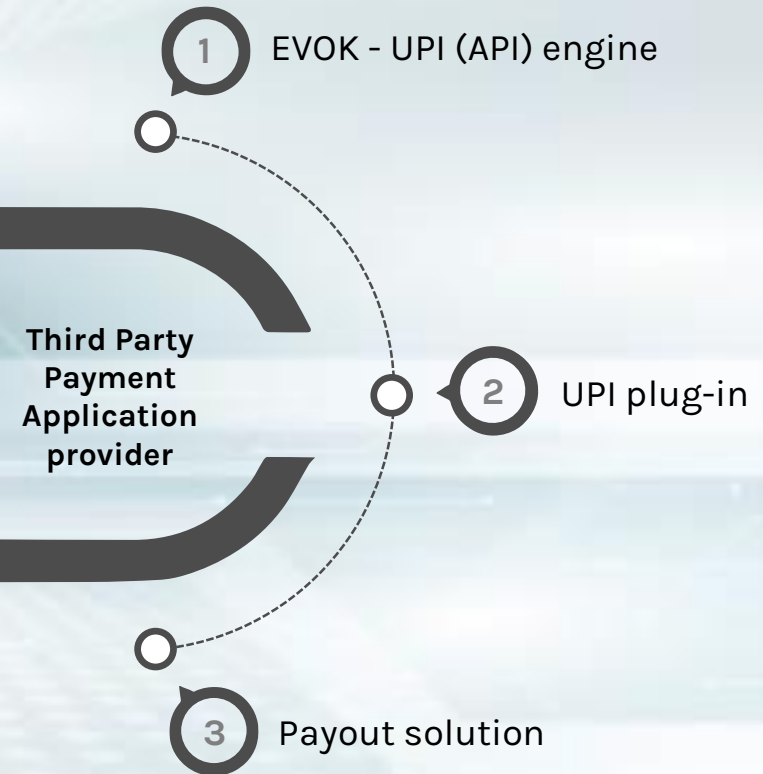
**FY22 HIGHLIGHTS**



## For Banks &amp; Financial Institutes



## For Payment Aggregator and Merchants



## Fintech Partner To Banks



## Partner To Merchants &amp; Payment Aggregators/ Payment Gateways





**Technology Service Provider**

## PRODUCTS

IMPS  
SwitchUPI  
Switch

## MBS

- NPCI Certified**
- Products: P2P and P2A
  - Channels : [ Mobile | Web/internet Banking | Branch Banking | ATM Business correspondence | FIR ]

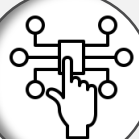
- NPCI Certified**
- Scan & Pay
  - AutoPay
  - UPI International
  - BBPS
  - UPI lite
  - Signed QR
  - Intent

- Develop Mobile App
- Aggregate services
- Integrate API's
- Convert different APIs to XML

## TARGETED CUSTOMERS



BANKS



FINTECH



PPIs

## KEY CLIENTELE

Canara Bank

Karnataka  
Gramin BankKerala Gramin  
BankThe Cosmos Co-  
operative BankTamilnad  
Mercantile Bank

1

- Qynx is a Digital Merchant platform for banks that provides a complete suite of services and products to manage and operate Merchants of various sizes and categories.

2

- The solution provides end-to-end product stack to digitize your merchant network and increase revenue potential through digital offerings.

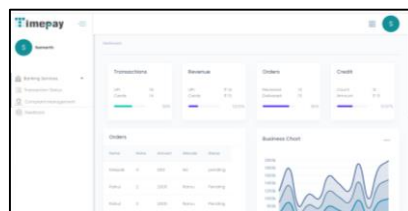
3

- A must have product for banks & fintech to create merchant stickiness to acquire new business.

### Deliverables for Banks

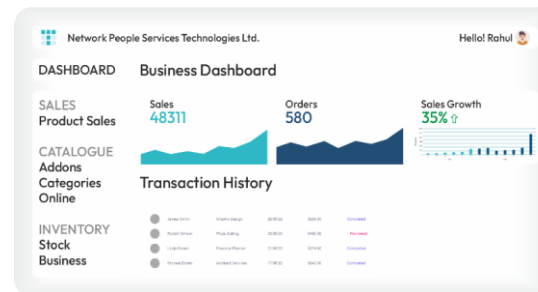


Merchant Switch

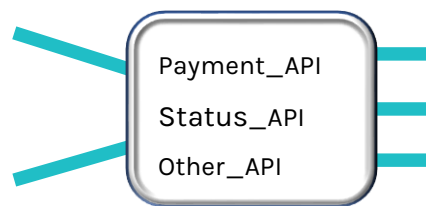


Bank Admin Portal

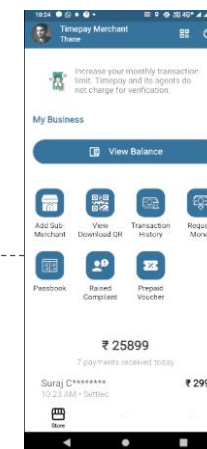
### Deliverables for Merchants



Merchant Portal



API Gateway



Merchant App

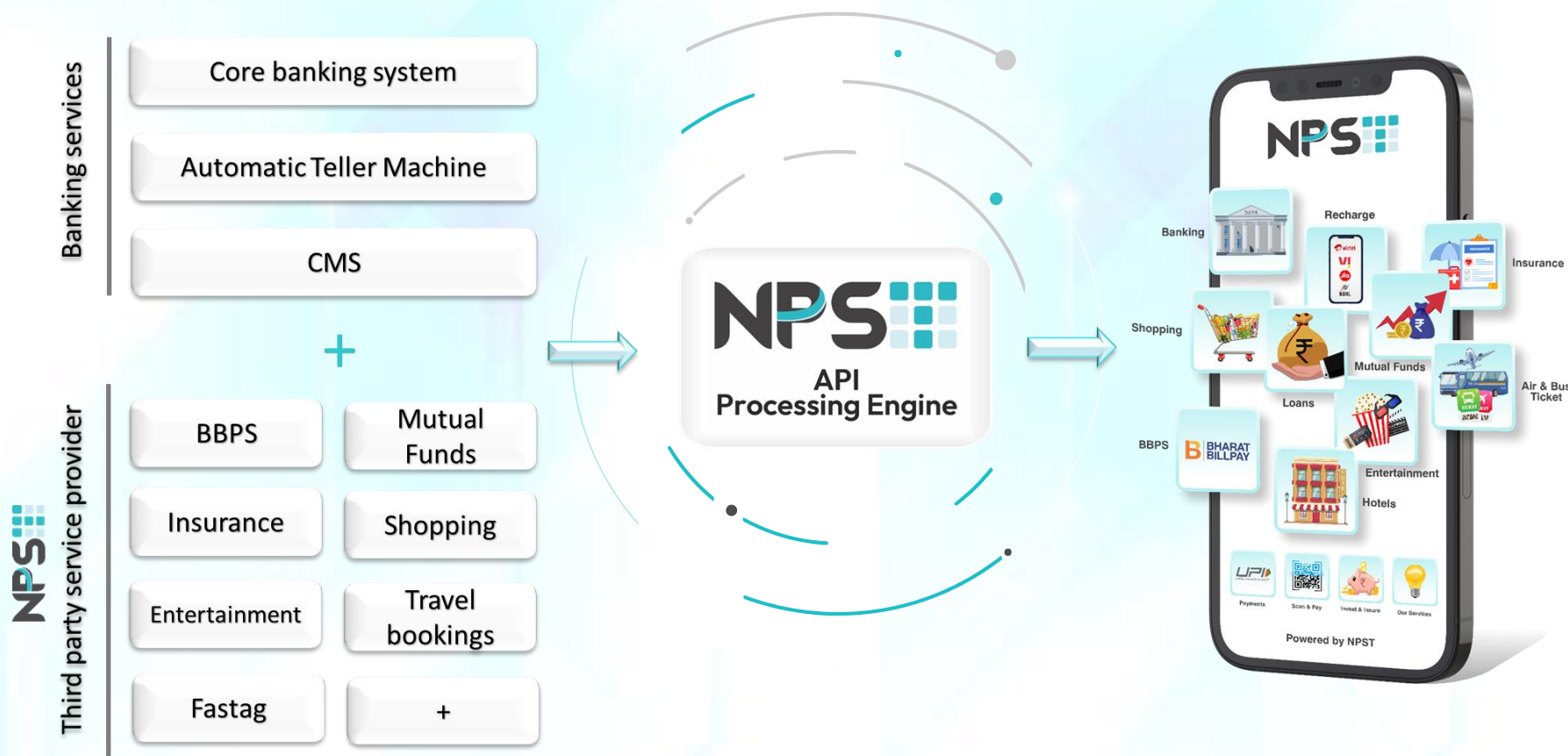


Sound box

Managing 20 + Lakh Merchants

Clientele : Canara Bank | Suco Bank | Cosmos Bank

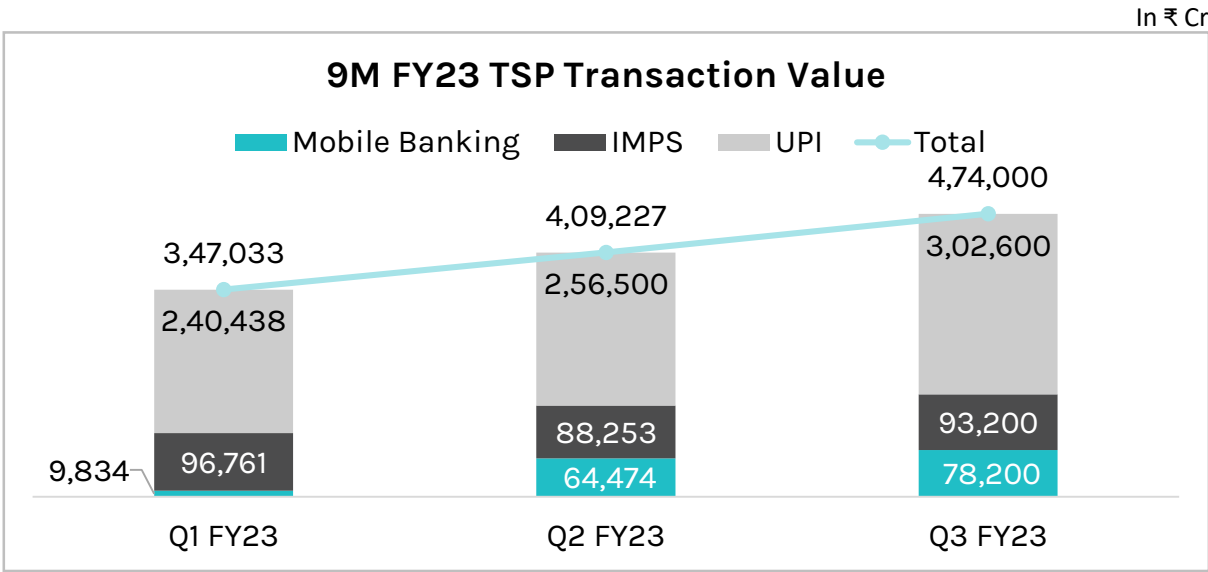
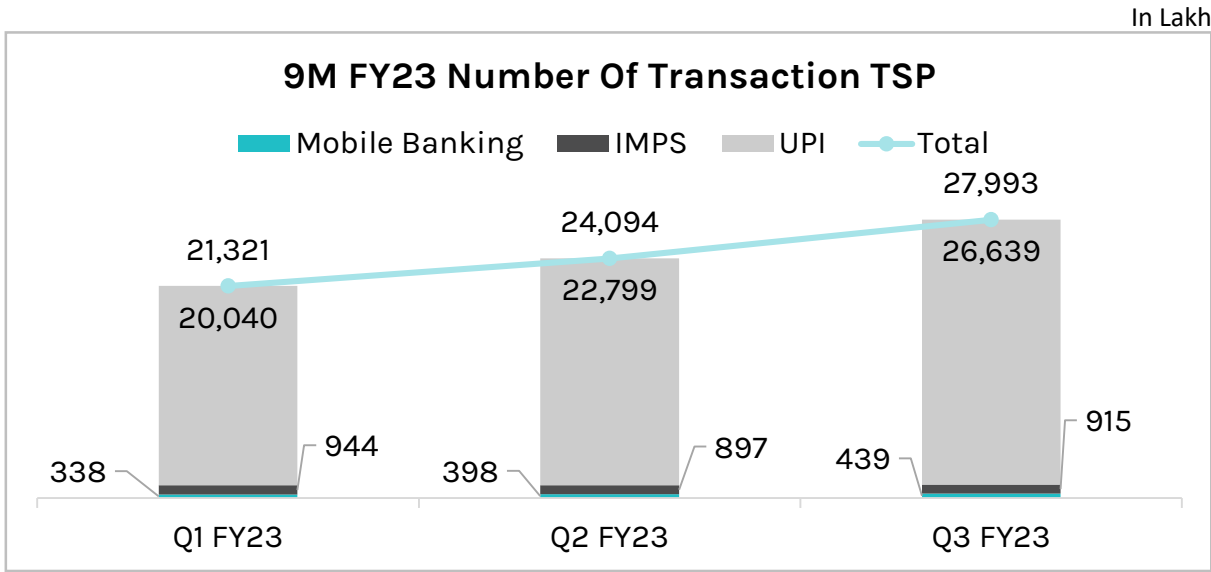
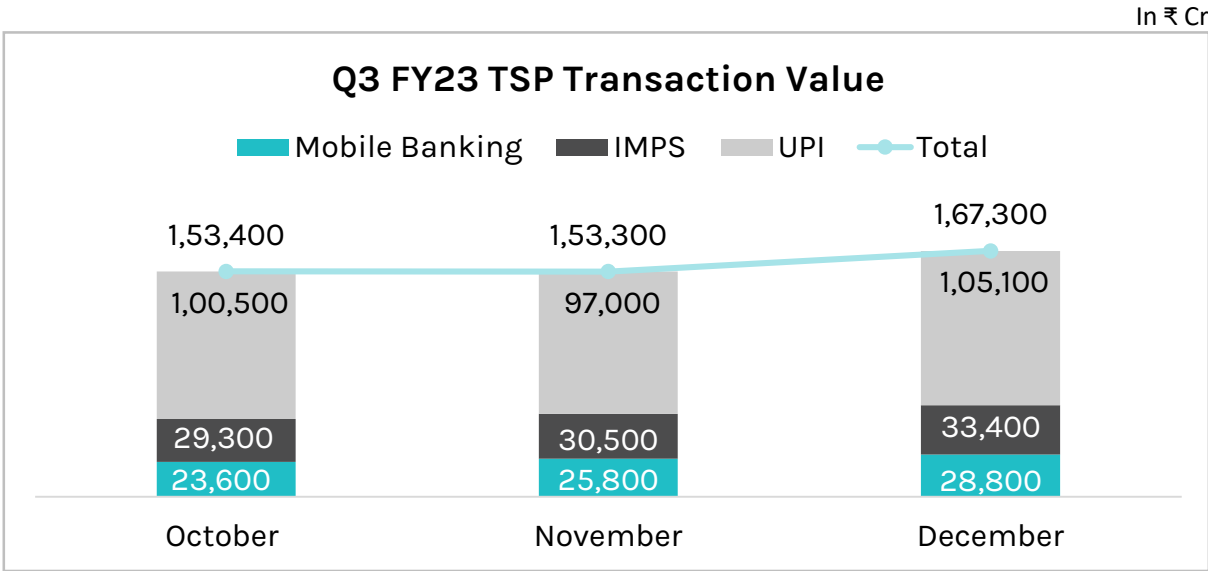
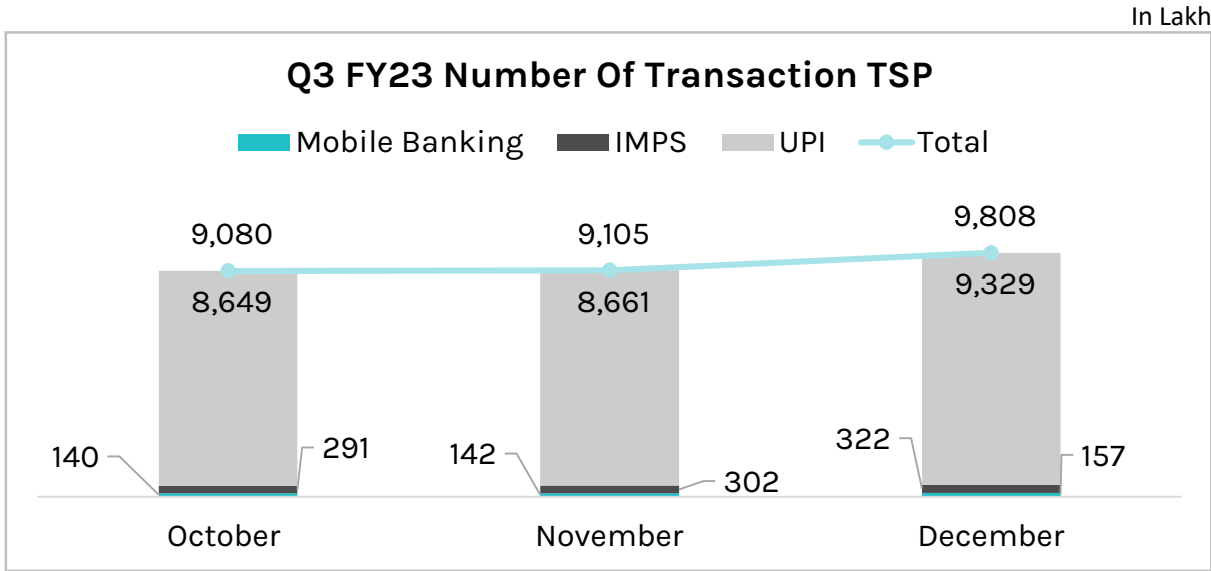
- NPST has invested and built, ready to adopt “SUPER APP” solution for Banking and Fintech platform.
- The core objective of building SUPER APP is to provide a seamless user experience with all the banking, financial and transactional services merged into smart app facilitating services like booking flights & hotels, shopping, making payment online.
- Whether its booking flights, hotels, shopping, making payment online.



"Canara bank ai" Super App is developed by NPST serving more than **1 Crore** user base

NPST integrated **256 services** in single platform for seamless experience

[Reference Link](#)

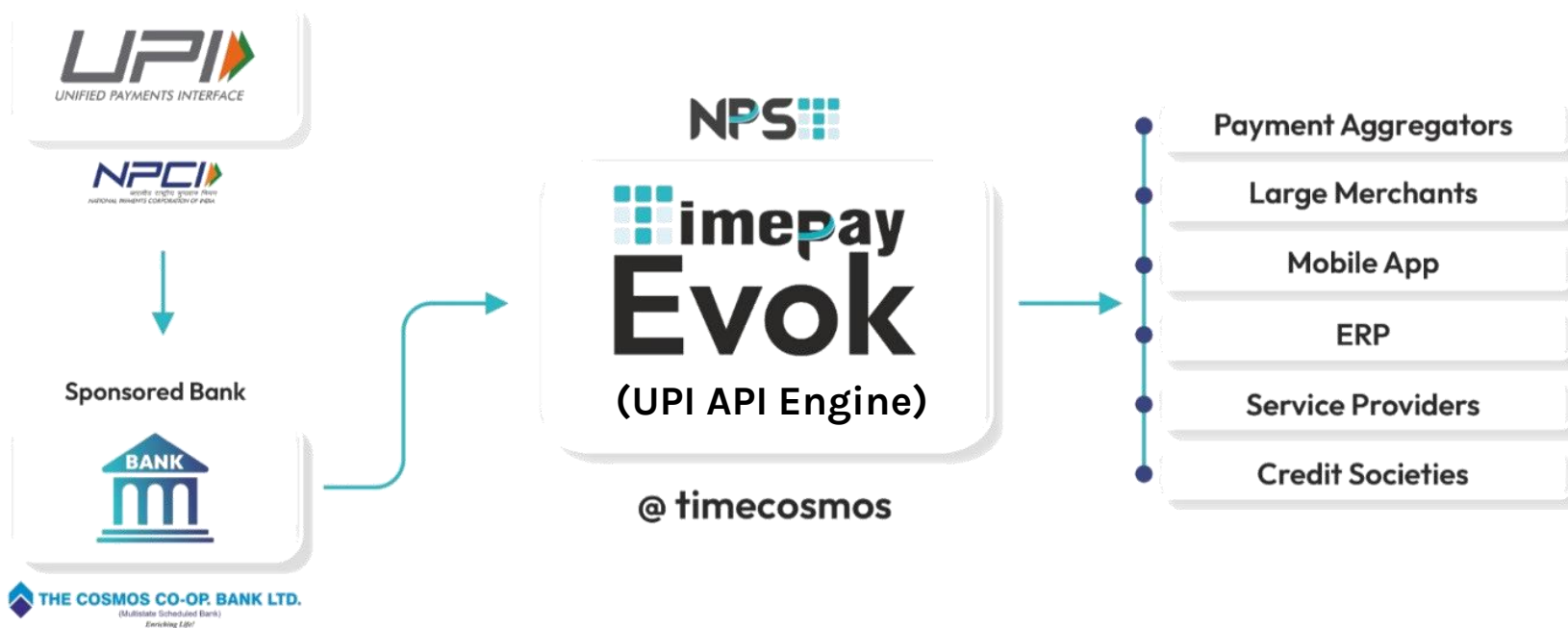




# Third Party Payment Application Provider

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- TimePay Evok is an API based Payment platform empowering business with flexibility of real-time UPI transactions and innovative payment channel integrated with reconciliation module.
- Delivering UPI payment solution being one of the approved TPAP.



UPI Plug-in ● Collect Payment ● Payout ● QR Solution  
API | SDK | Merchant App Portal | Soundbox



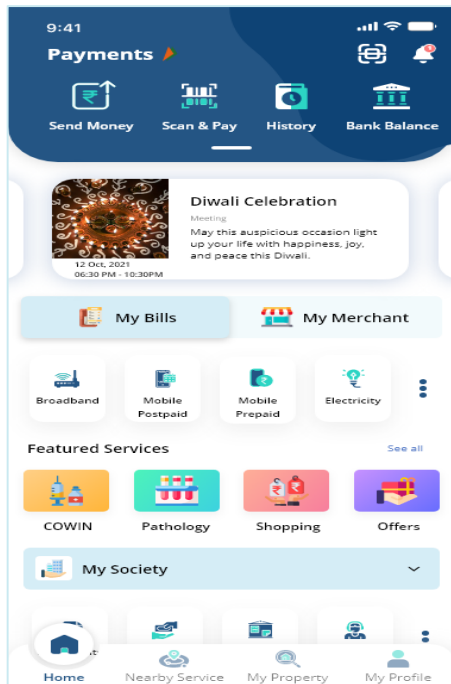
Processing **100 Lakh+**  
monthly Merchants  
Transactions, with average  
monthly value of ₹ **500 Cr**



**85,000** sub  
merchants onboarded



- “TimePay” is a Payment service provider application catering to users and Merchants with payment and collection services.
- A compact solution having automated process, integrated payment, value added citizen services.
- The Company intend to create a single platform for users and Merchants for consuming and delivering hyper local services across communities.

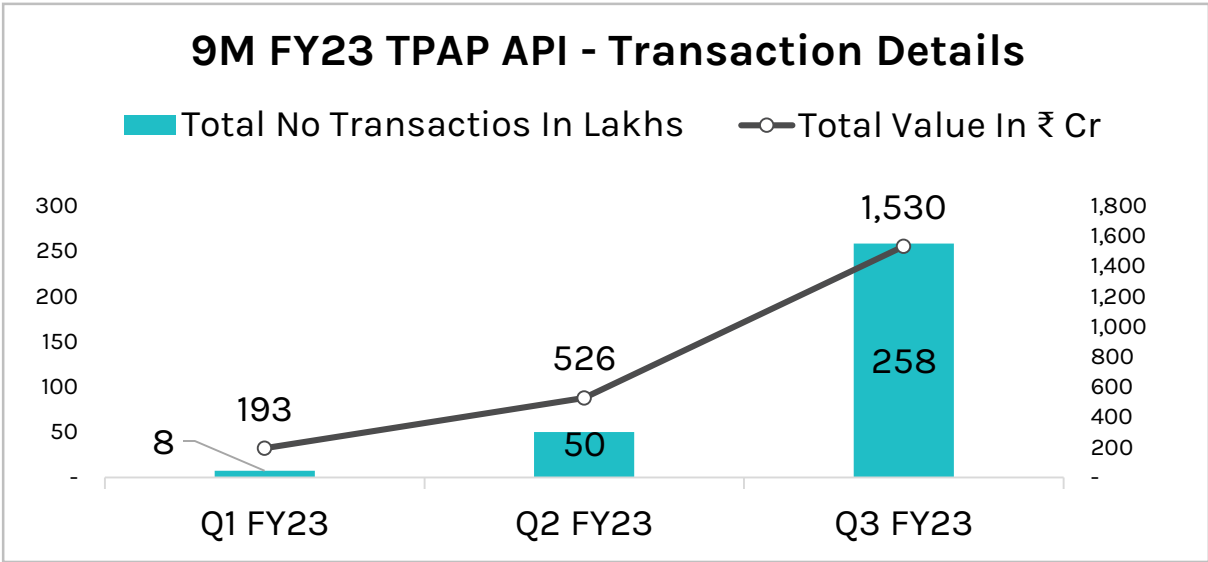
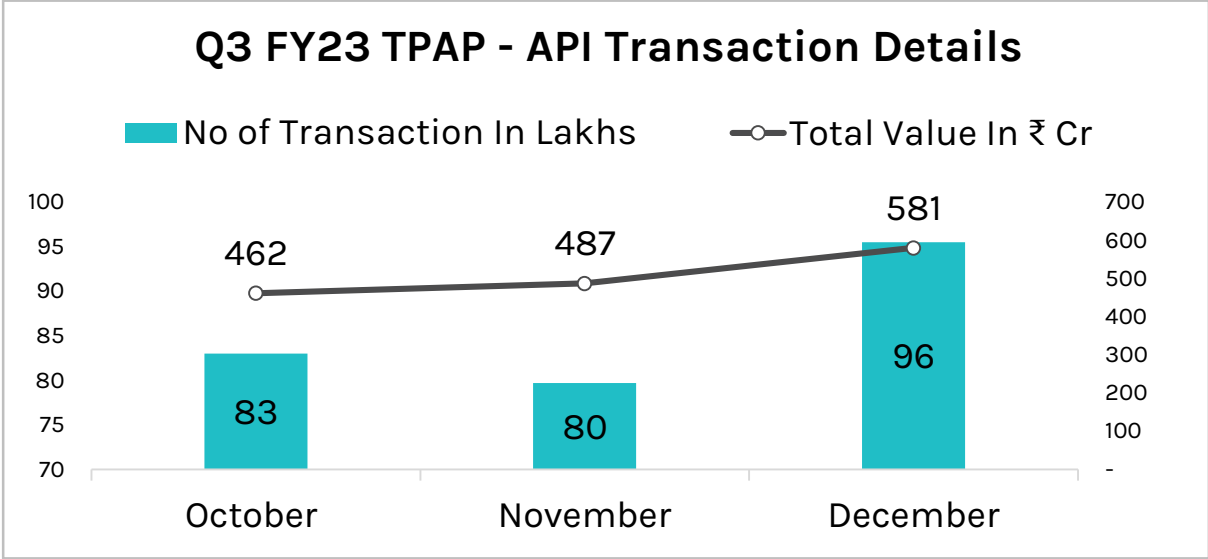
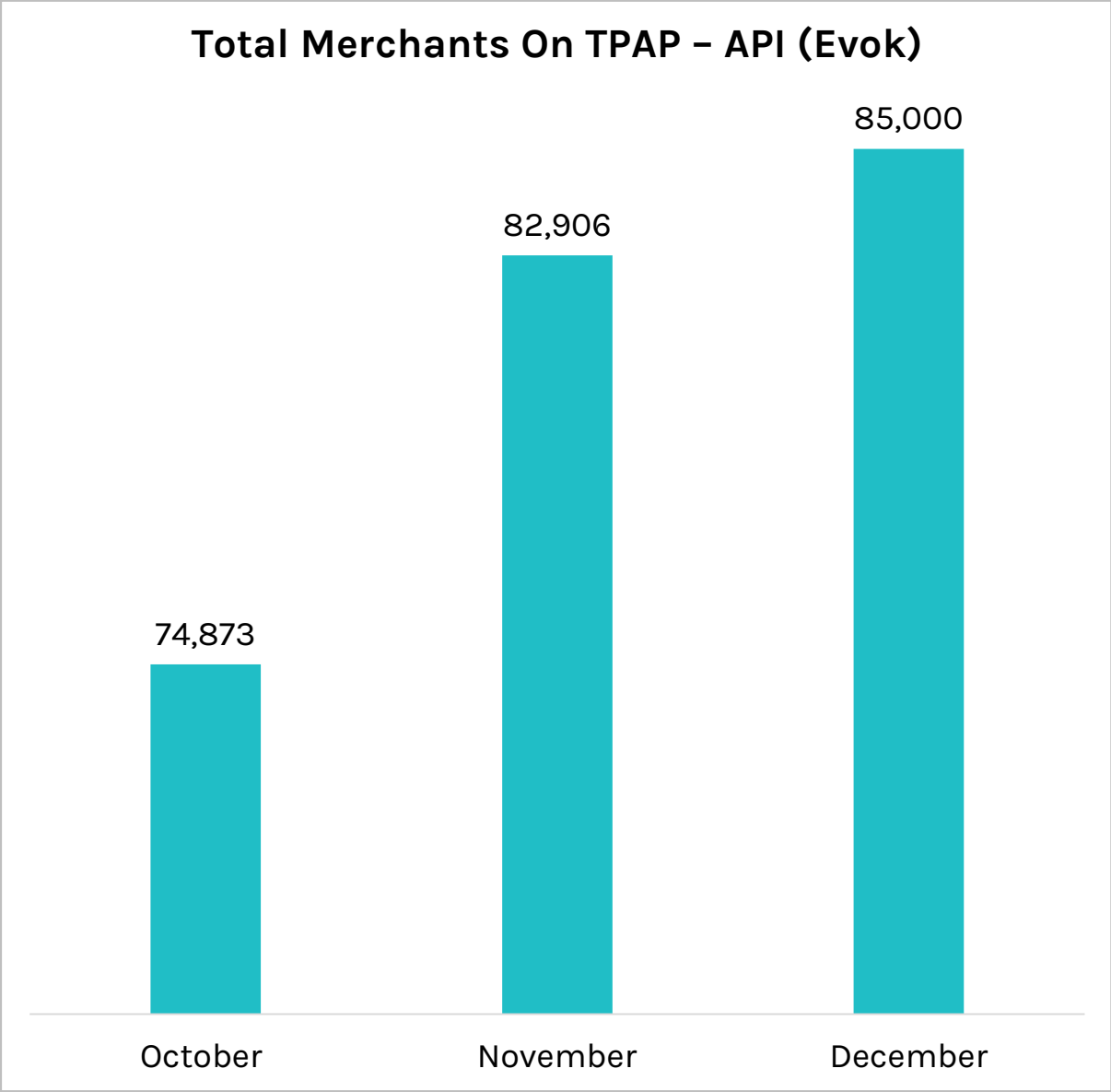


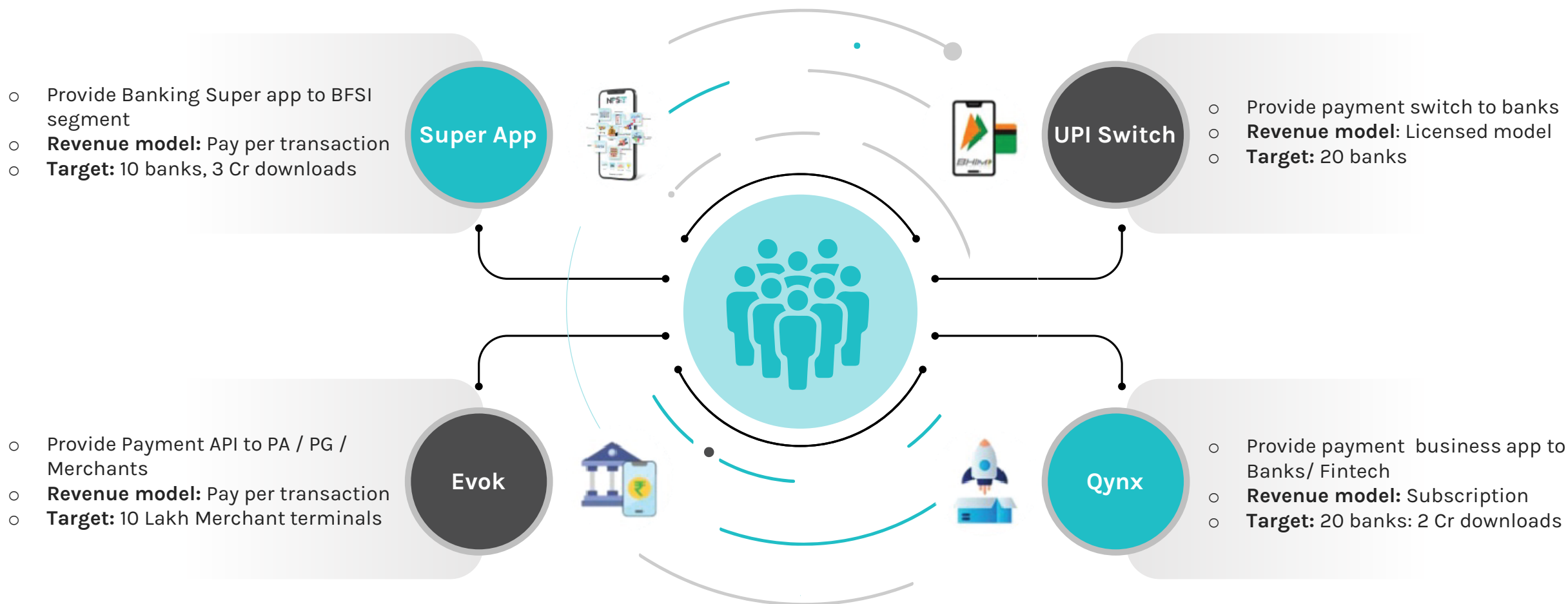
### Services

- ✓ Payment Solution (UPI)
- ✓ Utility Payments (BBPS)
- ✓ Society ERP (Web + App)
- ✓ Local Merchants onboarding

- **Launched –**
  - July - 21 Digital platform for society
- **Compliance –**
  - NPCI approved PSP App
  - Complied with all certification and security & data compliance
- **Future roadmap –**
  - Launch and promote PSP App
  - Add utility and hyper-local services

In Nos







# Managment Overview

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**Mr. Deepak Chand Thakur**  
Chairman & Managing Director

- He is an expert in Strategy and Management, with 18 years of experience.
- He is instrumental in setting up Software and Mobility solutions in the Financial Technology domain, new business, product innovation and execution of planned strategies in the company.
- He holds expertise in optimizing team dynamics, uniting diverse agenda to common goal and harnessing strategic and operational drivers to deliver results.
- Prior to joining NPST, Deepak served as GM – strategy for Spanco Ltd. During his tenure, he has implemented various vertical and project strategies encompassing organizational growth plans based on impact analysis of existing & projected business plans.
- In Frost and Sullivan, he wrote business cases, drove research and business plan for clients in Information and Communication Technology domain.



**Mr. Ashish Aggarwal**  
Joint Managing Director

- He is a seasoned professional with over 18 years of extensive experience in finance, administration and accounting in IT industry.
- He is the member of Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India. He has completed his Bachelor of Commerce from University of Delhi and Master of Commerce from Dr. Bhimrao Ambedkar University, Agra.
- He has experience in conceptualizing and implementing financial policies and procedures including internal financial controls, project financing and costing.



**Mr. Rajiv Kumar Aggarwal**  
Independent Director

- He has more than 37 years of experience in acquisition and implementation of large IT Projects for Government with a Key decision making role for 25 years.
- He is also a member of the Society for Administration of Telemedicine and Health Care Informatics (S.A.T.H.I).
- He holds a Bachelor's degree in Electronics and Electrical Engineering from BITS, Pilani



**Mr. Abhishek Mishra**  
Independent Director

- He is a Chartered Accountant with more than 16 years industry experience in the field of finance, taxation, accounts, audit and company law matters.
- He is also a Member of Indian Institute of Insolvency Professionals of ICAI and registered as an Insolvency Professional with IBBI and Member of ICAI Registered Valuer Organization and registered as a Valuer for Asset Class: Securities or Financial Assets with IBBI.
- He was Chairman Alumni for Young Indians, Jaipur Chapter of Confederation of Indian Industry (CII) and member at CII Rajasthan State. His core expertise is offering advisory services to Real Estate, Hospitality, Education and Entertainment Industry.



**Ms. Renu Shyam Sunder Vashist**

Non – Executive Director

- She overlooks sales and marketing of the company
- She is currently the head of technology department in M/s Palginie Technologies Pvt. Ltd. and Consultant for technology and delivery of M/s White Warrior (our group company).
- She has been associated with M/s. Tata Interactive Systems as a Senior Technical Architect and M/s. HCL Learning Limited as a Solution Architect.



**Mr. Gaurav Chowdhry**

Nominee Director

- Gaurav Chowdhry, is a Nominee director (Nominee of Rajasthan Trustee Company Pvt. Ltd. acting as trustee of RVCF India Growth Fund - RVCF Trust - III) of our company.
- He is the member of The Institute of Chartered Accountants of India. He has completed his Master of Commerce from Maharshi Dayanand Saraswati University, Ajmer. He is an adept professional with over 13 years of extensive experience working in different capacities with various organizations.
- He has worked for the firm Pricewaterhouse Coopers (PwC) as a Senior Associate -Assurance and Business Advisory Services.

**Mr Rajiv Beri**

Chief Technology Officer



Mr. Rajiv Beri as a Chief Technology Officer (CTO) plays a key role in driving the technology initiative and develop R&D facility for innovation lab. He is responsible for team's optimum productivity, set up and follow industry standard practices under CMMi and ISO quality and deliver as per market demand.

He has been senior solution architect with over 20 years of Industry experience majorly in Financial Technologies with key expertise in payments.

His expertise are in developing and executing products such as Mobile Banking, Mobile Wallet, Mobile Commerce, Mobile Payments, ATM Monitoring and Web solutions for various Service providers and banks.

**Mr. Inder Kumar Naugai**

Chief Financial Officer



Inder Kumar Naugai heads Finance & Accounts department. He manages a team that controls organization's financial objectives, budgeting, fund utilizing, compliance management & finalization of accounts.

He has 20+ years of experience in Accounts & Finance operations.

He has strong understanding of the business process, compliance & adherence to set policies & procedures and develop sustained flow of business in a competitive environment. He has been associated with BPO, Telecom and IT Companies during his previous tenure.

**Ms. Manali Ved**

Company Secretary &amp; Compliance Officer



She holds overall 4+ years of experience in the field of Regulatory, Secretarial and Legal Compliances, Corporate Laws, Intellectual Property Rights and Business Laws.

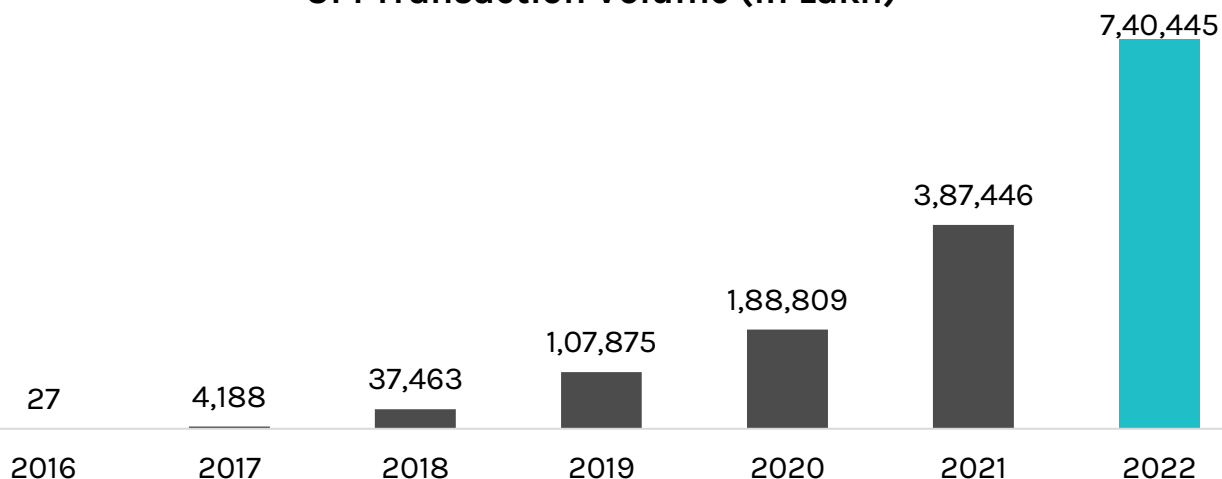
She brings expertise in regard to Companies Act 2013 provisions, SEBI Regulations, Trademark Registrations and Secretarial Audits. She is an Associate Member of Institute of Companies Secretaries of India (ICSI) and qualified as Post Graduate in Business and Corporate Law from Symbiosis.



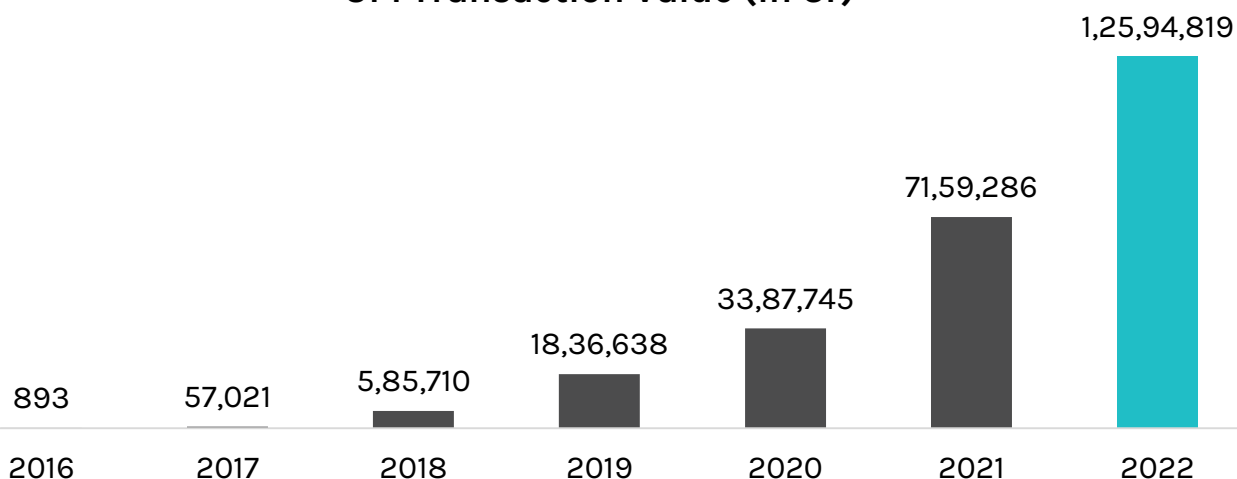
# Industry Overview

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UPI Transaction Volume (In Lakh)



UPI Transaction Value (In Cr)



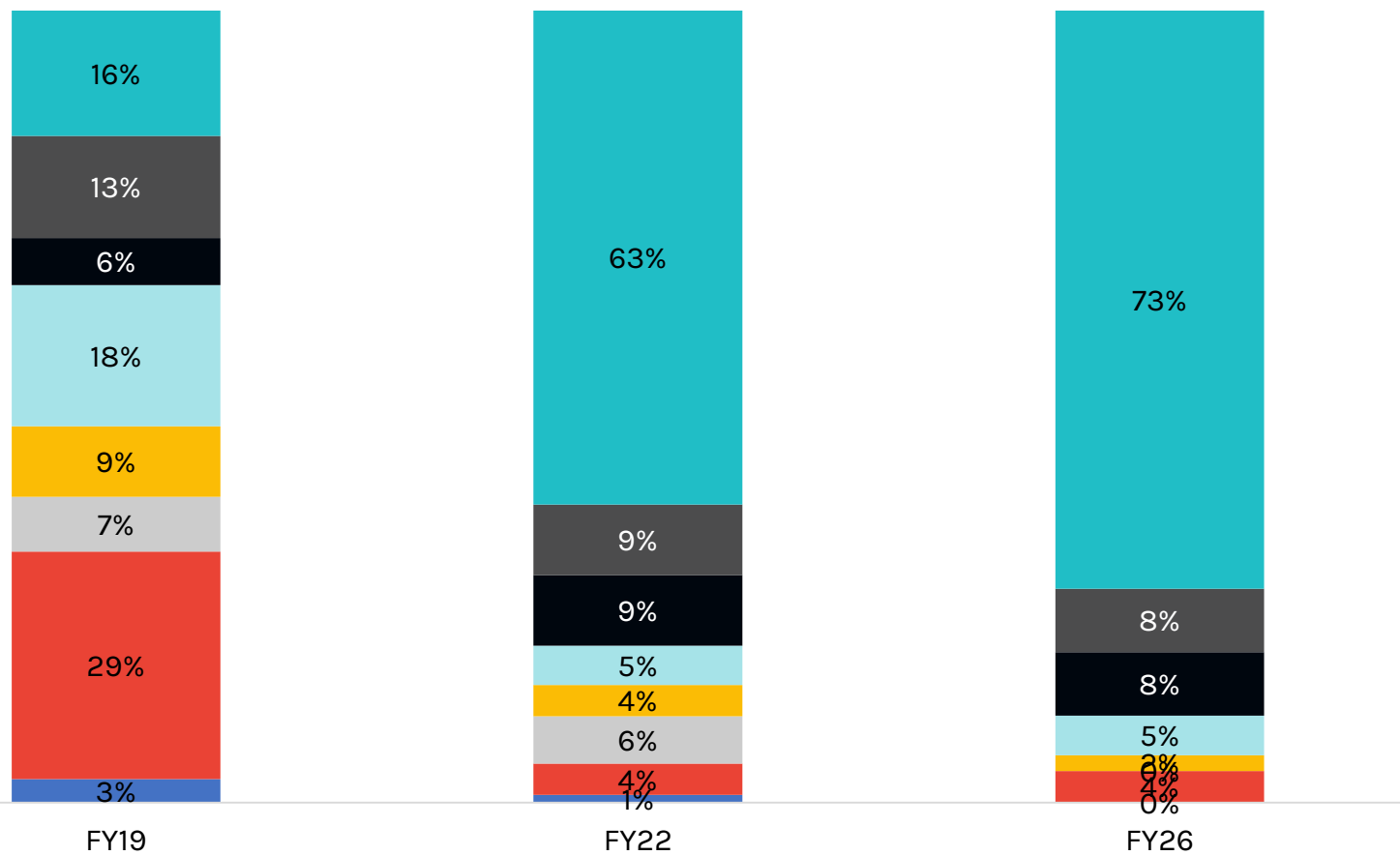
Source: NPCI data

NPST is one of the critical Technology partners in NPCI's UPI ecosystem managing about 8% of country's volume as a payment processing engine for banks.

NPCI has an aim to achieve 1 Bn transaction volume per day. At the current rate, it looks like the numbers will breach very soon, as it crossed 7.5 Bn monthly volume in October 2022.

## UPI Adoption &amp; Expected Growth

■ Cheque ■ ATM ■ NEFT ■ NACH ■ POS ■ Internet Banking\* ■ Pre Paid Instruments ■ UPI



UPI saw about 9x transaction volume increase in past 3 years, increasing from **500 Cr** transactions in FY19 to about **4600 Cr** transactions in FY22

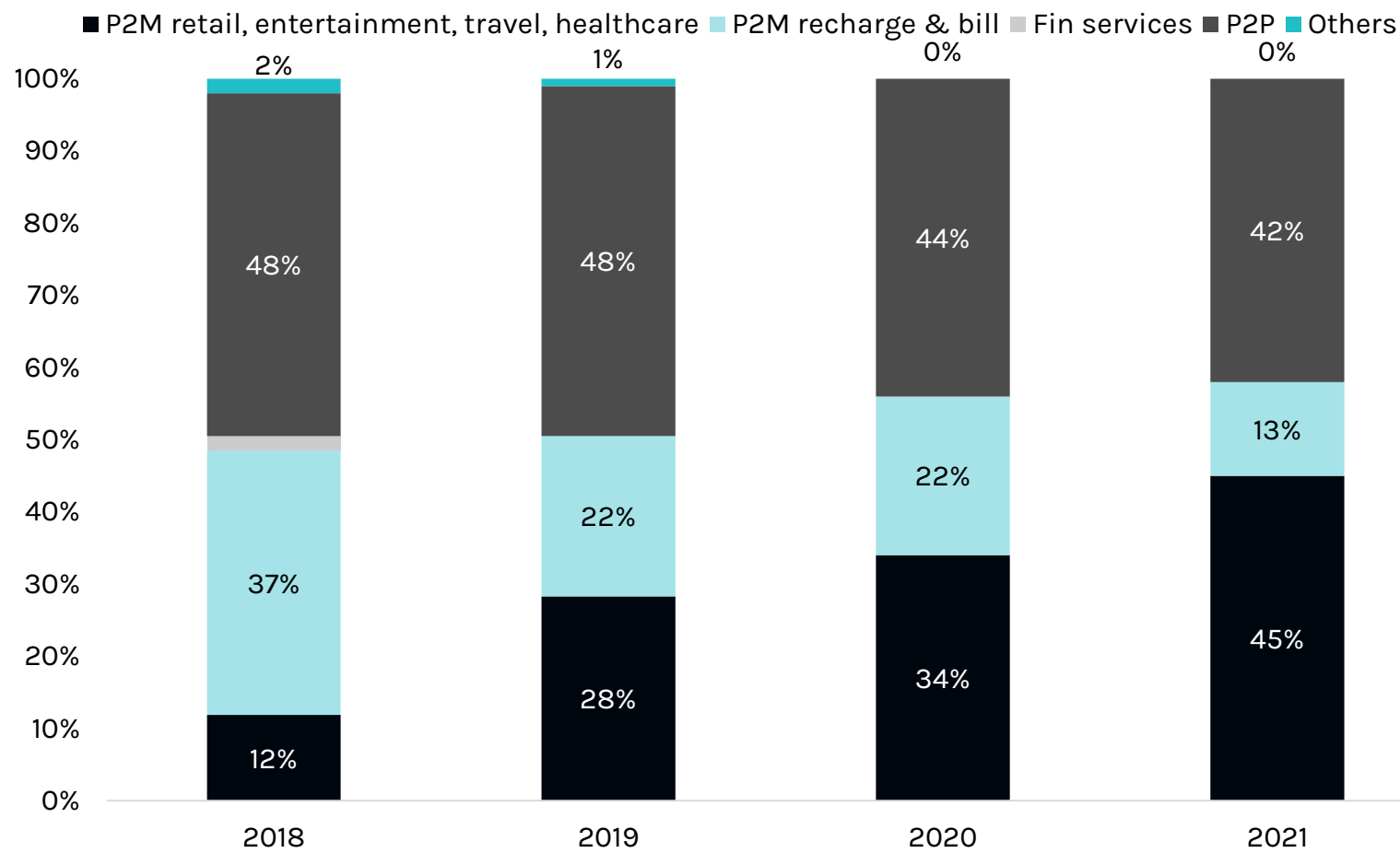
UPI is estimated to grow and drive **~75%** of total digital transaction volumes in five years

Source: RBI data, NPCI, BCG Analysis.

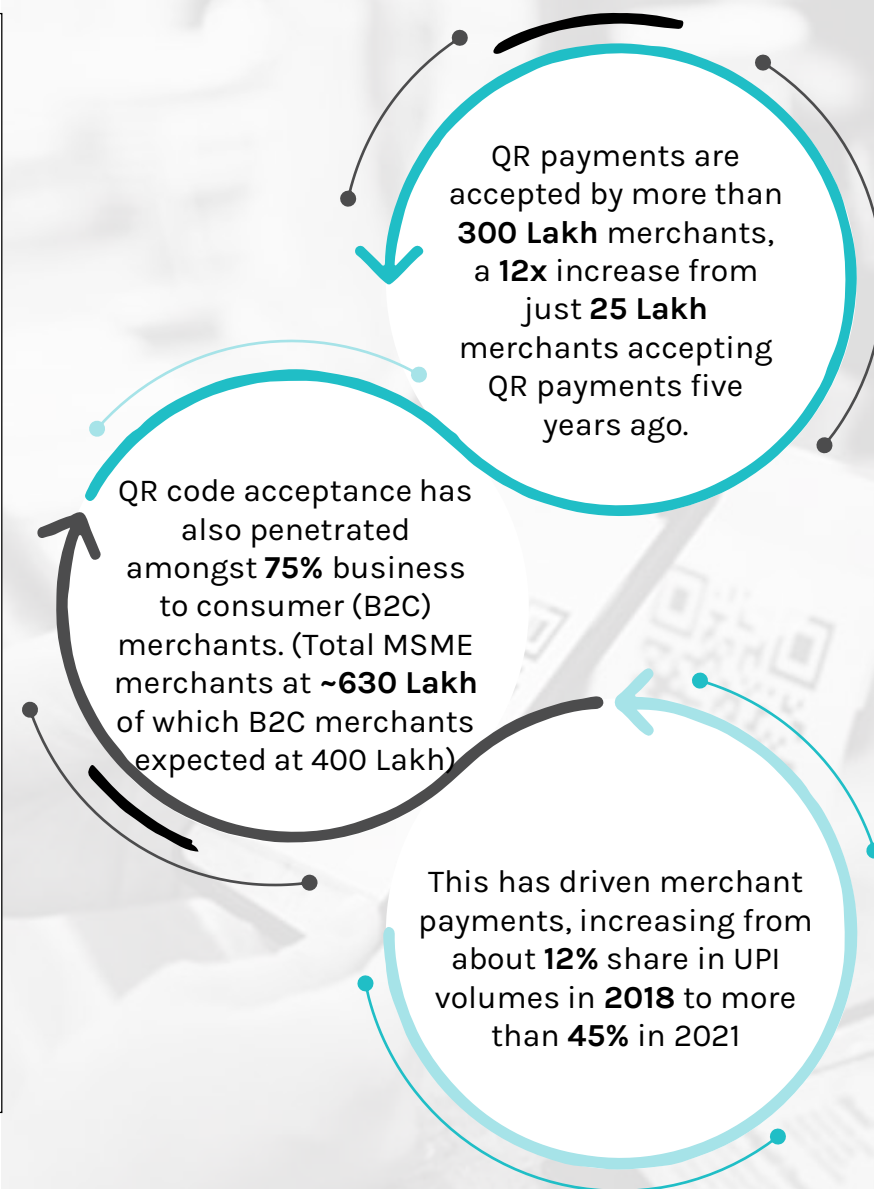
\*Internet transactions include aRTGS, AePS, ABPS, NETC, and IMPS financial transactions. ATM includes financial transactions only

Note: Total may not sum to 100 because of differences due to rounding off

### Digital Merchant Payments' Share Growing Sharply



Source: PhonePe Pulse, NPCI data, RBI, BCG analysis





# Financial Overview

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## Total Income

10.32

127.59%

4.55

Q3 FY22

Q3 FY23

## EBITDA

3.43

345.45%

0.77

Q3 FY22

Q3 FY23

## Net Profit

1.81

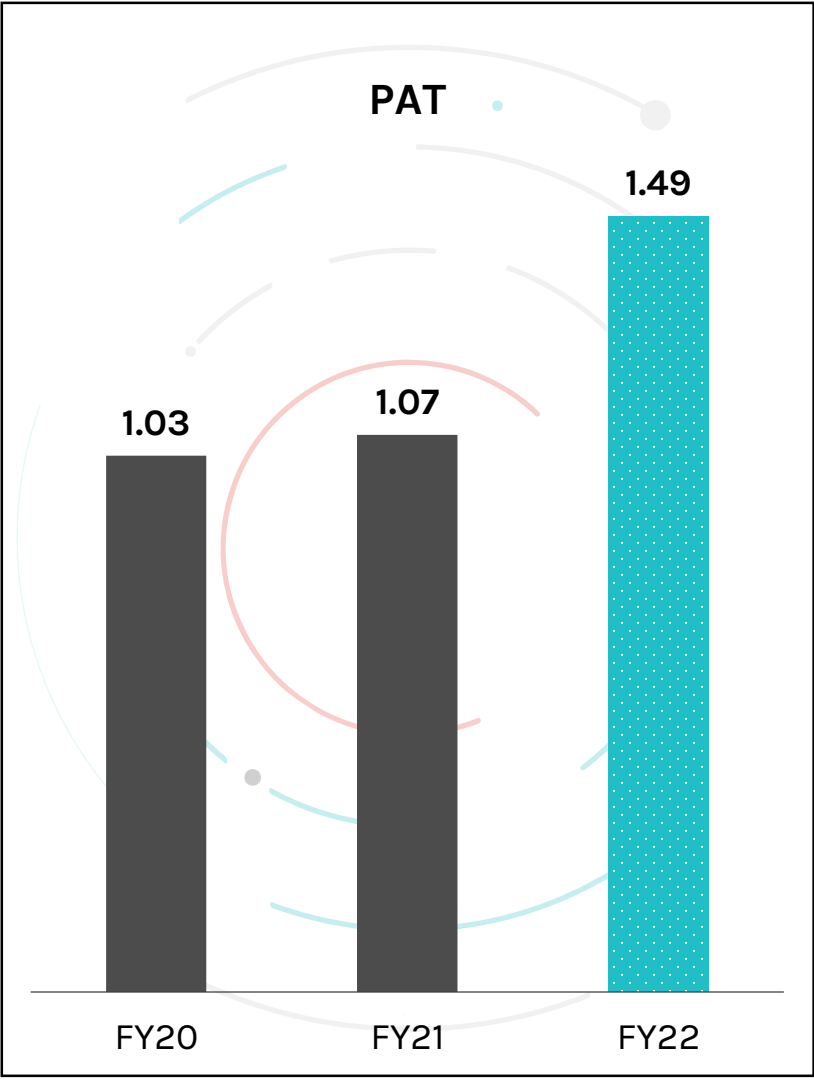
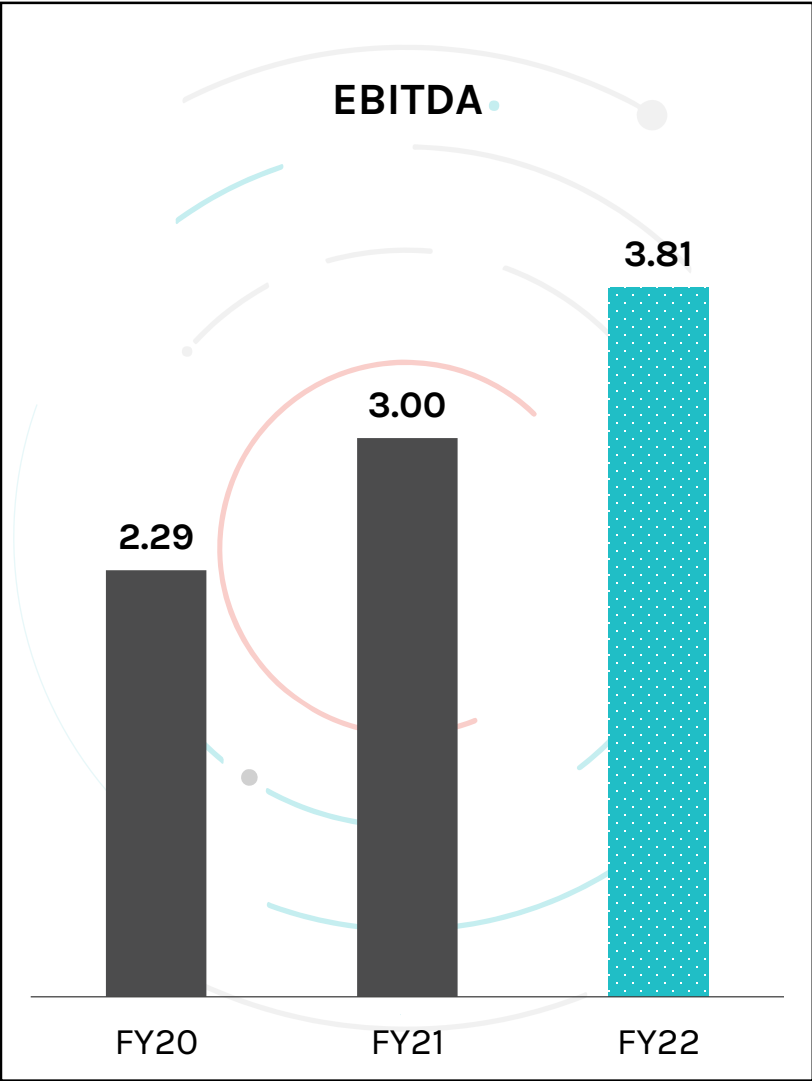
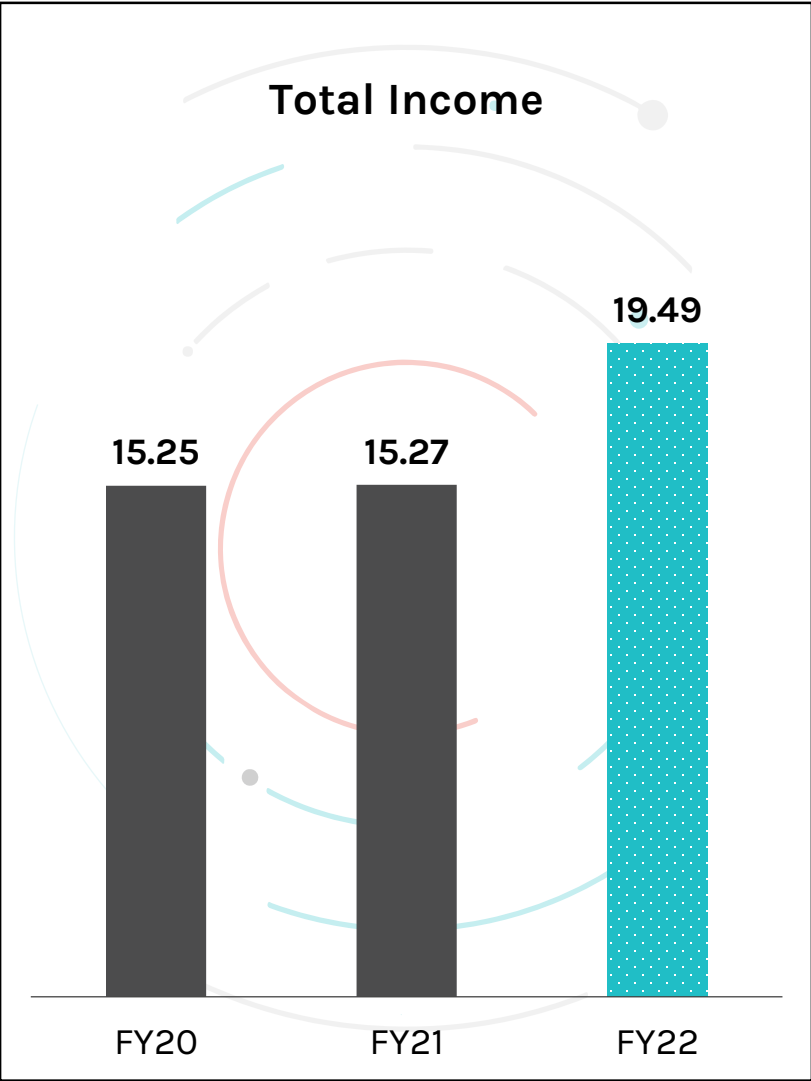
1031.25%

0.16

Q3 FY22

Q3 FY23

Particulars	Q3 FY23	Q3 FY22	Y-O-Y	Q2 FY23	Q-O-Q	9M FY23	9M FY22	Y-O-Y
Revenues	10.22	4.54		5.93		19.54	12.40	
Other Income	0.10	0.01		0.12		0.22	0.08	
<b>Total Income</b>	<b>10.32</b>	<b>4.55</b>	<b>127.59%</b>	<b>6.05</b>	<b>70.41%</b>	<b>19.76</b>	<b>12.48</b>	<b>58.78%</b>
Raw Material costs	2.37	1.54		1.64		3.82	4.46	
Employee costs	3.66	1.77		2.13		7.81	4.64	
Other expenses	0.85	0.45		0.84		2.34	1.10	
Total Expenditure	6.88	3.76		5.60		13.97	10.20	
<b>EBITDA</b>	<b>3.43</b>	<b>0.77</b>	<b>345.45%</b>	<b>1.44</b>	<b>138.19%</b>	<b>5.75</b>	<b>2.22</b>	<b>159.01%</b>
Finance Costs	0.00	0.02		0.00		0.01	0.05	
Depreciation	1.06	0.53		0.60		2.16	1.12	
PBT	<b>2.37</b>	<b>0.22</b>		<b>0.84</b>		<b>3.58</b>	<b>1.05</b>	
Tax	0.56	0.06		0.23		0.90	0.25	
<b>Reported Net Profit</b>	<b>1.81</b>	<b>0.16</b>	<b>1031.25%</b>	<b>0.61</b>	<b>196.72%</b>	<b>2.68</b>	<b>0.80</b>	<b>235.00%</b>



Particulars	FY20	FY21	FY22
Revenues	15.19	15.20	19.16
Other Income	0.06	0.06	0.33
<b>Total Income</b>	<b>15.25</b>	<b>15.27</b>	<b>19.49</b>
Raw Material costs	2.09	1.68	-1.28
Employee costs	4.67	5.77	6.57
Other expenses	6.20	4.82	10.39
Total Expenditure	12.96	12.27	15.68
<b>EBITDA</b>	<b>2.29</b>	<b>3.00</b>	<b>3.81</b>
Finance Costs	0.01	0.05	0.05
Depreciation	0.89	1.52	1.78
PBT	1.39	1.43	1.97
Tax	0.36	0.36	0.48
<b>Reported Net Profit</b>	<b>1.03</b>	<b>1.07</b>	<b>1.49</b>

₹ In Cr.

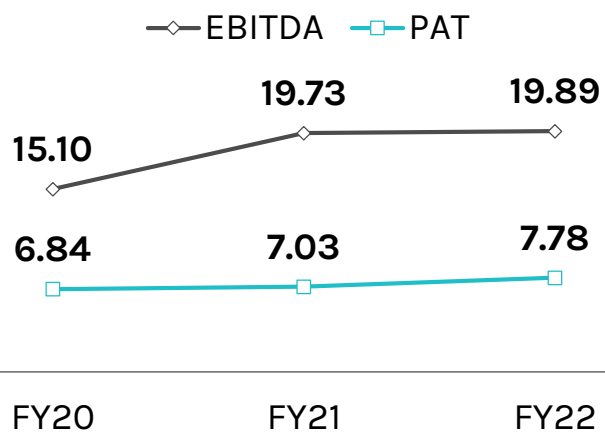
Equities & Liabilities	FY20	FY21	FY22
Equity	1.00	4.50	6.46
Reserves	4.65	2.18	15.59
<b>Net Worth</b>	<b>5.65</b>	<b>6.68</b>	<b>22.05</b>
Non-current Liabilities			
Long-term borrowing	0.00	0.00	0.00
Deferred tax Liabilities	-0.17	-0.26	-0.28
Other long terms Liabilities	0.00	0.16	0.14
Long-term provision	0.47	0.66	0.85
<b>Total Non Current Liabilities</b>	<b>0.30</b>	<b>0.56</b>	<b>0.71</b>
Current Liabilities			
Short-term borrowings	0.00	0.38	0.00
Trade payables	1.16	5.31	4.22
Other Current Financial Liabilites			
Other current liabilities	2.66	3.08	2.92
Short-term provision	0.03	0.16	0.12
<b>Total Current Liabilities</b>	<b>3.86</b>	<b>8.93</b>	<b>7.26</b>
<b>Total Liabilities</b>	<b>9.81</b>	<b>16.17</b>	<b>30.02</b>

In ₹ Cr

Assets	FY20	FY21	FY22
Non Current Assets			
Fixed assets	5.56	6.60	10.62
Non-current investments	0.01	0.01	0.01
Other Non-Current Financial Assets	0.00	0.30	0.62
Other non-current assets	0.26	0.26	0.26
<b>Total Non Current Assets</b>	<b>5.83</b>	<b>7.18</b>	<b>11.51</b>
Current Assets			
Inventories	0.35	0.56	2.73
Trade receivables	2.15	7.33	4.99
Cash & Bank Balance	0.34	0.44	0.97
Other Current Financial Assets	1.08	0.24	0.76
Current Tax Assets (Net)			
Other current assets	0.06	0.43	9.06
<b>Total Current Assets</b>	<b>3.97</b>	<b>8.99</b>	<b>18.52</b>
<b>Total Assets</b>	<b>9.81</b>	<b>16.17</b>	<b>30.02</b>

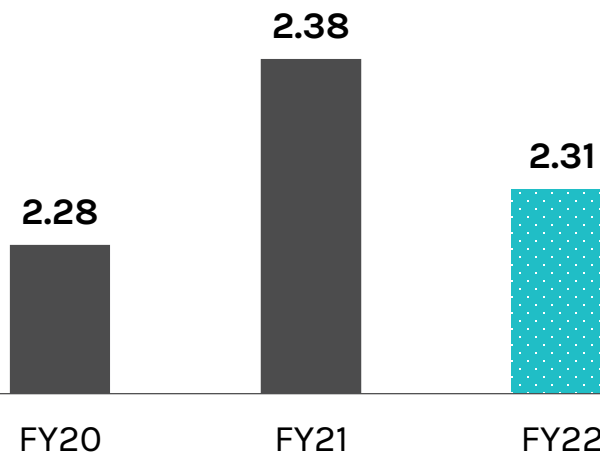
## Profit Margins

In %



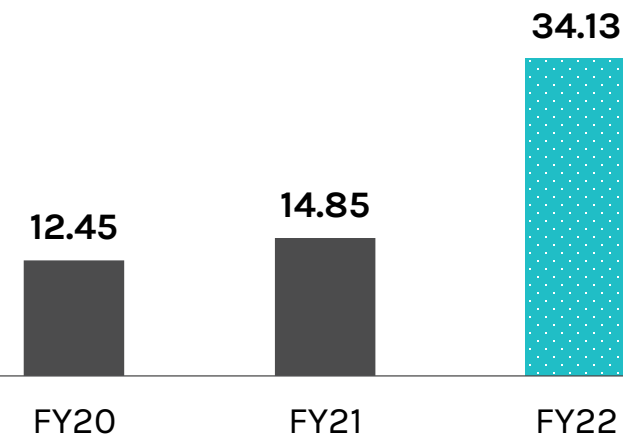
## Adjusted EPS

In ₹



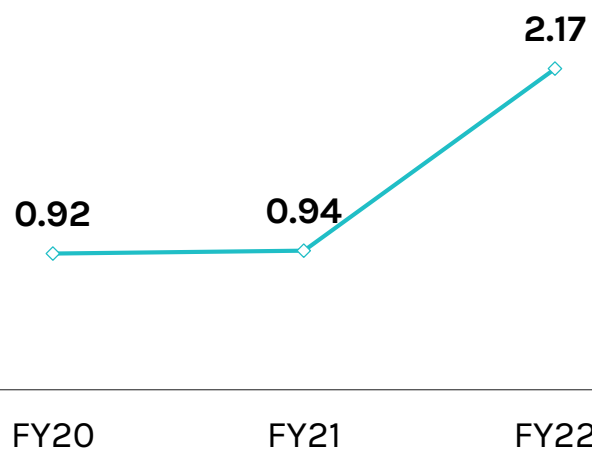
## Adjusted Book Value

In ₹



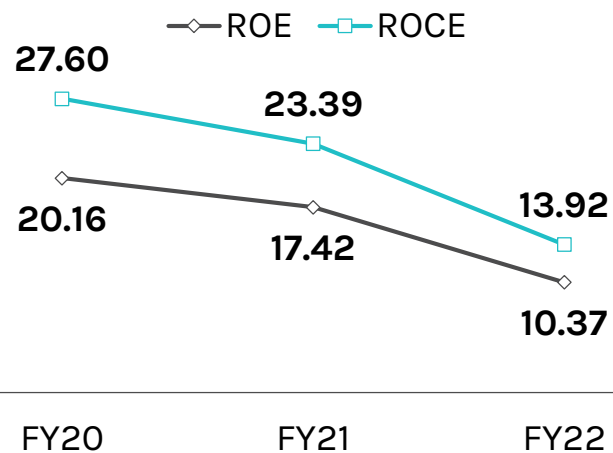
## Quick Ratio

In Times



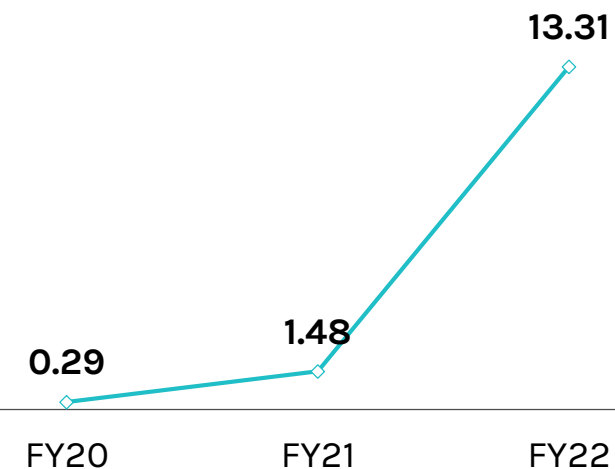
## Return Ratios

In %



## EV/EBITDA

In Times



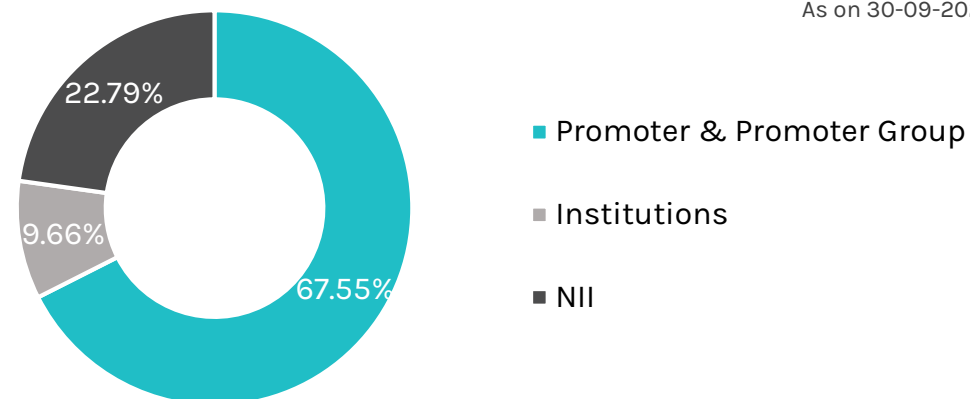
## NSE: NPST ISIN: INE0FFK01017

As on 06-02-2023

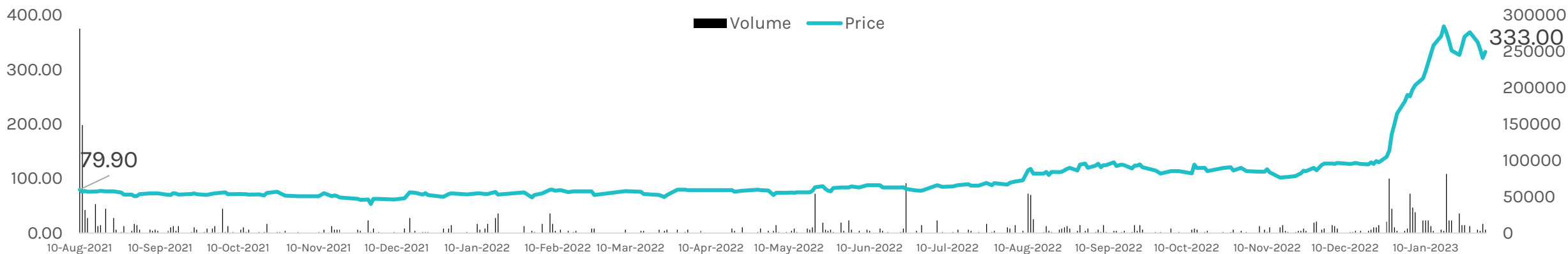
Share Price (₹)	333.00
Market Capitalization (₹ Cr)	215.18
No. of Shares Outstanding	64,62,000
Face Value (₹)	10.00
52 week High-Low (₹)	398.40 - 62.15

## SHARE HOLDING PATTERN

As on 30-09-2022



## SHARE PERFORMANCE FROM 10 AUGUST 2021



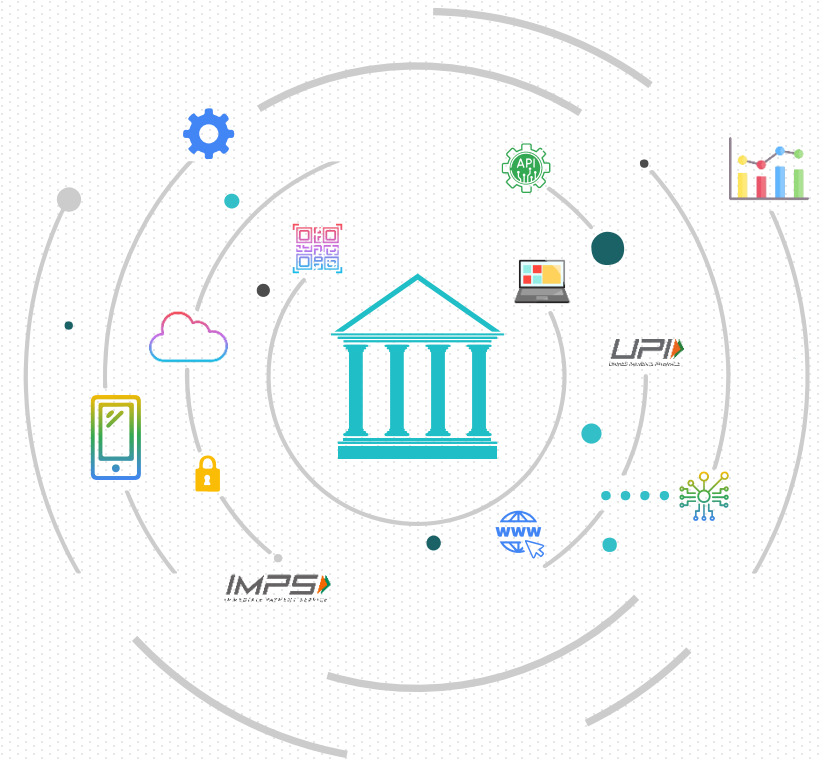
Source - NSE



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# THANK YOU