August 07, 2023

To
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra- Kurla Complex,
Bandra (E), Mumbai - 400051

SYMBOL: POLICYBZR

To
BSE Limited
Department of Corporate Services/Listing
Phiroze Jeejeeboy Towers,
Dalal Street, Fort,
Mumbai - 400001

SCRIP CODE: 543390

Sub.: Outcome of the Board Meeting – Financial Results for the quarter ended June 30, 2023

Dear Sir/Madam,

In furtherance to our earlier communication dated August 01, 2023 and pursuant to provisions of the Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("**LODR**"), we wish to inform you that the Board of Directors of the Company at its meeting held today i.e. Monday, August 07, 2023, which was commenced at 02:00 P.M. and concluded at 07:05 P.M., *inter-alia*, considered and approved the following business(es):

(i) Un-audited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2023 alongwith limited review reports of the Auditors thereon ("**Results**") as enclosed herewith. The said results are being uploaded on the website of the Company at www.pbfintech.in pursuant to Regulation 46 of the LODR and will be published in the newspapers in compliance with the Regulation 47 of the LODR;

(ii) Earning release dated August 07, 2023, on the Results as enclosed herewith;

(iii) Press Release titled as **"Core Online business: Revenue up 39%, Adjusted EBITDA 69 Cr up 14x, Overall: PAT losses shrink 94% to 11.9 Cr from 204 Cr YoY"** is enclosed herewith;

(iv) Appointment of M/s. Walker Chandiok & Co, LLP (Firm Registration No. 001076N/N500013) as Statutory Auditors of the Company in place of M/s. Price Waterhouse Chartered Accountants LLP (FRN No. 012754N / N500016), existing retiring auditors, to hold office for a period of five years from the conclusion of 15th Annual General Meeting of the Company to be held in the year 2023 until the conclusion of 20th Annual General Meeting to be held in the year 2028 and shall be eligible for re-appointment for a second term. The disclosures as required under Regulation 30 of LODR read with events specified in Part A of Schedule III and SEBI Circular No. CIR/CFD/CMD/4/2015 dated September 9, 2015, is attached herewith as an **Annexure-A**;

(v) Infusion of Capital of upto INR 700 Crores in Policybazaar Insurance Brokers Private Limited, a wholly owned subsidiary of the Company, in one or more tranches, during the financial year 2023-24 and 2024-25 as an **Annexure-B**;

(vi) Infusion of capital of upto INR 200 crores in Paisabazaar Marketing and Consulting Private Limited, a wholly owned subsidiary of the Company, in one or more tranches, during the financial year 2023-24 and 2024-25 as an **Annexure-C**.

(vii) Infusion of capital of upto INR 200 crores in PB Fintech FZ-LLC, a wholly owned subsidiary of the Company, in one or more tranches, during the financial year 2023-24 and 2024-25 as an **Annexure-D**.

The abovesaid disclosure will also be hosted on the website of the Company at www.pbfintech.in.

You are requested to take the same on records.

Yours Sincerely,
For PB Fintech Limited

Bhasker Joshi
Digitally signed by Bhasker Joshi
Date: 2023.08.07 19:13:53 +05'30'

Bhasker Joshi
Company Secretary and Compliance Officer

Place: Gurugram

Encl.: A/a

Core Online business: Revenue up 39%, Adjusted EBITDA 69 Cr up 14x,

Overall: PAT losses shrink 94% to 11.9 Cr from 204 Cr YoY

Q1 FY24 - YoY

1. Core Online Business
   a. New Protection (Health + Term) Premium up c.40%
   b. Operating revenue ₹516 Cr, up 39%
   c. Contribution margin improves to 45% from 42%
   d. Core business Adjusted EBITDA ₹69 Cr up from 5Cr
   e. Adjusted EBITDA margin 13% up from 1%

2. Total Business
   a. Operating revenue ₹666 Cr, up 32%
   b. PAT Loss reduced 94% from ₹204 Cr to ₹11.9Cr

3. New Initiatives
   a. Operating revenue of ₹149 Cr, up 11%
   b. Strong focus on quality of POSP business
   c. Loss in new initiatives ₹46 Cr vs 71Cr

Commenting on results, the company stated:

Policybazaar and Paisabazaar, which are jointly classified as Core Online Businesses, are India's leading marketplaces for insurance and credit products. For the last 5 quarters, adjusted EBITDA has improved at an ARR (annualized run-rate) of over 200Cr.

1. Q4 is traditionally the strongest quarter, and for the first time ever our core online business revenue for Q1 FY24 is higher than our Q4 FY23, beating traditional seasonality
2. We are also very pleased that our core engines of value, the new insurance premium of protection (Health + Term), grew at c.40%, and this growth has been accelerating month on month through the quarter.
3. Our consolidated adjusted EBITDA was a positive ₹23 Cr for Q1, an improvement from minus ₹66 Cr same quarter last year, an increase of ₹89 Cr.
4. Core online business adjusted EBITDA increased by ₹64 Cr YoY.
5. Our Renewal / trail revenue is at an ARR of ₹418+ Cr, up from ₹273 Cr last year same quarter. This typically operates at over 85% margins and is a significant source of profit growth
6. Continuous improvement in Customer onboarding, service, and Claims support – we maintain CSAT of 88%

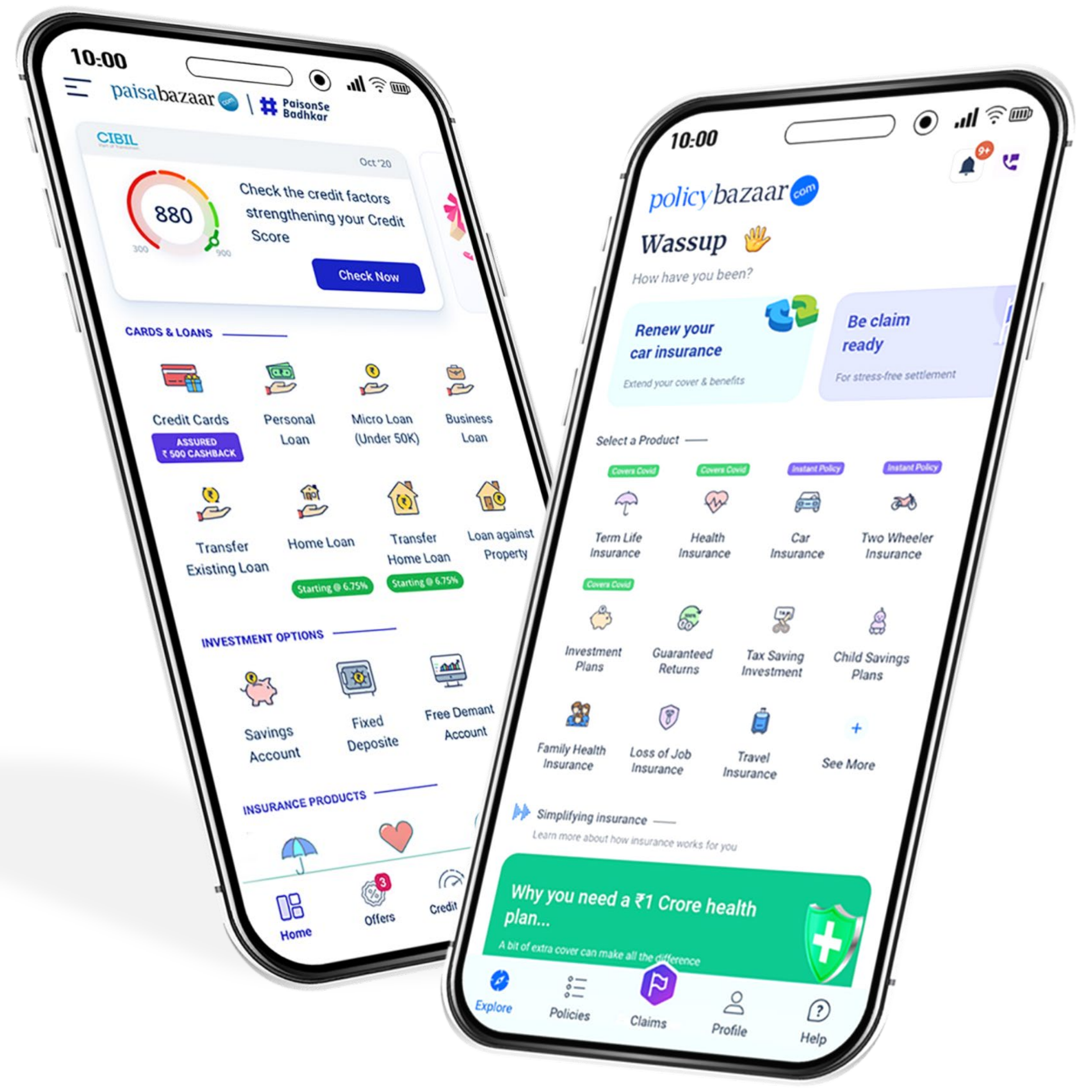
Credit business continues to grow very well and has been adjusted EBITDA positive since Dec 2022.

1. We are now at the annualized run rate of ₹16,000 Cr disbursal and 5.8 Lacs credit card issuance on an annualized basis (July 2023)
2. About 36.9mn customers have accessed credit score on our platform.
3. Digitization is becoming significant in Lending – currently led by Credit cards where ~75% of Cards issued, and 44% of unsecured lending transactions were through end-to-end (E2E) digital processes.
4. 75% disbursals are from existing customers, demonstrating strong customer trust and repeat behavior.
5. Trail revenue is now at 14% of total credit business revenue

On New Initiatives

1. PB Partners
    a. Continues to lead the market in scale & efficiency of operations.
    b. We have moved the business increasingly towards smaller and higher quality advisors.
    c. It has the highest proportion of non-motor business and is present in 15.4k pin codes across India, covering over 80% of pin codes in India.
    d. We stay convinced about the future potential of this business and committed to it.
2. Our UAE biz has grown 2.6x YoY

We stay confident of being significantly PAT positive for the year.



pb Fintech

policybazaar.com

paisabazaar.com

Earnings Call

Quarter ended June 2023

What do we do?

Policybazaar

Insurance marketplace focused on the Indian middle-class families buying protection against the 3Ds (Death, Disease and Disability)

We provide end to end insurance solutions to the retail consumers (choice of products, the most convenient way of buying and policy management & claim support). We believe that the quality of business, which includes honest customer declarations, sharp risk assessment and complete product disclosure, is critical for the long term growth of the industry, and we are a positive force in that endeavor.

Paisabazaar

Credit marketplace focused on credit availability and convenience for all

We provide credit options across consumer segments and help them make the right decisions using proprietary algorithms. Paisabazaar is also the largest destination for consumers to access their credit scores and manage the same.

PB Partners

Enablement platform for more than 100k partners to help them manage insurance sales using technology

Key Highlights – Q1 FY24

Core online business revenue grew 39% YoY to ₹516 Cr, consolidated revenue at ₹ 666Cr

New Protection business (Health + Term) grew c. 40% YoY

EBITDA* grew to positive ₹23 Cr from a loss of ₹66 Cr in Q1 FY23

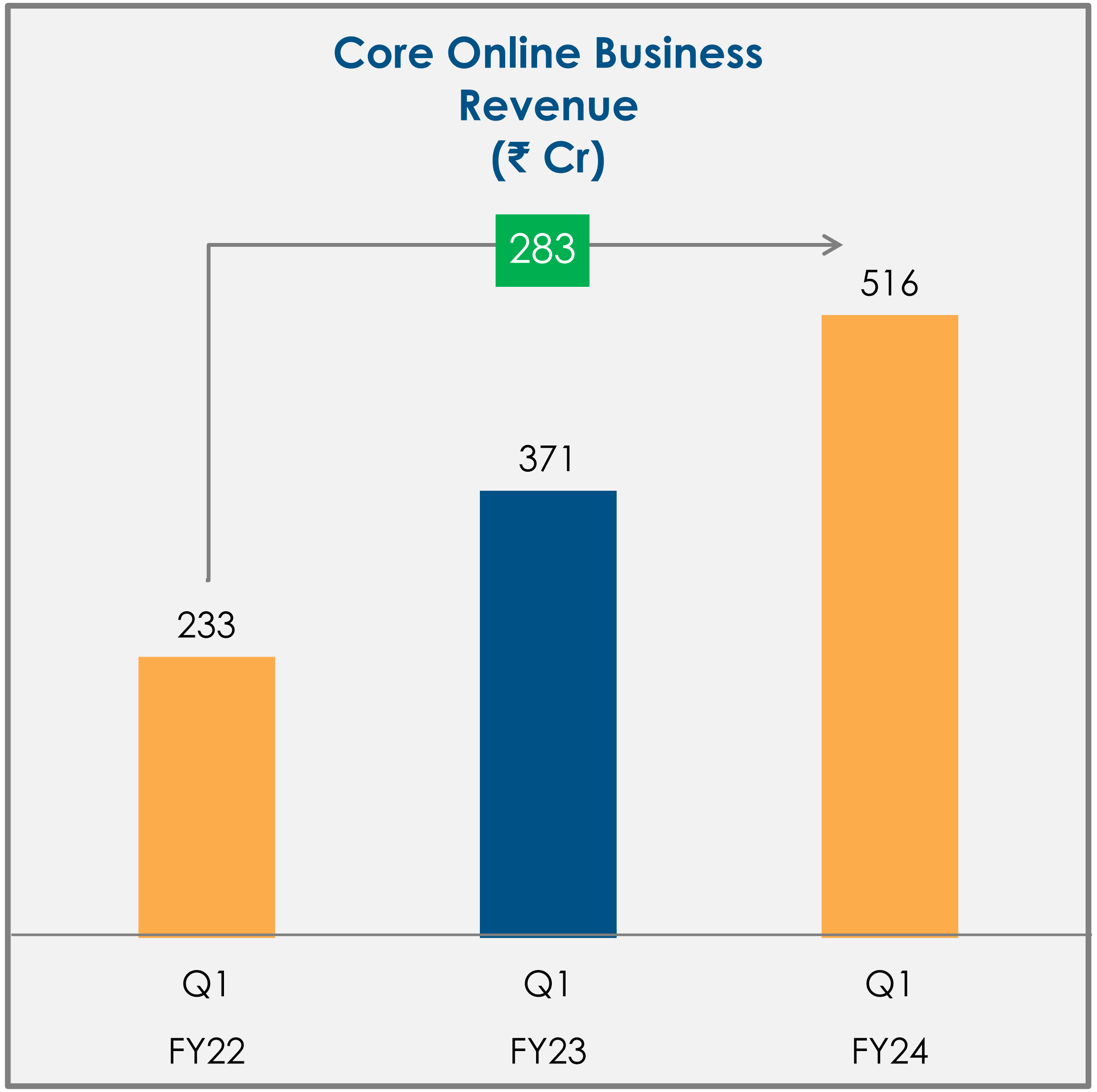
Core online business EBITDA* at ₹69 Cr (13% margin) from 1% margin last year

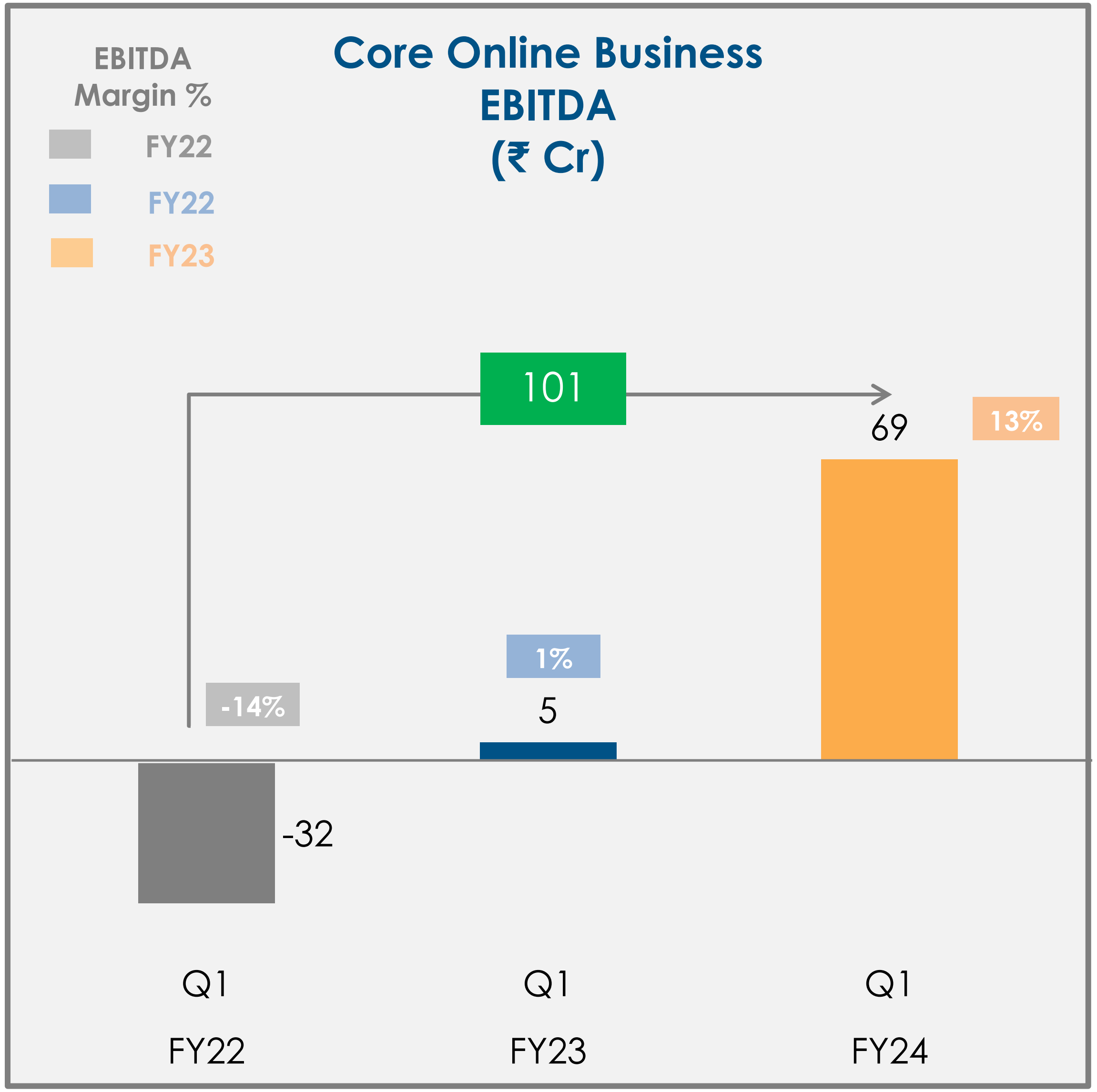
Consolidated PAT losses reduced to ₹12 Cr (-2% margin) from ₹204 Cr (-40% margin)

EBITDA referred here is Adjusted EBITDA (non-GAAP)

Core Online Business

EBITDA up by ₹64 Cr YoY



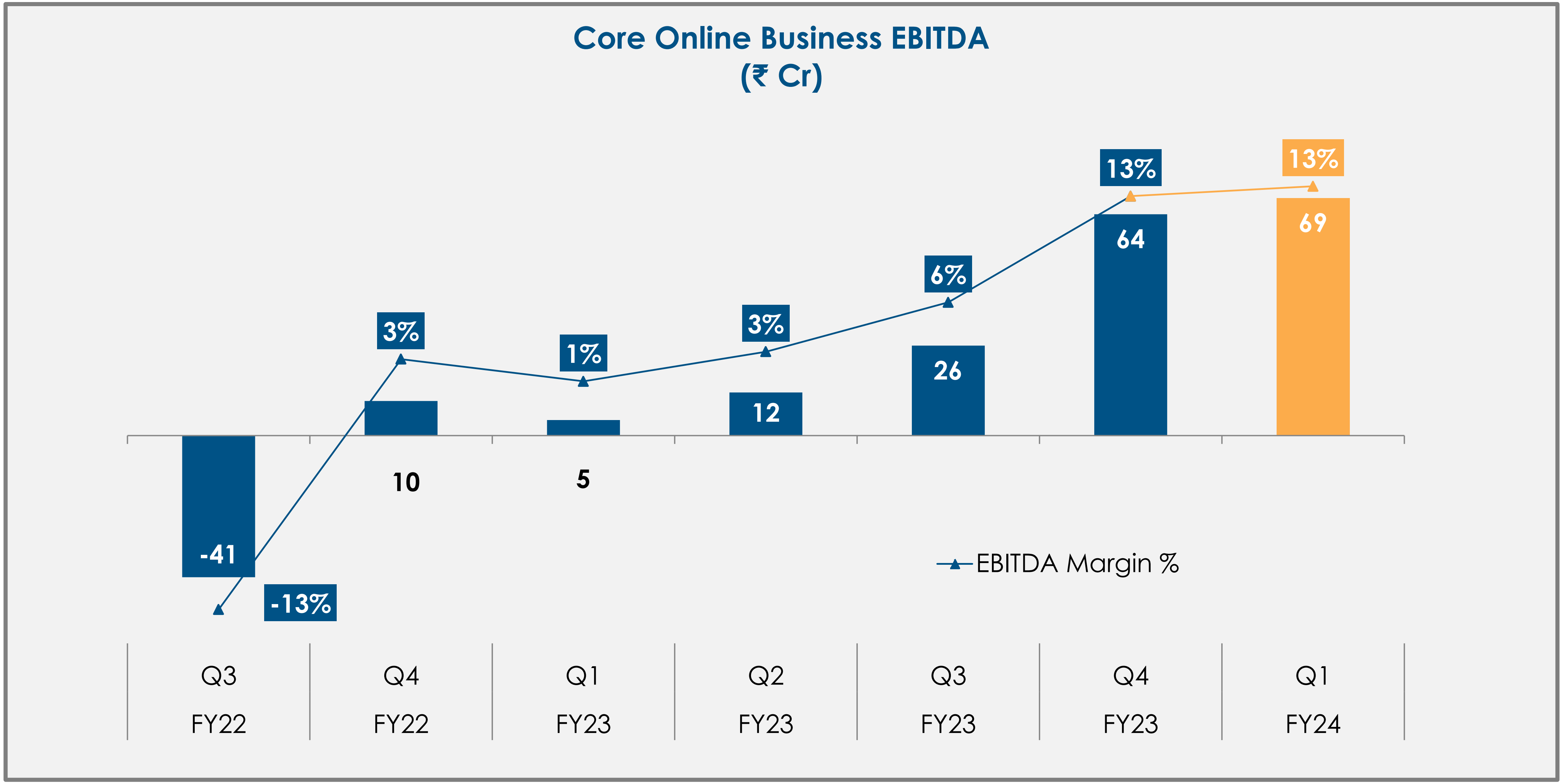


EBITDA referred here is Adjusted EBITDA (non-GAAP)

Core Online Business – Q1 FY24

policybazaar.com paisabazaar.com

Consistent improvement in Margin & Profitability over the quarters



EBITDA referred here is Adjusted EBITDA (non-GAAP)

Core Online Business – Q1 FY24

Operating leverage exhibited in Core Online Business

₹ Crores	Q1 FY23	Q1 FY24	Δ
Revenue	371	516	145 (39% YoY)
Contribution (non-GAAP)#	157	234	77 (49% YoY)
Adjusted EBITDA (non-GAAP)	5	69	64 (1420% YoY)

– Contribution: Revenue minus Direct Costs (Employee direct cost + Acquisition Marketing)
Contribution reclassification includes Payment Gateway charges in direct costs
Online brand acquisition spend is included as a part of fixed costs

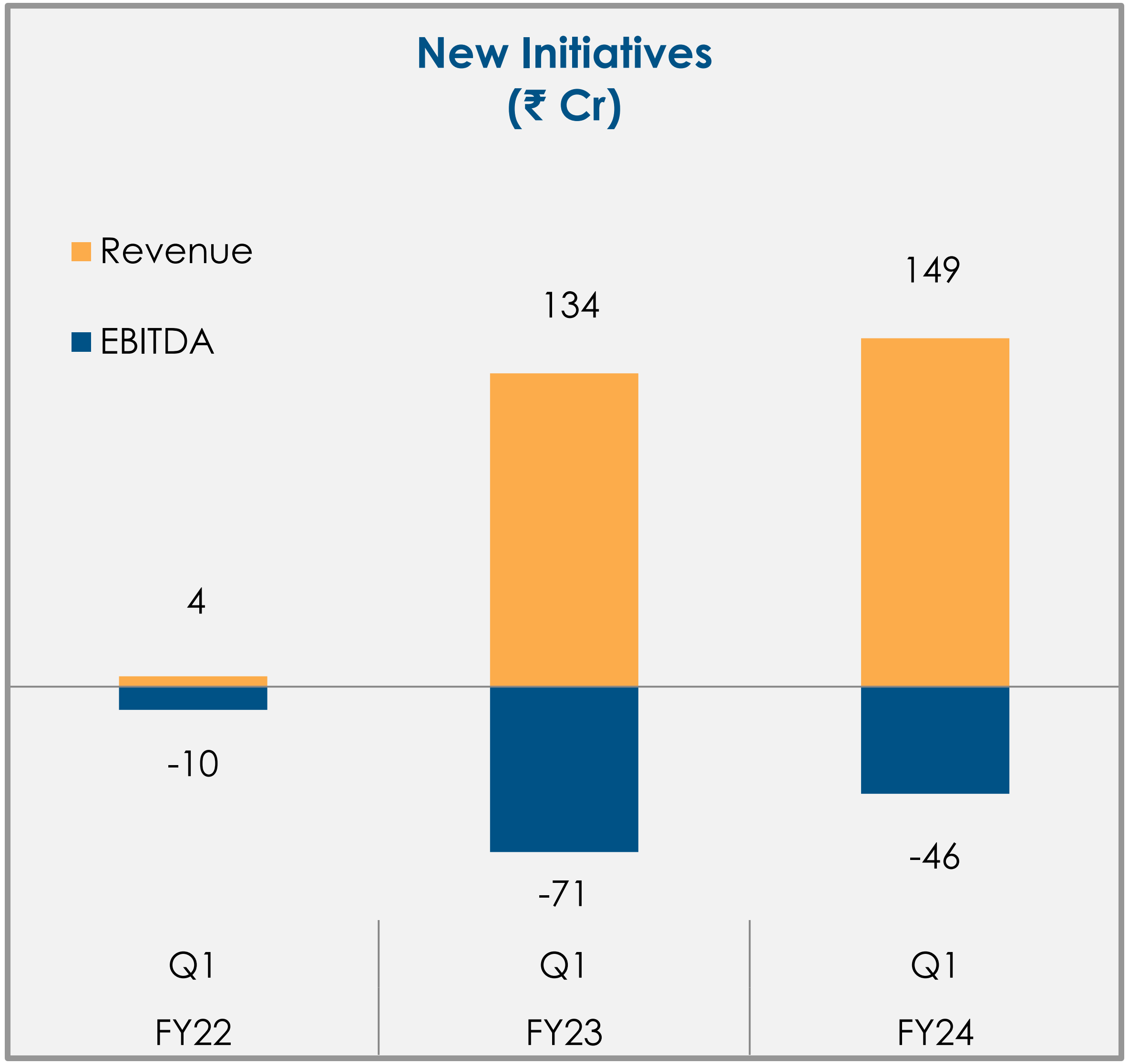
Core Online Business

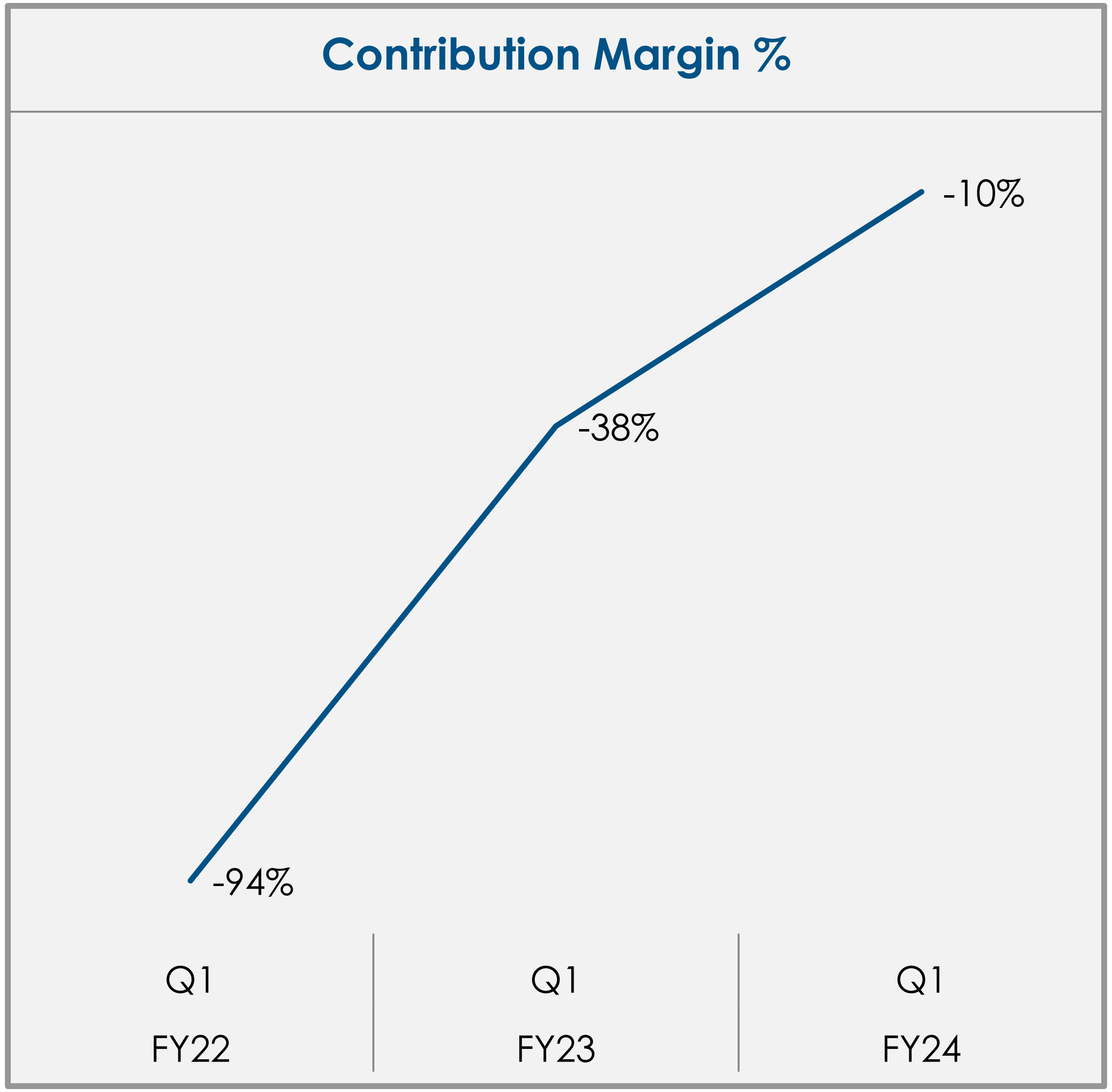
EBITDA growing consistently over ₹50 Cr YoY on a quarterly basis

Core Online Business	₹ Crores	EBITDA Previous Year	EBITDA	YoY Δ
FY23	Q1	-32	5	37
	Q2	-48	12	61
	Q3	-41	26	67
	Q4	10	64	54
FY24	Q1	5	69	64

New Initiatives – Q1 FY24

New initiatives continue to be market leaders, improve efficiency YoY





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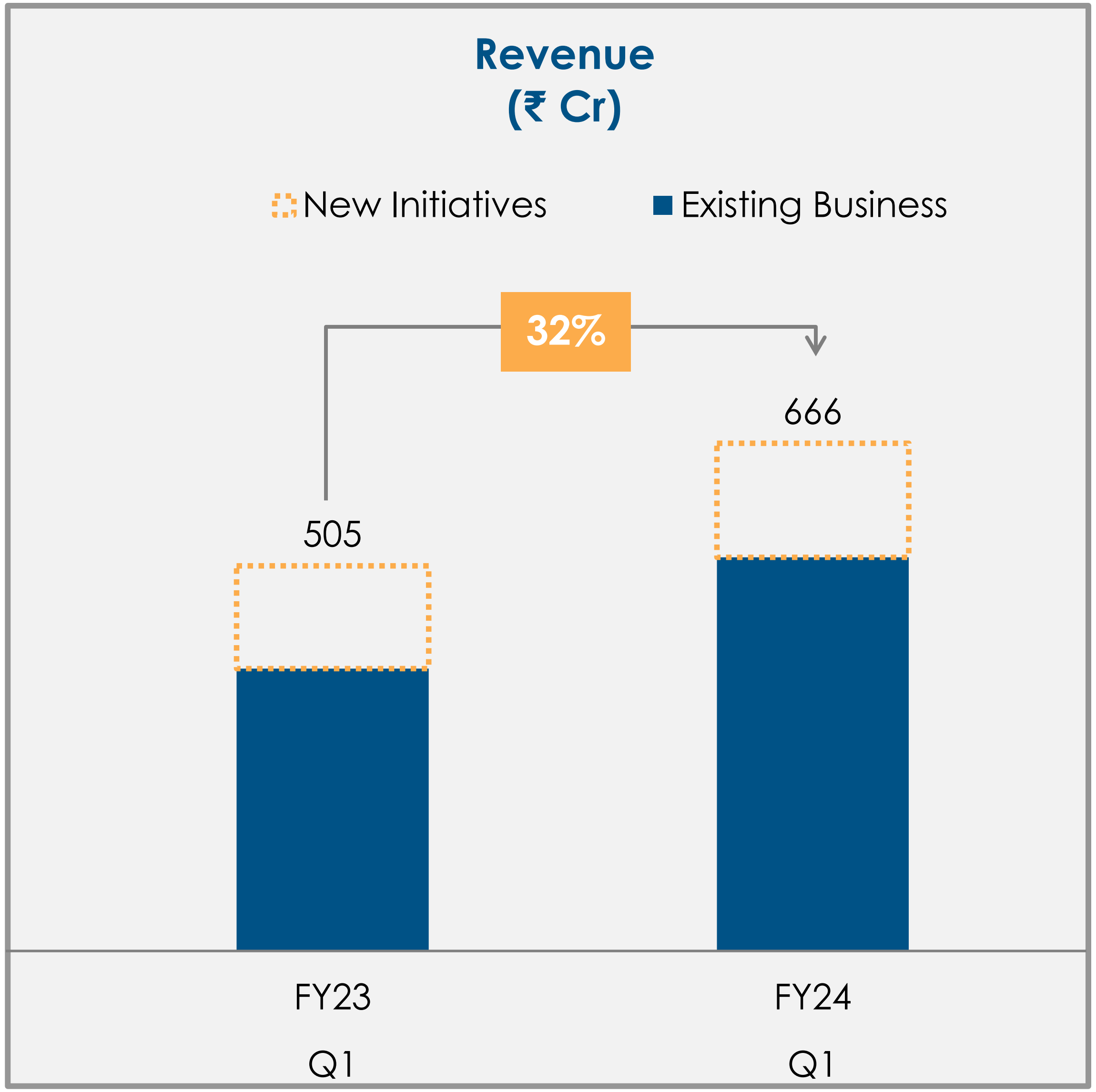
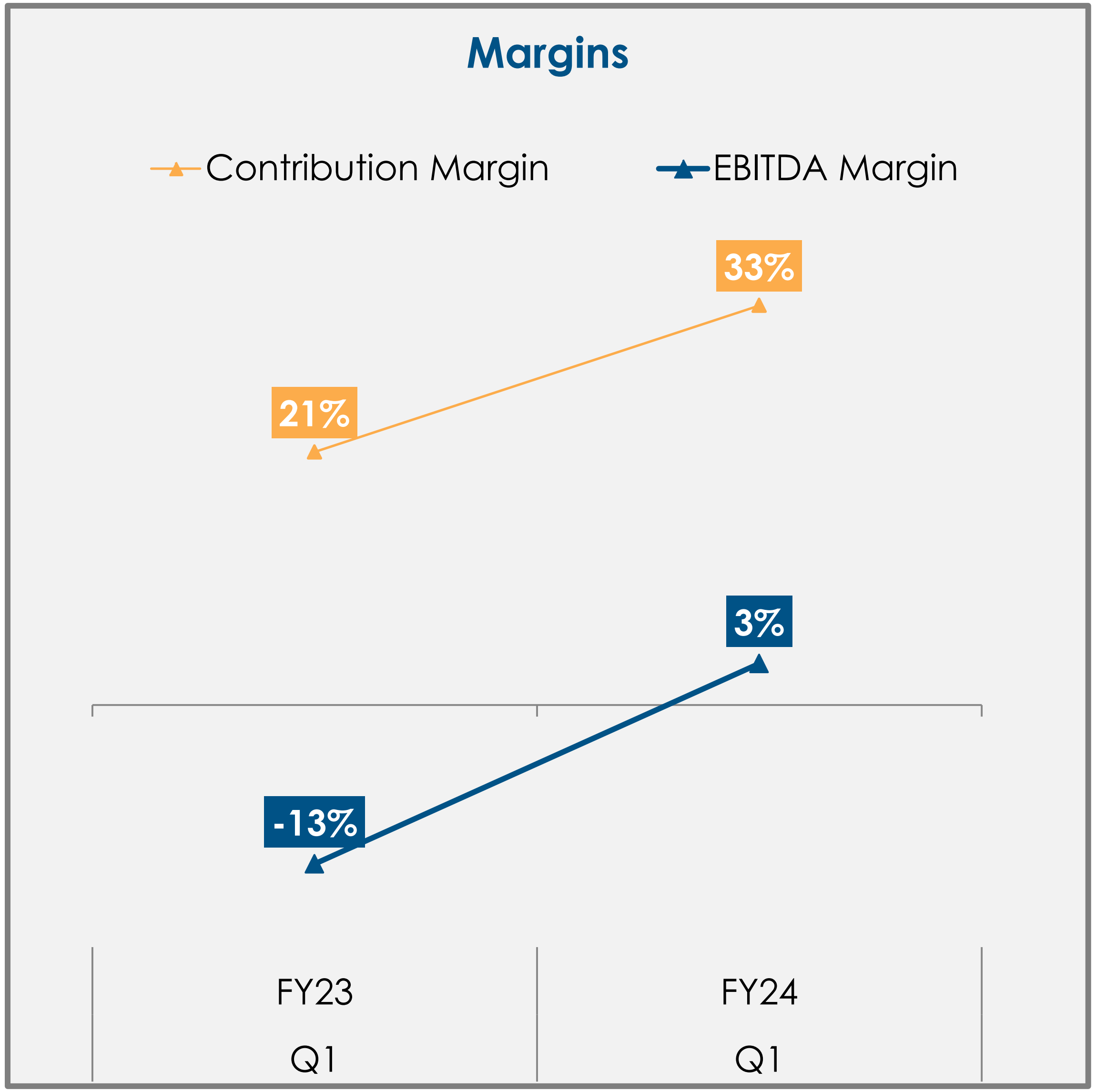
Online brand acquisition spend is included as a part of fixed costs

Overall business: Consistent Revenue Growth

With improving margins





EBITDA referred here is Adjusted EBITDA (non-GAAP)

Overall business: Strong growth in Revenue @ 32%, EBITDA margin 3%

Continued improvement in Margin & Profitability

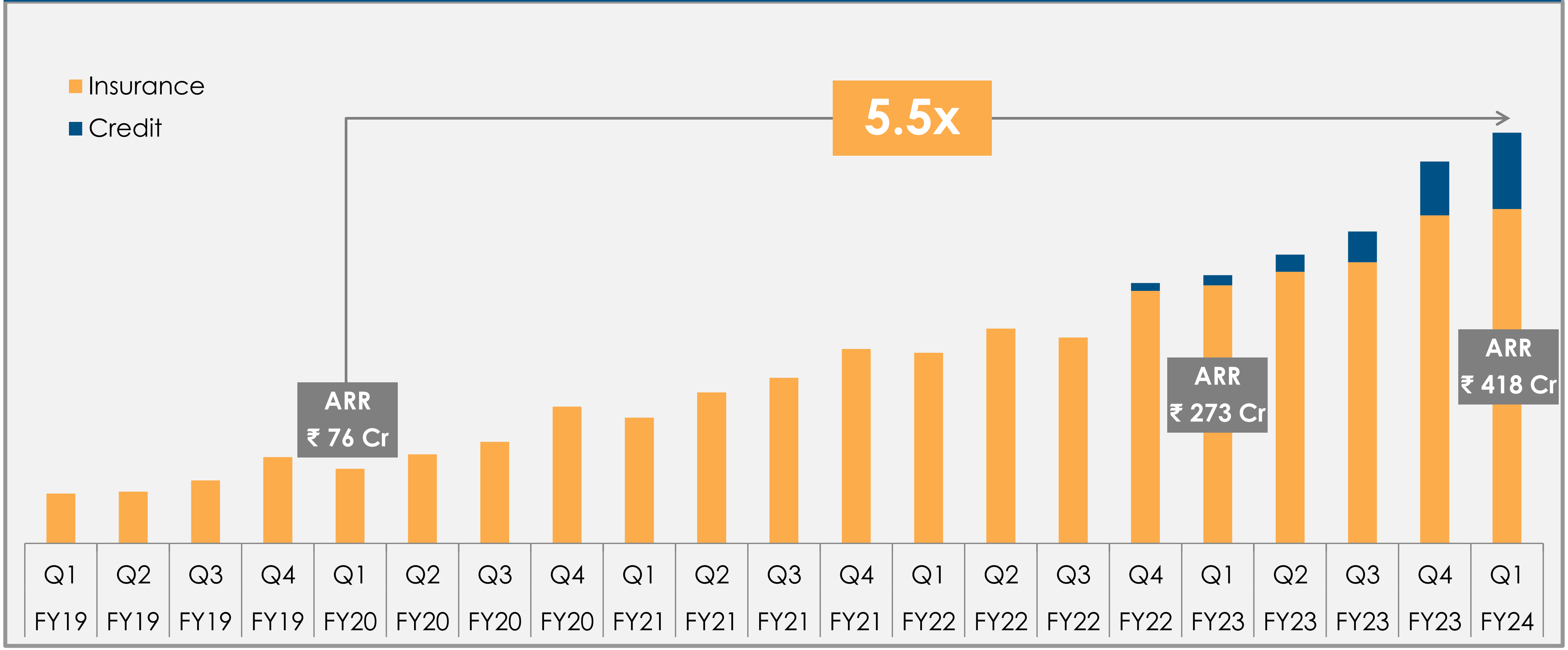
₹ Crores	Q1 FY23			Q1 FY24			YoY		
	Total	Core Online Business	New Initiatives	Total	Core Online Business	New Initiatives	Total	Core Online Business	New Initiatives
Revenue	505	371	134	666	516	149	32%	39%	11%
Contribution (non-GAAP)#	106	157	-51	220	234	-15	108%	49%	72%
Contribution %	21%	42%	-38%	33%	45%	-10%			
Adjusted EBITDA (non-GAAP)	-66	5	-71	23	69	-46	134%	1420%	35%
EBITDA %	-13%	1%	-53%	3%	13%	-31%			

– Contribution: Revenue minus Direct Costs (Employee direct cost + Acquisition Marketing)
Contribution reclassification includes Payment Gateway charges in direct costs
Online brand acquisition spend is included as a part of fixed costs

Renewal / Trail revenue

At an annualized run rate of ₹418 Cr

Current Renewal / Trail Revenue ₹ 418+ Cr^



^: Based on ARR of Q1 FY24, Unaudited management accounts

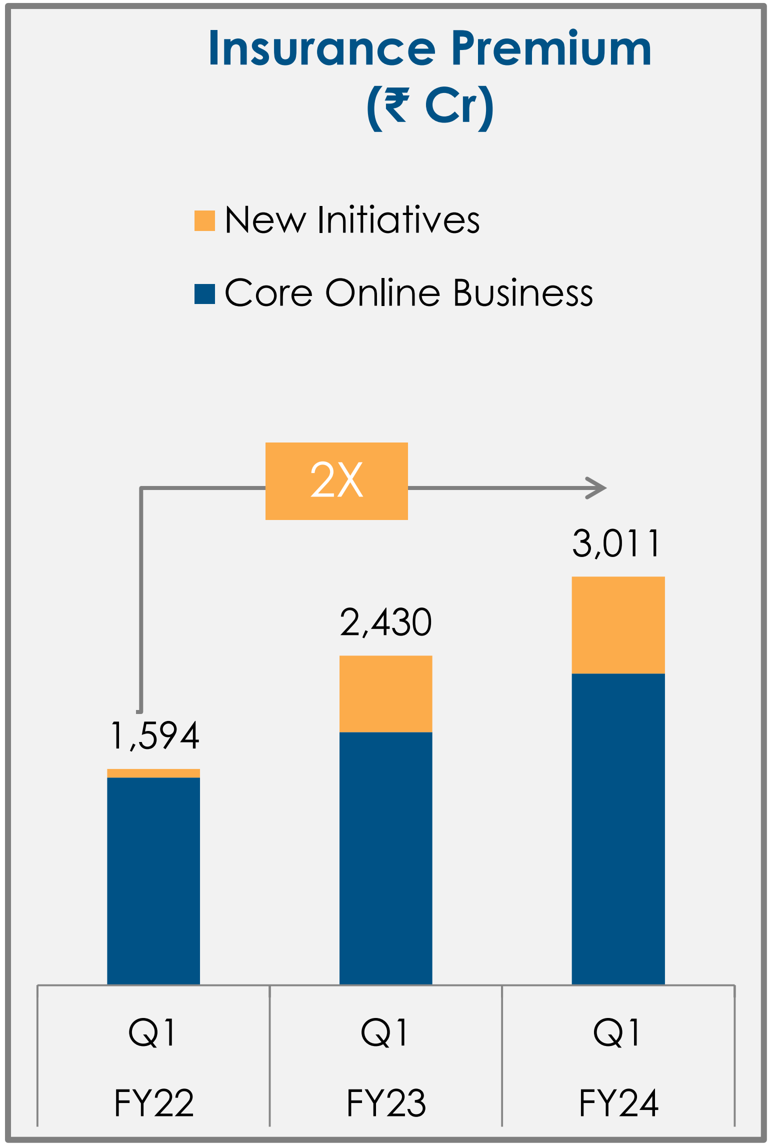
Overall business: PAT losses reduced by 94% to 12 Cr in Q1

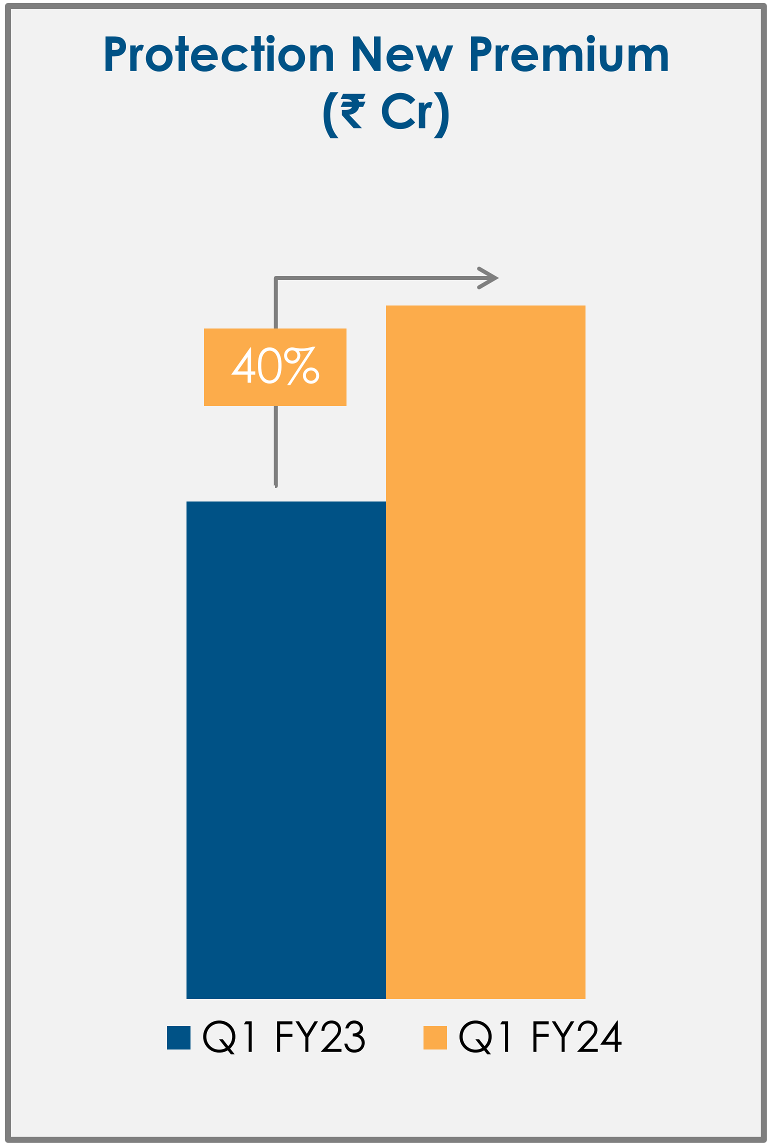
On track for PAT breakeven for FY24

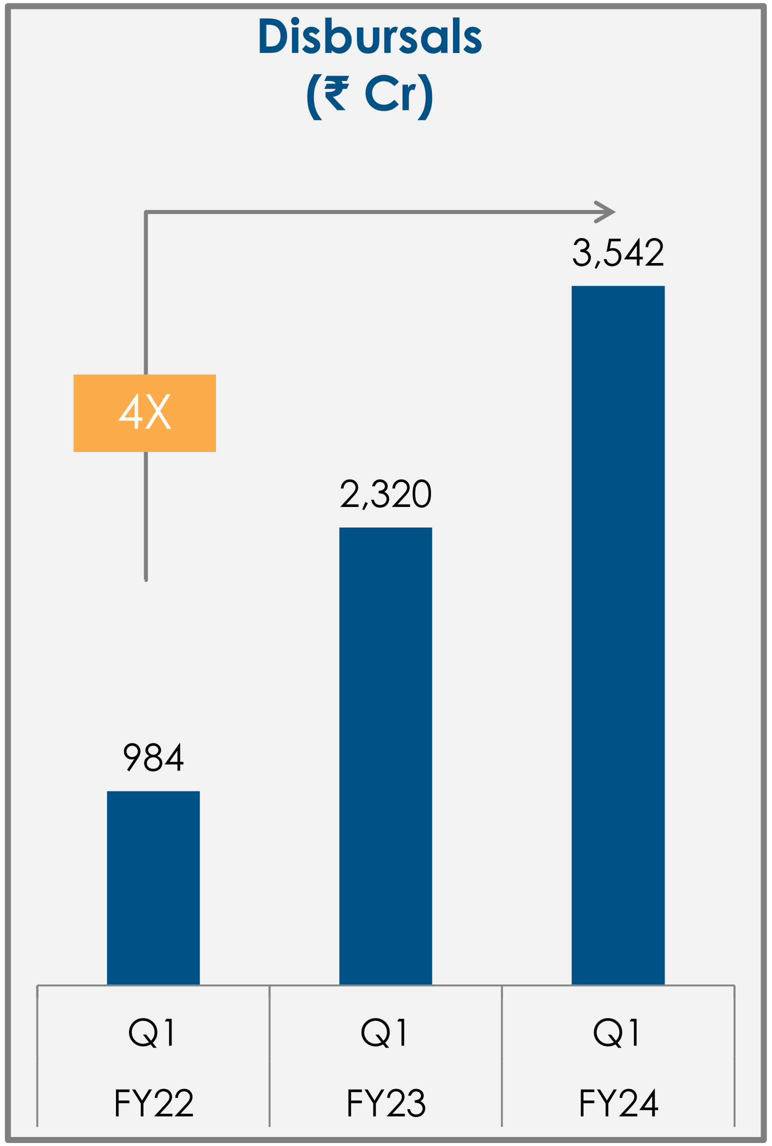
₹ Crores	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24
Adjusted EBITDA (non-GAAP)	-91	-80	-66	-53	-28	28	23
ESOP Charges	226	175	168	174	105	96	100
EBITDA	-317	-255	-234	-226	-133	-68	-77
Depreciation	11	12	13	16	18	17	20
Finance Cost	4	4	4	6	6	6	6
Other Income	34	51	47	60	69	82	91
PAT	-298	-220	-204	-187	-87	-9	-12

Q1 FY24: Insurance Premium grew 2X in 2 years, Protection grew 40% YoY

Credit Disbursal grew 4X in 2 years







Insurance Continues to Scale

Improving Efficiency & Customer Experience

- "Har Family Hogi Insured!" We aim to protect every family in India against the financial impact of Death, disease & disability by having Health and Life insurance. We continue expanding our regional reach using TV campaigns in regional languages like Tamil, Telugu and Marathi and offering sales support in 125+ cities in 12 languages.
- Scale is key for a marketplace: we sourced ₹ 3,011 Cr insurance premium in Q1 FY24 marking a growth over ₹ 2,430 Cr in Q1 FY23
- ₹ c.340# Cr ARR renewal revenue^ which has 85% Margins
- Our consistent efforts to improve customer service and claims support are paying off with multiple heartening customer messages and continues to be reflected by a CSAT* of 88% for Q1 FY24
- Quality of business in terms of Claims ratios and Retention rates makes our business profitable for our partners
- High disclosure rates & fraud detection are helping improve claims settlement ratios for our partners. We continue to offer on-ground claims support with a TAT of 30 mins.
- Continued focus on product & process innovation
- Increasing efficiency of operations
  - Roughly 80% of Motor (four and two wheeler insurance) and travel insurance transactions continue to be unassisted
  - Physical leg of the business continuing to deliver meaningful impact on Health and Life Insurance businesses
    - Steady growth in premium per enquiry
    - Increasing percentage of business via this hybrid mode

^ - ARR of Q1 FY24; * CSAT is for Policybazaar online Business only; #Unaudited management accounts

Credit Continues to Scale

Improving Efficiency & Customer Experience

- Paisabazaar continues to cater to India's diverse consumer segments for their varied credit needs. We are India's largest comparison platform for credit products, offering wide choice, ease of access and transparency to consumers
- We are currently at a loan disbursal ARR ^ of over ₹ 16,000 crore and card issuance ARR ^ of ~5.8 Lacs. Loan disbursal grew at 53% YoY while the credit cards issuance grew at 47% YoY in Q1 FY 24
- About 3.76 Cr consumers from over 820 cities & towns across India have accessed their free credit score on our platform till date, representing over 14% #* of India's active credit score consumers
- 75%+ disbursals from the Paisabazaar platform are to existing customers $*, demonstrating strong customer trust, leading to repeat behavior
- Lending business is transformed post COVID with strong margin focus and is now adjusted EBITDA positive since Dec-22, consistently improving margins
- Our co-created strategy, which aims to cover unmet consumer needs and market gaps, is shaping up well with all products gaining good traction. Our co-created products provide us with a trail revenue stream, helping us build a healthier business. Our trail revenue is at ~14%* of total revenue, expected to expand further
- Digitization is becoming significant in Lending – currently led by Credit cards where 75%+ of Cards issued in Q1 FY24 were through end-to-end (E2E) digital processes *. As digitization expands across the industry, platforms like ours would continue to benefit

^ ARR of July 2023
# Consumers having at least 1 active trade line
$ Customers who ever accessed credit score from Paisabazaar;
* Management estimates

Two leading consumer destinations

Policybazaar

69.5 mn
Registered Consumers[1]

14.5 mn
Transacting Consumers[2]

c. 21 % — Consumers who have purchased at least one insurance policy through Policybazaar

35.6 mn
Policies Sold[3]

c. 2.5 — Average policies per transacting consumer

Paisabazaar

36.9 mn
Consumers accessed their Credit Scores[4]

4.2 mn
Transacting Consumers[5]

Consumers who have made at least one transaction on Paisabazaar

5.9 mn
Transactions[6]

c. 1.4 — Average transactions per transacting consumer

1. Consumers registered on Policybazaar platform as of Jun 30, 2023
2. Cumulative number of unique Consumers who bought at least one product on Policybazaar since its inception till Jun 30, 2023
3. Cumulative number of new life and non-life insurance policies sold and non-life insurance renewals on Policybazaar since its inception till Jun 30, 2023
4. Consumers who accessed their credit scores through Paisabazaar since Jun 30, 2023
5. Cumulative number of unique Consumers who made at least one transaction on Paisabazaar since its inception till Jun 30, 2023
6. Cumulative number of transactions made on Paisabazaar since its inception till Jun 30, 2023

policybazaar.com

policybazaar.com®

INDIA'S LARGEST MARKETPLACE FOR INSURANCE

93%
Market share
(online aggregators)^

35.6mn
Insurance Policies sold
(till date)

₹ 1,735
New insurance premium
per enquiry per month*
(Q1 FY24)

₹ 3,011 Cr
Insurance premium
(Q1 FY24)

₹ 12,000+ Cr
Insurance premium
(ARR Q1 FY24)

14.5mn
Transacting Consumers
till date

51
Insurance
Partners

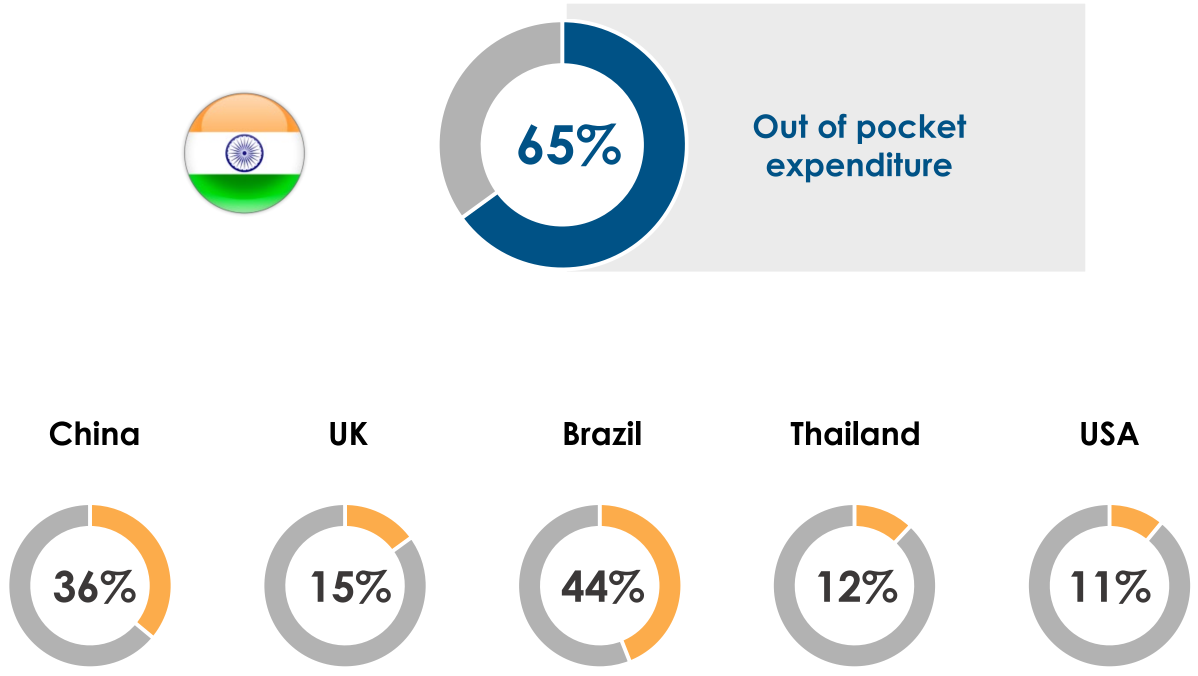
^ Market share is as per the Frost & Sullivan Report titled "State of Insurance and Consumer Credit Market of India: Unlocking the Digital Opportunity" dated October 19, 2021
* New insurance premium - India Business (excluding PoSP)

India continues to have one of the widest protection gaps

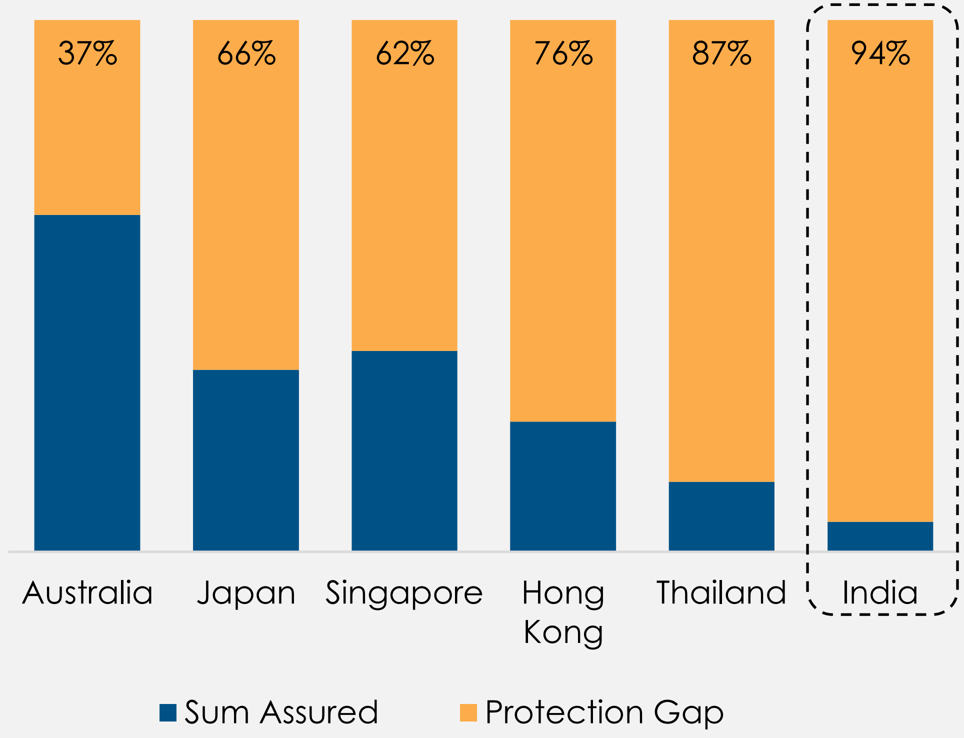
Health & Term Insurance is needed

65% of Healthcare spend is out of pocket	94% of income is not protected

% Out of pocket spends
(Total healthcare spends – Insurance coverage)



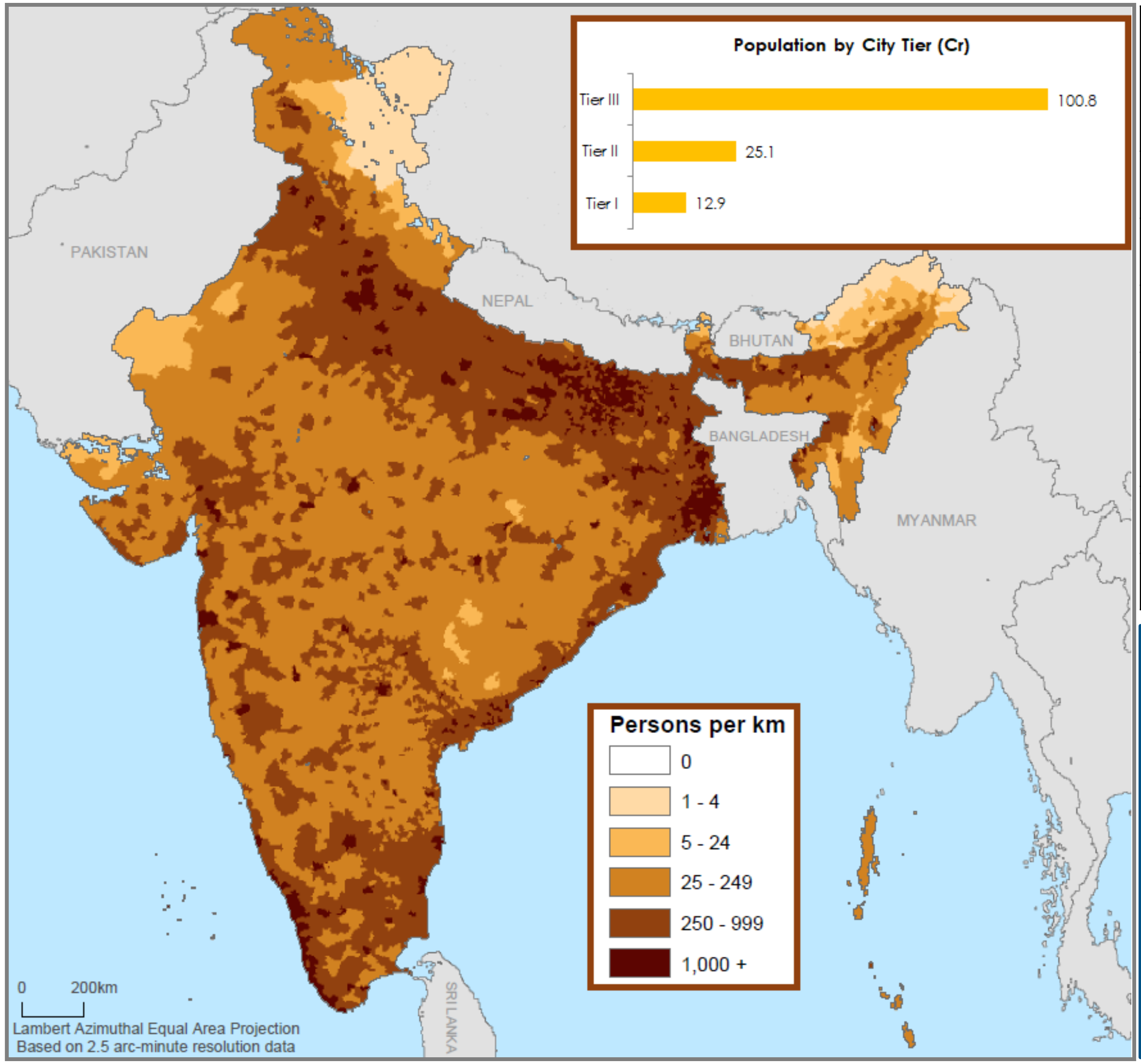
Mortality protection gap
(Protection required – Sum Insured)



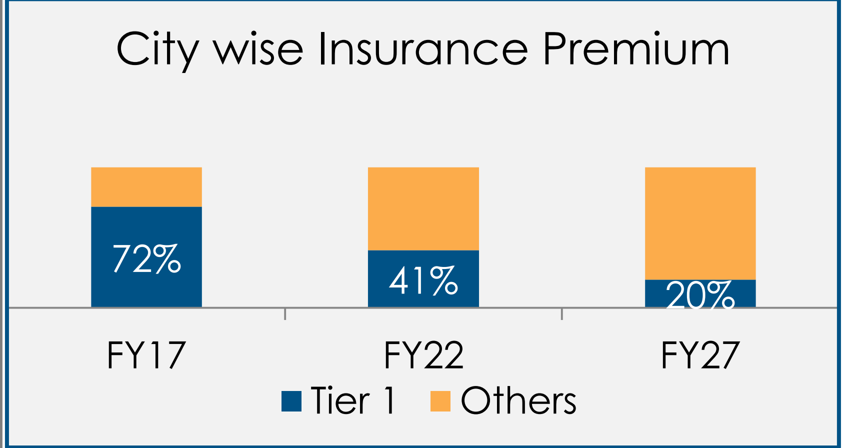
Note: 1. Mortality protection gap figures are as of 2015 ; 2. Out of pocket expense % figures are as of 2016 (Source – Swiss Re Report on Mortality Protection Gap)

India is vast and growing

The future is in Tier 2 & 3 cities



Geography	Penetration (%)			Density (USD)		
	Life	Non-Life	Total	Life	Non-Life	Total
USA & Canada	3.1	8.8	11.8	1,878	5,392	7,270
Advanced EMEA	4.6	3.3	7.9	1,893	1,341	3,234
Emerging EMEA	0.7	1.2	1.9	30	50	80
Advanced Asia Pacific	6.2	3.1	9.3	2,331	1,159	3,490
Emerging Asia Pacific	2.3	1.7	4.1	124	92	215
World	3.3	4.1	7.4	360	449	809
India	**3.2**	**1.0**	**4.2**	**59**	**19**	**78**

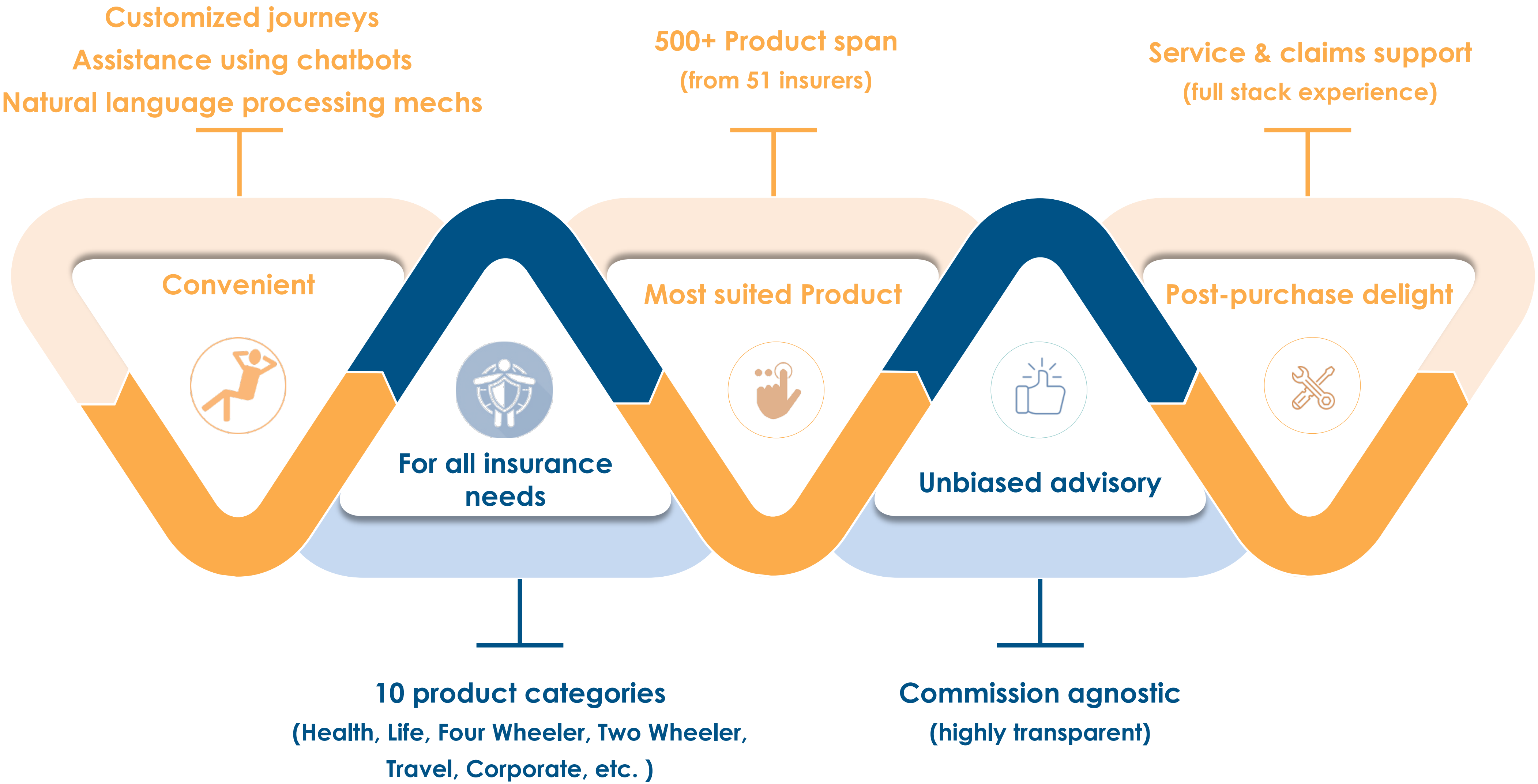


Tier 1 cities contribute 10% population of the country but 41% of Insurance premium

PB Advantage for consumers

Uniquely positioned for capturing mindshare

Policybazaar provides a holistic product suite with seamless experience



PB Advantage for insurance partners

Leverage data and technology to create best in class products and experiences

Improved customer disclosures

- Data **disclosure directly from the customer -** bypassing agent channel which is prone to fraud
- Tech based document verification

Extensive historical data

- **15 years digital vintage**: Rich data on customers & claims variables
- **14.5mn transacting customers** since inception

Enhanced scoring using digital data

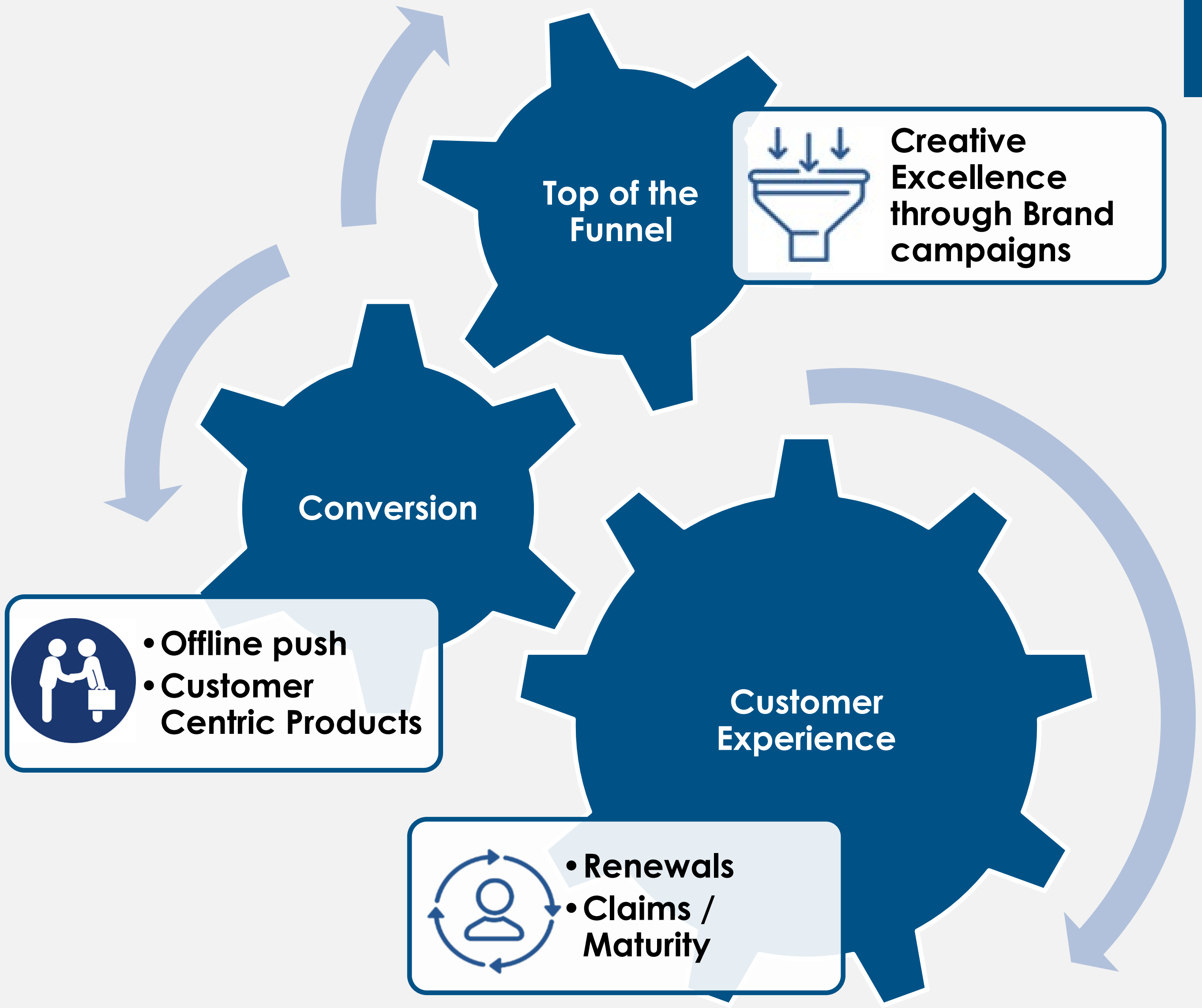
- Intricate data collected by PB which is unavailable in an offline environment
- Risk pricing simulation: Use of **digital variables exclusive to PB** in addition to traditional variables; niche/customized product conceptualization
- **Risk scores** calculated for **fraud** and shared with insurers at the time of case login

Rich insights from voice analytics

- **100% of calls converted** to text & analysed for behavioural insights, thus sharp risk assessment for insurers
- **Reducing false positives** through customer conversation tone analytics

FY23: Key Focus Areas

Insuring Indian Middle Class Families
"Har Family Hogi Insured"



Segmental Market Reach Approach

Awareness brand campaigns in local / regional languages

- Tamil
- Telugu
- Marathi
- Hindi
- Malyalam

The best of both worlds: Online B2C + Offline Push

Direct to Consumer Retail Business		Intermediary Led Business
Online B2C	Online B2C + Offline Push	B2B2C
		
Consumer Led business	Consumer Led business	Agent Led / Initiated business
Consumers	**Consumers**	**Consumers**
• Tele-assistance during purchase • Choices of products & pricing • Tech & customer-center based service / claims assistance	• Tele-assistance + Human touch • Choices of products & pricing • Tech & customer-center based service / claims assistance	• Human touch • Low choices of products & pricing • Limited service / claims assistance
Insurers	**Insurers**	**Insurers**
• Distribution Commission only • Sharp risk assessment + real-time control on claims / frauds / mis-selling	• Distribution Commission only • Sharp risk assessment + real-time control on claims / frauds / mis-selling	• Cost of maintaining the agency channel / B2B2C partners commission • Cannot control high claims / frauds / mis-selling

New channels of access

Offline Push through stores & in-person appointments

Website / Mobile site
- Choice of products, pricing, combos
- Unassisted purchase
- Service – book health tests, upload documents, etc.

Telephone
- Assistance during purchase
- Service coordination – medicals + documentation

Chat
- Assistance during purchase through chatbots
- One-click renewals
- Real-time updates on service & claims requests

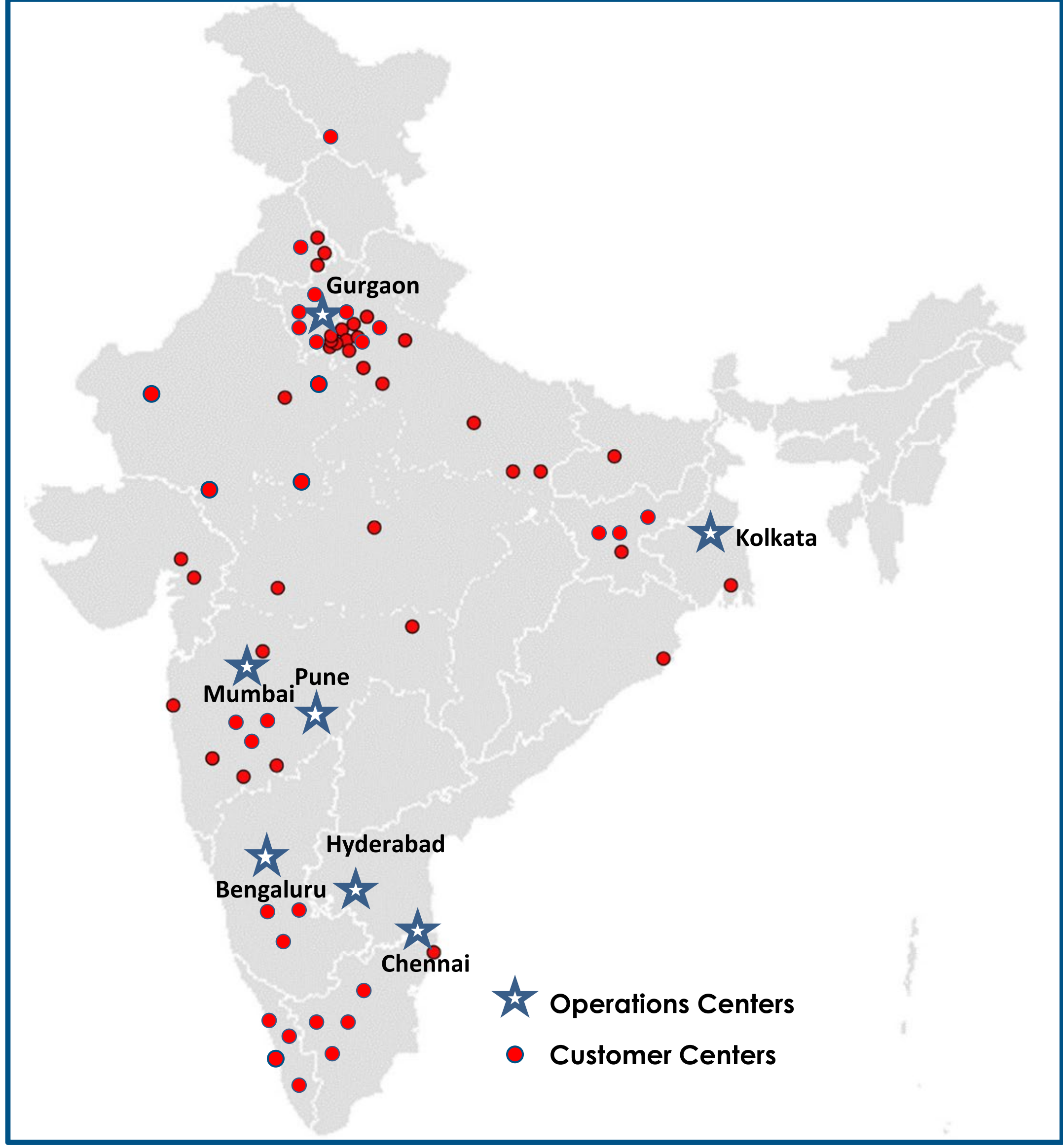
Video Call / Video Uploads
- Higher trust factor
- Video medicals / KYC
- Fraud detection – liveliness scores
- Motor claims

Retail Store
- Walk in purchase
- Human touch
- Service & Claims assistance
- Multiple product purchase & combos

In person
- Convenience of location
- Human touch
- Service & Claims assistance
- Multiple product purchase & combos

Phygital approach: 77 insurance centres in 57 cities

On-ground sales support in 125+ cities, helping convert better



- Omni-channel experience for trust building
- Extension of PB experience from tele-assistance to human-touch & physical accessibility
- One stop solution for consumers who don't want to transact online

Map not to scale, locations indicative of state, only for representation purposes

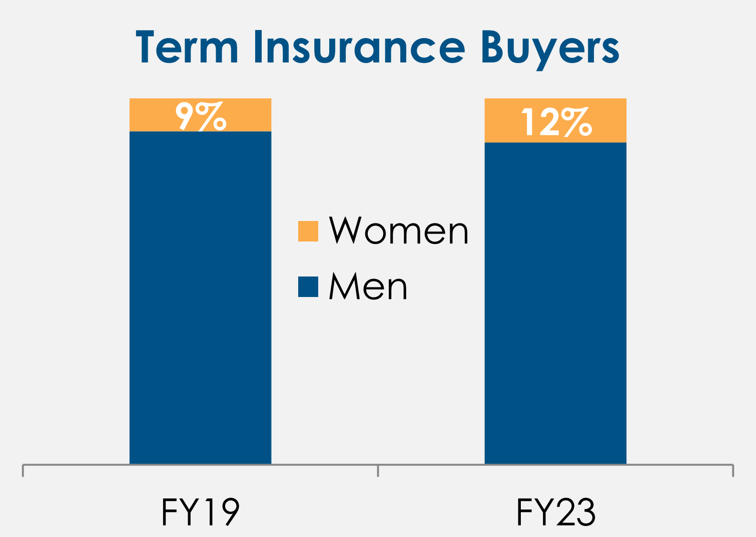
Term insurance

New-age products for all consumers

Salaried consumers

A wide variety of offerings
Zero cost Term Plan

Women, Housewives & Self-employed consumers



- Term insurance plans for housewives with ₹1 Cr Sum Assured
- Special plans for women including Critical Illness Covers like Cervical Cancer, Breast Cancer
- Surrogate underwriting using non-conventional variables for self-employed

NRI consumers

Affordable & comprehensive plans for NRIs and PIOs

Health Insurance

Catering to all insurance needs: Special products

Consumers with Pre-Existing Diseases get Day 1 Cover

Senior Citizen Plans

Riders

- Room Rent Waiver
- Hospital Cash Benefit
- Critical Illness Cover
- Personal Accident Cover
- OPD Care
- NCB protection
- Inflation protection
- Domiciliary hospitalization

Global Health Coverage

Special Maternity Plans

Health Insurance

Unbundled offers & personalized options

Unbundled offers: Choose the features you want !

policybazaar.com™
HAR FAMILY HOGI INSURED

Policy benefits

These benefits are part of your insurance cover. You can check plans as per your desired benefits

- [ ] Pre-hospitalization covered
- [ ] Post-hospitalization covered
- [ ] Day care treatments
- [ ] No claim bonus
- [ ] Restoration benefits
- [ ] Free health checkup
- [ ] Doctor consultation and pharmacy
- [ ] Maternity cover

Apply filters

Existing disease waiting period

It is a time span before a select list of ailments get covered in your policy

- (●) No preference
- Recommended
  ( ) Covered after 1 year
  If you have an existing illness
- ( ) Covered after 2 years
- ( ) Covered after 3 years

Policy period

Selecting a multi-year plan saves your money and the trouble of remembering yearly renewal

- (●) 1 year
- ( ) 2 years
  Save up to 10% on premium
- Recommended
  ( ) 3 years
  Save up to 15% on premium

Savings plans

An assortment of offerings to suit all consumer needs

policybazaar.com paisabazaar.com

Capital Guarantee Solutions

Instant Tax Receipt

Small Cap Fund

Bajaj Allianz — Capital Guarantee Solution

10 Yr Returns	Lumpsum Payout
11.8%	₹1.43 Cr In 2043

Get Details

Last 5 Days Left

New Fund Offer | Current NAV ₹10

Instant Tax Receipt

Discovery Fund

HDFC Life — Capital Guarantee Solution

10 Yr Returns	Lumpsum Payout
11%	₹1.27 Cr In 2043

Get Details

Wealth + Health Solutions

New Launch

Wealth Creation + ₹10 L Health Cover + ₹58.1 L Life cover

Wealth + Health Solution

TATA AIA Life Insurance

10 Yr Returns	Lumpsum Payout
18.6%	₹ 11.4 Cr In 2053

\+ niva Bupa Health Insurance

Health Cover ₹10 L

Guaranteed Plans with return higher than fixed / term deposit

Special plan for pb customers*

Tax Saving ₹5.02 L

MAX LIFE — A Max Financial and AXIS BANK JV

Smart Fixed Return Digital - Titanium

You Give: ₹12 L in 5 Years

You Get (Tax Free): 7.4% Interest Rate; ₹20.6 L In 10 Years

Motor Insurance

Usage based plans: Pay-As-You-Drive

kotak General Insurance

IDV Cover
₹1,14,750

₹ 3,941 →

Save up to 40% more by switching off this 'Meter' policy when not using your car & get a discount on next year's renewal. know more

RELIANCE GENERAL INSURANCE

Car value (IDV)
₹1,20,174

Premium
₹3,772 ~~₹4,385~~
You save ₹739

Change driving limit: 5,500 KM

You'll get a reminder to update the odometer reading just before the policy starts

After payment, upload odometer reading on the Policybazaar app

0010,000

Your car is covered only if it is within the driving **limit of 5,500km**

0015,500

You can get a topup when you are about **to exhaust your yearly driving limit**

0015,501

Motor Insurance

Consumer Connect: Tools & Reminders

policybazaar.com paisabazaar.com

Pay As You Go Insurance Calculator

Which car do you drive?

Search car by brands

Popular brands

MARUTI | HYUNDAI | HONDA | TATA | TOYOTA | NISSAN | MAHINDRA | RENAULT | KIA

Car Depreciation Calculator

Which car do you drive?

Search car by brands

Popular brands

MARUTI | HYUNDAI | HONDA | TATA | TOYOTA | NISSAN | MAHINDRA | RENAULT | KIA

1

policybazaar.com HAR FAMILY HOGI INSURED

Avail 7% early bird discount. Renew your Maruti Swift's policy now.

Current insurer | Incl. 25% NCB discount

digit | IDV ₹4,81,602 | Premium ~~₹5,572~~ ₹5,182 Save ₹390

Your new policy will start from **24 Feb, 2023**

Renew now

2

Just 4 days left! Renew your Maruti Swift's insurance today

Protect your NCB & avoid challan of up to ₹2,000/- by renewing now!

Current insurer | Incl. 25% NCB discount

digit | IDV ₹4,81,602 | Premium ₹5,155

Current policy expires on **23 Feb, 2023** • Your new policy will start from the **24 Feb**

Renew now

3

policybazaar.com HAR FAMILY HOGI INSURED

Your Maruti Swift's insurance expires at midnight. Renew Now!

Protect your NCB & avoid challan of up to ₹2,000/- by renewing now!

Current insurer | Incl. 25% NCB discount

digit | IDV ₹4,81,602 | Premium ₹5,155

Current policy expires on 23 Feb, 2023 • Your new policy will start from tomorrow

Renew now

4

policybazaar.com HAR FAMILY HOGI INSURED

Policy expired! You can still get your 25% NCB discount by renewing now

Current insurer | Incl. 25% NCB discount | No inspection required

digit | IDV ₹4,81,602 | Premium ₹5,155

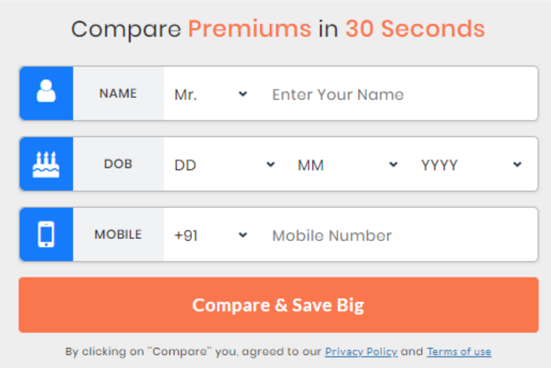
Your policy expired on **28 Dec, 2022**

Renew now

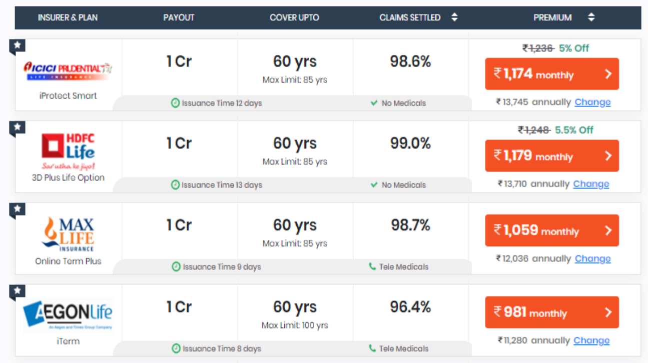
pb Fintech policybazaar.com paisabazaar.com

A data & technology driven approach to change the insurance landscape

User friendly interface assisting customers throughout the lifecycle



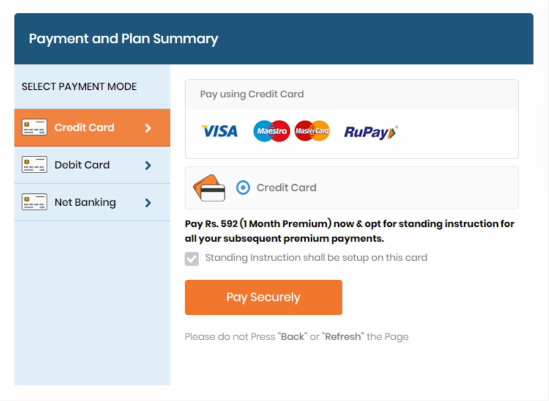
Fill-in customer details



INSURER & PLAN	PAYOUT	COVER UPTO	CLAIMS SETTLED	PREMIUM
ICICI Prudential iProtect Smart	1 Cr	60 yrs Max Limit: 85 yrs	98.6%	₹1,236 5% Off ₹1,174 monthly ₹13,745 annually Change
Issuance Time 12 days			No Medicals	
HDFC Life 3D Plus Life Option	1 Cr	60 yrs Max Limit: 85 yrs	99.0%	₹1,248 5.5% Off ₹1,179 monthly ₹13,710 annually Change
Issuance Time 13 days			No Medicals	
MAX LIFE Online Term Plus	1 Cr	60 yrs Max Limit: 85 yrs	98.7%	₹1,059 monthly ₹12,036 annually Change
Issuance Time 9 days			Tele Medicals	
AEGON Life iTerm	1 Cr	60 yrs Max Limit: 100 yrs	96.4%	₹981 monthly ₹11,280 annually Change
Issuance Time 8 days			Tele Medicals	

Compare products across insurers

Self video inspection (Motor) or Telemedical (Life / Health) or upload docs

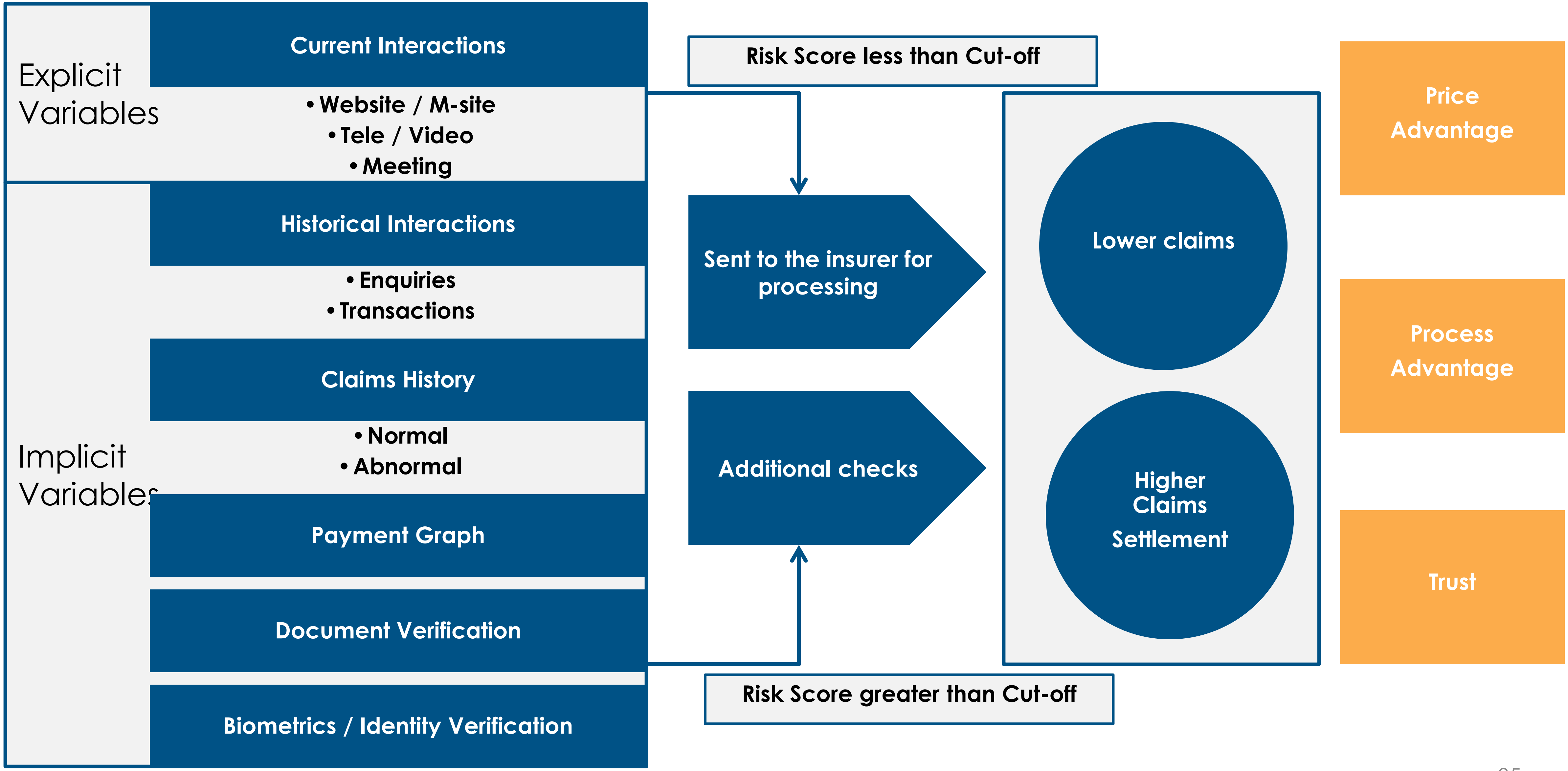


Easy payment process

Unique customer journey through Chatbots

- ✓ Handles customer queries resulting in faster fulfilment
- ✓ Response within a minute
- ✓ Increased Unassisted Share of Business

PB Risk framework used to detect fraud



Customer Centricity is the key for us – reflective in 88% CSAT

Service Experience

- Pre-fill KYC details using CKYC and eKYC integrations, a central system for multiple purchases
- Medicals done at home enabled by insurer partners using dedicated Phlebotomists
- Automated documentation and other processes using tech, system based endorsements
- Use of mobile phone app-based videos for motor insurance surveys

Relationship Management

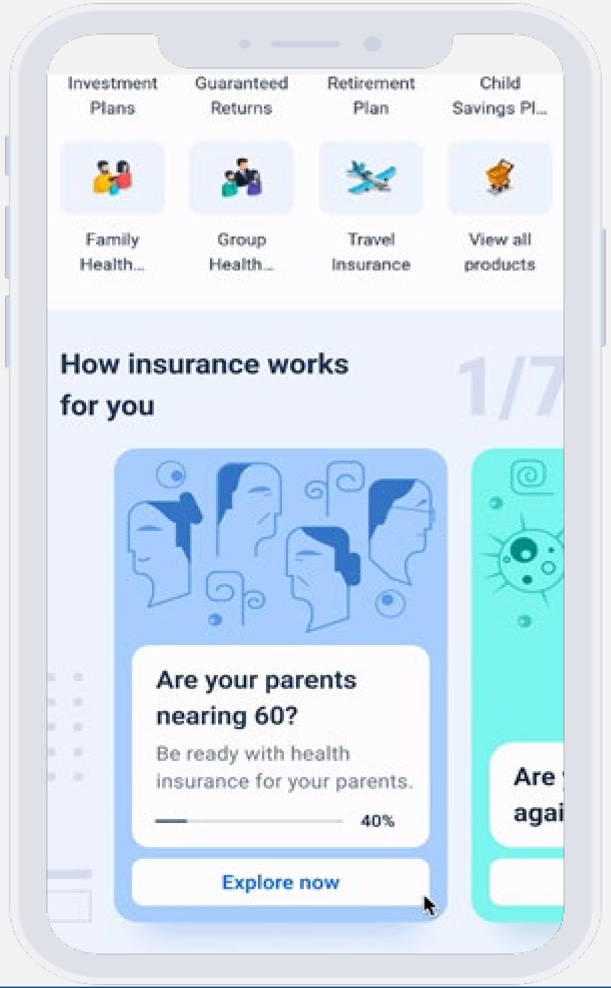
- 360 degree view
- Centralized KYC documentation
- Nominee management
- Easy renewals, add-on / rider purchases, cross-purchases

Claims management

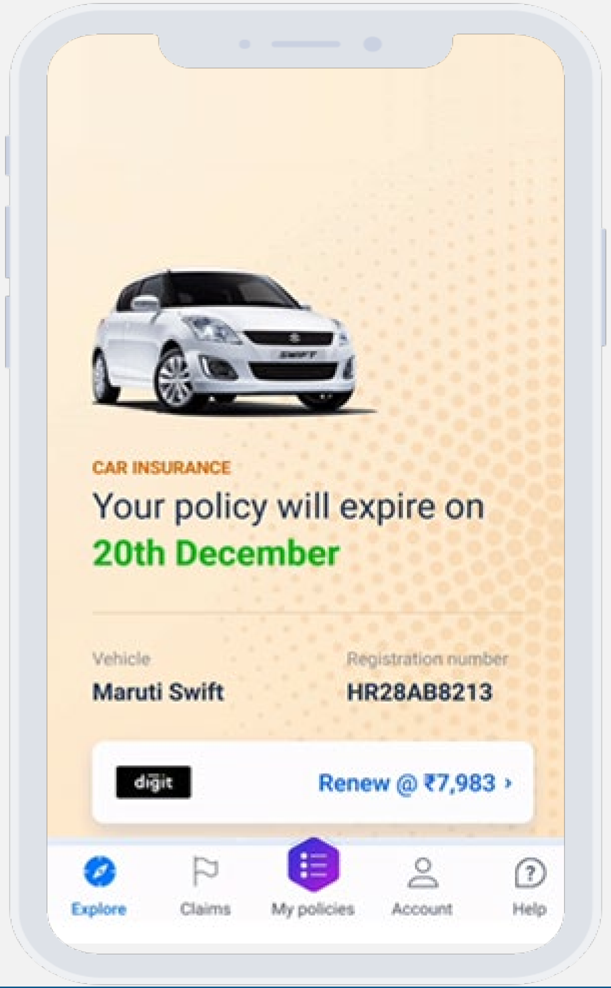
- On-ground support for Health & death claims in 114 cities
- App-based claims assistance during motor insurance claims, seamless coordination with consumer / surveyor / garage / insurer
- Assistance at the time of maturity for savings products

A wholesome experience in the App

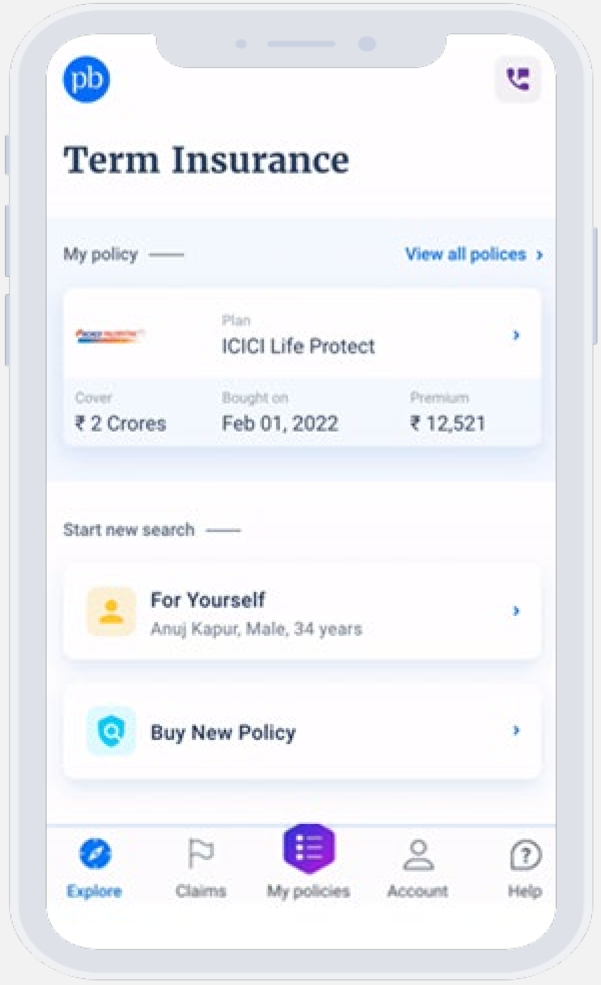
Consumer Education / Awareness



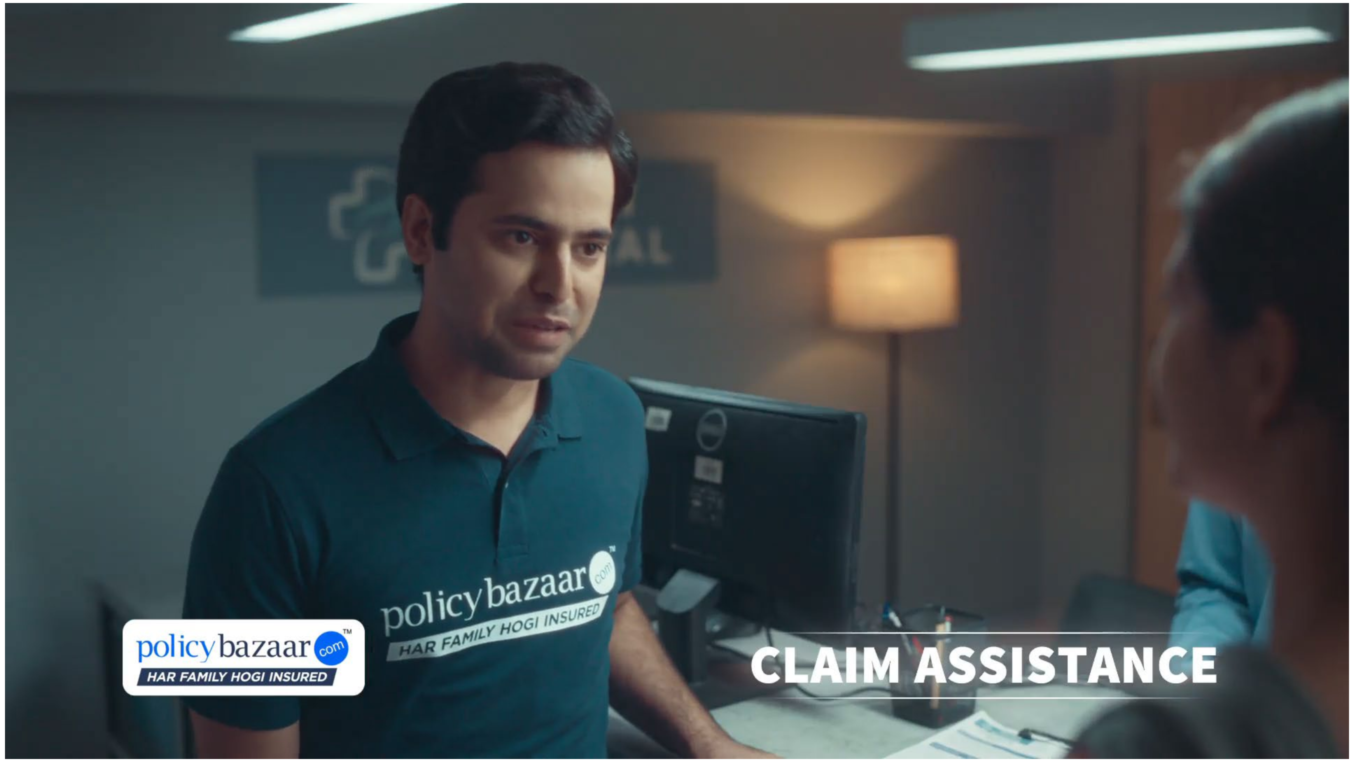
Renewals



Policy Management



Claims Assistance: popularized through media campaigns



Claims Assistance

On-ground dedicated assistance at the time of claims

Term Insurance Claim

A term insurance claim is filed by the policy beneficiary to the insurance company in order to avail of the death benefit in case of the policyholder's unfortunate demise.
A majority Read more

₹102 Crore Claim assisted in 2022-23

Free Dedicated Claim Assistance

Policybazaar Guarantees claim support for your family

Know more

	Claim Beneficiary	Policybazaar Executive
Jorhat, Assam	Mr. Mishra	Mr. Roshan
Ludhiana	Mr. Pandey	Mr. Kunal
Mohali	Mrs. Narang	Mr. Sandip

Do you Need
Insurance **Claim Assistance?**

Don't worry, we are here to help you.

To learn more about the claim process, please select a product:

- Term Insurance
- Health Insurance — Availble 24x7
- Motor Insurance — Availble 24x7
- 2 Wheeler Insurance
- Travel Insurance

On-ground support in 114 cities
Walk-in stores in 57 cities

Dedicated relationship manager
for online & offline support

Free grief support programs
For beneficiaries of term insurance
in case of an unfortunate demise

Claims Grievance Redressal Day

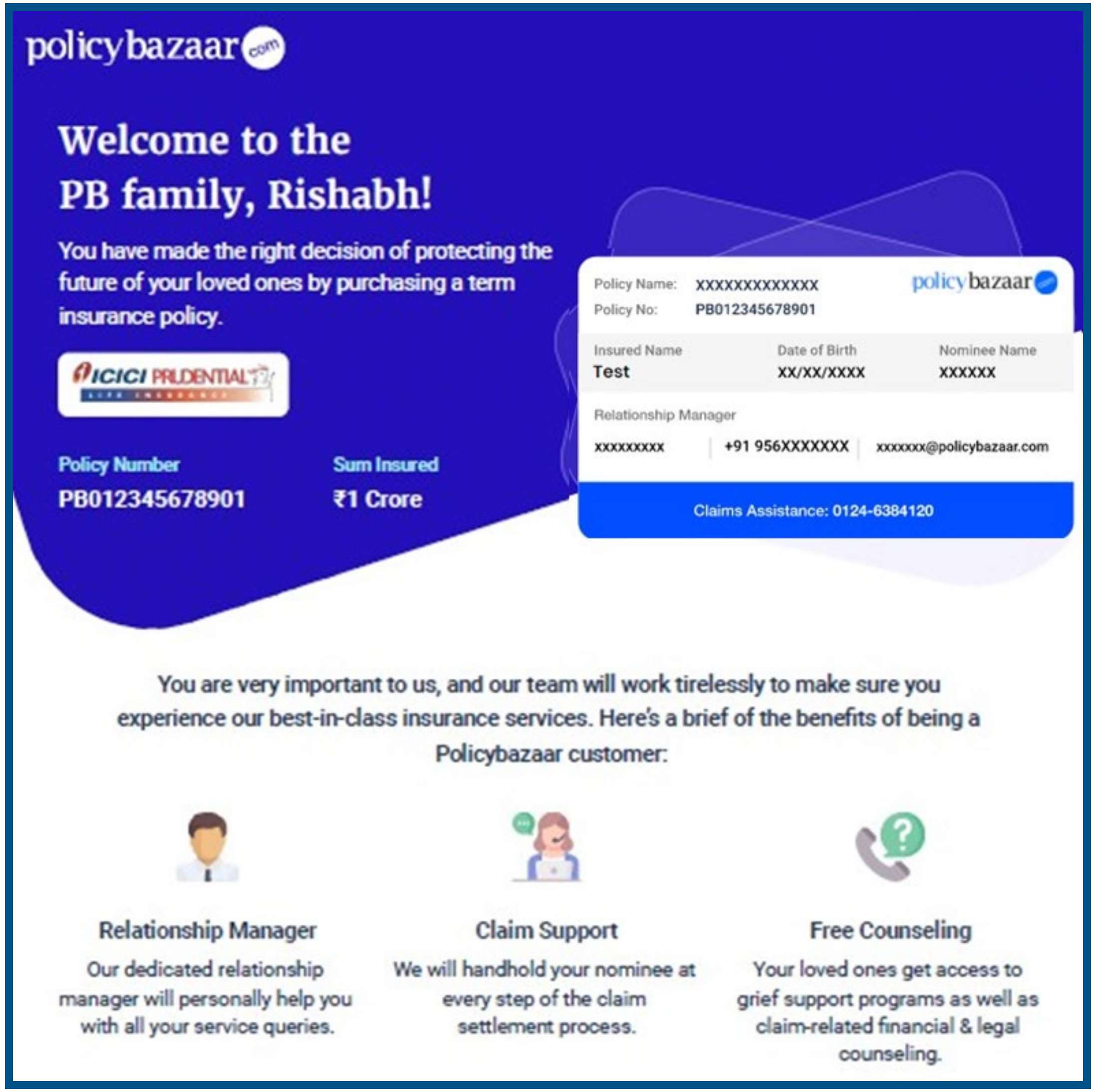
Claims Samadhan Diwas

Real-time re-assessment of repudiated / rejected claims
In a tripartite conversation with the insurance partner, consumer and Policybazaar

Garnering consumer trust by assisting during the moment of truth – claims
Receiving thousands of appreciation / gratitude emails from consumers every month

Claims Assistance

Handy kit for claims



Physical card sent to the customer, which they can safely keep with themselves or with the nominee

Awards & Recognition

Best Claim Support Initiative for Claim Samadhan Diwas
Silver Feather Awards

Best BFSI Brand for PB Paap vs Ghor Paap
Prime Time Awards

3 winning entries out of 4
Indian Marketing Awards

Best Insurance Broker
Banking Frontiers InsurTech Awards

Best use of consumer tech for PB Meet
ETBFSI Awards

paisabazaar.com

Large, underpenetrated & growing retail lending industry; digital growing faster

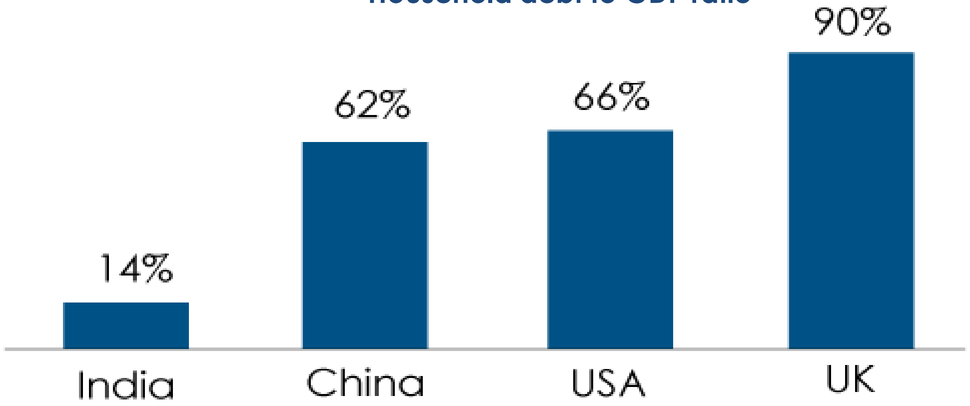
Large Consumer Credit Market#..

~8.5 Lac Cr
Loans disbursed
(Annualized)

~2.7 Cr
Credit Cards issued
(Annualized)

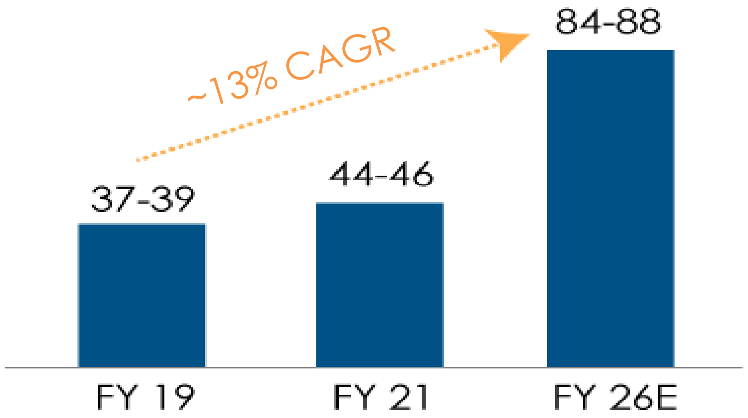
..is underpenetrated

Household debt to GDP ratio^

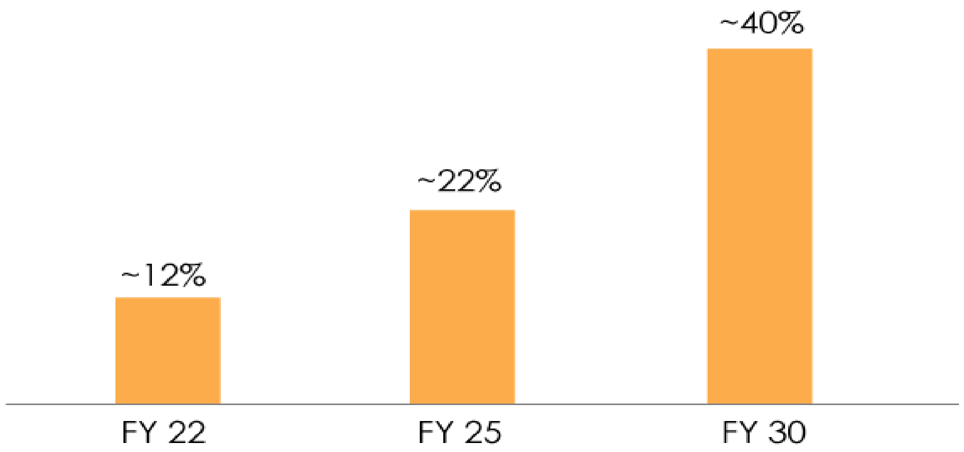


Growing fast..

Consumer credit market* (lakh cr.)



..with an increasing share of digital*



#Management estimates ^CEIC data *Google Temasek & Bain report 2023

Paisabazaar offering consumers wide choice & ease of comparison

Solving structural problems by keeping consumer at the core

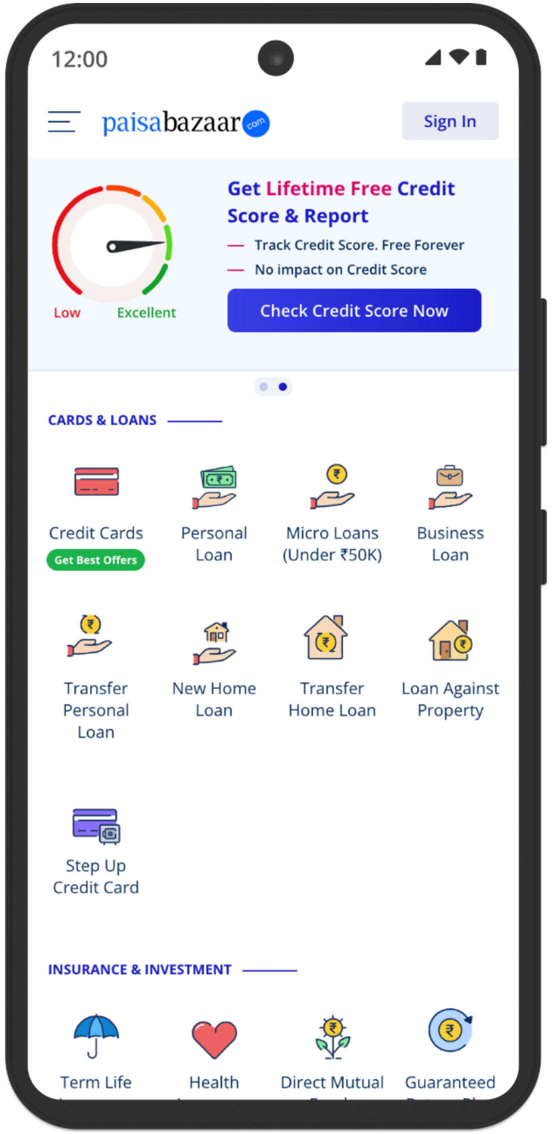
Consumer Pain-points

- Difficult to find best offer
- Lack of transparency, fairness
- Lack of assistance
- Delays & intensive paperwork

Paisabazaar Advantage

- **Transparent & Neutral Comparison**
  Credit offers from 65+ partners
- **Relevant Offers Rank-ordered**
  Powered by SmartMatch
- **End-to-end assistance**
  With 'right', personalized advise
- **Seamless onboarding**
  E2E digital processes, instant approval

Paisabazaar: Platform of Choice for India's credit needs



- Independent, unbiased & transparent platform with E2E assistance
- Best offers always, including Bank Pre-approved offers
- Industry-first SmartMatch algo to help find most relevant offers
- >14%* of India's active credit score^ consumers on Paisabazaar
- ~9%* of Credit enquiries in India happen on Paisabazaar

^ Consumers having at least 1 active trade line
* Management Estimates

Paisabazaar: India's largest comparison platform for credit products

~21 Lacs
Monthly Enquiries (credit products) ^

~19 Lacs
Transactions ARR$

Consumer enquiries^ from
1,000+ cities

India's largest credit score awareness initiative

~3.7 Cr
Credit Score consumers$

19.7 Lacs
New consumers added in Q1FY24

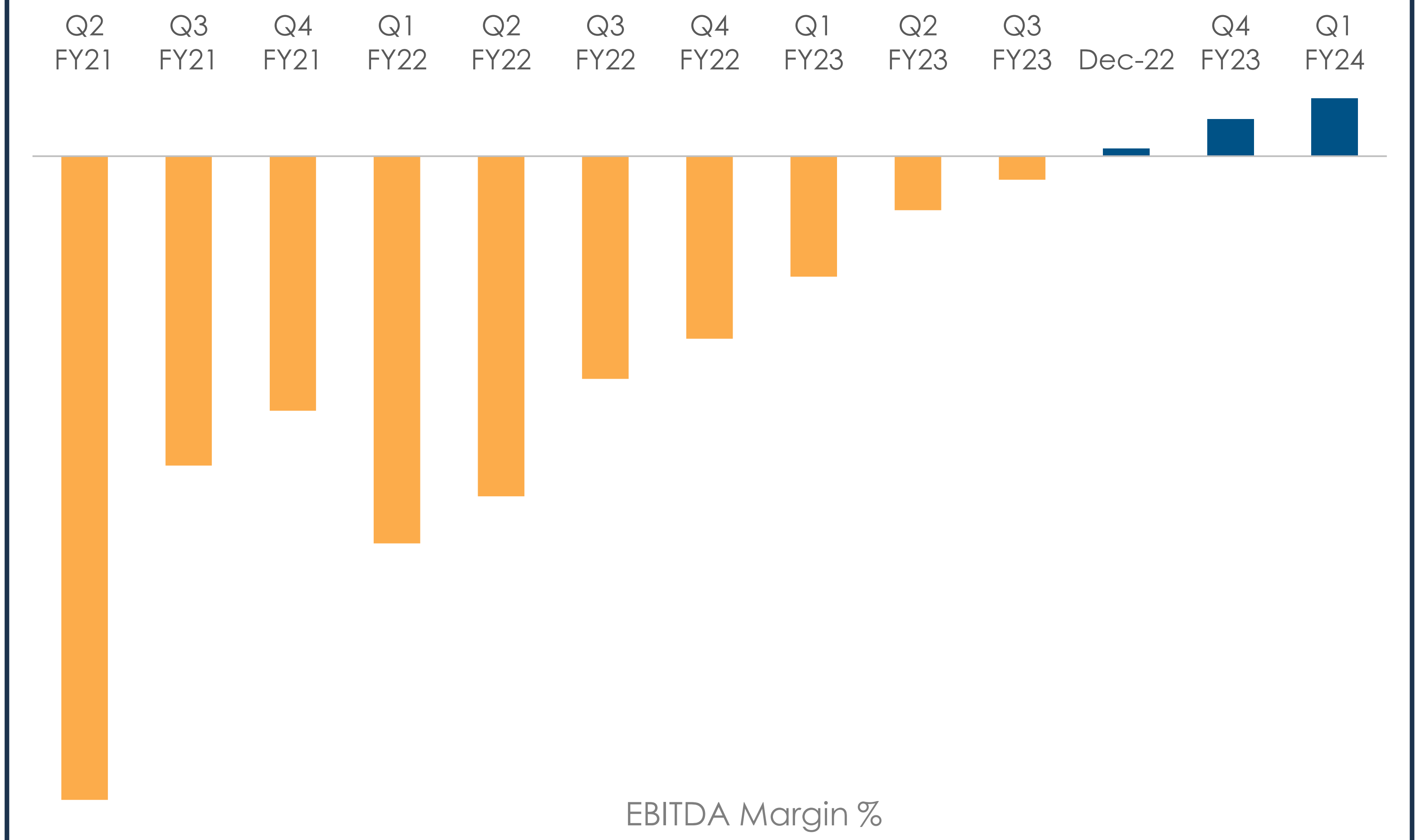
~₹16,000 Cr
Loan disbursals ARR*

~5.8 Lacs
Credit Cards issued ARR*

Acquiring a consumer every ^
~4 seconds

$ Data pertains to Jun-23
^ Data pertains to Jul-23 (Estimate)
* Jul-23 Estimated annualized run rate

Adjusted EBITDA positive since Dec-22; consistently improving margins



Improved processes, better offerings & higher conversions leading to sustainable margins

Continued investments in brand, product & tech to improve margins

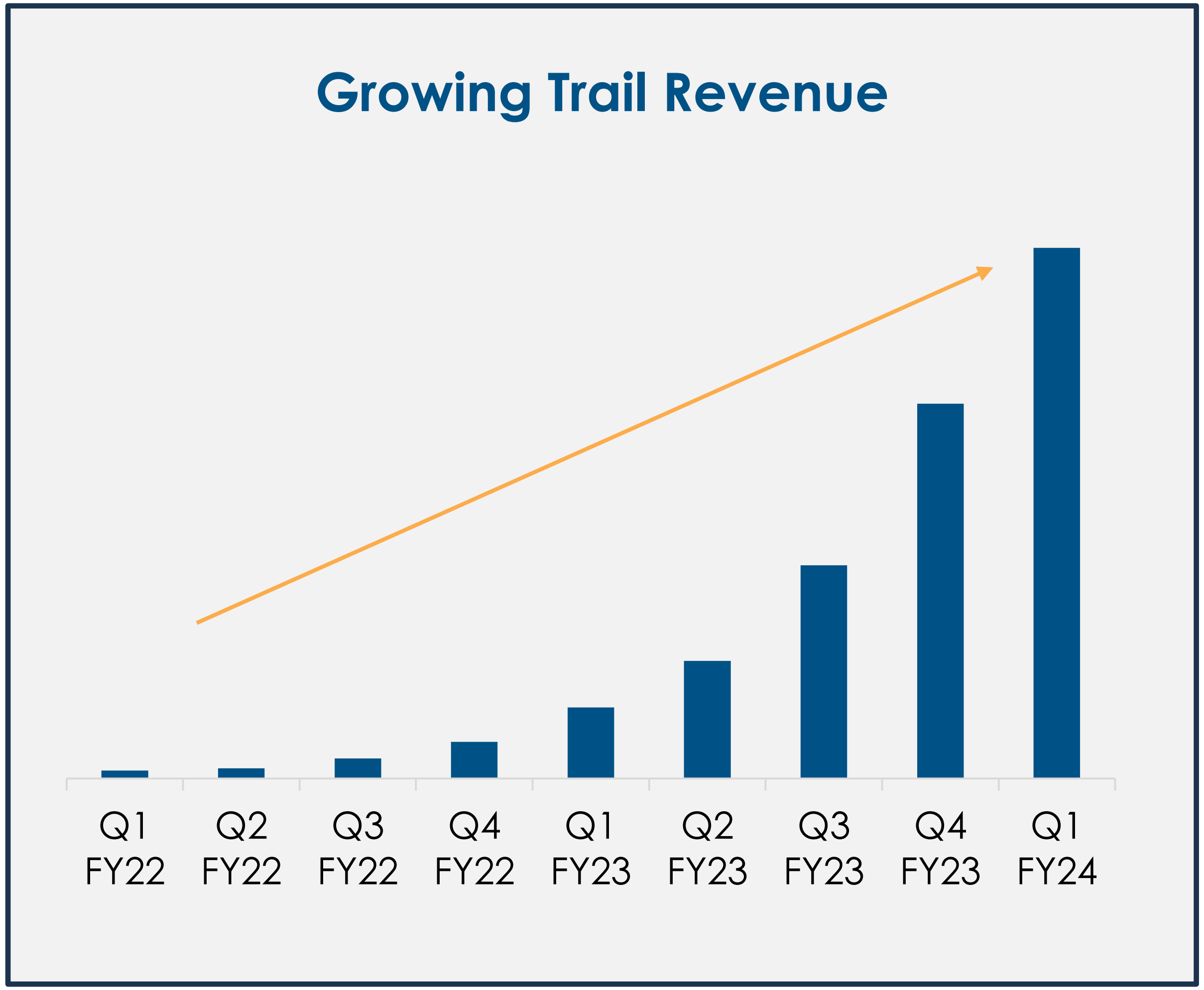
Co-created products driving trail revenue stream

Building sustainable trail revenue, driven by co-created products

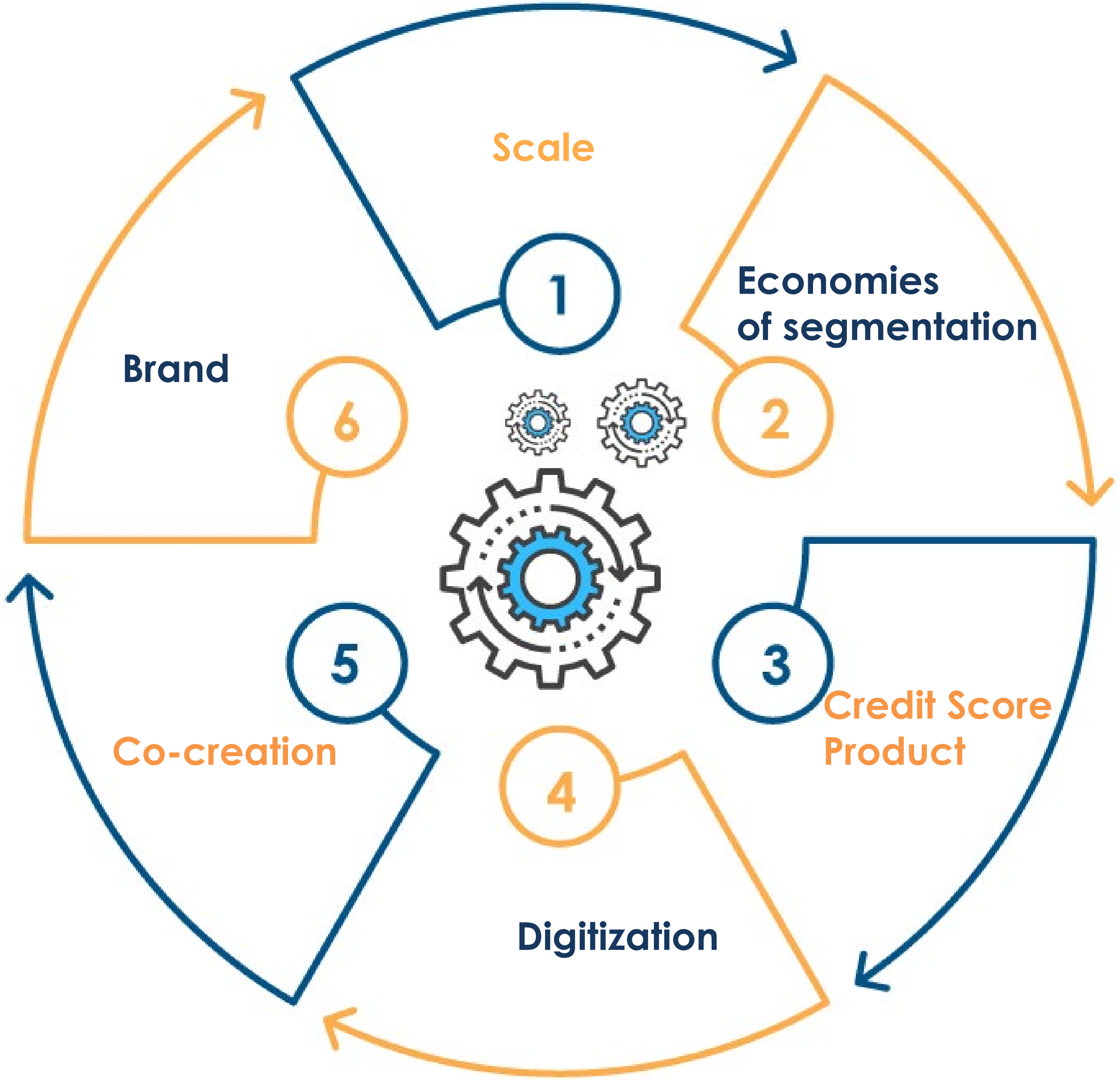
Building trail revenue, accrued over a period of time, in addition to acquisition commissions

Trail revenue improving robustness & margins for the business

Steadily transitioning to trail revenue model, through deep partner engagements

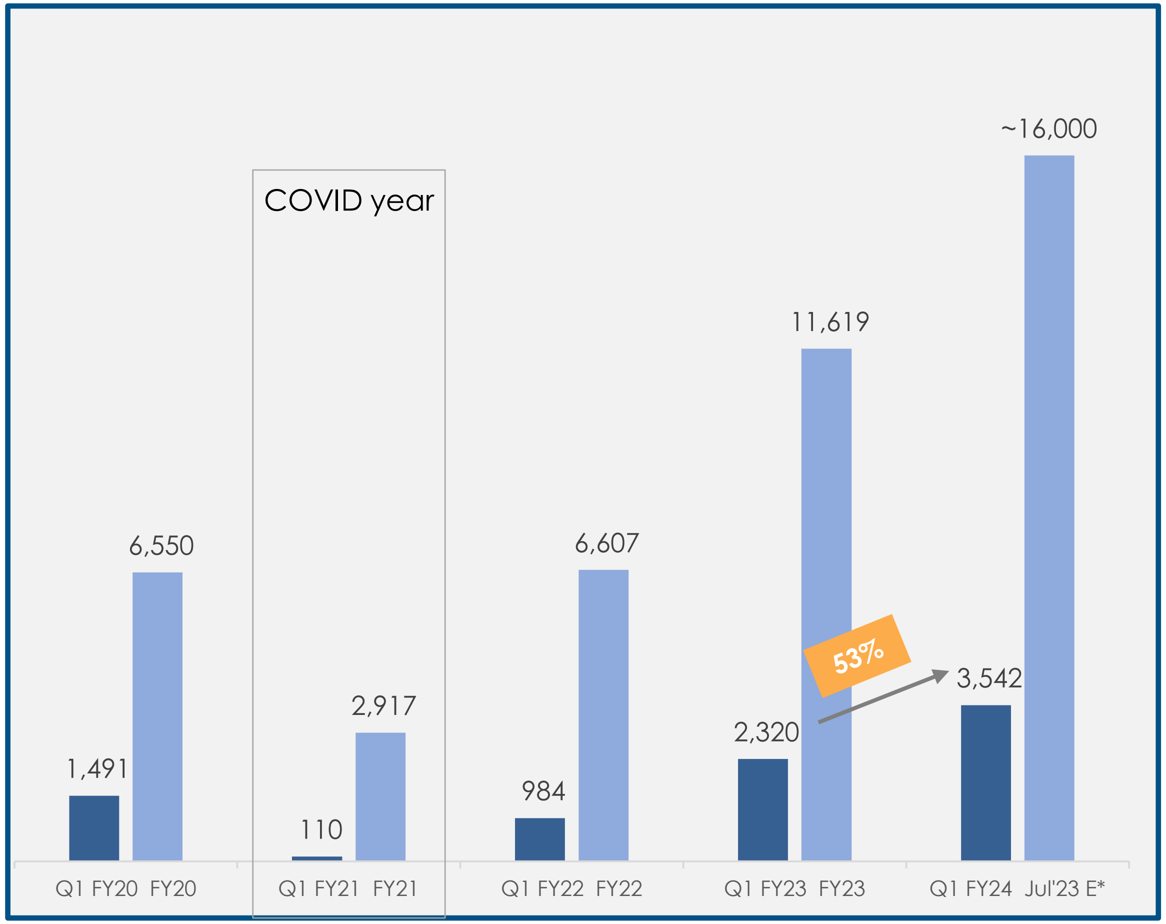


Continued focus on moats that help us compete, differentiate & win



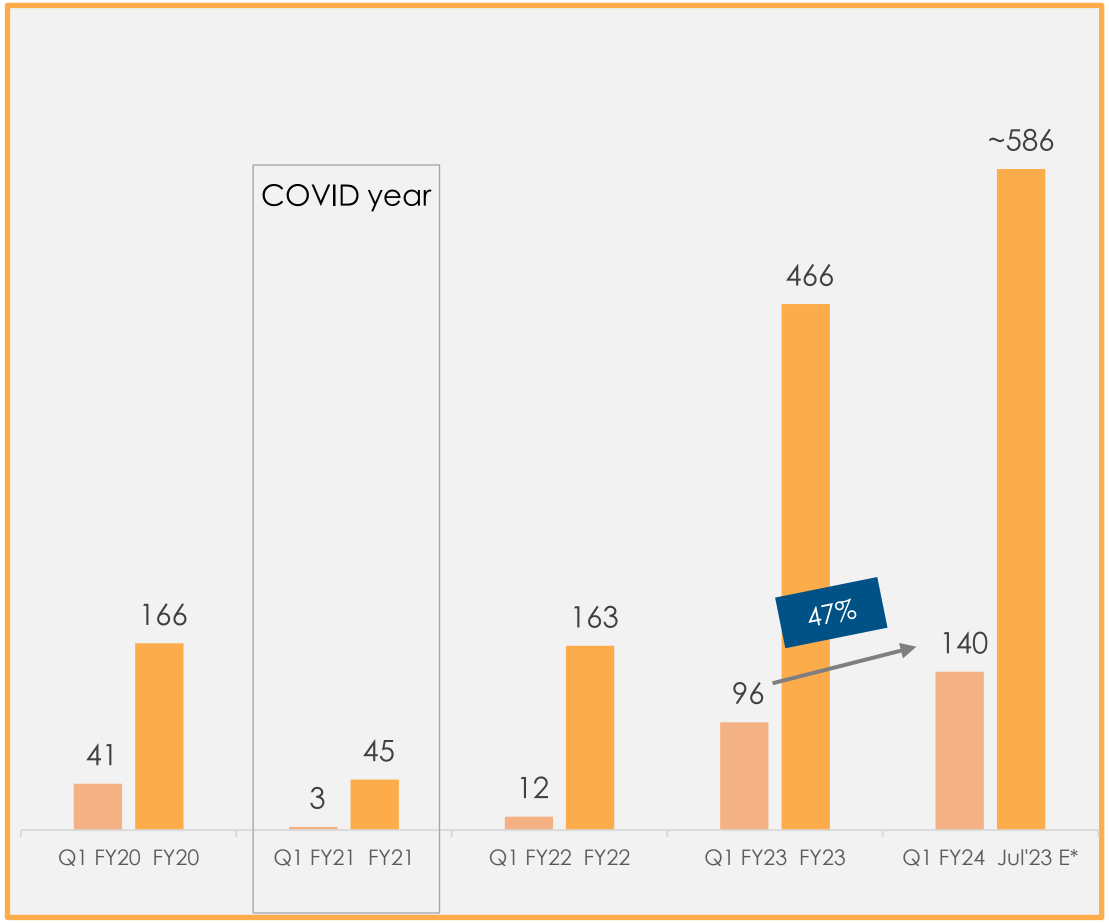
1 Scale: Q1 disbursals grew @ 53% YoY; Card issuance @ 47% YoY

Disbursals (₹ Cr)



**Jul'23 Estimated ARR*

Credit cards issuance (k)



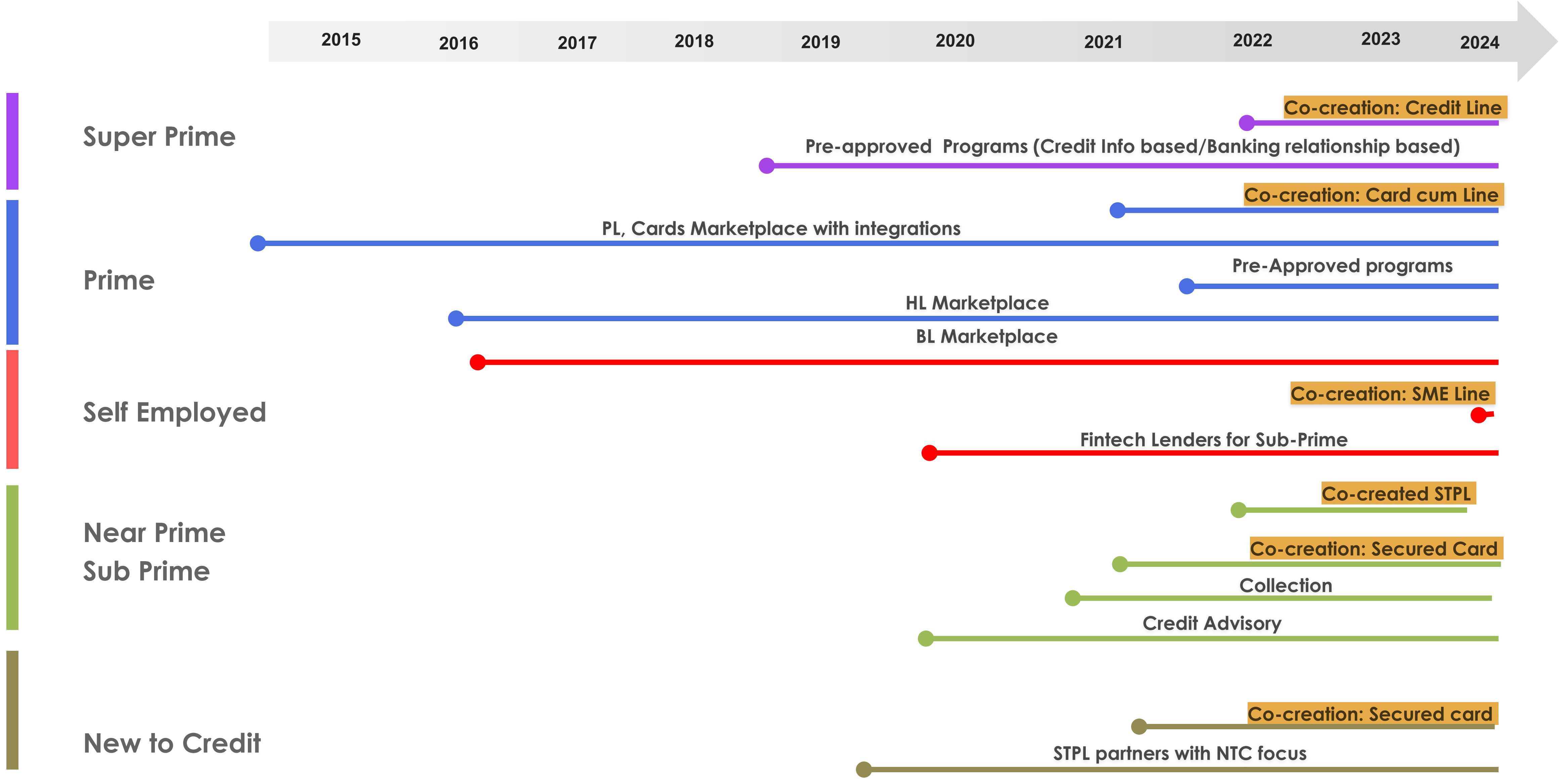
**Jul'23 Estimated ARR*

Credit Card issued prior to FY21 are management estimates policybazaar.com paisabazaar.com

pb Fintech

2 Depth & width of product offerings across all credit segments

Helping drive economies of segmentation

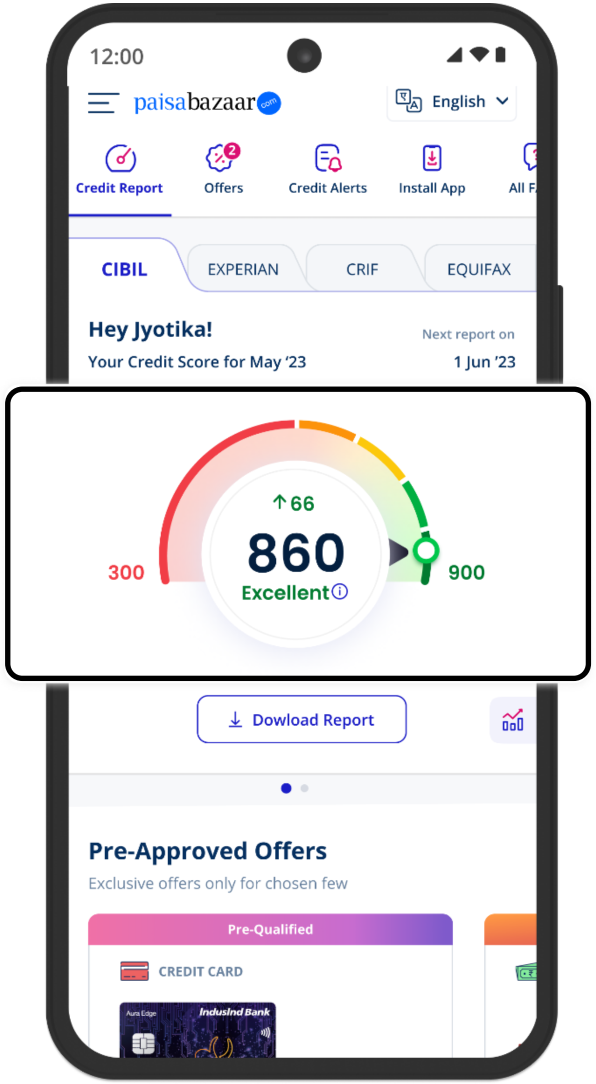


3 Driving India's largest Credit Awareness initiative

FREE for Life
with monthly updates

Digital process enabling
ease of access

Segmentation & offers basis
proprietary algo



Access to credit score from all
4 Credit Bureaus

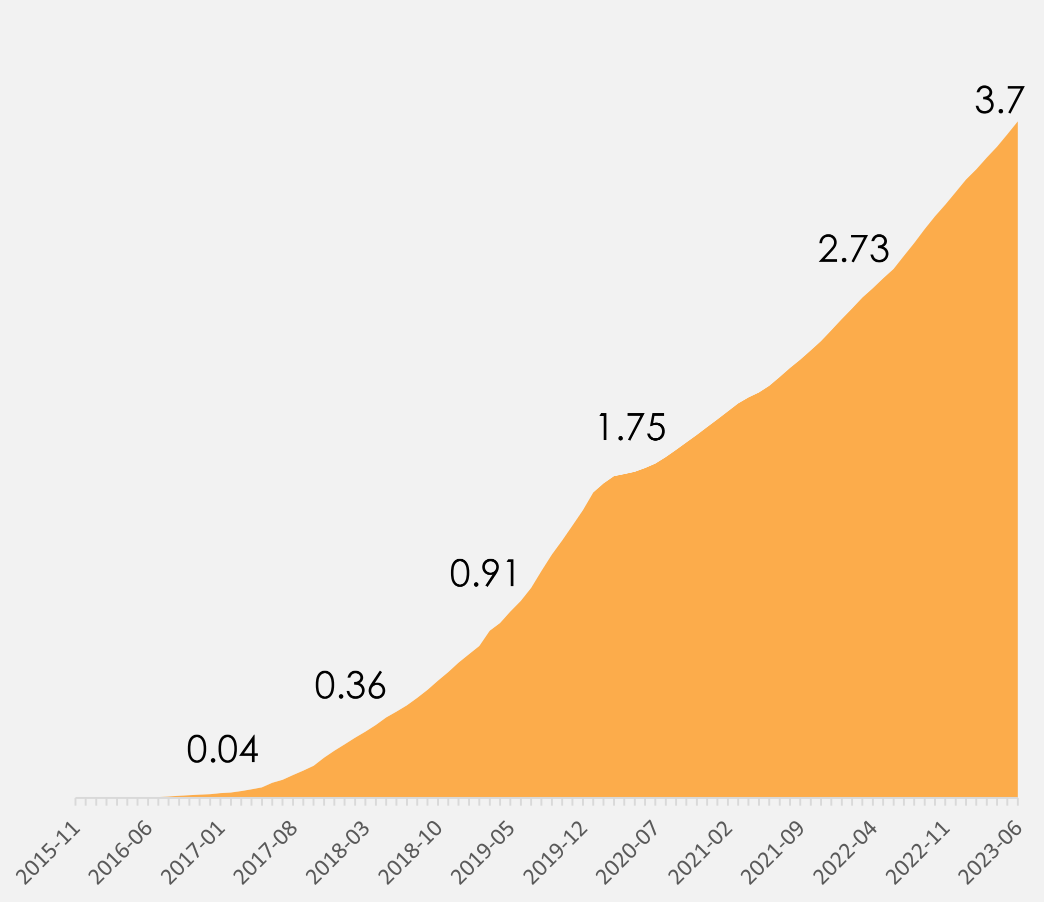
Credit Report in
5 Languages

English | हिंदी Hindi | मराठी Marathi | ಕನ್ನಡ Kannada | తెలుగు Telugu

Advisory & Alert
Services for credit impaired & New-to-credit users

Credit score: Deep analytics driving product innovation & monetization

~3.7 Cr consumers have accessed credit score



Analytics & segmentation-led sharp X-Sell offers; Building strong revenue per consumer

Engagement Segmentation \ Credit segmentation	New to Credit	Sub - prime	Prime	Super-prime
Sleepers	0.2X	0.6X	1.5X	
At-risk			3.4X	
Core Active	0.3X	1.3X		4.6X
Engaged				

X= Revenue per customer

Driving Credit Score awareness & responsible credit behavior in the country

Creating social impact across Bharat at scale

Consumers from **823 cities** have accessed their credit score
6X growth^ in Tier 2 & 3 cities

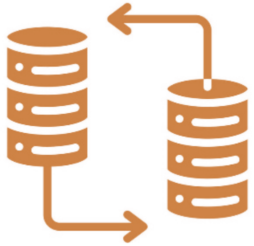
~58 Lac consumers **increased their score by 25 points*** post tracking credit score

~58% consumers **purchased at least 1 credit product** within 6 months post tracking credit score

~ **1Cr** consumers **paid off** 60 days or more **outstanding debt** post score check

Management Estimates
^ From Apr'18
*Over a period of 6 months from Apr'22

4 **Digitization took off post-Covid; built Digital Stack to stay ahead**

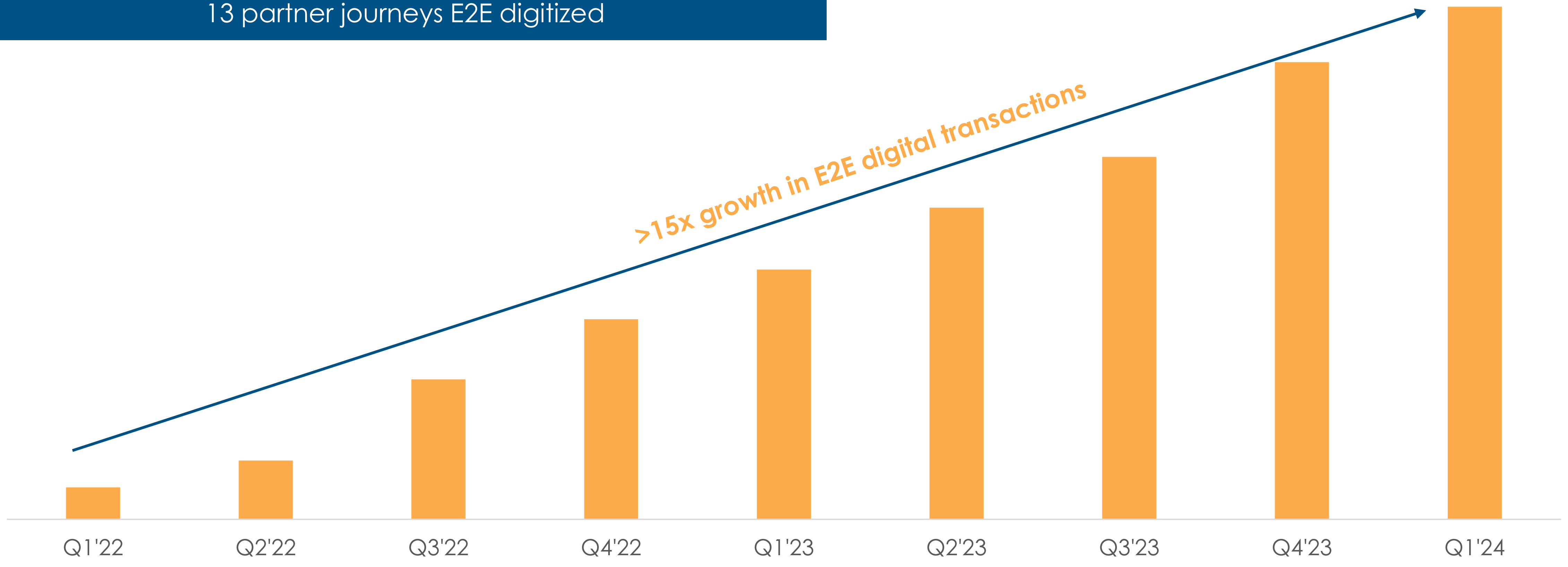
Pre-COVID	**Since 2020**	
Physical, broken processes plagued the industry	**Ecosystem has taken decisive steps towards digitization**	**Paisabazaar built Digital Stack to stay ahead of the curve**
		
Higher **TAT** + poor **CX**	**vKYC** allowed for **non F2F customer** identification	**End to end** – all steps
COVID was a **wake-up call;** lending activity **stalled**	**cKYC, Digilocker** have become mainstream	**Configurable, DIY** & ready to deploy via APIs
	AA wheels starting to turn	**Compliant** with Digital Lending Guidelines

Digitization play becoming significant: E2E digital transactions growing

Credit cards is moving fast; >75% transactions E2E digital

Unsecured loans following; ~44% transactions digital

13 partner journeys E2E digitized



Tech-data infrastructure like Account Aggregator, CKYC will further strengthen digitization

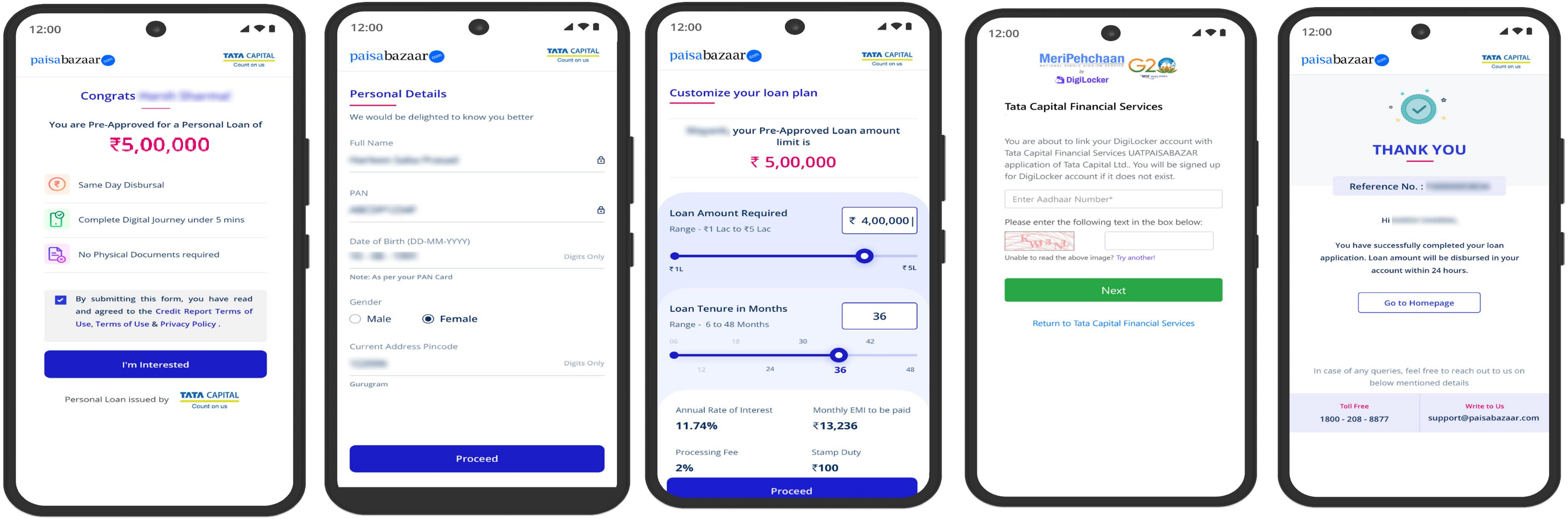
Digitization Case Study : Best-in-class CX with Tata Capital using Digital Stack

Seamless Process

1.Details Verification and Loan Offer Selection

2. KYC (CKYC/Digilocker+Selfie)

3. Loan Disbursal



Same Day Disbursal

End-to-End Seamless Experience

5

Co-created strategy driven by strong consumer needs/market gaps

Deepen lending ecosystem play and capture LTV

Expand the market
Serving credit-starved segments

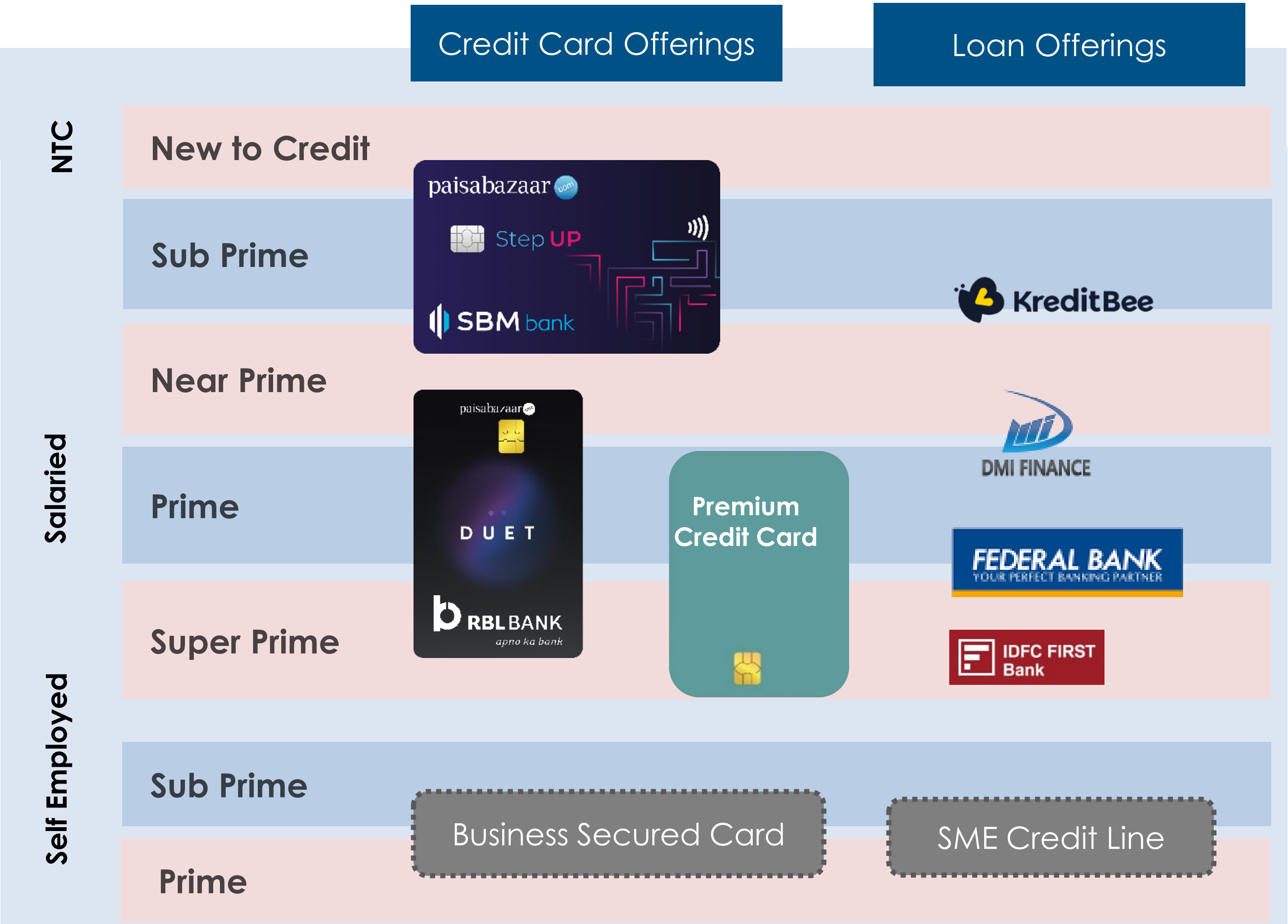
Seamless Customer Experience

Innovation in Product
Propositions solving consumer needs

Higher LTV per customer
Trail revenue stream through lifetime

Brand building
Deeper engagement with consumer

Creating a comprehensive product suite across need/segment gaps



Products for future development

Product Innovation - Duet Credit Card
- Credit Card-cum-Line
- Cashback on all spends

Expanding Supply - StepUp Credit Card
- Instant Virtual Card
- Starts at 5k, Limit upto FD amount

Product Innovation - Credit Line
- Full flexibility of withdrawal, payback
- Pay as you use

Loans for underserved segments
- STPL (Small Ticket Personal Loan)
- FMCG of Lending

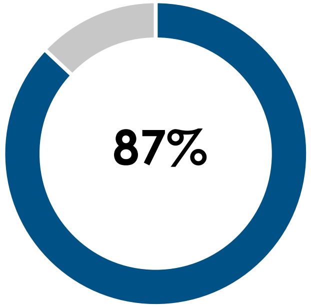
Products for future development
- Premium Credit Card
- SME Credit Line

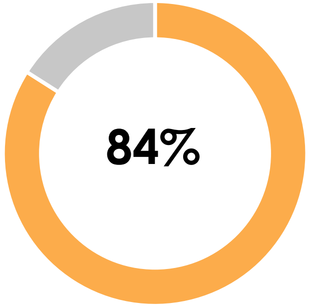
policybazaar.com paisabazaar.com

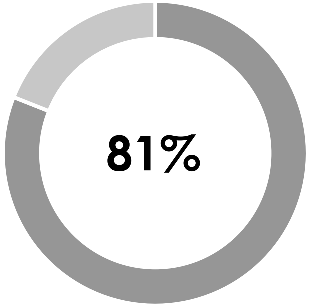
One of India's most loved financial services brands

High 'Top-of-mind' recall for Paisabazaar across categories

Loans | **Credit Score** | **Cards**





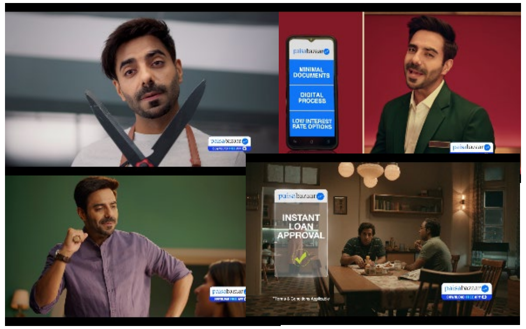


Survey by white canvas, Apr'23

Evolution from a young Brand to Market Leader

Transactional messaging
by a young Brand

Expert Advise
by a trusted Market Leader



#PaisonSeBadhkar Stories
Creating some of the most loved ads

162 Million views

21 awards

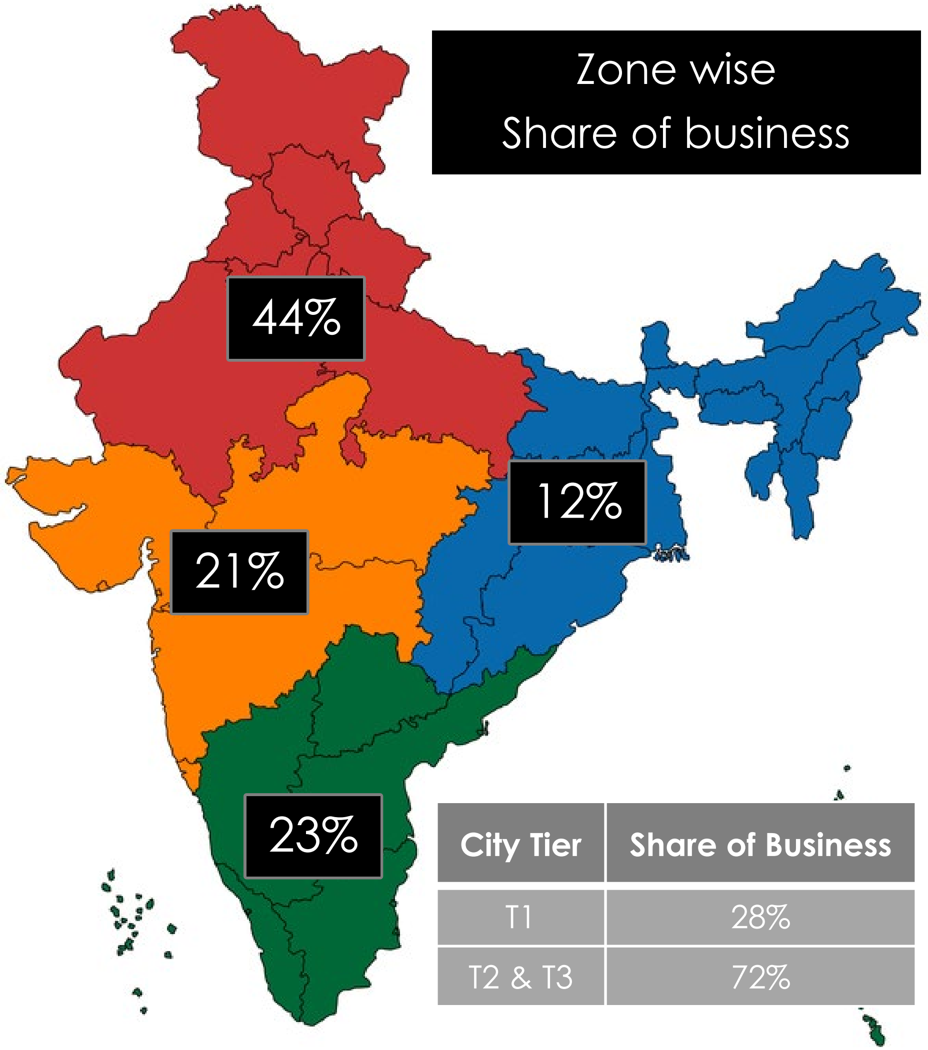
SPOTT Awards '22 | campaign /DigitalCrestAwards/ | NYX AWARDS | MARKETERS' XCELLENCE AWARDS | ZEE 2023 KYOORIUS CREATIVE AWARDS

New initiatives

PB Partners

Sustained market leadership & Increasing efficiency

- A platform for independent sellers of Insurance and other financial products
  - Enable sellers to sell across Products and Suppliers via an app
  - Tech based platform for Research, Issuance, and Customer Management
- Market Leadership in Premium as well as technology platform
- Highest proportion of non-motor business in the industry
- Improvement in sales & marketing efficiency
- Expanding reach in the country
  - Present in 15.4k pin codes out of 19.1k pin codes in India
  - Tier 2 & Tier 3 cities contribute 72% of the business



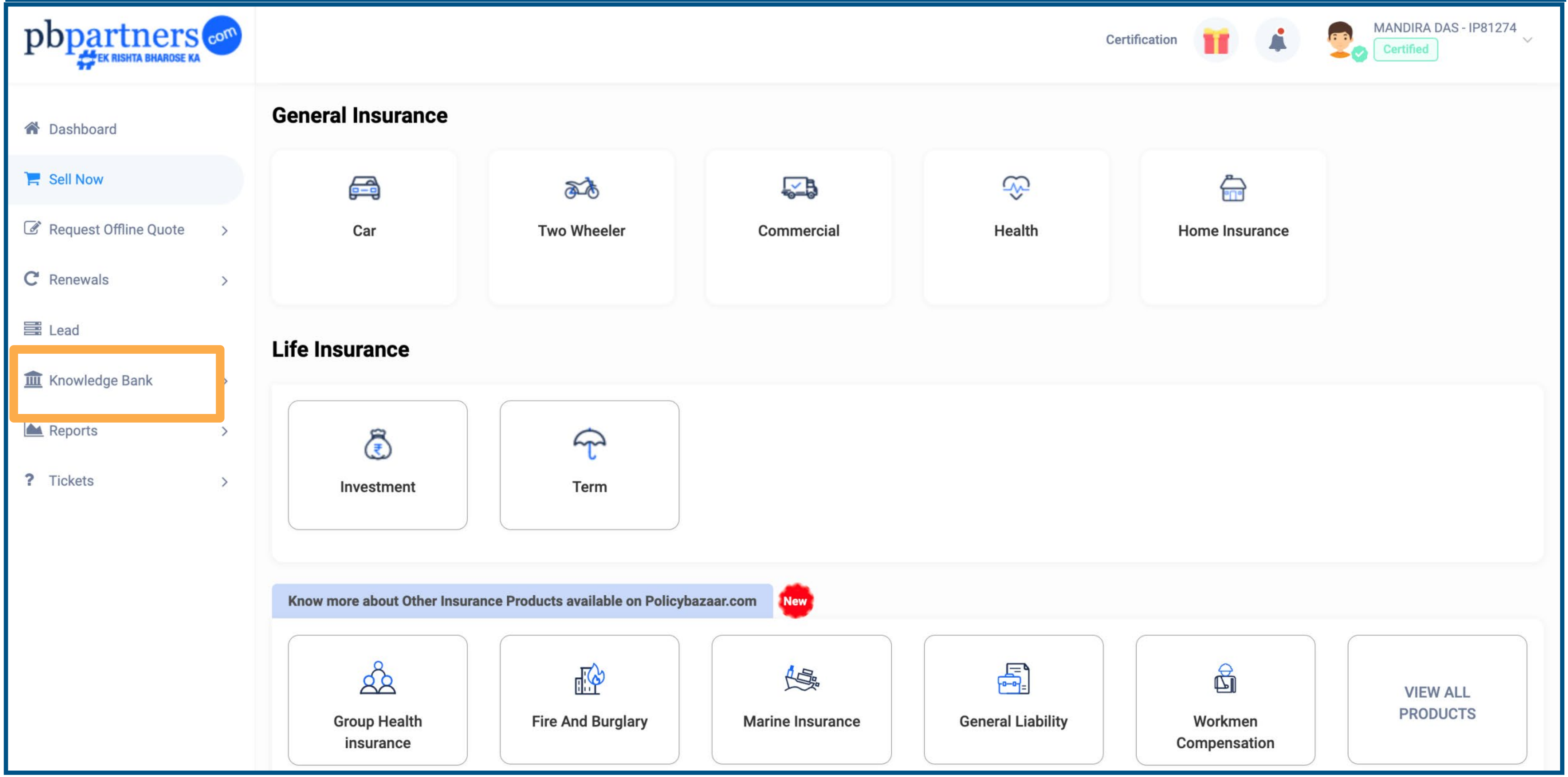
City Tier	Share of Business
T1	28%
T2 & T3	72%

PB Partners

First-in-industry tech initiatives

policybazaar.com paisabazaar.com

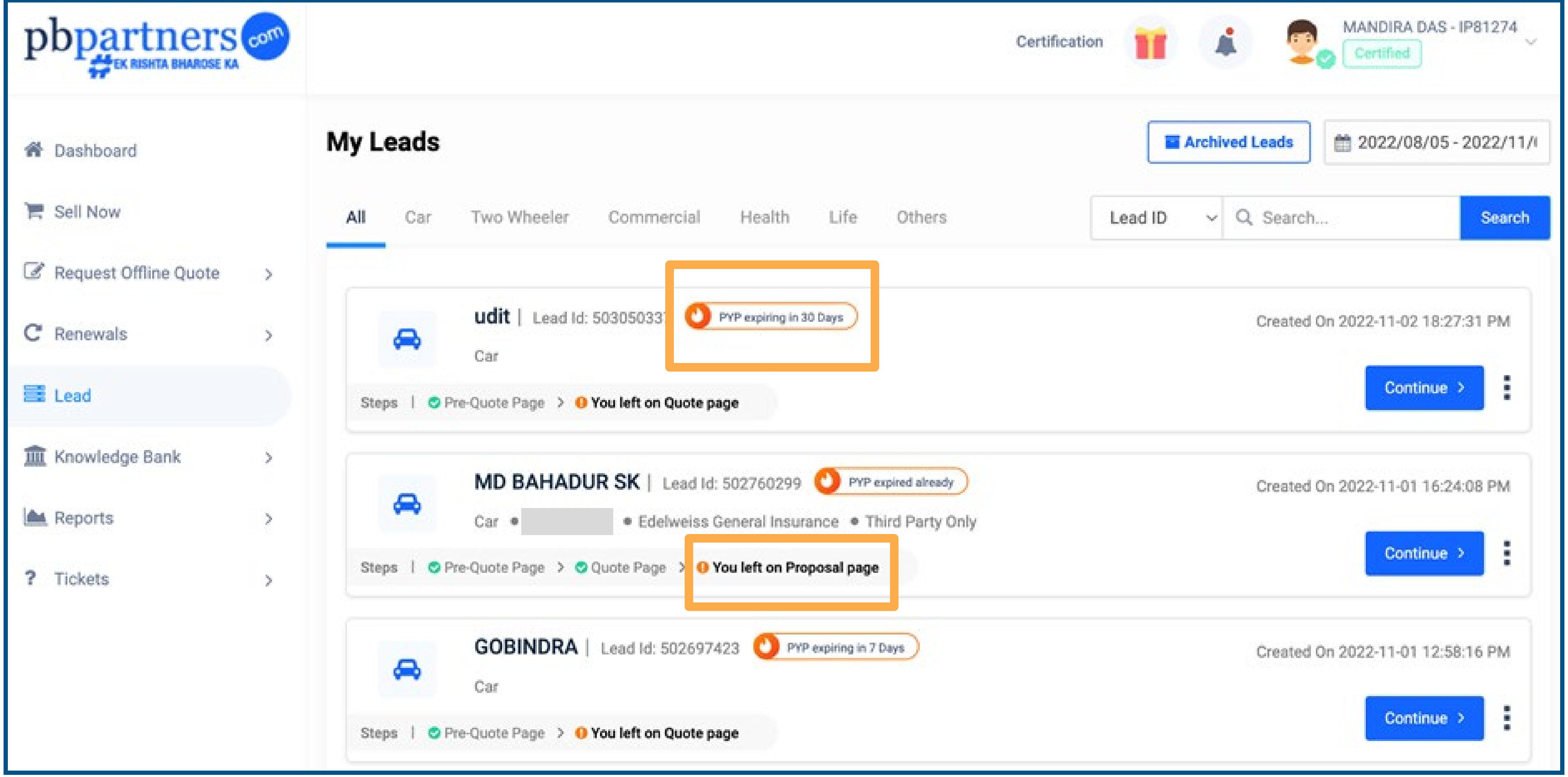
Improving the breadth of product offerings, supported by sales training



PB Partners

First-in-industry tech initiatives

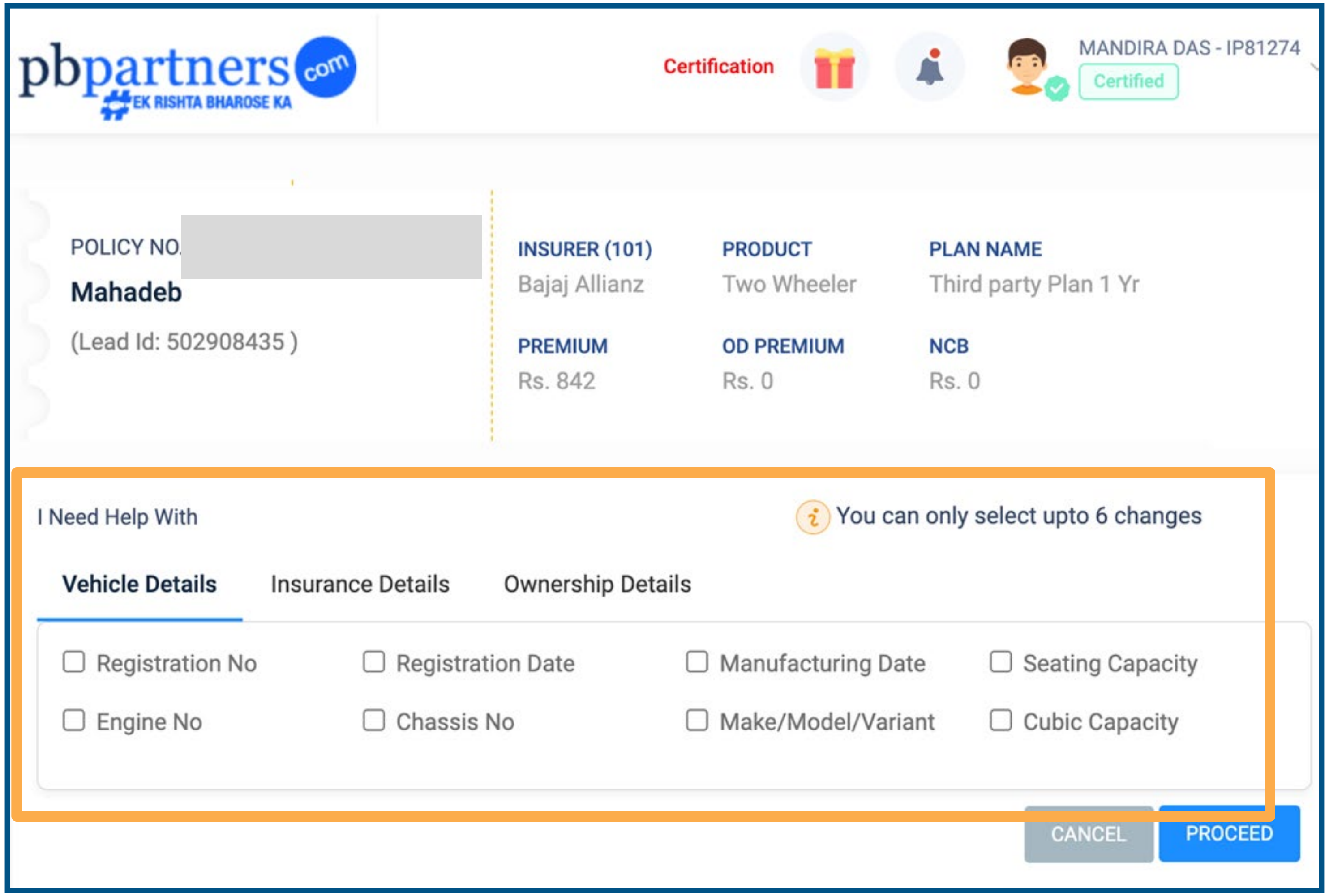
Simplified Consumer Life cycle management using the platform

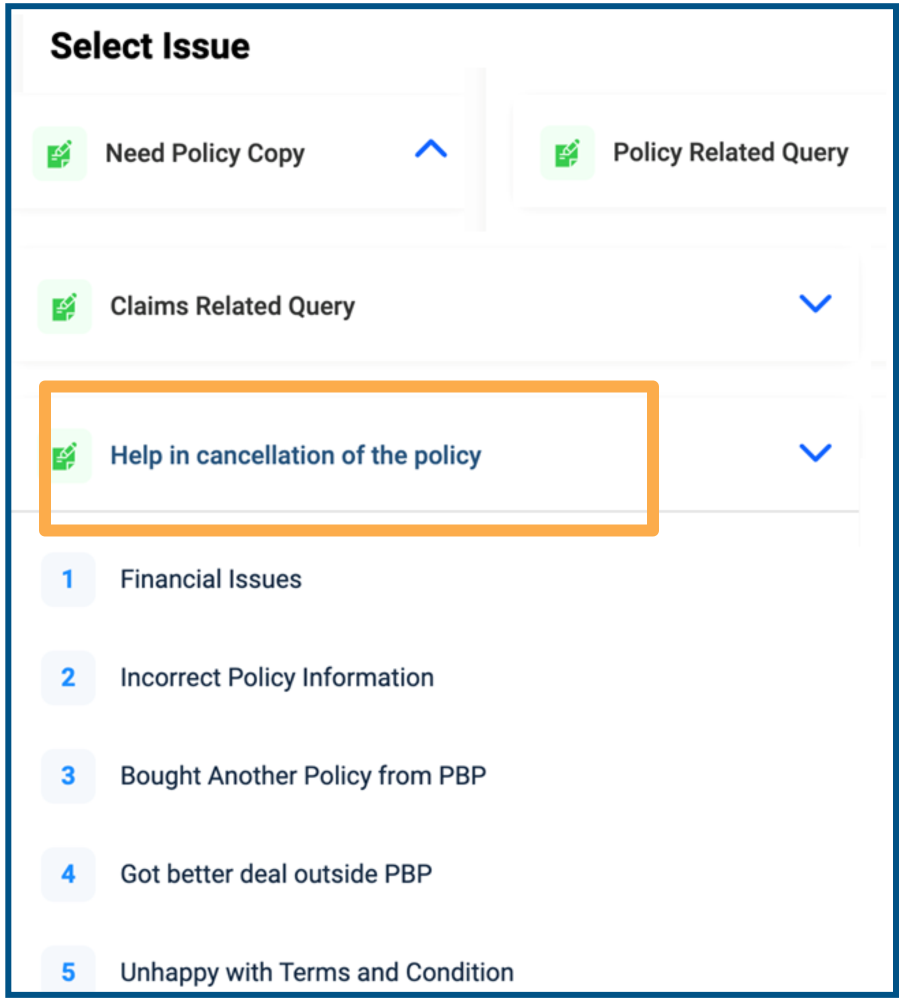


PB Partners

First-in-industry tech initiatives

Self-help features: Endorsements, Cancellations & Refunds





UAE Operations

Premium Grew 157% YoY

Started operations in FY19

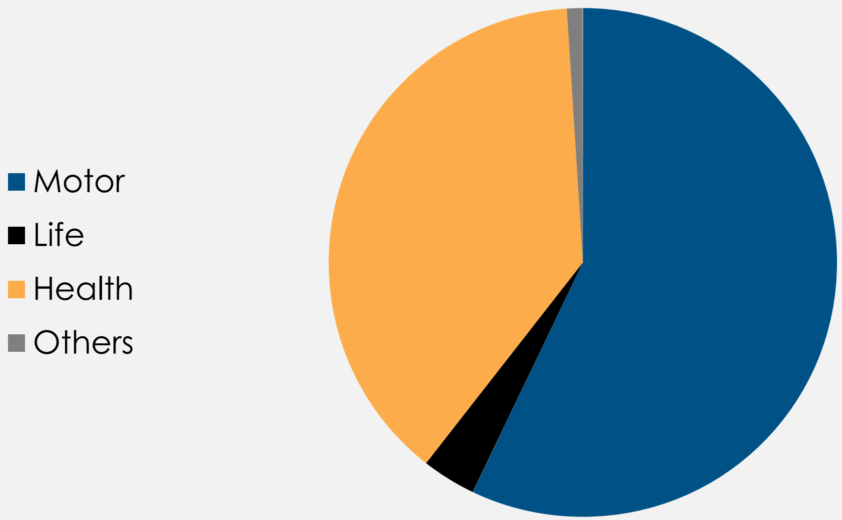
Focus on Health and Life insurance

No 1 in website traffic

Other Financial products also on the same platform

Loans (Personal, Car, Home) & Credit cards

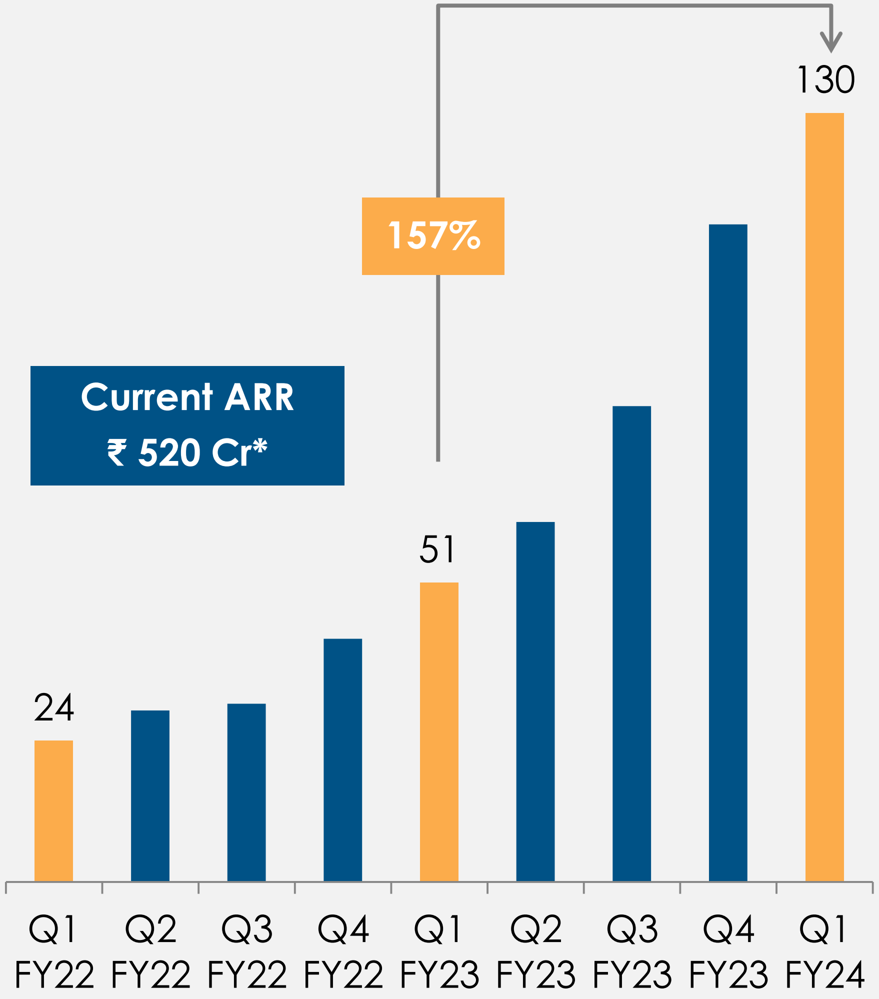
Continued focus on protection against death, disease & disability



Insurance Premium by Segment

Insurance Premium (₹ Cr)

Current ARR
₹ 520 Cr*



* Unaudited Management Accounts

END

For any queries please email: investor.relations@pbfintech.in

PB Fintech Limited

Plot 119, Sector 44
Gurugram
Haryana 122001

Price Waterhouse Chartered Accountants LLP

Review Report

To
The Board of Directors
PB Fintech Limited (Erstwhile, PB Fintech Private Limited)
Plot No. 119, Sector-44,
Gurugram - 122001
Haryana

1. We have reviewed the consolidated unaudited financial results of PB Fintech Limited (Erstwhile, PB Fintech Private Limited) (the "Parent"), its subsidiaries (the parent and its subsidiaries hereinafter referred to as the "Group"), and its share of the net profit after tax and total comprehensive income of its associate companies (refer paragraph 4 below) for the quarter ended June 30, 2023 which are included in the accompanying Statement of Consolidated Unaudited Financial Results for the quarter ended June 30, 2023 (the "Statement"). The Statement is being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations"), which has been initialled by us for identification purposes.

2. This Statement, which is the responsibility of the Parent's Management and has been approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

   We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

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Registered office and Head office: 11-A, Vishnu Digamber Marg, Sucheta Bhawan, Gate No 2, 1st Floor, New Delhi - 110002

4. The Statement includes the results of the following entities:

Parent:
PB Fintech Limited (Erstwhile, PB Fintech Private Limited)

Trust
Etechaces Employees Stock Option Plan Trust (the "Trust")*
*Included in the unaudited standalone financial results of the Parent

Subsidiaries:
Policybazaar Insurance Brokers Private Limited
Paisabazaar Marketing and Consulting Private Limited
Icall Support Services Private Limited
Accurex Marketing and Consulting Private Limited
PB Marketing and Consulting Private Limited
Docprime Technologies Private Limited
PB Financial Account Aggregator Private Limited
Myloancare Ventures Private Limited (associate till June 07, 2022)
PB Fintech FZ-LLC
Visit Internet Services Private Limited (Indirect)
ZPHIN Computer Systems and Software Designing - Sole Proprietorship LLC (Indirect)
MLC Finotech Private Limited (Indirect)

Associates:
Visit Health Private Limited (Indirect)
YKNP Marketing Management LLC (Indirect)

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. We draw your attention to Note 7 to the Statement, regarding management assessment with respect to inspections of the books of account and records of Policybazaar Insurance Brokers Private Limited (a wholly owned subsidiary of the Parent), carried out by the Insurance Regulatory and Development Authority of India ("IRDAI") to examine compliance with relevant laws and regulations for various financial years and submission of management responses in respect of the inspection reports issued by IRDAI. The exact impact on the financial results will be known on the conclusion of the proceedings by the IRDAI. Our conclusion is not modified in respect of this matter.

7. We did not review the interim financial information / financial results of 6 subsidiaries included in the consolidated unaudited financial results, whose interim financial information / financial results reflect total revenues of Rs. 2,816.20 Lakhs, total net loss after tax of Rs. (978.53) Lakhs and total comprehensive loss of Rs. (988.96) Lakhs, for the quarter ended June 30, 2023, as considered in the consolidated unaudited financial results. These interim financial information / financial results have been reviewed by other auditors in accordance with SRE 2400, Engagements to Review Historical Financial Statements and SRE 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, as applicable, and their reports, vide which they have issued an unmodified conclusion, have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above. Our conclusion on the Statement is not modified in respect of the above matter.

Price Waterhouse Chartered Accountants LLP
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Gurugram

8. The consolidated unaudited financial results includes the interim financial information/ financial results of 1 subsidiary which have not been reviewed/audited by their auditors, whose interim financial information/ financial results reflect total revenue of Rs. Nil, total net loss after tax of Rs. (0.95) Lakhs and total comprehensive loss of Rs. (0.95) Lakhs for the quarter ended June 30, 2023, as considered in the consolidated unaudited financial results. According to the information and explanations given to us by the Management, these interim financial information / financial results are not material to the Group. Our conclusion on the Statement is not modified in respect of the above matter.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016

Sougata Mukherjee
Partner
Membership Number: 057084
UDIN: 23057084BGYFTB4195

Place: Gurugram
Date: August 07, 2023

PB FINTECH LIMITED
(ERSTWHILE, PB FINTECH PRIVATE LIMITED)
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURGAON, HARYANA- 122001
CIN:L51909HR2008PLC037998
STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

(₹ in Lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2023	March 31, 2023	June 30, 2022	March 31, 2023
		Unaudited	Refer note 4	Unaudited	Audited
I	**Income**				
	Revenue from operations	66,558.66	86,909.47	50,518.65	255,784.71
	Other income	9,116.16	8,224.03	4,747.91	25,899.21
	Total Income (I)	**75,674.82**	**95,133.50**	**55,266.56**	**281,683.92**
II	**Expenses**				
	Employee benefit expense	38,390.26	39,117.11	38,165.02	153,960.01
	Depreciation and amortisation expense	1,952.10	1,749.31	1,322.61	6,382.17
	Advertising and promotion expenses	19,885.22	45,654.92	28,979.82	135,724.64
	Network and internet expenses	2,684.17	2,559.52	2,059.16	9,686.34
	Other expenses	13,309.02	6,383.29	4,743.33	22,573.82
	Finance costs	626.47	616.51	409.13	2,136.26
	Total Expenses (II)	**76,847.24**	**96,080.66**	**75,679.07**	**330,463.24**
III	**Loss before share of profit/(loss) of associates and tax (I-II)**	**(1,172.42)**	**(947.16)**	**(20,412.51)**	**(48,779.32)**
IV	Share of profit/(loss) of associates	14.44	10.05	(26.08)	(16.52)
V	**Loss before tax (III+IV)**	**(1,157.98)**	**(937.11)**	**(20,438.59)**	**(48,795.84)**
VI	**Income tax expense:**				
	Current tax	32.43	(2.70)	3.45	7.66
	Deferred tax	-	0.01	(8.64)	(9.58)
	Total income tax expense (VI)	**32.43**	**(2.69)**	**(5.19)**	**(1.92)**
VII	**Loss for the quarter/year (V-VI)**	**(1,190.41)**	**(934.42)**	**(20,433.40)**	**(48,793.92)**
VIII	**Other comprehensive income/(loss)**				
	Items that may be reclassified to profit or loss				
	- Exchange differences on translation of foreign operations	(7.63)	(8.85)	251.97	500.47
	- Changes in the fair value of debt instruments at FVOCI	-	(5.07)	(2.16)	(1.91)
	- Income tax relating to these items	-	0.65	-	-
	Items that will not be reclassified to profit or loss				
	- Remeasurement of post employment benefit obligations [Gain/(Loss)]	(216.57)	(306.37)	(21.31)	(227.08)
	- Income tax relating to these items	-	0.06	-	0.06
	Total other comprehensive income/(loss), net of income tax for the quarter/year	**(224.20)**	**(319.58)**	**228.50**	**271.54**
IX	**Total comprehensive income/(loss) for the quarter/year (VII+VIII)**	**(1,414.61)**	**(1,254.00)**	**(20,204.90)**	**(48,522.38)**
	Loss is attributable to:				
	Owners of PB Fintech Limited	(1,141.60)	(895.09)	(20,433.40)	(48,722.03)
	Non-controlling interests	(48.81)	(39.33)	-	(71.89)
	Other comprehensive income/(loss) is attributable to:				
	Owners of PB Fintech Limited	(224.01)	(318.11)	228.50	274.48
	Non-controlling interests	(0.19)	(1.47)	-	(2.94)
	Total comprehensive income/(loss) is attributable to:				
	Owners of PB Fintech Limited	(1,365.61)	(1,213.20)	(20,204.90)	(48,447.55)
	Non-controlling interests	(49.00)	(40.80)	-	(74.83)
X	**Paid up Equity Share Capital (Equity Shares of Face Value of ₹ 2/- each)**	9,002.33	9,002.33	8,990.00	9,002.33
XI	**Other Equity**				539,477.36
XII	**Earnings/(loss) per equity share (in ₹) [Face Value per share of ₹ 2/-]**				
	1) Basic	(0.26)	(0.20)	(4.62)	(10.97)
	2) Diluted	(0.26)	(0.20)	(4.62)	(10.97)
		Not annualised	Not annualised	Not annualised	
	See accompanying notes to the Consolidated Unaudited Financial Results				

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PB FINTECH LIMITED

PB FINTECH LIMITED
(ERSTWHILE, PB FINTECH PRIVATE LIMITED)
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURGAON, HARYANA- 122001
CIN: L51909HR2008PLC037998

STATEMENT OF CONSOLIDATED UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED JUNE 30, 2023

(₹ in Lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2023	March 31, 2023	June 30, 2022	March 31, 2023
		Unaudited	Refer note 4	Unaudited	Audited
I	**Segment Revenue**				
	Insurance Broker services	50,636.28	44,375.47	23,070.24	126,784.71
	Other Services	15,922.38	42,534.00	27,448.41	129,000.00
	Total Revenue	**66,558.66**	**86,909.47**	**50,518.65**	**255,784.71**
II	**Segment Results**				
	Insurance Broker services	3,624.73	3,254.82	(11,532.55)	(23,803.06)
	Other Services	(4,156.24)	(3,575.42)	(8,496.91)	(22,856.52)
	Loss before finance costs, exceptional items and tax	**(531.51)**	**(320.60)**	**(20,029.46)**	**(46,659.58)**
	Finance Costs	626.47	616.51	409.13	2,136.26
	Loss before exceptional items and tax	**(1,157.98)**	**(937.11)**	**(20,438.59)**	**(48,795.84)**
	Income tax expense	32.43	(2.69)	(5.19)	(1.92)
	Loss after tax	**(1,190.41)**	**(934.42)**	**(20,433.40)**	**(48,793.92)**
III	**Segment Assets**				
	Insurance Broker services	170,056.01	159,889.36	92,785.33	159,889.36
	Other Services	455,308.90	465,513.13	497,622.82	465,513.13
	Total Assets	**625,364.91**	**625,402.49**	**590,408.15**	**625,402.49**
IV	**Segment Liabilities**				
	Insurance Broker services	47,092.34	42,891.60	32,955.56	42,891.60
	Other Services	21,218.23	34,031.20	19,697.24	34,031.20
	Total Liabilities	**68,310.57**	**76,922.80**	**52,652.80**	**76,922.80**

Based on nature of services rendered, the risk and returns, internal organization and management structure, nature of the regulatory environment and the internal performance reporting systems, the management considers that the Group is organized into two reportable segments:
a) Insurance Broker services (regulated services): This Segment consists of insurance broker services provided by the group which are regulated by the Insurance Regulatory Development Authority (Insurance Brokers) Regulations, 2018.
b) Other services: This Segment consists of online marketing, consulting and support services provided largely to the financial services industry.

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Gurugram

PB FINTECH LIMITED

PB Fintech Limited
(Erstwhile, PB Fintech Private Limited)
Registered Office: Plot No. 119, Sector 44, Gurgaon, Haryana – 122 001
CIN: L51909HR2008PLC037998

NOTES TO CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

1. The above Consolidated Unaudited Financial Results of the Company and its subsidiaries (collectively "the Group") and its interest in associates have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ("Ind AS") as prescribed under section 133 of the Companies Act, 2013, as amended, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

2. The Group includes the following entities:

Relationship	Name of the entity
Parent	PB Fintech Limited
Trust	Etechaces Employees Stock Option Plan Trust
Subsidiaries	(a) Policybazaar Insurance Brokers Private Limited (b) Paisabazaar Marketing and Consulting Private Limited (c) Icall Support Services Private Limited (d) Accurex Marketing and Consulting Private Limited (e) PB Marketing and Consulting Private Limited (f) Docprime Technologies Private Limited (g) PB Fintech FZ-LLC (h) PB Financial Account Aggregator Private Limited (i) MyLoanCare Ventures Private Limited (Associate till June 07, 2022) (j) Visit Internet Services Private Limited (Indirect) (k) MLC Finotech Private Limited (Indirect) (l) ZPHIN Computer Systems and Software Designing – Sole Proprietorship L.L.C. (Indirect)
Associates	(a) Visit Health Private Limited (Indirect) (b) YKNP Marketing Management LLC (Indirect)

3. These Consolidated Unaudited Financial Results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company in their meeting held on August 07, 2023.

4. The figures for the quarter ended March 31, 2023 are the balancing figures between the audited figures for the financial year ended March 31, 2023 and the published unaudited year to date figures for the nine months period ended December 31, 2022.

5. During the financial year 2021-22, the Company had completed its initial public offer ("IPO") of 58,262,397 equity shares of face value of ₹ 2 each at an issue price of ₹ 980 per share, comprising fresh issue of 38,265,306 equity shares and offer for sale of 19,997,091 equity shares. Pursuant to the IPO, the equity shares were listed on National Stock Exchange of India Limited and BSE Limited on November 15, 2021.

   The Company received an amount of ₹ 361,210.80 lakhs [net off IPO expenses] from proceeds out of fresh issue of equity shares for utilizing various objects stated in the prospectus. Out of the aforesaid amount, ₹ 88,823.10 lakhs were utilized for 'Enhancing visibility and awareness of the brands', ₹ 8,216.40 lakhs were utilized for 'New opportunities to expand growth initiatives to increase the consumer base', ₹ 4,040.40 lakhs were utilized for 'Funding strategic investments and acquisitions', ₹ 4,000.00 lakhs were utilized for 'Expanding our presence outside India' and ₹ 76,210.80 lakhs were utilized for 'General corporate purposes'. The unutilized amount of ₹ 179,920.10 lakhs was invested in fixed deposits and other bank accounts maintained with scheduled commercial banks.

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PB Fintech Limited
(Erstwhile, PB Fintech Private Limited)
Registered Office: Plot No. 119, Sector 44, Gurgaon, Haryana – 122 001
CIN: L51909HR2008PLC037998

6. The Company has in its board meeting held on April 26, 2022 approved merger of Makesense Technologies Limited with the Company pursuant to section 230 to 232 of the Companies Act, 2013 read with the Companies (Compromises, arrangements and amalgamations) rules, 2016. The Merger application was filed with National Stock Exchange of India Limited and BSE Limited on May 18, 2022. As per the directions of Chandigarh Bench of National Company Law Tribunal (NCLT) vide its order dated July 05, 2023, the meeting of Equity Shareholders and Unsecured Creditors of the Company will be held on September 02, 2023.

7. The Insurance Regulatory and Development Authority of India ("IRDAI") had carried out certain inspections of the books of account and records of Policybazaar Insurance Brokers Private Limited (the "Wholly owned subsidiary" or "Policybazaar") to examine compliance with relevant laws and regulations for various financial years and issued its reports, requesting for responses to the observations stated therein. Policybazaar submitted its responses to the IRDAI subsequent to which IRDAI issued show cause notices in respect of the above inspection reports and certain other matters. In the assessment of the management, supported by legal advice, as applicable, the above matters are not likely to have a significant impact on the continuing operations of Policybazaar as well as these financial results. Policybazaar also reviewed the same in the light of IND AS 37 and concluded that at this stage a reliable estimate cannot be made of the possible obligation and the exact impact will be known on the conclusion of the proceedings by the IRDAI.

8. Policybazaar Insurance Brokers Private Limited (the "Wholly owned subsidiary" or "Policybazaar") is an electronic commerce operator ("operator") under the Central Goods and Services Tax Act, 2017 ("CGST Act"). The said Act requires every operator, not being an agent, to collect an amount, calculated at the prescribed rate, on the value of taxable supplies made through it where the consideration for such supplies is collected by the operator. In the assessment of the management supported by legal advice, the aforesaid requirement of collecting tax at source is not applicable to Policybazaar as Policybazaar is not engaged in collecting money on behalf of the insurers and the money flows directly from the customers to the insurance company through a nodal bank account. In view of the management, Policybazaar merely facilitates transfer of insurance premium to the insurance companies and is required to ensure transfer of the full amount of such premium, without the ability to deduct any amounts paid by the customers. Accordingly, the above matter is not likely to have any impact and accordingly, no provision has been made in these financial results. Policybazaar also made representation to the Government authorities and the Principal Regulator ("IRDAI") in the earlier years, seeking clarification and exemption from applicability of the above section on insurance intermediaries.

9. In connection with the communication with Directorate General of GST (DGGI) relating to input credit availed by certain vendors of Paisabazaar Marketing and Consulting Private Limited (the "Wholly owned subsidiary" or "Paisabazaar"), Paisabazaar has provided necessary information / clarifications and made an initial deposit as agreed with DGGI. As per management assessment supported by tax counsel opinion no liability is likely to accrue on this matter and no adjustments on the financial results is required. The Group has also received certain summons from the taxation authorities seeking various information/details for which the Group is taking necessary action.

For and on behalf of the Board of Directors

Yashish Dahiya
Chairman and Chief Executive Officer
DIN: 00706336

Place: Gurugram
Date: August 07, 2023

Price Waterhouse Chartered Accountants LLP

Review Report

To
The Board of Directors
PB Fintech Limited (Erstwhile, PB Fintech Private Limited)
Plot No. 119, Sector-44,
Gurugram - 122001
Haryana

1. We have reviewed the standalone unaudited financial results of PB Fintech Limited (Erstwhile, PB Fintech Private Limited) (the "Company") (refer paragraph 5 below) for the quarter ended June 30, 2023, which are included in the accompanying Statement of Standalone Unaudited Financial Results for the quarter ended June 30, 2023 (the "Statement"). The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement.

3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

5. The standalone unaudited financial results includes the interim financial information / results of Etechaces Employees Stock Option Plan Trust (the "Trust") which have not been reviewed/audited by its auditors, whose interim financial information / financial results reflect total income of Rs. 5.98 Lakhs and total excess of income over expenditure of Rs. 5.8 Lakhs for the quarter ended June 30, 2023, as considered in unaudited financial results. According to the information and explanations given to us by the Management, these interim financial information / financial results are not material to the Company.

   Our conclusion on the Statement is not modified is respect of the above matter.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016

Sougata Mukherjee
Partner
Membership Number: 057084
UDIN: 23057084BGYFTA8299

Place: Gurugram
Date: August 07, 2023

PB FINTECH LIMITED
(ERSTWHILE, PB FINTECH PRIVATE LIMITED)
REGD. OFFICE : PLOT NO. 119, SECTOR 44, GURGAON, HARYANA- 122001
CIN: L51909HR2008PLC037998
STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

(₹ in Lakhs)

	Particulars	Quarter ended			Year ended
		June 30, 2023	March 31, 2023	June 30, 2022	March 31, 2023
		Unaudited	Refer Note 3	Unaudited	Audited
I	**Income**				
	Revenue from operations	3,522.33	4,339.19	2,846.27	13,414.58
	Other income	6,169.44	5,879.41	3,875.41	19,473.71
	Total Income (I)	**9,691.77**	**10,218.60**	**6,721.68**	**32,888.29**
II	**Expenses**				
	Employee benefit expense	7,100.31	6,855.23	11,933.25	38,197.50
	Depreciation and amortisation expense	81.42	92.79	92.60	373.90
	Advertising and promotion expenses	8.44	51.39	79.60	302.67
	Network and internet expenses	90.19	96.23	159.15	461.44
	Other expenses	191.90	158.73	250.69	878.82
	Finance costs	17.89	21.32	24.35	89.70
	Total Expenses (II)	**7,490.15**	**7,275.69**	**12,539.64**	**40,304.03**
III	**Profit/(Loss) before tax (I-II)**	**2,201.62**	**2,942.91**	**(5,817.96)**	**(7,415.74)**
IV	**Income tax expense:**				
	Current tax	-	-	-	(0.13)
	Deferred tax	-	-	-	-
	Total income tax expense (IV)	**-**	**-**	**-**	**(0.13)**
V	**Profit/(Loss) for the quarter/year (III-IV)**	**2,201.62**	**2,942.91**	**(5,817.96)**	**(7,415.61)**
VI	**Other comprehensive income/(loss)**				
	Items that will not be reclassified to profit or loss				
	- Remeasurement of post employment benefit obligations [Gain/(Loss)]	(15.27)	-	9.42	19.17
	- Income tax relating to these items	-	-	-	-
	Total other comprehensive income/(loss), net of income tax for the quarter/year (VI)	**(15.27)**	**-**	**9.42**	**19.17**
VII	**Total comprehensive income/(loss) for the quarter/year (V+VI)**	**2,186.35**	**2,942.91**	**(5,808.54)**	**(7,396.44)**
VIII	**Paid up Equity Share Capital (Equity Shares of Face Value of ₹ 2/- each)**	9,002.33	9,002.33	8,990.00	9,002.33
IX	**Other Equity**				727,267.97
X	**Earnings/(loss) per equity share (in ₹) [Face Value per share of ₹ 2/-]**				
	1) Basic	0.49	0.66	(1.32)	(1.67)
	2) Diluted	0.48	0.65	(1.32)	(1.67)
		Not annualised	Not annualised	Not annualised	
	See accompanying notes to the Standalone Unaudited Financial Results				

Price Waterhouse Chartered Accountants LLP
LLPIN AAC-5001
FRN 012754N/N500016
Gurugram

PB FINTECH LIMITED

PB Fintech Limited
(Erstwhile, PB Fintech Private Limited)
Registered Office: Plot No. 119, Sector 44, Gurgaon, Haryana – 122 001
CIN: L51909HR2008PLC037998

NOTES TO STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

1. The above Standalone Unaudited Financial Results of the Company have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ("Ind AS") as prescribed under section 133 of the Companies Act, 2013, as amended, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

2. These standalone unaudited financial results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on August 07, 2023.

3. The figures for the quarter ended March 31, 2023 are the balancing figures between the audited figures for the financial year ended March 31, 2023 and the published unaudited year to date figures for the nine months period ended December 31, 2022.

4. During the financial year 2021-22, the Company had completed its initial public offer ("IPO") of 58,262,397 equity shares of face value of ₹ 2 each at an issue price of ₹ 980 per share, comprising fresh issue of 38,265,306 equity shares and offer for sale of 19,997,091 equity shares. Pursuant to the IPO, the equity shares were listed on National Stock Exchange of India Limited and BSE Limited on November 15, 2021.

   The Company received an amount of ₹ 361,210.80 lakhs [net off IPO expenses] from proceeds out of fresh issue of equity shares for utilizing various objects stated in the prospectus. Out of the aforesaid amount, ₹ 88,823.10 lakhs were utilized for 'Enhancing visibility and awareness of the brands', ₹ 8,216.40 lakhs were utilized for 'New opportunities to expand growth initiatives to increase the consumer base', ₹ 4,040.40 lakhs were utilized for 'Funding strategic investments and acquisitions', ₹ 4,000.00 lakhs were utilized for 'Expanding our presence outside India' and ₹ 76,210.80 lakhs were utilized for 'General corporate purposes'. The unutilized amount of ₹ 179,920.10 lakhs was invested in fixed deposits and other bank accounts maintained with scheduled commercial banks.

5. The Company has in its board meeting held on April 26, 2022 approved merger of Makesense Technologies Limited with the Company pursuant to section 230 to 232 of the Companies Act, 2013 read with the Companies (Compromises, arrangements and amalgamations) rules, 2016. The Merger application was filed with National Stock Exchange of India Limited and BSE Limited on May 18, 2022. As per the directions of Chandigarh Bench of National Company Law Tribunal (NCLT) vide its order dated July 05, 2023, the meeting of Equity Shareholders and Unsecured Creditors of the Company will be held on September 02, 2023.

6. The Company has one primary business segment i.e. online marketing and information technology consulting & support services on standalone basis.

For and on behalf of the Board of Directors

Yashish Dahiya
Chairman and Chief Executive Officer
DIN: 00706336
Place: Gurugram
Date: August 07, 2023

Price Waterhouse Chartered Accountants LLP
LLPIN AAC-5001
FRN 012754N/N500016
Gurugram

The disclosures required under Regulation 30 of SEBI Listing Obligations and Disclosure Requirements Regulations, 2015 read with events specified in Part A of Schedule III and SEBI Circular No. CIR/CFD/CMD/4/2015 dated September 9, 2015 is as follows:

<u>Annexure A</u>

S. NO	PARTICULARS	DETAILS
1.	Name of the Statutory Auditor	M/s. Walker Chandiok & Co. LLP
2.	Reason for change viz. appointment, resignation, removal, death or otherwise	The term of M/s. Price Waterhouse Chartered Accountants LLP (FRN No. 012754N / N500016), existing Statutory Auditors is upto the conclusion of 15th Annual General Meeting (AGM) to be held in the year 2023. Hence, the Board of Directors at their meeting held today i.e. August 7, 2023, have approved appointment of M/s. Walker Chandiok & Co, LLP (Firm Registration No. 001076N/N500013) as the Statutory Auditors of the Company, subject to the approval of the shareholders in the ensuing Annual General Meeting ('AGM') of the Company.
3.	Date of appointment/cessation (as applicable) & term of appointment	The initial appointment is for a period of five years i.e. from the conclusion of 15th Annual General Meeting to be held in the year 2023 till the conclusion of 20th Annual General Meeting to be held in the year 2028, subject to the approval of shareholders at the ensuing Annual General Meeting and shall be eligible for re-appointment for a second term. The terms of appointment are as approved by the Board of Directors, however, subject to the approval of shareholders at the ensuing Annual General Meeting.
4.	Brief profile (in case of appointment)	Walker Chandiok & Co. LLP ('the Firm") is a Chartered Accountant Firm established in January 1935 and got converted into a limited liability partnership firm (LLP) in March, 2014. The registered office is located at L-41, Connaught Circus, New Delhi - 110001. The Firm has 60+ partners and 1,700+ staff. The Firm is registered and empanelled with the Institute of Chartered Accountants of India ('ICAI'), Public Company Accounting Oversight Board ('PCAOB') and Comptroller and Auditor General of India ('CAG'). The Firm has vide presence across India (12 locations and 14 offices).
5.	Disclosure of relationships between directors	None

Annexure B

SL No.	Particulars	Details
1.	Name of the target entity, details in brief such as size, turnover etc.	Policybazaar Insurance Brokers Private Limited ("**Policybazaar**") **Registered Office Address:** Plot No. 119, Sector-44 Gurgaon-122001 (Haryana) **Authorised Capital:** ₹ 100,00,00,000 (Rupees Hundred Crores Only) **Issued & Paid up Capital:** ₹ 93,81,25,060/- (Rupees Ninety Three Crore Eighty One Lakh Twenty Five Thousand Sixty Only) **Turnover (As on 31.03.2023):** ₹ 1267,84,70,677/- (One Thousand Two Hundred Sixty Seven Crore Eighty Four Lakh Seventy Thousand Six Hundred Seventy Seven Only)
2.	Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arm's length"	The Company already holds 100% stake in Policybazaar, accordingly, it is a wholly owned subsidiary of the Company in accordance with the Companies Act, 2013 and hence falls in the category of a related party. The company is professionally managed company with no identifiable Promoter. The transaction is done at Arm's Length basis.
3.	Industry to which the entity being acquired belongs	Insurance Broker Direct (Life and General)
4.	Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity)	The present investment allows Company to strengthen the financial health of its mentioned wholly owned subsidiary to meet its general operating expenses and enhancing brand awareness, office presence and strategic initiatives.
5.	Brief details of any governmental or regulatory approvals required for the acquisition	Not Applicable.
6.	indicative time period for completion of the acquisition	The company will infuse the funds in the form of capital in Policybazaar as approved by the Board of Directors in one or more tranches during the financial year 2023-24 and 2024-25.
7.	nature of consideration - whether cash consideration or share swap and details of the same	Cash Consideration
8.	cost of acquisition or the price at which the shares are acquired	Further investment of upto Rs. 700 Crores (Rupees Seven Hundred Crores Only) in one or more tranches, by subscribing to the equity shares of Rs. 10/- (Rupees Ten Only) each of Policybazaar during the financial year 2023-

		24 and 2024-25.
9.	percentage of shareholding / control acquired and / or number of shares acquired	The equity shares of Rs. 10/- each of Policybazaar will be issued to the PB Fintech Limited against the investment made.
10	brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief)	Policybazaar was incorporated on September 25, 2014 under the Companies Act, 2013 and carries on the business of Insurance Broker Direct (Life and General) under the Insurance Regulatory and Development Authority of India (Insurance Brokers) Regulations, 2018. Website: www.policybazaar.com Last Three Years turnover:

F.Y.	2022-23	2021-22	2020-21
₹ (In Lakhs)	1,26,784.71	78,953.47	60,694.16

Annexure C

SL No.	Particulars	Details
1.	Name of the target entity, details in brief such as size, turnover etc.	Paisabazaar Marketing And Consulting Private Limited ("**Paisabazaar**") **Registered Office Address:** Plot No. 135P, Sector-44 Gurgaon-122001 (Haryana) **Authorised Capital:** ₹ 50,00,00,000/- (Rupees Fifty Crore Only) **Issued & Paid up Capital:** ₹ 44,82,41,790/- (Rupees Forty Four Crore Eighty Two Lakh forty One Thousand Seven Hundred and Ninety Only) **Turnover (As on 31.03.2023):** ₹1224,91,07,546.97/- (Rupees One Thousand Two Hundred Twenty Four Crore Ninety One Lakh Seven Thousand Five Hundred Forty Six and Ninety Seven Paisa Only).
2.	Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arm's length"	The Company already holds 100% stake in Paisabazaar, accordingly, it is a wholly owned subsidiary of the Company in accordance with the Companies Act, 2013 and hence falls in the category of a related party as on the date of making this investment. The company is professionally managed company with no identifiable Promoter. The transaction is done at Arm's Length basis.
3.	Industry to which the entity being acquired belongs	Financial Services Marketplace
4.	Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity)	The present Investment allows Company to strengthen the financial health of its mentioned wholly owned subsidiary to meet its general operating expenses and enhancing brand awareness, office presence and strategic initiatives.
5.	Brief details of any governmental or regulatory approvals required for the acquisition	Not Applicable.
6.	indicative time period for completion of the acquisition	The company will infuse the funds in the form of capital in Paisabazaar as approved by the Board of Directors in one or more tranches during the financial year 2023-24 and 2024-25.

7.	nature of consideration - whether cash consideration or share swap and details of the same	Cash Consideration
8.	cost of acquisition or the price at which the shares are acquired	Further investment of upto Rs. 200 Crores (Rupees Two Hundred Crores Only) in one or more tranches, by subscribing to the equity shares of Rs. 10/- (Rupees Ten Only) each of Paisabazaar during the financial year 2023-24 and 2024-25.
9.	percentage of shareholding / control acquired and / or number of shares acquired	The equity shares of Rs. 10/- each of Paisabazaar will be issued to the PB Fintech Limited against the investment made.
10.	brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief)	Paisabazaar was incorporated on December 15, 2011 under the Companies Act, 1956 and is engaged in the business of online and offline, direct marketing, traders, marketers, consultants, market research consultants and /or agents in relation to all kinds of goods, merchandise, live-stock and services and to establish international marketing and agency network. Paisabazaar is an independent digital lending platform that enables Consumers to compare, choose and apply for personal credit products and is also widely used to access credit scores. Website: www.paisabazaar.com Last Three Years turnover:

F.Y.	2022-23	2021-22	2020-21
₹(In Lakhs)	1,22,491.08	58,491.57	18,832.36

Annexure D

Sl. No.	Particulars	Details
1.	Name of the target entity, details in brief such as size, turnover etc.	PB Fintech FZ-LLC **Registered Office:** Dubai, UAE **Paid-up capital (as on March 31, 2023):** AED 48,963,000 **Turnover (as on March 31, 2023):** AED 21,995,702
2.	Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arms-length"	The Company currently holds 100% stake in PB Fintech FZ LLC, accordingly it is a wholly owned subsidiary of the Company in accordance with the Companies Act, 2013 and hence falls in the category of a related party as on the date of making this investment. Further, the company is a professionally managed company with no identifiable Promoter. The transaction is at Arm's Length basis.
3.	Industry to which the entity being acquired belongs	Fintech Services
4.	Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity)	The present investment allows wholly owned subsidiary to meet its general operating expenses and enhancing brand awareness, office presence and strategic initiatives.
5.	Brief details of any governmental or regulatory approvals required for the acquisition	Not applicable
6.	Indicative time period for completion of the acquisition	The Company will infuse the funds in the form of capital in PB Fintech FZ LLC as approved by the Board of Directors in one or more tranches during the financial year 2023-24 and 2024-25.
7.	Nature of consideration - whether cash consideration or share swap and details of the same	Cash consideration
8.	Cost of acquisition or the price at which the shares are acquired	Further investment of upto Rs. 200 Crores (Rupees Two Hundred Crores Only), in one or more tranches, by subscribing to the equity shares of AED 1000/- (AED One Thousand Only) each of PB Fintech FZ-LLC during the financial year 2023-24 and 2024-25.
9.	Percentage of shareholding / control acquired and / or number of shares acquired	The shares of AED 1,000/- each of PB Fintech FZ-LLC will be issued to PB Fintech Limited against the investment made.

10.	Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief)	PB Fintech FZ-LLC is a wholly owned subsidiary of the PB Fintech Limited having its registered office in Dubai, UAE. The main activities of the PB Fintech FZ-LLC is to provide fintech services in United Arab Emirates. **Last Three Years turnover:** **Period** — **AED** 31.03.2023 — 21,995,702 31.03.2022 — 7,667,784 31.03.2021 — 3,728,015