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The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information. Ebix makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

This Information includes certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct. No representations are made as to the accuracy of such statements, estimates or projections. Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.

This presentation may contain statements that are not historical facts, referred to as “forward looking statements.” The corporation’s actual future results may differ materially from those suggested by such statements, depending on various factors including those described in filings made with the SEC.
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EBIX MISSION

Ebix goal is to be the largest FinTech company in the world that can converge all Insurance and Finance services

CONVERGENCE

Ebix’s goal is to be the leading powerhouse of insurance and financial transactions in the world. The Company’s technology vision is to focus on the convergence of all channels, processes and entities in a manner such that data seamlessly flows once a data entry has initially been made. Ebix strives to work collaboratively with clients to develop innovative technology strategies and solutions that address specific business challenges and requirements. Ebix combines the newest technologies with its capabilities in consulting, systems design and integration, IT and business process outsourcing, applications software, and web and application hosting to meet the individual needs of organizations.

The company’s technology vision is to focus on convergence of all insurance and financial exchange channels, processes and entities for seamless data flow. The company intends to do that by designing products and services that are pioneering and at least a few years ahead of its competition. The company believes that profitability and revenue growth must go hand in hand.

With no competitors who can match the completeness of its vision or its distinct advantages, Ebix is ideally positioned to seize an enormous “green field” opportunity. Continually cited for the high quality of its offerings, Ebix has built an outstanding reputation amongst a large, impressive customer base. With a strong recurring Software as a Service (SaaS) model, Ebix is positioned to be a leading global FinTech player.

The company has been featured on the Fortune Magazine’s 100 Fastest Growing Company List 5 times in the last decade. Ebix also has an history of producing 19 years of sequential growth in terms of top line and bottom line both. Under the present management, Ebix stock has shown shareholder return of more than 16,000% growth in terms of stock value.
About Ebix

Founded in 1976, Ebix, Inc. is listed on the NASDAQ Global Market and is a part of the Russell 2000 Index and Standard & Poor's Smallcap 600 Index. The Company has its headquarters in Johns Creek, Georgia, while having 50+ offices across the world in countries like Australia, Brazil, New Zealand, Singapore, Canada, U.K. and India. Through its various SaaS based software platforms, Ebix employs 9,200+ professionals providing products, support and consultancy to thousands of customers on six continents across 69+ countries.

<table>
<thead>
<tr>
<th>Ebix Summary</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Market capitalization of approximately $1.6 Billion and 9,200+ employees</td>
<td>• Largest insurance exchange in the world, besides being the largest financial exchange in India</td>
</tr>
<tr>
<td>globally, working across 50+ offices</td>
<td></td>
</tr>
<tr>
<td>• Ebix has a strong clientele of millions of users across financial institutions, public institutions, banks, insurance companies, insurance brokers, healthcare professionals across the world</td>
<td>• Ebix’s centers in India have Carnegie Mellon’s highest CMMI Level 5 rating and that establishes the quality of Ebix’s operations to any of its prospective customers</td>
</tr>
<tr>
<td>• The Company has a proven high Growth and Profitable Recurring Revenue Model</td>
<td>• Ebix’s insurance exchanges power transactions between hundreds of thousands of brokers and insurance companies</td>
</tr>
<tr>
<td>• The Company has a proven high Growth and Profitable Recurring Revenue Model</td>
<td></td>
</tr>
<tr>
<td>• Strong Balance sheet and history of producing 19+ years of sequential growth in terms of top line and bottom line both</td>
<td>• Ebix powers leading insurance and reinsurance exchanges in countries like the US, Australia, UK, and NZ</td>
</tr>
<tr>
<td>• A client base spread across 69+ countries with hundreds of thousands of users using its platforms and exchanges</td>
<td>• Ebix’s Annuity Exchange powers more than $60 billion in Annuity premiums annually in the United States</td>
</tr>
<tr>
<td>• Ebix Exchange in Australia powers most of the electronic property &amp; casualty insurance transactions</td>
<td>• Ebix systems tend to be multi-lingual, multi-currency and work in French, Portuguese, Spanish, Japanese, Chinese, Hindi and English</td>
</tr>
<tr>
<td>• All worldwide intellectual property and development is led by its India staff</td>
<td>• Ebix’s On-Demand CRM solution is used by 125,000 plus users in the United States alone</td>
</tr>
<tr>
<td>• Ebix’s “Phygital” strategy combines 320,000 physical distribution outlets in many ASEAN countries to an Omni-channel online digital platform. The Company’s EbixCash Financial exchange portfolio encompasses leadership in areas of domestic &amp; international money remittance, foreign exchange (Forex), travel, pre-paid &amp; gift cards, utility payments, wealth and lending management solutions, logistics and outstation taxis</td>
<td>• EbixCash, through its travel portfolio of Via and Mercury is also one of Southeast Asia’s leading travel exchanges with over 2,200+ employees, 212,450+ agent network, 25 branches and over 9,800 corporate clients; processing an estimated $2.5 billion in gross merchandise value per year</td>
</tr>
<tr>
<td>• EbixCash’s Forex operations have emerged as a leader in India’s airport Foreign Exchange business with operations in 32 international airports including Delhi, Mumbai, Bangalore, Hyderabad, Chennai and Kolkata, conducting over $4.8 billion in gross transaction value per year</td>
<td>• EbixCash’s inward remittance business in India conducts approx. $6.5 billion gross annual remittance business, confirming its undisputed leadership position in India</td>
</tr>
</tbody>
</table>
SUMMARY HIGHLIGHTS

Industry Leadership Opportunity by Leveraging Ebix’s Strong Market Presence.

The insurance and finance IT market is a highly fragmented multi-billion industry. Ebix’s innovative exchange strategy and its global reach positions it as a possible leader in the worldwide insurance & financial exchange markets.

Large, Impressive Client Base for Expansion and Cross-selling.

Ebix’s outstanding reputation with a large customer base and community of insurance & finance professionals offers tremendous expansion and cross-selling opportunities to accelerate an already very strong market position.

High Growth and Profitable Recurring Revenue Model.

With approx. 83% of its revenue generated from recurring sources, Ebix has a high degree of visibility into its growth trajectory.

Consistency of Performance.

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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues in million $</td>
<td>577.1</td>
<td>497.8</td>
<td>364.0</td>
<td>298.3</td>
<td>265.5</td>
<td>214.3</td>
</tr>
<tr>
<td>Growth of Q2 2019 annualized over other years</td>
<td>16%</td>
<td>59%</td>
<td>93%</td>
<td>117%</td>
<td>169%</td>
<td></td>
</tr>
<tr>
<td>Net Income in million $</td>
<td>133.0</td>
<td>117.7</td>
<td>100.6</td>
<td>93.8</td>
<td>79.5</td>
<td>63.6</td>
</tr>
<tr>
<td>Growth of Q2 2019 annualized (Non GAAP) over other years</td>
<td>13%</td>
<td>32%</td>
<td>42%</td>
<td>67%</td>
<td>109%</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS in $</td>
<td>4.34</td>
<td>3.73</td>
<td>3.17</td>
<td>2.86</td>
<td>2.28</td>
<td>1.67</td>
</tr>
<tr>
<td>Growth of Q2 2019 annualized (Non GAAP) over other years</td>
<td>16%</td>
<td>37%</td>
<td>52%</td>
<td>90%</td>
<td>159%</td>
<td></td>
</tr>
</tbody>
</table>

*In Q2 2019, Ebix recorded Non GAAP adjustments totaling $4.4m.
SUMMARY HIGHLIGHTS

Unique Differentiation Enhances Ebix’s Leadership Opportunity

**Ebix’s exchanges power transactions between hundreds of thousands of brokers and insurance companies.**

Ebix runs over 22 million compliant life policy illustrations and over 40 million life insurance quotes annually. Ebix’s annuity exchange powers in excess of $60 billion in premiums annually in the United States. Ebix Exchange in Australia powers the majority of the electronic property & casualty insurance transactions. Ebix’s On-Demand CRM solution is used by 125,000 plus users in the United States alone. With the aggregation of a large community of insurance companies and brokers on its exchanges, Ebix is seen as a vehicle to insurance markets by these entities. Companies not using Ebix exchanges risk losing access to the aggregated markets that Ebix could offer them access to.

**Experienced Executive Management Team with Domain Expertise and Industry Recognition.**

Ebix’s team includes subject matter and domain experts with a deep understanding of the insurance & finance industries spanning thousands of years of experience amongst them. Its infrastructure and experienced executive management team is highly capable of sustaining its leadership and developing Ebix into an even larger organization.

**EbixCash is the new ‘Financial Services’ arm of Ebix that has started its journey from India**

EbixCash is a phygital platform comprising of digital channels as well as physical network of more than 320,000 agent outlets across 5500 cities, handling GMV of more than $18bn annually across payments, forex, travel, remittance, lending & wealth management, ELearning and travel solutions, including its proposed acquisition of Yatra.

**Ebix provides a multi-national broker or carrier a common code base world-wide, unlike any other software player in the insurance industry that addresses these markets.**

Ebix systems are multi-lingual, multi-currency and work in French, Portuguese, Spanish, Japanese, Chinese and English.

**With fully owned offshore facilities in India, Ebix has the ability to reduce the cost structure of acquired companies and increase their efficiency.**

Ebix’s centres in India have Carnegie Mellon’s highest CMMI Level 5 rating and that establishes the quality of Ebix’s operations to any of its prospective customers.
AIRPORT FOR INSURANCE AND FINANCE

EBIX RCS

EBIX CRM

EBIX EXCHANGE

EBIX CASH

EBIX HEALTH

EBIX VISION – TO BECOME AN AIRPORT FOR INSURANCE AND FINANCE CONVERGED TOGETHER
GLOBAL FOOTPRINT

Our markets and our clients cross geographic boundaries. Ebix employs thousands of insurance & technology professionals providing products, support and consultancy to thousands of customers on six continents across 69+ countries through 50+ offices and thousands of EbixCash distribution outlets in multiple countries.
EBIX IN NEWS

EBIXcash to acquire Essel Forex, Weizmann Forex for $57.35m

By Bloomberg | ET News | Wed, Feb 6, 2019 12:14 AM

NEW DELHI: Atlanta-headquartered EBIX plans to double down on its aggressive acquisition strategy in India, even as the Nasdaq-listed software and services company prepares to list its Indian unit next year.

The company, which has made 11 acquisitions over the past 14 months by spending close to $500 million, will consider shelving out another $500 million depending on the opportunities, chief executive Robin Raina told ET.

EBIX signs agreement to acquire Yatra

"We are excited by the cross-selling opportunities that this combination provides us," said Robin Raina, EBIX chief. 

Laver Cup 2017: Rafael Nadal loses to John Isner as tournament goes down to final match

THE LAVER CUP 2017 will go down to the final match after John Isner beat Rafael Nadal in their singles clash.

By Joaquin R (Quint)

BSE, EBIX sign pact to set up insurance distribution network

EBIX is a leading international supplier of on-demand software and e-commerce services to the insurance, financial, e-governance and healthcare industries.

Marsh has placed more than 15,000 risks through the PPL

Global insurance and reinsurance broker Marsh has announced in 2018, it had placed more than 10,000 risks through the London Market Group’s (LMG) electronic placement platform, Placing Platform Limited (PPL).
THE JOURNEY TILL NOW

• In 1999 Ebix had $19.0 million in Net Losses.
• In Q2 2019 Ebix had $132.97 million of Non-GAAP Annualized Net Income.

For more details on Q2 2019* Non GAAP Annualized numbers, please refer to Slide No. 8.
CONSISTENT GROWTH AND PROFITABILITY

Combined Operating Income between 2010 and Q2 2019 = $981.63 Million

- Revenue (in millions)
- Operating Income (in millions)
- Diluted EPS
- Operating Margins

**CAGR calculated using 2010 as the base period through Q2 2019 Annualized**

For more details on Q2 2019* Non GAAP Annualized numbers, please refer to Slide No. 8.
EBITDA

Combined EBITDA between 2009 and 2018 = $952 Million

**CAGR calculated using 2009 as the base period through 2018**
# BALANCE SHEET METRICS

## Healthy Balance Sheet

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Debt (millions)</strong></td>
<td>$541.3</td>
<td>$310.8</td>
<td>$155.6</td>
<td>$148.4</td>
<td>$69.4</td>
<td>$(0.6)</td>
</tr>
<tr>
<td><em>(Debt less cash, cash equivalents &amp; short term investments)</em></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Ratio</strong></td>
<td>1.35</td>
<td>1.72</td>
<td>2.31</td>
<td>2.28</td>
<td>1.49</td>
<td>1.54</td>
</tr>
<tr>
<td><strong>Cash Balance + Short-term investments (millions)</strong></td>
<td>$179.0</td>
<td>$89.5</td>
<td>$117.2</td>
<td>$58.7</td>
<td>$52.6</td>
<td>$57.5</td>
</tr>
<tr>
<td><strong>Working Capital (millions)</strong></td>
<td>$110.0</td>
<td>$106.0</td>
<td>$117.3</td>
<td>$65.6</td>
<td>$34.1</td>
<td>$35.7</td>
</tr>
<tr>
<td><strong>Debt to equity ratio</strong></td>
<td>1.51</td>
<td>0.81</td>
<td>0.64</td>
<td>0.51</td>
<td>0.28</td>
<td>0.14</td>
</tr>
</tbody>
</table>
INDUSTRY & MARKET OVERVIEW
EBIX’S INSURANCE EXCHANGE VISION

The Insurance Exchange Channel

- Multiple exchanges across the world in the fields of life, annuity, health and property & casualty insurance, conducting in excess of $100 billion in insurance premiums.
- Enterprise-wide administration system used by hundreds of brokers, thousands of employers and millions of employees.
- Annuity Exchange, namely AnnuityNet on an average processes $60 Billion in premiums each year.
- Ebix runs over 22 million compliant life policy illustrations and over 40 million life insurance quotes annually.
- A de-facto standard in the Australian Markets. 7 million quotes per year.
- Majority of the electronic transactions in the property & casualty sector in Australia.
- Launching new services such as servicing of annuities, portability of annuity policies, GeniEbix (AI) & data analytics.

More than hundred thousand brokers, 100 plus top-rated Insurance Companies, Financial Institutions and many of the largest Multi-national Banks are Ebix clients.
EBIXCASH FINANCIAL EXCHANGE VISION

ONE CONSUMER
MULTIPLE NEEDS / DESIRES

ONE INTEGRATED PLATFORM

MARKETPLACE, DISTRIBUTION NETWORK
AND PAYMENTS LAYER
E-LEARNING SOLUTIONS VISION

Largest repository of rich multimedia content

Content Mapped to National and State curriculum

Editable as well as ready lesson plans

Comprehensive Digital Learning Solutions

Available in multi-languages

e-Learning Solutions
INDUSTRY AND MARKET OVERVIEW - INSURANCE

EBIX’s footprint addresses the most strategic needs in the insurance industry, besides the healthcare and financial industries.

**Property & Casualty (P&C)**
- **For insurers**
  - Policy Admin Platform
  - Agency Download (TEAM-UP)
  - Data Translation Services (DTS)
- **For agents and brokers**
  - Policy Admin Platform - Global
  - Policy Admin Platform - US
  - Certificate Issuance Exchange
- **For Reinsurance/Lloyds/London Market**
  - Universal Messaging Gateway
  - Electronic Data Exchange

**Life Insurance**
- **For Insurers, Brokers and Agents**
  - Enterprise CRM
  - Agency Management
  - Research and Quoting
  - Sales Illustration
  - Exchange E-Application
  - Enterprise E-Application
  - New Business and Underwriting
  - Policy Administration
  - Distribution Management
  - Product Publishing Tools

**Health and Employee Benefits**
- **For Insurance Carriers, Health Plans, Hospital Systems, TPAs, and other Health Insurers and businesses**
  - EbixEnterprise – Health Management
  - Consumer Portals
  - Compensation Statement Solution
  - Benefits Administration and Wellness
  - Claims Adjudication Platform
- **For Hospitals, Health Plans, Portals**
  - A.D.A.M. – Consumer Health & Education
  - Ebix Life Sciences
  - Continuing Medical Education Products

**Annuity**
- **For Insurers, Brokers and Distributors**
  - Research and Quoting
  - Exchange E-Application
  - Product Publishing Tools

**Risk Management**
- **For Risk Managers**
  - Risk and Claim Management
  - Workers’ Comp Reporting System
  - Medical Care Management

**CRM**

**CONSULTING**

**COI Tracking/COI Issuance**
- **For Risk/Contract Managers and COI Issuers**
  - Insurance Certificate Tracking
  - Insurance Certificate Issuance
Multiple exchanges across the world in the fields of life, annuity, health, property & casualty insurance conducting in excess of $100 billion in insurance premiums.

Ebix Vertical Exchange Channel Revenue Split in Q2 2019
THE INSURANCE EXCHANGE CHANNEL

Life Exchange

- Life Exchange
- Lifespeed
- Winflex Web
- SMARTOFFICE
- Winflex Web
- Pending Cases Status
- Paramed Exam Order
- eApp Submission
- Sales Illustration
- (Multiple Carriers)
- Client & Agent
- Paramed Exam Order
- (Multiple Carriers)
- General Agent
- Pending Cases Status
- eApp Review & Approve
- Sales Illustration
- (Multiple Carriers)
- Service Provider
- PARAMED EXAM ORDER
- Pending Cases Status
- eApp (Data & Forms)

Life Insurance Straight Through Processing
THE INSURANCE EXCHANGE CHANNEL

Annuity Exchange

- Multi-carrier Product Selection
- Brokerage Account Prefill
- eApp Submission
- Funds Check
- Compliance Review

ANNUITYNET

Client & Financial Advisor

eApp Transmission
Money Settlement To Carriers

Product Data & Forms
Policy Values

Carrier 1

Carrier 2

Carrier 3

Annuity Straight Through Processing
THE INSURANCE EXCHANGE CHANNEL

Health Exchange - The only end-to-end comprehensive exchange trusted by thousands of carriers, third party administrators, brokers, employers & consumers, designed to address the specific needs across the Healthcare service value chain.

9 Million Insured Lives, used by Top carriers & 3 of the Top 10 TPAs in the US International Cross Selling Opportunity
Data Entry handled in Ebix India for improved Cost Management

RISK COMPLIANCE SOLUTIONS CHANNEL

- Full service, outsourced solution for issuing, tracking and managing Certificates of Insurance
- Single largest provider of this service in the world
- Services offered to more than 1,000 organizations across 26 different industries
- End-to-end services for issuing, soliciting, validating and electronic storage of the certificates
- Management services to help reduce uninsured exposure and improve corporate control

PERCENTAGE OF TOTAL REVENUE

Q2 2019 – 13%
THE INSURANCE BROKER CHANNEL

- Fully integrated modules that support all phases of the business process including Quotations, Policies, Placing, Invoicing, Accounting, Claims & Analytics
- Multi-country, multi-currency and multi-lingual

Many of the world’s top Brokers use Ebix’s Broker systems
69 insurance companies across United States and Europe use these products
INSURANCE EXCHANGES CONTINUE TO GROW WITH RECURRING REVENUE STREAMS

**Revenue by Channel**
- Insurance Exchanges: 32%
- EbixCash Exchanges: 55%
- RCS: 13%

**Exchange Channel Revenue**
- Financial: 63%
- CRM: 4%
- Risk Management & Workers Compensation: 1%
- P&C: 9%
- Health: 12%
- Life Insurance: 3%
- Annuities: 8%

**Revenue Source**
- Transaction: 59%
- Subscription: 31%
- Professional Services: 10%

**Revenue by Geography**
- United States: 31.2%
- International: 68.8%
EBIXCASH (Financial Exchange)
EbixCash’s goal is to establish leadership and become one-stop shop for the end customer offering insurance, domestic & international money remittance, Forex, Travel, Gift cards, Utility payments and Elearning. In addition, it endeavors to provide Lending & Wealth management and logistics technologies in India and other markets.

EbixCash today is one of India’s top on-Demand Financial and insurance exchanges, with consistent operating margins of approximately 30% and a consistent organic and inorganic growth rate that has led to EbixCash handling Gross Merchandise Value (GMV) of $18 billion including its proposed acquisition of Yatra.
EBIXCASH FINANCIAL EXCHANGE

- Gift Cards
- Logistics
- Phone Recharges
- Insurance
- Healthcare
- Remittance
- Travel
- Education
- FOREX
- Financial Technologies

PERCENTAGE OF TOTAL REVENUE
Q2 2019 – 55%
EBIXCASH AGENT NETWORK

TOTAL AGENT NETWORK

320,000
OMNI CHANNEL - PHYGITAL MODEL

EbixCash Retail Outlets

320,000 Retail Touchpoints

- 145 owned branches
- 29 out of 32 internationals airports with 95 kiosks with 25 international exclusive airports
- Presence across 12 seaports
- 250+ franchise partners
- Agent network present across 768 districts covering 75000+ villages

EbixCash e-Commerce

- Caters to the growing base of digitally empowered consumers via
  - E Commerce vertical, www.ebixcash.com
  - Innovative mobile applications Mobile Wallet, Travel, Forex, utility services app

EbixCash Contact Centre

- Facilitates ease of connectivity for customers at any given point of time

Different channels for a fully connected and integrated network
GO TO MARKET STRATEGY

BRAND EQUITY
- Building the presence of a multinational brand as a household name
- Highly rated brand based on trust and excellence in quality of service

MARKET PRESENCE
- 320,000 agents spread across 768 districts covering 4000 cities and 75000+ villages
- Team of over 3000+ employees of diversified culture

SCALE & CAPABILITIES
- Enhanced scale capabilities to serve customers
- High customer value driven offerings
- Conducting over 24 million transactions per year

OMNI CHANNEL NETWORK
- Hybrid ‘Clicks Bricks’ model
- Focused on delivering a seamless experience across a wide physical network of through digitizing the mode of payments to be received

Build and optimize businesses for profitable growth and scale through innovation and acquisitions
EBIXCASH – DOMESTIC PAYMENTS NETWORK

- EbixCash Retail Outlets are all equipped with internet, printers and scanners to provide real-time access and support for the full product suite of EbixCash Services
- Consumers can acquire prepaid cards or other financial products at any stage of the 75,000+ EbixCash outlets and use them to make bill payments / purchases online or through mobile devices
- Consumers also receive guidelines and assistance at the EbixCash outlets, which educate them about digital payments and additional value-added products

*Consistent Growth in the Number of EbixCash Retail Outlets…*

<table>
<thead>
<tr>
<th>Year</th>
<th>Transactions (millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013A</td>
<td>28,284</td>
</tr>
<tr>
<td>2014A</td>
<td>33,043</td>
</tr>
<tr>
<td>2015A</td>
<td>40,948</td>
</tr>
<tr>
<td>2016A</td>
<td>50,205</td>
</tr>
<tr>
<td>2017A</td>
<td>62,156</td>
</tr>
<tr>
<td>2018A</td>
<td>76,956</td>
</tr>
</tbody>
</table>

CAGR: 22.2%

*…is Driving increases in the Number of Transactions at EbixCash Retail Outlets (millions)*

<table>
<thead>
<tr>
<th>Year</th>
<th>Transactions (millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015A</td>
<td>33.38</td>
</tr>
<tr>
<td>2016A</td>
<td>45.82</td>
</tr>
<tr>
<td>2017A</td>
<td>45.82</td>
</tr>
<tr>
<td>2018A</td>
<td>62.27</td>
</tr>
</tbody>
</table>

CAGR: 23.1%

*Full-Service EbixCash Outlets Contribute to a Higher Proportion of Total Retail Volume…*

<table>
<thead>
<tr>
<th># of Services Offered per EbixCash Outlet</th>
<th>% Contribution to Total Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>20%</td>
</tr>
<tr>
<td>2</td>
<td>9%</td>
</tr>
<tr>
<td>3</td>
<td>9%</td>
</tr>
<tr>
<td>4</td>
<td>10%</td>
</tr>
<tr>
<td>5+</td>
<td>52%</td>
</tr>
</tbody>
</table>

*…And Increases in Average Transaction Size*

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Transaction Size (millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015A</td>
<td>$15.39</td>
</tr>
<tr>
<td>2016A</td>
<td>$17.84</td>
</tr>
<tr>
<td>2017A</td>
<td>$21.77</td>
</tr>
<tr>
<td>2018A</td>
<td>$26.80</td>
</tr>
</tbody>
</table>

CAGR: 20.3%
EBIXCASH – INWARD MONEY REMITTANCE NETWORK

1. Over 91% + market share in India P2P Inward Cash Remittance

2. Largest Partner network of Western Union Globally

3. Over 80,000+ live locations – expanding to over 100,000+ locations in India and new markets such as Philippines (3rd largest inward remittance market)

4. Touches 90 percent of India’s dynamic population covering 568 districts, over 4,000 cities across the length and breadth of the country, with presence in 40,000+ villages covering remote places of the country

5. Processes transactions worth $6.5bn in Gross Transaction Value terms Per Year
INWARD MONEY TRANSFER: Industry Landscape

MTO Market Share%

- Western Union, 70%
- MoneyGram, 11%
- TransFast, 4%
- Xpress Money, 5%
- RIA, 8%
- Instant Cash & Others, 2%

Western Union

- 91%
- 1.50%
- 3.40%
- 1.90%
- 3.80%
- 0.40%

Note: Above figures are Market Estimates
FINANCIAL AIRPORT – PAYTM AND EBIXCASH WORLD MONEY
EBIXCASH – A FEW SAMPLE CASE STUDIES

Apollo Tyres scheme to reward their Customers with free Fuel on EbixCash Petro Card on purchase of commercial vehicle tyres

Kirloskar pumps/ Mobiquess launched a co-branded gift card for their retail partners, with EbixCash

Reliance General Insurance rewarded their employees with Flipkart gift vouchers as incentives fulfilled by EbixCash

Augmont India partnered with EbixCash to sell gold coins on EMI through our pan-india retail network
CUSTOMER TOUCH POINTS

Branches

Seaports

Airport

Online
EBIXCASH OUTLET
EBIXCASH
A SAMPLE SPECTRUM OF KEY CLIENTS

LIC
Britsh Council
RELIGARE
Airtel
Henkel
Shalimar Paints
Mahindra
Hilton
Delhi Indira Gandhi International Airport
EBIXCASH - ROAD AHEAD

Hong Kong - Export hub for supply of currencies across the globe

UAE - Airport and Retail branch network

United Kingdom – Retail branch network offering travel and foreign exchange services

Kuwait - Airport and retail network

Bahrain – Airport and Retail network of branches

Singapore - Retail operation in partnership with Western Union

Oman – Retail Network of Branches

Seychelles – Retail Network of Branches

Canada and USA - Retail operations for foreign exchange and money transfer services
Travel Initiative
FAST GROWING & PROFITABLE TRAVEL PLATFORM WITH DISTRIBUTION ACROSS INDIA AND SE ASIA

Service Portfolio

Travel – Core & Assisted
- Domestic flights
- International flights
- Rail, Bus, Car
- Hotels, Guesthouse, Homestay
- Holiday packages

GDS Suppliers – Abacus, Galileo (over 100 FSCs)
30+ Direct Integrated LCCs
Over 300,000 Hotels through XML Partners
Over 10,000 Direct Contracted Hotels
20+ Channel Managers

Value Add – High Footfall
- Domestic Money Transfer
- Insurance, SME Lending
- Recharges, Bill Payments
- Assisted Ecommerce

Govt. Digitization initiatives are creating huge pool of unbanked population moving to digital economy

VIA provides single point of distribution

EbixCash (proprietary online platform)

Distribution channels

Mobile app / Website (B2C)
1.5 mn app downloads; 4.5 mn unique registered customers
FY17E GTV: INR 8.81 Bn

VIA agents (offline) (B2B2C)
105,000 active agents in 2,600 cities, 13,000+ pin codes
Agents growing at over 20% p.a (net of attrition of ~3% p.a)
FY17E GTV: INR 57.7 Bn

Corporate booking platform
5,500+ Small and medium corporate signups
FY17E GTV: 1.43 Bn

Source: PhoCusWright, Goldman Sachs Global Investment Research, DGCA
LARGE BASE OF 212K+ AGENTS ACROSS 5 COUNTRIES

Complemented by fast growing B2C and Corporate channels

**B2B2C / (Agent outlets)**
- Network of **212k+ active agent outlets** across five countries
  - Large agents (IATA/non-IATA)
  - Medium agents (cyber cafes, mobile recharge shops, hotel travel desks)
  - Small agents (shop keepers with internet facility)
- New product introductions will leverage on captive customer base – **2 mn+ daily customers walk-ins** into Via outlets every day

**B2C(Web / Mobile)**
- 1.5 mn app downloads till date
- 4.5 mn unique registered customers

**B2B / Corporate**
- 5,500+ sign ups on the corporate platform

*The consumer demographic in Asian markets are accustomed to transacting face-to-face & with cash which makes VIA’s large agent network unique & valuable*

200% transaction growth in B2C business across website and app in India in FY16

Strong agent network and corporate channel ensures minimal sales & marketing dollar spend
RANGE OF PRODUCTS

- MICE
- Sports
- Travel
- Flights
- Hotel
- Holidays
- Car
- Rail
- Bus
Meetings And Events

Swiss Voyages

The Rail Journey

Luxury Holidays & Safari

Sports Travel
EbixCash Luxury Travel brand, Mercury had exclusive travel agent rights for FIFA World Cup in Russia and ICC Cricket World Cup in England and Wales.
EBIXCASH AHA TAXIS
One way outstation taxis

**TRAVELERS**
- 50% money saving on one way trips
- All Inclusive Pricing
- Ensures simultaneous affordability and availability
- Good quality service by pre-approved drivers
- Door to door travel option, highly convenient

**DRIVERS**
- Zero investment, more business
- Choose where and when to go
- Choose own price for each trip
- Throughout the year business
- No haggling to get customers

**AHA REACH...**
- 20,000+ ROUTES
- 4,000+ KMS SERVED
- 4000+ CITIES
EBIXCASH TRAVEL TECHNOLOGIES

- Complete end-to-end unified travel technology suite on SaaS model
- Multi Channel – Online Website (B2C) / Corporate Travel (B2E & SBT) / Consolidation (B2B)
- Multi Product – Unifying selling experience
- Strong Mid Office – Reports, Commercials, Audit, User management & Order management
- 8.2 million+ transactions and over 40% of that is non GDS content. Customers of varied sizes and requirements
- Adaptability – Use our modules or integrate your traveller profile system, authentication system, back office (accounting) system & MIS systems
- Security first - PCI DSS Level 1 certified solution
- Flexibility – Partner with clients to build workflows that suit their needs and adapt as they grow
IT TAKES DECADES OF CAPITAL & HARD WORK TO BUILD A MULTI-SIDED TRAVEL PLATFORM FROM THE GROUND UP…

- $2.5 Billion In Annual GMV
- 2,000,000+ Daily Customer Footfall
- 212,450+ Agent Network
- 9,800 Corporate Clients
- 25 Branches
- 2,200 Employees
ABOUT EBIXCASH FINANCIAL TECHNOLOGIES
To be the trusted techno-business partner, delivering excellence and value to financial services firms globally

Private Banking Solution Provider
Large Investment Managers in the UK
Lending Solution Installations
Large trust banks in the Philippines

#1 7 150+ 4
60+ #1 90% 40+
Asset Management Companies across the world
Provider of Electronic Trading Solutions
STP Market Share
Countries with Lending solutions

Largest Wealth Solution in India
Leadership In Asset Management in Sub Saharan Africa
INVESTMENT AND CAPITAL MARKET PRODUCTS

WEALTH MANAGEMENT

- Comprehensive solution covering the entire wealth management lifecycle
- Automates and integrates the end-to-end process with a modular suite of solutions
- Easy interface with core banking systems and multi-channel delivery

WEALTH MANAGEMENT

- Complete asset management solution covering all front, middle and back office functions
- Supports multiple asset classes and currencies
- Integrated fund accounting feature

ASSET MANAGEMENT

- Robust rule-based risk mgmt framework
- Integrated market watch & arbitrage watch
- Real-time risk monitoring: gross exposure, margin limits
- Online collateral revaluation

BROKING PRODUCTS

CUSTODY

- Multi-market, multi asset global custody solution to manage the entire custodial banking business
- Provides a customer – client interface to view and transact

CUSTODY

- Robust compliance monitoring solution covering UCITS, NURS, IMA and Prospectus Rules; Also includes leverage monitoring under the AIFMD regulations
- Plug and play interfaces with most popular custodian solutions – to take positions and trade data

COMPLIANCE SOLUTIONS

Core product MoneyWare has won multiple awards under the Private Banking Technology space.
LENDING PRODUCTS

- One stop loan, collateral and real-time risk management solution for all lenders
- Supports multiple types of collateral such as fixed income, equity, mutual funds and multiple types of lending like promoter funding and portfolio leveraging
SYNERGY AT WORK : USE CASE

- BDO is the largest bank in Philippines
- BDO implementing EbixCash solution for its Asset Management, Wealth Management and Custody business
- BDO is also using Lending Solution from EbixCash
- Recently BDO has signed-up for Insurance Solution
- Has future potential for Broking Solutions from the Product portfolio
- Marquee client using most of the products from consolidated product portfolio; with additional potential to cross-sell
GOING FORWARD

Geographies

- Americas– North and South America
- Australia/NZ
- Prospect meetings under way
- SAAS based model will enable Business to target the [non-enterprise level market], increase targetable market significantly

Products

- Recurring Revenue pricing model vs Enterprise pricing
- Platform/Lending Exchange
- SAAS offering leveraging Ebix data centre
- Leveraging synergies across products
BSE - EBIX JV
INSURANCE EXCHANGE
A PIONEERING VENTURE
(THE FIRST OF ITS KIND IN THE WORLD)

BSE Ebix Insurance Broking Private Limited
To reach out to the consumer in every nook and corner of India through last mile based small outlets.

To be able to write insurance business digitally on hand-held devices in minutes, by using Ebix’s end-to-end insurance technology expertise.
The new venture is branded as BSE Ebix Insurance Broking Private Limited

An Insurance Exchange platform will allow distribution outlets, stock brokers, wealth management advisors and financial institutions etc. to sell life and non-life products.

The venture will utilize the distribution reach of both BSE and Ebix that spans more than 320,000 outlets across the entire expanse of the country.

The state of the art platform will leverage Ebix’s world leading end-to-end Insurance Exchange technology

It will encompass the entire insurance life cycle from customer relationship management, agency management, multi-quoting, underwriting, policy creation, claims filing & settlement, to back end insurance policy administration.
Insurance companies partner with BSE Ebix Online Insurance Broker to distribute their products.

This is a Hub and Spoke Model, a composite broking license by BSE Ebix, while each member will take a POS license with commission sharing.

Each member of BSE and EbixCash will act as the servicing centre for policy distribution.
BSE - EBIX JV
BENEFITS TO CARRIERS

- Unique distribution that includes large, medium and small BSE brokers, members, mutual fund distributors
- Option to setup auto UW rules, product specific configuration on platform without managing the same on its legacy platform
- A new age end to end electronic platform for best User Experience
- Claims integrations
- Future ready platform for carriers to setup/manage product directly on the exchange
- Sales Trend Analytics:
  Analysis about product performance across platform/geographies/segment, etc. (Subject to data sharing norms prescribed by local regulator and policies of the carriers)
- Flexibility for carriers to tweak product offerings for each of sub-channel/segment
EBIX SMARTCLASS

Vast repository of digital rich-media content across grades K-12 mapped to meet the specific objectives laid out by the Central and State Education Boards in India.

Recipient of multiple awards including CII Customer Obsession Award 2019, Edtech Review 2018 World Education Summit Delhi 2017, IDC Digital Transformation 2017 etc.

Subscribed by over 6,000 schools, 70,000 classrooms and 3 million students.

350,000 sessions everyday and international partnerships.

Content available across 12 boards and 5 regional languages.
KEY OFFERINGS

- Computational Thinking and Innovation Lab
- National Cognitive Aptitude Test
- Online Platform
- Language Labs
- Digital Content
MARQUEE CUSTOMERS

- Parthana School
  - Bangalore
  - 215 classrooms

- Sowdambika Group
  - Trichy
  - 234 classrooms

- Akal Academy
  - 4 Branches Bangalore
  - 250 classrooms

- New Cosmo Education Society
  - 4 Branches Bangalore
  - 274 classrooms

- Delhi Public School
  - Bangalore/Mysore
  - 350 classrooms

- Zion Group
  - Chennai
  - 403 classrooms

- Narayana Group
  - Nagpur
  - 630 classrooms

- Chief Khalsa Deewan
  - Multi City
  - 640 classrooms

- Diocese Jalandhar
  - Multi City
  - 1450 classrooms
ROUTIER
EbixCash Logistics Division
REDEFINING TRUCKING LOGISTICS
Gateway between Shipper and Transporter
Shipper Adds Requirements
Load of shipment, Kind of truck needed, Destination of goods etc.

Requirements Broadcasted
Through the Routier marketplace to all the registered Carriers

Shipper
Logs into the Routier app

Requirements Submitted
by the shipper

Assessment
Carriers assess requirements

Carriers Submit Quotes
 $$$
 $$$

Goods Delivered
Truck reaches destination and carrier gets paid

Booking Process Completed
Shipper accepts a carrier quote

Shipment Loaded
Truck reaches pick up point and goods are loaded

Real-time Tracking of Goods
Tracking of the truck by GPS and shipper is notified via alerts
HOW TO ORDER YOUR TRUCK

Available Loads

- Andaman and Nicobar Islands
- Select City

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A FEW STRATEGIC THOUGHTS
THE SECRET MANTRA

COST PRICE

SELLING PRICE

KEY COMPANY GOALS

Operating Margins of 30-35%

On Demand SaaS recurring revenue streams
EBIX’S ACQUISITION PHILOSOPHY

- Marketplace remains robust
- Constantly Evaluating companies
- Looking at domestic and International exchanges

**CRITERIA**

- Immediately Accretive to earnings
- Operating Margins that can reach 30% or more within 6 months of acquisition
- High Cash Flow generation
- Adds to our Customer base
- Complements our existing product base
- Expands our sales reach
- Low Customer Attrition rates
- 75% or more of Recurring revenue
- SaaS and Cloud based solutions in our core verticals
- Usually Structure acquisitions with an Earn-out feature
- 80
THANK YOU

www.Ebix.com