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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 7,800+ 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 $700 Million and 7,800+ employees globally, working across 50+ offices</td>
<td>• Largest insurance exchange in the world, besides being the largest financial exchange in India</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 with 80% plus recurring revenues</td>
<td>• Ebix’s insurance exchanges power transactions between hundreds of thousands of brokers and insurance companies</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

1. 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.

2. 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.

Consistency of Performance.

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</thead>
<tbody>
<tr>
<td>Revenues in million $</td>
<td>580.6</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 2019 over other years</td>
<td>17%</td>
<td>60%</td>
<td>95%</td>
<td>119%</td>
<td>171%</td>
<td></td>
</tr>
<tr>
<td>Net Income in million $</td>
<td>128.8</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 2019 (Non GAAP) over other years</td>
<td>10%</td>
<td>28%</td>
<td>37%</td>
<td>62%</td>
<td>103%</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS in $</td>
<td>4.21</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 2019 (Non GAAP) over other years</td>
<td>13%</td>
<td>33%</td>
<td>47%</td>
<td>85%</td>
<td>152%</td>
<td></td>
</tr>
</tbody>
</table>

*In Q4 2019, Ebix recorded Non GAAP adjustments totaling $10.2m.

3. 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.

Operating Margins
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.

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.

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.

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

Our markets and our clients cross geographic boundaries. With customers on six continents across 69+ countries, Ebix has a footprint next to none in the insurance, healthcare and financial industries.
US software firm EBIX offers to acquire Yatra for $336 million
FINANCIAL SNAPSHOT
THE JOURNEY TILL NOW

- In 1999 Ebix had $19.0 million in Net Losses.
- In 2019 Ebix had $128.85 million of Non-GAAP Net Income.
CONSISTENT GROWTH AND PROFITABILITY

COMBINED OPERATING INCOME BETWEEN 2010 AND 2019 = $972.05 MILLION

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

For more details on 2019* Non GAAP numbers, please refer to Slide No. 7.
EBITDA

COMBINED EBITDA BETWEEN 2009 AND 2019 = $1,060 MILLION

EBITDA (in millions)

2010: $66.1
2011: $81.2
2012: $88.3
2013: $81.0
2014: $89.8
2015: $101.4
2016: $111.8
2017: $124.2
2018: $163.6
2019: $153.1

EBITDA CAGR** – 13 %

**CAGR calculated using 2009 as the base period through 2019
## BALANCE SHEET METRICS

### HEALTHY BALANCE SHEET

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<tbody>
<tr>
<td>Net Debt (millions)</td>
<td>$668.6</td>
<td>$551.2</td>
<td>$310.8</td>
<td>$155.6</td>
<td>$148.4</td>
<td>$69.4</td>
<td>$(0.6)</td>
</tr>
<tr>
<td>(Debt less cash, cash</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>equivalents &amp; short</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>term investments)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.55</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>Cash Balance +Short-term</td>
<td>77.7</td>
<td>$169.1</td>
<td>$89.5</td>
<td>$117.2</td>
<td>$58.7</td>
<td>$52.6</td>
<td>$57.5</td>
</tr>
<tr>
<td>investments (millions)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Working Capital (millions)</td>
<td>$129.0</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>Debt to equity ratio</td>
<td>1.36</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>
EBIX’S INSURANCE EXCHANGE VISION
THE INSURANCE & HEALTHCARE EXCHANGE CHANNEL

CONVERGENCE IS KEY
EBIX’S INSURANCE EXCHANGE VISION
THE INSURANCE & HEALTHCARE EXCHANGE CHANNEL

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 2019
THE INSURANCE EXCHANGE CHANNEL

LIFE EXCHANGE

LIFESPEED WINFLEX WEB

Client & Agent

LIFESPEED WINFLEX WEB

Pending Cases Status
Paramed Exam Order
eApp Submission
Sales Illustration

(Multiple Carriers)

SMARTOFFICE WINFLEX WEB

General Agent

Pending Cases Status
eApp Review & Approve
Sales Illustration

(Multiple Carriers)

PARAMED EXAM ORDER

Pending Cases Status
eApp (Data & Forms)

Service Provider

Pending Cases Status
eApp (Data & Forms)

Life Carrier 1

Pending Cases Status
eApp (Data & Forms)

Life Carrier 2

Pending Cases Status
eApp (Data & Forms)

Life Carrier 3

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THE INSURANCE EXCHANGE CHANNEL

ANNUITY EXCHANGE

Depository Trust & Clearing Corp

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

eApp Transmission

Product Data & Forms
Policy Values

Carrier 1

Carrier 2

Carrier 3

ANNUITYNET

Client & Financial Advisor

eApp Transmission Money Settlement To Carriers

Product Data & Forms
Policy Values

Product Data & Forms
Policy Values

Product Data & Forms
Policy Values
THE EBIXHEALTH EXCHANGE

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

CONVERGENCE IS KEY
RISK COMPLIANCE SOLUTIONS

Full service, outsourced solution for issuing, tracking and managing Certificates of Insurance

Management services to help reduce uninsured exposure and improve corporate control

Single largest provider of this service in the world

End-to-end services for issuing, soliciting, validating and electronic storage of the certificates

Services offered to more than 1,000 organizations across 26 different industries

CONVERGENCE IS KEY
MANY OF THE WORLD’S TOP BROKERS USE EBIX’S POLICY ADMIN BROKER SYSTEMS
INSURANCE EXCHANGES CONTINUE TO GROW WITH RECURRING REVENUE STREAMS

**Revenue by Channel**
- Insurance Exchanges: 33%
- EbixCash Exchanges: 55%
- RCS: 12%
- Professional Services: 11%
- Subscription: 30%
- Transaction: 59%

**Exchange Channel Revenue**
- Financial: 63%
- United States: 31.4%
- International: 68.6%

**Revenue Source**
- Professional Services: 11%
- Subscription: 30%
- Transaction: 59%
- RCS: 12%

**Revenue by Geography**
- Risk Management & Workers Compensation: 7%
- Life Insurance: 4%
- P&C: 3%
- CRM: 4%
- Health: 11%
- United States: 31.4%
- International: 68.6%
EBIXCASH
AIRPORT OF FINANCIAL TRANSACTIONS
EbixCash’s goal is to establish leadership and become one-stop shop for the end customer by offering Insurance, Payment Solutions, Travel, Financial Technologies and E-Learning in India and abroad.

EbixCash is the only Financial Exchange in the Indian subcontinent with consistent strong operating margins along with unparalleled organic and inorganic growth rate. EbixCash handles Gross Merchandise Value (GMV) of $18 billion including its proposed acquisition of Yatra.
EBIXCASH FINANCIAL EXCHANGE

GIFT CARDS
PHONE RECHARGES
HEALTHCARE
TRAVEL
FOREX

LOGISTICS
INSURANCE
REMITTANCE
EDUCATION
FINANCIAL TECHNOLOGIES

Financial Exchange

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH FINANCIAL EXCHANGE VISION

CONVERGENCE IS KEY
AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH NEW WEBSITE

Professional advice for creating wealth

Technology Services
As a financial services provider, you are under tremendous pressure to grow your client’s wealth.

Health Services
Get your health question answered instantly from our pool of 15000+

POS Devices
- Cards/Debit/Precard Cards & Wallets Accepted
- The approved Rs 25000 Business Loan

Airport of Financial Transactions
EBIXCASH NEW APP

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH AGENT NETWORK

EbixCash today has a bigger network than the largest Bank State Bank, in India

TOTAL AGENT NETWORK
320,000

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH TODAY IS EITHER A DOMINANT LEADER OR ON THE WAY TO LEADERSHIP IN EACH BUSINESS SEGMENT IT HAS ENTERED INTO
1 EBIXCASH PAYMENT SOLUTIONS

FOREX

REMITTANCE

PAYMENTS
EBIXCASH PAYMENT SOLUTIONS - FOREX

EBIXCASH FOREX REACH IS UNPARALLELED

- Every 9th Passenger travelling overseas is an EBIXCASH World Money customer
- Market Maker for Bank Notes in all the metro cities of India
- Student Segment GMV – USD 900 Mn and Retail GMV- USD 280 Mn
- Every 4th Student travelling overseas is serviced by EBIXCASH World Money
- Bank Note GMV- USD 2.45 Bn
- India’s largest partner for processing University Fee Payments Globally
- Only company dealing with maximum number of currencies in India
EBIXCASH PAYMENT SOLUTIONS - FOREX

EBIXCASH FOREX REACH IS UNPARALLELED

- Footprint across 69 cities with 147 branches
- 89 counters present across International Airport
- Covering 90% of 28 million passengers estimated to travel in 2019
- Present at all metro airports (Delhi, Mumbai, Chennai, Kolkata, Hyderabad)
- Present across 12 seaports
EBIXCASH PAYMENT SOLUTIONS - FOREX
FINANCIAL AIRPORT – PAYTM AND EBIXCASH WORLD MONEY

EBIXCASH SERVES AS A TRUE AIRPORT FOR FINANCIAL TRANSACTIONS

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS - REMITTANCE

1. Over 78% + market share in India P2P Inward Cash Remittance

2. Largest Partner network of Western Union Globally holding 91%

3. Over 100,000+ live locations – expanding to over 150,000+ locations in India and new markets such as Philippines (3rd largest inward remittance market)

4. Digitalizing the process by transferring the funds in electronic format in EBIXPAY wallet or EBIXCASH Prepaid cards

5. Processes more than $7.02 bn annualized remittances in the country

TOTAL MARKET SIZE OF MTO (CASH TO CASH): USD 9BN:
EBIXCASH GMV OF TRANSACTIONS: USD 7.02BN

EBIXCASH IS A DOMINANT LEADER IN REMITTANCE BUSINESS IN INDIA
Service for transferring Money from abroad to India. EbixCash accounts for 91% business of Western Union and 78% of the overall inward remittance market.

* Total Market Size of MTO (cash to Cash): USD 9Bn
  EbixCash GMV of transactions: USD 7.02 Bn

**Note**: Above figures are Market Estimates
EBIXCASH PAYMENT SOLUTIONS

EBIXCASH CORPORATE SOLUTIONS

STRONG PHYGITAL LAST MILE REACH THROUGH 320,000 FRANCHISEES

CORPORATE SOLUTIONS

Reward Programs

Incentive Solutions

Meal Card Programs

Petro | Medical | Jewellery Card

Payroll & Corporate Disbursements

Travel & Expense Management

Gift Cards

Forex Services
EBIXCASH PAYMENT SOLUTIONS

FOOTPRINT

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
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<tbody>
<tr>
<td>DMT</td>
<td>• DMT Market stands at USD 5 Bn in India</td>
</tr>
<tr>
<td></td>
<td>• Every 5th non banking DMT is executed by EbixCash</td>
</tr>
<tr>
<td>IRCTC B2B</td>
<td>• EbixCash was the first player to start this business</td>
</tr>
<tr>
<td></td>
<td>• Every third railway ticket being booked by agents in B2B segment is</td>
</tr>
<tr>
<td></td>
<td>through the EbixCash Portal</td>
</tr>
<tr>
<td>Cash In</td>
<td>• EbixCash holds 32% market in B2B cash management services</td>
</tr>
<tr>
<td></td>
<td>• The total market is estimated to be USD 550 Million</td>
</tr>
<tr>
<td>GPR Cards</td>
<td>• EbixCash holds 4% of the overall GPR card</td>
</tr>
<tr>
<td></td>
<td>• The overall card is estimated to be USD 14 Billion</td>
</tr>
<tr>
<td>Gift Card</td>
<td>• EbixCash is the leader amongst all non-banking players for issuance</td>
</tr>
<tr>
<td></td>
<td>of Gift cards</td>
</tr>
</tbody>
</table>

AIRPORT OF FINANCIAL TRANSACTIONS
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/Mobiquest 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
EBIXCASH PAYMENT SOLUTIONS

FRANCHISEE OUTLETS

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS

A SAMPLE SPECTRUM OF KEY CLIENTS

[Logos of various clients including LIC, BRITISH COUNCIL, RELIGARE, Amway, airtel, State Bank of India, Mahindra, Hilton, Henkel, DELHI INDIRA GANDHI INTERNATIONAL AIRPORT, Shalimar Paints, and HP.]
EBIXCASH PAYMENT SOLUTIONS

THE 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
UNDISPUTED NO. 1 IN CORPORATE, MICE AND B2B (WITH YATRA INCLUDED)
EBIXCASH TRAVEL

AIRPORT OF FINANCIAL TRANSACTIONS

- Flights
- Hotel
- MICE
- Adventure Travel
- Trucking Logistics
- Holidays
- Taxis
- Bus
- Rail

EbixPay Gateway

Ebixcash Travel Products

Zillious via
EBIXCASH TRAVEL – CORPORATE AND B2C

LARGE BASE OF 212K+ AGENTS ACROSS 5 COUNTRIES - COMPLEMENTED BY FAST GROWING B2C AND CORPORATE CHANNELS

- 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
- 200% transaction growth in B2C business across website and app in India in FY16
- The consumer demographic in Asian markets are accustomed to transacting face-to-face & with cash which makes VIA’s large agent network unique & valuable

1.5 mn app downloads till date
4.5 mn unique registered customers

5,500+ sign ups on the corporate platform
EBIXCASH TRAVEL – B2B
FAST GROWING & PROFITABLE TRAVEL PLATFORM WITH DISTRIBUTION ACROSS INDIA AND SE ASIA

Service Portfolio

<table>
<thead>
<tr>
<th>Travel – Core &amp; Assisted</th>
<th>Value Add – High Footfall</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic flights</td>
<td>Domestic Money Transfer</td>
</tr>
<tr>
<td>International flights</td>
<td>Insurance, SME Lending</td>
</tr>
<tr>
<td>Rail, Bus, Car</td>
<td>Recharges, Bill Payments</td>
</tr>
<tr>
<td>Hotels, Guesthouse, Homestay</td>
<td>Assisted Ecommerce</td>
</tr>
<tr>
<td>Holiday packages</td>
<td></td>
</tr>
</tbody>
</table>

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

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

India | Indonesia | Singapore | UAE | Thailand | Oman | Saudi Arabia | Hongkong

Source: PhoCusWright, Goldman Sachs Global Investment Research, DGCA

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH TRAVEL - LUXURY AND MICE

Meetings And Events

Sports Travel

Swiss Voyages

Luxury Holidays & Safari

The Rail Journey

LARGEST MICE PLAYER IN THE COUNTRY

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH TRAVEL IS TARGETTING A MINIMUM OF 5 MILLION+ INTERNATIONAL AIRLINE SEGMENTS IN 2020

Partnership with all top three GDS Providers
(Amadeus, Travelport and Sabre)
EBIXCASH TRAVEL - TAXIS

NOW BOTH INTRA-CITY AND INTER-CITY SERVICE

**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

**EBIXCASH TAXIS REACH…**

- 20,000+ ROUTES
- 4,000+ KMS SERVED
- 4000+ CITIES

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH TRAVEL

EBIXCASH NOW RUNS INDIA’S NO.1 LUXURY TRAIN

EBIXCASH IS A LEADING PLAYER IN THE TRAIN ETICKETING MARKET, ACCOUNTING FOR 60% OF THE LUXURY TRAIN TICKET SALES

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH TRAVEL

- Fully integrated with all large bus undertakings in India
- Choose your seat online
- Interfacing with all roadways and all roadways use Trimax backend systems that we are in the process of acquiring
EBIXCASH TRAVEL - YATRA

Accelerates Growth Potential as a Premier International Travel Services Provider

Creates World’s Leading End-to-End Enterprise Financial and Insurance Services Provider

Delivers Short and Long-Term Financial Benefits

Creation of India’s Largest Financial and Travel EbixCash Exchange

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH TRAVEL – RECENT NEWS

COX & KINGS CORPORATE DIVISION

C&K Inbound Holidays

AIRPORT OF FINANCIAL TRANSACTIONS
DMC (DESTINATION MANAGEMENT COMPANY)

- EbixCash will soon launch its own DMC
- Recently transferred key employees of a DMC with a spread across 17 countries
- Partnerships with wide network of hotel chains, travel companies and tour operators
- Can bring tremendous cost savings to EbixCash Travel on our existing business
- Intend to sell it as a service to outside clients
EBIXCASH TRAVEL

KEY CLIENTELE

ICICI Bank | HDFC Bank | Republic | Kajaria | The Times

Sony | Tata AIA Life | Reliance | Mankind | Dnata

Samsung | Carrier | Indiabulls Home Loans | Kotak Mutual Fund | Orient Travel

ACC Cement | Ambuja Cement | GSK | Airtel | BBC
EBIXCASH TRAVEL

It takes decades of capital & hard work to build a multi-sided travel platform from the ground up...

- $4 Billion in Annual GMV (after yatra)
- 10,000+ Corporate Clients
- 212,450+ Agent Network
- 30+ Branches
- 4,000+ Employees (post yatra)
EBIXCASH FINANCIAL TECHNOLOGIES

- Travel Technologies
- Lending, Wealth and Asset Mgt.
- Insurance Technologies
- Stock Broking Technologies
- Bus Exchange Technologies

(in the future)
EBIXCASH FINANCIAL TECHNOLOGIES

TRAVEL TECHNOLOGIES

8 million+ travel segments churned

EBIX CASH IS THE TECHNOLOGY BEHIND MOST OF THE LEADING TRAVEL COMPETITORS

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH FINANCIAL TECHNOLOGIES

WEALTH, ASSET AND LENDING MANAGEMENT

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+

Wealth & Asset Management Companies across the world

Provider of Electronic Trading Solutions

STP Market Share

Countries with Lending solutions

Leader in India | Leader in Africa & Middle East

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH FINANCIAL TECHNOLOGIES
WEALTH, ASSET AND LENDING MANAGEMENT - 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

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

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

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

COMPLIANCE SOLUTIONS
- 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

CORE PRODUCT MONEYWARE HAS WON MULTIPLE AWARDS UNDER THE PRIVATE BANKING TECHNOLOGY SPACE.

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH FINANCIAL TECHNOLOGIES

INSURANCE TECHNOLOGIES
BSE - EBIX JV INSURANCE EXCHANGE

• We see BSE-Ebix as a Giant Venture
• India’s first non-aligned end to end insurance exchange
• Approved by IRDA
• Distribution, both at the last mile and online
• End to end backend technology solutions
EBIXCASH FINANCIAL TECHNOLOGIES

BUS EXCHANGE TECHNOLOGIES

- At the final stages of Trimax Acquisition
- Trimax is India’s Bus Exchange Leader powering Bus roadways of 18 states
- EbixCash recently implemented the bus exchange successfully for Rajasthan Roadways powering 5,800 buses
- Trimax is a 35% operating margin opportunity
- We are targeting at least 4 new state wins in 2020

AIRPORT OF FINANCIAL TRANSACTIONS
32+ banking and financial institutions in India are EbixCash clients
Top 3 Middle East banks are EbixCash Clients
Top 3 Qatar banks are EbixCash Clients
Trimax (final stages of acquisition) has 18 state Bus undertakings as clients
E-LEARNING SOLUTIONS VISION

- Largest repository of rich multimedia content
- Content Mapped to National and State curriculum
- Comprehensive Digital Learning Solutions
- Editable as well as ready lesson plans
- Available in multi-languages

CONVERGENCE IS KEY

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH ELEARNING

An Initiative of

Vast repository of digital rich-media content across grades K-12

Subscribed by over 6,000 schools, 75,000 classrooms and 3 million students

350,000 sessions everyday and international partnerships

Recipient of multiple awards including CII Customer Obsession Award 2019, Edtech Review 2018 etc.

Content available across 12 boards and 5 regional languages

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH ELEARNING

KEY OFFERINGS

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

An Initiative of EBIXCASH

AIRPORT OF FINANCIAL TRANSACTIONS
5 STARTUP INITIATIVES

- EbixCash Travel Technologies
- EbixCash Logistics
- EbixCash Taxis
GROWTH CURVE OF EBIXCASH LOGISTICS

Existing and Targeted Growth since December 2018

GROWTH

20000%
15000%
10000%
5000%
0%
-5000%

EBIXCASH LOGISTICS

GROWTH IN OFFERINGS

December 2018

- B2B Trucking
- End to End Domestic and International Cargo
- B2B End to End Retail Distribution

October 2019

- Packers and Movers
- End to End Shipping Cargo
- Integrated Warehousing Solutions

AIRPORT OF FINANCIAL TRANSACTIONS
## EBIXCASH LOGISTICS

### INTEGRATED SOLUTIONS WITH EBIXCASH FOREX, PAYMENTS AND TRAVEL PORTALS

<table>
<thead>
<tr>
<th>B2C</th>
<th>Retailers to to converted as “Packers and Movers” Business Associates - Pilot started in Lucknow, Jaipur, Chandigarh and NCR</th>
</tr>
</thead>
<tbody>
<tr>
<td>B2C</td>
<td>Forex Team to offer “Packer and Movers to their Corporate Clients”</td>
</tr>
<tr>
<td>B2B &amp; B2C</td>
<td>Travel Portals like Via and Yatra can start offering Packers and Movers Services as well</td>
</tr>
</tbody>
</table>

Making EbixCash the biggest Name in Packers and Movers across the world
• Have decided to fund a new startup initiative
• EbixCash conducts $1.5 billion worth of transactions wherein we pay an Outside Gateway Provider
• Can be huge cost-savings for EbixCash internally
• Intend to sell it as a service to E-commerce clients
• Presently negotiating volume rates with banks
EBIXCASH IS EVERYWHERE

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH IS EVERYWHERE

Homes for the homeless
An NGO is building homes for slum dwellers in Bawana, good work.

EBIXCASH

AIRPORT OF FINANCIAL TRANSACTIONS

EBIX may Shell Out $500m more for Fresh Buys here

US software firm Ebix offers to acquire Yatra for $336 million

GROWTH STRATEGY

Company | Acquired | Deal | Date
--- | --- | --- | ---
EBIX | EastGroup | 50.7m | May 19
EBIX | Wills/Henness | 25m | 19 August
EBIX | Thomas Cook | 12m | 16 January
EBIX | YouTravel | 8m | 19 August
EBIX | Ticket to Travel | 12m | 19 August
EBIX | TUI Holidays | 25m | 19 August

The story of the growth strategy is how Ebix has managed to take over businesses across different markets.

Corporate

‘2017 was the Beginning for Acquisitions’

The story behind the acquisitions was how Ebix has managed to take over businesses across different markets.

Corporate

The other side

The story behind the acquisitions was how Ebix has managed to take over businesses across different markets.

What about challenges?

There are three regulatory and environment challenges. First, the government is not sure how to regulate it. Second, the work is not complete. Third, there is no clarity on the future of the business model.

What about the future?

We are looking at a new business model, which is based on the new Internet regulations. We are looking at a new business model, which is based on the new Internet regulations.

What about the future?

We are looking at a new business model, which is based on the new Internet regulations. We are looking at a new business model, which is based on the new Internet regulations.
THE SECRET MANTRA

KEY COMPANY GOALS

- Operating Margins of 30-35%
- On Demand SaaS recurring revenue streams
EBIX’S ACQUISITION PHILOSOPHY

Marketplace remains robust

- Immediately Accretive to earnings
- High Cash Flow generation
- Complements our existing product base

Constantly Evaluating companies

- Operating Margins that can reach 30% or more within 6 months of acquisition
- Adds to our Customer base
- 75% or more of Recurring revenue
- Low Customer Attrition rates

Looking at domestic and International exchanges

- Expands our sales reach
- SaaS and Cloud based solutions in our core verticals
- Usually Structure acquisitions with an Earn-out feature
- 75% or more of Recurring revenue
- Expands our sales reach

CRITERIA
THANK YOU!