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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.
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXECUTIVE SUMMARY</td>
<td>05</td>
</tr>
<tr>
<td>FINANCIAL SNAPSHOT</td>
<td>12</td>
</tr>
<tr>
<td>INDUSTRY &amp; MARKET OVERVIEW</td>
<td>17</td>
</tr>
<tr>
<td>EBIX EXCHANGE (INSURANCE)</td>
<td>18</td>
</tr>
<tr>
<td>EBIXCASH</td>
<td>27</td>
</tr>
<tr>
<td>EBIXCASH PAYMENT SOLUTIONS</td>
<td>38</td>
</tr>
<tr>
<td>EBIXCASH TRAVEL</td>
<td>51</td>
</tr>
<tr>
<td>EBIXCASH FINANCIAL TECHNOLOGIES</td>
<td>60</td>
</tr>
<tr>
<td>ELEARNING</td>
<td>66</td>
</tr>
<tr>
<td>STARTUP INITIATIVES</td>
<td>70</td>
</tr>
<tr>
<td>A FEW STRATEGIC THOUGHTS</td>
<td>75</td>
</tr>
</tbody>
</table>
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.
EXECUTIVE SUMMARY
**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><strong>Ebix Summary</strong></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. $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.

<table>
<thead>
<tr>
<th></th>
<th>Q2 2020*</th>
<th>2019 Non GAAP</th>
<th>2018 Non GAAP</th>
<th>2017 GAAP</th>
<th>2016 GAAP</th>
<th>2015 GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues in million $</td>
<td>445.2</td>
<td>580.6</td>
<td>497.8</td>
<td>364.0</td>
<td>298.3</td>
<td>265.5</td>
</tr>
<tr>
<td>Growth of 2020 over other years</td>
<td></td>
<td></td>
<td></td>
<td>22%</td>
<td>49%</td>
<td>68%</td>
</tr>
<tr>
<td>Net Income in million $</td>
<td>108.4</td>
<td>96.7</td>
<td>117.7</td>
<td>100.6</td>
<td>93.8</td>
<td>79.5</td>
</tr>
<tr>
<td>Growth of 2020 (Non GAAP) over other years</td>
<td></td>
<td>12%</td>
<td>-8%</td>
<td>8%</td>
<td>16%</td>
<td>36%</td>
</tr>
<tr>
<td>Diluted EPS in $</td>
<td>3.52</td>
<td>3.16</td>
<td>3.73</td>
<td>3.17</td>
<td>2.86</td>
<td>2.28</td>
</tr>
<tr>
<td>Growth of 2020 (Non GAAP) over other years</td>
<td></td>
<td>11%</td>
<td>-6%</td>
<td>11%</td>
<td>23%</td>
<td>54%</td>
</tr>
</tbody>
</table>

*In Q2 2020, Ebix recorded Non GAAP adjustments totaling $3.66M.

---

### Operating Margins

![Operating Margins Diagram](image)
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 $12.5bn annually across payments, forex, travel, remittance, lending & wealth management, ELearning and travel solutions.

**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.
EBIX IN NEWS

Oh To Be Robin Raina!

FEB 14, 2016  DG SHOPS  

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

EBIX IN NEWS

The other side

"2015 was the beginning for acquisitions"

EBIX IN NEWS

"In 20 years of Ebix, we had 20 quarters of sequential growth"
THE JOURNEY TILL NOW

• In 1999 Ebix had $19.0 million in Net Losses.
• In Q2 2020 Ebix had $108.40 million of Annualized Net Income.
CONSISTENT GROWTH AND PROFITABILITY

COMBINED OPERATING INCOME BETWEEN 2011 AND 2020 = $1.06 BILLION

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

2011  $168.97  37%  $1.75
2012  $199.37  37%  $1.80
2013  $204.71  37%  $1.53
2014  $214.32  33%  $1.67
2015  $265.48  36%  $2.28
2016  $298.29  31%  $2.86
2017  $363.97  31%  $3.17
2018 Non GAAP  $497.83  29%  $4.17
2019 Non GAAP  $580.60  27%  $4.21
2020* Q2 Annualized Non GAAP  $445.25  32%  $3.52

**CAGR calculated using 2011 as the base period through Q2 2020
For more details on 2020* Non GAAP numbers, please refer to Slide No. 7.
EBITDA

COMBINED EBITDA BETWEEN 2009 AND 2020 = $1.14 BILLION

EBITDA (in millions)

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 Q2 2020 Annualized $141.5

**CAGR calculated using 2011 as the base period through 2020

EBITDA CAGR** = 6.4%
# BALANCE SHEET METRICS

## HEALTHY BALANCE SHEET

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<tr>
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<th></th>
</tr>
</thead>
<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 equivalents &amp; short 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 investments (millions)</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>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 EXCHANGE (Insurance)
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.

- Risk Mgmt. & Workers Compensation
- Life Insurance
- Customer Relationship Management
- Annuities
- Health Benefits
- Property & Casualty
- Financial

Ebix Vertical Exchange Channel Revenue Split in Q2 2020
THE INSURANCE EXCHANGE CHANNEL

LIFE EXCHANGE

LIFESPEED WINFLEX WEB

Client & Agent

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

Life Carrier 1

Life Carrier 2

Life Carrier 3

(Data & Forms)
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

eApp Transmission Money Settlement To Carriers

ANNUITYNET

Client & Financial Advisor

Carrier 1

Carrier 2

Carrier 3

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

Online Quoting
Agency management
CRM/Sales Automation
Advisor Tools
Enrolment Services
Health & Wellness

SaaS based Healthcare Benefits and Claims Management
Multiple Benefit Lines:
Medical, Dental, Vision, Specialty, FSA, HRA, HSA
STD, LTD, Group Life / AD&D, COBRA
Full Accounting and Premium Billing
Electronic imaging/workflow
Reinsurance

Financial Services
Cost & Care Guide
Real Value Statement
Dependent Audits
NurseLine
Employee Assistance Program (EAP)

Claims & Encounter Processing
Policy/Benefits Administration
Workers Compensation Administration
Employee Benefits & Risk Management
Integrated Flexible Benefits Administration
Integrated ‘Web’ & ‘Voice-enabled’ Benefits Communication
Electronic Data Interchange (EDI)
Optical Imaging/IOCR
HIPAA Compliant Solutions
COBRA Administration System
Case Management System
Analysis & Reporting

Multimedia Encyclopaedia
Interactive Decision Tools
Health Risk Assessments
Wellness Calculators
Drug Tools
Exam Scheduling
Recommendation Tools

Care Guides
Health News
Mobile Technologies
Marketing Technologies
E-Learning, M-Learning

9 Million Insured Lives, used by Top carriers & 3 of the Top 10 TPAs in the US
RISK COMPLIANCE SOLUTIONS

- 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

CONVERGENCE IS KEY
POWERING THE INSURANCE BROKER

• 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

• E-commerce-based, end-to-end, backend system to automate a broker’s entire business
• Policy processing/Claims administration/Sales Management/Underwriting/Rating etc.
• Built in-house, deployed across United States

• Comprehensive e-commerce enabled business system designed for General Insurance Intermediaries Insurance Intermediaries
• Used by over 5,000 users across 600 businesses in Australia
• Interfaces with Ebix Exchange, On-line quoting and all of the major premium funding applications
• Seamless integration to electronic trading platforms, Premium Funding systems, Banks, Payment Gateways and Document Management Systems

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: 39%
- Professional Services: 17%
- Subscription: 39%
- Transaction: 44%

**Revenue by Source**
- RCS: 14%
- EbixCash Exchanges: 48%

**Exchange Channel Revenue**
- Risk Management & Workers Compensation: 1%
- P&C: 10%
- Health: 11%
- CRM: 5%
- Life Insurance: 4%
- Annuities: 9%
- Financial: 60%

**Revenue by Geography**
- United States: 37.5%
- International: 62.5%
EBIXCASH
FIRST CONSUMER-FOCUSED DIGITAL CONGLOMERATE OF INDIA

1. India’s Story Driving Strong Growth in Payments and Travel Industry
2. Attractive Market Leading Positioning Across Business Segments
3. Enabling the Digital Journey of Indian Consumers through a Highly Integrated Platform
4. Driving Indian Consumer’s Online-to-Offline-to-Online Journey with Strong Customer Relationships
5. Proven Inorganic Growth Strategy Coupled with Visionary Strategic Partnerships
6. Robust Financial and Operating Performance
7. Experienced Management Team
8. Clear Roadmap for Future Growth and Profitability

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 $12.5 billion.
## AIRPORT OF FINANCIAL TRANSACTIONS

**ATTRACTIVE MARKET LEADING POSITIONING ACROSS BUSINESS SEGMENTS**

**MULTI-FACETED PLATFORM “HARD-TO-REPLICATE” SYNERGISTIC BUSINESS MODEL**

### Payment Solutions

<table>
<thead>
<tr>
<th>Domestic Money Transfer</th>
<th>Forex</th>
<th>Remittances</th>
<th>Payment Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>62mn domestic money transfer transactions in 2018</td>
<td>US$2.5bn bank note GMV (market maker in metros)</td>
<td>70%+ market share in India P2P inward cash remittance</td>
<td>First player to start B2B IRCTC business</td>
</tr>
<tr>
<td>c.77k EbixCash retail outlets in 2018</td>
<td>Caters to every 9th passenger / 4th student travelling abroad</td>
<td>Addresses 91% inward money transfer by Western Union</td>
<td>32% market share in B2B cash management services</td>
</tr>
<tr>
<td>20% CAGR in average transaction size</td>
<td>India’s largest processor of global university fee payments</td>
<td>c.US$7bn annualized remittances processed in India</td>
<td>Leader in issuance of gift cards among non-banks</td>
</tr>
</tbody>
</table>

### Travel

<table>
<thead>
<tr>
<th>B2B, B2C, Luxury, Corporate and MICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$2.5bn annual GMV</td>
</tr>
<tr>
<td>212,450+ agent network</td>
</tr>
<tr>
<td>Taxi services for 20,000+ routes across 4,000+ cities</td>
</tr>
<tr>
<td>9,800 corporate clients</td>
</tr>
<tr>
<td>Accounts for 60% of luxury train ticket sales</td>
</tr>
<tr>
<td>Partners with all top 3 GDS co.s (Amadeus, Travelport, Sabre)</td>
</tr>
</tbody>
</table>

### Financial Technologies

<table>
<thead>
<tr>
<th>Insurance, Travel, Lending, Asset / Wealth Mgmt. Technologies</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1 private banking &amp; electronic trading solutions provider</td>
</tr>
<tr>
<td>90% market share in Straight Through Processing (“STP”))</td>
</tr>
<tr>
<td>#1 in PMS, broking solutions and wealth mgmt. in India</td>
</tr>
<tr>
<td>Leader in Sub-Saharan Africa Asset Management</td>
</tr>
<tr>
<td>Largest installation base across Middle East and Africa</td>
</tr>
<tr>
<td>Leader in trust banking in Philippines</td>
</tr>
</tbody>
</table>

**Note:** MICE - Meetings, incentives, conferencing, exhibitions.
ENABLING THE DIGITAL JOURNEY OF INDIAN CONSUMERS
HIGHLY INTEGRATED PLATFORM ADDRESSING THE LIFECYCLE OF CONSUMPTION OF INDIAN CONSUMERS ACROSS MULTIPLE AREAS

Financial Technologies
- Travel Technologies
- Lending, Wealth & Asset Management
- Insurance Technologies
- Stock Broking Technologies

Payment Solutions
- Foreign Exchange & Travel Services
- International Domestic Money Transfer
- Corporate Solutions & Gift Cards
- POS & Bill Payment Services

Travel
- Flights
- Hotels
- Rail
- Bus / Taxis
- Holidays
- MICE

Others
- Healthcare
- Insurance
- Education
- Logistics

Digital Journey of an Indian Consumer

 Highly integrated platform comprising of synergistic and complimentary solutions – strong cross / up-selling capabilities

Applicable EbixCash Offering

AIRPORT OF FINANCIAL TRANSACTIONS
HIGHLY INTEGRATED PLATFORM WITH STRONG CROSS/UP-SELLING CAPABILITIES

HIGHLY INTEGRATED PLATFORM COMPRISING OF SYNERGISTIC AND COMPLIMENTARY SOLUTIONS

1. Travel solutions to TMCs, travel agents, corporates & retail customers
2. Provision of financial tech solutions to banks, NBFCs, insurance
3. Purchase / sale of forex + tie-ups for card-related solutions
4. Insurance policies to corporate & retail clients (particularly existing travel / other clients)
5. Sale of travel solutions to corporate + retail clients. Potential to cross-sell insurance, logistics, forex etc.
6. Provision of forex, remittance and other solutions through agents / retail network
7. Provision of logistics solutions to corporates. Potential to cross-sell payments solutions
8. E-learning solutions to schools. Potential to cross-sell payments solutions
9. Partnership with travel companies and GDS providers for travel content
10. Provision of forex, remittance and other solutions through agents / retail network
11. Provision of logistics solutions to corporates. Potential to cross-sell payments solutions
12. Online healthcare services to retail clients

Note: Quick assessment of various integrations at play. We can refine this analysis post further discussions with the Company.
### DRIVING INDIAN CONSUMER’S ONLINE-TO-OFFLINE-TO-ONLINE JOURNEY

**Unique “Phygital” Strategy**

| **Payment Solutions** | **320k+** retail outlets in India | **29 / 12** International airports/seaports | **4k / 75k** Cities/villages covered in India | **90%** coverage of 25mn passengers’
| **Travel** | **212k+** Agent outlets in 5 countries | **1.5mn+** App downloads | **4.5mn+** Unique registered users | **10,000+** Corporate clients
| **Financial Technologies** | **150+** Lending solution installations | **60+** AMC clients globally | **40+** Countries with lending solutions | **32+** BFSI clients in India
| **E-learning** | **70,000+** classrooms | **6,000+** schools | **3mn+** students | **899+** team strength

**AIRPORT OF FINANCIAL TRANSACTIONS**
Unique Partnerships

- Offers money exchange of top 20 international currencies on Paytm’s platform
- Multi-currency forex cards and forex cash can be ordered on a real-time basis
- Allows EbixCash to access a vast user base of 200mn+ Paytm users in India

- Exclusively allows EbixCash’s customers to access MoneyGram’s platform to affordably and quickly send or receive money across 200+ countries
- Partnership to service inward remittance volume of US$3bn annually

- Opportunity to venture into the significantly underpenetrated insurance market along with BSE, a marquee brand
- Enables BSE and EbixCash’s combined 324k+ retail outlets to sell insurance

- First brand-integrated news studio (“EbixCash Studio”) of India
- Enables EbixCash to penetrate 100mn+ homes, while giving the brand direct and high-impact visibility each time news is presented from the studio

Key Areas of Future Acquisitions

- Travel
- Education
- Healthcare
- Payments

VISIONARY STRATEGIC PARTNERSHIPS
PARTNERED WITH LEADING PLAYERS ACROSS INDUSTRIES

AIRPORT OF FINANCIAL TRANSACTIONS
EbixCash today has a bigger network than the largest Bank State Bank, in India.
EBIXCASH PAYMENT SOLUTIONS

1

FOREX

REMITTANCE

PAYMENTS
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 UNPARALLELLED

- 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

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS - REMITTANCE

INWARD MONEY TRANSFER: INDUSTRY LANDSCAPE

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
- Forex Services
- Gift Cards
- Petro | Medical | Jewellery Card
- Payroll & Corporate Disbursements
- Travel & Expense Management

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS

EBIXCASH PAYMENTS PRODUCT OFFERINGS

- Domestic Remittance
- Prepaid Card/Gift Cards
- Bill Payment
- Corporate Solutions
- Travel
- Corporate Cash Management Services
## EBIXCASH PAYMENT SOLUTIONS
### INDIA DOMESTIC FOOTPRINT

<table>
<thead>
<tr>
<th>Service</th>
<th>Details</th>
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</thead>
</table>
| Domestic Money Transfer        | • DMT Market stands at USD 5 Bn in India  
• Every 5th non banking DMT is executed by EbixCash                                                                                   |
| Indian Railway Catering and   | • EbixCash was the first player to start this business  
• Every third railway ticket being booked by agents in B2B segment is through the EbixCash Portal                                    |
| Tourism Corp                   |                                                                                                                                              |
| Cash Management Services       | • EbixCash holds 32% market in B2B cash management services  
• The total market is estimated to be USD 550 Million                                                                                 |
| General Purpose Reloadable     | • EbixCash holds 4% of the overall GPR card  
• The overall card is estimated to be USD 14 Billion                                                                                  |
| Cards                          |                                                                                                                                              |
| Gift Card                      | • EbixCash is the leader amongst all non-banking players for issuance of Gift cards                                                        |
EBIXCASH PAYMENT SOLUTIONS
A FEW EXAMPLES

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
EBIXCASH PAYMENT SOLUTIONS

A SAMPLE SPECTRUM OF KEY CLIENTS

- LIC
- British Council
- Religare
- Amway
- Airtel
- State Bank of India
- Mahindra
- Hilton
- Henkel
- Delhi Indira Gandhi International Airport
- Shalimar Paints
- HP
- McDonald's
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
EBIXCASH TRAVEL – CORPORATE AND B2C

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

**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

AIRPORT OF FINANCIAL TRANSACTIONS
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>

Distribution channels

- VIA provides single point of distribution

EbixCash (proprietary online platform)

- Mobile app / Website (B2C)
  - 1.5 mn app downloads; 4.5 mn unique registered customers FY17E GTV: INR 8.81 Bn
  - India
  - Indonesia
  - Singapore
  - UAE
  - Thailand
  - Oman
  - Saudi Arabia
  - Hongkong
  - Malaysia

- 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
  - India
  - Philippines
  - Indonesia
  - Singapore
  - UAE
  - Oman

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

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

Source: PhoCusWright, Goldman Sachs Global Investment Research, DGCA
EBIXCASH TRAVEL - LUXURY AND MICE

Meetings And Events

Swiss Voyages

The Rail Journey

Sports Travel

Luxury Holidays & Safari

LARGEST MICE PLAYER IN THE COUNTRY
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 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
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…

- $2.5 Billion in Annual GMV
- 212,450+ Agent Network
- 2,200+ Employees
- 9,800 Corporate Clients
- 25 Branches

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH FINANCIAL TECHNOLOGIES

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

(in the future)
EBIXCASH FINANCIAL TECHNOLOGIES

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

8 million+ travel segments churned

EBIXCASH TRAVEL TECHNOLOGIES
Private Banking Solution Provider
60+
Wealth & Asset Management Companies across the world

Large Investment Managers in the UK
7
Provider of Electronic Trading Solutions

Lending Solution Installations
150+
STP Market Share
90%

Large trust banks in the Philippines
4
Countries with Lending solutions
40+

Leader in India
Leader in Africa & Middle East

AIRPORT OF FINANCIAL TRANSACTIONS
### 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.**
• 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

KEY CLIENTS

- 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
4

ELEARNING
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

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

Content available across 12 boards and 5 regional languages

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

- Sowdambika Group
  - 215 classrooms
  - Bangalore

- Akal Academy Multiple Schools
  - 234 classrooms
  - Trichy

- New Cosmo Education Society
  - 250 classrooms
  - Multiple Schools

- Delhi Public School
  - 274 classrooms
  - 4 Branches Bangalore

- Zion Group
  - 350 classrooms
  - Chennai

- Narayana Group
  - 403 classrooms
  - Bangalore/Mysore

- Chief Khalsa Deewan
  - 630 classrooms
  - Nagpur

- Diocese Jalandhar
  - 640 classrooms
  - Multi City

- Chief Khalsa Deewan
  - 1450 classrooms
  - Multi City

AIRPORT OF FINANCIAL TRANSACTIONS
5 STARTUP INITIATIVES

- EbixCash Travel Technologies
- EbixCash Logistics
- EbixCash Taxis
EBIXCASH LOGISTICS
GROWTH IN OFFERINGS

December 2018

- B2B Trucking

October 2019

- Packers and Movers
- End to End Shipping Cargo
- Integrated Warehousing Solutions
- B2B End to End Retail Distribution
- End to End Domestic and International Cargo
- B2B Trucking-Domestic
EBIXCASH TRAVEL - TAXIS

NOW BOTH INTRA-CITY AND INTER-CITY SERVICE

- 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

- 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
EBIXCASH ROADMAP FOR FUTURE GROWTH AND PROFITABILITY
MULTI-PRONGED GROWTH STRATEGY FOCUSED ON DRIVING ORGANIC GROWTH SUPPLEMENTED BY NICHE ACQUISITIONS

Multiple “Branches” of Future Growth

<table>
<thead>
<tr>
<th>Payment Solutions</th>
<th>Financial Technologies</th>
<th>Travel</th>
<th>Others</th>
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<tbody>
<tr>
<td>Expansion into New</td>
<td>Grow Bus Exchange</td>
<td>Launch Destination</td>
<td>Become Leading Packers</td>
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<tr>
<td>Countries</td>
<td>Technologies</td>
<td>Management Company</td>
<td>and Movers Player</td>
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<tr>
<td>Launch Payment Gateway</td>
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<tr>
<td>and Own Integrated</td>
<td>Expansion into New</td>
<td>Fill Portfolio Gaps</td>
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<tr>
<td>Products</td>
<td>Countries</td>
<td>in Travel (eg. Self-</td>
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<td>Financial Products</td>
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<td>etc.)</td>
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Important to Showcase Well-Integrated Business Model – Whole is Greater than the Sum of its Parts
Along with growth within business segments, clear focus on cross-selling (eg. Payment solutions to logistics and e-learning clients, front-end distribution and collection services to NBFC clients, insurance technology to insurance clients etc.)
A FEW STRATEGIC THOUGHTS
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

Looking at domestic and International exchanges
- Expands our sales reach
- Low Customer Attrition rates
- Usually Structure acquisitions with an Earn-out feature
- SaaS and Cloud based solutions in our core verticals

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