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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 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>
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<tr>
<td>• Market capitalization of approximately $700 Million and 7,800+ employees globally, working across 50+ offices</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>
</tr>
<tr>
<td>• The Company has a proven high Growth and Profitable Recurring Revenue Model with 80% plus recurring revenues</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>
</tr>
<tr>
<td>• A client base spread across 69+ countries with hundreds of thousands of users using its platforms and exchanges</td>
</tr>
<tr>
<td>• Ebix Exchange in Australia powers most of the electronic property &amp; casualty insurance transactions</td>
</tr>
<tr>
<td>• All worldwide intellectual property and development is led by its India staff</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>
</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>
</tr>
<tr>
<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 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>• Ebix’s insurance exchanges power transactions between hundreds of thousands of brokers and insurance companies</td>
</tr>
<tr>
<td>• Ebix powers leading insurance and reinsurance exchanges in countries like the US, Australia, UK, and NZ</td>
</tr>
<tr>
<td>• Ebix’s Annuity Exchange powers more than $60 billion in Annuity premiums annually in the United States</td>
</tr>
<tr>
<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>• 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 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.

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.

Consistency of Performance.

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<tr>
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<th></th>
<th></th>
</tr>
</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.

Operating Margins

- Growth of 2019 over other years: 17%
- Net Income in million $: 128.8
- Growth of 2019 (Non GAAP) over other years: 10%
- Diluted EPS in $: 4.21
- Growth of 2019 (Non GAAP) over other years: 13%

New Growth Initiatives Launched

- Launch of EbixCash
- New Growth Initiatives Launched
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.

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.

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.

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.

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.
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.
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**

**Revenue (in millions)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$132.19</td>
</tr>
<tr>
<td>2011</td>
<td>$168.97</td>
</tr>
<tr>
<td>2012</td>
<td>$199.37</td>
</tr>
<tr>
<td>2013</td>
<td>$204.71</td>
</tr>
<tr>
<td>2014</td>
<td>$214.32</td>
</tr>
<tr>
<td>2015</td>
<td>$265.48</td>
</tr>
<tr>
<td>2016</td>
<td>$298.29</td>
</tr>
<tr>
<td>2017</td>
<td>$363.97</td>
</tr>
<tr>
<td>2018 Non GAAP</td>
<td>$497.83</td>
</tr>
<tr>
<td>2019* Non GAAP</td>
<td>$580.60</td>
</tr>
</tbody>
</table>

**Operating Income (in millions)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Income (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$5.21</td>
</tr>
<tr>
<td>2011</td>
<td>$6.85</td>
</tr>
<tr>
<td>2012</td>
<td>$7.70</td>
</tr>
<tr>
<td>2013</td>
<td>$7.50</td>
</tr>
<tr>
<td>2014</td>
<td>$7.97</td>
</tr>
<tr>
<td>2015</td>
<td>$8.87</td>
</tr>
<tr>
<td>2016</td>
<td>$10.03</td>
</tr>
<tr>
<td>2017</td>
<td>$11.32</td>
</tr>
<tr>
<td>2018 Non GAAP</td>
<td>$15.29</td>
</tr>
<tr>
<td>2019* Non GAAP</td>
<td>$16.38</td>
</tr>
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</table>

**Diluted EPS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Diluted EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$1.51</td>
</tr>
<tr>
<td>2011</td>
<td>$1.75</td>
</tr>
<tr>
<td>2012</td>
<td>$1.80</td>
</tr>
<tr>
<td>2013</td>
<td>$1.53</td>
</tr>
<tr>
<td>2014</td>
<td>$1.67</td>
</tr>
<tr>
<td>2015</td>
<td>$2.28</td>
</tr>
<tr>
<td>2016</td>
<td>$2.86</td>
</tr>
<tr>
<td>2017</td>
<td>$3.17</td>
</tr>
<tr>
<td>2018 Non GAAP</td>
<td>$3.73</td>
</tr>
<tr>
<td>2019* Non GAAP</td>
<td>$4.21</td>
</tr>
</tbody>
</table>

**Operating Margins**

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Margins</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>41%</td>
</tr>
<tr>
<td>2011</td>
<td>36%</td>
</tr>
<tr>
<td>2012</td>
<td>37%</td>
</tr>
<tr>
<td>2013</td>
<td>37%</td>
</tr>
<tr>
<td>2014</td>
<td>33%</td>
</tr>
<tr>
<td>2015</td>
<td>34%</td>
</tr>
<tr>
<td>2016</td>
<td>31%</td>
</tr>
<tr>
<td>2017</td>
<td>31%</td>
</tr>
<tr>
<td>2018 Non GAAP</td>
<td>29%</td>
</tr>
<tr>
<td>2019* Non GAAP</td>
<td>27%</td>
</tr>
</tbody>
</table>

Revenue CAGR** – 15 %

Operating Income CAGR** – 13 %

Non GAAP EPS CAGR** – 12 %

**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)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$66.1</td>
</tr>
<tr>
<td>2011</td>
<td>$81.2</td>
</tr>
<tr>
<td>2012</td>
<td>$88.3</td>
</tr>
<tr>
<td>2013</td>
<td>$81.0</td>
</tr>
<tr>
<td>2014</td>
<td>$89.8</td>
</tr>
<tr>
<td>2015</td>
<td>$101.4</td>
</tr>
<tr>
<td>2016</td>
<td>$111.8</td>
</tr>
<tr>
<td>2017</td>
<td>$124.2</td>
</tr>
<tr>
<td>2018</td>
<td>$163.6</td>
</tr>
<tr>
<td>2019</td>
<td>$153.1</td>
</tr>
</tbody>
</table>

EBITDA CAGR** – 13 %

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

### HEALTHY BALANCE SHEET

<table>
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<th></th>
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</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</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>equivalents &amp; short term</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>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 EXCHANGE
(Insurance)
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.

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<table>
<thead>
<tr>
<th>Vertical Channel</th>
<th>Revenue Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Risk Mgmt. &amp; Workers Compensation</td>
<td>1%</td>
</tr>
<tr>
<td>Life Insurance</td>
<td>3%</td>
</tr>
<tr>
<td>Customer Relationship Management</td>
<td>4%</td>
</tr>
<tr>
<td>Annuities</td>
<td>7%</td>
</tr>
<tr>
<td>Health Benefits</td>
<td>11%</td>
</tr>
<tr>
<td>Property &amp; Casualty</td>
<td>10%</td>
</tr>
<tr>
<td>Financial</td>
<td>63%</td>
</tr>
</tbody>
</table>

---

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

LIFE EXCHANGE

LIFESPEED WINFLEX WEB

Pending Cases Status
Paramed Exam Order
eApp Submission
Sales Illustration

(Multiple Carriers)

Client & Agent

SMARTOFFICE WINFLEX WEB

Pending Cases Status
eApp Review & Approve
Sales Illustration

(Multiple Carriers)

General Agent

PARAMED EXAM ORDER

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
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

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

CONVERGENCE IS KEY

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
Many of the world's top brokers use Ebix's Policy Admin Broker Systems

- 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
INSURANCE EXCHANGES CONTINUE TO GROW WITH RECURRING REVENUE STREAMS
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

ONE INTEGRATED PLATFORM

ONE CONSUMER
MANY NEEDS / DESIRES
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
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

CORPORATE SOLUTIONS

Reward Programs
Incentive Solutions
Meal Card Programs
Forex Services
Petro | Medical | Jewellery Card
Gift Cards
Payroll & Corporate Disbursements
Travel & Expense Management

STRONG PHYGITAL LAST MILE REACH THROUGH 320,000 FRANCHISEES

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS

EBIXCASH PAYMENTS PRODUCT OFFERINGS

- Domestic Remittance
- Prepaid Card/Gift Cards
- Bill Payment
- Travel
- Corporate Solutions
- Corporate Cash Management Services

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS

FOOTPRINT

DMT
- DMT Market stands at USD 5 Bn in India
- Every 5th non banking DMT is executed by EbixCash

IRCTC B2B
- 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

Cash In
- EbixCash holds 32% market in B2B cash management services
- The total market is estimated to be USD 550 Million

GPR Cards
- EbixCash holds 4% of the overall GPR card
- The overall card is estimated to be USD 14 Billion

Gift Card
- EbixCash is the leader amongst all non-banking players for issuance of Gift cards

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH PAYMENT SOLUTIONS

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
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

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

EbixPay Gateway

Ebixcash Travel Products

AIRPORT OF FINANCIAL TRANSACTIONS
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
- 1.5 mn app downloads till date
- 4.5 mn unique registered customers

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

- 5,500+ sign ups on the corporate platform

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>
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<tbody>
<tr>
<td>Domestic flights</td>
<td>Domestic Money Transfer</td>
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<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>Hotel Transfer</td>
</tr>
<tr>
<td>Holiday packages</td>
<td>Assisted Ecommerce</td>
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</tbody>
</table>

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

<table>
<thead>
<tr>
<th>India</th>
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<th>Philippines</th>
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<tr>
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Source: PhoCusWright, Goldman Sachs Global Investment Research, DGCA

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  Sabre

AIRPORT OF FINANCIAL TRANSACTIONS
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
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

DMC (DESTINATION MANAGEMENT COMPANY)
EBIXCASH TRAVEL

KEY CLIENTELE

ICICI Bank  HDFC BANK  REPUBLIC  Kajaria
THE TIMES
SONY  TATA AIA LIFEBUSINESS
RELIANCE  Mankind
SAMSUNG  Carrier  Indiabulls
HOME LOANS  kotak Mutual Fund  Orient Travel
ACC cement  Ambuja Cement  gsk  airtel  BBC

AIRPORT OF FINANCIAL TRANSACTIONS
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)
- 212,450+ Agent Network
- 10,000+ Corporate Clients
- 4,000+ Employees (post yatra)
- 30+ Branches
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**

<table>
<thead>
<tr>
<th>WEALTH MANAGEMENT</th>
<th>BROKING PRODUCTS</th>
<th>ASSET MANAGEMENT</th>
</tr>
</thead>
</table>
| - Comprehensive solution covering the entire wealth management lifecycle | - Robust rule-based risk mgmt framework  
- Integrated market watch & arbitrage watch  
- Real-time risk monitoring: gross exposure, margin limits  
- Online collateral revaluation | - Complete asset management solution covering all front, middle and back office functions  
- Supports multiple asset classes and currencies  
- Integrated fund accounting feature |
| - Automates and integrates the end-to-end process with a modular suite of solutions  
- Easy interface with core banking systems and multi-channel delivery | | |
| **CUSTODY** | **COMPLIANCE SOLUTIONS** | |
| - Multi-market, multi asset global custody solution to manage the entire custodial banking business  
- Provides a customer – client interface to view and transact | - 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

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 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
- 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

Editable as well as ready lesson plans

Comprehensive Digital Learning Solutions

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.

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5
STARTUP NITIATIVES

- EbixCash Travel Technologies
- EbixCash Logistics
- EbixCash Taxis

AIRPORT OF FINANCIAL TRANSACTIONS
STARTUP INITIATIVES - EBIXCASH LOGISTICS

GROWTH

GROWTH CURVE OF EBIXCASH LOGISTICS

Existing and Targeted Growth since December 2018

AIRPORT OF FINANCIAL TRANSACTIONS
EBIXCASH LOGISTICS

GROWTH IN OFFERINGS

December 2018

- B2B Trucking

October 2019

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

- B2B Trucking-Domestic
- End to End Domestic and International Cargo
- B2B End to End Retail Distribution
<table>
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<th>EBIXCASH LOGISTICS</th>
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<td>INTEGRATED SOLUTIONS WITH EBIXCASH FOREX, PAYMENTS AND TRAVEL PORTALS</td>
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</tbody>
</table>

| B2C | Retailers to converted as “Packers and Movers” Business Associates - Pilot started in Lucknow, Jaipur, Chandigarh and NCR |
| B2C | Forex Team to offer “Packer and Movers to their Corporate Clients” |
| B2B & B2C | Travel Portals like Via and Yatra can start offering Packers and Movers Services as well |

Making EbixCash the biggest Name in Packers and Movers across the world
EBIXCASH LOGISTICS

TOP CLIENTS

- Samsung
- Orientbell Tiles
- Pepsi
- Cello
- Mother Dairy
- Nitco Tiles
- Reliance Industries Limited
- Indorama
- Kurl-on
- Somany
- Air India
- Berger
- Asian Paints
- RSPL
- Shubhalakshmi Polyester Ltd.
Have decided to fund a new startup initiative.

EbixCash conducts $1.5 billion worth of transactions where we pay an Outside Gateway Provider.

Presently negotiating volume rates with banks.

Can be huge cost-savings for EbixCash internally.

Intend to sell it as a service to E-commerce clients.
EBIXCASH IS EVERYWHERE
AIRPORT OF FINANCIAL TRANSACTIONS
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

Constantly Evaluating companies

Looking at domestic and International exchanges

Immediately Accretive to earnings

Operating Margins that can reach 30% or more within 6 months of acquisition

Expands our sales reach

SaaS and Cloud based solutions in our core verticals

High Cash Flow generation

Add to our Customer base

Low Customer Attrition rates

Usually Structure acquisitions with an Earn-out feature

75% or more of Recurring revenue

CRITERIA

Complements our existing product base

Expands our sales reach

75% or more of Recurring revenue

Add to our Customer base

Low Customer Attrition rates

Usually Structure acquisitions with an Earn-out feature
THANK YOU!