This Investor Presentation has been prepared by Ebix, Inc. (“Ebix”) for investors, solely for informational purposes.

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.
EBIX MISSION

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

CONVERGENCE

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.

With an on-demand business model, that thrives on delivering end to end services to its customers worldwide, Ebix has achieved an operational consistency that is second to none. The company has been featured on the Fortune Magazine’s 100 Fastest Growing Company List 5 times in the last decade.
EXECUTIVE SUMMARY
ABOUT EBIX

Founded in 1976, Ebix, Inc. is listed on the NASDAQ Global Market & is a part of the Russell 2000 Index and Standard & Poor's Small Cap 600 Information Technology Index.

Ebix is a leading international supplier of on-demand infrastructure exchanges to the insurance, financial, and healthcare industries. In the Insurance sector, the Company's main focus is to develop and deploy a wide variety of insurance and reinsurance exchanges on an on-demand basis, while also, providing Software-as-a-Service ("SaaS") enterprise solutions in the area of CRM, front-end & back-end systems, outsourced administrative and risk compliance.

With a "Phygital" strategy that combines 250,000 physical distribution outlets in many Association of Southeast Asian Nations (“ASEAN”) to an Omni-channel online digital platform, the Company's EbixCash Financial exchange portfolio encompasses leadership in areas of domestic & international money remittance, travel, pre-paid & gift cards, utility payments, etc., in an emerging country like India. EbixCash, through its travel portal Via.com, is also one of Southeast Asia’s leading travel exchanges with over 110,000 distribution outlets and 8,000 corporate clients processing over 24.5 million transactions every year.

With 50+ offices across Australia, Brazil, Canada, India, New Zealand, Singapore, US and UK, and a market capitalization of approximately $2.6 Billion, Ebix powers multiple exchanges across the world in the field of life, finance, health and property & casualty insurance while conducting in excess of $100 billion in insurance premiums annually on its platforms. Through its various SaaS-based software platforms, Ebix employs thousands of insurance and financial technology professionals to provide products, support and consultancy to thousands of customers across six continents. For more information, visit the Company's website at www.ebix.com.

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.

Ebix's focus on quality has enabled its development unit in India to be awarded Level 5 status of the Carnegie Mellon Software Engineering Institute’s Capability Maturity Model Integrated (CMMI). With a ISO 27001-security certification, the Company also has a ISO 9001:2000 certification for both its development and BPO units in India.

Its vast customer base includes hundreds of banks, financial institutions, insurance companies and hundreds of thousands of brokers, in addition to 80 of the Fortune 500 corporate clients. This includes an impressive blue-chip account base consisting of the world’s largest and most respected financial institutions, banks and insurance companies.

In 2017, Ebix was named in Fortune’s 2017 100 Fastest-Growing Companies List. In 2012, Ebix was ranked as the 6th Fastest Growing Technology Company in America by Forbes Magazine. Ebix was also ranked 4th Fastest Growing Technology Company in 2011 by Fortune.
**ABOUT EBIX**

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 6,700+ professionals providing products, support and consultancy to thousands of customers on six continents across 60+ countries.

### A few more summary facts about Ebix

<table>
<thead>
<tr>
<th><strong>Market capitalization of $2.6 Billion approximately</strong></th>
<th><strong>Largest insurance exchange in the world</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>The client base includes 80 of the Fortune 500 clients</strong></td>
<td><strong>The Company has a 99% plus customer retention rate across the world</strong></td>
</tr>
<tr>
<td><strong>The Company has a proven high Growth and Profitable Recurring Revenue Model with 80% plus recurring revenues.</strong></td>
<td><strong>Ebix’s exchanges power transactions between hundreds of thousands of brokers and insurance companies</strong></td>
</tr>
<tr>
<td><strong>Strong Balance sheet and an 18 year history of consistent profitability, cash growth and revenue growth</strong></td>
<td><strong>Ebix runs over 22 million compliant life policy illustrations and over 40 million life insurance quotes annually</strong></td>
</tr>
<tr>
<td><strong>Phygital Strategy through EbixCash brand that combines 250,000 distribution outlets in many ASEAN countries to an omni-channel online digital platform encompassing leadership in areas of domestic and international money remittance, travel, pre-paid &amp; gift cards utility payments etc. in an emerging economy like India</strong></td>
<td><strong>EbixCash, through its travel portal Via.com, is also one of Southeast Asia’s leading travel exchanges with over 110,000 distribution outlets and 8,000 corporate clients processing over 24.5 million transactions every year</strong></td>
</tr>
<tr>
<td><strong>A client base spread across 60+ countries with hundreds of thousands of users using its platforms and exchanges</strong></td>
<td><strong>Ebix’s Financial exchange powers more than $60 billion in Annuity premiums annually in the United States</strong></td>
</tr>
<tr>
<td><strong>Hundreds of thousands of users of its insurance, financial and healthcare exchanges</strong></td>
<td><strong>Ebix Exchange in Australia powers most of the electronic property &amp; casualty insurance transactions</strong></td>
</tr>
<tr>
<td><strong>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</strong></td>
<td><strong>Ebix systems tend to be multi-lingual, multi-currency and work in French, Portuguese, Spanish, Japanese, Chinese, Hindi and English</strong></td>
</tr>
<tr>
<td><strong>CMMI Level 5 certified units in India with approximately 5,340 employees</strong></td>
<td><strong>Ebix’s On-Demand CRM solution is used by 125,000 plus users in the United States alone</strong></td>
</tr>
<tr>
<td><strong>Ebix has a strong clientele of financial institutions, banks, insurance companies, insurance brokers, healthcare professionals across the world besides having a reputed client base in India including Indian Govt., Indian public and private sector, hospitals, insurance companies, brokers etc. as clients</strong></td>
<td><strong>All worldwide intellectual property and development is led by its India staff</strong></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. 80% 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>Q1 2018 Annualized*</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues in million $</td>
<td>432.9</td>
<td>364.0</td>
<td>298.3</td>
<td>265.5</td>
<td>214.3</td>
<td>204.7</td>
</tr>
<tr>
<td>Growth of Q1 2018 annualized* over other years</td>
<td>19%</td>
<td>45%</td>
<td>63%</td>
<td>102%</td>
<td>111%</td>
<td></td>
</tr>
<tr>
<td>Net Income in million $</td>
<td>104.8</td>
<td>100.6</td>
<td>93.8</td>
<td>79.5</td>
<td>63.6</td>
<td>59.3</td>
</tr>
<tr>
<td>Growth of Q1 2018 annualized* over other years</td>
<td>4%</td>
<td>12%</td>
<td>32%</td>
<td>65%</td>
<td>77%</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS in $</td>
<td>3.32</td>
<td>3.17</td>
<td>2.86</td>
<td>2.28</td>
<td>1.67</td>
<td>1.53</td>
</tr>
<tr>
<td>Growth of Q1 2018 annualized* over other years</td>
<td>5%</td>
<td>16%</td>
<td>46%</td>
<td>99%</td>
<td>117%</td>
<td></td>
</tr>
</tbody>
</table>

*Q1 2018 results have been annualized for presentation purposes. These numbers are GAAP numbers.

### Operating Margins

- **Launch of EbixCash**
  - 2017: 31%
  - 2016: 34%
  - 2015: 33%
  - 2014: 37%
  - 2013: 37%

- **New Growth Initiatives Launched**
  - 2017: 31%
  - 2016: 32%
  - 2015: 30%
  - 2014: 30%
SUMMARY HIGHLIGHTS

Unique Differentiation Enhances Ebix’s Leadership Opportunity

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

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

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

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

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

EbixCash is a phygital platform comprising of digital channel as well as physical network of more than 250,000 agent outlets across 5500 cities, processing more than US$7bn of transactions annually across payments, Forex and travel solutions.

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

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

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

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

EBIX RCS

EBIX CRM

EBIX EXCHANGE

EBIX CASH

EBIX HEALTH

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

Our markets and our clients cross geographic boundaries. Ebix employs thousands of insurance & technology professionals providing products, support and consultancy to thousands of customers on six continents across 60+ countries through 50+ offices and thousands of EbixCash distribution outlets in multiple countries.
THE JOURNEY TILL NOW

- In 1999 Ebix had $19.0 million in Net Losses.
- In Q1 2018 Ebix had $104.8 million of Annualized Net Income.
CONSISTENT GROWTH AND PROFITABILITY

Combined Operating Income between 2009 and Q1 2018 Annualized = $830 Million

*CAGR calculated using 2009 as the base period through Q1 2018 Annualized
RECURRING REVENUE STREAMS WITH CONSISTENT GROWTH AND PROFITABILITY

- Stable, predictable base of recurring revenues
- Scalable on-demand model of with 30 - 35% operating margins

Sales (in millions)

Operating Margins

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (in millions)</th>
<th>Operating Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$132.19</td>
<td>40%</td>
</tr>
<tr>
<td>2011</td>
<td>$168.97</td>
<td>41%</td>
</tr>
<tr>
<td>2012</td>
<td>$199.37</td>
<td>39%</td>
</tr>
<tr>
<td>2013</td>
<td>$204.71</td>
<td>37%</td>
</tr>
<tr>
<td>2014</td>
<td>$214.32</td>
<td>37%</td>
</tr>
<tr>
<td>2015</td>
<td>$265.48</td>
<td>33%</td>
</tr>
<tr>
<td>2016</td>
<td>$298.29</td>
<td>34%</td>
</tr>
<tr>
<td>2017</td>
<td>$363.97</td>
<td>31%</td>
</tr>
<tr>
<td>2018 Q1</td>
<td>$432.92</td>
<td>31%</td>
</tr>
</tbody>
</table>
EBITDA

Combined EBITDA between 2009 and Q1 2018 Annualized = $933 Million

EBITDA (in millions)

*CAGR calculated using 2009 as the base period through Q1 2018 Annualized
## BALANCE SHEET METRICS

### Healthy Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Debt/(Net Cash) (millions)</strong></td>
<td>$310.8</td>
<td>$155.6</td>
<td>$148.4</td>
<td>$69.4</td>
<td>$(0.6)</td>
<td>$44.4</td>
</tr>
<tr>
<td><strong>Current Ratio</strong></td>
<td>1.72</td>
<td>2.31</td>
<td>2.28</td>
<td>1.49</td>
<td>1.54</td>
<td>1.44</td>
</tr>
<tr>
<td><strong>Cash Balance (millions) +Short-term investments</strong></td>
<td>$89.5</td>
<td>$117.2</td>
<td>$58.7</td>
<td>$52.6</td>
<td>$57.5</td>
<td>$37.4</td>
</tr>
<tr>
<td><strong>Working Capital (millions)</strong></td>
<td>$106.0</td>
<td>$117.3</td>
<td>$65.6</td>
<td>$34.1</td>
<td>$35.7</td>
<td>$25.0</td>
</tr>
<tr>
<td><strong>Debt to equity ratio</strong></td>
<td>0.81</td>
<td>0.64</td>
<td>0.51</td>
<td>0.28</td>
<td>0.14</td>
<td>0.22</td>
</tr>
</tbody>
</table>
EBIX’S INSURANCE EXCHANGE VISION

The Insurance Exchange Channel

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

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

ONE CONSUMER
MULTIPLE NEEDS / DESIRES

ONE INTEGRATED
PLATFORM

MARKETPLACE, DISTRIBUTION NETWORK
AND PAYMENTS LAYER
DISCUSSION ON

**EbixExchange**
FOR INSURANCE

**EbixCash**
FOR FINANCIAL EXCHANGES
INDUSTRY AND MARKET OVERVIEW - INSURANCE

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

**Property & Casualty (P&C)**

For insurers
- Policy Admin Platform
- Agency Download (TEAM-UP)
- Data Translation Services (DTS)

For agents and brokers
- Policy Admin Platform - Global
- Policy Admin Platform - US
- Certificate Issuance Exchange

For Reinsurance/Lloyds/London Market
- Universal Messing Gateway
- Electronic Data Exchange

**Life Insurance**

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

**Health and Employee Benefits**

For Insurance Carriers, Health Plans, Hospital Systems, TPAs, and other Health Insurers and businesses
- EbixEnterprise – Health Management
- Consumer Portals
- Compensation Statement Solution
- Benefits Administration and Wellness
- Claims Adjudication Platform

For Hospitals, Health Plans, Portals
- A.D.A.M. – Consumer Health & Education
- Continuing Medical Education Products

**Annuity**

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

**Risk Management**

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

**CRM**

CONSULTING

**COI Tracking/COI Issuance**

For Risk/Contract Managers and COI Issuers
- Insurance Certificate Tracking
- Insurance Certificate Issuance
INSURANCE EXCHANGE CHANNEL VERTICAL

Multiple exchanges across the world in the fields of life, annuity, health, property & casualty insurance conducting in excess of $100 billion in insurance premiums.

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

Ebix Vertical Exchange Channel Revenue Split in Q1 2018
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

Pending Cases Status
- eApp (Data & Forms)

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

Life Insurance Straight Through Processing
THE INSURANCE EXCHANGE CHANNEL

Annuity Exchange

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

- eApp Transmission
- Money Settlement To Carriers

ANNUITYNET

Client & Financial Advisor

Depository Trust & Clearing Corp

Carrier 1

Carrier 2

Carrier 3

Annuity Straight Through Processing
THE INSURANCE EXCHANGE CHANNEL

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

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

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

Single largest provider of this service in the world

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

Management services to help reduce uninsured exposure and improve corporate control

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

Data Entry handled in Ebix India for improved Cost Management

PERCENTAGE OF TOTAL REVENUE

Q1 2018 – 20.6%
THE INSURANCE BROKER CHANNEL

Many of the world’s top Brokers use Ebix’s Broker systems

1. eGlobal
   - 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

2. EbixASP
   - 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

3. WinBeat4
   - 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

PERCENTAGE OF TOTAL REVENUE

Q1 2018 – 3.3%
69 Insurance companies across United States and Europe use these products
INSURANCE EXCHANGES CONTINUE TO GROW WITH RECURRING REVENUE STREAMS

Revenue by Channel
- Exchanges: 75%
- Broker Systems: 21%
- RCS: 3%
- Carrier Systems: 1%

Exchange Channel Revenue
- Risk Management & Workers Compensation: 1%
- CRM: 7%
- P&C: 20%
- Health: 17%
- Life and Annuities: 19%
- Financial: 36%

Revenue Source
- Transaction: 34%
- Subscription: 45%
- Professional Services: 21%

Revenue by Geography
- International: 54%
- United States: 46%
EBIXCASH
(Financial Exchange)
**EBIXCASH - FINANCIAL EXCHANGES**
Emerging as the leading marketplace across FinTech Segments

<table>
<thead>
<tr>
<th><strong>EbixCash</strong></th>
<th><strong>EbixCash was launched by Ebix in 2017 with series of acquisitions in India in the financial services industry – resulting in acquisition of large retail network processing transactions involving domestic money remittance, international money remittance, travel exchange</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>is new ‘Financial Services’ arm of Ebix Group, which has started its journey from India</td>
<td>is phygital platform comprising of digital channel as well as physical network of more than 250,000 agent outlets covering 568 districts, over 5,500+ cities across the length and breadth of India</td>
</tr>
<tr>
<td>is currently processing more than US$7bn of transactions annually across payments and travel solutions</td>
<td>also has presence in South Asia in countries such as Philippines, Indonesia, Singapore, Hong Kong, Middle East through its travel vertical – VIA</td>
</tr>
<tr>
<td>Ebix’s recent joint venture initiative with Bombay Stock Exchange positions it strongly in India’s FinTech sector</td>
<td>New products under introduction – lending solutions, insurance and financial products</td>
</tr>
<tr>
<td>Portfolio of products can be accessed digitally anywhere as also across its distribution outlets spread all-over ASEAN countries</td>
<td>THE STORY CONTINES...</td>
</tr>
</tbody>
</table>
EBIXCASH – CONSUMER METRICS

In numbers (1 Country, 780 Languages)

**BIG POPULATION, FAST ECONOMY**

1.3bn / 7.5%
India’s population and real GDP growth in 2015.

**YOUNG POPULATION**
65%
The percentage of the population born after 1980. Of the 65%, 443 million are Millennials and 393 million are Generation Z.

**WELL-CONNECTED**

200mn
The number of connected smartphones we expect by end of 2016. Telecom ARPU is only US$3/month, among the lowest in the world.

**WORKING MASS and MIDDLE**

10% / 2%
The portion of the total population made up of the workforce in “Urban Mass” / “Urban Middle”.

**BIG FUTURES**

7mn
The number of college graduates per year.

6
The number of Fortune Magazine’s “Most Admired” American companies with Indian CEOs: Adobe, Berkshire Hathaway Reinsurance, Google, MasterCard, Microsoft and Pepsi.

16mn
The number of two wheelers sold in India in 2015 and increasing need of protection products.

Goldman Sachs India Consumer Report 2016
EBIXCASH - TARGET SEGMENT

Identifying key consumer metrics

<table>
<thead>
<tr>
<th>Working population</th>
<th>Average annual income, 2015($)</th>
<th>% of working population</th>
<th>Average annual income, 2015(Sbn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.43mn</td>
<td>250,000</td>
<td>0.08%</td>
<td>108</td>
</tr>
<tr>
<td>10mn</td>
<td>11,439</td>
<td>2%</td>
<td>114</td>
</tr>
<tr>
<td>17mn</td>
<td>11,250</td>
<td>3%</td>
<td>191</td>
</tr>
<tr>
<td>32mn</td>
<td>5,385</td>
<td>6%</td>
<td>172</td>
</tr>
<tr>
<td>97mn</td>
<td>2,500</td>
<td>19%</td>
<td>243</td>
</tr>
<tr>
<td>120mn</td>
<td>2,159</td>
<td>23%</td>
<td>259</td>
</tr>
<tr>
<td>138mn</td>
<td>810</td>
<td>27%</td>
<td>112</td>
</tr>
<tr>
<td>105mn</td>
<td>432</td>
<td>20%</td>
<td>45</td>
</tr>
</tbody>
</table>


Financial Exchange Targets over 75% of Indian population with over 80% of aggregate income of the country’s population.
EBIXCASH – 2018 EVOLUTIONARY JOURNEY

ItzCash
Payments Exchange, Domestic Remittances, Prepaid Cards
75K Distribution outlets, 3000+ towns, 1500+ Corporate Partners, 600,000 Txns daily

YouFirst Money Express
Inward Remittance Exchange 10K Distribution Outlets, 2.3mn Transactions annually

Bombay Stock Exchange
BSE & Ebix JV
India Insurance Exchange

Transcorp International Limited
(BSE:TRANSCOR)
Inward Remittance Exchange
7.5K Distribution Outlets, 40 branches, 1.7mn Transactions annually

Smartclass Educational Services
A leading e-learning Company engaged in the business of education services, development of education products, and implementation of education solutions for K-12 Schools.

Wall Street Finance
(BSE:WSFIN)
Inward Remittance Exchange
9K Distribution Outlets, 10 Branches, 2 Million Transactions processed annually

Paul Merchants
(BSE:PML)
Inward Remittance Exchange
20K Distribution Outlets, 165+ Branches, 6mn Transactions per annum.

VIA.com
Travel Exchange
110K Distribution Outlets, India & South Asia

Centrum Direct Limited
165 outlets spread across 55 cities, 200+ franchisee partners, 2,000+ travel agents, 50+ banks and financial institutions, 1000+ SMEs, and 150+ large corporate clients.
Through unmatched distribution network, EbixCash serves approximately 200,000 customers per day across 3,000 cities and towns & 75,000+ EbixCash Retail Outlets (These numbers are for Domestic Payments Network only)
EBIXCASH – DOMESTIC PAYMENTS NETWORK

- EbixCash Retail Outlets are all equipped with internet, printers and scanners to provide real-time access and support for the full product suite of EbixCash Services
- Consumers can acquire prepaid cards or other financial products at any stage of the 65,000+ EbixCash outlets and use them to make bill payments / purchases online or through mobile devices
- Consumers also receive guidelines and assistance at the EbixCash outlets, which educate them about digital payments and additional value-added products
EBIXCASH – INWARD MONEY REMITTANCE NETWORK

1. Over 70+ market share in India P2P Inward Cash Remittance
2. Largest Partner network of Western Union Globally
3. Over 60,000+ live locations – expanding to over 100,000+ locations in India and new markets such as Philippines (3rd largest inward remittance market)
4. Touches 70 percent of India’s dynamic population covering 568 districts, over 4,000 cities across the length and breadth of the country, with presence in 40,000+ villages covering remote places of the country
5. Processes more than $5bn annualized remittances in the country
EBIXCASH – PHYGITIAL PRODUCT SUITE

*digital cash with physical confidence
EBIXCASH OUTLET
Multi-brand gift card powered by EbixCash, is redeemable against a selection of leading brands’ gift cards offered online

Customizable options available in both physical card and e-gift card variants

Array of Brand Gift Cards

150+ Mono Brand Partners

Instant Digital Gifts
EBIXCASH NETWORK BRANDED PREPAID PROGRAMS

India’s first co-branded range of Prepaid, Gift & Reward cards powered by Visa and HDFC Bank.

Designed as the perfect solution for every corporate disbursement, payroll & expense management, gifting occasion, employee recognition and sales promotions.

- **Specialized service** and **Customizable product & process** offered has made the card programs a superstar amongst Indian Corporates.
### EBIXCASH - A SAMPLE SPECTRUM OF CORPORATE CLIENTS

#### Industry Categories

**Insurance & BFSI**
- Tata AIG Insurance
- LIC
- Future Generali
- Citibank
- Kotak Mahindra Bank
- Motilal Oswal
- Reliance Capital

**Pharmaceuticals**
- Religare
- Max Bupa
- ACG
- Lupin
- Hetero
- Sanofi
- Alkem

**Telecommunication**
- Vodafone
- Airtel

**IT & ITES**
- HCL
- Serco
- Lenovo
- Avnet
- HP

---

*Serving over 2000+ Indian Corporates & Brands*
## EBIXCASH - A SAMPLE SPECTRUM OF CORPORATE CLIENTS

### Industry Categories

#### FMCG
- SAB Miller
- Perfetti van Melle
- Henkel
- Grass Roots

#### Real Estate
- Lodha
- Direxion
- Shalimar Paints
- Cem

#### Auto & Logistics
- Mahindra
- Madison
- Merck

#### Airports
- Delhi Indira Gandhi International Airport
- Chhatrapati Shivaji International Airport
- Bengaluru International Airport
- Chennai International Airport

---

*Serving over 2000+ Indian Corporates & Brands*
India's first and largest Mall Gift Card program

**Phoenix Mills** with EbixCash and HDFC successfully launched a unique gift card program-The Phoenix Gift Card (Powered by VISA), exclusively available across all Phoenix Malls-Mumbai, Pune, Bangalore, Chennai, Lucknow and Bareilly. The card gives customers the Power of Choice. Gifting for employees or relatives has never been this easy.
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

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

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

Augmont India partnered with EbixCash to sell gold coins on EMI through our pan-india retail network
A PIONEERING VENTURE
(THE FIRST OF ITS KIND IN THE WORLD)

BSE - EBIX JV
INSURANCE EXCHANGE

Goal is to convert 250,000+ outlets of EbixCash into insurance point of sale digital outlets
BSE - EBIX JV
INSURANCE EXCHANGE

- 2,50,000+ EbxCash outlets
- 500+ Sales Staff
- Presence in 5500+ CITIES, TOWNS AND VILLAGES
- Leadership in money transfer (domestic and international), Travel booking, prepaid and gift cards, utility bill payments etc.

- 5,000+ Mutual Fund Distributors
- 1500+ Broker members
- Financial aware network
- 24 Branches
Ebix has entered into a joint venture with Bombay Stock Exchange of India (BSE) to set-up of first of its own kind Insurance Exchange platform in India.

BSE was set-up in 1875 and is Asia’s first & world’s fastest Stock Exchange with a speed of 6 microseconds.

BSE has network of more than 1,500 stock brokers and 5,000 mutual fund distributors across India.

New venture has been branded as BSE-Ebix Insurance Exchange.

This will allow Insurance Carriers (both on life and non-life side) to sell life and non-life products through distribution network of BSE and EbixCash, which covers the entire depth and breadth of India comprising of population of over 1.3 billion.

Exchange platform will leverage Ebix’s end-to-end Insurance Exchange technology, and will encompass the entire insurance life cycle from customer relationship management, agency management, multi-quoting, underwriting, policy creation, claims filing & settlement, to back end insurance policy administration.
BSE - EBIX JV
A NEW PARADIGM FOR CONSUMERS

Idea is to reach out to the consumer in every nook and corner of India through last mile based small outlets.

To be able to write insurance business digitally on hand-held devices in minutes, by using Ebix’s end-to-end insurance technology expertise.
BSE - EBIX JV
BENEFITS TO CARRIERS

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

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


Subscribed by over 5000 schools, 60000 classrooms and 2.5 million students

Content available across 12 boards and 5 regional languages

300,000 sessions everyday
Travel Initiative
FAST GROWING & PROFITABLE O2O TRAVEL PLATFORM WITH DISTRIBUTION ACROSS INDIA AND SE ASIA

Service Portfolio

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

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

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

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

VIA provides single point of distribution

EbixCash (proprietary online platform)

Distribution channels

Mobile app / Website (B2C)
- 1.5 mn app downloads; 2 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: INR 1.43 Bn

Source: PhoCusWright, Goldman Sachs Global Investment Research, DGCA
LARGE BASE OF 100K AGENTS ACROSS 5 COUNTRIES

Complemented by fast growing B2C and Corporate channels

- Network of **100,000+ 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

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
- **2 mn unique registered customers**

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

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

Strong agent network and corporate channel ensures minimal sales & marketing dollar spend
INDIA IS AMONGST THE TOP 5 OUTBOUND TRAVEL MARKETS

The number of Indians traveling overseas is set to rise from 30 Million at present to 50 million by 2020.

Projected growth for the next 5 years will place India amongst the TOP 5 source markets for Leisure & Business Travel.

By 2030 India’s travel expenditure is expected to reach $91.2 Billion!!

India has witnessed a tremendous increase in outbound tourist growth during 2016.

These India weddings involve a few hundred people who travel to exotic destinations to celebrate an entire marriage ceremony, which, on average, spreads over three to four days.

MICE and business travel is accounted for 32% of outbound travel, totaling 9.2 million trips. This is expected to increase by an estimated 62% by 2020.

INDIA IS THE 10TH LARGEST BUSINESS TRAVEL MARKET IN THE WORLD.
## OUTBOUND LEISURE TRIPS GROWTH

India & Philippines

### India

<table>
<thead>
<tr>
<th>Outbound Leisure purpose trips only</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2020f</th>
<th>2014-2020 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outbound Trips (Mn)</td>
<td>5.8</td>
<td>6.4</td>
<td>7.2</td>
<td>7.9</td>
<td>16.5</td>
<td>13.0%</td>
</tr>
<tr>
<td>Households (Mn)</td>
<td>257.4</td>
<td>260.6</td>
<td>263.8</td>
<td>266.9</td>
<td>285.1</td>
<td>1.1%</td>
</tr>
<tr>
<td>Total outbound trips as percentage of total households</td>
<td>2.2%</td>
<td>2.5%</td>
<td>2.7%</td>
<td>3.0%</td>
<td>5.8%</td>
<td></td>
</tr>
</tbody>
</table>

### Philippines

<table>
<thead>
<tr>
<th>Outbound Leisure purpose trips only</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2020f</th>
<th>2014-2020 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outbound Trips (Mn)</td>
<td>3.0</td>
<td>3.2</td>
<td>3.5</td>
<td>3.8</td>
<td>6.2</td>
<td>8.7%</td>
</tr>
<tr>
<td>Households (Mn)</td>
<td>18.4</td>
<td>19.1</td>
<td>19.5</td>
<td>19.8</td>
<td>21.9</td>
<td>1.7%</td>
</tr>
<tr>
<td>Total outbound trips as percentage of total households</td>
<td>16.1%</td>
<td>16.9%</td>
<td>17.9%</td>
<td>19.0%</td>
<td>28.3%</td>
<td></td>
</tr>
</tbody>
</table>

These figures are representative samples from two VIA markets.
IT TAKES DECADES OF CAPITAL & HARD WORK TO BUILD A MULTI-SIDED PLATFORM FROM THE GROUND UP…

- 60,000,000 Customers Trust VIA
- 2,000,000 Daily Customer Footfall
- 250,000+ Agent Network
- 10,000 Diversified Suppliers
- 5,500+ Towns & Cities Presence
A FEW STRATEGIC THOUGHTS
THE SECRET MANTRA

COST PRICE

SELLING PRICE

KEY COMPANY GOALS

Operating Margins of 30-35%

On Demand SaaS recurring revenue streams
EBIX’S ACQUISITION PHILOSOPHY

Marketplace remains robust

Constantly Evaluating companies

Looking at domestic and International exchanges

Immediately Accretrive to earnings

High Cash Flow generation

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

Addes to our Customer base

75% or more of Recurring revenue

Low Customer Attrition rates

Expands our sales reach

SaaS and Cloud based solutions in our core verticals

Complements our existing product base

Usually Structure acquisitions with an Earn-out feature

CRITERIA

75% or more of Recurring revenue

EBIX’S ACQUISITION PHILOSOPHY

Marketplace remains robust

Constantly Evaluating companies

Looking at domestic and International exchanges

Immediately Accretrive to earnings

High Cash Flow generation

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

Addes to our Customer base

75% or more of Recurring revenue

Low Customer Attrition rates

Expands our sales reach

SaaS and Cloud based solutions in our core verticals

Complements our existing product base

Usually Structure acquisitions with an Earn-out feature
THANK YOU

www.Ebix.com