



Q1 FY23: Core business profitable, 113% revenue growth YoY

1. Growth
 - a. Insurance Premium ₹2,430 Cr, up 52% YoY
 - b. Credit Disbursal ₹2,320 Cr, up 136% YoY
 - c. Operating revenue ₹505 Cr, up 113% YoY
2. Core Business
 - a. Operating revenue ₹371 Cr, 59% YoY
 - b. Contribution margin 45%
 - c. Core business Adjusted EBITDA was ₹4 Cr positive for the quarter (absorbing a ₹13 Cr loss by the non-insurance business), thus core insurance business had an Adjusted EBITDA of ₹ 18 Cr for the quarter
3. New Initiatives
 - a. Operating revenue of ₹ 134 Cr, about 29x YoY
 - b. Investment in new initiatives ₹ 71 Cr
 - c. We have achieved rapid scale and leadership
 - d. Now we are driving efficiency, having reduced losses by 20Cr QoQ, this trend of reducing losses should continue

Commenting on results, the company stated:

“Har Family Hogi Insured!” We aim to make every family in India have Health and Life insurance. We are at an annual run rate of insurance premium of over ₹ 9,700 Cr growing at 52% YoY. Our consistent efforts to improve customer service and claims support are paying off with multiple heartening customer messages and is reflected by a CSAT of 83%. Quality of business in terms of Claims ratios and Retention rates makes our business profitable for our partners. High disclosure rates & fraud detection are helping improve claims settlement ratios for our partners; our folio has 9% higher claims settlement ratio as compared to other channels for health insurance. Our new insurance premium per enquiry has increased by 32% YoY.

Physical leg of the business delivering meaningful impact on Health and Life Insurance businesses

A steady shift in business mix towards rural India in our core business, 59% of insurance business from non-Tier 1 cities in FY22, up from 28% in FY17

Paisabazaar continues to grow very well and has rebounded strongly from Covid.

We are now at the run rate of ₹11,200 Cr disbursal and 4.3 lac credit card issuance on an annualized basis. Over 29.5 million customers have accessed credit score on our paisabazaar platform so far from over 823 different towns. This represents approx. 13% India’s active Credit score customers. Digitization is becoming significant in Lending. Our contribution margins in the credit business have improved significantly over the last two years.

To update on new Initiatives:

- PB Partners, our seller aggregator platform, leads the market in scale, has the highest proportion of Non-Motor business, and has started increasing efficiency.
- We continue to be positive on all other initiatives too.

We are a significant and growing contributor to the fresh retail Term and health business of our country and have delivered two quarters of positive Adjusted EBIDTA in the core business”



PB FINTECH LIMITED

(Formerly Known As PB Fintech Private Limited/Etechaces Marketing And Consulting Private Limited)

Registered Office Address : Plot No. 119, Sector-44, Gurugram-122001 (Haryana)

Telephone No. : 0124-4562907, Fax : 0124-4562902 E-mail : enquiry@policybazaar.com

Website : www.pbfintech.in CIN : L51909HR2008PLC037998