

SYMBOL: NPST
ISIN: INE0FFK01017

Dated: October 21, 2024

To,
The Manager-Listing Department,
The National Stock Exchange of India Limited,
Exchange Plaza, NSE Building, Bandra Kurla
Complex, Bandra East, Mumbai-400 0513
Fax: 022-26598237, 022-26598238

Subject: Updated Investor Presentation for half year ended September 30, 2024

Respected Sir/Madam,

Pursuant to the provision of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the updated Investor Presentation, general updates for half year ended September 30, 2024.

Kindly take the same on your record.

Thanking You,
Yours Faithfully,
For Network People Services Technologies Limited

CHETNA
AVINASH
CHAWLA

Digitally signed by CHETNA
AVINASH CHAWLA
Date: 2024.10.21 14:57:18
+05'30'

Chetna Chawla
Company Secretary and Compliance Officer

NPST Results

Providing digital technology across financial value chain

H1 FY25 Investor Presentation



Company Overview

About NPST

NPST, is engaged in providing software and digital payment solutions to the Banking and Fintech segment, primarily focusing on Transaction Processing, Payment Platforms, RegTech, Digital Engagement solutions



VISION

Provide Digital Technology Across Financial Value Chain



MISSION

- Strategically partner with financial institutions, banks, and service providers.
- Create largest network of technology enabled merchants and Users
- Achieve Top 5 position in digital transaction volumes in country.

#1

Sole Provider

Across financial value chain

126%

Net Profit Growth

CAGR 2020-24

700+

Merchant Locations PAN India

15

Banks

2M+

Bank Merchants

15BN+

Banking Txns per annum

100+

Customers

150k+

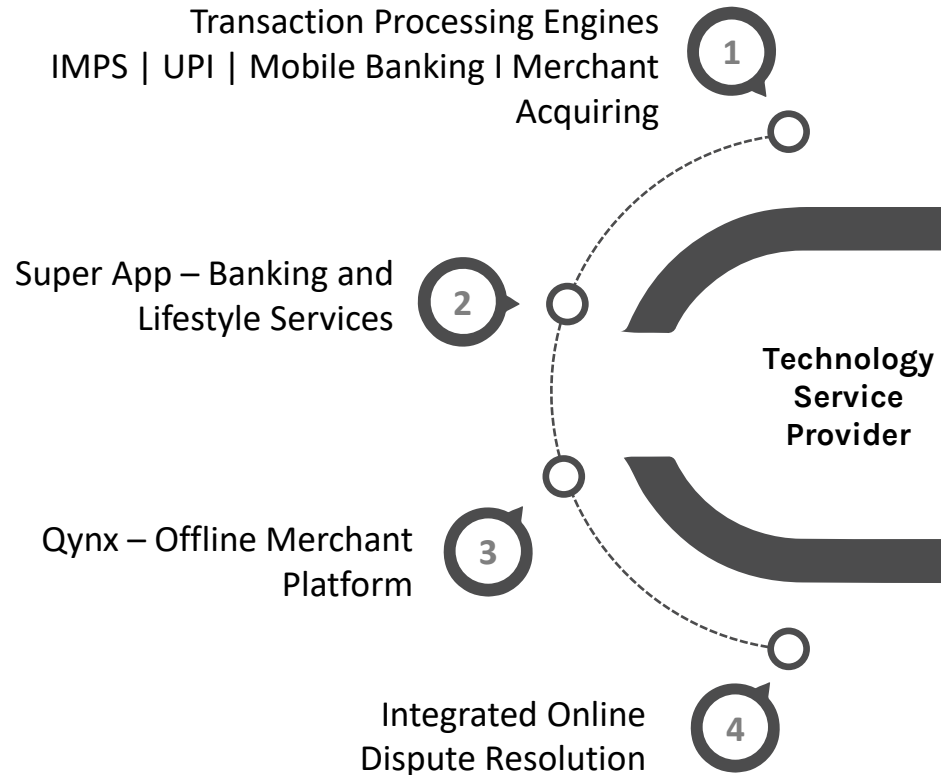
Merchants

300+

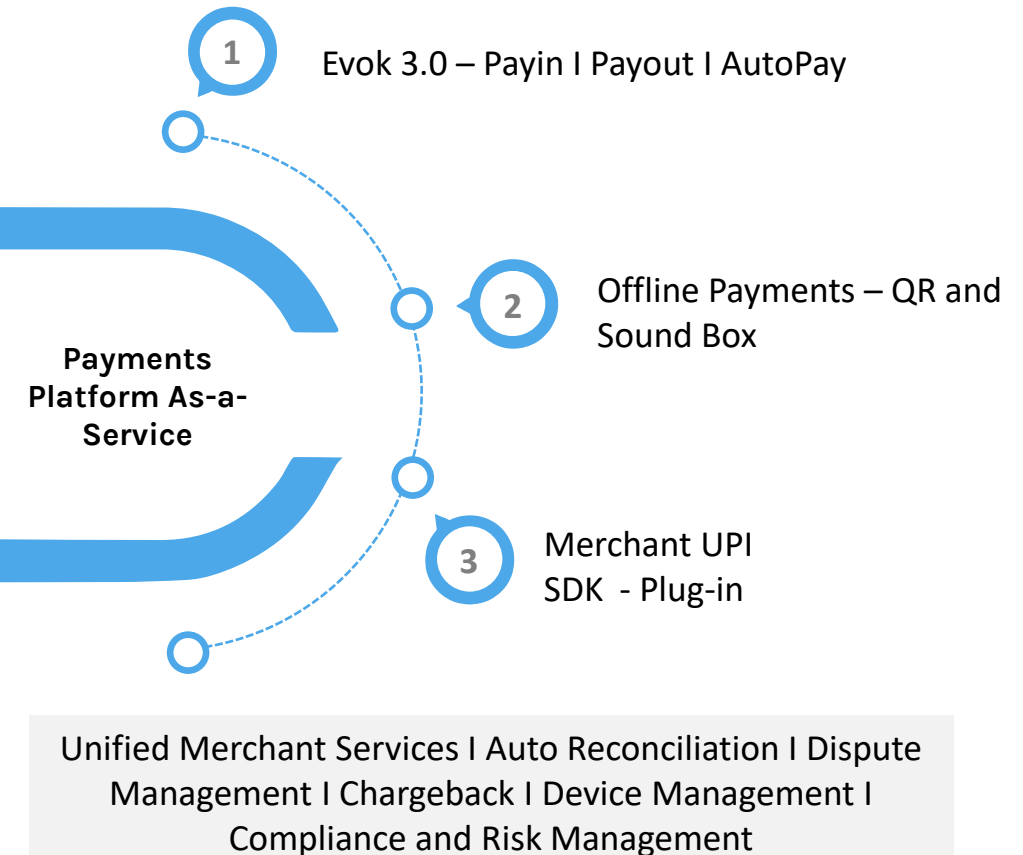
Dedicated Payment Associates

Strategic Areas of Focus

For Banks & Financial Institutions



For Payment Aggregator & Merchants



Business Updates

Secured order for our new product BBPS Bill aggregation switch from two banks

Secured PO for ODR solution from one bank

Received incremental order for Qynx offline payment product from existing customers

20% growth in transaction processing as TSP (15 Bn transactions annually)

Launched new products in Global Fintech Fest (Instant Credit Line on UPI and Risk Intelligence Decisioning Platform)

Initiated Payout POC under bank's guidance

Added two banking partners in PPaaS business

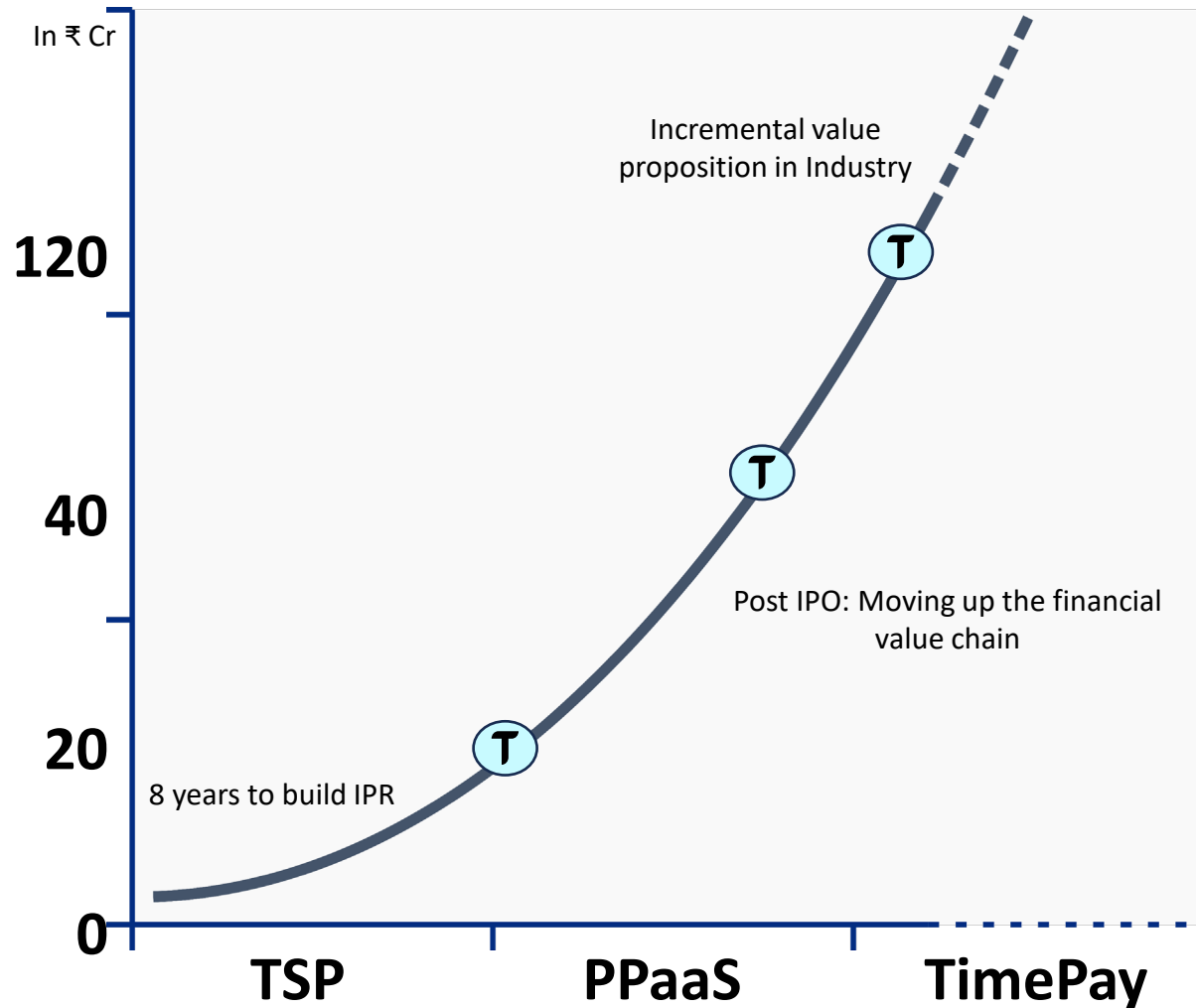
Strengthened compliance with proactive measures in Fraud and Risk monitoring.



H1 FY25 Highlights

Our Growth

Delivering value across financial ecosystem



In ₹ Cr

Particulars	Total Revenue	Net Profit	EPS (In ₹)
FY21	15.27	1.07	2.38
FY22	19.49	1.49	2.31
FY23	41.13	6.52	3.36
FY24	130.08	26.71	13.78
H1 FY25	129.23	33.77	17.42*

*After Adjusting Bonus Share)

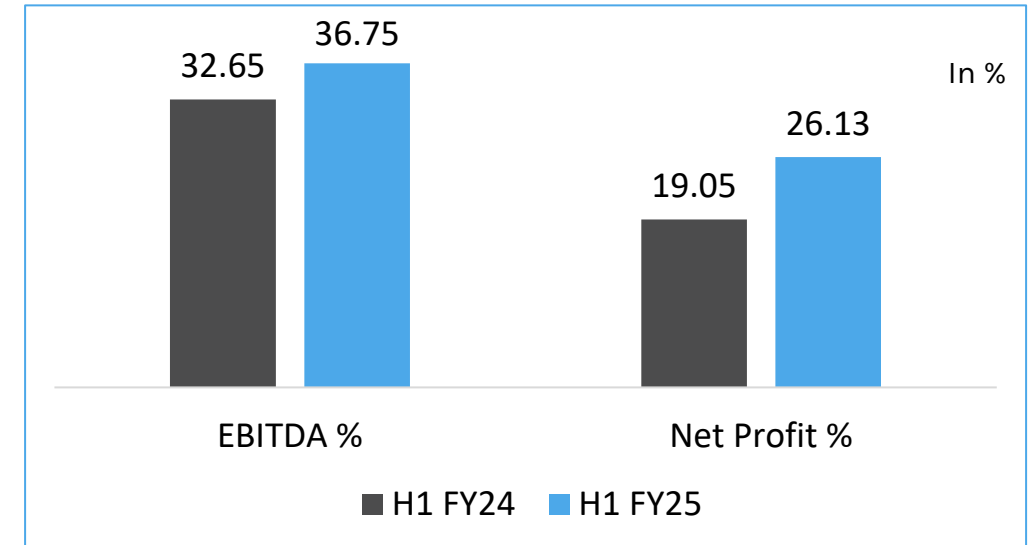
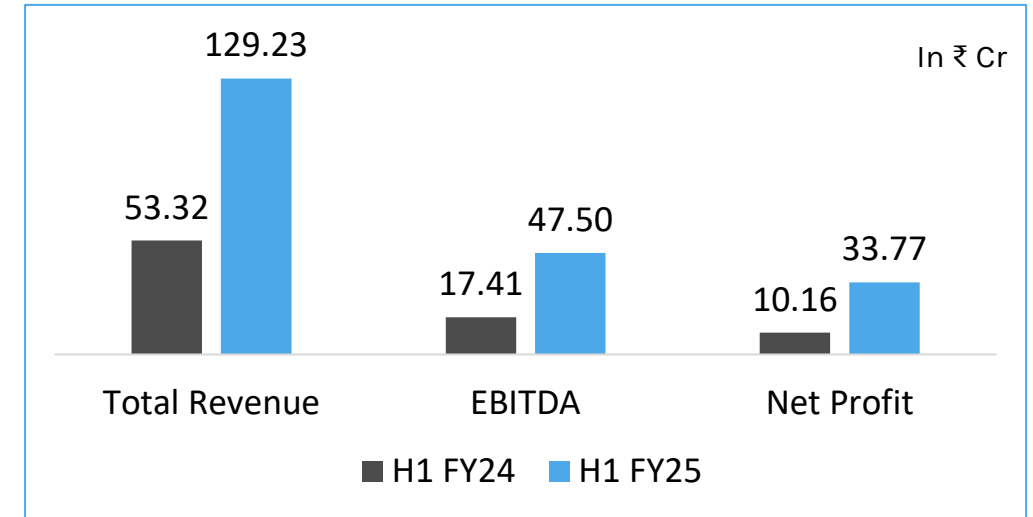
H1 FY25 Net Profit Exceeds FY24 Profit By 26%

H1 FY25 Consolidated Key Financial Highlights

All Figures In ₹ Cr & Margin in %

Particulars	H1 FY25	H1 FY24	YoY Growth
Total Income	129.23	53.32	142.36 %
EBITDA	47.50	17.41	172.80 %
EBITDAM	36.75%	32.65%	410 BPS
Net Profit	33.77	10.16	232.39 %
NPM	26.13%	19.05%	708 BPS
Basic EPS (₹)*	17.42	5.24	232.44 %

Highest Half Yearly Performance since its listing on NSE Emerge in August 2021.

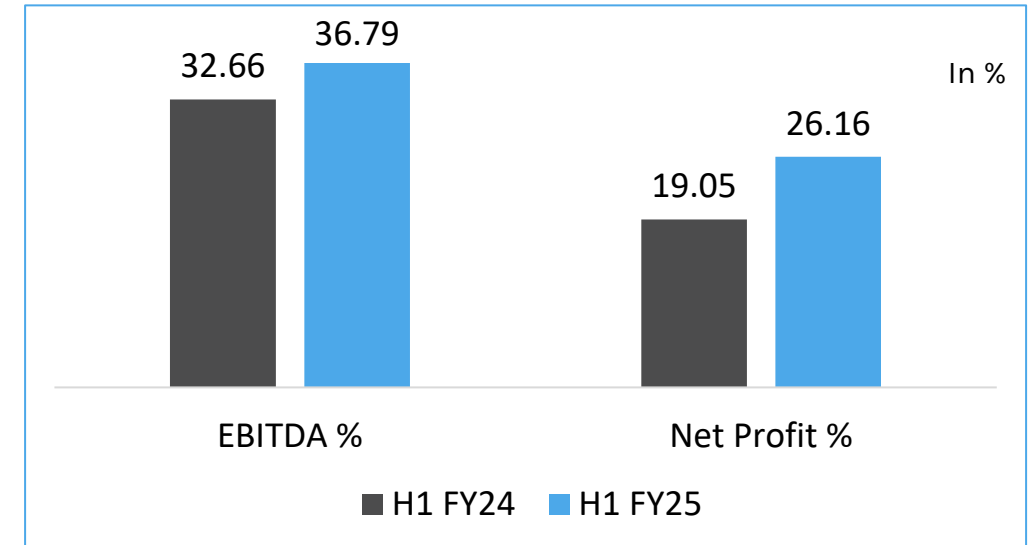
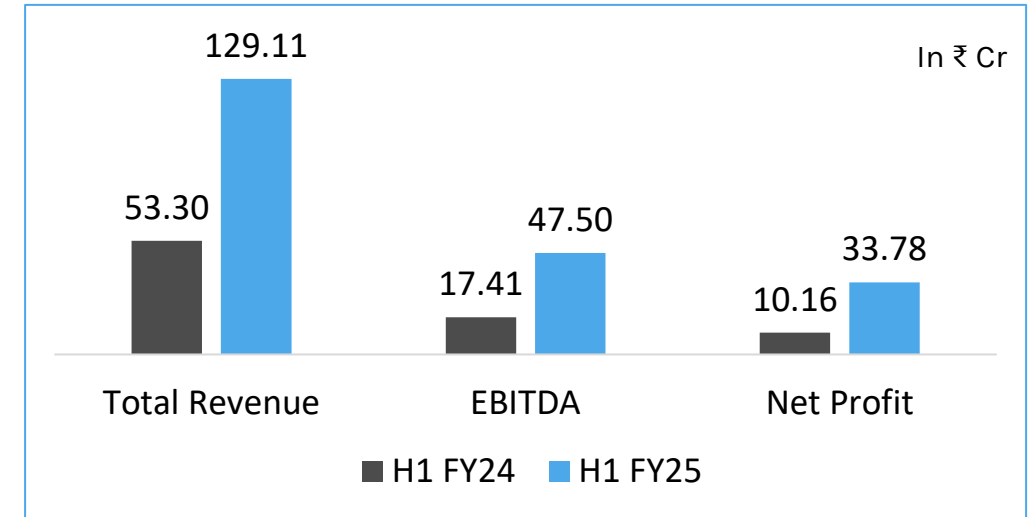


H1 FY25 Standalone Key Financial Highlights

All Figures In ₹ Cr & Margin in %

Particulars	H1 FY25	H1 FY24	YoY Growth
Total Income	129.11	53.30	142.24 %
EBITDA	47.50	17.41	172.89 %
EBITDAM	36.79%	32.66%	413 BPS
Net Profit	33.78	10.16	232.61 %
NPM	26.16%	19.05%	711 BPS
Basic EPS (₹)*	17.42	5.24	232.44 %

Highest Half Yearly Performance since its listing on NSE Emerge in August 2021.



Standalone Quarter On Quarter Key Metrics Comparison

All Figures In ₹ Cr & Margin in %

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	*Q2 FY25
Total Income	24.88	28.42	32.07	44.71	60.19	68.99
Income Growth (Q-o-Q)	16.18%	14.26%	12.82%	39.43%	34.47%	14.75%
EBITDA	7.89	9.50	10.98	15.31	22.15	25.35
EBITDA Growth (Q-o-Q)	19.08%	20.30%	15.61%	39.44%	44.68%	14.45%
EBITDA Margin (%)	31.74%	33.42%	34.24%	34.24%	36.80%	36.75%
Net Profit	5.15	5.00	6.53	10.02	15.62	18.16
Net Profit Growth (Q-o-Q)	34.23%	-2.97%	30.49%	53.53%	55.89%	16.26%
Net Profit Margins (%)	20.72%	17.60%	20.35%	22.41%	25.94%	26.32%
EPS (₹)	2.66	2.58	3.37	5.17	8.06	9.36
EPS Growth (Q-o-Q)	34.28%	-2.97%	30.49%	53.57%	55.90%	16.13%

Q2 FY25 Update



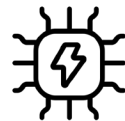
**Ventured into new
interoperable payment
opportunity**



**Board approval received for
transition to mainboard**



**Approval granted
for ESOP allotment**



**First use case for AI in
Regtech successfully
launched**



**Introduced Evok 3.0 – an
advanced Payment Platform
for long-term business
growth**



Management Overview

Co-founders and Board Of Directors



Mr. Deepak Chand Thakur
Chairman & Managing Director

Deepak Thakur, CEO and Managing Director of NPST Ltd., has over 20 years of experience in strategy management within the FinTech sector. He excels in business development and product innovation, earning numerous awards for the company during his tenure.



Mr. Ashish Aggarwal
Joint Managing Director

Ashish Aggarwal, Promoter and Joint Managing Director of NPST Ltd., with over 17 years of experience in finance, administration, and accounting within the IT industry. He is a member of the Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India.



Ms. Savita Vashist
Executive Director

Savita Vashist, Executive Director at NPST Ltd., has over 20 years of sales and marketing experience, specializing in new business development and technology solutions across North America and Europe. Her strategic approach has earned her numerous accolades and awards.

Board Of Directors



Mr. Abhishek Mishra
Independent Director

Abhishek Mishra brings over 16 years of experience in finance, compliance, and industry-specific advisory services to the NPST Ltd. board. He is a distinguished member of several professional organizations, including the Institute of Chartered Accountants of India and the IBBI.



Mrs. Panchi Samuthirakani
Independent Director

Panchi Samuthirakani has over 27 years of experience in banking technology, cybersecurity, and cyber forensics. She specializes in designing payment systems and information security for fintech, and is a recognized expert at technology forums.



Mr. Ram Rastogi
Independent Director

Ram Rastogi is a veteran banker with 30 years of experience in digital payments. As Chairman of the Fintech Association for Consumer Empowerment, he has significantly contributed to key payment systems like IMPS and UPI.



Industry Overview

Fintech in India

India is amongst the fastest growing Fintech markets in the world.

Market size

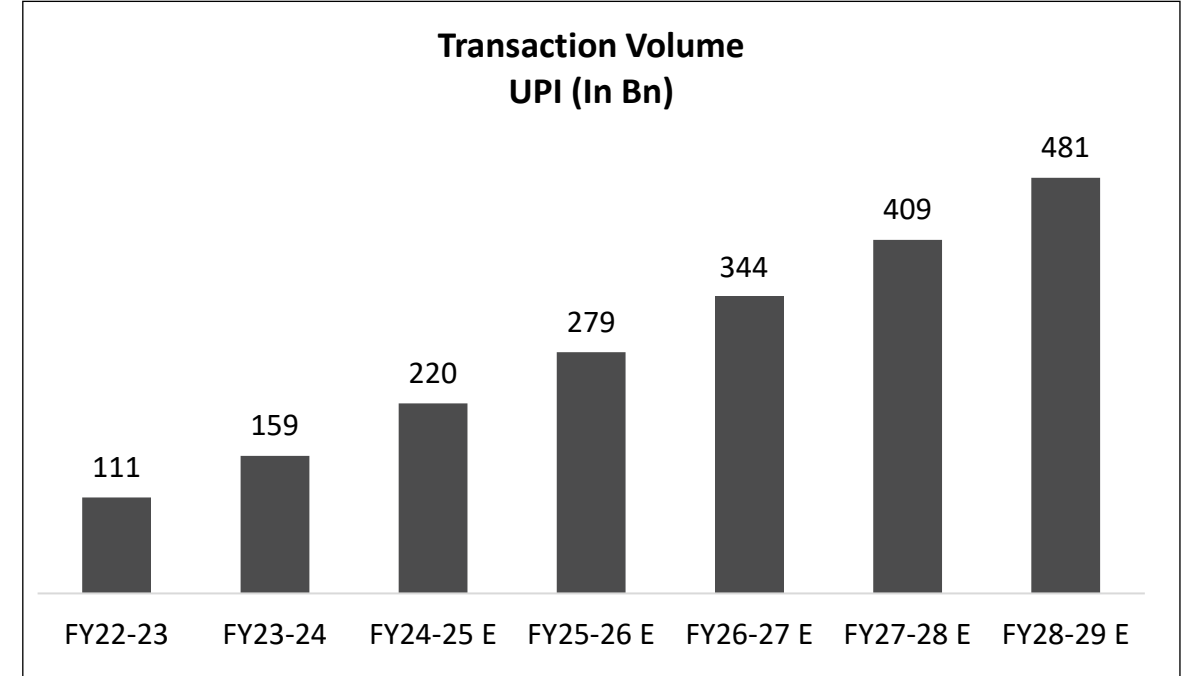
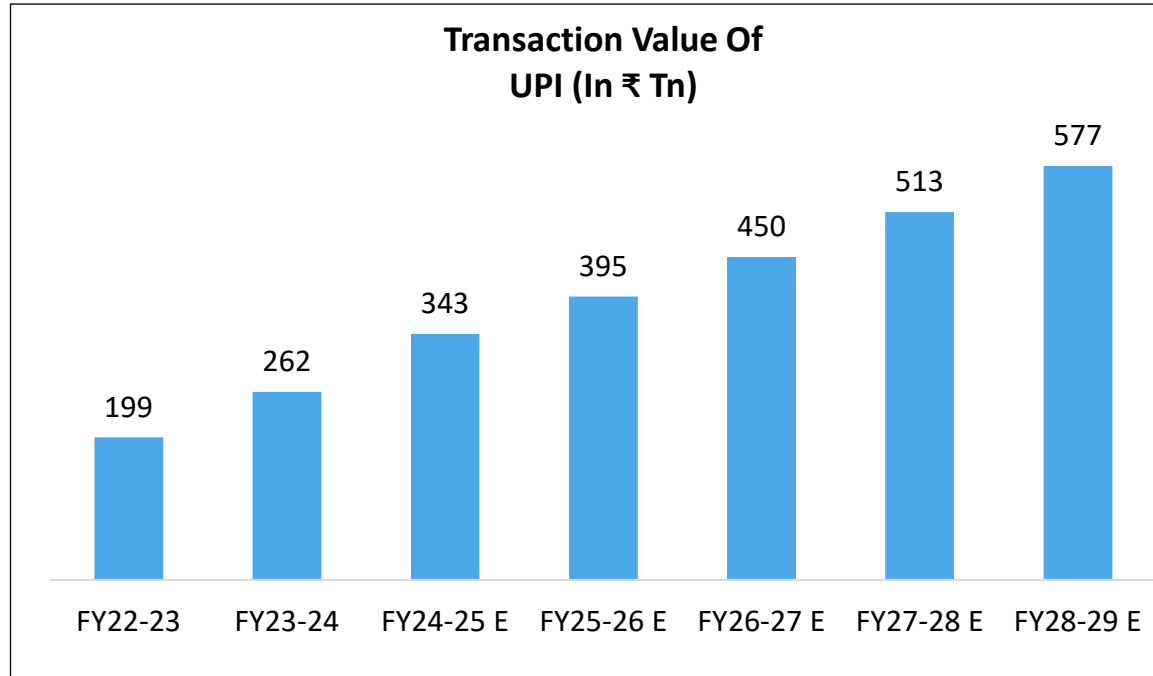
2013
\$ 1.5 Bn

2021
\$ 50 Bn

2025
~\$ 150 Bn

The Payments landscape in India is expected to reach \$ 100 Tn in transaction volume and \$ 50 Bn in terms of revenue by 2030

UPI Registers Exponential Growth

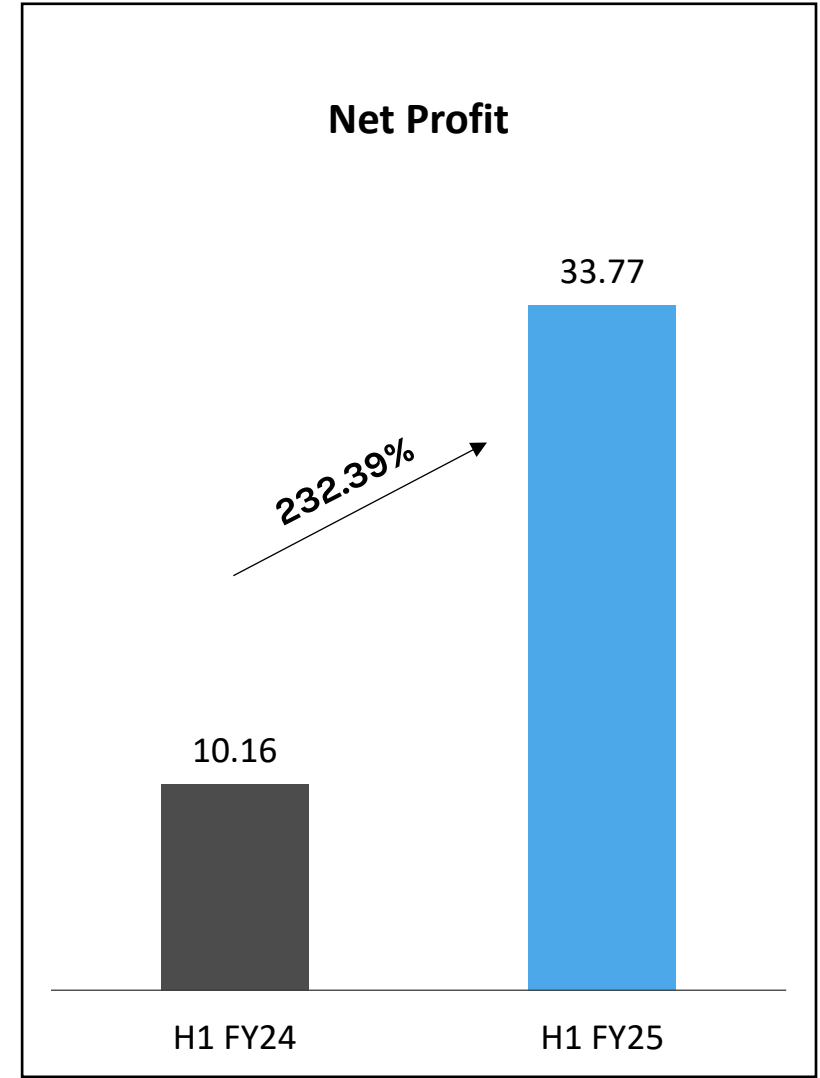
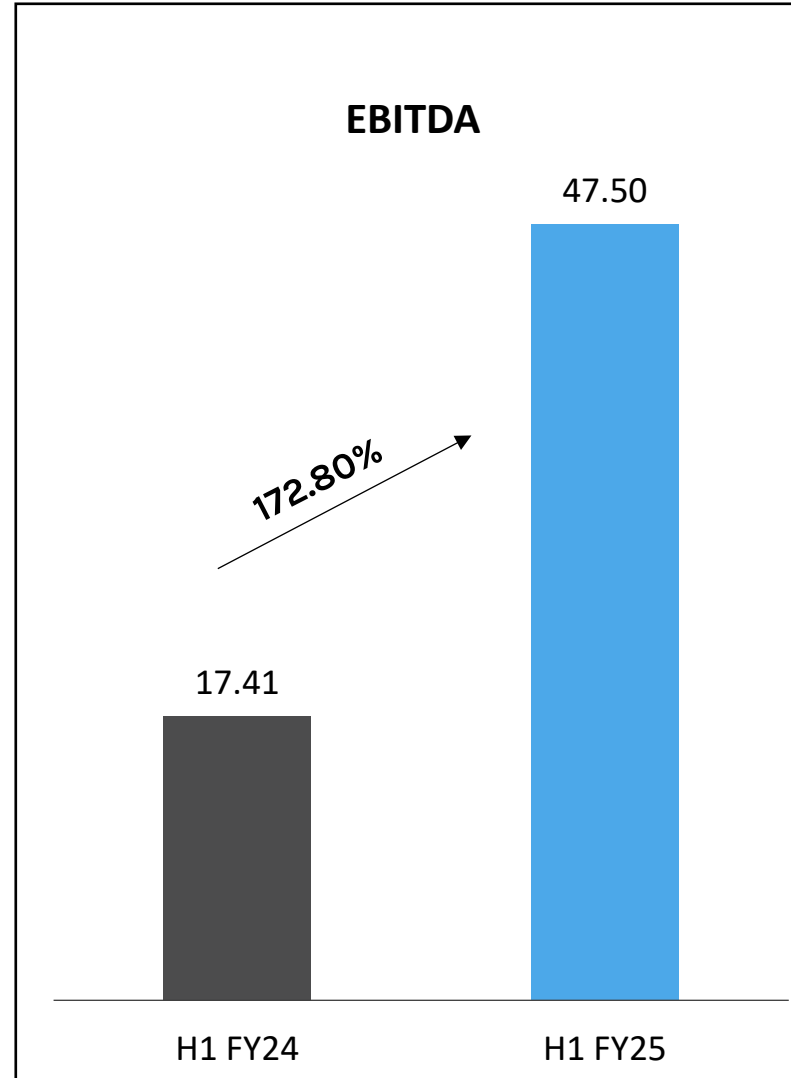
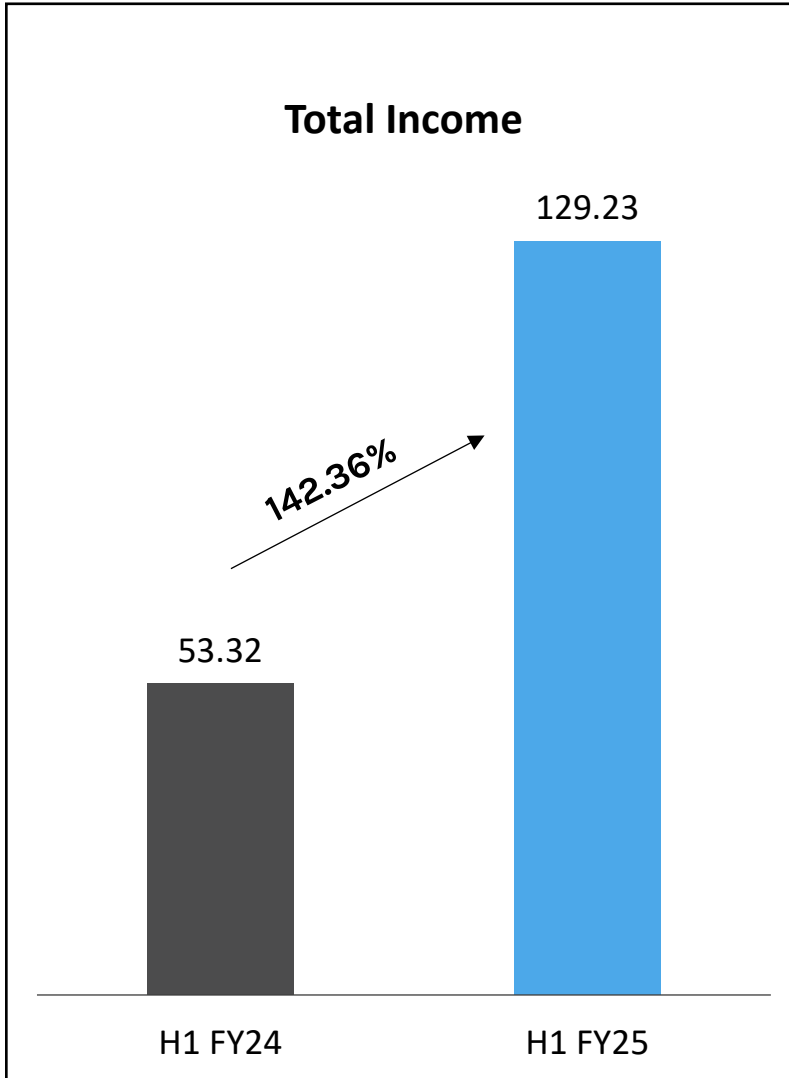




Financial Overview

H1 FY25 Consolidated Performance Highlights

All Figures In ₹ Cr & Margin in %



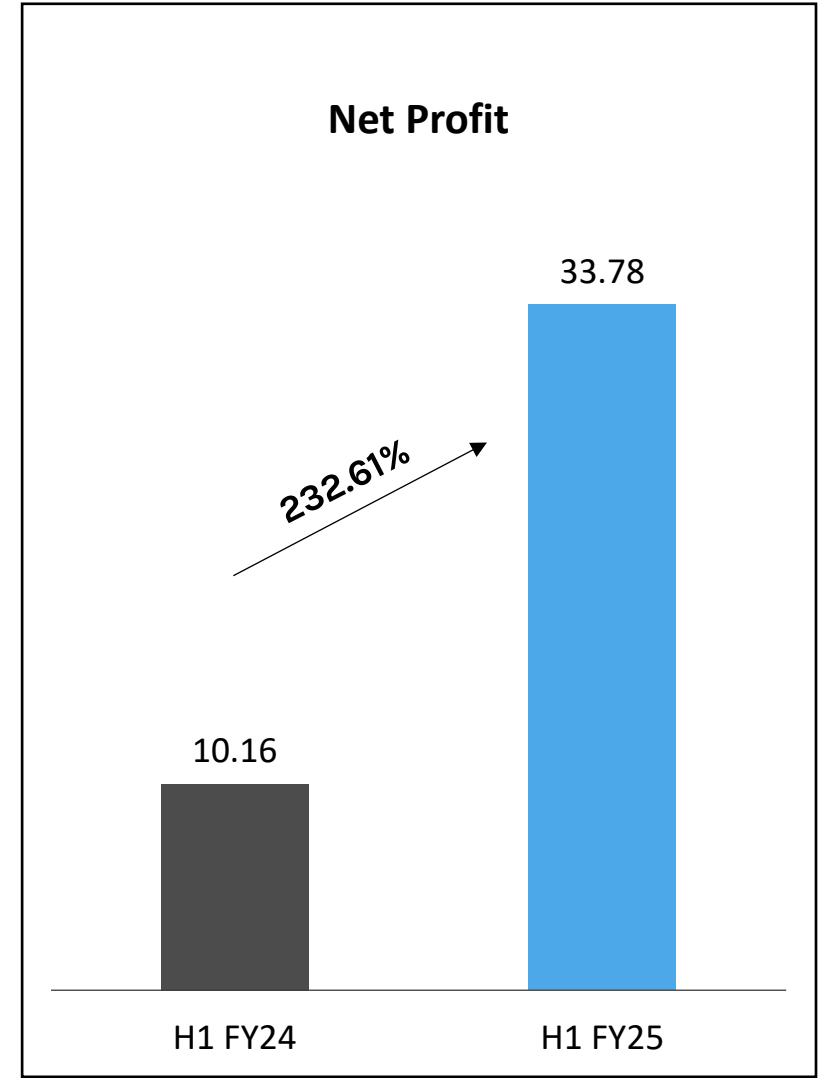
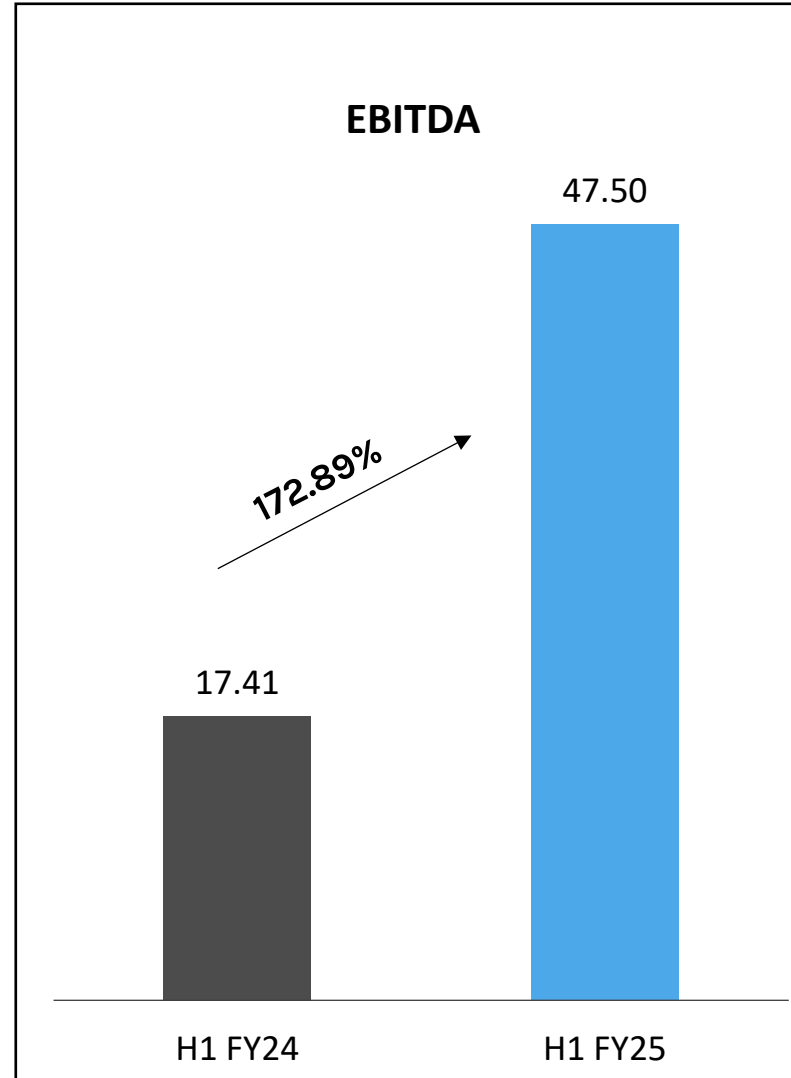
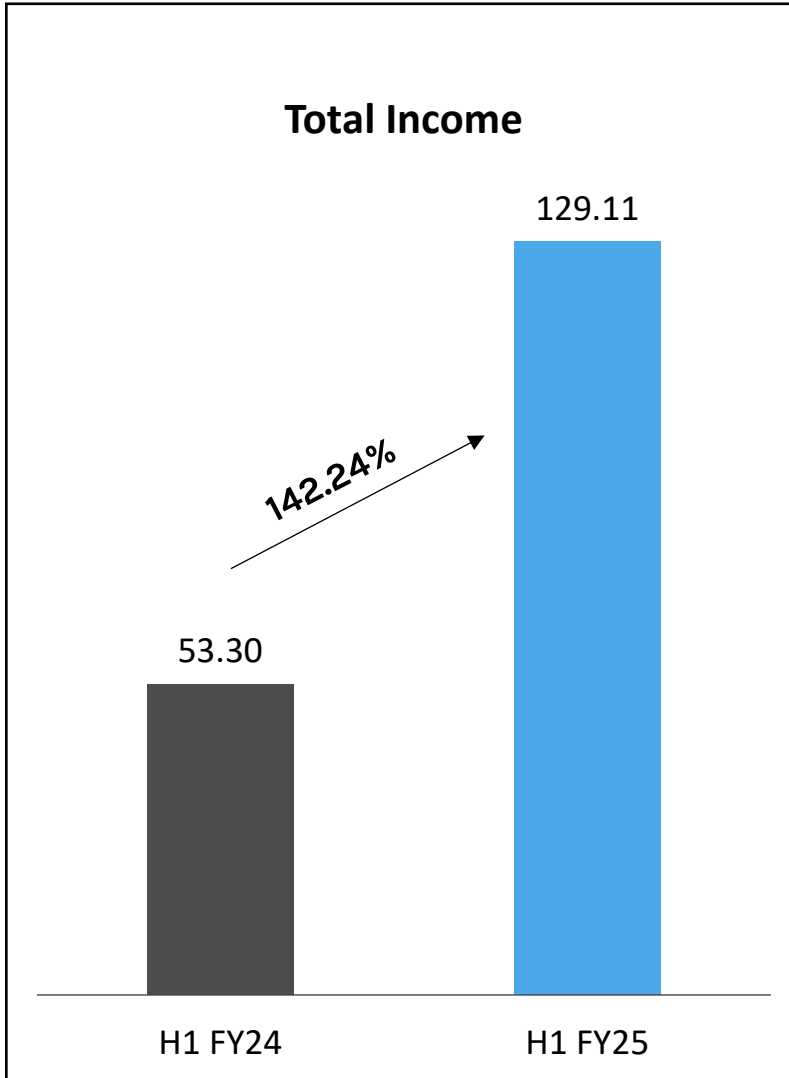
H1 FY25 Consolidated Result Highlights

All Figures In ₹ Cr & Margin in %

Particulars	H1 FY25	H1 FY24	Y-O-Y
Revenues	125.61	52.44	
Other Income	3.62	0.88	
Total Income	129.23	53.32	142.36%
Raw Material costs	47.16	18.04	
Employee costs	26.47	14.42	
Other expenses	8.10	3.46	
Total Expenditure	81.73	35.91	
EBITDA	47.50	17.41	172.80%
EBITDA %	36.75%	32.65%	
Finance Costs	0.01	0.01	
Depreciation	2.42	3.79	
PBT	45.07	13.61	
Tax	11.30	3.45	
Net Profit	33.77	10.16	232.39%
Net Profit %	26.13%	19.05%	
Basic EPS(After Adjusting Bonus Share)	17.42	5.24	232.44%

H1 FY25 Standalone Performance Highlights

All Figures In ₹ Cr & Margin in %



H1 FY25 Standalone Result Highlights

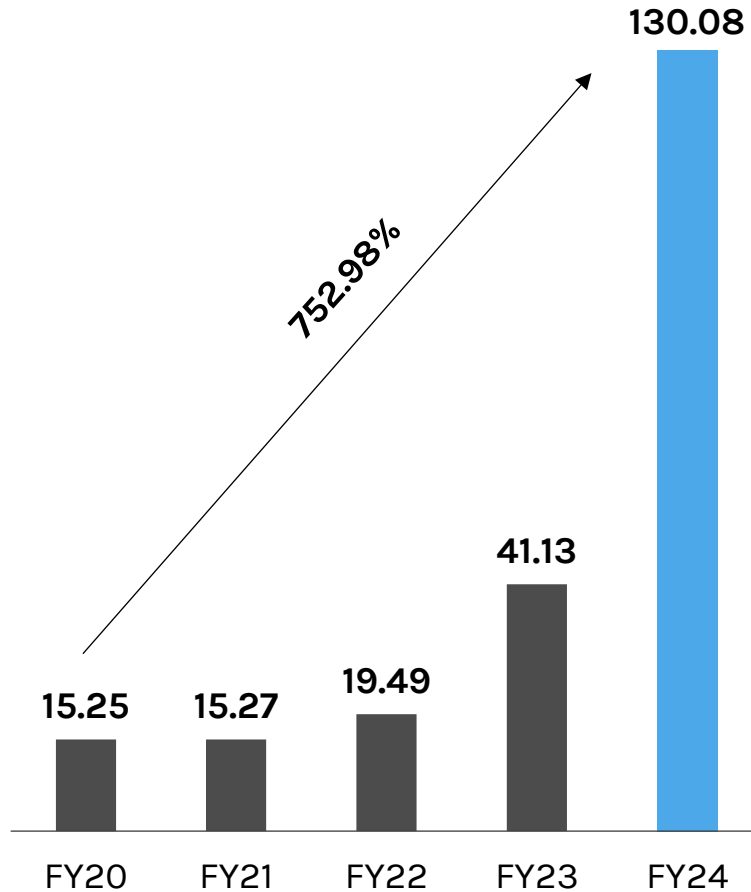
All Figures In ₹ Cr & Margin in %

Particulars	H1 FY25	H1 FY24	Y-O-Y
Revenues	125.60	52.41	
Other Income	3.51	0.88	
Total Income	129.11	53.30	142.24%
Raw Material costs	47.22	18.03	
Employee costs	26.40	14.41	
Other expenses	7.99	3.46	
Total Expenditure	81.60	35.89	
EBITDA	47.50	17.41	172.89%
EBITDA %	36.79%	32.66%	
Finance Costs	0.01	0.01	
Depreciation	2.42	3.79	
PBT	45.08	13.60	
Tax	11.30	3.45	
Net Profit	33.78	10.16	232.61%
Net Profit %	26.16%	19.05%	
Basic EPS(After Adjusting Bonus Share)	17.42	5.24	232.44%

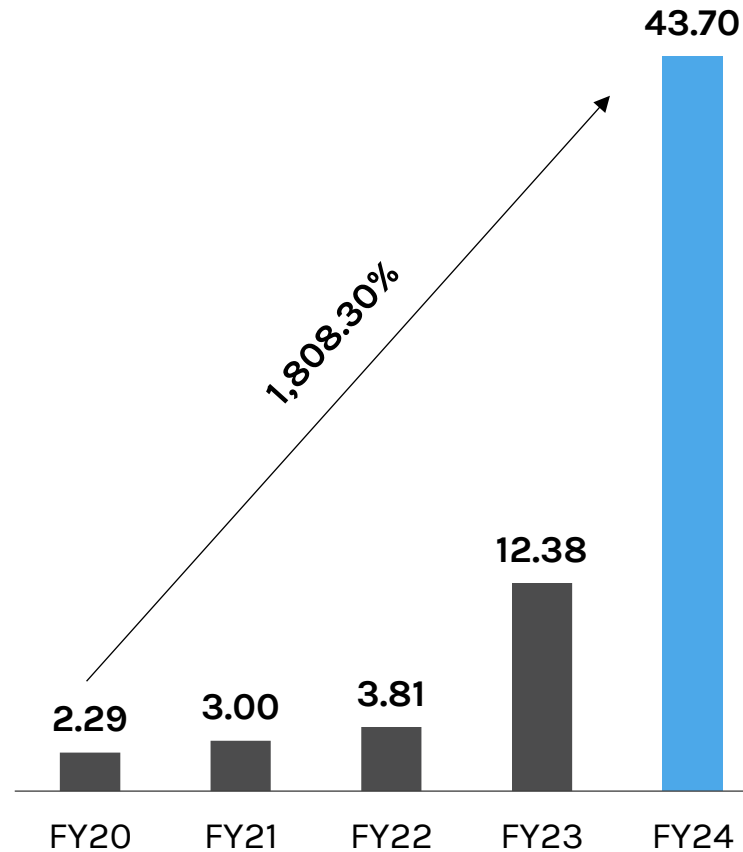
Key Financial Highlights – FY24

All Figures In ₹ Cr

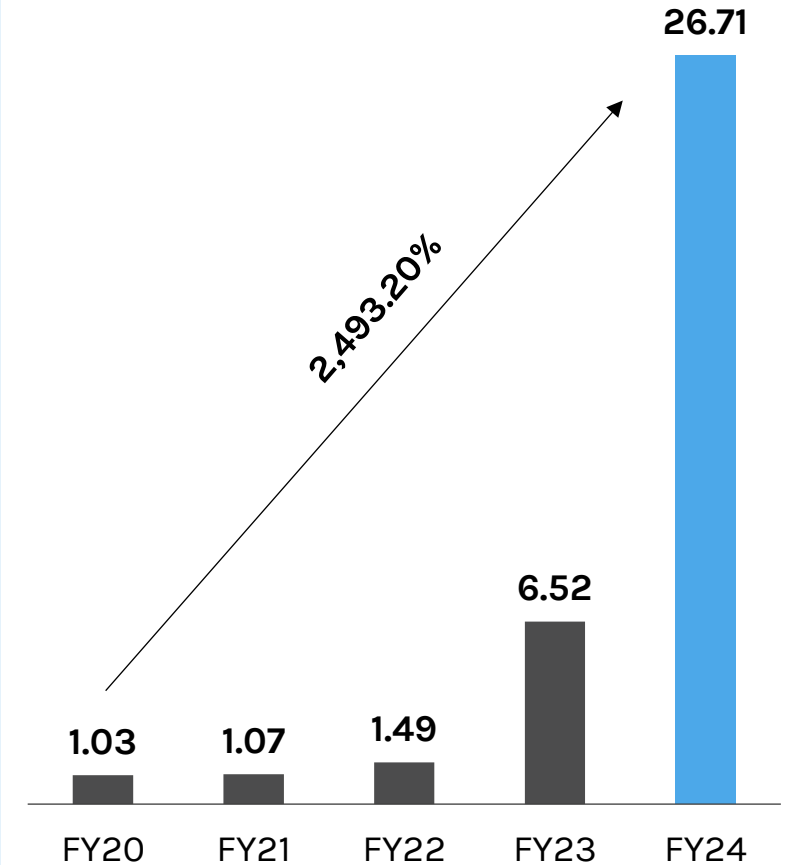
Total Income



EBITDA



Net Profit



Profit & Loss Statement – FY24

All Figures In ₹ Cr & Margin in %

Particulars	FY22	FY23	FY24
Revenues	19.16	40.79	127.51
Other Income	0.33	0.34	2.57
Total Income	19.49	41.13	130.08
Raw Material costs	-1.28	12.5	46.76
Employee costs	6.57	12.72	31.30
Other expenses	10.39	3.53	8.32
Total Expenditure	15.68	28.75	86.38
EBITDA	3.81	12.38	43.70
EBITDA %	19.94 %	30.10 %	33.59%
Finance Costs	0.05	0.01	0.03
Depreciation	1.78	3.63	8.30
PBT	1.97	8.73	35.37
Tax	0.48	2.21	8.67
Reported Net Profit	1.49	6.52	26.71
Net Profit %	7.78 %	15.85 %	20.53%

Balance Sheet – FY24

All Figures In ₹ Cr & Margin in %

Equities & Liabilities	FY22	FY23	FY24
Equity	6.46	6.46	19.39
Reserves	15.59	22.11	38.14
Net Worth	22.05	28.57	57.52
Non-current Liabilities			
Long-term borrowing	0.00	0.14	0.07
Deferred tax Liabilities	0.00	0.00	0.00
Other long terms Liabilities	0.14	0.18	0.23
Long-term provision	0.85	1.04	1.49
Total Non-Current Liabilities	0.99	1.36	1.79
Current Liabilities			
Short-term borrowings	0.00	0.07	0.07
Trade payables	4.22	0.83	3.85
Other Current Financial Liabilites	0.00	0.00	0.00
Other current liabilities	2.92	8.09	12.18
Short-term provision	0.12	0.08	0.63
Total Current Liabilities	7.26	9.07	16.73
Total Liabilities	30.30	39.00	76.05

Assets	FY22	FY23	FY24
Non Current Assets			
Fixed assets	10.62	13.06	6.94
Non-current investments	0.01	0.77	4.26
Long Term Loans & Advances	0.88	0.01	1.81
Other non-current assets	0.28	0.31	1.35
Total Non Current Assets	11.79	14.15	14.35
Current Assets			
Inventories	2.73	2.99	0.51
Trade receivables	4.99	0.89	0.98
Cash & Bank Balance	0.97	19.31	58.41
Short Term Loans & Advances	0.76	0.71	0.44
Current Tax Assets (Net)	0.00	0.00	0.00
Other current assets	9.06	0.95	1.35
Total Current Assets	18.52	24.85	61.69
Total Assets	30.31	39.00	76.05

Cash Flow Statement – FY24

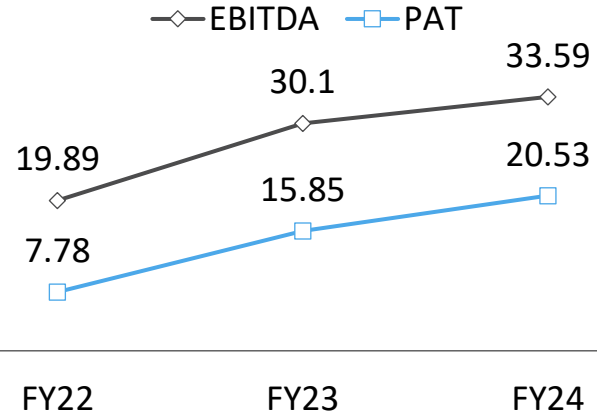
All Figures In ₹ Cr & Margin in %

Particulars	FY22	FY23	FY24
Cashflow from Operations	-7.44	12.01	43.05
Cashflow from Investments	-5.49	-5.73	-3.86
Cashflow from Financing	13.45	0.19	-0.09
Net Cash flow	0.53	6.47	39.10
Opening Cash & Cash Equivalent	0.44	0.97	19.31
Closing Cash & Cash Equivalent	0.97	7.44	58.41

Key Ratios – FY24

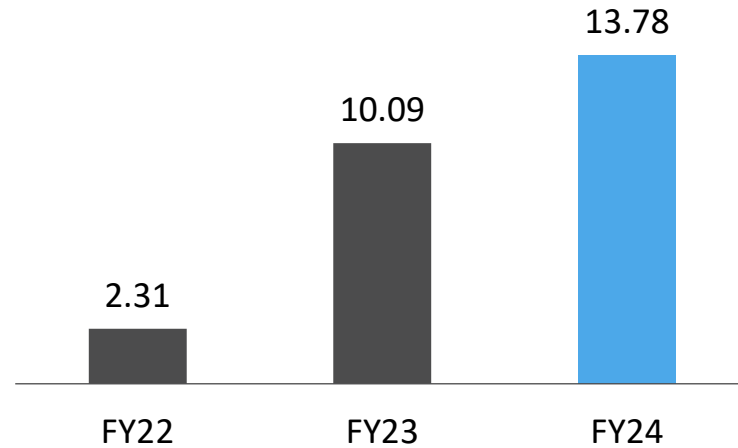
Profit Margins

In %



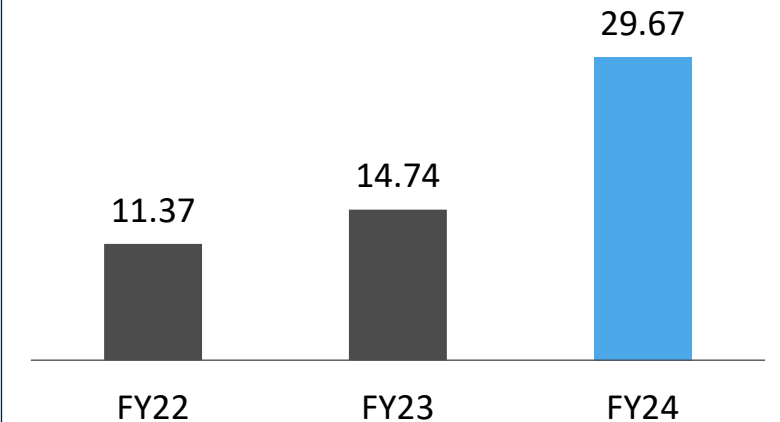
Adjusted EPS

In ₹



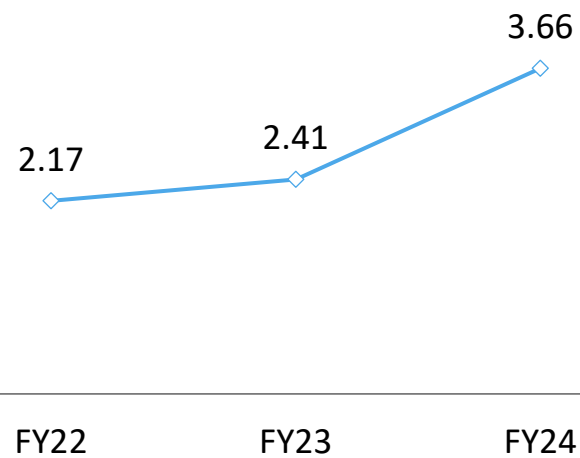
Adjusted Book Value

In ₹



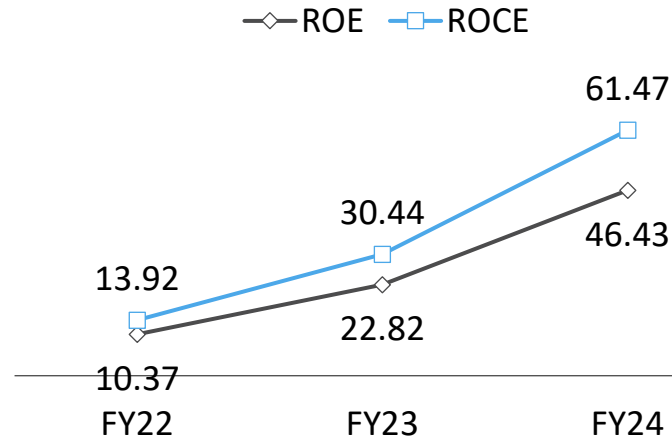
Quick Ratio

In Times



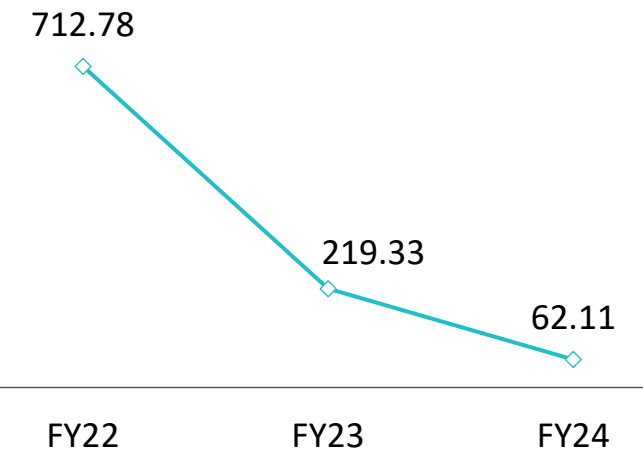
Return Ratios

In %



EV/EBITDA

In Times



Stock Data

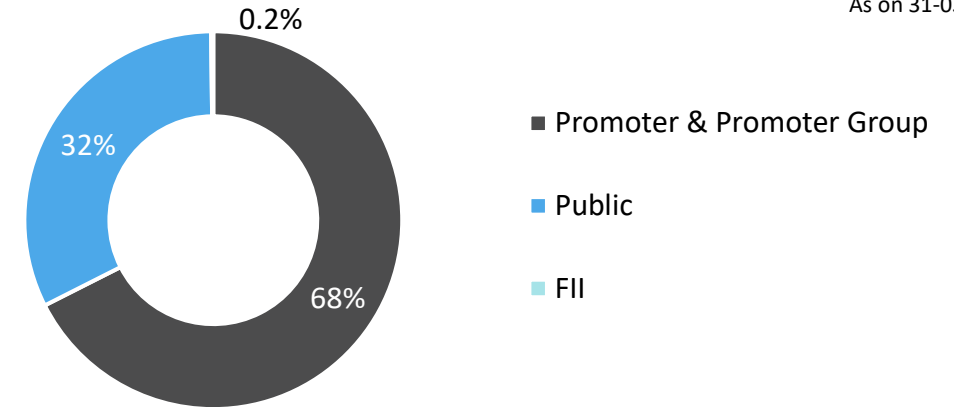
NSE: NPST ISIN: INE0FFK01017

As on 17-10-2024

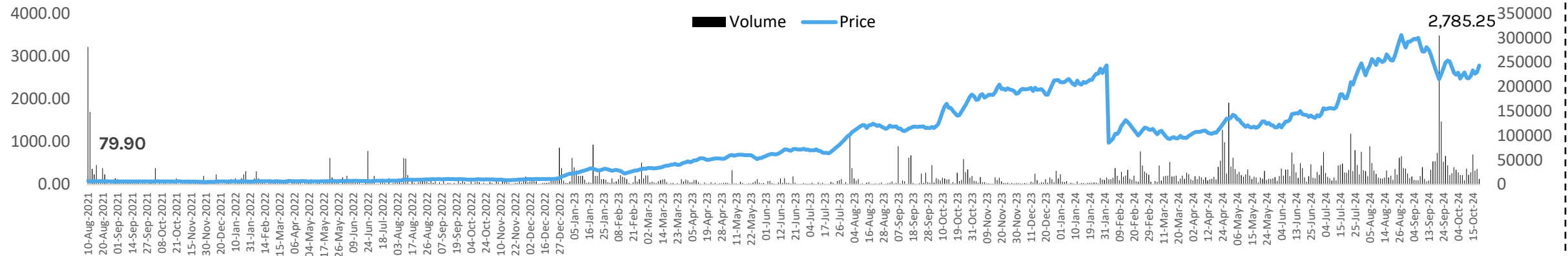
Share Price (₹)	2,785.25
Market Capitalization (₹ Cr)	5,399.48
No. of Shares Outstanding	1,93,86,000
Face Value (₹)	10.00
52 week High-Low (₹)	3,577.00 – 526.67

Share Holding Pattern

As on 31-03-2024



Share Performance From 10 August 2021 Till Date



Source - NSE

Note: 2:1 Bonus Issue, Record date – 2nd February 2024.

Investment Rationale

Outstanding Returns:

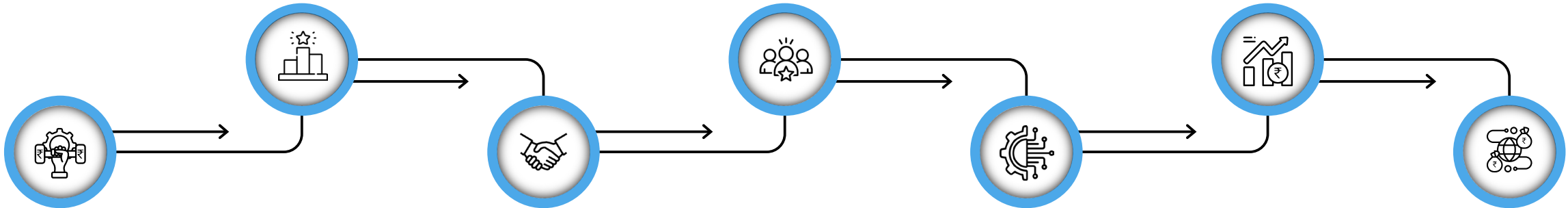
With effective cost management and a scalable business model, NPST Net Profit has achieved CAGR growth of 126% from FY20 to FY24, ensuring sustained profitability for the company.

Leadership Members

Company is focused on developing leaders and enhancing its workforce, adding senior leaders in marketing, HR, and sales. Focus on creating a value-driven organization with a strong culture and strategic planning for the next 5-7 years.

Growing Digital Payment Market:

India's rapidly expanding digital payment market offers substantial growth potential, and NPST is well-positioned to capture a larger market share with its innovative solutions.



Strong Financial Performance:

Company's revenue stands at ₹ 127.19 Cr in FY24 as compared to ₹ 19.17 Cr in FY22, showing a CAGR of 88.10% has consistently demonstrated strong revenue growth, driven by increasing demand for its digital payment solutions and platform-as-a-service offerings.

Trusted Partnerships & New Onboarding:

NPST has established strong partnerships with leading banks and financial institutions, enabling it to deliver reliable, scalable, and secure digital payment platforms across India.

Technological Advancements:

- Introduced new initiatives like BBPS, super apps for RRBs, payment platform for BFSI and Fintech.
- Introduced Evok 3.0 an advanced Payment Platform-as-a-Service.
- Emphasis on developing core payment processing IP and solutions.

Global Fintech

Exposure:

- NPST's innovative product launches in major fintech events, such as the Global Fintech Fest 2024, highlight its leadership role in the fintech space and its commitment to staying at the cutting edge of digital payment innovation.

Thank You!