

SYMBOL: NPST
ISIN: INE0FFK01017

Date: February 13, 2025

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: General Updates for quarter ended December 31, 2024 – Investor Presentation

Respected Sir/Madam,

Pursuant to the provision of Regulation 30 read with Schedule III Part A para A of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation, general updates for quarter ended December 31, 2024.

Kindly take the same on your record.

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

Chetna Chawla
Company Secretary and Compliance Officer



Financial Performance

Providing digital payments technology across financial value chain

Quarter 3, Financial Year 2025



Agenda

01.
NPST- Current Story

02.
Payments Landscape

03.
Growth Levers

04.
Financials

NPST: Leading PayTech Company



Comprehensive Suite of Solutions

Integrated banking and UPI payment products for:

- Banks
- Third-Party Application Providers (TPAP)
- Payment Aggregators
- Fintech
- NBFC



Industry Expertise & Innovation

Over a decade of experience delivering cutting-edge technology

- **11 years** in business
- **17+** banks
- **100+** customers
- **50 M** daily transactions



Empowering Modern Payments

Modernizing payment infrastructure - driving innovation and efficiency

- UPI/IMPS/CBDC
- Banking Super App
- Bill Direct
- PPaaS
- Qynx (QR and Soundbox)
- UPI Credit Line



Enhanced Business Value

Leverage wide experience to enable customers tap new value pools

- Improve cost and revenue efficiency for customers
- Building new monetization models

Strong Market Position Across Our Segments

#1
Sole Provider

Across financial value chain

126%
Net Profit Growth

CAGR 2020-24

10+
Product Portfolio

17+
Banks

2M+
Bank Merchants

18B+
Transactions Annually

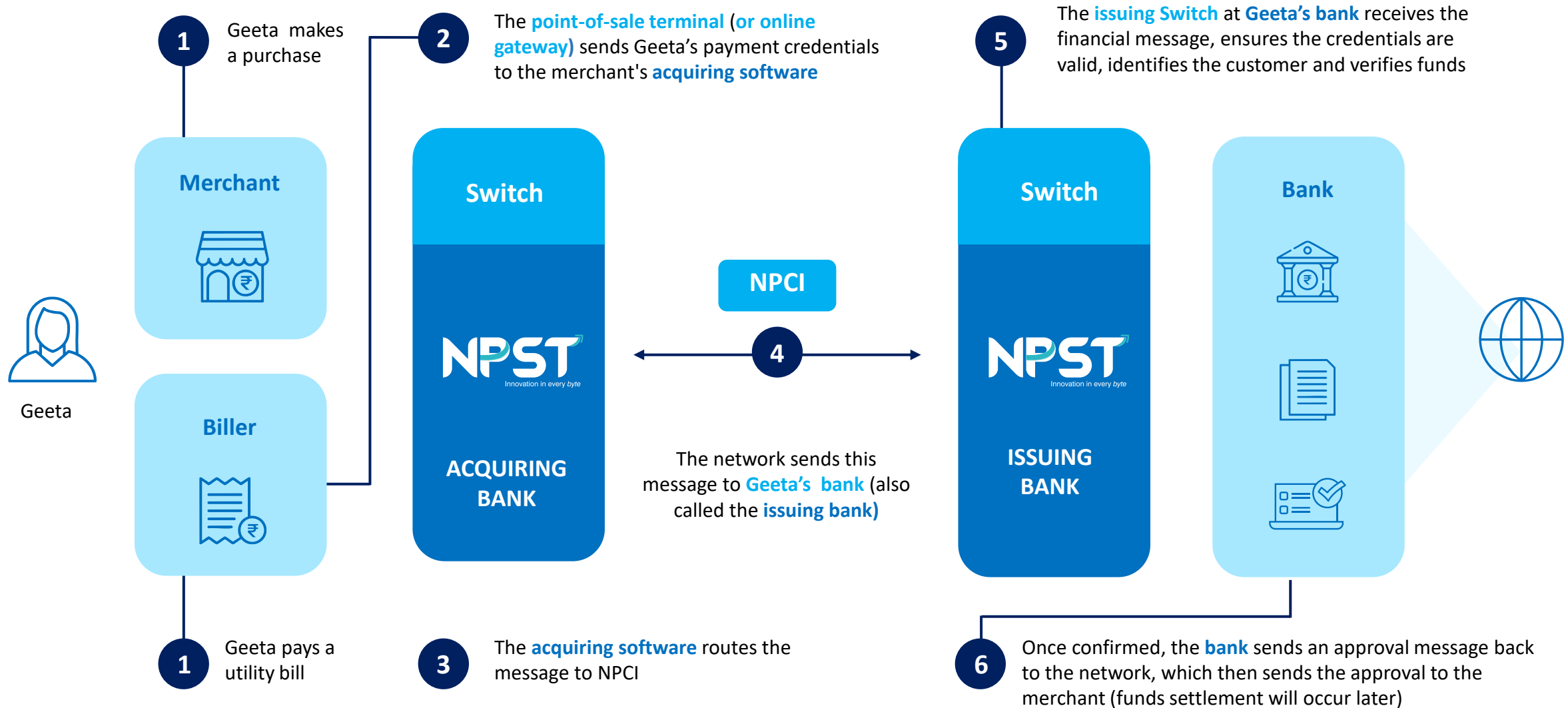
100+
Customers

800+
Merchant Locations

Pan-India

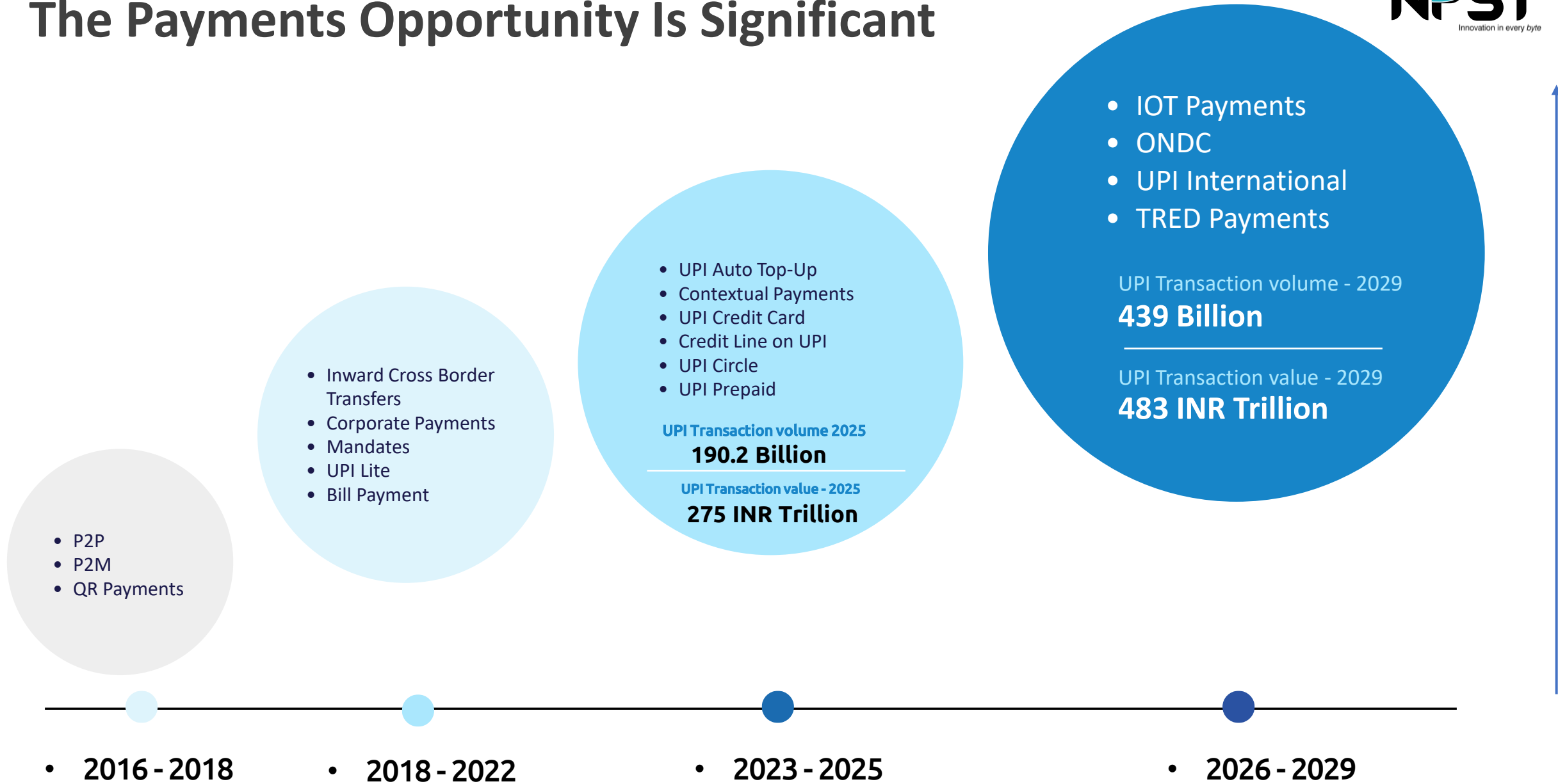
300+
Domain Experts

NPST Positioned At The Centre Of Payment Flows



Market Opportunity & Business Growth Plan

The Payments Opportunity Is Significant



Market Trends Shaping Our Opportunity

Fueled by regulation, macro-economics and technology trends

REGULATORY



Open Banking



ONDC



Data Privacy Laws



Nationalism – Data Localization, National Interchanges



Cybersecurity and identity

ECONOMIC



Digital Push – Make in India



Smart Cities



New Business Models – Subscription economy



Rural Expansion and Vikshit Bharat



UPI Global

TECHNOLOGY



Cloud, Micro-Services API



Embedded Intelligence



IOT and AI

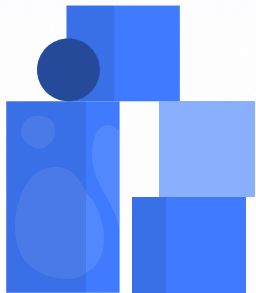


Digital Currencies

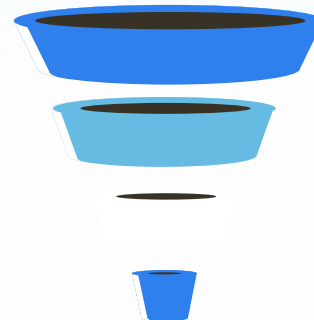
**NEW OPPORTUNITIES
AND CHALLENGES**

Our Strategy For Momentum And Growth

**Strengthen the
core**



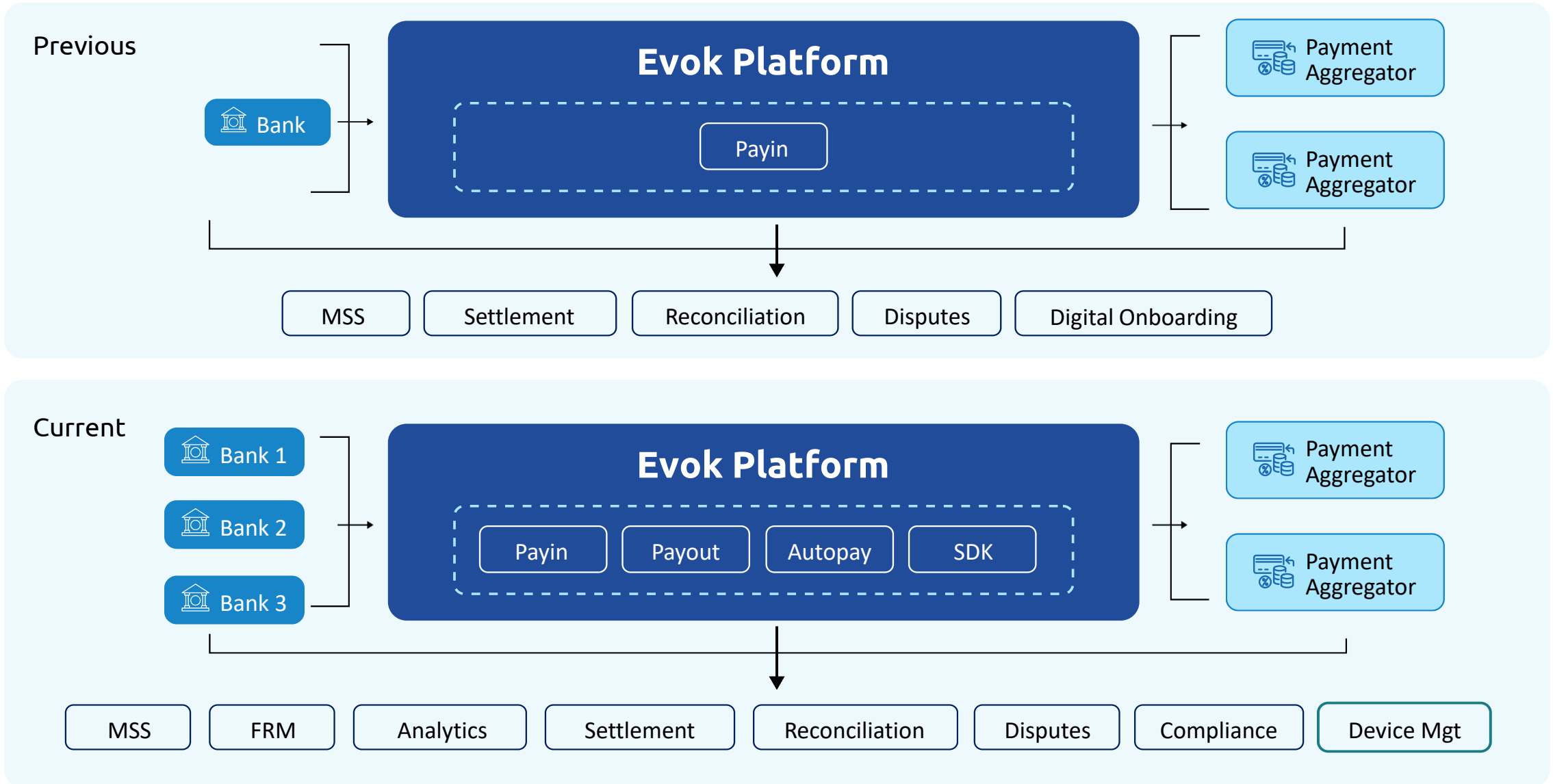
**Scale new
Verticals**



**Move at
Speed**








Strengthen The Core

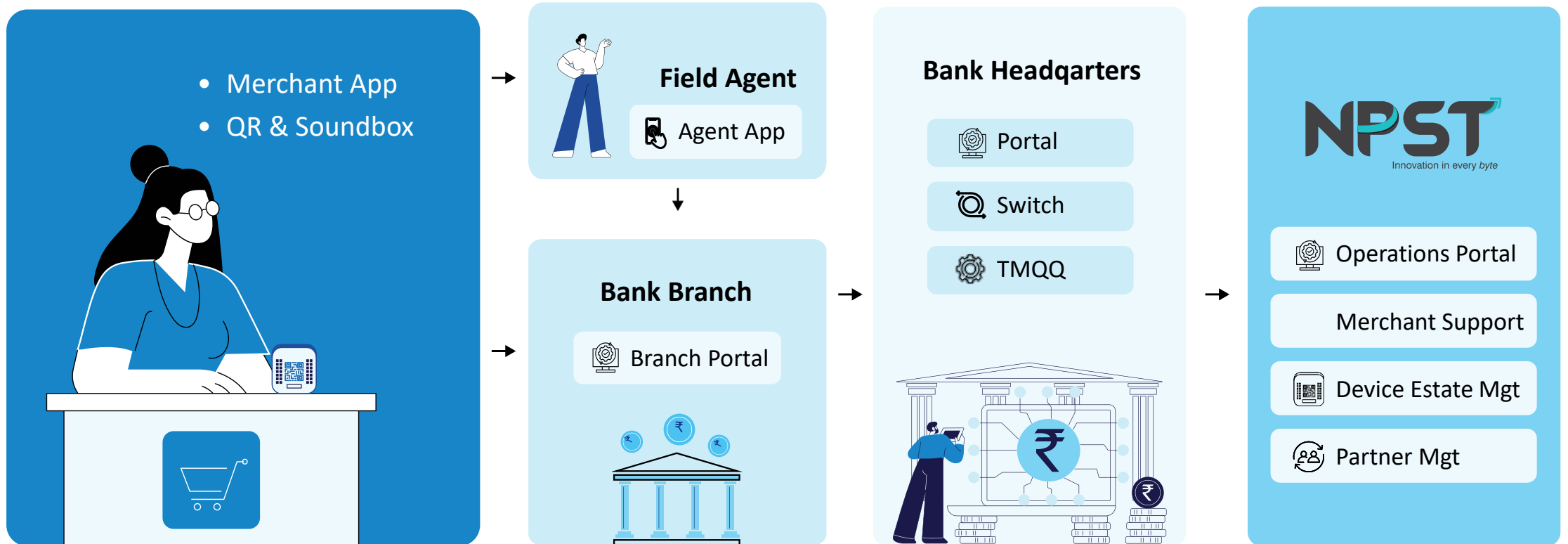


Levers To Broaden Revenue Growth

New product offering and target segments

	Product	Total Estimated Annual Market	Market & Segments	Status
 Payment Processing	Evok 4.0, BBPS, Digital Currency	Market: \$5 B	Banks, PAs, TPAPs, Fintechs NBFCs	Revenue Generating
 NFC Devices	Qynx QR and SoundBox	Market: \$37 B	Banks, PAs	Initial phase of Revenue Generation
 BBPS	BBPS Billers Consumers and Agents	Market: \$250M	Banks Payment Aggregators and Fintechs	Early stage of launch
 RegTech	Risk Intelligence Decisioning Platform	Market: \$2 B	Banks, PAs, Regulators, Merchants	Pilot Phase
 UPI Credit Line	Instant Credit /B2C & B2B	Market: \$11.4 B	Banks, Pas, ERP Players, Merchants	Pilot Phase

QynX - Merchant Switch & Offline Acquiring Platform



Customer Success – From 1K– 50K Sound Boxes

Offline merchant acquiring creates a steady revenue stream



74K Merchants Migrated



800+ Locations



50,000 Soundboxes



Fully Managed Services



Bank and Fintech Portal



Merchant Mobile App

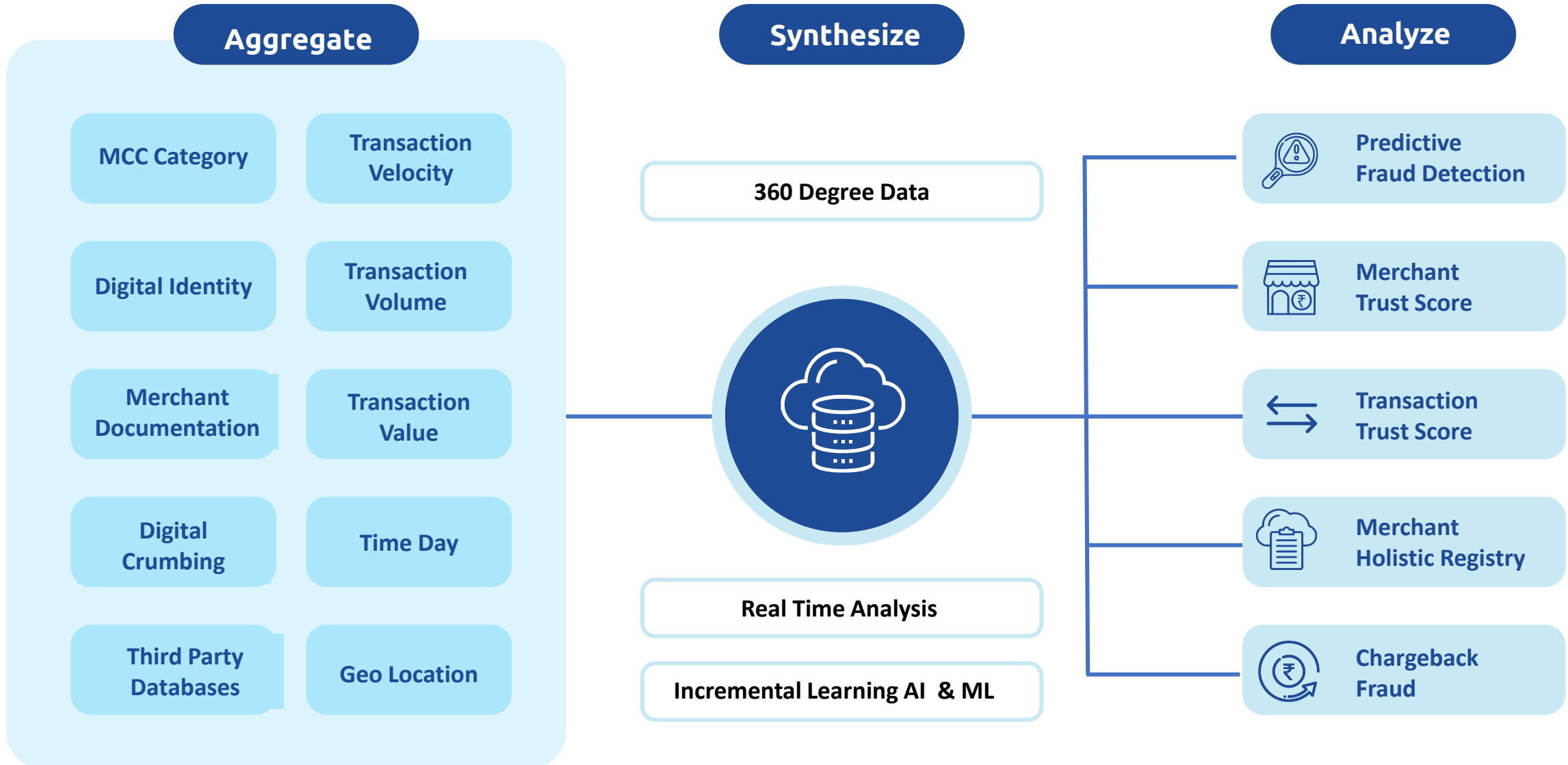


QR Pay/
Soundbox



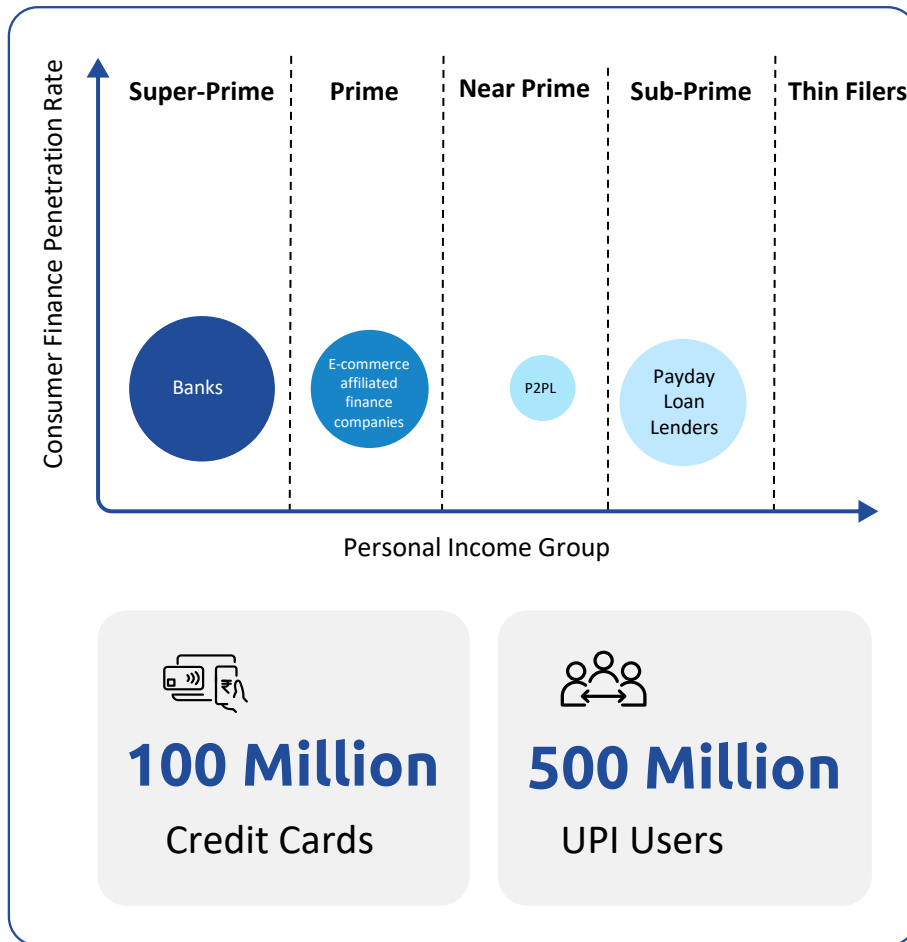
Merchant KYC Solution

RIDP – Building Guardrails Against Fraud



Credit Is An Emerging Opportunity

Target Large Pool Of Credit-hungry Customers



63.3 Million MSMEs

- ❖ 63 Million micro
- ❖ 3,30,000 small
- ❖ 5, 000 medium

Only **10%** of small businesses have access to formal credit



B2C

- ✓ Consumers
- ✓ On Demand Credit
- ✓ Point of Sale Credit
- ✓ Post Purchase Credit

B2B

- ✓ Working Capital loans

- ✓ Credit Line Switch
- ✓ Customer Onboarding
- ✓ Risk Management
- ✓ Collections
- ✓ Default Management
- ✓ Reconciliation
- ✓ APIs

Business Updates

Partners with NSDL Payments Bank to enhance payout services, streamlining transactions and merchant operations.

Wins Frost & Sullivan's 'Company of the Year 2024' award in Payments Technology, recognizing its innovation in digital banking.

Launched UPI Credit Line for the fifth largest PSU bank in the country .

Received incremental orders for Qynx from multiple banks

Received pilot order from Bank of Maharashtra for QynX

Ventured into the Middle East market – Received technology services order

Launched AI-ML based RegTech Solution for payment platforms

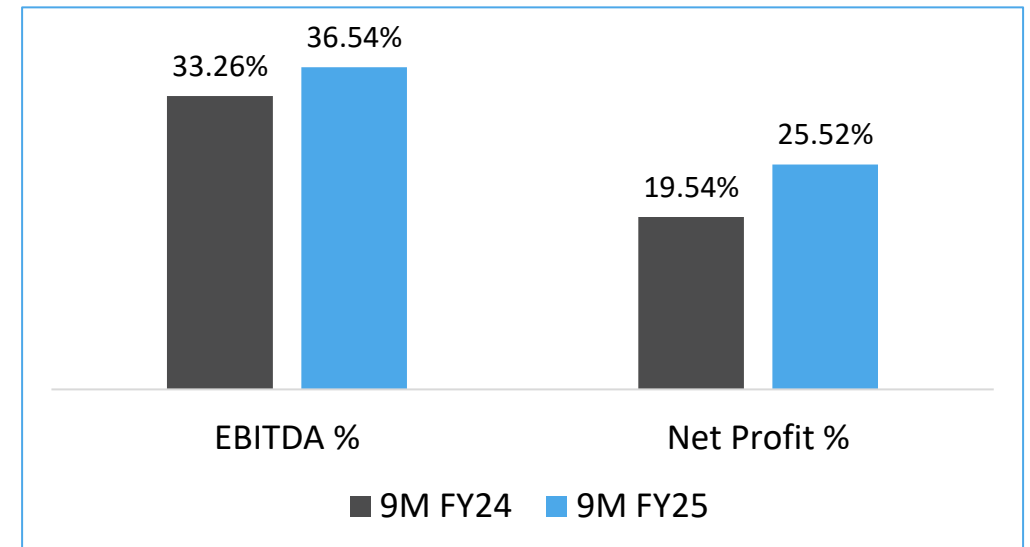
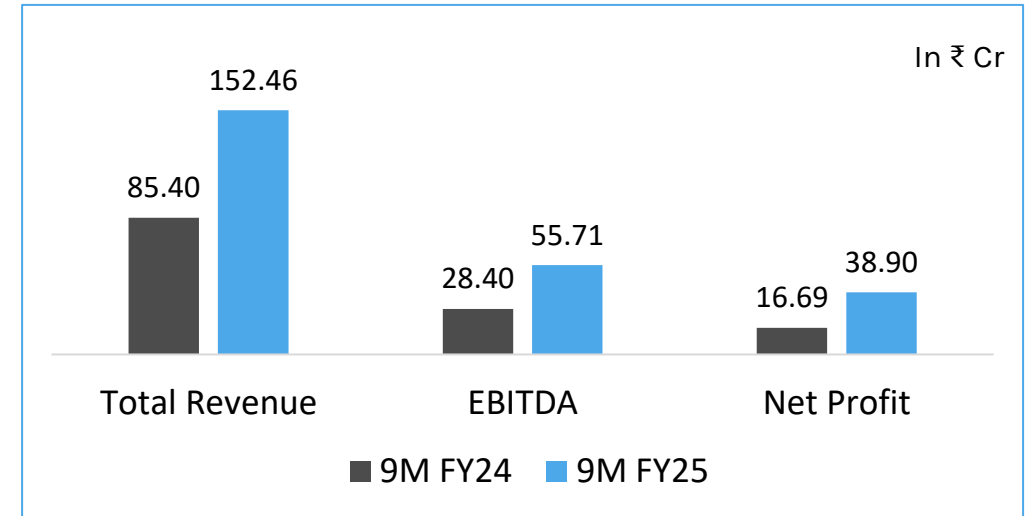
Received BBPS Certification from NPCI as TSP

Financial Q3 & 9M Results

9M FY25 Consolidated Key Financial Highlights

All Figures In ₹ Cr & Margin in %

Particulars	9M FY25	9M FY24	YoY Growth
Total Income	152.46	85.40	78.53%
EBITDA	55.71	28.40	96.15%
EBITDA (%)	36.54%	33.26%	328 BPS
Net Profit	38.90	16.69	133.08%
Net Profit (%)	25.52%	19.54%	597 BPS
Basic EPS (₹)*	20.07	8.61	133.10%

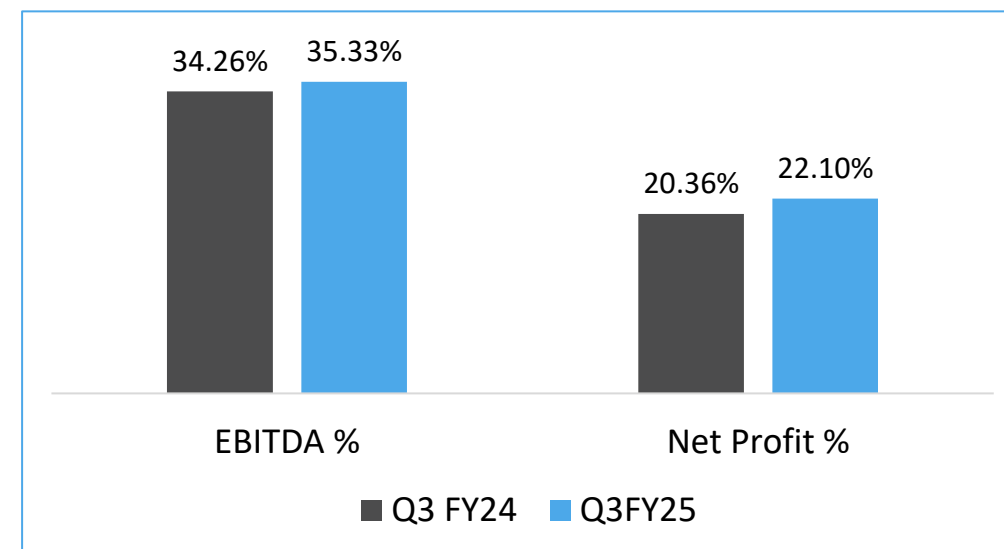
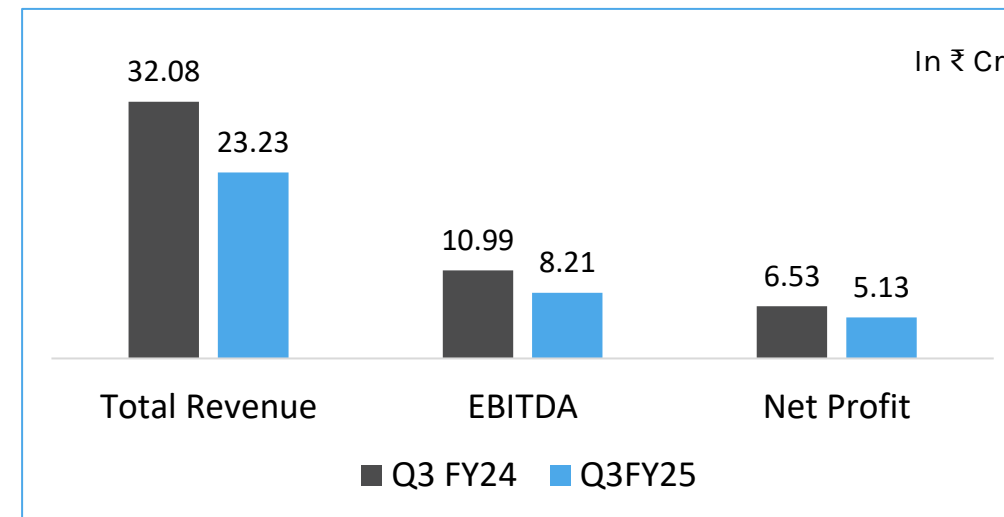


NPST Surpassed FY24 Revenues In Just 9M FY25, Highlighting Strong Growth Momentum.

Q3 FY25 Consolidated Key Financial Highlights

All Figures In ₹ Cr & Margin in %

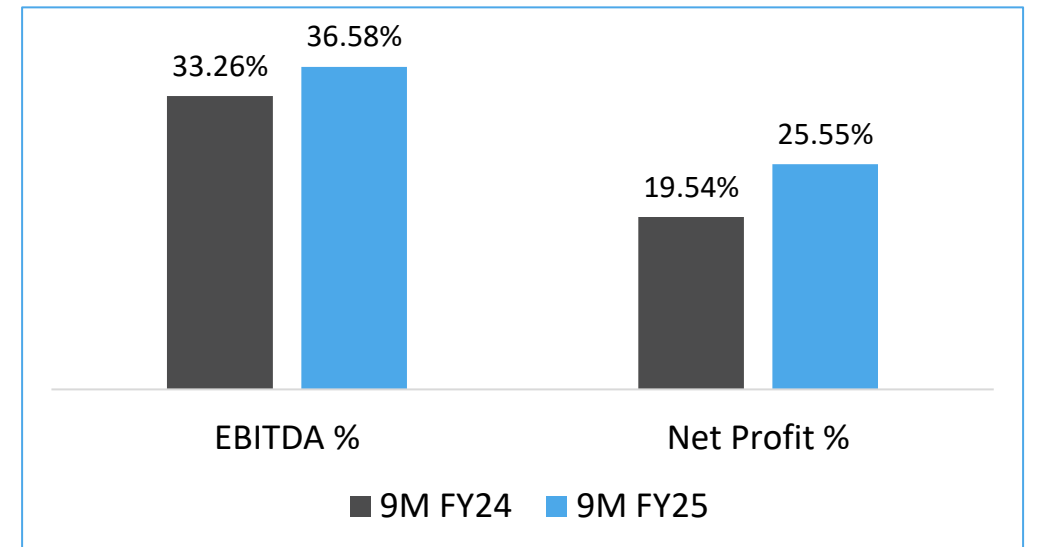
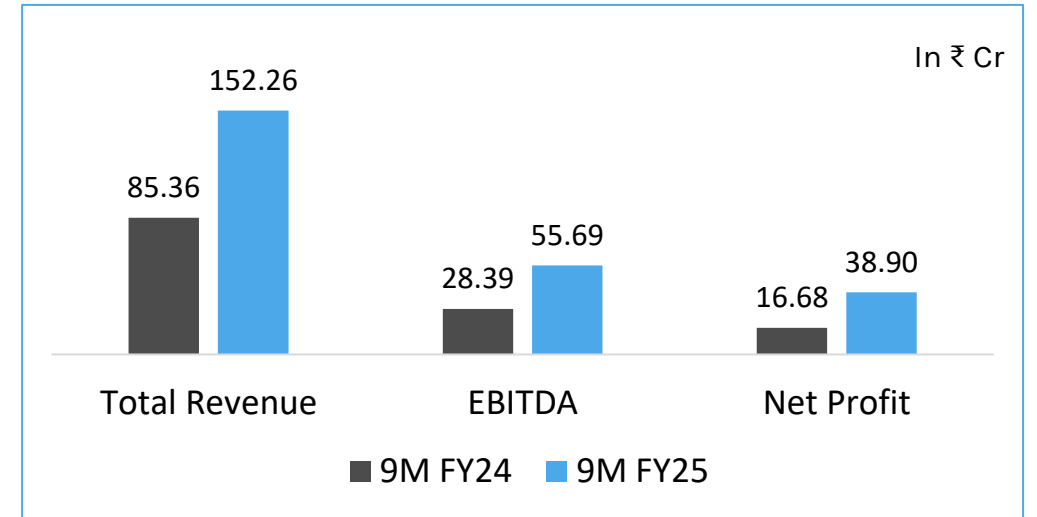
Particulars	Q3 FY25	Q3 FY24	YoY Growth
Total Income	23.23	32.08	-27.57%
EBITDA	8.21	10.99	-25.30%
EBITDA (%)	35.33%	34.26%	108 BPS
Net Profit	5.13	6.53	-21.38%
Net Profit (%)	22.10%	20.36%	174 BPS
Basic EPS (₹)*	2.65	3.37	-21.36%



9M FY25 Standalone Key Financial Highlights

All Figures In ₹ Cr & Margin in %

Particulars	9M FY25	9M FY24	YoY Growth
Total Income	152.26	85.36	78.36%
EBITDA	55.69	28.39	96.17%
EBITDA (%)	36.58%	33.26%	332 BPS
Net Profit	38.90	16.68	133.18%
Net Profit (%)	25.55%	19.54%	601 BPS
Basic EPS (₹)*	20.06	8.61	132.98%

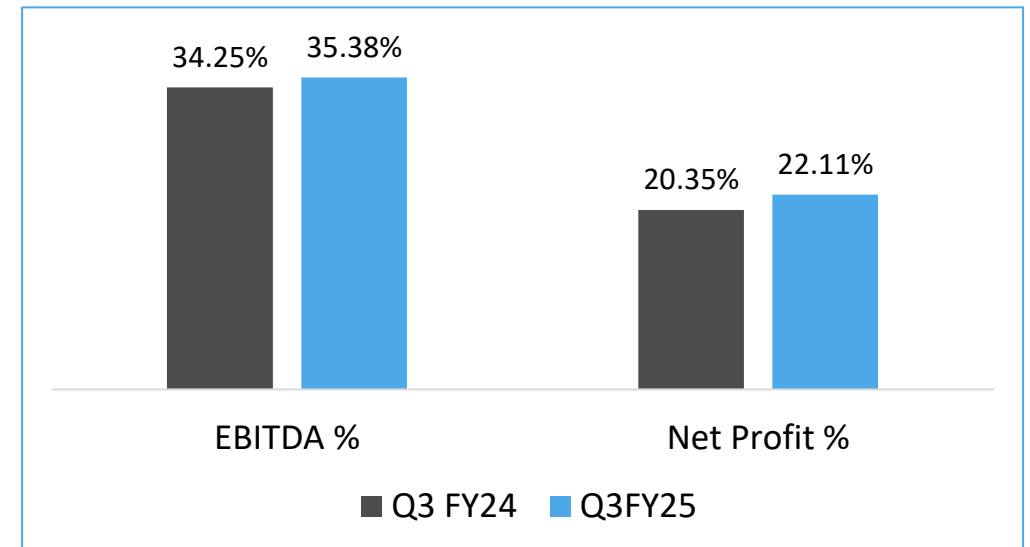
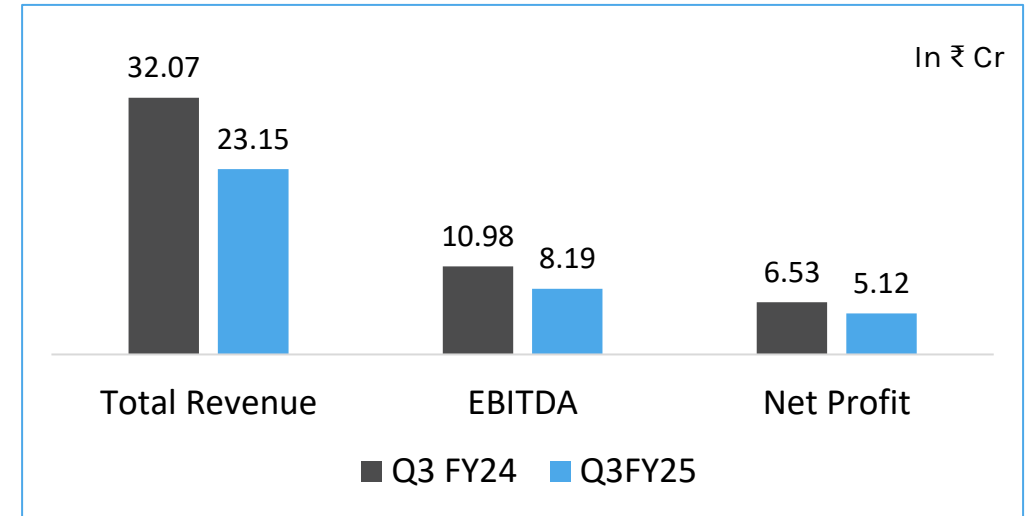


NPST Surpassed FY24 Revenues In Just 9M FY25, Highlighting Strong Growth Momentum.

Q3 FY25 Standalone Key Financial Highlights

All Figures In ₹ Cr & Margin in %

Particulars	Q3 FY25	Q3 FY24	YoY Growth
Total Income	23.15	32.07	-27.81%
EBITDA	8.19	10.98	-25.44%
EBITDA (%)	35.38%	34.25%	113 BPS
Net Profit	5.12	6.53	-21.58%
Net Profit (%)	22.11%	20.35%	176 BPS
Basic EPS (₹)*	2.64	3.37	-21.66%



Standalone Quarter On Quarter Key Metrics Comparison



All Figures In ₹ Cr & Margin in %

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
Total Income	28.42	32.07	44.71	60.19	68.99	23.15
Income Growth (Q-o-Q)	14.26%	12.82%	39.43%	34.47%	14.75%	-66.45%
EBITDA	9.50	10.98	15.31	22.15	25.35	8.19
EBITDA Growth (Q-o-Q)	20.30%	15.61%	39.44%	44.68%	14.45%	-67.69%
EBITDA Margin (%)	33.42%	34.24%	34.24%	36.80%	36.75%	35.38%
Net Profit	5.00	6.53	10.02	15.62	18.16	5.12
Net Profit Growth (Q-o-Q)	-2.97%	30.49%	53.53%	55.89%	16.26%	-71.82%
Net Profit Margins (%)	17.60%	20.35%	22.41%	25.94%	26.32%	22.11%
EPS (₹)	2.58	3.37	5.17	8.06	9.36	2.64
EPS Growth (Q-o-Q)	-2.97%	30.49%	53.57%	55.90%	16.13%	-71.79%

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, Joint Managing Director of NPST Ltd., with over 21 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.



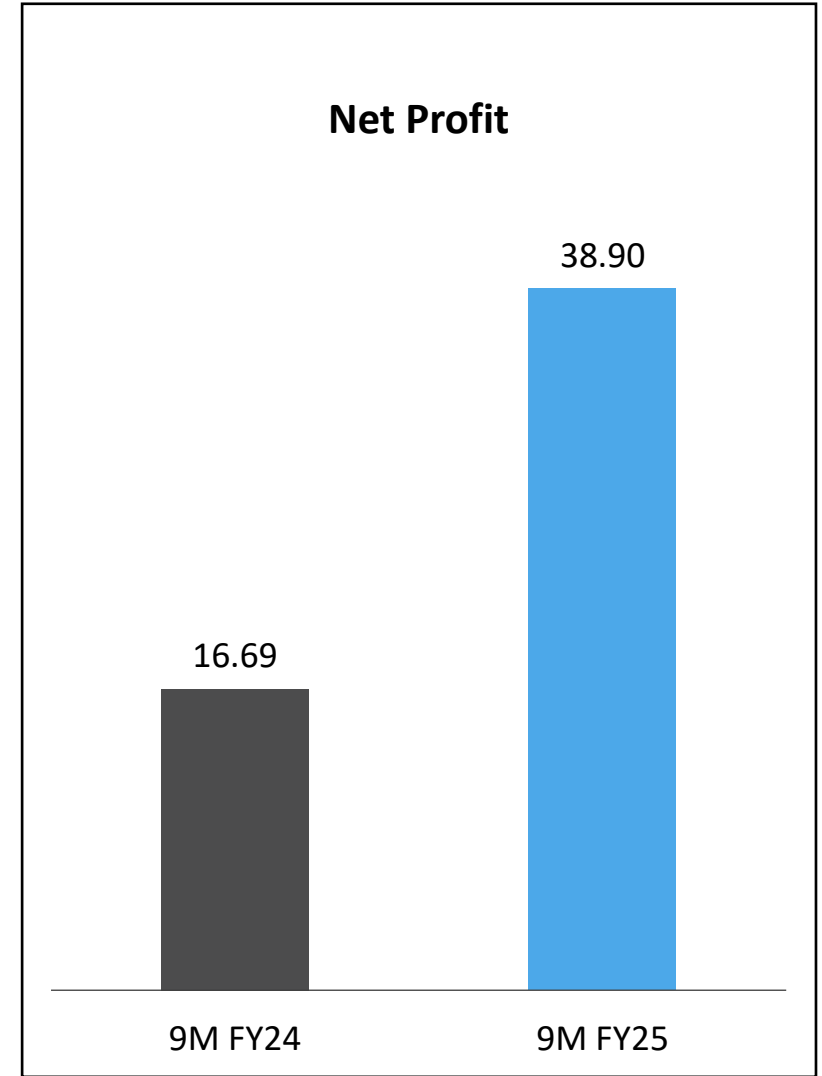
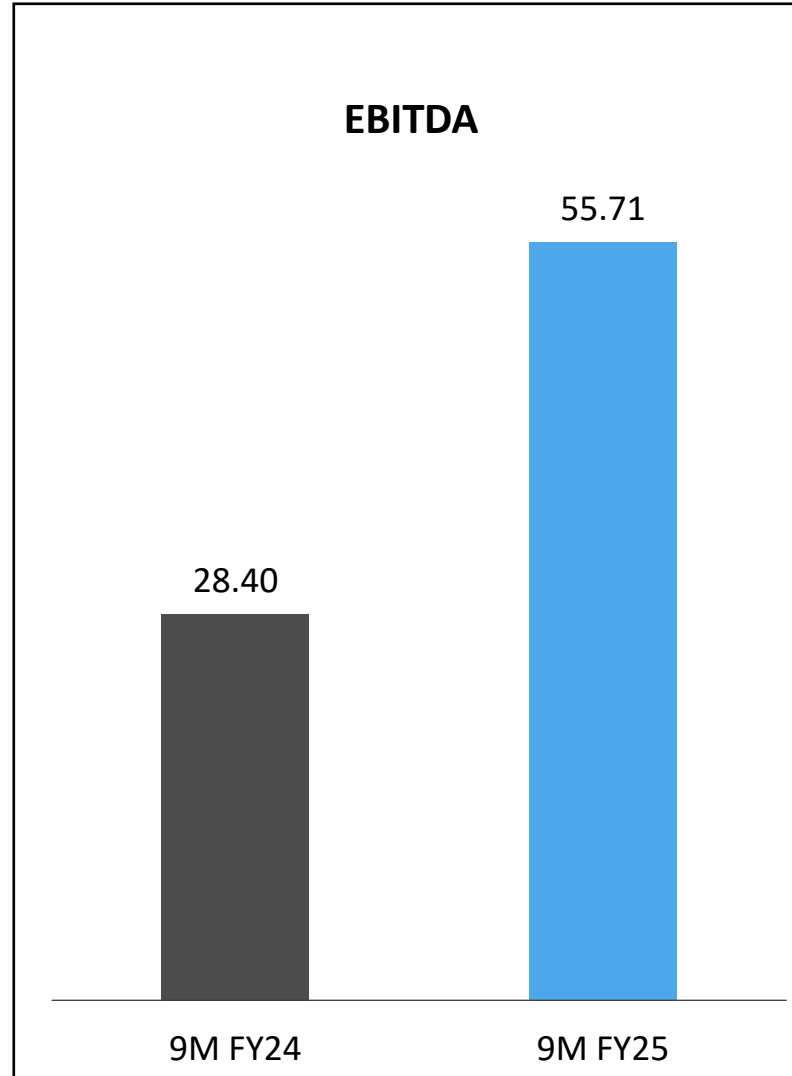
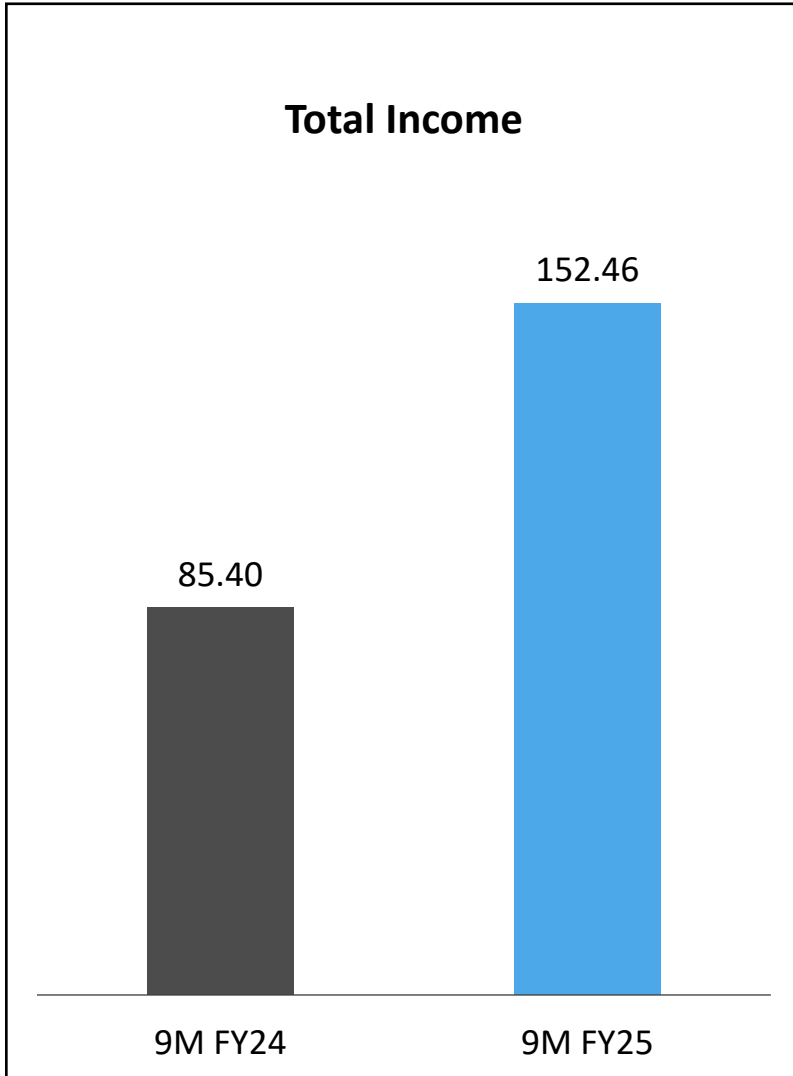
Mr. Ram Rastogi
Independent Director

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.

Financial Overview

9M FY25 Consolidated Performance Highlights

All Figures In ₹ Cr & Margin in %



9M FY25 Consolidated Result Highlights

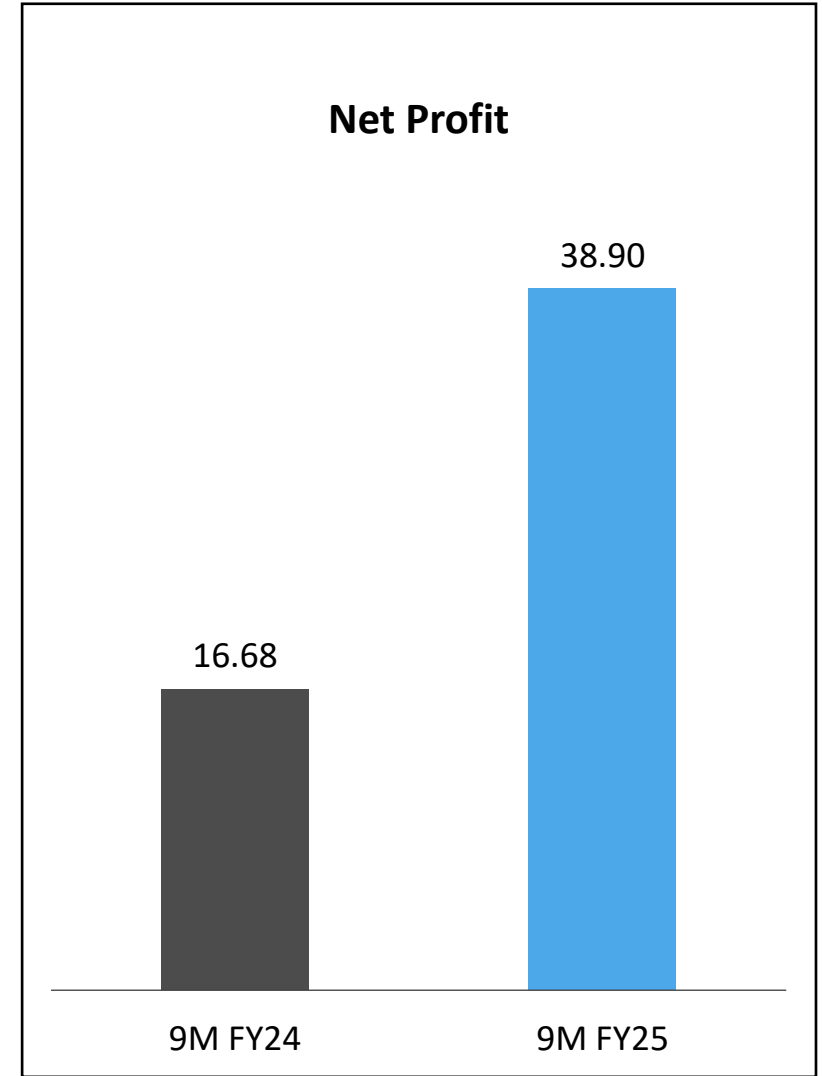
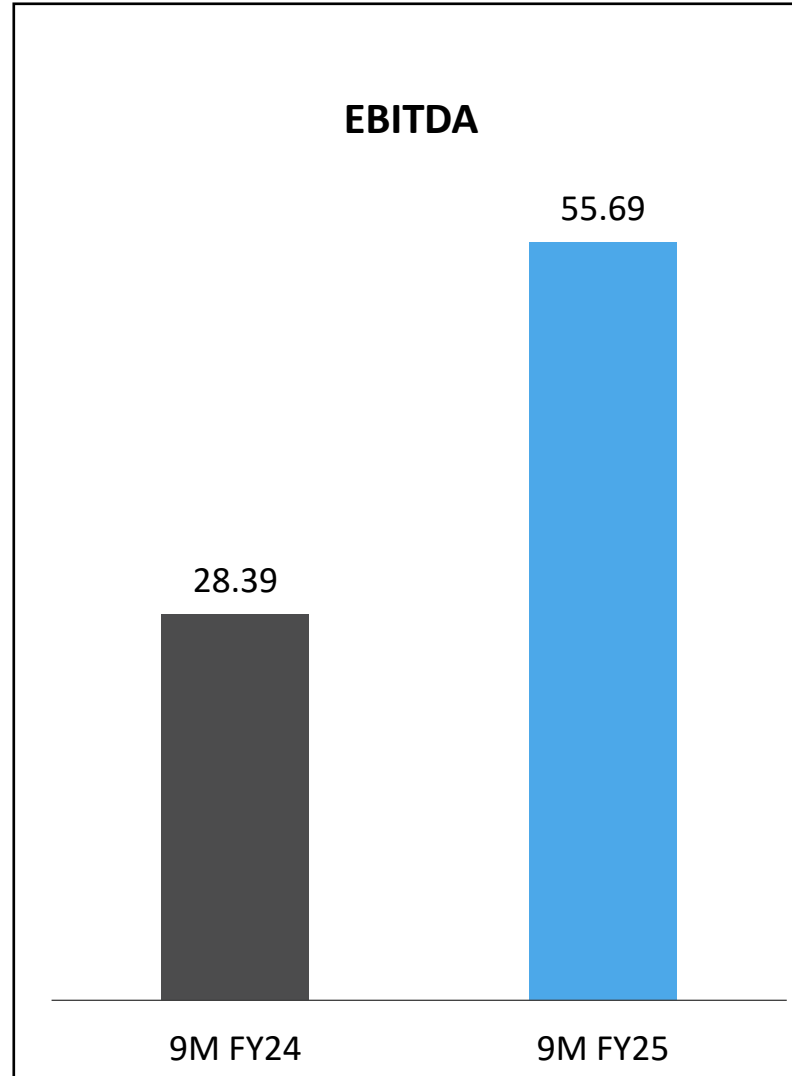
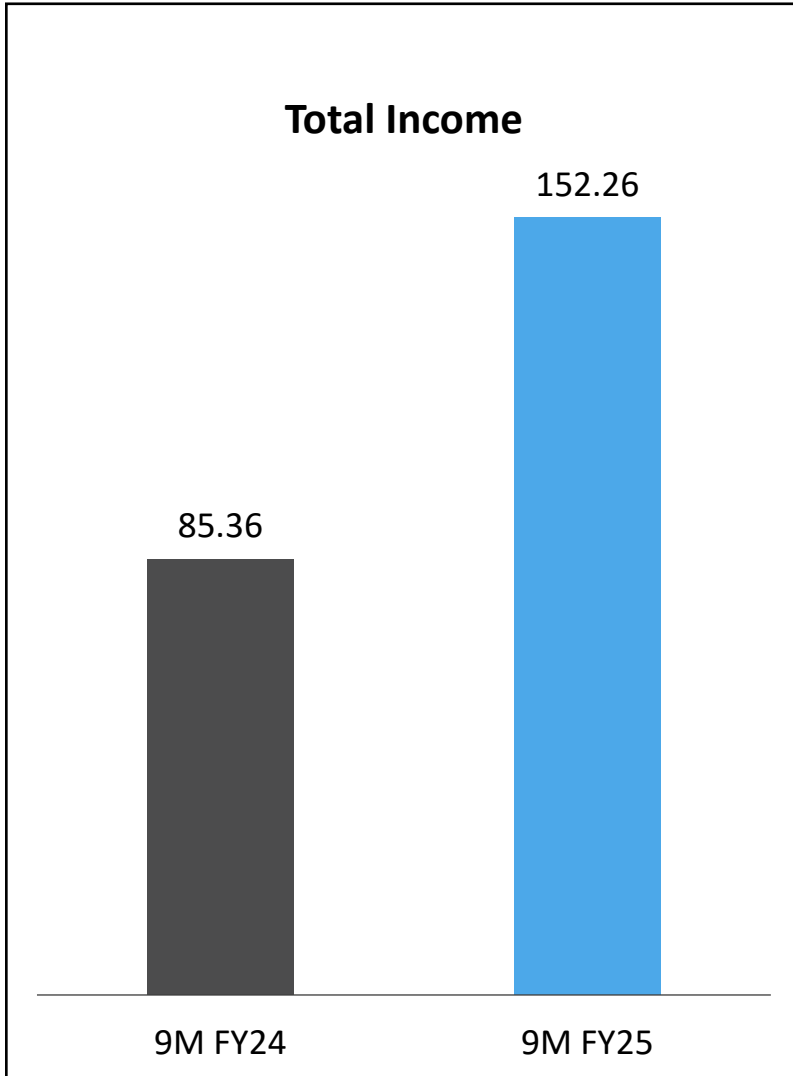


All Figures In ₹ Cr & Margin in %

Particulars	9M FY25	9M FY24	Y-O-Y
Revenues	146.85	83.83	
Other Income	5.61	1.57	
Total Income	152.46	85.40	78.53%
Raw Material costs	50.54	28.71	
Employee costs	35.60	22.60	
Other expenses	10.62	5.70	
Total Expenditure	96.76	57.00	
EBITDA	55.71	28.40	96.15%
EBITDA %	36.54%	33.26%	328 BPS
Finance Costs	0.01	0.02	
Depreciation	3.81	6.01	
PBT	51.88	22.37	
Tax	12.97	5.68	
Net Profit	38.90	16.69	133.08%
Net Profit %	25.52%	19.54%	597 BPS
Basic EPS (After Adjusting Bonus Share)	20.07	8.61	133.10%

9M FY25 Standalone Performance Highlights

All Figures In ₹ Cr & Margin in %



9M FY25 Standalone Result Highlights

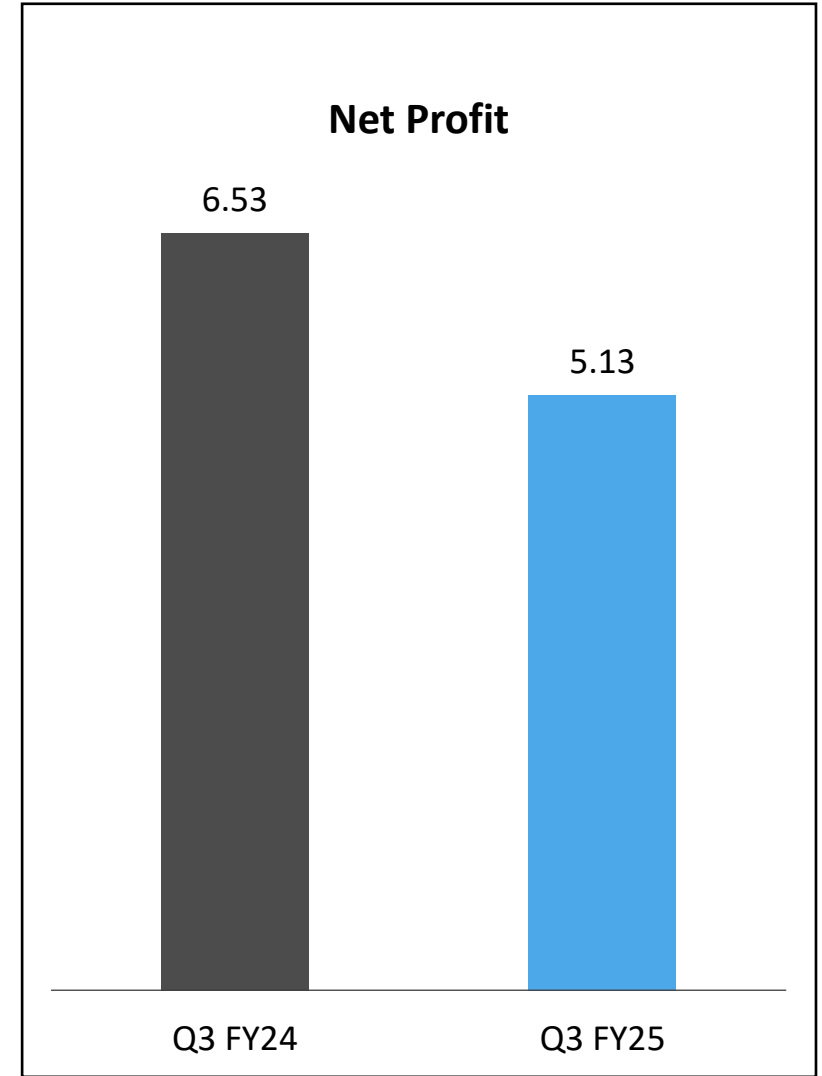
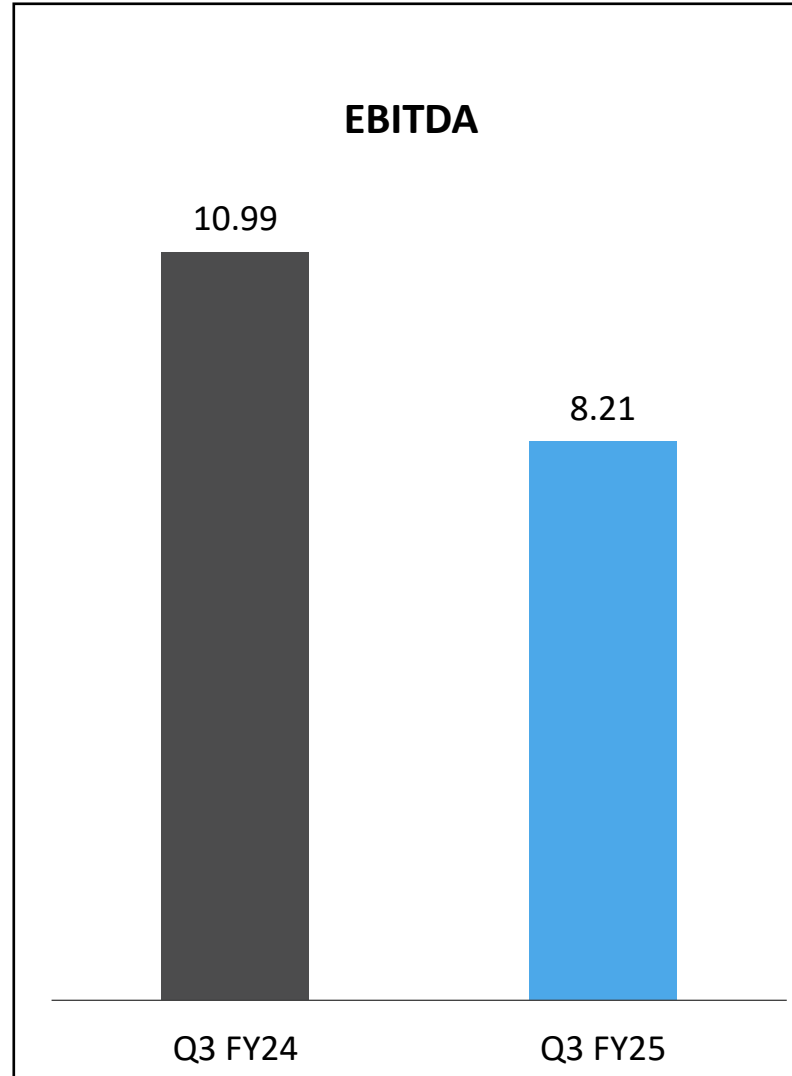
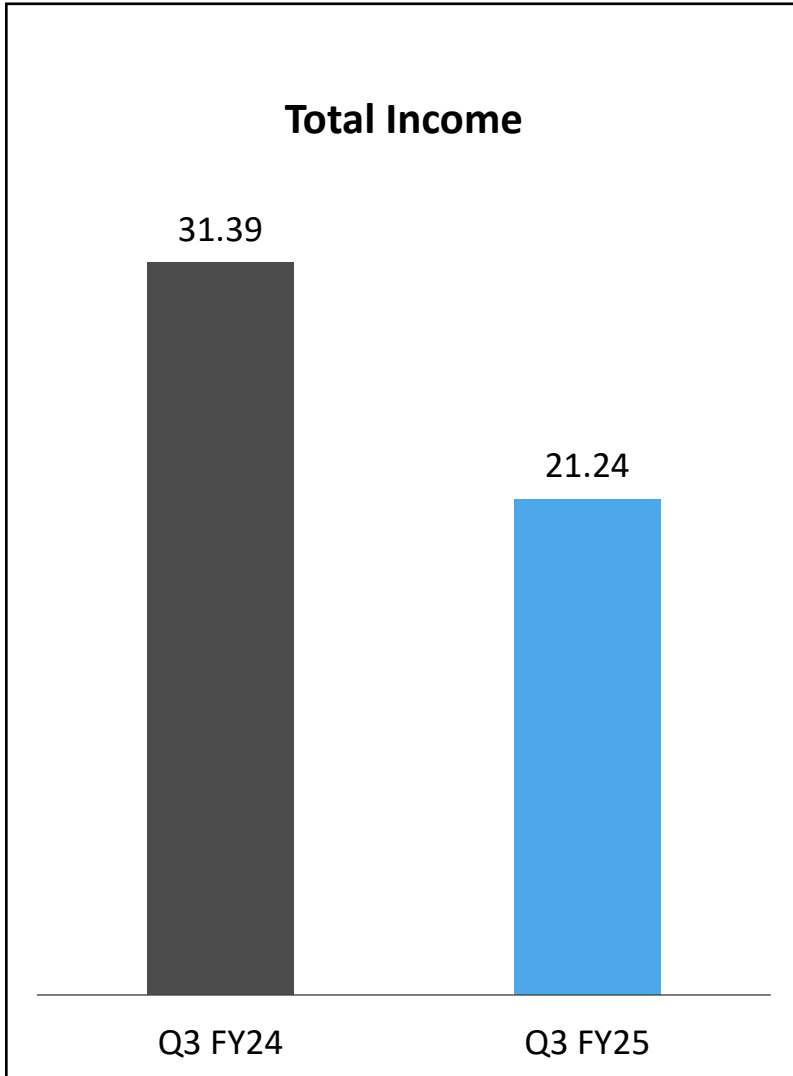


All Figures In ₹ Cr & Margin in %

Particulars	9M FY25	9M FY24	Y-O-Y
Revenues	146.82	83.80	
Other Income	5.44	1.56	
Total Income	152.26	85.36	78.36%
Raw Material costs	50.59	28.70	
Employee costs	35.54	22.58	
Other expenses	10.43	5.69	
Total Expenditure	96.56	56.97	
EBITDA	55.69	28.39	96.17%
EBITDA %	36.58%	33.26%	332 BPS
Finance Costs	0.01	0.02	
Depreciation	3.81	6.01	
PBT	51.87	22.36	
Tax	12.97	5.68	
Net Profit	38.90	16.68	133.18%
Net Profit %	25.55%	19.54%	600 BPS
Basic EPS (After Adjusting Bonus Share)	20.06	8.61	132.98%

Q3 FY25 Consolidated Performance Highlights

All Figures In ₹ Cr & Margin in %



Q3 FY25 Consolidated Result Highlights

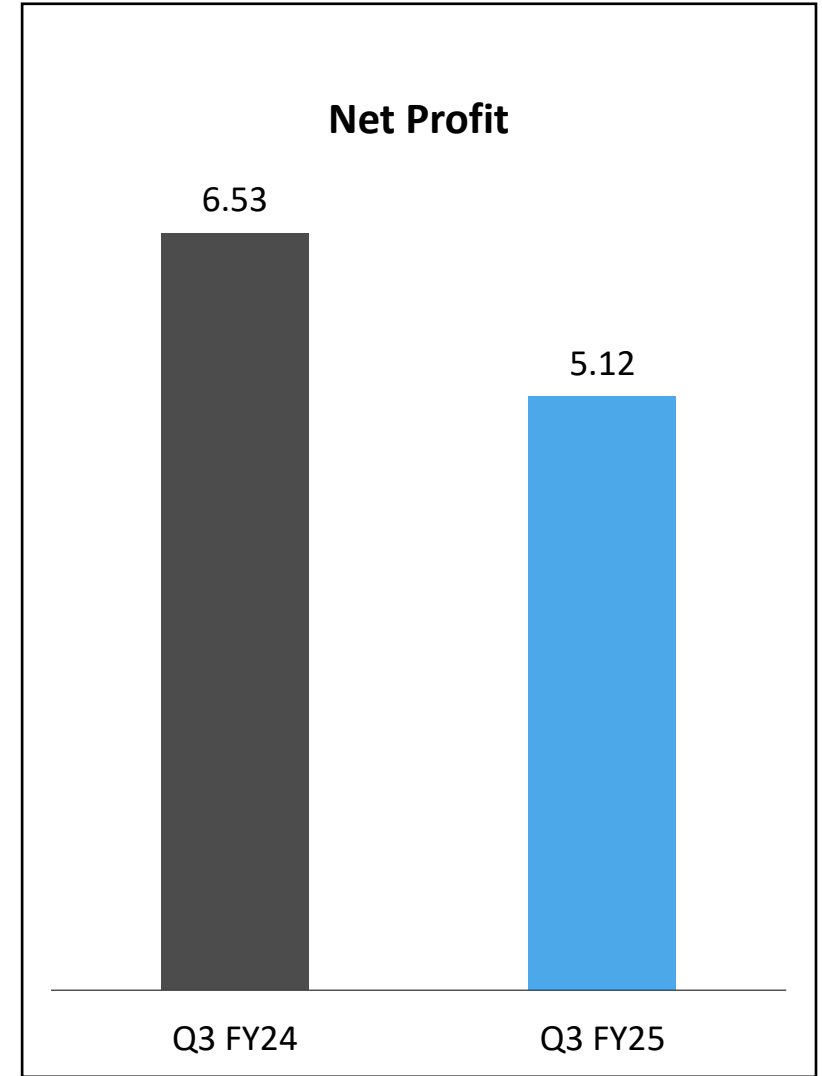
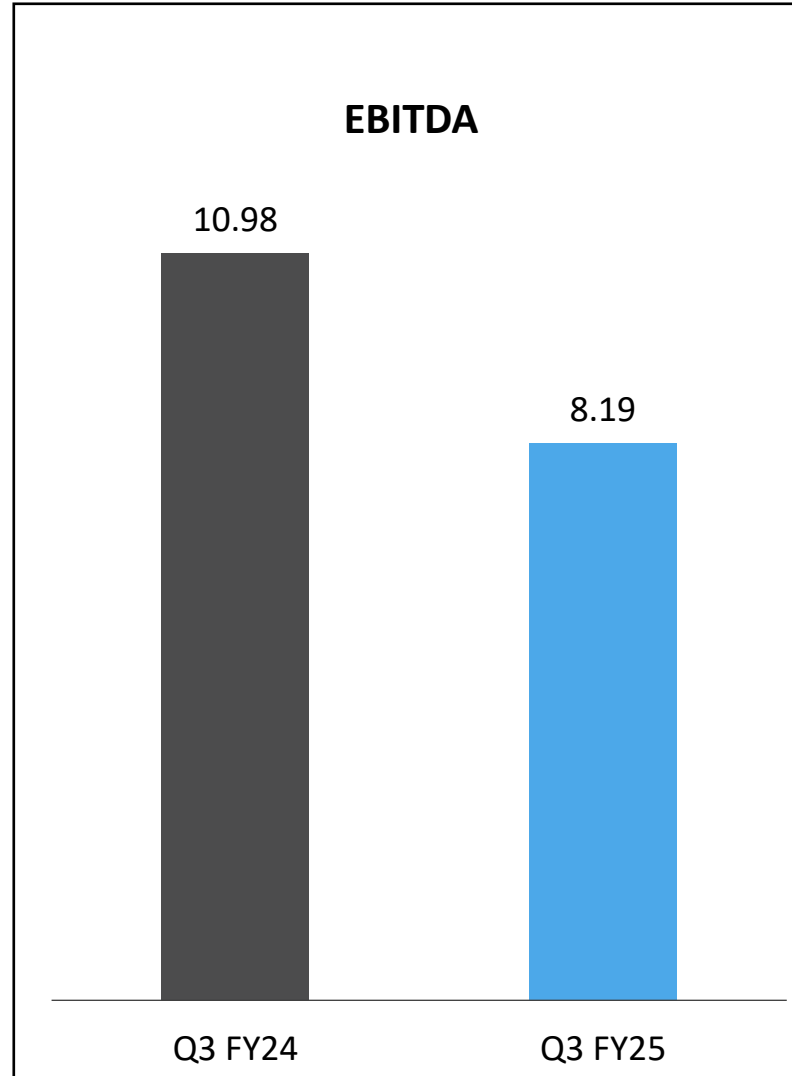
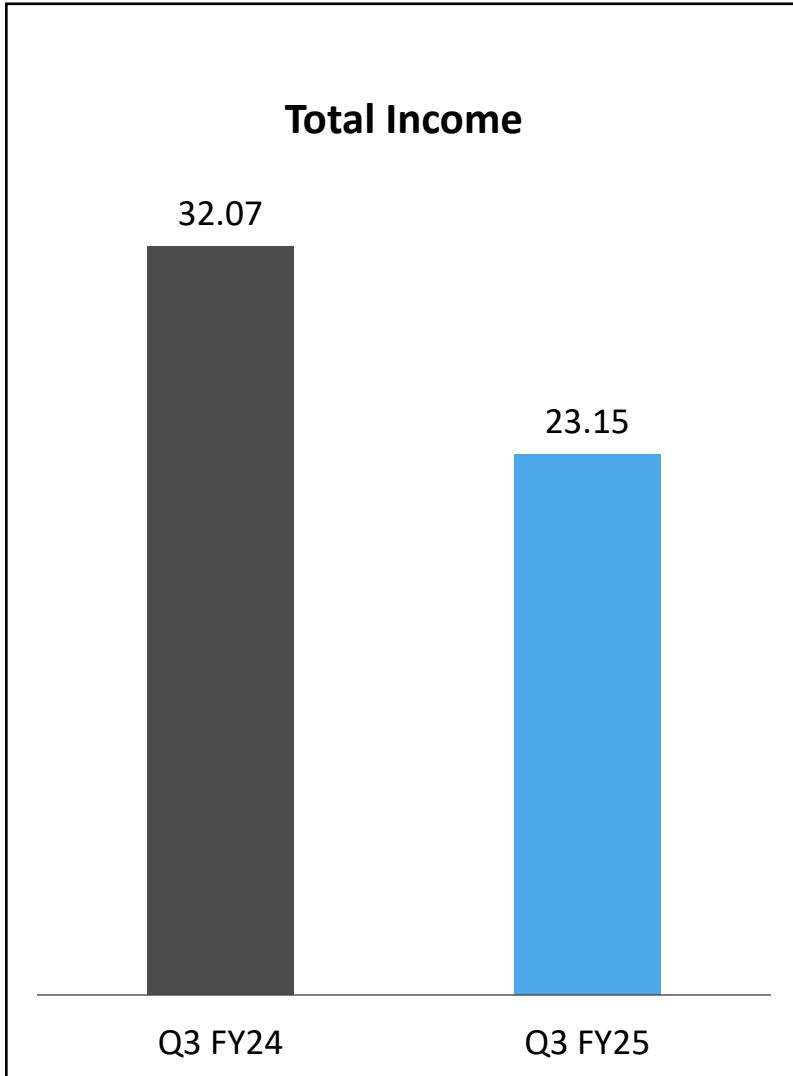


All Figures In ₹ Cr & Margin in %

Particulars	Q3 FY25	Q3 FY24	Y-O-Y
Revenues	21.24	31.39	
Other Income	1.99	0.68	
Total Income	23.23	32.08	-27.57%
Raw Material costs	3.37	10.67	
Employee costs	9.13	8.18	
Other expenses	2.52	2.24	
Total Expenditure	15.02	21.09	
EBITDA	8.21	10.99	-25.30%
EBITDA %	35.33%	34.26%	108 BPS
Finance Costs	0.00	0.01	
Depreciation	1.40	2.23	
PBT	6.81	8.76	
Tax	1.67	2.23	
Net Profit	5.13	6.53	-21.38%
Net Profit %	22.10%	20.36%	174 BPS
Basic EPS (After Adjusting Bonus Share)	2.65	3.37	-21.36%

Q3 FY25 Standalone Performance Highlights

All Figures In ₹ Cr & Margin in %



Q3 FY25 Standalone Result Highlights

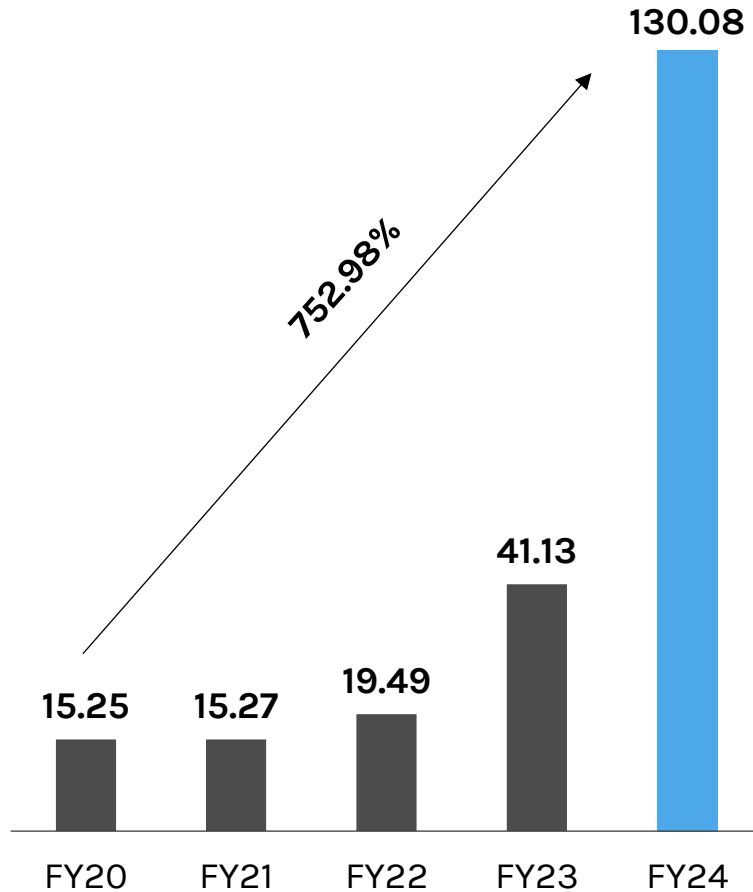


All Figures In ₹ Cr & Margin in %

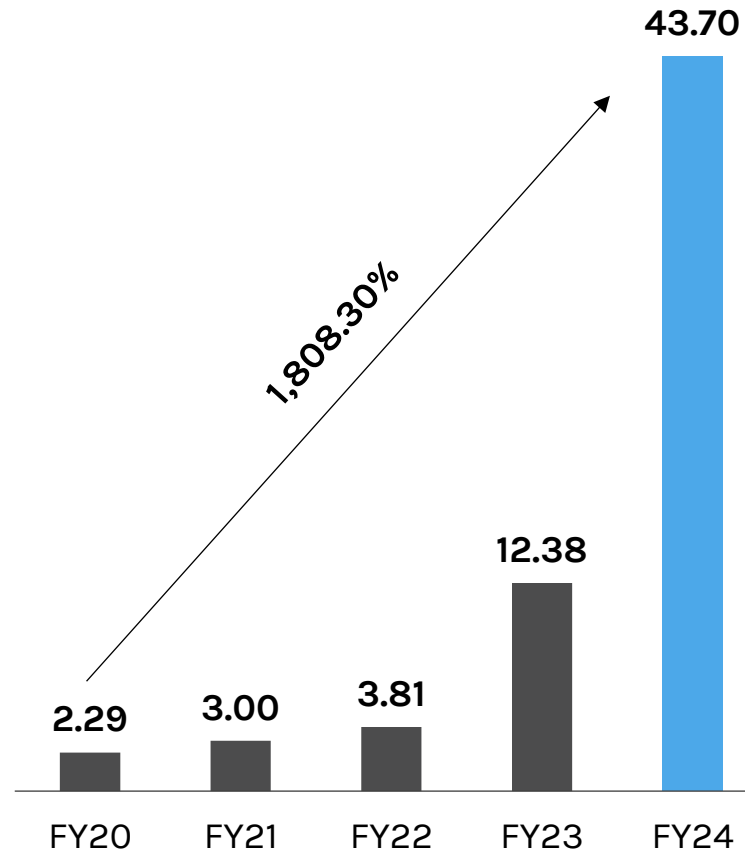
Particulars	Q3 FY25	Q3 FY24	Y-O-Y
Revenues	21.22	31.39	
Other Income	1.92	0.68	
Total Income	23.15	32.07	-27.81%
Raw Material costs	3.37	10.68	
Employee costs	9.14	8.17	
Other expenses	2.45	2.23	
Total Expenditure	14.96	21.08	
EBITDA	8.19	10.98	-25.44%
EBITDA %	35.38%	34.25%	113 BPS
Finance Costs	0.00	0.01	
Depreciation	1.40	2.23	
PBT	6.79	8.75	
Tax	1.67	2.23	
Net Profit	5.12	6.53	-21.58%
Net Profit %	22.11%	20.35%	176 BPS
Basic EPS (After Adjusting Bonus Share)	2.64	3.37	-21.66%

Key Financial Highlights – FY24

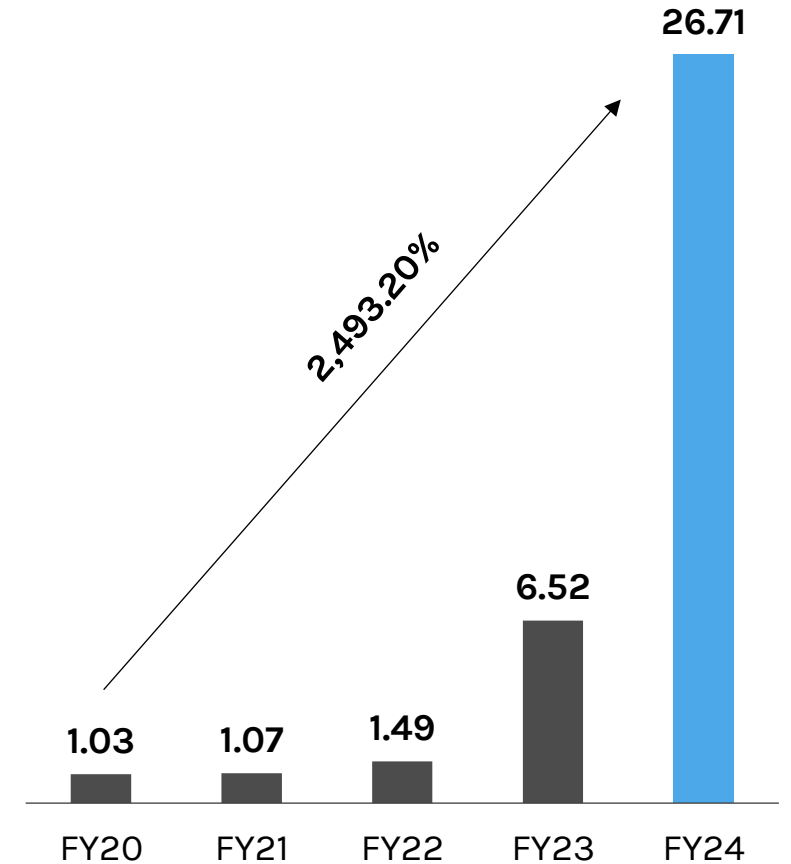
Total Income



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

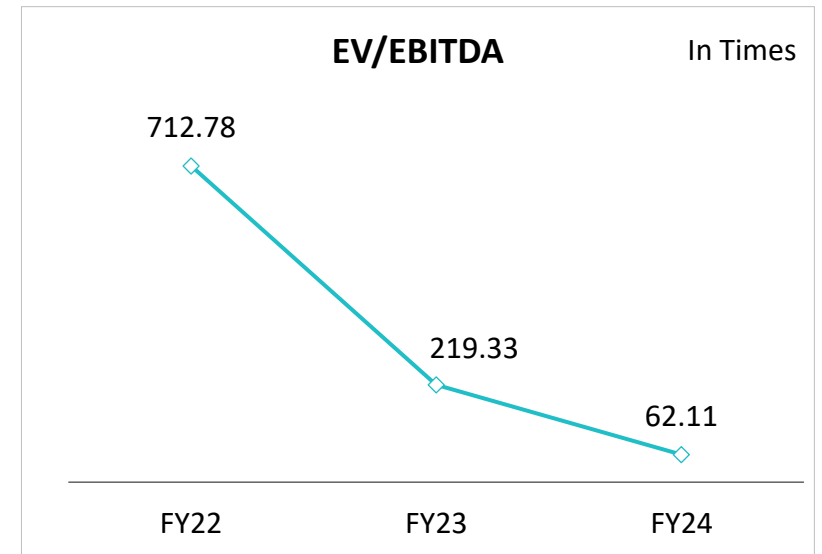
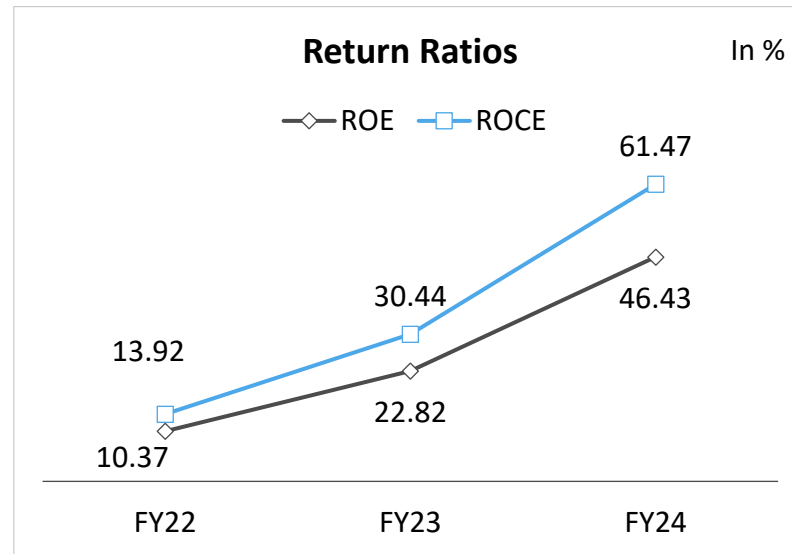
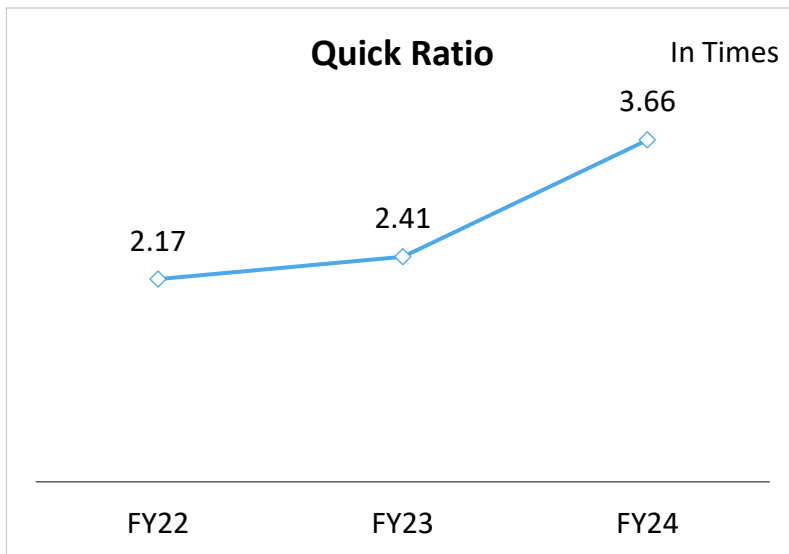
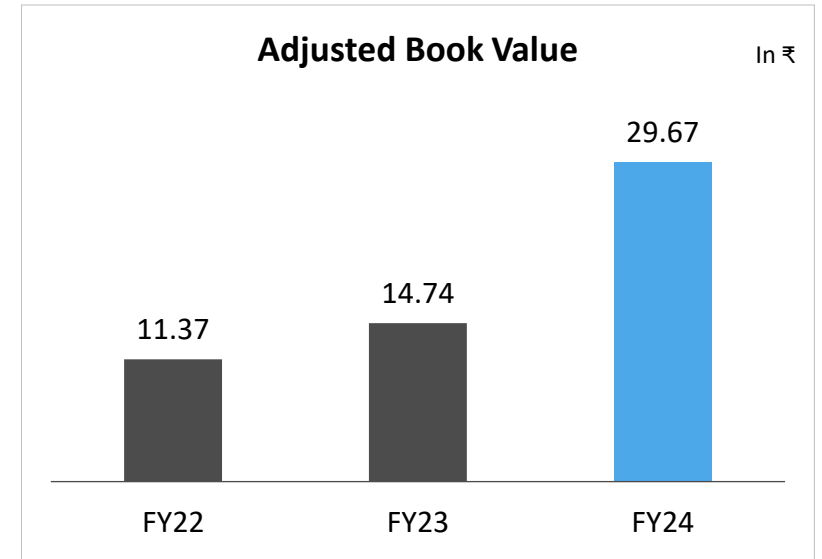
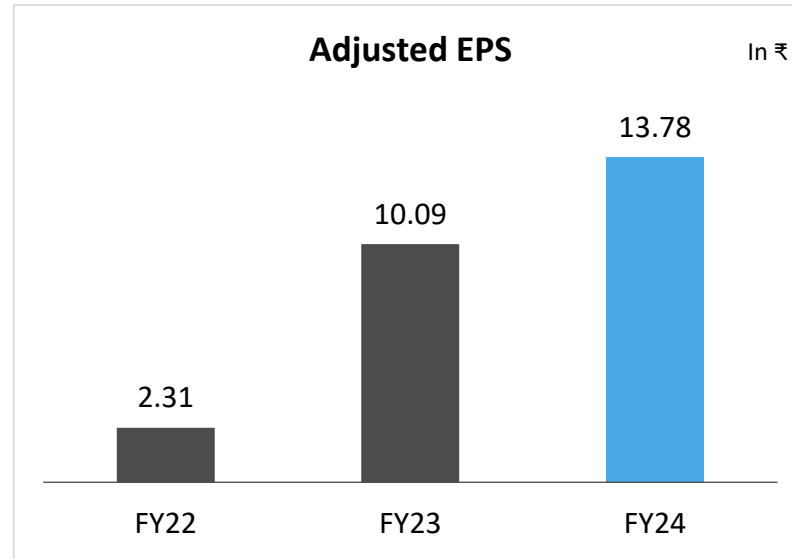
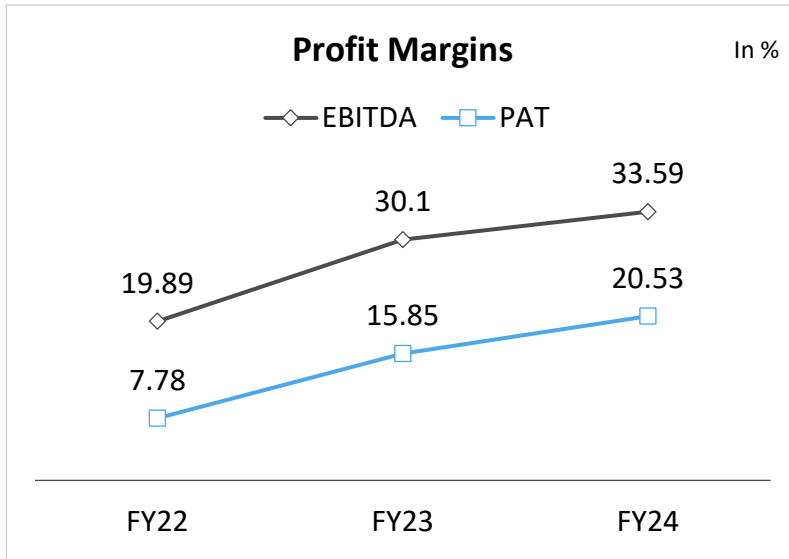
Cash Flow Statement – FY24



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



Stock Data

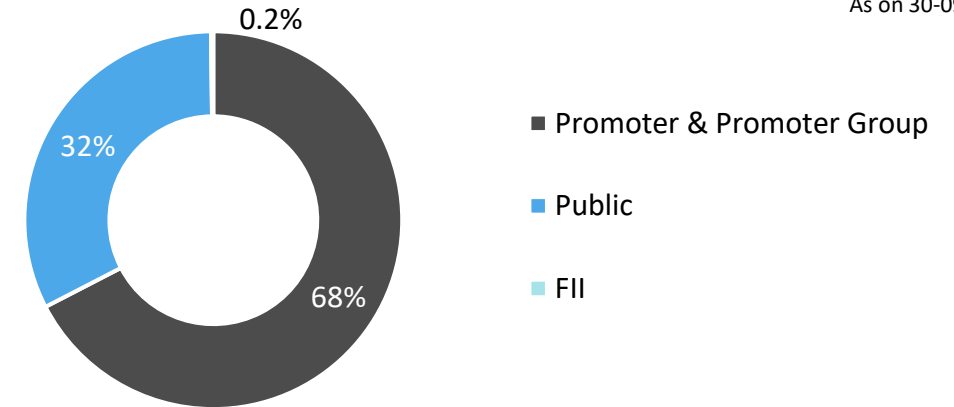
NSE: NPST ISIN: INE0FFK01017

As on 13-02-2025

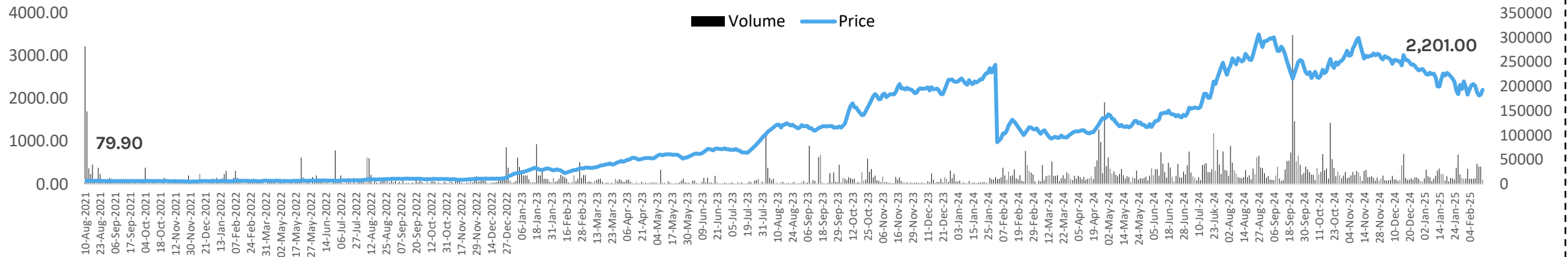
Share Price (₹)	2,201.00
Market Capitalization (₹ Cr)	4,267.72
No. of Shares Outstanding	1,93,86,000
Face Value (₹)	10.00
52-week High-Low (₹)	3,577.00 – 1,024.15

Share Holding Pattern

As on 30-09-2024



Share Performance From 10 August 2021 Till Date



Source - NSE

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

Investment Rationale

Outstanding Returns:

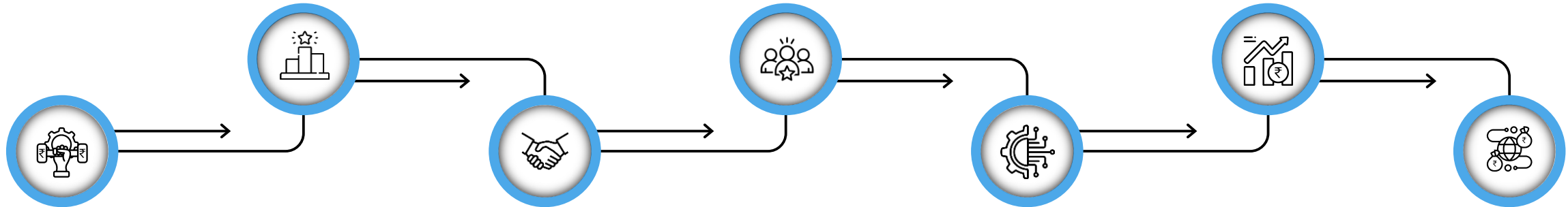
With effective cost management and a scalable business model, NPST Net Profit has achieved CAGR growth of 126% from FY20 to FY24, ensuring sustained profitability for the company.

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!