



Date: August 12, 2022

Scrip Code – 532960, 890145
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI – 400 001

DHANI – EQ, DHANIPP
National Stock Exchange of India Limited
“Exchange Plaza”,
Bandra-Kurla Complex, Bandra (E).
MUMBAI – 400 051

Sub: Earnings Update for the quarter ended June 30, 2022

Dear Sir,

Please find enclosed an Earnings Update of Dhani Services Limited (*formerly Indiabulls Ventures Limited*) for the quarter ended June 30, 2022, for your information and record.

Thanking you,

For **Dhani Services Limited**

Lalit Sharma
Company Secretary

CC:
Luxembourg Stock Exchange, Luxembourg





Dhani Services Ltd

Investor Presentation Q1 FY22-23



(In ₹ Crores)

	Q1 FY23	Q4 FY22
Revenues	275	323
Expenses	354	554
PAT	-104	-244

We expect to keep reducing the losses over the next few quarters and start making profits by next fiscal year

Update on New Regulatory Guidelines

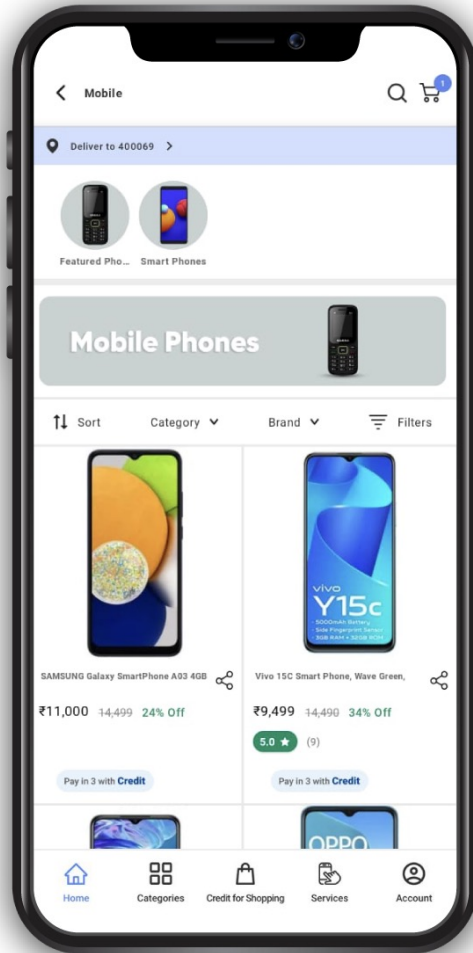


- RBI released guidelines for PPIs on 20th June 2022, discontinuing loading of PPIs through Credit Lines
- RBI released guidelines on Digital Lending on 10th August 2022
- Company's business model of providing shopping access for lacs of products and short term financing (33% of order value is paid upfront by the customer from his own sources, 33% to be paid after 30 days and balance 33% to be paid after 60 days) for specified end use of buying these products is fully compliant with RBI guidelines announced on 20th June and 10th August for digital lending. Company has robust and fully compliant business model with no regulatory overhang now.

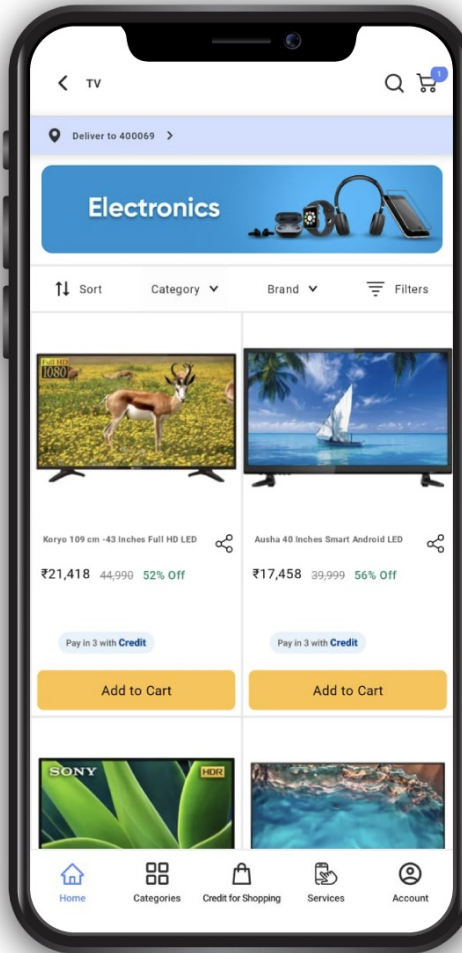
Extensive Product Selection on Dhani Across Wide Range of Categories



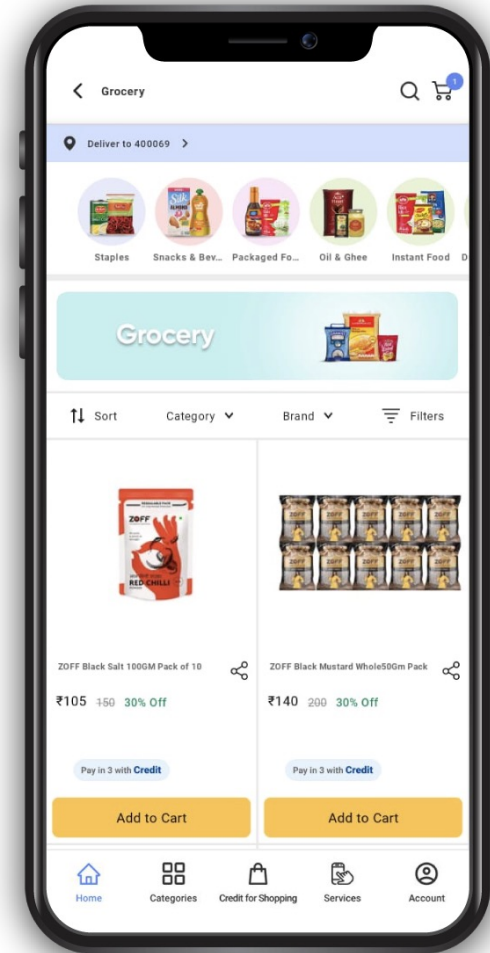
Mobile Phones



Electronics



Grocery

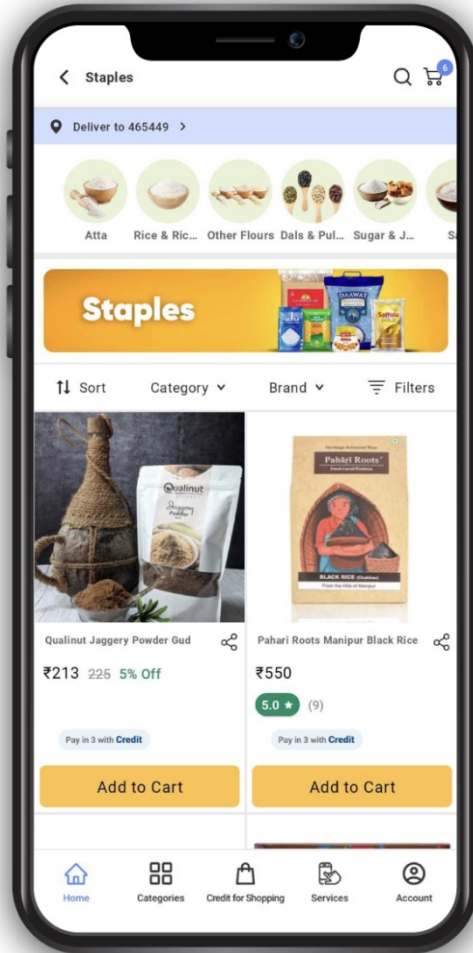


Over 10 lakh products in 100+ categories

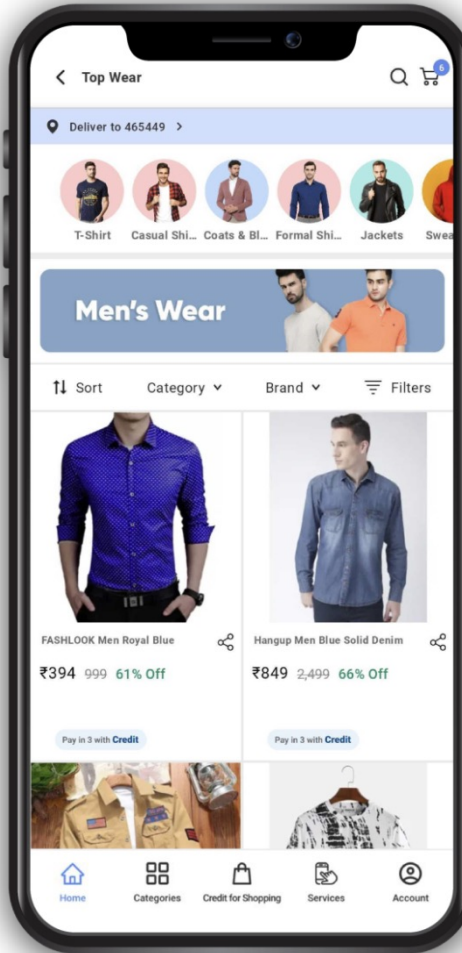
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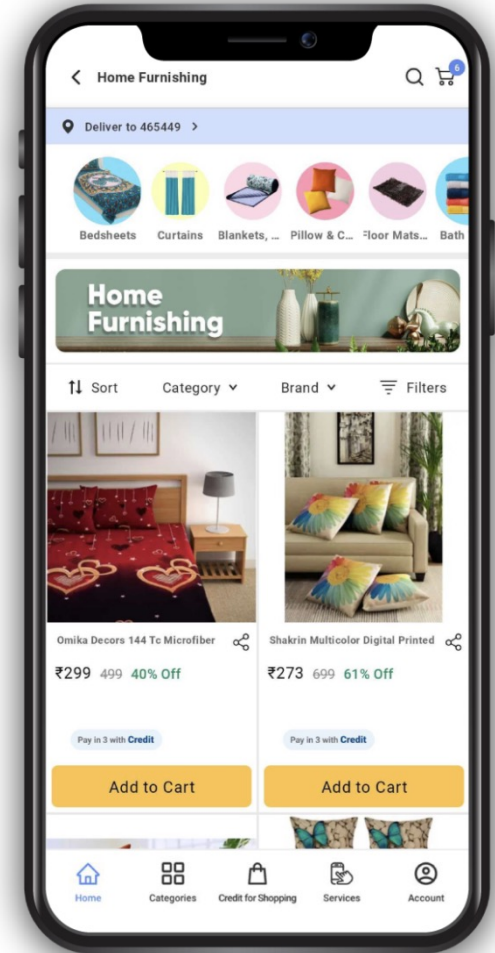
Staples



Men's Wear



Home Furnishing

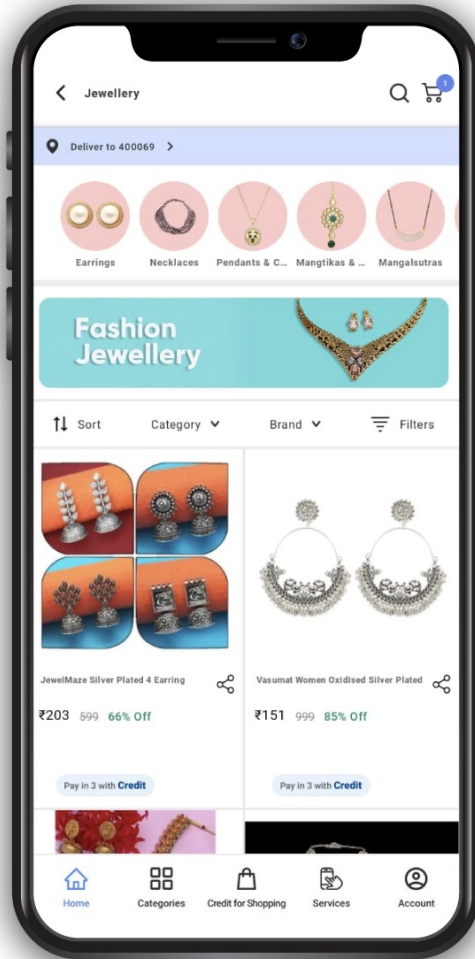


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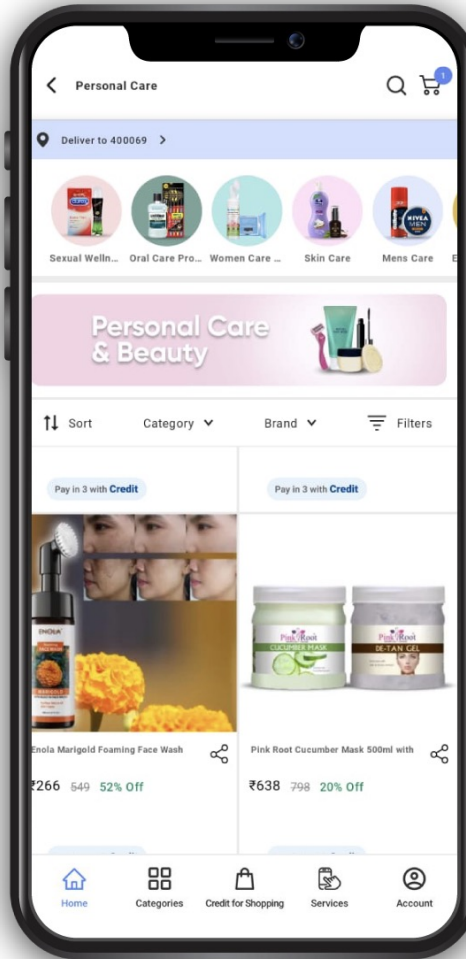
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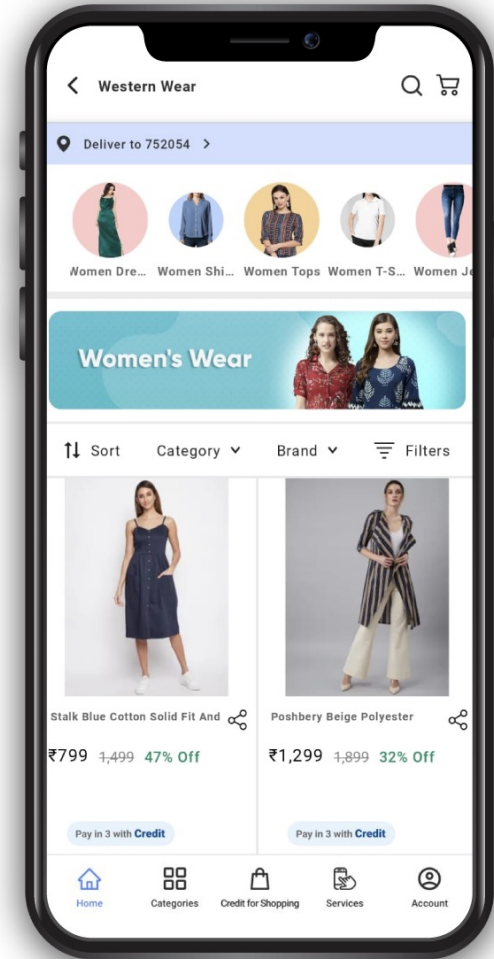
Jewellery



Personal Care



Women's Wear

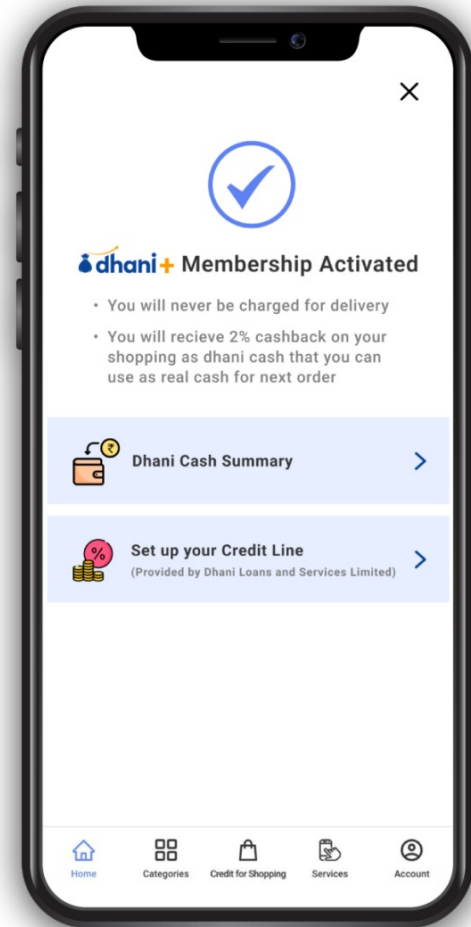
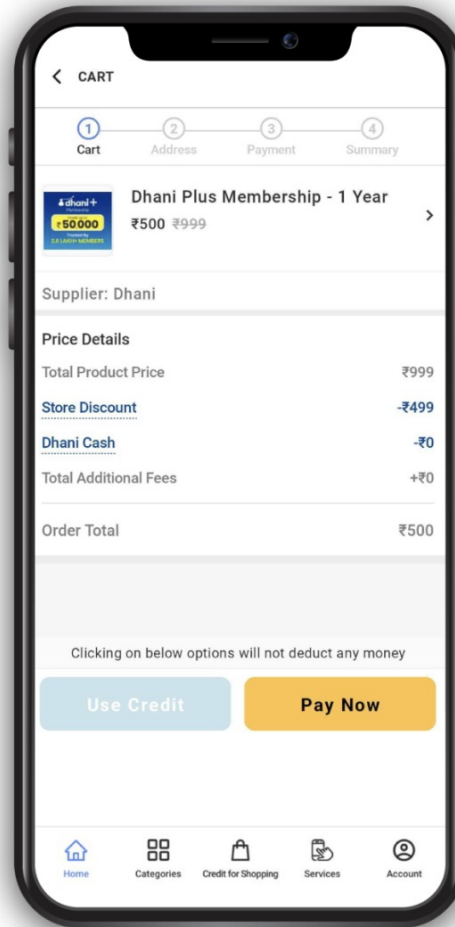
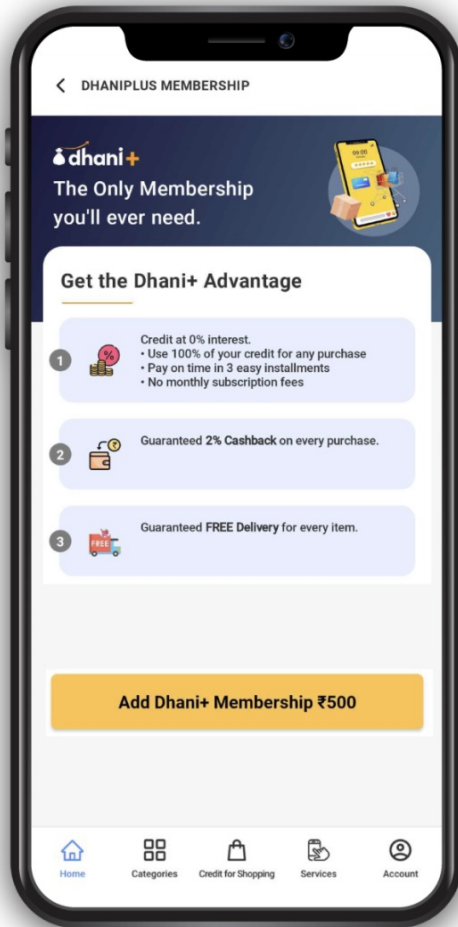


Focus on vast selection, affordability and convenience



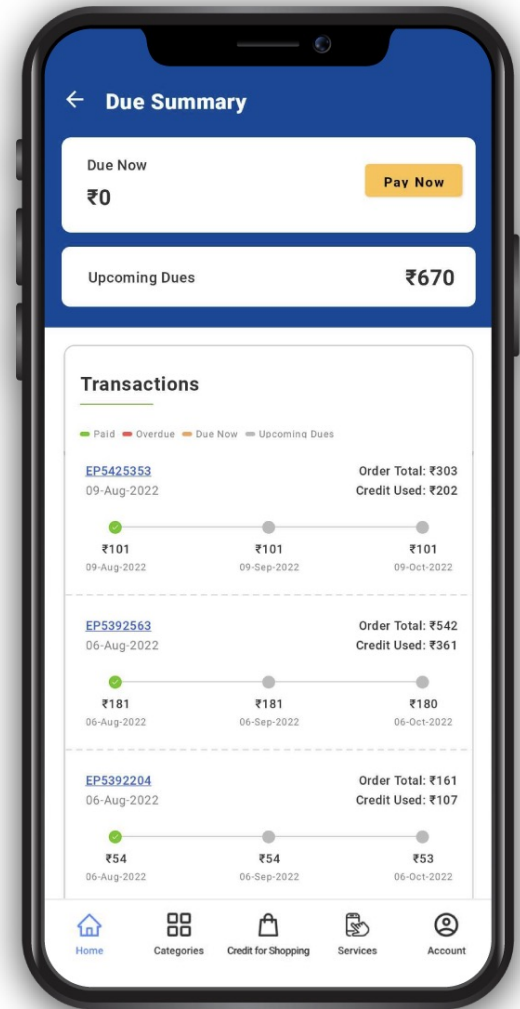
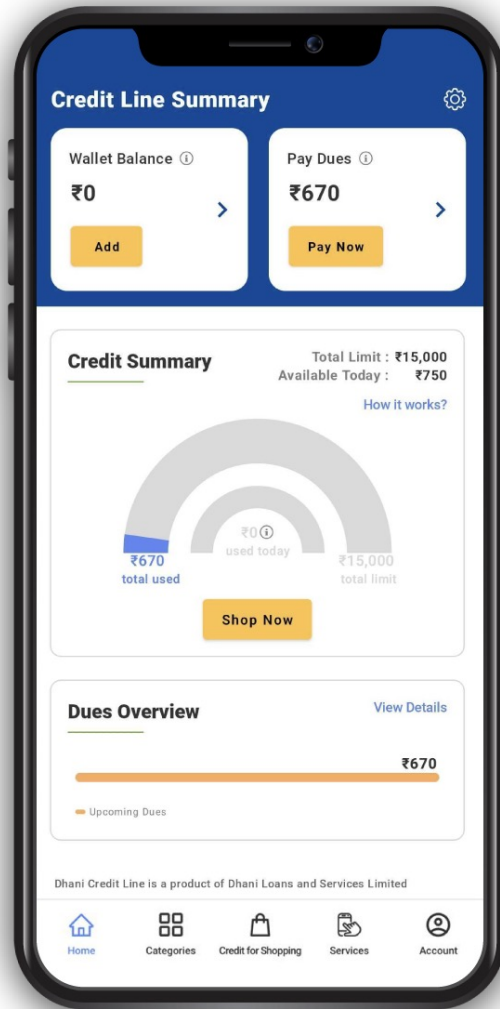
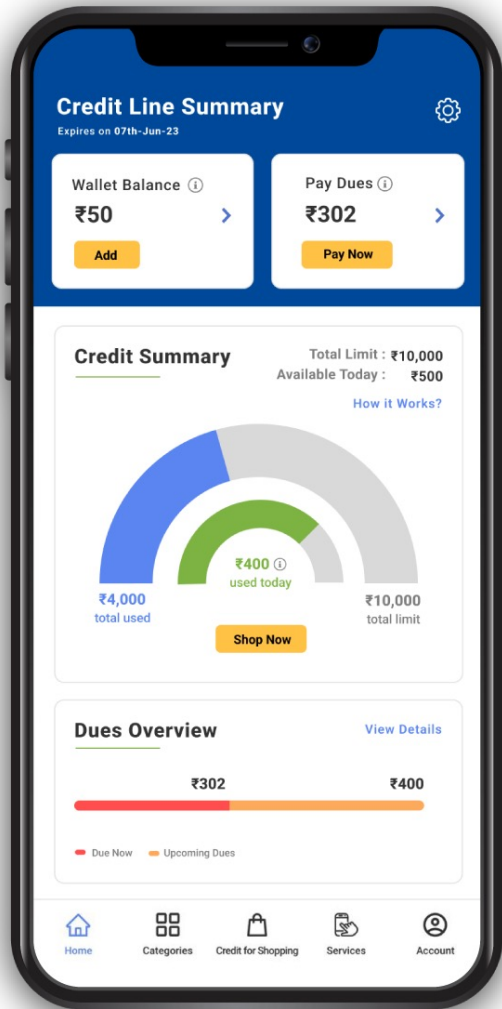
Dhani Plus Membership

Dhani Plus members enjoy access to credit of up to ₹50,000 at 0% interest for shopping on Dhani, guaranteed free delivery on all orders and 2% cashback in the form of Dhani cash on every purchase for an upfront annual membership fee of ₹500



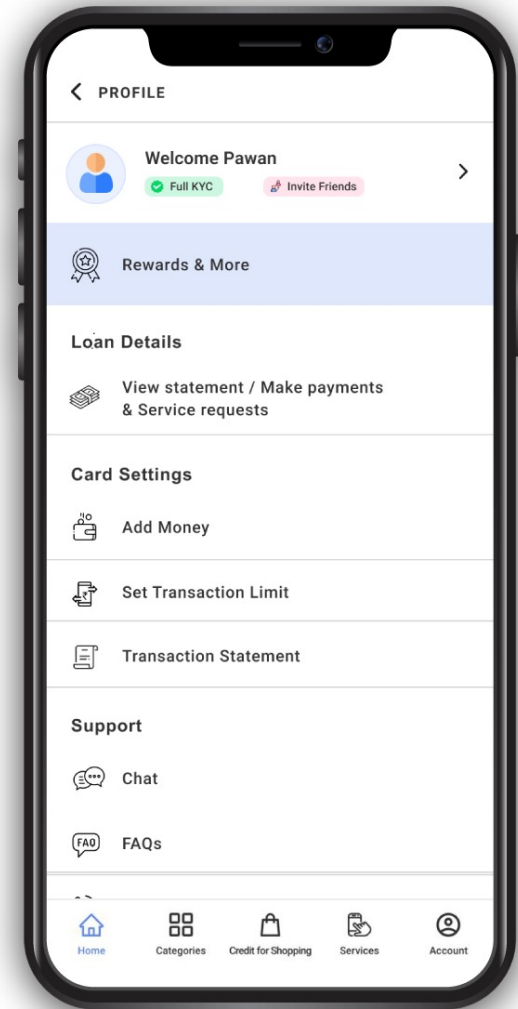
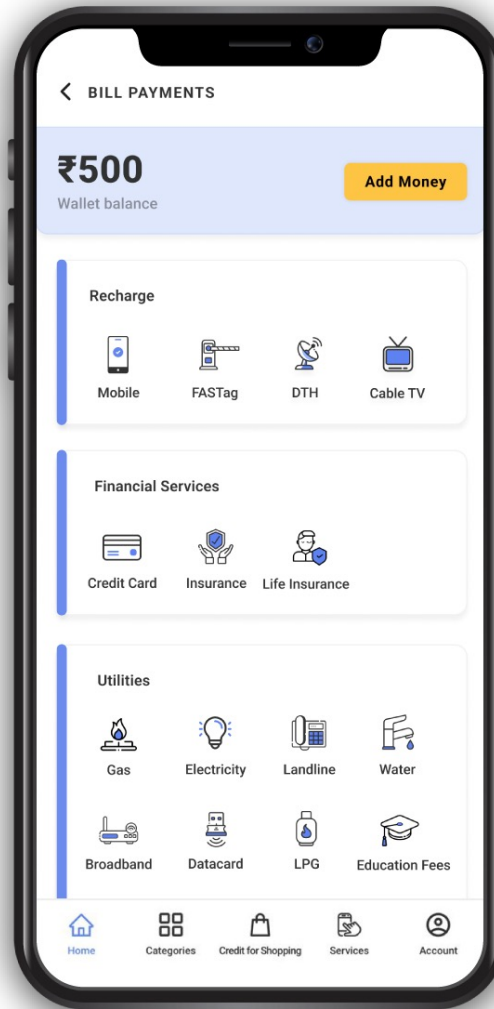
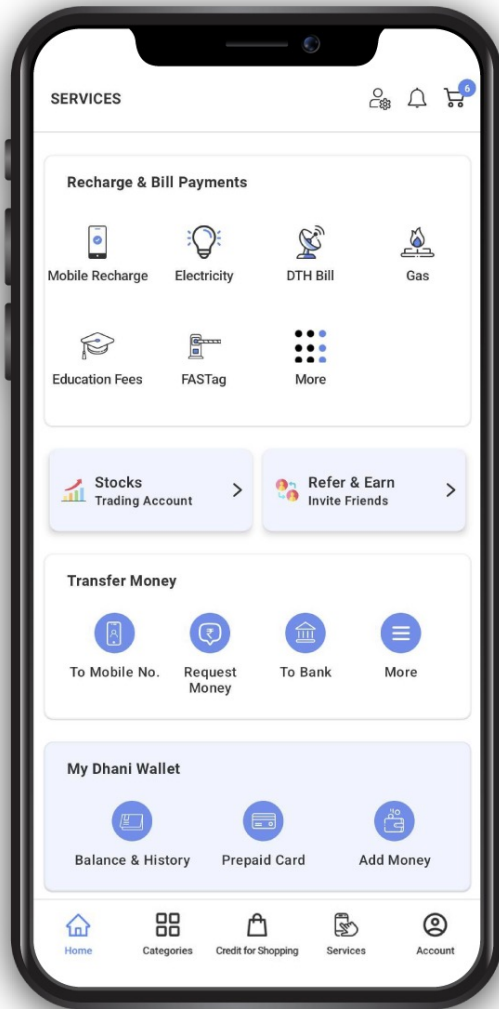
Instant activation on purchase

Easy User Experience

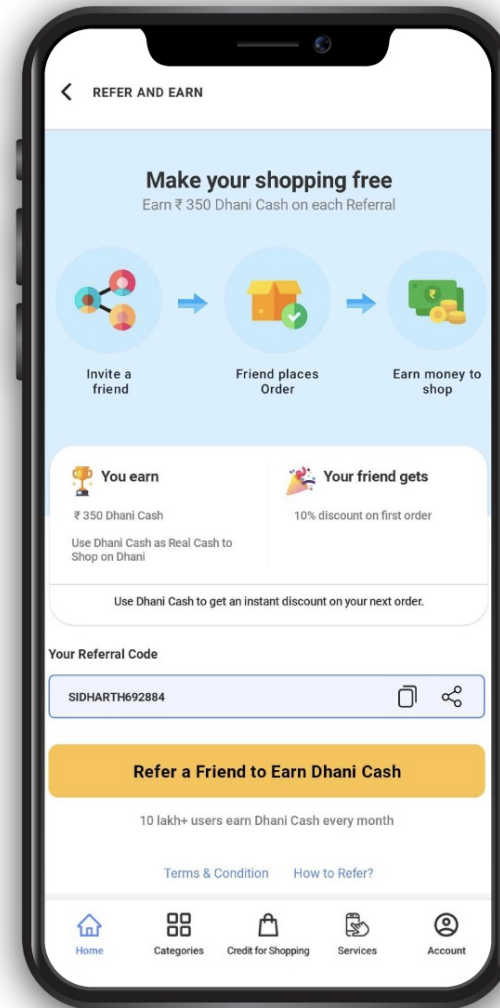
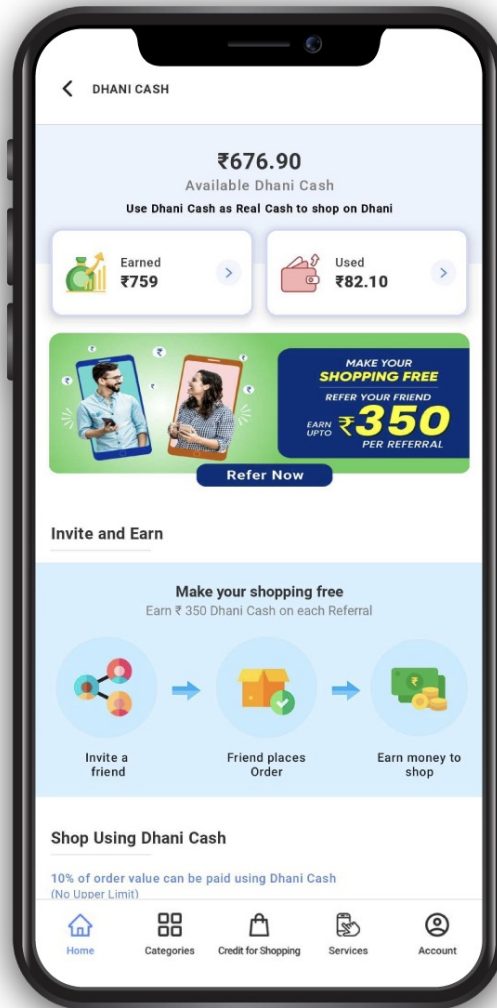


Credit utilisation and dues summary

Other Services on Dhani



Hassle free Bill Payment and Recharge Services



Robust Referral & Reward Program for customers

Self Sufficient Business Model



- Capital efficient self financing model – Suppliers are paid in 30 days on an average and customers are given average credit period of 30 days
- Take rate of up to 10% from suppliers on Dhani
- Scope of higher take rate from suppliers with credit for their products
- 3% p.m. interest is charged on delayed payments if on 30th day and 60th day instalments are not paid on time
- Ability to collect micro payments pan India through ~10,000 in-house collection officers
- Charges (including GST) of 3% of order value are levied for all transactions that use pay in 3 facility for free & fast delivery and collections

Acceptance of New Product in Q1



(Lacs)

Unique Dhani Plus members acquired
in Q1

2.08

Unique customers who bought products
in Q1

5.10

Unique customers who used credit to
buy products in Q1

1.51

SAFE HARBOUR STATEMENT



This document contains certain forward-looking statements based on current expectations of Dhani Services Ltd.'s (CIN: L74110DL1995PLC069631) management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Dhani Services Ltd.; the general state of the Indian economy; and the management's ability to implement the company's strategy. Dhani Services Ltd. doesn't undertake any obligation to update these forward-looking statements.

This document does not constitute an offer or recommendation to buy or sell any securities of Dhani Services Ltd. or any of its subsidiaries or associate companies. This document also doesn't constitute an offer or recommendation to buy or sell any financial products offered by Dhani Services Ltd.

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