

AIL/SE/IAM/2021-22/89

December 13, 2021

То

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001	National Stock Exchange of India Ltd Exchange Plaza, 5th Floor, Plot No. C-l, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
Scrip Code: 542752	Symbol: AFFLE

<u>Re: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure</u> <u>Requirements) Regulations, 2015</u>

Dear Sir/ Madam,

Pursuant to the abovementioned Regulations, we wish to inform you that the Company hosted its Analyst/Investor Day on December 13, 2021. Please find enclosed the presentation made to the analysts today.

Submitted for your information and records.

Thanking you,

Yours Faithfully, For Affle (India) Limited

India (Chandhul

Parmita Choudhury Company Secretary & Compliance Officer



Affle (India) Limited

Investor Day 2021

December 13, 2021



Disclaimer

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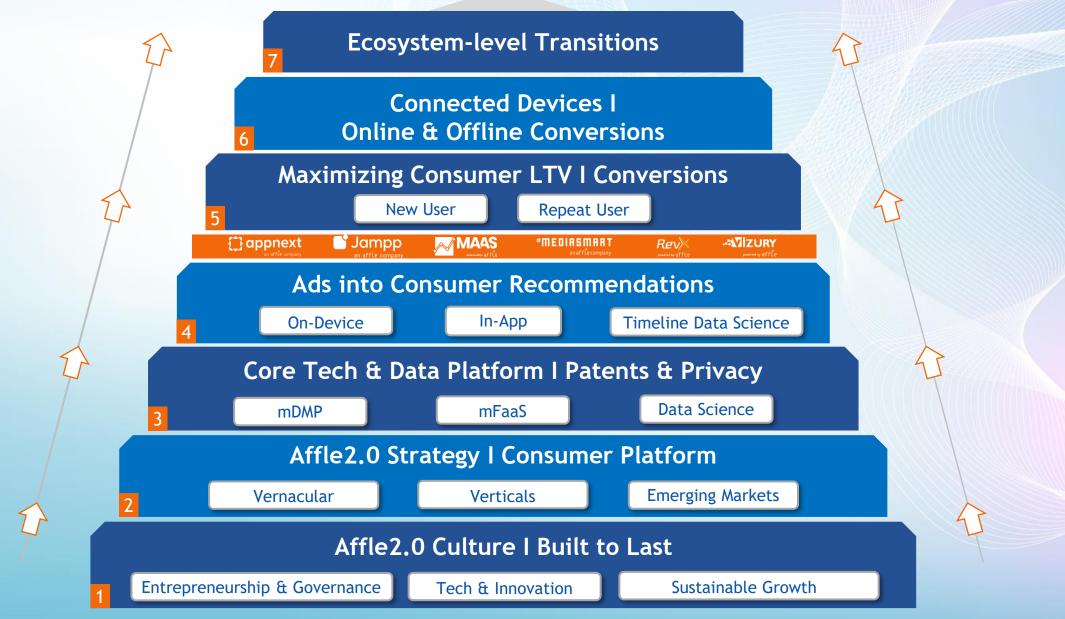
statements that are based on management's current expectations or beliefs as well as a number of assumptions about the Company's operations and factors beyond the Company's control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding business trends or activities should not be taken as a representation that such trends or activities will continue in the future and no undue reliance should be placed on them.

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Affle2.0 Consumer Platform Stack

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Global Reach & opportunity

Performance driven Business model

Scalable Data platforms

> High Growth markets



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Affle2.0 Culture I

Built to Last

Growth driven Global customer base



Accelerated Consumer digital adoption



Committed Leadership

Leading

In India

Positive Cashflows



Robust Profitability



Strategic Organic & inorganic growth plan

Affle2.0 Culture | Entrepreneurship & Governance

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Anuj Khanna Sohum Managing Director & Chief Executive Officer Chairman of the Board



Anuj Kumar Chief Revenue & Operating Officer Executive Director



Charles Yong Jien Foong Chief Architect & Technology Officer



Diego Meller Co-Founder & Co-CEO (Jampp)



Elad Natanson Chief Executive Officer (Appnext)



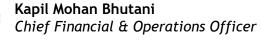
Eran Kariti Chief Technology Officer (Appnext)



Guillermo Fernandez Sanz Chief Technology Officer (Mediasmart)

Key Management Team





Martin Azanco Co-Founder & Co-CEO (Jampp)



Martje Abeldt Chief Revenue Officer (RevX)

Noelia Amoedo





Sujoy Golan Chief of Marketing & Omnichannel Platforms

Chief Executive Officer (Mediasmart)





Vira Mar

Viraj Sinh Managing Partner - International

Non-Executive Board Members



Sumit Mamak Chadha Non-Executive Independent Director



Vivek Narayan Gour Non-Executive Independent Director



Bijynath Non-Executive Independent Director



Mei Theng Leong Non-Executive Director

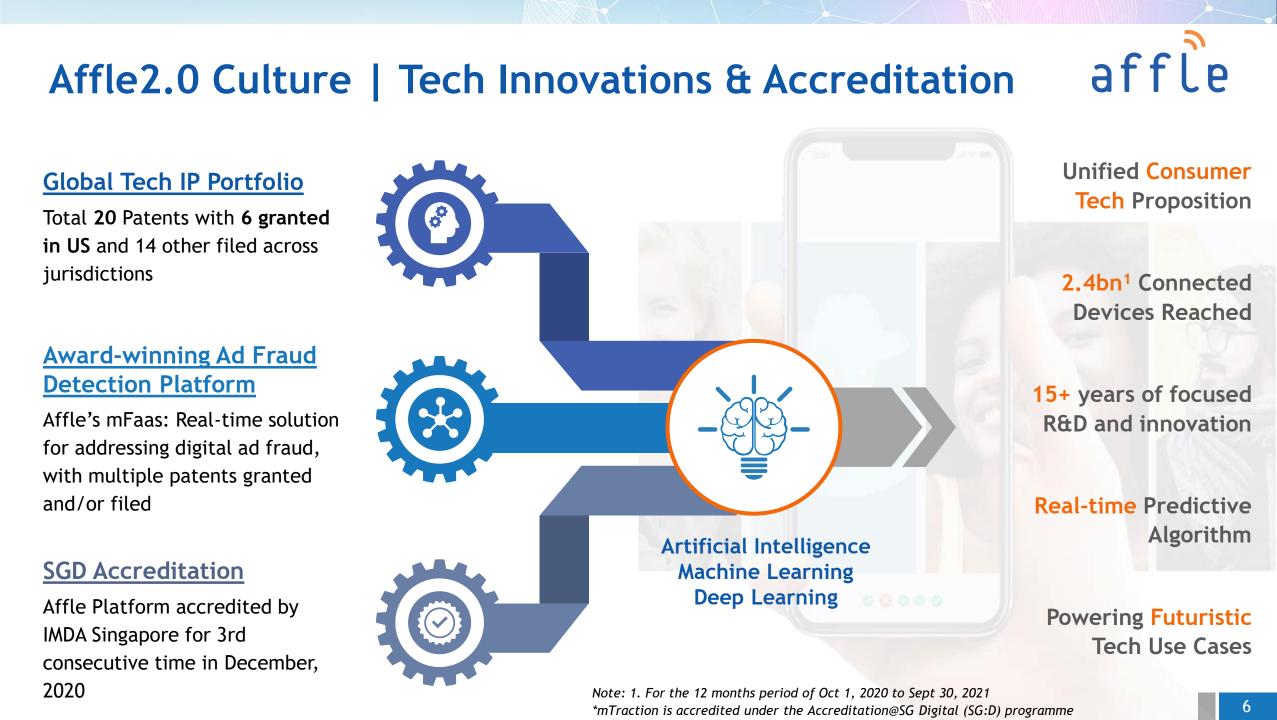
Advisors to the Board



Richard Alan Humphreys Advisor of Affle (India) Limited, Director of Affle Holdings Pte. Ltd. (AHPL)



Jay Snyder Advisor Affle (India) Limited Independent Observer, On Board of AHPL

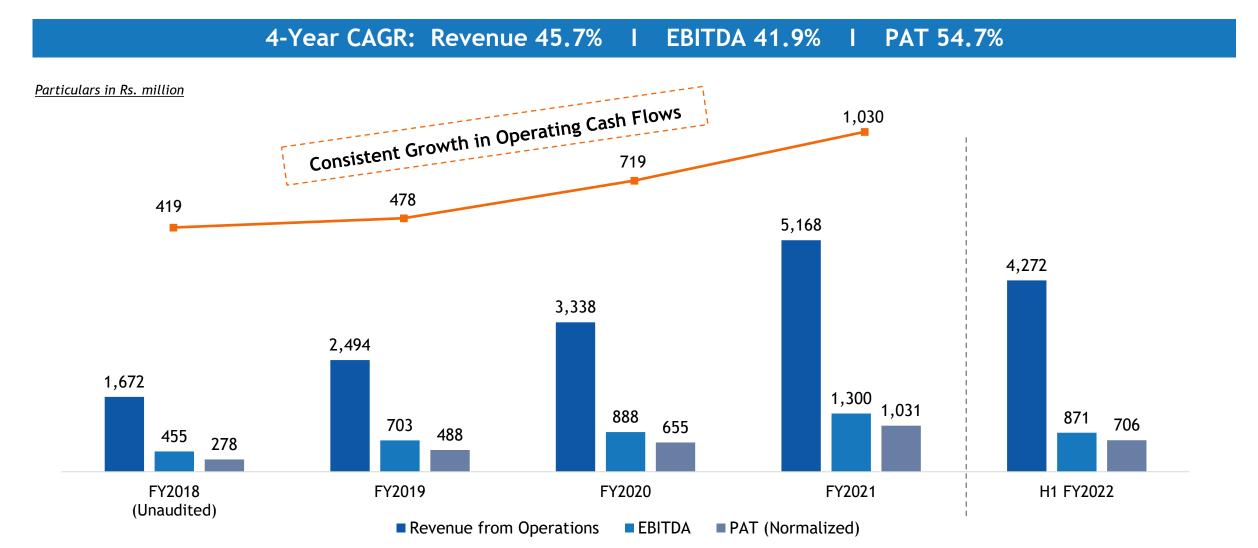


Affle2.0 Culture | Tech & Thought Leadership

Great Place Work. Certified



Affle2.0 Culture | Sustainable Profitable Growth



Note: PAT normalized for gain on fair valuation of financial instruments (Refer our respective quarterly earnings presentations for the detailed working) FY2021 OCF adjusted for deferred tax liability of Rs. 14.18mn

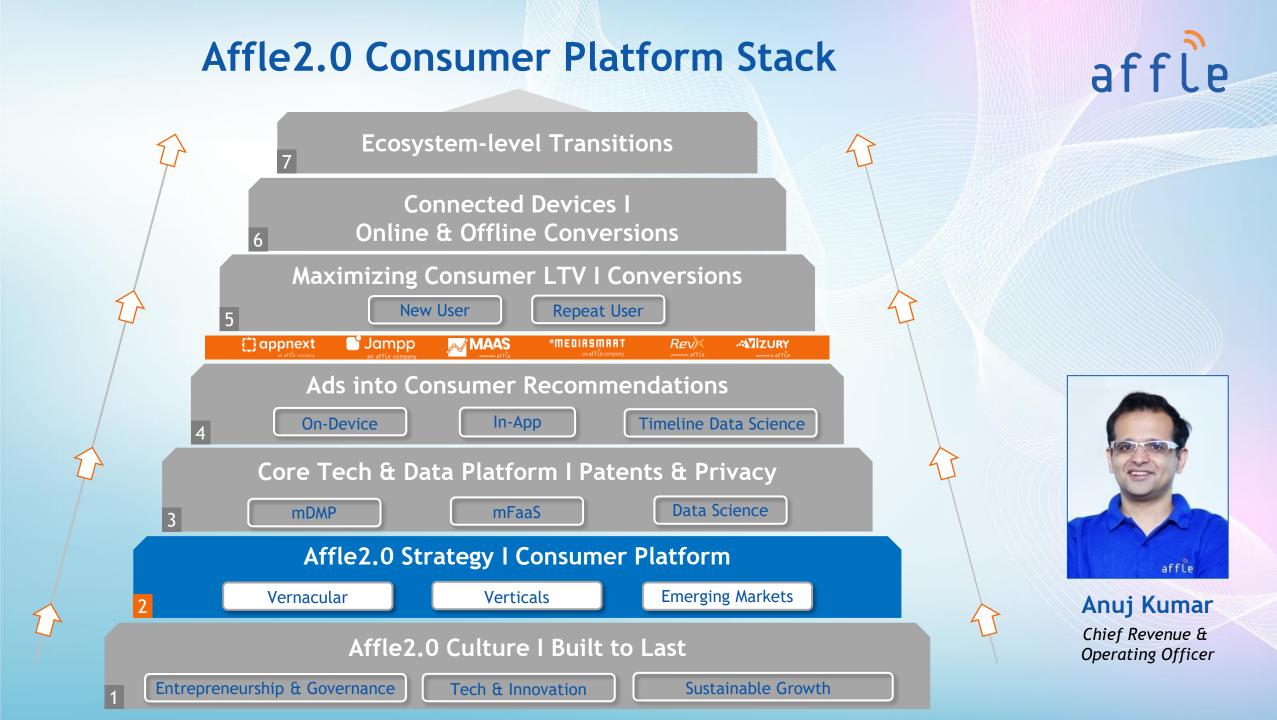
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Affle2.0 Culture | Inclusive ESG Initiatives

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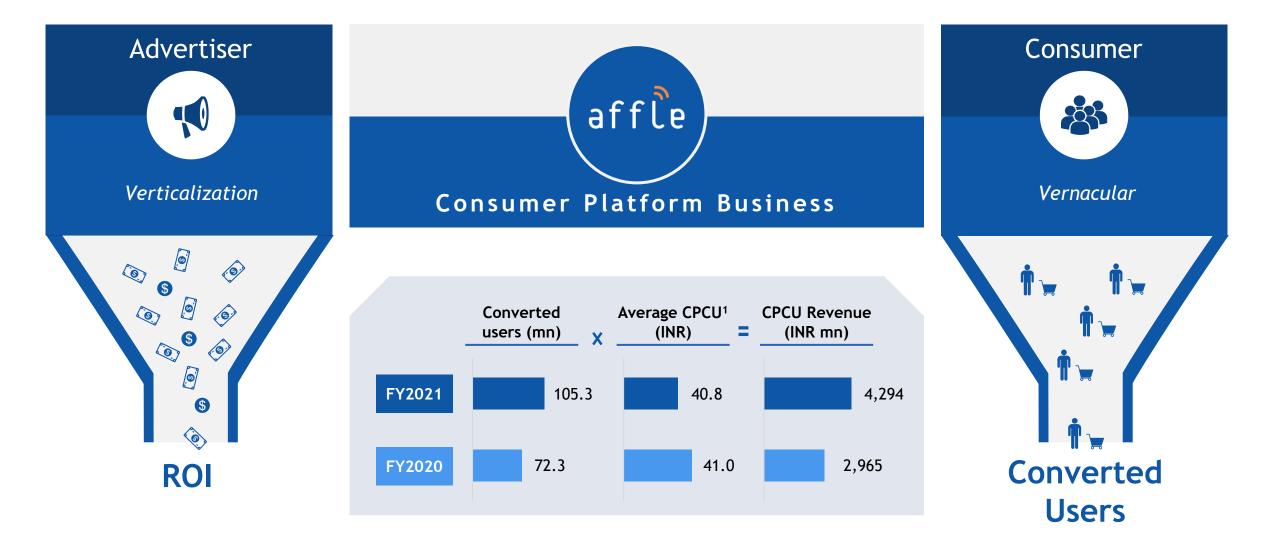
Ranked amongst the leading ESG responsible companies ahead of many Indian IT/Tech Companies by ESGrisk.ai (Indian Rating Company) in its ESG Yearbook 2021





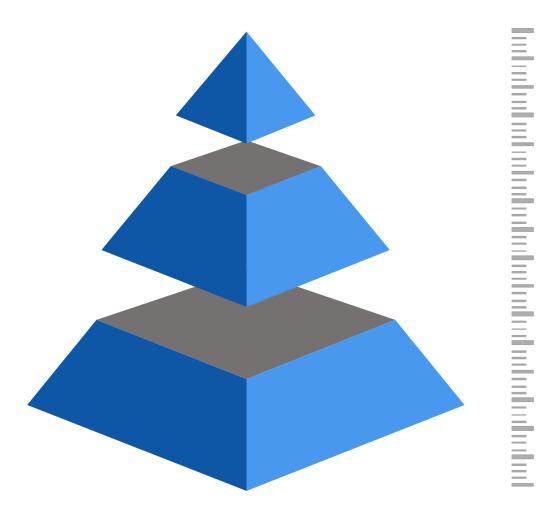
Affle2.0 Strategy | Simplifying & Unifying the Ecosystem





Notes: 1. Cost per converted user (Pricing model for Affle, which is the cost paid by the advertiser)

Affle2.0 Strategy | Three-pronged Growth Framework affle



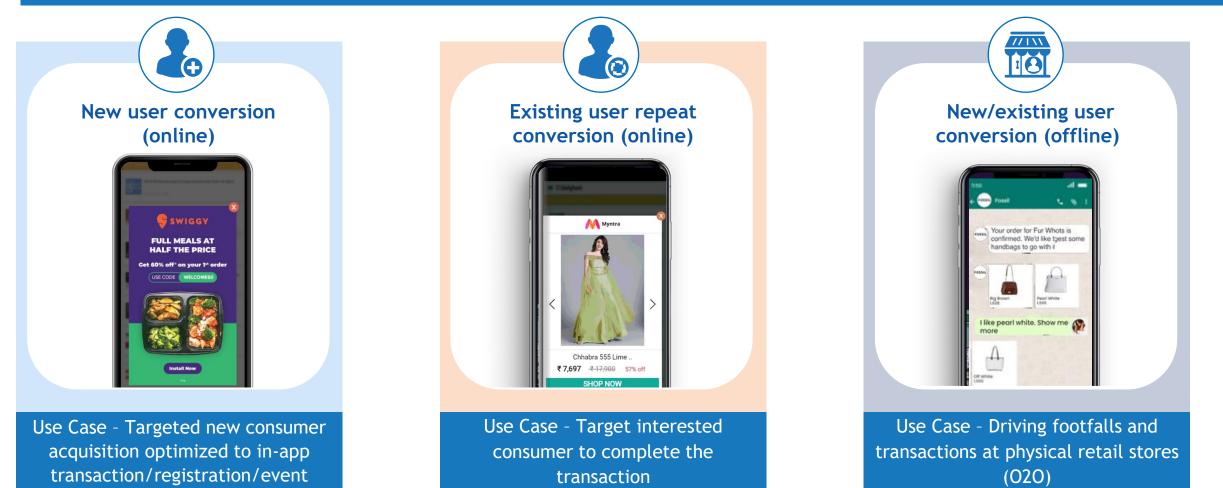






Affle2.0 Strategy | Powering Performance Driven High-ROI CPCU Model

90.2% of Consumer Platform revenue contributed by CPCU model in H1 FY2022 and 9.8% from Non-CPCU

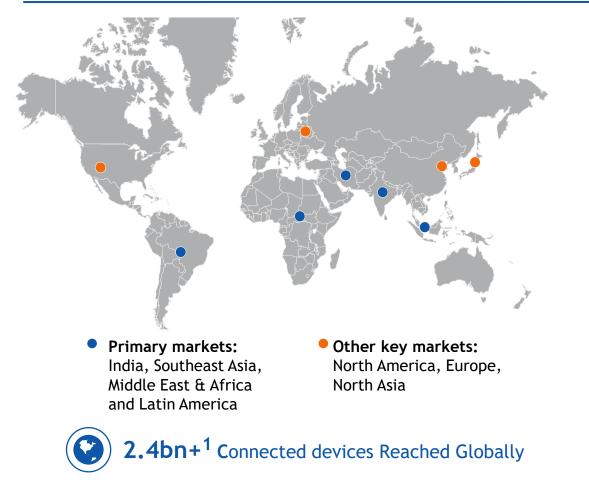


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Affle2.0 Strategy | Targeting High Growth Markets and Industry Segments

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Global business anchored in Emerging Markets (IND, SEA, LATAM & MEA)



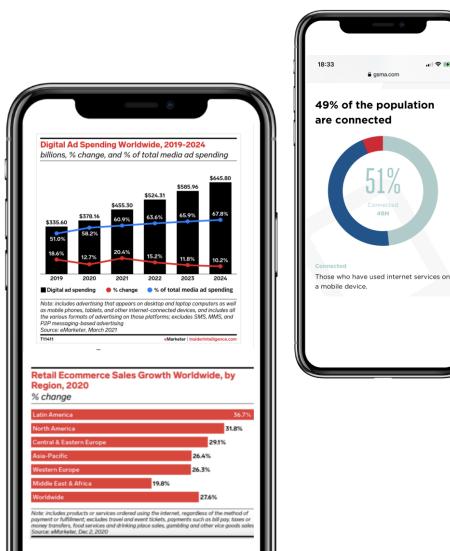
Verticalized approach for leadership within fast growing resilient industry segments



Note: 1. For the 12 months period of October 1, 2020, to September 30, 2021, on a consolidated basis

Affle2.0 Strategy | Leveraging upon Strong Macros

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Fast Growing Digital Ad Market

Global Digital Ad Market to grow by 9% with Emerging markets like India expected to grow at 25-30% together with other emerging markets like SEA & LATAM also exceeding global trends*

Growing Penetration of Connected Devices

Only half the world is online with US/UK at ~80% smartphone penetration and Emerging Markets trailing with India 32%, Brazil 51% & Indonesia 59%**

Rapid Digitization of Existing and New Industry Verticals

The digital revolution is happening everywhere with existing industry verticals getting disrupted and many new categories and advertisers emerging regularly (Fintech, Healthtech, Edtech etc.)

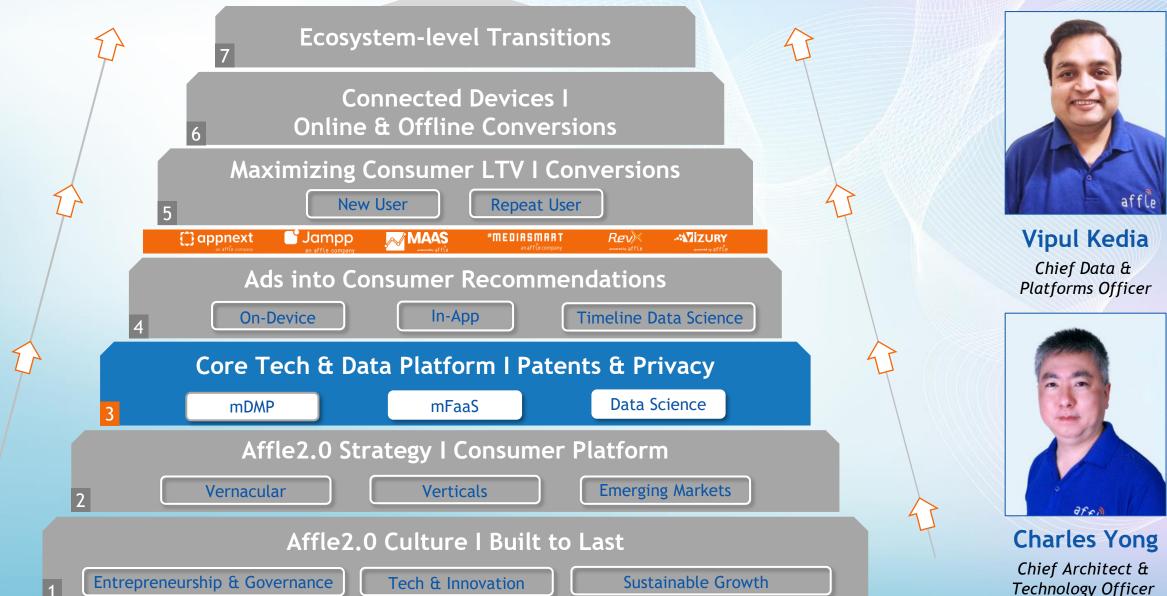
Transformation of Commerce

Rapid growth of online commerce globally forecast to contribute 22% of all commerce by 2024 with equally rapid digital disruptions happening in retail commerce

Source: * eMarketer; **GSMA

Affle2.0 Consumer Platform Stack





mDMP - The Enabler of our CPCU Business

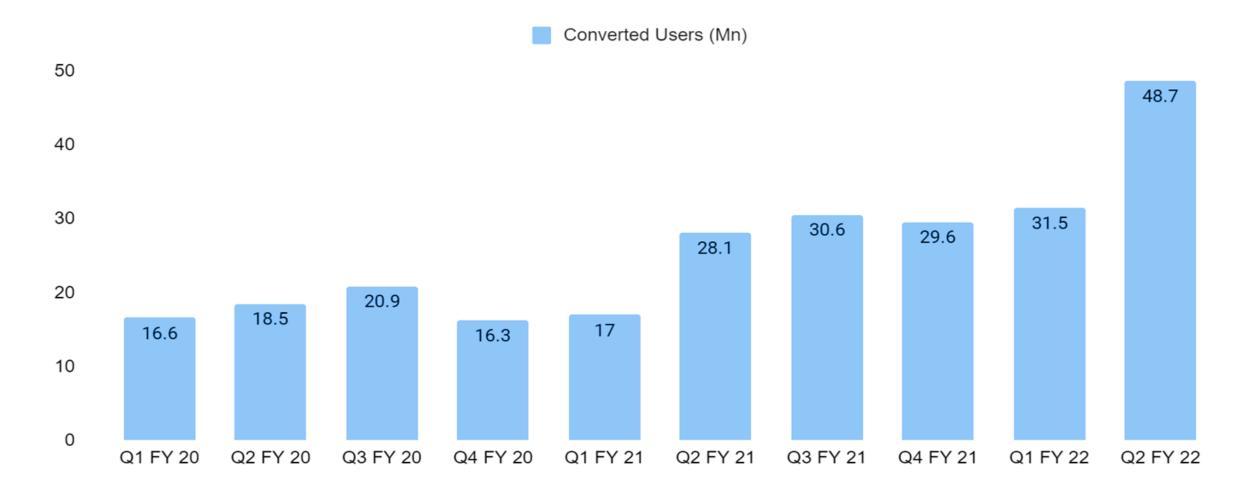




Driving Scalable Growth for Our CPCU Business

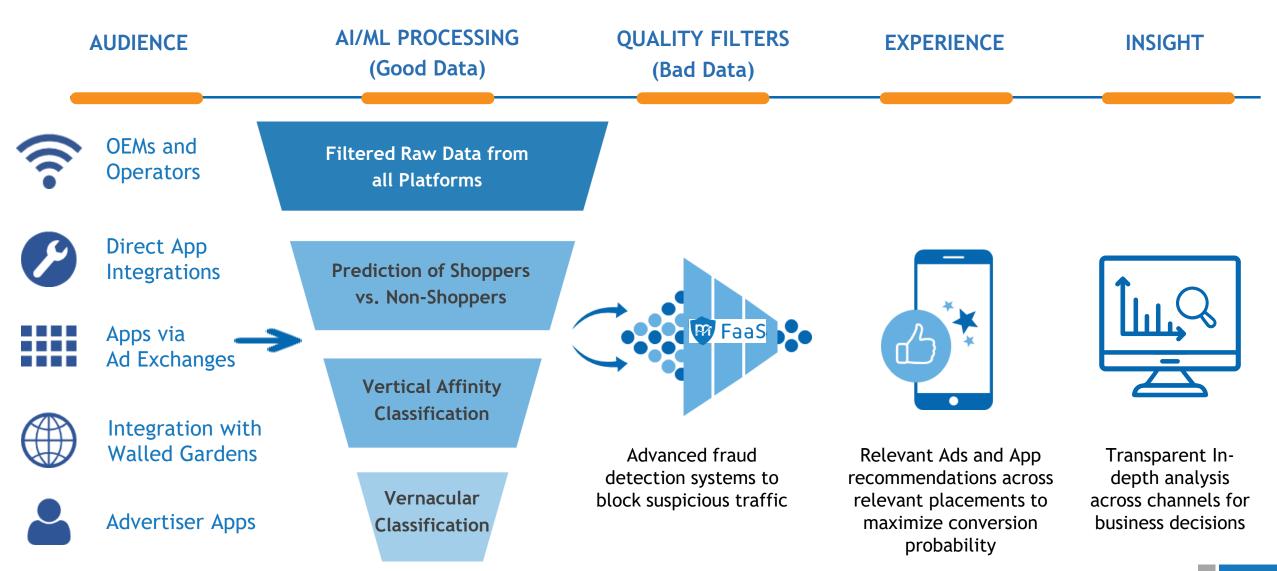
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Converted Users - Consistent Growth over Several Quarters



mDMP in a Nutshell

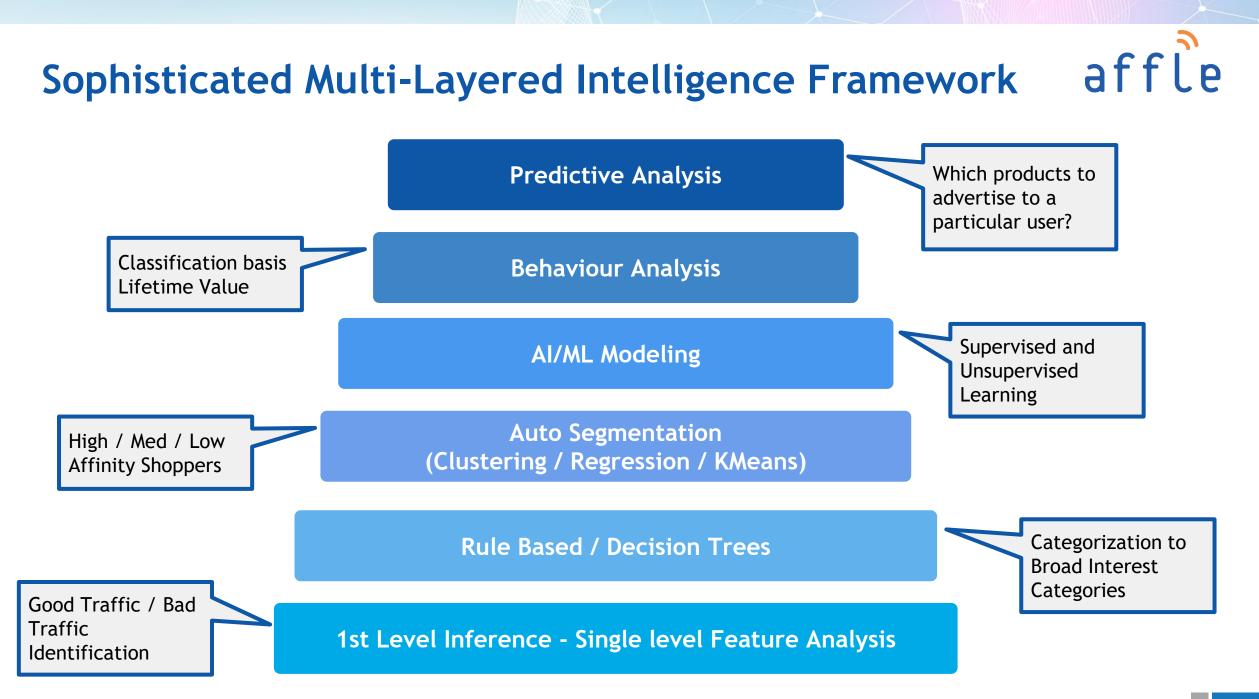
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Cutting Edge Technology Platforms to Boost ROI

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Data from Diverse Channels	 Ingestion of <u>billions data points per day</u> across channels 		
Advanced Traffic Distillation	 <u>25+ checks</u> - Deterministic & Probabilistic Standalone + Timeseries Fraud Detection 		
Runtime Optimisation	 <u>Machine Learning</u> Models with real time feedback loop from campaigns 		
Machine Intelligence	 <u>Smart Auto Classification</u> into Predefined Segments Multi layered <u>Data Science</u> Models for Predictive Segmentation 		



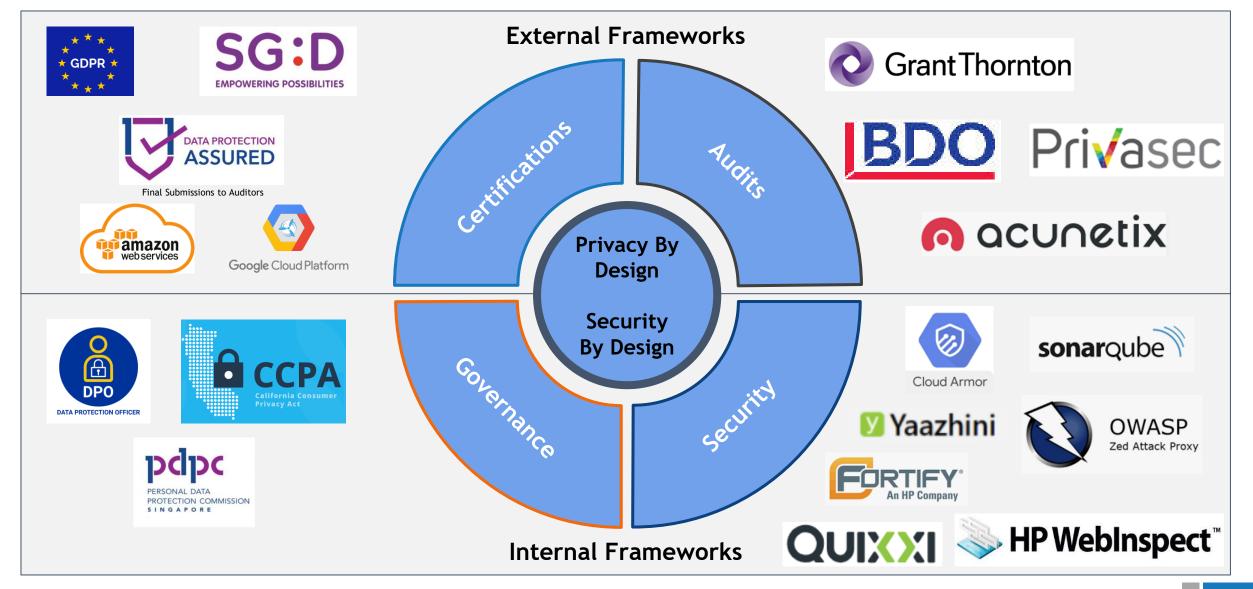
Sample AI & ML Driven Behavioral Models



Gender Prediction (MLlib: Random Forest)	Attribution Lift Models (AB testing/ RL)	MBA Analysis (Apriori Algo)	Language Affinity (Topic Models, word embeddings)
Age Prediction (Xgboost)	Fraud Detection (Ensemble: Isolation forest)	Affluence Prediction (Logistic Regression)	Location Affinity (Heuristic Sparsity mgmt)
Churn Propensity (ANN)	Lifetime Value Prediction (Pareto NBD)	Purchase Propensity (Logistic regression)	Product Recommendation (Deep-FM)

Privacy by Design and Data Security





Innovation-led Tech DNA

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Multiple Vernacular Detection

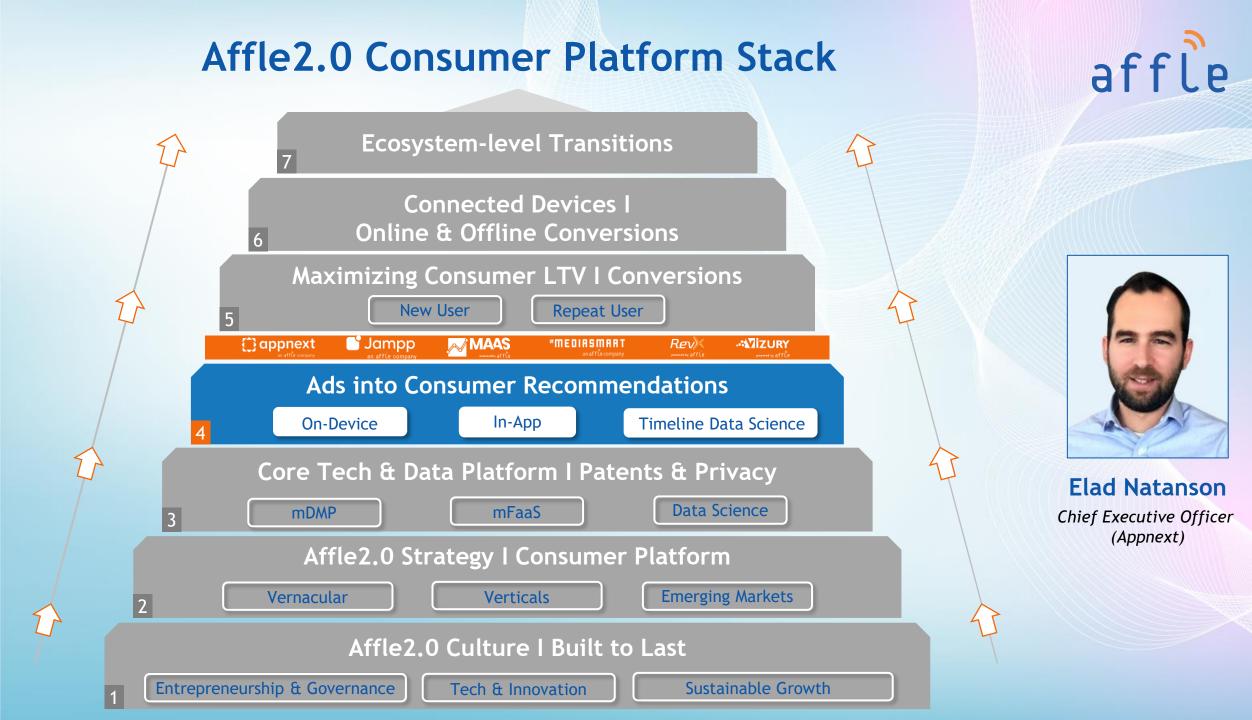




INNOVATION

Engagements in Video / Audio streams

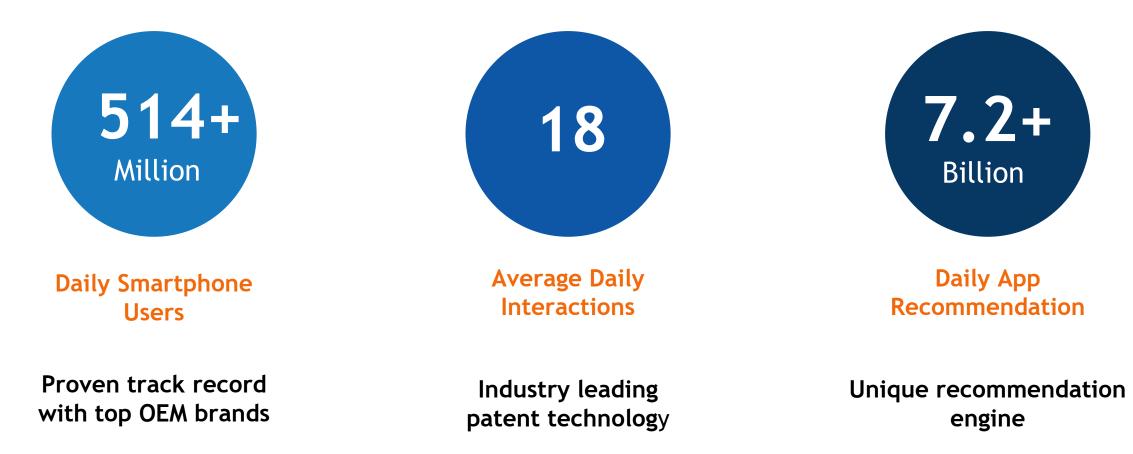




App Recommendation I At a Glance



End-to-end discovery solutions from the initial device setup and along the users' daily mobile journey



App Recommendation 'Timeline' Technology

Turns **behavioral data** from ads to recommendations

Predictions are based on the user's mobile daily journey

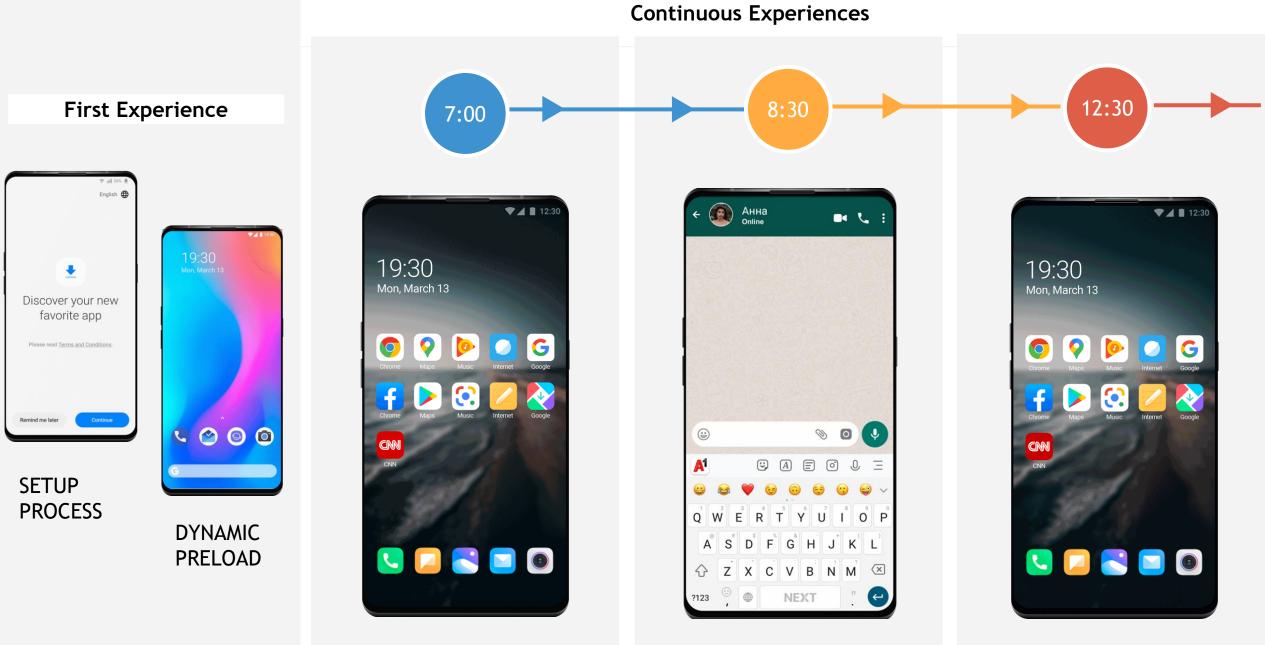
Apps are suggested based on predictive analytics and behavior driven AI technology

Acquire new user and re-engage existing

Patent technology that displays contextual and personal app recommendations within a myriad of apps and directly on-device



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WIDGET

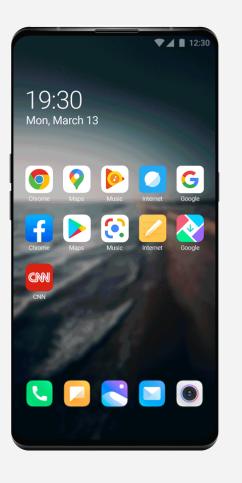
KEYBOARD

MINUS 1 SCREEN





FOLDER



IN-APP DISCOVERY

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OEM STORES



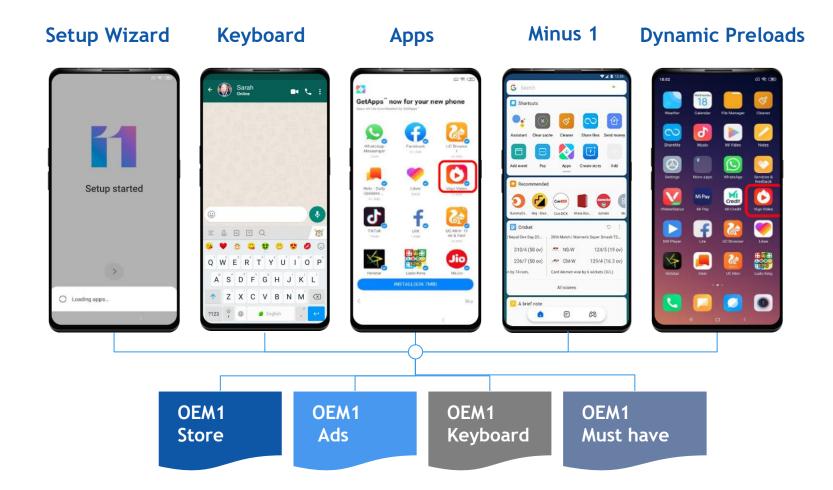
REWARDED DISCOVERY

Use Case: Powering OEM1 Ecosystem



Delivering tech-powered discovery solutions to a leading OEM since 2018

Successfully completed the integration of our recommendation engine into leading OEM devices in India, Southeast Asia and Europe, reaching over **250** million monthly users internationally, ensuring greater reach, user base growth and faster time to install for its advertisers' clients worldwide



Industry Recognitions

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#1 Non-SRN Platform Worldwide AppsFlyer Performance Index



#2 Non-SRN Platform Southeast Asia AppsFlyer Performance Index



#1 Non-SRN Platform Shopping Vertical on Android AppsFlyer Retention Index



Top 5 Platforms Across Multiple Categories AppsFlyer IAP Index



Gold winner , Mobile Advertising Excellence In User Acquisition Campaign Mobexx Awards



Silver Winner Mobile Apps Category MMA SMARTIES Indonesia

Affle2.0 Consumer Platform Stack

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Ecosystem-level Transitions 7 **Connected Devices I** Online & Offline Conversions 6 Maximizing Consumer LTV I Conversions **New User Repeat User** 5 🗘 appnext 📑 Jampp MAAS #MEDIASMART Rev Ads into Consumer Recommendations **On-Device** In-App Timeline Data Science Core Tech & Data Platform | Patents & Privacy **Data Science mDMP** mFaaS Affle2.0 Strategy I Consumer Platform Vernacular **Verticals Emerging Markets** Affle2.0 Culture I Built to Last Entrepreneurship & Governance Sustainable Growth Tech & Innovation

Q&A Session - 1

Participants who wish to ask questions **can raise their hand** and they will be taken into the Speaker Room one-by-one

Once the Q&A session ends, we will resume after a 5-mins break

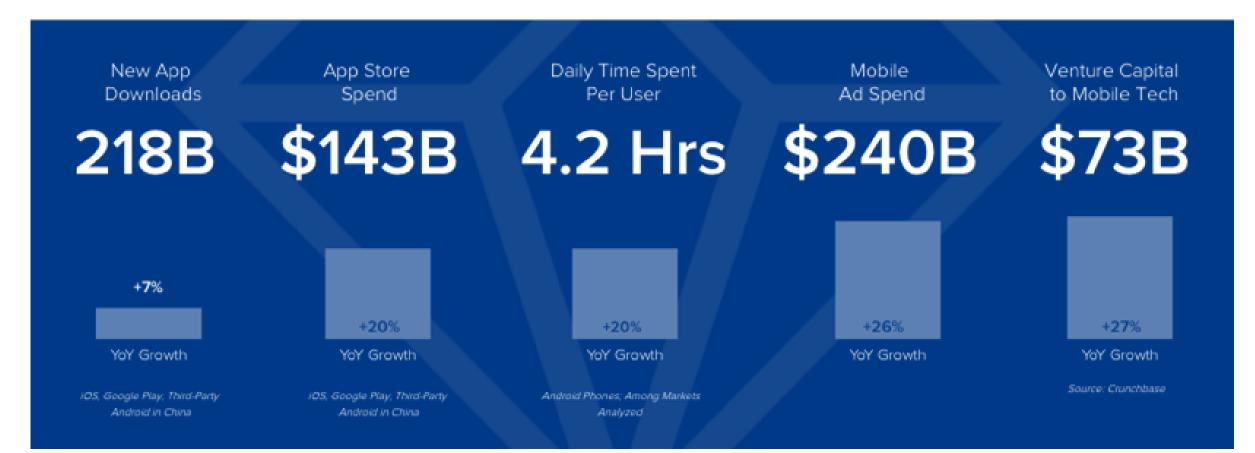


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F Ecosystem-level Transitions	
Connected Devices I 6 Online & Offline Conversions	
Maximizing Consumer LTV I Conversions New User Repeat User	
Component Jampp MAAS *MEDIASMART Review office MIZURY Ads into Consumer Recommendations On-Device In-App Timeline Data Science	Martje Abeldt
4 Core Tech & Data Platform I Patents & Privacy 3 mDMP METaaS Data Science	Chief Revenue Officer (RevX)
Affle2.0 Strategy I Consumer Platform	
Affle2.0 Culture I Built to Last	
Entrepreneurship & Governance Tech & Innovation Sustainable Growth	

The Lifetime Value (LTV) Market Opportunity



2020 Mobile Landscape - At a Glance



Conquering Time-Spend to Drive LTV





Avg. Daily Hours Spent in Apps Q3 2021 Select Markets

6 5.0 4.8 4.8 5 4.4 4.2 4.1 4.0 3.2 3 2 Indonesia Brazil South India Canada Russia Mexico Japan United Turkey Australia United Argentina France Germany China States Kingdom Korea

App Retargeting Fuels E-Commerce Revenue

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Retail

M-Commerce Boom Changes Shopping Behavior

Biggest Mobile Shopping Year Yet

\$115 BILLION

Spent globally, during 11.11 Shopping Festival across Alibaba and several other shopping platforms from Nov 1 - Nov 11, 2020. Mobile drove the lion's share.

+30% YoY

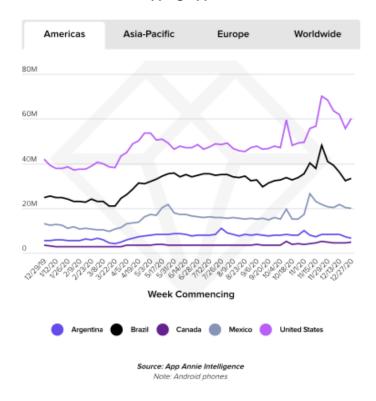
Time spent globally in Shopping apps on Android phones during 2020. Outside of China — an early adopter of mobile shopping — global time spent in Shopping apps grew 45% YoY.

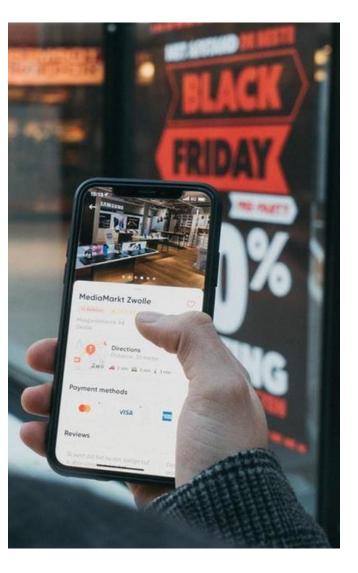
\$53.2 BILLION

Spent on mobile in the US from Nov 1 - Dec 9, 2020, up by over 55% YoY.

Capitalize on a rapidly growing market — use data to segment, strategize and identify opportunities to drive top-line retail growth.

Weekly Hours Spent in Shopping Apps in 2020





Large Opportunity for Repeat Conversions







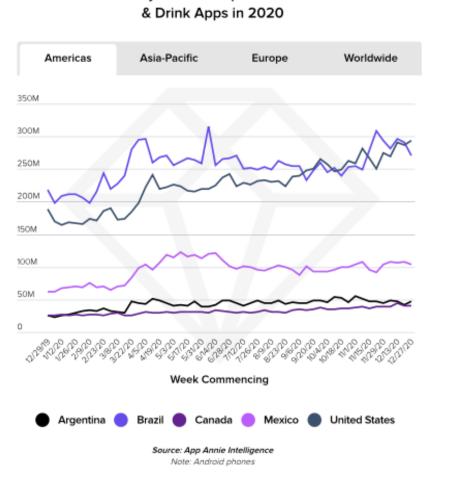




High-Frequency Repeat Conversions in On-Demand

Weekly Sessions Spent in Food





Mobile Orders of Fast Food & Food Delivery Surge

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Country Sessions Grew Up to 105% Year-Over-Year

- For most markets analyzed, sessions for the year ramped up in Q2 and Q3, reaching record highs in Q4 2020 as consumers stayed home amidst lockdowns and social distancing policies from COVID-19.
- In the US, Argentina, the UK, Indonesia and Russia YoY growth in Q4 2020 was 60%, 65%, 70%, 80% and 105%, respectively.
- While use of food delivery apps often peaked near the beginning of the pandemic in most markets, India had an initial decline due to logistical impacts before rising again in the summer.

Analyze app features and their performance metrics. Contactless delivery, contactless payments, a desire for choice and variety help fuel demand for Food & Drink apps.

The Boom in Gaming and In-App Revenues



2020 Rankings by Market

Consumer Spend

<	Worldwide							*
		Top Apps		Top Games	Top App Companies		Top Games Companies	
1	•	Tinder		Honour of Kings	Google	United States	Tencent	China
2	5	TikTok	2	Pokémon GO	Tencent	China	Playrix	Ireland
3	٠	YouTube		ROBLOX	Disney	United States	NetEase	China
4	Birth .	Disney+	Ċ	Monster Strike	ByteDance	China	Activision Blizzard	United States
5	2	Tencent Video	2	Coin Master	Match Group	United States	Zynga	United States
6	N	Netflix		Game For Peace	InterActiveCorp (IAC)	United States	BANDAI NAMCO	Japan
7	1	Google One	2	PUBG MOBILE	LINE	Japan	Supercell	Finland
8	ØT	iQIYI		Fate/Grand Order	Baidu	China	Netmarble	South Korea
9	ß	BIGO LIVE		Candy Crush Saga	Amazon	United States	Playtika	Israel
10	P	Pandora Music	A.	Gardenscapes - New Acres	JOYY Inc.	China	Lilith	China



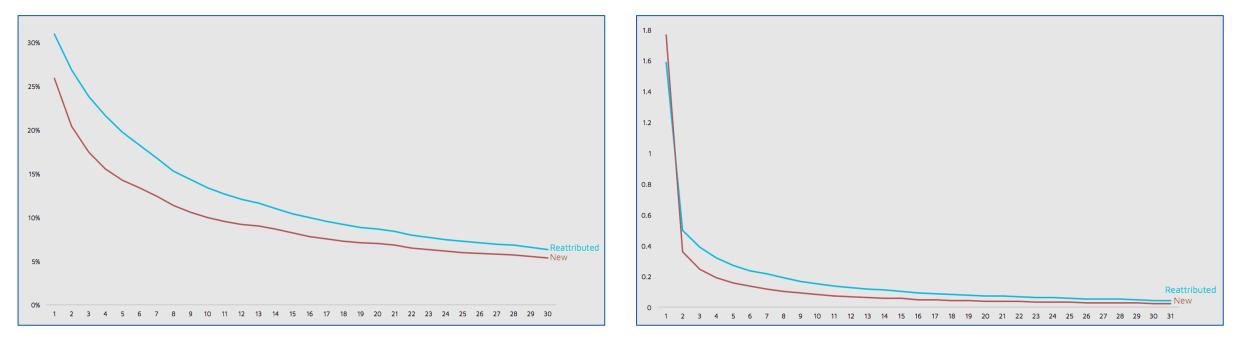
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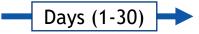
Source: App Annie Intelligence

Combined iOS and Google Play, China is iOS only; Market-level rankings

App Retargeting is Key for Activation & Revenue

Retention Rate Aggregated Over Days





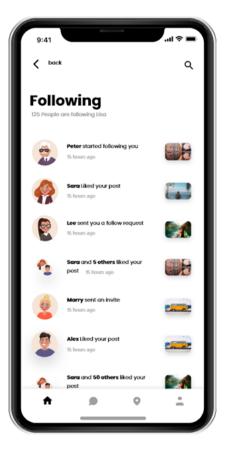


Revenue Events Aggregated Over Days

Source: https://www.adjust.com/blog/retargeting-vs-new-user-acquisition/

Full Funnel App Retargeting Maximizes LTV





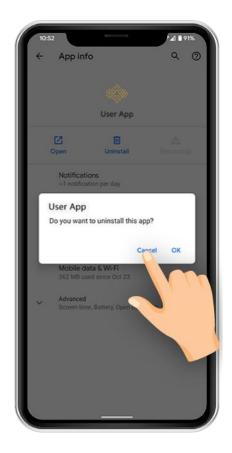
Newly Acquired Users

Prevent churn through early activation and a great onboarding experience



Active Users

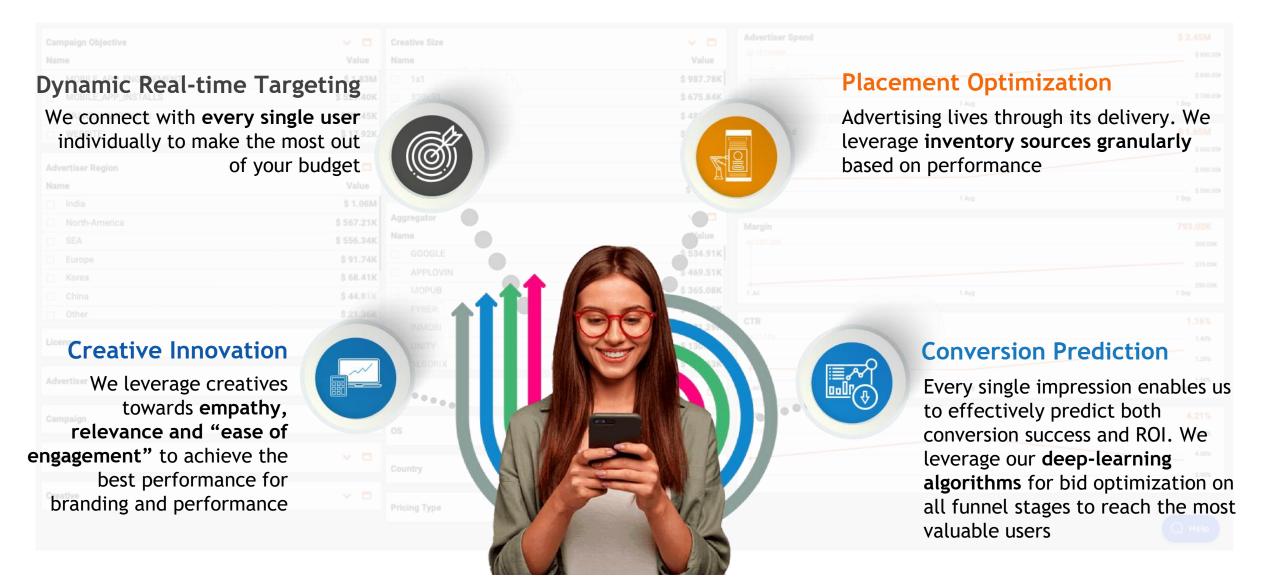
Offer attractive reasons to spend time on your app and increase LTV



Dormant Users

Retarget users with timely and relevant ads before they lapse

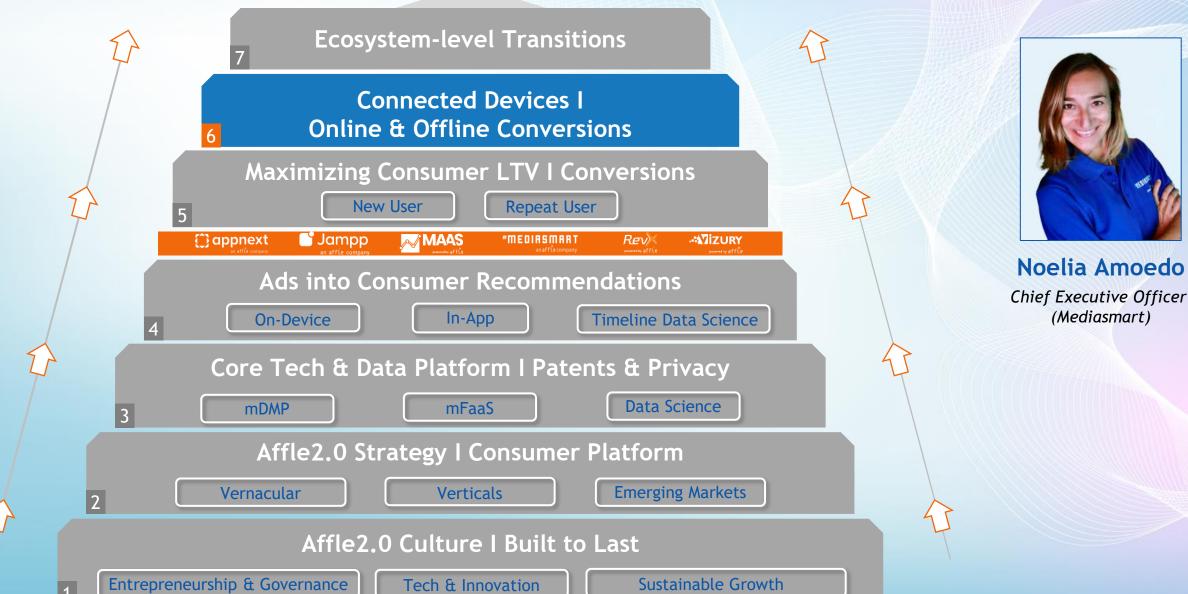
Technology-Driven Advertising Performance



Affle2.0 Consumer Platform Stack

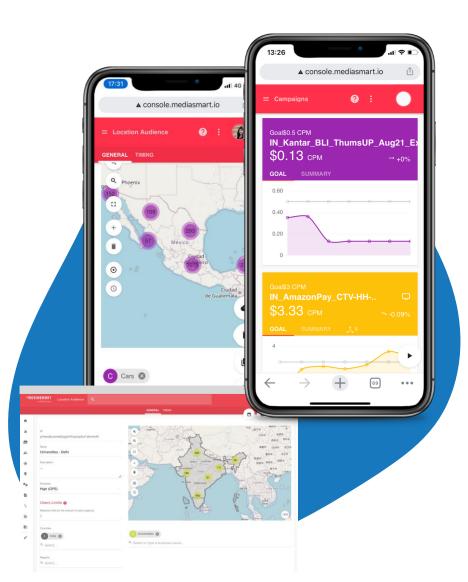


(Mediasmart)



Integrated Online & Offline Worlds







Geofenced campaigns with high precision



Drive to Store with Incremental Metrics



Free POI discovery tool



Premium dashboard and heatmaps



Location-based audiences and insights

Location Based Audiences & Insights

EXAMPLE





DISCOVER INSIGHTS ABOUT YOUR CUSTOMERS OR VISITORS

30% ALSO VISITED COMPETITOR 1, 46% ALSO VISITED COMPETITOR 2, 7% DOWNLOADED YOUR APP YESTERDAY AND 60% USED YOUR APP IN THE LAST 10 DAYS

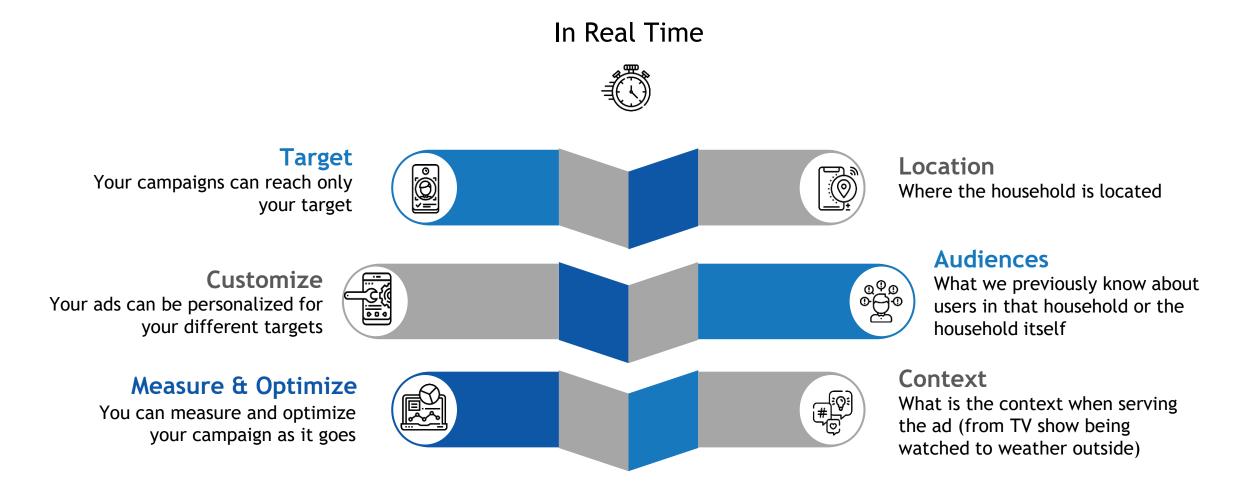
Integrating Consumer Journeys on Connected Devices affle



Connected TV specifically refers to televisions that have access to an internet connection and can load or stream digital content



Leveraging Programmatic Methodology



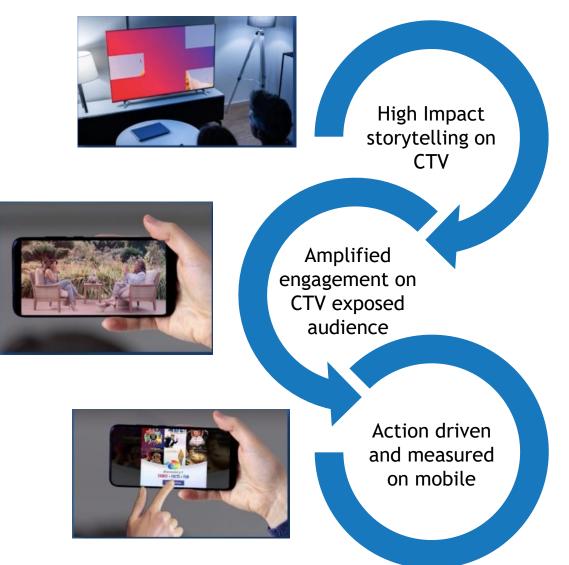
48

Building Engagement & Driving Conversions with Household Sync

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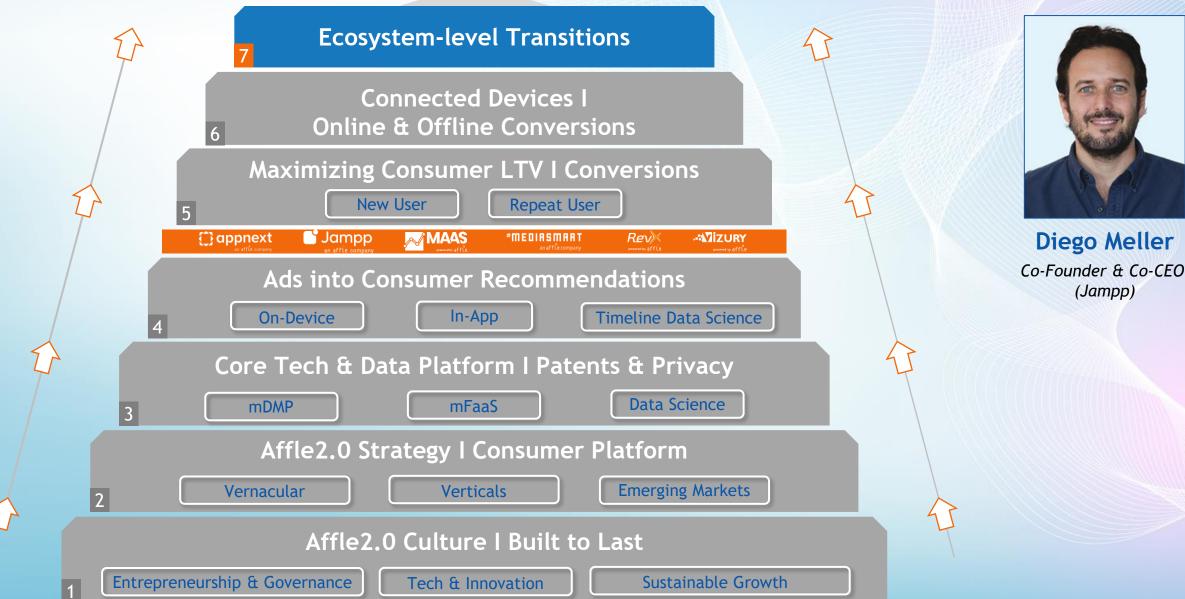


Retarget the users who saw your ad on CTV on any other connected device within the household, within a certain timeframe after they have seen the ad on the big screen



Affle2.0 Consumer Platform Stack





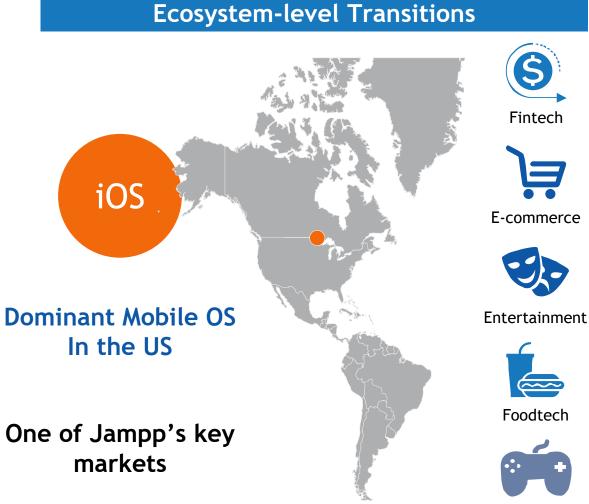
Creating Growth Opportunities in Transitions

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Joining Forces with Affle

affle

an affle company



Gaming

What changed when Apple released iOS 14.5?

"Pal About" Would like permission to track you across apps and websites owned by other companies. Your data will be used to deliver personalized ads to you.

Allow Tracking

Ask App Not to Track

All apps in iOS 14.5 are now forced to ask for permission from the user to store and use Apple's Identifier for Advertisers (IDFA) for tracking purposes (the same way they ask permission for notifications, location, camera, etc.)

With the change, Apple introduced SKAN, an ad network API to help advertisers measure the success of ad campaigns while maintaining user privacy

ADWEEK

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MOBILE MARKETING

When Apple's IDFA Changes Hit 'Nobody Really Knows' What To Expect

Mobile advertising sector stares into the abyss as privacy changes loom



Delivering Conversions across Mobile Platforms

Jampp an affle company **100% Programmatic** Jampp's proprietary DSP technology connects directly to all major programmatic exchanges 9 **Outcome Driven** Our algorithms bid on ad impressions that are more likely to lead to a

conversion

Privacy Compliant

Our iOS product is fully compliant and an early adopter of Apple's SKAN framework

Full Funnel

Focused on New User and Repeat User Conversions

Thriving in the New Environment





+10X

Increase in SKAN generated conversions (growth since June)

Rapidly Growing Product

Jampp's SKAN product has been growing very rapidly since the launch and has been winning consistent customer and industry recognition



41%

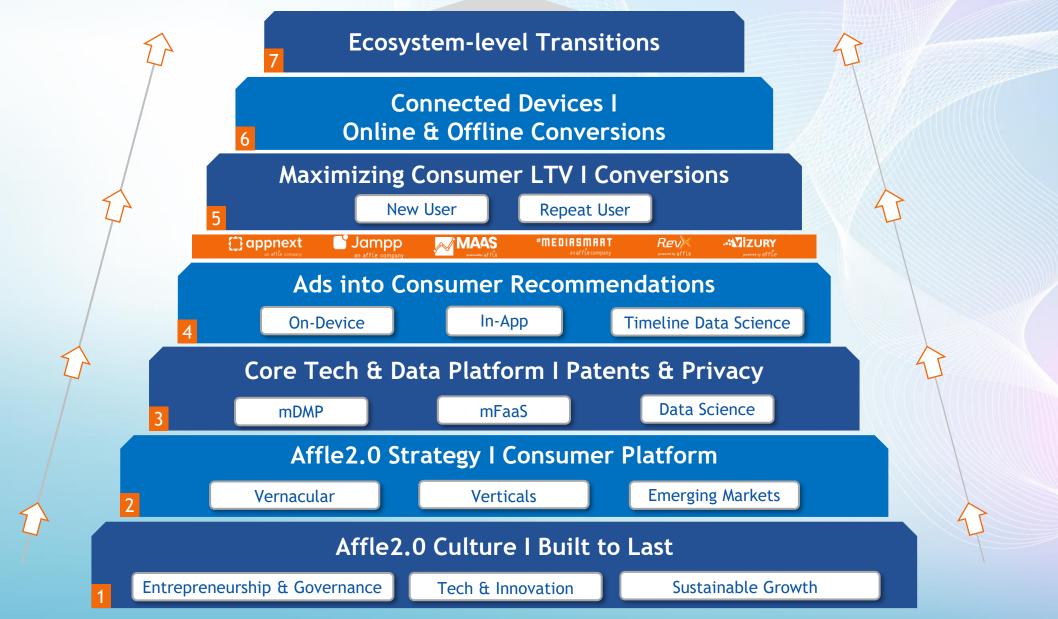
More efficient conversions in SKAN campaigns (vs. Android) thus generating much greater campaign ROI

50%

More efficient conversions in SKAN campaigns (vs. IDFA-only) thus generating much greater campaign ROI



Affle2.0 Consumer Platform Stack



Q&A Session - 2

Participants who wish to ask questions can share their queries over the text through the Q&A window, for our team to address them







POWERING

NEXT

THE CONNECT

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Investor Relations Contact investor.relations@affle.com