



BEAMS FINTECH FUND

Grow With  VentureCatalysts

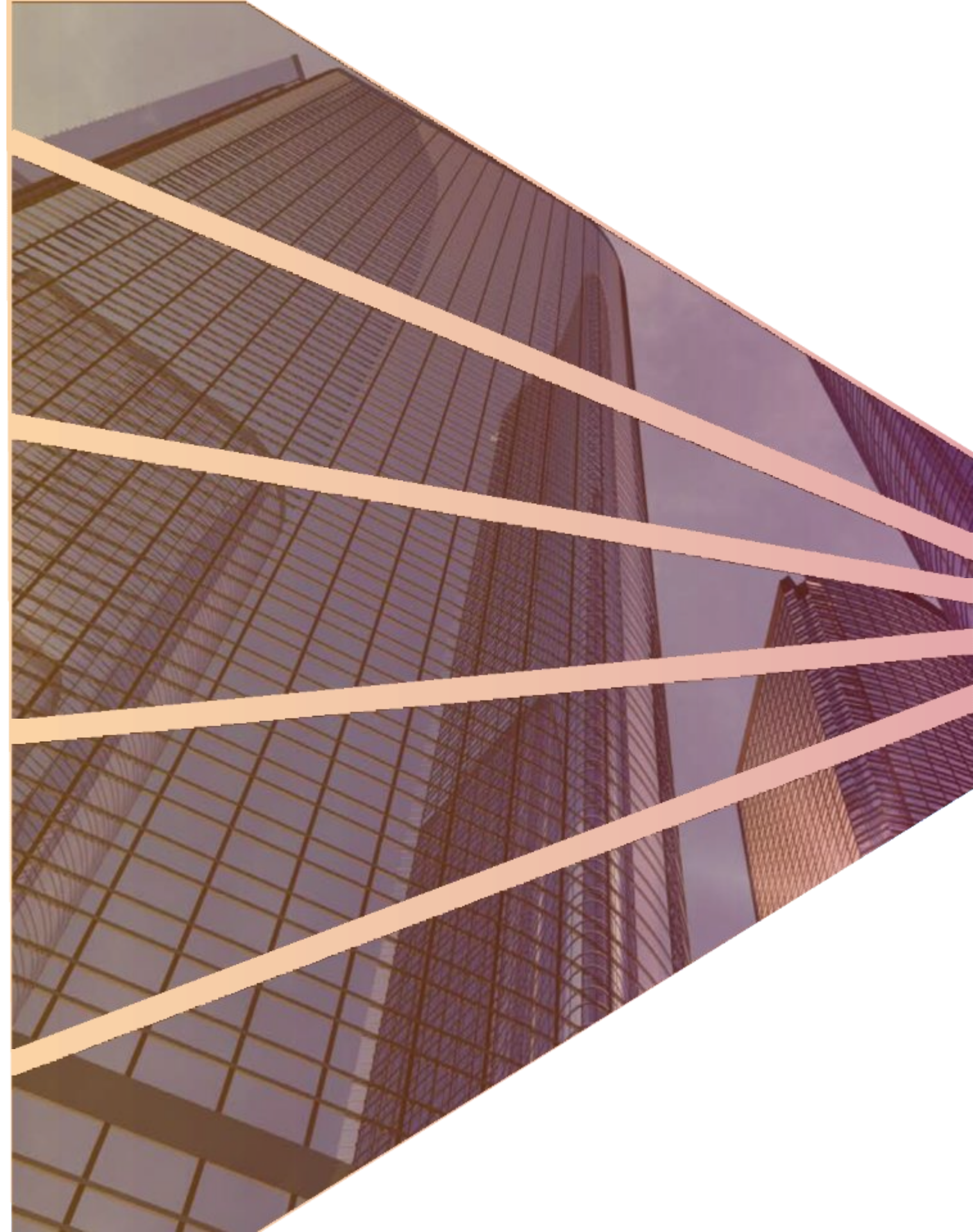
BEAMS FINTECH FUND

First Growth Stage Fintech Fund

Creating Market Leaders of Fintech
Revolution in **India**

www.beams.vc

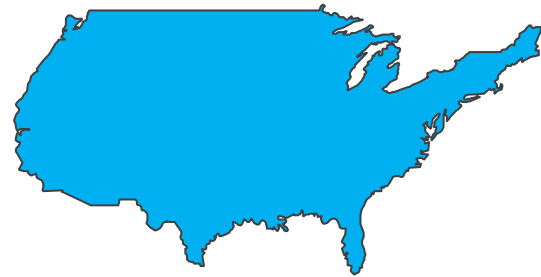
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**In the short run, the market is a
voting machine but in the long run,
it is a weighing machine.**

--Benjamin Graham

United States



~\$8 Tn

Financial Services Market Cap

33%

FS Market Cap as a percentage of GDP

6%

Growth in Financial Services 2021-2026

India



~\$0.75 Tn

Financial Services Market Cap

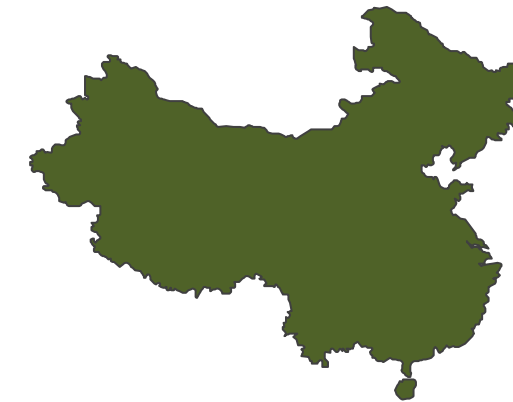
28%

FS Market Cap as a percentage of GDP

12%

Growth in Financial Services 2021-2026

China



~\$4.5 Tn

Financial Services Market Cap

25%

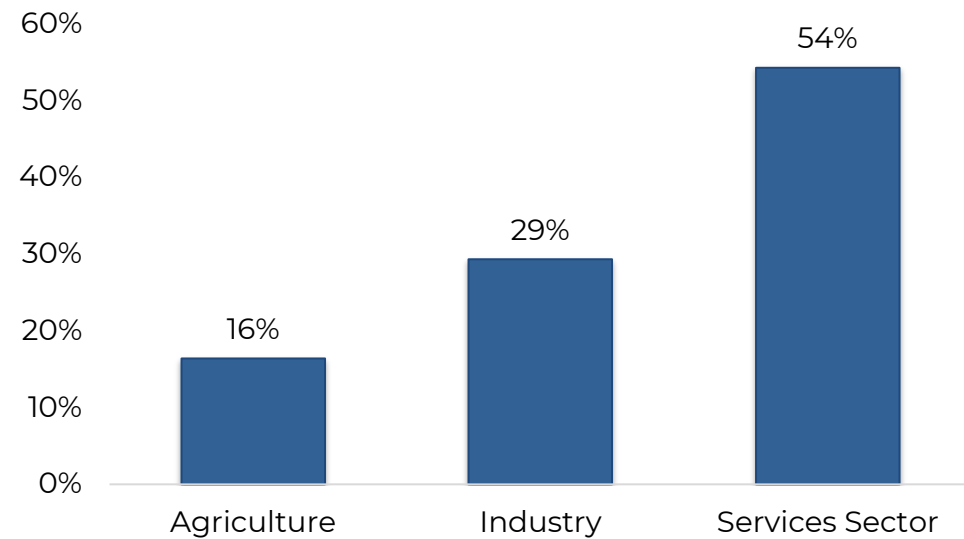
FS Market Cap as a percentage of GDP

10%

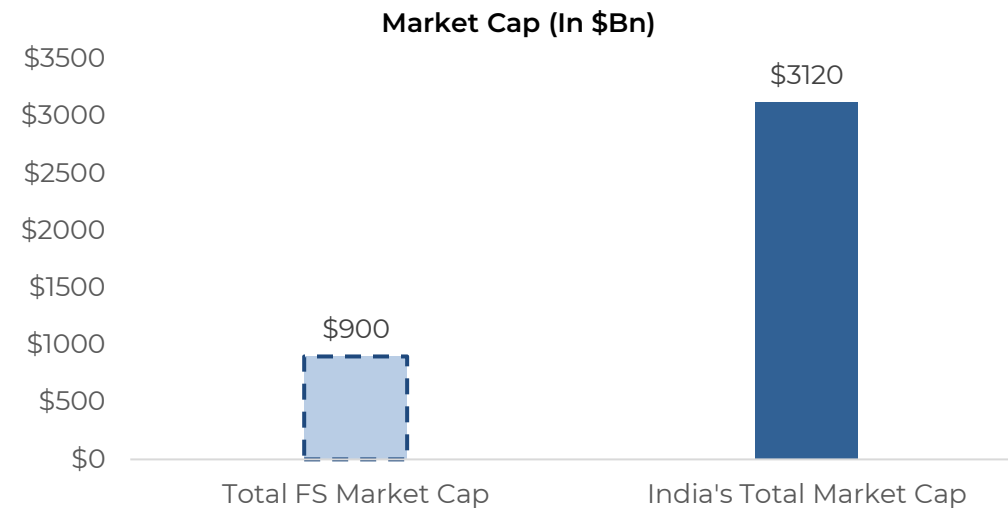
Growth in Financial Services 2021-2026

FINANCIAL SERVICES SPACE HAS BEEN A MAJOR CONTRIBUTOR TO THE INDIAN ECONOMY...

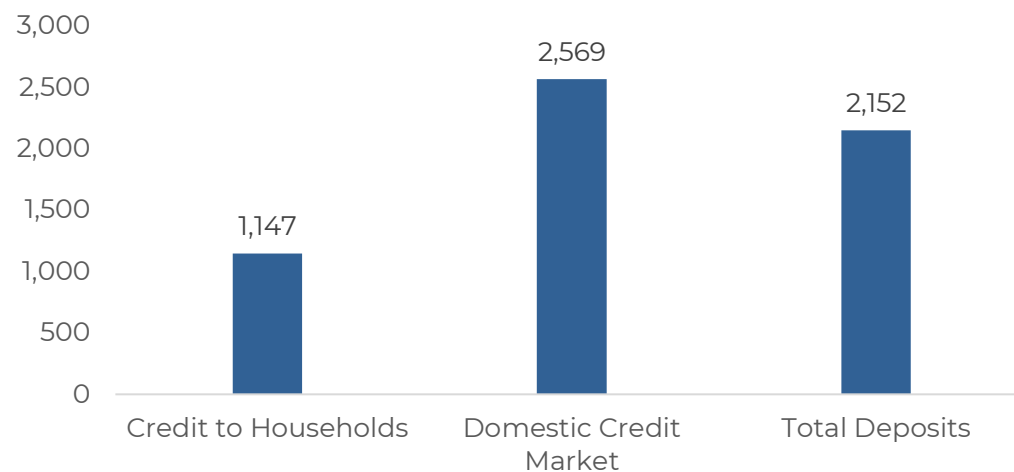
FS space contributes more than 30% of India's GDP Directly & Indirectly



FS Contributes 28% to India's \$3.1 trn listed Market Capitalization



India has a \$2.6 trn Credit market & \$2.1 trn Deposits Market



FS Space has 24,000+ operating Companies

Segments	Number of Companies
Banks (Private, Local, SFBs, Public, Rural Regional and Foreign, Urban Co-operative Banks)	1,682
Systematically Important NBFCs	275
Total Number of NBFCs (ND)	~9,500
Fintech Companies	~7,460
Insurance, Mutual Fund, AMCs, Wealth Management Companies etc.	~5000-6000
Total	~24,000

~22 million Indians are employed in Financial Services

~840 Mn+ Bank Accounts in India

INDIAN FINANCIAL SERVICES IS NOT A WINNER TAKE ALL MARKET – WITH MULTIPLE PLAYERS THRIVING

SOME PROMINENT PLAYERS

OTHER THRIVING PLAYERS

Banks

...more than 9 PSU Banks, 16 Private Bank and 1600+ others(SFBs, payment banks and UCBs)

NBFCs

...270+ more Systematically Important NBFCs and 9,500+ other NBFCs

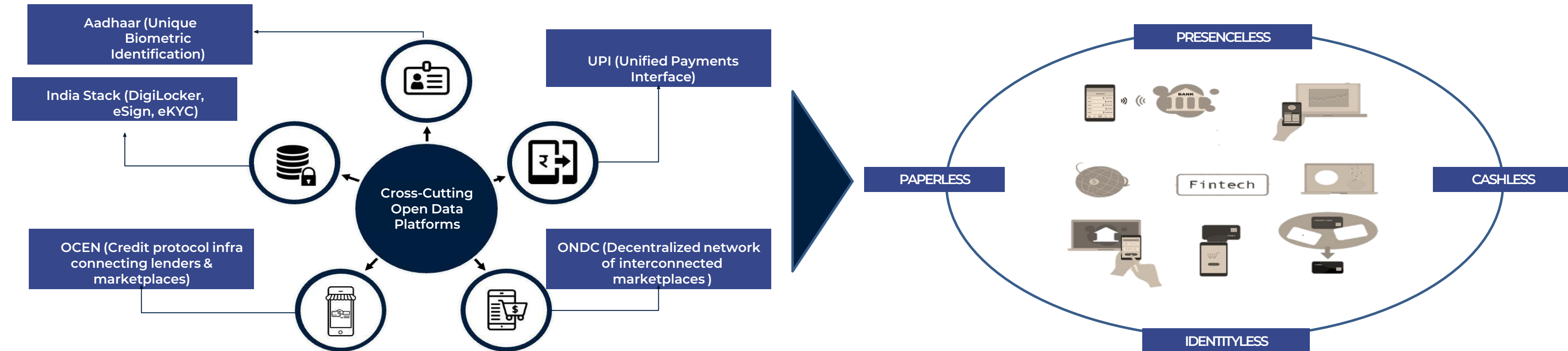
Insurance

...more than 50 life and non-life Insurers, 500+ brokers and 2.45+Mn agents

Broking and Wealth Management

...more than 40+ more AMC/MFs and 5,000+ SEBI registered brokers

THE ADVENT OF INTERNET, TECHNOLOGY ADOPTION, DATA FOOTPRINT & GOVERNMENT INITIATIVES & COVID HAVE CHANGED THE WAY PEOPLE AVAIL BANKING & FINANCIAL SERVICES IN INDIA...



INDIA HAS BECOME A MOBILE FIRST ECONOMY

Macros continue to be the Driving force behind digital adoption in India across Industries

Growing Per Capita Income & Consumption



Growing Middle Class, 100 Mn+ Households



Young Population, 40% below 30



Urbanization of Tier 2 & 3 cities



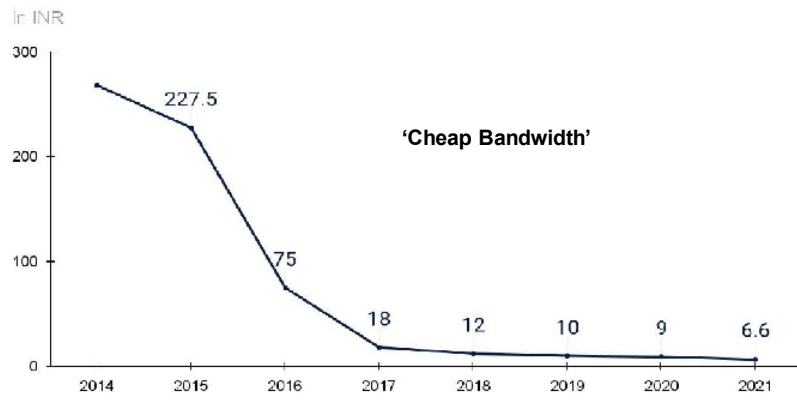
Next Billion Smartphone Users



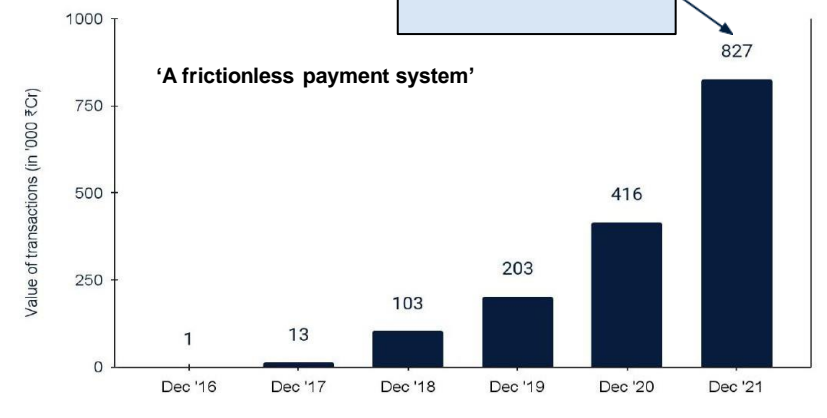
82% of all Internet Traffic in India is on Mobile

The growing digital ecosystem has caused a shift in purchasing behavior towards online transactions...

Cost of 1GB of data in India

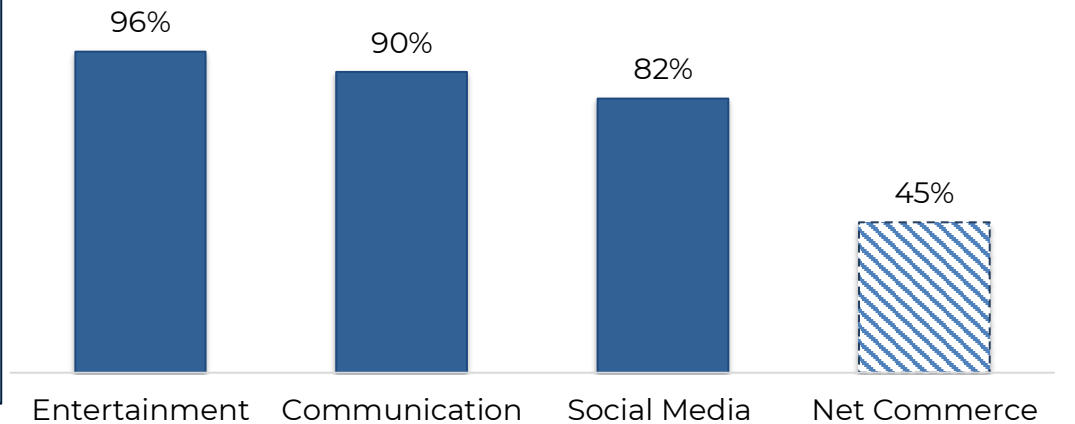


UPI Growth

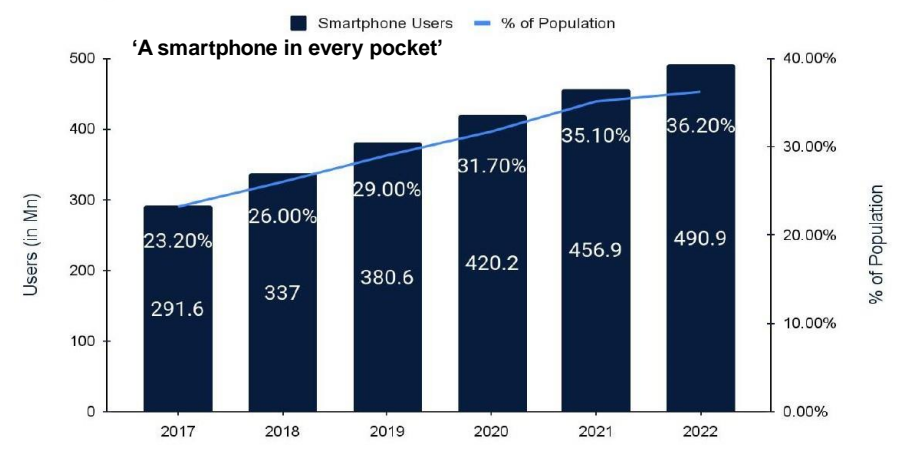


Average Internet Users activity

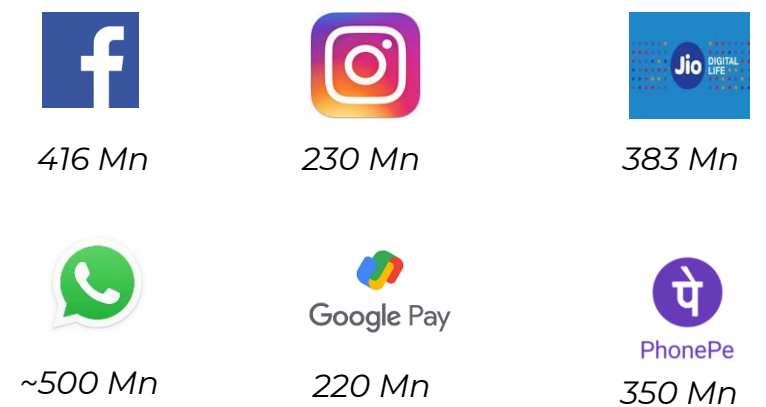
45% percent of Average Internet Users for engaging in some kind of online transaction



Smartphone Users in India

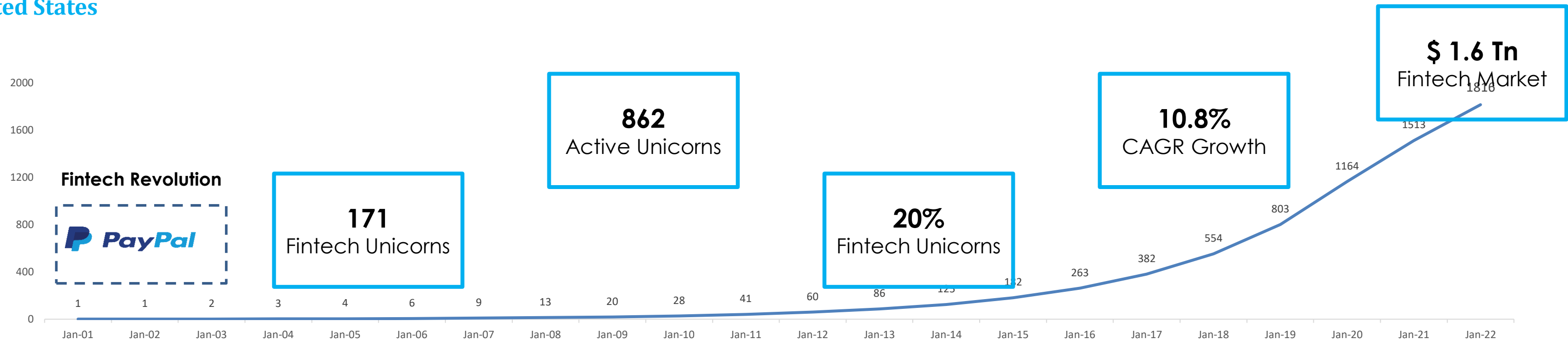


User base on Popular Apps



FINTECHS: MAXIMUM UNICORNS IN TECH SPACE & ~1/3rd MARKET SHARE www.beams.vc

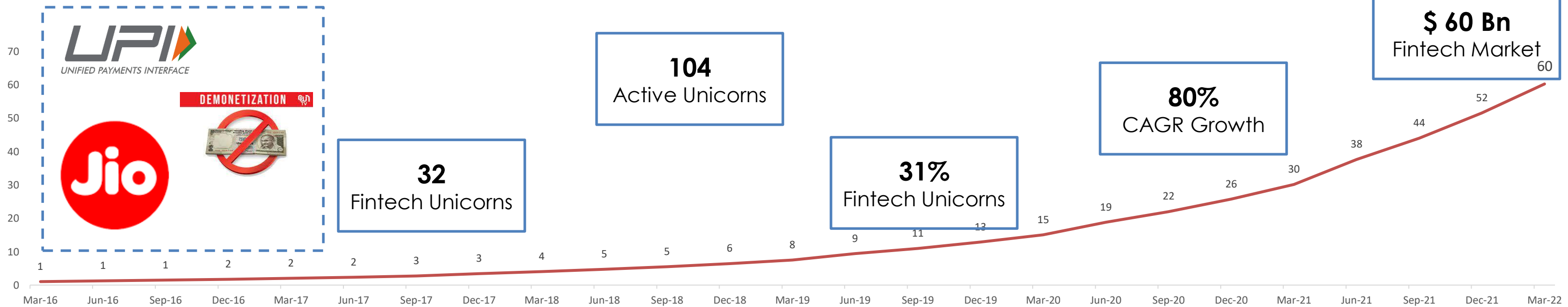
United States



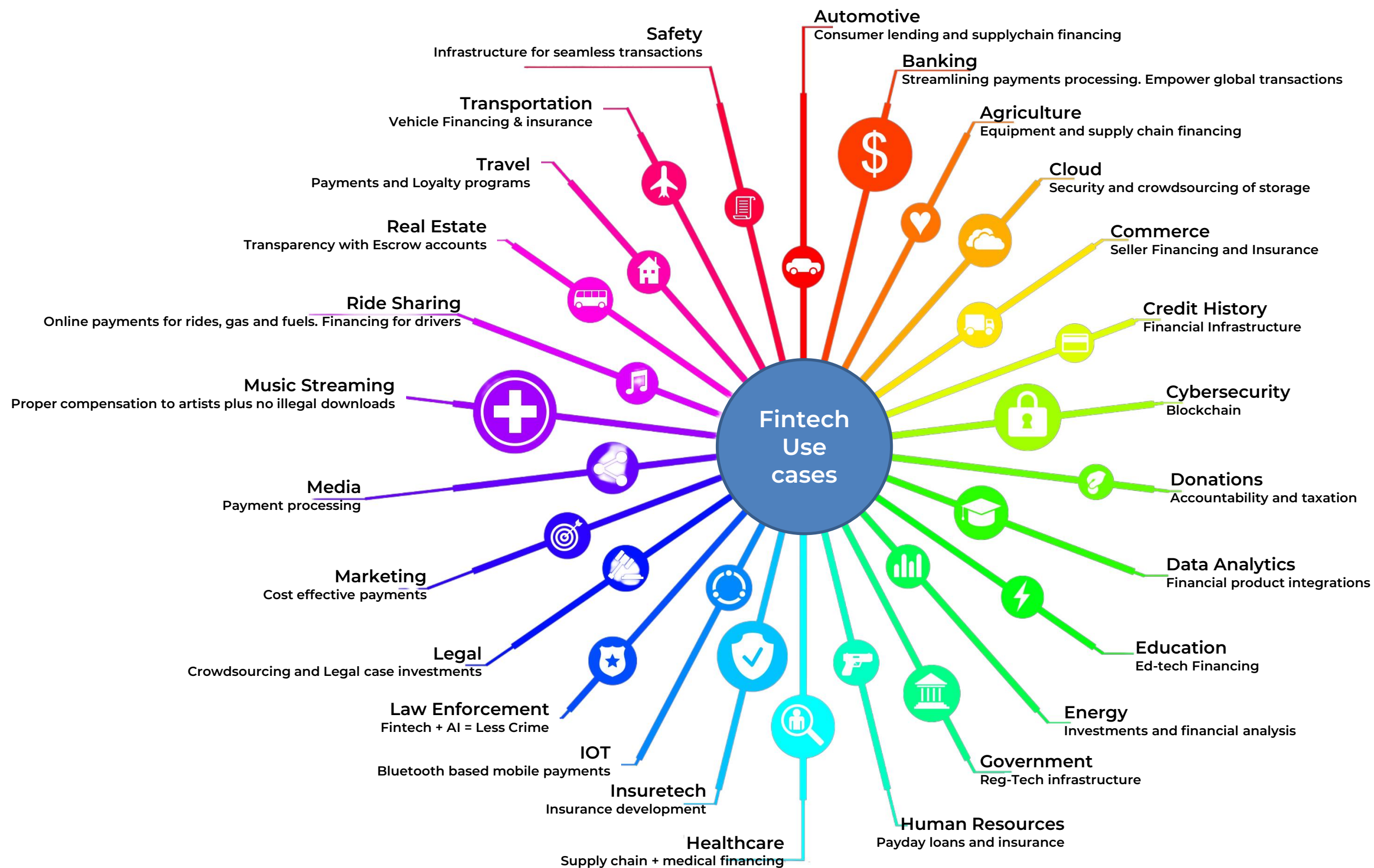
India

Inflection Point in Indian Financial Services

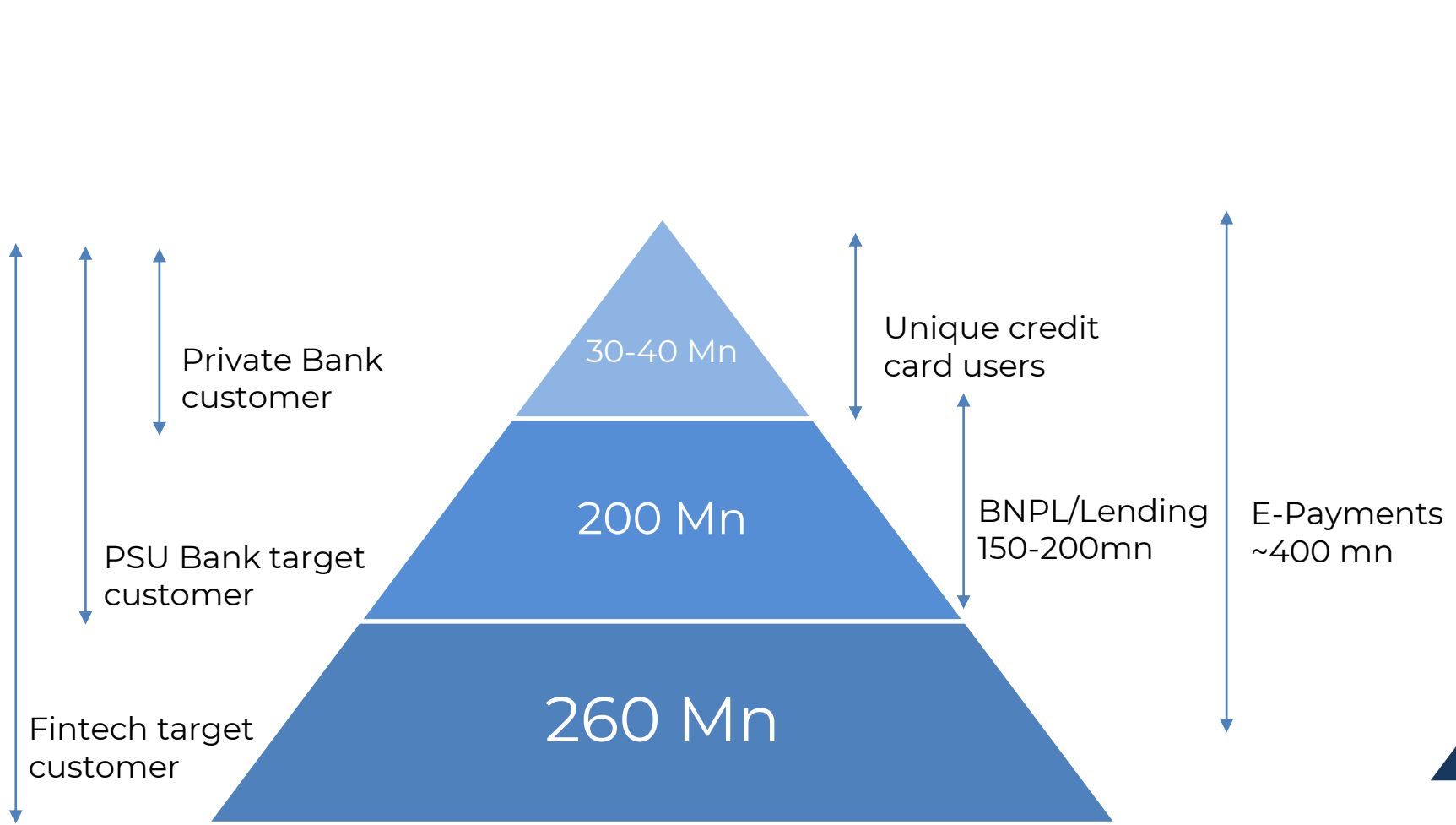
Fintech Revolution : Digital Payments



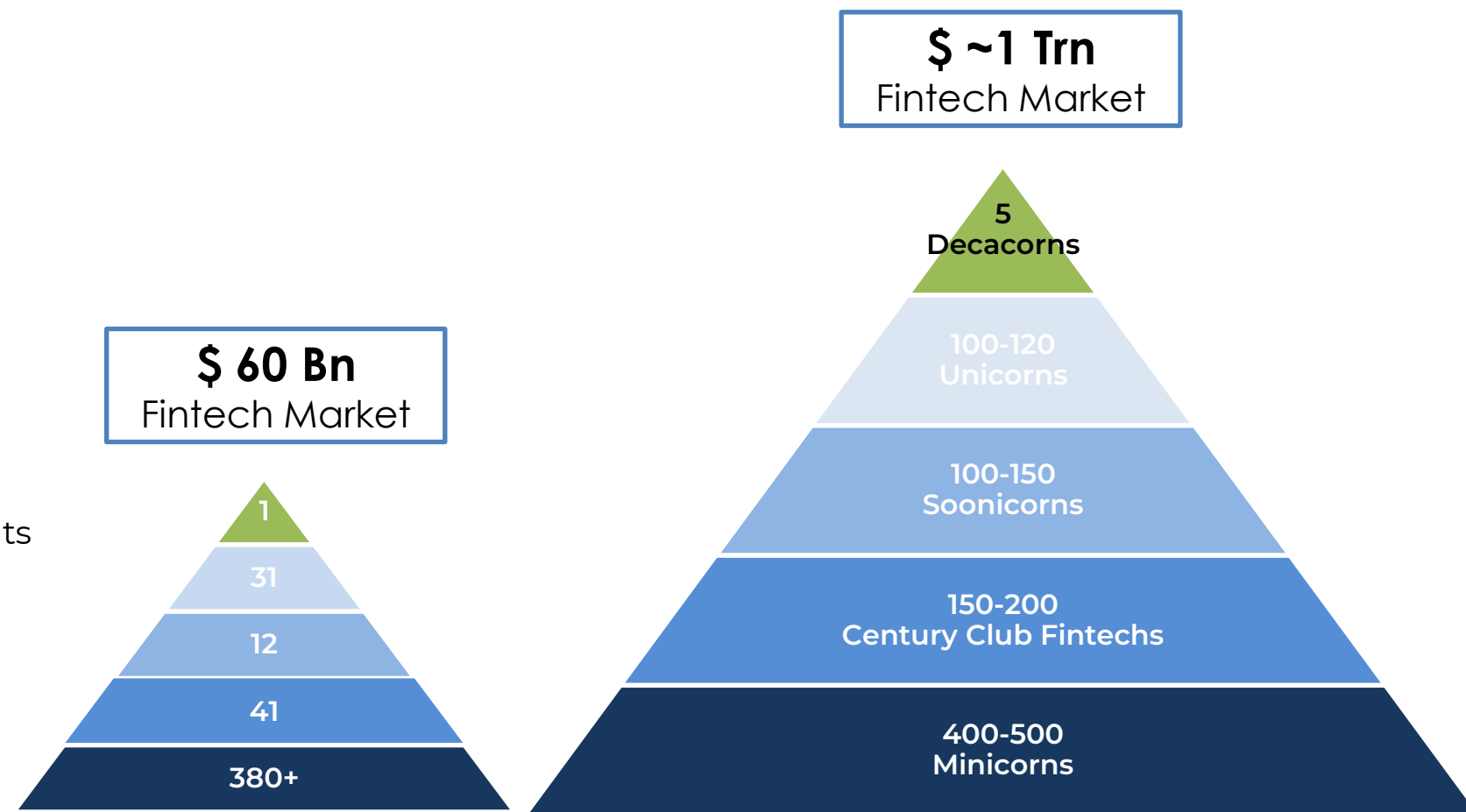
FINTECH CUTS ACROSS MULTIPLE SECTORS



INDIA WILL BE THE LARGEST FINTECH MARKET BY 2030 – DRIVEN BY FINANCIAL INCLUSION OF UNDERSERVED SEGMENTS



Underserved Consumers for the Indian Fintech Space



The Opportunity: 2021-2030
~4 New Decacorns over next few years

LEADING TO CREATION OF SEVERAL UNICORNS/DECACORNS & M&A's www.beams.vc IN THE FINTECH SPACE IN INDIA ..\$60 Bn VALUE CREATION

Source: Tracxn, Transactions>\$25Mn only shown

~10% of the World Fintech Unicorns are from India & 31% of Indian Unicorns from Fintech Space

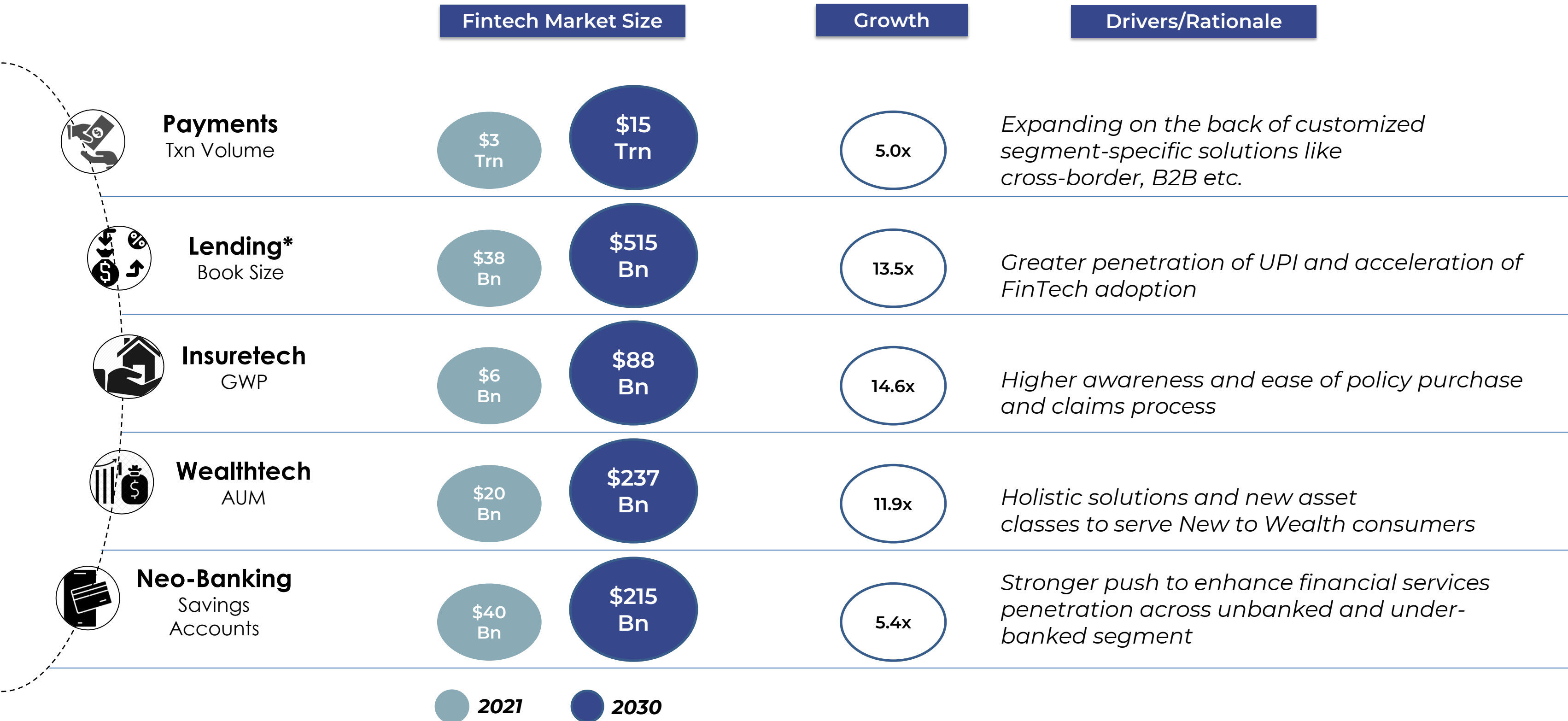


We expect at least 50+ start-up unicorns to emerge from the Fintech segment over the next decade - which will significantly add to the vibrancy of the Fintech ecosystem and robust M&A activity aiding exits

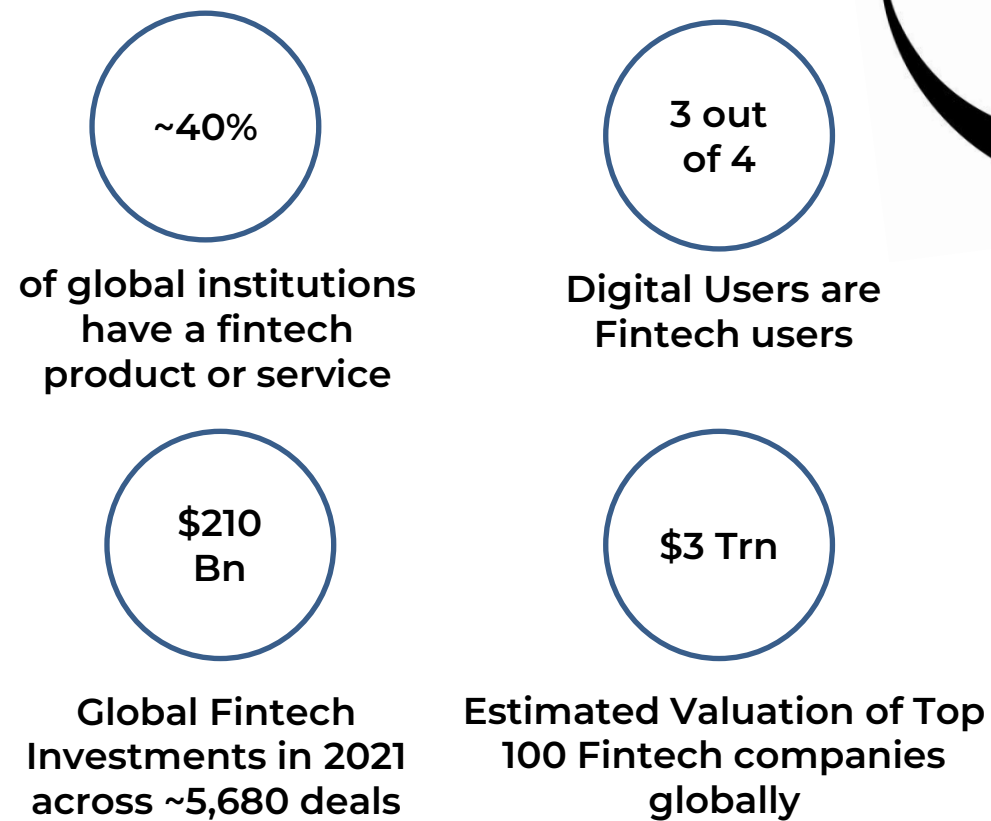
Fintech & FS Target	Amount	Fintech Acquirer
FreeCharge	\$400 Mn	Snapdeal
PaySense	\$185 Mn	Naspers backed PAYU
CitrusPay	\$130 Mn	Naspers backed PAYU
FreeCharge	\$340 Mn	Snapdeal
Sharekhan	\$320 Mn	Bnp Paribas
StarHealth	\$930 Mn	PE Consortium
ItzCash	\$124 Mn	Ebix Inc
Centrum Forex	\$180 Mn	Ebix Inc
Chaitanya Rural MFI	\$100 Mn	Navi Tech
Qwicksilver	\$110 Mn	PineLabs
TechProcess Payment	\$86 Mn	Ingenico
Loylty Rewardz	\$40 Mn	BillDesk
Simility	\$120 Mn	Paypal
Avail Finance	\$40 Mn	Ola
IndiaBulls	\$25 Mn	Groww
Raheja QBE	\$76 Mn	Paytm
Karza	\$75 Mn	Perfios
Ezetap	\$200 Mn	Razorpay
Happay	\$180 Mn	Cred
Payswiff	\$61 Mn	Capital Float
Wibmo	\$70 Mn	PayU
Mosambee	\$100 Mn	Pine Labs
Qbera, Klarity, Mitraz, CardPay, Goalwise, Karvy, GetmeaShop	Undisclosed	Cred, Eduvanz, InCred, Scripbox, Infibeams, ClearTax, Instamojo, Niyo
Total	\$3.7 Bn	

Fintech is one of the few Tech Spaces in India with a total of ~\$3.7bn+ M&As in the past decade, we expect M&As to increase from existing Fintech & Non-Fintech Unicorns looking to expand & diversify

INDIA'S FINTECH SUB-SECTORS ARE EXPECTED TO GROW AT 5x-15x BETWEEN 2021 AND 2030



Global Trends in favor of fintech



Global Fintechs have achieved sizeable valuations.

\$103 Billion	
\$74 Billion	
\$70 Billion	
\$25 Billion	
\$7 Billion	Klarna.

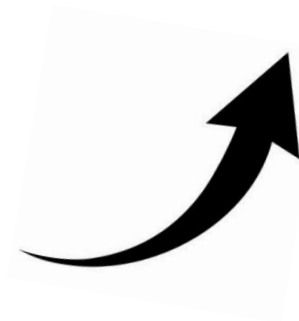
Indian Fintechs are now catching up

\$7.5 Billion	
\$5.0 Billion	
\$4.0 Billion	
\$3.5 Billion	
\$2.8 Billion	

INDIA'S FINTECH RETURNS IN GROWTH STAGE VS. GLOBAL FINTECH RETURNS

Global Fintech VC Returns
2009-2022

Entry Round	Total Returns
Series A	5.0x
Series B	2.9x
Series C	2.7x
Series D	1.5x

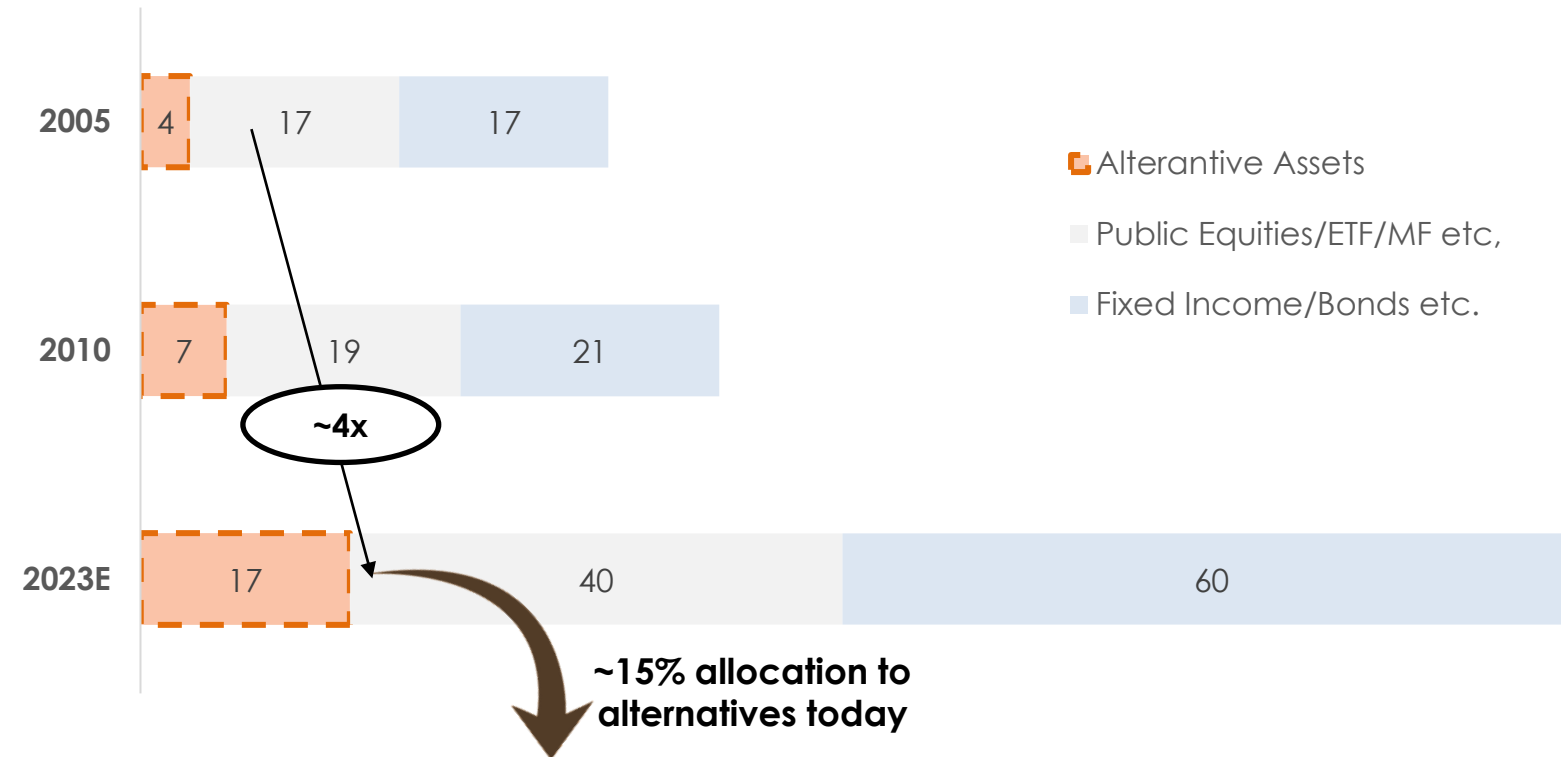


India Fintech Unicorns
Series B & C Performance (till date)

Entry Round	Total Returns
Series B	20.6x
Series C	6.6x

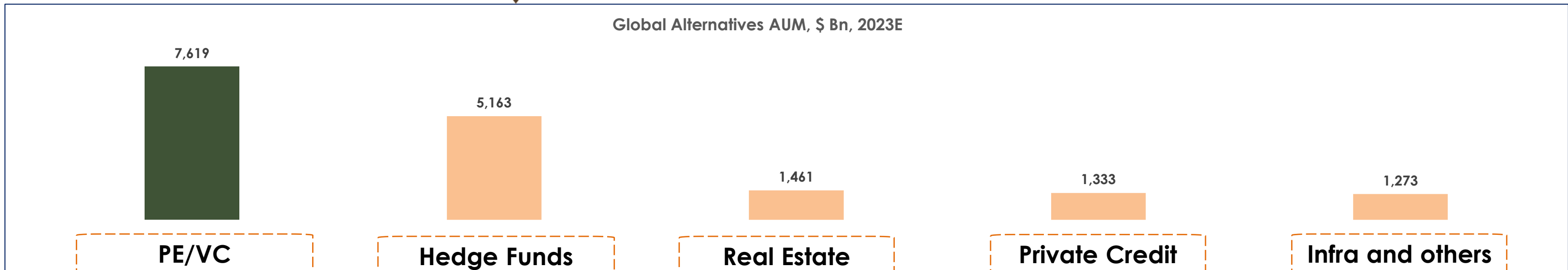
GLOBAL ALTERNATIVE ASSETS IS A \$12 TRN MARKET TODAY WITH PE/VC BEING THE MOST PREFERRED ASSET CLASS

Global Asset Management Industry, AUM \$ Trn

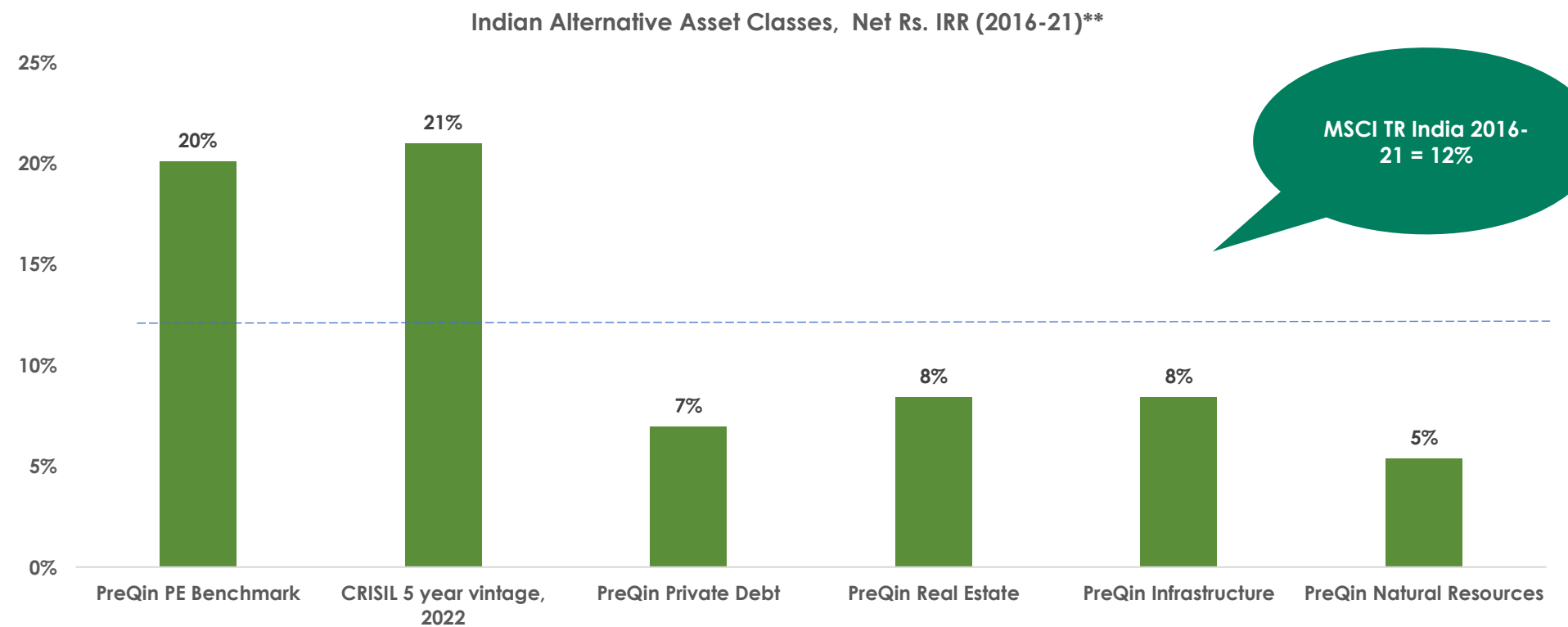
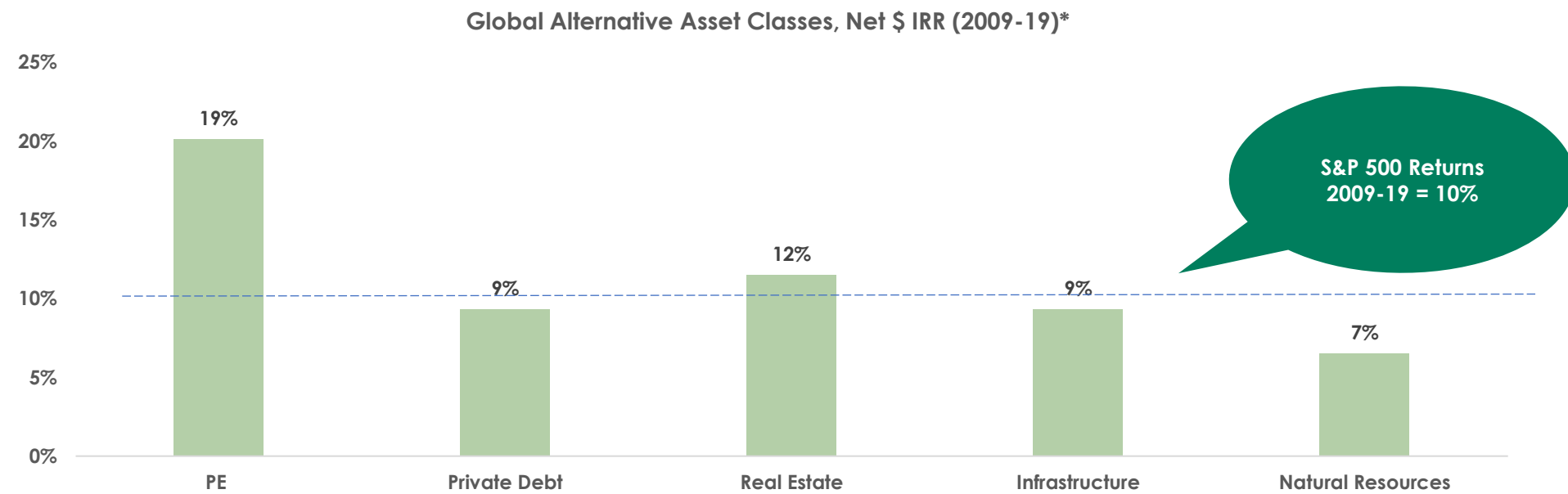


Alternatives allocation has grown 4x since 2005

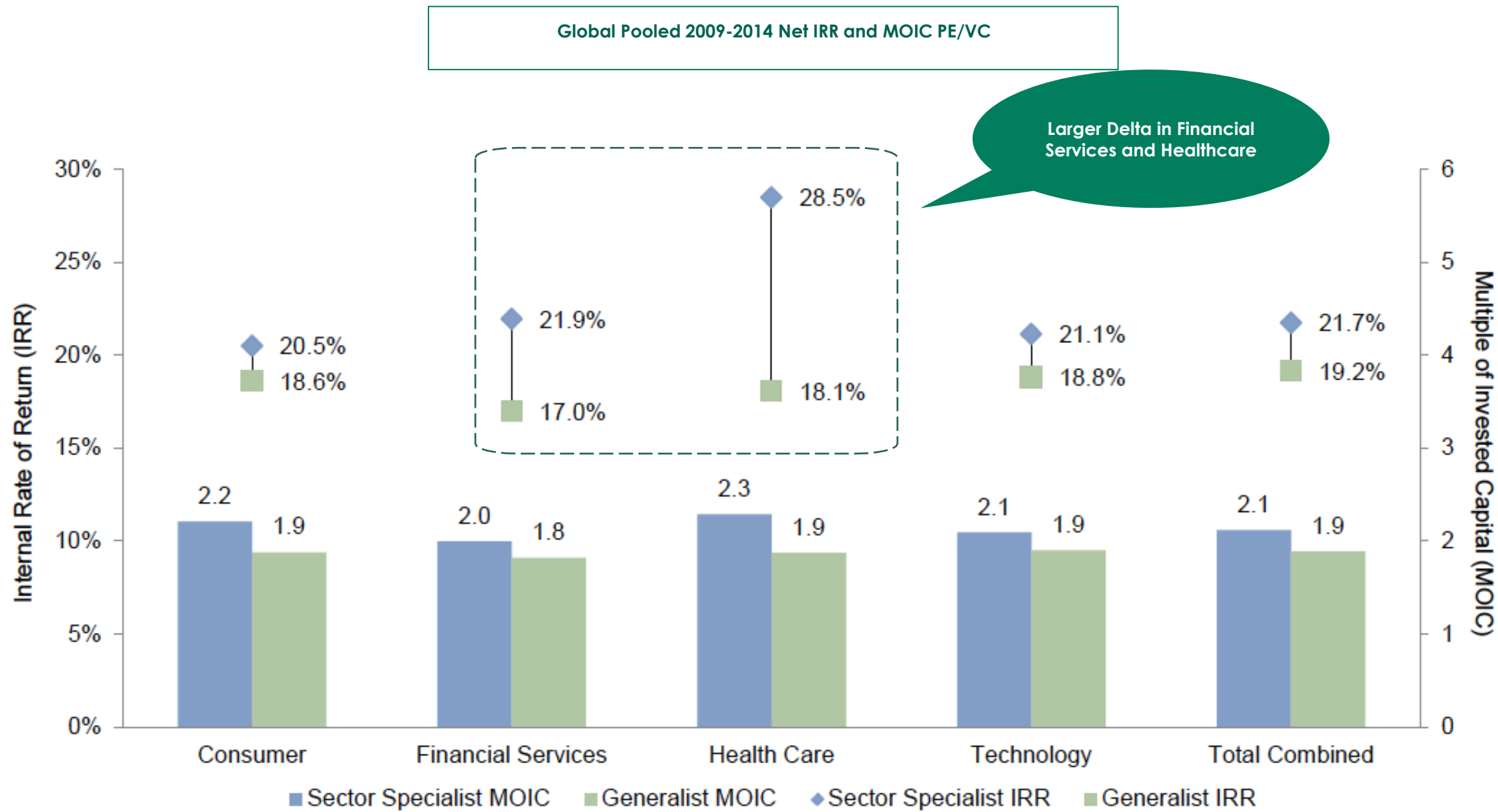
Global Alternatives AUM, \$ Bn, 2023E



HIGHEST RETURN ASSET CLASS GLOBALLY AND IN INDIA



SECTOR FOCUSED FUND STRATEGIES GLOBALLY HAVE EXCEEDED GENERALIST FUNDS



Reasons of relative success

- Access to high-quality deals, with sector focused brands
- Dedicated team with sector experience for operational support
- Sectors like FS, Healthcare require nuanced diligence as compared Consumer, Tech.

BEAMS POSITIONING VS OTHERS IN MARKET

Fintech Focused



Sector Agnostic



Early Stage (Seed to Series A)
Cheque Size (INR 1- 10 Crores)

Growth Stage (Series B, C)
Cheque Size (INR 30 - 50 Crores)

Late Stage (Series D and beyond)
Cheque Size (INR 100 -300 Crores)

DEPLOYMENT STRATEGY – 12 Investments

\$120 Mn Fund

(~₹900 cr)

First Growth Stage Fintech Fund for India

\$12 Mn (~₹90 Cr) Green Shoe Option

2nd Fund

by Venture Catalysts

80:20 Portfolio Investment

Unique Strategy

~5% of Fund

GP Commitment

	Growth Stage (80%)	Opportunistic (20%)
	Growth (Series B, C)	Late Stage
No. of Deals	10-12	2-3
Portfolio Weight	80%	20%
Average First Investment	\$5-6 Mn	\$5-6 Mn
Average Follow on Investment	\$3-4 Mn	NA
Average Holding Period	4-5 Years	2-3 Years
Enterprise Value Range	\$100-500 Mn*	Pre-IPO/Secondary
Exit Multiple	4-5x	2-2.5x

Focused Investment Strategy

Concentrated portfolio of 10-12 investments

Ability to Provide Capital Across Rounds

* Select investments can be outside the range depending on market movements

STRONG SELECTION CRITERION FOR INVESTMENTS



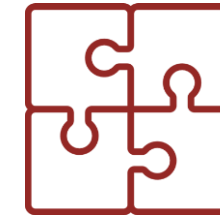
Series A+ Onwards
Growth Stage



\$ 8-10M
Minimum ARR



Strong Management and Founding Team



Product Market Fit Achieved



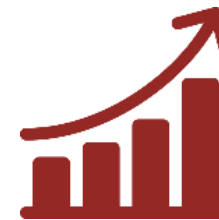
Strong MOATS



Robust Tech Stack



Supply Chain Dominance
Bargaining Power with Buyers & Suppliers



High Operating Leverage Business



Low Regulatory Risks



Category Leader



Positive Market Feedback & Ecosystem Validation



2-3 Rounds of Capita Raised from Marquee Investors



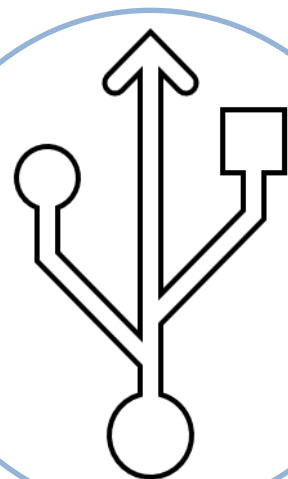
Clear Exit Path





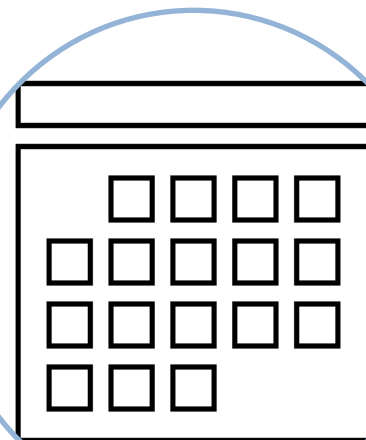
Embedded Financial Services

B2B SaaS
HealthTech
EdTech
AgriTech
B2B Commerce
Logistics



New Products/Technology for BFSI

Collections
Recons
Subscriptions
EKYC/Fraud
Compliance
API Infra



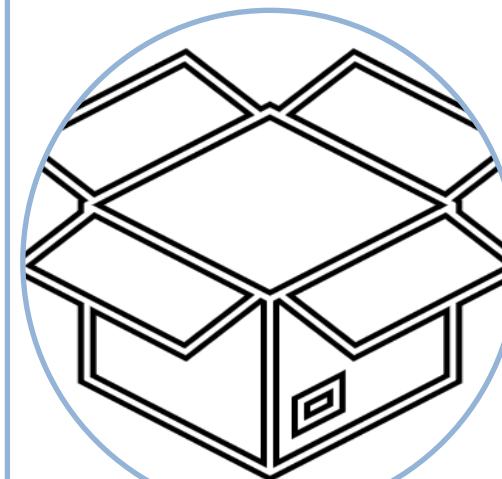
New Products/Technology Disruptors

Payments
Lending
Insurance
Wealth
Cards
Alternative Assets



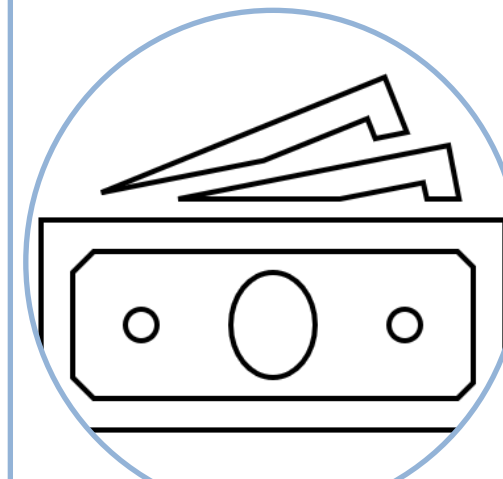
Software For the World/Enterprises

Global Payments
Remittances
Accounting
Trade Finance
Expense Management
Fraud protection
Networks



Open Banking & Neo Banking

Women
Teens
Millennials
MSMEs
Start-ups
BAAS

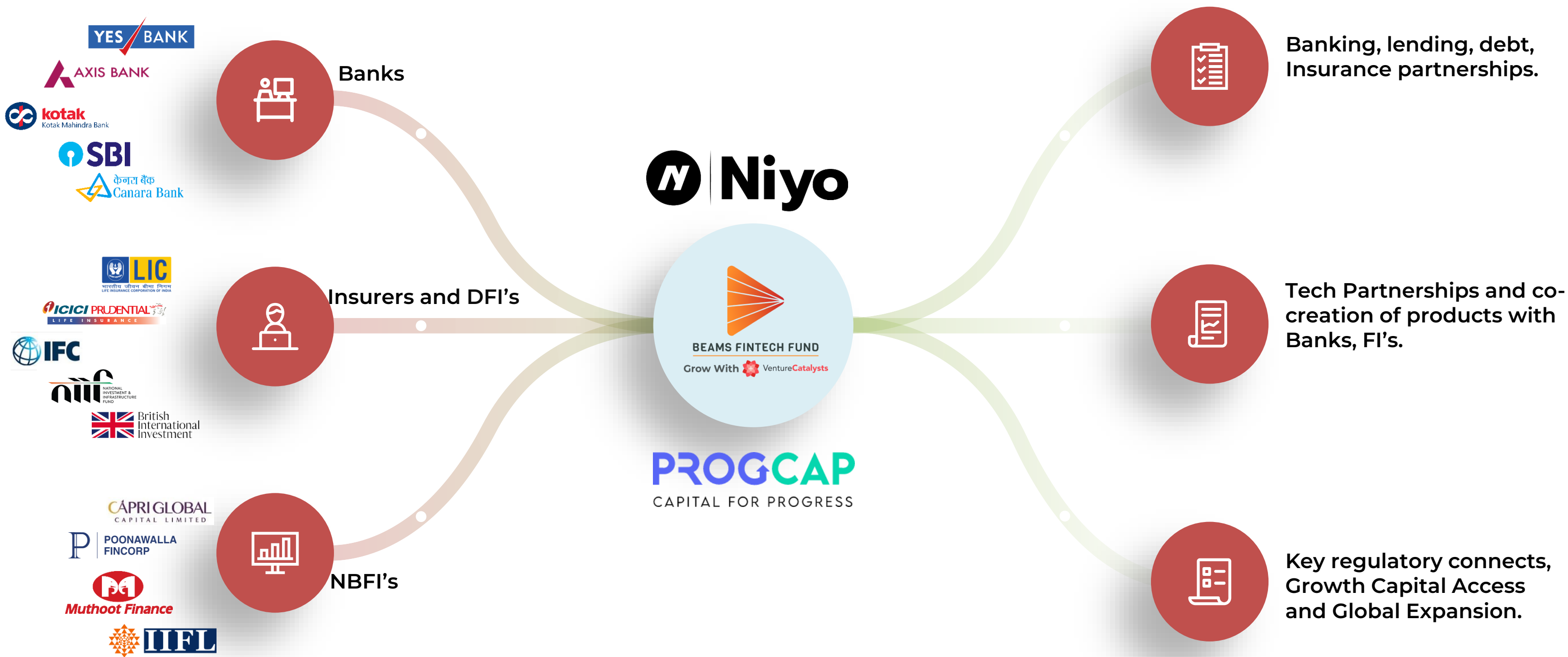


Digital Financial Inclusion

EWS
Blue Collar
Gig Economy
Micro Enterprises
IFAs
Agri

SHORTLISTED OVER 150+ COMPANIES

Partners have Deep Investing Experience across the Themes



Regulatory and Government Support



Extended Co-founder Support

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Thank You
