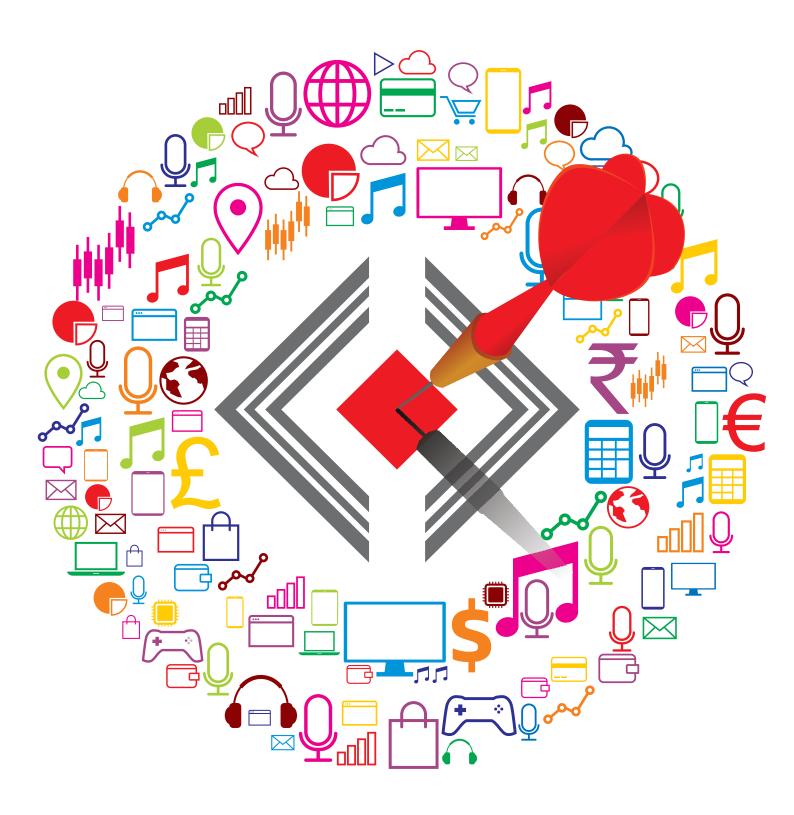
BRIEF BUSINESS PROFILE





AIRAN LIMITED



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SAFE HARBOUR

www.airanlimited.com

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AIRAN AT A GLANCE



OUR MISSION

Exemplify Support through Consistent Innovation



OUR VISION

To become the Most Trusted and Preferred IT and IT enabled Service Provider Globally

AIRAN LIMITED

Head QuartersAhmedabad,
India

COMMITMENT

SPEED

INTEGRITY

OUR VALUES

3

REVERENCE

PASSION

SEAMLESSNESS

INFORMATION SECURITY

Morldwide Areaence

Listed on:



National Stock Exchange of India Limited



COMPETITIVE ADVANTAGES



In-house Technology and Software Department



Vast Network of Resources



Research & Development Facility



Widespread Field Presence



Strategic Relationships with Numerous Banks, Telecom Providers and MNCs



Experienced and Talented Management



Customised and State-of-the-art Infrastructure



MAJOR LANDMARKS OVER THE YEARS

- Undertook Magnetic Ink Character Recognition (MICR) Clearing operations for various banks like Barclays Bank, Bank of America, HSBC, RBS, ICICI Bank, IDBI Bank, IndusInd Bank, HDFC Bank etc.
- Started CMS activities for multiple clients.

2006 to 2010

Appointed as the exclusive coordinator for Standard Chartered Bank, Deutsche Bank and other banks across Gujarat and Rajasthan.

Started Field Operations for Citibank, Processing of Utility Payments, Cash Management Services (CMS).

Progressed into a State-Level Service Provider by opening offices across Gujarat.

2001 to 2005

- The first-generation entrepreneur and our M.D. Mr. Sandeep Agrawal began his journey in the IT field before the World Wide Web was invented, under a proprietorship firm named Arrow Computer Systems (ACS).
- Solutions for IPO Processing and Clearing Processing Activities were provided to Punjab National Bank and other Public Sector Banks in Ahmedabad.

1990 to 1994



- ACS was converted into Airan Consultants Private Limited.
- IPO Applications Processing, Manual Clearing, Data Management and Reconciliation Services were provided to UTI Bank, HDFC Bank, IDBI Bank, and Citibank at a District Level.

- Developed form a State-Level into a National-Level service provider.
- Implemented New Technology of CTS (Cheque Truncation System) for clients with in-house software and geography expansion.
- Started end to end processing of CAF (Customer Application Form) for known telecom companies across Gujarat.
- Started e-Stamping services for Govt. of Rajasthan, Document Warehousing services for GTPL from own Warehouse premises, Address/Credit Verification activity for Telecom and Banking clients.
- Expanded Gujarat network to 29 own offices.



2021

- Airan Limited became the sole service partner of Standard Chartered Bank in India.
- Recognised by the Joint Secretary of India as Covid-19 Warriors and appreciated for providing complete suite of financial services throughout the pandemic.
- Began operations in Thailand and UAE.
- Airan Foundation organized a vaccination drive via vaccination camps.
- Achieved 100% Covid-19 Vaccination across all Airan Family.

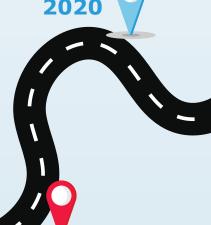
- The name Airan Consultants Private Limited was changed to Airan Limited.

 Airan Limited converted into a public
- company through a maiden IPO, listed on NSE Emerge Platform.
- Levelled-up into a Multi-National Entity by promoting international wholly owned subsidiaries in Singapore and at SEZ in IFSC Gift City.



- Commenced field KYC operations for Paytm across multiple states.
- Built our own advanced warehousing facility and started document storage for Paytm.

- Operated Business as Usual (BAU) for all essential services including field activities throughout the Nation-Wide lockdown.
- Developed our exclusive Web-Based Health Log Portal to ensure the safety of all staff.
- Acted as the sole vendor for Pan-India Clearing of ICICI Bank.
- Won a global mandate from Standard Chartered Bank to be their only service provider for transaction processing activities in 34 countries.
- Inauguration of the Airan Foundation.



2018

- Promoted wholly owned subsidiary in United Kingdom.
- Started biometric based KYC for Kotak 811 across multiple states.
- Started Digital KYC on field for Amazon Pay across multiple states and back office for PAN India KYC validation.
- Expanded regional operations through offices at Mumbai, Delhi, Rest of Maharashtra, Madhya Pradesh etc.
- Started Image based back office activation support (Document Management) for Airtel.

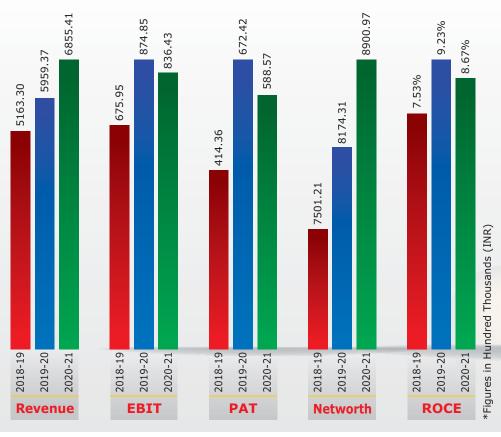
 Developed and rolled-out the proprietary mobile application called MCS.

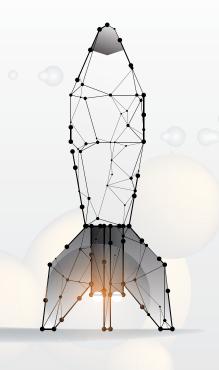
2019

- Listing of the Company got migrated from NSE Emerge platform to NSE Capital Market Segment (Main Board).
- Commenced with full fledged Contact Centre operations for Amazon Pay, Paytm, GTPL Hathway, Vodafone Idea Ltd, Lendingkart and others.
- Promoted wholly owned subsidiary in Sydney, Australia.
- Became industry leaders through the means of consolidation.



FINANCIAL HIGHLIGHTS





FINANCIAL TARGETS

Elevating Brand Equity: We aim to continuously evolve our brand image to unlock further competitive advantages. Our brand is a dynamic asset that differentiates our company from others and gives an exceptional quality to our services.









Aligning Sales and Marketing: We view the vital functions of sales and marketing differently. We intend to realise Marketing as a critical investment as significant sales can be generated with a proper marketing function to increase the bottom-line.

Increasing Geographical Reach: We are developing opportunities to expand your customer reach. This is a significant growth strategy that is pursued by us in a phased approach to ensure that additional customer requirements, logistics and costs are addressed.









Developing Strategic Partnerships: We believe in developing long-lasting, mutually beneficial relationships. They are shared with various players of our industries, including our clients, potential clients, counterparts, suppliers and allied service providers. These relationships can help in cost reduction, cross selling tactics and increase revenue.

Exploring New Distribution Channels and Opportunities: We audit our marketing strategy to find new opportunities and audiences to market to, and improve our figures in the process. We still intend to maintain our existing channels and methods. Online routes are some of the new and lucrative distribution channels for our business.







KEY STRENGTHS

ECONOMIES OF SCALE

AIRAN is one of the largest KYC (Know Your Customer) service provider for Field and Back-office activities to well known Banks, e-Commerce Platforms, NBFCs, Payment Banks and FinTech Firms across India.



OWNED WAREHOUSE FACILITY

AIRAN is having a Customizable Warehouse of over 20000+ Square Ft. with Complete Safety Compliance, Necessary Infrastructure and Amenities and a Storage Capacity of more than 50 Million Documents.



TIME-SENSITIVE ACCURACY

AIRAN is the pioneer in providing CTS and CMS services to many Banks across India and processes more than 25 Million

Transactions worth more than ₹600 Billion per annum.



CREDIBLE LARGE CASH HANDLING

AIRAN has a record of of issuing e-Stamps certificates and e Registration Fees receipts against collection of funds worth ₹300 Mn annually from 50 sub-registrar offices across Rajasthan on under Stock Holding Corporation of India.



TAILORMADE SOFTWARE DEVELOPMENT

AIRAN has successfully developed and deployed severa applications through its in-house IT Team like Field Executive tracking, Offline, Online & Mobile CTS, (Cheque Truncation System), Document Management System application, ERP, Human Resource Management, etc.



MANAGING BIG DATA

AIRAN has successfully processed 1000+ IPOs consisting of 30 Million+ transactions for more than ₹450 Billion for almost all the banks acting as an Escrow collection banker.



01

03

05

07

09

11



SPECTRUM OF SERVICES

Cash Management Services (CMS)

Personalised Cheque Pickup / Deposition and Reporting Services for CMS Clients.

Door Step Banking Services

Last Mile Support for Cheque & Cash Logistics

02

Fee Collection / **Counter Management**

Man behind Counter Services for Cash Collection Counter Management

Customer Onboarding -Know Your Customer

Digital KYC, Physical KYC and Aadhaar based Biometric KYC Field Support for End User Onboarding

04

Cheque Truncation / **Processing Services**

End to End Solution for CTS Processing along with Scanning Ecosystem

NACH Mandates Processing

End to End Mandates Registration process along with Transaction processing and Mobile Scanning Module

06

Vaulting Facility

Fireproof and Surveilled Vaulting Facility for Strorage and Management of Physical Instruments

PDC and SPDC Support

Vault Management **PDC Processing**

08

Customer Onboarding -Account Opening

New Account Opening Forms & Identification Documents Scanning, Data Entry and Overall Management

Bookkeeping Services

L1 and L2 Bookkeeping Services using all major Accounting Software such as QuickBooks, Peachtree, MS-Small Business Accounting, SAGE and Spreadsheets

10

Self-Managed Superannuation Fund

S.M.S.F. Audit and Compliance for Overseas Clients using all major Accounting Software such as Class, XERO, Saasu and MYOB Essentials

Property & Strata Management Services

Property Management Solutions for Individuals and Corporates

12

13

19

23



Software Development Services

In-house Software & Mobile-Application Development



Payroll Processing Services

Placement and Salary Processing of Manpower at Own/Client Location 14

Contact Center Services

Inbound and Outbound Voice and Non-Voice Services for Verification, Customer Services, Sales, Retention, Up-selling, etc.



Records Management

Safety Compliant and Surveilled Warehousing Facility, Physical Record Storage & Retrieval 16

Address Verification & Credit Verification

End User Due Diligence on Field and Backend, Last Mile Support



Back Office Management

Chat Support Services Email Support Services Technical Support Services 18

E-stamping / Registration Fee Collection

e-Stamp Certificate Printing and e-Registration Fees Collection



Document Management Services

End to End Document Life Cycle Management (Pick up, Data Entry & Transportation) 20

Digital Document Verification

Image based Document Audit, Data Entry, Processing and Quality Check



Financials and Taxation

End to End Financial and Taxation Support Services 22

Data Migration

Database, Version or Platform Transfer from One Application/ Device to Other



Automobile Inspection and Valuation

Software Powered Technical Inspection and Valuation of Vehicles 24



ADVANCING THE DIGITAL INDIA DRIVE





For Controller General of According, Whilestry of Finance





Public Financial Management System (PFMS)

National Health Mission

Sarva Siksha Abhiyan

Pradhan Mantri Awaas Yojana







Swachh Bharat Mission

Ahmedabad Municipal Corporation

Rajkot Municipal Corporation

Bhavnagar Municipal Corporation









Junagadh Municipal Corporation

Gandhinagar Municipal Corporation

Vadodara Municipal Corporation

Surat Municipal Corporation









Solapur Municipal Corporation

Dharur Municipal Council

Gujarat State Civil Supplies Corporation Limited

National High Speed Rail Corporation Limited (Bullet Train)









Rajpath BRTS Bus Rapid Transit System (Rajkot)

Sitilink BRTS Bus Rapid Transit System (Surat)

Gujarat Livelihood Promotion Company Limited

Gujarat Metro Rail Corporation Limited







Midday Meal Scheme

Gujarat University

National Rural Livelihoods Mission

Mahatma Gandhi National Rural Employment Guarantee Act









Gujarat Water Resources Development Corporation Limited

Gujarat Agro Industries Corporation Limited (GAIC)

Fifteenth Finance Commission of India

Rajasthan Housing Board



Development Authority



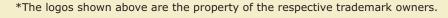




Surat Urban Development Authority

Sardar Vallabhbhai Patel Institute of Medical Science and Research

Integrated Child Development Services





BRAND ENHANCING PARTNERS



































































airtel































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nielsen



muthoot FINCORP























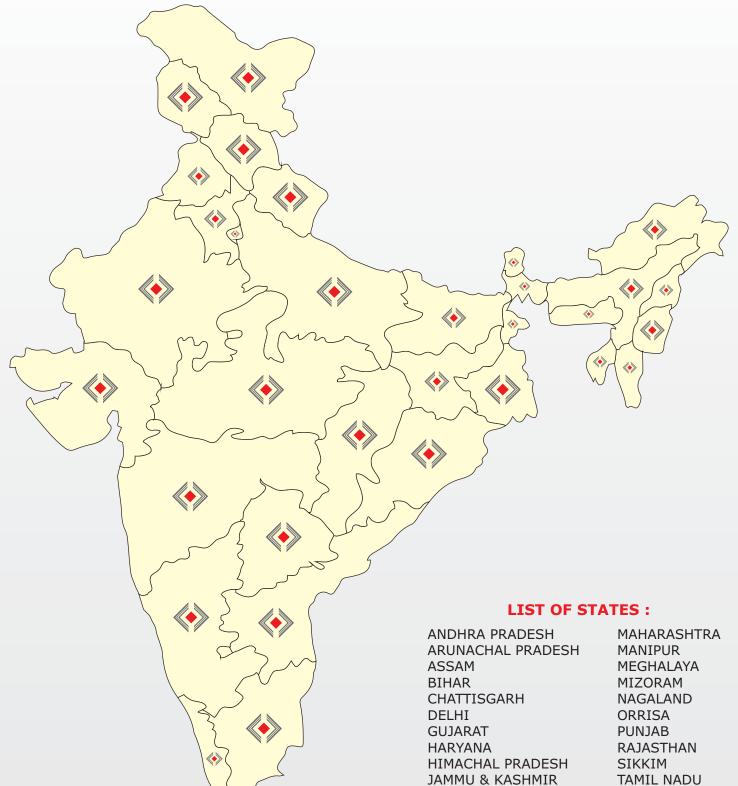






PRESENCE ACROSS INDIA





JHARKHAND

KARNATAKA

MADHYA PRADESH

KERALA

LADAKH

UTTAR PRADESH UTTARAKHAND

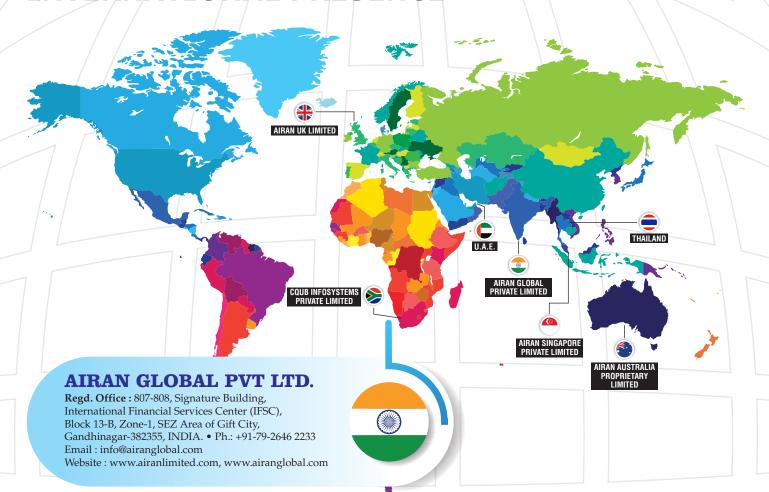
WEST BENGAL

TELANGANA

TRIPURA



INTERNATIONAL PRESENCE





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TESTIMONIALS

66-

Its great to read this chain, Well Done to all.

- Global COO, Cash Management and Digital, Data & Platforms

My sincere thanks and congratulations to everyone for making this 'first' possible

- South East Asia COO, Cash, Chief Pillar Owner Cash Client Experience & Digitization

Thanks for the display of strong partnership from Airan and SCB to ensure that we complete the testing before our target date. Lot of hard work has been put on both the sides.



Head of Cash Management Operations & Product Owner (Singapore)

77-

Well done for on time completion of work with least error.

- Manager, CMS



Great Job Team!
Keep it up.
Excellent and quick
planning and executions
within short time period
for DKYC work from home
facility that also without
impacting closure TAT.

- Partner Manager



While referring to
The Enrichment Error
Report, I observed that
there is nothing for Nagpur
Branch for the entire
quarter & that's really

- Assistant Vice President

cîtîbank

commendable for us.

99

Thanks for your support in Door-step Banking Services

- Manager, CMS



I would like to thank entire Airan Team for your continuous support from the day we started BC channel in Sep19. Together we built this channel from zero to where we are today, I am sure this will continue in a positive way and Airan will become one of the main player in BC business for the Bank. Airan has excellent and professional people managing this BC business.



- Associate Vice president

Airan
has achieved the
highest ever
completion across
all the cities
Pan-India

- Program Manager

amazon pay

79

We appreciate the timely completion of entry during high volume critical days which was additionally done by you over and above our set expectations. Whenever we had asked for any requirement we always got your support which in turn helping us to satisfy our customers & make them feel the WOW experience with ICICI BANK LTD. Once again thank you for your support, we hope we will always get your organization support in all our future assignments.

PICICI Bank

Operations Manager

[66

Thank you to the whole team and appreciate all the efforts

- Lead Operations

Bank of America



CERTIFICATIONS



Smera-D&B Performance & **Credit Rating SMERA MSE 1**



Creditworthiness Highest Operating Performance Financial Strength

D&B D-U-N-S® Number: 85-836-4162



Certified for Internationally Recognised Quality Management System (QMS)



Certified for Global Standard Information Security Management System (ISMS)



Government of India **Ministry of Finance**

Central Board of Indirect Taxes and Customs **CERTIFICATE**

OF APPRECIATION For Prompt Filing of Returns and Payment of GST



AWARDED

Best Co-ordinator for Cash Management Services (CMS)



AWARDED

Best Co-ordinator for **Cash Management Services** (CMS)



Certificate of **Achievement**

for having shown **Exemplary Performance** in the Sales Contest



CERTIFICATE APPRICIATION

for Achieving Highest App Adoption across all ROs.

SUSTAINABILITY ENDEAVOURS



Fight Against Covid-19

- 100% Vaccination of Entire Team
- Covid-19 Insurance
- Web-based Health Monitoring System
- WHO-Compliant Workplace Safety

Environment Focus

- **Energy Saving Practices**
- Reducing Carbon Footprint
- **Promoting Recycling Activities**

Philanthropic Activities

- Giving back to the Community
- Distribution of Essential Goods

Ethical Responsibility

- Respecting all Stakeholders
- Subsidised Canteen for Employees
- **Encourage Volunteering**
- Promoting Sports and Exercise



